

## Motorcycle business grows steadily

Between 2005 and 2010 imports of motorcycles grew at an annual average rate of 39.6% from U.S. \$ 34 million in 2005 to U.S. \$ 180 million in 2010. By the end of 2011, according to the latest market study of Motorcycles & Three-Wheeler vehicles conducted by MAXIMIXE, the forecast in total imports of motorcycles to reach U.S. \$ 195.1 million (260 thousand units), representing an increase of 8, 4% compared to 2010. A slower growth is expected in 2011. In 2010, there was an improvement of 58.9%-, due to statistical effect compared with a very good year in 2010 and slower growth in domestic demand. For the following years, it is expected that imports of motorcycles will continue to grow steadily due to the need for alternative means of transport in cities as they are clearly becoming growing metropolitan places such as: Lima, Piura, Iquitos, Tarapoto and other provinces. Many companies, among which it is worth mention: pharmacy chains, courier services, security services, fast food companies and people themselves, are finding as an alternative for transport, the use of motorcycles.



Between January and May 2011 total imports of new motorcycles (conventional and three-wheeler) totaled U.S. \$ 68.6 million (92,067 units), representing an improvement of 19.3% over the same period in 2011 due to higher three-wheeler purchases (37.4%) and conventional motorcycles (13.2%). As for the structure of imports, this shows that the motorcycle purchases were \$ 48.6 million (70.9% share), while imports of three-wheelers reached U.S. \$ 19.9 million (29.1% of participation). Between January and May 2011, the largest importer of motorcycles was Crossland Motos with a share of 19.6%, followed by Honda Selva del Peru (10.8% share), Xin Wan Group (10.1% share) and Honda del Peru (7.5% share). It should also be noted that the main source of imports were China (70.2% share), followed by India (24.7% participation).