## Used car System Solutions

Consolidated Results of Operations The first quarter , year ending March 2011 USS Co., Ltd.
August 2010

# Results of Operations 

 Three months ended June 30, 2010
## FY2011.3 1Q - Highlights of Consolidated Results of Operations

-Sales up 8.1\% from one year earlier
-Vehicles consigned down $0.3 \%$ in the core auto auction business
-Contract completion rate improved from 56.0\% one year earlier to $60.3 \%$ because of a shortage of used cars for sale
-Operating income up $\mathbf{2 5 . 6}$ \% and ordinary income up 19.5\%
-Big increase in earnings mainly due to higher contract completion rate and lower depreciation expenses
-Operating margin improved from $34.5 \%$ to $40.1 \%$
-Sales and earnings were both lower in the used car purchasing and selling business
-The recycling business became profitable due to a big increase in sales
-Repurchased 350,000 shares of stock at a cost of $\mathbf{2 , 1 4 7}$ million yen (1.1\% of all shares issued)
-Plan to start operations at the USS Shikoku auction site in September 2010
-Purchased this auction site from JU Ehime
-Started activities using the business alliance with Proto Corporation

- Started Goo certification inspections for USS consigned vehicles for which applications have been submitted


## FY2011.3 1Q - Consolidated Income Statement

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Net sales: Higher mainly due to increase in contract completion rate and larger volume of recyclable vehicles
Cost of sales: Increase in cost of purchasing recyclable vehicles and other raw materials, decreases in depreciation expenses and rental expenses
SG\&A expenses: Decrease in goodwill amortization
Non operating items: 117 million yen valuation loss on compound financial instruments compared with 137 million yen valuation gain one year earlier
Extraordinary gains/losses:516 million yen loss for prior-year asset retirement obligations due to change in accounting standard

## FY2011.3 1Q - Business Segment Information

## (Million yen)

|  |  | 2008.6 | 2009.6 | 2010.6 | YoY change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net sales | 13, 908 | 10,424 | 11, 172 | 107. $2 \%$ |
| Auto auction | Operating income (Per sales) | $\begin{array}{r} 6,724 \\ (48.4 \%) \end{array}$ | $\begin{array}{r} 4,703 \\ (45.1 \%) \end{array}$ | $\begin{array}{r} 5,901 \\ (52.8 \%) \end{array}$ | 125. 5\% |
| Used car purchasing and selling business | Net sales | 3, 097 | 3, 030 | 2, 836 | 93. 6\% |
|  | Operating income (Per sales) | $\begin{array}{r} 34 \\ (1.1 \%) \end{array}$ | $\begin{array}{r} 140 \\ (4.6 \%) \end{array}$ | $\begin{array}{r} 112 \\ (4.0 \%) \end{array}$ | 80. 3\% |
| Other (Recycling business) | Net sales | 1,967 | 860 | 1,455 | 169.3\% |
|  | Operating income (Per sales) | $\begin{array}{r} 243 \\ (12.4 \%) \end{array}$ | $\begin{aligned} & \Delta 28 \\ & (-) \end{aligned}$ | $\begin{array}{r} 105 \\ (7.3 \%) \end{array}$ | - |

## Auto auction

- Higher fee income because of increase in contract completion rate and an increase in fees per vehicle due to higher pct. of vehicles sold off-site buyers
- Big declines in depreciation expenses and goodwill amortization
- Rental expenses down due to completion of leases for auction system equipment

Used car purchasing and selling business

- Rabbit (used car purchasing and selling shops): Sales and earnings down due to smaller number of vehicles purchased. Total of 183 shops, 22 directly operated and 161 franchised
- Accident-damaged vehicle purchasing and selling: Sales and earnings down due to lower profit per vehicle

Other (Recycling business)

- ARBIZ: Sales and earnings up due to larger handling volume of vehicles for recycling
- USS Toyo: Sales and earnings up due to larger handling volume of rubber products for elastic pavement


## Market Overview-(1) Automobile Registrations and Used Car Exports

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New car and used car registrations


Used car exports from Japan


## Number of vehicles recycled



The auto auction market in Japan


## USS auto auction performance


$\multimap$ Vehicles consigned $\simeq$ Vehicles contracted


## Auto auction performance at competitors



## USS Group Auto Auction Business (2)



Number of members
\| On-site auction members
11 CIS members
11 TV members


Fees per vehicle


* Each fee per vehicle is calculated before eliminations for consolidation.

