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# Telehandler Market Assessment: Telehandler (TMH) Resale Values in North America

# Sources of data for Analysis of North American TMH Resale Values (snapshot from week of 6/10/2016)

Source	# of Units Sold / Listed	Model	Price	Age / Year	AEM Load / Weight Classification	Reach	Hours of Use	Location / State
Equipment Trader	1225 listed	Yes	Listed Price	Yes	Sometimes	Sometimes	Yes	Yes
United Rentals	352 listed	Yes	Listed Price	Yes	Yes	Yes	Yes	Yes
Auction Time	190 sold	Yes	Sold Price	Yes	Sometimes	No	Yes	Yes
Iron Planet	866 sold	Yes	Sold Price	Yes	Sometimes	Sometimes	Yes	Yes
Ritchie Brothers	2095 sold	Yes	Sold Price	Yes	Yes	Yes	Yes	Yes

The above units sold / listed estimates are based on:

- North America - US and Canada only where the data can be sorted geographically
- All TMH models for JLG, SkyTrak, JCB, Genie and Gehl – no limitation on models
- Current listings and completed transactions of the last 18 months

Note - some TMH models date back more than 10 years, and in a few cases up to 30 years.

## Breakout of Make-Model by Brand

The analysis included 4,487 used TMH units that were sold and/or posted for sale in the past 18 months

The model years for the units range from 1986 to 2016

The top five brands that were considered for this analysis are: JLG-SkyTrak (49% of units sold or posted for sale), Genie-Terex (27%), JCB (14%), Gehl (8%) and Manitou (1%)<sup>1</sup>

<sup>1</sup> Due to small sample size, Manitou was excluded from the analysis

Achieved Value Maintained in 5 yr.  
Increments between 1986 and 2016:

Achieved value calculations were developed by removing United Rentals and Equipment Trader listings from the analysis. United Rentals and Equipment Trader do not publish achieved prices, only asking prices

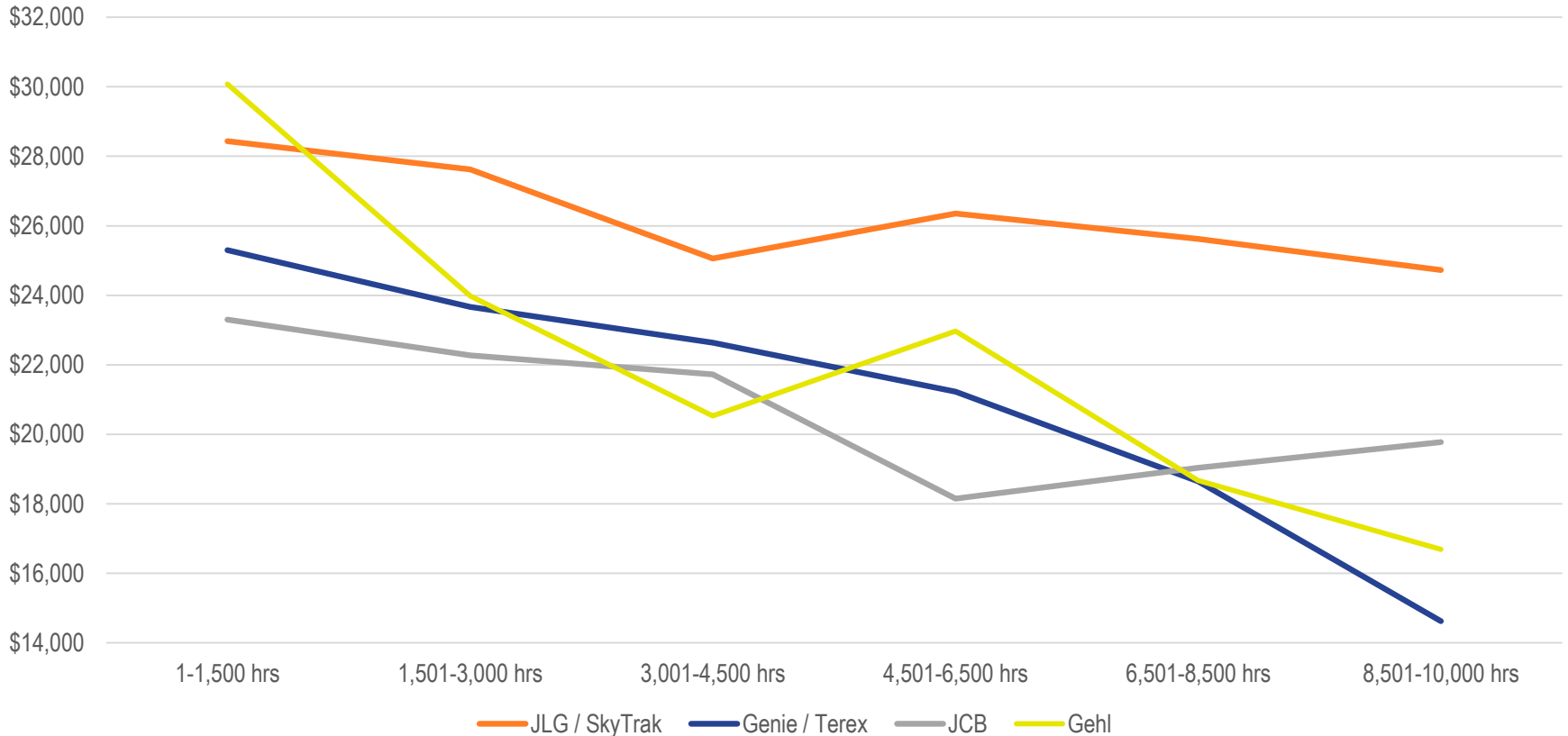
JLG-SkyTrak's asking prices for model years 1986 through 2016 (in 5 yr. increments) are 28% higher than the rest of the market in the aggregate

