

Building International Connections

Believe in your product. Go global.



Performance of the Brazilian Motorcycle Industry



BUILDING INTERNATIONAL CONNETIONS LTDA

Registered Brazil registration no: 47.037.112/0001-80

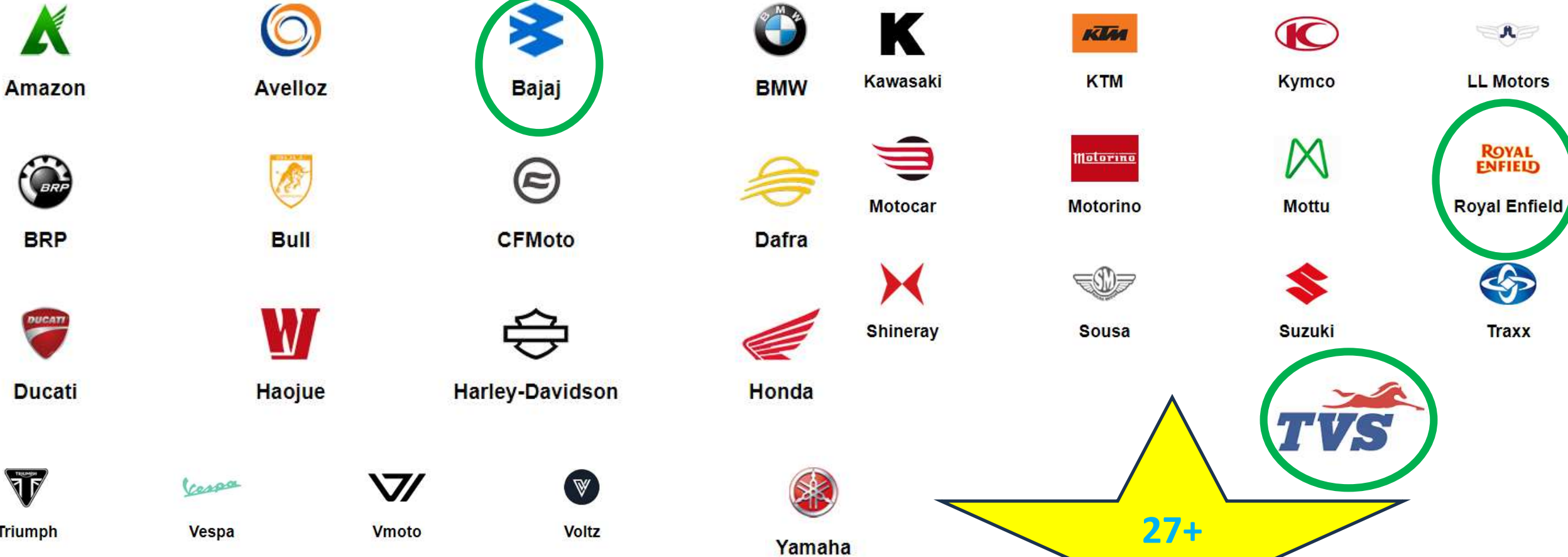
Telephone number: +5541987894425

Emails: Contact@bicqoglobal.com

Website: <https://bicqoglobal.com/>

Two-wheeler market details in Brazil.

Two-Wheelers: Indian two-wheeler manufacturers, including **Bajaj Auto** and **TVS Motor** Company, have also exported motorcycles and scooters to Brazil. **Bajaj** Pulsar, Bajaj Discover, and TVS Apache are some of the popular models exported to Brazil.



