Caution Regarding Forward-Looking Statements

This presentation contains forward-looking statements and forward-looking information within the meaning of applicable US and Canadian securities legislation (collectively, “forward-looking statements”), including, in particular, statements regarding the benefits and synergies of the IronPlanet transaction, future opportunities for the combined businesses of Ritchie Bros. and IronPlanet, future financial and operational results and any other statements regarding events or developments that Ritchie Bros. believes or anticipates will or may occur in the future. Forward-looking statements are statements that are not historical facts and are generally, although not always, identified by words such as “expect”, “plan”, “anticipate”, “project”, “target”, “potential”, “schedule”, “forecast”, “budget”, “estimate”, “intend” or “believe” and similar expressions or their negative connotations, or statements that events or conditions “will”, “would”, “may”, “could”, “should” or “might” occur. All such forward-looking statements are based on the opinions and estimates of management as of the date such statements are made. Forward-looking statements necessarily involve assumptions, risks and uncertainties, certain of which are beyond Ritchie Bros.’ control, including risks and uncertainties related to: general economic conditions and conditions affecting the industries in which Ritchie Bros operates; Ritchie Bros.’ ability to successfully integrate IronPlanet’s; the ability to realize anticipated growth, synergies and cost savings in the IronPlanet transaction; the maintenance of important business relationships; our ability to commercialize new platform solutions and offerings; deterioration of or instability in the economy, the markets we serve or the financial markets generally; as well as the risks and uncertainties set forth in Ritchie Bros.’ Annual Report on Form 10-K for the year ended December 31, 2018, which is available on the SEC, SEDAR, and Ritchie Bros.’ website. The foregoing list is not exhaustive of the factors that may affect Ritchie Bros.’ forward-looking statements. There can be no assurance that forward-looking statements will prove to be accurate, and actual results may differ materially from those expressed in, or implied by, these forward-looking statements. Forward-looking statements are made as of the date of this presentation and Ritchie Bros. does not undertake any obligation to update the information contained herein unless required by applicable securities legislation. For the reasons set forth above, you should not place undue reliance on forward-looking statements.

This presentation contains certain non-GAAP financial measures. For a discussion of non-GAAP measures and the most directly comparable GAAP financial measures, see the Appendix to this presentation as well as our earnings release and our Form 10-Q interim report, which are available at: investor.ritchiebros.com. These non-GAAP financial measures are not measures of financial performance in accordance with GAAP and may exclude items that are significant in understand and assessing our financial condition and results. Therefore, these measures should not be considered in isolation or as alternatives to measures of profitability, liquidity or other performance under GAAP. These measures may not be comparable to similarly-titled measures used by other companies.

This presentation also includes certain forward-looking non-GAAP financial measures. We are unable to present a quantitative reconciliation of this forward-looking non-GAAP financial information because management cannot reliably predict all of the necessary components of such measures. Accordingly, investors are cautioned not to place undue reliance on this information.

All figures are in US dollars, unless otherwise noted.
Ritchie Bros. Overview

Ritchie Bros. is a world leader and diversified multi-channel company that offers a full range of asset management and disposition solutions of used industrial equipment and other durable assets. RBA operates 40 physical auction sites in more than 13 countries worldwide and leading online auction marketplaces. We compete in a highly fragmented multi billion dollar market, with many smaller competitors.

