



# **Ritchie Bros. Used Equipment Market Trends Summary**


(European Edition)

Q3 2021


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## Introduction

### Best time to sell surplus equipment!

Thank you for your interest in our most recent Market Trend Report. For this Q3 2021 edition, we've zoomed in on the construction and lifting/material handling equipment in Europe. The supply constraint for new equipment within all industries is a well-known concern by now, affecting not only construction, but also agricultural and transport sectors. New equipment deliveries of certain products and brands have been announced to incur delays until mid, end of 2022 and even early 2023.

As a result, the demand in used assets has gone up and combined with the rise in new prices, the used equipment pricing has consequently seen unprecedented increases month after month. Auction pricing is being influenced by offer and demand fluctuations and, naturally, having a lower equipment offer in the market results in more competitive bidding.

At the same time, our listings platforms are registering a higher level in buying requests, as confirmed by our data for Q3. This means there is no better time than NOW to sell your surplus equipment for a higher price and we are happy to provide the necessary channels and bring together this worldwide buyer audience, whether it's at our auctions, on our self-listing platforms or assisting in your selling process.



**Jeroen Rijk**  
SVP, Managing Director,  
EMEA & LATAM





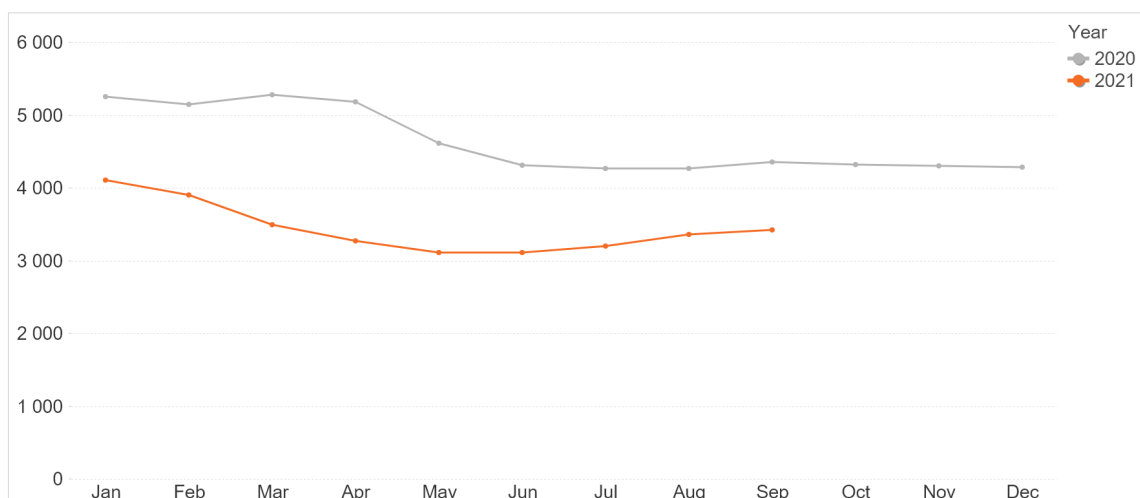
## Construction equipment

### Mini Excavators

As most OEMs register longer lead times in the production of new heavy equipment and trucks caused by component supply disruptions due to the COVID-19 health crisis, the increasing demand also leads to a scarcity of used equipment in Q3 of this year. During Q3 2021, the number of used mini excavators listed for sale on Mascus has slowly increased compared to previous quarter, narrowing the gap of equipment listed for sale compared to Q3 2020.

