

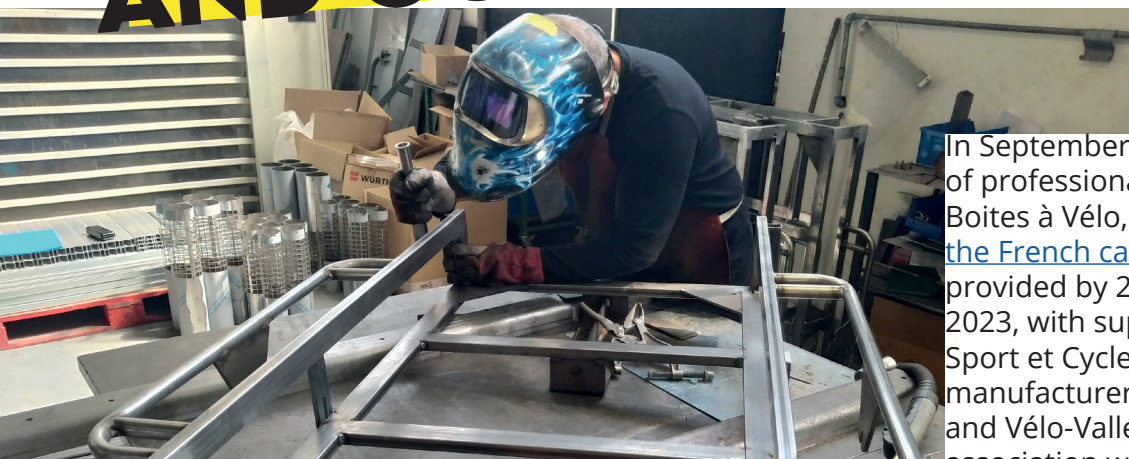


SURVEY OF FRENCH CARGO BIKE MANUFACTURERS

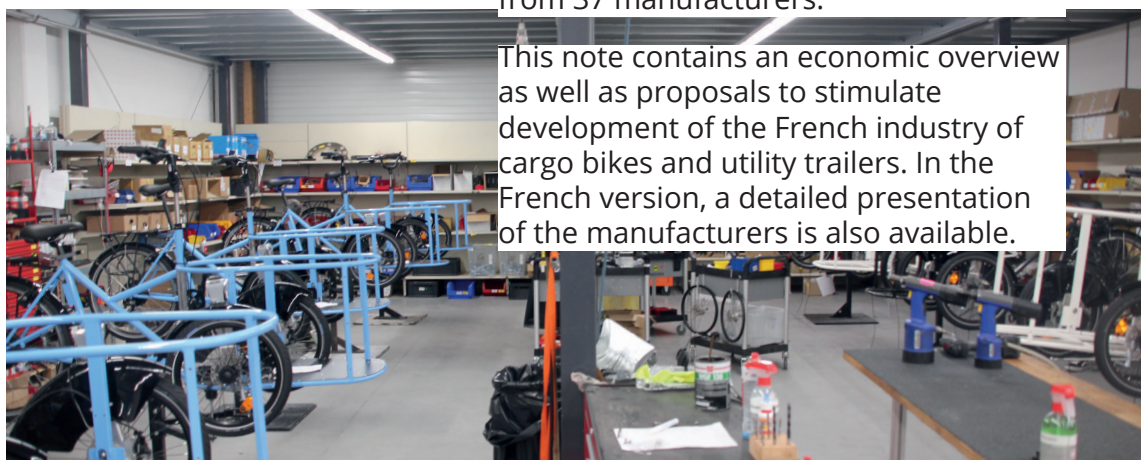
BUILDING ON A PROMISING FOUNDATION

2ND EDITION | APRIL 2023

BACKGROUND AND GOALS



In September 2021, the French union of professional cargo bike users, Les Boîtes à Vélo, published a first [note on the French cargo bike industry](#) with data provided by 26 manufacturers. In March 2023, with support from the Union Sport et Cycle (which represents cycle manufacturers) and the CARA, CYGO and Vélo-Vallée mobility clusters, the association was able to gather feedback from 37 manufacturers.

