

Life after rental

Christian Sonnevile



USD 4.25
billion in equipment sold

40+
auction sites
around the
world

Since
1958



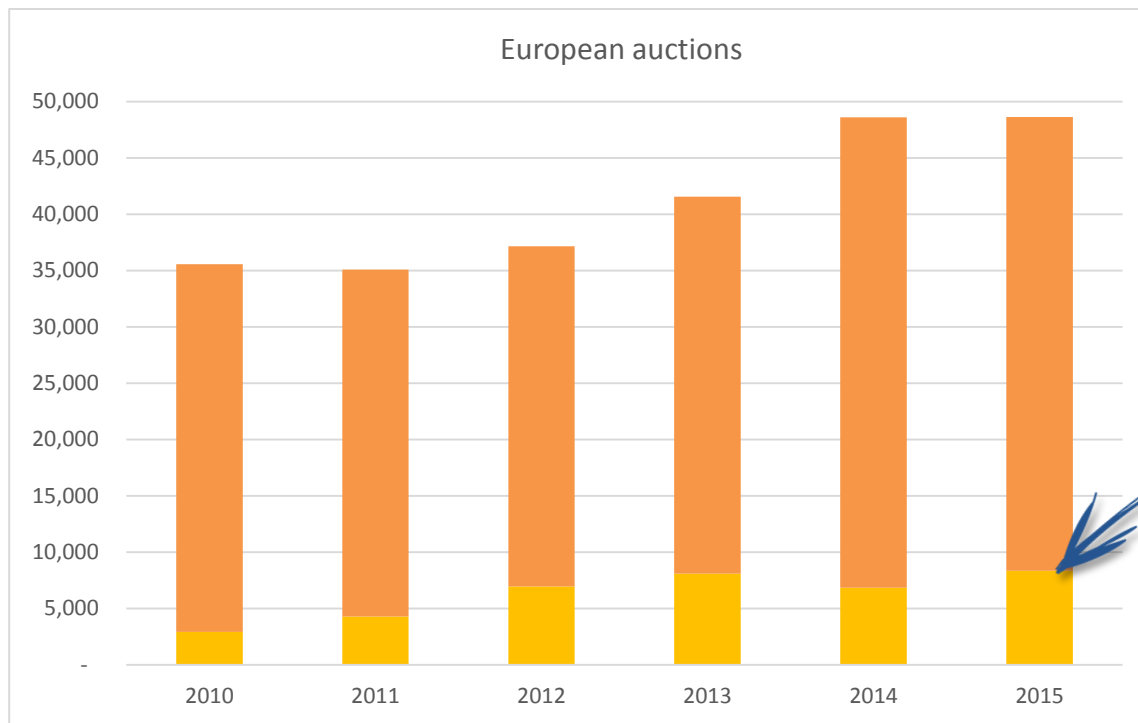
‘We make the selling and buying of industrial assets easy through **powerful disposition channels & services.**’

