

Capital Goods

Still a mixed picture for non-earth-moving machinery sales in Apr

China Construction Machinery Association (CCMA) released a full set of construction machinery sales data for Apr. Similar to the previous month, sales of non-earth-moving machinery were mixed in Apr (vs the strong earth-moving machinery data that was published last week ([link](#))). Forklift sales were resilient in general, while tower cranes continued to see a big divergence in domestic sales (-61% YoY) and exports (+49% YoY). Sales of AWP (-31% YoY) remained weak. We continue to favour earth-moving machinery which is the first to recover in both the project-level cycle and replacement cycle. We prefer **SANY Heavy (600031 CH, BUY)** and **Jiangsu Hengli (601100 CH, BUY)** for their relatively high proportion of excavator revenue. We still like **Zoomlion (1157 HK / 000157 CH, BUY)** for its rapid expansion in emerging markets through a wide range of product offerings. On the contrary, we are cautious on **Zhejiang Dingli (603338 CH, HOLD)** due to uncertainties over the US tariff policy.

- **Truck cranes: -3% YoY in Apr.** Exports dropped 3.6% YoY in Apr (reversed from growth in Feb and Mar). Domestic sales dropped 3.4% YoY in Apr but improved from -26% in Mar.
- **Tower cranes: Weak in China but expected; Exports remained strong.** Tower crane exports surged 49% YoY in Apr, which is a clear growth trend since Nov 2024 (CNY effect excluded). Domestically, sales plummeted 61% YoY in Apr. We expect the weakness of domestic sales to continue given the continuous decline in property construction.
- **AWPs: -31% YoY in Apr.** Exports slightly dropped 3% YoY in Apr (vs +6% YoY in Mar). Domestic sales declined 51% YoY (-22% YoY in Mar). We expect AWP sales in China market to remain sluggish given that major AWP leasing companies have continued to reduce capex.

Major construction machinery sales in Apr 2025

	Sales volume (units)			Change (YoY)		
	Total	China	Export	Total	China	Export
Excavator	22,142	12,547	9,595	18%	16%	19%
Wheel loader	11,653	7,191	4,462	19%	35%	0%
Truck crane	2,082	1,250	832	-3%	-3%	-4%
Crawler crane	280	99	181	3%	-7%	9%
Tower crane	482	266	216	-42%	-61%	49%
Forklift	130,109	84,317	45,792	5%	-1%	18%
Aerial work platform	14,635	6,169	8,466	-31%	-51%	-3%

Source: CCMA, CMBIGM

Downstream applications of construction machinery in China

Type of machinery	Infrastructure	Property	Mining	Manufacturing
Excavator	High	Medium	Low	Low
Wheel loader	Medium	Low	High	Low
Truck crane	High	Low	n/a	Low
Tower crane	n/a	High	n/a	n/a
Concrete machinery	Medium	High	n/a	Low
Coal mining equipment	n/a	n/a	High	n/a
Mining transport truck	n/a	n/a	High	n/a
Aerial work platform	Medium	Low	na	High

Source: CMBIGM

OUTPERFORM
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China Capital Goods Sector

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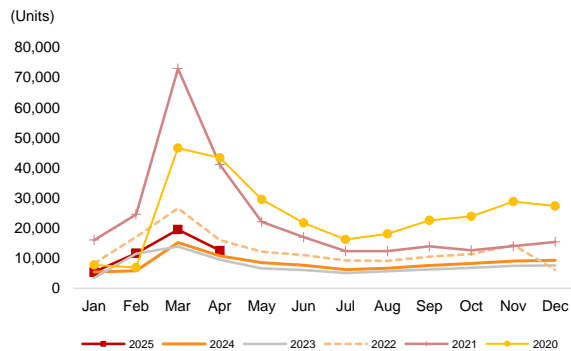
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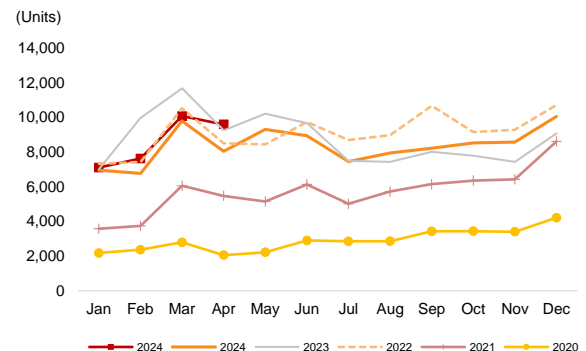
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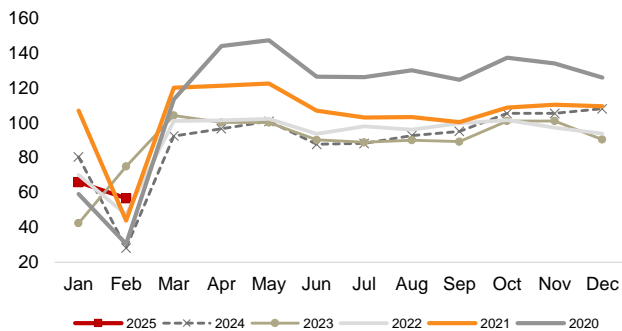
Zoomlion (1157 HK / 000157 CH, BUY) – 2024 results below expectation; Still positive on the structural overseas growth trend – 26 Mar 2025 ([link](#))

