



Rinaldin

Italy: an important but complex market

Past President



President



About me

Roberto Rinaldin

- 50 years
- Married with 4 children
- Sommelier
- passion for gardening
-and of my job





8mIn

TURNOVER



Brand only made in Italy

Landini

DIECI



IDEAL



Rinaldin



Andrea Borio
President of Federacma



Gianni Di Nardo
General Secretary of Federacma



Stefan Sprock
Vice-President of Climmar



Roberto Rinaldin
President of Climmar



Stéphane Leblond
Vice-President of Climmar



Howard Pullen
Treasurer



Friedric Trosse
General Secretary of Climmar



Unions



Italian Federation of National Associations
of Machine Dealers and Territorial ACMAs

It's been around for 30 years



European association agricultural
machinery gardening machinery
construction machinery dealers repairers

It's been around for 70 years

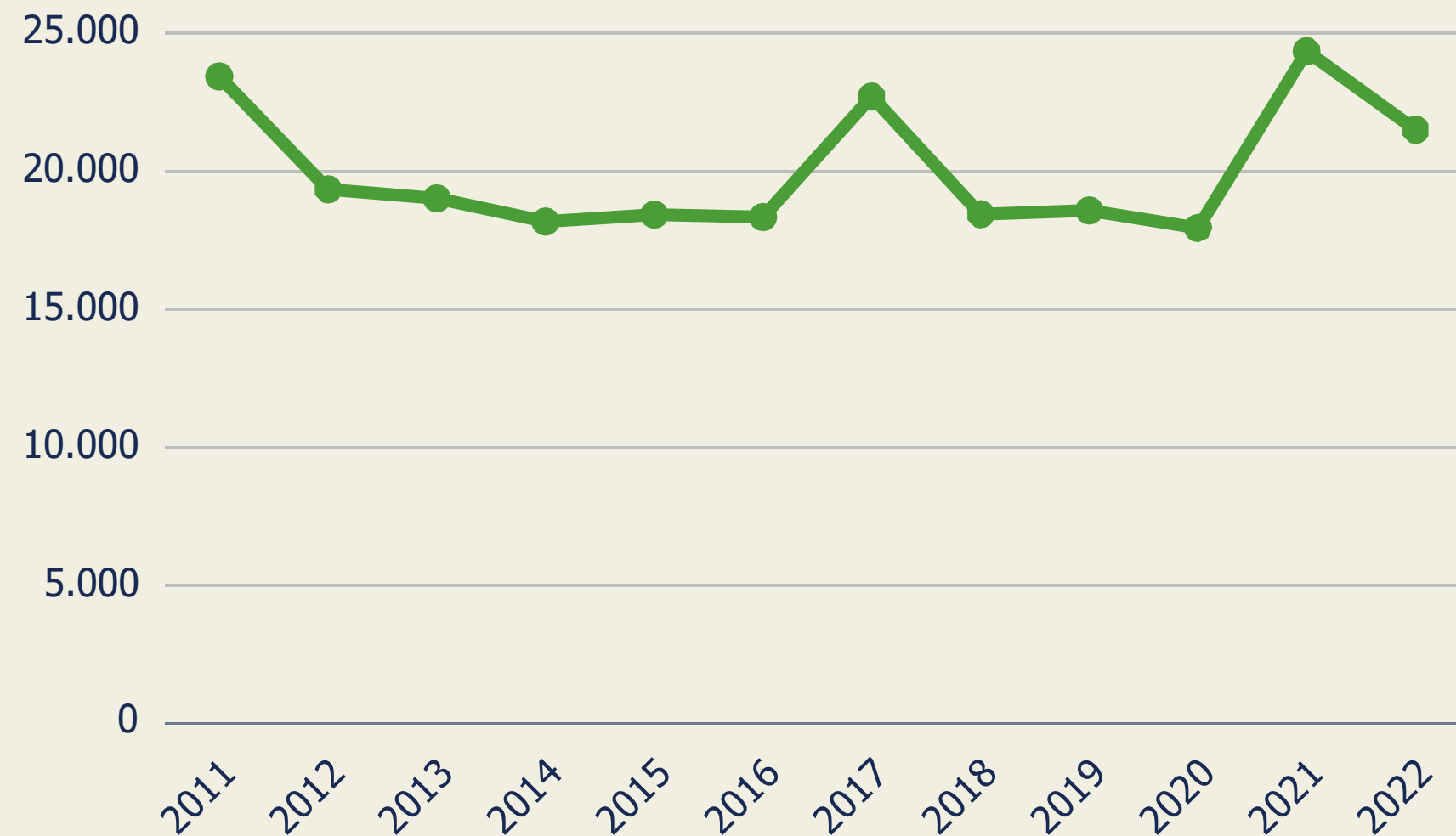


Commercial structure dealer in Italy



AREA	GEOGRAPHIC DISTRIBUTIONS	SAU USEFUL AGRICULTURAL AREA IN HECTARES	AGRICULTURAL ENTERPRISES	DEALER	REPORT AGRICULTURAL SURFACE/DEALER	REPORT AGRICULTURAL COMPANIES/ DEALERS	HOBBY FARMER FOR DEALER	EMPLOYEES OF DEALERS	EMPLOYEES FOR DEALERS
1	northwestern Italy	1.664.730	64.487	515	3232	125			
2	northeastern Italy	1.834.070	105.935	454	4040	233			
3	central Italy	1.275.697	55.703	592	2155	94			
4	southern Italy	1.886.540	116.477	457	4128	255			
5	Insular Italy	1.488.261	58.518	190	7833	308			
	Total	8.149.298	401.120	2.208	3691	182	317	8300	4