ERA Convention 2016 Life after rental

What we've seen over the last 5 years



More ex-rental equipment coming available

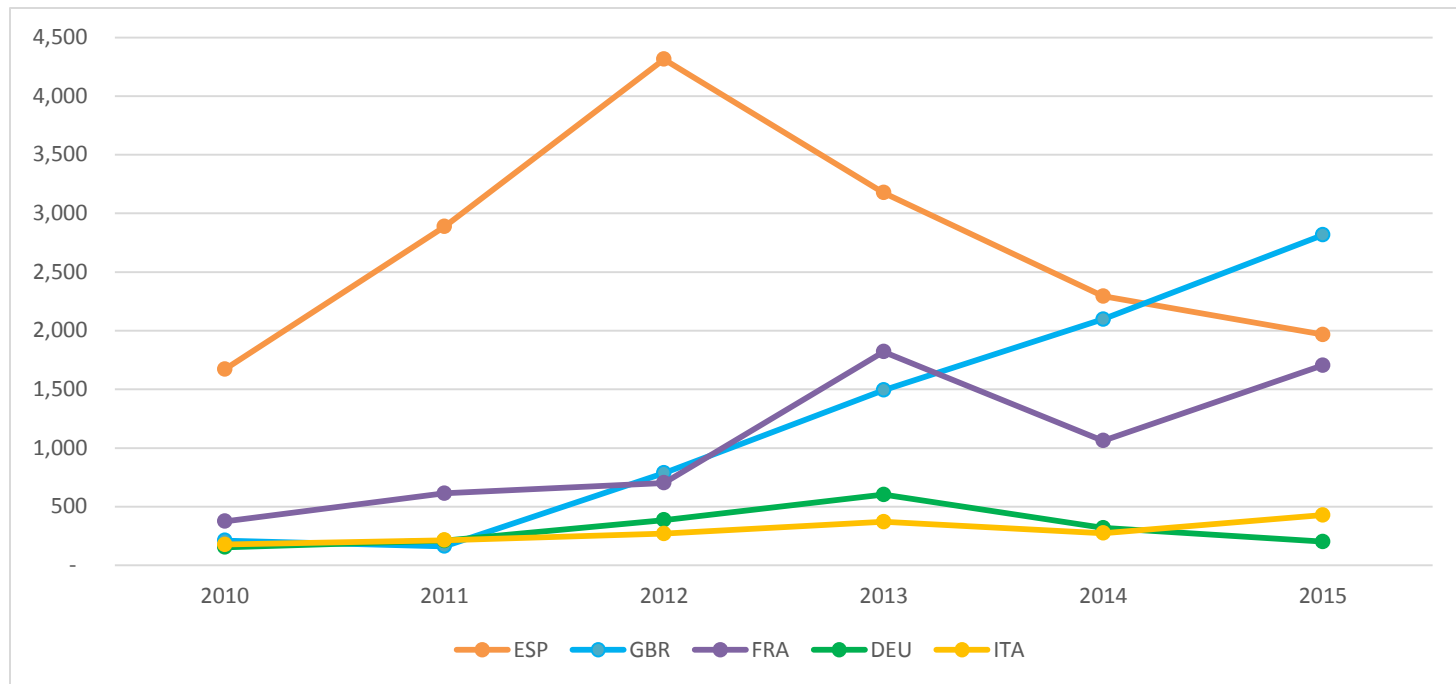


8.349 lots

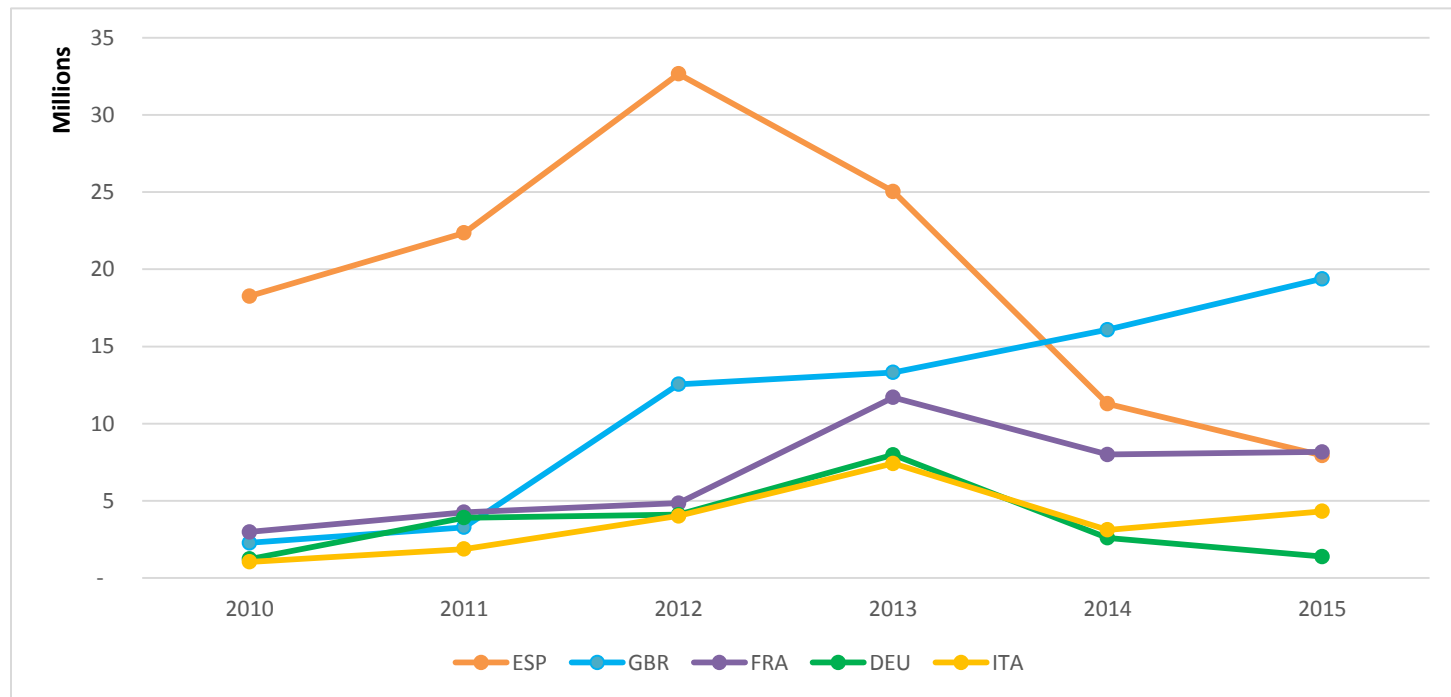
Where it was sourced (2010 – 2015)



