



**CHRIS  
SLEIGHT**

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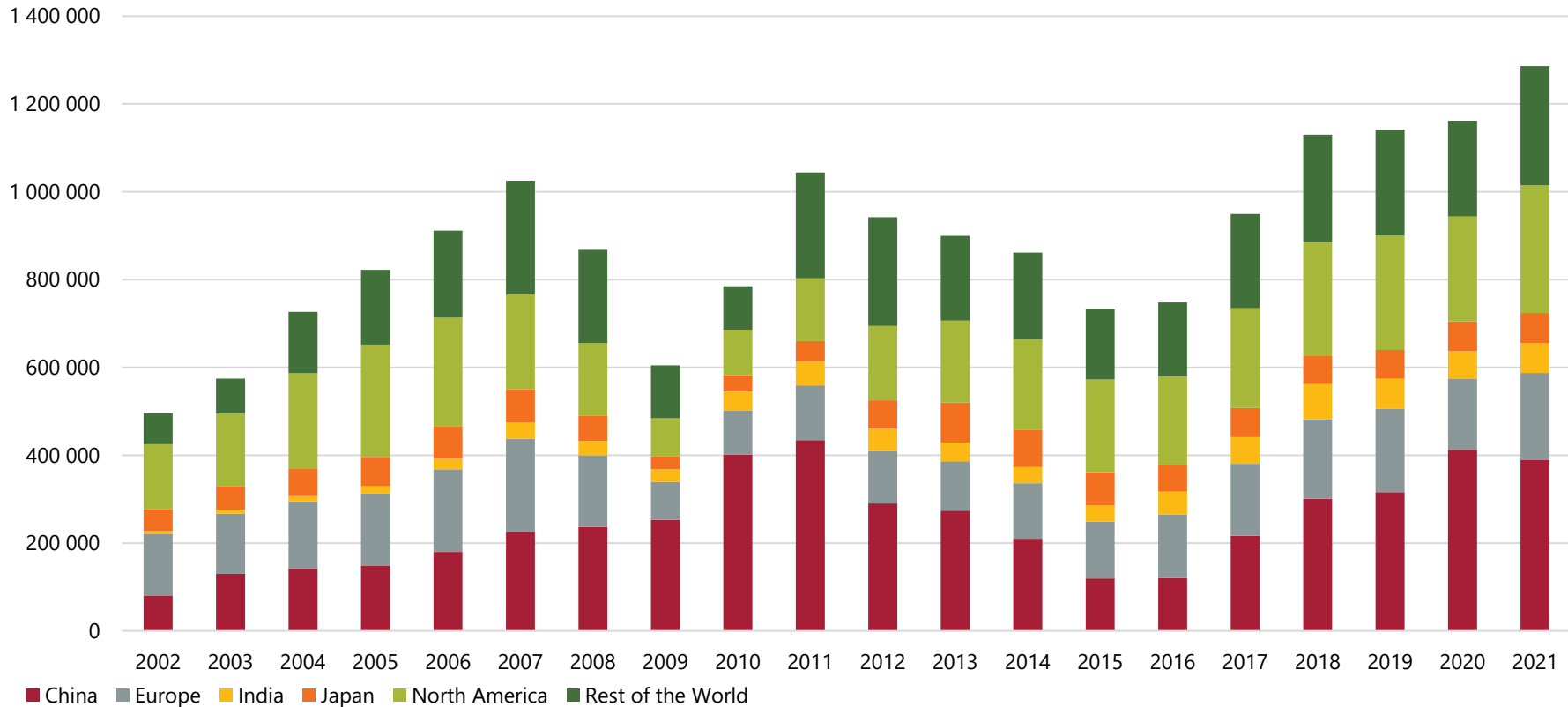
**Global equipment  
markets**

**#CECEcongress**

# INCLUDED IN THIS PRESENTATION

- Articulated dump trucks
- Asphalt pavers
- Backhoe loaders
- Compact tracked loaders
- Crawler dozers
- Crawler excavators (6 tonnes+)
- Crawler loaders
- Masted RTLs
- Mini excavators (<6 tonnes)
- Motor graders
- Rigid dump trucks
- Skid-steer loaders
- Telehandlers
- Wheeled excavators
- Wheeled loaders

