



Ritchie Bros. Used Equipment Market Trends Summary


(European Edition)

Q2 2021


Table of contents

Insight Intro 3

Construction equipment


 Crawler Excavators (Mascus listing data) 4

Crawler Excavators (Ritchie Bros. sales data) 5


 Scissor Lifts (Mascus listing data) 6

Scissor Lifts (Ritchie Bros. sales data) 7

Transportation equipment

 Truck Tractors (Mascus listing data) 8

Truck Tractors (Ritchie Bros. sales data) 9

 Van Trucks (Mascus listing data) 10

Van Trucks (Ritchie Bros. sales data) 11

About Ritchie Bros. 12



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

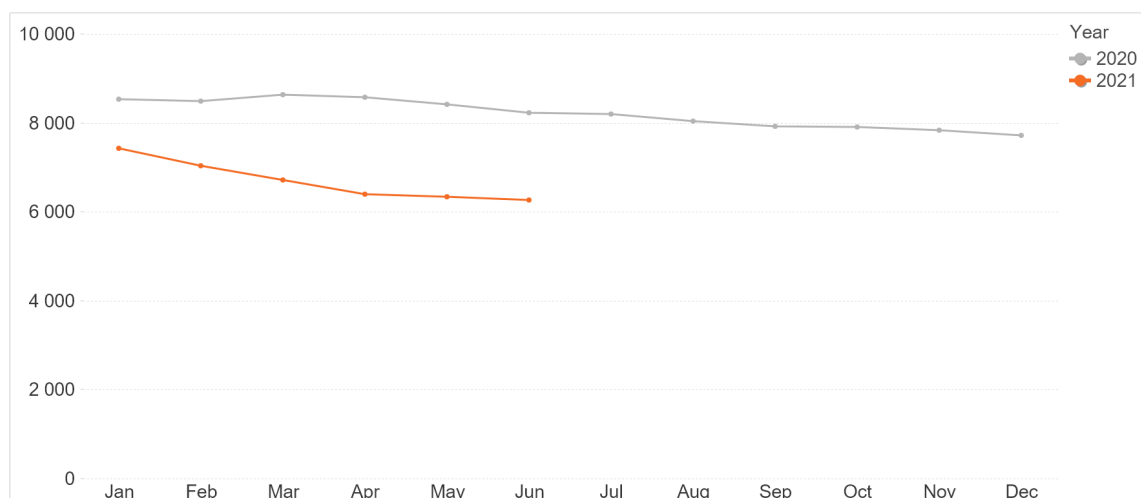


Construction equipment

Crawler Excavators

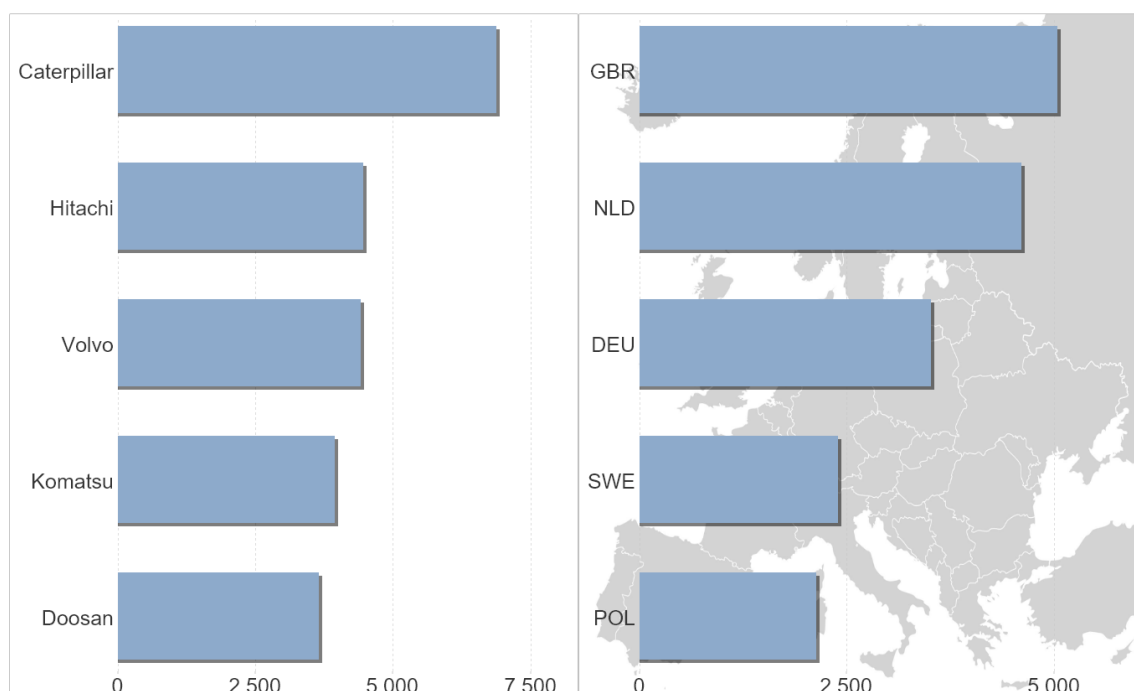
During Q2 2021, the decrease in the number of used crawler excavators listed for sale on Mascus has accentuated compared to Q2 2020. Delivery delays from OEMs production lines related to the covid-19 health crisis have pushed buyers towards the used equipment market for several months now. As a result, the demand for used crawler excavator was still strong during the second quarter of 2021, calls and email enquiries from buyers to sellers have increased by +103% and +16%, respectively, compared to Q2 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



