



Preface

Dear Business Partners,

The 2020 coronavirus pandemic showed us exactly how sensitive and complex our food supply system is. Fortunately, farms all over the world often managed a solid harvest despite considerable restrictions. CLAAS and its agricultural equipment experienced favorable development despite the unprecedented situation.

Sales of agricultural equipment in most parts of Europe remained stable and on par with the prior-year level, while sales in Russia rose considerably. The constant development in North and Latin America contrasted with a significant increase in Asia. Contrary to the slight overall decline in the global agricultural equipment market, CLAAS continued to grow year on year and achieved a new sales record of 4.0 billion euros. The strongest sales growth of around 20% was achieved outside Europe, with North America proving to be the key driver. The broad international positioning of CLAAS has once again paid off.

This type of overall positive development was not something we expected at first. As a family owned company, CLAAS has again proved itself to be highly resilient during the coronavirus pandemic. With short decision making processes and effective cooperation across departmental boundaries, we quickly adapted to the new challenges in the difficult initial phase. During a production stop of several weeks at almost all locations, we made extensive preparations to start back up again as soon as possible with the best possible safeguards in place to protect our employees against infection. Spare parts business proved to be particularly robust in this period. We were able to continue to supply our customers to the greatest possible extent thanks to the great commitment of our employees and our close meshed logistics network.

Our business decisions are always consistently geared to the long term success of CLAAS. A fiscal year is a very well-defined and manageable period of time. At the same time, we are no less pleased about the successes we achieved together in the past fiscal year. We succeeded in working together with our more than 11,000 employees to make many ideas a reality thanks to an intensive dialogue of partnership between us, our suppliers, our sales partners, and our financial partners. On behalf of the entire Group Executive Board, I would like to thank everyone involved from the bottom of my heart.

Cooperation with the employee representatives, the Supervisory Board, and the Shareholders' Committee was once again focused on targets and the future. And finally, our tremendous gratitude goes out to our customers, who believed in us and placed their trust in us once more.

Yours sincerely,

Thomas Böck
CEO of the CLAAS Group



Mr. Thomas Böck
CEO of the CLAAS Group

CLAAS Highlights

CLAAS showing profitable growth in a year of crisis

- > Sales of more than 4 billion euros for the first time
- > Pre-tax earnings improved
- > Strong growth in Russia and North America
- > Outlook for 2021: sales and earnings at previous year's level

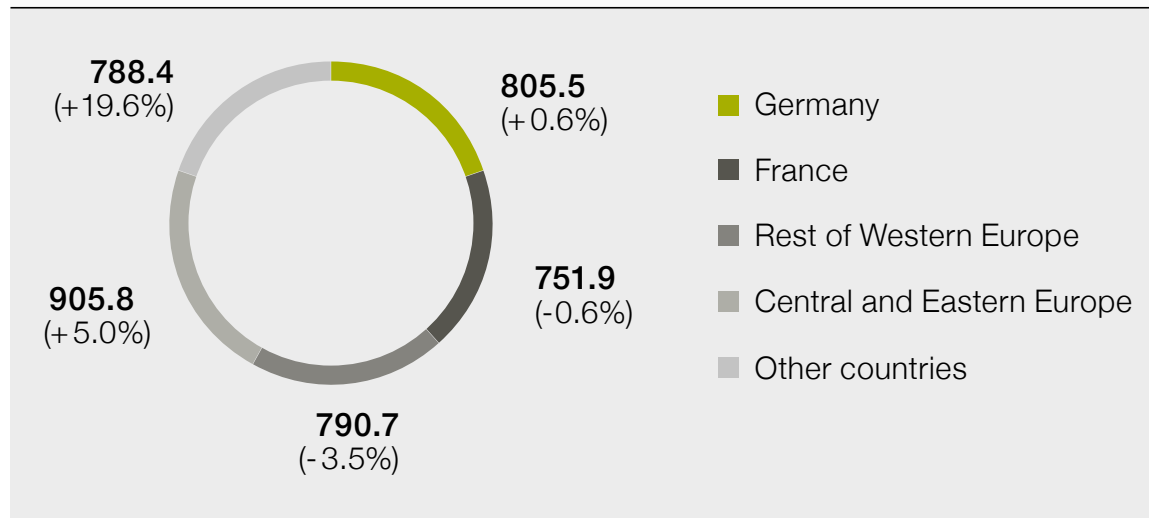
Harsewinkel, 16 December 2020. CLAAS, one of the leading international manufacturers of agricultural machinery, increased its sales in the 2020 financial year by 3.7 percent to 4.042 billion euros (previous year: 3.898 billion euros). Pre-tax earnings rose to 158 million euros (previous year: 136 million euros); the free cash flow achieved a substantial turnaround into the profit zone with 308 million euros (previous year: -138 million euros).

