

# China Watch

# Limited details on equipment renewals & consumer goods trade-in policies

### Action plan to boost capex & consumption as telegraphed

On Mar 13, the State Council announced the action plan on large equipment renewals and trade-ins of consumer goods. This is an implementation of the decisions made at the CEWC last Dec and the 4th meeting of the Central Financial and Economic Affairs Commission recently.

In our view, the equipment renewal focused on lowering energy costs and improving efficiency, which is in line with the key goal of "prioritizing developing 'new quality productive forces'", highlighted in the GWR (see also: NPC review). In terms of the tradeins of consumer goods, it should also help boosting consumption, especially for largeticket items, including auto, home appliance, etc.

### Laudable move in the right direction, but lacks details

This is a laudable move in the right direction for the current administration to boost domestic demand, in our view. If implemented effectively, it will help close the current output gap cyclically, and contribute to the industrial upgrading process structurally. In addition, the boost on large-ticket item sales (e.g. autos and home appliances) should also help buffer any downside amid the ongoing housing market downturn and make the annual growth target of "around 5%" more attainable.

That said, it is still lack of details on fiscal support from the government, especially from the central government. While some may see this as a disappointment, we believe it could be partly due to the data-dependent nature of current macro policies. Based on our analysis below, we forecast there will be around RMB50bn direct central government fiscal support to those targeted areas, along with the help on re-loans from the PBoC for an interest incentive to loans for equipment renewal. If we see continued sluggish domestic demand in coming months, the government will likely step up the fiscal help.

### Sector impacts: Autos, large equipment may fare better

Our sector analysts see ICEV, NEV & industrial vehicle sectors benefiting the most in terms of the vehicle replacement policies, especially for auto dealers who are aggressive in used car transactions. Within industrials, we also expect automation & HDT to benefit, especially for higher equipment upgrades for intelligent and energy-efficient manufacturing in the medium term. That said, the impact on home appliances may be limited, as our analysts see the similar stimulus package from past cycles as unlikely to roll out this time. We will wait to see if there is any further detailed subsidy plan to be announced.

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#### **Abbreviations:**

**CEWC: Central Economic Work** 

Conference

**GWR: Government Work Report** PBoC: People's Bank of China NDRC: National Development and

**Reform Commission** HDT: heavy duty truck

DCS: distributed control system PLC: programmable logic controller CNC: computer numeric control

FA: factory automation UIO: unit in operation

NES: national emission standard

Timestamp: 17 March 2024 07:30PM EDT

### Hard to quantify the fiscal support in detail

In the joint press conference during the two sessions, NDRC director general highlighted that last year, the equipment investment in key areas reached RMB4.9tn in size. He also pointed out that the future market should reach to over RMB5tn in the coming years.

We searched the policy plan for concrete and quantitative details to help us figure out how much fiscal support we will see from both central and local levels. The policy document showed that fiscal support will likely take the form of direct subsidy, tax rebate, and reloans, but didn't reveal the exact amount of fiscal stimulus.

In particular, the action plan highlighted that it will 1) utilize the fiscal budget from the central government to support the renewal of equipment and the trade-ins of autos, as well as the recycling and disposal of discarded electrical and electronic products; 2) improve tax support policies, including the tax incentives for energy-saving, environmental protection related equipment renewals; 3) utilize financial supports, including using re-loans to provide interest subsidy support to bank loans for equipment renewal and technological transformation.

To estimate the potential size of fiscal stimulus, we noted the action plan set a few numerical targets for 2027, including:

- To see the **aggregate investment scale of equipment** increasing by 25% compared with 2023 level in sectors including industrial, agriculture, construction, transportation, education, culture and tourism, and healthcare;
- To increase the penetration rate of digital R&D design tools exceeding 90%, and the numerical control rate of key processes to exceed 70% among above-scale industrial enterprises;
- To double the recycling volume of scrapped vehicles and increasing the used car sales volume by 45%, compared with 2023 level; To see the recycling of used household appliances up by 30% (vs. 2023 level).

#### Exhibit 1: Source of fund for FAI: state budget

The fund support on fixed asset investment from the state budget has risen over the years, reached 9.8% as of 2023

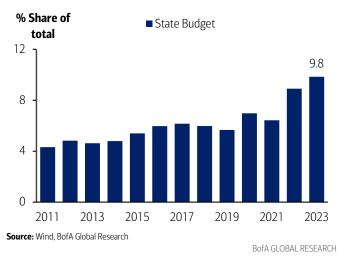
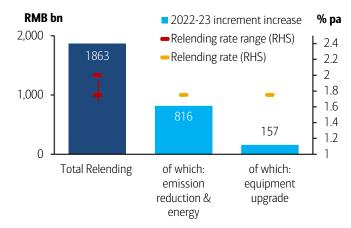


Exhibit 2: PBoC relending tools and related usage in 2022-23

In 2022-23, RMB157bn of the relending tool targeted on equipment upgrade and RMB816bn related to emission reduction & energy