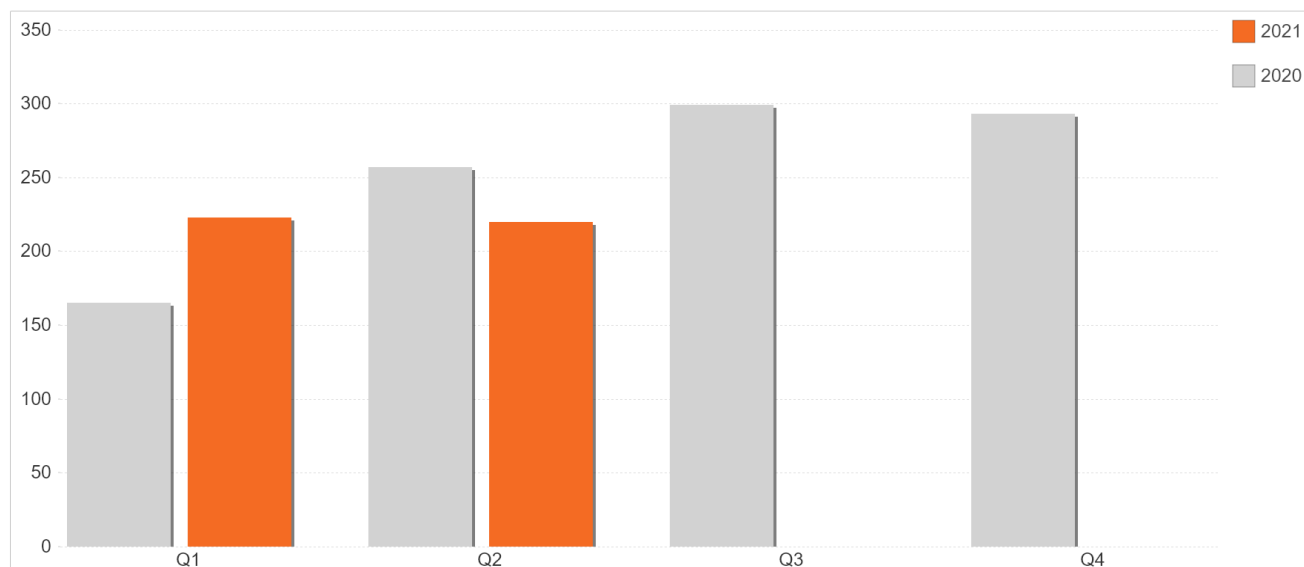


Construction equipment

Crawler Excavators

During Q2 2021, Ritchie Bros. has sold slightly less crawler excavators across Europe compared to Q2 2020. The number of sold crawler excavators remained at the same level as in Q1 this year, which represents a great performance considering the construction equipment shortage in the market.

