

FY2022

Consolidated Results of Operations

USS Co., Ltd.

May 2023

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FY2022

Results of Operations

FY22 Results

■ Net sales **¥88.7 billion**
(up 9.0% YoY)

■ Operating profit
¥43.7 billion (up 5.3% YoY)

- USS Auto Auction result in FY2022: vehicles consigned was 2.95 million (up 8.3% YoY), contract completions was 1.86 million (up 4.3% YoY), contract completion rate was 63.0%
- In the used vehicle purchasing and selling segment, sales increased and earnings were down as the number of vehicles sold increased but the gross profit was lower.
- In the recycle segment, sales and earning increased because of higher number of demolition orders.

FY23 Forecast

■ Net sales **¥92.4 billion**

- Plans for FY2023 is 3.00 million vehicles consigned at auctions, 1.88 million contracted vehicles, and a contract completion ratio of 62.7%

■ Operating profit **¥45.3 billion**

Earnings Distributions

■ FY2022 dividend is
¥67.5 (plan)

■ FY2023 dividend forecast is
¥69.4
This will be the 24th consecutive year of dividend increases.

- In FY2019, the basic policy for dividends was revised as consolidated payout ratio guideline increased to at least 55%.

■ Repurchase of stock

- USS repurchased 5.09 million shares of stock at a cost of ¥9.6 billion between November 2021 and May 2022.

FY2022 Summary of Consolidated Results of Operations

- Sales was up 9.0% YoY to ¥88.77 billion, operating profit was up 5.3% to ¥43.77 billion, and profit attributable to owners of parent up 0.9% to ¥30.00 billion.
- Record-high sales, operating profit, ordinary profit and Profit attributable to owners of parent

(Million yen)

	FY2021	(per sales)	FY2022	(Per sales)	Year on year	Revised plan (Nov. 8, 2022)	(per sales)	VS. plan
Net sales	81,482		88,778		109.0%	85,529		103.8%
Cost of sales	30,710	37.7%	35,135	39.6%	114.4%	32,459	38.0%	108.2%
Gross profit	50,772	62.3%	53,642	60.4%	105.7%	53,070	62.0%	101.1%
Selling, general and administrative expenses	9,197	11.3%	9,864	11.1%	107.3%	9,609	11.2%	102.7%
Operating profit	41,574	51.0%	43,778	49.3%	105.3%	43,460	50.8%	100.7%
Ordinary profit	42,374	52.0%	44,491	50.1%	105.0%	44,176	51.7%	100.7%
Profit attributable to owners of parent	29,745	36.5%	30,008	33.8%	100.9%	30,000	35.1%	100.0%

Net Sales and Operating Profit by Business Segment

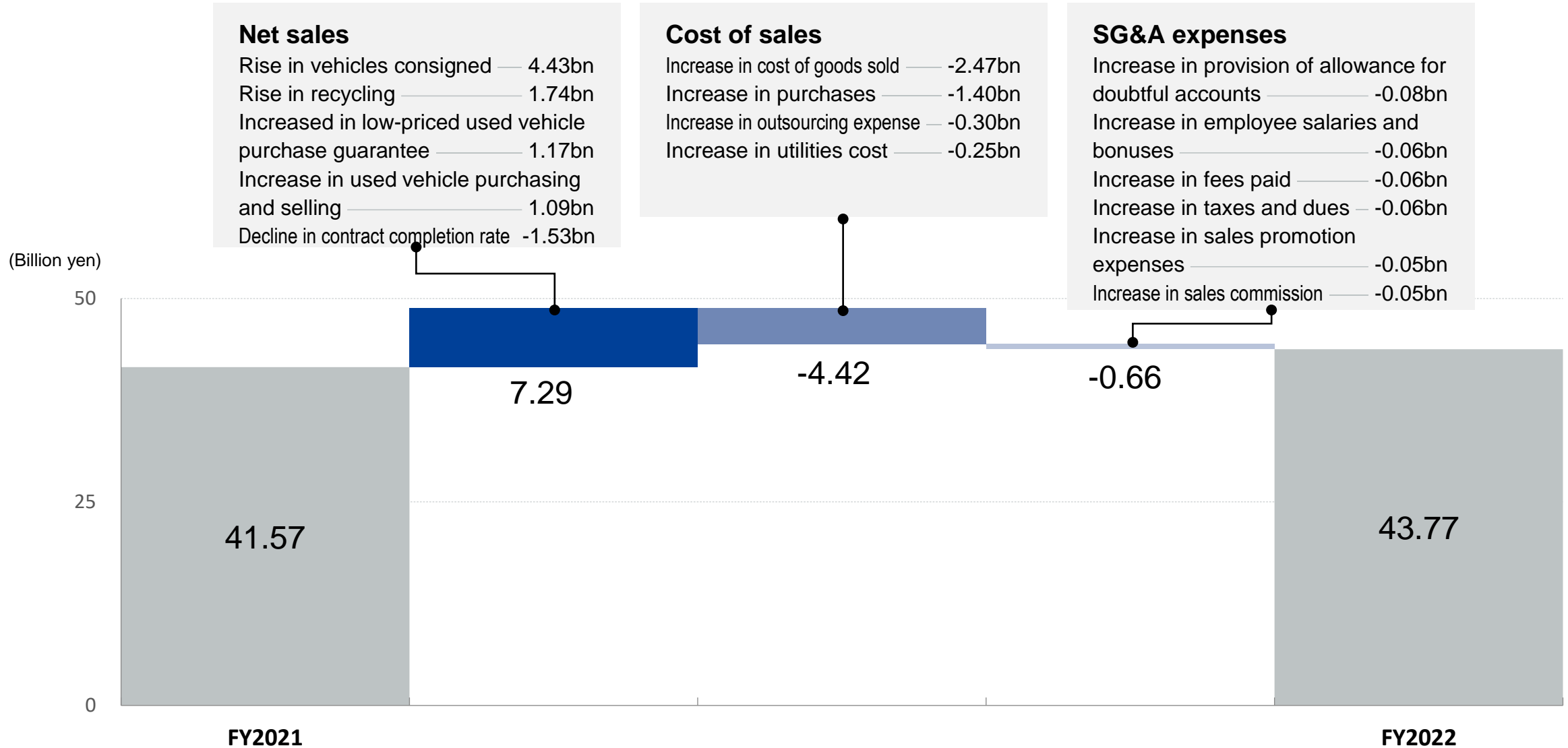
(Million yen)

Net sales	FY2020	FY2021	FY2022	Year on year
Auto auction	61,048	64,858	69,304	106.9%
Used vehicle purchasing and selling	8,646	9,300	10,391	111.7%
Recycling	4,829	7,238	8,982	124.1%
Other	351	85	99	116.3%
Total	74,874	81,482	88,778	109.0%
Operating profit (operating margin)	FY2020	FY2021	FY2022	Year on year
Auto auction	35,463 (57.7%)	40,217 (61.7%)	42,267 (60.7%)	105.1%
Used vehicle purchasing and selling	271 (3.1%)	136 (1.5%)	130 (1.3%)	95.4%
Recycling	376 (7.8%)	1,142 (15.8%)	1,333 (14.8%)	116.7%
Other	23 (6.8%)	58 (68.0%)	27 (28.0%)	47.9%
Adjustment	91 (-)	19 (-)	18 (-)	94.9%
Total	36,227 (48.4%)	41,574 (51.0%)	43,778 (49.3%)	105.3%

*1 Net sales are sales to external customers and operating profit is based on business segment earnings. Operating margins (shown % in parenthesis) are calculated by dividing segment profit by segment sales.

*2 Beginning with FY2022, the recycle business, which was previously included in "other," is a reportable segment. Figures for "recycling" and "other" have been revised to conform with this change.

