



Ritchie Bros. February 2021 Orlando Auction Results vs Rouse FLV Day 1 thru 3

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%	
		Skid Steer Loaders	45	798,000	688,456	117.0%	
		Wheel Loaders	74	4,155,000	3,748,772	112.2%	
		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		403	16,165,500	14,600,297	113.8%
		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	12,876	145.2%		
General Total			684	24,386,000	22,077,108	112.6%	
Heavy EM	Large Earth Moving	Dozers	30	4,142,500	4,018,112	104.9%	
		Motor Graders	17	1,825,000	1,579,825	113.3%	
		Wheel Loaders	42	5,091,500	4,451,369	116.1%	
		Articulated Trucks	77	12,162,500	12,061,335	105.5%	
		Large Earth Moving Total		166	23,221,500	22,110,641	108.9%
Heavy EM Total			166	23,221,500	22,110,641	108.9%	
Others	Global	236	8,417,350	7,996,573	106.3%		
	Forklift Trucks	1	37,000	39,653	93.3%		
Others Total			237	8,454,350	8,036,226	106.3%	
Grand Total			1,087	56,061,850	52,223,975	110.6%	