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July 2021

Motorcycle Market Overview

Although there is a slight hiccup in the road map, with a prominent variant now the concern, things are still positive in the industry as customers return to talking in person with dealers. On the new side there are problems with new machine delivery and the used market continues with stock availability issues. At this point of the year, the industry is still in a better position and Governmental commitment to only stalling but not a retrograde step back into severe restrictions, the rest of the year should see a more recognisable second half.

New Market

The latest MCIA registration data available for May 2021 are of course difficult to praise if using a direct comparison to the same period from 2020, but after the first five months of the year that encompassed the start of lockdowns and this year the planned easing of restrictions, the positive to take is total monthly registrations were 148.4% up to 13,398 (from 5,394). And over the longer period, the year-to-date, the year to date shows a 40.2% rise to 43,242 (from 30,845). Until the year continues to unfold the overall picture is difficult to envisage, but the indication is looking like there will be a finish at least as good as 2020, even taking Euro 5 pre-reg into account.

May 2021 and Year to Date - New Registrations by Style

Mopeds	Registrations		%	Market Share (%)		Year to date		YTD	Market Share (%)	
	May-21	May-20	Change	May-21	May-20	2021	2020	% Change	2021	2020
Scooter	486	261	86.2%	72.4%	70.4%	1,848	1,241	48.9%	75.9%	71.7%
Other	185	110	68.2%	27.6%	29.6%	586	489	19.8%	24.1%	28.3%
Totals	671	371	80.9%	100.0%	100.0%	2,434	1,730	40.7%	100.0%	100.0%

Motorcycles	Registrations		%	Market Share (%)		Year to date		YTD	Market Share (%)	
	May-21	May-20	Change	May-21	May-20	2021	2020	% Change	2021	2020
Adventure Sport	2,449	716	242.0%	19.4%	14.4%	7,977	5,195	53.6%	19.7%	18.0%
Custom	1,092	340	221.2%	8.6%	6.8%	2,832	1,822	55.4%	7.0%	6.3%
Naked	4,567	1,536	197.3%	36.2%	30.9%	13,230	9,338	41.7%	32.7%	32.3%
Scooter	2,941	1,483	98.3%	23.3%	29.9%	9,854	6,477	52.1%	24.4%	22.4%
Sport/Tour	145	112	29.5%	1.1%	2.3%	575	859	-33.1%	1.4%	3.0%
Supersport	767	434	76.7%	6.1%	8.7%	2,635	2,491	5.8%	6.5%	8.6%
Touring	186	77	141.6%	1.5%	1.6%	780	546	42.9%	1.9%	1.9%
Trail/Enduro	470	267	76.0%	3.7%	5.4%	2,495	2,090	19.4%	6.2%	7.2%
Unspecified	12	0	#DIV/0!	0.1%	0.0%	46	64	-28.1%	0.1%	0.2%
Totals	12,629	4,965	154.4%	100.0%	100.0%	40,424	28,882	40.0%	100.0%	100.0%

Tricycles	Registrations		%	Market Share (%)		Year to date		YTD	Market Share (%)	
	May-21	May-20	Change	May-21	May-20	2021	2020	% Change	2021	2020
Scooter	47	18	161.1%	0.4%	0.4%	202	113	78.8%	0.5%	0.4%
Other	51	40	27.5%	0.4%	0.8%	182	120	51.7%	0.5%	0.4%
Total Registrations	98	58	69.0%	0.8%	1.2%	384	233	64.8%	0.9%	0.8%

Summary	Registrations		%	Market Share (%)		Year to date		YTD	Market Share (%)	
	May-21	May-20	Change	May-21	May-20	2021	2020	% Change	2021	2020
Total Moped, Motorcycle & Tricycles (exc Scooters)	9,924	3,632	173.2%	74.1%	67.3%	31,338	23,014	36.2%	72.5%	74.6%
Total Scooters	3,474	1,762	97.2%	25.9%	32.7%	11,904	7,831	52.0%	27.5%	25.4%
Total Registrations	13,398	5,394	148.4%	100.0%	100.0%	43,242	30,845	40.2%	100.0%	100.0%

Moving to the engine charts, the success of the sub 125cc bands are confused a little with 51-125cc the only one to reduce (albeit negligibly) from last year, and the Moped size having the 4kw electrics added in there. Worth a shout out to the latter on the increase in numbers, even if starting from a small base. The larger bands increase in market share over last year as the smaller bands saw commuting and delivery users soar, but slowing now and leisure users now buying larger capacity at the other end of the lockdown cycle.