Figure 1: Monthly excavator sales in China

Source: CCMA, CMBIGM

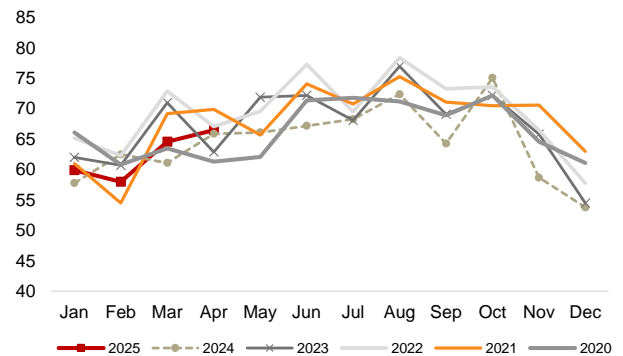
Figure 2: Monthly excavator export volume

Source: CCMA, CMBIGM

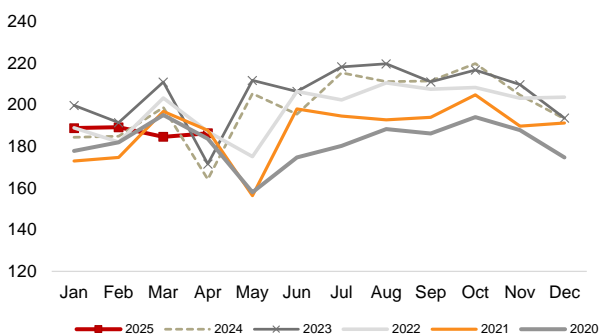
Figure 3: Komatsu excavator monthly utilisation hours in China

Source: Komatsu, CMBIGM

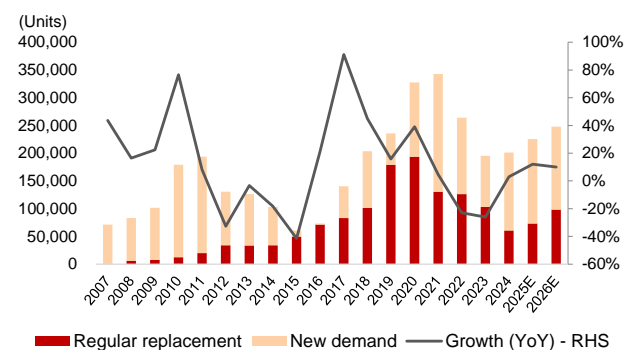
Note: Komatsu has halted the publication of data since Feb