27+ Brands

RANKING BY BRAND

Sales

Vs

2023

2022

Acumulado



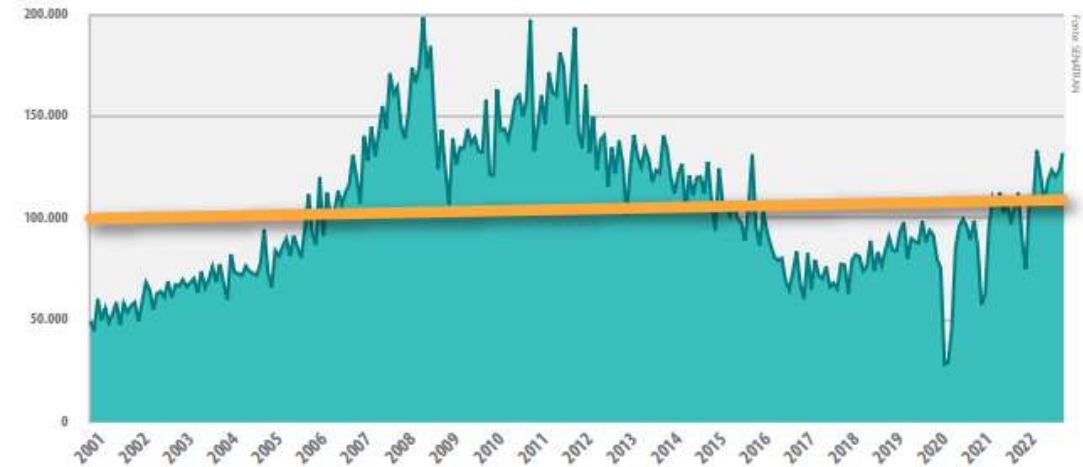
	Fabricante	Quant.	Part.
1°	HONDA	1.032.377	75,79%
2°	YAMAHA	222.463	16,33%
3°	SHINERAY	21.992	1,61%
4°	BMW	12.707	0,93%
5°	ROYAL ENFIELD	10.126	0,74%
6°	KAWASAKI	9.037	0,66%
7°	HAOJUE	8.913	0,65%
8°	AVELLOZ	7.767	0,57%
9°	MOTTU	6.066	0,45%
10°	DAFRA	5.616	0,41%
11°	TRIUMPH	5.212	0,38%
12°	TVS	5.189	0,38%
13°	VOLTZ	4.546	0,33%
14°	H.DAVIDSON	2.032	0,15%
15°	SUZUKI	1.307	0,10%
16°	DUCATI	1.098	0,08%
17°	BULL	811	0,06%
18°	SOUSA	521	0,04%
19°	AMAZON	490	0,04%
20°	GCX	268	0,02%
21°	KYMCO	266	0,02%

Acumulado



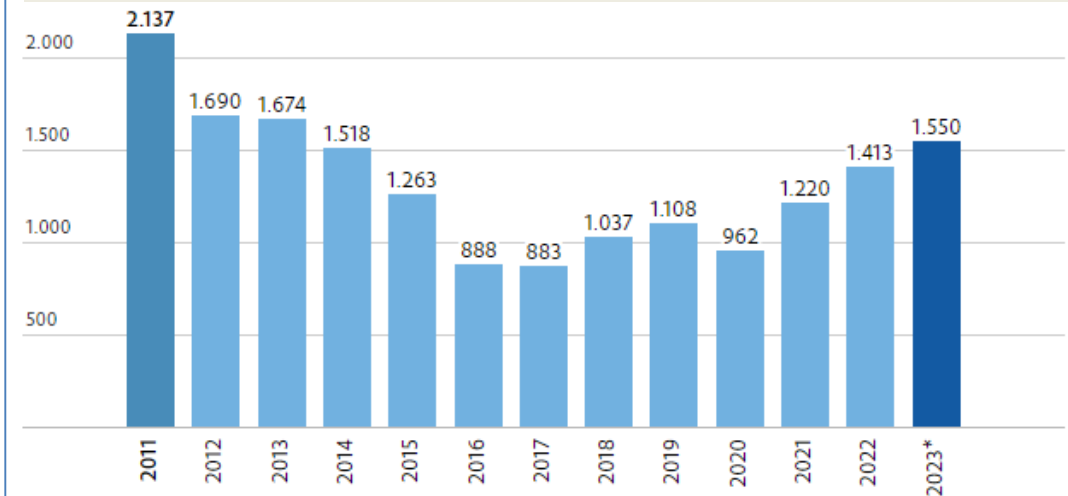
	Fabricante	Quant.	Part.
1°	HONDA	453.953	71,00%
2°	YAMAHA	122.421	19,15%
3°	MOTTU	17.273	2,70%
4°	SHINERAY	10.177	1,59%
5°	HAOJUE	6.051	0,95%
6°	BMW	5.421	0,85%
7°	ROYAL ENFIELD	4.602	0,72%
8°	AVELLOZ	3.422	0,54%
9°	KAWASAKI	3.211	0,50%
10°	DAFRA	2.563	0,40%
11°	TRIUMPH	2.500	0,39%
12°	VOLTZ	1.254	0,20%
13°	BAJAJ	1.184	0,19%
14°	SUZUKI	712	0,11%
15°	H.DAVIDSON	692	0,11%
16°	DUCATI	483	0,08%
17°	BULL	362	0,06%
18°	ZONTES	305	0,05%
19°	GCX	301	0,05%
20°	SOUSA	230	0,04%
21°	TVS	213	0,03%

Historical Series of Sales Month by Month - 2001 to 2022



Even with the drop that occurred in 2022, the growth trend in the equipment sector is very clear when we look at the graph.