May 2021 and Year to Date - New Registrations by Engine Band

Engine Band	Registrations		%	Market Share (%)		Year to date		YTD	Market Share (%)	
	May-21	May-20	Change	May-21	May-20	2021	2020	% Change	2021	2020
0-50cc	927	395	134.7%	6.9%	7.3%	3,549	1,935	83.4%	8.2%	6.3%
51-125cc	4,783	2,403	99.0%	35.7%	44.5%	14,651	9,968	47.0%	33.9%	32.3%
126-650cc	2,374	929	155.5%	17.7%	17.2%	8,435	6,403	31.7%	19.5%	20.8%
651-1000cc	2,784	892	212.1%	20.8%	16.5%	8,705	6,689	30.1%	20.1%	21.7%
Over 1000cc	2,530	775	226.5%	18.9%	14.4%	7,902	5,850	35.1%	18.3%	19.0%
Total Registrations	13,398	5,394	148.4%	100.0%	100.0%	43,242	30,845	40.2%	100.0%	100.0%

Power band - Electric	Registrations		%	Market Share (%)		Year to date		YTD	Market Share (%)	
	May-21	May-20	Change	May-21	May-20	2021	2020	% Change	2021	2020
Under 1kw	13	0	0.0%	0.1%	0.0%	25	0	0.0%	0.1%	0.0%
1-4kw	427	99	331.3%	3.2%	1.8%	1,582	389	306.7%	3.7%	1.3%
4-11kw	9	6	50.0%	0.1%	0.1%	60	23	160.9%	0.1%	0.1%
15-35kw	1	2	0.0%	0.0%	0.0%	20	19	5.3%	0.0%	0.1%
Over 35kw	11	1	1000.0%	0.1%	0.0%	42	26	61.5%	0.1%	0.1%
Unknown	48	8	500.0%	0.4%	0.1%	257	139	84.9%	0.6%	0.5%
Total Electric Registrations	509	116	338.8%	3.7%	2.2%	1,986	596	233.2%	4.5%	1.9%

May 2021 Highest Registering Model by Style

Mopeds	Highest Registering Model by style	May-21
Scooter	Horwin EK1	45
Other	Surron LIGHT BEE	62

Motorcycles	Highest Registering Model by style	May-21
Adventure Sport	Multiple Items	159
Custom	Keeway SUPERLIGHT	141
Naked	Honda CBF 125 M	304
Scooter	Yamaha NMAX 125	659
Sport/Tour	Multiple Items	27
Supersport	Kawasaki NINJA 1000 SX	118
Touring	BMW R 1250 RT	81
TRAIL/ENDURO	KTM 690 ENDURO R	32

Tricycles	Highest Registering Model by style	May-21
SCOOTER	Piaggio MP3 300 SPORT	27
OTHER	BRP CAN-AM RYKER RALLY ED 900 ACE	10

May 2021 - Highest Registering Model by Engine Size

Engine Band	Highest Registering Model by Engine Band	May-21
0-50cc	Vmoto SUPER SOCO CPX	148
51-125cc	Yamaha NMAX 125	659
126-650cc	Royal Enfield INTERCEPTOR INT 650	189
651-1000cc	Triumph TRIDENT	163
Over 1000cc	Multiple Items	159

May 2021 - New Registrations by Brand

Major Brands	May-21
Honda	2,392
Yamaha	1,717
Triumph	1,133
BMW	1,009
Kawasaki	810
KTM	652
Lexmoto	418
Harley-Davidson	404
Royal Enfield	397
Ducati	388

The Yamaha NMAX 125 was again the leader of the pack for the month with 659 registered units in May, head and shoulders above any other model. The manufacturer mix and order is looking similar what would be seen in more “normal” months, with Royal Enfield now making regular appearances and Triumph making the most of a new model launch as always.

