



# Ritchie Bros. Used Equipment Market Trends Summary


(European Edition)

Q1 2021


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## Introduction

In this report, we provide valuable insights into some of the used equipment market trends in Europe based on data available through Ritchie Bros. the global leader in heavy machinery and industrial vehicles disposition and Mascus the leading European online listing service for used heavy machinery and industrial vehicles.

## Data sources

- ▶ Ritchie Bros. - Unreserved auctions
- ▶ Mascus - Online listings

## Regions covered

- ▶ Central & East Europe
- ▶ West & South Europe
- ▶ Nordics & Baltics



## Construction equipment

### Crawler Excavators

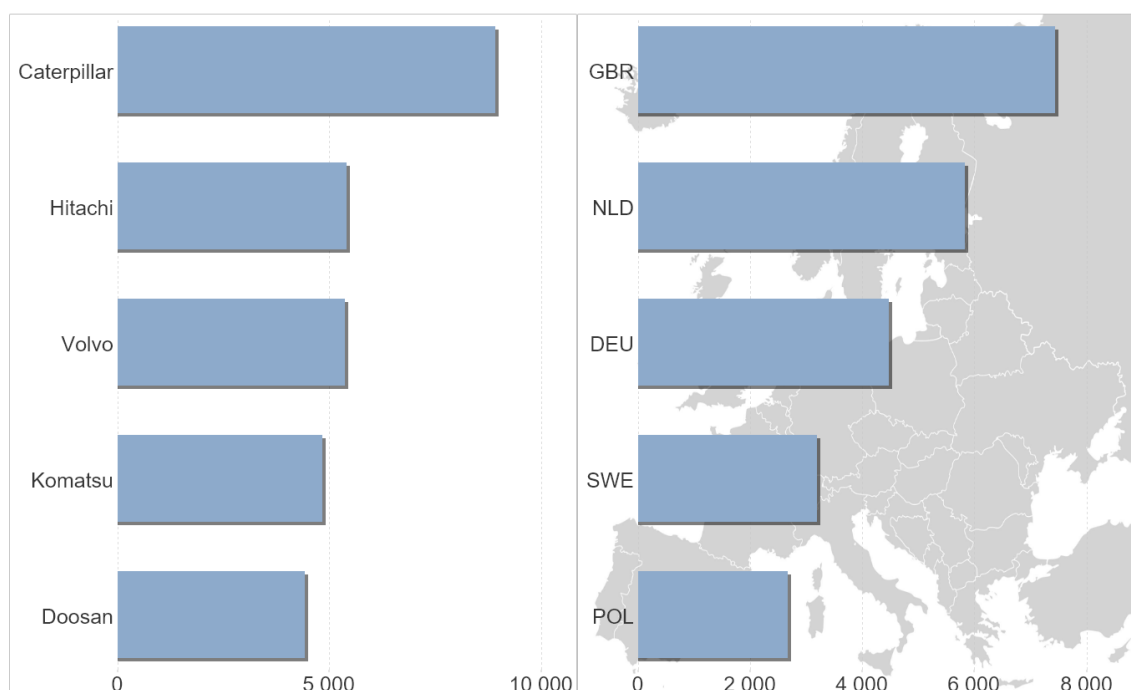
During Q1 2021, we witnessed a decrease in the number of used crawler excavators listed for sale on Mascus compared to Q1 2020. Delivery delays from OEMs production lines related to the covid-19 health crisis have pushed buyers towards the used equipment market for several months now. As a result, the demand for used crawler excavator was strong during the first quarter of 2021, calls and email enquiries from buyers to sellers have respectively increased by +111% and +26% compared to Q1 2020.

