

Capital Goods

Strong sales of earth-moving machinery in Apr; price hikes planned for excavators

China Construction Machinery Association (CCMA) released over the weekend the data for earth-moving machinery sales in Apr 2026. Sales of excavators and loaders (exports + domestic sales) grew 30% YoY and 32% YoY respectively. For loaders, exports were particularly strong (+57% YoY) which we believe was driven by mining demand. Besides, electric loader sales surged 90% YoY in Apr, with electric ratio rising to 30% (a record high). We believe this was driven by high oil prices due to the Iranian war. For excavators, domestic sales growth of 35% YoY was also encouraging.

Meanwhile, **SANY Heavy (6031 HK/600031 CH, BUY)**, **XCMG (000425 CH, NR)** and **Liugong (000528 CH, NR)** announced price hikes for excavators in order to pass through the increased raw material cost over the coming weeks (see the table below). **Zoomlion (1157 HK/000157 CH, BUY)**, based on our understanding, has already raised prices of excavators and some electric products in Apr. We believe this will help remove market concerns on the gross margin side.

All these reaffirm our positive stance on construction machinery outlook this year, driven by upside of global mining capex on the back of elevated commodity prices, as well as Chinese machinery players' penetration in emerging markets. Maintain **BUY** on **Zoomlion, SANY Heavy, Jiangsu Hengli (601100 CH)** and **SANYI (631 HK)**.

Major construction machinery sales in Apr 2026

	Sales volume (units)			Change (YoY)		
	Total	China	Export	Total	China	Export
Earth-moving						
Excavator	28,745	16,920	11,825	30%	35%	23%
Wheel loader	15,432	8,411	7,021	32%	17%	57%

Source: CCMA, CMBIGM

Note: The sales data for other construction machinery will be released by CCMA later this month.

Major players' excavator price hike schedule

Company	Price hike	Effective date
SANY Heavy	5%	15-May-26
Liugong	5%	20-May-26
XCMG	3-5%	1-Jun-26

Source: Company data, 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
(Maintain)

China Capital Goods Sector

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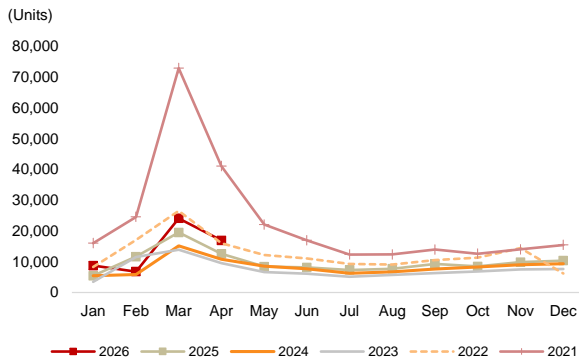
Related reports:

Zoomlion (1157 HK/000157 CH) - Expect an improvement from 1Q26 – 30 Apr 2026 ([link](#))

Jiangsu Hengli (601100 CH) - 1Q26 EBIT +34% YoY above expectation; net profit dragged by FX loss – 28 Apr 2026 ([link](#))

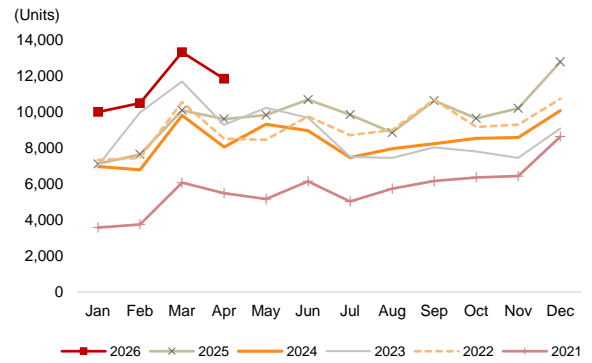
SANYI (631 HK) - Key takeaways from Hong Kong NDR – 27 Apr 2026 ([link](#))