Off-site ratio


## USS Group Auto Auction Performance

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The first quarter results (from April 1, 2010 to June 30, 2010)
(Unit: Vehicles, Number of auctions held)


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## Medium-term Goals and Value Creation Model

USS is aiming for an overwhelming share of Japan's mature auto auction market by offering its members even greater convenience.


## USS Profile

## USS Profile (1): Consolidated Sales, Operating Margin and ROE

High profitability even during economic downturns and medium-term growth


Avg. 10-year growth rate sales13.4\% operating income 12.2\% Avg. 10-year operating margin 40.0\%

Average 10-year ROE 14.6\%

Auto Auction Business
71.5\%

Largest Share of the Auto Auction Market

2009(CY) Market share

※Major 6 : JAA(8.4\%), TAA(7.9\%), CAA(6.0\%),
Arai $\mathrm{AA}(4.5 \%), \mathrm{KCAA}(3.4 \%), \mathrm{LAA}(3.1 \%)$

## The Superiority of USS

- Overwhelming lead in the number of members: 44,000 companies
-The industry leader with 17 auction sites nationwide
-High-volume auction sites in Tokyo, Nagoya and other locations
-Off-site bidding system using satellite TV and the Internet
-USS created the industry standards for vehicle evaluations and auction systems
-A sound financial position (equity ratio of 83.1\%)


## USS Profile (3): Flow Charts of Core Business Models



Recycling Business


## FY2010.3 -Consolidated Income Statement

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## Earnings exceeded the FY plan despite lower sales as the profit margin improved.

(Million yen)

|  | 2009.3 | 2010.3 | YoY | $\underset{\text { (As of 2lan }}{\substack{\text { Feb. 2010) }}}$ | VS. plan |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 66,549 | 59,849 | 89.9\% | 58,000 | 103.2\% |
| Cost of sales (Par sales) | $\begin{array}{r} 31,798 \\ (47.8 \%) \end{array}$ | $\begin{array}{r} 27,120 \\ (45.3 \%) \end{array}$ | 85.3\% | $\begin{array}{r} 27,200 \\ (46.9 \%) \end{array}$ | 99.7\% |
| Gross profit (Par sales) | $\begin{array}{r} 34,751 \\ (52.2 \%) \end{array}$ | $\begin{array}{r} 32,728 \\ (54.7 \%) \end{array}$ | 94.2\% | $\begin{array}{r} 30,800 \\ (53.1 \%) \end{array}$ | 106.3\% |
| Selling, general and administrative expenses (Par sales) | $\begin{array}{r} 12,182 \\ (18.3 \%) \end{array}$ | $\begin{array}{r} 10,788 \\ (18.0 \%) \end{array}$ | 88.6\% | $\begin{array}{r} 10,800 \\ (18.6 \%) \end{array}$ | 99.9\% |
| Operating income <br> (Par sales) | $\begin{array}{r} 22,568 \\ (33.9 \%) \end{array}$ | $\begin{array}{r} 21,940 \\ (36.7 \%) \end{array}$ | 97.2\% | $\begin{array}{r} 20,000 \\ (34.5 \%) \end{array}$ | 109.7\% |
| Ordinary income (Par sales) | $\begin{array}{r} 22,503 \\ (33.8 \%) \end{array}$ | $\begin{array}{r} 22,511 \\ (37.6 \%) \end{array}$ | 100.0\% | $\begin{array}{r} 20,200 \\ (34.8 \%) \end{array}$ | 111.4\% |
| Net income (Par sales) | $\begin{array}{r} 12,003 \\ (18.0 \%) \end{array}$ | $\begin{array}{r} 12,717 \\ (21.2 \%) \end{array}$ | 105.9\% | $\begin{array}{r} 11,000 \\ (19.0 \%) \end{array}$ | 115.6\% |
| Net income per share (yen) | 382.72 | 418.85 | 109.4\% | 361.63 | 115.8\% |
| ROE | 10.4\% | 10.9\% | - | - | - |