### Number of units listed for sale on Mascus in Europe



### Top 5 - Most demanded brands | Most active countries buying

Based on the number of buying enquiries (emails, phone calls) to sellers



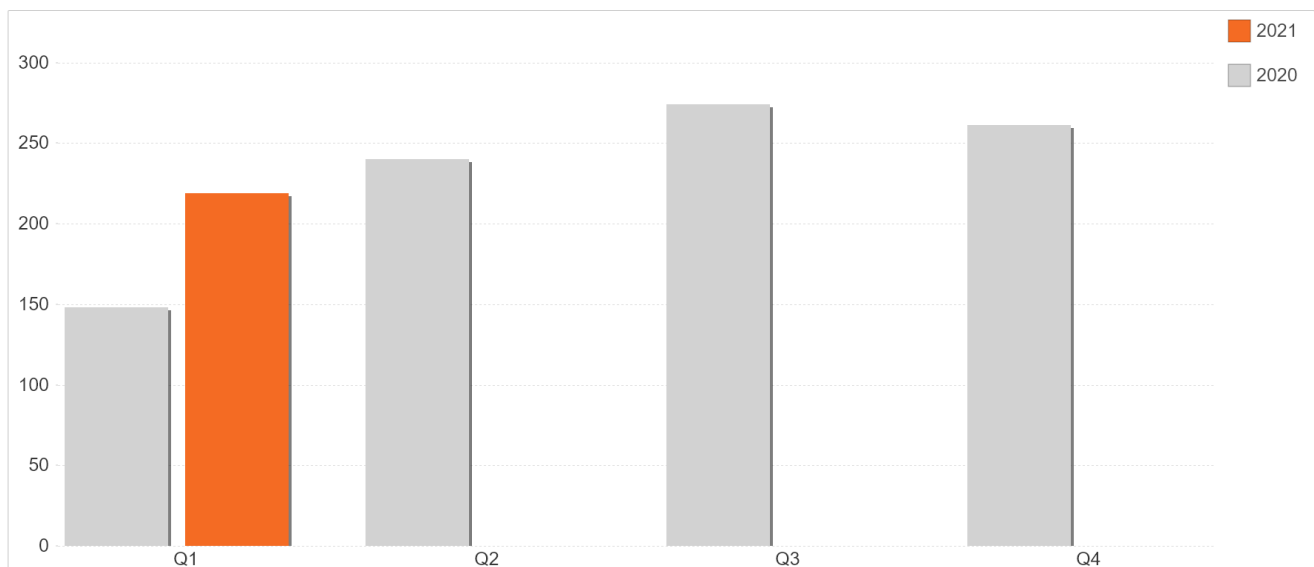


## Construction equipment

### Crawler Excavators

During Q1 2021, Ritchie Bros. accross Europe has sold more crawler excavators compared to Q1 2020. A strong performance considering the construction equipment shortage in the market.

#### Number of units sold by Ritchie Bros. in Europe



	Q1 2020	Q1 2021
<b>Top selling brands by volume</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Caterpillar</li> <li>• Komatsu</li> <li>• Volvo</li> </ul>	<ul style="list-style-type: none"> <li>• Caterpillar</li> <li>• Komatsu</li> <li>• Hitachi</li> </ul>
<b>Median price</b>	32.239 EUR	39.858 EUR
<b>Buyer locations</b>	29% within the same country 64% within Europe 7% outside Europe	27% within the same country 61% within Europe 12% outside Europe
<b>Top buyer locations</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Poland</li> <li>• UK</li> <li>• Spain</li> <li>• Netherlands</li> <li>• France</li> </ul>	<ul style="list-style-type: none"> <li>• Netherlands</li> <li>• UK</li> <li>• Romania</li> <li>• Poland</li> <li>• Spain</li> </ul>