Figure 1: Monthly excavator sales in China



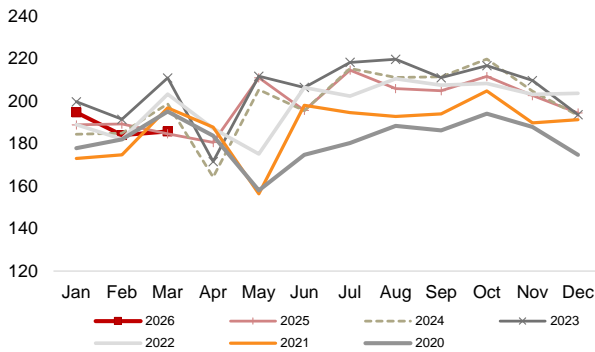
Source: CCMA, CMBIGM

Figure 2: Monthly excavator export volume



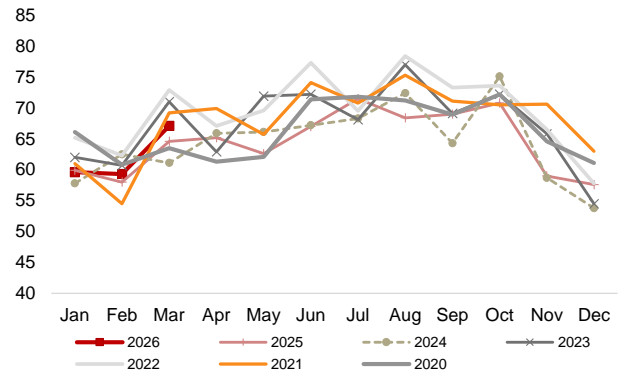
Source: CCMA, CMBIGM

Figure 3: Komatsu excavator monthly utilisation hours in Indonesia



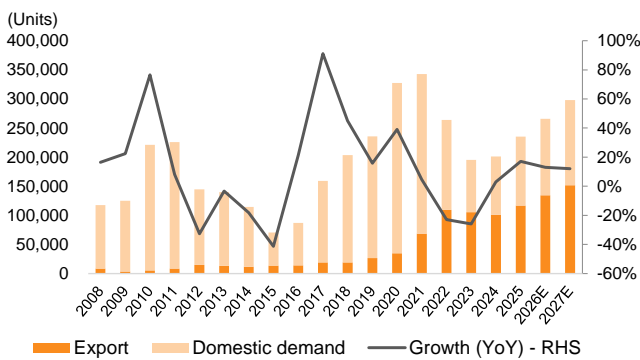
Source: Komatsu, CMBIGM

Figure 4: Komatsu excavator monthly utilisation hours in North America



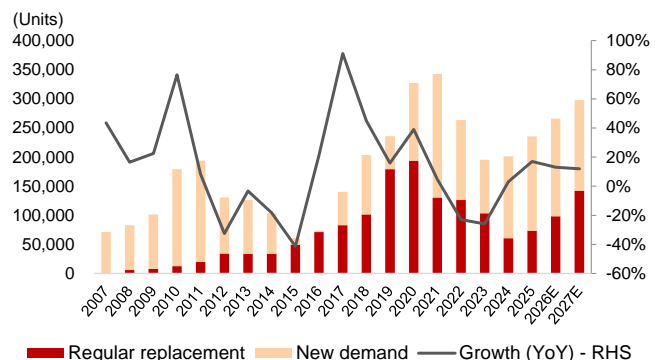
Source: Komatsu, CMBIGM

Figure 5: CMBI excavator sales projection (breakdown by region)



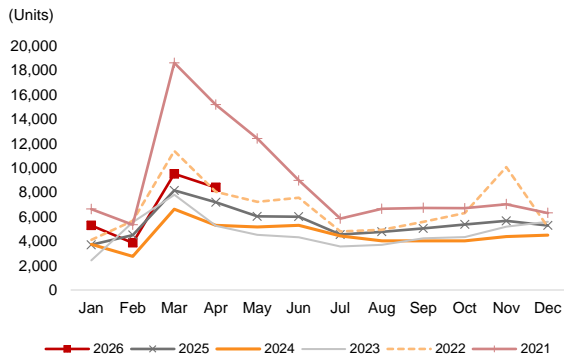
Source: CCMA, CMBIGM estimates

Figure 6: CMBI excavator sales projection



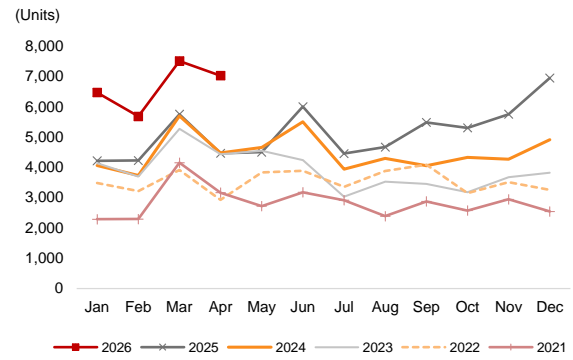
Source: CCMA, CMBIGM estimates

Figure 7: Monthly wheel loader sales in China



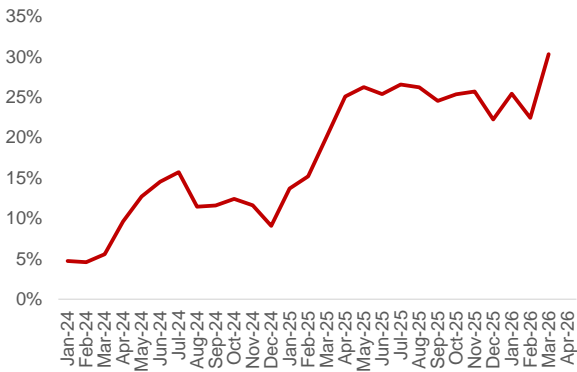
Source: CCMA, CMBIGM

Figure 8: Monthly wheel loader export volume



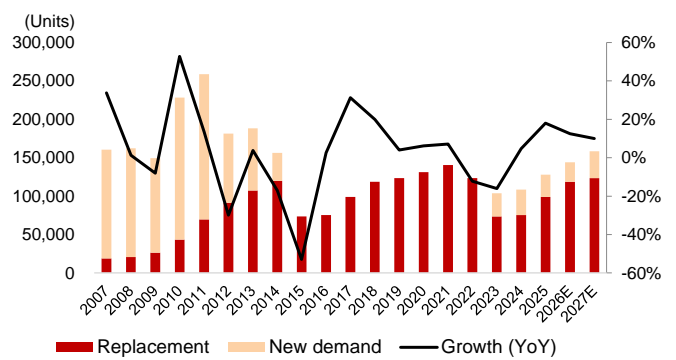
Source: CCMA, CMBIGM

Figure 9: Electric wheel loader sales as a percentage of total wheel loader sales



Source: CCMA, CMBIGM

Figure 10: CMBI wheel loader sales projection



Source: CCMA, CMBIGM estimates

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