Production of motorcycles between 2011 to 2023* Unit in thousands













* Projeção Fonte: Abraciclo











FONTE / SOURCE: ANFAVEA

NOTAS / NOTES: 1. Faturamento sem impostos. / Tax free revenue. 2. Valores convertidos em dólar pela taxa média de cada ano. / Real prices converted into dollars using the average exchange rate of each year.








Top-selling motorcycle brands in 2022

Pos. ↕	Marca ↕	Jan ↕	Fev ↕	Mar ↕	Abr ↕	Mai ↕	Jun ↕	Jul ↕	Ago ↕	Set ↕	Out ↕	Nov ↕	Dez ↕	Total ▼
1º	 Honda	67.444	54.706	82.530	83.221	103.577	94.408	81.275	89.327	95.231	91.402	92.121	96.499	1.031.741
2º	 Yamaha	16.953	13.795	19.365	16.683	19.747	17.674	16.854	18.708	18.769	19.133	20.614	23.849	222.144
3º	 Shineray	1.340	1.226	1.796	1.764	2.212	2.057	2.020	2.036	1.790	1.683	1.686	1.518	21.128
4º	 BMW	544	723	983	902	1.223	1.199	1.135	1.266	1.180	1.091	1.324	894	12.464
5º	 Mottu				1	2	163	876	1.317	1.226	1.591	2.531	3.548	11.255
6º	 Royal Enfield	474	538	795	729	1.167	836	901	1.047	965	1.010	827	835	10.124
7º	 Haojue	331	345	705	660	803	779	799	934	705	863	992	1.006	8.922
8º	 Kawasaki	575	662	797	694	818	678	802	828	682	770	708	816	8.830
9º	 Aveloz	363	465	673	744	965	718	635	676	583	683	641	609	7.755
10º	 Dafra	267	318	552	591	775	574	564	420	392	306	382	368	5.509

Top-selling motorcycle brands in 2022

Pos. ↕	Marca ↕	Jan ↕	Fev ↕	Mar ↕	Abr ↕	Mai ↕	Jun ↕	Jul ↕	Ago ↕	Set ↕	Out ↕	Nov ↕	Dez ↕	Total ▼
11°	 Triumph	360	303	371	389	513	567	513	439	394	373	426	467	5.115
12°	 Voltz	321	522	514	471	611	300	233	261	431	245	141	488	4.538
13°	 Harley-Davidson	150	104	179	194	190	166	180	165	148	130	99	117	1.822
14°	 Suzuki	54	56	140	88	117	108	108	108	113	86	74	99	1.151
15°	 Ducati	71	50	89	110	77	100	104	57	39	73	54	49	873
16°	 Bull	36	37	48	59	55	108	120	104	65	45	50	50	777
17°	 Sousa	41	39	57	34	47	47	46	28	32	37	21	21	450
18°	 Amazon									139	195	42	6	382
19°	 Traxx	17	30	26	22	26	27	19	17	21	10	14	14	243
20°	 Kymco	30	34	39	25	26	25	17	22	7	2	5	3	235

Top-selling motorcycle brands in 2022

Pos. ⬆	Marca ⬆	Jan ⬆	Fev ⬆	Mar ⬆	Abr ⬆	Mai ⬆	Jun ⬆	Jul ⬆	Ago ⬆	Set ⬆	Out ⬆	Nov ⬆	Dez ⬆	Total ▼
21°	 KTM	12	11	8	8	14	10	13	10	16	6	9	5	122
22°	 Vespa	16	4	14	13	10	11	7	15	4	2	1	2	99
23°	 Wuyang Wuyang	27	15	15	11	17	9							94
24°	 Motorino	7	1	3	1	6	13	31				23		85
25°	 Vmoto	3	2	30	31	3						2		71
26°	 Bajaj												25	25
27°	 Motocar					1			1	1				3