"CLAAS managed to achieve growth in sales and to improve profitability despite the pandemic and shutdowns in production. In the process, our widespread international presence has paid off," said Thomas Böck, Chairman of the CLAAS Group Executive Board.

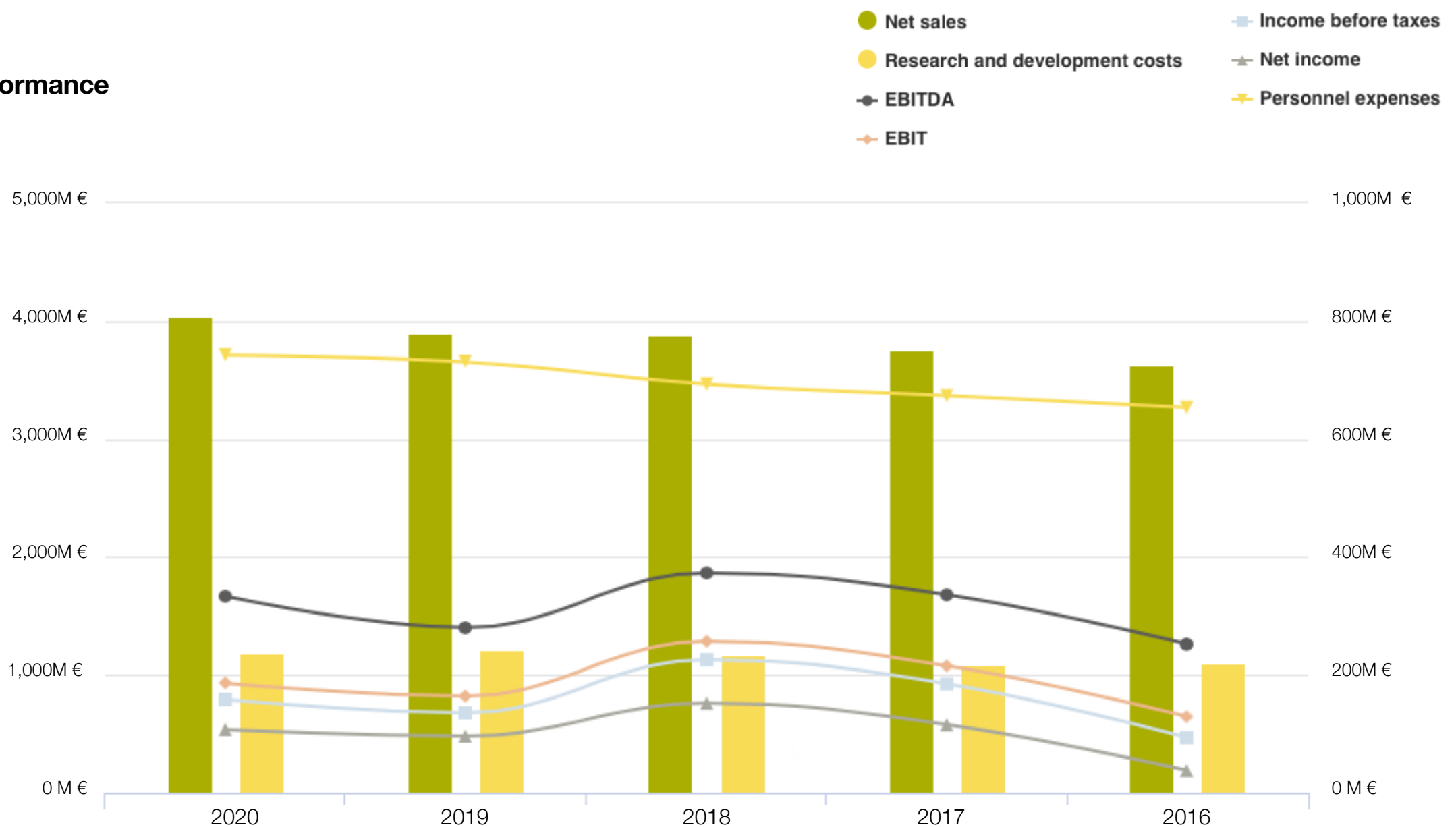
Whilst sales in Germany, France and the other Western European countries remained stable on the whole, they grew significantly in Eastern Europe and especially Russia. At around 20%, CLAAS achieved its strongest growth in sales outside of Europe, with North America, proving to be the most important growth driver.

