



SANY
FRANCE

MOVING MORE

Quality Changes The World



- 1** SANY Groupe : Une entreprise internationale
- 2** SANY France : Le succès de SANY sur le marché français
- 3** Gamme SANY : De la mini-pelle à la pelle de démolition
- 4** Services SANY : Service après-vente professionnel, livraison rapide de pièces détachées
- 5** En 2026 chez SANY : Changement, nouveaux produits et de nombreux événements

1989

Starts from scratch

Liang Wengen, Tang Xiuguo, Mao Zhongwu and Yuan Jinhua founded Hunan Lianyuan Welding Material Factory in Lianyuan, Hunan province.



2003

A listed company

SANY Heavy Industry was successfully listed on the Shanghai Stock Exchange. SANY Heavy Machinery Co., Ltd. was founded, focusing on excavators and petroleum drilling machinery.



2012

Putzmeister made a member of SANY Group

SANY acquired the leading German concrete machinery manufacturer Putzmeister.



2021

Ranking 468th in Forbes Global 2000

SANY Heavy Industry ranked first among heavy equipment manufacturers in China and second in the world.



1994

Advances into heavy machinery industry

Hunan Lianyuan Welding Material Factory was officially renamed to Hunan SANY Group Co., Ltd., and its headquarters officially moves to Changsha.



2011

Recognized in a leading publication

SANY Heavy Industry entered the FT Global 500 ranking of the world's largest companies.



2020

Sales revenue exceeded 15 billion USD

SANY Heavy Industry became the first heavy equipment manufacturer with sales exceeding 15 billion USD in China. SANY sold 98,705 excavators, accounting for 15% of the total volume of excavator sales in the global market.



2023

China's Best Employer in Innovative Practices

In the "2023 Forbes China Best Employers" election, SANY was honored as "China's Best Employer in Innovative Practices for 2023," standing out as the only equipment manufacturing enterprise to have secured this title.