FY2022 Reasons for Change in Operating Profit (Actual)



Consolidated Balance Sheets and Statements of Cash Flows

- Increase in purchase of property, plant and equipment and time deposits were the primary uses of cash for investing activities.
- The primary use of cash in financing activities was dividends paid.
- Equity ratio : 78.8%

Consolidated balance sheets (summary)

(Million yen)

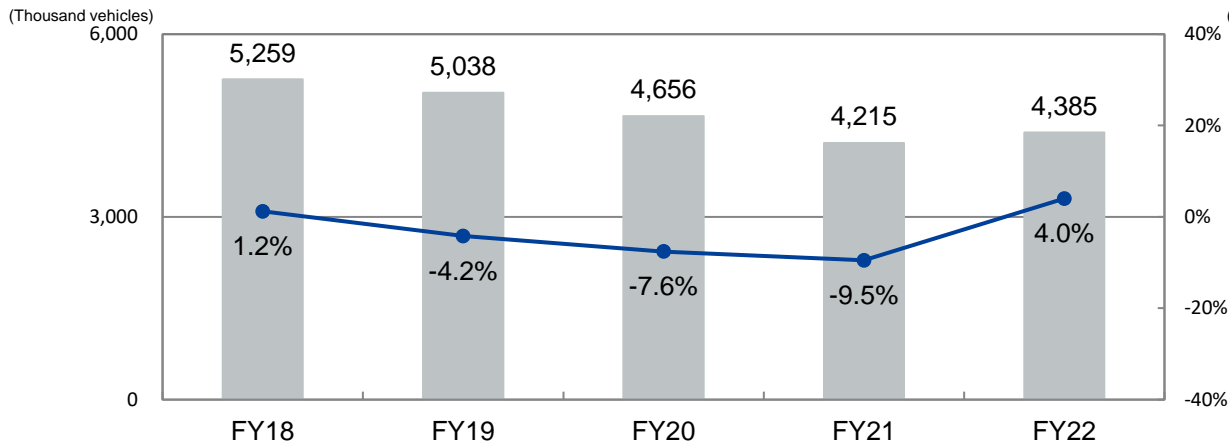
	FY21	FY22		FY21	FY22
Current assets	103,872	116,057	Current liabilities	37,884	39,273
Cash and deposits	79,380	92,692	Payables due to member dealers at auction	21,213	22,595
Other	24,491	23,365	Other	16,670	16,678
Non-current assets	125,481	126,295	Non-current liabilities	8,996	8,925
Property, plant and equipment	100,379	100,604	Total liabilities	46,880	48,198
Other	25,102	25,690	Total net assets	182,473	194,154
Total assets	229,354	242,352	Total liabilities and net assets	229,354	242,352

Consolidated statements of cash flows (summary)

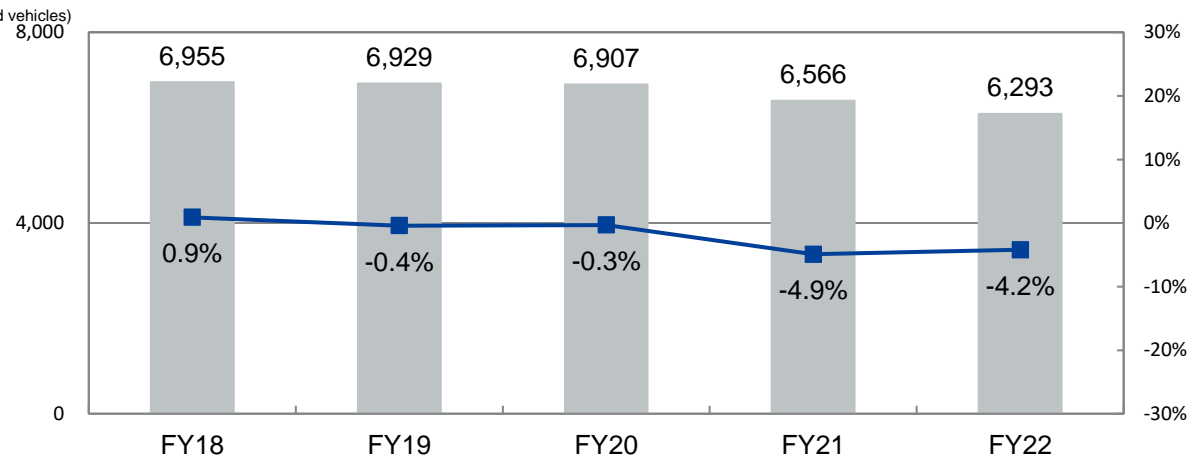
(Million yen)

	FY20	FY21	FY22	Changes
Net cash provided by (used in) operating activities	38,407	36,630	36,907	277
Net cash provided by (used in) investing activities	-9,330	-1,339	-9,074	-7,735
Free cash flow	29,076	35,290	27,832	-7,457
Net cash provided by (used in) financing activities	-15,035	-24,680	-17,121	-7,558
Capital expenditures (Terms of cash flows)	8,985	2,036	4,567	2,531
Depreciation	5,334	4,959	4,626	-333

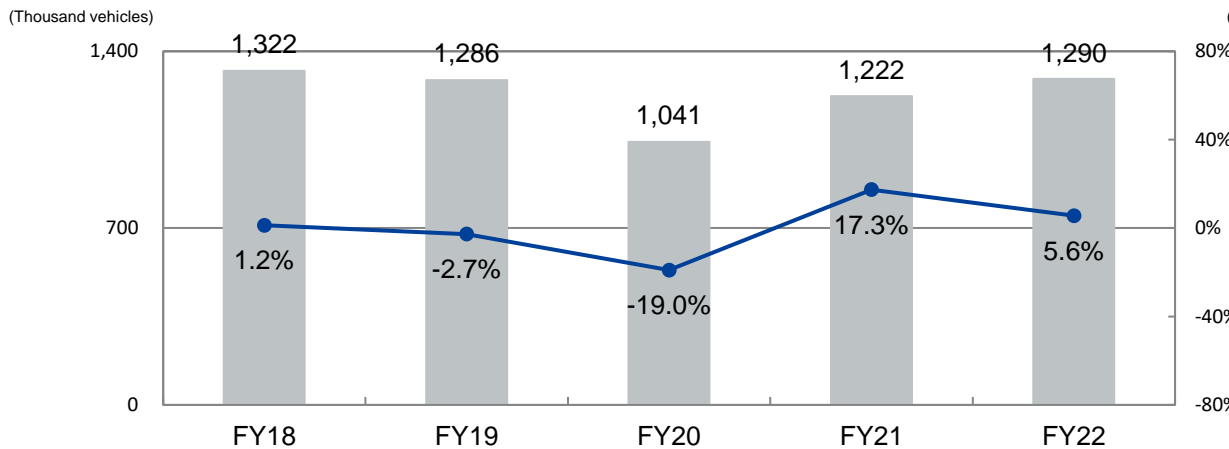
New car registrations and YoY changes



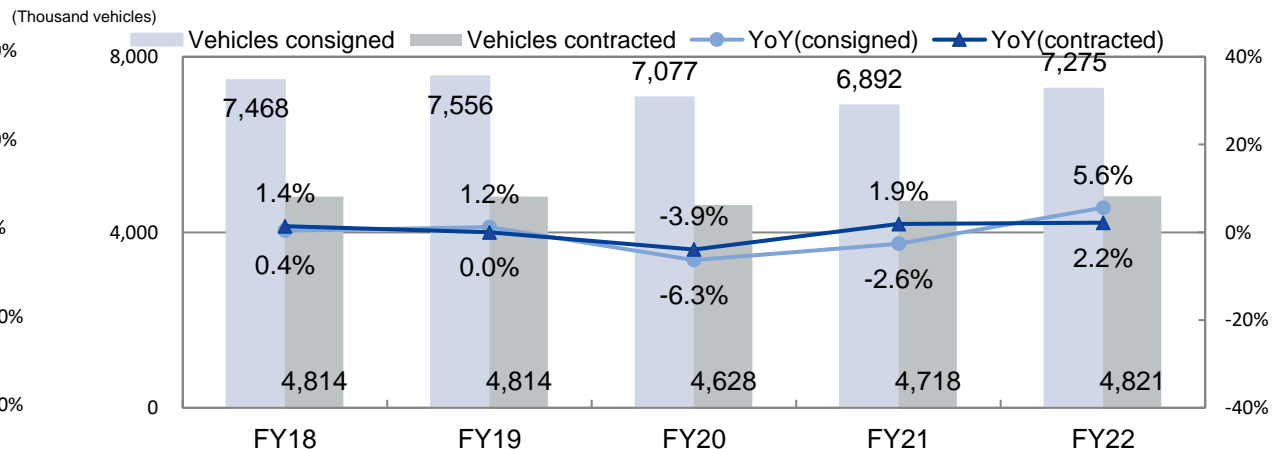
Used car registrations and YoY changes



Used car exports and YoY changes



AA market: vehicles consigned and contracted and YoY changes



* Vehicles consigned and contracted in FY21 have been revised to reflect revisions to data announced by USED CAR Co., Ltd.

