



Ritchie Bros. Used Equipment Market Trends Summary

(North America Edition)

April 2021

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About this Research

This research includes summary information taken from Ritchie Bros. Market Trends, a premium data product that allows users like you to access 10 years of Ritchie Bros. transaction level data providing:

- ▶ **Real time insights** - See results from our most recent auctions
- ▶ **Equipment flows** - Draw insights into asset flows across state and national boundaries
- ▶ **Make-model details** - Determine residual pricing of assets at make-model level of detail for auction
- ▶ **Like-for-like comparisons** - Compare residual value for like-for-like assets

Subscribe to Ritchie Bros. Market Trends and access this data and more in-depth detail by country, date range, asset category, brand, model, as well as median asset age, usage and other key data points.

All data and charts are from Ritchie Bros. Market Trends.
To learn more about Market Trends, visit rbassetsolutions.com

Summary

With the April edition of the Ritchie Bros. Used Equipment Market Trends summary report, we look back at key equipment category sales in the United States and Canada from March 2021 using the RB Now! functionality in the RB Market Trends tool, which provides a snapshot of Ritchie Bros. transactions over the last 30 days. We have also included new, updated price indexes in this edition.

We are now more than a year into the COVID-19 pandemic, with vaccines and stimulus relief on the way. Online shopping has hit new heights, positively impacting the transportation industry. Working from home has resulted in home renovations and an exodus to the suburbs, directly impacting the construction sector. We can see these impacts directly in our Market Trends tool and the price indexes for each industry in this report.

March was a big month, with unprecedented demand resulting in strong pricing across nearly all equipment categories. Ritchie Bros. held a number of large events last month, including three U.S. regional auctions that sold approximately 15,000 equipment items from 13 different locations. By combining these smaller local auctions into larger online regional events, we have seen demand skyrocket. These three online regional events in the Rocky Mountain, Northeast, and Midwest regions attracted more than 11,000 online bidders each.

Meanwhile in Canada, we held our largest Ontario auction ever in March 2021, selling 4,300+ items for CA\$49+ million (US\$39+ million). This hybrid live/online auction in Toronto attracted a site record 10,000+ online bidders.

The following week, on March 17 – 18, we held our largest Texas auction ever. The US\$95+ million auction also set a new demand record, attracting 16,000+ bidders from 79 countries.

We also continue to see strong demand and pricing for all our online events through IronPlanet, GovPlanet, and Marketplace-E, selling more than 17,000 items in March.

Overall, we sold more equipment in the United States than Canada in March, resulting in some of the volume discrepancies between the countries in the charts below. For more information like this, sign up for Ritchie Bros. Market Trends tool, which is now being updated daily with auction data.



Doug Olive,
SVP, Pricing

As showcased in our new indexes, we continue to see positive pricing trends for earthmoving, transportation, and aerial equipment in March. Specifically, we saw a big year over year uptick in median pricing for excavators, dozers, articulated dump trucks, skid steers, truck tractors, and boom lifts last month.

NEW

In this month's report:

- New, updated price indexes
- Market Trends data updated daily

Used Commercial Assets - Pricing Highlights

Price change (±1.5%) year-over-year for the 3 months ending March 31, 2021

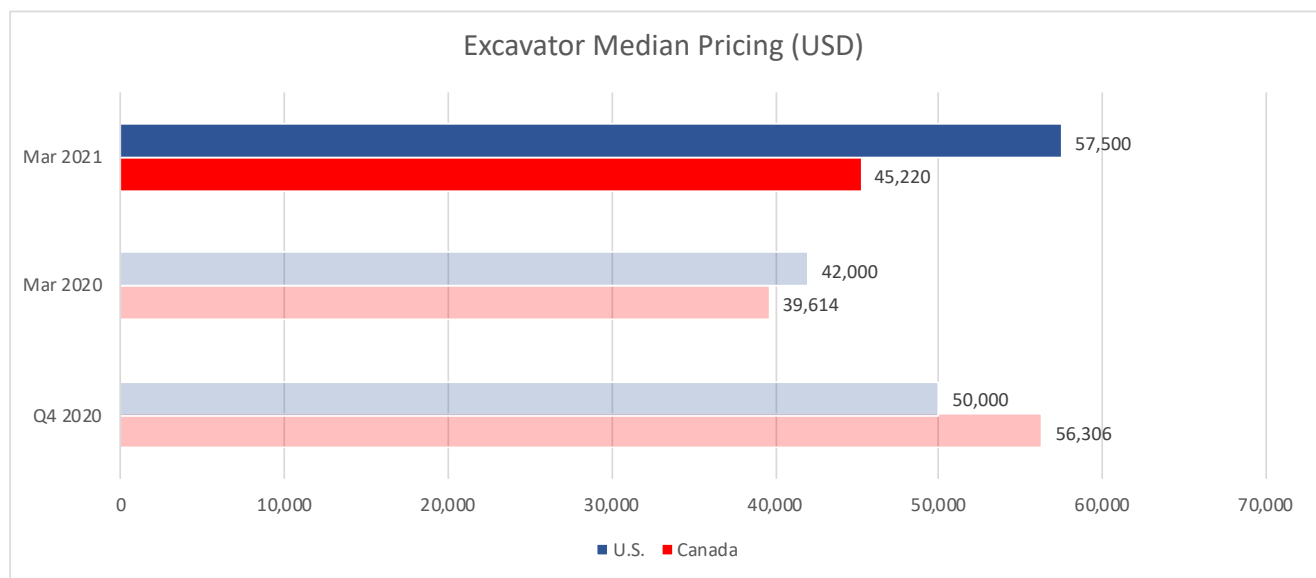
Categories	USA			Canada		
Large Earthmoving	▲	Increased ~	5%	▲	Increased ~	2%
Medium Earthmoving	▲	Increased ~	15%	▲	Increased ~	5%
Aerial	▲	Increased ~	13%	▲	Increased ~	2%
Truck Tractors	▲	Increased ~	20%	▲	Increased ~	9%
Vocational Trucks	▲	Increased ~	16%	▲	Increased ~	2%

Excavator sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$57,500	\$45,220 (CAD\$57,500)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▶ Caterpillar ▶ Komatsu ▶ John Deere 	<ul style="list-style-type: none"> ▶ John Deere ▶ Caterpillar ▶ Komatsu
Top Selling Models by Volume	<ul style="list-style-type: none"> ▶ John Deere 135G ▶ Caterpillar 349FL ▶ Caterpillar 336FL 	<ul style="list-style-type: none"> ▶ John Deere 290G ▶ John Deere 350G ▶ John Deere 270D
Buyer Locations	<ul style="list-style-type: none"> ▶ Texas ▶ California ▶ Mexico 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ British Columbia
Top Asset Selling Locations	<ul style="list-style-type: none"> ▶ Texas ▶ Colorado ▶ Maryland 	<ul style="list-style-type: none"> ▶ Quebec ▶ British Columbia ▶ Ontario

March 2021 sales vs. prior year and Q4 2020

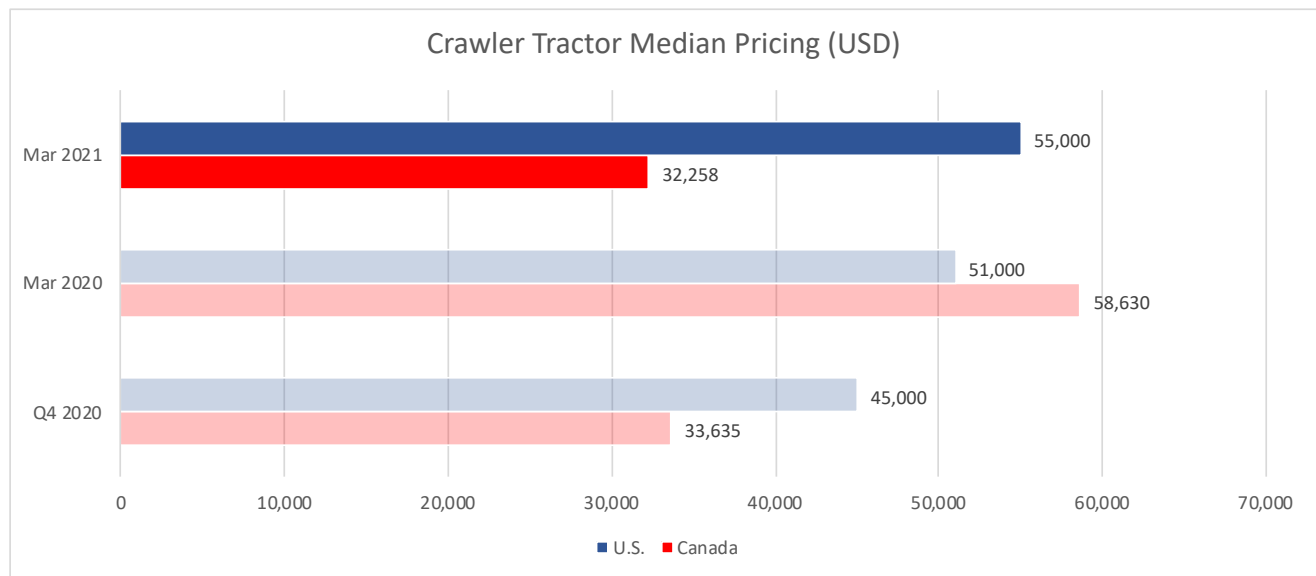


Crawler Tractor sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$55,000	\$32,258 (CAD\$40,000)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▶ Caterpillar ▶ John Deere ▶ Komatsu 	<ul style="list-style-type: none"> ▶ Caterpillar ▶ John Deere ▶ Case
Top Selling Models by Volume	<ul style="list-style-type: none"> ▶ Caterpillar D6T ▶ Caterpillar D6N ▶ Komatsu D275 	<ul style="list-style-type: none"> ▶ Caterpillar D3C ▶ Caterpillar D6T ▶ Caterpillar D6N
Buyer Locations	<ul style="list-style-type: none"> ▶ Texas ▶ California ▶ Oregon 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ British Columbia
Top Asset Selling Locations	<ul style="list-style-type: none"> ▶ Texas ▶ Maryland ▶ Washington 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ Alberta, British Columbia

