

Weichai Power (000338.SZ): Asia Communacopia + Technology — Key Takeaways: More upside from RICE and SOFC

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We hosted Weichai Power's management at our Asia Communacopia + Technology conference on May 18-19 in Hong Kong. We highlight three key takeaways:

- **Exponential not linear growth for data center power generator engines**, with diesel shipment volume ramping to ~3.5k units in 2026 (vs. ~1.4k units in 2025) and ~5-6k units by 2027, while gas (RICE) growing from ~200 units in 2026 to ~800-1,000 units in 2027. Our current volume assumptions sit near or below the lower-end of the guidance range.
- **Scope of faster capacity ramp-up pace for SOFC** (to 500MW in 2027 from ~200MW currently planned) as customer interests turned out to be stronger than expected with current orders in discussion already amounted to 200-300MW.
- **Production localization in North America** is underway with mass production likely to start by end-2027.

Key Takeaways

Power generator engines for data center

Diesel large-bore engines for back-up power

- Management reiterated its diesel large-bore engine **shipments (AIDC-use) to reach ~3.5k units in 2026 (vs. ~1.4k in 2025), and further increase to ~5-6k units by 2027.**
- Looking ahead, management reiterated its **global market share target of ~30% for data center diesel large-bore engine.**

Gas reciprocating engines (RICE) for prime power

- Management highlighted key product launch milestones:
 - **2.5MW gas engine to be launched by late June/early July**, with

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certification obtained and **commercial sales expected in 4Q, targeting ~200 units in 2026**

- **5.5MW product to be launched by end-2026**, with commercialization starting mid-2027
- **Management expects 2027 to see RICE shipment volume of 800~1,000 units.**

Capacity expansion

- Management mentioned that **current total capacity is around ~5k units, and expects to expand to ~8k~10k units by end-2027**, with the **majority of the incremental capacity expected to be allocated to gas.**
- Geographically, management shared that production remains primarily China-based at the moment, complemented by ~500~1,000 units of overseas capacity in France. Looking ahead, the company **plans to add capacity footprint in North America** to address tariff risks and localization requirements.
- Management noted that **North America factory is scheduled to start mass production by end-2027**, with flexible supply chain sourcing strategy (China and Europe), and multiple business models under consideration, including self-built capacity, joint ventures with key clients, or leveraging PSI resources.
- Management emphasized that capacity is not a constraint, and expects a relatively fast growth trajectory supported by strong demand visibility.

Channel strategy

- Management mentioned diversified overseas customer access:
 - **Diesel engines are primarily sold to genset OEMs**, such as Weichai's subsidiary PSI, and Generac with which the partnership was built via Weichai's own sales team in the region.
 - **Gas engines are mainly sold directly to end customers**
- Management emphasized that service capability is not a bottleneck as the company has already established service teams locally in North America.

ASP and competitive positioning

- Management emphasized pricing competitiveness, with **RICE ASP broadly in line with global peers** (2.5MW gas engine priced at Rmb10mn+ per unit), while diesel engines are priced at ~20% discount vs. global peers.
- Regarding the industry pricing trends, management shared that **domestic diesel engine pricing has softened slightly** amidst increased competition, **while overseas ASPs have increased by at least 20% yoy YTD.**
- Management highlighted that **new entrants face significant barriers** due to high R&D requirements, testing capabilities, heavy capex requirement, and supply chain integration. Management emphasized Weichai's vertical integration capabilities.

SOFC

- Management shared that demand for SOFC has turned out to be stronger than expected, with close collaboration with its partner Ceres Power (covered by our European Natural Resources analyst [Michele Della Vigna](#)).
- Management noted **deep involvement in Ceres Power's commercialization effort of its SOFC technology**. Its current license agreement with Ceres Power does not impose any geographic restrictions.
- Management highlighted strong adoption potential in the UK market, particularly in industrial and small-scale distributed energy scenarios driven by environmental considerations.
- Management reiterates its capacity and shipment ramp-up roadmap:
 - **~30MW capacity in 2026, with shipments starting mainly in 2027**
 - **Planned capacity of ~200MW in 2027, with scope of further expansion to 500MW if demand is strong**, and eventually 1GW by 2030.
- Management indicated **current order under discussions already amounted to ~200–300MW**, signaling strong customer interests.

