



Construction Machinery Monthly Newsletter – August, 2016

一. Monthly Focus

An analysis on the import and export of construction machinery products in the first half of year 2016

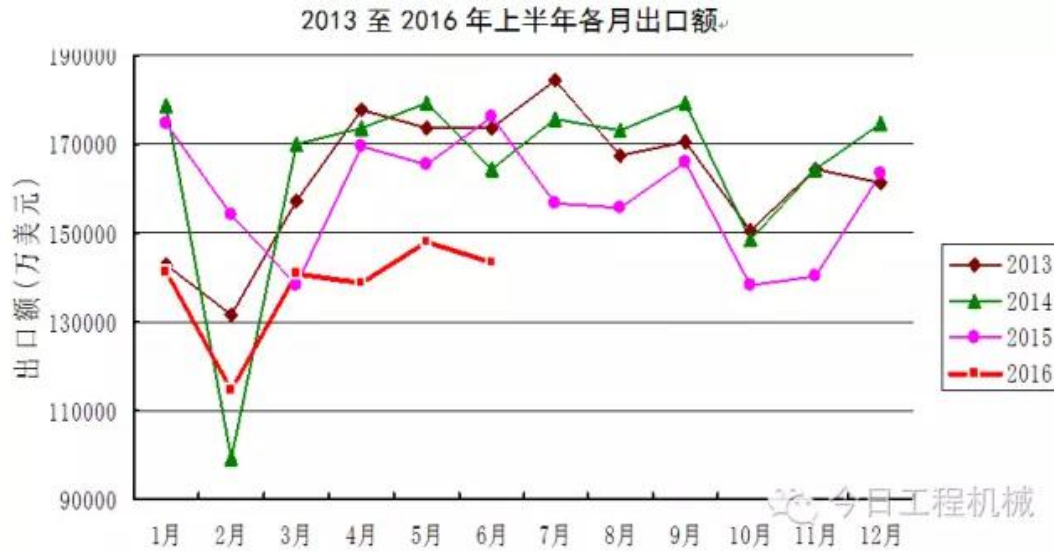
According to the statistics published by GACC (General Administration of Customs People's Republic of China), the first half of year 2016 saw a total of USD9.837 billion in the import and export of construction machinery products, down by 15.5%, compare with last year. The value of imports is USD1.609 billion, down by 13.9%; exports number is USD8.228 billion, down by 15.9%, leaving the country with a trade surplus of USD6.62 billion, decreased by 12.9% compare with last year.

2016 年工程机械产品各月进出口情况

月份	进口额 (万美元)				出口额 (万美元)				进出口合计	
	当月	同比%	各月止累计	同比%	当月	同比%	各月止累计	同比%	累计 (万美元)	同比%
1	21314	-43.2			141453	-19.0			162767	-23.2
2	18914	-9.02	40228	-31.0	114708	-25.6	256161	-22.1	296389	-23.4
3	32188	-11.3	72416	-23.4	140634	1.69	396793	-15.0	469210	-16.5
4	28395	-17.6	100811	-21.9	138884	-18.1	535539	-15.9	636350	-16.9
5	31900	5.41	132711	-16.7	148070	-10.5	683607	-14.8	816318	-15.1
6	28270	2.57	160906	-13.9	143560	-18.5	822758	-15.9	983664	-15.5

- 1) Global market losing momentum, a widening gap in the exports of China's construction machinery products

The first half of 2016, apart from March, the remaining months all witnessed a two digit percentage drop, with monthly exports no more than USD1.5 billion. In stark contrast are the numbers of 2015, which saw USD1.38 billion for March, and exports numbers more than USD1.5 billion for all the remaining months. From the quarterly perspective, exports of first quarter is USD3.968 billion, down by 15% compared with last year; second quarter is USD4.305 billion, down by 16.6%, a bigger decline compared with the first quarter.



The above numbers paints a picture of the reality: a weak global commodity market, under-invested infrastructure, obstacles facing the new economies, fluctuation in currency rates, and unstable regional security all combine to impact the market development of 2016 and the many years after it.

