



Ritchie Bros. February 2021 Orlando Auction Results vs Rouse FLV

The Rouse Forced Liquidation Value, or FLV, on a machine is the prevailing auction sales price benchmark for an individual unit associated with a public unreserved auction sale, exclusive of any buyers and sellers fees, or preparation or transportation costs. The analysis includes only units with a valid make, model, and model year in the past 10-year time frame that could be validated in the Rouse database of equipment. As such, the total price is a subset of the associated gross transaction value of the auction and should not be considered indicative of the auction's overall performance nor of quarterly, annual, or future performance of Ritchie Bros. Contents of this document may not be distributed or published without written consent.

Assignment	ReportGroup	Category	Units	Sale Price	FLV	Avg SP/FLV	
General	Small-Medium Earth Moving	Dozers	67	4,663,000	4,455,751	110.3%	
		Excavators	235	10,607,000	9,782,896	108.0%	
		Skid Steer Loaders	45	798,000	686,475	117.5%	
		Wheel Loaders	74	4,173,000	3,728,278	113.0%	
		Backhoe Loaders	60	2,121,500	1,841,975	117.9%	
		Compact Track Loaders	161	4,530,100	3,958,056	113.3%	
		Small-Medium Earth Moving Total		642	26,892,600	24,453,431	111.8%
	Aerial	Articulating Booms	73	1,453,500	1,303,635	111.9%	
		Scissor Lifts	393	1,562,600	1,599,858	99.0%	
		Telescopic Booms	75	2,067,500	1,884,123	110.1%	
		Aerial Total		541	5,083,600	4,787,616	102.3%
	Telehandlers	136	4,798,500	4,423,181	109.2%		
	Support	191	405,015	422,352	97.1%		
General Total			1,510	37,179,715	34,086,580	106.3%	
Heavy EM	Large Earth Moving	Dozers	30	4,142,500	4,018,112	104.9%	
		Excavators	116	10,894,500	9,404,924	116.6%	
		Motor Graders	18	2,010,000	1,741,877	113.3%	
		Wheel Loaders	42	5,091,500	4,449,920	116.2%	
		Articulated Trucks	77	12,162,500	12,060,994	105.5%	
	Large Earth Moving Total		283	34,301,000	31,675,827	112.1%	
Heavy EM Total			283	34,301,000	31,675,827	112.1%	
Others	Global	852	17,691,415	17,295,578	103.1%		
	Truck Tractors	208	5,436,000	4,672,163	117.6%		
	Forklift Trucks	55	477,500	427,210	116.9%		
Others Total			1,115	23,604,915	22,394,951	106.5%	
Grand Total			2,908	95,085,630	88,157,358	106.9%	