# GLOBAL MARKET – UNIT SALES



# GLOBAL MARKET

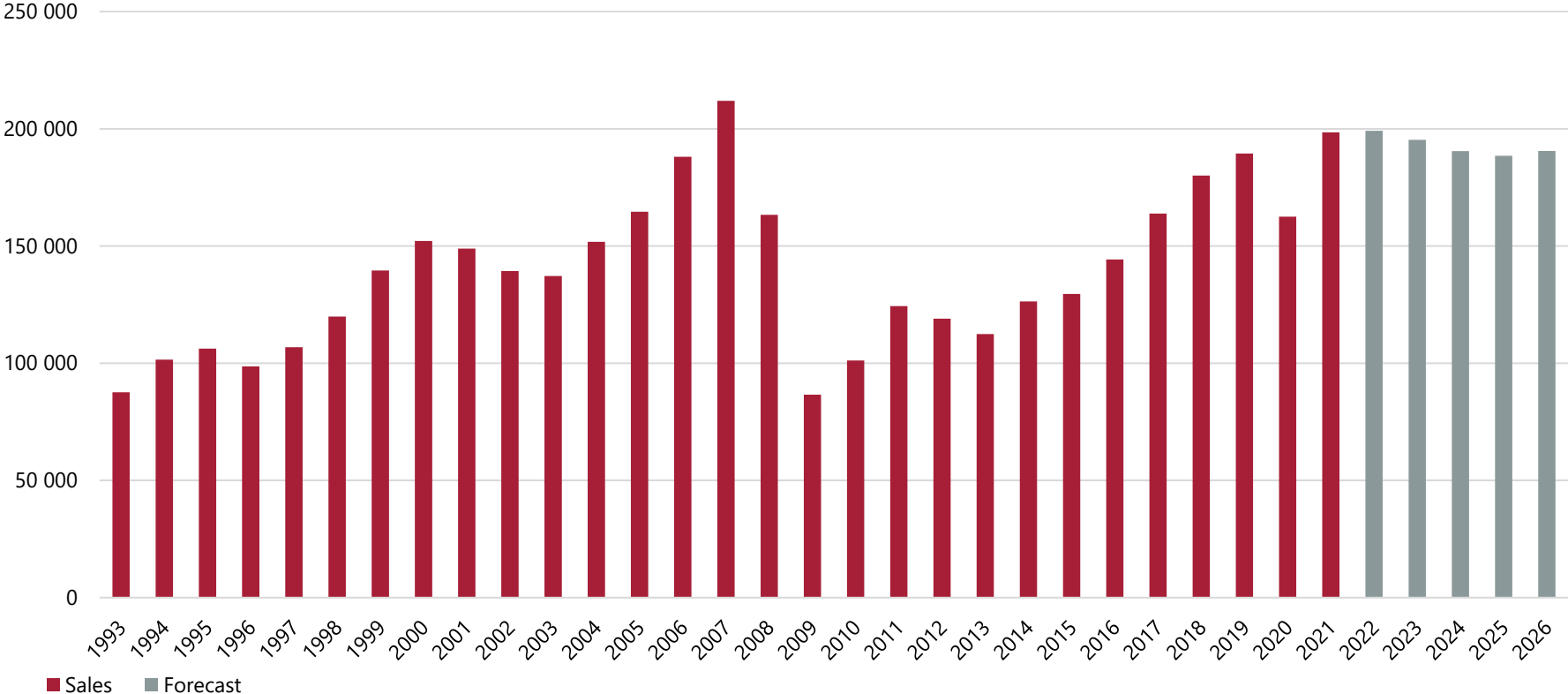
- Covid stimulus & low interest rates drove markets to **record levels in 2020 and 2021**
- Sales could have been higher if not for supply chain, shipping & logistics issues
- Today
  - Demand still strong and order books are full
  - But high inflation & interest rates are tempering demand
- Forecast is for a soft landing in 2023-25

