## Used car System Solutions

## Consolidated Results of Operations Fiscal year ended March 31, 2010 USS Co., Ltd. <br> May 2010

## USS Profile and Results of Operations

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

High profitability even during economic downturns and medium-term growth


Avg. 10-year growth rate sales $13.4 \%$ operating income 12.2\% Avg. 10-year operating margin 40.0\%
Average 10-year ROE
14.6\%

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

## Auto Auction Business




Recycling Business

-Sales were down 10.1\% due to difficult market conditions.

- Vehicles consigned down 19.8\% in the core auto auction business
- Contract completion rate up due to a shortage of used cars for sale
-Operating income and ordinary income were about the same as one year earlier and met the FY plan.
-Rigorous cost-cutting measures
- Operating margin recovered to 36.7\%
-Earnings improved in the used car purchasing and selling business and the recycling business.
-Earnings per share increased 9.4\% due in part to stock repurchases.
-ROE improved from $10.4 \%$ to $10.9 \%$.
-Maintained outstanding financial soundness with an equity ratio of $\mathbf{8 3 . 1 \%}$ despite stock repurchases.


## 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 | $\underset{\text { (As of } 2^{\text {nd }} \text { Feb. 2010) }}{\text { Plan }}$ | VS. plan |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 66,549 | 59,849 | 89.9\% | 58,000 | 103.2\% |
| Cost of sales (Per 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 (Per 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 (Per 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> (Per 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 (Per 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 (Per 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 252 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

Achieved reductions in all major expense items

|  | 2009.3 | 2010.3 | (Million yen) |
| :---: | :---: | :---: | :---: |
|  |  |  | YoY |
| Employees' salaries and bonuses (Per sales) | $\begin{array}{r} 6,756 \\ (10.2 \%) \end{array}$ | $\begin{array}{r} 6,110 \\ (10.2 \%) \end{array}$ | 90.4\% |
| Rent expenses (Per sales) | $\begin{array}{r} 1,691 \\ (2.5 \%) \end{array}$ | $\begin{array}{r} 1,222 \\ (2.0 \%) \end{array}$ | 72.3\% |
| Promotion expenses (Per sales) | $\begin{array}{r} 1,885 \\ (2.8 \%) \end{array}$ | $\begin{array}{r} 1,439 \\ (2.4 \%) \end{array}$ | 76.3\% |
| Depreciation <br> (Per sales) | $\begin{array}{r} 5,796 \\ (8.7 \%) \end{array}$ | $\begin{array}{r} 5,482 \\ (9.2 \%) \end{array}$ | 94.6\% |
| Other operating expenses (Per sales) | $\begin{array}{r} 12,823 \\ (19.3 \%) \end{array}$ | $\begin{array}{r} 11,950 \\ (20.0 \%) \end{array}$ | 93.2\% |
| Total (Per sales) | $\begin{array}{r} 28,954 \\ (43.5 \%) \end{array}$ | $\begin{array}{r} 26,206 \\ (43.8 \%) \end{array}$ | 90.5\% |

## Salaries and bonuses

-Hired fewer workers and held down overtime
-Cut working time for part-time employees
Real estate rental expenses
-Moved Saitama auction site to company-owned land
-End of lease for auction system
Sales promotion expenses
-Reexamined the frequency of auctions held at auction sites
-Reviewed expenses
Depreciation expenses
-Big decline in new depreciation expenses due to reduction in capital expenditures

Other expenses

- Same printed materials for entire group and joint purchasing of these materials
-Cut advertising expenses for Rabbit used car purchasing shops and other operations


## 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.


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

Ordinary cars


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 $86.8 \%$ 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. System Solutions

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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(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

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## Operating income became positive in the third

 quarter as the volume of vehicles handled increased|  | 2009.3 | 2010.3 | YoY |
| :--- | ---: | ---: | ---: |
| Net Sales | 5,535 | 4,835 | $87.4 \%$ |
| Operating <br> Income <br> (Per sales) | $\Delta 329$ | $(4.1 \%)$ | - |



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. System
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## Forecast for FY2011.3 Earnings Distributions

## Medium-term Value Creation Model

## FY2011.3 - Consolidated Forecast

Anticipating growth in sales and earnings and an improvement in profitability

|  | $\begin{gathered} 2010.3 \\ \text { (Actual) } \end{gathered}$ | $\begin{aligned} & 2011.3 \\ & \text { (Plan) } \end{aligned}$ | YoY |
| :---: | :---: | :---: | :---: |
| Net Sales | 59,849 | 60,900 | 101.8\% |
| Cost of sales (Per sales) | $\begin{array}{r} 27,120 \\ (45.3 \%) \end{array}$ | $\begin{array}{r} 26,950 \\ (44.3 \%) \end{array}$ | 99.4\% |
| Gross profit (Per 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 (Per sales) | $\begin{array}{r} 10,788 \\ (18.0 \%) \end{array}$ | $\begin{array}{r} 10,350 \\ (17.0 \%) \end{array}$ | 95.9\% |
| Operating Income (Per sales) | $\begin{array}{r} 21,940 \\ (36.7 \%) \end{array}$ | $\begin{array}{r} 23,600 \\ (38.8 \%) \end{array}$ | 107.6\% |
| Ordinary Income (Per sales) | $\begin{array}{r} 22,511 \\ (37.6 \%) \end{array}$ | $\begin{array}{r} 23,800 \\ (39.1 \%) \end{array}$ | 105.7\% |
| Net Income (Per 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 | 453.63 | 108.3\% |