Number of units sold by Ritchie Bros. in Europe



	Q2 2020	Q2 2021
Top selling brands by volume (based on numbers of units sold)	<ul style="list-style-type: none"> • Caterpillar • Komatsu • Hitachi 	<ul style="list-style-type: none"> • Volvo • Komatsu • Caterpillar
Median price	37.976 EUR	40.306 EUR
Buyer locations	27% within the same country 64% within Europe 9% outside Europe	32% within the same country 62% within Europe 6% outside Europe
Top buyer locations (based on numbers of units sold)	<ul style="list-style-type: none"> • Netherlands • UK • France • Italy • Sweden 	<ul style="list-style-type: none"> • Netherlands • UK • France • Spain • Italy

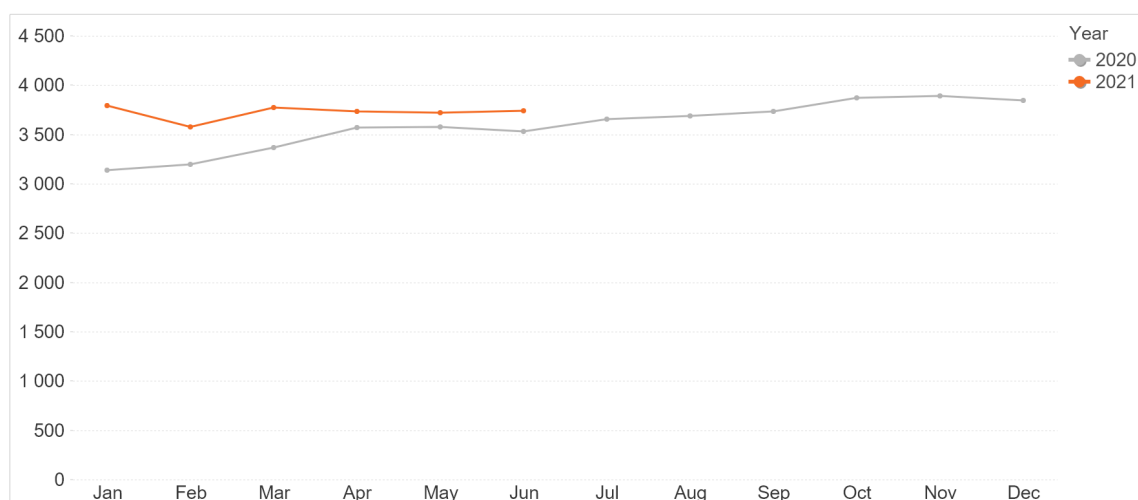


Construction equipment

Scissor Lifts

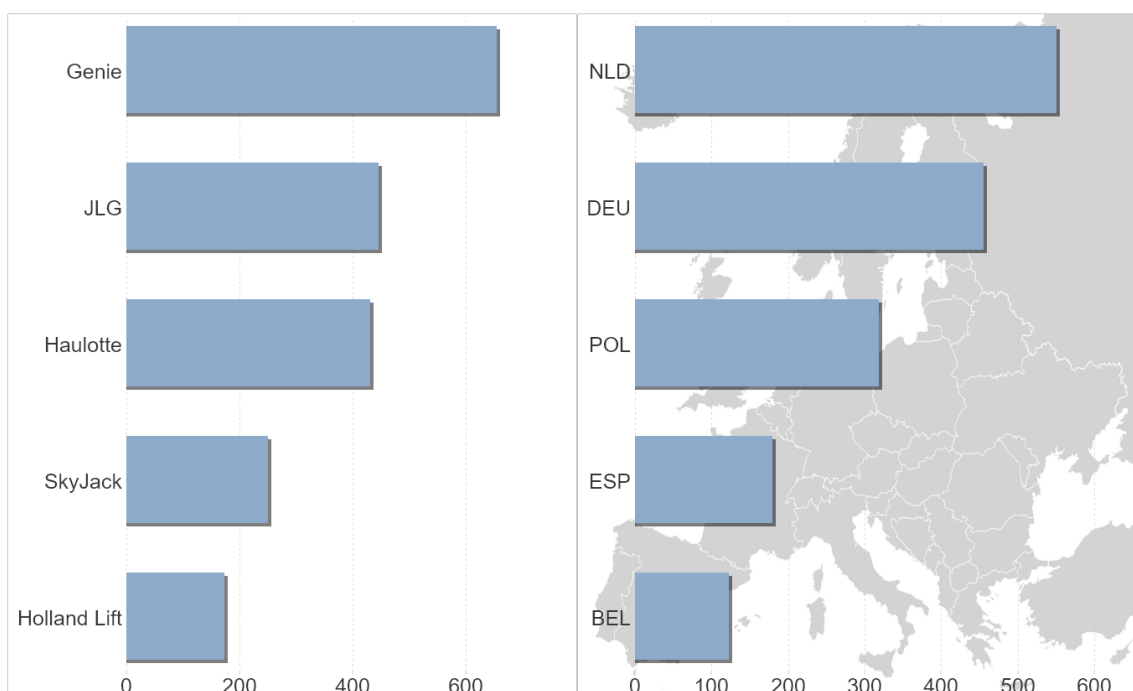
During Q2 2021, the number of used scissor lifts listed for sale on Mascus was higher compared to Q2 2020. Delivery delays from OEMs production lines related to the covid-19 health crisis have pushed buyers towards the used equipment market for several months now. As a result, the demand for used scissor lifts continued to stay strong during the second quarter of 2021. Calls and email enquiries from buyers to sellers have increased by +155% and +27%, respectively, compared to Q2 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