Net Sales by Region

In € million/in % compared to prior year



Financial performance



Annual Report : Find the complete CLAAS Annual Report 2020 online at annualreport.claas.com

CLAAS AXION 960 CEMOS is Sustainable Tractor of the Year 2021!

Every year a jury of 26 agricultural journalists from 25 countries presents the Tractor of the Year Awards. Normally, the winners are awarded alternately every year at EIMA or Agritechnica. This year, due to the corona pandemic, the award ceremony took place virtually for the first time and was streamed as a live broadcast. As the winner in the "Sustainable Tractor of the Year 2021" category, the CLAAS AXION 960 CEMOS was able to prevail against 17 other finalists. This is the second time the "Sustainable TotY" has been awarded and is intended to honor tractors that stand out due to their particularly sustainable technology. "With the Claas AXION 960, thanks to CEMOS system, a big step towards a more sustainable farming has been done. All the technology available on this tractor is easy to use as never before.

[More Information](#)

AXION 960 CEMOS VDO





Mr. Michael Ritter
Senior Vice President Asia

Changes in Region Asia of Business Unit Sales and Service

Dr. Jens Oeding leaves the CLAAS Group, Mr. Michael Ritter takes over as Senior Vice President Asia

From 1 October 2020, Mr. Michael Ritter takes up his duties as Senior Vice President Asia in the Business Unit Sales and Service. In this function, Mr. Ritter reports directly to the responsible member of the Group Executive Board, Mr. Christian Radons.

Mr. Jan-Klaus Tobias will take over the position of Managing Director of the CLAAS Regional Center South East Asia while Mr. Darian Schenk will take on his new position as Referent to the CEO Business Unit Sales and Service

From 1 January 2021, Mr. Jan-Klaus Tobias will take over the position of Managing Director of the CLAAS Regional Center South East Asia Co., Ltd. In addition, he will be co-responsible for the Asia strategy & relevant projects for whole of Asia. In both functions, Mr. Tobias will report directly to the Senior Vice President Asia, Michael Ritter.



Mr. Jan-Klaus Tobias
Managing Director of the CLAAS Regional Center South East Asia

Get to know Mr. Michael Ritter and Mr. Jan-Klaus Tobias

Mr. Ritter joined the CLAAS Group in February 2009 as Commercial Director of OOO CLAAS Krasnodar. From 2010 to 2011, he was also responsible for UzCLAASAgro in Uzbekistan as Deputy General Director. In February 2015, Michael was appointed Managing Director of OOO CLAAS Krasnodar and in October 2017, he was appointed as additional General Director. Prior to joining CLAAS, Mr. Ritter spent eight years in various management functions for Volkswagen AG in South Africa, Argentina, Germany and Russia.

Mr. Tobias started his professional career at CLAAS in 2001 and worked in various positions in Sales, Marketing and Dealer Development. Since 2007 Mr. Tobias has been mainly working in Asia with local assignments in India, China and South East Asia. Since February 2017, he has been working for CLAAS in China with his latest position as Managing Director & CSO of the Sales & Service organisation.

Mr. Darian Schenk Farewell

Dear customers, CLAAS sales partners and readers,

As I am going to handover my responsibilities for South East Asia by the end of this year, I would like to use this chance to hereby thank you for three years of brilliant cooperation!

Since I joined our gorgeous team in Bangkok, every day, every business trip, every customer's visit has been a big pleasure for me. Hand in hand with our sales partner, we have achieved a lot of important milestones for the agriculture in our region. We served our customer's demand with high-performance products combined with outstanding after sales support, no matter where, no matter what it took! Based on the solid groundwork built up in the previous years and the positive market movement in nearly all Southeast Asian countries, I am sure that the CLAAS success story will continue.

For this, I wish you all the very best professionally for your agricultural business and personally for you and your families!

Merry Christmas and a Happy New Year,
Darian Schenk



Mr. Darian Schenk
Referent to the CEO Business Unit Sales and Service



The Revolution is ready to start in Japan

In 2019, CLAAS has revealed the new generation of LEXION combine harvesters which take the new models into a performance class of their own. A combine harvester redesigned and developed from the ground up in close cooperation with farmers, contractors, and operators has demonstrated it's promises all around the world. The Revolution on the fields has already begun in the West and now it is time for Asia with the new LEXION in Japan.