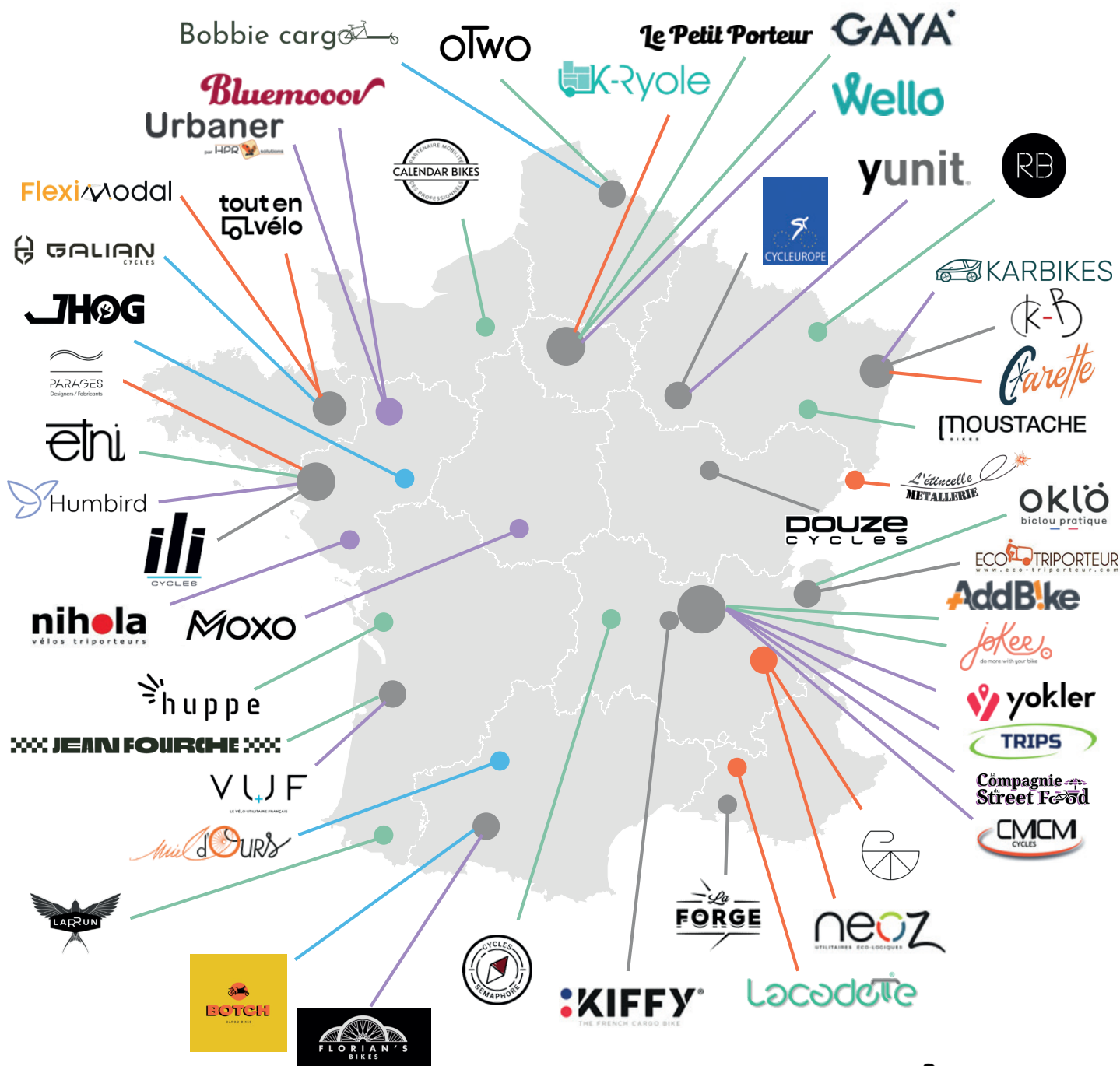


This note contains an economic overview as well as proposals to stimulate development of the French industry of cargo bikes and utility trailers. In the French version, a detailed presentation of the manufacturers is also available.



