



Industry Update 2023

Looking back at 2022

Value....

\$684m ↑3%

Tractors
\$515.6m
↑9.7%

Balers / Hay Tools
\$88.7m
↓2%

Harvesting
\$7.8m
↓62%

Tillage & Seeding
\$20.3m
↓23%

Feeders &
Feedout Wagons
\$3.9m
↓78%

Sprayers
\$31.3m
↑36%

Spreaders/Slurry
Tankers
\$8.2m
↑7%

Other Equip
\$7.9m
↑8%

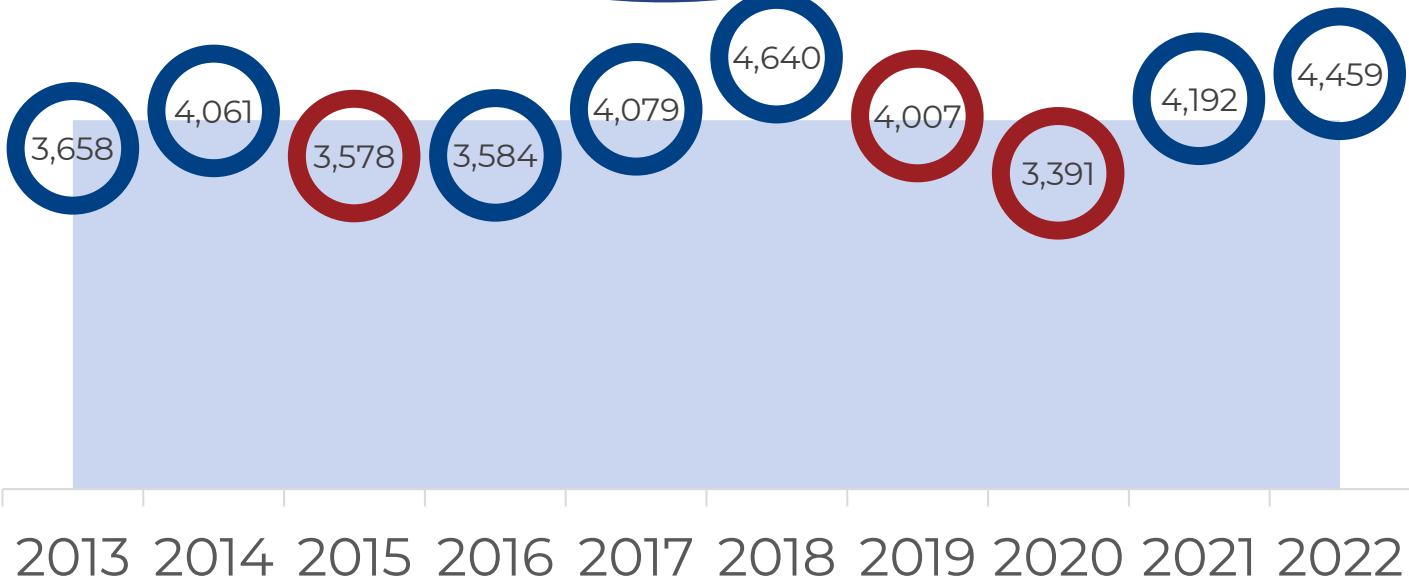
Looking back at 2022

Units....



All Tractors

4,459
↑ 6%

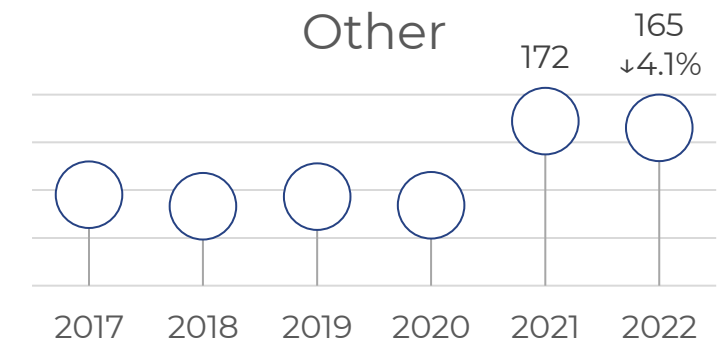
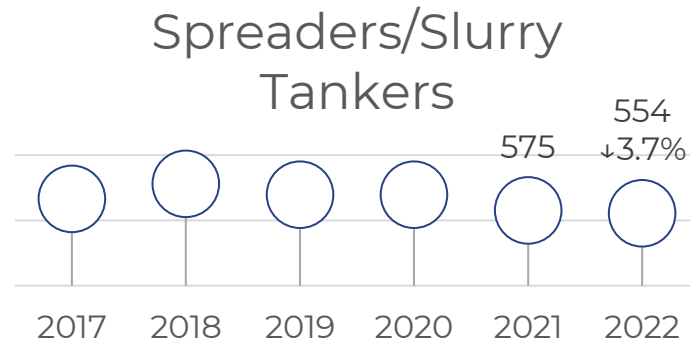
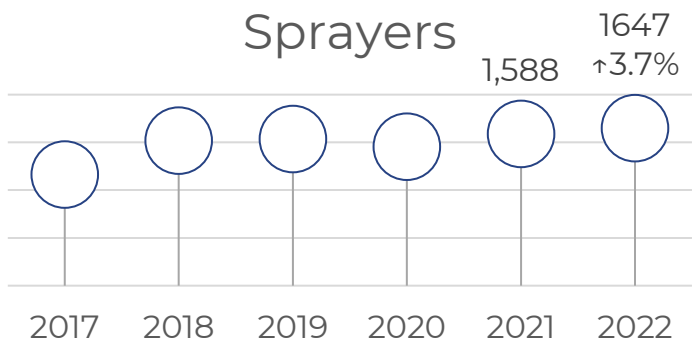
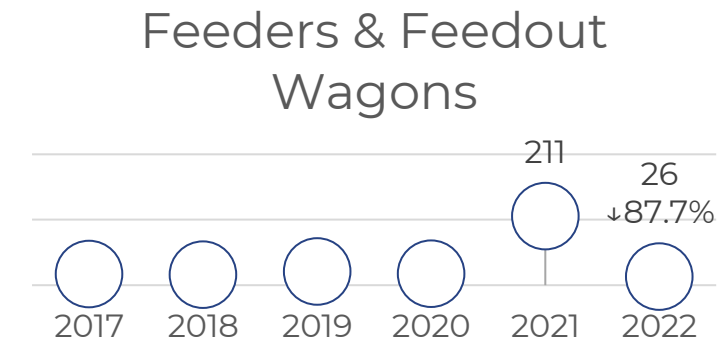
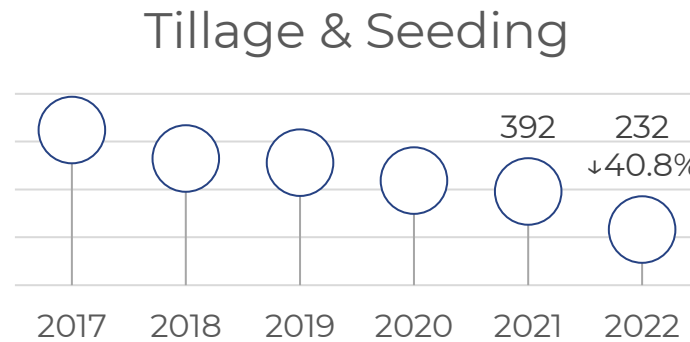
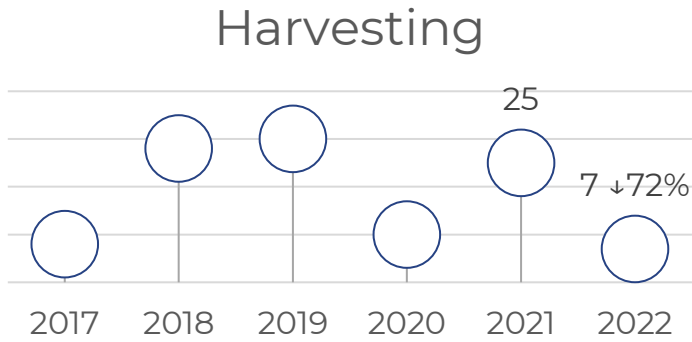
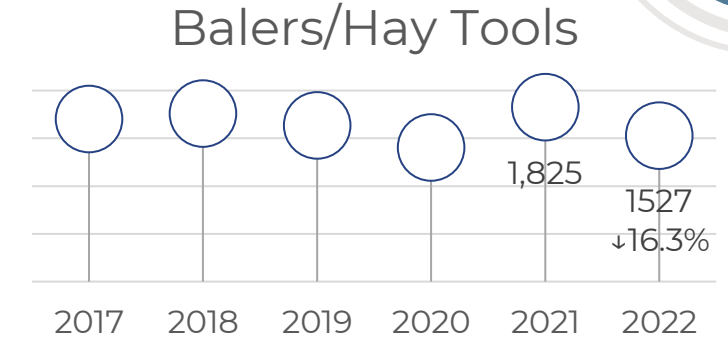
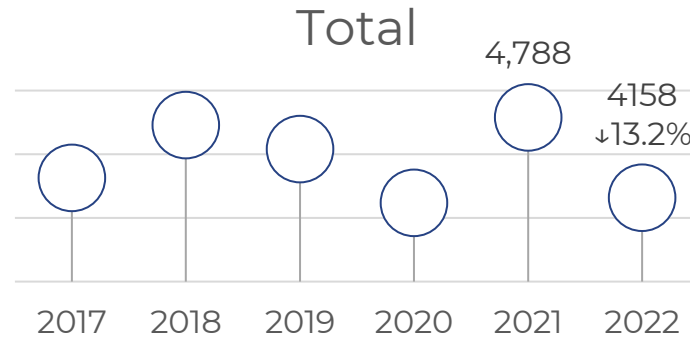


Average
Growth
Decline



Looking back at 2022

Units.....