# EUROPE IN DEPTH

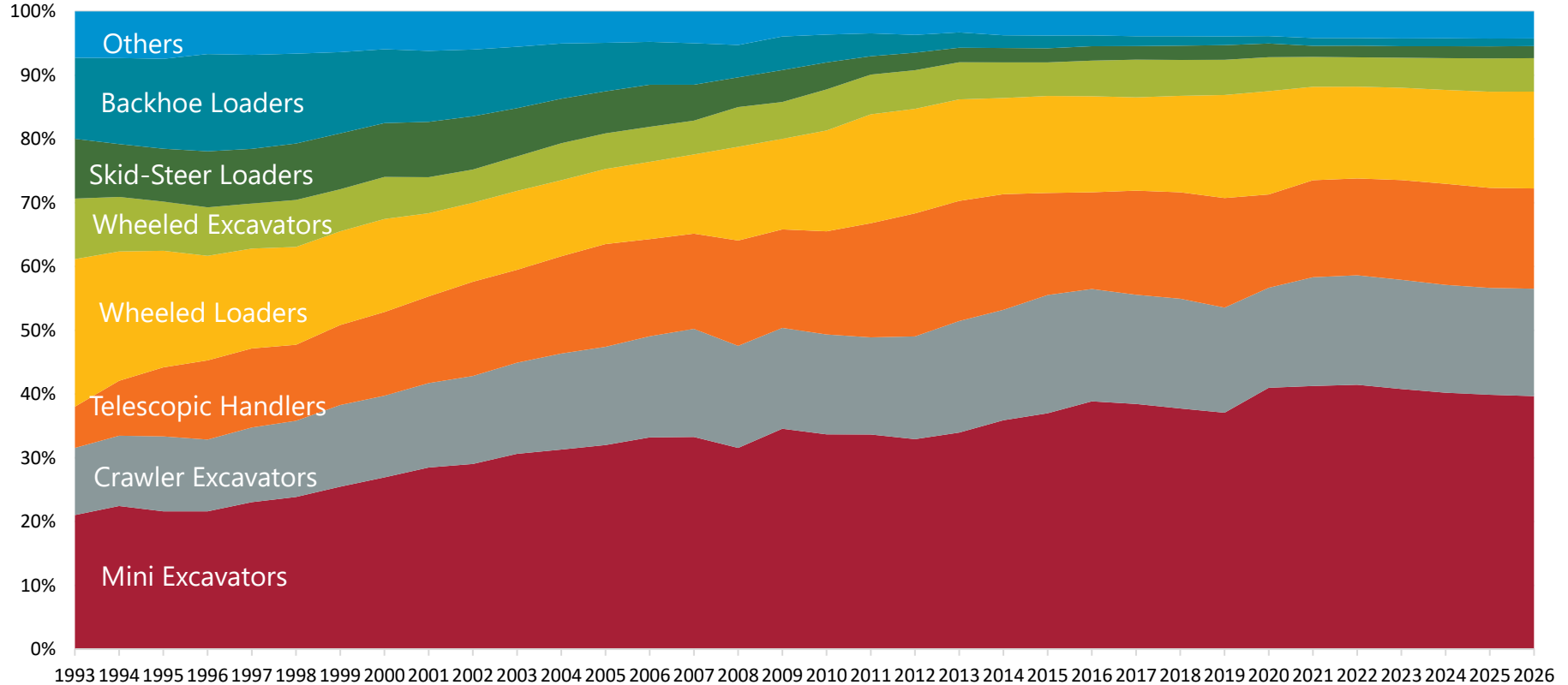


**Stronger than expected rebound**  
**Supply constraints continue to hold back sales**

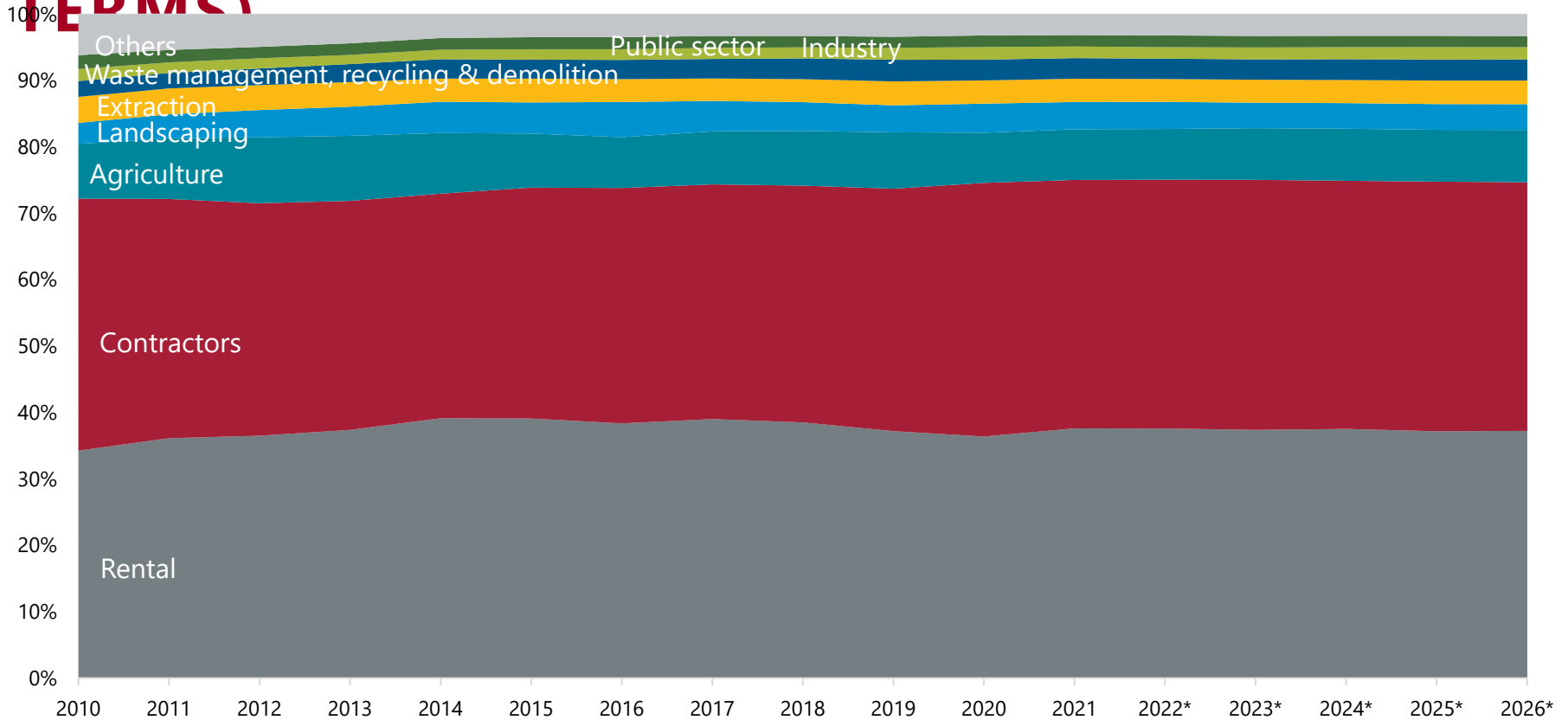
# EUROPE: MARKET VOLUME (UNITS)