MSK Farm Machinery, the CLAAS distributor for combine harvesters in Japan has introduced the new LEXION to Japanese customers in Hokkaido on the 1st of December and will continue the market introduction throughout 2021.

[More Information](#)

[New LEXION working in Japan VDO](#)

The AXION 960 TERRA TRAC has arrived in Japan

Not just the new LEXION but also the AXION 960 TERRA TRAC has entered the Japanese market this year through Lemken Marketing of Japan (LMJ), the CLAAS distributor for tractors in Japan. After unveiling the prototype at Agritechnica 2017, CLAAS is now releasing two versions of its unique half-track tractors with full suspension for the 2020 season the AXION 960 TERRA TRAC and 930 TERRA TRAC.

The key innovation is the inclusion of the suspended TERRA TRAC crawler track system, based on technology that CLAAS has been using in combine harvesters for more than 20 years. The TERRA TRAC half-track tractor concept offers a wealth of flexibility. It delivers high tractive power whatever the soil conditions or terrain and at the same time, allows trailed or attached implements to be used at very low operating speeds.

[More Information](#)

[AXION TERRA TRAC VDO](#)



CLAAS is on the move for Green Energy Farming in the Philippines

Green Energy is a rising global trend not just for sustainability but also in terms of energy security. Agricultural crops and agricultural waste products can be used as a sustainable source material to produce through biogas or biomass power plants. In the ASEAN region, the Philippines is focusing especially on green energy development.

Together with our partner Grains Innovation & Solutions (Grainsco), CLAAS has successfully introduced high-tech agricultural machines to support this sector in the Philippines. Ten ARION 600 C, four CARGOS 740 and four AXION 820 have already arrived and are ready to work on the fields of Biotech Farms.

As a leader in Philippine agribusiness, Biotech Farms is leading the way towards renewable energy and carbon neutrality. CLAAS supports and accelerates this transition with higher mechanization and state-of-the-art technology for sustainable Green Energy Farming.

[More information](#)

[ARION 600 C VDO](#) | [ARION 800 VDO](#) | [CARGOS VDO](#)

CLAAS Used JAGUAR from Germany to Pakistani Agriculture

The Pakistani dairy sector which until now has been dominated overwhelmingly by smallholdings, has developed extremely rapidly in recent years. This trend has been accompanied by a growing need for functioning production, collection and processing systems along with well-trained farmers and, of course, efficient machines. Farms often source these from far-away Germany. We followed a used JAGUAR 850 on its way from Landsberg in Saxony-Anhalt, to Pakpattan in Pakistan, in collaboration of CLAAS distributor, RAVI AGRIC. [More...](#)

Article by Georg Doering

Inquiry of CLAAS used machinery contact christopher.zahn@claas.com

[JAGUAR working worldwide](#)



Product Highlights

LEXION 6000 – 5000 series

Enough to make your heart beat faster.

- APS SYNFLOW WALKER threshing system: It brings together the accelerated crop flow provided by APS with large additional separator drum after the threshing drum.
- Large threshing drum: 26% bigger for optimal crop flow
- Maximum separation performance: Smooth acceleration of crop flow to as much as 20 m/s by APS SYNFLOW across all concave areas
- Smooth and even crop flow: Synchronised setting of speed for smooth crop flow in all speed ranges
- Pivoting concave bar: can be operated via CEBIS and can be engaged hydraulic from the cab
- Hydraulic threshing concave flap: can be engaged hydraulic from the cab
- Gentle on grains and straw: Parallel and synchronised adjustment of preconconcave, separator concave and threshing concave
- Automatic adjustment: all settings for the threshing unit are applied by CEMOS AUTO THRESHING



AXION 900 TERRA TRAC.

Ready for more tractive power.

- More tractive power in the field, and safe driving on the road: The TERRA TRAC concept stands for high traction with low slippage and complies with road traffic regulations, it can be safely driven on the road
- 4-point cab suspension provide the driving comfort
- Protects the soil by reducing ground pressure: With a contact area of up to 3.87 m² – 35% more than in the equivalent wheeled tractor
- Widest rubber track, at 735 mm. with a maximum working width of 3.00 m. and payload of almost 6.0 mt.

AXION 800 series

Convincing in every way. These outstanding features speak for themselves.