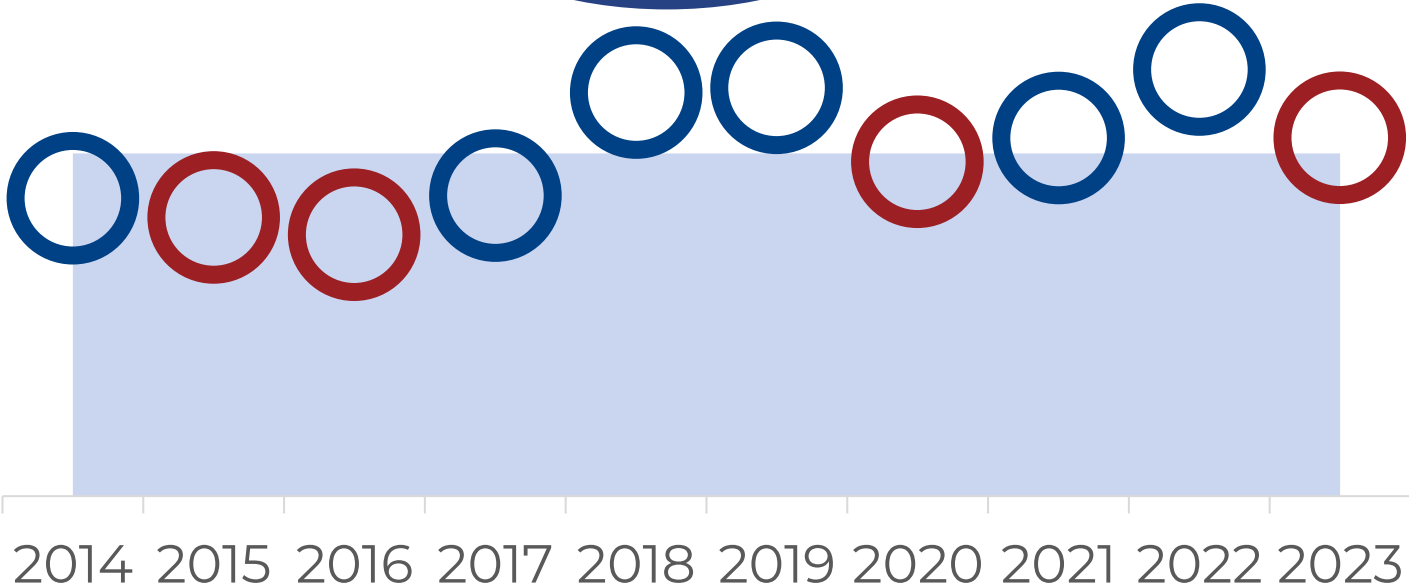


12 Months to end July 2023



All Tractors

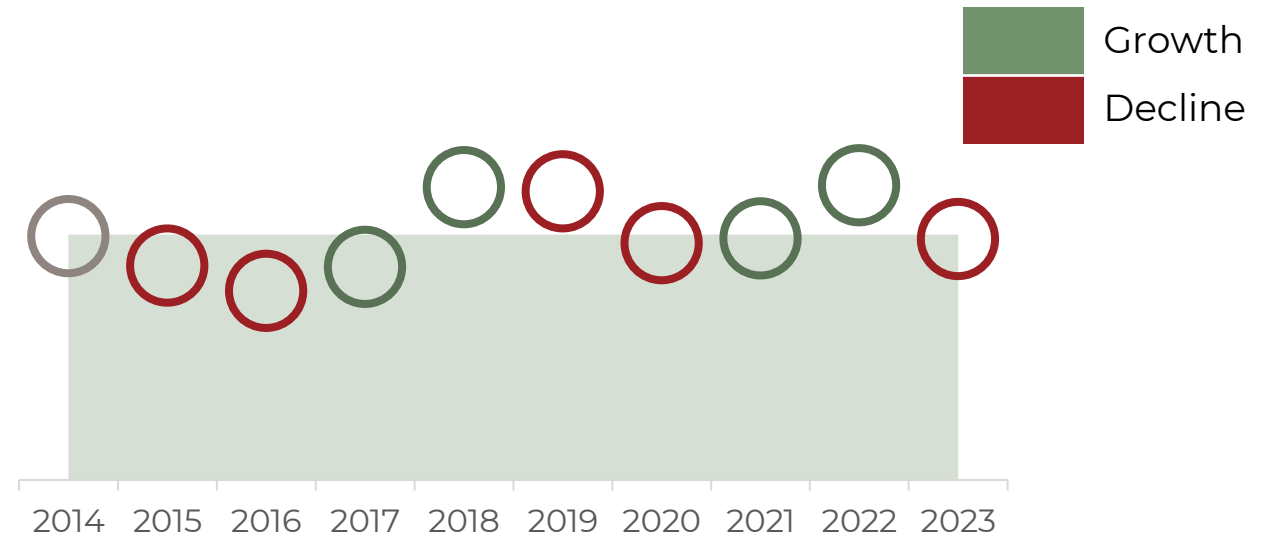
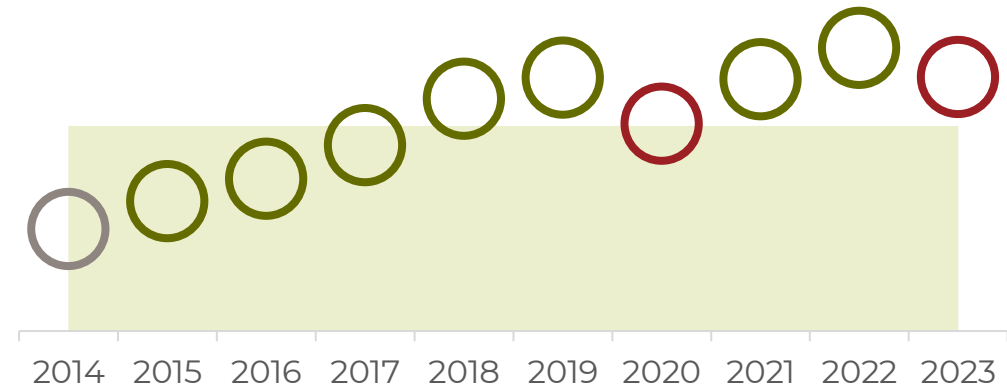
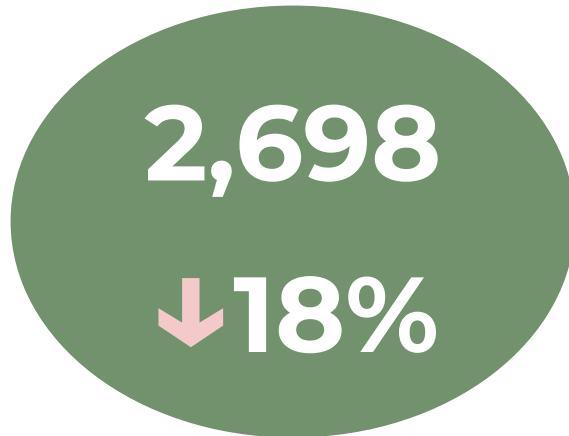
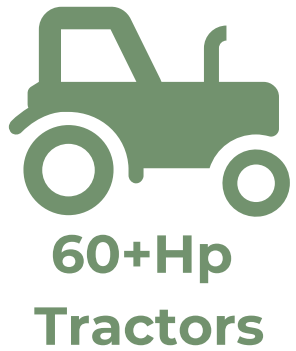
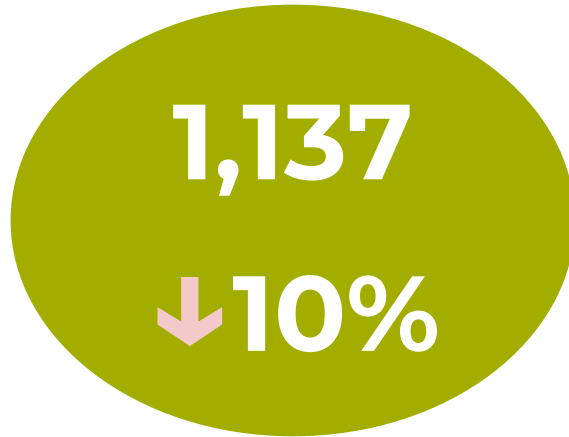
3,835
↓ 16%