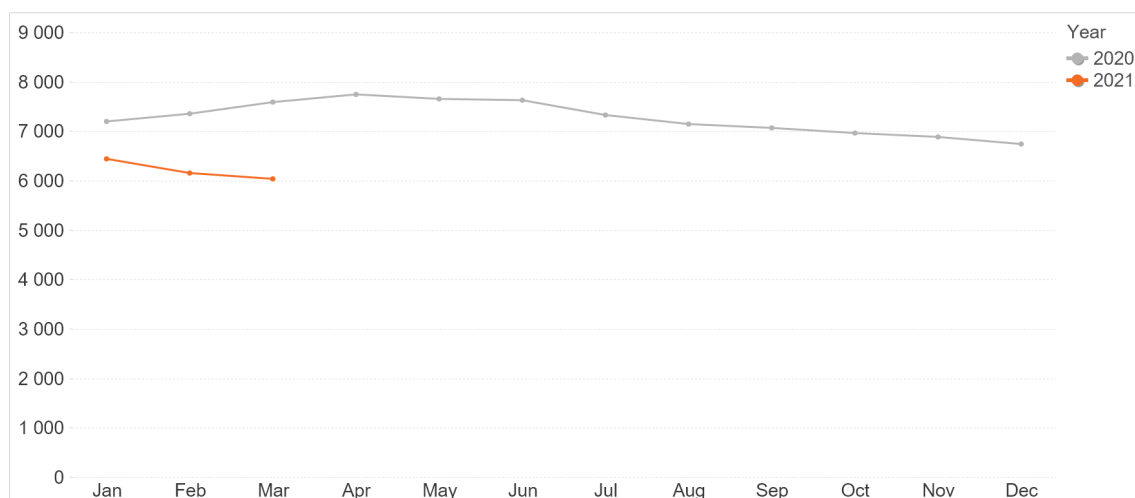


## Construction equipment

### Wheel Loaders

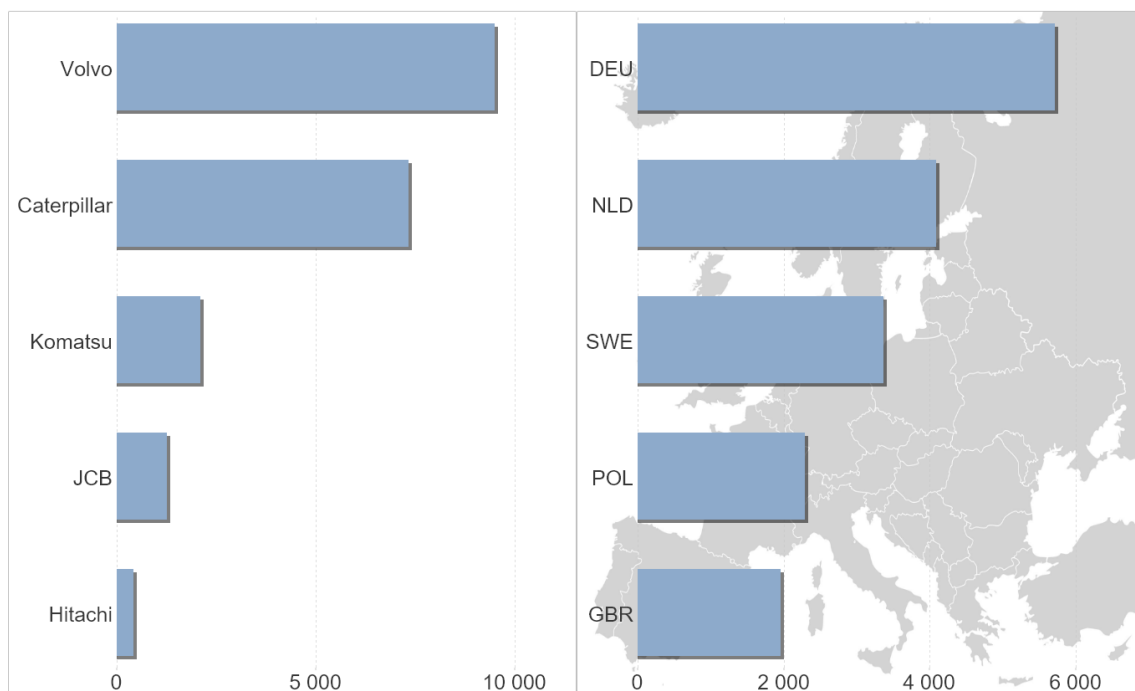
During Q1 2021, we witnessed a decrease in the number of used wheel loaders listed for sale on Mascus compared to Q1 2020. Delivery delays from OEMs production lines related to the covid-19 health crisis have pushed buyers towards the used equipment market for several months now. As a result, the demand for used wheel loaders was strong during the first quarter of 2021, calls and email enquiries from buyers to sellers have respectively increased by +66% and +17% compared to Q1 2020.