SANY GROUP : Une entreprise internationale



SANY GROUP en quelques chiffres

1989

FONDE EN

> 180

FILIALES NATIONALES

> 80

PRODUCT RANGES

55 000

EMPLOYES

20,3

MRD. \$
CHIFFRE D'AFFAIRES EN 2022

> 400

MODÈLES D'ÉQUIPEMENT

#3

FABRICANTS
D'ÉQUIPEMENTS DE
CONSTRUCTION DANS LE
MONDE ENTIER

#1

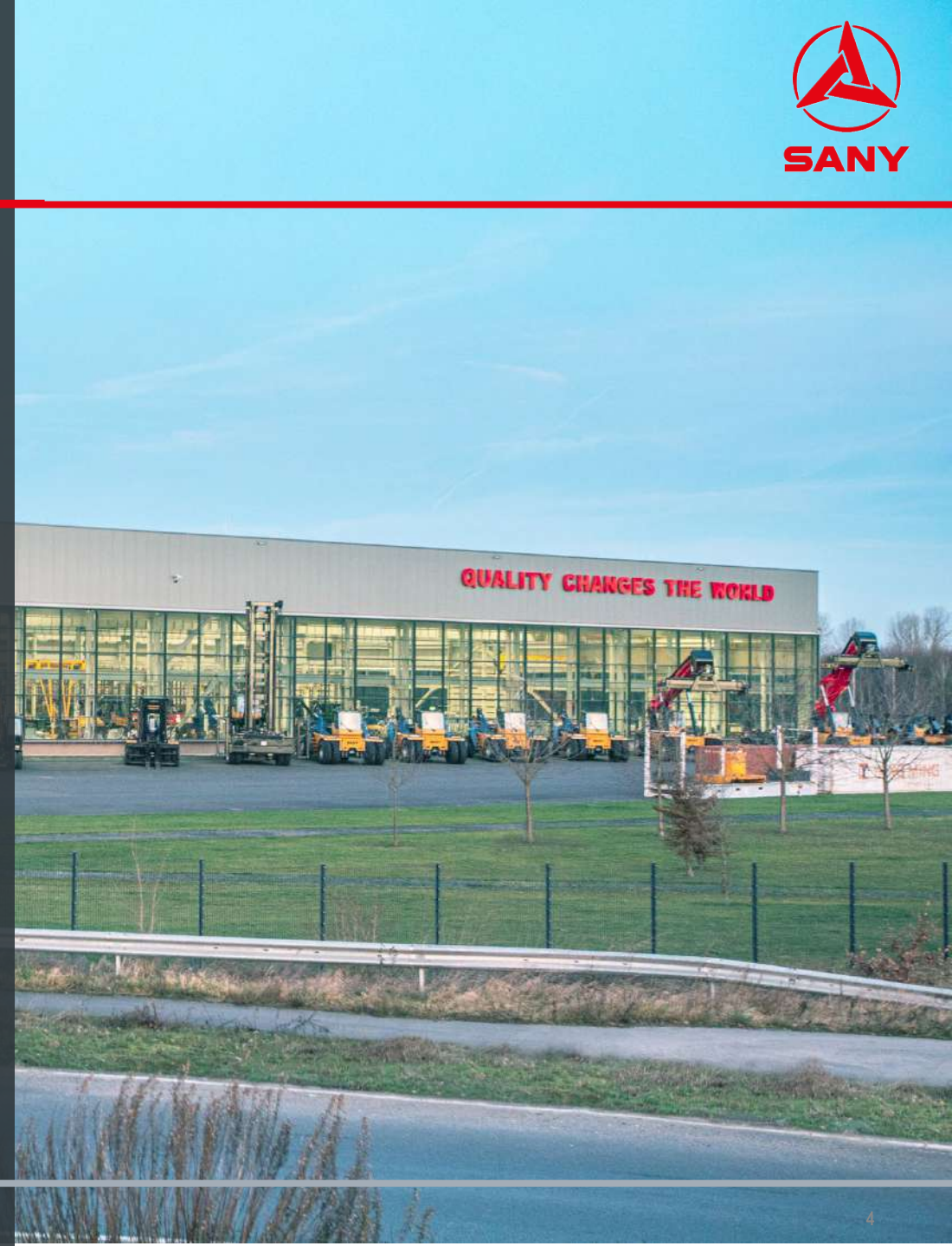
MACHINES DE TRAITEMENT DU
BÉTON DANS LE MONDE ENTIER

#1

FABRICANT DE MACHINES DE
CONSTRUCTION EN CHINE

GROUPE SANY : UN ACTEUR CONSTANT SUR LE MARCHÉ MONDIAL

- Entreprise familiale depuis des décennies, Sany Group est une société d'envergure. Son vaste portefeuille de produits lui permet de garantir une qualité reconnue mondialement et durable.
- La satisfaction client est la priorité absolue de Sany, un objectif que l'entreprise atteint chaque année grâce à une innovation constante.