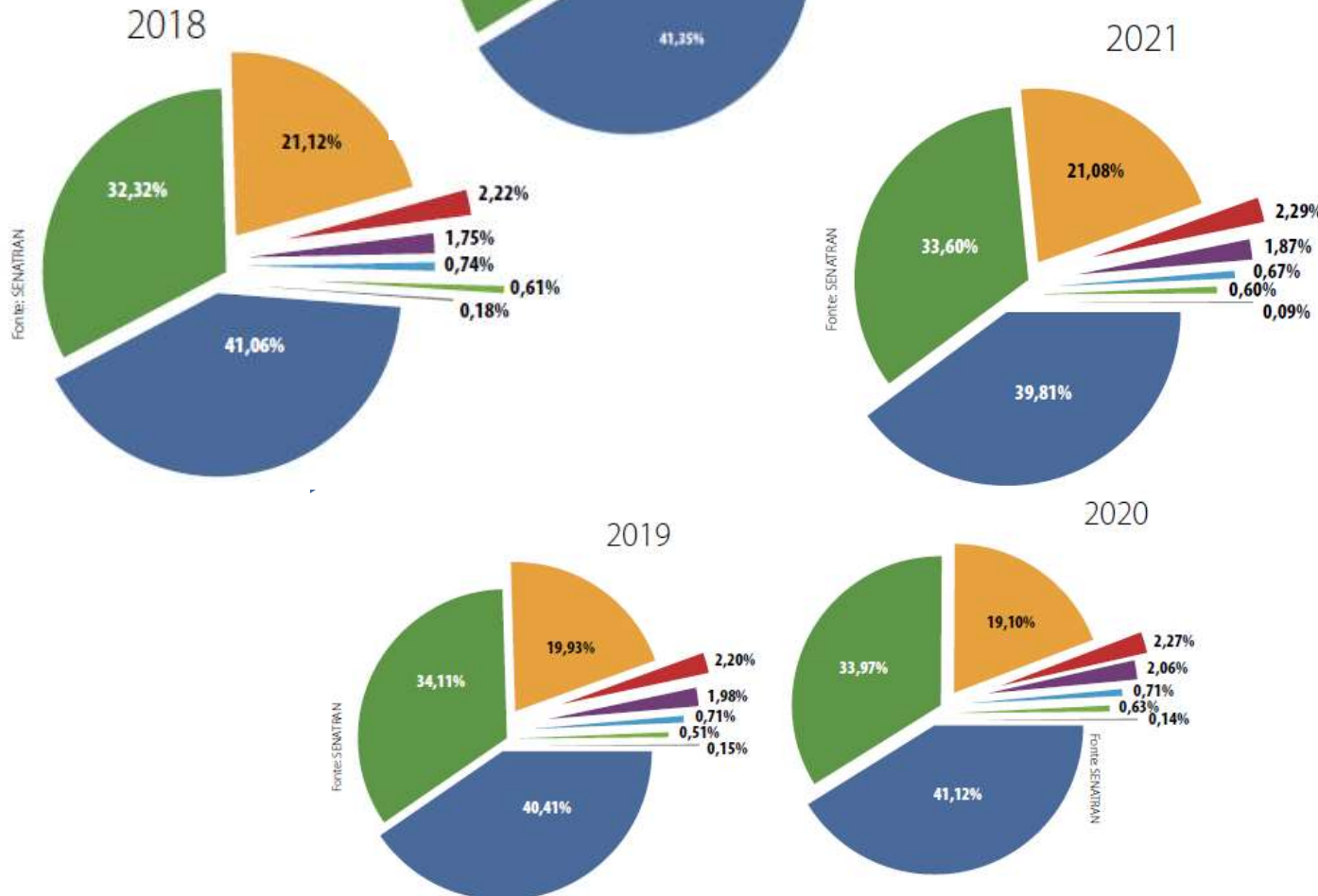
License plates for motorcycles and brands in Brazil