### Number of units listed for sale on Mascus in Europe



### Top 5 - Most demanded brands | Most active countries buying

Based on the number of buying enquiries (emails, phone calls) to sellers



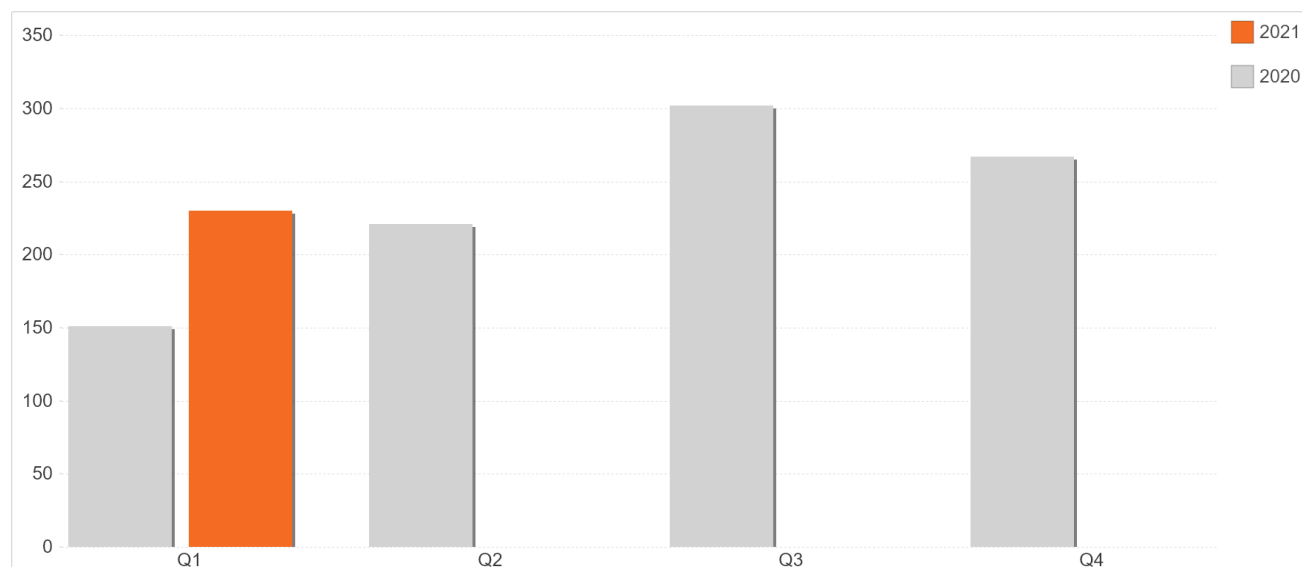


## Construction equipment

### Wheel Loaders

During Q1 2021, Ritchie Bros. accross Europe has sold more wheel loaders compared to Q1 2020. A strong performance considering the construction equipment shortage on the market.

#### Number of units sold by Ritchie Bros. in Europe



	Q1 2020	Q1 2021
<b>Top selling brands by volume</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Volvo</li> <li>• Caterpillar</li> <li>• JCB</li> </ul>	<ul style="list-style-type: none"> <li>• Caterpillar</li> <li>• Volvo</li> <li>• Komatsu</li> </ul>
<b>Median price</b>	23.670 EUR	25.012 EUR
<b>Buyer locations</b>	35% within the same country 52% within Europe 13% outside Europe	35% within the same country 54% within Europe 11% outside Europe
<b>Top buyer locations</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Spain</li> <li>• Netherlands</li> <li>• Germany</li> <li>• Poland</li> <li>• Romania / Belgium</li> </ul>	<ul style="list-style-type: none"> <li>• Netherlands</li> <li>• Germany</li> <li>• Spain</li> <li>• Italy</li> <li>• Poland</li> </ul>