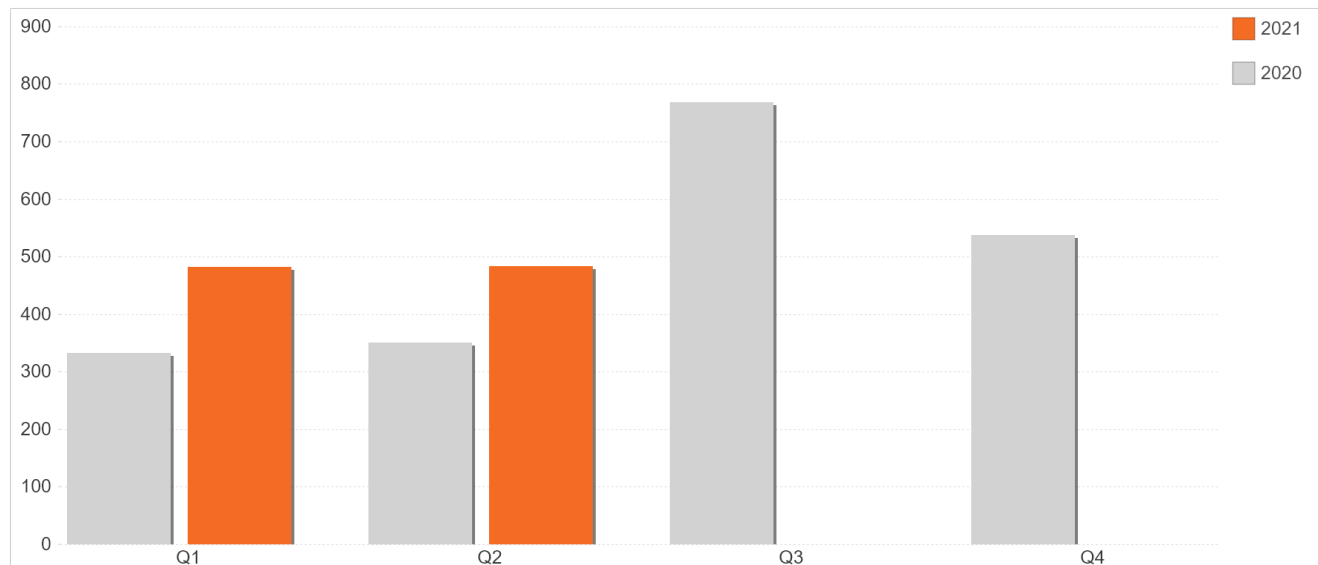


Construction equipment

Scissor Lifts

During Q2 2021, Ritchie Bros. has sold more scissor lifts across Europe compared to Q2 2020. The number of sold scissor lifts remained at the same level as in Q1 this year.

