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Global Research
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China Industrials

Going global by the numbers: overseas revenue to reach 25% of total in 2030E

Equities

China

Industrial

Robin Xu
Analyst
bin.xu@ubs.com
+86-21-3866 8872

Lei Meng
Strategist
S1460517080001
lei.meng@ubs.com
+86-21-3866 8939

Paul Gong
Analyst
paul.gong@ubs.com
+852-2971 7868

Ken Liu
Analyst
ken.liu@ubs.com
+852-2971 7516

Amily Guo
Analyst
S1460518050002
amily.guo@ubs.com
+86-105-832 8845

Chen Chen, PhD
Analyst
S1460520100001
chen-zb.chen@ubs.com
+86-10-5832 8201

Phyllis Wang
Analyst
S1460517100001
phyllis.wang@ubs.com
+86-21-3866 8964

Yishu Yan
Analyst
S1460520110001
yishu.yan@ubs.com
+86-21-3866 8782

Nora Min
Analyst
S1460518050001
nora.min@ubs.com
+86-21-3866 8905

Wei Shen
Analyst
S1460518060001
wei.shen@ubs.com
+86-21-3866 8897

Rennie Pan
Analyst
S1460520030001
rennie.pan@ubs.com
+86-21-3866 8810

Samuel Wang
Analyst
S1460520090001
samuel-za.wang@ubs.com
+86-105-832 8777

Going global remains one of China's most important investment themes

We highlighted the importance of China's going global (see link) in 2024 and have been closely monitoring this trend ever since in our China Export Monitor and "China+1" investment tracker. Combining historical data from A-share companies and bottom-up estimates from UBS China analysts, we estimate overseas revenue to account for 25% of non-financial A-share companies' total revenue in 2030 vs 19% in 2025. Moreover, faster overseas revenue growth and higher overseas gross margin will have positive implications for gross profit. Our sensitivity analysis suggest A-share gross profit could increase by 35% in 2030E vs 2025, assuming 25% overseas revenue contribution in 2030E, a stable overseas GPM and 5% A-share revenue CAGR in 2025-30E.

Overseas revenue to reach 25% of total non-financial A-share revenue in 2030E

The overseas revenue contributions of non-financial A-share firms expanded by 2ppts from 17% in 2024 to 19% in 2025. With Chinese firms' competitive edge in supply chains and continuous R&D efforts, we expect rising global competitiveness to translate to further overseas revenue exposure expansion. In addition, the impact of the Middle East conflict may go beyond the energy supply challenge to global supply chain disruption (see link), which may be beneficial for Chinese companies going global, given their track record of supply chain resilience during COVID.

Drivers of overseas expansion: exports and China+1; Europe, ASEAN and Africa

We aggregate UBS analysts' views/forecasts on the Chinese companies they cover. Among the 17 exposed sub-sectors, our analysts identify 14 as likely to have primarily export-driven overseas revenue growth in the next five years. Our analysts also believe China+1 could help drive overseas revenue growth. From a regional perspective, our analysts see Europe/ASEAN as the major contributors of overseas revenue growth, echoing our monthly China Export Monitorfindings. We believe Africa could be the next key growth driver, given projections of an improving macro environment in 2026-27 and favourable commodity prices. Most related sub-sectors' overseas gross margins are likely to expand, driven mainly by higher prices and rising overseas capacity utilisation.

Sector implications: power/auto supply chains more aggressive in going global

Based on UBS China analysts' forecasts, companies in the power and auto supply chains are growing overseas revenue more aggressively. Our analysts forecast the overseas revenue of Chinese wind equipment and new chemical materials companies to post a 25%+ CAGR during 2025-30E, along with overseas GPM expansion. Our most-preferred going global names are listed in Figure 1 below.

Figure 1: Select* most-preferred names under going global theme

Name	Ticker	Market cap (US$ bn)	Rating	Price (LC)	PT (LC)	Upside	Name	Ticker	Market cap (US$ bn)	Rating	Price (LC)	PT (LC)	Upside
Anker	600866 SS	10.8	Buy	136.40	155.00	14%	Miniso	MNSO.N	4.4	Buy	14.15	26.50	87%
BeOne	ONC.O	32.6	Buy	293.27	465.00	59%	Ninebot	689009 SS	4.3	Buy	40.51	73.00	80%
BYD	1211 HK	109.2	Buy	93.80	128.00	36%	Orient Cable	603606 SS	5.9	Buy	58.76	78.00	33%
CNOOC-H	0883 HK	162.6	Buy	26.76	37.80	41%	Sigenergy	6656 HK	16.8	Buy	533.00	651.00	22%
Dongfang-A	600875 SS	19.9	Buy	39.97	62.00	55%	Sinotruk	3808 HK	12.8	Buy	36.40	51.00	40%
Kedali	002850 SZ	8.2	Buy	203.10	268.00	32%	Softcare	2698.HK	2.0	Buy	25.80	42.20	64%
Kingfa	600143 SS	6.8	Buy	17.43	25.00	43%	XCMG	000425 SZ	16.3	Buy	9.46	12.60	33%
Longi	601012 SS	16.9	Buy	15.14	22.80	51%	Zhejiang NHU	002001 SZ	14.3	Buy	31.74	46.40	46%

Source: Refinitiv, UBS estimates, UBS-S estimates; Note: Data as of 18 May 2026. Stocks listed in alphabetical order. *See Figure 3 for a full list.

