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# 全球 AI 工业+能源 Global Al industrials + Energy

# 特朗普"对等关税"落地,美国工业制造本土化是否可行性

Trump's "Reciprocal Tariff" announced, while the feasibility of localizing industrial manufacturing in the United States remain uncertain

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热点速评 Flash Analysis

(Please see APPENDIX 1 for English summary)

## 核心观点:

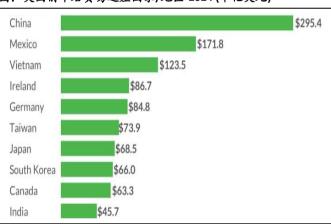
特朗普"对等关税"落地,剑指美国贸易逆差主要国家。美国时间 4 月 2 日下午 4 点,特朗普的"对等关税"政策落地,对所有进口商品加征基础 10%的全面关税,对美国主要贸易逆差国家加征更高关税,其中柬埔寨(49%)、越南(46%)、孟加拉国(36%)、泰国(36%)、中国大陆(34%)、印度尼西亚(32%)、中国台湾(32%)、瑞士(31%)、巴基斯坦(29%)、印度(26%)、韩国(25%)、日本(24%)、欧盟(20%),10%的全面基准关税将从 4 月 5 日起开始实施,而对等关税将于 4 月 9 日凌晨生效。目前相关风险还未释放,后续关注关税政策的反复、美国贸易伙伴的反制措施及谈判进程。

图: 美国对等关税税率

国家/地区		国家/地区	税率	国家/地区	税率
莱索托	50%	波斯尼亚和黑塞 哥维那	36%	印度	27%
東埔寨	49%	中国	34%	哈萨克斯坦	27%
老挝	48%	北马其顿	33%	韩国	26%
马达加斯加	47%	安哥拉	32%	文莱	24%
越南	46%	斐济	32%	日本	24%
缅甸 (Burma)	45%	印度尼西亚	32%	马来西亚	24%
斯里兰卡	44%	瑞士	32%	科特迪瓦	21%
福克兰群岛	42%	台湾	32%	纳米比亚	21%
毛里求斯	40%	利比亚	31%	欧盟	20%
伊拉克	39%	摩尔多瓦	31%	约旦	20%
博茨瓦纳	38%	南非	31%	尼加拉瓜	19%
圭亚那	38%	阿尔及利亚	30%	菲律宾	18%
孟加拉国	37%	瑙鲁	30%	津巴布韦	18%
列支敦士登	37%	巴基斯坦	30%	以色列	17%
泰国	37%	突尼斯	28%	赞比亚	17%

资料来源: UN Comtrade, HTI

图: 美国前十名贸易逆差国家/地区-2024 (十亿美元)



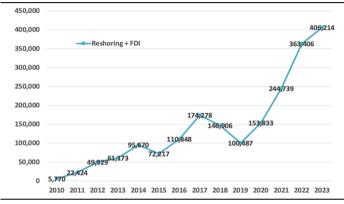
资料来源:美国商务部, HTI

对等关税政策打击面广,电气机械企业受到一致性影响。特朗普政府以关税政策改善美国的贸易逆差,重振本土制造业,同时增加税收收入等。而电气机械企业,无论是美国本土的国际化制造企业,还是美国市场收入占比较大的非美企业,其供应美国市场的产能受到普遍影响。关税对于美国本土或在本土产能充分的大型电气机械公司来说影响略小于海外产能,但由于原材料或其他供应链全球化程度高,关税仍会侵蚀盈利。目前企业纷纷宣布在美投资新产能的计划,其中施耐德宣布将在 2027 年前投资超过 7 亿美元 (约合 50 亿人民币) 升级美国业务,这是该公司有史以来最大的单笔资本支出;西门子宣布计划在美国制造业投资 2.85 亿美元,其中包括在加州和德州设立两座新工厂;日立能源宣布到 2027 年将追加超过 2.5 亿美元的重大投资,在美国的投资包括雇佣 100 多名员工,扩大美国国内关键部件的生产,提高了公司位于弗吉尼亚州、密苏里州和密西西比州的变压器工厂的生产能力。

