



rb RITCHIE BROS.®

Leaseurope 2025 - Cascais

How Tariffs Electrification and supply chain issues affect Used Equipment Values

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About Ritchie Bros.

Over 65 years in the industry

Established in 1958 as an auction company specializing in construction machinery and industrial equipment sales.

The company has evolved to offer a full suite of services, online sales channels and expertise in digital marketing.

Over the years, we have built a global audience unmatched in the industry.

We help contractors, dealers, rental companies as well as banks & insolvency professionals all over the world maximize the value of their equipment.

Ritchie Bros. is a publicly traded company (NYSE: RBA)





rb RITCHIE BROS.®

We are the trusted global marketplace for insights, services, and transaction solutions for commercial assets.

rb RITCHIE BROS.®

Sell by yourself



Online listing

- ✓ You list your asset on Mascus
- ✓ You handle enquiries from buyers
- ✓ You arrange the transaction with the buyer
- ✓ You organise shipping
- ✓ You arrange title transfer

Set your price

€ € € € € asking price

★ ★ ★ ★ ★ ~200 days time to sell

★ ★ ★ ★ ★ Support from RB

We help you sell



Online marketplace

- ✓ We inspect & appraise your asset (possibility of storage)
- ✓ We list and market your asset
- ✓ We handle all enquiries from buyers
- ✓ We organise a secure payment
- ✓ We organise title transfer & shipping
- ✓ We pay you

Set your price with us

€ € € € € buy-now, make offer

★ ★ ★ ★ ★ 70-120 days time to sell

★ ★ ★ ★ ★ Support from RB

We sell for you



Online auctions

- ✓ We inspect & appraise your asset
- ✓ We store your asset (possibility of refurbishment)
- ✓ We list and market your asset
- ✓ We organise "viewing days" for buyers
- ✓ We sell your asset on a specific day
- ✓ We organise title transfer & shipping
- ✓ We pay you

Price based on demand

€ € € € € unreserved

★ ★ ★ ★ ★ 7-30 days

★ ★ ★ ★ ★ Support from RB

Sell to us

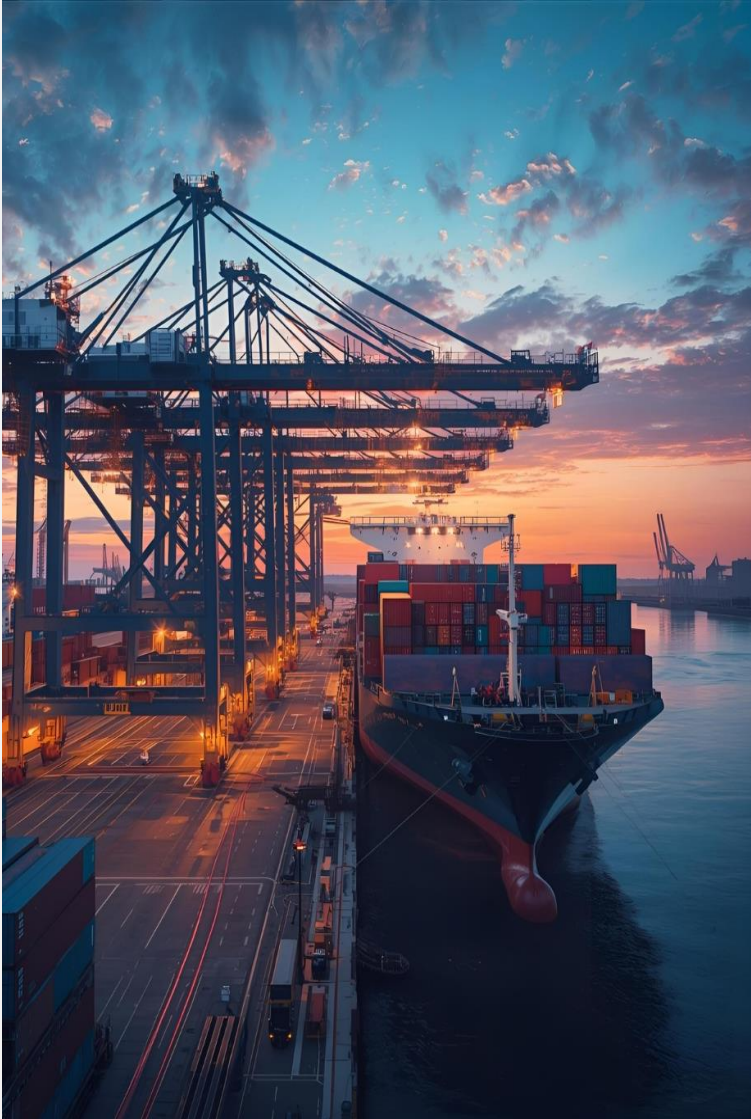


Purchase deal

Ritchie Bros. also offers you the possibility of purchasing your asset(s) in one complete and final transaction