CLAAS POWER SYSTEMS (CPS)

- AXION 820 and 850 with rated output from 189 and 233 hp to ECE R 120 standard
- Up to 35 hp reserve power with CLAAS POWER MANAGEMENT
- Top engine technology for economical fuel consumption
- HEXASHIFT transmission
- 40 or 50 km/h at reduced engine speed
- High power-to-weight ratio without ballast
- Rear tyre diameters up to 2.05 m
- Up to 400 kg wheel weight per rear wheel
- Fully integrated front linkage and front PTO
- Up to three PTO speeds available
- Extended maintenance intervals

Comfort

- 4-point suspended cab
- CIS on-board computer for machine monitoring and Configuration
- Multifunction armrest
- DRIVESTICK to operate the transmission
- Long wheelbase with shorter overall length
- Air-suspended seat
- Vibration damping for front and rear linkage
- Automatic climate control

EASY

Efficient
Agriculture
Systems

EASY

- GPS steering
- GPS PILOT with S10 and S7 touchscreen terminal
- ISOBUS-ready
- Automatic engagement/disengagement of four-wheel drive, differential and PTO
- CAN BUS technology





ARION 600 C series

Built to handle anything.

- One of the most versatile tractors in the 135 to 165 hp class
- DPS-6.8-l-6 cylinder engines with common rail injection system
- QUADRISHIFT transmission with four powershift speeds
- Long wheelbase for intelligent weight distribution: excellent stability with attached implements and enhanced driving comfort
- 16 gears at the push of a button on the hand throttle
- Three mechanical spool valves
- Turning radius of just 4.85 m: steering lock up to 55° for outstanding manoeuvrability
- Good visibility and short trailer combination on the road
- Powerful lifting capacity at front and rear: The rear linkage can handle max. 6.9 mt at the ball ends and is digitally controlled. 3.8 mt lifting capacity at the front: enough power for implements and ballasting
- Comfortable drive and intuitive controls: Clutchless shifting with +/- and shift buttons on the hand throttle
- Save time and fuel with intelligent assistance: Three mobile terminals, steering and ISOBUS functions
- Easy maintenance and reliable service

JAGUAR 800 series

What makes the JAGUAR the world market leader?

- Drive system : the drive system of the JAGUAR impresses with its outstanding efficiency. The engine output is matched precisely to the drive systems
- Silage quality: We equip the JAGUAR with technologies that have a critical influence on forage quality. That is why the quality of the chopped material delivered by our machines is high- quality silage and it can increase milk yield to significant degree
- Throughput: With the straight-line JAGUAR crop flow, the crop runs through the entire machine without any awkward angles. This allows you to achieve maximum throughput (mt/h) while requiring minimal power (l/mt)
- Fuel consumption: the JAGUAR is designed to deliver top performance while saving fuel Its consumption figures are impressively low.
- Operator assistance systems: Intelligent systems such as AUTO FILL, AUTO PILOT or CRUISE PILOT control the machine automatically and optimise their respective processes
- Comfort and convenience: Only a few central controls



What else?

- Mercedes-Benz engines with up to 530 hp
- DIRECT DISC with 6.0 m working width for the JAGUAR 800 series
- ORBIS 600 and 450 extend the line-up of CLAAS maize front attachments
- High-traction ground drive delivers 11% more tractive power
- CEBIS with touchscreen makes operating the JAGUAR easier than ever
- Robust rotation ring for stable, reliable control of the discharge chute
- MULTI CROP CRACKER for the best forage
- SHREDLAGE® : help you to save concentrated feed
- Robust feeder unit for perfect crop flow
- V-CLASSIC drum for optimal quality of chopped material
- Three different steering systems enable precise working and reduce the workload on the operators



Customer Voices



From left to right: Mr. Nasir Ali (Sr. Mechanic of RAVI AGRIC), Mr. Adnan Iqbal (General Manager of RAVI AGRIC), Mr. Mazhar Abbas (Farm Manager MHS Agri Farms) and Mr. Zahoor Iqbal (Sr. Technician of RAVI AGRIC)



Mr. Muhammad Hassan from Pakistan CLAAS Forage harvester customer

Mr. Muhammad Hassan, a dedicated farmer, had only ever grown wheat, rice and potatoes on his farm in southeastern Pakistan. But the increasing number of dairy farms in the Pakpattan district and the resulting increase in demand for silage prompted Mr. Hassan to cultivate maize this year for the first time. When it came to obtaining the necessary mechanisation, he consulted Adnan Iqbal. “This customer had never had a CLAAS machine before, but he soon made up his mind after a video viewing, recalls Mr. Iqbal: The JAGUAR 850, in combination with an RU 450 maize front attachment, was a perfect fit for his business.” When customers decide on a CLAAS JAGUAR, they expect and receive a reliable machine able to deliver top performance, even after years of use. A thorough understanding of the machine is the key to being able to benefit from these characteristics.