- In 2017, acquired IronPlanet, the leading online heavy equipment auction company
- During 2018 Ritchie Bros. sold over $4.9 billion dollars of equipment
- 2018 Total revenues of $1.2 billion
- Multi-channel acceleration - 17% of total Gross Transaction Value is now driven by Online Marketplaces
- In 2018, returned $76 million in dividends to shareholders
- Strong cash flow characteristics
- Market Capitalization of $3.5 billion (at Dec 31, 2018)
<table>
<thead>
<tr>
<th>Noble purpose</th>
<th>Ritchie Bros. – We help move, build and grow the world</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Vision</strong></td>
<td>To be the pioneering, relationship-based, technology and data-driven equipment asset management and disposition company</td>
</tr>
<tr>
<td><strong>Mission</strong></td>
<td>We are trusted customer-centric advocates building the world’s most powerful equipment platform and network that uniquely connects sellers and buyers, develops enduring multi-generational relationships, and creates magical customer experiences</td>
</tr>
<tr>
<td><strong>Customer value proposition</strong></td>
<td>One-stop shop with unparalleled choice of disposition services and solutions to address multiple customer needs and maximize value</td>
</tr>
<tr>
<td><strong>Competitive advantage</strong></td>
<td>I trust Ritchie Bros. – they do what is right to get me the best possible price and make it easy</td>
</tr>
<tr>
<td><strong>Key differentiators</strong></td>
<td>Global scale, reach, relationships and insights to source supply and drive demand</td>
</tr>
<tr>
<td><strong>Investor value proposition</strong></td>
<td>Deep customer relationships, Passionate people, Customer friendly technology, Global network &amp; footprint, Data &amp; analytics, Risk capital</td>
</tr>
<tr>
<td><strong>Investor value proposition</strong></td>
<td>Solid cash generation, Growth business, Network effects, High EBITDA margins, Strong balance sheet, Dividends</td>
</tr>
</tbody>
</table>
Growing the business

**Gross Transactional Value 1980-2018 (MM)**

- 1980: 86
- 1990: 426
- 2000: 1,233
- 2010: 3,278
- 2018: 4,964

**Adjusted Operating Income (MM)**

- 2016: 164
- 2017: 134
- 2018: 187

**Adjusted Earnings per Share (MM)**

- 2016: 1.15
- 2017: 0.81
- 2018: 1.08

1. See Appendix for Non-GAAP reconciliation schedules
### Total Return*
- **1 Year (2018)**: 11.6%
- **3 Year (2015-2018)**: 32.8%
- **4.4%**

### Cumulative Operating Free Cash Flow 2014-2018
<table>
<thead>
<tr>
<th>Year</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>119</td>
<td>302</td>
<td>450</td>
<td>563</td>
<td>675</td>
</tr>
</tbody>
</table>

### Cumulative Cash Returned to Shareholders 2014-2018
<table>
<thead>
<tr>
<th>Year</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>58</td>
<td>122</td>
<td>193</td>
<td>266</td>
<td>341</td>
</tr>
</tbody>
</table>

*Total Return Data obtained from FactSet*
2018 by the numbers

Take advantage of our global network & buyer marketing

- 5M+ average monthly website visitors
- 580M page views on our websites
- 2,200+ frontline employees connecting with customers (globally)
- 153K mobile app users
- 8+ million weekly views from highway exposure to our prime locations
- 150+ countries reached with active bidders

Over a million followers on social media:
- Facebook: 888,000+
- LinkedIn: 42,700+
- Instagram: 65,800+
- YouTube: 5,600+
- Twitter: 49,200+
Orlando – The Worlds Largest Equipment Auction

ORLANDO 2019 BY THE NUMBERS

Our Orlando 2019 auction was a remarkable, six-day event that smashed records and set the standard for equipment auctions. Behind all the hard work that went into this premier global auction is a dizzying number of stats and facts that will give you deeper insight and appreciation of Orlando’s magnitude.

$297+ MILLION
Gross transactional value (online & in-person)

13350
Number of lots sold

$146+ MILLION
Amount sold to online bidders

50 MILE CLUB
All lots listed up front

11,300+
Online registered bidders

15,900+
Total registered bidders (online and offline)

800+
Excavators

465+
Truck tractors

640+
Compactors

395+
Skid steers

210+
Articulated dump trucks

465+
Loaders

240+
Dump trucks

385+
Diggers

465+
Aerial work platforms

1,150+
Number of sellers

500
MILE CLUB
All lots listed up front

“Ritchie Bros. is a first-class operation. As a buyer, I know I can purchasing equipment from a job and harvest inventory and in a timely, Ritchie Bros. gets us the exposure we need—more people buy from Ritchie than any other auction.”