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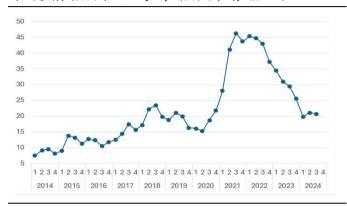
产能搬到美国是否可行?特朗普政府希望工业回流至美国本土,壮大本土制造能力,各主要公司积极响应美国扩产。但美国的软硬件及供应链是否能够满足一定程度的自给自足还有待考证。将制造业务转移至美国的企业可能会面临一条漫长而坎坷的道路,包括供应链中断和通胀上升风险。首先在美建造一个新的制造工厂的步骤,包括规划、选址、建筑、施工等,期间可能有延误可能。其次制造业需要稳定的电网、水资源、数据和网络等基础设施和高效的供应链运输,美国的基础设施在所有这些方面都低于标准。同时,美国针对外国人工推出了更严格政策,导致关键行业持续出现劳动力短缺,无论是建筑业还是劳动或技术型劳动力相对密集的产业,外国移民都是重要组成部分,而劳动力短缺的情况将更加显著。此外,利率和材料价格高企将使在岸生产的总成本增加。改造和建造新的制造设施,购买设备和投资技术,需要大量的资本投资,成本增加会更明显。因此我们并不认为美国制造业回流本土具有实际效益和持续性

#### 图: 美国工业回流+FDI 增加的就业



资料来源: Reshoring Initiative, HTI

#### 图: 美国劳动力供应不足影响产能利用率的产能比例



资料来源: Census Bureau, HTI

关税或推高价格,企业顺价能力是维持利润率关键。美国关税落在所有企业的身上,在海外产能布局中,美国本土、拉美产能供给美国市场占比高的或小于欧洲、韩国等区域产能占比高的企业,如施耐德在美国有约20家制造工厂,自2020年以来已投资超过4.4亿美元建设生产基地,而在供应链布局中,大型跨国公司内部生产具有一定的协调能力及顺价能力,抵御关税风险的能力更强,在顺价和调配中能够保持一定利润率。而对于销售美国的商品从中日韩等地区直接出口的企业来说,大部分企业顺价能力弱,盈利必然受到较大幅度侵蚀。

美国航空航天和国防领域的本土生产能力具备优势,关税影响相对较小。作为战略性产业,HWM 和 VSE 等企业受到 关税影响较小,公司生产设施主要位于美国本土。虽然部分原材料进口成本有上行压力压力,但多重缓冲因素提供了保护:包括国防关键原材料可获得战略豁免;强大的本土供应链网络;成本通过合同调整转嫁给政府客户,其中现有的长期合同通常包含价格调整条款;且它们具备寻找国内替代供应商的灵活性。即使特定专业合金或稀土元素等难以国内获取的材料受到关税影响,总体成本压力也低于其他行业。随着国防预算的持续投入和对本土制造业的政策扶持,HWM 和 VSE 有望在这一环境中保持稳定发展,甚至可能从对国内生产的更多倾斜中获益。

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建议关注美国本土或在美国本土产能投资占比大的航空航天及军工零部件企业【VSE】、【Howmet】、【Loar】、【Raytheon Technologies】,电气与智能装备企业【GE Vernova】、【Eaton】、【Powell Industries】;及能源需求提升下的美国天然气管网公司【Targa resources】、【Aris Water】、【Kinder Morgan】、【Williams】。

风险提示: 美国政策变化风险: 地缘政治风险。



#### **APPENDIX 1**

Trump's "Reciprocal Tariffs" have been implemented, targeting major countries with which the United States has trade deficits. At 4 p.m. on April 2, U.S. time, Trump's "reciprocal tariff" policy was implemented, imposing a 10% basic comprehensive tariff on all imported goods, and imposing higher tariffs on major countries with trade deficits with the United States, including Cambodia (49%), Vietnam (46%), Bangladesh (36%), Thailand (36%), Mainland China (34%), Indonesia (32%), Taiwan, China (32%), Switzerland (31%), Pakistan (29%), India (26%), South Korea (25%), Japan (24%), and the European Union (20%). The 10% comprehensive base tariff will be implemented from April 5, and the reciprocal tariff will take effect at dawn on April 9. At present, the relevant risks have not been released, and we will pay attention to the repetition of tariff policies, the countermeasures of U.S. trading partners, and the negotiation process in the future.