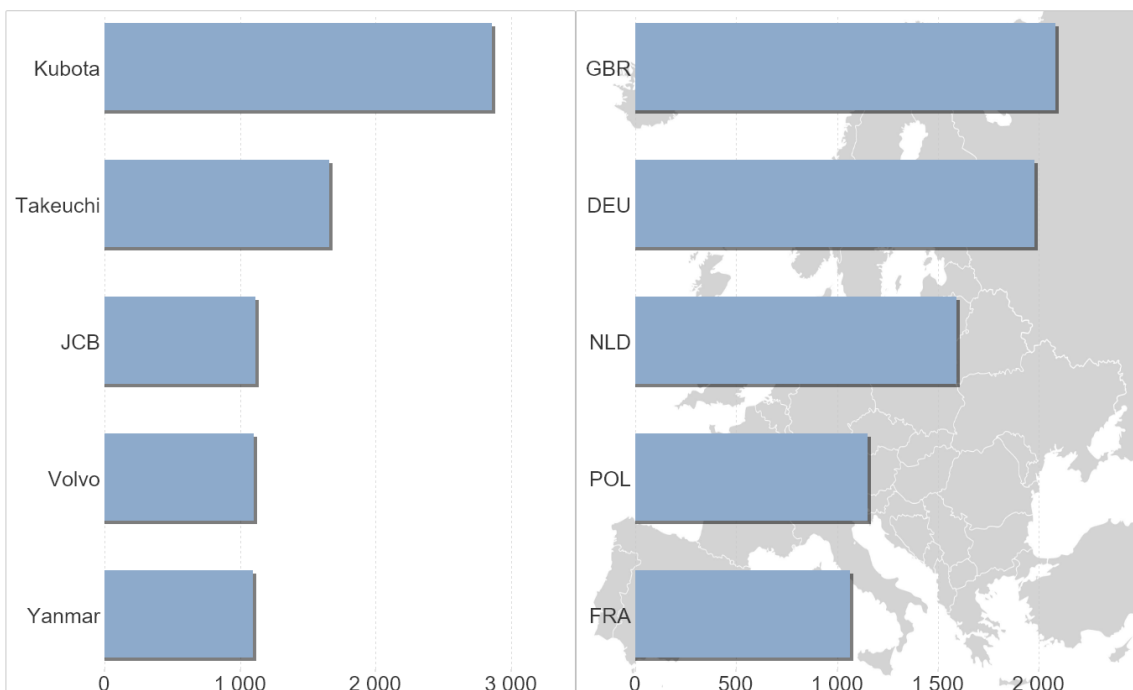
The urgent need for equipment is also reflected in the buyers' phone contact preference where they can receive an immediate response from sellers. For mini excavators, phone calls from buyers to sellers have increased by +10%, while email enquiries have decreased slightly by -13% compared to Q3 2020.

### 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



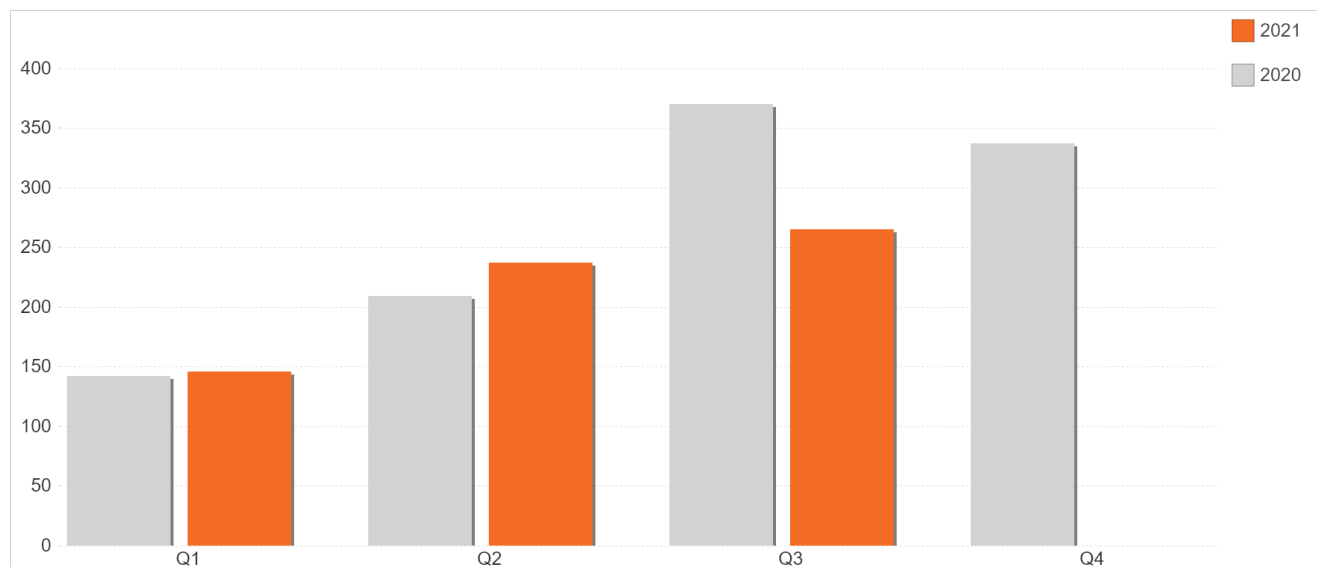


## Construction equipment

### Mini Excavators

During Q3 2021, Ritchie Bros. has sold -28% less mini excavators across Europe compared to Q3 2020, reflecting once again the construction equipment shortage in the market. The low availability has caused a +22% increase in the median price compared to Q3 last year.