Number of units sold by Ritchie Bros. in Europe



	Q2 2020	Q2 2021
Top selling brands by volume (based on numbers of units sold)	<ul style="list-style-type: none"> • Genie • JLG • Haulotte 	<ul style="list-style-type: none"> • JLG • Genie • Haulotte
Median price	3.880 EUR	3.116 EUR
Buyer locations	30% within the same country 58% within Europe 12% outside Europe	44% within the same country 52% within Europe 4% outside Europe
Top buyer locations (based on numbers of units sold)	<ul style="list-style-type: none"> • Netherlands • UK • Spain • Italy • Germany 	<ul style="list-style-type: none"> • Netherlands • UK • France • Italy • Portugal

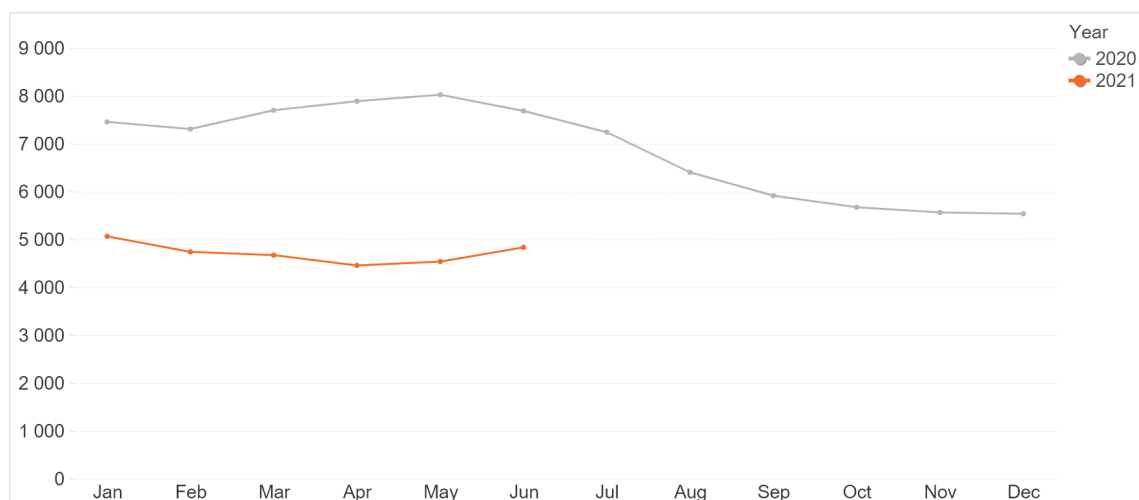


Transportation equipment

Truck Tractors

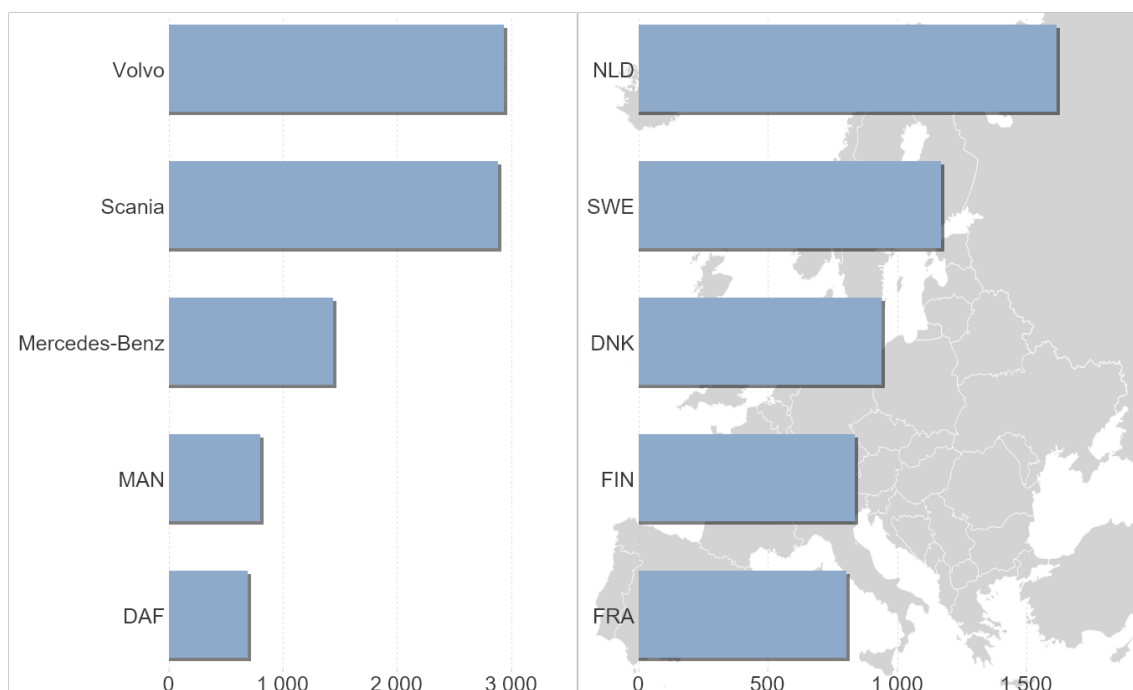
There were less used truck tractors listed for sale on Mascus in the second quarter of 2021 compared to 2020. The number of units listed for sale was constantly lower this year compared to last year. However, overall demand in Q2 2021 was much higher compared to last year. Calls from buyers to sellers have increased by 94% while email enquiries have decreased slightly by -2% compared to Q2 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



