

# First European Cargo Bike Industry Survey

## Results

Brussels/Berlin, 6 July 2020

### 1. Sales growth of cargo bike brands

Question 1: „The total number of cargo bikes you sold in Europe in 2018 / 2019 / from January to April of 2020?“

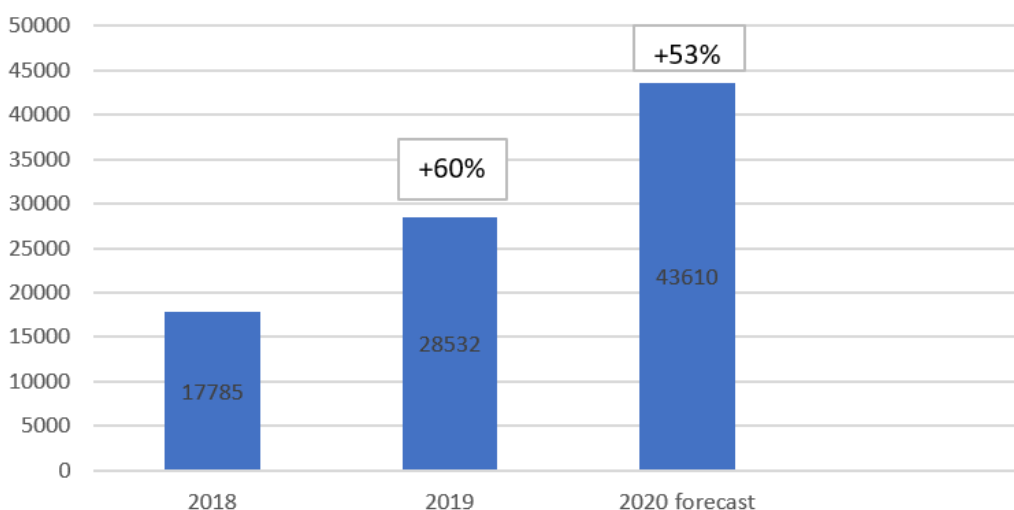
Question 2: „How many cargo bikes do you expect to sell in Europe for the whole year 2020?“

Results based on answers of 38 anonymous cargo bike brands (EU-based: 35, other European: 2, non-European: 1):

	2018	2019	2020 (Jan. - April)	2020 (based on expectation in May)	Growth 2018/2019	Growth 2019/2020 (expected)
<b>Combined sales</b>	17785	28532	13211	43610	60,43%	52,85%
<b>Brands by number of sales</b>						
0	7	2		0		
1 - 25	8	10		10		
26 - 50	4	4		6		
51 – 100	4	6		5		
101 – 500	7	8		8		
501 – 5000	8	6		6		
>5000	0	2		3		

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First European Cargo Bike Industry Survey- units sold by contributors



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## 2. Share of cargo bike types among sales of brands

Question: „Please, specify the share of different cargo bike types among your sales in Europe.“

Results based on answers of 38 anonymous cargo bike brands (EU-based: 35, other European: 2, non-European: 1):

	2018	2019	2020 (Jan. - April)
Number of answers	31	36	38
<b>2.1. Use case</b>			
Only/mainly for commercial use	51,01%	50,69%	51,26%
Only/mainly for private use	48,99%	49,31%	48,74%
<b>2.2. Electric assist</b>			
Non-motorized	30,87%	25,01%	25,58%
pedelec 25	46,42%	48,91%	51,72%
pedelec 45	1,07%	0,89%	1,03%
Other or unknown form of electric assist	21,65%	25,19%	21,67%
<b>2.3. Number of wheels</b>			
2 wheels	55,52%	51,62%	48,78%
3 wheels	43,37%	47,39%	51,22%
4 or more wheels	1,11%	0,99%	0,00%

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## 3. Main markets of cargo bike brands

Question: „What are your three main national markets in Europe? Select the first/second/third country.“

Results based on answers of 38 anonymous cargo bike brands (EU-based: 35, other European: 2, non-European: 1):

Countries	1st	2nd	3rd	All selections	Population (2017, m)
Germany	16	12	3	31	82,1
Denmark	4	1	1	6	5,7
United Kingdom	3	3	4	10	66,2
Netherlands	3	4	1	8	17
Belgium	2	2	5	9	11,4
France	2	2	4	8	64,8
Italy	2	1	2	5	59,4
Spain	2	0	0	2	46,4
Poland	2	0	0	2	38,2
Slovakia	1	2	1	4	5,4
Czech Republic	1	0	0	1	10,6
Austria	0	1	5	6	8,8
Switzerland	0	3	3	6	8,4
Sweden	0	2	1	3	9,9
Portugal	0	0	1	1	10,3
Norway	0	0	1	1	5,3
Ireland	0	1	0	1	4,8
<b>Number of answers</b>	<b>38</b>	<b>34</b>	<b>32</b>	<b>104</b>	

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## More information

- [News story](#)
- [CityChangerCargoBike webpage](#)

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