SANY GROUP : Une entreprise internationale

PRODUCTIVITÉ GRÂCE À LA PRODUCTION AUTOMATISÉE

MODÈLES VENDUS AU COURS DES 10 DERNIÈRES ANNÉES

450 000

EXCAVATRICES



> 300

GRUES PORTUAIRES



> 5 000

MACHINES
PORTUAIRES



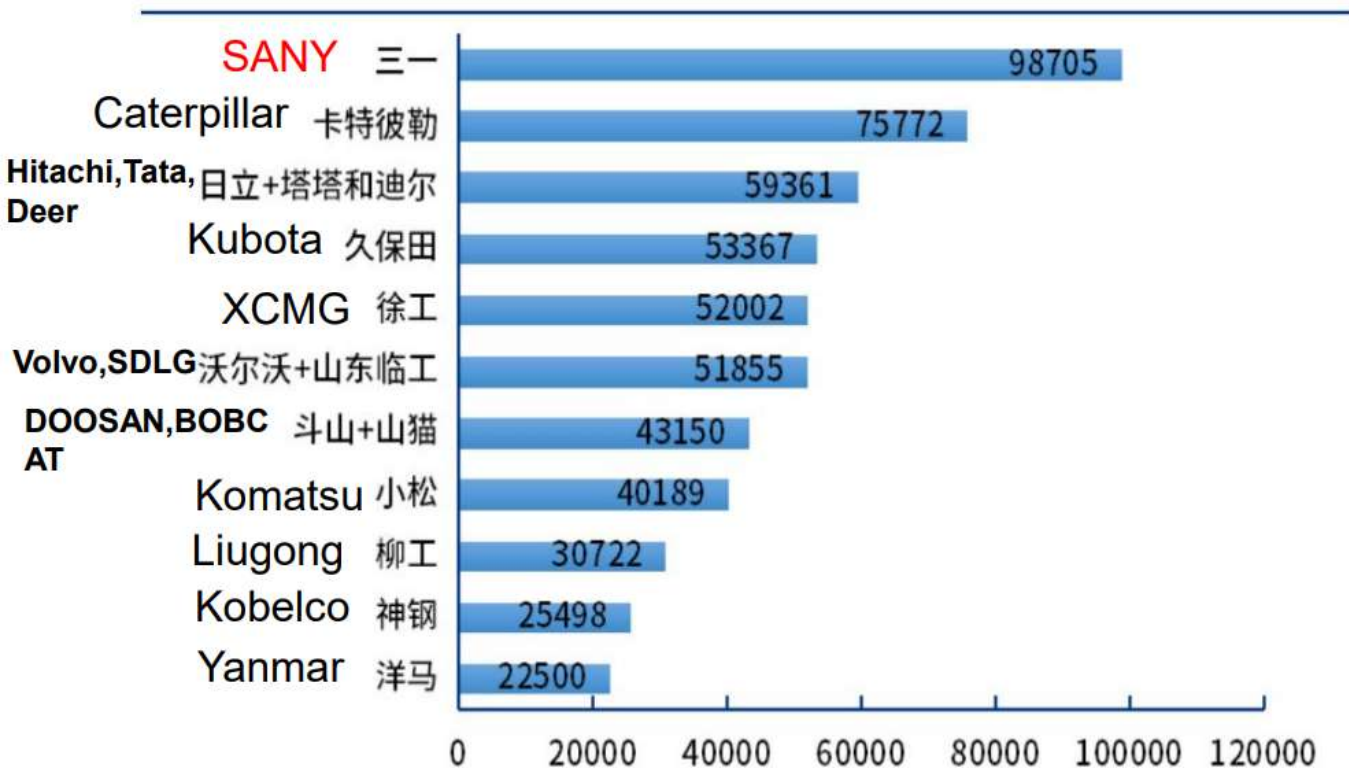
NOUS INVESTISSONS DANS L'INNOVATION

- Le groupe Sany investit entre 5 et 7 % de son chiffre d'affaires dans la recherche et l'innovation afin de développer ses produits et de rester à la pointe des solutions innovantes.