# EUROPE: MARKET STRUCTURE

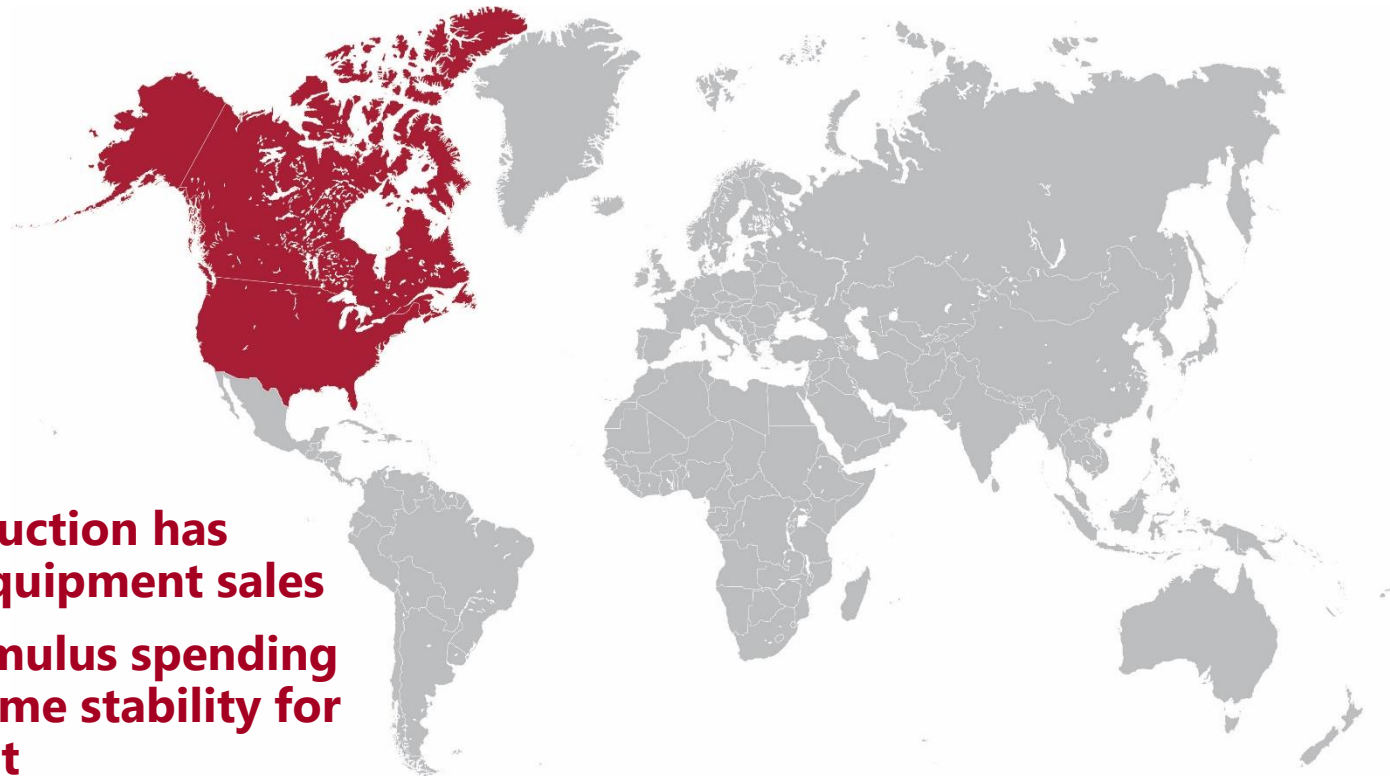


# EUROPE: SALES BY CUSTOMER TYPE (UNIT TERMS)





# NORTH AMERICA IN DEPTH