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



	Q3 2020	Q3 2021
<b>Top selling brands by volume</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Yanmar</li> <li>• Kubota</li> <li>• Volvo</li> </ul>	<ul style="list-style-type: none"> <li>• Kubota</li> <li>• Yanmar</li> <li>• Hitachi</li> </ul>
<b>Median price</b>	10.995 EUR	13.448 EUR
<b>Buyer locations</b>	38% within the same country 60% within Europe 2% outside Europe	49% within the same country 50% within Europe 1% outside Europe
<b>Top buyer locations</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Netherlands</li> <li>• UK</li> <li>• Italy</li> <li>• Spain</li> <li>• France</li> </ul>	<ul style="list-style-type: none"> <li>• UK</li> <li>• Netherlands</li> <li>• Spain</li> <li>• Italy</li> <li>• Germany</li> </ul>

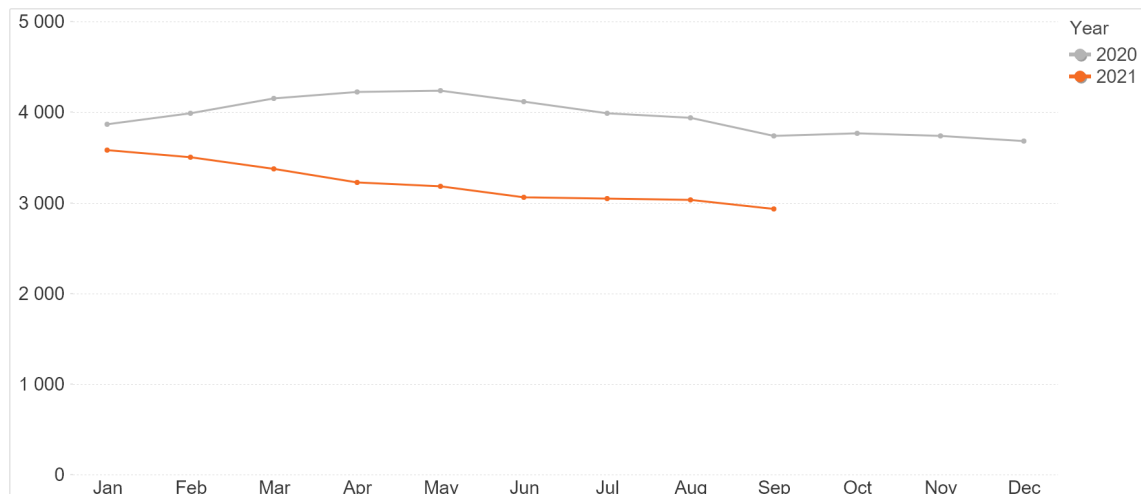


## Construction equipment

### Telescopic Handlers

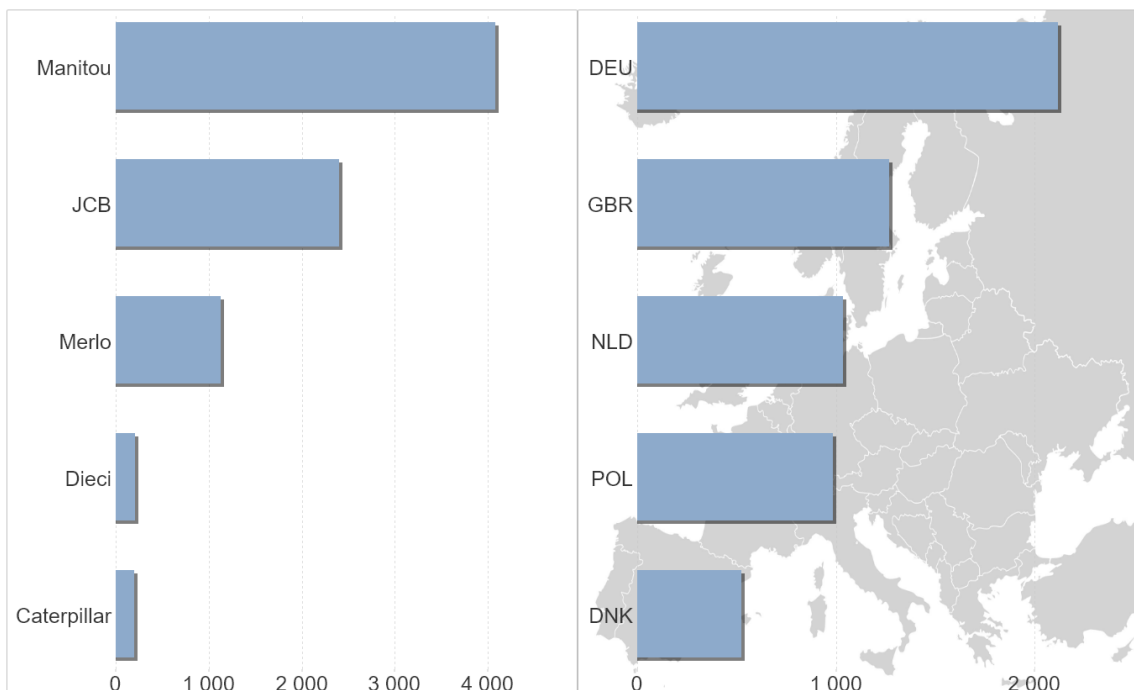
During Q3 2021, the number of used telescopic handlers listed for sale on Mascus was lower compared to Q3 2020. On the demand side, calls from buyers to sellers have increased by +12%, while email enquiries have decreased slightly by -9% compared to last year.

#### 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



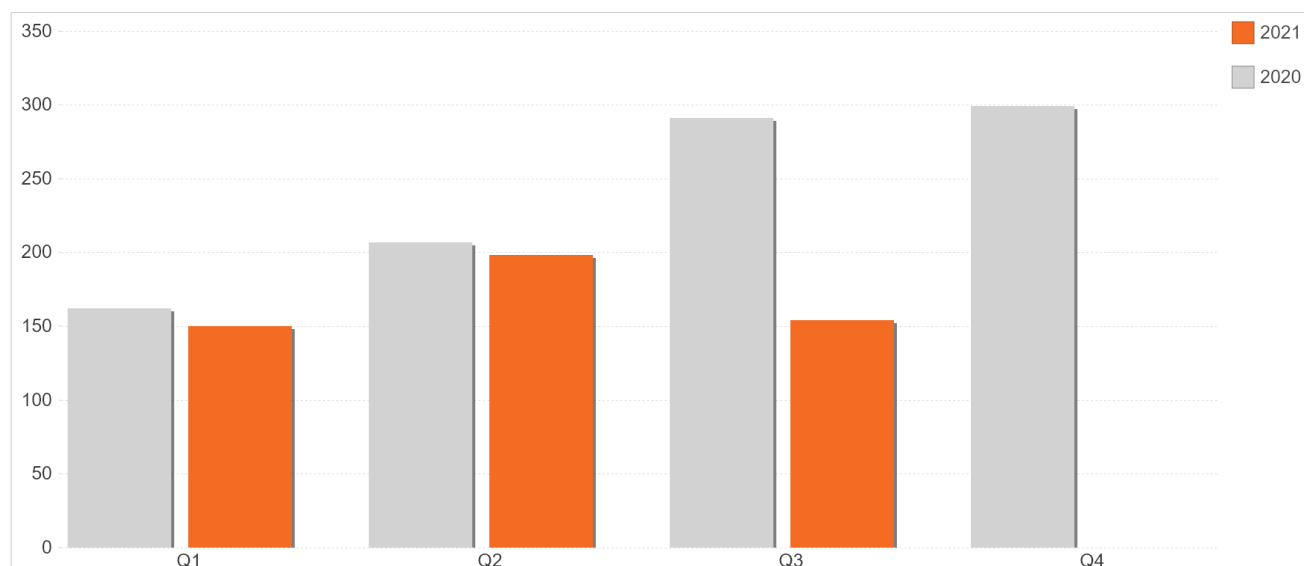


## Construction equipment

### Telescopic Handlers

During Q3 2021, Ritchie Bros. has sold -47% less telescopic handlers across Europe compared to Q3 2020. The low availability of telescopic handlers in the used equipment market has caused a considerable +31% increase in the median price compared to Q3 last year.