Definition of a cargo bike

A cycle designed to transport the rider as well as a load greater than 45kg. This also includes coupled cycles and trailers.



REAR-LOADER TWO-WHEELED (LONGTAILS) 

FRONT-LOADER TWO-WHEELED (BOX-BIKES) 

TRAILERS 

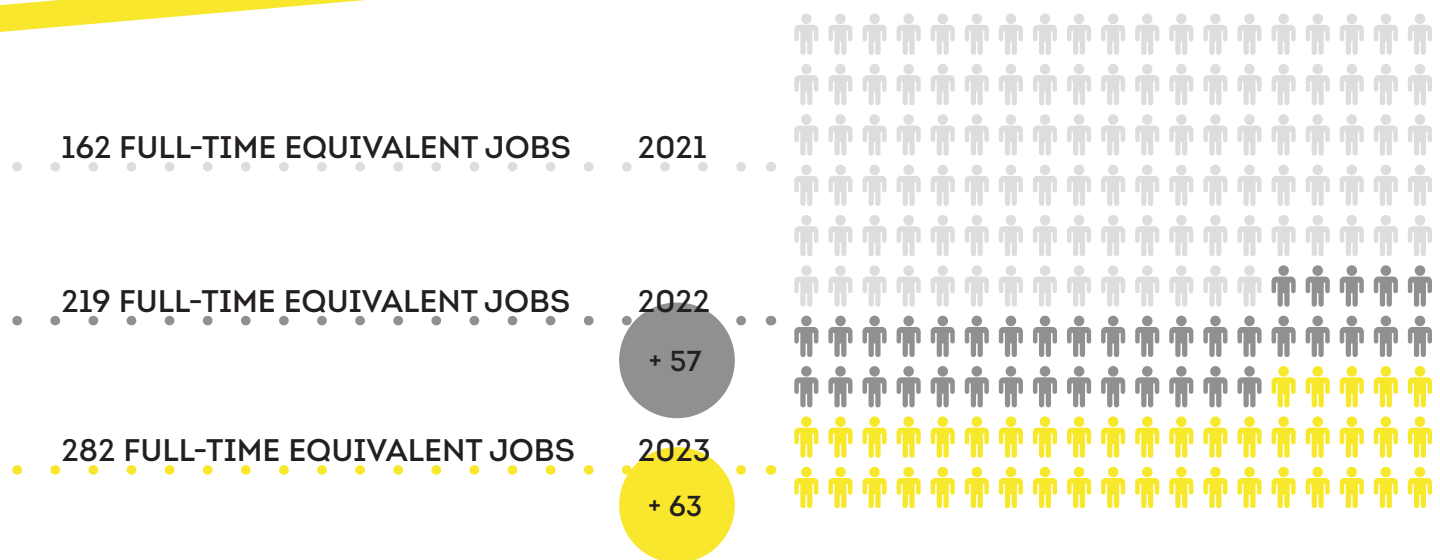
CARGO TRICYCLES / TRIKES 

MIXED

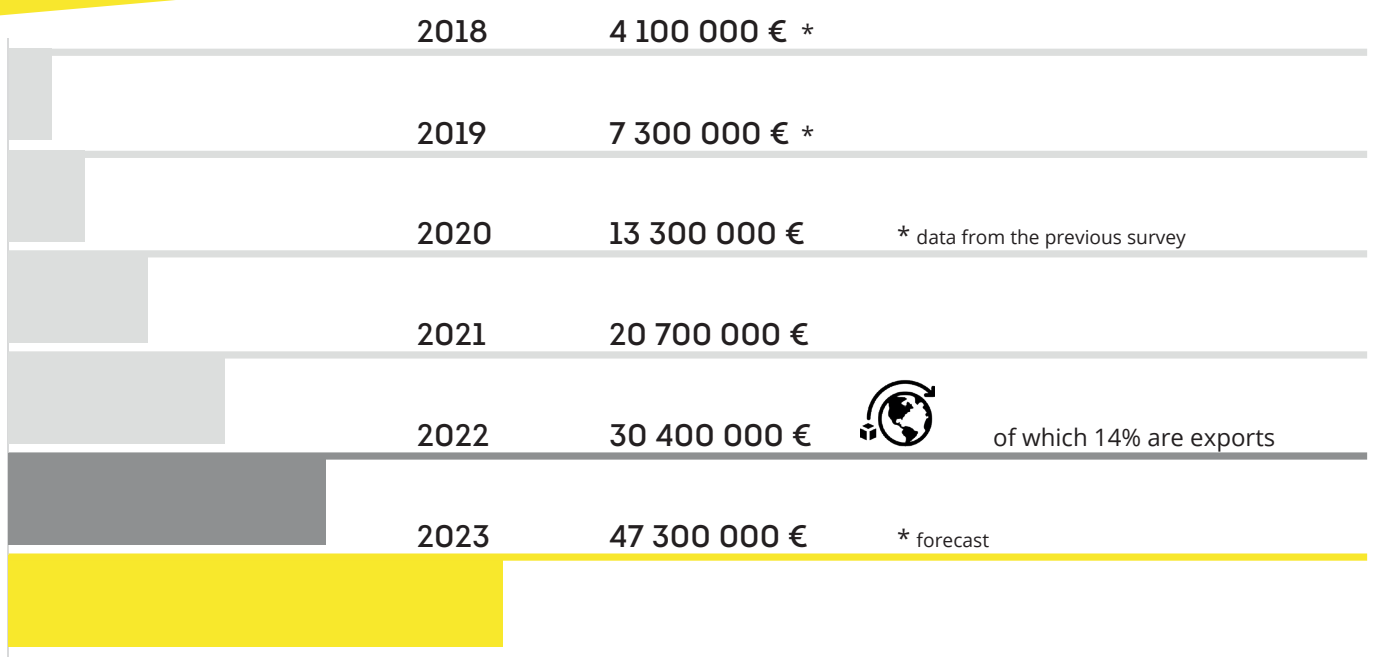
THE FRENCH CARGO BIKE INDUSTRY IN FIGURES

37 respondents out of 49 identified manufacturers

NUMBER OF DIRECT JOBS GENERATED BY THE INDUSTRY

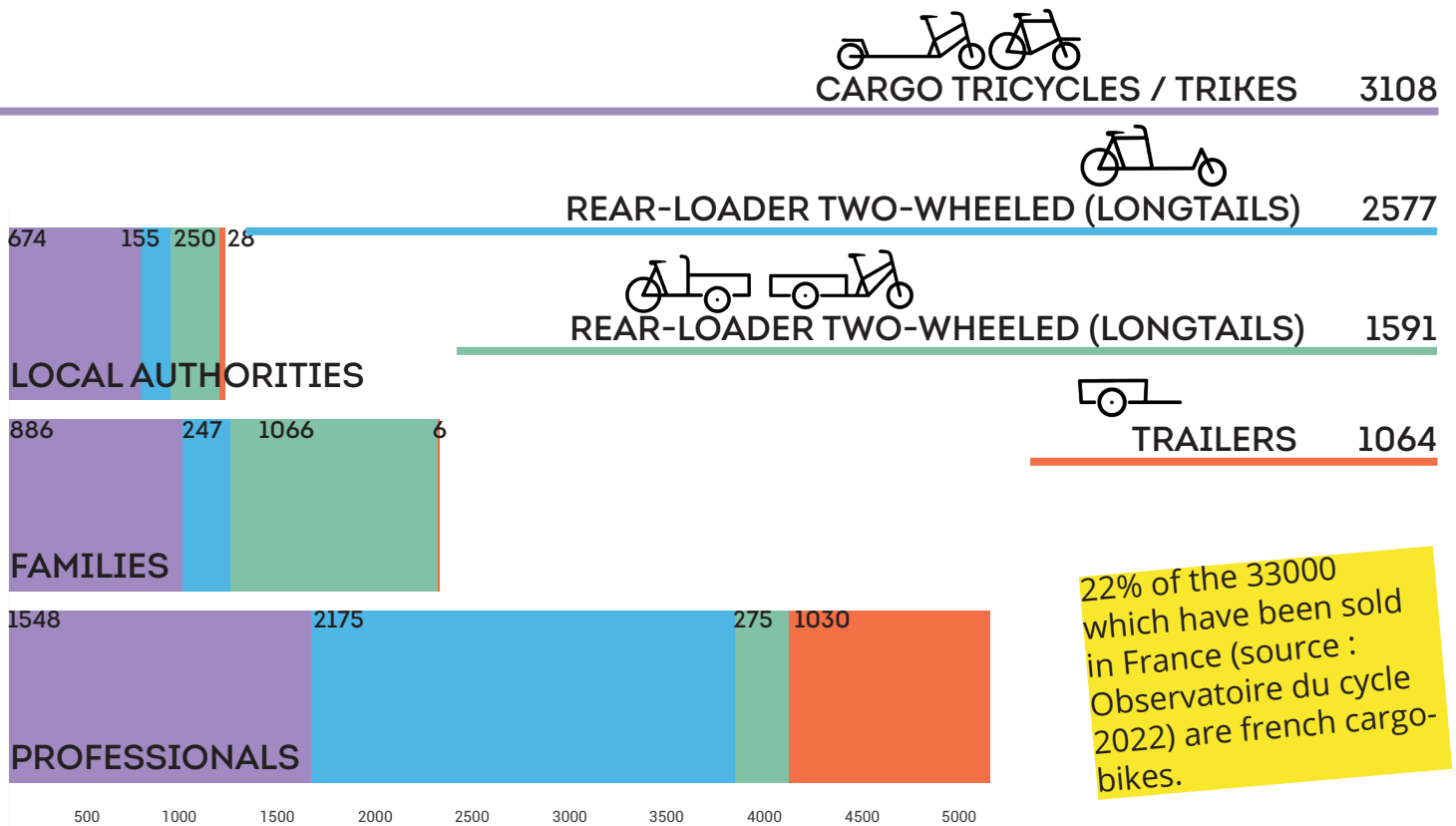


GROSS SALES OF THE SECTOR



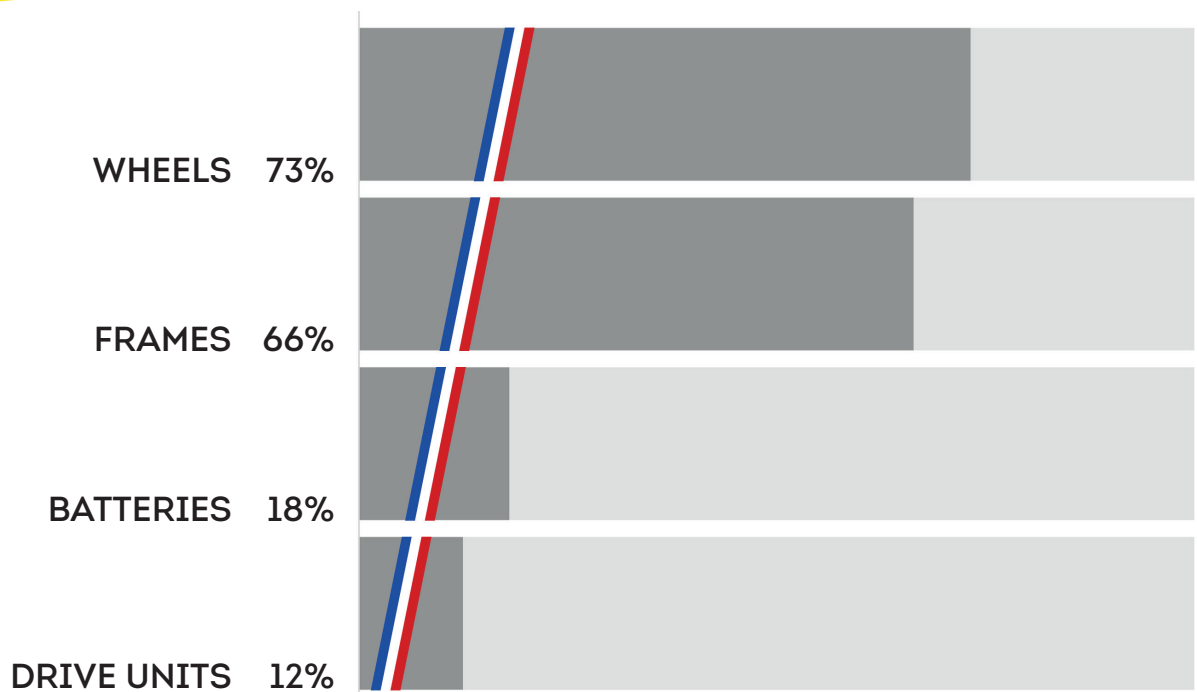
NUMBER OF CARGO-BIKES OR TRAILERS PRODUCED IN 2022

8339 cargo bikes made in France.



22% of the 33000 which have been sold in France (source : Observatoire du cycle 2022) are french cargo-bikes.

SHARE OF COMPONENTS PRODUCED IN FRANCE





7 PROPOSALS TO DEVELOP THE INDUSTRY

1 SUPPORT DEMAND FOR CARGO BIKES

Strongly encourage professional and family use of cargo bikes (through infrastructure, regulations, purchase incentives, raising awareness, training).