Auto Auction Segment (1) Overview

- Higher sales and earnings with larger number of vehicles consigned and contracted

No. of vehicles consigned
2.958million
up 8.3% YoY

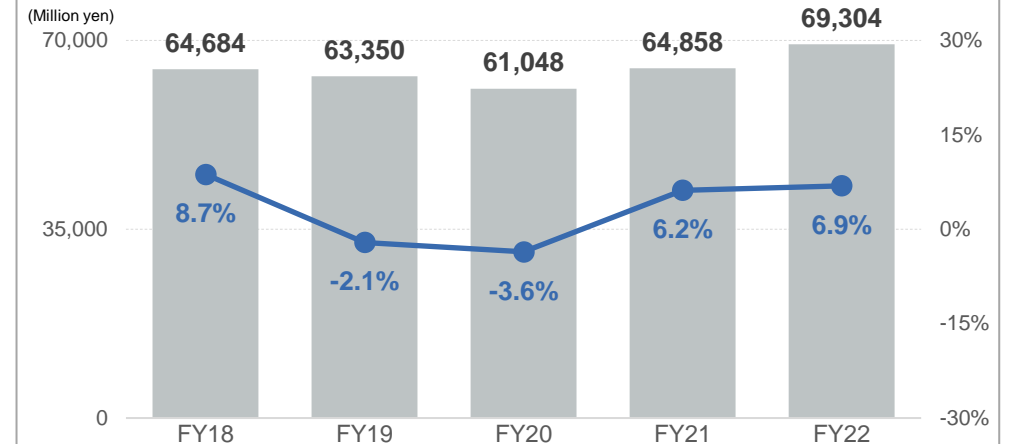
No. of contract completions
1.863million
up 4.3% YoY

Contract completion rate
63.0%
65.4% (in FY21)

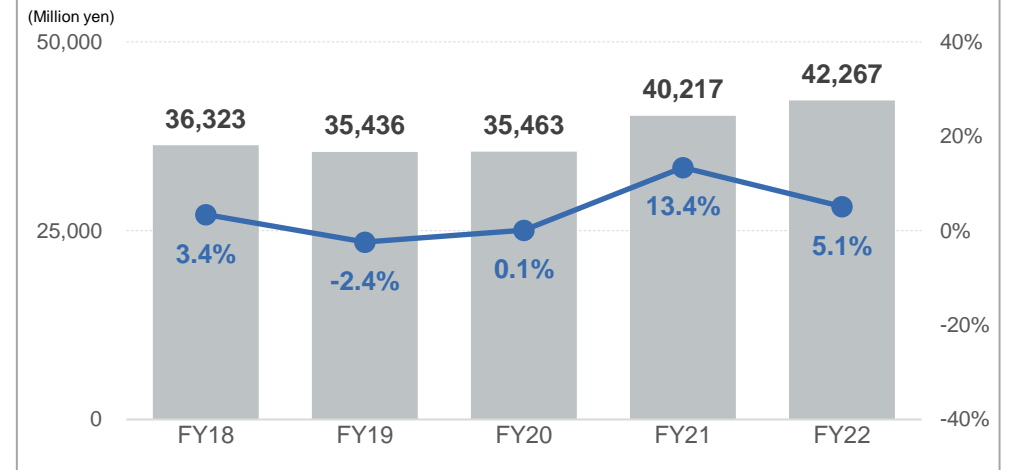
Auto auction segment performance

	FY20	FY21	FY22	Year on year
Net sales	61,048	64,858	69,304	106.9%
Consignment fees	14,151	15,198	16,570	109.0%
Contract completion fees	14,088	15,088	15,721	104.2%
Successful bid fees	21,573	23,076	23,985	103.9%
Other	11,234	11,494	13,027	113.3%
Operating profit	35,463	40,217	42,267	105.1%
Operating margin	57.7%	61.7%	60.7%	-

Net sales and YoY changes



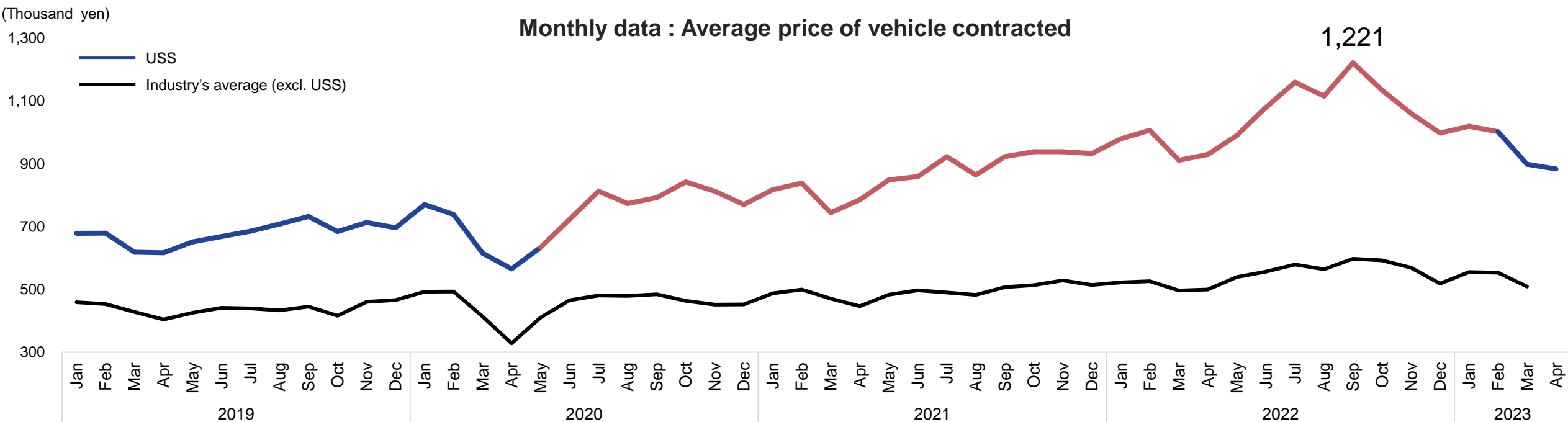
Operating profit and YoY changes



* Net sales are sales to external customers and operating profit is based on business segment earnings. Operating margins are calculated by dividing segment profit by segment sales.

Auto Auction Segment (2) Average Price of Vehicle Contracted

- Lower supply of new cars because of shortage of auto parts → Decline in trade-in vehicles
→ Decline in the number of used cars on the market → Tight supply-demand balance
→ Spike in auction prices
- The average prices were higher compared to the same month in the previous year from June 2020 to Jan. 2023.
- The average price of vehicles contracted remains high, although it has been declining since the September 2022 peak.

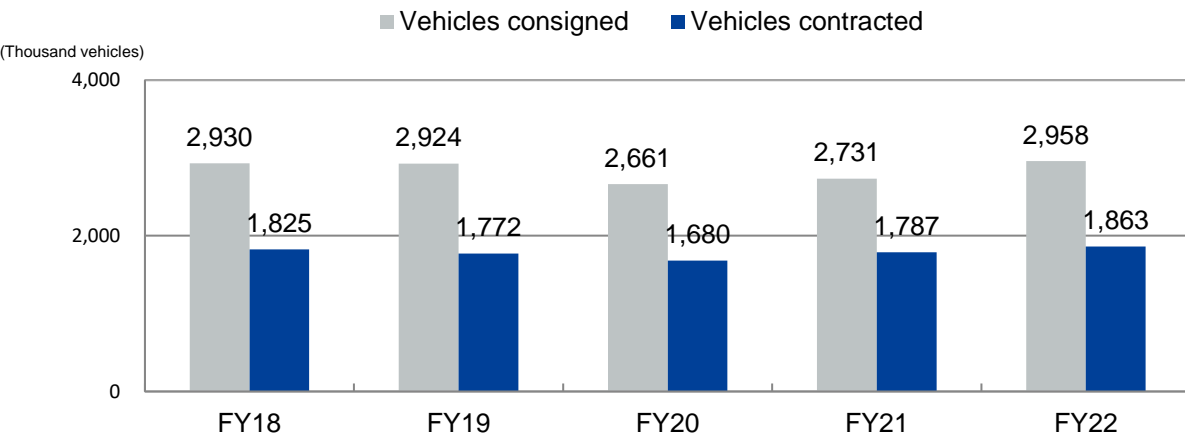


* In auto auctions in Japan, notwithstanding the vehicle contract price, consignment fees, contract completion fees and successful bid fees are fixed for each category. Therefore, commission does not fluctuate with the amount of the contracted price of a vehicle.