March 2021 sales vs. prior year and Q4 2020

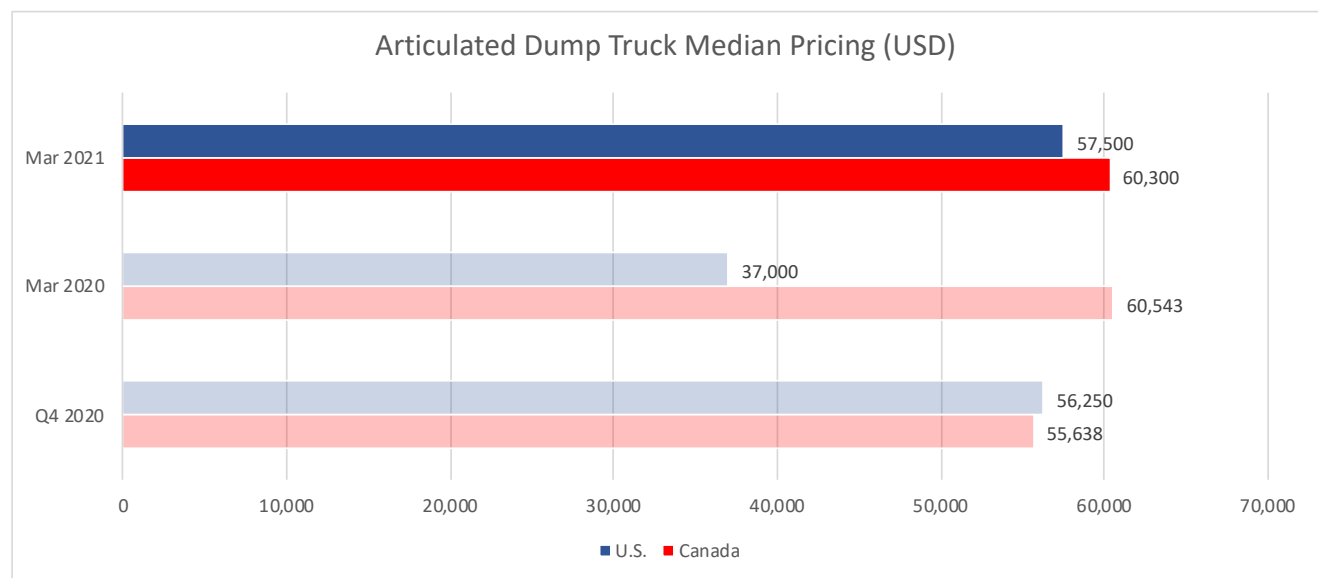


Articulated Dump Truck sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$57,500	\$56,724 (CAD\$75,000)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▶ Volvo ▶ Caterpillar ▶ Terex 	<ul style="list-style-type: none"> ▶ Terex ▶ John Deere ▶ Caterpillar
Top Selling Models by Volume	<ul style="list-style-type: none"> ▶ Volvo A35E ▶ Volo A35C ▶ Terex TA300 	<ul style="list-style-type: none"> ▶ Caterpillar 740 ▶ Caterpillar 740B ▶ John Deere 400D
Buyer Locations	<ul style="list-style-type: none"> ▶ Washington ▶ Oregon ▶ Texas 	<ul style="list-style-type: none"> ▶ Ontario ▶ British Columbia ▶ Quebec
Top Asset Selling Locations	<ul style="list-style-type: none"> ▶ Washington ▶ Texas ▶ California 	<ul style="list-style-type: none"> ▶ British Columbia ▶ Quebec ▶ Ontario

March 2021 sales vs. prior year and Q4 2020

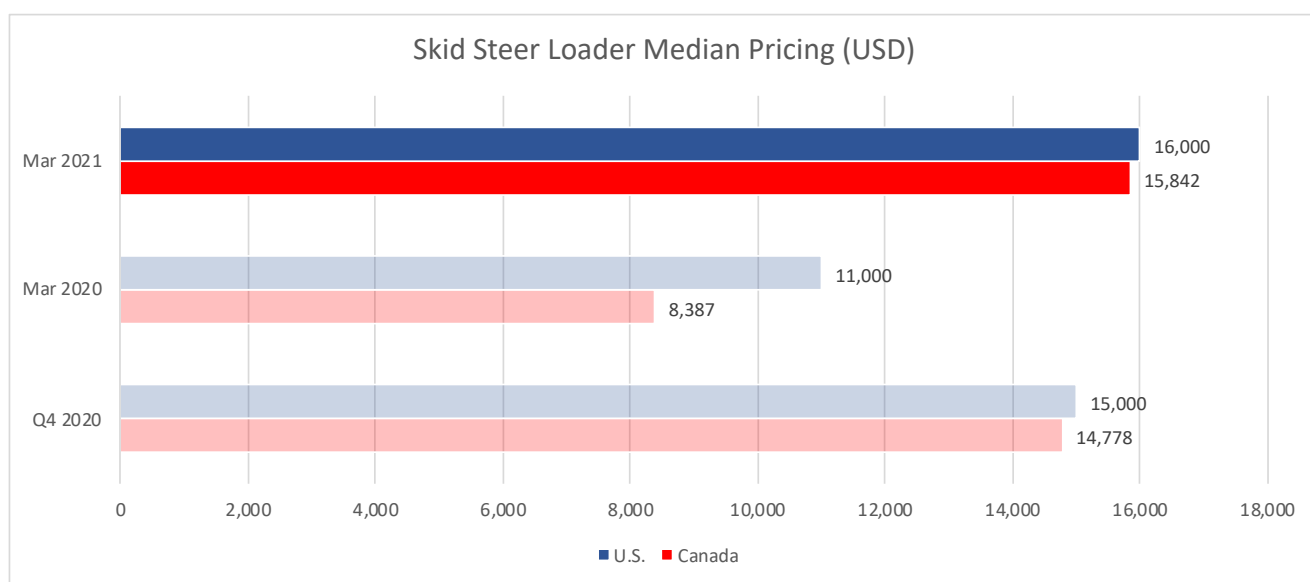


Skid Steer Loader sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$16,000	\$15,842 (CAD\$20,500)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▶ Bobcat ▶ Caterpillar ▶ New Holland 	<ul style="list-style-type: none"> ▶ Bobcat ▶ Caterpillar ▶ Case
Top Selling Models by Volume	<ul style="list-style-type: none"> ▶ Bobcat S530 ▶ Bobcat S510 ▶ Caterpillar 272D2 	<ul style="list-style-type: none"> ▶ Caterpillar 262D ▶ Case SV250 ▶ Bobcat S650
Buyer Locations	<ul style="list-style-type: none"> ▶ California ▶ Colorado ▶ Pennsylvania 	<ul style="list-style-type: none"> ▶ Ontario ▶ British Columbia ▶ Quebec
Top Asset Selling Locations	<ul style="list-style-type: none"> ▶ Texas ▶ Maryland ▶ Colorado 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ Alberta

March 2021 sales vs. prior year and Q4 2020

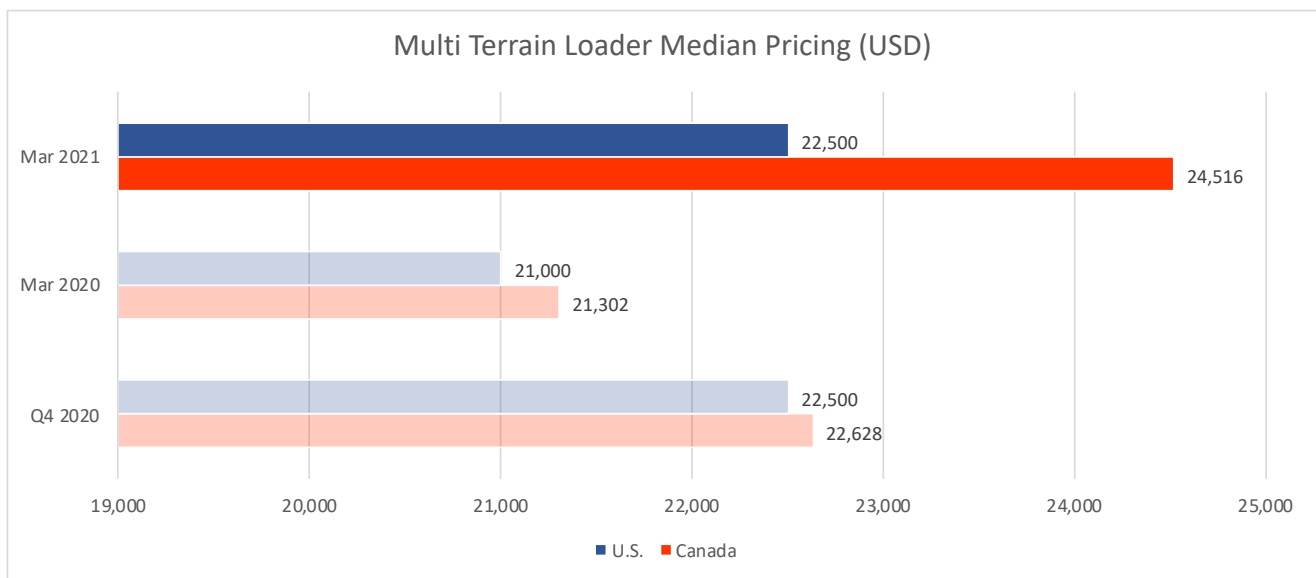


Multi Terrain Loader sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$22,500	\$24,516 (CAD\$31,000)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▶ Caterpillar ▶ Bobcat ▶ Takeuchi 	<ul style="list-style-type: none"> ▶ Caterpillar ▶ Bobcat ▶ Kubota
Top Selling Models by Volume	<ul style="list-style-type: none"> ▶ Bobcat T590 ▶ Caterpillar 289D ▶ Caterpillar 259D 	<ul style="list-style-type: none"> ▶ Caterpillar 259D ▶ Bobcat T770 ▶ Bobcat T650
Buyer Locations	<ul style="list-style-type: none"> ▶ Pennsylvania ▶ California ▶ Colorado 	<ul style="list-style-type: none"> ▶ Ontario ▶ Alberta ▶ British Columbia
Top Asset Selling Locations	<ul style="list-style-type: none"> ▶ Texas ▶ Maryland ▶ Colorado 	<ul style="list-style-type: none"> ▶ Ontario ▶ British Columbia ▶ Alberta