Likewise, JLG-SkyTrak achieved prices for model years 1986 through 2016 (in 5 yr. increments) are 22% higher than the rest of the market in the aggregate

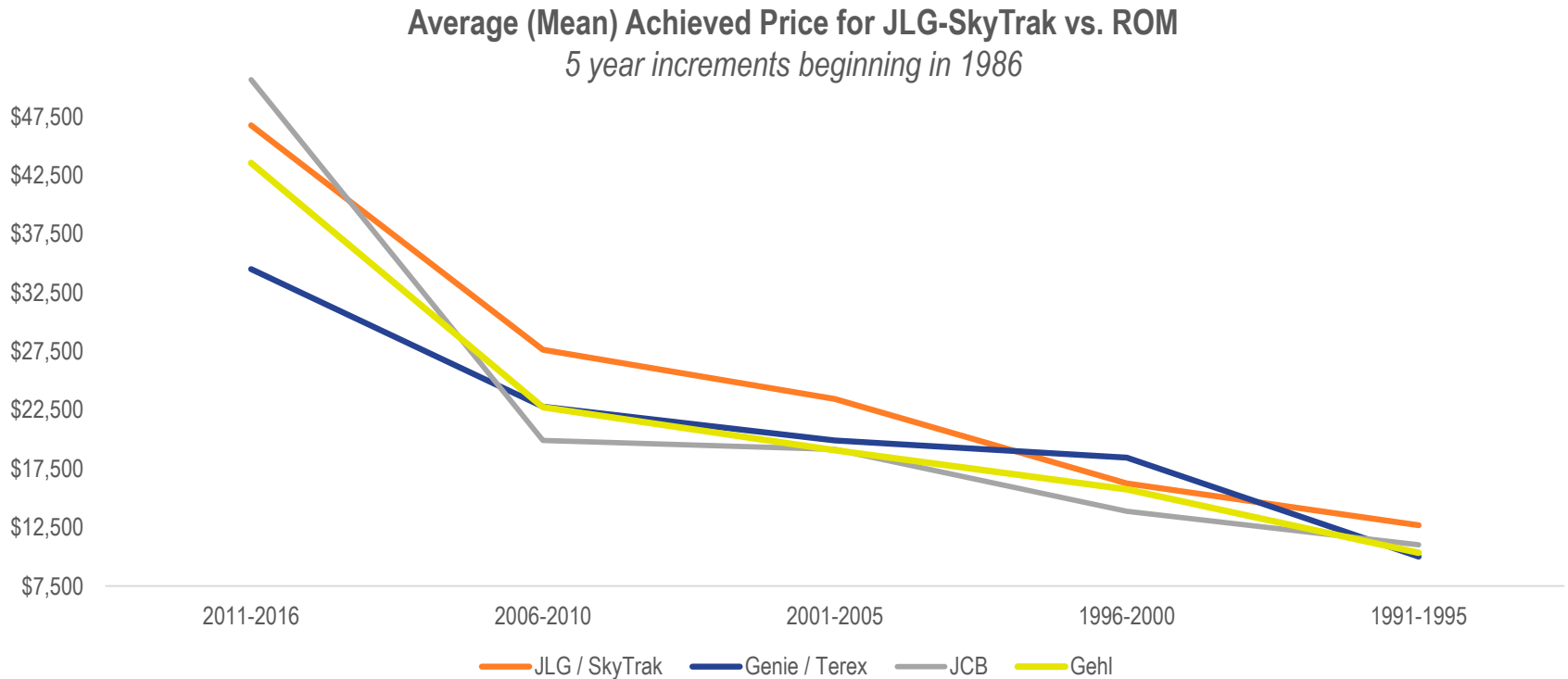
The analysis supports the claim that JLG-SkyTrak TMHs hold their value at a more consistent and higher rate than the rest of the market despite the fact that – at the individual transaction level – JLG-SkyTrak TMHs are discounted at a slightly higher rate (6%)