- ✓ We inspect & appraise your asset
- ✓ We make you an offer
- ✓ We pay you rapidly





Tariffs & other supply chain issues

Tariffs effects

- **US import delays:** Clearance issues at ports (EU & CN machines).
- **Impact on US:** Less new and used equipment being exported, expect to see better used prices domestically in US due to lower supply
- **Outside USA:** No effects currently but we could see pressure on used prices as Indian and Chinese manufactured Western brands are diverted to EU markets
- **Market dynamics:**

Uncertainty: end-users delay new purchases. We are seeing strong buyer demand

- Older, high-use machines will come to market, values lower
- Young, low-hour assets in demand, higher prices

China shift:

- US less attractive, more Chinese OEMs targeting European markets
- Pressure on new prices EU OEMs
- Be aware: Parts availability not guaranteed by Chinese OEMs.

Risk: **Insolvency** - data available from every European Market

Electric Equipment

The Black Sheep

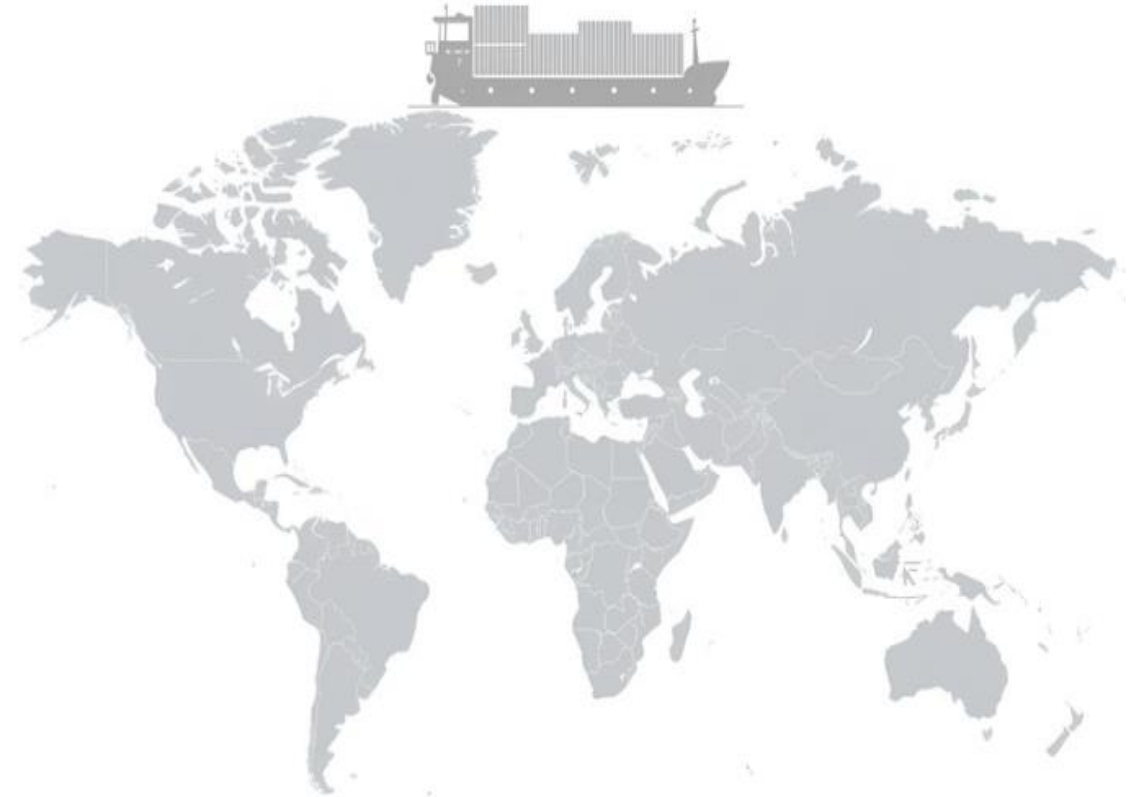
- **Pricing gap:** Electric machines \approx 3x ICE machines
→ low willingness to pay (municipalities, private customers).
- **Used market outlook:** Unclear, but expectation is prices similar to ICE machines.
- **Positive note:** Battery capacity holding up better than expected.
- **Negative note:** OEM's may move away to other technology



Supply Chain

Current Status

- **Now:** No significant supply chain disruptions reported.
- **Risk:** Geopolitical turmoil could change the situation quickly.
- **Takeaway:** Stay cautious → “stable for now, unpredictable tomorrow.”



THANK

YOU