March 2021 sales vs. prior year and Q4 2020

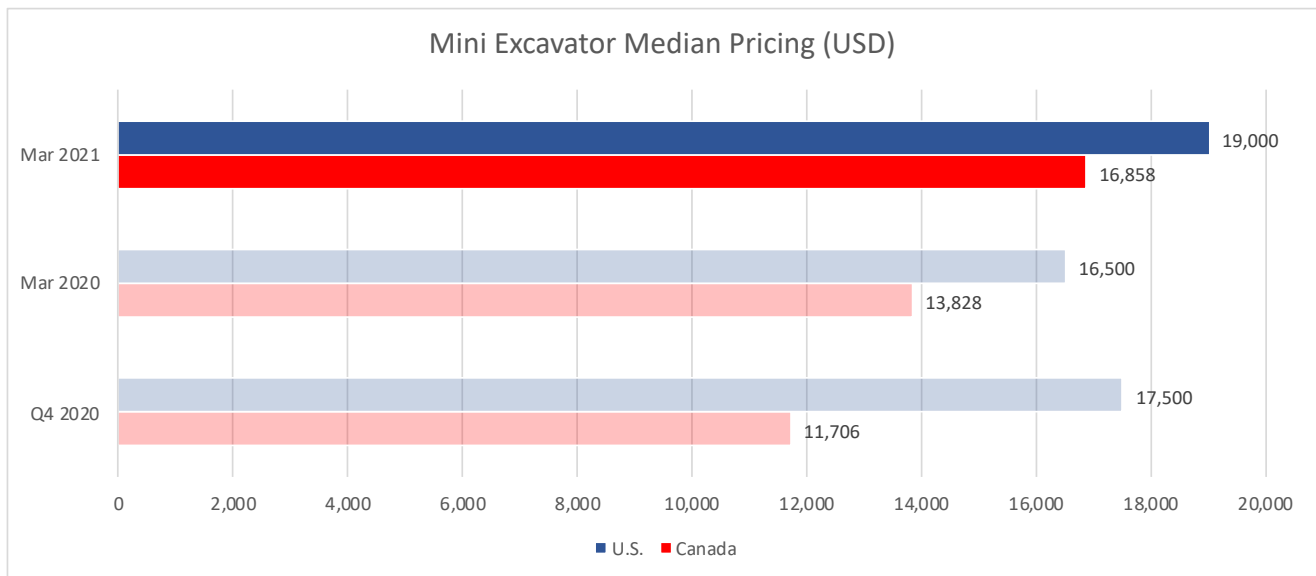


Mini Excavator sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$19,000	\$16,858 (CAD\$21,500)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▶ Bobcat ▶ John Deere ▶ Kubota 	<ul style="list-style-type: none"> ▶ Kubota ▶ Komatsu ▶ John Deere
Top Selling Models by Volume	<ul style="list-style-type: none"> ▶ John Deere 27D ▶ John Deere 75G ▶ John Deere 50G 	<ul style="list-style-type: none"> ▶ Kubota KX1213ST ▶ Cael R325BLT ▶ Cael R325
Buyer Locations	<ul style="list-style-type: none"> ▶ California ▶ Washington ▶ Georgia 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ British Columbia
Top Asset Selling Locations	<ul style="list-style-type: none"> ▶ Texas ▶ Maryland ▶ Georgia 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ British Columbia

March 2021 sales vs. prior year and Q4 2020

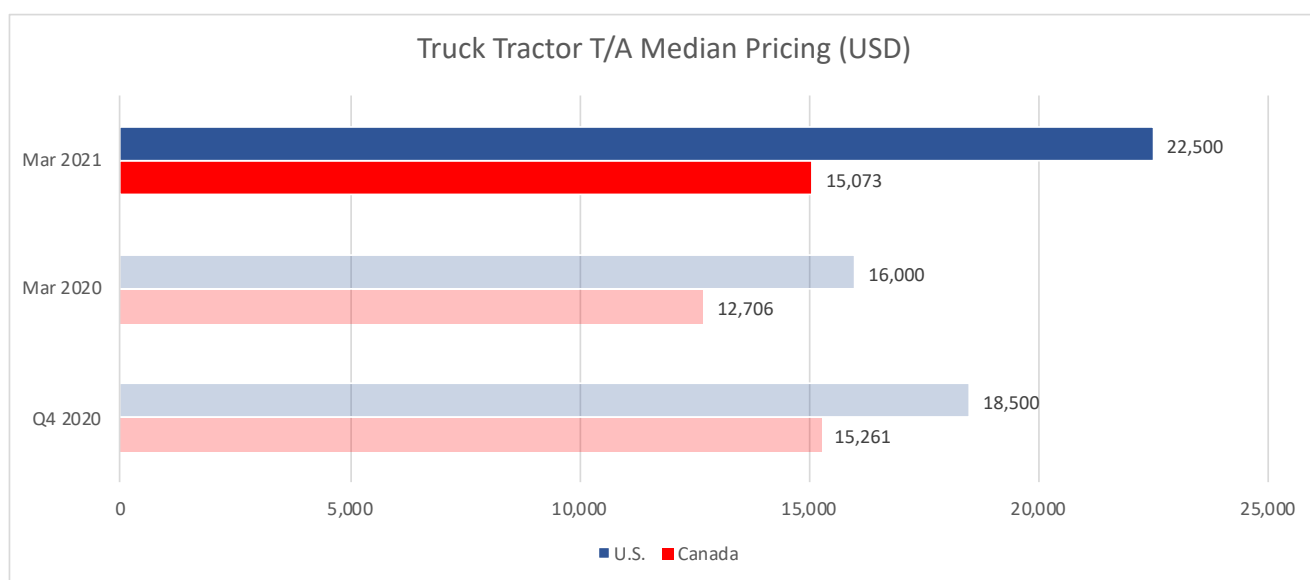


Truck Tractor (T/A) sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$22,500	\$15,073 (CAD\$18,500)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▶ Peterbilt ▶ Freightliner ▶ Volvo 	<ul style="list-style-type: none"> ▶ Volvo ▶ Peterbilt ▶ International
Top Selling Models by Volume	<ul style="list-style-type: none"> ▶ Freightliner Cascadia ▶ International ProStar ▶ Volvo VNL 	<ul style="list-style-type: none"> ▶ Freightliner Cascadia ▶ Volvo VNL ▶ International ProStar
Buyer Locations	<ul style="list-style-type: none"> ▶ California ▶ Washington ▶ Texas 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ Alberta
Top Asset Selling Locations	<ul style="list-style-type: none"> ▶ Texas ▶ Maryland ▶ Georgia 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ Alberta