Source: PBoC, BofA Global Research estimates

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If we use the historical share of the state budget fund to total FAI (around 10%, Exhibit 1), of the over RMB5tn size of the equipment renewal market, a 10% more annual fiscal support would imply an additional RMB50bn fiscal spending from the central government. In terms of the re-loans, on Mar 6, PBoC announced it will establish a new relending tool focusing on technology innovation and technological transformation. Previously, it had introduced the re-loan for equipment upgrade totaled RMB157bn in



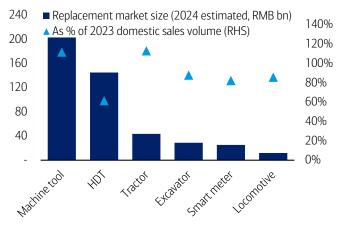
2022-23, with a lower rate at 1.75% (Exhibit 2). We expect a similar relending tool to be introduced this time, and the size could be even larger if it will be targeting green sectors as well, in our view.

### Industrials: positive for automation & HDT

In terms of areas of the equipment investment, we see this as largely in line with the "The Fourteen-Five plan" (published in 2022). In the action plan, equipment upgrades in key industries including steel, non-ferrous metals, petrochemicals, chemicals, building materials, electricity, machinery, aerospace, shipbuilding, textile, and electronics have been highlighted. In terms of usage, it is said to focus on the civil infrastructure related investment, as well as transportation replacement (including electrification replacement of public buses) and the renewal of old agricultural machinery.

According to the policy document, equipment investment in industrials, agriculture, construction, transportation, education, culture & tourism and medical industry should grow >25% by 2027 from the 2023 level. The penetration rate of digital R&D and design tools/CNC in key manufacturing processes should reach 90%/75% respectively by 2027. The policy also calls for accelerating the retirement of diesel trucks with or below NES-III emission standard, and continued implementation of agricultural machinery replacement subsidies. Regarding financial resources, the policy requires the incorporation of eligible equipment renewal and recycling projects into the central government's budget.

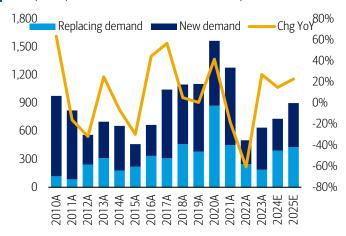
**Exhibit 3: Assessment for replacement market size by sector**We believe the automation and HDT sectors should be the key beneficiaries



**Source:** BofA Global Research, NBS, CAAN, CNRG, SGCC

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**Exhibit 4: China domestic HDT sales (replacement vs new demand)**We expect replacement demand to continue to tick up



**Source:** BofA Global Research estimates, CAAM

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While we are still awaiting more clarity on the form and amount of financial supports, our initial assessment suggests that the automation and HDT sectors should be the two key beneficiaries of the equipment renewal policy. In the **automation** sector, we expect higher equipment upgrade for intelligent and energy-efficient manufacturing in the coming 3-5 years, led by SOEs in the petrochemical/chemical/mining/power industries with better financial resources. This should benefit suppliers of DCS, mid-to-large PLC, instrument and industrial software in the process automation industry. Machine tool is another subsector that may benefit from the equipment renewal policy, driven by (1) the replacement of aged machine tools; (2) the rising penetration of CNC systems; and (3) technological upgrades to the high-end five-axis machine tool. We estimate the total UIO of machine tools to be more than 8mn units, among which c.30% are aged machine tools with >10 years old. The penetration of CNC systems in newly sold metal cutting/forming machine tools in China was only 46%/11% in 2022, much lower than the 70%-80% in US, Europe and Japan. On the other hand, we think the impacts on FA products (inverter, servo, small PLC, industrial robots) may be lower due to the sluggish

end-demand, high channel stock, and unclear financial incentives for private-owned enterprises.

In the **HDT** sector, more subsidies are expected to be provided to truck users to eliminate aged trucks (NES III and NES IV trucks). According to our estimates, the UIO if HDT in China by end-2023 reached 8.8 million unit, among which 2.0 million units are NES III & NES IV HDT. We estimate the domestic HDT sales volume in 2024E will reach 789k units, up 25% YoY. That said, the promotion of automobiles trade-in might accelerate the replacing demand of HDT and hence the domestic HDT sales in 2024. (see also: Further policy supports for equipment renewal: positive for the industrials sector)

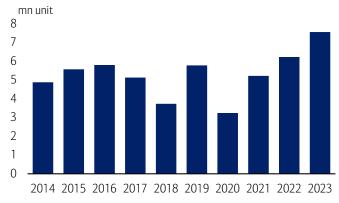
### Vehicle replacement: benefit ICEV, NEV & industry vehicle

The policy will support vehicle replacement demand, encourage rational competition and market system, implement vehicle scrapping according to safety and emission requirement, optimize vehicle license plate restriction measures, carry forward a complete vehicle life cycle managing and monitoring system. Also, the policy aims to boost used-car transaction and circulation, optimize used-car registration system, support used-car export business, strengthen electronic system, credit record management, and guard users' information safety, etc. In 2023, the number of vehicle scrappage came in at 7.6mn. Government aims to double vehicle scrappage and recycle volume to 15.2mn in 2027. In 2023, the number of used-car transaction came in at 18.4mn units. Used-car transaction volume is expected to increase by 45% to 26.7mn in 2027.