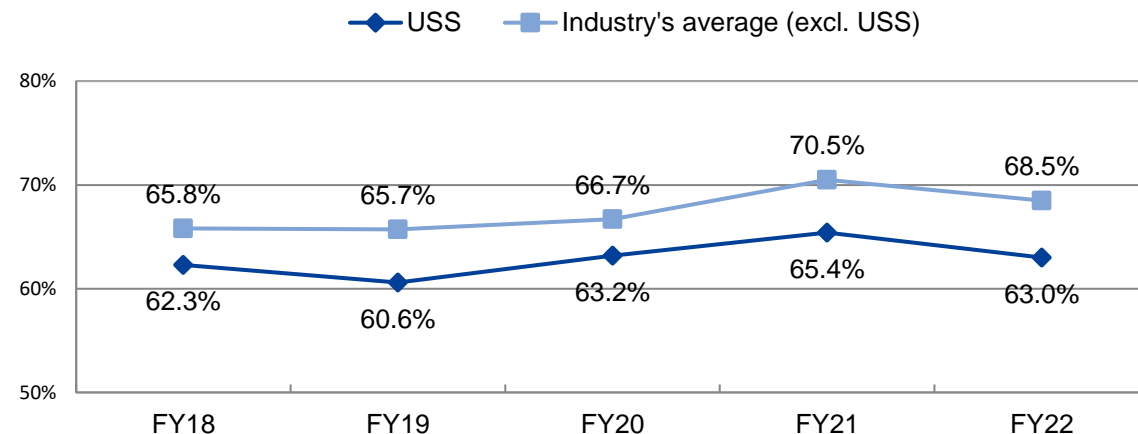
Auto Auction Segment (3)

No. of Vehicles Consigned and Contracted, etc.

No. of vehicles consigned and contracted

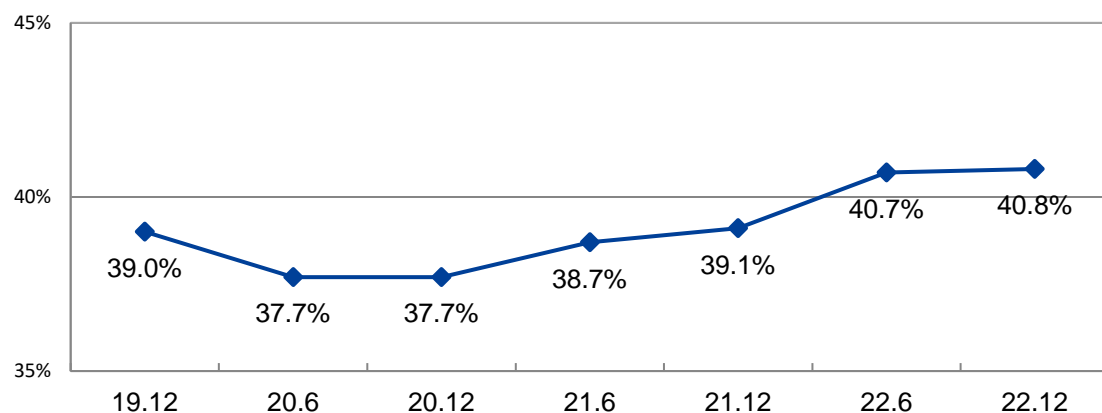


Contract completion rate



* The figure for "Industry's average (excl. USS)" in FY21 has been revised to reflect revisions to data announced by USED CAR Co., Ltd.

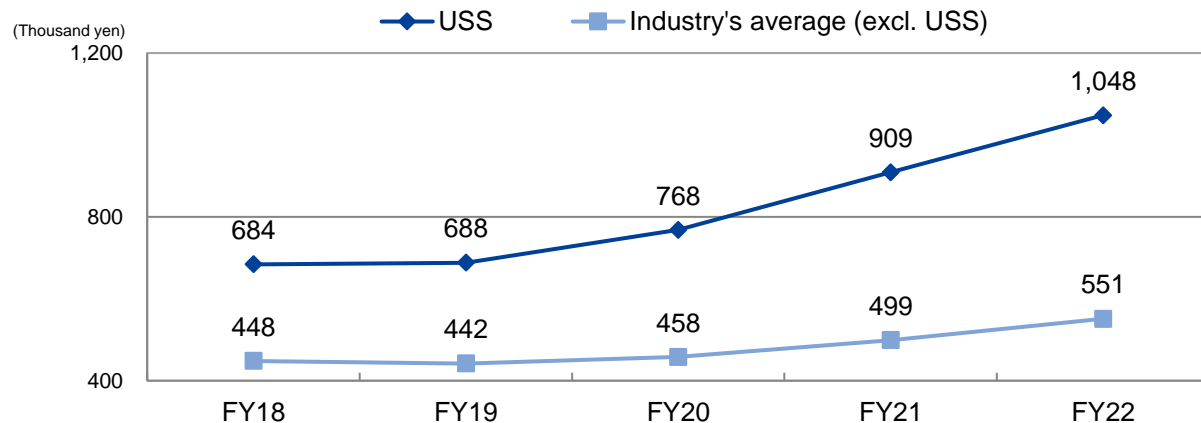
Market share



* Period ending in December: 12-month data; Period ending in June: 6-month data. * The figures in this slide do not include JBA data.

* Market share in Dec. 2021 and Jun. 2022 have been revised to reflect revisions to data announced by USED CAR Co., Ltd.

