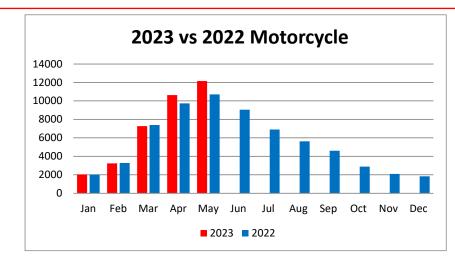
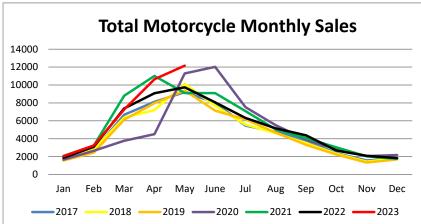
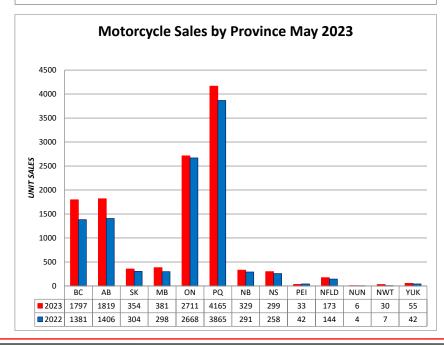


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RETAIL SALES
ANALYSIS
2023 May Edition



2024 Show Dates

Great News Coming Soon!

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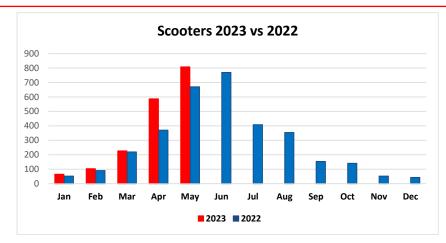
MMIC Statistics Report

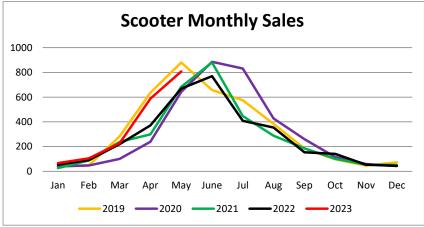
Retail Motorcycle Sales Report For the Month of May 2023

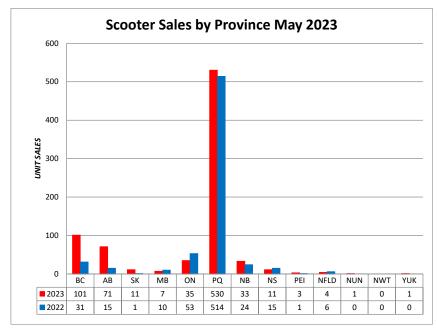
	Current Month	% of Volumes (CM)	Same Month LFY	% of Volumes (CM LY)	Unit Change	% Change	YTD	% of Volumes (YTD)	Prior YTD	% of Volumes (YTD LY)	Unit Change	% Change
British Columbia	1,797	14.79%	1,381	12.89%	416	30.12%	5,895	16.69%	5,852	17.66%	43	0.73%
Alberta	1,819	14.97%	1,406	13.13%	413	29.37%	5,529	15.65%	5,021	15.15%	508	10.12%
Saskatchewan	354	2.91%	304	2.84%	50	16.45%	1,024	2.90%	923	2.79%	101	10.94%
Manitoba	381	3.14%	298	2.78%	83	27.85%	1,103	3.12%	903	2.72%	200	22.15%
Ontario	2,711	22.31%	2,668	24.91%	43	1.61%	8,069	22.84%	7,904	23.85%	165	2.09%
Quebec	4,165	34.27%	3,865	36.09%	300	7.76%	11,323	32.05%	10,262	30.97%	1,061	10.34%
New Brunswick	329	2.71%	291	2.72%	38	13.06%	890	2.52%	829	2.50%	61	7.36%
Prince Edward Island	33	0.27%	42	0.39%	-9	-21.43%	105	0.30%	117	0.35%	-12	-10.26%
Nova Scotia	299	2.46%	258	2.41%	41	15.89%	845	2.39%	829	2.50%	16	1.93%
Newfoundland	173	1.42%	144	1.34%	29	20.14%	398	1.13%	378	1.14%	20	5.29%
Nunavut	6	0.05%	4	0.04%	2	50.00%	8	0.02%	7	0.02%	1	14.29%
Northwest Territories	30	0.25%	7	0.07%	23	328.57%	58	0.16%	32	0.10%	26	81.25%
Yukon	55	0.45%	42	0.39%	13	30.95%	84	0.24%	81	0.24%	3	3.70%
Provinces TOTAL	12,152	100.00%	10,710	100.00%	1,442	13.46%	35,331	100.00%	33,138	100.00%	2,193	6.62%



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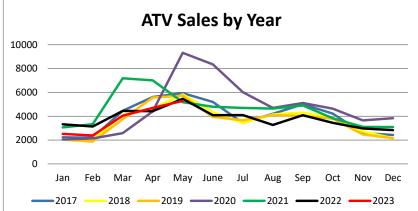
Retail Scooter Sales Report For the Month of May 2023