Investment Thesis - Weichai Power

Weichai Power is China's largest manufacturer of internal combustion engines, with ~20% volume share in China's multi-cylinder engine market, with key verticals across commercial vehicle (mainly heavy-duty trucks), construction machinery, agricultural equipment, marine and power generation. In addition to the engine business, Weichai has also managed to build a diversified business portfolio over the years that spans across **1) complete vehicles and auto components**, primarily through its 51% owned subsidiary Shaanxi Heavy-duty Motor (China's third largest heavy-duty truck producer) and 51% owned subsidiary Fast Gear (China's largest manufacturer of gear boxes); **2) agricultural equipment** which is operated under its 61.1% owned subsidiary Weichai Lovol - China's largest manufacturer of agricultural equipment; and **3) intelligent logistics** (mainly sales of industrial trucks and supply chain solution) through its 46.5% owned subsidiary KION (KGX.DE), which is the second largest producer of industrial trucks globally and the largest provider of supply chain solutions globally.

We believe the investment narrative for Weichai has now shifted from heavy-duty trucks to AI data center power generation as the company has managed to build a comprehensive technology/product portfolio across large engines for diesel gensets (as back-up power for AIDC), gas gensets (onsite primary/standby power) and fuel cells (an emerging onsite generation solution). AIDC power generation, currently 12% of Weichai's total 2025E NP, is poised to grow ~10x by 2030E and we see its earnings contribution more than tripling to 43% of the total, driving 60%+ of its incremental EPS growth through 2030E. Such a shift in investment narrative, in our view, warrants a rerating. We are Buy rated on both the H-share and A-share.

Price Target Risks and Methodology - Weichai Power

Valuation: We adopt a SoTP-based valuation methodology as we believe SoTP better captures the different stages of growth the company's various power generation products are in. Our primary valuation is anchored to the H-share.

- We value **Weichai's legacy business** using mid-cycle P/E (12x) on average 2026E-27E EPS and KION's attributable market cap value to Weichai.
- For Weichai's AIDC power generation business portfolio: **1) Diesel large engines (back-up power)**: We apply 25x 2028E P/E, discounted back to mid-2027E using a CoE of 9%; **2) RICE (prime power)**: We apply 30x 2030E P/E, discounted back to mid-2027E using a CoE of 9%. **3) SOFC (prime power)**: We apply 51x 2030E P/E, discounted back to mid-2027E using a CoE of 9%.

With this, we derive our H-share 12-m target price at HK\$56.0/share. For the A-share, we assume a 6% discount to the H-share equity value referencing to the trading patterns over the 6 month, leading to a 12-m target price of Rmb48.00/share.

Key risks: 1) Slower-than-expected macro activity, particularly in road freight, infrastructure and property; 2) weaker-than-expected global economic growth; 3) powertrain shift to higher electrification penetration and lower LNG penetration; 4) weaker-than-expected HDT engine market share performance; 5) slower-than-expected development in power generation business.

000338.SZ	12m Price Target: Rmb48.00	Price: Rmb33.30	Upside: 44.1%
2338.HK	12m Price Target: HK\$56.00	Price: HK\$40.12	Upside: 39.6%