## Agricultural equipment

### Combine Harvesters

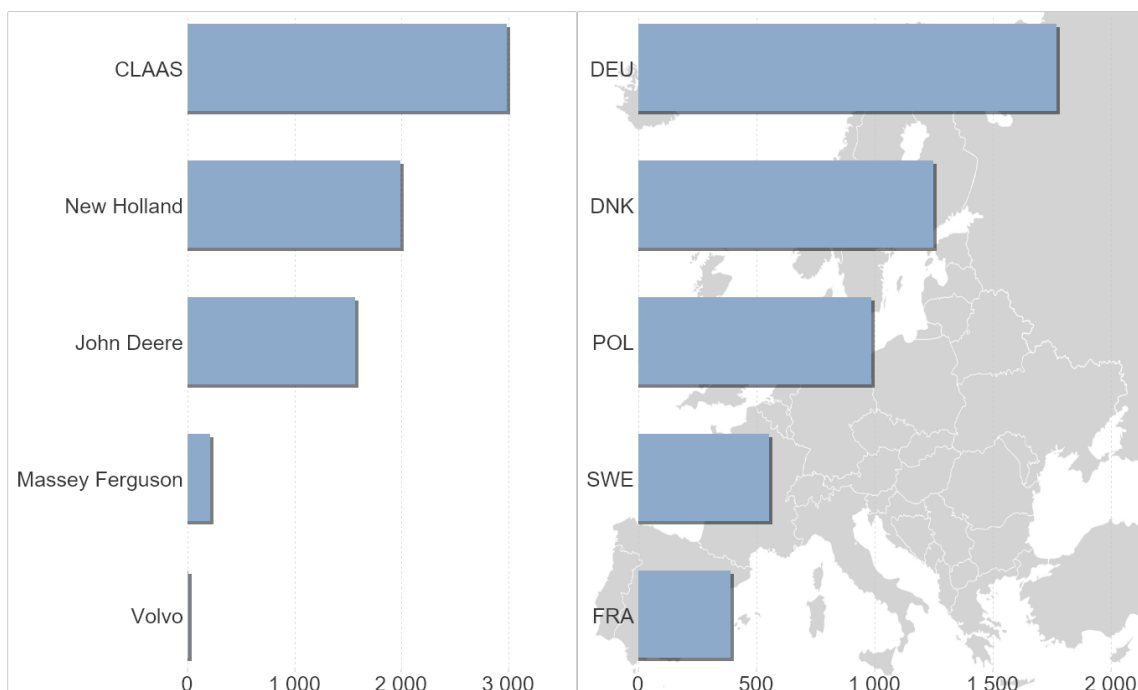
There were slightly more used combine harvesters listed for sale on Mascus in the first quarter of 2021 compared to the first quarter of 2020. The number of units listed for sale started to decrease during the early days of March this year. With the spring coming, farmers are preparing themselves for the harvesting season and looking for combine harvesters to buy, especially during the second quarter of the year. The buying demand stayed on the same level during Q1 2021 compared to Q1 2020.