Net sales: Fee income decreased due to declines in vehicles consigned and contracts completed
Cost of sales : Decrease in purchases of recyclable vehicles and cuts in personnel, rental and other expense items SG\&A expenses : Cost-cutting measures reduced sales promotion, personnel and other expense items Non-operating items : Valuation gain on compound financial instruments of $\mathbf{2 5 2}$ million yen (valuation loss of 330 million yen in FY2009.3)
Extraordinary gains/losses: Extraordinary losses 557 million yen ( 777 million yen in FY2009.3) Includes 294 million yen asset impairment charge for buildings, etc. at Fujioka auction site

## FY2010.3 -Consolidated Balance Sheet

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Financial soundness remains high even as USS continues to distribute a substantial volume of earnings to shareholders.

|  |  |  | (Million yen) |
| :---: | :---: | :---: | :---: |
|  | 2009.3 | 2010.3 | YoY |
| Current assets | 30,430 | 40,222 | 9,792 |
| Cash and deposits | 18,445 | 29,681 | 11,235 |
| Receivables due from member dealers at auction | 6,482 | 5,643 | $\triangle 838$ |
| Other | 5,501 | 4,896 | - 604 |
| Noncurrent assets | 107,940 | 101,941 | -5,998 |
| Property, plant and equipment | 97,027 | 92,204 | 44,822 |
| Intangible assets | 2,370 | 1,498 | - 872 |
| Investments and other assets | 8,543 | 8,238 | - 304 |
| Total assets | 138,370 | 142,164 | 3,793 |
| Current liabilities | 16,651 | 17,435 | 783 |
| Payables due to member dealers at auction | 6,530 | 6,454 | - 76 |
| Short-term loans payable | 787 | 399 | - 387 |
| Other | 9,333 | 10,581 | 1,247 |
| Noncurrent liabilities | 6,777 | 6,337 | -440 |
| Long-term loans payable | 571 | 356 | -215 |
| Other | 6,205 | 5,981 | $\triangle 223$ |
| Total liabilities | 23,428 | 23,773 | 344 |
| Total shareholders' equity | 119,763 | 123,058 | 3,295 |
| Valuation and translation adjustments | 44,991 | 44,912 | 78 |
| Subscription rights to shares | 8 | 18 | 9 |
| Minority interests | 161 | 226 | 64 |
| Total net assets | 114,941 | 118,390 | 3,448 |

Current assets
-Cash and deposits up 11.23 billion yen due to reduction in capital expenditures

## Noncurrent assets

-Property, plant and equipment down due to depreciation ( 5.48 billion yen) -Intangible assets down due to goodwill amortization ( 790 million yen)

Current liabilities
-Short-term loans down 380 million yen due to repayments

Long-term liabilities
-Long-term loans down 210 million yen due to repayments
-Lease liabilities down 300 million yen

## FY2010.3 -Consolidated Cash Flows

Big reduction in capital expenditures, stock repurchases and dividends for shareholders

|  |  |  | (Million yen) |
| :---: | :---: | :---: | :---: |
|  | 2009.3 | 2010.3 | YoY |
| Net Cash provided by (used in) operating activities | 15,979 | 22,300 | 6,321 |
| Income before income taxes | 21,765 | 22,026 | 261 |
| Depreciation and other amortization | 5,942 | 5,622 | $\triangle 320$ |
| Amortization of goodwill | 784 | 797 | 13 |
| Loss ( $\Delta$ gain) on sale and retirement of property, plant and equipment | 354 | 1 | - 352 |
| Loss ( $\Delta$ gain) on sales and retirement of intangible assets | 37 | 8 | $\triangle 28$ |
| Net change in due from/to member dealers at auction | -32 | 761 | 794 |
| Income taxes paid | -13,039 | 47,949 | 5,090 |
| Other | 166 | 1,030 | 863 |
| Net cash provided by ( $\Delta$ used in) investment activities | -7,711 | $\triangle 803$ | 6,907 |
| Purchase of property, plant and equipment | 46,649 | 41,071 | 5,578 |
| Other | 41,062 | 267 | 1,329 |
| Net cash provided by ( $\Delta$ used in) financing activities | -16,102 | -10,260 | 5,842 |
| Increase ( $\boldsymbol{\Delta}$ decrease) in loans payable | 41,705 | $\triangle 602$ | 1,103 |
| Purchases of treasury stock | -8,940 | 44,671 | 4,268 |
| Cash dividends paid | -5,324 | 44,741 | 583 |
| Other | $\triangle 131$ | $\triangle 244$ | $\triangle 113$ |
| Net increase ( $\Delta$ decrease) in cash and cash equivalents | -7,834 | 11,235 | 19,070 |
| Cash and cash equivalents at beginning of period | 26,280 | 18,445 | -7,834 |
| Cash and cash equivalents at end of period | 18,445 | 29,681 | 11,235 |