Average
Growth
Decline



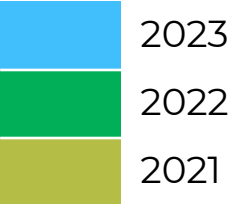
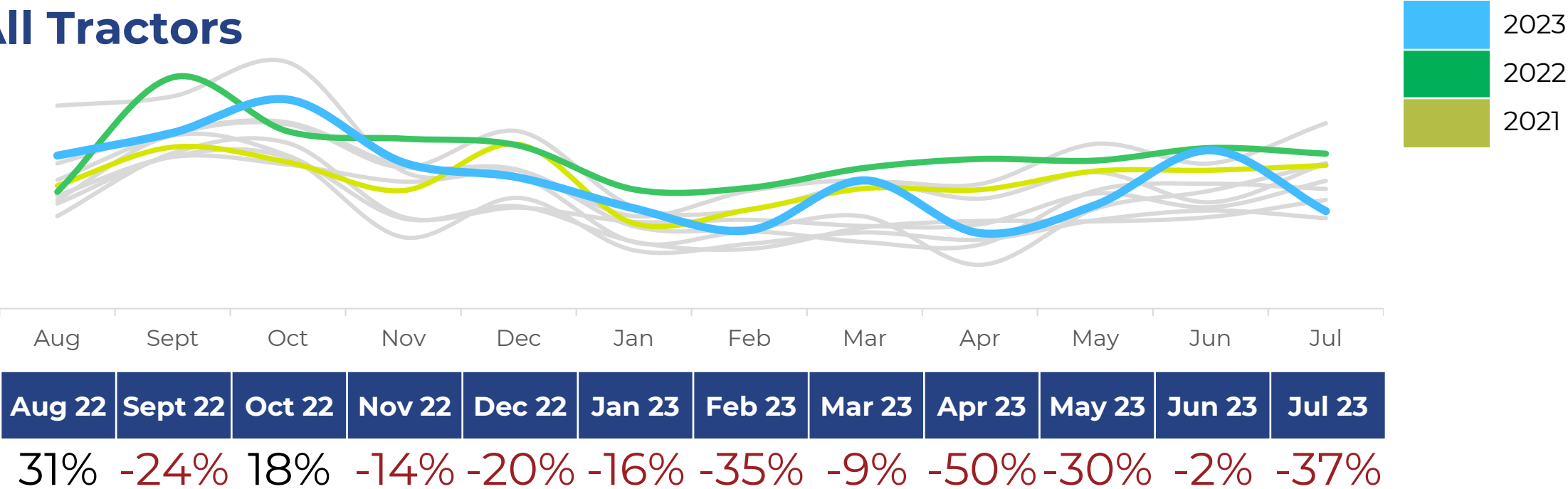
12 Months to end July 2023



12 Months to end July



All Tractors



Aug 22	Sept 22	Oct 22	Nov 22	Dec 22	Jan 23	Feb 23	Mar 23	Apr 23	May 23	Jun 23	Jul 23
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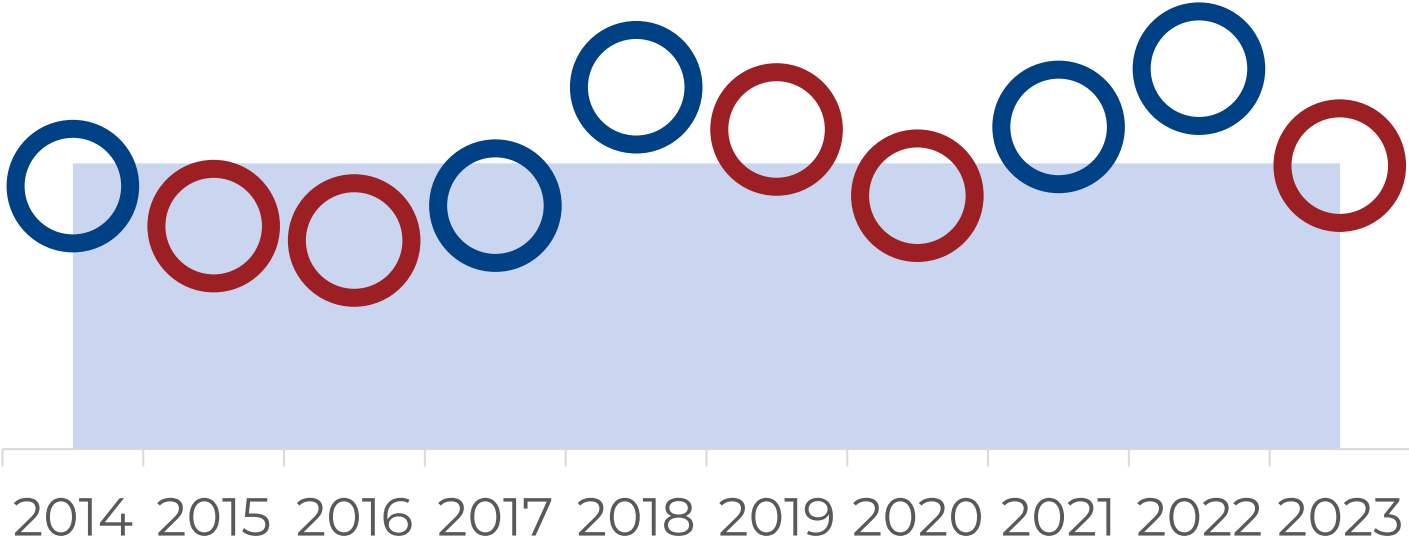
31% -24% 18% -14% -20% -16% -35% -9% -50% -30% -2% -37%

YTD end July 2023



All Tractors

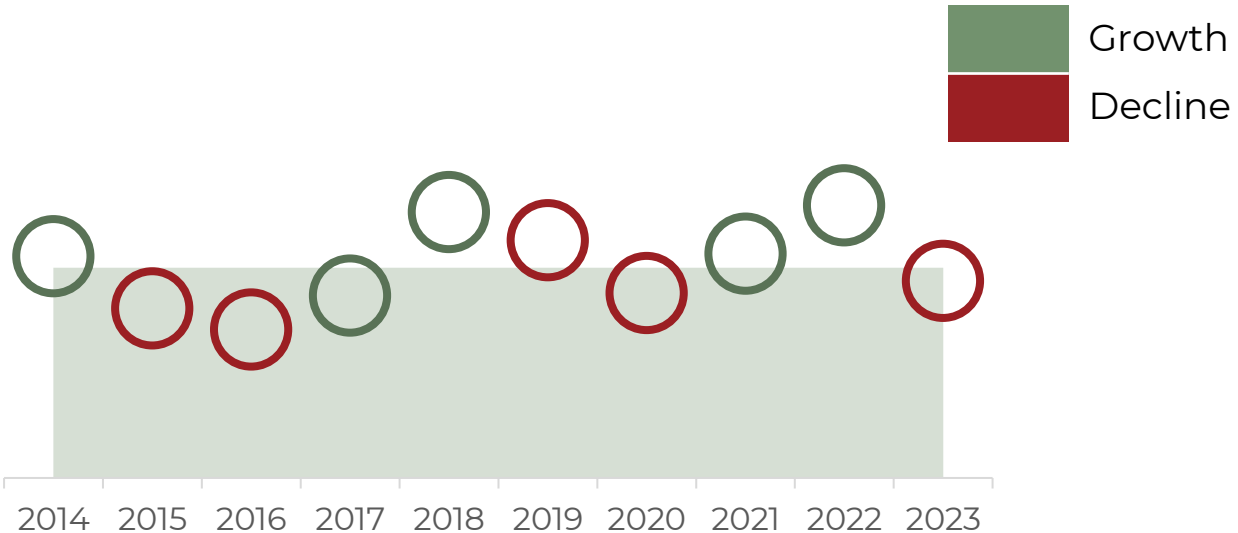
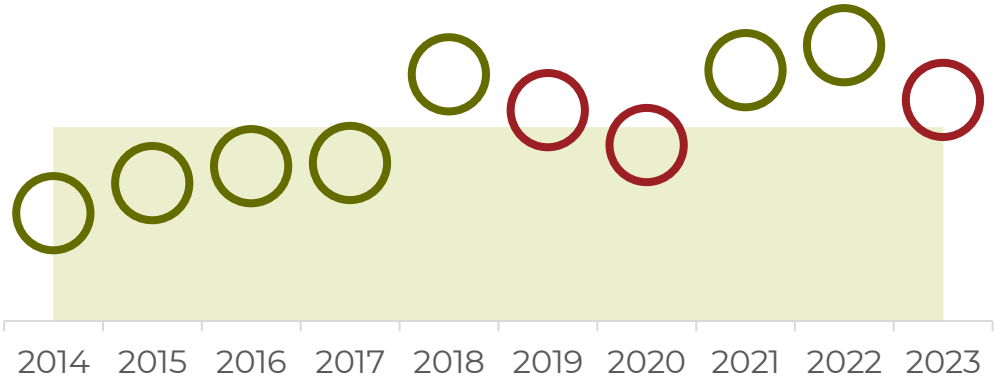
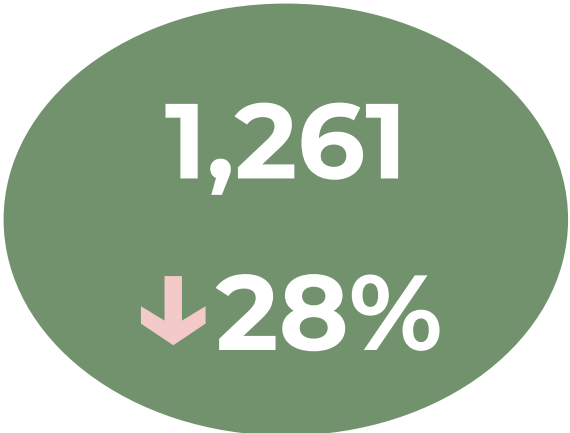
1,827
↓ 25.5%