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 | $3.6 \%$ | $11.9 \%$ | $14.6 \%$ | $14.4 \%$ | $16.7 \%$ | $17.2 \%$ | $33.0 \%$ | $53.8 \%$ | $30.5 \%$ | $117.6 \%$ | $\mathbf{7 6 . 9 \%}$ |

## 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 plans to retire 1.37 million shares of treasury stock ( $4.2 \%$ of all shares issued) at the end of May 2010.
-USS plans to repurchase 500,000 shares at a cost of up to 3 billion yen between May 12 and June 23, 2010.
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.


## 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.

## Auction site strategy

- Make each site number one in its respective area
- Use mergers and acquisitions and open new locations

Market share
of 40\%

Capture market share, cut costs and increase earnings (Avoid competition based on price alone)


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USS has a business alliance with Proto Corporation (4298) for establishing used car evaluation standards

Use of USS vehicle inspection data in the Goo Approved Cars service of Proto

Use Goo-net and other channels to give consumers access to information about the quality of vehicles

This information will allow consumers to buy auction vehicles with confidence

Further growth of the used car market

## Network strategy

Increase number of Satellite TVIInternet members and users by adding more capabilities that can offer greater convenience.

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Supplementary Data

## FY2010.3 - Reasons for Change in Operating Income (Actual)

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## Reasons for change in operating income



## FY2011.3 - Reasons for Change in Operating Income (Forecast)

## Reasons for change in operating income



## Fourth Quarter Business Segment Information

Auto Auction Business
Used Car Purchasing and Selling Business
(Million yen)

|  | 2008.3 <br> $4 Q$ | 2009.3 <br> $4 Q$ | 2010.3 <br> $4 Q$ | YoY |
| :--- | :---: | :---: | :---: | :---: |
| Net Sales | 14,438 | 10,730 | 11,587 | $108.0 \%$ |
| Operating <br> Income | 7,353 | 4,658 | 5,996 | $128.7 \%$ |

Recycling Business
(Million yen)

| Recycling Business |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 2008.3 <br> $4 Q$ | 2009.3 <br> $4 Q$ | 2010.3 <br> $4 Q$ | YoY |
|  | (Million yen) |  |  |  |

(Million yen)

|  | 2008.3 <br> $4 Q$ | 2009.3 <br> $4 Q$ | 2010.3 <br> $4 Q$ | YoY |
| :--- | :---: | :---: | :---: | :---: |
| Net Sales | 1,613 | 878 | 1,736 | $197.8 \%$ |
| Operating <br> Income | 101 | $\Delta 149$ | 169 |  |

## Supplementary Data 1

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New Car Registrations
(Thousand vehicles)

|  | 1Q | 2Q | 3Q | 4Q | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2008.3 | 1,198 | 1,286 | 1,225 | 1,609 | 5,319 |
| 2009.3 | 1,176 | 1,241 | 1,054 | 1,228 | 4,700 |
| 2010.3 | 958 | 1,217 | 1,205 | 1,499 | 4,880 |

Used Car Registrations
(Thousand vehicles)

|  | 1Q | 2Q | 3Q | 4Q | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2008.3 | 1,828 | 1,692 | 1,809 | 2,082 | 7,412 |
| 2009.3 | 1,758 | 1,663 | 1,673 | 2,008 | 7,103 |
| 2010.3 | 1,637 | 1,497 | 1,555 | 1,851 | 6,541 |


| Used Car Exports |  |  |  |  | (Thousand vehicles) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1Q | 2Q | 3Q | 4Q | Total |
| 2008.3 | Russia | 130 | 128 | 134 | 127 | 519 |
|  | Other | 233 | 197 | 224 | 196 | 852 |
|  | Total | 363 | 326 | 358 | 323 | 1,371 |
| 2009.3 | Russia | 155 | 146 | 134 | 8 | 444 |
|  | Other | 219 | 202 | 165 | 109 | 696 |
|  | Total | 374 | 348 | 299 | 118 | 1,141 |
| 2010.3 | Russia | 13 | 13 | 18 | 14 | 58 |
|  | Other | 156 | 158 | 198 | 166 | 679 |
|  | Total | 169 | 171 | 216 | 180 | 738 |

## Supplementary Data 2

## Vehicles Consigned at Auctions (Industry)




## 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