Figure 4: Komatsu excavator monthly utilisation hours in North America

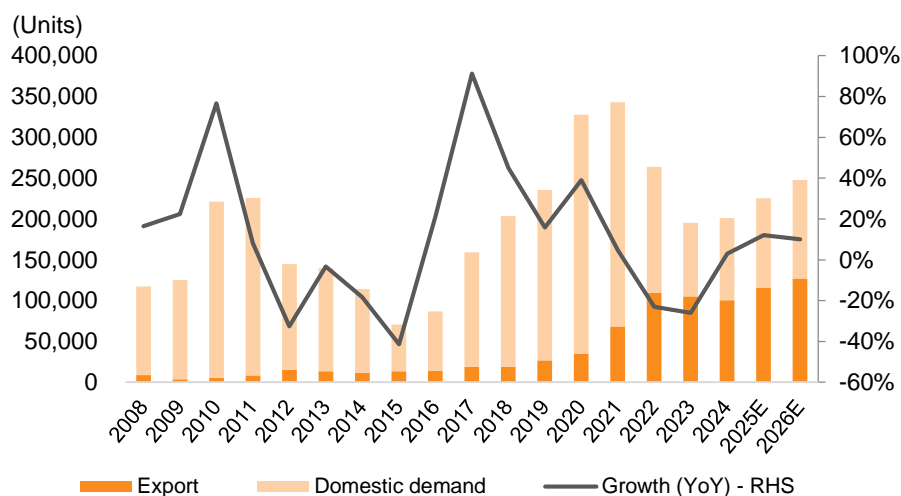
Source: Komatsu, CMBIGM

Figure 5: Komatsu excavator monthly utilisation hours in Indonesia

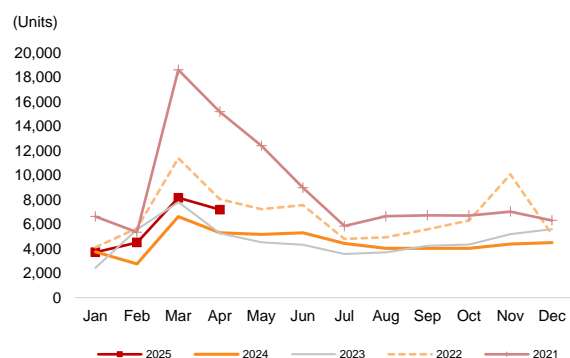
Source: Komatsu, CMBIGM

Figure 6: CMBIGM excavator sales projection

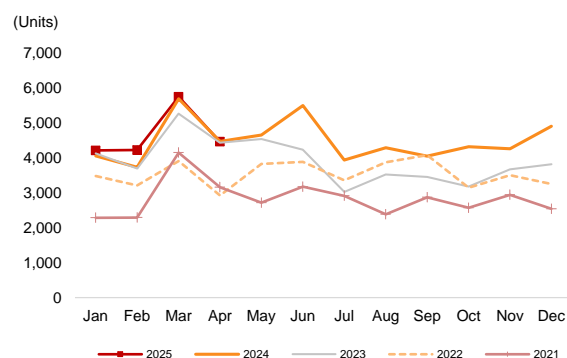
Source: CCMA, CMBIGM estimates

Figure 7: CMBI excavator sales projection (breakdown by region)

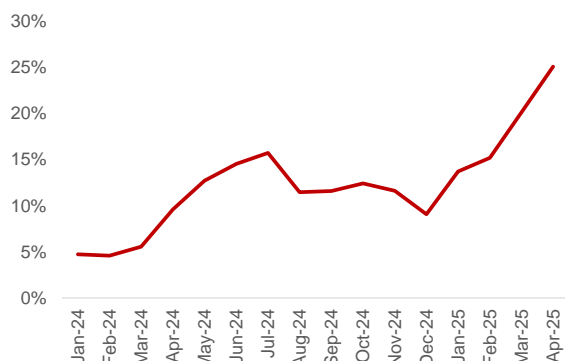
Source: CCMA, CMBIGM estimates

Figure 8: Monthly wheel loader sales in China

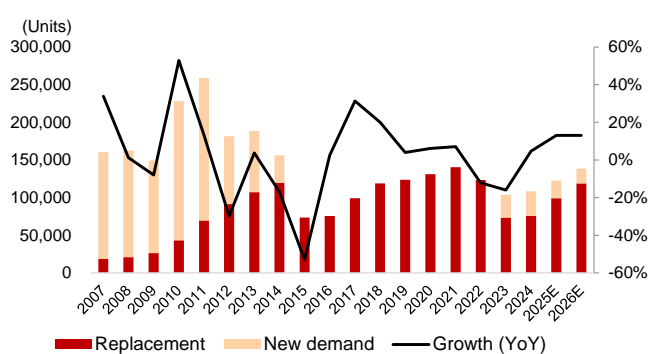
Source: CCMA, CMBIGM

Figure 9: Monthly wheel loader export volume

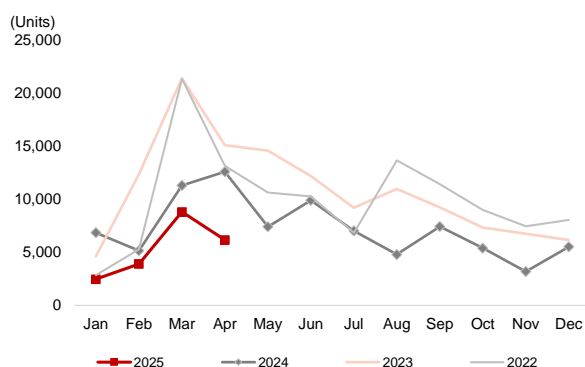
Source: CCMA, CMBIGM

Figure 10: Electric wheel loader sales as a percentage of total wheel loader sales