March 2021 sales vs. prior year and Q4 2020

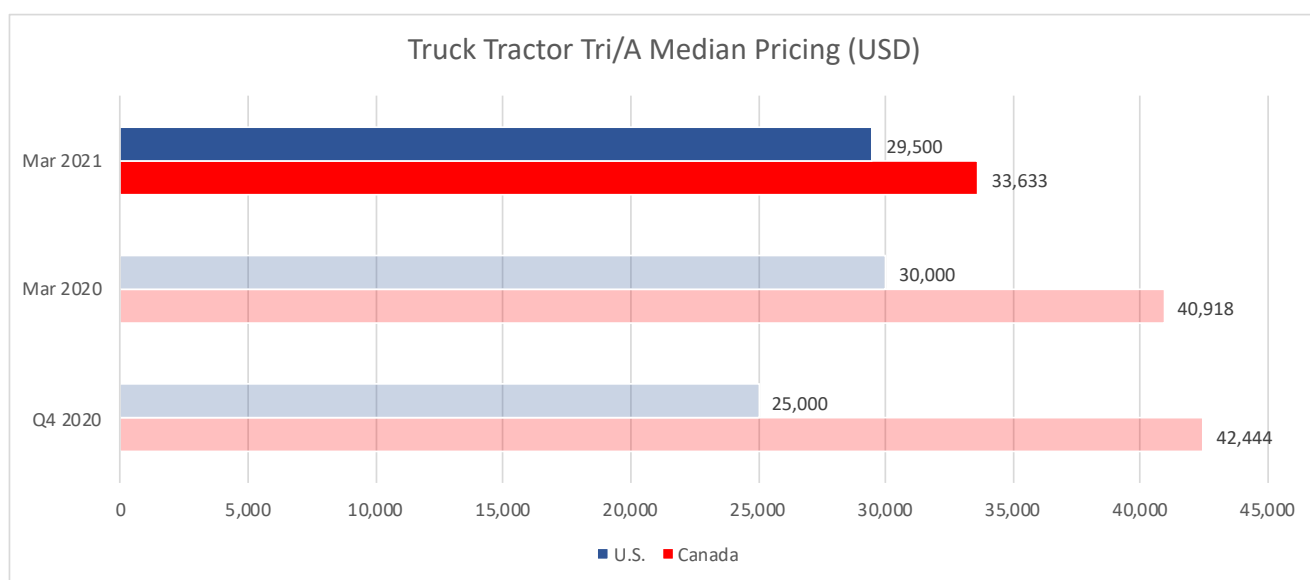


Truck Tractor (Tri/A) sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$29,500	\$33,633 (CAD\$42,500)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▸ Kenworth ▸ Peterbilt ▸ Mack 	<ul style="list-style-type: none"> ▸ Kenworth ▸ Peterbilt ▸ Freightliner
Top Selling Models by Volume	<ul style="list-style-type: none"> ▸ Kenworth T800 ▸ Peterbilt 389 ▸ Peterbilt 388 	<ul style="list-style-type: none"> ▸ Kenworth T800 ▸ Kenworth W900 ▸ Kenworth T880
Buyer Locations	<ul style="list-style-type: none"> ▸ Montana ▸ Illinois ▸ Texas 	<ul style="list-style-type: none"> ▸ Alberta ▸ Ontario ▸ Quebec
Top Asset Selling Locations	<ul style="list-style-type: none"> ▸ Colorado ▸ Washington ▸ Texas 	<ul style="list-style-type: none"> ▸ Alberta ▸ Ontario ▸ Quebec

March 2021 sales vs. prior year and Q4 2020

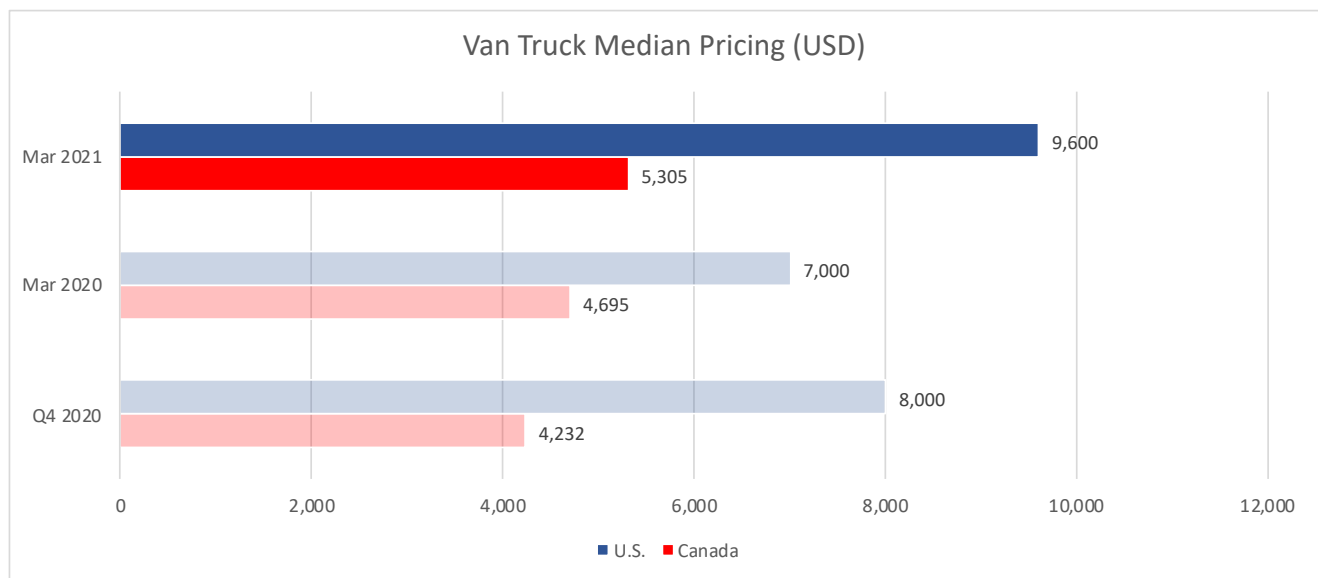


Van Truck sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$9,600	\$5,305 (CAD\$6,500)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▶ International ▶ Freightliner ▶ Hino 	<ul style="list-style-type: none"> ▶ Ford ▶ International ▶ GMC
Top Selling Models by Volume	<ul style="list-style-type: none"> ▶ International 4300 ▶ Freightliner M2106 ▶ Freightliner M2 	<ul style="list-style-type: none"> ▶ International 4300 ▶ Ford E450 ▶ GMC C7500
Buyer Locations	<ul style="list-style-type: none"> ▶ Texas ▶ California ▶ Florida 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ British Columbia
Top Asset Selling Locations	<ul style="list-style-type: none"> ▶ Texas ▶ California ▶ Maryland 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ British Columbia

March 2021 sales vs. prior year and Q4 2020

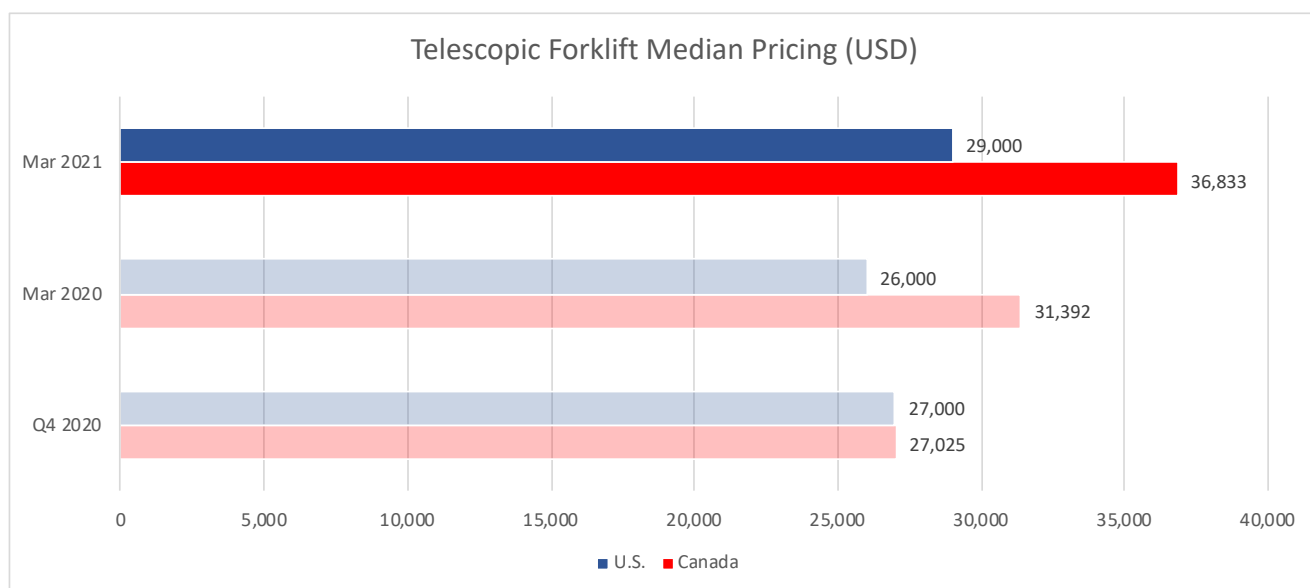


Telescopic Forklift sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$29,000	\$36,833 (CAD\$47,000)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▸ Skytrak ▸ JLG ▸ JCB 	<ul style="list-style-type: none"> ▸ Genie ▸ Caterpillar ▸ Skytrak
Top Selling Models by Volume	<ul style="list-style-type: none"> ▸ Skytrak 8042 ▸ Skytrak 6042 ▸ Skytrak 10054 	<ul style="list-style-type: none"> ▸ JLG G943A ▸ Genie GTH5519 ▸ Genie GTH1056
Buyer Locations	<ul style="list-style-type: none"> ▸ Texas ▸ Georgia ▸ Pennsylvania 	<ul style="list-style-type: none"> ▸ Ontario ▸ Quebec ▸ Alberta
Top Asset Selling Locations	<ul style="list-style-type: none"> ▸ Texas ▸ Maryland ▸ Georgia 	<ul style="list-style-type: none"> ▸ Ontario ▸ Quebec ▸ Alberta

