

June 2019

# Motorcycle Future Market Overview

At some point the conversations of what is affecting the industry will move away from Brexit, unfortunately this is not the point and still no guess as to when it will be. Of late the exchange rate has taken another hit as political problems are not giving confidence in the financial world. This is not necessarily giving the Euro zone buyer extra incentive to buy our stock, but lack of access to the UK market probably is and reports are frequent that Euro based buyers are increasingly hitting UK dealers for stock. Apart from the odd island of refusal, the draw of a “trade” sale at retail prices is proving too difficult to refuse. On a small positive for the amount of motorcycles in the country is the latest registration figures released from the MCIA (April), are showing total monthly registrations increased by 7.3% more than the same period 2018 (to 9,820) and the year-to-date up 9.4% (3,188 up). Finance house entries in auctions are seeing a large amount of low mileage three year old examples. Out of 93 Black Horse entries in the March sale at BCA Peterborough, 26 were Triumph and only two outside the PCP handback age. This is not highlighting a problem as yet, it’s indicating that being very successful selling lots of motorcycles now, will see a few comeback eventually and from the entries. The 100% sold ratio and bids “into book” are suggesting even though the franchised dealers might be well stocked with particular models, once back into the rest of the trade there is still a thirst for the clean low mileage stock. Predicted prices this month’s product have generally remained stable except for the usual housekeeping where research is suggesting movements are required.

## New models

iD	Manufacturer	Model	Derivative
17847	NIU	NGT	NGT
17848	NIU	M PLUS	M Plus
17849	NIU	N CARGO	N Cargo
17865	BENELLI	502 C	502 C
17867	BENELLI	IMPERIALE 400	Imperiale 400
17928	INDIAN	SPRINGFIELD JACK DANIELS LIMITED EDITION	Springfield Jack Daniels Limited Edition
17929	INDIAN	ROADMASTER ELITE	Roadmaster Elite (19MY)
17934	HYOSUNG	AQUILA GV 125 S	Aquila GV 125 S
17935	ECOOTER	ECOOTER E1R	Ecooter E1R
17938	PIAGGIO	MP3 300 HPE SPORT	MP3 300 HPE Sport (19MY)
17939	DERBI	SENDA SM 50 LIMITED	Senda SM 50 Limited
17940	DERBI	SENDA SM 50 RACING	Senda SM 50 Racing
17941	HONDA	NC750 INTEGRA ABS TRAVEL EDITION	NC750DKED Integra ABS Travel Edition
17942	ROYAL ENFIELD	BULLET CLASSIC EFI E4	Bullet Classic EFI Stealth E4
17943	SYM	JET 14 200 LC	Jet 14 200 LC
17959	TRIUMPH	ROCKET 3 TFC	Rocket 3 TFC
17960	YAMAHA	YZF R125 MOTOGP	YZF R125 MotoGP (19MY)

## Discontinued models

iD	Manufacturer	Model	Derivative
13570	BMW	R1200 GS ADVENTURE	R1200 GS Adventure ABS
13572	BMW	R1200 GS ADVENTURE TE	R1200 GS Adventure TE ABS
14260	BMW	R1200 R	R1200 R ABS
14261	BMW	R1200 R SPORT	R1200 R Sport ABS
14262	BMW	R1200 R EXCLUSIVE	R1200 R Exclusive ABS
14263	BMW	R1200 RS	R1200 RS ABS

14264	BMW	R1200 RS SPORT	R1200 RS Sport ABS
14265	BMW	R1200 RS SPORT SE	R1200 RS Sport SE ABS
14266	BMW	S1000 RR	S1000 RR ABS
14267	BMW	S1000 RR SPORT	S1000 RR Sport ABS
15876	BMW	R NINET SCRAMBLER X	R nineT Scrambler X ABS
15878	BMW	R NINET PURE C	R nineT Pure C ABS
15880	BMW	R NINET RACER S	R nineT Racer S ABS
15882	BMW	R NINET URBAN G/S X	R nineT Urban G/S X ABS
15883	BMW	R1200 GS ADVENTURE TRIPLE BLACK	R1200 GS Adventure Triple Black ABS (16MY)
16610	BMW	R1200 GS ADVENTURE RALLYE TE	R1200 GS Adventure Rallye TE
12277	HONDA	CROSSSTOURER	VFR1200XCE
12734	HONDA	CB1100 ABS	CB1100ADE
15306	HONDA	PCX125	WW125EX2HE (17YM)
15815	HONDA	NC750S ABS DCT	NC750SDHED (17MY)
15817	HONDA	NC750XA	NC750XAHED (17MY)
16784	HONDA	NC750 INTEGRA ABS	NC750DJ2ED (18MY)
7183	KYMCO	AGILITY 50	Agility 50
13645	MV AGUSTA	BRUTALE 1090 ABS	Brutale 1090 ABS
13647	MV AGUSTA	BRUTALE 1090 RR ABS	Brutale 1090 RR ABS
11045	NORTON	COMMANDO	961 Cafe Racer
11046	NORTON	COMMANDO	Commando 961 Sports
15490	NORTON	DOMINATOR	Dominator (MY14)
15491	NORTON	DOMINATOR SS	Dominator SS (MY14)
16024	NORTON	DOMINATOR	Dominator (MY16)
13064	PEUGEOT	KISBEE 50 4T R	Kisbee 50 4T R
13688	PEUGEOT	SATELIS 2 300	Satelis 2 300
13689	PEUGEOT	SATELIS 2 400	Satelis 2 400
15114	PEUGEOT	SATELIS 2 125 URBAN	Satelis 2 125 Urban
15115	PEUGEOT	SATELIS 2 125 RS URBAN	Satelis 2 125 RS Urban
8111	SIAMOTO	FAVOURITE 125	FV125
8112	SIAMOTO	FAVOURITE 150	FV150
8113	SIAMOTO	KD125	KD125
8114	SIAMOTO	SX1	Enduro
8115	SIAMOTO	SX1	Motard
8116	SIAMOTO	GECO	Geco 250 (SF33)
8117	SIAMOTO	CADDY 50	Caddy 50
15142	TRIUMPH	TIGER EXPLORER XCA	Tiger Explorer XCA (16MY)
13197	YAMAHA	XV950	XV950 (14MY)
14974	YAMAHA	XENTER 125	XENTER 125 (16MY)