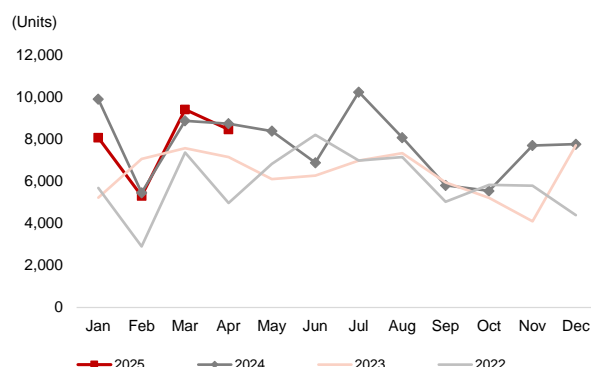
Source: CCMA, CMBIGM

Figure 11: CMBIGM wheel loader sales projection

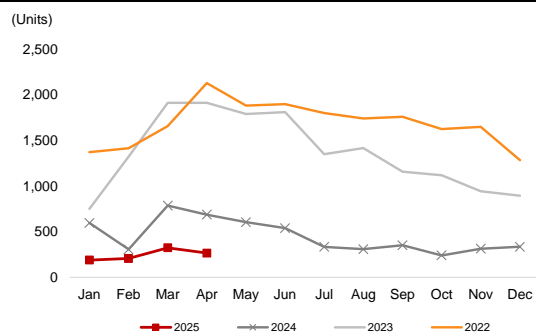
Source: CCMA, CMBIGM estimates

Figure 12: AWP monthly sales in China

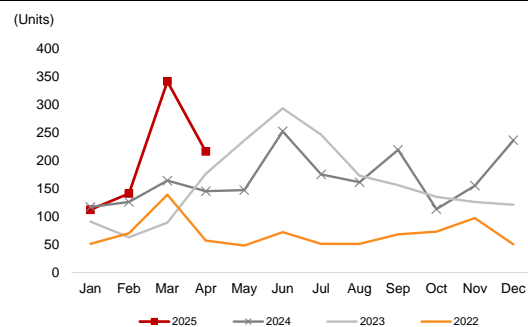
Source: CCMA, CMBIGM

Figure 13: AWP monthly export volume

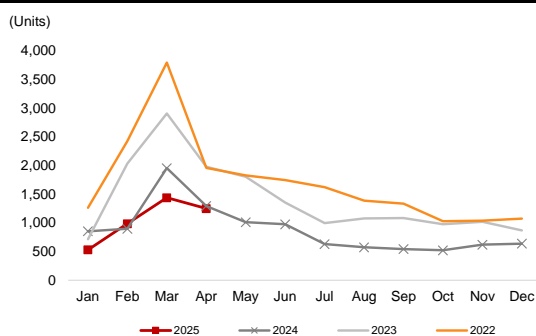
Source: CCMA, CMBIGM

Figure 14: Tower crane monthly sales in China

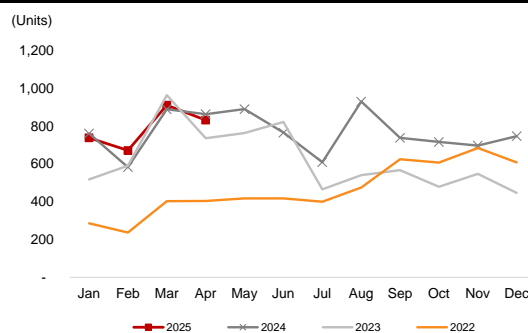
Source: CCMA, CMBIGM

Figure 15: Tower crane monthly export volume

Source: CCMA, CMBIGM

Figure 16: Truck crane monthly sales in China

Source: CCMA, CMBIGM

Figure 17: Truck crane monthly export volume

Source: CCMA, CMBIGM

Figure 18: Overseas revenue contribution for major Chinese manufacturers

Company	Ticker	% of overseas revenue		
		2022	2023	2024
Zhejiang Dingli	603338 CH	65%	64%	77%
SANY Heavy	600031 CH	47%	61%	64%
Zoomlion	1157 HK / 000157 CH	24%	38%	51%
XCMG	000425 CH	30%	40%	45%
Sinotruk	3808 HK	47%	36%	40%
SANY International	631 HK	27%	31%	37%
Jiangsu Hengli*	601100 CH	22%	22%	22%
Weichai Power**	2338 HK / 000338 CH	54%	53%	56%

Source: Company data, CMBIGM

Note: * Certain domestic sales will become final products for export.

** Weichai owns 46.5% interest in KION (KGX GR), the major source of overseas revenue. Adjusted for KION's revenue, together with Weichai's direct and indirect exports, we estimate Weichai's attributable overseas revenue accounted for 30-40% of total revenue.

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