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# Powersports



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# ABS Required on New PTWs Sold in Taiwan from 2019

By QUINCY LIANG



Many high-end motorcycle models now equipped with ABS, which will be required on all 125-plus cc scooters sold in Taiwan from 2009. (Photo from Bosch Motorcycle)

The Taiwanese government's recent announcement to require all new motorcycles and scooters produced sold on the island from 2019 to be equipped with either an anti-lock brake system (ABS) or combined brake system (CBS) is expected to raise a tsunami in Taiwan's powered two-wheeler (PTW) industry, some industry experts forecast.

The Ministry of Transportation and Communications (MOTC) recently introduced rules requiring all new PTWs sold in Taiwan to be have ABS (on models with engine displacements over 125cc), or CBS (also called a linked braking system, or LBS, for under 124cc models). The new regulation is expected to reduce injuries from PTW accidents but will increase the production costs and retail prices of PTWs, potentially causing headwinds for new-PTW sales.

A local PTW vendor estimates ABS costs at between NT\$12,000 and NT\$20,000 (US\$400 and US\$667) and CBS costs at about NT\$3,000 (US\$100). With the ABS, the end price for a medium- to high-level 125cc gasoline scooter is expected to outstrip NT\$100,000 (US\$3,333), dampening mainstream demand for quite some time.

Some local PTW vendors have complained that the government's ABS/CBS rule follows similar regulations in some European nations. However, while ABS may be needed on PTWs in European riding environments, they may not be necessary in Taiwan. The new regulation will reduce demand for new PTWs as most buyers are in a relatively lower-income group. The vendors warned that the industry could be the victim.

In Taiwan, the greatest majority of PTWs (and especially scooters) are

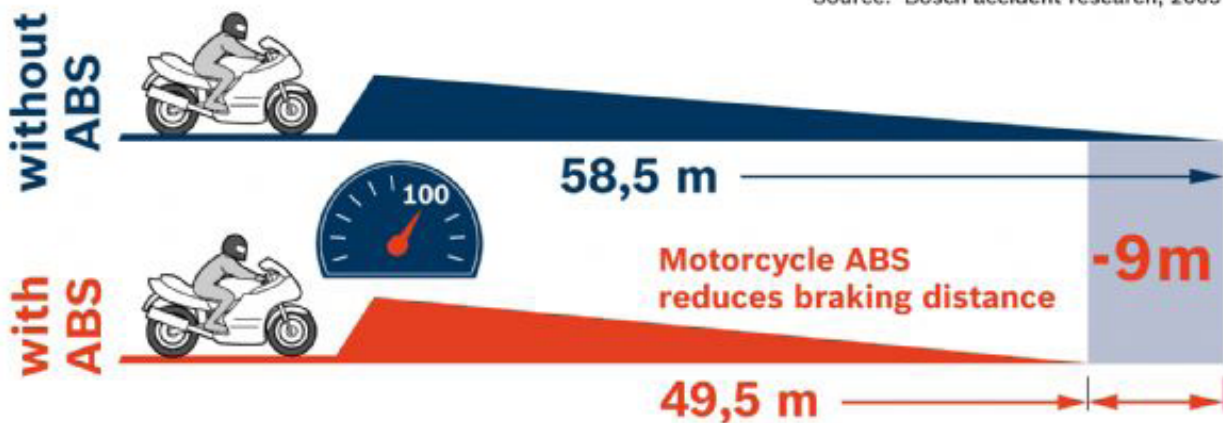
used for short-distance commuting, the vendor said, so the new-PTW sales concentrate mainly in the under-150cc segment. There is already a speed limit for the under-150cc PTWs, they explained, and the ABS maybe a bit excessive, because in the greatest majority of cases, the vehicle is stopped before the ABS is activated.

A previous case quoted by local PTW vendors to describe the possible heavy impact on local PTW industry is the increasingly stringent emission standard. Taiwan put the fifth-stage emission standard into effect in 2009,

## Improved safety with motorcycle ABS



Source: Bosch accident research, 2009



Source: Austrian Safety and Prevention Board, 2002

The Bosch motorcycle ABS enables motorcyclists to brake much more safely because it prevents the wheels from locking. As well as preventing falls, this also considerably reduces braking distance. (Photo from Bosch)

requiring all PTWs sold on the island to be with the electronic fuel-injection (EFI) system. The compulsory standard ramped up the end prices of a general 125cc scooter from about NT\$50,000 (US\$1,667) to higher than NT\$70,000 (US\$2,333), scared away many new-PTW buyers. The result was: in 2009, sales of new PTWs in Taiwan suddenly plunged from about 800,000 units in 2008, to only about 500,000, and the impact was even heavier on locally produced models. Such phenomenon was called as the first tsunami on local PTW industry by vendors, most of whom suffered losses in 2009.

