

Country: Italy

In Italy, we have a sovereignist government which, together with other European sovereignist governments, could create difficulties for us in relations with Europe. However, the heads of the ministries (agriculture, transport, economic development and education), more than the previous governments, seem to be inclined to somehow listen to us.

In Italy inflation has stabilized above 6% but labor costs have not been adjusted.



Industry

During the years 2020, 2021, 2022, due to government maneuvers, sales had showed great results. In 2023 we suffered from a decline in demand (orders) which led to a reduction in turnover in the second half of the year. The financial situation of dealers of agricultural machinery is extremely worrying.

The big dealer policy continues strongly not only with John Deere but also with Claas Fendt and New Holland

Organization

In 2023 federacma, expanded its team in which an expert in relations with politics (ministries and parliament) came on board.

Results:

- Extension of times for the delivery of 4.0 machines that have benefited from the tax credit;
- 250.000 euros Financing for agricultural institutes to renew the agricultural machinery fleet We notified our associates in advance, who were able to enjoy this opportunity, and obtain very interesting global turnovers. We signed an agreement with a company that manufactures a tractor driving simulator with control of the front and rear equipments, which very useful in schools, associations and cooperatives



- with reference to the two most awaited laws, the PNRR (in English Recovery and Resilience Plan) within the Next Generation EU, and the Innovation Fund for the agricultural tractor, we have had continuous interlocutions with the ministries. Many of our observations and requests have finally been accepted and included in the Recovery and Resilience Plan and in the Innovation Fund (never happened in the past). These two measures, together with other financing reserved for agriculture brings financing of over six hundred million euros in 3 years for the agricultural machinery sector alone

On April 18th we held in the cenacle room of the Chamber of Deputies an important conference (attended by politicians, vice-president of the chamber, president of the agriculture commission, all the presidents of the agricultural supply chain associations (contractors, farmers) and the 4 most important trade unions in Italy.

The main theme of the conference was **“the unrelated deaths in agriculture”** and had a great media coverage. Despite this, politicians have not showed yet a sufficient commitment on the issue of overhauling and scrapping obsolete vehicles.