That said, there is no further specific measure revealed on how to achieve aforementioned goals, and the government has not discussed about the potential total budget, subsidy per car, scale (nationwide or by province/city). However, we expect to see some subsidy support for vehicle replacement, covering both ICEV (internal combustion engine vehicle) and NEV (new energy vehicle). We believe more monetary support will boost industrial vehicle sales and the demand of whole supply chain, especially auto dealers who are aggressive in used-car transaction. (see also: First take on vehicle replacement stimulus policies).

#### Exhibit 5: China vehicle scrappage volume

In 2023, the number of vehicle scrappage came in at 7.6mn. Government aims to double vehicle scrappage and recycle volume to 15.2mn in 2027

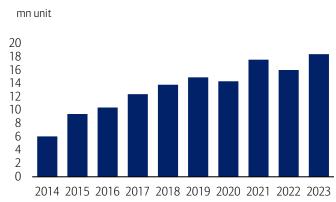


**Source:** Ministry of public security of China, BofA Global Research

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#### Exhibit 6: China used car sales volume

In 2023, the number of used-car transaction came in at 18.4mn units. Used-car transaction volume is expected to increase by 45% to 26.7mn in 2027



Source: CADA. BofA Global Research

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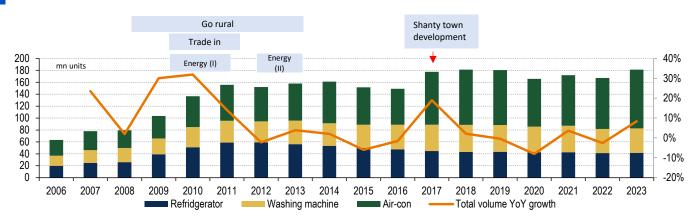
# Home appliance: limited impact for now, in our view

In terms of home appliance trade-in, the plan encouraged local governments with "suitable conditions" to offer subsidies for green energy smart home appliances. The plan also sets a target of 30% growth of appliance replacement volume from 2023 to 2027.



However, the plan has not specified the exact amount of subsidies. It also emphasizes a market-led approach and calls for local government to maneuver existing funding without commitment of any extra central government funding support. Given fiscal pressure faced by local governments, we only expect limited subsidies to be granted (most of which will be concentrated in some wealthy regions, such as Shanghai which has recently announced a new round of trade-in subsidies), which might not lead to meaningful impact nationwide. This is very different from the last round of trade-in programs post the global financial crisis. Back then, total trade-in subsidies amounted to RMB30bn covering 3 years with 80% funded by the central government and the rest 20% by local governments. Subsidies were up to 10% of selling prices, which led to RMB342bn home appliance sales over the 3-year period. Meanwhile, we also believe the central government will take a wait-and-see attitude. Should there be further downside risks of the economy, we still do not rule out the possibility for the central government to commit further funding support in the future, in order to further boost home appliance replacement demand.

**Exhibit 7: White goods: domestic volume surged during the past policy stimulus cycles** Domestic ex-factory volume



**Source:** China IOL, BofA Global Research estimates

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Exhibit 8: The three rounds of subsidies amounted to RMB150bn+ total subsidies and led to RMB1.5tn sales in around 5.5 years

Summary of past nationwide home appliance subsidy programs

Summary of past nationwide nome appliance subsidy programs				
Subsidy program name (Ch)	家电下乡	以旧换新	节能惠民	节能补贴
Subsidy program name (En)	Go rural	Trade in	Energy subsidy (Phase I)	Energy subsidy (Phase II)
Time period (trial)	Dec 2007 - Dec 2008	Jun 2009 - May 2010		
Time period (full rollout)	Feb 2009 - Jan 2013	Jun 2010 - Dec 2011	June 2009 - Jun 2011	June 2012 - May 2013
Department of finance	State (80%) and provincial (20%) finance	State (80%) and provincial (20%) finance	State finance	State finance
Categories coverage	10 categories (flat panel TV, air-condition, refrigerator, washing machine, water heater, microwave, magnetic stove, PC, mobile)	5 categories (flat panel TV, air-condition, refrigerator, washing machine, PC)	10 categories (flat panel TV, air- condition, refrigerator, washing machine, high-efficiency lightening, gas water heater, PC, high-efficiency motor) that carry Energy Efficiency Grades of 1 and 2	condition, refrigerator, washing machine, gas water heater) that carry Energy Efficiency Grades
Subsidy (as % of ASP subject to caps)	13%	10%	RMB500-850/unit for Grade 1 RMB300-650/unit for Grade 2	RMB70-400/unit
Sales unit (mn units)	298	92	NA	NA
Sales value (RMBbn)	720	342	>200	250
Subsidy granted (RMBbn) (Estimated)	90	30	22	12
Leverage (x)	8	11	c.10	20
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**Source:** Ministry of Finance, Ministry of Commerce, BofA Global Research

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