

Year	Boom Lift Fleet Size	Industry Report Retention Period	Demand (Industry Report)	[4-6]-Year Retention Period	Demand ([4-6]-Year)	
2021	[17,000-24,000]	[7-11]	[1,900-2,600]	[4-6]	[3,400-4,700]	
2022	[18,000-25,000]	[7-11]	[2,000-2,800]	[4-6]	[3,600-5,000]	
2023	[18,000-25,000]	[8-11]	[1,900-2,600]	[4-6]	[3,600-5,000]	
2024	[16,000-23,000]	[8-13]	[1,600-2,200]	[4-6]	[3,300-4,600]	2024 new Industry Report
2025f	[17,000-24,000]	[8-13]	[1,600-2,300]	[4-6]	[3,500-4,800]	2025 forecast Industry Report. 2025 retention period assumed the same as in 2024 following the overall trend.

Consumption	2024		2023		2022		2021		2025	
	Industry Report	[4-6]-year	Industry Report	[4-6]-year	Industry Report	[4-6]-year	Industry Report	[4-6]-year	Industry Report	[4-6]-year
[66-90]%	[1,600-2,200]	[3,300-4,600]	[1,900-2,600]	[3,600-5,000]	[2,000-2,800]	[3,600-5,000]	[1,900-2,600]	[3,400-4,700]	[1,600-2,300]	[3,500-4,800]
100%	[2,000-2,800]	[4,200-5,800]	[2,300-3,300]	[4,500-6,200]	[2,500-3,500]	[4,500-6,200]	[2,300-3,300]	[4,300-5,900]	[2,000-2,900]	[4,300-6,000]

	2024	2023	2022	2021	2025
Total machines sold in the UK liberal	[4,200-5,800]	[4,500-6,200]	[4,500-6,200]	[4,300-5,900]	[4,300-6,000]
Total Machines sold in the UK conservative	[2,000-2,800]	[2,300-3,300]	[2,500-3,500]	[2,300-3,300]	[2,000-2,900]
Still back-log of orders					

1) Calendar-year inputs

Year	Total market		Total market	Nifty units (calendar)	Share % (lib)	Share % (cons)	Check: Nifty/Total		
	(liberal)	(conservative)	(conservative)				lib	cons	
2021	[4,300-5,900]	[2,300-3,300]	[750-1,030]	[14-21]	[26-37]	[14-21]	[26-37]		
2022	[4,500-6,200]	[2,500-3,500]	[690-950]	[12-18]	[23-32]	[12-18]	[23-32]		
2023	[4,500-6,200]	[2,300-3,300]	[650-890]	[12-17]	[23-32]	[12-17]	[23-32]		Decrease in machines sales per units [64-87]
2024	[4,200-5,800]	[2,000-2,800]	[710-980]	[14-20]	[30-42]	[14-20]	[30-42]		
2025	[4,300-6,000]	[2,000-2,900]	[570-780]	[11-15]	[23-32]	[11-15]	[23-32]		

Note: quarterly figures are used only to derive within-year quarter % weights; annual total market volumes are taken from your liberal/conservative total market estimates.

2) Quarterly UK market pattern (used for seasonality weights only)

Year	Q1	Q2	Q3	Q4	Year total	Q1 %	Q2 %	Q3 %	Q4 %
2021	[200-280]	[220-310]	[180-250]	[144-196]	[756-1024]	[22-31]	[25-35]	[20-29]	[16-22]
2022	[160-230]	[200-290]	[180-260]	[133-181]	[695-941]	[20-28]	[25-35]	[22-31]	[16-23]
2023	[210-300]	[200-280]	[120-170]	[109-149]	[657-889]	[28-39]	[26-37]	[16-22]	[14-20]
2024	[190-270]	[230-330]	[140-200]	[138-188]	[719-975]	[23-32]	[28-39]	[17-24]	[16-23]
2025	[140-190]	[190-260]	[130-190]	[103-141]	[572-774]	[20-29]	[28-39]	[20-28]	[15-21]

3) Quarterly total market (scaled from annual totals using quarter % weights)

Year	Lib Q1	Lib Q2	Lib Q3	Lib Q4	Cons Q1	Cons Q2	Cons Q3	Cons Q4
2021	[1,100-1,600]	[1,200-1,800]	[1,000-1,500]	[824-1116]	[638-865]	[716-970]	[584-792]	[458-620]
2022	[1,100-1,600]	[1,300-1,900]	[1,200-1,700]	[878-1188]	[618-837]	[758-1,026]	[677-917]	[487-660]
2023	[1,500-2,100]	[1,400-2,000]	[800-1,200]	[760-1029]	[794-1,075]	[750-1,016]	[452-613]	[400-542]
2024	[1,100-1,600]	[1,400-1,900]	[840-1,150]	[814-1102]	[554-750]	[668-905]	[404-548]	[387-525]
2025	[1,000-1,500]	[1,400-2,000]	[1,000-1,500]	[796-1078]	[512-694]	[699-947]	[500-678]	[379-514]

4) Injury periods (Oct–Sep): total market & Nifty share

TRA period	Year1	Year2	Nifty units	Total market	Total market (cons)		Nifty share %	
			(period)	(lib) Oct–Sep	Oct–Sep	Nifty share % (lib)	(cons)	Midpoint %
01/10/2021–30/09/2022	2021	2022	[SENSITIVE]	[4,521-6,118]	[2,511-3,399]	[13-18]	[23-33]	[18-26]
01/10/2022–30/09/2023	2022	2023	[SENSITIVE]	[4,674-6,324]	[2,485-3,364]	[12-17]	[23-32]	[17-25]
01/10/2023–30/09/2024	2023	2024	[SENSITIVE]	[4,177-5,653]	[2,027-2,743]	[14-20]	[28-40]	[21-30]
01/10/2024–30/09/2025	2024	2025	[SENSITIVE]	[4,411-5,968]	[2,100-2,842]	[11-16]	[24-34]	[18-25]
			New + used					

Refer to Appendix E.1 to the Application for data relating to earlier years

Average Over Years		2021	2022	2023	2024	2025 forecast	Notes
Fleet Numbers and Assumptions							
Average Retention Period in Years		17-111	17-111	18-111	18-131	18-131	This is average retention for all types of MEWPs in the UK rental industry. Boom MEWPs might have a higher average retention period.
All MEWPs (Industry Report)							
UK Rental Fleet Size		149,000-67,000	150,000-69,000	152,000-71,000	151,000-70,000	151,000-70,000	Included are powered access lifts including all booms, scissor lifts and vertical masts. Data is available as Booms, Scissors, Vehicle mounted platforms and Others (which includes vertical lifts, vertical masts, push-around and trailer mounted/towable). This does not include low-level access equipment (<3m high), telescopic material handlers, forklifts, cranes and mast climbers.
Non Boom Fleet Size		132,000-44,000	132,000-44,000	133,000-46,000	-	-	
Non Boom Fleet %		155-76	155-75	154-73	-	-	
Boom Fleet Size		117,000-24,000	118,000-25,000	118,000-25,000	116,000-23,000	116,000-23,000	
Boom Fleet %		129-40	129-41	131-43	130-41	128-38	
Booms Only		Assumed (based on average % split) & Actual Boom Fleet Size	117,000-24,000	118,000-25,000	116,000-23,000	117,000-24,000	117,000-25,000
		New Industry Report 2025					