2) Fall in the exports of major categories, rise in some high-end products

According to the statistics, among the major categories of products, increase in the exported unites is seen in excavators, pavers, fork-lifts, concrete machinery, tunnel boring machines, off-road tippers; those who decline include wheel loaders, bulldozers, graders, other road maintenance machines, cranes and construction cranes, drilling machines and pneumatic tools, elevators and escalators. In terms of value of exports: only that of fork-lifts and tunnel-boring machines increased, whilst that of all the other categories fell. In fork-lifts, the exported units and exported value of electric fork-lifts increased by 27.4% and 12.4% respectively. Diesel fork-lifts see an increase of 9.33% in exported units and a decrease of 9.14% in exported value.



2016 年上半年主要大类工程机械出口情况

产品名称	单位	出口量		出口额		
		数量	同比%	万美元	同比%	占比%
挖掘机	台	6625	10.6	53171	-6.40	6.46
装载机	台	13000	-21.1	46908	-30.7	5.70
推土机	台	816	-16.6	7967	-19.1	0.97
压路机	台	6652	-2.12	14968	-12.6	1.82
摊铺机	台	350	23.7	1343	-10.5	0.16
其他路面机械	台	5516	-19.4	17414	-15.1	2.12
汽车起重机	辆	1201	-33.5	18278	-38.2	2.22
履带起重机	台	406	-4.92	10671	-13.9	1.30
随车起重机	台	190	-33.6	556	-47.1	0.07
塔式起重机	台	1376	-30.7	17185	-29.6	2.09
叉车	台	77897	19.1	79619	0.41	9.68
混凝土机械	台/套	387898	3.25	39805	-21.7	4.84
凿岩机械和风动工具	台	7035606	-9.01	15580	-11.8	1.89
隧道掘进机	台	30	42.9	15899	10.2	1.93
非公路用货运自卸车	辆	3303	21.6	5788	-73.9	0.70
电梯及扶梯	台	36038	-1.86	96497	-8.21	11.7
零部件	吨			29233	-13.1	35.5
其他				88777	-20.2	10.8

3) Regional market structure changes, demand in some Asian countries is growing. Among the major regional economies, exports to the EU, South Korea and India were up 4.77%, 0.99%, 9.09%, respectively. Exports to the United States, Hongkong, Japan, ASEAN, Russia and Africa, decreased by 15%, 50.8%, 13.2%, 8.25%, 24%, 26.4%, respectively. Exports to EU surpassed that to US, making the two swap place among the list of export markets for construction machinery. In the meantime, exports to ASEAN surpassed that to Africa and Latin America, making ASEAN replace Africa and Latin America to be the number one market.



2016 年上半年工程机械进出口全球区域市场分布

全球 区域市场	出口			进口		
	出口额 (万美元)	同比%	占出口额 比重	进口额 (万美元)	同比%	占进口额 比重
美国	86276	-15.0	10.5%	19261	-15.6	12.0%
欧盟合计	95305	4.77	11.6%	69173	-11.5	43.0%
香港	12783	-50.8	1.55%	9.51	-76.3	0.01%
日本	43907	-13.2	5.34%	44078	4.41	27.4%
韩国	26463	0.99	3.22%	13772	-32.8	8.56%
东盟合计	177043	-8.25	21.5%	3944	-47.5	2.45%
俄罗斯联邦	19130	-24.0	2.33%	126.21	3537	0.08%
印度	28855	9.09	3.51%	1412	-6.93	0.88%
非洲拉美	148806	-26.4	18.1%	277.0	-62.1	0.17%
其他	184190	-21.9	22.4%	8852	-33.6	5.50%

Among the major trading countries, there is no change in rankings of US, Japan, South Korea and Germany. Both the imports and exports to US fell by 15%, despite the decrease, the ranking of US remain unchanged; imports from Japan was down while exports were up; imports and exports to Germany both increased, and there was a trade deficit of more than USD170 million; Imports from South Korea fell by 32.8%, exports rose by 0.99%. Due to the huge decline in exports to Russia, its ranking fell by one place from 12th to 13th. Imports and exports to Vietnam were down 4.49%, retaining its 3rd place among the export destination countries. Exports to Thailand, India and Australia all increased, making Thailand 4th from previous 13th; India 5th from previous 9th; Australia 6th from 8th.