Key sub-sectors and stocks benefiting from China's going global

Figure 2: Export and China+1 are both important to Chinese companies' overseas revenue growth, and overseas margins are largely likely to expand

Segment	Analyst	Where does the overseas revenue growth comes from?	What is the sector's overseas gross margin trend?	Which market has the biggest upside on revenue/gross profit growth?	Most preferred
Passenger vehicle	Paul Gong	Export and China+1	Expansion	ASEAN, EU, and LatAm	BYD
Auto parts	Nora Min	Export and China+1	Expansion due to order and capacity ramp up	Europe	Kedali, Fuyao
Commercial vehicle	Wei Shen	Export	Flat	EU, Africa	Sinotruk
Two-wheeler	Wei Shen	Export and China+1	Flat	ASEAN, EU	Ninebot
Power equipment	Ken Liu	Export and China+1	Expansion	EU, North America, LatAm	Donfang Electric- A
Wind equipment	Yishu Yan	China+1	Expansion	EU	Dajin, Orient Cable
Energy storage system	Yishu Yan	China+1	Flat	North America, EU	Sungrow, Sigenergy
Solar	Yishu Yan	China+1	Flat	Middle East, ASEAN and Africa	Longi
Home appliances	Rennie Pan	Export and China+1	Expansion	ASEAN, EU	Anker, Midea, Roborock
Retail	Samuel Wang	Export	Flat	North America, EU	Miniso
Healthcare	Chen Chen	Export and China+1	Expansion	North America, EU	BeOne, Wuxi Apptec
Beauty & HPC	Ingrid Zhang	Softcare: entirely overseas manufacturing Others: Export and China+1	Softcare: expansion Others: not meaningful yet	Softcare: Africa and LaTam Others: ASEAN	Softcare
Construction machinery	Phyllis Wang	Export and China+1	Flat	Africa	XCMG
Mining equipment	Phyllis Wang	Export	Expansion	Africa, ASEAN	XCMG
Oil & gas	Amily Guo, Cheryl Wen	Export and China+1	Expansion	Europe, LatAm, Middle East	CNOOC-H, COSL
Chemicals	Amily Guo, Cheryl Wen	Export and China+1	Expansion	Asia, LatAm	Zhejiang NHU, Asia-Potash
New chemical material	Amily Guo, Richard Li	Export and China+1	Expansion	Europe, Asia	Kingfa Sci & Tech, Tinci

Source: UBS estimates, UBS-S estimates

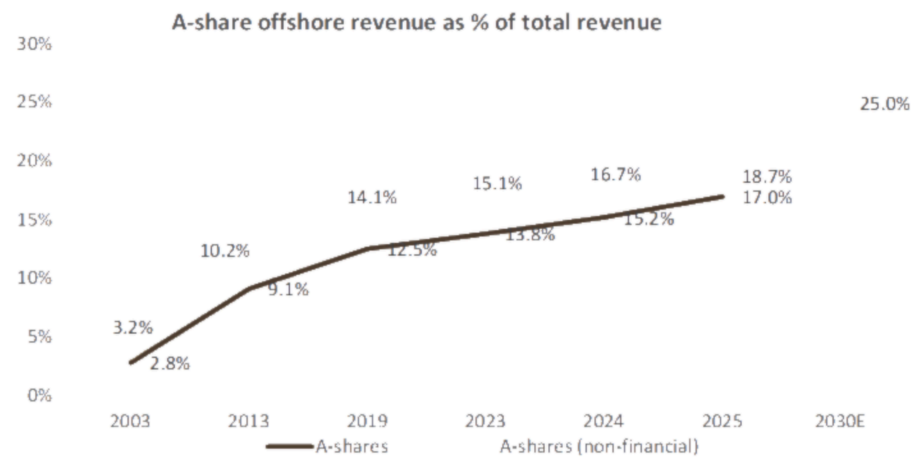
Figure 3: Valuation comparison of most-preferred stocks under China's going global theme