March 2021 sales vs. prior year and Q4 2020

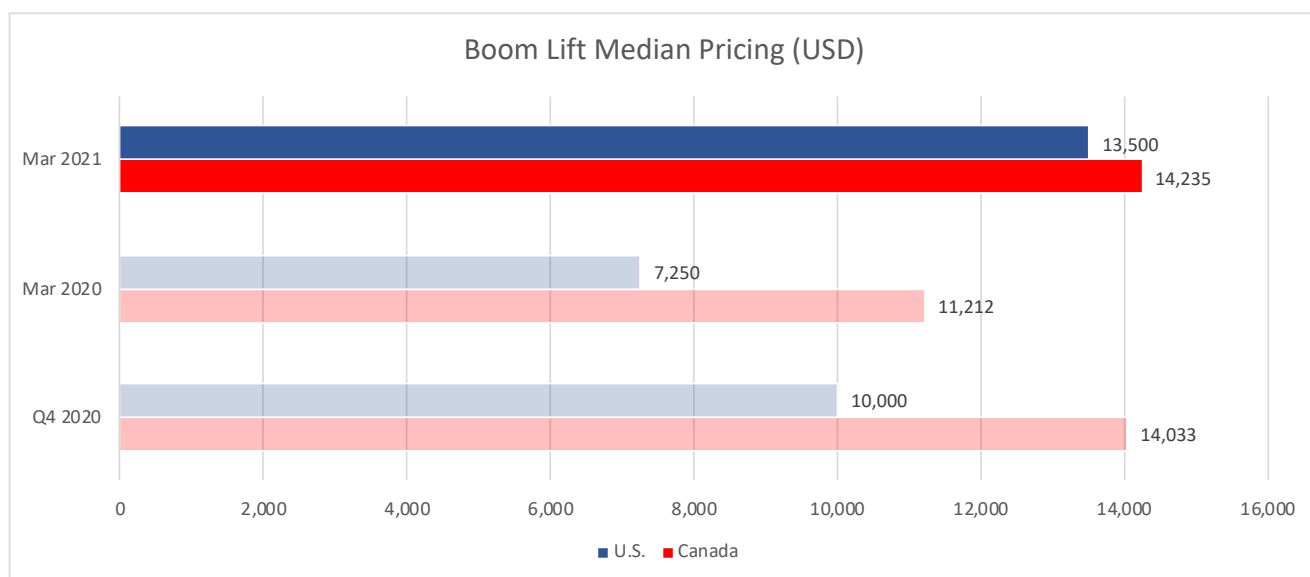


Boom Lift sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$13,500	\$14,235 (CAD\$18,000)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▶ JLG ▶ Genie ▶ Skyjack 	<ul style="list-style-type: none"> ▶ Genie ▶ JLG ▶ Skyjack
Top Selling Models by Volume	<ul style="list-style-type: none"> ▶ JLG 600AJ ▶ JLG E300AJP ▶ JLG 800 AJ 	<ul style="list-style-type: none"> ▶ JLG 600AJ ▶ Genie Z6034 ▶ Genie Z4525
Buyer Locations	<ul style="list-style-type: none"> ▶ Texas ▶ Pennsylvania ▶ Maryland 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ British Columbia
Top Asset Selling Locations	<ul style="list-style-type: none"> ▶ Maryland ▶ Texas ▶ Georgia 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ British Columbia

March 2021 sales vs. prior year and Q4 2020

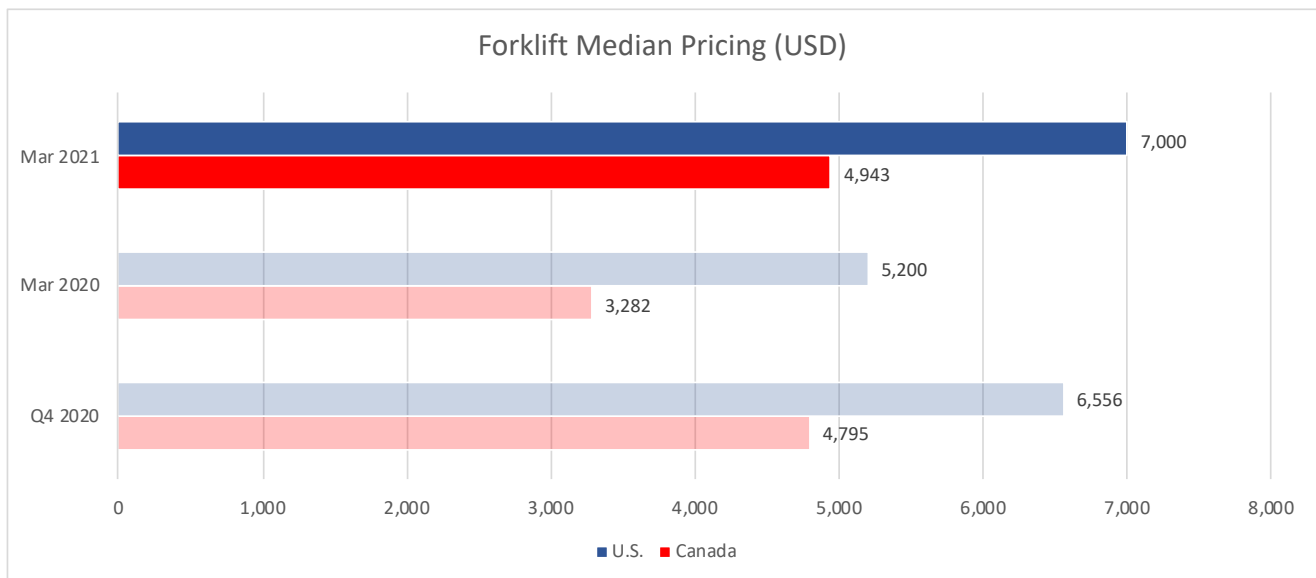


Forklift sales in the U.S. and Canada:

RB NOW! (Last 30 Days) as of March 31

	U.S.	Canada
Median Price in USD	\$7,000	\$4,943 (CAD\$6,125)
Top Selling Brands by Volume	<ul style="list-style-type: none"> ▶ Toyota ▶ Mitsubishi ▶ Komatsu 	<ul style="list-style-type: none"> ▶ Toyota ▶ Hyster ▶ Caterpillar
Top Selling Models by Volume	<ul style="list-style-type: none"> ▶ Toyota 8FGU25 ▶ Mitsubishi FG25N ▶ Komatsu FG25T16 	<ul style="list-style-type: none"> ▶ Toyota 7FGU25 ▶ Toyota 8FGU30 ▶ Caterpillar P5000
Buyer Locations	<ul style="list-style-type: none"> ▶ Texas ▶ Pennsylvania ▶ California 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ British Columbia
Top Asset Selling Locations	<ul style="list-style-type: none"> ▶ Texas ▶ Maryland ▶ Georgia 	<ul style="list-style-type: none"> ▶ Ontario ▶ Quebec ▶ British Columbia

March 2021 sales vs. prior year and Q4 2020



Ritchie Bros. Mix Adjusted Used Price Indexes

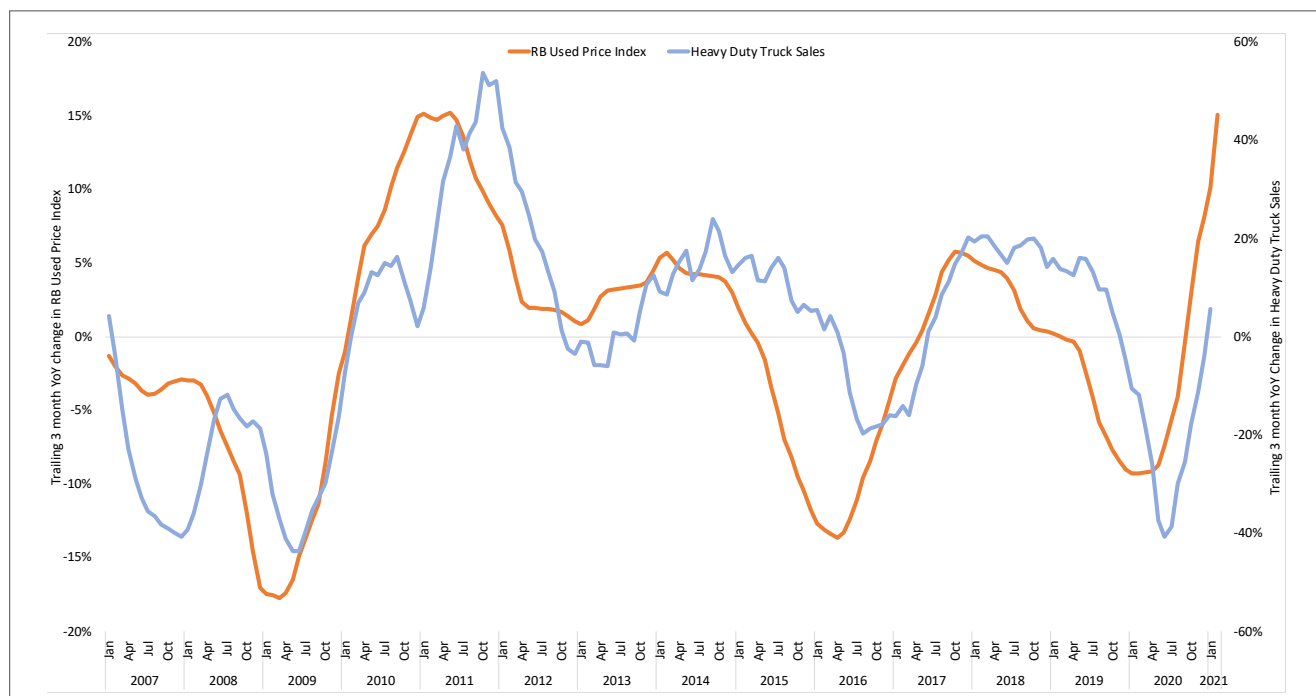
Ritchie Bros. uses a machine learning-based method to calculate a used price index:

To isolate and measure the change in supply / demand dynamics on prices over time, we use various machine learning techniques to correct for equipment mix such as make, model, age, as well as 100+ features.

- ▶ **1.8 million transactions**
- ▶ **Data from 2005 onwards**
- ▶ **Adjusting for 100+ features**
- ▶ **Includes data from the U.S. and Canada**

Indexes are validated by correlating with key industry metrics:

We validate our used pricing indexes by correlating them against well-followed industry metrics such as sales or orders. In this example, the U.S. Ritchie Bros. Heavy Duty Truck price index is plotted vs the U.S. Heavy Duty Truck Sales index. The correlation between the two is clear, with the price index leading the sales index.



