

September 2021

Motorcycle Futures Market Overview

Some new models have eventually started to be delivered, after several hurdles including a ship stuck in a canal on top of pandemic problems to both manufacturer and delivery have been removed. But late in the “season”, there is going to be a time of reassessment and some levelling of stock and prices over the next few months as hopefully there is going to be some return to normality.

It will take some time, but time is something we look at in this product and assumptions have been made throughout the past year or so that things will return to a more recognisable industry. Breaking figures into monthly lumps now is not really helping to indicate how the industry is performing because of the inconsistencies and different opening times over the last 18 months.

An example is the latest months MCIA registration figures, exiting lockdown later last year the July figures had a bump, but this year there had been months of trading that consequently makes July this year appears as a decline. The 1,538 less than 2020 is not a reflection on a bad month, just machine purchases at a different time over the previous months. A better measure, but again not a conclusive one, would be to look at the year-to-date numbers. 2021 total PTW registered in the first seven months was 70,542, a 21% increase from the 2020 return of 58,276. Excluding 2020 is perhaps a better measure of how our industry is performing and a comparison to the last available pre pandemic figures. July 2019 total PTW registrations were 69,381, so although monthly variations can see quite large swing in either direction, the bigger picture is a very close winner for this year.

There is an elephant in the room, as we have discussed for most of the last 18 months in that the overall mix of what types have been selling has changed. Smaller commuter (learner legal) engine capacities have flourished as people avoided public transport. When we compare 2021 to 2019, we see 50cc band increase to 5,790 from 3,721 and the 125cc band 24,192 compared to 20,452. The market share of the two bands combined when compared to the total PTW market is more telling. Sub 125cc in 2021 to July is 29,982 from a total of 70,542, a 42.9% market share, compared to the last pandemic free year the same engine classes were 24,173 from 69,381, a 34.8% share. The negatives are that though total numbers are similar, the drastic reduction in the big-ticket larger capacity machines are not only causing lesser amounts of money changing hands now, but the strong possibility of used stock shortages in the future, which is what we are concerned about here. Towards the end of the retail season, trade buyers look at the potential stock turnover could become longer.

This year with shortages in both new and used having driven prices upwards and winter the time when a dealership in the lucky position of cash-flow and space, will buy for the following seasons demand in dealers who would normally start to ease back is still there, as there are still holes in their inventory. A consequence is the trade buying season is lasting longer, with prices still holding up. This is a position that could be seen in the

future, as we see above, the PCP rich hunting grounds of larger machines supplied less recently, spilling into shortages at the time of termination. Predictions are remaining positive for strong future prices.

New models

iD	Manufacturer	Model	Derivative
19612	SINNIS	OUTLAW	Outlaw E5 (21MY)
19617	HYOSUNG	AQUILA GV300	Aquila GV300 E5 (21MY)
19786	CF MOTO	700CL-X	HERITAGE (21MY)
19787	CF MOTO	700CL-X	SPORT (21MY)
19788	CF MOTO	700CL-X	ADVENTURE (21MY)
19789	LEXMOTO	LS-N 125	LS-N 125 (21MY)
19790	LEXMOTO	ASSAULT 125 EFI E5	ASSAULT 125 EFI E5 (21MY)
19792	BMW	R18	R18 (21MY)
19793	BMW	R18 CLASSIC	R18 Classic (21MY)
19794	BMW	R18 B	R18 B
19795	BMW	R18 TRANSCONTINENTAL	R18 Transcontinental (21MY)
19796	SUZUKI	V-STROM 1050	DL1050RQM1 (21MY)
19798	ZERO	ZERO FXE ZF 7.2KWH	Zero FXE ZF 7.2kWh (22MY)
19799	ZERO	ZERO FXE 11KW ZF 7.2KWH	Zero FXE 11kw ZF 7.2kWh (22MY)

