NEWS RELEASE

Ritchie Bros. sells 12,300+ items for CA$207+ million in five-day Edmonton, AB auction

5/6/2019

17,600+ people from 59 countries registered to bid in the auction; 65% of equipment sold online

EDMONTON, May 6, 2019 /CNW/ - Last week, Ritchie Bros. sold 12,300+ equipment items and trucks for CA$207+ million (US$154+ million) during its massive five-day auction in Edmonton, AB.

A record 17,600+ bidders from 59 countries registered to participate in the April 30 – May 4, 2019 auction, including 13,500+ online bidders. Approximately 86 percent of the equipment in the auction was sold to Canadian buyers, with buyers from Alberta purchasing 52 percent, while international buyers from countries such as China, Poland, and the United Kingdom purchased 14 percent of the equipment. Online bidders purchased approximately 65 percent of the equipment.

"We had a great live event in Edmonton last week, setting new company records for number of bidders and sellers," said Brian Glenn, SVP, Head of Canadian Sales, Ritchie Bros. "Despite a long and challenging winter for many companies across Western Canada, we witnessed positive pricing across all equipment categories. Oilfield transportation was a big feature of the auction; supported by strong out-of-country participation, we delivered very solid returns for consignors. Core construction assets also performed well as Canadian companies continue to adjust to market conditions and upgrade their fleets. We would like to thank all the sellers and buyers participating in last week's auction."

Mr. Glenn continued, "On top of the 12,300 plus items sold in our live event, we also sold several million-dollars-worth of assets through a special Edmonton online Marketplace-E event. With 'Make Offer' and 'Buy Now' formats this event gave our Canadian sellers additional controls over the selling price and process, while providing buyers even more equipment to choose from. Some big-ticket items already sold through the event include a 2011 Terex-

Demag AC200-1 all-terrain crane that sold for CA$820,000 and two Junttan pile hammers that sold for CA$755,000 each."

A record 1,500+ owners sold equipment in the Edmonton live auction, including a complete dispersal of 300+ assets for Harpoon Energy, a Red Deer, AB-based oilfield surface rental company.

"Ritchie Bros.' Edmonton April auction is the best Canadian sale of the year and I'm very pleased with the results we achieved this week," Dave Roberts, Owner of Harpoon Energy. "When you team good quality equipment with Ritchie Bros.' extensive pool of customers, you are going get market value or better for your assets and cash in hand in three weeks. Ritchie Bros. makes it easy."

Auction sales highlights included:

- A 2013 Mech 4000 ultra-heavy telescoping double drilling rig sold for CA$820,000
- A 2014 Western Star 4800TS T/A T/A with a Manitex 50255S boom truck sold for CA$425,000
- A 2012 Caterpillar 627H motor scraper sold for CA$420,000
- A 2011 Kenworth C500 T/A T/A 400-in. WB bed truck sold for CA$365,000
- A 2012 Elrus M5585 closed circuit portable cone crushing plant sold for CA$355,000
- A 2017 Caterpillar 160M3 AWD motor grader sold for CA$345,000
- A 2013 Peterbilt 367 tri-drive hydro vac truck sold for CA$340,000
- A 2011 Caterpillar D6T LGP dozer sold for CA$325,000
- A 2013 Tigercat 870C feller buncher sold for CA$270,000

AUCTION QUICK FACTS: EDMONTON, AB (April 2019)

- Total gross transactional value – CA$207+ million (US$154+ million)
- Amount sold to online bidders – CA$134+ million (US$100+ million)
- Total registered bidders (in person and online) – 17,600+ *New Company record
- Registered online bidders – 13,500+ *New Company record
- Total lots sold – 12,300+ *New Canadian record
- Number of sellers – 1,500+ *New Company record

The special Edmonton Marketplace-E event, which started on April 16 and features many high-value items, is still ongoing. More than 100 items are still available for purchase—visit **ironplanet.com/mpe-edmonton** for more info.

In total there are currently more than 4,300 items available for purchase through Marketplace-E.

Ritchie Bros. currently has more than 50,000 equipment items, trucks, and other assets listed for sale across all its auctions and marketplaces. For a complete list of upcoming auctions and equipment available, visit **rbauction.com** and **ironplanet.com**

About Ritchie Bros.:

Established in 1958, Ritchie Bros. (NYSE and TSX: RBA) is a global asset management and disposition company, offering customers end-to-end solutions for buying and selling used heavy equipment, trucks and other assets. Operating in a number of sectors, including construction, transportation, agriculture, energy, oil and gas, mining, and forestry, the company's selling channels include: **Ritchie Bros. Auctioneers,** the world's largest industrial auctioneer offers live auction events with online bidding; **IronPlanet,** an online marketplace with featured weekly auctions and providing the exclusive IronClad Assurance® equipment condition certification; **Marketplace-E**, a controlled marketplace offering multiple price and timing options; **Mascus,** a leading European online equipment listing service; and **Ritchie Bros. Private Treaty,** offering privately negotiated sales. The company's suite of multichannel sales solutions also includes **RB Asset Solutions**, a complete end-to-end asset management and disposition system. Ritchie Bros. also offers sector-specific solutions including **GovPlanet, TruckPlanet,** and **Kruse Energy Auctioneers**, plus equipment financing and leasing through **Ritchie Bros. Financial Services.** For more information about Ritchie Bros., visit **RitchieBros.com.**

Photos and video for embedding in media stories are available at **rbauction.com/media**.

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