Name	Ticker	Market cap (US$ bn)	Rating	Price (LC)	Price target (LC)	P/E (x)		Net profit CAGR	P/BV (x)		ROE (%)		Dividend yield (%)	
						2026E	2027E	2025-28E	2026E	2027E	2026E	2027E	2026E	2027E
Anker	300866.SZ	10.8	Buy	136.40	155.00	23.1	18.6	23%	6.05	5.21	28.0	30.1	2.2	2.7
Asia-Potash	000893.SZ	6.8	Buy	49.70	74.00	13.2	8.1	56%	2.74	2.08	23.2	29.1	0.8	2.5
BeOne	ONC.O	32.6	Buy	293.59	465.00	41.9	23.9	97%	6.33	5.01	16.3	23.4	0.0	0.0
BYD	1211.HK	109.2	Buy	93.80	128.00	18.6	13.4	28%	2.63	2.24	15.2	18.1	0.5	0.8
CNOOC-H	0883.HK	162.5	Buy	26.76	37.80	6.2	6.4	11%	1.15	1.05	19.9	17.1	6.3	6.1
COSL	2883.HK	5.2	Buy	8.56	12.00	7.7	6.6	10%	0.70	0.65	9.4	10.2	3.9	4.5
Dajin	002487.SZ	7.4	Buy	78.93	100.00	27.0	18.1	54%	4.99	3.94	20.3	24.3	0.2	0.3
Dongfang-A	600875.SS	19.9	Buy	39.97	62.00	27.4	19.0	35%	2.85	2.59	10.8	14.3	1.8	2.6
Fuyao	3606.HK	19.5	Buy	58.60	93.00	12.3	10.4	16%	3.10	2.70	27.0	27.7	4.9	5.8
Fuyao-A	600660.SS	21.3	Buy	55.41	93.00	13.3	11.3	16%	3.37	2.94	27.0	27.7	4.5	5.3
Kedali	002850.SZ	8.2	Buy	203.10	268.00	22.6	16.4	35%	3.69	3.17	17.3	20.8	1.7	2.4
Kingfa	600143.SS	6.8	Buy	17.43	25.00	28.0	16.9	43%	2.35	2.25	8.4	13.6	1.1	1.8
Longi	601012.SS	16.9	Buy	15.14	22.80	NA	70.6	NA	2.29	2.21	-7.8	3.2	0.0	0.0
Midea	000333.SZ	92.6	Buy	82.83	98.00	13.5	12.5	8%	2.65	2.49	20.3	20.6	5.6	6.2
Miniso	MNSO.N	4.4	Buy	14.31	26.50	9.4	8.4	11%	2.55	2.28	28.6	28.7	5.3	6.0
Ninebot	689009.SS	4.3	Buy	40.51	73.00	12.2	8.8	30%	3.50	2.92	30.8	36.1	5.7	7.9
Orient Cable	603606.SS	5.9	Buy	58.76	78.00	21.7	17.4	34%	4.14	3.51	20.6	21.8	1.4	1.7
Roborock	688169.SS	4.9	Buy	128.45	195.00	17.1	12.5	34%	2.06	1.80	12.9	15.3	0.6	0.8
Sigenergy	6656.HK	16.8	Buy	533.00	651.00	24.0	16.9	42%	9.33	6.01	59.6	43.3	0.0	0.0
Sinotruk	3808.HK	12.8	Buy	36.40	51.00	10.5	8.7	18%	1.77	1.61	17.7	[illegible]	[illegible]	[illegible]
Softcare	2698.HK	2.0	Buy	25.80	42.20	14.6	12.5	16%	2.86	2.55	20.8	[illegible]	[illegible]	[illegible]
Sungrow	300274.SZ	46.4	Buy	152.25	182.00	20.8	17.0	19%	5.25	4.12	28.5	[illegible]	[illegible]	[illegible]
Tinci	002709.SZ	16.7	Buy	55.97	61.00	17.9	13.0	91%	4.82	3.85	30.7	[illegible]	[illegible]	[illegible]
Wuxi Apptec	2359.HK	47.9	Buy	125.80	171.20	17.6	14.6	10%	4.32	3.55	26.7	[illegible]	[illegible]	[illegible]
XCMG	000425.SZ	16.3	Buy	9.46	12.60	12.4	9.6	27%	1.67	1.49	14.1	[illegible]	[illegible]	[illegible]
Zhejiang NHU	002001.SZ	14.3	Buy	31.74	46.40	9.9	11.2	10%	2.56	2.28	27.7	[illegible]	[illegible]	[illegible]

Source: Refinitiv, UBS estimates, UBS-S estimates; Note: Data as of 18 May 2026. Stocks are listed in alphabetical order

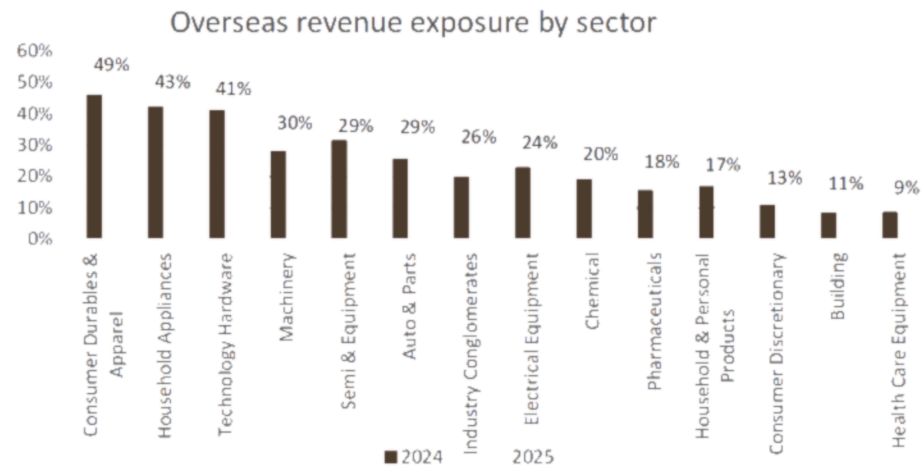
A-share overseas revenue and GPM

Figure 4: We expect overseas revenue exposure of A-shares to reach 25% in 2030E



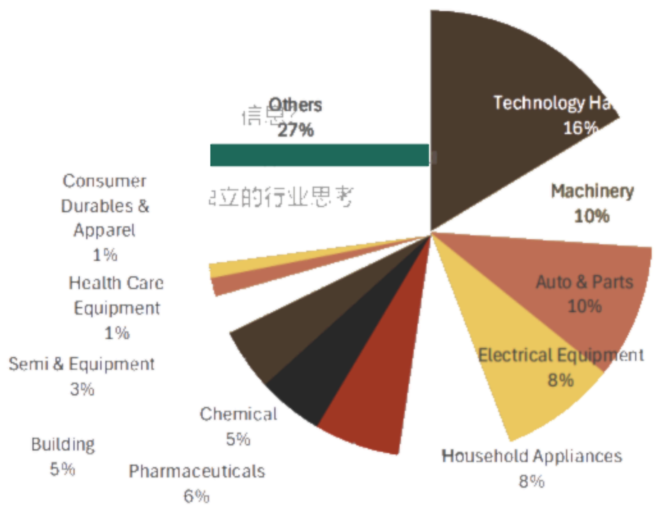
Source: Wind, UBS-S estimates; Note: We include HK, Macau, and Taiwan in "Overseas" markets for analysis.