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



	Q3 2020	Q3 2021
<b>Top selling brands by volume</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• JCB</li> <li>• Manitou</li> <li>• Merlo</li> </ul>	<ul style="list-style-type: none"> <li>• Manitou</li> <li>• JCB</li> <li>• Dieci</li> </ul>
<b>Median price</b>	20.568 EUR	29.205 EUR
<b>Buyer locations</b>	31% within the same country 63% within Europe 6% outside Europe	33% within the same country 64% within Europe 3% outside Europe
<b>Top buyer locations</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Netherlands</li> <li>• UK</li> <li>• Spain</li> <li>• Italy</li> <li>• Germany</li> </ul>	<ul style="list-style-type: none"> <li>• UK</li> <li>• Netherlands</li> <li>• Spain</li> <li>• Italy</li> <li>• France</li> </ul>

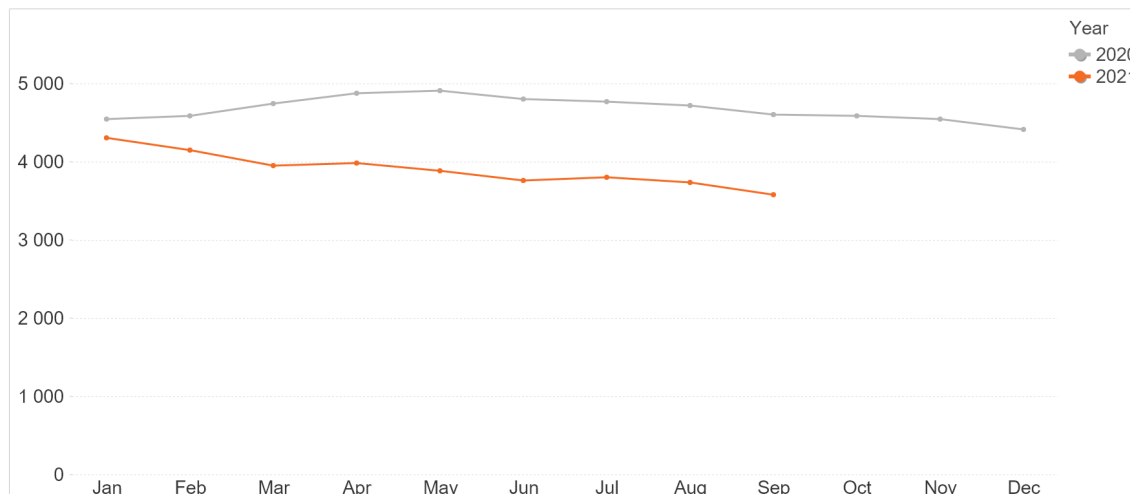


## Lifting & material equipment

### Diesel Forklifts

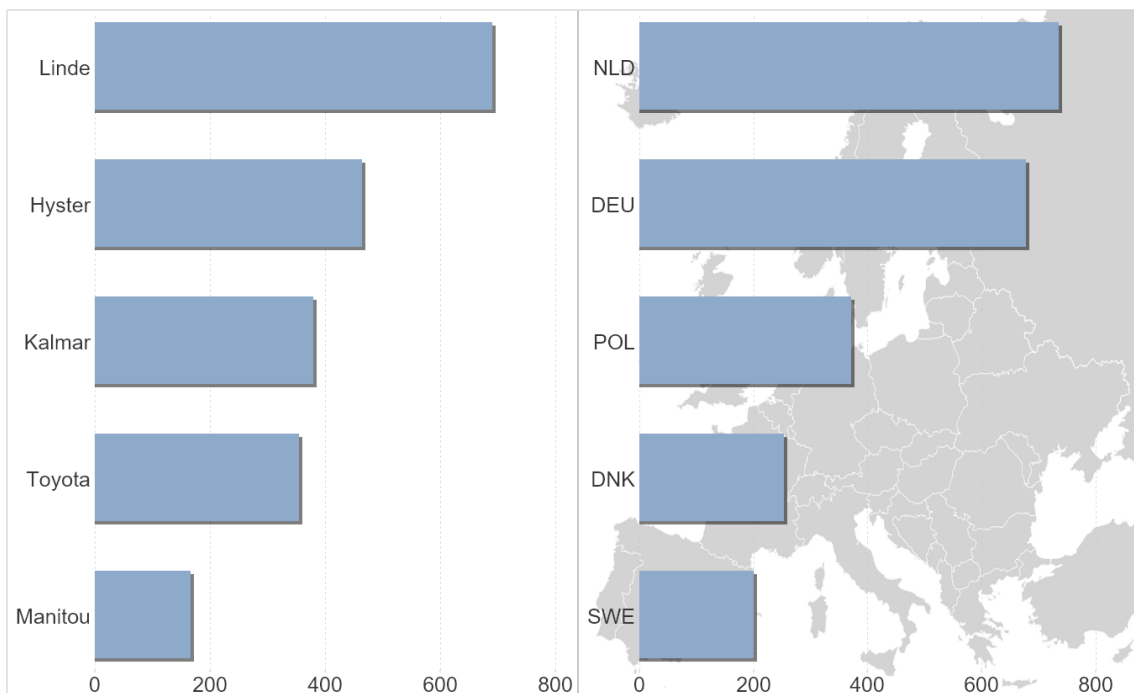
There were fewer used diesel forklifts listed for sale on Mascus in the third quarter of 2021 compared to 2020. The number of units listed for sale was constantly lower this year compared to last year. However, overall demand in Q3 2021 was higher compared to last year. Phone calls from buyers to sellers have increased by +35% while email enquiries have decreased slightly by -8% compared to Q3 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