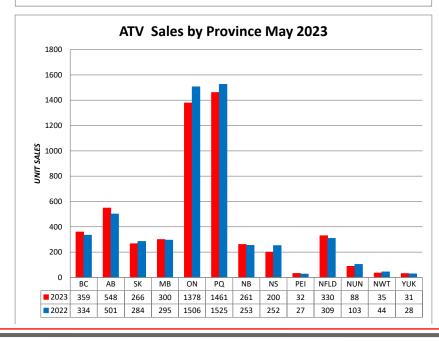
By Province	Current Month	% of Volume	Same Month LFY	% of Volume	Unit Change	% Change	YTD	% of Volume	Prior YTD	% of Volume	Unit Change	% Change
British Columbia	101	12.50%	31	4.63%	70	225.81%	260	14.51%	167	11.89%	93	55.69%
Alberta	71	8.79%	15	2.24%	56	373.33%	164	9.15%	92	6.55%	72	78.26%
Saskatchewan	11	1.36%	1	0.15%	10	1000.00%	18	1.00%	7	0.50%	11	157.14%
Manitoba	7	0.87%	10	1.49%	-3	-30.00%	37	2.06%	23	1.64%	14	60.87%
Ontario	35	4.33%	53	7.91%	-18	-33.96%	111	6.19%	107	7.62%	4	3.74%
Quebec	530	65.59%	514	76.72%	16	3.11%	1,082	60.38%	912	64.91%	170	18.64%
New Brunswick	33	4.08%	24	3.58%	9	37.50%	79	4.41%	58	4.13%	21	36.21%
Prince Edward Island	3	0.37%	1	0.15%	2	200.00%	4	0.22%	2	0.14%	2	100.00%
Nova Scotia	11	1.36%	15	2.24%	-4	-26.67%	19	1.06%	28	1.99%	-9	-32.14%
Newfoundland	4	0.50%	6	0.90%	-2	-0.3333	14	0.78%	9	0.64%	5	55.56%
Nunavut	1	0.12%	0	0.00%	1	/0	2	0.11%	0	0.00%	2	/0
Northwest Territories	0	0.00%	0	0.00%	0	/0	1	0.06%	0	0.00%	1	/0
Yukon	1	0.12%	0	0.00%	1	/0	1	0.06%	0	0.00%	1	/0



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COHV Statistics Report Retail OHV Sales Report For the Month of May 2023

	Current Month	% of Volume	Same Month LFY	% of Volume	Unit Change	% Change	YTD	% of Volume	Prior YTD	% of Volume	Unit Change	% Change
British Columbia	359	6.79%	334	6.12%	25	7.49%	1,274	6.73%	1,497	7.20%	-223	-14.90%
Alberta	548	10.36%	501	9.17%	47	9.38%	2,096	11.07%	1,875	9.01%	221	11.79%
Saskatchewan	266	5.03%	284	5.20%	-18	-6.34%	871	4.60%	845	4.06%	26	3.08%
Manitoba	300	5.67%	295	5.40%	5	1.69%	947	5.00%	939	4.51%	8	0.85%
Ontario	1,378	26.05%	1,506	27.58%	-128	-8.50%	5,380	28.41%	6,607	31.76%	-1,227	-18.57%
Quebec	1,461	27.62%	1,525	27.93%	-64	-4.20%	4,906	25.91%	5,498	26.43%	-592	-10.77%
New Brunswick	261	4.93%	253	4.63%	8	3.16%	951	5.02%	943	4.53%	8	0.85%
Prince Edward Island	32	0.61%	27	0.49%	5	18.52%	111	0.59%	152	0.73%	-41	-26.97%
Nova Scotia	200	3.78%	252	4.61%	-52	-20.63%	944	4.99%	999	4.80%	-55	-5.51%
Newfoundland	330	6.24%	309	5.66%	21	6.80%	1,044	5.51%	1,097	5.27%	-53	-4.83%
Northwest Territories	35	0.66%	44	0.81%	-9	-20.45%	101	0.53%	96	0.46%	5	5.21%
Yukon Territory	31	0.59%	28	0.51%	3	10.71%	72	0.38%	61	0.29%	11	18.03%
Nunavut	88	1.66%	103	1.89%	-15	-14.56%	237	1.25%	197	0.95%	40	20.30%
Province TOTAL	5,289	100.00%	5,461	100.00%	-172	-3.15%	18,934	100.00%	20,806	100.00%	-1,872	-9.00%



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Tips to help keep your property safe from high winds and hailstorms

Summer weather can be very unpredictable with storms and severe weather events arising with little to no warning. These extreme weather conditions can produce strong winds and hail causing devastating property damage. While no business is immune to the impacts of these losses, preventative maintenance coupled with a comprehensive risk management plan can help mitigate damage and minimize business interruptions when severe weather strikes.

To help you be prepared, we've developed these risk management resources outlining the steps you can take to help mitigate risk and prevent costly damage to your business and property.

- Protecting roofs against high winds
- How to prevent hail damage and protect your property

To learn more about Federated Insurance, visit <u>www.federated.ca</u> or if you're a Federated customer, you can contact your Commercial Insurance Specialist with any questions.