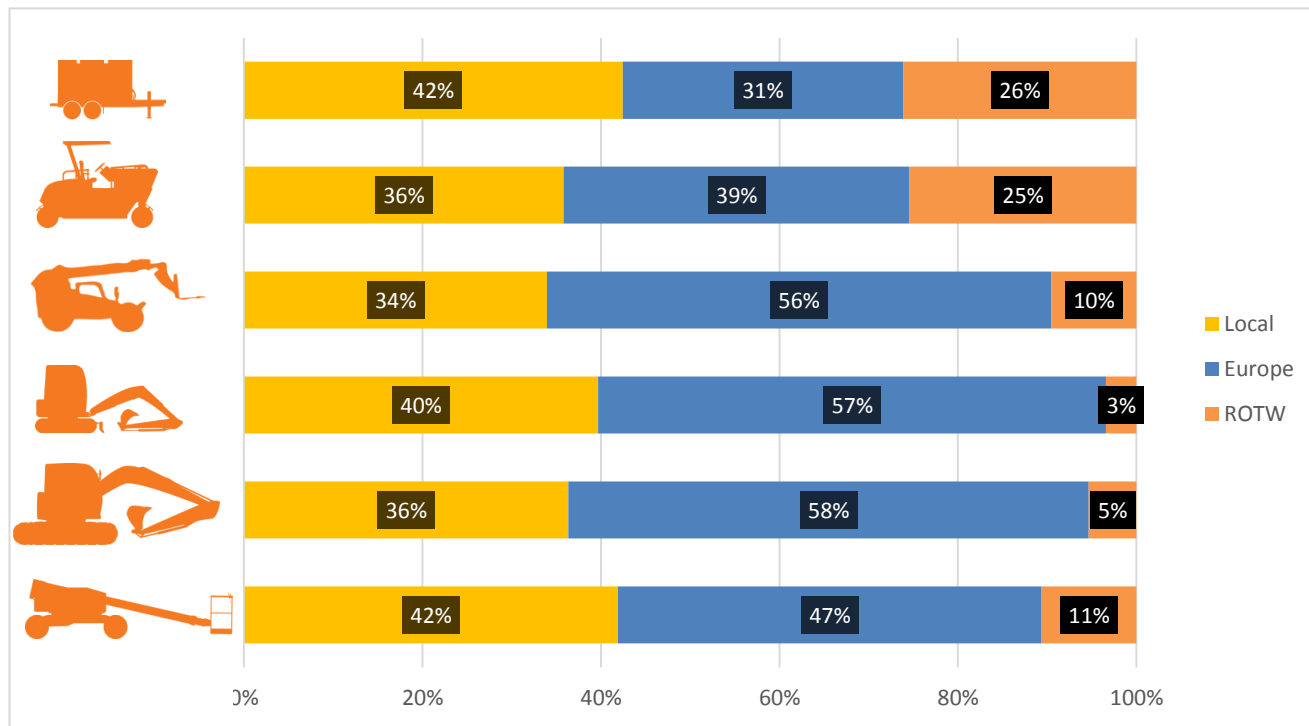
Top 5 ex-rental source countries



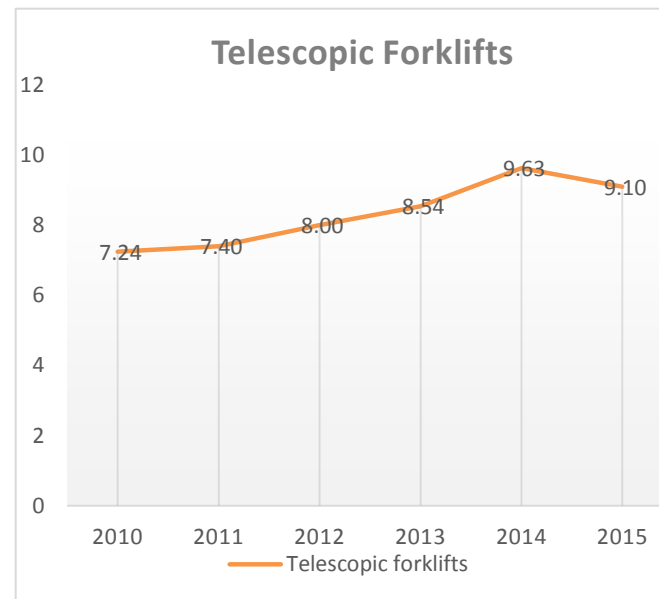
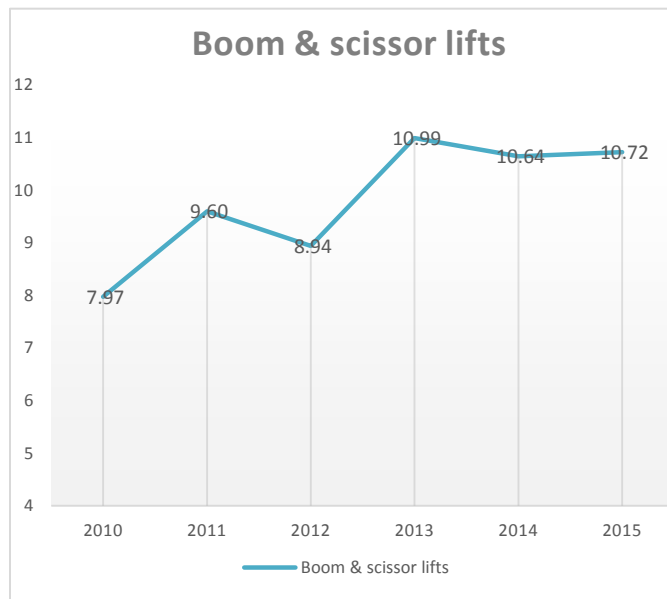