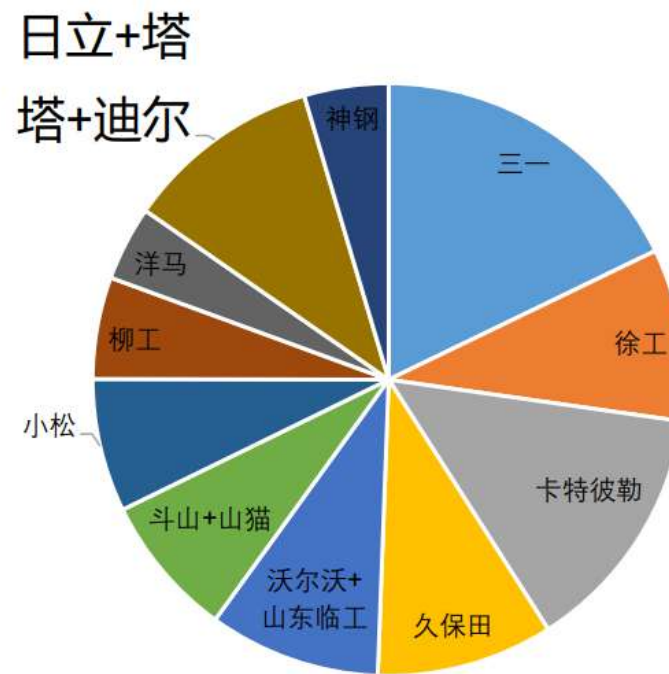


Global Market Sales Ranking of Major Excavator Brands 2020



Source: Off-Highway Research

Market Share of Major Excavator Brands in Global Market 2020



Source: Off-Highway Research

EXCAVATOR

Wheel loader table with columns: Model, Engine power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Small excavator table with columns: Model, Engine power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Medium excavator table with columns: Model, Engine power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Large excavator table with columns: Model, Engine power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Wheeled loader table with columns: Model, Engine power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Small wheel loader table with columns: Model, Engine power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Long-reach excavator table with columns: Model, Engine power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Backhoe loader table with columns: Model, Engine power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Wheeled loader table with columns: Model, Capacity (m³), Engine power (kW), Max. lift height (m), Max. lift force (kN), Weight (kg), and Step.

Electric loader table with columns: Model, Capacity (m³), Engine power (kW), Max. lift height (m), Max. lift force (kN), Weight (kg), and Step.

ROAD MACHINERY

Motor grader table with columns: Model, Motor power (kW), Capacity (m³), Length of blade (m), Digging force (kN), Weight (kg), and Step.

Single Drum Roller table with columns: Model, Capacity (m³), Motor power (kW), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Ten-ton Drum Roller table with columns: Model, Capacity (m³), Motor power (kW), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Power-tire Roller table with columns: Model, Capacity (m³), Motor power (kW), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Power table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Asphalt Paving Plant table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

PILING MACHINERY

Rotary Drilling Rig table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Hydraulic Grab table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Horizontal Directional Drill table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Trench Cutter table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

CONCRETE MACHINERY

Truck-mounted Concrete Pump table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Trailer Pump table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Lift Pump table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Placing Boom table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Truck Mixer table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Power table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Asphalt Paving Plant table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

CONCRETE BATCHING PLANT

Concrete Batching Plant table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

MINING MACHINERY

Mining Truck table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Roadheader table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

FIRE TRUCK

Fire Truck table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Dump Truck table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

CRANE

Truck Crane table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

All-terrain Crane table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Truck-mounted Crane table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Roof-crane Crane table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Truck-mounted Crane table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

TOWER CRANE

Tower Crane table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Lattice Boom Crane or Crane

Lattice Boom Crane or Crane table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Telescopic Boom Tower Crane

Telescopic Boom Tower Crane table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

PORT MACHINERY

Reach Stacker table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Small wheel loader

Small wheel loader table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Forklift Truck

Forklift Truck table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Tel. handler

Tel. handler table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Material Handler

Material Handler table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

WIND TURBINE

Wind Turbine table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

SEMI-TRAILER TRACTOR

Semi-trailer Tractor table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Specialty tractor

Specialty tractor table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Electric Light Tower

Electric Light Tower table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

PETROLEUM EQUIPMENT

Hydraulic Working Truck table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Sand Blower

Sand Blower table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Auto Vn

Auto Vn table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

PHOTOVOLTAIC MODULE

Photovoltaic Module table with columns: Model, Motor power (kW), Capacity (m³), Max. lift height (m), Digging force (kN), Weight (kg), and Step.

Global footprint



15 Industrial Bases Outside China
7 Industrial Clusters in China
46 Lighthouse Factories Worldwide
900 Parts Warehouses Outside China

4 R&D Centers
650+ Service Sites
300+ Dealers
180+ Sales Regions & Countries

European footprint



SANY France : L'arrivée de SANY sur le marché français

SANY France, une réussite sur le marché français

2016

PREMIERES VENTES EN FRANCE

1 200

MACHINES VENDUES EN 2023

2023

SANY HEAVY MACHINERY FRANCE EST OFFICIELLEMENT ENREGISTRÉE

> 61

MILLIONS € CA 2023



#6

Fabricants d'équipement d'origine (OEM) d'excavatrices en France en 2023

1&1

SIÈGE SOCIAL ET ENTREPÔT DE PIÈCES À LISSES (91)

SANY HEAVY MACHINERY FRANCE filiale

Auparavant liée au siège européen de Bedburg (Allemagne), Sany France est officiellement créée en 2023. Grâce au développement des ventes en France, SANY a décidé de créer une nouvelle entité appelée SANY HEAVY MACHINERY France dédiée aux mini/midi-pelles, aux pelles et aux chargeuses sur pneus.