Figure 5: Consumer durables had the highest overseas revenue exposure



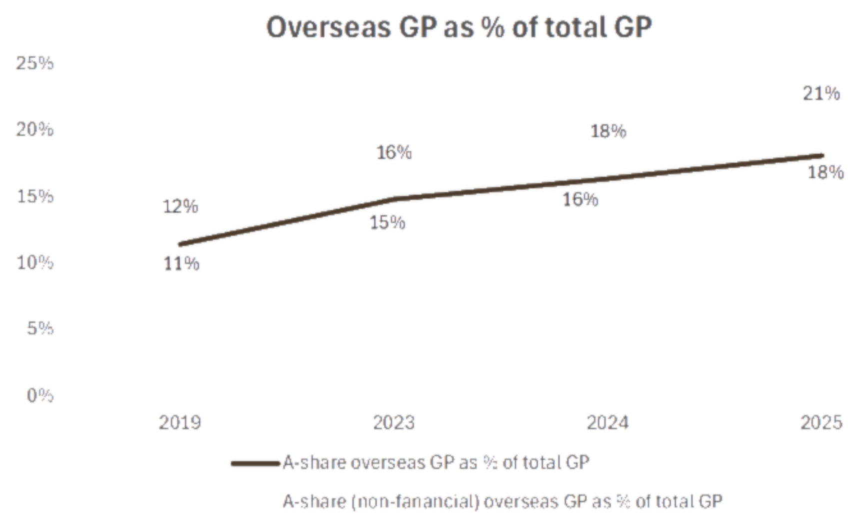
Source: Wind; Note: We include HK, Macau, and Taiwan in "Overseas" markets for the purpose of analysis

Figure 6: Technology hardware was the largest overseas GP contributor in 2025



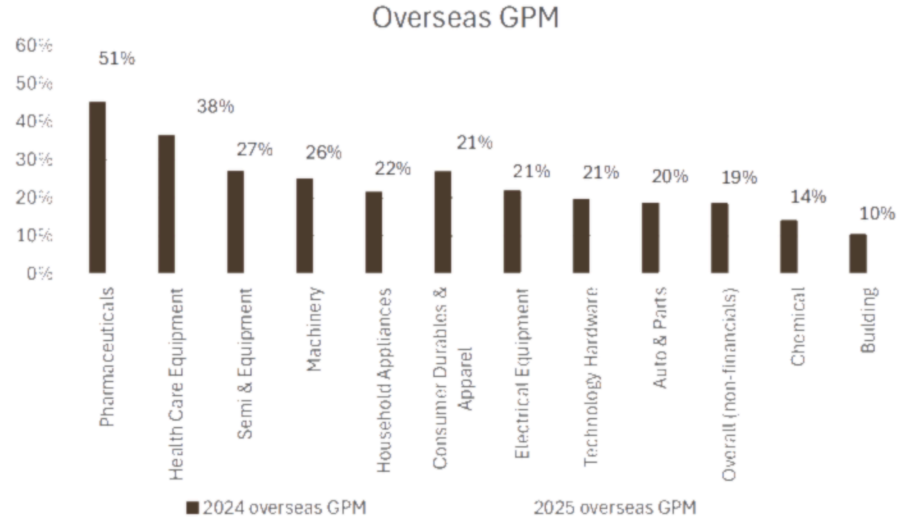
Source: Wind; Note: We include Hong Kong, Macau, and Taiwan among "Overseas" markets for the purpose of analysis

Figure 7: Increasing GP of A-shares comes from overseas markets



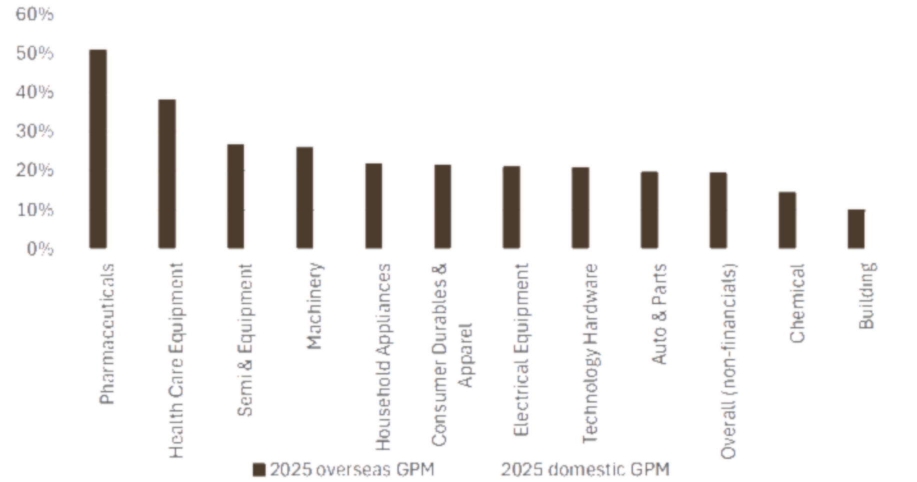
Source: Wind; Note: We include Hong Kong, Macau, and Taiwan among "Overseas" markets for the purpose of analysis