2016 年上半年我国工程机械进出口国别（地区）前二十位

序号	出口			进口			进出口		
	国家(地区)	出口额(万美元)	同比%	国家(地区)	进口额(万美元)	同比%	国家(地区)	进出口额(万美元)	同比%
1	美国	86276	-15.0	日本	44078	4.41	美国	105537	-15.2
2	日本	43907	-13.2	德国	33092	6.29	日本	87985	-5.16
3	越南	37022	-4.49	美国	19261	-15.6	德国	49072	5.24
4	泰国	29341	17.4	韩国	13772	-32.8	韩国	40236	-13.8
5	印度	28855	9.09	意大利	7229	-17.3	越南	37191	-4.52
6	澳大利亚	27653	3.42	奥地利	6344	-31.0	印度	30268	8.22
7	韩国	26463	0.99	荷兰	5580	-3.23	泰国	29591	16.9
8	菲律宾	25300	26.4	瑞典	5075	-25.9	澳大利亚	28782	1.63
9	印尼	23707	-16.8	法国	3947	11.6	马来西亚	26384	-27.0
10	新加坡	23484	-14.0	马来西亚	3080	-45.8	菲律宾	25338	26.2
11	马来西亚	23304	-23.5	台湾省	2519	-32.4	印尼	23928	-16.8
12	委内瑞拉	19716	10.3	芬兰	1705	-41.9	新加坡	23672	-16.3
13	俄罗斯	19130	-24.0	英国	1613	-40.2	委内瑞拉	19716	10.3
14	土耳其	17677	-5.02	挪威	1522	-31.6	荷兰	19280	18.8
15	阿联酋	16900	-2.61	加拿大	1521	4.35	俄罗斯	19256	-23.5
16	德国	15980	3.11	印度	1412	-6.93	土耳其	18034	-5.98
17	沙特	15478	-49.2	澳大利亚	1130	-28.6	阿联酋	16933	-2.48
18	荷兰	13700	30.9	西班牙	963	-25.0	意大利	16867	-11.1
19	英国	13686	-1.28	捷克	951	-46.7	沙特	15482	-49.2
20	香港	12783	-50.8	瑞士	938	-53.9	英国	15300	-7.63

4) Exports to Africa were down by a big percentage, exports to Europe remain stable

In terms of exports, African market fell by 2 percentage points, European market rose by 2 percentage points, all the other markets assumed similar decreases, making no difference on the rankings.

2016 年上半年我国工程机械各大洲进出口分布

地区	出口			进口		
	万美元	同比%	比重%	万美元	同比%	比重%
亚洲	424486	-15.5	51.6	66895	-14.0	41.6
非洲	80143	-30.2	9.74	17.0	-90.9	0.01
欧洲	120495	-3.87	14.6	71803	-12.9	44.6
南美洲	68648	-21.3	8.34	260.3	-52.7	0.16
北美洲	96912	-15.7	11.8	20783	-14.4	12.9
大洋洲	32073	-2.57	3.90	1149	-27.9	0.71

5) Machine products exported to countries other than Europe, US, Japan, and South Korea

Machine products are exported to countries other than Europe, US, Japan, and South



Korea, US, Japan and South Korea become the major markets for construction machinery parts and components. Parts and components account for 59.4%, 93.4%, 43.7% ,respectively, of their total exports value. Australia and India follow closely with 42.15% and 37.6% respectively.

The main destinations countries for excavators are led by Thailand and Philippines, followed by US and India; major export countries for wheel loaders include Turkey, Russia, Philippines, Saudi Arabia, Vietnam and Indonesia; bulldozes are exported to Russia and Philippines; Rollers to US, Thailand, Indonesia and Philippines; cranes to Vietnam, Venezuela, Singapore, Indonesia, India and Philippines; tower cranes to South Korea, Vietnam and Malaysia; fork-lifts to US, Australia, Thailand, South Korea and Turkey; concrete machines to Vietnam, Philippines and Indonesia; tunnel boring machines to Singapore.

2016 年上半年出口额前十位国家出口产品分类

(单位:万美元)