Buy		GS Forecast			
Market cap: Rmb290.6bn / \$42.7bn Enterprise value: Rmb300.3bn / \$44.2bn 3m ADTV: Rmb3.7bn / \$542.6mn China China Advanced Materials & Construction M&A Rank: 3 Leases incl. in net debt & EV?: Yes	Revenue (Rmb mn)	12/25	12/26E	12/27E	12/28E
	EBITDA (Rmb mn)	231,809.3	257,070.1	282,494.6	306,598.2
	EPS (Rmb)	27,451.6	35,007.4	41,773.3	47,257.7
	P/E (X)	1.25	1.72	2.13	2.49
	P/B (X)	12.4	19.4	15.6	13.4
	Dividend yield (%)	1.4	2.9	2.7	2.6
	N debt/EBITDA (ex lease,X)	4.7	3.3	4.4	5.1
	CROCI (%)	(1.0)	(0.9)	(0.6)	(0.7)
	FCF yield (%)	14.9	14.8	16.2	17.3
		12.7	7.5	5.2	11.9
	EPS (Rmb)	3/26	6/26E	9/26E	12/26E
		0.36	0.40	0.46	0.47

Source: Company data, Goldman Sachs Research estimates, FactSet. Price as of 18 May 2026 close.



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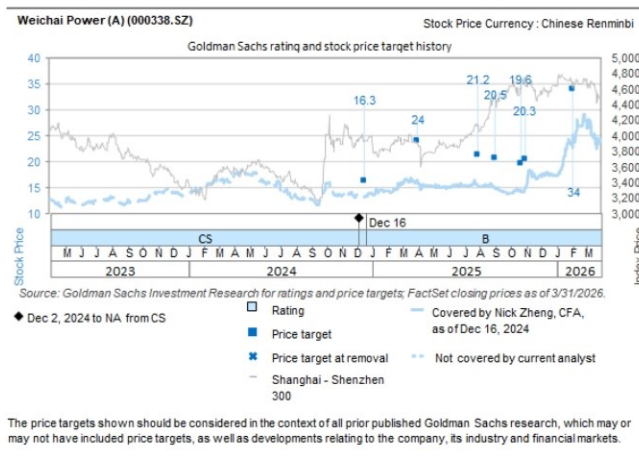
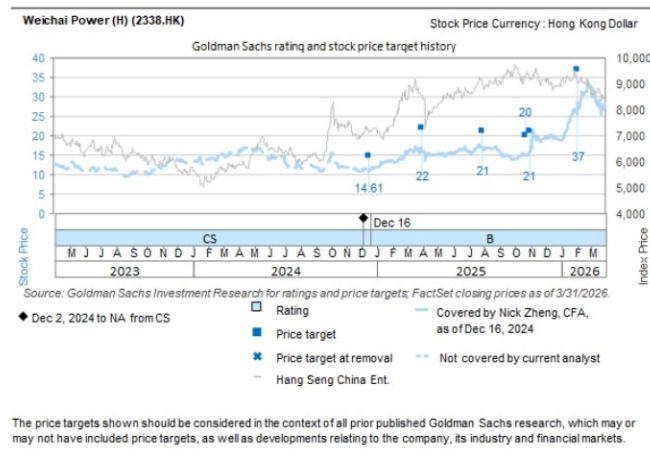
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Target price history table(s)

Weichai Power (A) (000338.SZ)

Date of report	Target price (Rmb)	Closing price (Rmb)
06-May-26	48.00	34.32
04-May-26	42.00	31.20
05-Apr-26	38.00	25.10
03-Feb-26	34.00	24.31
31-Oct-25	20.30	14.96
22-Oct-25	19.60	14.63
01-Sep-25	20.50	14.81
29-Jul-25	21.20	15.33
01-Apr-25	24.00	15.96
16-Dec-24	16.30	13.17

Weichai Power (H) (2338.HK)

Date of report	Target price (HK\$)	Closing price (HK\$)
06-May-26	56.00	44.66
04-May-26	46.00	43.32
05-Apr-26	41.00	29.10
03-Feb-26	37.00	27.18
31-Oct-25	21.00	16.05
22-Oct-25	20.00	15.13
29-Jul-25	21.00	17.04
01-Apr-25	22.00	16.00
16-Dec-24	14.61	11.12

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