

## Announcement of USS Group Used Car Auction Data

FY3/2024(April 1, 2023 - March 31, 2024)

|       | Number of auctions |             | Number of consigned vehicles |             |         | Number of contract completions |             |         | Contract completion rate |             | Average price of vehicles contracted<br>(thousand yen) |             |         |
|-------|--------------------|-------------|------------------------------|-------------|---------|--------------------------------|-------------|---------|--------------------------|-------------|--|-------------|---------|
|       | Current FY         | Previous FY | Current FY                   | Previous FY | Changes | Current FY                     | Previous FY | Changes | Current FY               | Previous FY | Current FY   | Previous FY | Changes |
| Apr.  | 78                 | 81          | 293,022                      | 274,614     | 106.7%  | 162,121                        | 163,077     | 99.4%   | 55.3%                    | 59.4%       | 883  | 929         | 95.0%   |
| May   | 62                 | 56          | 227,077                      | 198,401     | 114.5%  | 141,727                        | 131,149     | 108.1%  | 62.4%                    | 66.1%       | 950  | 990         | 96.0%   |
| Jun.  | 76                 | 79          | 274,839                      | 238,574     | 115.2%  | 171,557                        | 160,958     | 106.6%  | 62.4%                    | 67.5%       | 1,085  | 1,079       | 100.6%  |
| Jul.  | 78                 | 81          | 250,981                      | 223,724     | 112.2%  | 158,822                        | 156,355     | 101.6%  | 63.3%                    | 69.9%       | 1,066  | 1,159       | 92.0%   |
| Aug.  | 63                 | 62          | 210,876                      | 173,070     | 121.8%  | 136,832                        | 124,811     | 109.6%  | 64.9%                    | 72.1%       | 1,038  | 1,115       | 93.1%   |
| Sep.  | 81                 | 76          | 276,840                      | 247,861     | 111.7%  | 179,444                        | 172,270     | 104.2%  | 64.8%                    | 69.5%       | 1,074  | 1,221       | 88.0%   |
| Oct.  |                    |             |                              |             |         |                                |             |         |                          |             |  |             |         |
| Nov.  |                    |             |                              |             |         |                                |             |         |                          |             |  |             |         |
| Dec.  |                    |             |                              |             |         |                                |             |         |                          |             |  |             |         |
| Jan.  |                    |             |                              |             |         |                                |             |         |                          |             |  |             |         |
| Feb.  |                    |             |                              |             |         |                                |             |         |                          |             |  |             |         |
| Mar.  |                    |             |                              |             |         |                                |             |         |                          |             |  |             |         |
| Total | 438                | 435         | 1,533,635                    | 1,356,244   | 113.1%  | 950,503                        | 908,620     | 104.6%  | 62.0%                    | 67.0%       | 1,018  | 1,085       | 93.9%   |

Note: Amounts less than the units shown are discarded but percentages are rounded to the hundredths place.

**Comments on Used Car Auction Data (September 2023)**

The number of auctions held in September 2023 increased one auction each of six sites, including HAA Kobe and Kyushu and decreased one auction at Tokyo site compared to the same month in the previous fiscal year because of calendar factors.

As a result, number of consigned vehicles was up 11.7% (YoY) and number of contract completions was up 4.2% (YoY).

**Year on year comparison (calendar factor adjusted)**

After adjusting for calendar-related factors, the results for USS Group auctions in September 2023 compared with the corresponding period of the previous year (September 2, 2022 to October 1, 2022) were as follows.

|                                      | This month | Prv. year | YoY    |
|--------------------------------------|------------|-----------|--------|
| Number of consigned vehicles         | 276K       | 247K      | 111.9% |
| Number of contract completions       | 179K       | 170K      | 105.1% |
| Contract completion rate             | 64.8%      | 69.0%     | -      |
| Average price of vehicles contracted | ¥1,074K    | ¥1,183K   | 90.8%  |