A few days later, the JAGUAR’s new life begins in earnest: there are 300 hectares of maize to be chopped. The harvest goes smoothly with an average yield of 18 mt. Muhammad Hassan is very pleased with the performance of his new key machine and will increase his silage maize cultivation area to 500 hectares next year. He lets Mr Iqbal from RAVI AGRIC know that CLAAS machines are his preferred choice for the future. “We are new in silage production business and planned to gradually increase our production capacity. But with JAGUAR 850, we have significantly reduced our operational costs and by increasing our field working capacity on the same time, we are thinking to go for another addition to our fleet with a CLAAS Used harvester soon amid market remains promising” said by Mr. Muhammad Hassan.

Mr. Nishino from Kami Tokoro Wheat Farming Association CLAAS customer with first impression of the new LEXION 6600

The Association has been using four LEXION 620 and one LEXION 520 for some years now. These high-tech combines have served their purpose well which set the expectations of the next generation even higher.

With the collaboration of MSK Farm Machinery, we were able to demonstrate the capabilities of the new LEXION 5400 and LEXION 6600 during the wheat harvest in Kitami and Tokachi. The machines successfully showed their performance as promised: High throughput with a larger threshing drum, maximum separation performance with a clean grain sample and high quality straw.

“We grow Haru Komugi spring wheat which is difficult to thresh due to its long awns. However, that is no challenge for the new LEXION which has ensured threshing quality in all conditions. In addition to higher quality, we were very impressed by the increase in harvesting capacity with the new APS SYNFLOW WALKER shown in real conditions in the field.”, said Mr. Nishino.

Directly after the demonstration, the Association has placed an order for the new LEXION 6600 for their next harvest season with the additional features QUANTIMETER and ACTIMO seat option.

“We realise that the LEXION is not the cheapest combine on the market but we truly know it is a worthwhile investment. Considering its threshing capacity, separation performance, cleaning quality and, above of all, less cost of maintenance, the LEXION is an unbeatable choice.”, explained Mr. Nishino.

The Association is looking forward to the next harvest with a comfortable ride and we will ensure that it will be a better harvest as promised.



Mr. Nishino and the team of MSK Farm Machinery



Green Energy Farming

เกษตรกรรมกับการผลิตพลังงานหมุนเวียน



Hard work. Smartly done.

คลาส เทคโนโลยีการปลูก เพื่อความยั่งยืน
และก้าวไกลของเกษตรกรรม



From left to right: Mr. Georg Schmidt (The German Ambassador to Thailand), Mr. Alexander Raubold (Counsellor Economic and Commercial Affairs, Embassy of the Federal Republic of Germany), Mr. Jens Striwe (Product Specialist) and Mr. Lukas Viebrock (Product Support) from CLAAS Regional Center South East Asia.



CLAAS at National Science and Technology Fair 2020

CLAAS has participated the National Science and Technology Fair 2020 at Impact Mueng Thong Thani, Bangkok, Thailand during 13 – 23 November 2020.

It is been a great opportunity given by the German Embassy and an honor to welcome H.E Mr. Georg Schmidt, the German Ambassador to Thailand at the CLAAS stand. CLAAS has been invited to be a part of German Pavilion with the concept of "Let's create our sustainable now". During the event, CLAAS has demonstrated on how CLAAS machines can support the sustainability in the Green Energy sector.



**AGRI
TECHNICA^{DLG}
ASIA**

Agritechnica Asia 2021 will be held during 27-29 May 2021 at Bitec Bangna, Bangkok Thailand.

Meet CLAAS at Hall 98 booth no.F15.

Play time
Logic Puzzle: Farming



Use the clues and grid below to solve the puzzle.
Five farmers went to their local CLAAS dealers,
and each farmer ordered a different type of machine.
Which type of machinery did each farmer buy?

- ☐ Terri ordered a machine that starts with the same letter as his name.
- ☐ Aly and Emma do not need Telehandlers.
- ☐ Lexi did not order a Baler.
- ☐ Emma, Joey and Lexi do not need Tractors.
- ☐ The farmer who ordered a Combine has an i in the name
- ☐ Emma and Aly did not order a Forager.

	Tractor	Telehandler	Combine	Forager	Baler
Lexi					
Emma					
Aly					
Terri					
Joey					

Send us a DM (direct message) on our Facebook or Instagram pages or Line @claas.sea