Ano ▼	Jan ◆	Fev ◆	Mar ◆	Abr ◆	Mai ◆	Jun ◆	Jul ◆	Ago ◆	Set ◆	Out ◆	Nov ◆	Dez ◆	Total ◆
2023	110.294	100.259	145.514	120.328	160.801								637.196
2022	89.436	73.986	109.729	107.445	133.002	120.577	107.252	117.786	122.933	119.736	122.787	131.288	1.355.957
2021	85.514	57.159	62.006	94.397	110.127	106.445	112.292	102.392	108.560	96.754	106.179	111.944	1.153.769
2020	91.346	79.554	75.046	28.184	29.042	45.688	84.787	95.597	99.118	95.695	89.023	98.318	911.398
2019	90.169	83.762	83.499	92.978	97.535	79.611	89.580	88.131	87.363	97.942	92.873	93.446	1.076.889
2018	75.927	62.562	78.810	81.563	79.918	73.522	75.725	88.097	73.604	82.927	76.273	83.320	932.248
2017	67.064	60.041	82.292	64.472	78.793	71.186	69.768	75.716	65.417	67.582	64.634	76.348	843.313
2016	91.622	84.200	101.023	91.458	81.752	79.522	79.086	79.303	68.854	64.077	72.285	82.901	976.083

Percentage Evolution by Subsegments - 2018 to 2022 in Brazil

- CITY
- NAKED/ROADSTER
- TOURING
- CUSTOM
- TRAIL/FUN
- SCOOTER/CUB
- MAXTRAIL
- SPORT

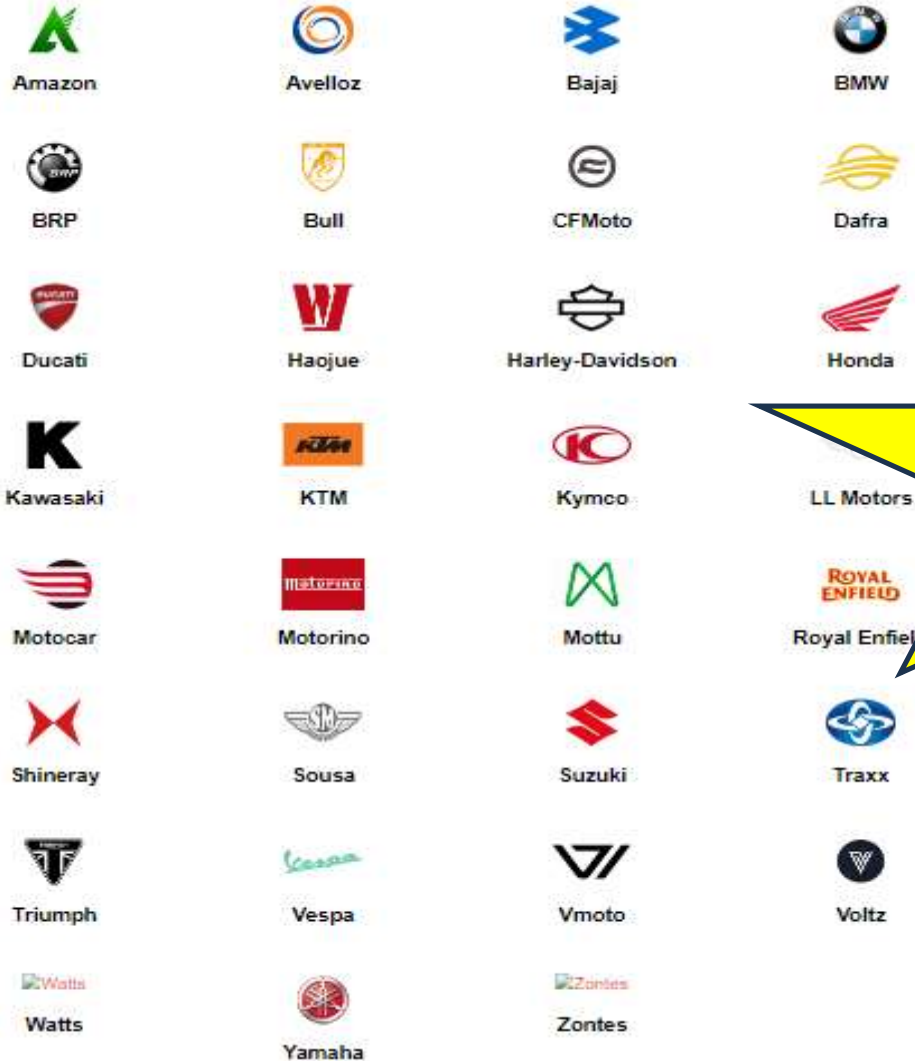


Brazil Two-Wheeler Market, by Engine Capacity:

- <100cc
- 100-125cc
- 126-250cc
- 250-500cc
- >500cc
- Note: above 500 cc are liquid-cooled motorcycles

Two-wheelers IC engines or EVs mainly

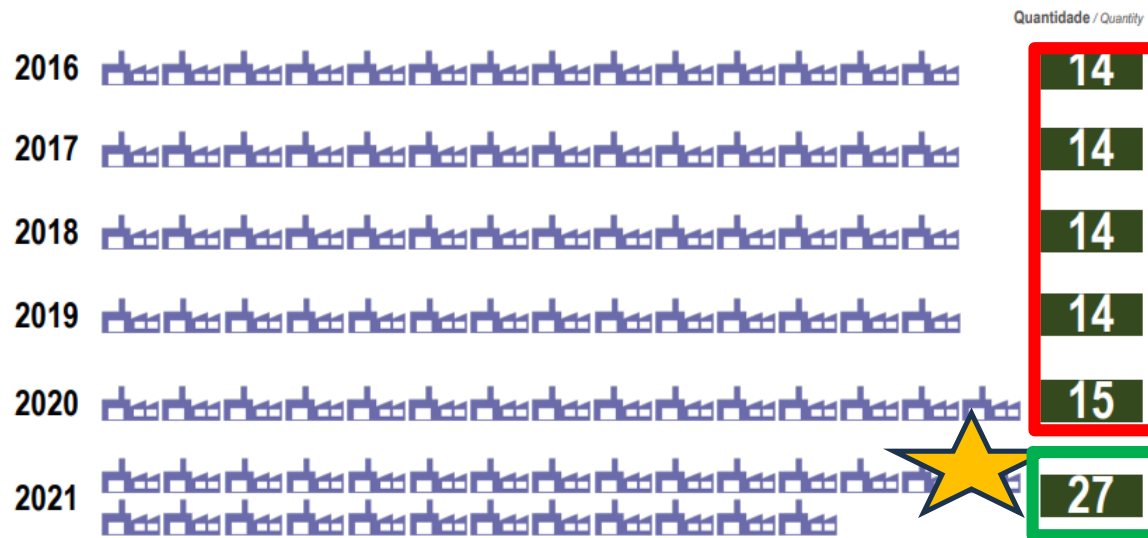
IC Engine Brands



EV Brands



Number of Two Wheel companies Brazil

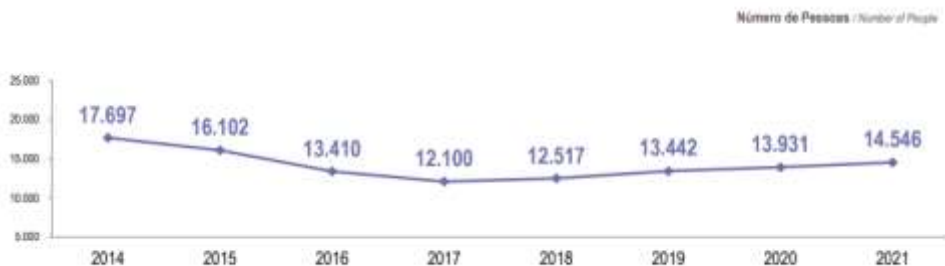


PIM = Polo Industrial de Manaus (Amazônia) / Manaus Industrial Pole (Amazon)

Two Wheel Imports by Origin (2016-2021)

Países / Countries	2016	2017	2018	2019	2020	2021
Américas / Americas						
Brasil / Brazil	-	-	20	-	-	-
Canadá / Canada	-	-	-	1	-	-
Estados Unidos / United States	726	69	384	233	33	149
Panamá / Panama	-	-	-	-	-	165
México / Mexico	-	-	-	-	1	-
Uruguai / Uruguay	-	96	-	-	-	-
Ásia / Asia						
China / China	32.715	13.176	37.951	203.836	112.360	148.225
Hong Kong / Hong Kong	177	4	46	2.568	887	1.852
Bangladesh / Bangladesh	-	-	-	-	-	1
Índia / India	32	1.014	420	1.703	2.451	7.480
Indonésia / Indonesia	-	1	3	6	-	2
Israel / Israel	2	-	-	-	-	-
Japão / Japan	899	338	1.101	1.794	782	827
Macao / Macao	-	-	-	44	-	-
Tailândia / Thailand	14	11	3	9	1	4
Taiwan (Formosa) / Taiwan	402	558	253	1.458	1.426	318
Vietnã / Vietnam	3	-	1	-	-	1