The reciprocal tariff policy has a wide impact, and electrical machinery companies are uniformly affected. The Trump administration uses tariff policies to improve the US trade deficit, revitalize domestic manufacturing, and increase tax revenue. For electrical machinery companies, whether they are international manufacturing companies in the United States or non-US companies with a large share of US market revenue, their production capacity to supply the US market is generally affected. Tariffs have a slightly smaller impact on large electrical machinery companies in the United States or with sufficient domestic production capacity than overseas production capacity, but due to the high degree of globalization of raw materials or other supply chains, tariffs will still erode profits. At present, companies have announced plans to invest in new production capacity in the United States. Among them, Schneider announced that it will invest more than US\$700 million (about RMB 5 billion) to upgrade its US business by 2027, which is the company's largest single capital expenditure in history; Siemens announced plans to invest US\$285 million in US manufacturing, including the establishment of two new factories in California and Texas; Hitachi Energy announced that it will add more than US\$250 million in major investments by 2027. The investment in the United States includes hiring more than 100 employees, expanding the production of key components in the United States, and increasing the production capacity of the company's transformer factories in Virginia, Missouri and Mississippi.

Is it feasible to move production capacity to the United States? The Trump administration hopes that industry will return to the United States and strengthen local manufacturing capabilities, and major companies have actively responded to the expansion of production in the United States. However, whether the software, hardware and supply chain of the United States can meet a certain degree of self-sufficiency remains to be verified. Companies that move manufacturing operations to the United States may face a long and bumpy road, including supply chain disruptions and the risk of rising inflation. First, the steps to build a new manufacturing plant in the United States, including planning, site selection, construction, and construction, may be delayed during the period. Secondly, manufacturing requires stable power grids, water resources, data and network infrastructure, and efficient supply chain transportation. The infrastructure in the United States is substandard in all these aspects. At the same time, the United States has introduced stricter policies for foreign workers, resulting in continued labor shortages in key industries. Whether it is the construction industry or industries with relatively intensive labor or technical labor, foreign immigrants are an important component, and the labor shortage will be more significant. In addition, high interest rates and material prices will increase the total cost of onshore production. Renovating and building new manufacturing facilities, purchasing equipment and investing in technology require a large amount of capital investment, and the cost increase will be more obvious. Therefore, we do not believe that the return of American manufacturing to the mainland has practical benefits and sustainability.

Tariffs may push up prices, and the ability of companies to follow prices is the key to maintaining profit margins. US tariffs fall on all companies. In the overseas capacity layout, companies with a high share of US domestic and Latin American capacity supply to the US market or a lower share than companies with a high share of capacity in Europe, South Korea and other regions. For example, Schneider has about 20 manufacturing plants in the United States and has invested more than US\$440 million in building production bases since 2020. In the supply chain layout, large multinational companies have certain coordination and price-following capabilities in internal production, and are more capable of resisting tariff risks, and can maintain a certain profit margin in price-following and allocation. For companies that sell US goods and export directly from China, Japan, South Korea and other regions, most companies have weak price-following capabilities, and their profits will inevitably be eroded to a large extent.

The United States has an advantage in domestic production capacity in the aerospace and defense sectors, and the impact of tariffs is relatively small. As strategic industries, companies such as HWM and VSE are less affected by tariffs, and the company's production facilities are mainly located in the United States. Although there is upward pressure on the cost of importing some raw materials, multiple buffers provide protection: including strategic exemptions for key defense raw materials; a strong domestic supply chain network; costs are passed on to government customers through contract adjustments, where existing long-term contracts often include price adjustment clauses; and they have the flexibility to find domestic alternative suppliers. Even if certain specialized alloys or rare earth elements that are difficult to obtain domestically are affected by tariffs, the overall cost pressure is lower than other industries. With the continued investment in the defense budget and policy support for local manufacturing, HWM and VSE are expected to maintain stable development in this environment, and may even benefit from more inclinations towards domestic production.