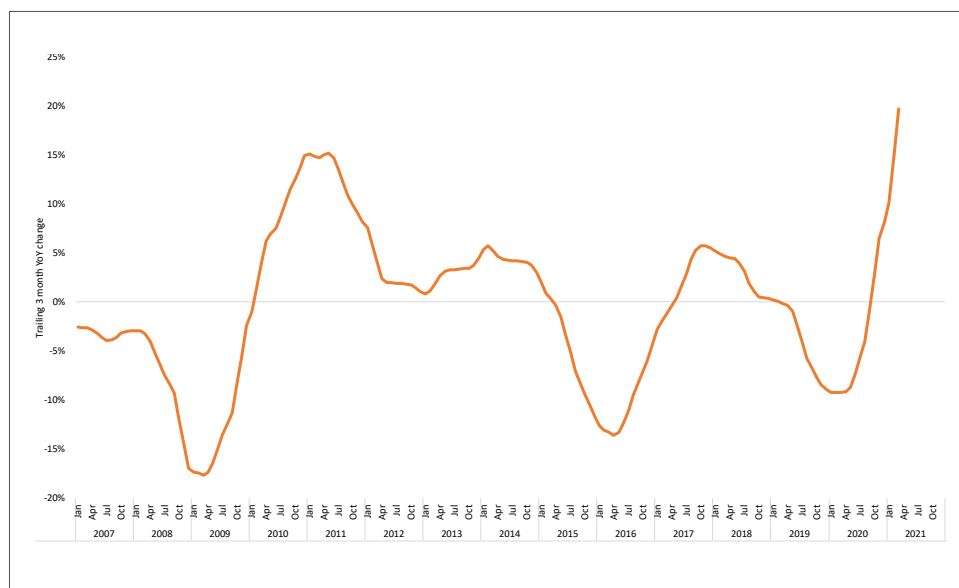
Sources: Ritchie Bros. Mix-Adjusted Price Index; Heavy Weight Truck Sales U.S. Bureau of Economic Analysis

Price Indexes Summary

One year ago, we unveiled our mix adjusted price indexes as part of this monthly report. It was good timing and a good test; no one knew what would happen with used equipment pricing through the pandemic. On the ground, there was a clear sense prices were strengthening. With the Ritchie Bros. price indexes, we were able to adjust for asset mix and quantify and visualize the year-on-year price inflation. We've been very pleased the way equipment sellers, buyers, OEMs, and financial institutions have adopted the indexes and have validated their market insights.

At the one-year anniversary, we've taken the opportunity to simplify and add some new indexes. Overall we have made the category composition of the indexes simpler and clearer. We have also split Earthmoving into Medium and Large, and replaced Lifting and Material Handling with a more narrowly defined Aerial index. The indexes have been restated historically and you will see the shape of the trends is very similar to what you've seen in previous months.

Truck Tractors – U.S.

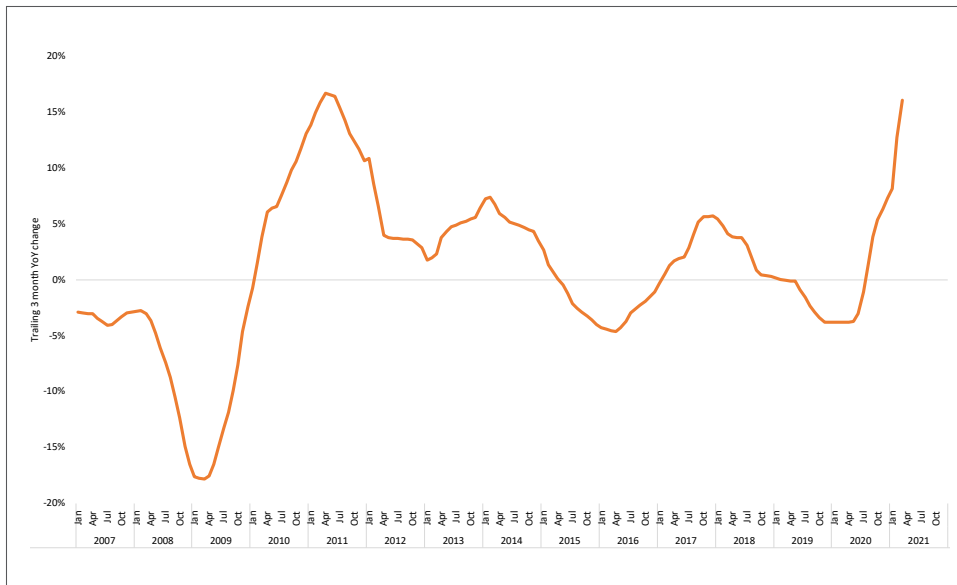


Prices show strengthening for used truck tractors

In our estimation, for the 3 months ending March, prices for used truck tractors increased 20% ($\pm 1.5\%$) compared to the same time frame last year

Truck tractors (S/A, T/A, Tri/A)

Vocational Trucks & Aerial Equipment – U.S.



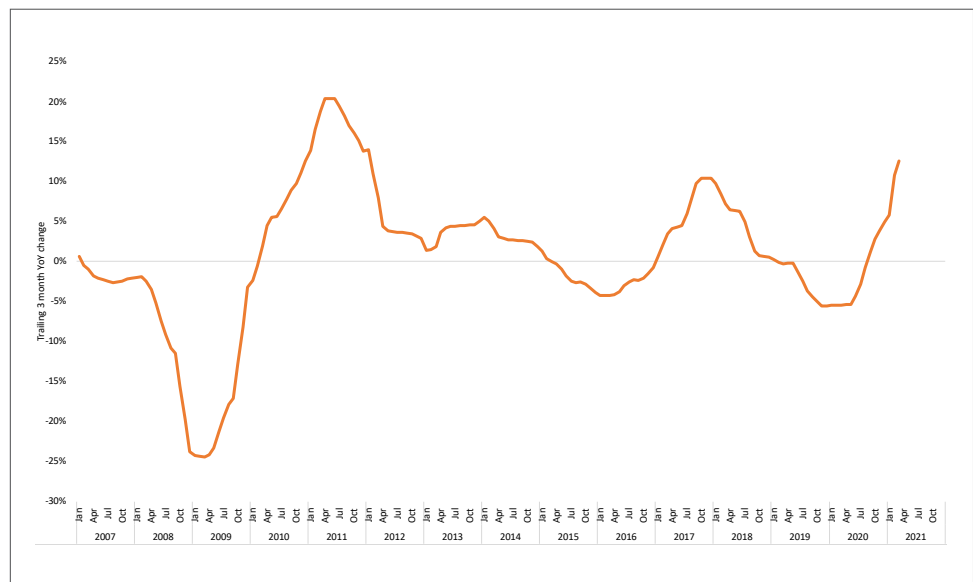
Prices show strengthening for used vocational trucks

In our estimation, for the 3 months ending March, prices for used vocational trucks increased 16% ($\pm 1.5\%$) compared to the same time frame last year

Flatbed Trucks, Dump Trucks (S/A, T/A, Tri/A, Quad/A), Mixer Trucks (S/A, T/A, Tri/A, Quad/A), Van & Reefer Trucks, Mechanics Trucks, Utility Trucks

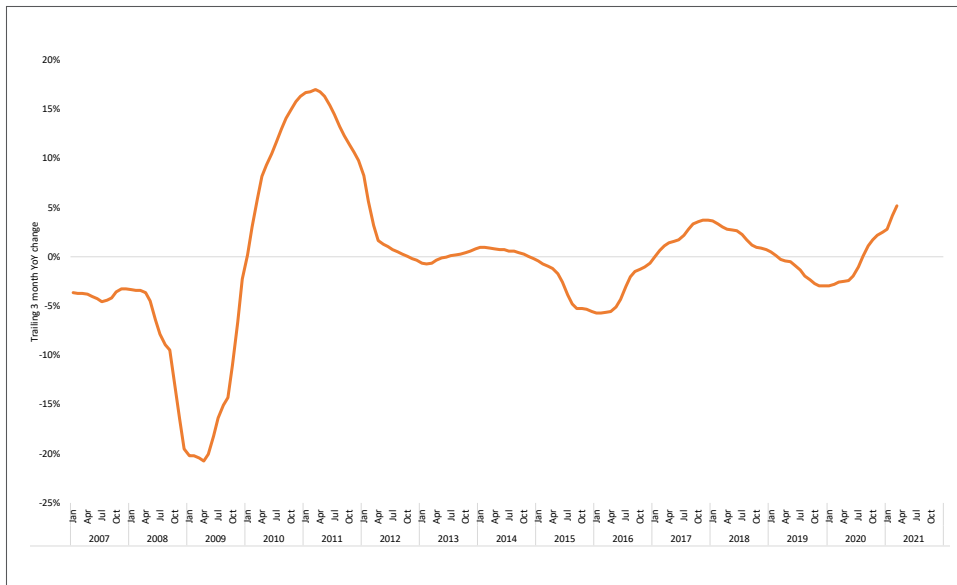
Prices show strengthening for used aerial equipment

In our estimation, for the 3 months ending March, prices for used aerial equipment increased 13% ($\pm 1.5\%$) compared to the same time frame last year



Scissor Lifts, Boom Lifts, Telehandlers

Large Earthmoving & Medium Earthmoving – U.S.