Workforce in The Two Wheel Sector



Imports Ranking by Origin (2016-2021)

	2016		2017		2018		2019		2020		2021	
	Países / Countries	Unidades / Units	Países / Countries	Unidades / Units	Países / Countries	Unidades / Units	Países / Countries	Unidades / Units	Países / Countries	Unidades / Units	Países / Countries	Unidades / Units
1º	China / China	32.892	China / China	13.180	China / China	37.997	China / China	206.544	China / China	112.360	China / China	148.225
2º	Japão / Japan	899	Índia / India	1.014	Japão / Japan	1.101	Japão / Japan	1.794	Índia / India	2.451	Índia / India	7.480
3º	Estados Unidos / United States	726	Taiwan / Taiwan	558	Áustria / Austria	427	Índia / India	1.703	Taiwan / Taiwan	1.426	Hong Kong / Hong Kong	1.852
4º	Taiwan / Taiwan	402	Japão / Japan	338	Índia / India	420	Taiwan / Taiwan	1.458	Hong Kong / Hong Kong	887	Japão / Japan	827
5º	Áustria / Austria	209	Áustria / Austria	256	Estados Unidos / United States	384	Áustria / Austria	422	Japão / Japan	782	Áustria / Austria	414











Total revenue in US\$

	2016	2017	2018	2019	2020	2021	2022 ^e
 Faturamento estimado da indústria de autopeças¹ (US\$ milhões) Estimated total revenue of the Auto parts industry ¹ (US\$ million)	30.965,4	39.956,9	41.571,5	40.664,2	29.604,8	39.930,7	45.254,8
 Variação anual Annual variation	-1,8%	29,0%	4,0%	-2,2%	-27,2%	34,9%	13,3%
 Faturamento das empresas associadas ao Sindipeças¹ (US\$ milhões) Total revenue of Sindipeças member companies ¹ (US\$ million)	20.042,0	26.068,5	29.452,2	28.347,2	19.989,5	27.705,1	31.406,4
 Variação anual Annual variation	-6,5%	30,1%	13,0%	-3,8%	-29,5%	38,6%	13,4%
 Variação anual da taxa média de câmbio Annual average exchange rate variation	4,3%	-8,4%	14,5%	7,9%	30,7%	4,6%	-4,3%

Revenue by sales channel

	 Montadoras Assemblers	 Reposição Aftermarket	 Exportação Export	 Intrasetorial Intrasectorial
2015	60,9%	18,8%	14,7%	5,6%
2016	61,8%	18,2%	14,2%	5,9%
2017	62,8%	18,1%	12,8%	6,3%
2018	61,1%	17,7%	15,3%	6,0%
2019	64,4%	17,1%	13,2%	5,3%
2020	62,1%	19,4%	13,1%	5,4%
2021	63,4%	18,6%	12,9%	5,1%
2022^e	64,2%	19,0%	11,9%	4,9%

Representativeness of imports by country

	2021	2022
Total de importações (US\$ milhões) Total value (US\$ million)	18.034,0	19.589,1
 China China	15,6%	16,3%
 Estados Unidos United States	11,5%	12,4%
 Alemanha Germany	10,7%	9,9%
 Japão Japan	9,0%	8,6%
 México Mexico	6,6%	6,8%
 Itália Italy	6,6%	5,5%
 Argentina Argentina	4,9%	5,3%
 Coreia do Sul South Korea	5,0%	5,1%
 Tailândia Thailand	3,9%	3,9%
 Índia India	3,0%	3,6%
Outros países Other countries	23,2%	22,6%

Auto parts trade balance



Contact us

BUILDING INTERNATIONAL CONNETIONS LTDA

Telephone number: +5541987894425

Emails: Contact@bicgoglobal.com

Website: <https://bicgoglobal.com/>