

Development of joint activities in Uzbekistan

Tashkent June 06th, 2014



CLAAS worldwide
Germany



Harsewinkel

The main plant of CLAAS is the most modern and largest venue in manufacturing harvesters worldwide. Grain harvesters "LEXION", "TUCANO", "AVERO" and "DOMINATOR", forage harvesters "JAGUAR" and tractors "XERION 4x4" are produced at four mounting conveyors.



CLAAS worldwide
Germany



Saulgau

Production of forage equipments “CORTO”, “DISCO”, “VOLTO”, “LINER”, “QUANTUM” and “CARGOS”, as well as individual components for assembling forage harvester “JAGUAR”.



CLAAS worldwide
Germany



Hamm-Uentrop.
Center for logistics of spare parts
« CLAAS Parts Logistics Center »

Land area (m²):

70.000

Number of items of spare parts:

140.000

Service Level (%):

97



CLAAS worldwide
Germany



Le Mans.
Production of tractor series “AXOS”, “ARION” and “AXION”.



CLAAS worldwide
Germany



Metz Woippy

Production of balers series “VARIANT”, “ROLLANT”, “ROLLANT UNIWRAP” and “QUADRANT”.



Success story CLAAS in Uzbekistan – History

- since 1996** First supply of “MEGA-204” within tender with financing of “Japanese International Cooperation Agency”
- 1999** Supply of 60 rice combines with Hermes coverage
- since 2006** Supply of 870 “Dominator 130” to Uzbekistan (until 2010)
- June 2009** First invitation of Government concerning local production of combines and balers
- February 2010** **Signing of Joint Venture Agreement**
UCA and UCS growth
- February 2014** 3-wheel AXOS prototype realized. Significant growth opportunity.



CLAAS Success Story Uzbekistan 2010-2013 and forecast 2014

		before 2010	2010	2011	2012	2013	Total	forecast 2014
Machines delivered by UCA incl. forecast 2014 (units per FY CLAAS)								
Combines	[units]	1.110	169	179	135	206	1.799	220
Tractors	[units]	25	100	214	39	661	1.039	710
Balers	[units]		144	40	100	300	584	400
SFH	[units]				4	11	15	12
Xerion	[units]				0	3	3	0
Total		1.135	413	433	278	1.181	3.440	1.342
Employees UCA			65	97	109	113		151
Employees UCS			10	17	64	91		95
People related to CLAAS activities in Uzbekistan						100		120
Total						304		346

UCS locations and regional staff



Office, warehouse



Office, warehouse, shop

	Regions	Branch manager	Mechanic	Parts manager
0	Headquater Tashkent	1	10	15
1	Karakalpakistan(Nukus+Turtkul)	2	2	
2	Andijan	1	3	1
3	Buxara	1	2	1
4	Djizak	1	4	1
5	Kashkadarya	1	5	1
6	Navoi	1	3	1
7	Namangan	1	3	1
8	Samarkand	1	3	1
9	Surxondarya	1	3	1
10	Sirdarya	1	3	1
11	Tashkent	1	5	1
12	Fergana	1	3	1
13	Khorezm	1	1	
	Total	15	50	26

Actions Taken for Localisation in 2013



In 2013 within the scope of actions for localization, there were designed and manufactured:

- 15 dies;**
- 16 welding jigs;**
- 4 moulds for fiber-glass.**

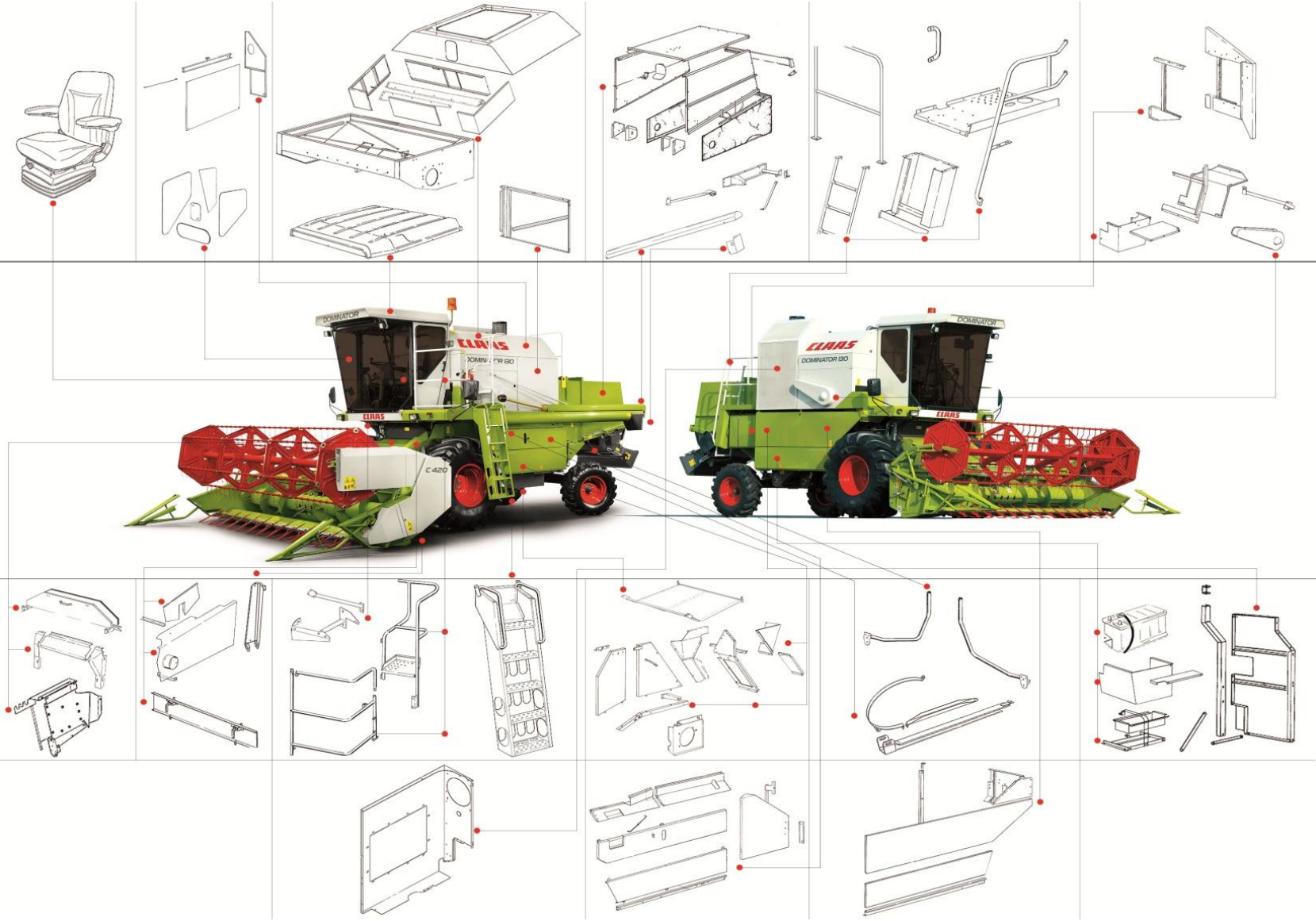
Actions Taken for Localisation in 2013: Result – Imported Components



Actions Taken for Localisation in 2013:
Result – Imported Components/Comparison with CBU Harvester



Actions Taken for Localisation in 2013: Result



Actions for Localisation Being Taken in 2014: Status of Readiness of the Tooling

- Manufactured
- In process
- Localisation not envisaged



Actions for Localisation Being Taken in 2014: Welding Jigs



Creation of Necessary Social Conditions for JV Uz CLAAS Agro Personnel