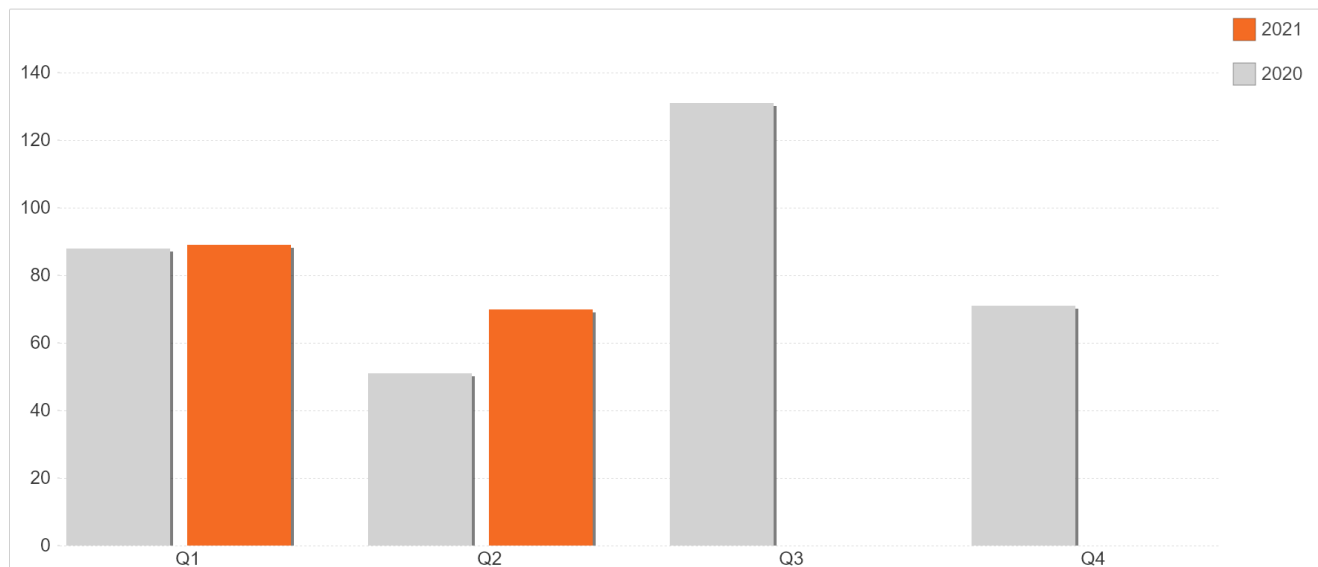


Transportation equipment

Truck Tractors

During Q2 2021, Ritchie Bros. has sold more truck tractor units across Europe compared to Q2 2020. This volume of units sold represents a 37% increase compared to the same period last year.