Top 5 ex-rental source countries



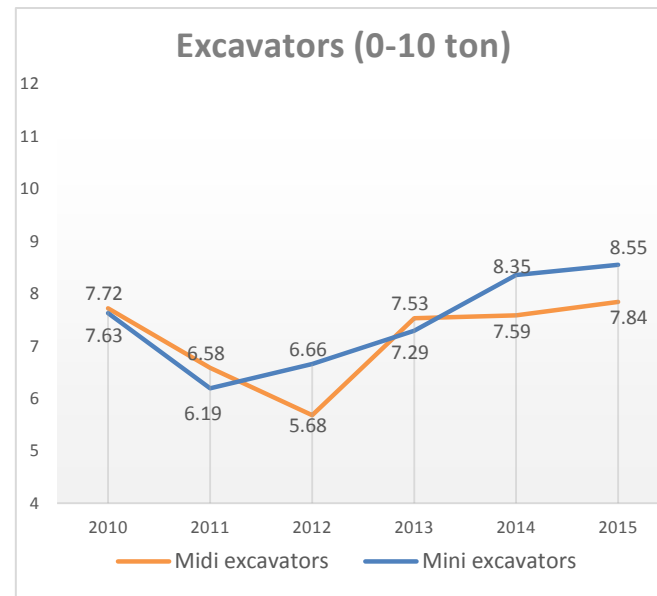
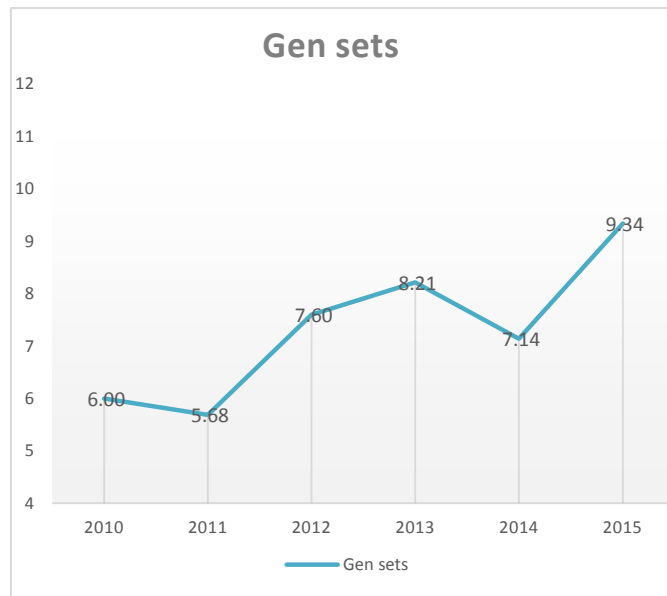
Buyer markets