Average
Growth
Decline



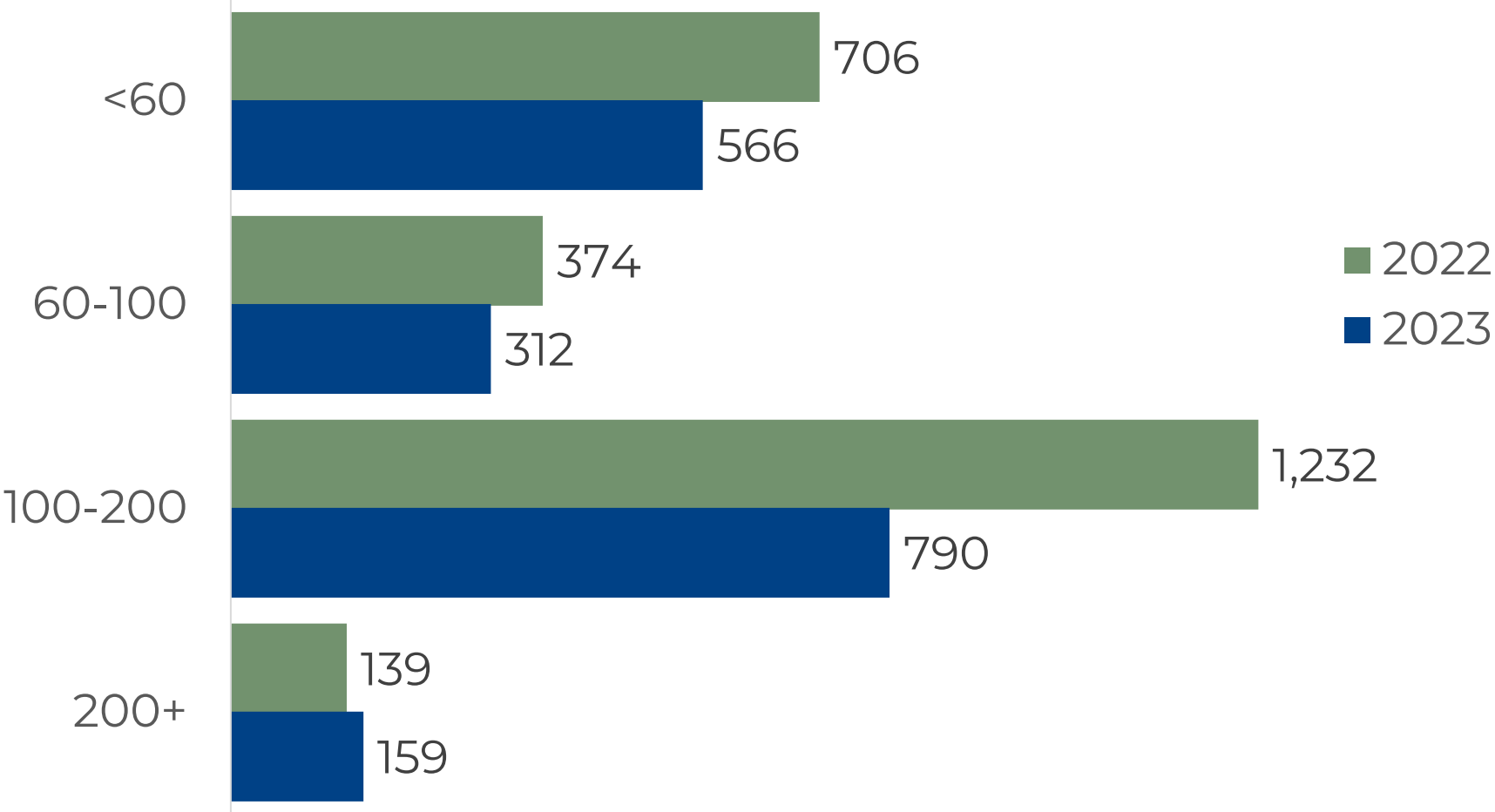
YTD end July 2023



YTD end July 2023



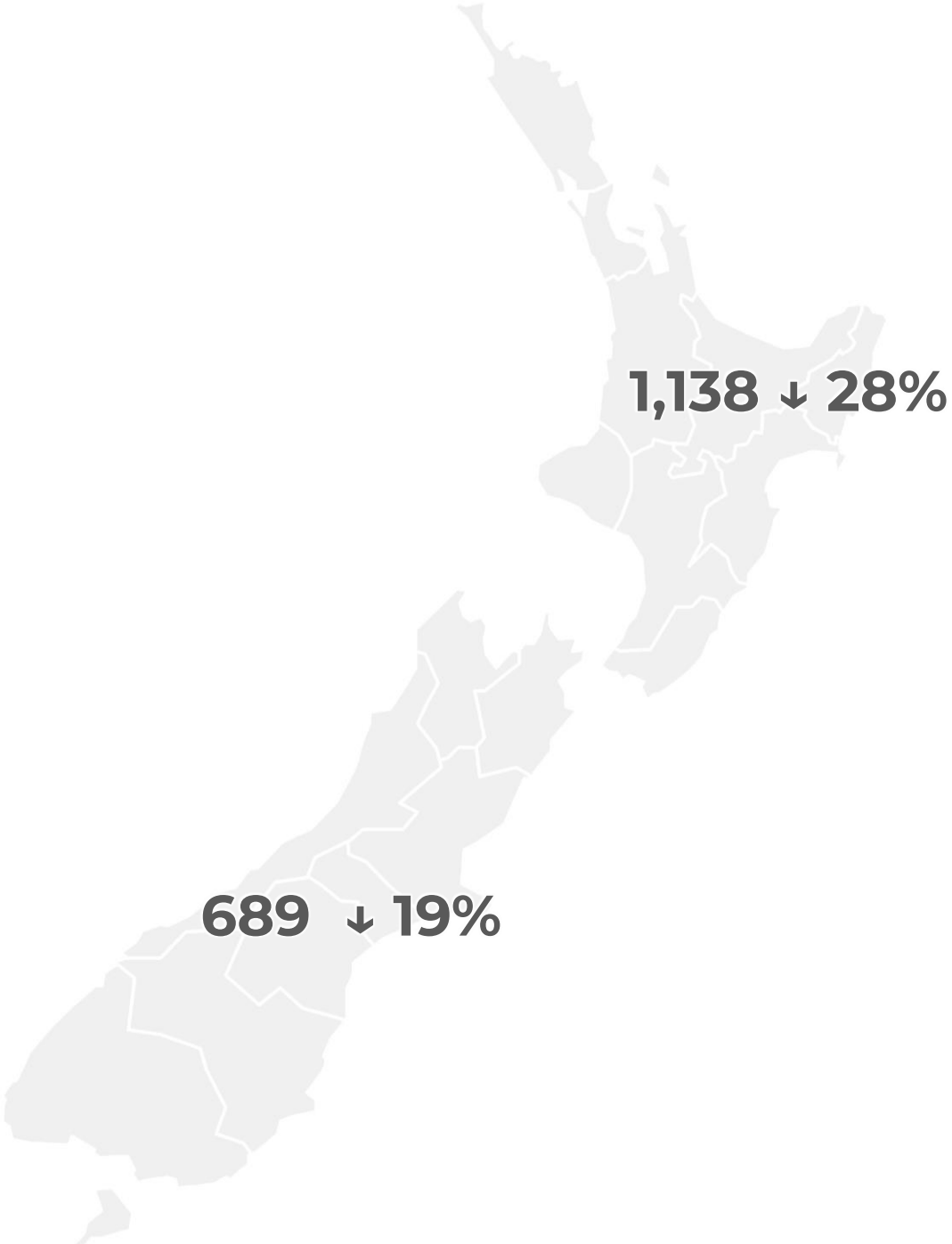
All Tractors



YTD end July 2023



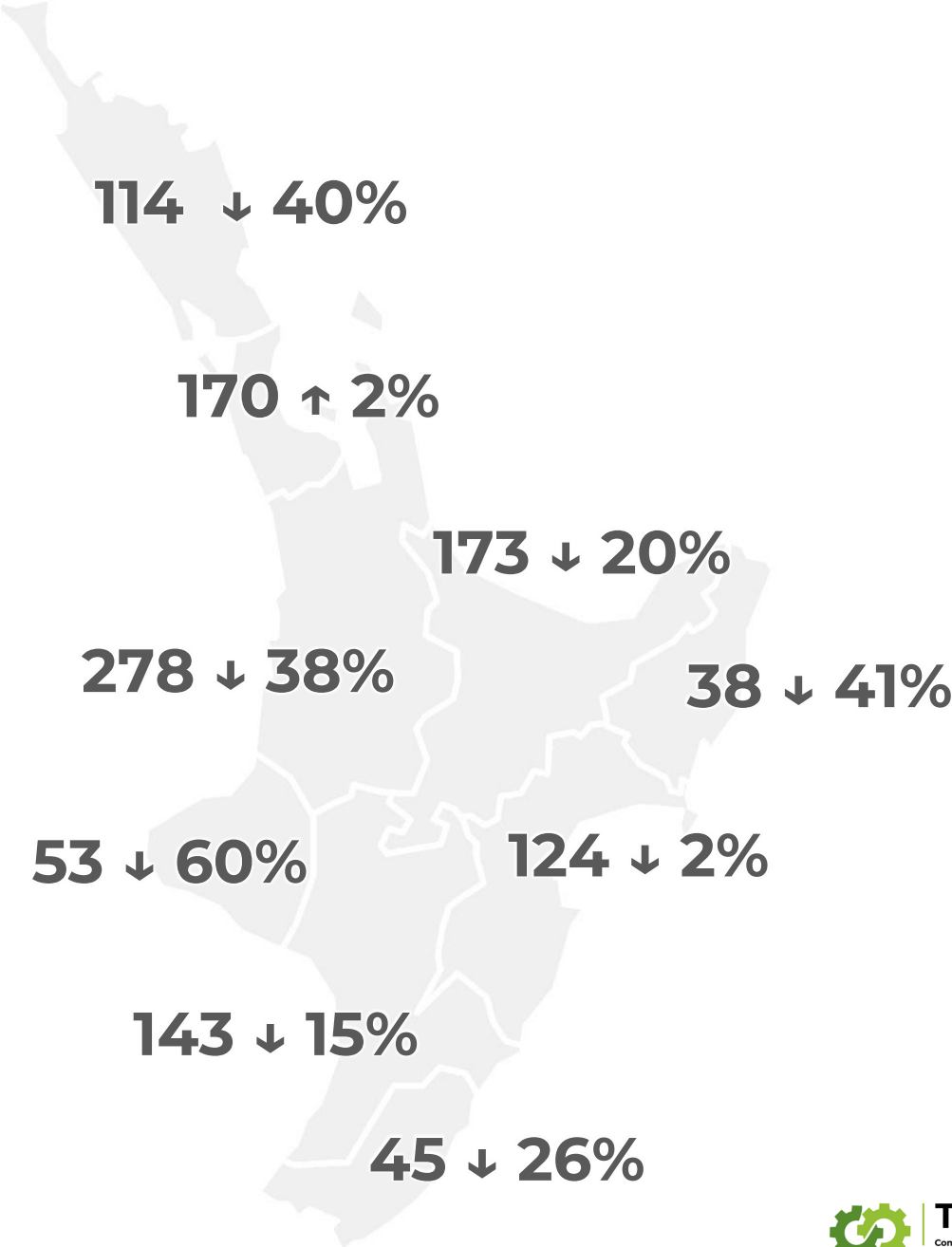
All Tractors



YTD to end July 2023



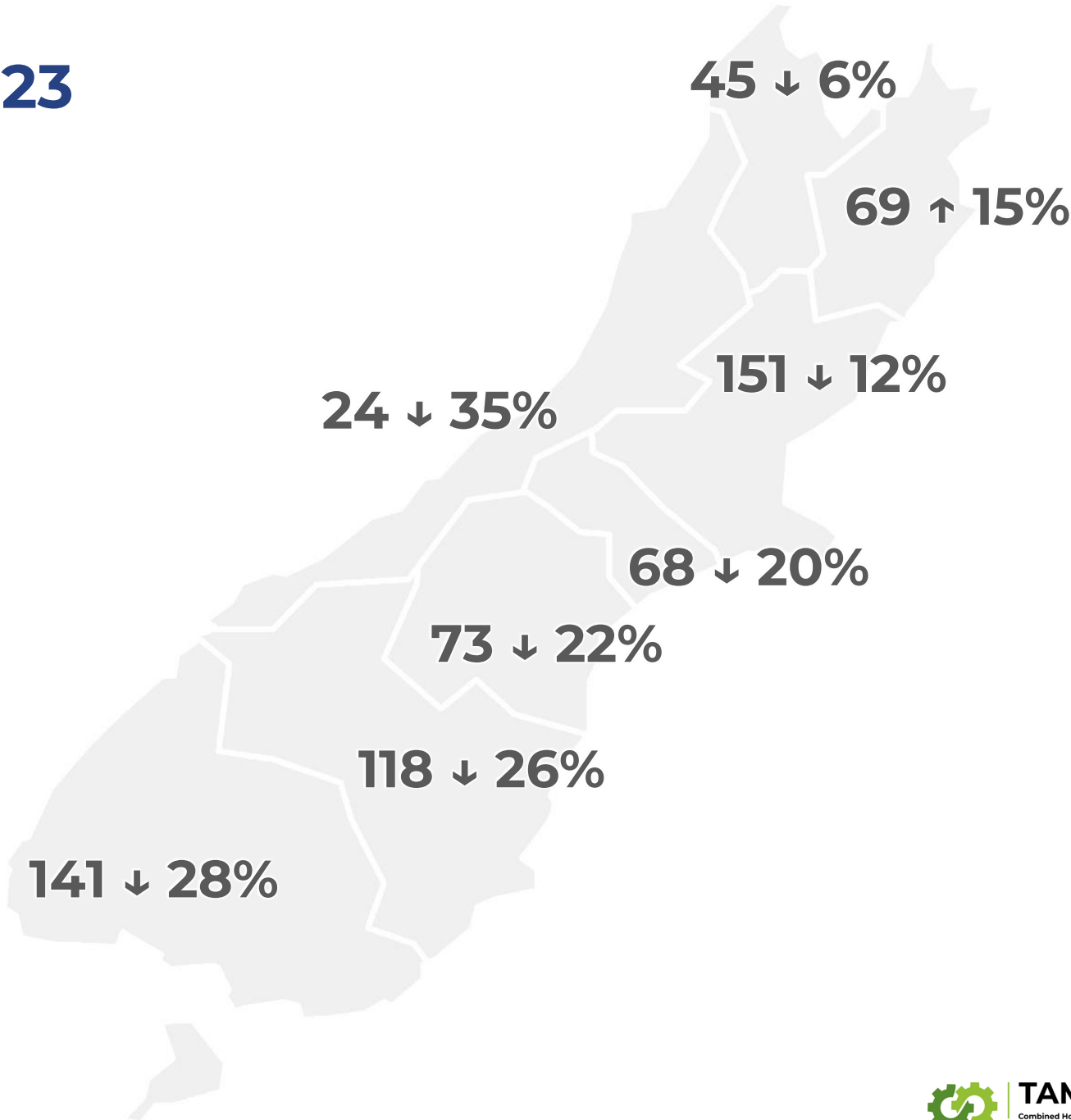
All Tractors



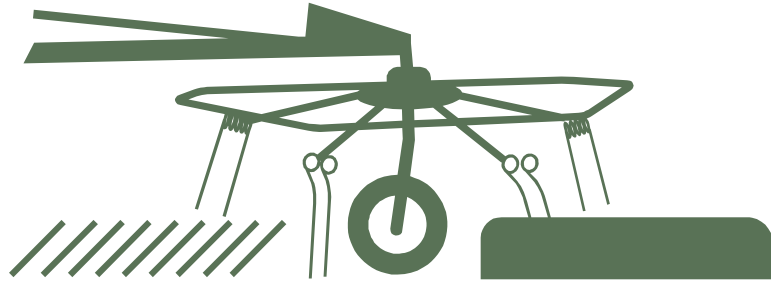
YTD to end July 2023



All Tractors