Number of units sold by Ritchie Bros. in Europe



	Q2 2020	Q2 2021
Top selling brands by volume (based on numbers of units sold)	<ul style="list-style-type: none"> • MAN • Mercedes-Benz • Renault 	<ul style="list-style-type: none"> • Iveco • DAF • Renault
Median price	5.263 EUR	12.108 EUR
Buyer locations	65% within the same country 26% within Europe 9% outside Europe	59% within the same country 31% within Europe 10% outside Europe
Top buyer locations (based on numbers of units sold)	<ul style="list-style-type: none"> • Netherlands • France • Italy • Germany • Spain 	<ul style="list-style-type: none"> • Spain • France • Netherlands • Italy • Germany

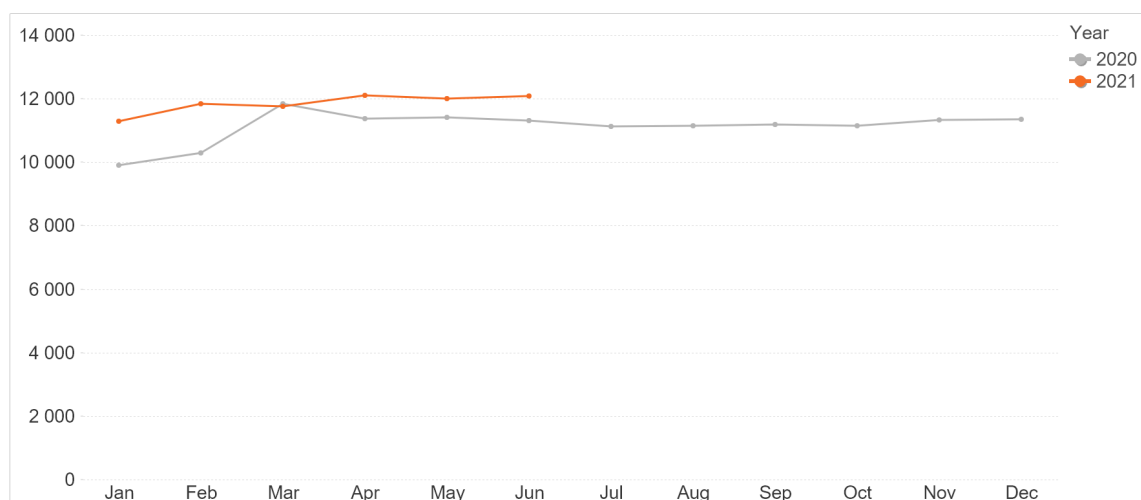


Transportation equipment

Van Trucks

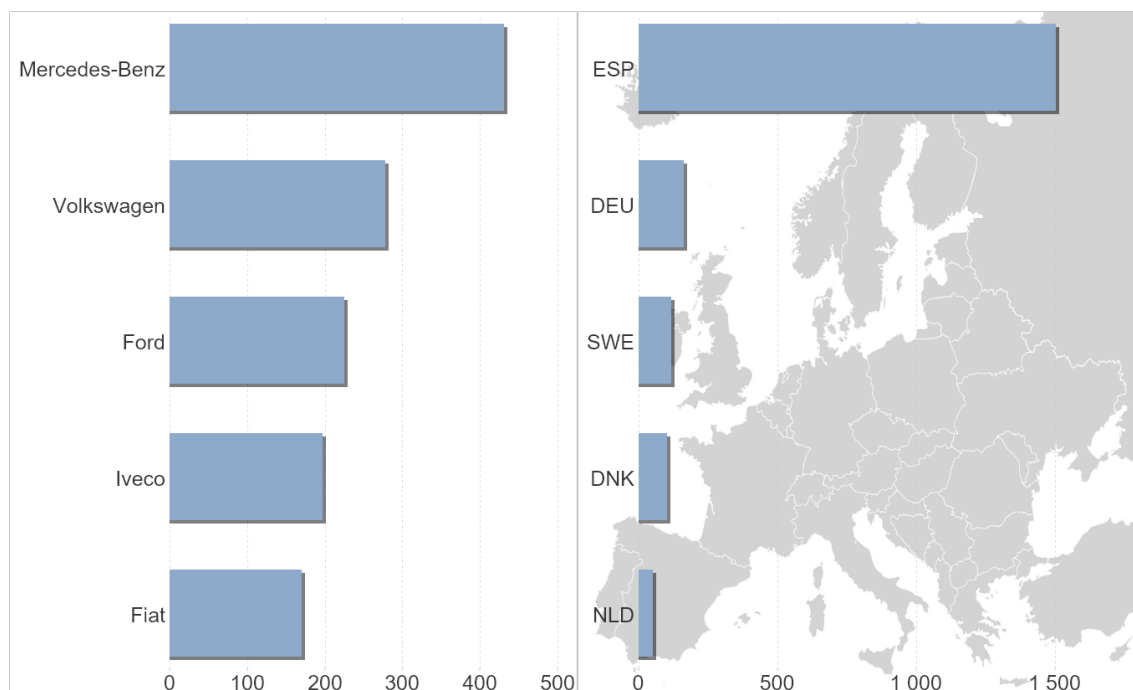
There were more used van trucks listed for sale on Mascus in the second quarter of 2021 compared to 2020. Demand in Q2 2021 was also higher compared to last year. Calls and email enquiries from buyers to sellers have increased by +83% and +11%, respectively, compared to Q2 2020.