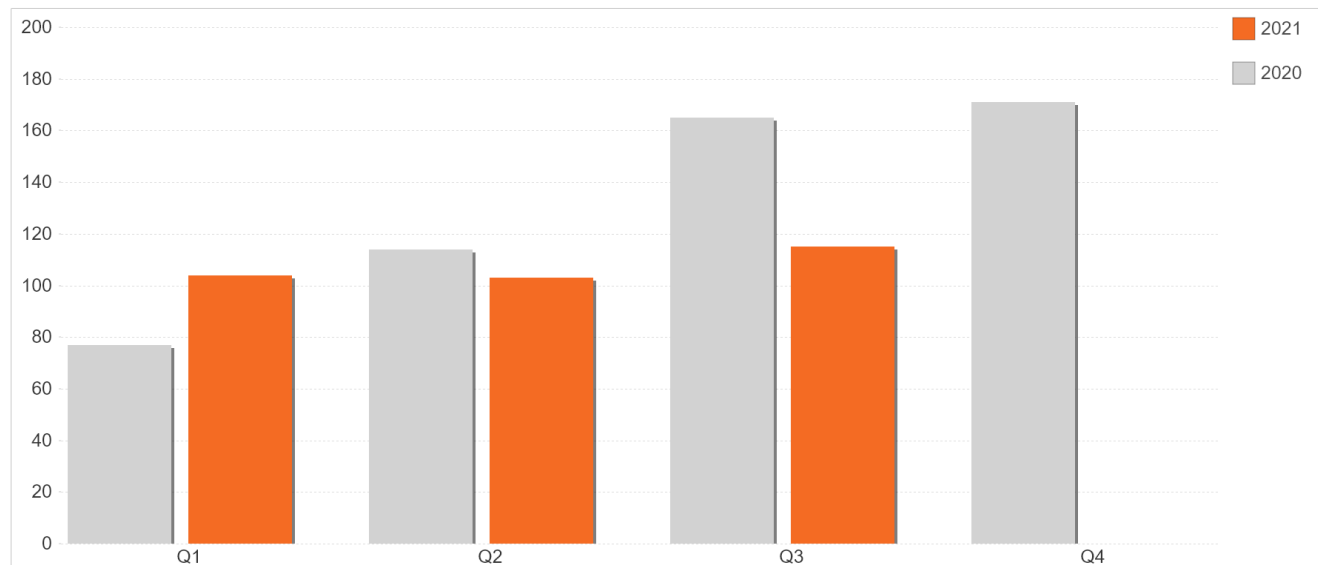


## Lifting & material equipment

### Diesel Forklifts

During Q3 2021, Ritchie Bros. has sold -30% less diesel forklifts across Europe compared to Q3 2020. At the same time, an increase of +11% in median price was registered compared to the same period last year.