Used Market

The used section comment could be a cut and paste operation, with little changing as far as stock availability (or lack of) and prices from research leading again to a lift in used prices. Changes to any restrictions are to a certain extent irrelevant as showrooms are open already and as the slightly delated season is in full swing there is little expectation of anything but positive movements for the next few months. It will be interesting if a more recognisable pattern returns in the late summer, but at the moment it looks like the 2022 stock search will take continue, even when the current cycle starts to come to an end. Its beginning to look like the dip in prices in the last quarter might not happen.

Auction

Again, the auction prices have exceeded the reported prices in our data, but as constant increases have been applied over several months, the gap is closer, but realised prices are still in the ascendance. Over the three sales the difference for the whole entries is near to 5%, but as always keep in mind there are many dealers competing for the lots and conversations with buyers at auction invariably results in admission that stock desperation is the only reason higher values are being paid and if done at the dealership they would be significantly less. The fallout of this is difficult when competing on the retail stage, or reduced margins.

End Notes

MCIA registration statistics show that Super Soco has become the UK's fastest-growing electric powered two-wheeler brand and also the UK's fastest-growing brand overall, even starting from a lower base its still a pointer of how the market is changing. They had 50% of ePTW registrations for April and a third for the first third of the year. The brands 4kW CPx scooter moped equivalent model is the highest registered ePTW and is also now eighth in the MCIA's top-ten chart for the period.

Spanish electric scooter and motorcycle brand Silence has now opened its UK headquarters, training centre and first retail store at Solihull. It is the first of several opening across the UK, with the sites planned for London and Manchester. The West Midlands are adopting green travel initiatives and will pioneer a UK Clean Air Zone this summer, when Birmingham launches its charging scheme aimed at reducing emissions in the city centre, so a good place to go to market. The future will always look a shade of green to Kawasaki but that statement will increasingly have more than one meaning as the company confirmed it is a long way down the road of developing a fleet of models powered by more sustainable means.

As governments are setting dates for the end of petrol and diesel powered vehicles that might suggest the end of the internal combustion engine. But the technology could be thrown a lifeline by the development of synthetic fuels that are nearly as green as going electric. Synthetic petrol, diesel and aviation fuels are all being developed

to eliminate the CO2 emissions from transport without the need for a switch to new tech. Aviation is at the forefront of this, but motorsport is playing its part, with the World Rally Championship due to use 100% sustainable fuel as soon as next year. While biofuels already offset their emissions to an extent, synthetic fuel takes a more direct approach by stripping CO2 from the air and combining it with hydrogen to create a petrol replacement. By using wind, solar or hydro-electric to generate the electricity for the electrolysis, the process is sustainable, and while engines using the fuel still emit carbon, the same amount is reabsorbed in the fuel-making process and giving new life to billions of combustion engines rather than reducing them to scrap. With similar power density to normal petrol, synthetic fuels also mean you don't need to lug vast batteries around.

Indian owned motorcycle manufacturer Mahindra is opening an advanced design facility in the West Midlands. The facility, called the Mahindra Advanced Design Europe (M.A.D.E), will be a part of the Mahindra Global Design Network that includes the Mahindra Design Studio in Mumbai India, Pininfarina Design in Turin Italy, and now Coventry. The city has one of the UK's best automotive design and engineering universities and Mahindra has confirmed the centre will create roles drawn from Coventry University, the Royal College of Art, and other design schools across the country. The latest centre isn't the first the manufacturer has located in the area. Classic Legends, of Jawa fame, is part-owned by Mahindra and last year announced it would be opening a plant in the area to facilitate BSA's rebirth with a range of electric motorcycles.