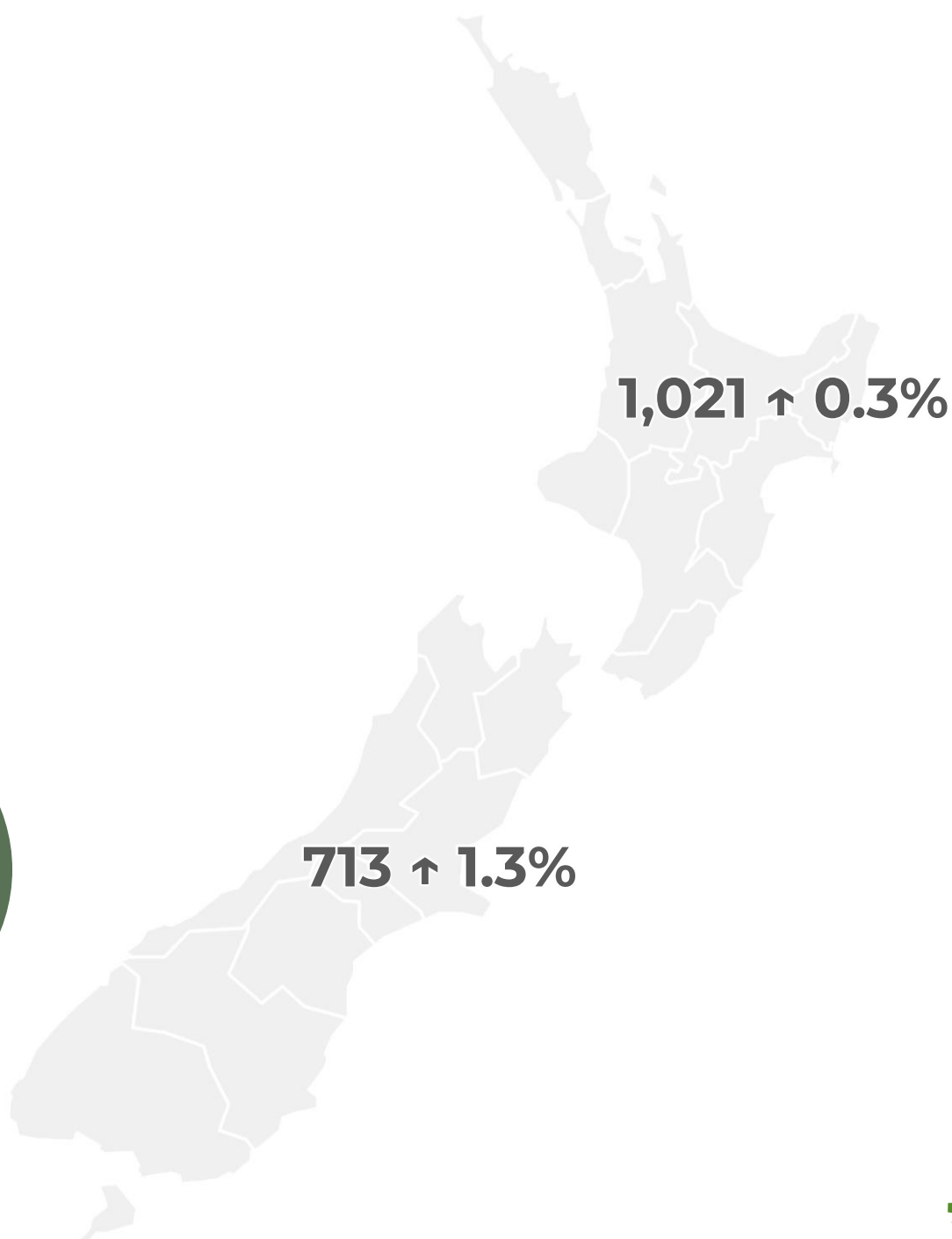
YTD end June 2023



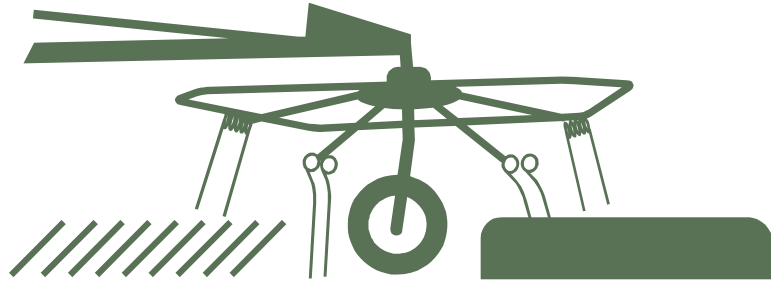
All Other Equipment

1,734

↑ 0.7%



YTD end June 2023



All Other Equipment

Balers / Hay Tools
↑44%

Harvesting
↓25%

Tillage & Seeding
↓23%

Feeders & Feedout Wagons
↓15%

Sprayers
↓5%

Spreaders/Slurry Tankers
↓13%

Other Equip
↑21%

MachineryTrak Demand Forecaster



Tractor Demand Forecaster

Filter by