Figure 8: Pharmaceuticals experienced the largest expansion in overseas GPM in 2025



Source: Wind; Note: We include Hong Kong, Macau, and Taiwan among "Overseas" markets for the purpose of analysis

Figure 9: Pharmaceuticals also has the largest overseas GPM premium over domestic



Source: Wind; Note: We include Hong Kong, Macau, and Taiwan among "Overseas" markets for the purpose of analysis

Figure 10: Our sensitivity analysis on how overseas revenue exposure and GPM increase could contribute to overall A-share GPM expansion

Blended GPM expansion		Overseas revenue expsoure in 2030E						
		22%	23%	24%	**25%**	26%	27%	28%
Overseas GPM expansion from 2025-30	+0 ppts	+0.1 ppts	+0.2 ppts	+0.2 ppts	+0.2 ppts	+0.3 ppts	+0.3 ppts	+0.3 ppts
	+1 ppts	+0.3 ppts	+0.4 ppts	+0.4 ppts	+0.5 ppts	+0.5 ppts	+0.6 ppts	+0.6 ppts
	+2 ppts	+0.6 ppts	+0.6 ppts	+0.7 ppts	+0.7 ppts	+0.8 ppts	+0.8 ppts	+0.9 ppts
	+3 ppts	+0.8 ppts	+0.8 ppts	+0.9 ppts	+1.0 ppts	+1.1 ppts	+1.1 ppts	+1.2 ppts
	+4 ppts	+1.0 ppts	+1.1 ppts	+1.2 ppts	+1.2 ppts	+1.3 ppts	+1.4 ppts	+1.5 ppts
	+5 ppts	+1.2 ppts	+1.3 ppts	+1.4 ppts	+1.5 ppts	+1.6 ppts	+1.7 ppts	+1.7 ppts

Source: Wind, UBS-S estimates; Note: We include Hong Kong, Macau, and Taiwan among "Overseas" markets for the purpose of analysis

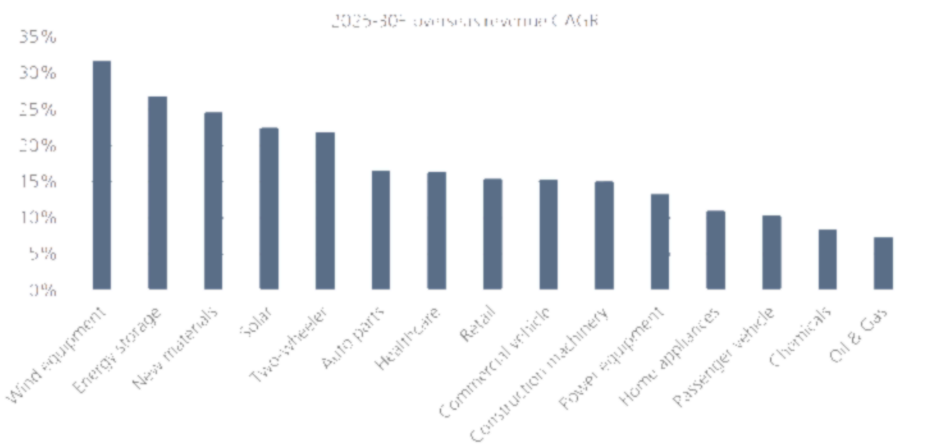
Figure 11: Assuming 5% total A-share revenue CAGR toward 2030E, GP of A-share could increase by 35-45%

A-share GP increase from 2025		Overseas revenue expsoure in 2030E						
		22%	23%	24%	**25%**	26%	27%	28%
Overseas GPM expansion from 2025-30	+0 ppts	34%	35%	35%	35%	35%	36%	36%
	+1 ppts	36%	36%	37%	37%	38%	38%	38%
	+2 ppts	38%	38%	39%	39%	40%	40%	41%
	+3 ppts	40%	40%	41%	41%	42%	42%	43%
	+4 ppts	41%	42%	43%	43%	44%	44%	45%
	+5 ppts	43%	44%	45%	45%	46%	47%	47%

Source: Wind, UBS-Sestimates; Note: We include Hong Kong, Macau, and Taiwan among "Overseas" markets for the purpose of analysis

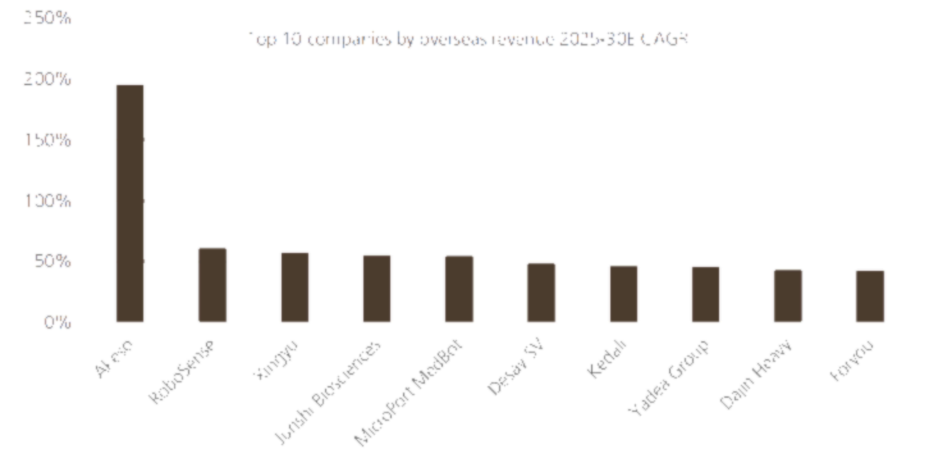
Bottom-up research on overseas revenue contributions of UBS-S/UBS-covered stocks

