

Press Release

Results of the Solly Azar - AAA DATA Observatory confirm the spectacular rise of electric 2-wheelers market (motorcycles and moped) in France in 2022

Paris, January 26, 2023 – Like the car market amid global crisis, the two-wheeler market is experiencing a slowdown with a 6% drop in number of registrations in 2022, according to the latest results of the Solly Azar – AAA Data Observatory. The new car market has failed to recover and is down by 7%. The industry is mainly driven by the used car market, stubbornly resisting (Ratio of 1 new car for every 3 used car) and by electric car registrations momentum. The upward trend was identified at the end of the second quarter of 2022 and is confirmed over the year with a 71.1% increase in registrations.

Slowdown can be observed for both new two-wheelers (-7% and 290,010 units registered) and second-hand segments (-5% with 903,798 units). In an overall market mostly driven by used cars, Solly Azar adapts its formulas and rates to take into consideration the age of the vehicle, the length of ownership and driving expertise.

The downward trend is a direct consequence of the economic context in which prolonged inflationary environment catapulting costs of living forced households to adjust and devote a greater share of their budget to basic needs, cutting back on non-essential and convenience spendings.

In addition, the container shipping market crisis and the global chip shortage continue to disrupt and halt car production creating lengthening delivery times and pummeling the new car market. Disruptions are now spreading and impacting the previously resilient used car market.

The major update from the results of the Solly Azar – AAA DATA Observatory is the sharp rise of electric motorcycles and moped registrations (+51,8%) in France with 50,992 units. The market is mainly propelled by individuals (+71,1%) and mostly by scooters, which have more than doubled in a year to reach 9,452 registered two-wheelers.

It should be noted that the use of two-wheelers in cities greatly differ from that in rural areas. The - 50cc bikes is down by 7.5% in 2022 compared to 2021. However, the decline is less pronounced in municipalities with fewer than 200,000 inhabitants (-8%). It averages 19% in cities with more than 200,000 inhabitants, probably due to new regulations on paid parking and LEZ's.

Solly Azar follows the evolution of the market by regularly updating its catalog and adding new electric two-wheelers arriving on the market. Today, the catalog includes more than 9,333 models, of which approximately 350 are electric. After incorporating 21 new electric two-wheelers (BAIKU, CYLCONE, MOB ION, ENGTIAN, KYMCO, E FUN), Solly Azar has added a new brand: TOOCS, Back Market's first range of electric scooters, from the used fleet of City scoot.

In the 50 to 125 cc segment, the decline is 5% in 2022 compared to 2021, with roadsters holding steady and scooters contracting slightly by less than 4%.

Motorcycles from 126 to 400cc are plummeting by 6.6% in 2022 compared to 2021, with roadsters increasing by 20% and the scooter segment remaining stable (0,6%). The market contraction is less pronounced in rural areas, though.

Motorcycles over 400cc are falling by 5.8% in 2022 compared to 2021, mainly represented by roadsters, which are down 7.2% while scooters and trails are staying poised (respectively 3.3% and -1,5%). This downward trend is more significant in urban areas with more than 200,000 inhabitants.

With LEZ's expanding by 2025 for cities with more than 150,000 inhabitants, about tens cities would be concerned by the obligation to renew the two-wheeled fleet from before 2007.

Marie-Laure Nivot, Head of Market Intelligence at AAA DATA: "2022 was hectic and two-wheelers are undergoing new dynamics, illustrated more specifically with LEZ's implementation and productions disruptions. The new market bottlenecks are more likely to stabilize in 2023. The gradual electrification of the moped/motorcycle fleet, not surprisingly, will accelerate even faster over the upcoming year".

Christophe Michal, Technical Director at Solly Azar, French insurance broker: "We track market developments and the impacts of new regulation closely. This enables us to develop our insurance offer accordingly. We have already a couple of issues to enhance our services offer in 2023.

About AAA DATA :

AAA DATA, historical and reference actor of the valued data, detects and identifies behaviors, needs and trends of consumers to anticipate tomorrow's uses and propose to its customers tailor-made models. AAA DATA relies on a reliable and proven database. Thanks to its data repository and its expertise, AAA DATA has been able to develop innovative solutions and to anticipate tomorrow's needs, in a wide variety of consumption areas. <https://www.aaa-data.fr>

About Solly Azar

Founded in 1977, Solly Azar is a wholesale brokerage firm which designs, supplies, and manages property and casualty insurance for individuals and professionals. Solly Azar is also a renowned player in the rental risk market. Its groundbreaking products are distributed through a network of 10,000 intermediaries.

Today the firm is home to 297 employees, with turnover of 50.6 million euros. A 100% subsidiary of Verspieren, the leading independent French Broker.

297 employees - 50.6 million euros in revenues. A 100% subsidiary of Verspieren, ^{the leading} independent French broker. <https://www.sollyazar.com/espace-presse>

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