Registered tractor in Italy



anno	immatricolazioni
2011	23431
2012	19343
2013	19017
2014	18178
2015	18428
2016	18341
2017	22705
2018	18442
2019	18579
2020	17944
2021	24345
2022	21500 (?)

Tax credit 4.0

2021

60% - delivery at 30/6/2022
extended to 30/06/2023

**REQUEST
EXTENDED TO
31/12/2023**

2022

40% - delivery at 30/6/2023
extended to 30/09/2023

**REQUEST
EXTENDED TO
31/12/2023**

2023

20% - delivery at 30/6/2024

**REQUEST
EXTENSION TO
31/12/2024
REQUEST TO
MAINTAIN 40%**



FEDERACMA

Financial interventions to help the development of the post-pandemic market

1 **SABATINI LAW FINANCING OF 10%
OF THE INVESTMENT AS A SUPPLEMENT
TO INTEREST EXPENSE ACCOUNT.**

2 **TAX CREDIT FOR THE SUD**

3 **TENDER ISI- INAIL**





The tractor market by type

%	Class of belonging	Characteristics
6%	Class A – COMPACT TRACTORS	between 20 and 60 horsepower, with weight $\leq 2,200$ kg and wheelbase $\leq 2,000$ mm
10%	Class B – UTILITY TRACTORS	between 60 and 120 horsepower, with weight between 2,200 and 3,400 kg and wheelbase between 2,000 and 2,500 mm
12%	Class C – COMPANY TRACTORS	between 80 and 130 horsepower, with weight between 3,300 and 4,600 kg and wheelbase between 2,000 and 2,450 mm
10%	Class D – MULTIPURPOSE TRACTORS	between 120 and 170 horsepower, with weight between 4,600 and 6,400 kg and wheelbase between 2,350 and 2,800 mm
8%	Class E – MEDIUM HIGH POWER TRACTORS	between 150 and 230 horsepower, with weight between 6,200 and 8,200 kg and wheelbase between 2,600 and 3,000 mm

%	Class of belonging	Characteristics
6%	Class F – HIGH POWER TRACTORS	between 220 and 320 horsepower, with weight between 8,000 and 11,000 kg and wheelbase $\geq 2,800$ mm
2%	Class G – SUPER TRACTORS	≥ 300 horsepower, with weight $\geq 10,000$ kg and wheelbase $\geq 3,000$ mm
24%	Class H - Specialist tractors	
9%	Class I - track-type tractor	
13%	Class L - Isodiametric Tractors	

Report registered Germany-Italy



*In yellow:
Low presence of product in Germany

	Germany		Italy	
	2021	2020	2021	2020
John Deere	6164	5896	2152	1598
Fendt	5765	6818	1708	1252
Deutz-Fahr	2768	2645	1693	1105
Kubota	2413	2180	1213	932
Case IH			669	445
Steyr	2361	2238	106	73
Claas	2170	2021	838	570
New Holland	2086	1995	4841	3670
Solis	1634	679	110	41
Massey Ferguson	1294	1275	978	681
Valtra	994	1009	549	355
Kukje	915	879		
Iseki	889	644	22	28
Foton Lovol	624	332		
Same			1917	1472
Lamborghini			967	703
Huerliman	573	566		
Mercedes Benz	310	271		

	Germany		Italy	
2021	2021	2021	2021	2021
Daedong-Kioti	286	87	62	26
Antonio Carraro	258	317	2083	1698
Mc Cormick	216	108	452	323
Yanmar	198	87		
Lindner	104	172	26	28
Landini	100	84	2243	1535
Farmtrac			51	69
Aebi			49	34
Dong Feng			44	19
Bcs			389	271
Ferrari			376	220
Carraro Agritalia			245	132
Valpadana			189	143
Pasquali			137	83
Goldoni			128	193
Arbos			60	184
Altri	2350	1736	88	59
	34472	32039	24385	17942

Italy in 1815

The various states of Northern Italy in 1600



Be or not to be.....

...this is the Dealer's problem



EXTRA LARGE SIZE

MEDIUM SIZE

SMALL SIZE

Thanks for the attention

Roberto Rinaldin

Phone +39 3357169991

Mail: roberto@rinaldingroup.com