Figure 12: Wind, energy storage, and new chemical materials could post the fastest overseas revenue CAGR over 2025-30E



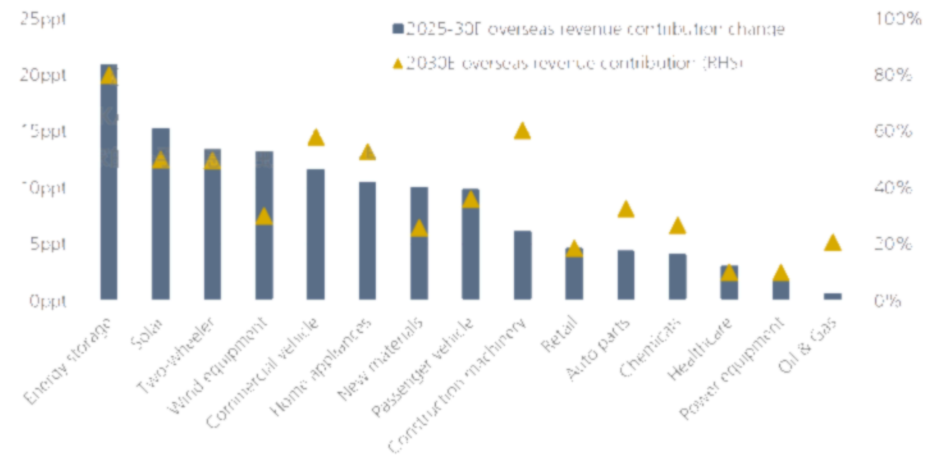
Source: Company data, UBS estimates, UBS-S estimates; Note: PV sector estimate based on sector-level sales forecasts.

Figure 13: Among companies, Akeso stands out for forecasted overseas revenue growth over 2025-30E



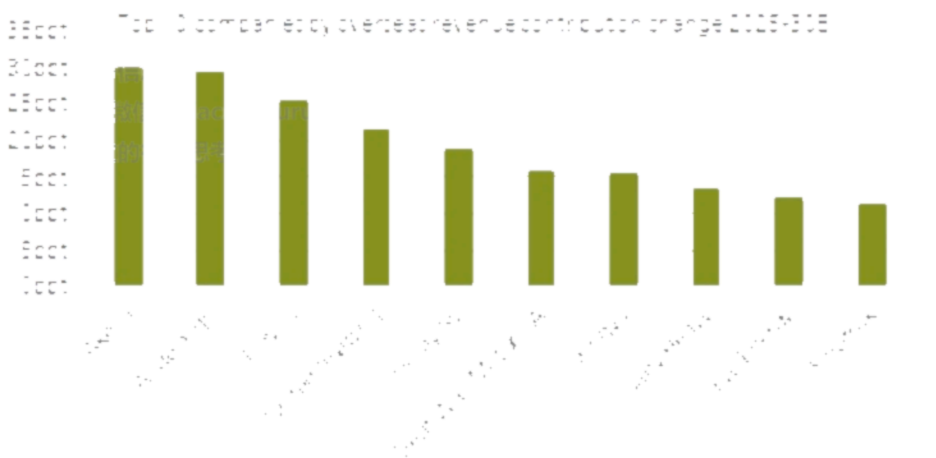
Source: Company data, UBS-S estimates

Figure 14: Energy storage, solar and two-wheelers could see the largest increase in overseas revenue contributions in 2030E vs in 2025



Source: Company data, UBS estimates. UBS-S estimates

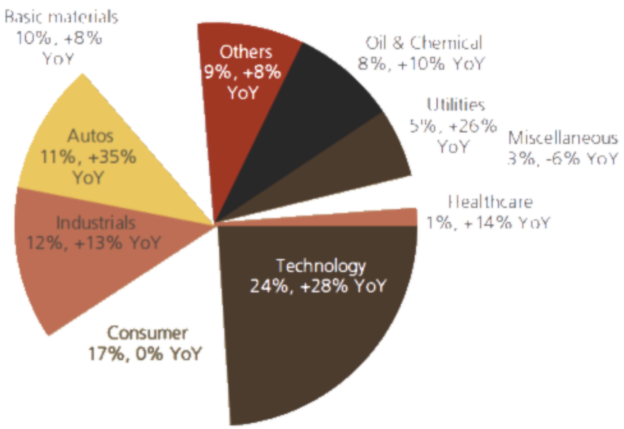
Figure 15: Among companies, Akeso stands out in forecasted overseas revenue contribution growth over 2025-30E