Operating activities<br>-Depreciation and amortization was down 320 million yen<br>Investing activities<br>-Capital expenditures fell sharply to 1.07 billion yen<br>Financing activities<br>-Purchases of treasury stock: 4.67 billion yen<br>-Dividends paid: 4.74 billion yen

## Market Overview

## Market Overview (1) - New Car Registrations in Japan (April to March)

New car registrations increased because of economic stimulus measures


New car registrations were 4.88 million between April 2009 and March 2010, 3.8\% more than one year earlier.
-New car registrations were higher year on year starting in September and the growth rate has been very high since November because of the eco car tax reduction and subsidies and incentives to scrap older cars.

## Market Overview (2) - Used Car Registrations in Japan (April to March)

Weakness in retail vehicle sales brought down used car registrations


Used car registrations were 6.54 million between April 2009 and March 2010, down 7.9\% from one year earlier.
-The market for used cars was difficult because eco car tax reduction and subsidies and incentives to scrap older cars narrowed the price gap between new and used cars.

## Market Overview (3) - Used Car Exports from Japan (April to March)

Exports to Russia were down sharply but are recovering in Africa, Middle East and other regions


Used car exports were at the 730,000 level between April 2009 and March 2010, down 35.3\% from one year earlier.
-Exports to Russia fell $\mathbf{8 6 . 8 \%}$ to about 58,000 as a January 2009 tariff hike and other factors caused demand to plummet.

- Exports to other countries decreased $2.5 \%$ to about 680,000 ; these exports are recovering because of stability in foreign exchange rates.
-There is solid demand for exported used cars in South Africa, Kenya and other African countries and in the UAE.


## Market Overview (4) - The Auto Auction Market (April to March)

Japan's auto auction market contracted for the second consecutive year


Business Segment Information

## Auto Auction Business (1) - Results of Operations

## Operating margin improved even as sales declined



Net sales decreased $12.8 \%$ to 43,232 million yen
-Fee income decreased because of big declines in the numbers of vehicles consigned and contracted.
$\cdot P e r f o r m a n c e ~ r e c o v e r e d ~ i n ~ t h e ~ f o u r t h ~ q u a r t e r, ~ w i t h ~ v e h i c l e s ~ c o n s i g n e d ~ d o w n ~ 3.1 \% ~ a n d ~ v e h i c l e s ~ c o n t r a c t e d ~ u p ~$ 9.6\% from one year earlier and a contract completion rate of $59.7 \%$ compared with $52.8 \%$ one year earlier.

Operating income decreased $6.3 \%$ to 21,014 million yen
-Operating expenses fell more than sales because of rigorous cost-cutting measures.

## Auto Auction Business (2) - USS Group Performance (April to March)

Vehicles contracted down only $10.9 \%$ despite $19.8 \%$ drop in vehicles consigned due to a contract completion rate improvement that was higher than the industry average


## Auto Auction Business (3) - Market Share (Calendar years)

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Medium-term growth in market share


* Major 6 JAA (6.4\%)
TAA (3.3\%)
CAA (3.3\%)
Arai AA (6.3\%)
KCAA (2.7\%)
LAA (0.6\%)



## Auto Auction Business (4) - Vehicles Consigned and Consignment Fees

Big decline in vehicles consigned but improvement in consignment fees per vehicle



Consignment fee per vehicle increased 93 yen to 4,884 yen.
-Reexamined consignment fee discount offered during a marketing campaign
-Consignment fee per vehicle improved because of a higher share of vehicles consigned at large auction sites (Tokyo, Nagoya, etc.) where the consignment fee rates are higher.