State: (All) | NCSA2: (All) | HP Range: (All) | Latest Year for analysis: 2023

Global summary

Select a State to filter the entire view

CY 2022	CY 2023	Variation
17,702	14,862	-16.04%

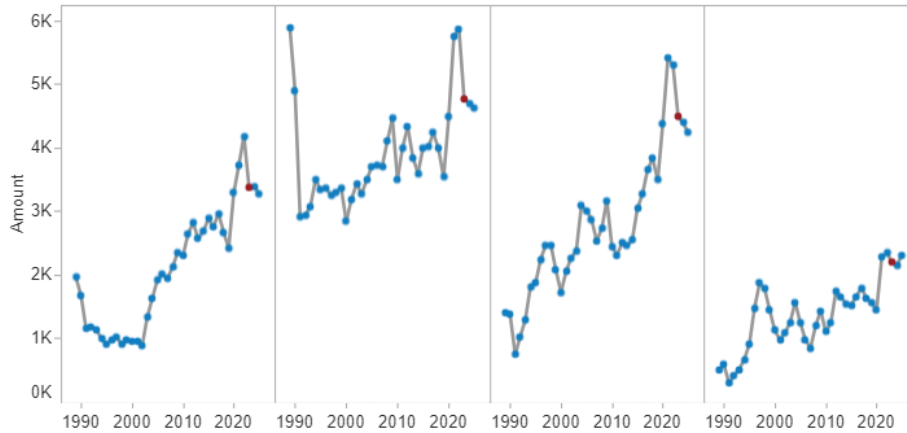


© Mapbox © OSM

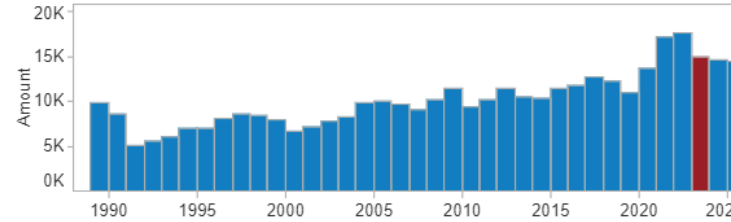
2023 demand by HP Range

Dimension: HP Range

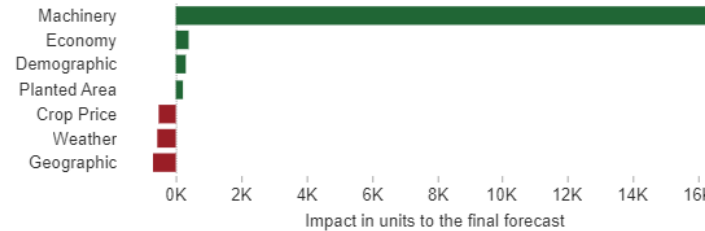
0 - 40 HP	40 - 100 HP	100 - 200 HP	200 - Plus HP
3,383	4,771	4,497	2,211