#### Number of units listed for sale on Mascus in Europe



#### Top 5 - Most demanded brands | Most active countries buying

Based on the number of buying enquiries (emails, phone calls) to sellers





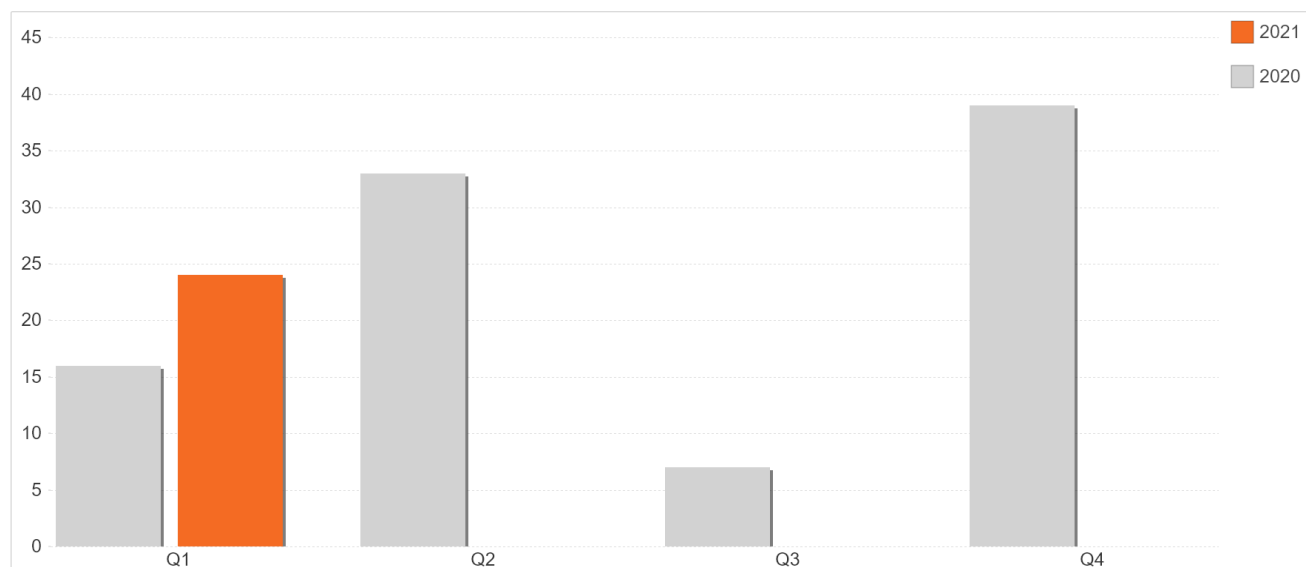


## Agricultural equipment

### Combine Harvesters

During Q1 2021, Ritchie Bros. accross Europe has sold more combine harvesters compared to Q1 2020. This volume of units sold represents a 50% increase compared to the same period last year.

#### Number of units sold by Ritchie Bros. in Europe



	Q1 2020	Q1 2021
<b>Top selling brands by volume</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Claas</li> <li>• Fendt</li> <li>• John Deere</li> </ul>	<ul style="list-style-type: none"> <li>• Claas</li> <li>• John Deere</li> <li>• Deutz-Fahr</li> </ul>
<b>Median price</b>	44.000 EUR	38.500 EUR
<b>Buyer locations</b>	44% within the same country 46% within Europe	38% within the same country 58% within Europe 4% outside Europe
<b>Top buyer locations</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Germany</li> <li>• Poland</li> <li>• Spain</li> <li>• France / Netherlands / Belgium</li> <li>• Austria / Bulgaria</li> </ul>	<ul style="list-style-type: none"> <li>• Poland</li> <li>• Spain</li> <li>• Germany</li> <li>• Belgium / Denmark / Macedonia</li> <li>• Netherlands / France</li> </ul>