2 CONSOLIDATE THE INDUSTRY

Provide human and financial resources to the sector to help it structure itself, promote interconnections, and defend its interests in discussions on normalization.

3 RELOCATE ADDED VALUE

Develop manufacturing in France of cargo bike-specific frames and high value-added components. Inventory all companies in the sector. Propose a 'made in France' rating system to show the role of these companies in the development of French industry.

4 SCALE UP INVESTMENTS

Facilitate access to land, real estate, equipment, stock and industrialization engineering for manufacturers.

5 PROMOTE INNOVATION

Encourage innovation around cycle components and technologies. Recognize opportunities in the second hand and re-use markets.

6 ASSIST COOPERATION EFFORTS

Support initiatives such as purchasing cooperatives, cargo bike bench tests, and multi-stakeholder assembly plants.

7 HIGHLIGHT THE PROFESSION

Implement and promote certifications of professional cargo bike technicians.



STUDY PARTNERS



THE FRENCH ASSOCIATION LES BOÎTES À VÉLO

brings together the largest community of companies that use bicycles and cargo bikes to transport goods, people and services. It pursues a non-partisan objective of social utility and general interest, aimed at promoting the use of bicycles as the main mode of professional mobility in all branches and industries.

WITH THE SUPPORT OF

UNION SPORT ET CYCLE

is the leading professional organization of the Sport & Leisure sector in France. It represents among others the companies of the cycle industry and brings together, within a dedicated commission, distributors, retailers, service providers, manufacturers and brands.



CARA

European Cluster for mobility solutions, French cluster based in Auvergne-Rhône-Alpes in the centre east of France, comprises 430 members, including manufacturers, transport operators, universities, research and education centers. CARA also represents the PFA Automotive Industry and Mobilities.



CYGO

the union of cycle industry companies in the west of France, materializes the will of these companies to cooperate. CYGO's objective is to highlight the excellence of companies in the Brittany, Centre-Val de Loire and Pays de la Loire Regions, to accelerate the reindustrialization of these Regions, to boost innovation and to develop training and employment.



VÉLO VALLÉE

founded in 2018 at the initiative of companies and the investment agency of the Occitanie Region in southern France, brings together 45 members who share the same «velosophy»: in order to bring forward the French bicycle, it is better to pedal in a tight pack! The Vélo Vallée's vocation is to federate, represent and contribute to the development of all bicycle-related companies, by focusing on their economic and industrial development, quality of life, promotion of the territory and all cycling practices, sustainable development and innovation.



Vélo Vallée
CLUSTER OCCITANIE



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