Source: Company data, UBS estimates, UBS-S estimates

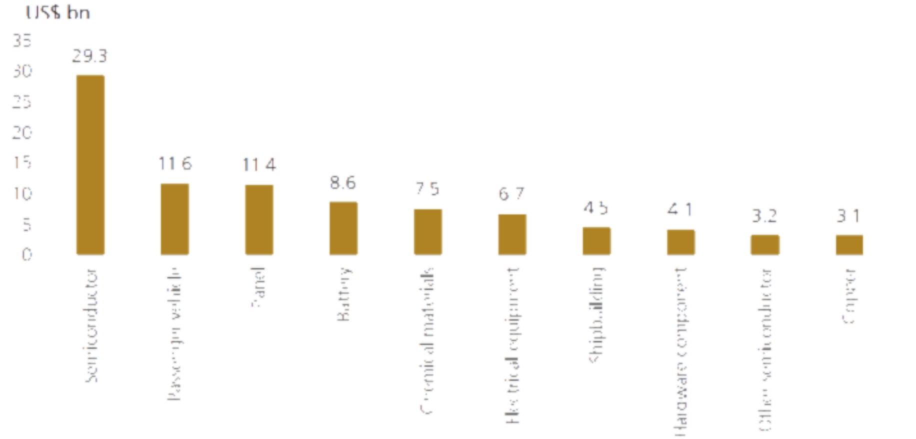
China Export Monitor

Figure 16: Auto and tech related products posted much faster export growth in Q126 ...



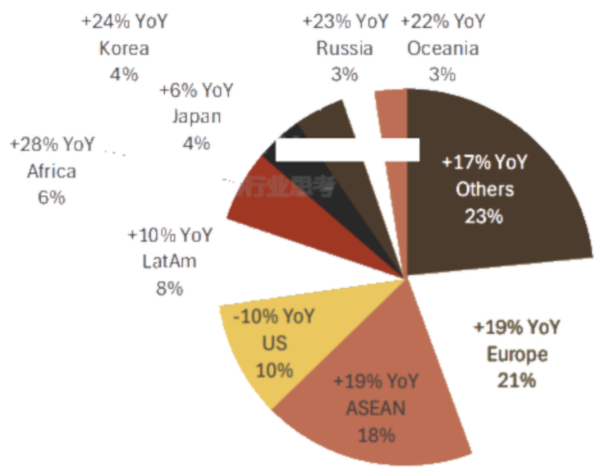
Source: UBS Evidence Lab (> Access Dataset)

Figure 17: Semi, passenger vehicles and panels were top contributors to China's incremental export value in Q126



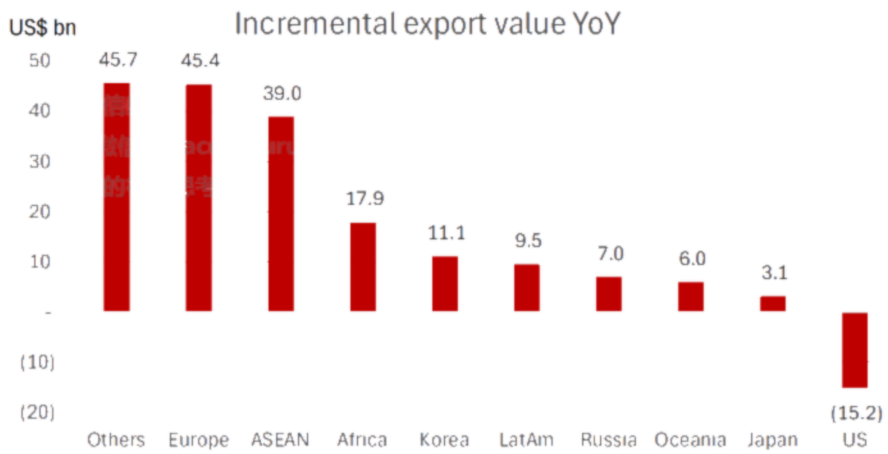
Source: UBS Evidence Lab (> Access Dataset)

Figure 18: Europe and ASEAN were the top markets for China's exports in 4M26...



Source: General Administration of Customs

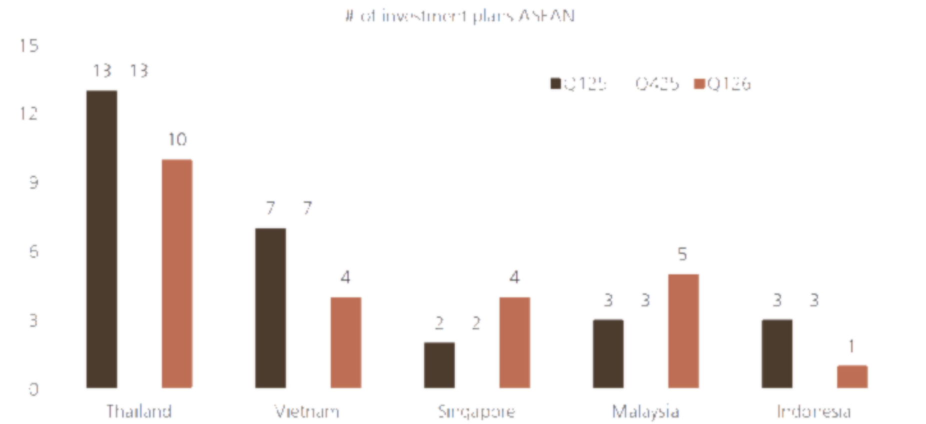
Figure 19: ...as well as the top markets for incremental export value in 4M26