## Auto Auction Business (5) - Vehicles Contracted and Contract Completion Fees USS

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Downturn in fees was reduced by higher contract completion fees per vehicle



Contract completion fee per vehicle increased 131 yen to 7,729 yen.
-Contract completion fee per vehicle improved because of a higher share of vehicles sold at large auction sites (Tokyo, Nagoya, etc.) where the contract completion fee rates are higher.
-Some contract completion fees were raised in January 2009 at the Hokuriku auction site.
-The contract completion fee was raised by 2,000 yen in January 2010 at the Tohoku auction site.

Increase in share of off-site bids, which have higher successful bid fees


Successful bid fee per vehicle increased 436 yen to 10,178 yen.
-There was a big increase in the successful bid fee par vehicle as the off-site successful bid ratio increased from $43.4 \%$ to $45.6 \%$. Average successful bid fee par vehicle has risen significantly. -The number of Internet (CIS) members was up significantly because new auction members are urged to sign up for the Internet service at the same time.

## Used Car Purchasing and Selling Business - Results of Operations

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Operating income improved due to strength in the auction market

(Million yen)




Rabbit (used car purchasing and selling shops) sales increased $5.4 \%$ to 8,289 million yen and operating income was up $46.2 \%$ to 159 million yen.
-Sales and earnings improved because of a strong auction market.
Sales of accident-damaged vehicles decreased $10.6 \%$ to 3,935 million yen and operating income was up $311.3 \%$ to 254 million yen.
-A decline in the number of vehicles purchased due to deteriorating market conditions caused sales to fall but earnings rose because of cost reductions.

## Recycling Business - Results of Operations

## Operating income became positive in the third quarter as the volume of vehicles handled increased



(Million yen)

|  | 2009.3 | 2010.3 | YoY |
| :--- | ---: | ---: | ---: |
| Net Sales | 5,535 | 4,835 | $87.4 \%$ |
| Operating <br> Income <br> (Par sales) | $\triangle 329$ | $\mathbf{1 9 6}$ |  |

ARBIZ sales decreased $16.4 \%$ to 3,736 million yen and operating income was 122 million yen compared with a 359 million yen loss in FY2009.3
-The volume of vehicles for recycling handled started increasing in the third quarter and ARBIZ established relationships with new customers.
-A slow increase in prices of ferrous scrap and other resources also contributed to the improvement in earnings. USS Toyo sales increased $3.3 \%$ to 1,098 million yen and operating income was up $142.1 \%$ to 73 million yen.
-Performance benefited from an increase starting in the third quarter in the volume of value-added products used in elastic pavement and from cost cutting.

## Forecast for FY2011.3 <br> Earnings Distributions

Medium-term Value Creation Model

## FY2011.3 - Consolidated Forecast

Anticipating growth in sales and earnings and an improvement in profitability
(Million yen)

|  | $2010.3$ <br> (Actual) | 2011.3 <br> (Plan) | YoY |
| :---: | :---: | :---: | :---: |
| Net Sales | 59,849 | 60,900 | 101.8\% |
| Cost of sales (Par sales) | $\begin{array}{r} 27,120 \\ (45.3 \%) \end{array}$ | $\begin{array}{r} 26,950 \\ (44.3 \%) \end{array}$ | 99.4\% |
| Gross profit (Par sales) | $\begin{array}{r} 32,728 \\ (54.7 \%) \end{array}$ | $\begin{array}{r} 33,950 \\ (55.7 \%) \end{array}$ | 103.7\% |
| Selling, general and administrative expenses <br> (Par sales) | $\begin{gathered} \text { 10,788 } \\ (18.0 \%) \end{gathered}$ | $\begin{array}{r} 10,350 \\ (17.0 \%) \end{array}$ | 95.9\% |
| Operating Income (Par sales) | $\begin{array}{r} 21,940 \\ (36.7 \%) \end{array}$ | $\begin{array}{r} 23,600 \\ (38.8 \%) \end{array}$ | 107.6\% |
| Ordinary Income (Par sales) | $\begin{array}{r} 22,511 \\ (37.6 \%) \end{array}$ | $\begin{array}{r} 23,800 \\ (39.1 \%) \end{array}$ | 105.7\% |
| Net Income (Par sales) | $\begin{array}{r} 12,717 \\ (21.3 \%) \end{array}$ | $\begin{array}{r} 13,500 \\ (22.2 \%) \end{array}$ | 106.2\% |
| Net income per share (yen) | 418.85 | 458.34 | 109.4\% |