Investment advice: The aerospace and defense industry companies with a large proportion of supply chain or production capacity investment in the United States 【VSE】, 【HWM】, 【LOAR】, 【Raytheon Technologies】, electrical machinery companies 【GE Vernova】, 【Eaton】, 【Powell Industries】; and the US natural gas pipeline companies 【Targa resources】, 【Aris Water】, 【Kinder Morgan】, 【Williams】 as energy demand increases.

Risk: Geopolitical risks are increasing; policy and regulatory risks; US electricity market reforms are not as expected.



#### 附录 APPFNDIX

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**优于大市**,未来 12-18 个月内预期相对基准指数涨幅在 10%以上,基准定义如 下

中性,未来 12-18 个月内预期相对基准指数变化不大,基准定义如下。根据FINRA/NYSE 的评级分布规则,我们会将中性评级划入持有这一类别。

**弱于大市**,未来 12-18 个月内预期相对基准指数跌幅在 10%以上,基准定义如 下

各地股票基准指数: 日本 – TOPIX, 韩国 – KOSPI, 台湾 – TAIEX, 印度 – Nifty100, 美国 – SP500; 其他所有中国概念股 – MSCI China.

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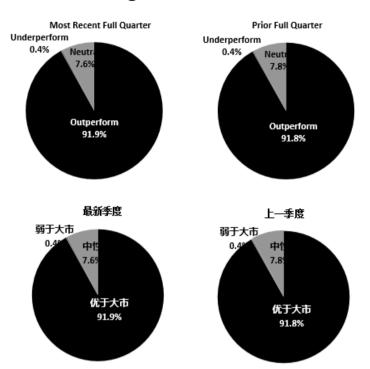
**Outperform:** The stock's total return over the next 12-18 months is expected to exceed the return of its relevant broad market benchmark, as indicated below.

**Neutral:** The stock's total return over the next 12-18 months is expected to be in line with the return of its relevant broad market benchmark, as indicated below. For purposes only of FINRA/NYSE ratings distribution rules, our Neutral rating falls into a hold rating category.

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Benchmarks for each stock's listed region are as follows: Japan – TOPIX, Korea – KOSPI, Taiwan – TAIEX, India – Nifty100, US – SP500; for all other China-concept stocks – MSCI China.

# **Ratings Distribution**



截至 2024年 12月 31日海通国际股票研究评级分布					
	优于大市	中性 (持有)	弱于大市		
海通国际股票研究覆盖率	91.9%	(行有) 7.6%	0.4%		
投资银行客户*	2.1%	2.2%	0.0%		

<sup>\*</sup>在每个评级类别里投资银行客户所占的百分比。

上述分布中的买入,中性和卖出分别对应我们当前优于大市,中性和落后大市评级。

只有根据 FINRA/NYSE 的评级分布规则,我们才将中性评级划入持有这一类别。请注意在上表中不包含非评级的股票。

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买入,未来12-18个月内预期相对基准指数涨幅在10%以上,基准定义如下

中性,未来12-18个月内预期相对基准指数变化不大,基准定义如下。根据 FINRA/NYSE 的评级分布规则,我们会将中性评级划入持有这一类别。

卖出,未来12-18个月内预期相对基准指数跌幅在10%以上,基准定义如下

各地股票基准指数:日本-TOPIX, 韩国-KOSPI, 台湾-TAIEX, 印度-Nifty100; 其他所有中国概念股-MSCI China.

## Haitong International Equity Research Ratings Distribution, as of December 31, 2024

	Outperform	Neutral	Underperform
		(hold)	
HTI Equity Research Coverage	91.9%	7.6%	0.4%
IB clients*	2.1%	2.2%	0.0%

<sup>\*</sup>Percentage of investment banking clients in each rating category.

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#### Previous rating system definitions (until 30 Jun 2020):

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