Vente directe : Agence à Paris et Lyon



Les deux agences ont été fondées en 2024.

STOCK

Machines et pièces détachées Disponibles en stock en permanence



CHIFFRE

D'AFFAIRES

2025

>9 M€

STAFF

Chef d'agence

Vendeur

Technicien

SERVICE

Demonstration

After-sales

Training



Ventes indirectes : réseau de concessionnaires

UNE ORGANISATION DE SPECTACLE

17

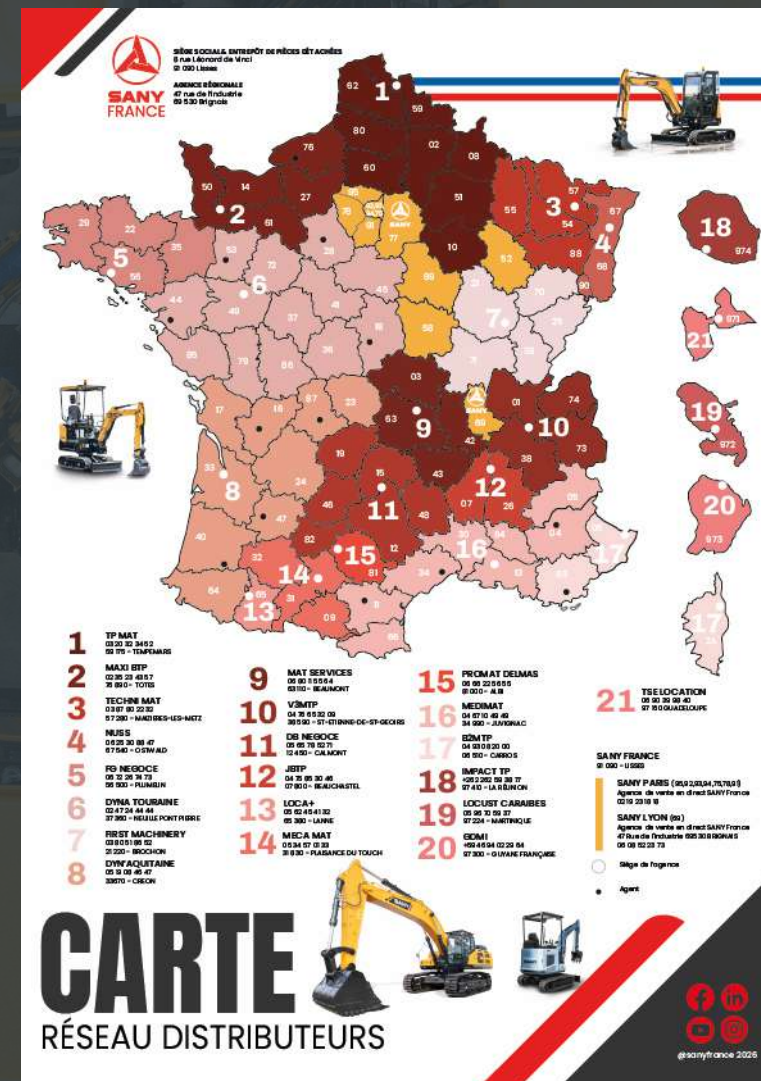
DISTRIBUTEURS EN France MÉTROPOLE

2

RESPONSABLES COMMERCIAUX pour soutenir notre réseau de concessionnaires

4

DISTRIBUTEURS DANS LES DROM-TOM



Pièces et service après-vente en France



> 6 600

REFERENCES

55 000

PIECES DETACHÉES

15

LIVRÉ EN

24 HEURES

48 HOURS

POUR RÉPARER LA MACHINE

2 000

COMMANDES LIVREES DEPUIS
JANVIER



> 6 M€

EN STOCK



DEPUIS JANVIER 2023



SANY
A EMBAUCHÉ
> 47

NOUVEAUX
EMPLOYÉS

SANY A NOMINÉ
DE NOMBREUX
NOUVEAUX
DISTRIBUTEURS

SANY A
PARTICIPÉ
> 23

FOIRES ET
EXPOSITIONS

SANY A VENDU
> 2000
MACHINES

SANY A LANCÉ
> 15
NOUVELLES MACHINES



SANY FRANCE dans le futur

EN 2026, SANY SERA

- Lancement de 12 nouvelles machines : 4 pelles électriques (SY80E + SY135E + SY175E + SY375E), 1 chargeuse compacte sur chenilles (ST210R), 1 chargeuse compacte à direction différentielle (SS210R), 2 chargeuses-pelleteuses (BHL95V + BHL105V), 3 chargeuses sur pneus (SW940L + SW956L) et 1 chargeuse sur pneus SW908E.
- Lancement d'un programme de concessionnaires pour renforcer notre réseau.
- Recrutement de personnel supplémentaire : techniciens, commerciaux, etc.
- Augmentation du chiffre d'affaires de 50 % et de la part de marché à 10 %.

SANY À PARTIR DE 2026

- Nous investirons plus de 4 millions d'euros par an.
- Nous développerons nos services : contrats de maintenance, formations...

Product Portfolio

Equipment Manufacturing

Earthmoving Machinery