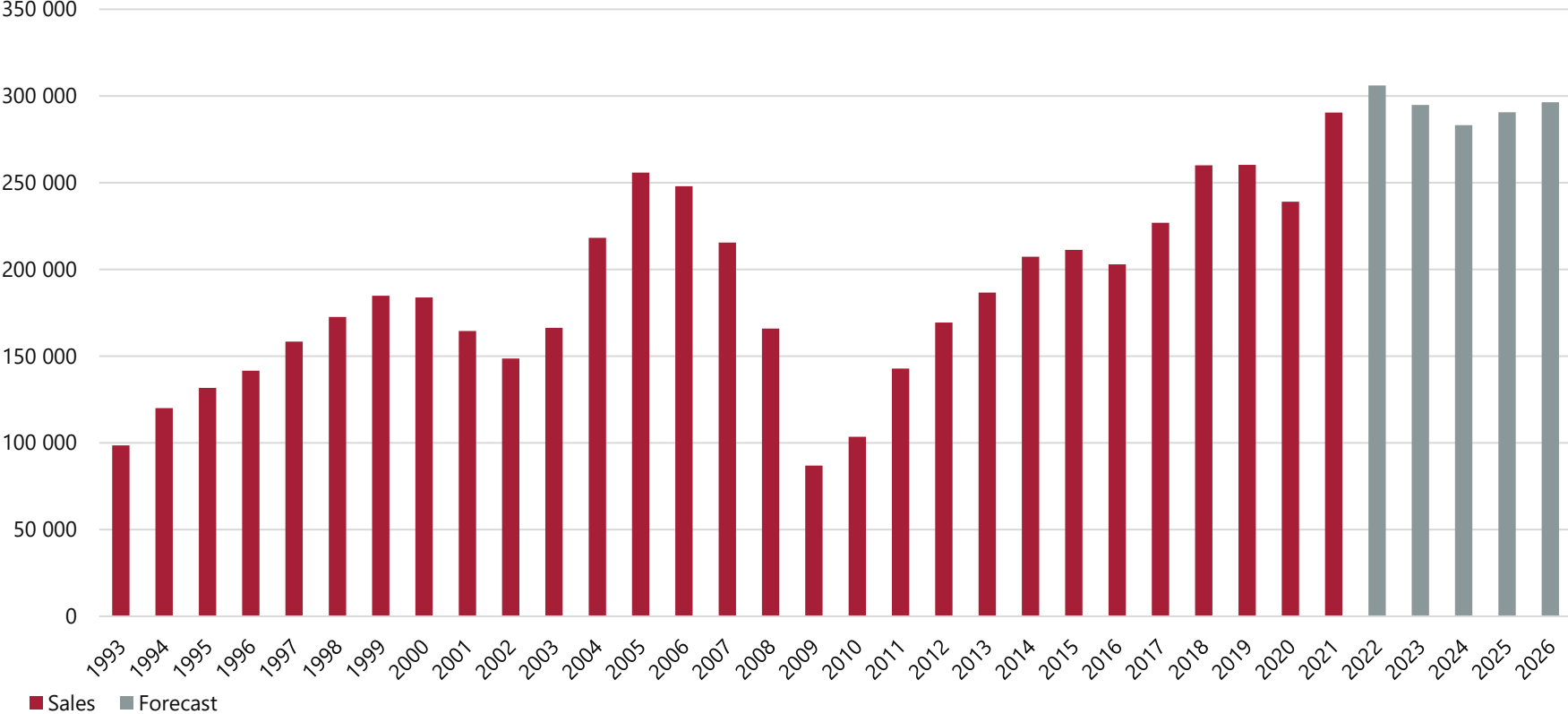


## **Strong rebound**

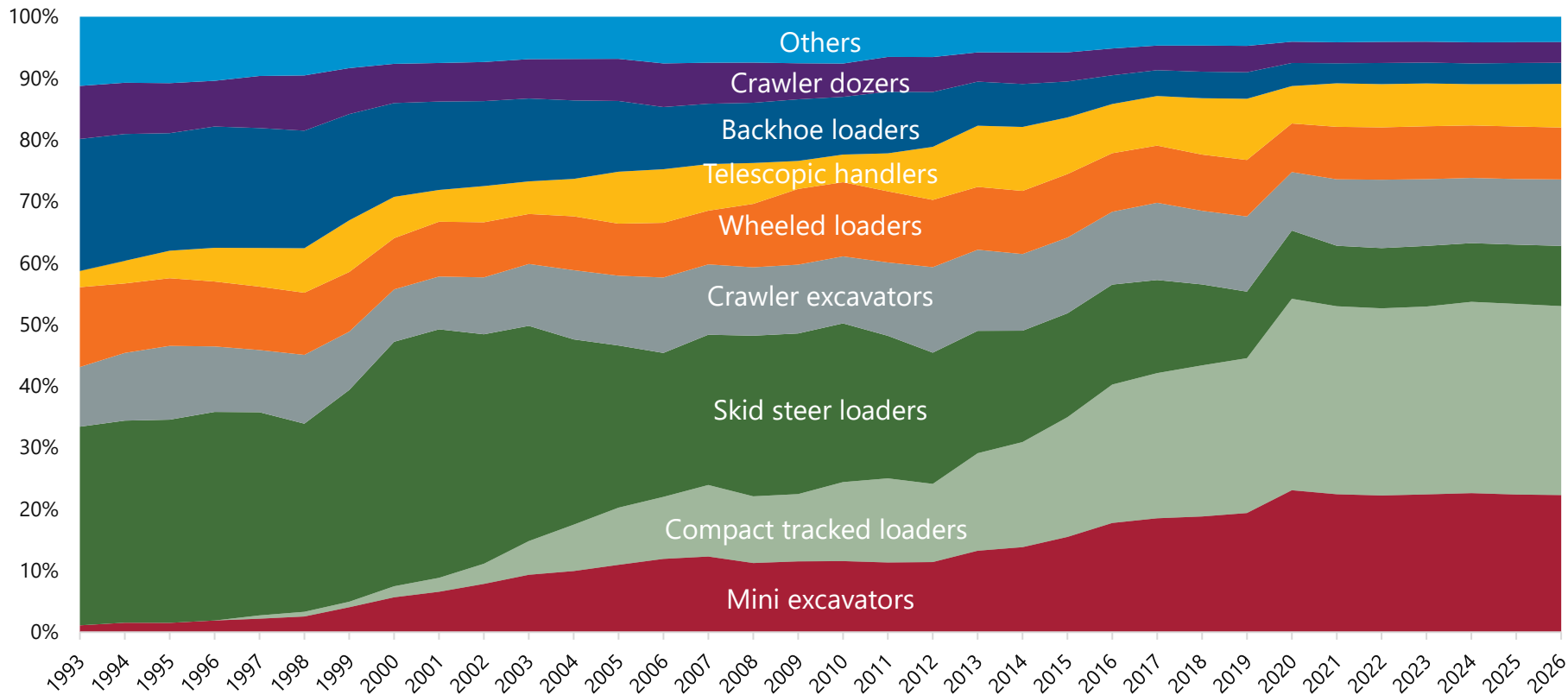
**Residential construction has driven compact equipment sales**