Wayne Smith
Wayne’s Backhoe Service

4,000+ Cups of coffee consumed by 125+ employees during sale week!
More than live auctions
Ritchie Bros. Live Auctions

• Live unreserved onsite auctions with live simulcast
• Certainty of sale – no minimum bids or reserve prices
• Auctions held at one of 40 operational facilities, or off-site locations
• Live auctioneer
• Onsite and online bidding through website (rbauction.com) or mobile app.
• Onsite equipment storage for pre-sale inspection
Iron Planet Weekly Featured Online Auctions

- Online marketplace for selling and buying used heavy equipment
- Auctions held every Thursday in North America; monthly in the rest of the world
- Online bidding – sale & transaction all take place online
- Inspection reports – assets certified with IronClad Assurance®
- Equipment sold from customer premises; no need to move equipment to a physical auction site
Marketplace-E – Reserved Online Marketplace

Online marketplace offering multiple price and timing options:

- Buy now
- Make offer and,
- Reserve price formats
- Increased seller control over price and process
- Online bidding – sale & transaction all take place online
- Buy and sell anytime – no waiting for the next event

Assets sold from customer premises
• Online marketplace for the sale of government and military assets; weekly online auctions at GovPlanet.com

• Presents a market beyond Ritchie Bros.’ core construction, transportation, agriculture and energy markets

• Selling rolling stock (vehicles, construction equipment) and surplus non rolling stock (clothing, industrial equipment, medical equipment, field gear)

• GovPlanet users are crossing over into other channels generating network effects
RB Asset Solutions

- A complete end-to-end asset management and disposition system designed to help customers optimize their disposition process, by offering a complete inventory management system, data analytics and dashboards, branded e-commerce sites, and multiple external sales channels.
- Marketed to larger OEMs, OEM dealers, rental clients, and other large enterprises
Ritchie Bros. Financial Services

- Offering financing and leasing to buyers through both our live and online auction channels, as well as financing equipment outside of RB channels
- Quick access to cash for equipment & truck purchases
- Fast and flexible approval process suitable for auction purchasing
- More than $1B financed since 2011 launch
- RBA does not underwrite the financing; leverage multiple finance institutions to find the right lender for the client
- Delivered 44% total revenue growth in 2018 and 27 consecutive quarter of double-digit growth
2019 Executional & Financial Priorities

**Executional Priorities**

1. Multi-channel New Customer Acquisition
2. Scale Marketplace-E
3. Grow our Government business profitably
4. Key Set of Reference Accounts for RB Asset Solutions
5. Efficient operations and improved customer service

**Financial Priorities**

- Continued expense management - focus on managing expense growth at a significantly lower rate than revenues
- Invest resources in high growth opportunity channels
- Continued focus on cash flow generation and optimization / Working Capital efficiency
- Priority on debt repayment; and maintaining leverage ratio below 2X
- Return cash through ongoing dividends / growing dividends with earnings
- Maintain financial flexibility for tuck-in M&A opportunity / Share repurchases
### Appendix: Non-GAAP Reconciliation Schedules