Domestic PTW sales, then, began gradually recovering from the bottom in the following years of 2009, to about 541,000 units in 2010, 606,000 in 2012, and 674,000 in 2014, as consumers began adapting to the higher price tags. However, industry experts' forecast that the new rules might drive domestic new-PTW sales down to a new low of about 400,000 units a year, which could "suffocate" the over industry again.

Industry sources point out that Bosch of Germany started to develop motorcycle ABS at the end of the 1980s, basing it on a system designed for passenger cars. The first systems finally rolled off the production line in 1994. They were installed in Suzuki police bikes in Japan. In the following years, volumes grew only slowly. This changed in 2009. First of all, interest in safety technology picked up and, second, Bosch launched its

new flagship Generation 9. For the first time, this was a solution that was not derived from passenger-car technology, but instead developed specifically for use in motorcycles. The result was high performance at half the size and weight of the predecessor generation. Demand exceeded all expectations. As a result, production has risen by an annual average of more than 50% since 2009. In 2013 alone, roughly 350,000 systems have been manufactured. Now, every fourth motorcycle made in Europe has ABS on board. Bosch says that there is currently no sign that this dynamic growth will end. [CENS](#)



# Sales of New PTWs in Taiwan Hit 30-month High in June

By QUINCY LIANG

As result of major vendors' successful efforts in lowering inventory level at their distributors, sales of new powered two-wheelers (PTWs) in Taiwan continued a recovering trend in June by increasing 9.99 percent in June from a year earlier, or year-on-year (YoY), and 6.6 percent from the previous month, or month-on-month (MoM), to 70,743 units (55,346 units sold in May), according to statistics compiled by the Ministry of Transportation and Communications (MOTC).

Industry sources revealed a common practice among most bigger PTW distributors on the island that distort market reality, by pre-licensing new PTWs to inflate sales volume just to win higher sales bonus from vendors, and then selling the so-called "new-secondhand" models at lower prices to consumers. Such clever strategy, despite artificially boosting distributors' sales volume, however does not show real sales in the overall market. After several months of policy adjustment by vendors, Taiwan's new-PTW market is regaining normality in operations.

Major PTW vendors are very optimistic toward the overall market, based on not only continued sales rebound in May and June, as well as the upcoming traditional peak season from July to September, the summer break for students who may buy PTWs before starting the fall term, coupled with fresh college graduates who may also buy PTWs to start work. Some companies forecast that as many as 75,000 new PTWs are expected to be sold in July.

New PTW Sales in Taiwan (Jan. - June, 2015)				
Maker	June (May) Volume	Market Share	YOY	Jan.-June. Volume
KYMCO	29,576 (22,627)	41.8%	1.79%	139,154
Yamaha Taiwan	21,582 (17,863)	30.5%	15.46%	54,061
SYM	11,713 (8,479)	16.6%	11.96%	99,566
PGO	7,872 (2,987)	11.1%	34.73%	40,097
Overall	70,743 (55,346)	100.0%	9.99%	332,868
Source: MOTC				

Kwang Yang Motor Co., Ltd. (KYMCO), the largest PTW vendor in Taiwan for the past 15 years by volume sold, retained its lead in June by delivering 29,576 new PTWs (22,627 units sold in May), up 1.79 percent YoY and 30 percent MoM, for a dominant market share of 41.8 percent (40.9 percent in May). Company president Ke Jun-bin expressed satisfaction about such sales performance, and is also optimistic towards sales in the coming peak season. In the first half, KYMCO delivered 139,154 new PTWs.

Industry insiders explained that the continued sales rebounds in May and June indicate that PTW vendors' efforts have effectively motivated local distributors to sell the inventory of "new-secondhand" models in the first five months, with the market beginning to return to normality in the past two months. In addition, they added, major vendors' launches of new models have advanced delayed replacement purchases, leading to the 30-month monthly-high volume sold in June (since October, 2010).

Several high-profile, new PTW models launched recently include the KYMCO VJR 125, SYM JET 125, Yamaha BW'S R, Yamaha Cyguns X (dual disc-brake version), etc., which are designed to pique interest of younger riders who are in summer vacation. Traditionally, sales in the domestic PTW market starts to simmer from July, as many school graduates, college freshmen, and new college graduates buy transportation vehicles until about September to prepare to return to school or start new career.