**Infrastructure/stimulus spending should provide some stability for heavier equipment**

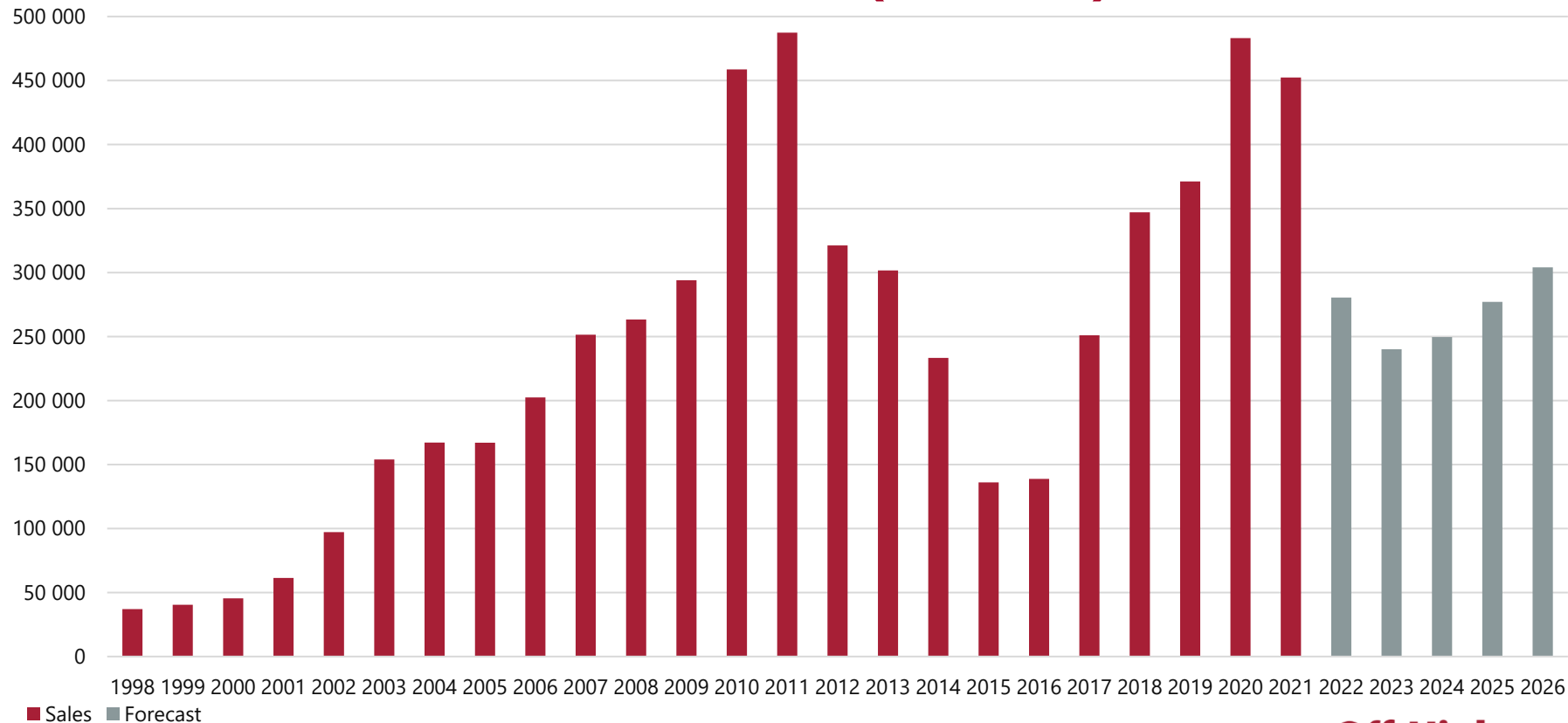
# NORTH AMERICA: MARKET VOLUME (UNITS)