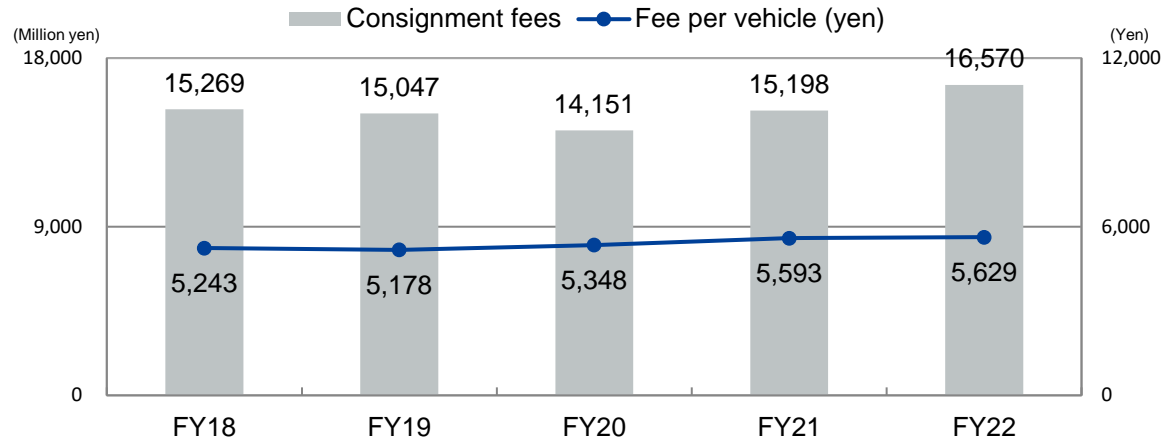
Average price of vehicle contracted



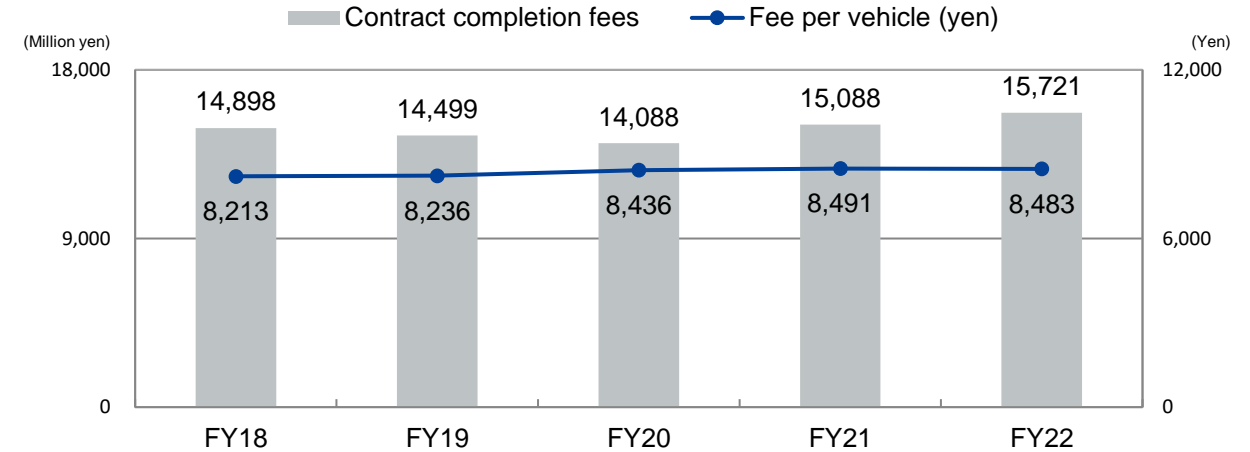
* The figure for "Industry's average (excl. USS)" in FY21 has been revised to reflect revisions to data announced by USED CAR Co., Ltd.

Auto Auction Segment (4) Fees, etc.

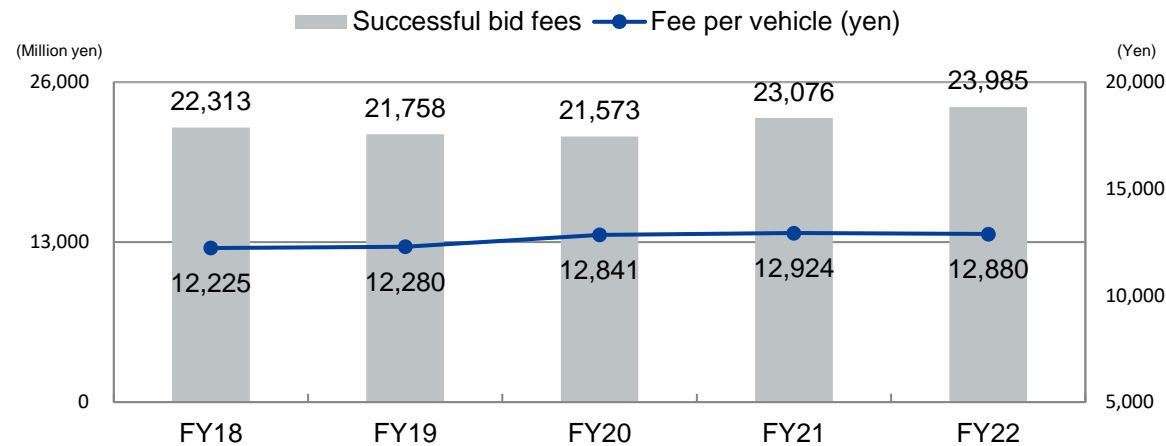
Total consignment fees and consignment fee per vehicle



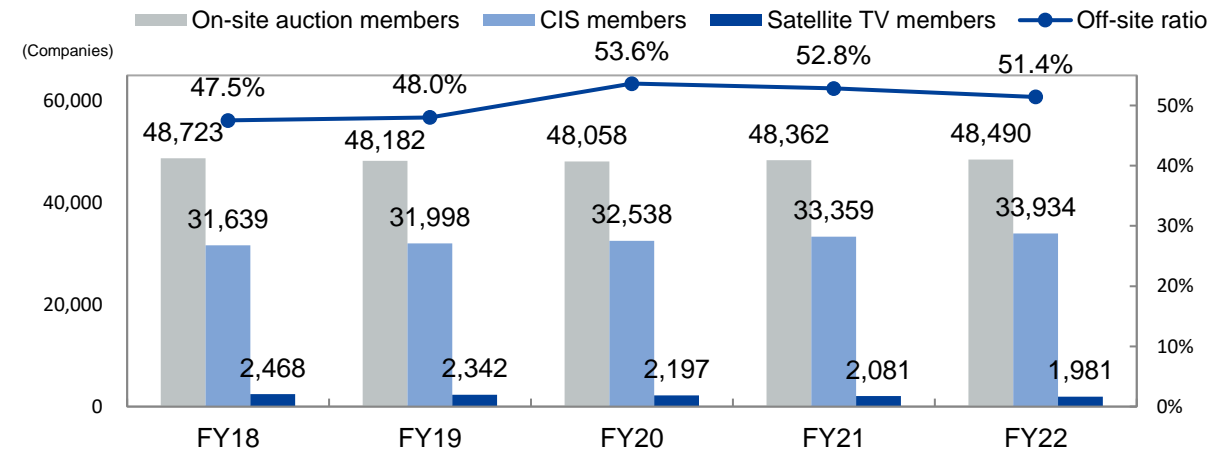
Total contract completion fees and contract completion fee per vehicle



Total successful bid fees and successful bid fee per vehicle



No. of members and off-site ratio



* Fee per vehicle is calculated before eliminations for consolidation.

* The figures in this slide do not include JBA data.

*The method used for calculating the off-site ratio was revised in FY2019.

Used Vehicle Purchasing and Selling Segment

In the Rabbit used vehicle purchasing business, sales and earnings were higher because of the larger number of vehicles sold and an increase in the number of higher-priced vehicles sold.

Net sales **¥6,187** million
(up 16.8% YoY)

Operating profit **¥110** million
(up 45.5% YoY)

In the accident-damaged vehicle purchasing and selling business, sales were higher but earnings were down. This was the result of higher prices and a larger number of vehicles sold and a decline in the gross profit caused by lower prices of vehicles sold at auctions.

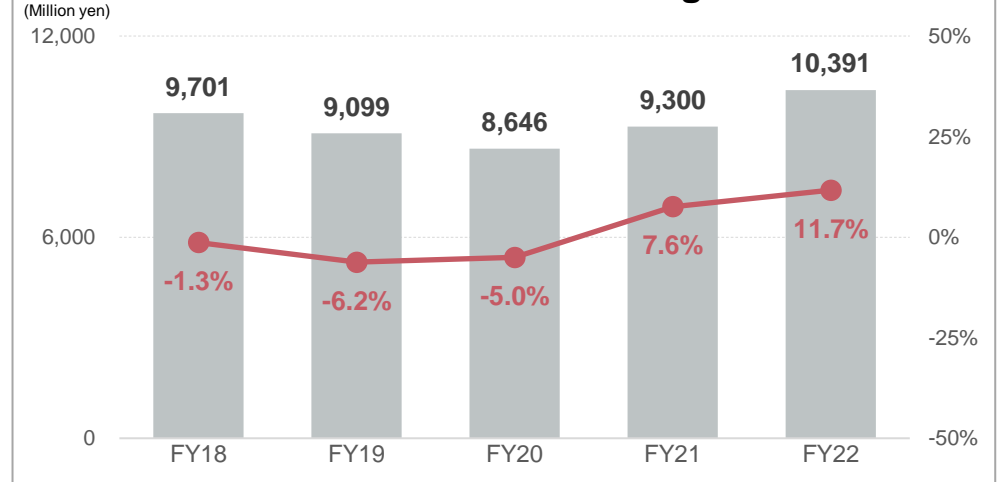
Net sales **¥4,204** million
(up 5.0% YoY)

Operating profit **¥19** million
(down 67.6% YoY)