Plan for FY2011.3
-Vehicles consigned: 2,400,000
Contract completion rate: 56.0\%
-Capital expenditures: 3.5 billion yen Depreciation: 4.6 billion yen

## Earnings Distributions (1) - Dividend Policy

- Dividend per share of 182 yen for FY2011.3 (forecasted)
- Fundamental dividend policy is to maintain a consolidated payout ratio of at least 40\%.



## Earnings Distributions (2) - Stock Repurchases and Total Earnings Distribution Ratio

## USS consistently distributes earnings to shareholders

(Million yen)

|  | 2000.3 | 2001.3 | 2002.3 | 2003.3 | 2004.3 | 2005.3 | 2006.3 | 2007.3 | 2008.3 | 2009.3 | 2010.3 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Net <br> Income | 3,543 | 4,493 | 5,489 | 7,645 | 8,907 | 11,814 | 13,203 | 14,390 | 15,200 | 12,003 | 12,717 |
| Dividend <br> Paid | 88 | 532 | 802 | 1,095 | 1,529 | 2,049 | 2,589 | 3,204 | 4,641 | 5,126 | 5,059 |
| Stock <br> Repurchased | 42 | - | 0 | 5 | 2 | 2 | 1,757 | 4,525 | 0 | 8,940 | 4,671 |
| Total <br> Earnings <br> Distribution <br> Ratio | $3.6 \%$ | $11.9 \%$ | $14.6 \%$ | $14.4 \%$ | $16.7 \%$ | $17.2 \%$ | $33.0 \%$ | $53.8 \%$ | $30.5 \%$ | $117.6 \%$ | $76.9 \%$ |

## Dividends

-USS has increased its dividend every year since its September 1999 IPO.

## Stock repurchases

-Stock is repurchased based on the level of cash flows and planned capital expenditures. USS has repurchased 19.8 billion yen of stock over the past five years.
-USS retired 1.37 million shares of treasury stock ( $4.2 \%$ of all shares issued) at the end of May 2010.
-USS repurchased 350,000 shares at a cost of 2,147 million yen between May 12 and June 23, 2010.
(1.1\% of all shares issued)

Future policy for earnings distributions

- Starting in FY2009.3, USS made a consolidated dividend payout ratio of at least 40\% its fundamental policy.
-USS will consider more stock repurchases based on cash flows in the current fiscal period, capital expenditure plans and other items.


# General Affairs Department Supervisory Division USS Co., Ltd. 

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Reference materials
Japan Automobile Manufacturers Association, Japan Mini Vehicles Association, Japan Automobile Dealers Association, Monthly Magazine Used Car, Japan Used Motor Vehicle Exporters

Association Investor, Japan Automobile Recycling Promotion Centre
(Precautions concerning these materials)
These materials contain forward-looking statements that are based on the judgments of management in accordance with information that is currently available. These statements include assumptions and beliefs based on these assumptions. Depending on changes in the operating environment, these assumptions and beliefs may differ from actual results. Statements by USS or its management concerning expectations or beliefs about future performance are not guarantees that these expectations or beliefs will be achieved, or that actual performance will be near these expectations or beliefs. Furthermore, as provided by law, unless stated otherwise, USS has no obligation to update any forecast to the latest version.