Discontinued

iD	Manufacturer	Model	Derivative
17595	MOTORINI	BOX 125i	BOX 125i
18578	TRIUMPH	BONNEVILLE BOBBER TFC	Bonneville Bobber TFC (20MY)
17819	TRIUMPH	BONNEVILLE T120 ACE	Bonneville T120 ACE
18392	TRIUMPH	DAYTONA MOTO2 765	Daytona Moto2 765
12833	AJP	PR3 125 CITY-SPORT	PR3 125 City-Sport
12400	AJP	PR3 125 ENDURO	PR3 125 Enduro
12812	AJP	PR3 125 ENDURO PRO	PR3 125 Enduro Pro
12402	AJP	PR3 125 SUPER MOTARD	PR3 125 Super Motard
12834	AJP	PR3 125 SUPER-MOTO	PR3 125 Super-Moto
12813	AJP	PR3 125 TRAIL	PR3 125 Trail
12404	AJP	PR3 200 ENDURO	PR3 200 Enduro
12835	AJP	PR3 200 ENDURO PRO	PR3 200 Enduro Pro
12405	AJP	PR3 200 RALLY TRAIL	PR3 200 Rally Trail
12406	AJP	PR3 200 SUPER MOTARD	PR3 200 Super Motard
12838	AJP	PR3 200 SUPER-MOTO	PR3 200 Super-Moto
12836	AJP	PR3 200 TRAIL	PR3 200 Trail
12837	AJP	PR3 200 ULTRAPASSAR	PR3 200 Ultrapassar
12839	AJP	PR3 240 ENDURO PRO	PR3 240 Enduro Pro
12860	AJP	PR3 240 MOTOCROSS	PR3 240 Motocross
12840	AJP	PR3 240 TRAIL	PR3 240 Trail
12841	AJP	PR3 240 ULTRAPASSAR	PR3 240 Ultrapassar
12408	AJP	PR4 125 ENDURO	PR4 125 Enduro
12842	AJP	PR4 125 ENDURO PRO	PR4 125 Enduro Pro

12409	AJP	PR4 125 RALLY TRAIL	PR4 125 Rally Trail
12843	AJP	PR4 125 SPECIAL EDITION	PR4 125 Special Edition
12410	AJP	PR4 125 SUPER MOTARD	PR4 125 Super Motard
12845	AJP	PR4 125 SUPER-MOTO	PR4 125 Super-Moto
12844	AJP	PR4 125 TRAIL	PR4 125 Trail
12412	AJP	PR4 200 ENDURO	PR4 200 Enduro
12416	AJP	PR4 200 ENDURO LIMITED EDITION	PR4 200 Enduro Limited Edition
12846	AJP	PR4 200 ENDURO PRO	PR4 200 Enduro Pro
12413	AJP	PR4 200 RALLY TRAIL	PR4 200 Rally Trail
12847	AJP	PR4 200 SPECIAL EDITION	PR4 200 Special Edition
12414	AJP	PR4 200 SUPER MOTARD	PR4 200 Super Motard
12849	AJP	PR4 200 SUPER-MOTO	PR4 200 Super-Moto
12848	AJP	PR4 200 TRAIL	PR4 200 Trail
12850	AJP	PR4 240 ENDURO PRO	PR4 240 Enduro Pro
13044	AJP	PR4 240 EXTREME	PR4 240 eXtreme
12853	AJP	PR4 240 SUPER-MOTO	PR4 240 Super-Moto
12852	AJP	PR4 240 TRAIL	PR4 240 Trail
12854	AJP	PR5 250 ENDURO	PR5 250 Enduro
13045	AJP	PR5 250 EXTREME	PR5 250 eXtreme
12857	AJP	PR5 250 SUPER-MOTO	PR5 250 Super-Moto
12856	AJP	PR5 250 TRAIL	PR5 250 Trail
12417	AJP	PR5 ENDURO	PR5 Enduro
12418	AJP	PR5 RALLY TRAIL	PR5 Rally Trail
12419	AJP	PR5 SUPER MOTARD	PR5 Super Motard
17515	LEXMOTO	ASPIRE 50	Aspire 50
16544	LEXMOTO	CHIEFTAIN 125	Chieftain 125
17137	LEXMOTO	HUNTER 50 E4	Hunter 50 E4
17040	MV AGUSTA	F3 675 RC EAS ABS	F3 675 RC EAS ABS (MY18) E4