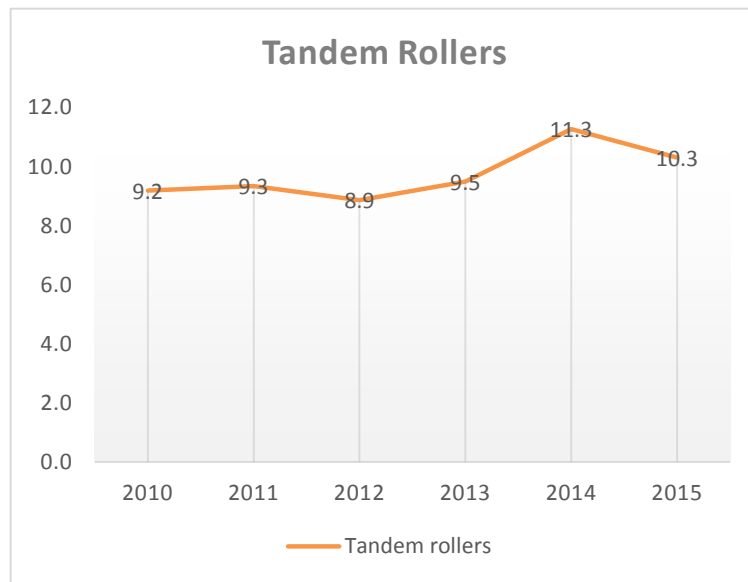
Age: when it came to auction



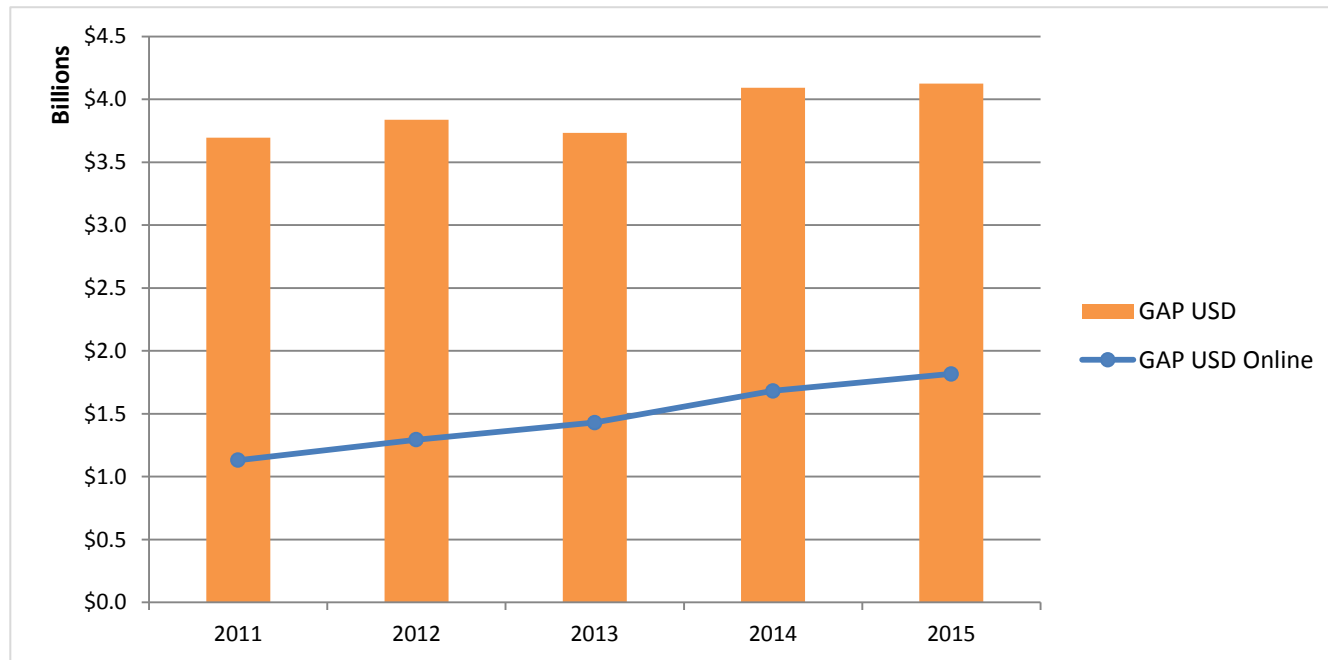
Age: when it came to auction



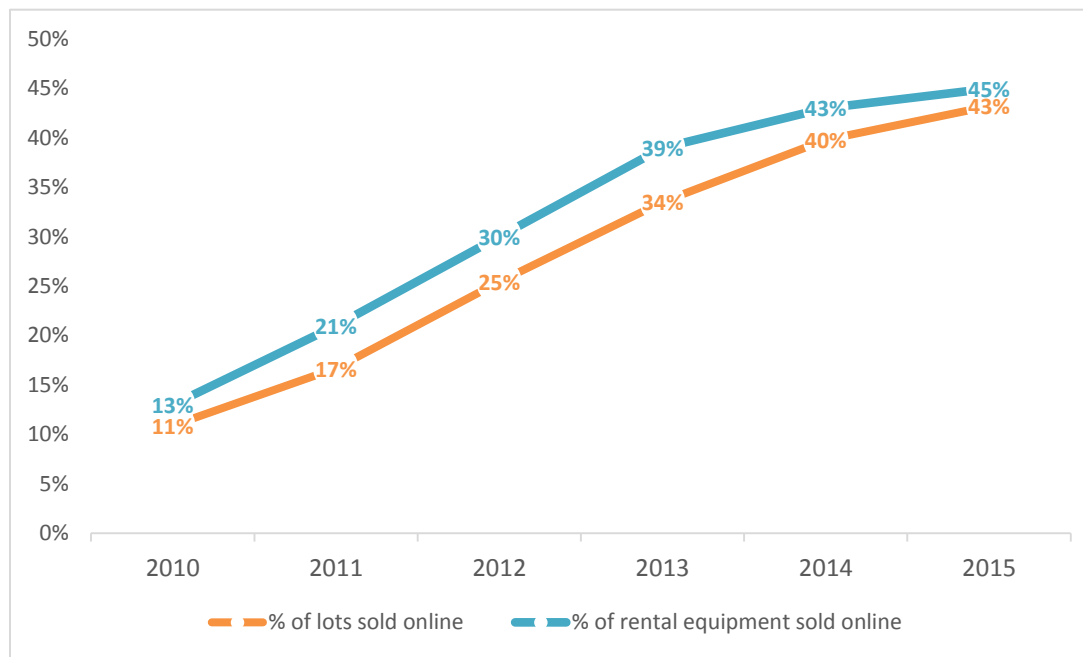
Age: when it came to auction



People buy more online



People buy more online



Discussion



Discussion



As of 28 May 2016, the complete official match record of the Belgian national team comprises 735 games: 301 wins, 158 draws and 276 losses

**the Belgian Red Devils
will win the European
Championship 2016**



Circular economy



Even popular celebrities are speaking out to promote the cradle-to-cradle principle, among them Arnold Schwarzenegger

**In five years from now...
... we will see a growing
trend of end users renting
more equipment than
buying equipment**

In five years from now...

... 10% of the major
European rental
fleets will run on
electrical power



In 2015, 740,000 electric cars were sold – twice as much as the year before. Tesla recently received 373.000 orders for its latest model .

Supply chain



In the near future Airbus is able to print out an entire aircraft's exteriors in one go from multiple metals

In five years from now...
... the way rental companies dispose of equipment (end of cycle) will be radically different than today.

Big data



Big data was used to analyze and mitigate the ZIKA virus outbreak

In five years from now...
... big data will be a vital instrument to increase resale values of used rental equipment.

Thank you