Source: General Administration of Customs

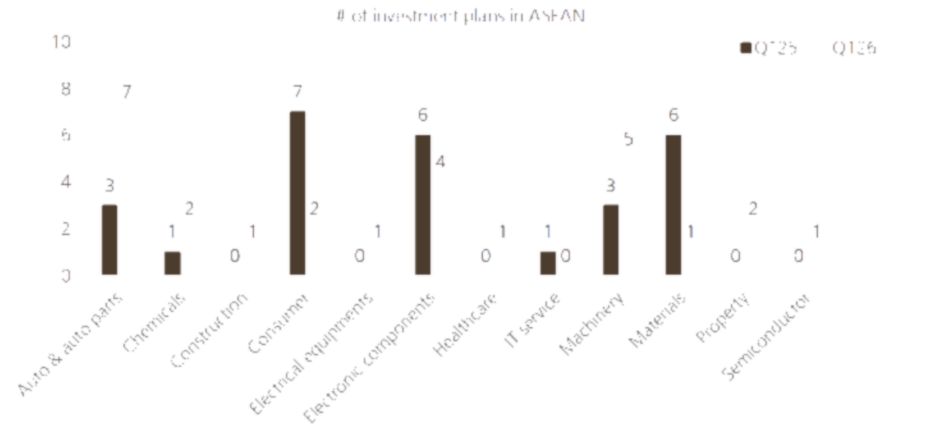
China+1 Investment Tracker - ASEAN

Figure 20: Singapore and Malaysia saw YoY an increase in the number of planned investments from A-share companies in Q126



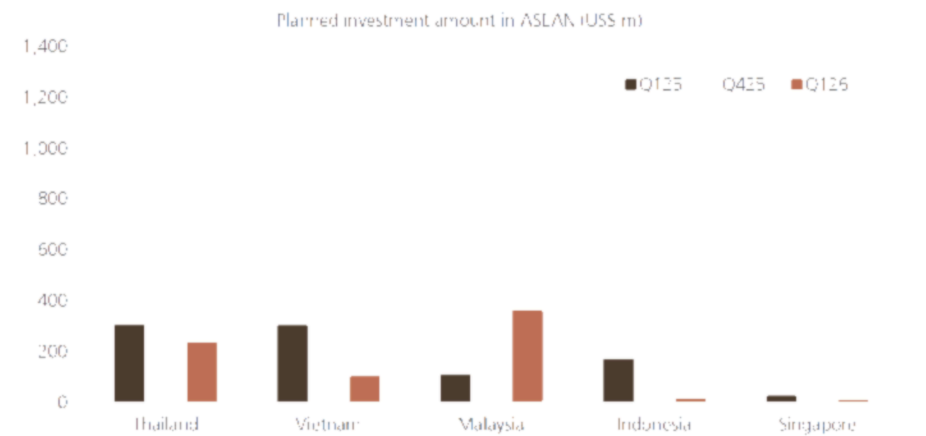
Source: Company data, Wind

Figure 21: A-share auto and machinery companies posted a strong YoY increase in planned investments in ASEAN in Q126



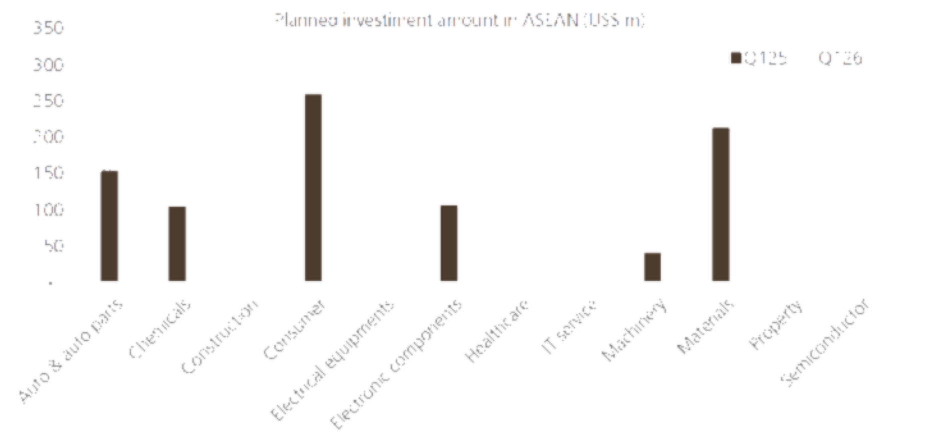
Source: Company data, Wind

Figure 22: Malaysia saw YoY an increase in investment amount from A-share companies in Q126



Source: Company data, Wind

Figure 23: A-share chemicals and electronic component companies posted strong YoY increases in number of planned investments in ASEAN in Q126



Source: Company data, Wind

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China Export Monitor (>Access Dataset)

This report leverages the following UBS Evidence Lab asset: China Export Monitor. UBS Evidence Lab leveraged the China export data of selected commodities. Import / Export Tracker monitors the international trade of specific goods or commodities using trade statistics from the country's customs agency.

Valuation Method and Risk Statement

Investment downsizing at the macroeconomic level remains a key risk for China's industrial sector. If China's economy remains weak, demand for industrial goods or import/export volume could shrink, resulting in slow growth. If preferential policies, such as tax incentives for high-tech companies, are cancelled it could affect earnings. Intense competition with domestic or foreign enterprises could cause market share losses.
We use DCF, target PE multiple, EV/EBITDA, and SOTP to value China's industrial companies.