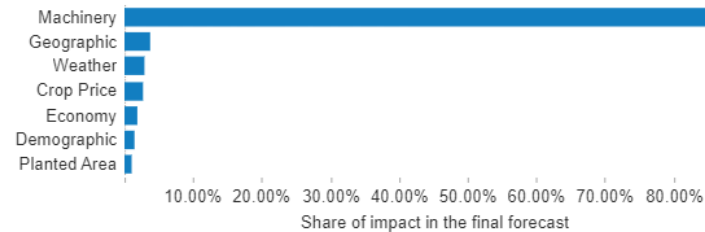
Historical annual demand



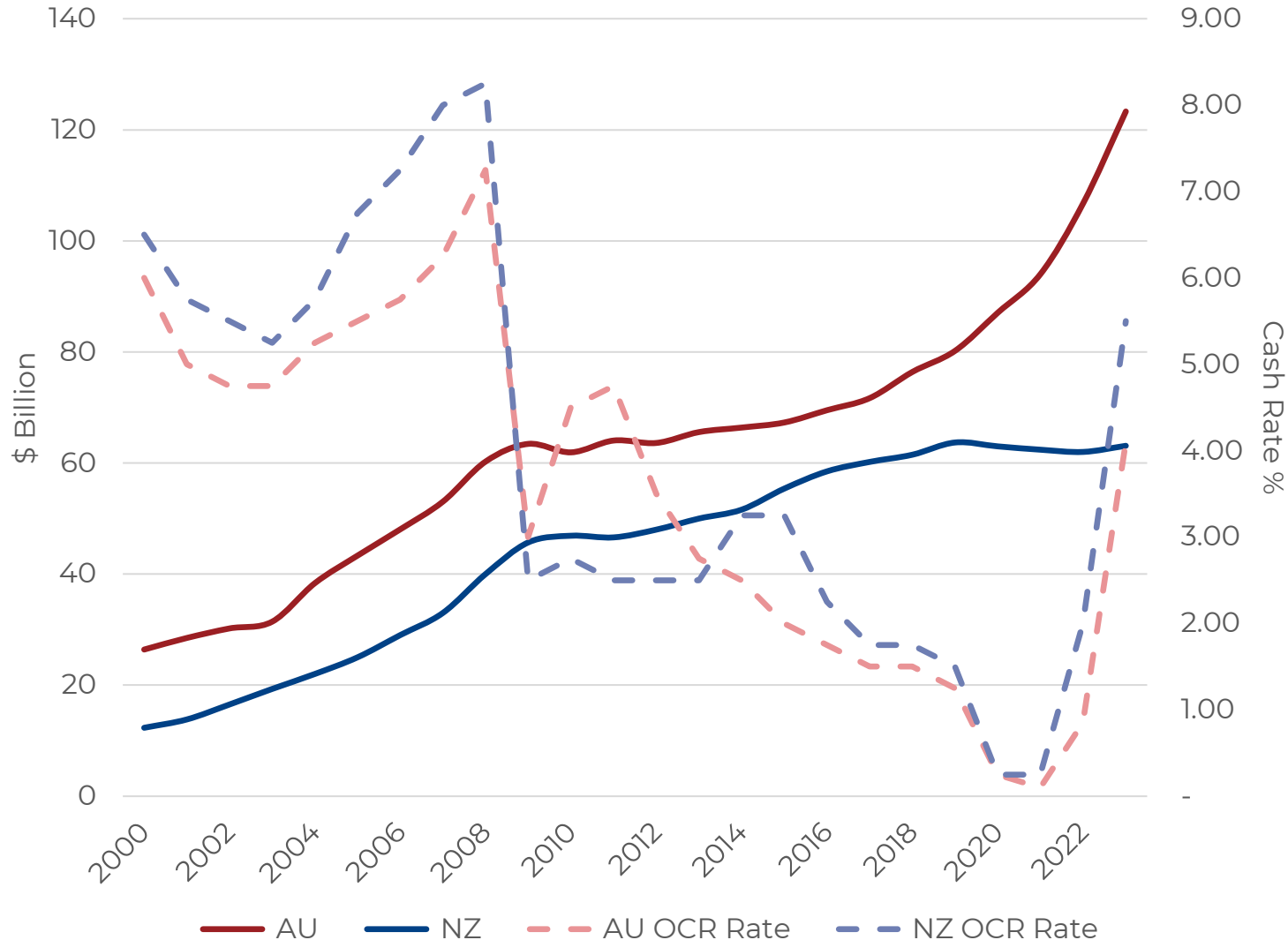
Driver impact



Most important drivers



Lending to Agriculture – AU v NZ



Australia Industry Spread

Dairy 14%
 Beef & Sheep 25%
Livestock 39%
Grains & Mixed 34%
 Horticulture 12%

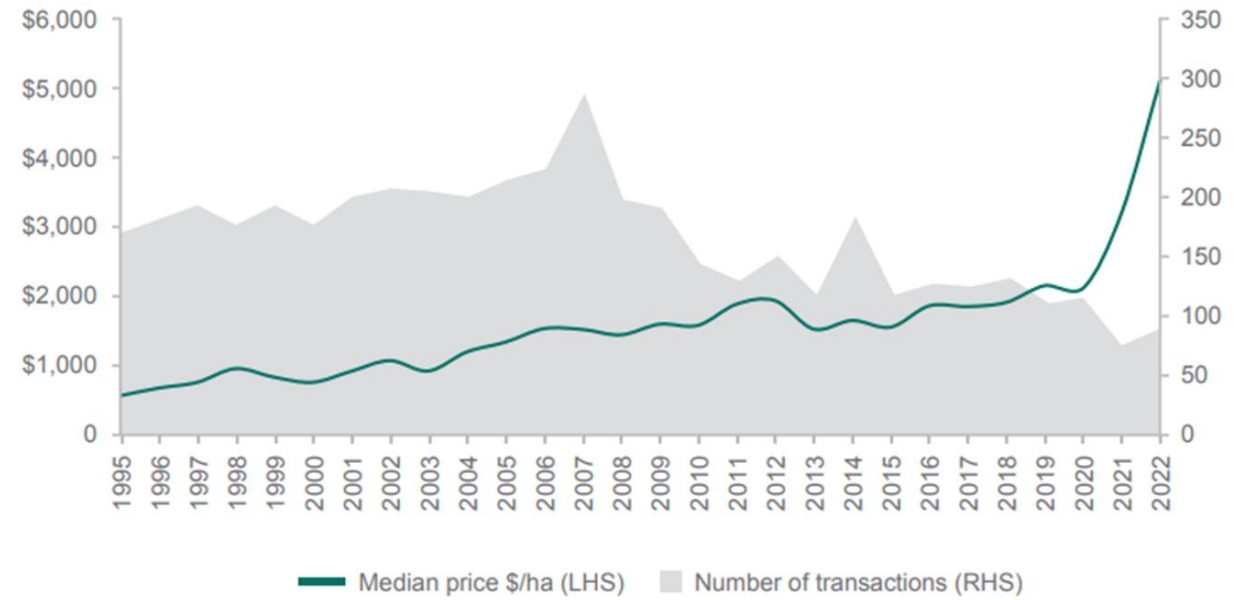
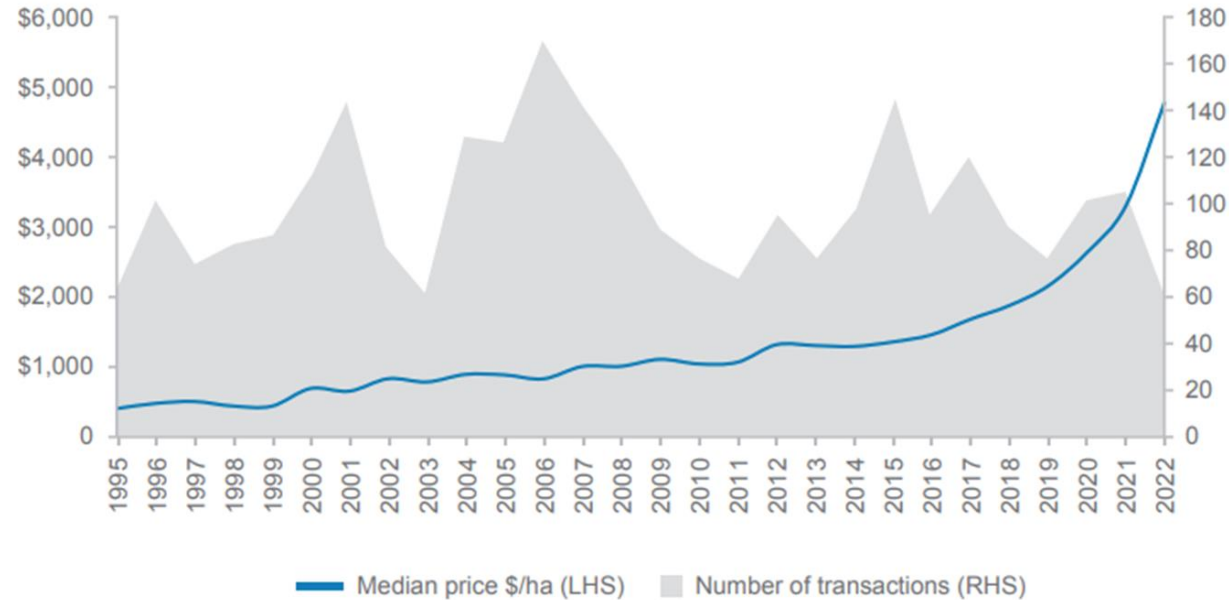
New Zealand Industry Spread

Dairy 60%
 Beef & Sheep 21%
Livestock 81%
 Horticulture 12%

Land Prices – Vic Mallee, WA central wheatbelt

Vic Mallee : 165% increase in 5 years

WA : 168% increase in 5 years



Land Prices – New Zealand

Source: <https://www.interest.co.nz/rural-news/102198/farm-land-prices-are-not-rising-and-havent-been-least-decade-clearly-farmers-are>



The median price per hectare for all farms sold during the April quarter was \$30,330, up 3.3% compared to \$29,355 posted for three months ended April 2022. The median price per hectare rose 2.1% month-on-month. The REINZ All Farm Price Index fell 0.5% in the three months to April compared to the three months to March. 31/05/2023