# JLG-SkyTrak's used TMH units maintain the most value over up to 10,000 hours of use vs. the rest of the market

Average Achieved Price – by hours of use  
Up to 10,000 Hours – Aggregate of all weight classes



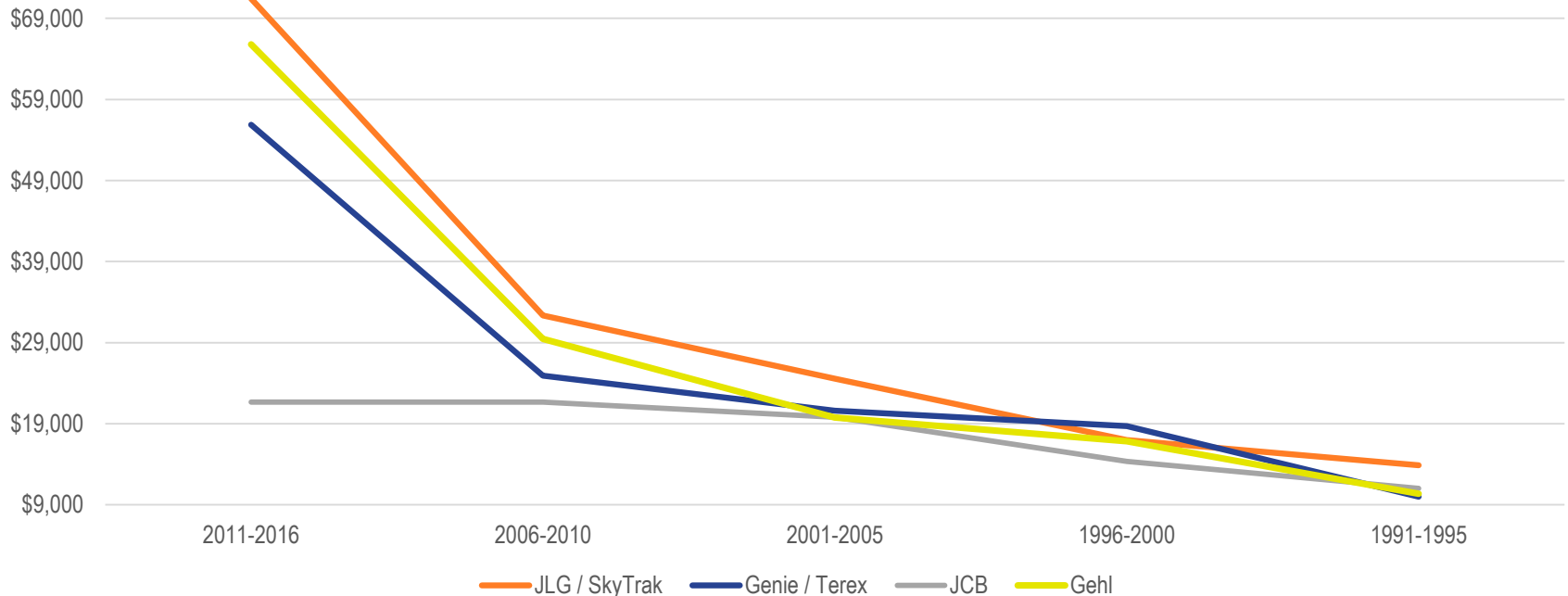
# JLG-SkyTrak TMHs hold their value more consistently than the rest of the market



- JLG-SkyTrak's average aggregate achieved price for TMHs in model years 1986 to 2016 is \$27,383 versus the rest of the market's average achieved price of \$22,520 – a 22% difference
- For model year's 1986 to 2016, JLG-SkyTrak TMH models have a 145% CAGR versus the rest of the market's CAGR of 136%

# JLG-SkyTrak TMHs have a higher average asking price than the rest of the market

Average (Mean) Asking Price for JLG-SkyTrak vs. ROM  
5 year increments beginning in 1991



- JLG-SkyTrak's average aggregate asking price for TMHs in model years 1986 to 2016 is \$35,519 versus the rest of the market's average price of \$27,695 – a 28% difference
- For model years 1986 to 2016, JLG-SkyTrak TMH models have a 146% asking price CAGR versus the rest of the market's asking price CAGR of 145%

For questions related to this analysis, please contact:

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