



Ritchie Bros. February 2021 Orlando Auction Results vs Rouse FLV Day 1 & 2

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	Skid Steer Loaders	45	798,000	688,456	117.0%	
		Wheel Loaders	75	4,179,500	4,301,143	100.4%	
		Backhoe Loaders	59	2,087,500	1,820,402	116.8%	
		Compact Track Loaders	158	4,462,000	3,886,916	114.0%	
	Small-Medium Earth Moving Total			337	11,527,000	10,696,917	111.9%
	Telehandlers			133	4,709,000	4,308,154	110.0%
	Aerial	Articulating Booms	71	1,425,000	1,272,760	112.3%	
		Telescopic Booms	75	2,067,500	1,883,021	110.1%	
	Aerial Total			146	3,492,500	3,155,781	111.2%
	Support			2	19,000	13,379	140.3%
General Total			618	19,747,500	18,174,231	111.4%	
Heavy EM	Large Earth Moving	Motor Graders	17	1,825,000	1,579,825	113.3%	
		Wheel Loaders	41	4,541,000	4,498,746	104.8%	
		Articulated Trucks	75	11,997,500	12,877,308	100.1%	
	Large Earth Moving Total			133	18,363,500	18,955,879	103.2%
Heavy EM Total			133	18,363,500	18,955,879	103.2%	
Others	Global		96	2,709,450	2,503,117	99.6%	
	Forklift Trucks		1	37,000	39,653	93.3%	
Others Total			97	2,746,450	2,542,770	99.6%	
Grand Total			848	40,857,450	39,672,880	108.7%	