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



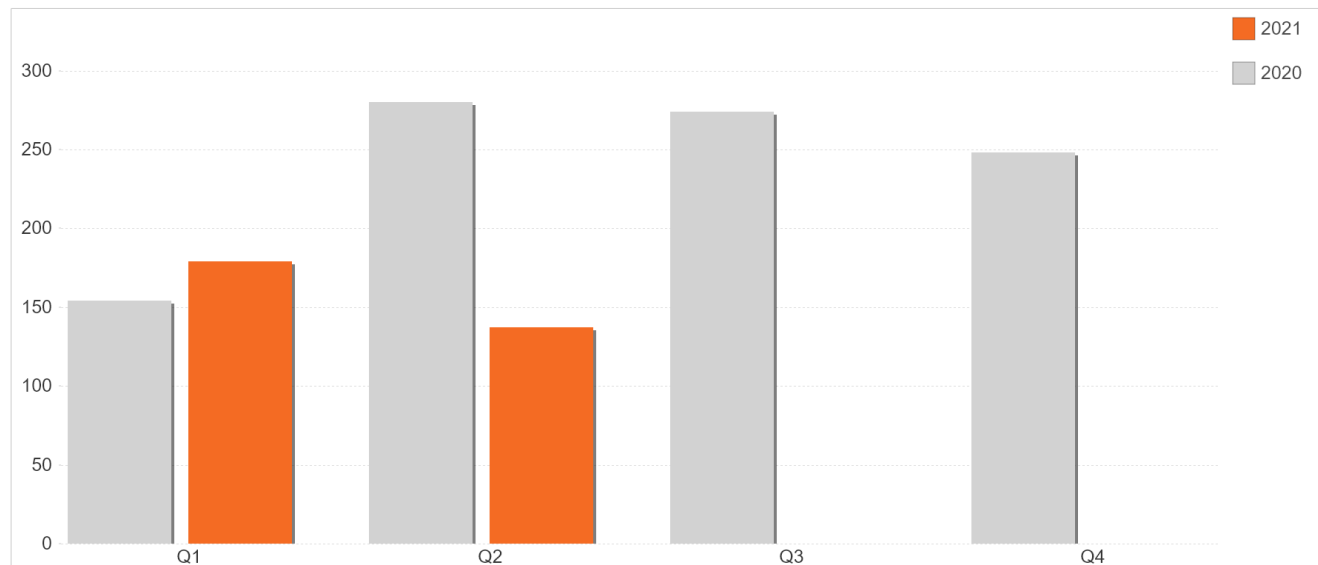


Transportation equipment

Van Trucks

During Q2 2021, Ritchie Bros. has sold far less van trucks across Europe compared to Q2 2020. This volume of units sold represents a -49% decrease compared to the same period last year.

Number of units sold by Ritchie Bros. in Europe



	Q2 2020	Q2 2021
Top selling brands by volume (based on numbers of units sold)	<ul style="list-style-type: none"> • Ford • Renault • Fiat 	<ul style="list-style-type: none"> • Renault • Fiat • Mercedes-Benz
Median price	5.996 EUR	3.326 EUR
Buyer locations	32% within the same country 67% within Europe 1% outside Europe	58% within the same country 42% within Europe
Top buyer locations (based on numbers of units sold)	<ul style="list-style-type: none"> • Netherlands • France • Italy • Germany • Switzerland 	<ul style="list-style-type: none"> • Spain • Netherlands • France • Italy • Switzerland

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