## Supplementary Data

## Main Financial Indicators

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|  |  |  |  |  |  |  |  |  |  | (Million yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2001.3 | 2002.3 | 2003.3 | 2004.3 | 2005.3 | 2006.3 | 2007.3 | 2008.3 | 2009.3 | 2010.3 | Diff. |
| Results of Operations |  |  |  |  |  |  |  |  |  |  |  |
| Net Sales | 21,623 | 26,008 | 33,819 | 42,425 | 50,484 | 60,243 | 64,568 | 69,801 | 66,549 | 59,849 | -10.1\% |
| Operating Income | 8,837 | 11,345 | 15,335 | 18,017 | 20,673 | 23,103 | 24,817 | 27,200 | 22,568 | 21,940 | - 2.8\% |
| Ordinary Income | 8,693 | 10,859 | 15,382 | 18,207 | 21,096 | 23,544 | 25,360 | 27,490 | 22,503 | 22,511 | 0.0\% |
| Net Income | 4,493 | 5,489 | 7,645 | 8,907 | 11,814 | 13,203 | 14,390 | 15,200 | 12,003 | 12,717 | 5.9\% |
| Financial Position |  |  |  |  |  |  |  |  |  |  |  |
| Total Assets | 62,315 | 80,929 | 88,979 | 92,538 | 115,704 | 131,908 | 146,172 | 150,737 | 138,370 | 142,164 | 2.7\% |
| Cash and Deposits | 11,595 | 21,477 | 15,356 | 15,168 | 15,818 | 19,995 | 21,149 | 26,280 | 18,445 | 29,681 | 60.9\% |
| Total Liabilities | 29,624 | 46,209 | 44,603 | 24,284 | 29,901 | 33,841 | 40,184 | 33,159 | 23,428 | 23,773 | 1.5\% |
| Interest Bearing Debt | 13,462 | 28,858 | 25,579 | 7,331 | 7,490 | 5,200 | 5,355 | 3,064 | 2,716 | 1,806 | - 33.5\% |
| Net Assets | 32,690 | 34,720 | 44,376 | 68,254 | 85,803 | 98,067 | 105,988 | 117,577 | 114,941 | 118,390 | 3.0\% |
| Shareholders' Equity | 32,266 | 34,402 | 43,812 | 67,497 | 84,877 | 97,391 | 104,985 | 117,130 | 114,771 | 118,146 | 2.9\% |
| Per Share Information |  |  |  |  |  |  |  |  |  |  |  |
| EPS (Yen) | 168.6 | 205.6 | 279.4 | 300.7 | 377.6 | 407.0 | 447.1 | 475.1 | 382.7 | 418.8 | 9.4\% |
| Dividend per Share (Yen) | 20.0 | 30.0 | 40.0 | 50.0 | 65.0 | 80.0 | 100.0 | 145.0 | 165.0 | 168.0 | 1.8\% |
| Others |  |  |  |  |  |  |  |  |  |  |  |
| Operating Income Ratio (\%) | 40.9 | 43.7 | 45.3 | 42.5 | 40.9 | 38.4 | 38.4 | 39.0 | 33.9 | 36.7 | - |
| ROE (\%) | 15.0 | 16.5 | 19.5 | 16.0 | 15.5 | 14.5 | 14.2 | 13.7 | 10.4 | 10.9 | - |
| ROA (\%) | 15.3 | 15.2 | 18.1 | 20.1 | 20.3 | 19.0 | 18.2 | 18.5 | 15.6 | 16.0 | - |
| Dividend Payout Ratio (\%) | 11.9 | 14.6 | 14.3 | 16.6 | 17.2 | 19.7 | 22.4 | 30.5 | 43.1 | 40.1 | - |
| Shareholders' Equity Ratio (\%) | 51.8 | 42.5 | 49.3 | 72.9 | 73.4 | 73.8 | 71.8 | 77.7 | 82.9 | 83.1 | - |
| Treasury Stock (shs.) | - | 50 | 1,134 | 1,495 | 1,789 | 144,006 | 671,773 | 671,801 | 2,105,687 | 2,936,474 | 39.5\% |
| On-site Auction Members (Companies) | 22,329 | 25,023 | 27,622 | 30,195 | 34,420 | 37,157 | 40,959 | 42,751 | 43,307 | 44,317 | 2.3\% |

## The first USS auction

At the first auction held in August 1982, participants raised their hands to submit bids.


USS auctions today
The auction for each vehicle is completed


A multi-level stockyard for used cars



[^0]:    *The USS Fujioka auction site and the USS Gunma auction site were merged in Jan. 2010.

