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**EIMA 2022 a platform for Italian-Polish cooperation**

**After a record 2021, tractor sales in Poland fell by 15.2% in the first eight months of this year, but still remained at a very high level. Trade with Italy is growing. Poland is currently the seventh destination market for Made in Italy agricultural machinery, and the EIMA 2022 exhibition is an opportunity to strengthen this partnership.**

The Polish tractor market is slowing down in the first nine months of the year, but continues to show high levels of sales. The latest figures released by the Polish Chamber of Commerce for Agricultural Machinery and Equipment indicate a total of 7,711 vehicles registered between January and August 2022, compared to more than 9,000 in the same period of 2021 (-15.2%). The data were presented this morning during a press conference organised in Bednary (Poland), in the setting of the Agro Show, by the ICE Agency in collaboration with FederUnacoma (the federation of Italian agricultural machinery manufacturers). The meeting with the press, organised to present the 45th edition of EIMA International (9-13 November, Bologna), was attended by the director of the ICE Agency office in Warsaw Paolo Lemma, the president of FederUnacoma Alessandro Malavolti, and the deputy director general of the Federation Fabio Ricci.

The downturn in Polish agro-mechanics - it was explained during the conference - can be considered organic after the record growth achieved in 2021 (+41.7%), when some 14,050 tractors were sold. The boom in the market also had a driving effect on trade with Italy. ISTAT data processed by FederUnacoma indicate very consistent increases last year both for Italian exports of tractors (+37.8% for a value of over 111 million euros) and exports of equipment and other types of agricultural machinery (+29.2% for a value of 131 million euros). The growth trend continued in the first six months of 2022, which saw Italy gain further market share - explained Paolo Lemma - to the point of becoming Poland's third largest supplier of agricultural machinery. Between January and June of this year, Italian exports of agricultural machinery increased by another 26.2% (147 million euros) compared to the record performance recorded in the same period of 2021. The item related to operating machinery and equipment - FederUnacoma's deputy director added at the conference - made the greatest progress (+37.4% for a value of about 85 million euros). In the first six months of the year, the balance is also positive for exports of tractors, which recorded +13.6%, for a value of about 62 million euros. Poland has become the seventh destination market in absolute terms for the Italian agricultural machinery industry - commented Alessandro Malavolti - and this speaks to how strong trade relations are between the two countries in the agricultural machinery sector. It is expected - added the president of FederUnacoma - that in the four years between 2022 and 2025 Italian exports to Poland will grow at an average rate of 9% per year.

The Italian-Polish one partnership will soon have the opportunity to strengthen even more on the stage of EIMA International, the world exhibition of agricultural technology scheduled in Bologna from 9 to 13 November. The great Bologna exhibition, the first in terms of range and level of internationality with over 1,500 exhibiting industries, is a much-awaited appointment for Polish businesspeople. The last four editions were attended by a stable number of Polish buyers, at around 1,000. The Bologna exhibition - concluded Malavolti - is an extraordinary showcase for innovation, and thanks to the vast range of technologies on display, it offers the most advanced machinery for every model of agriculture.

**Bednary, 23 September 2022**