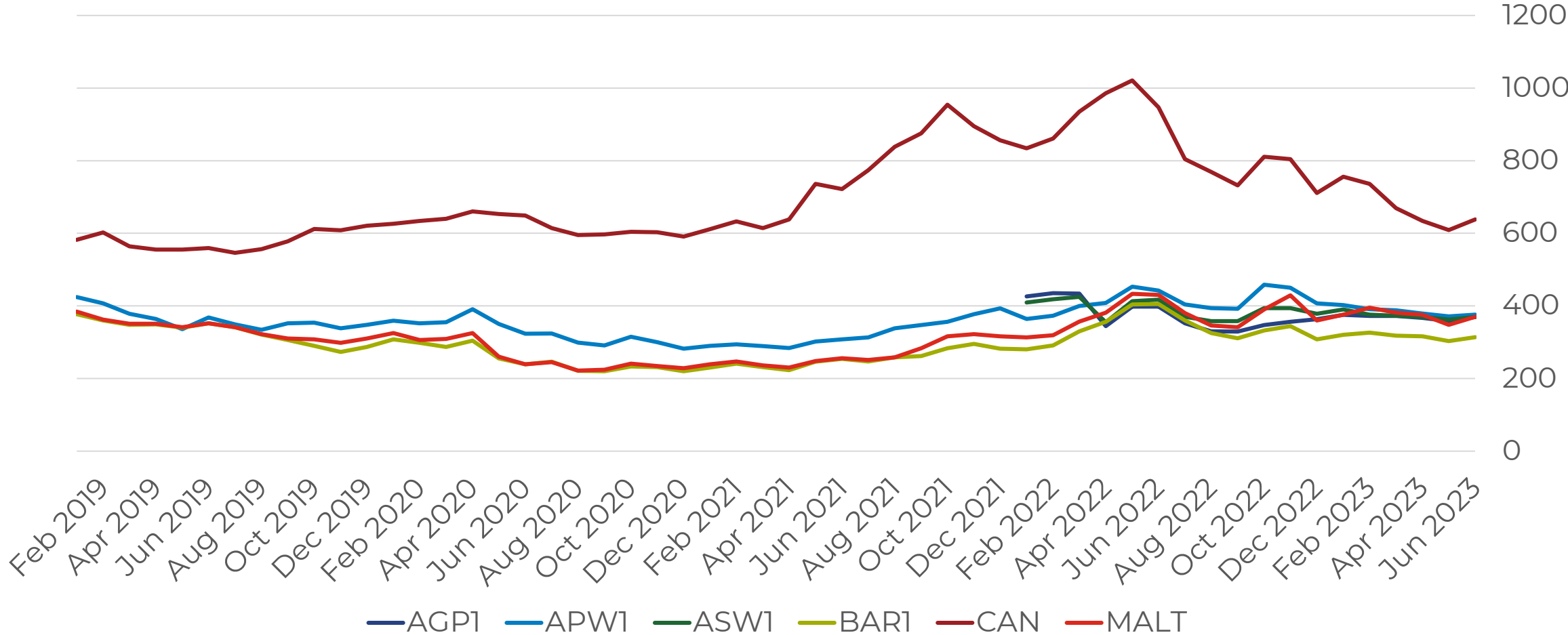


MPA Mag
<https://www.mpamag.com/news/general/farm-sales-...>

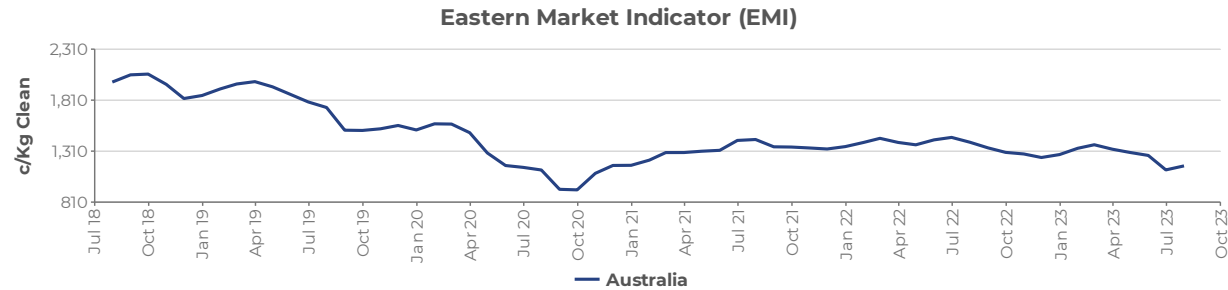
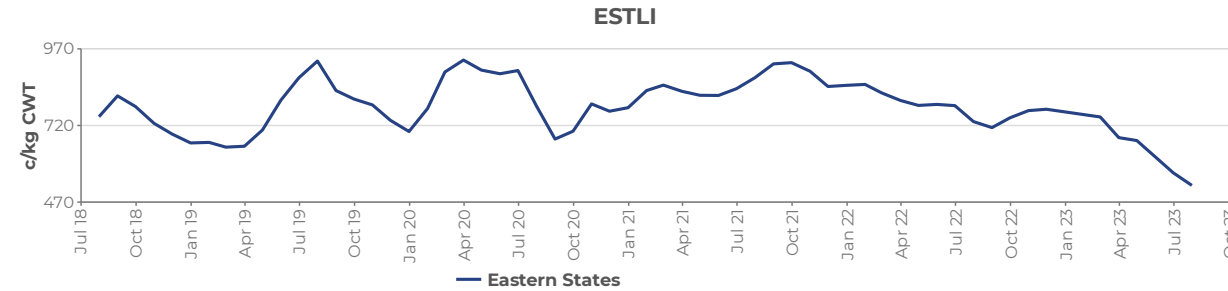
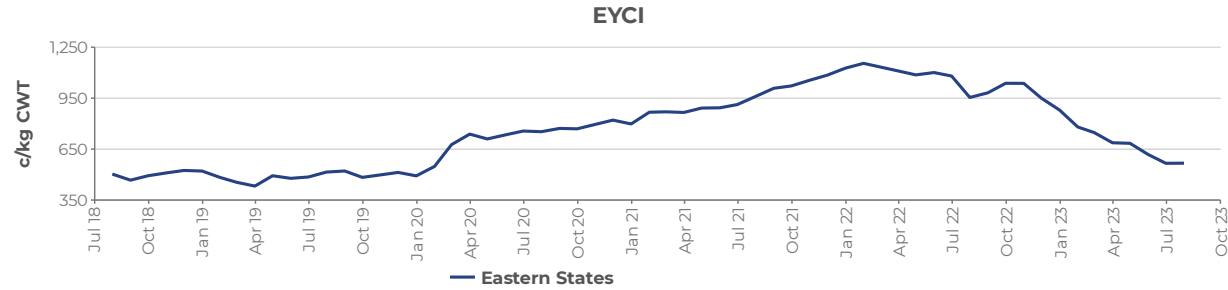
Farm sales volume down but values still steady – REINZ



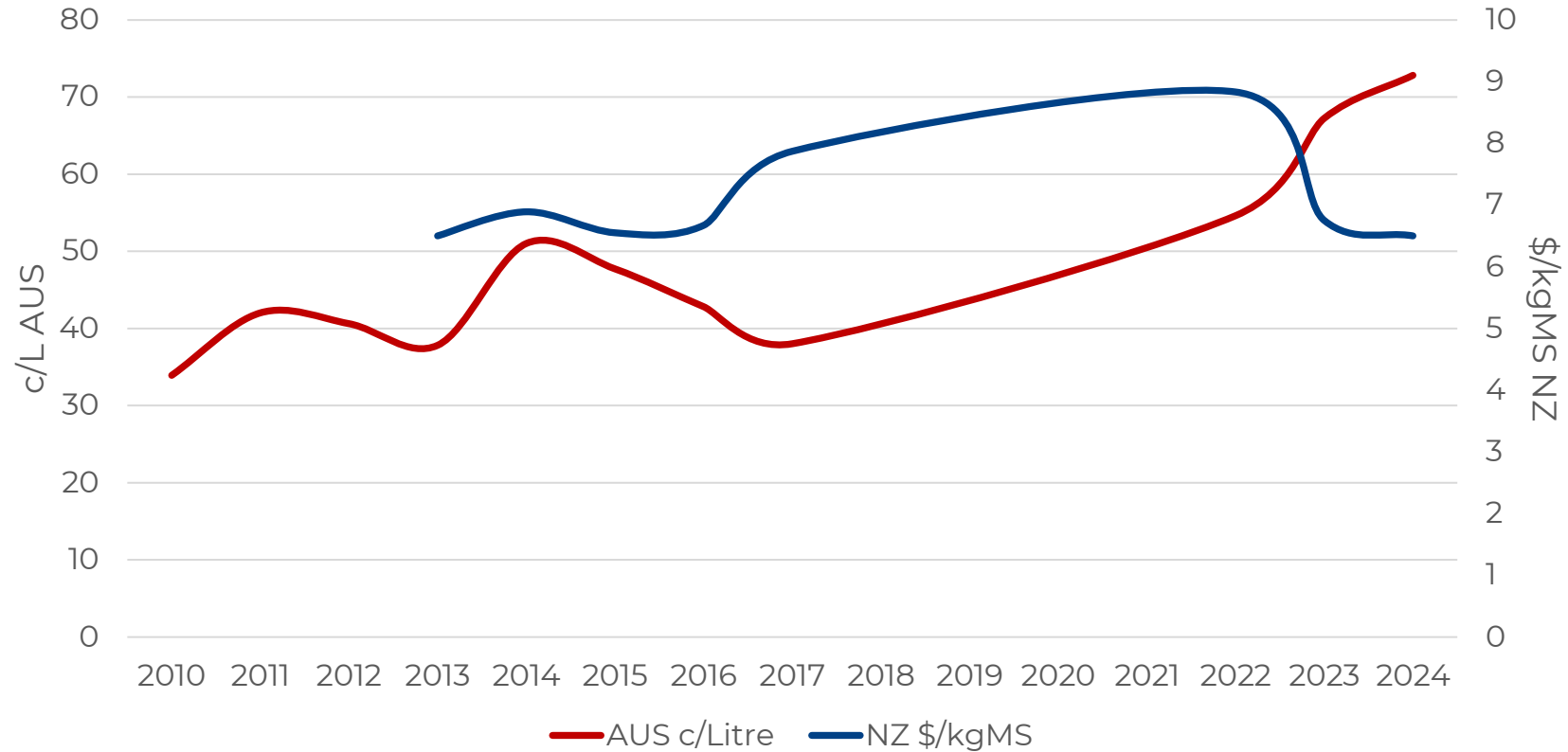
Geelong Monthly Average Grain Prices Five Years



Monthly Average Livestock Prices Five Years



Monthly Average Milk Prices Five Years



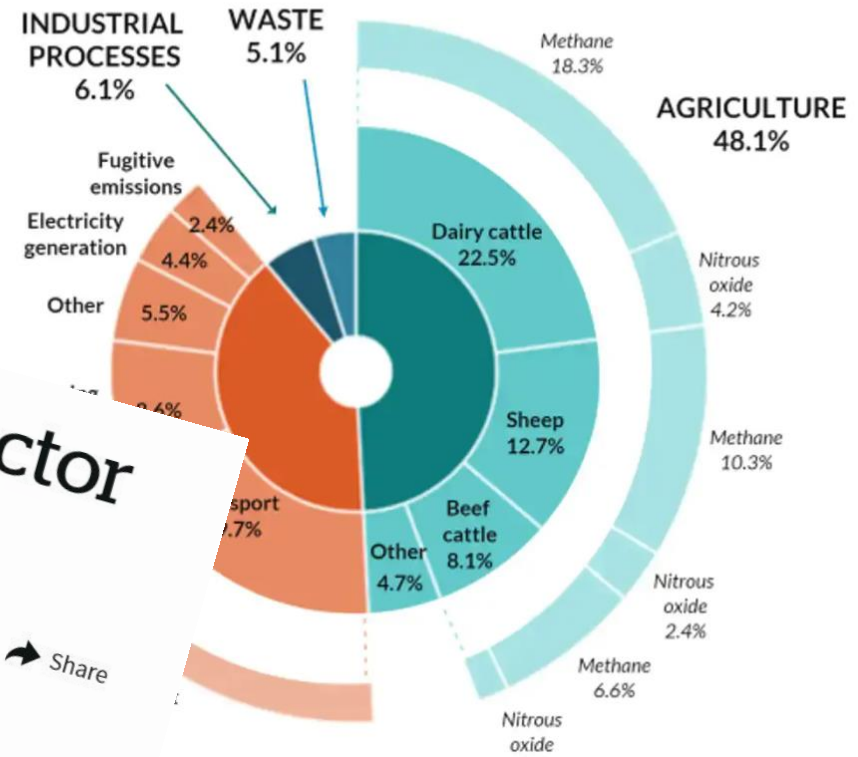
Emissions

Is Wool Sustainable?

2. Nitrous oxide emissions from fertiliser use
When in excess, nitro...

NEW ZEALAND'S Greenhouse Gas Emissions

Source: New Zealand's Greenhouse Gas Inventory 1990-2017, published April 2019



Green Gases and Wool

... materials are more harmful than 27 times more greenhouse gas than this is calculated by...

Groundswell to mount tractor protest to emissions plan



NZ Herald

14 Oct, 2022 03:12 PM 2 mins to read

Save | Share

All clothing products are more harmful than others. Using Australian equivalent emissions Why?

Sheep farming cause climate change when we use...



and lost to the...
...ites to global...
...ore potent th...
...duced, will pre...
...orst impacts

And to wrap it up....

- Employment Survey
- Data reporting / Spec Check



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