SANY has developed hydraulic excavators with a product range from 1.6t to 400t. Besides the crawler excavators, SANY also manufactures a full series of earthmoving machinery including wheeled excavators, long-reach excavators, forestry excavators, demolition machines, backhoe loaders, and wheeled loaders, as well as electric machines covering electric excavators and electric loaders.



Skid Steer Loader



Electric Excavator



Electric Wheeled Loader



Mini Excavator



Small Excavator



Medium Excavator



Large Excavator



Wheeled Excavator



Wheeled Loader



Long-reach Excavator



Backhoe Loader

Gamme SANY : Des mini-pelles aux chargeuses sur pneus



MINI-PELLE

PETIT MAIS PUISSANT – DE 1T (SY10U) À 5,1T (SY50U)

- Machines compactes et puissantes, idéales pour les chantiers urbains et les espaces restreints.
- Excellent rapport qualité-prix et confort d'utilisation optimal.
- Deux modèles électriques : 2 T (SY19E) et 4,3 T (SY35E).



PELLE COMPACTE

PUISSANCE ET FLEXIBILITÉ HABITUELLEMENT COMBINÉES
– DE 6T (SY60U) À 16,2T (SY155U)

- Équilibre entre puissance et maniabilité.



PELLE SUR CHENILLES

TECHNOLOGIE DE POINTE ET CONFORT MAXIMUM – DE 16,2 T (SY155U) À 32,3 T (SY305C LC)

- Puissance élevée, précision et faible consommation d'énergie.
- Idéal pour les opérations exigeantes sur site.
- 1 modèle électrique : SY215E (23,2 T)



GRANDE PELLE

PERFORMANCES EXCEPTIONNELLES POUR UNE SÉCURITÉ PACIFIQUE – DE 39T (SY365H) À 98T (SY980H)

- Équipement robuste pour applications extrêmes.
- Conçu pour une sécurité et une stabilité maximales.



SANY CHARGEUSES SUR PNEUS

L'EXCELLENCE EN MATIÈRE DE CONFORT,
D'ERGONOMIE ET DE MANIABILITÉ

- Équipement polyvalent pour la manutention et le déblaiement de chantiers.
- Robuste et performant en toutes circonstances.
- Modèle électrique disponible : SW956E (2,7-5 m³)



Gamme SANY : Des mini-pelles aux chargeuses sur pneus



SANY SKID STEERS

FONCTIONNEMENT CONFORTABLE, HAUTE
EFFICACITÉ ET ENTRETIEN FACILE

- Modèles disponibles : ST230V et SS270V.



Product Portfolio

Electric Machines

Electric Excavators & Loaders



Mini Excavator
SY19E



Medium Excavator
SY215E



Loader
SW956E