Sanyang Motor Co., Ltd. (SYM brand, formerly Sanyang Industry Co., Ltd.), which has yielded its long-term No. 2 position to Yamaha Taiwan since 2014, saw a clear improvement in June by registering the highest YoY volume growth of 15.46 percent among the top-3 players. SYM delivered 11,713 new PTWs in June to win market share of 16.6 percent. In the first half, the firm's new-PTW shipments in the domestic market totaled 54,061 units.

From early this year, Motive Power Industry Co. Ltd. (PGO brand) has performed like the proverbial surprising underdog by rapidly gaining increasingly higher market share with products featuring high cost-to-performance ratio, often equipped with higher-end equipment, better powertrain but priced similarly to same-class rivals. PGO has been the No. 4 PTW vendor in Taiwan for many years, but in June sold about 4,000 new PTWs, up 64 percent YoY, translating into



The new KYMCO VJR 125 boosts market share of the long-term No. 1 PTW vendor in Taiwan in June. (photo from KYMCO)

market share of 5.6 percent, the highest in recent years.

Industry insiders also noted that sales of imported PTWs also saw rapid growth in June, especially over-550cc models. About 900 550cc-plus PTWs were licensed in June, of which almost all being imported. Some industry observers expressed worries about the high share of imported models in the big-displacement segment, which is expected to affect sales of models launched by local vendors. Such anxiety may be unjustified since only KYMCO makes a 700cc model, so Taiwanese PTW makers simply are not targeting the big-displacement or 500cc-plus segment as the renowned brands including Yamaha, Kawasaki, Honda, Suzuki, Harley Davidson, Triumph, BMW, Ducati etc. [CENS](#)

A close-up, vertical photograph of a yellow motorcycle suspension spring. The spring is coiled and has a glossy finish. It is attached to a silver-colored metal component at the bottom, which has a small circular hole. The background is white.

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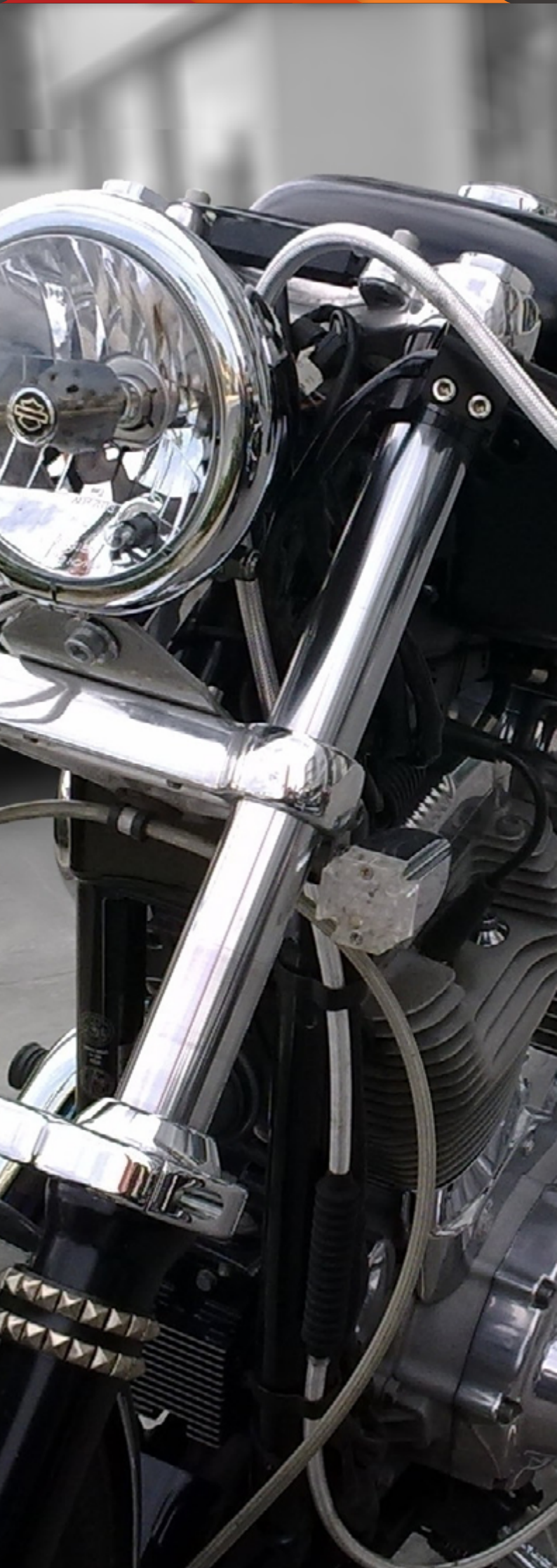
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