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



	Q3 2020	Q3 2021
<b>Top selling brands by volume</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Hyster</li> <li>• Linde</li> <li>• CAT</li> </ul>	<ul style="list-style-type: none"> <li>• Maximal</li> <li>• Linde</li> <li>• Toyota</li> </ul>
<b>Median price</b>	5.009 EUR	5.549 EUR
<b>Buyer locations</b>	48% within the same country 45% within Europe 7% outside Europe	33% within the same country 64% within Europe 3% outside Europe
<b>Top buyer locations</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Netherlands</li> <li>• Spain</li> <li>• France</li> <li>• Italy</li> <li>• UK</li> </ul>	<ul style="list-style-type: none"> <li>• Italy</li> <li>• Netherlands</li> <li>• UK</li> <li>• Spain</li> <li>• France</li> </ul>

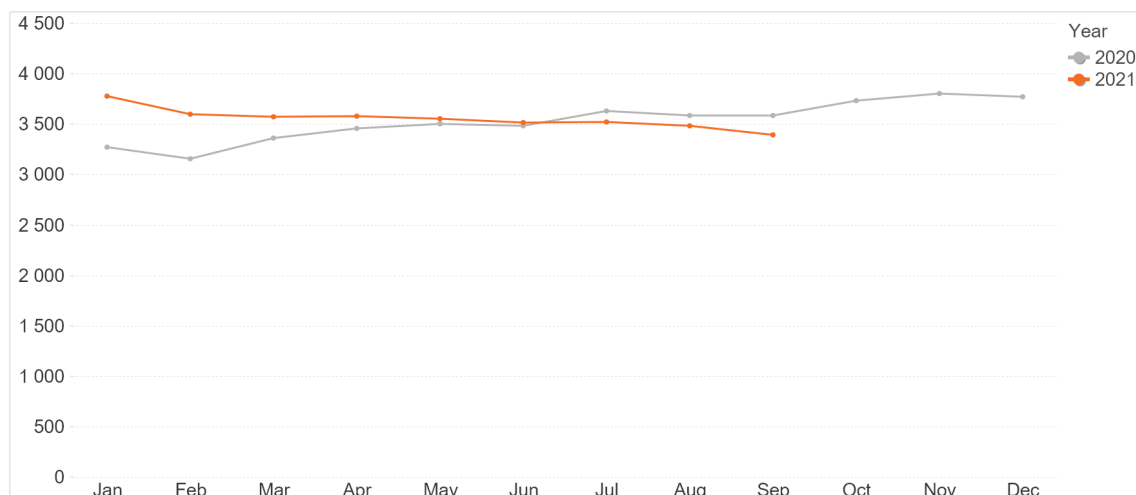


## Lifting & material equipment

### Boom Lifts

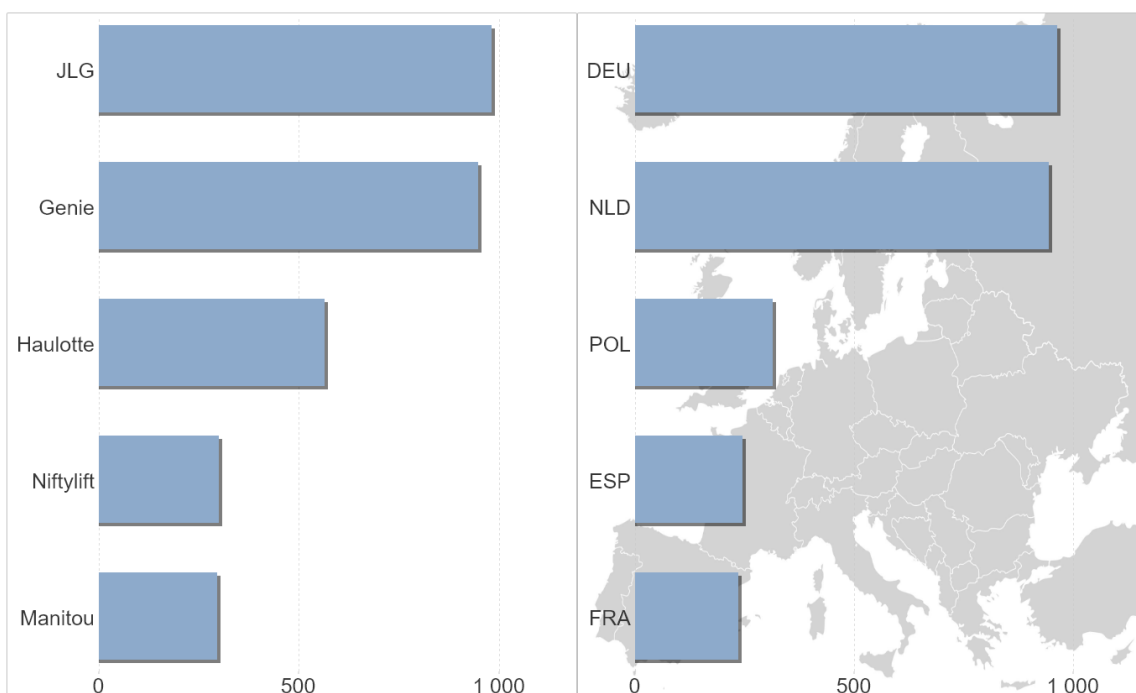
Although the number of boom lifts for sale on Mascus in Q1 and Q2 of 2021 was larger than in the previous year, during Q3 there were slightly fewer boom lifts for sale compared to 2020. At the same time, demand in Q3 2021 was significantly higher compared to last year. Phone calls and email enquiries from buyers to sellers have increased by +99% and +6%, respectively, compared to Q3 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