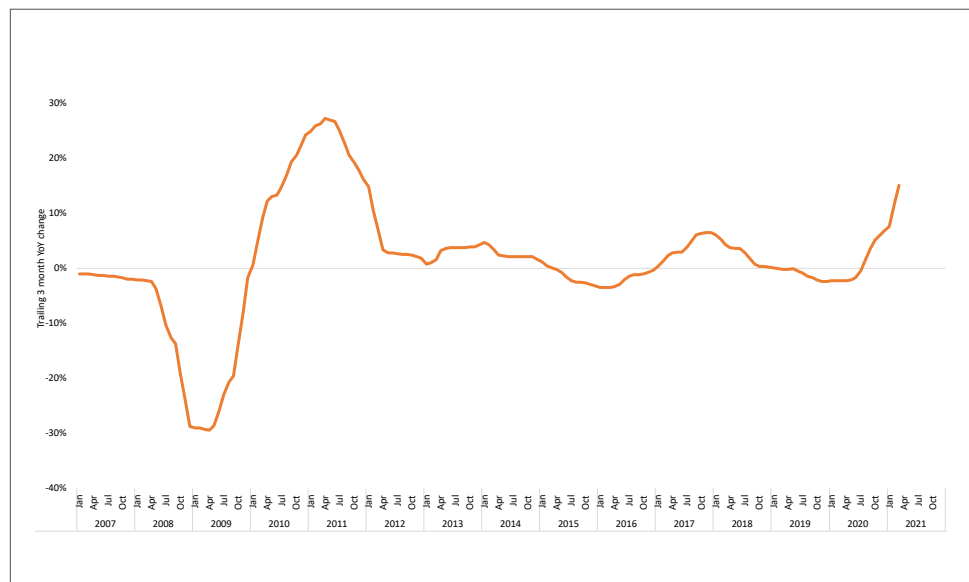
Prices show strengthening for used large earthmoving equipment

In our estimation, for the 3 months ending March, prices for used large earthmoving equipment increased 5% ($\pm 1.5\%$) compared to the same time frame last year

Excavators, Dozers, Wheel Loaders, Backhoe Loaders, Articulated Dump Trucks, Motor Graders, Scrapers, Wheel Excavators, Wheel Dozers, Track Loaders, Soil Compactors

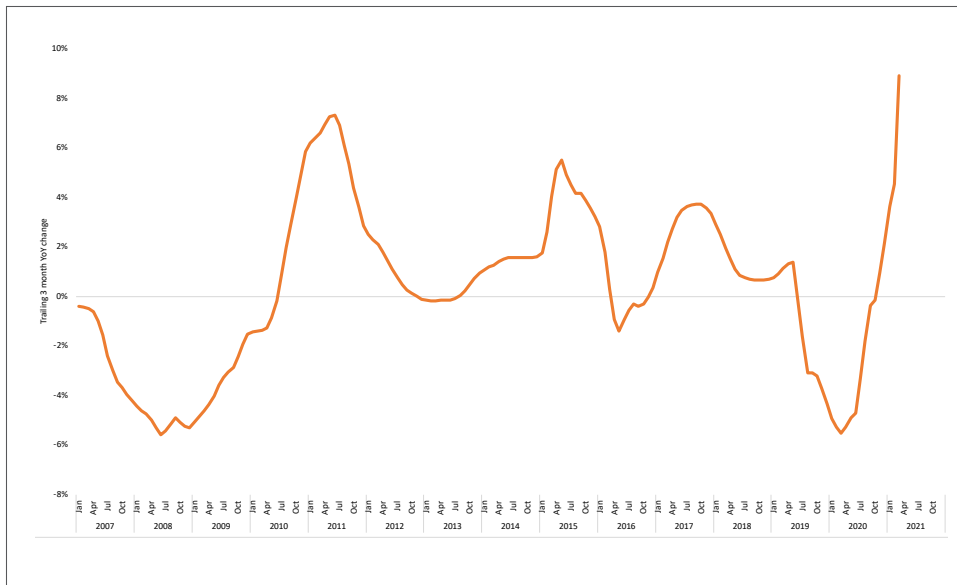
Prices show strengthening for used medium earthmoving equipment

In our estimation, for the 3 months ending March, prices for used medium earthmoving equipment increased 15% ($\pm 1.5\%$) compared to the same time frame last year



Skid Steer Loaders, Compact Track Loaders, Micro Excavators, Mini Excavators, Midi Excavators

Truck Tractors & Vocational Trucks – Canada



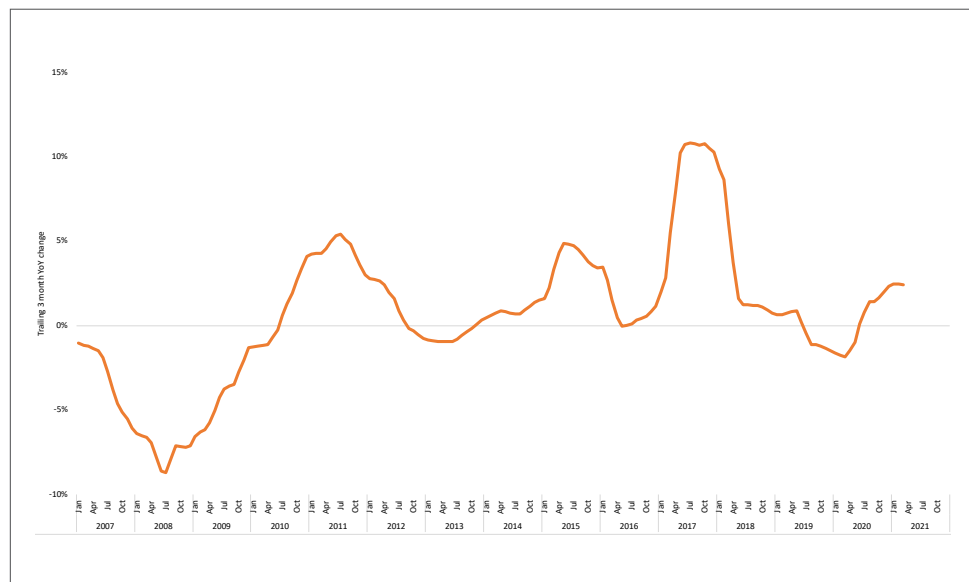
Prices show strengthening for used truck tractors

In our estimation, for the 3 months ending March, prices for used truck tractors increased 9% ($\pm 1.5\%$) compared to the same time frame last year

Truck tractors (S/A, T/A, Tri/A)

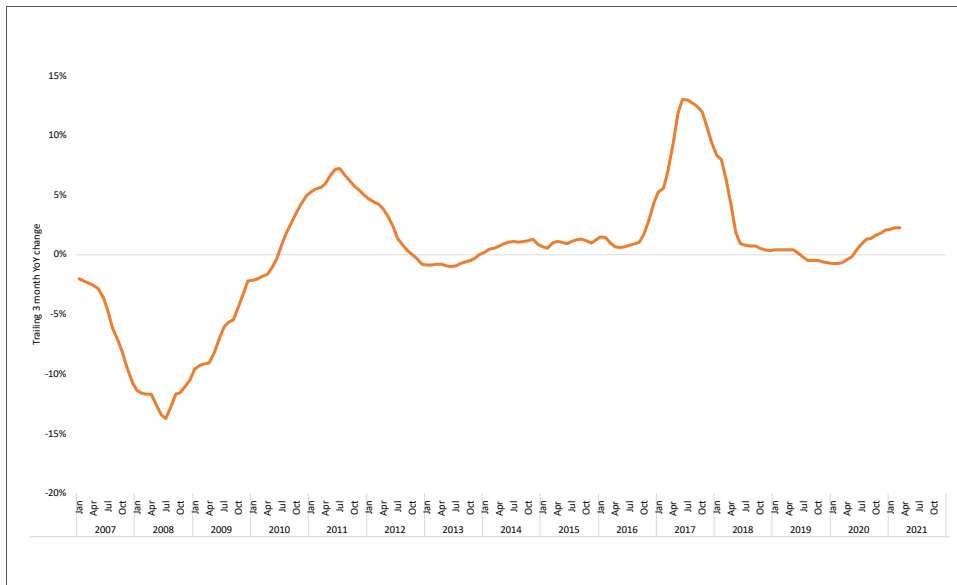
Prices show strengthening for used vocational trucks

In our estimation, for the 3 months ending March, prices for used vocational trucks increased 2% ($\pm 1.5\%$) compared to the same time frame last year



Flatbed Trucks, Dump Trucks (S/A, T/A, Tri/A, Quad/A), Mixer Trucks (S/A, T/A, Tri/A, Quad/A), Van & Reefer Trucks, Mechanics Trucks, Utility Trucks

Large Earthmoving & Medium Earthmoving – Canada



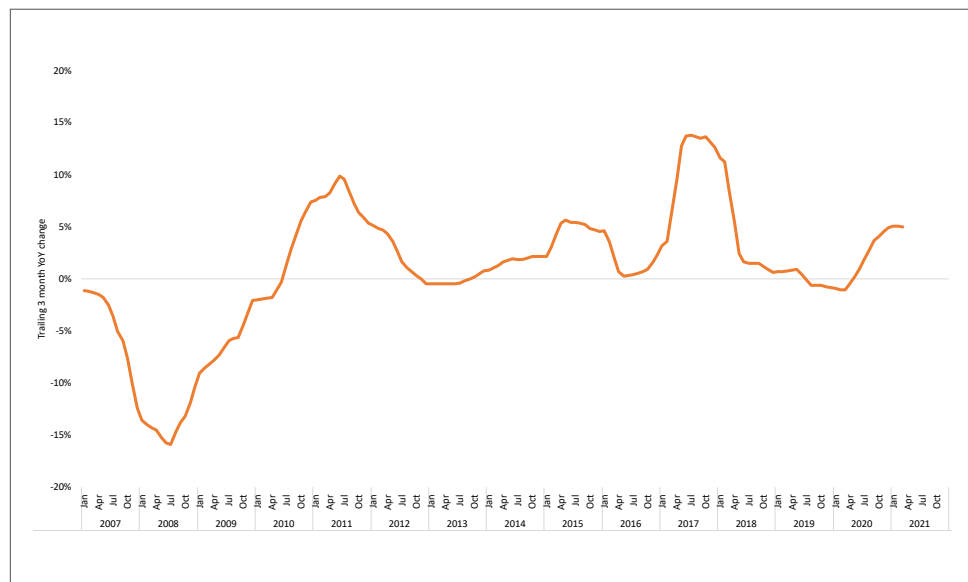
Prices show strengthening for used large earthmoving equipment