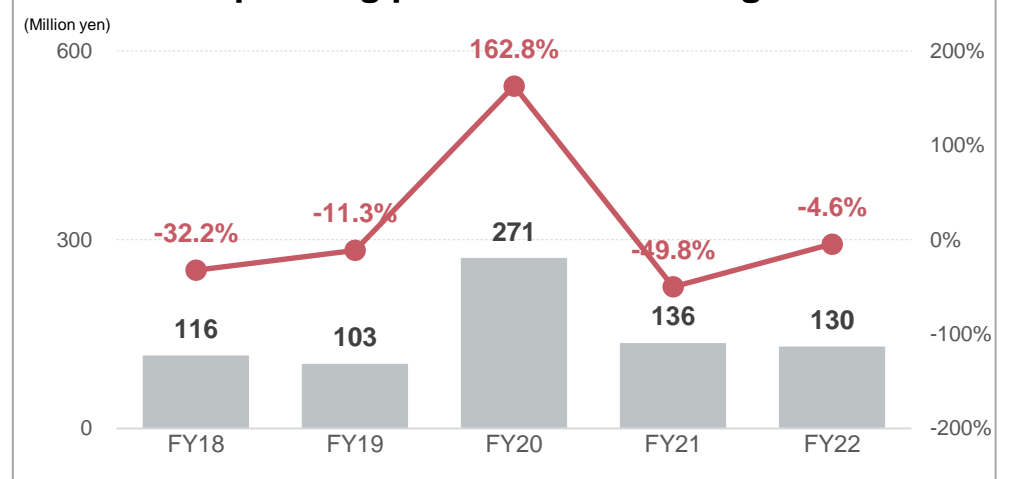
Used vehicle purchasing and selling segment performance

	FY20	FY21	FY22	Year on year
Net sales	8,646	9,300	10,391	111.7%
Operating profit	271	136	130	95.4%
Operating margin	3.1%	1.5%	1.3%	-

Net sales and YoY changes



Operating profit and YoY changes



* Net sales are sales to external customers and operating profit is based on business segment earnings. Operating margins are calculated by dividing segment profit by segment sales.

Recycling Segment

Sales and profit declined in the recycling business because of a decline in the number of end-of-life vehicles consigned and sluggish scrap iron markets.

Net sales **¥5,056**million
(down 5.5% YoY)

Operating profit **¥532**million
(down 42.8% YoY)

In the industrial plant recycle business, sales and earnings increased because of the larger number of orders for large demolition projects.

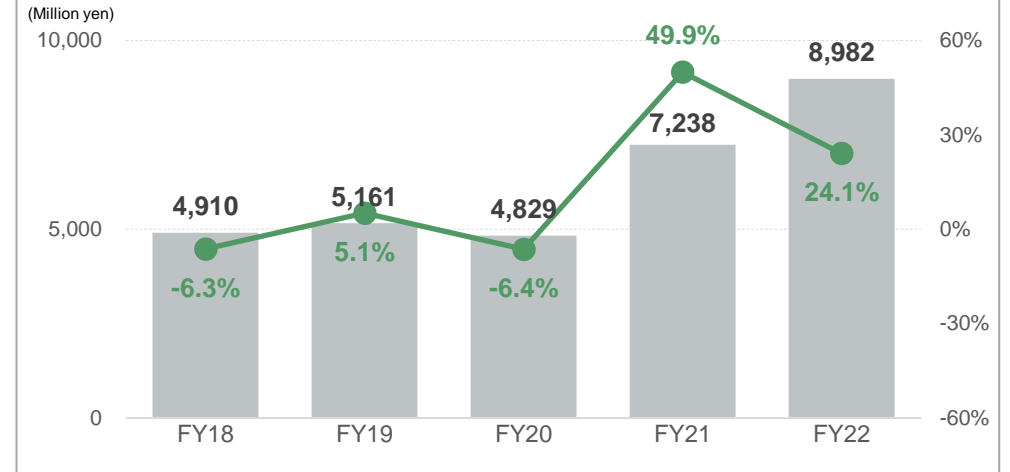
Net sales **¥3,925**million
(up 108.2% YoY)

Operating profit **¥801**million
(up 278.5% YoY)

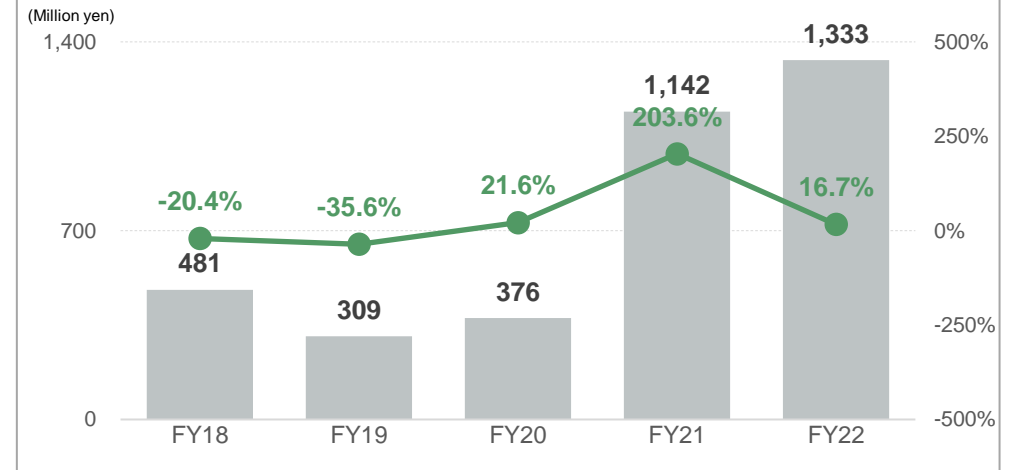
Recycling segment performance

	FY20	FY21	FY22	Year on year
Net sales	4,829	7,238	8,982	124.1%
Operating profit	376	1,142	1,333	116.7%
Operating margin	7.8%	15.8%	14.8%	-

Net sales and YoY changes



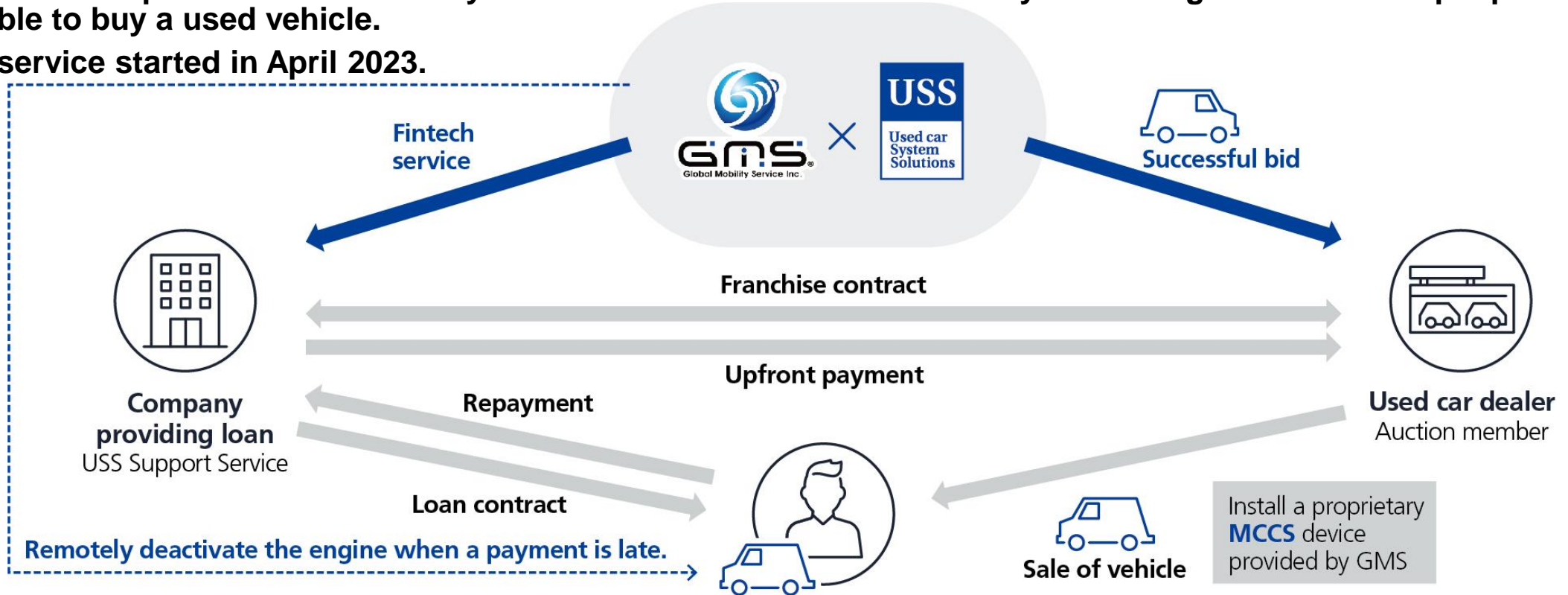
Operating profit and YoY changes



* Net sales are sales to external customers and operating profit is based on business segment earnings. Operating margins are calculated by dividing segment profit by segment sales.

