



AGRICULTURAL MACHINERY IN BRAZIL



Brazil is the:

- largest market for agricultural machinery in Latin America
- 8th top market for U.S. agricultural **machinery exports**
- 2016 U.S. ag machinery exports totaled U\$161 million
- 2017 U.S. ag machinery exports estimated U\$129 million

Brazil is a major global **exporter** of agricultural **commodities**, especially **soybeans, coffee, sugar, corn, orange juice** and **meat**.

- Several global agricultural machinery manufacturers have large factories in Brazil, including John Deere, AGCO, Valtra, Argo (Landini), Case New Holland and Caterpillar, with a combined output of 53,000 machines/year of agricultural and construction machines
- These local manufacturers represent a major opportunity for suppliers of parts and components as OEMs and for after market sales
- Total market of agricultural machinery estimated at U\$6 billion/year
- Slight decrease in sales in last 2 years, but fundamentals remain strong for the future
- Best prospects are for U.S. machines and components exports for equipment without an in-market or local/Brazilian alternative
- Brazil has:
 - Temperate **climate**
 - World's largest **freshwater** reserves
 - Excellent quality , diversity of **soils** and **agro-ecological systems**
- Grain harvest totaled **228 million metric tons in 60 million hectares** (2016 / 2017)



Sources: MAPA – Ministry of Agriculture , ANFAVEA – Brazilian Automotive Vehicles Manufactures Association