# NORTH AMERICA: MARKET STRUCTURE

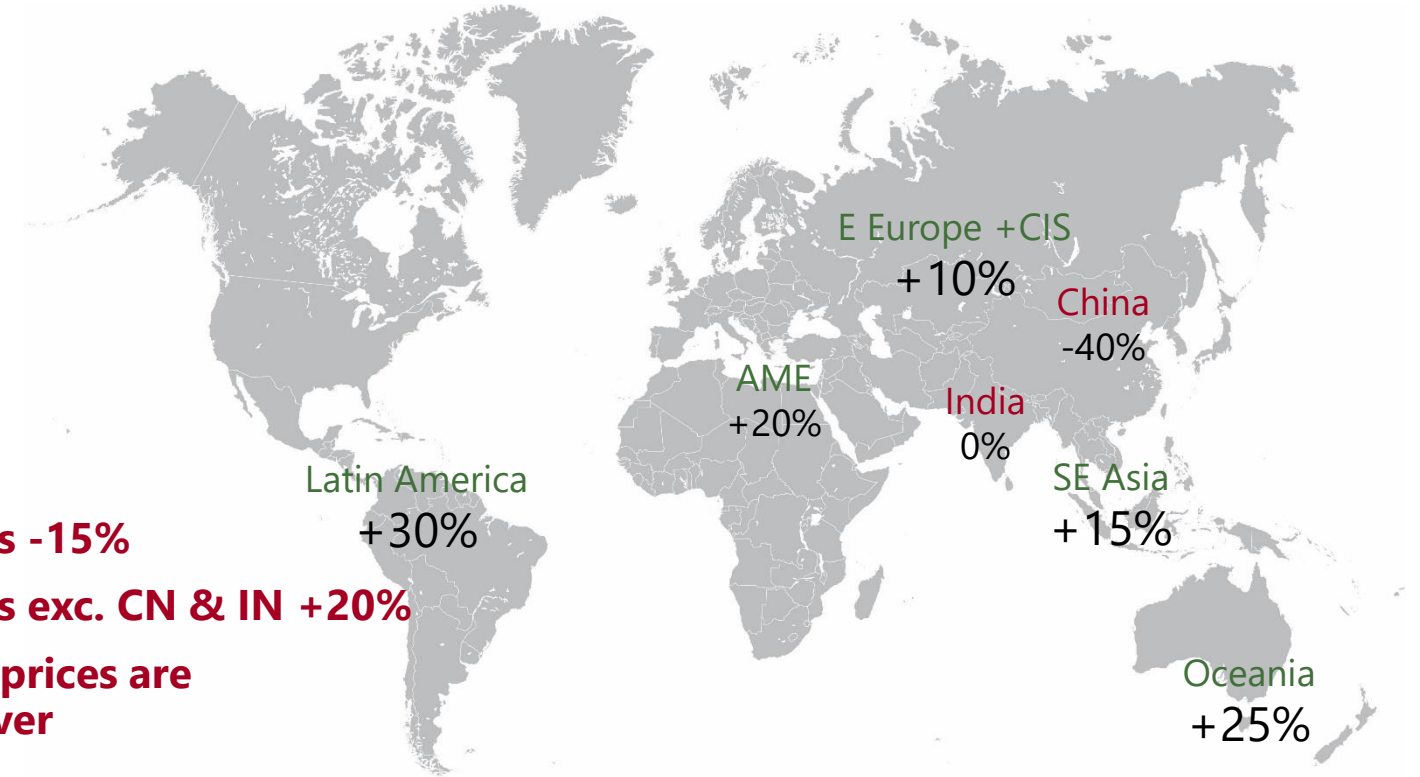


# CHINA: MARKET VOLUME (UNITS)



■ Sales ■ Forecast

# OTHER MARKETS IN 2022

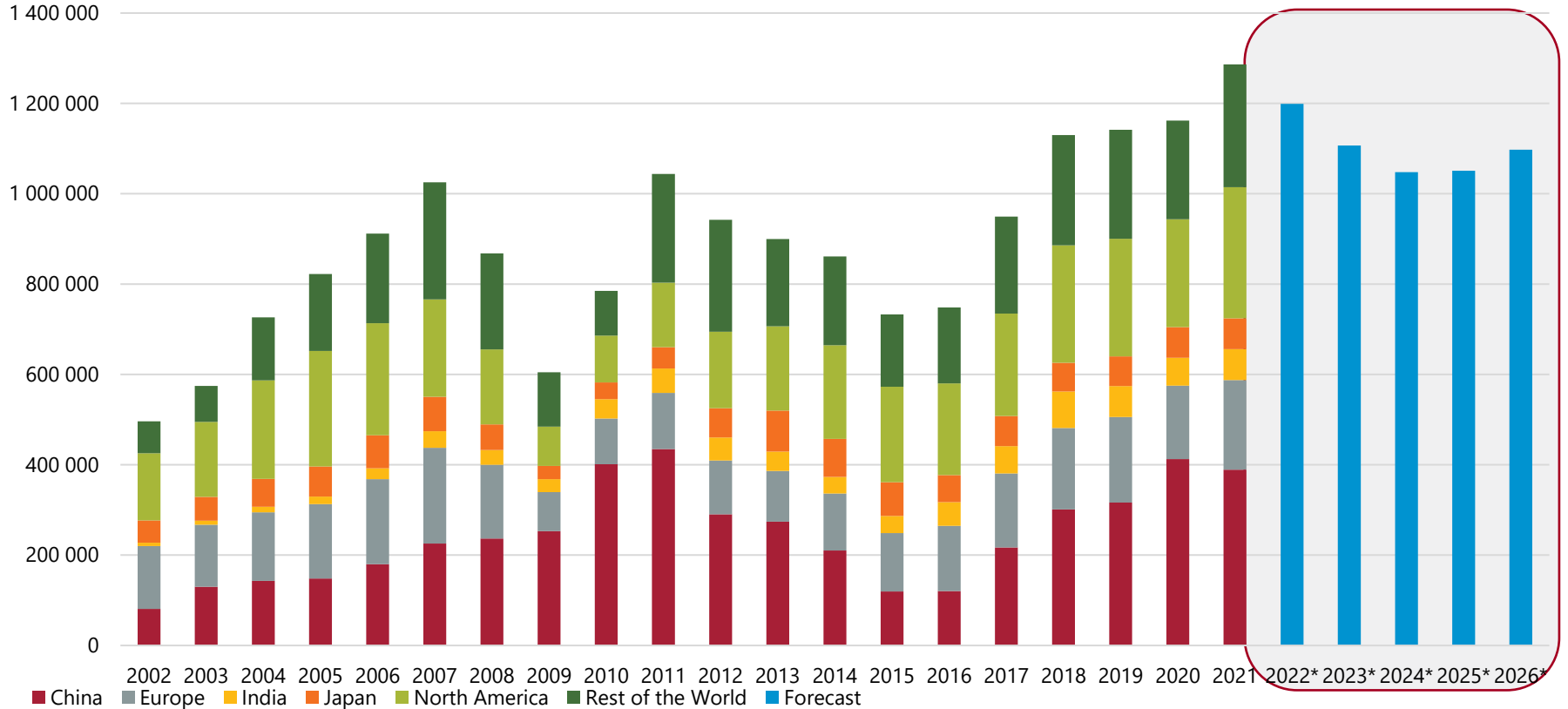


**Emerging markets -15%**

**Emerging markets exc. CN & IN +20%**

**High commodity prices are  
the dominant driver**

# GLOBAL OUTLOOK – UNIT SALES



# GLOBAL OUTLOOK

## This year

- Strong demand/  
full order books
- How much will inflation &  
interest rates bite?
- Covid behind us. Economic &  
geopolitical factors now dominating
- Supply chain, scarcity and logistics  
problems will endure



# THANK YOU – QUESTIONS?

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Chris Sleight

Managing Director

[chris.sleight@offhighwayresearch.com](mailto:chris.sleight@offhighwayresearch.com)

Tel: +44 (0)1892 786205