TOPICS A New Automobile Loan Product Using a Tie-up with GMS

- USS established an equity and business alliance with Global Mobility Service, which is a provider of a diverse lineup of fintech services.
- The launch of this new automobile loan will enable people who previously were unable to obtain a loan for a variety of reasons to finally own a vehicle.
- This loan is expected to raise activity in the automobile auction market by increasing the number of people who are able to buy a used vehicle.
- This service started in April 2023.



A person who is unable to use a conventional loan can now purchase a car

MCCS is a proprietary on-board IoT device provided by GMS that can communicate with various mobility and data worldwide (GMS has acquired the patent for this technology).

FY2023
Consolidated Forecast

FY2023 Consolidated Forecast

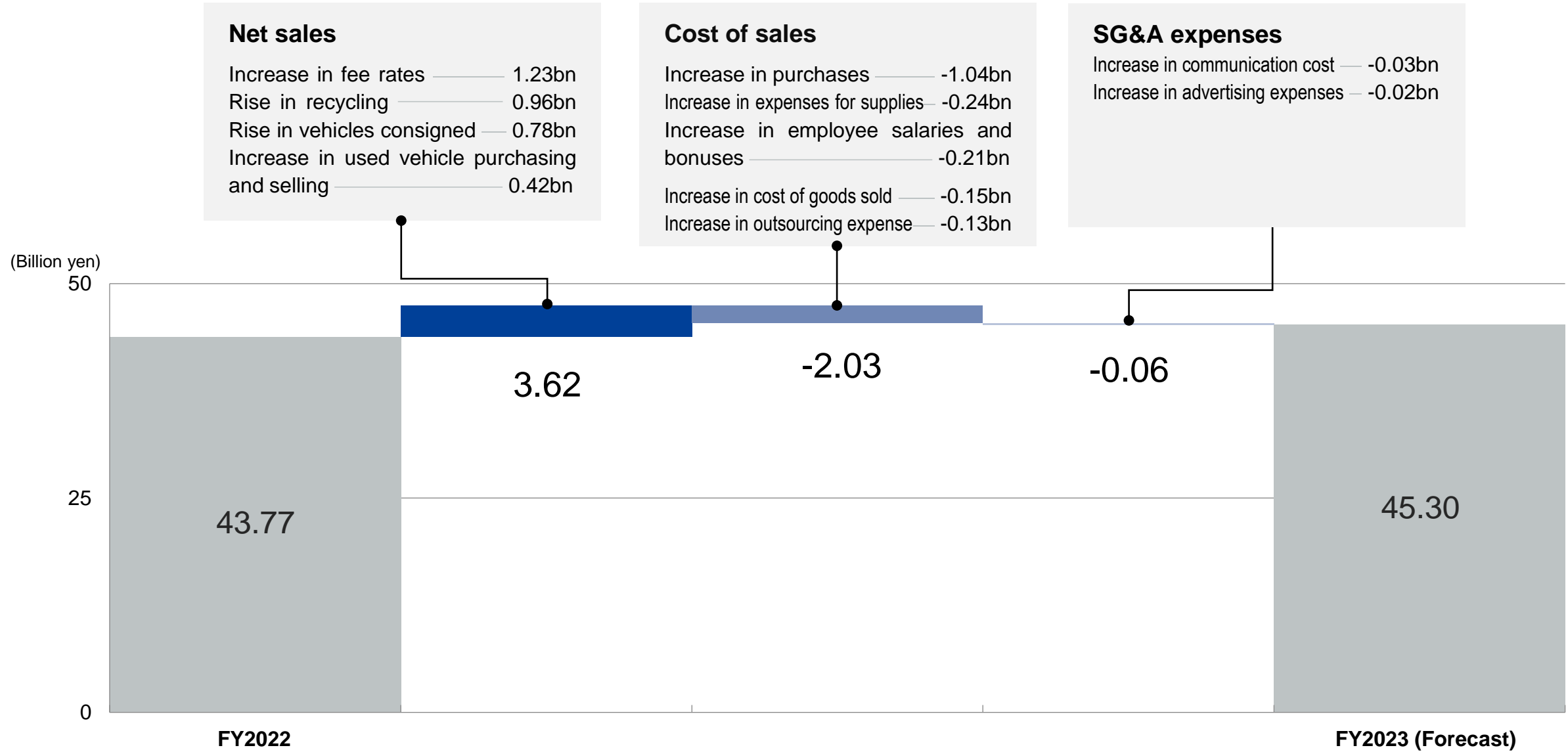
- New car sales are expected to recover
- USS takes steps to further upgrade convenience and services for members and maintain a large number of vehicles consigned in order to raise its share of Japan's auto auction market.

(Million yen)

	FY21 (Actual)	FY22 (Actual)	FY23 (Forecast)	VS. previous year
Net sales	81,482	88,778	92,400	104.1%
Gross profit (Per sales)	50,772 (62.3%)	53,642 (60.4%)	55,230 (59.8%)	103.0%
Operating profit (Per sales)	41,574 (51.0%)	43,778 (49.3%)	45,300 (49.0%)	103.5%
Ordinary profit (Per sales)	42,374 (52.0%)	44,491 (50.1%)	46,000 (49.8%)	103.4%
Profit attributable to owners of parent (Per sales)	29,745 (36.5%)	30,008 (33.8%)	30,800 (33.3%)	102.6%
Profit per share (Yen)	119.80	122.69	125.92	102.6%
Capital expenditures (Terms of cash flows)	2,036	4,567	4,400	96.3%
Depreciation	4,959	4,626	4,701	101.6%

Auto Auction Business (excl. JBA)	FY21 (Actual)	FY22 (Actual)	FY23 (Forecast)	VS. previous year
No. of vehicles consigned (Thousands)	2,731	2,958	3,000	101.4%
No. of vehicles contracted (Thousands)	1,787	1,863	1,880	100.9%
Contract completion rate	65.4%	63.0%	62.7%	-

FY2023 Reasons for Change in Operating Profit (Forecast)