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net income attributable to stockholders</strong></td>
<td>$121,479</td>
<td>$75,027</td>
<td>$91,832</td>
<td>62%</td>
<td>(18)%</td>
</tr>
<tr>
<td><strong>Pre-tax adjusting items:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accelerated vesting of assumed options</td>
<td>-</td>
<td>4,752</td>
<td>-</td>
<td>(100)%</td>
<td>100%</td>
</tr>
<tr>
<td>Acquisition and finance structure advisory</td>
<td>-</td>
<td>9,063</td>
<td>-</td>
<td>(100)%</td>
<td>100%</td>
</tr>
<tr>
<td>Severance and retention</td>
<td>1,501</td>
<td>3,613</td>
<td>-</td>
<td>(58)%</td>
<td>100%</td>
</tr>
<tr>
<td>Gain on sale of equity accounted for investment</td>
<td>(4,935)</td>
<td>-</td>
<td>-</td>
<td>100%</td>
<td>0%</td>
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<tr>
<td>Impairment loss</td>
<td>-</td>
<td>8,911</td>
<td>28,243</td>
<td>(100)%</td>
<td>(68)%</td>
</tr>
<tr>
<td>Debt extinguishment costs</td>
<td>-</td>
<td>-</td>
<td>6,787</td>
<td>-</td>
<td>(100)%</td>
</tr>
<tr>
<td><strong>Current income tax effect of adjusting items:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisition and finance structure advisory</td>
<td>-</td>
<td>(2,447)</td>
<td>-</td>
<td>(100)%</td>
<td>100%</td>
</tr>
<tr>
<td>Severance and retention</td>
<td>(376)</td>
<td>(748)</td>
<td>-</td>
<td>(100)%</td>
<td>100%</td>
</tr>
<tr>
<td>Debt extinguishment costs</td>
<td>-</td>
<td>-</td>
<td>(1,787)</td>
<td>-</td>
<td>(100)%</td>
</tr>
<tr>
<td><strong>Deferred income tax effect of adjusting items:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Impairment loss</td>
<td>-</td>
<td>(2,361)</td>
<td>(1,798)</td>
<td>(100)%</td>
<td>31%</td>
</tr>
<tr>
<td>Severance and retention</td>
<td>-</td>
<td>(368)</td>
<td>-</td>
<td>(100)%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Current income tax adjusting item:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in uncertain tax provision</td>
<td>-</td>
<td>2,290</td>
<td>-</td>
<td>(100)%</td>
<td>100%</td>
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<tr>
<td><strong>Deferred tax adjusting item:</strong></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Remeasurement of deferred taxes</td>
<td>-</td>
<td>(10,070)</td>
<td>-</td>
<td>(100)%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Adjusted net income attributable to stockholders (non-GAAP measure)</strong></td>
<td>$117,669</td>
<td>$87,662</td>
<td>$123,277</td>
<td>$34%</td>
<td>(29)%</td>
</tr>
<tr>
<td><strong>Effect of dilutive securities</strong></td>
<td>-</td>
<td>$152</td>
<td>-</td>
<td>$ (100)%</td>
<td>100%</td>
</tr>
<tr>
<td>Weighted average number of dilutive shares outstanding</td>
<td>109,388,236</td>
<td>108,113,151</td>
<td>107,457,794</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Diluted earnings per share attributable to stockholders</td>
<td>$1.11</td>
<td>$0.69</td>
<td>$0.85</td>
<td>$</td>
<td>60%</td>
</tr>
<tr>
<td>Diluted adjusted EPS attributable to stockholders (non-GAAP measure)</td>
<td>$1.08</td>
<td>$0.81</td>
<td>$1.15</td>
<td>$</td>
<td>33%</td>
</tr>
</tbody>
</table>
## Appendix: Non-GAAP Reconciliation Schedules

### Year ended December 31,

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating income</td>
<td>$185,189</td>
<td>$107,454</td>
<td>$135,722</td>
<td>72%</td>
<td>(21)%</td>
<td>(21)%</td>
</tr>
<tr>
<td>Pre-tax adjusting item:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td>(100)%</td>
<td>(68)%</td>
<td></td>
</tr>
<tr>
<td>Adjusted operating income (non-GAAP measure)</td>
<td>186,690</td>
<td>133,793</td>
<td>163,965</td>
<td>40%</td>
<td>(18)%</td>
<td></td>
</tr>
</tbody>
</table>