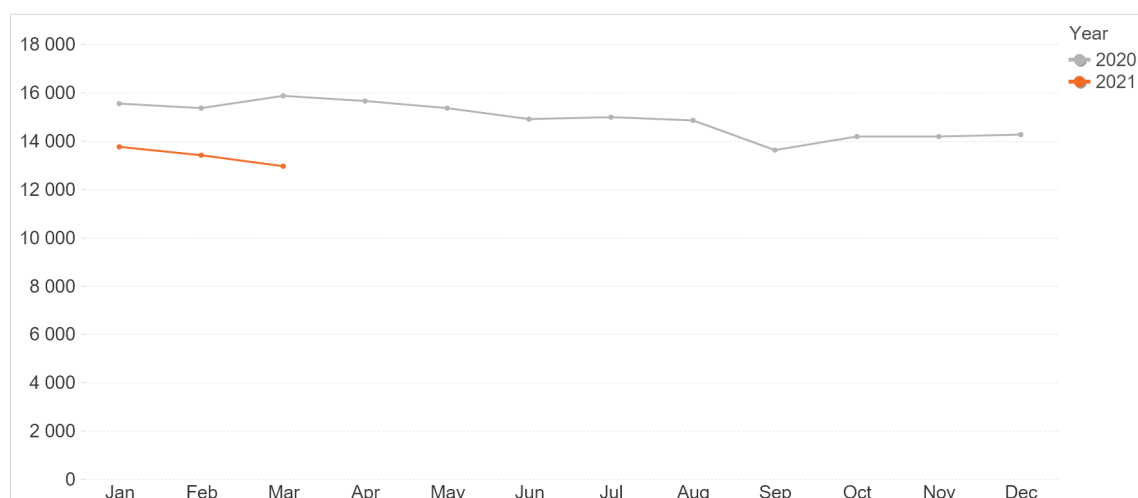


## Agricultural equipment

### Tractors

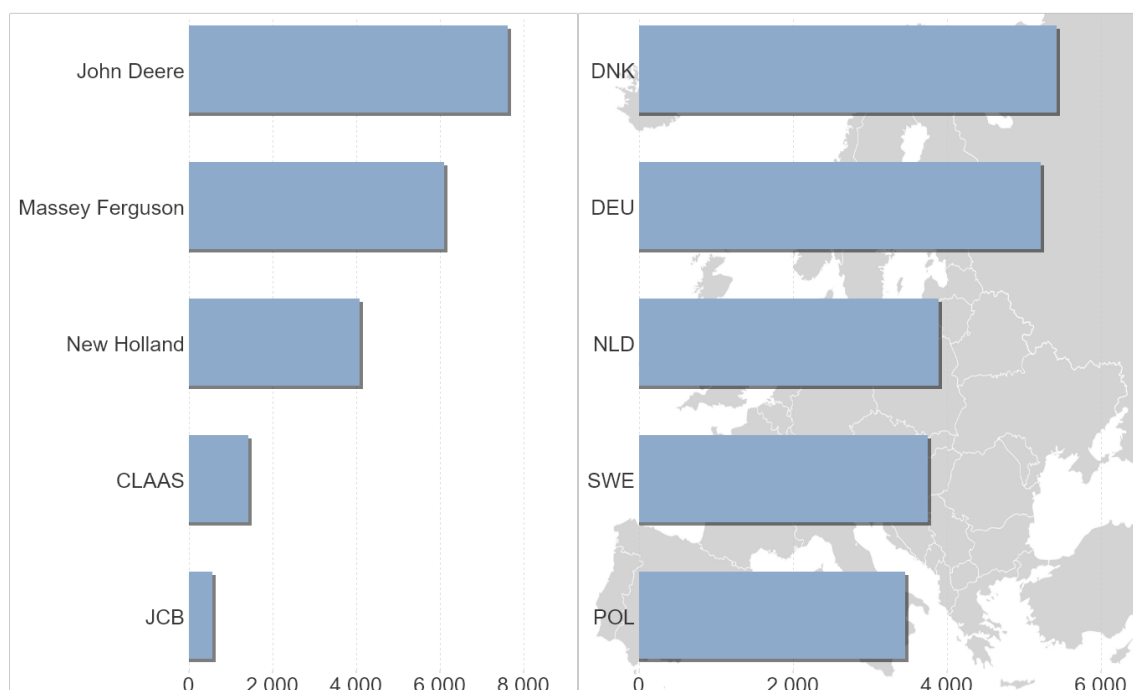
During Q1 2021, we witnessed a decrease in the number of used agricultural tractors listed for sale on Mascus compared to Q1 2020. Buyers of used tractors have been particularly active during the first quarter of 2021 with +41% more phone calls to sellers compared to Q1 2020.