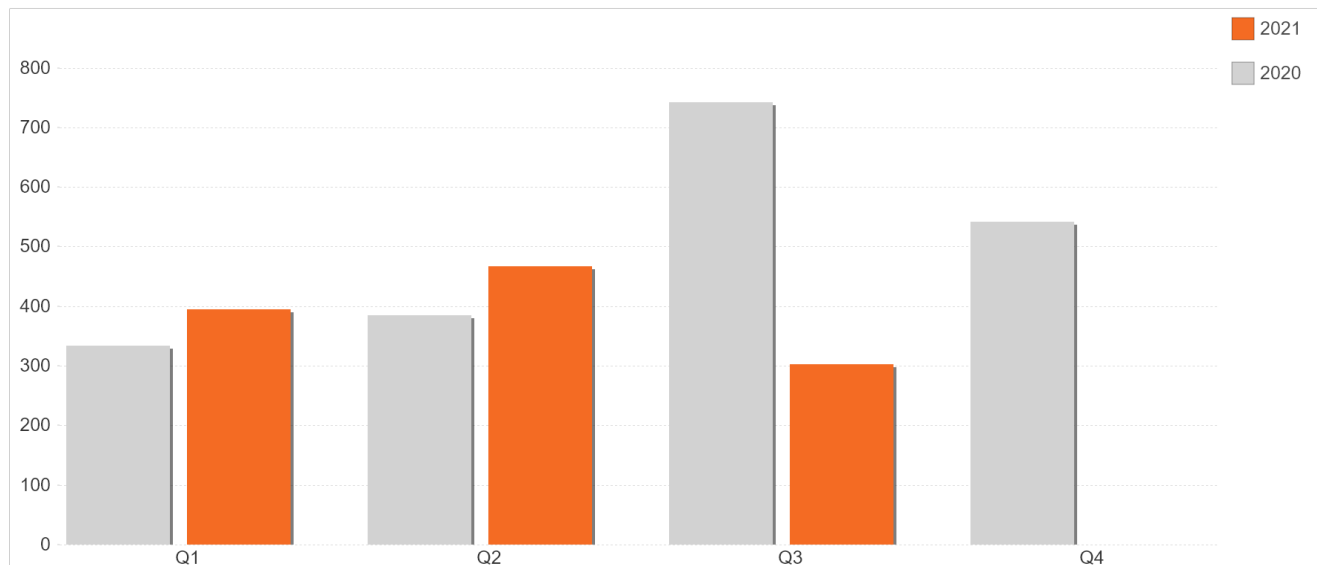


## Lifting & material equipment

### Boom Lifts

During Q3 2021, Ritchie Bros. has sold -59% less boom lifts across Europe compared to Q3 2020. At the same time, an increase of +9% in median price was registered compared to the same period last year.

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



	Q3 2020	Q3 2021
<b>Top selling brands by volume</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Haulotte</li> <li>• JLG</li> <li>• Genie</li> </ul>	<ul style="list-style-type: none"> <li>• Genie</li> <li>• Haulotte</li> <li>• JLG</li> </ul>
<b>Median price</b>	7.601 EUR	8.257 EUR
<b>Buyer locations</b>	42% within the same country 55% within Europe 3% outside Europe	33% within the same country 59% within Europe 8% outside Europe
<b>Top buyer locations</b> (based on numbers of units sold)	<ul style="list-style-type: none"> <li>• Netherlands</li> <li>• Spain</li> <li>• UK</li> <li>• France</li> <li>• Italy</li> </ul>	<ul style="list-style-type: none"> <li>• Netherlands</li> <li>• Spain</li> <li>• UK</li> <li>• France</li> <li>• Italy</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



