## 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 (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. | 74 | 78 | 252,343 | 249,529 | 101.1\% | 162,691 | 161,241 | 100.9\% | 64.5\% | 64.6\% | 1,063 | 1,134 | 93.7\% |
| Nov. | 79 | 80 | 277,041 | 266,158 | 104.1\% | 176,359 | 163,985 | 107.5\% | 63.7\% | 61.6\% | 1,061 | 1,060 | 100.1\% |
| Dec. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Jan. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Feb. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mar. |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total | 591 | 593 | 2,063,019 | 1,871,931 | 110.2\% | 1,289,553 | 1,233,846 | 104.5\% | 62.5\% | 65.9\% | 1,030 | 1,088 | 94.7\% |

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

## Comments on Used Car Auction Data (November 2023)

The number of auctions held in November 2023 increased one auction at Tokyo site and decreased one auction at Yokohama and R-Nagoya sites compared to the same month in the previous fiscal year because of calendar factors.
As a result, number of consigned vehicles was up $4.1 \%(\mathrm{YoY})$ and number of contract completions was up $7.5 \%$ (YoY).

## Year on year comparison (calendar factor adjusted)

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

|  | This month | Prv. year | YoY |
| :--- | ---: | ---: | ---: |
| Number of consigned vehicles | 277 K | 275 K | $100.7 \%$ |
| Number of contract completions | 176 K | 168 K | $104.6 \%$ |
| Contract completion rate | $63.7 \%$ | $61.3 \%$ | - |
| Average price of vehicles contracted | $¥ 1,061 \mathrm{~K}$ | $¥ 1,089 \mathrm{~K}$ | $97.5 \%$ |