### Number of units listed for sale on Mascus in Europe



### Top 5 - Most demanded brands | Most active countries buying

Based on the number of buying enquiries (emails, phone calls) to sellers



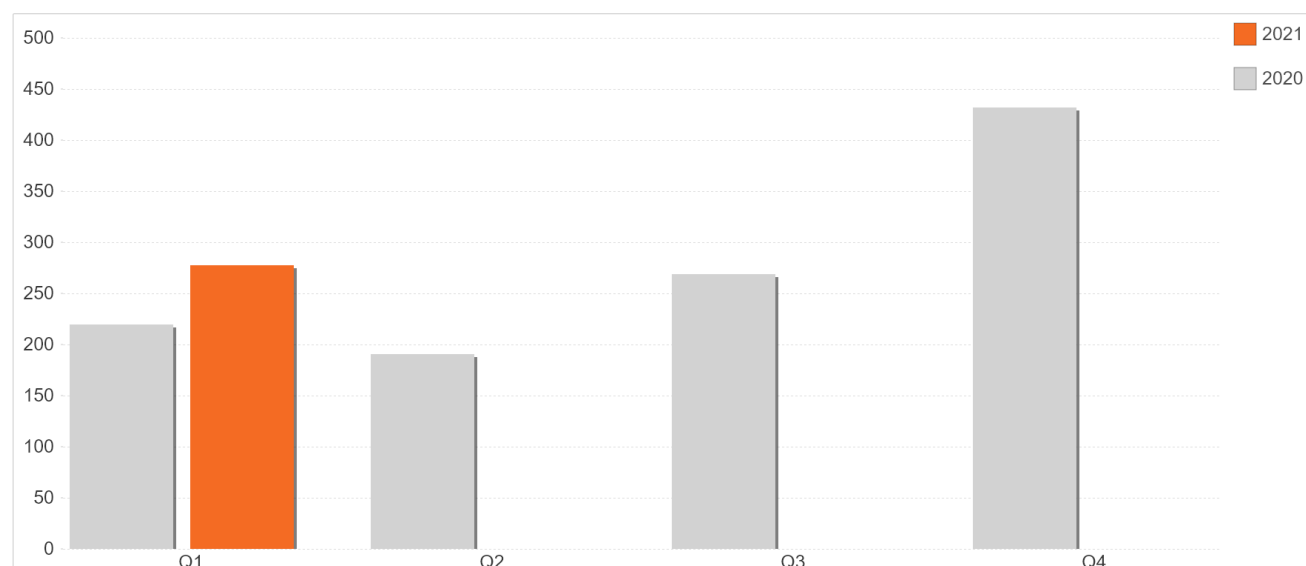


## Agricultural equipment

### Tractors

During Q1 2021, Ritchie Bros. accross Europe has sold more combine harvesters compared to Q1 2020. This volume of units sold represents a 25% increase compared to the same period last year.

### Number of units sold by Ritchie Bros. in Europe



MFWD Tractors only	Q1 2020	Q1 2021
<b>Top selling brands by volume</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• New Holland</li> <li>• Fendt</li> <li>• John Deere</li> </ul>	<ul style="list-style-type: none"> <li>• John Deere</li> <li>• New Holland</li> <li>• Fendt</li> </ul>
<b>Median price</b>	14.595 EUR	17.488 EUR
<b>Buyer locations</b>	54% within the same country 44% within Europe 2% outside Europe	47% within the same country 49% within Europe 4% outside Europe
<b>Top buyer locations</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Spain</li> <li>• Germany</li> <li>• Netherlands</li> <li>• UK</li> <li>• France</li> </ul>	<ul style="list-style-type: none"> <li>• Germany</li> <li>• Italy</li> <li>• Spain</li> <li>• France</li> <li>• Poland</li> </ul>

## About Ritchie Bros.

Ritchie Bros. connects equipment buyers and sellers through a global network of auction facilities and online sales channels. Ritchie Bros. Auctioneers and IronPlanet bring you multi-channel, trusted solutions that are transparent, fair and convenient.



### Unreserved live auctions

- ▶ 40 auction sites globally with secured storage & buyer inspection
- ▶ 350+ live and online unreserved auctions a year
- ▶ Certainty of sale



### Reserved online marketplace

- ▶ Control over your selling price & timing of sale
- ▶ Convenience of selling where it sits
- ▶ Buyer confidence from IronClad Assurance® equipment condition certification



### Online classified ad service

- ▶ Fastest growing online equipment listing service with over 400,000 listings



### Inventory, data insights & disposition platform

- ▶ Inventory management system
- ▶ Market trends and pricing tools
- ▶ Maximize value of equipment through choice of disposition



### Data intelligence & performance benchmarking solutions

- ▶ Rental analytics
- ▶ Equipment sales support
- ▶ Fleet appraisals