货品名称	美国	日本	越南	泰国	印度	澳大利亚	韩国	菲律宾	印尼	新加坡
挖掘机	2982	32.4	1689	7302	2637	176.9	25.9	4291	1514	616.8
装载机	1343	79.7	1790.7	1395	1352	1201	9.23	2000	1725	150.6
推土机	173.0		124.97	159.7	12.8	33.1		778.8	74.7	162.4
压路机	2032	130.4	261.2	1111	44.0	297.4	100.3	872.1	907.5	95.2
摊铺机	168.5		19.6	106.4	31.9	52.2	2.14	53.9	3.68	33.0
汽车起重机	42.5		1654	546.4	855.6	20.8	3.00	399.9	1075	18.8
履带起重机	530.3		1380	186.2	106.1		487.3	598.0	443.2	1554
随车起重机	69.0		22.7	26.4	141.1	7.00		3.58	26.1	
塔式起重机	469.8		1901	742.8	220.7	281.8	4364	476.7	625.8	426.5
叉车	8644	1554	1361	2865	1397	6958	2757	1680	1880	2102
混凝土机械	1031	133.5	11310	1007	667.9	323.7	188.8	3746	1587	361.7
凿岩机械及风动工具	7407	138.1	526.8	206.1	207.5	379.3	143.6	43.0	120.7	189.6
隧道掘进机				20.8				40.2	55.5	7163
非公路用自卸车	35.3		1238	820.3	208.1	6.36	9.87	40.8	242.7	16.1
电梯及扶梯	1609	62.4	2354	2997	5342	4439	4143	2443	3907	4807
零部件	51225	40996	7334	7248	10843	11635	11574	4105	6160	3782
其他	8515	780.7	4055	2602	4788	1841	2655	3729	3359	2006
合计	86276	43907	37022	29341	28855	27653	26463	3007	23707	23434

Given the current situation, it is not difficult to see the restructuring trend of the global market, exports of traditional products are falling, whilst high-tech products that meet the changing demand of the new markets are increasing in exports. Under the circumstances, China should accelerate the structural reform in the supply side, closely follow the trend of global market, improve the level of product quality and function, widen the portfolio of high-tech products that are more in demand by the market, in order to counter the impact by the decline in exports of tradition products.



二. Other News

1. Remarkable achievements of XCMG in the high-end market of Europe and US

After the first XCMG drilling rig was exported to US in March, the XCMG horizontal drilling machine realized its first sale in US as well. The model XZ680A horizontal drilling machine meet the EPAT4F emission requirement of the North American market, and passed the CE certification and the certification of North America. The sale of XZ680A has groundbreaking significance for XCMG brand in the North American market.

Europe and America are the two high-end market for excavators, they are known to have very stringent technical requirements. With reliable product performance and excellent word-of-mouth from customer, XCMG got the order for 10 units of XE360U by US market, which added a brilliant stroke to the brand's internationalization.

13 units of XCMG rollers, model CV123U, are exported to North America. This model or vibratory roller is tailor-made for the North American customer by XCMG. It was highly recognized for its excellent compaction efficiency and reliability. It will greatly attribute to establishment of XCMG brand in North America.

The XCMG mine grader GR300 reached its destination of European continent after more than 10 days of sea voyage, which became the first ever order delivered to this market.

2. XCMG leads the construction work for the 2016 Rio Olympic venues

Among the construction machinery brands on the building sites of Rio Olympic venues XCMG is the biggest cohort, accounting for more than half of the equipment in terms of units. Cranes and concrete machine in particular, compose of 80% in that category. From the XCMG Group, more than 1000 units of earthmoving machinery took part in the building of Olympic venues, more than 300 units of rollers were used for the construction of affiliated infrastructure, more than 500 units of cranes for hoisting construction, more than 200 units of aerial working platform for interior hoisting, the total number of XCMG equipment busy working across the Olympic working sites reached over 2000. Currently, XCMG products are sold to 176 countries and regions, last year's overseas revenue account for 30% of the Group's total revenue. It is ranked 9th in the yellow table and is the only Chinese enterprise that entered top 10.



徐工起重机建设萨尔瓦多新水源竞技场

3. Deputy Prime Minister of Cambodia Mr. Su Qing drives XCMG grader

The opening ceremony for the Chinese invested project of Cambodia highway 1577 construction was held in Battambang Province. At present were Cambodian Deputy Prime Minister Mr. Su Qing, the Chinese ambassador in Cambodia Mr. Bu Jianguo. As the first choice of construction machinery brand, a cohort of XCMG equipment were also present at the working site. It is reported that various models of XCMG graders, rollers and bulldozers will be used in construction throughout the project. Mr. Su Qing was seen driving the XCMG grader with gusto for a few meters, with the assistance of an XCMG staff. 1577 highway is located in Battambang Province in the north west of Cambodia. A total of USD37.28 million was invested in the construction project.



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If you have interests on XCMG construction machinery or special purpose vehicles, please feel free to contact me without hesitation, we would try our best to offer the best price and quality product for you. Email:sales@autochinery.com.