In our estimation, for the 3 months ending March, prices for used large earthmoving equipment increased 2% ($\pm 1.5\%$) compared to the same time frame last year

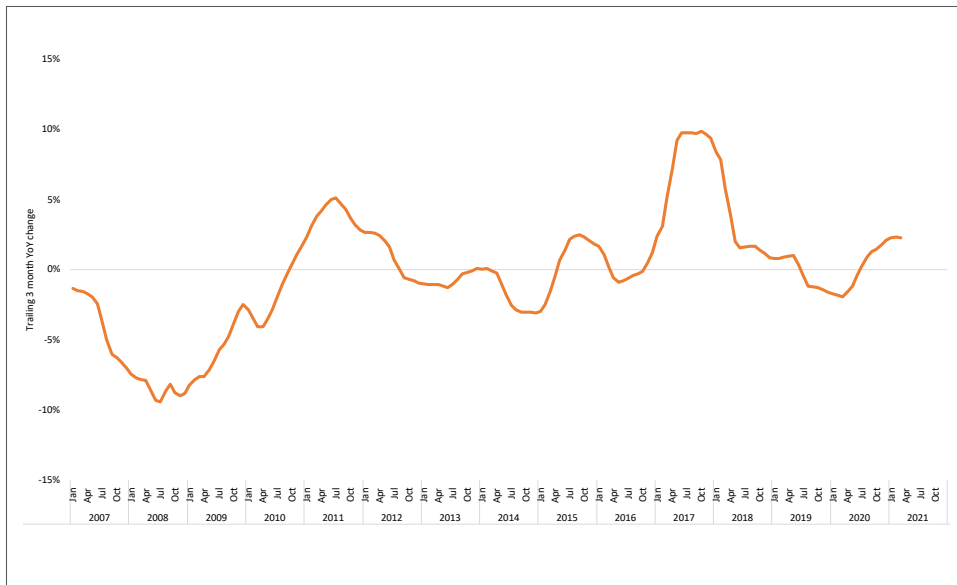
Excavators, Dozers, Wheel Loaders, Backhoe Loaders, Articulated Dump Trucks, Motor Graders, Scrapers, Wheel Excavators, Wheel Dozers, Track Loaders, Soil Compactors

Prices show strengthening for used medium earthmoving equipment

In our estimation, for the 3 months ending March, prices for used medium earthmoving equipment increased 5% ($\pm 1.5\%$) compared to the same time frame last year



Skid Steer Loaders, Compact Track Loaders, Micro Excavators, Mini Excavators, Midi Excavators



Scissor Lifts, Boom Lifts, Telehandlers

Prices show strengthening for used aerial equipment

In our estimation, for the 3 months ending March, prices for used aerial equipment increased 2% ($\pm 1.5\%$) compared to the same time frame last year

Other indexes available in Ritchie Bros. Market Trends:

- ▶ Agriculture
- ▶ Agricultural tractors
- ▶ Articulated dump trucks
- ▶ Composite
- ▶ Dozers
- ▶ Excavators
- ▶ Forklifts
- ▶ Loaders
- ▶ Skid Steers

Ritchie Bros. Snapshot of Demand

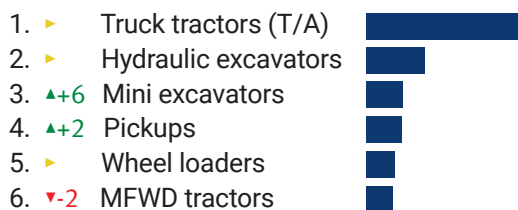
Top 6 Asset Categories

In 2021, Ritchie Bros. has seen record online demand for equipment. The brief snapshot below highlights the top equipment searches across Ritchie Bros. Auctioneers, Ritchie Bros. Asset Valuator pricing tool, and RitchieSpecs, as well as finance approvals from Ritchie Bros. Financial Services.

As you can see, truck tractors continue to be very popular, as are excavators, wheel loaders, dozers, and pickup trucks. Top movers on the lists were mini excavators, moving up 6 spots on rbauction (current inventory searches), and boom lifts, moving up 4 rungs on RB Asset Valuator (pricing searches).

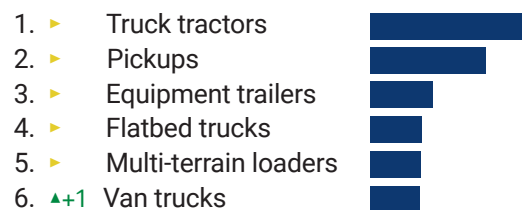
Ritchie Bros. Auctioneers

Current inventory searches (past 4 weeks)
Scope: rbauction, global



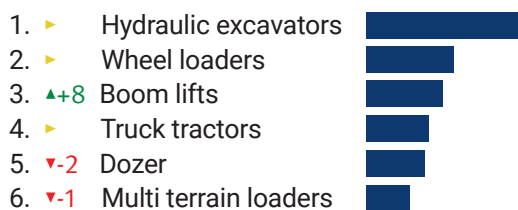
Ritchie Bros. Auctioneers

Unique watchlisters (March 2021)
Scope: rbauction, U.S.



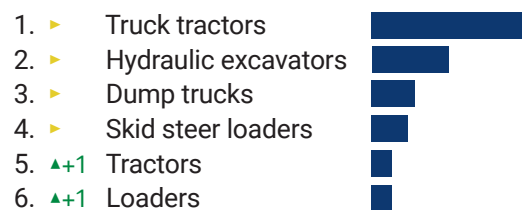
Ritchie Bros. Asset Valuator ^(Beta)

Pricing results searches (March 2021)
Scope: Ritchie Bros Auctioneers, IronPlanet, Marketplace-E; global



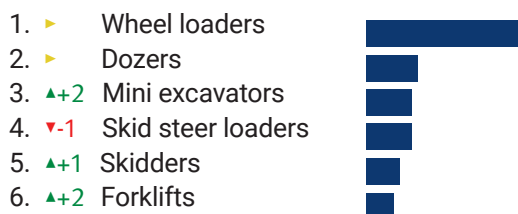
Ritchie Bros. Financial Services

Finance pre-approvals (April 5 2021)
Scope: Primarily U.S. & Canada



RitchieSpecs

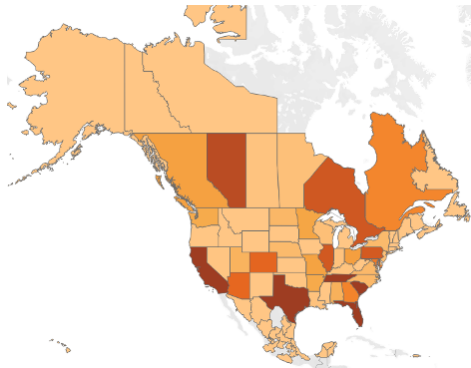
Page views of category landing pages (March 2021)
Scope: RitchieSpecs, global



▲ moved up from previous month
▼ moved down
▶ remained the same

Seller & buyer maps for the 3 months ending March 31, 2021ⁱ

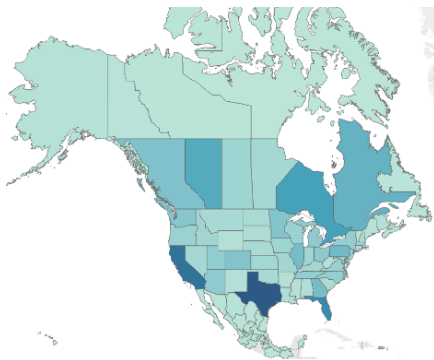
Seller Map – North America



Top 5 selling regions:

- Texas, USA
- Florida, USA
- South Carolina, USA
- Tennessee, USA
- California, U.S.

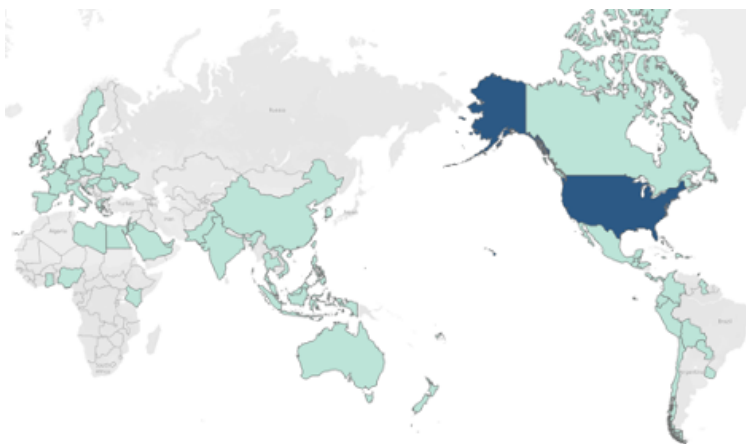
Buyer Map - North America



Top 5 buying regions:

- Texas, USA
- California, USA
- Florida, USA
- Ontario, Canada
- Alberta, Canada

Buyer Map - World Wide



Top 5 buying Countriesⁱⁱ:

- Mexico
- United Kingdom
- Peru
- China
- Netherlands

ⁱBased on value of transactions (USD) ⁱⁱOutside United States and Canada

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 unreserved auctions a year
- ▶ Certainty of sale



Weekly online auctions

- ▶ Regular weekly auctions
- ▶ Convenience of selling where it sits
- ▶ Buyer confidence from IronClad Assurance® equipment condition certification



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



For more information contact:
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