

Press Release

DEUTZ and SDF expand strategic partnership

- The companies enter into a long-term supply agreement for a broad range of engines
- Annual multi-million Euro sales volumes expected
- Expansion of the service business

Cologne/Treviglio, February 3, 2021 – DEUTZ and agricultural machinery manufacturer SDF- share a long common history and look back on a long-term business partnership that started at the end of the “80s. The on-going successful partnership has led both DEUTZ and SDF to renew their collaboration with a long-term supply agreement, with not only the supply of engines, but also focuses on enlarging the service business between both companies.

The supply agreement includes engines in both the sub-4 litre as well as the above-4 litre range. In addition to the supply of DEUTZ TCD 4.1, 6.1 and 7.8 engines, SDF will also be introducing a complete new tractor range equipped with the EU Stage V compliant DEUTZ TCD 3.6 engine in 2021. On the service side, there are new business opportunities, including the availability of X-change. The new collaboration is expected to generate annual sales in the mid double digit million Euro range.

"We are very pleased that the longterm supply agreement will help us to further strengthen and expand our partnership with SDF. The fact that SDF has chosen DEUTZ as a strategic partner in this cooperation underlines once again the success of our long-standing business relationship," says Michael Wellenzohn, DEUTZ Board Member for Sales, Service and Marketing.

The cooperation between SDF and DEUTZ is based on a long and trustful relationship, aiming to offer its customers the best solutions both in terms of performance and reliability. SDF has identified DEUTZ as a partner recognised by dealers and customers worldwide. DEUTZ engines guarantee SDF tractors the best performance coupled with low operating costs as proven with the introduction of increased oil change intervals of the new DEUTZ-FAHR 8 Series which stands at 1000 hours.

Another main factor in this collaboration is the perfect fit of the engines with the power train concepts of the existing DEUTZ-FAHR 5/6/7/8 and 9 Series as well as a new upcoming series in the mid and high hp range. The long-term collaboration between the two companies guarantees a high level of knowledge of these engines by the dealer network which, together with the best availability of spare parts, ensures maximum machine uptime. Finally, the flexible after treatment system ready for EU, EPA and LRC markets ensures SDF higher flexibility for future projects.

“The proven historical track record together with the investments in new technologies and services convinced us to prolong this long-term partnership for the EU V emission regulation,” says Lodovico Bussolati, SDF Chief executive officer. “The high standards of quality and reliability and the low operating costs of DEUTZ engines in combination with the ones of our products, give our customers the opportunity to maximize operational efficiency, an essential requirement for the growth of their business.”

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About DEUTZ AG

DEUTZ AG, a publicly traded company headquartered in Cologne, Germany, is one of the world's leading manufacturers of innovative drive systems. Its core competencies are the development, production, distribution, and servicing of diesel, gas, and electric drive systems for professional applications. It offers a broad range of engines delivering up to 620 kW that are used in construction equipment, agricultural machinery, material handling equipment, stationary equipment, commercial vehicles, rail vehicles, and other applications. DEUTZ has around 4,900 employees worldwide and over 800 sales and service partners in more than 130 countries. It generated revenue of €1,840 million in 2019. Further information is available at www.deutz.com.

About SDF

SDF, whose main headquarters is in Treviglio (BG), is one of the world's leading manufacturers of tractors, harvesters and diesel engines. Its products are distributed under the brands SAME, DEUTZ-FAHR, Lamborghini Trattori, Hürlimann and Grégoire. The tractor range is offered with powers from 25 to 336 HP, while the harvester range comes with powers up to 395 HP.

SDF has 8 production plants, 12 commercial branches, 2 joint ventures, 155 importers and over 3,100 dealers worldwide and a global workforce of more than 3,800 employees. In 2019, the company recorded a revenue of €1,268 million, with an EBITDA of 8.7%.

<http://www.sdfgroup.com>