FY2023 Forecast by Business Segment

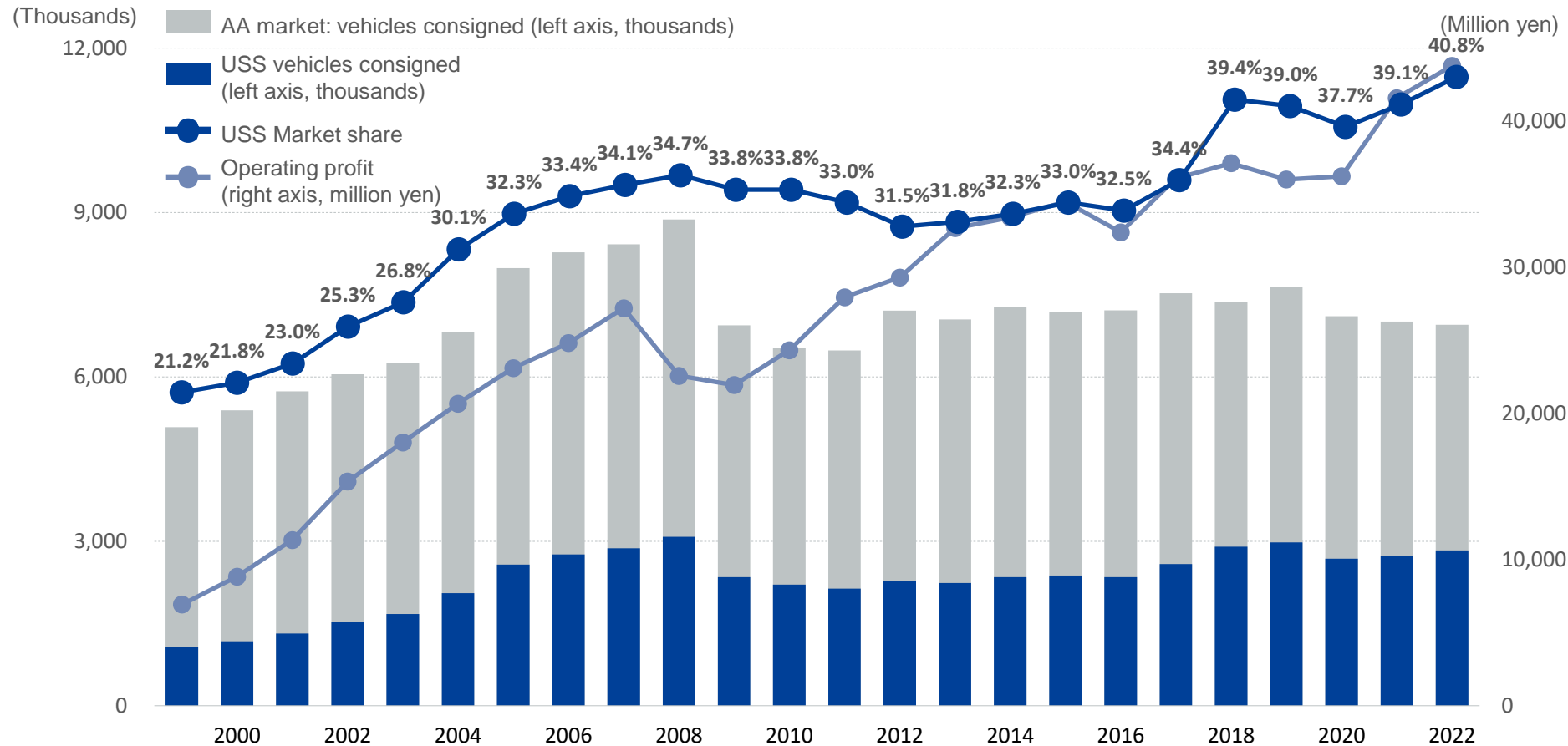
(Million yen)

	FY21 (Actual)	FY22 (Actual)	FY23 (Forecast)	VS. previous year
Net sales				
Auto auction	64,858	69,304	71,189	102.7%
Used vehicle purchasing and selling	9,300	10,391	10,820	104.1%
Recycling	7,238	8,982	9,952	110.8%
Other	85	99	438	440.3%
Total	81,482	88,778	92,400	104.1%
Operating profit (per sales)	41,574 (51.0%)	43,778 (49.3%)	45,300 (49.0%)	103.5%

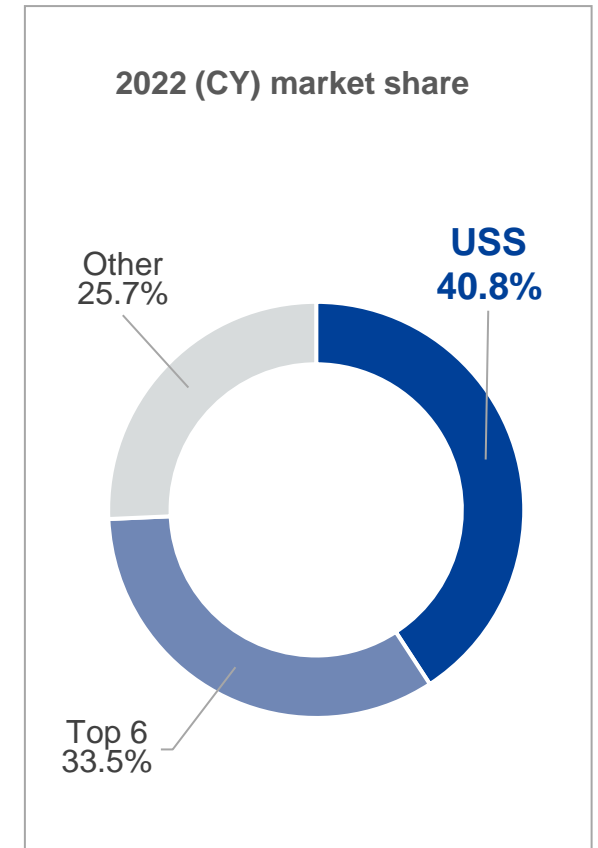
Market Overview and Strategy for Creating Value Over the Medium-term

Used Car Auction Market and USS Market Share

- Maintained higher market shares and profit in the period of sluggish markets following the financial crisis of 2008-2009.
- The goal is an even larger market share by using opportunities involving the growth of EV sales, emergence of self-driving vehicles and other changes

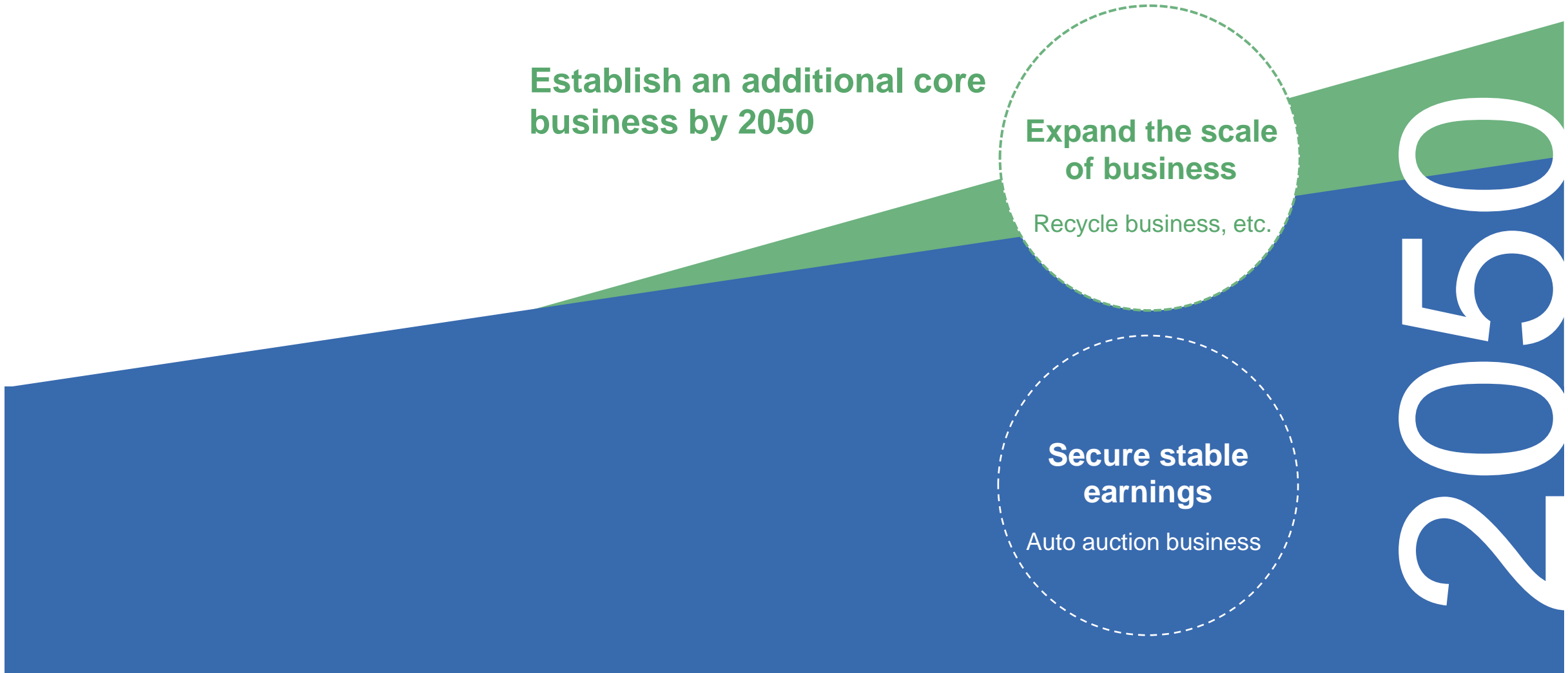


* Market share in 2021 has been revised to reflect revisions to data announced by USED CAR Co., Ltd.



Long-term Growth Vision

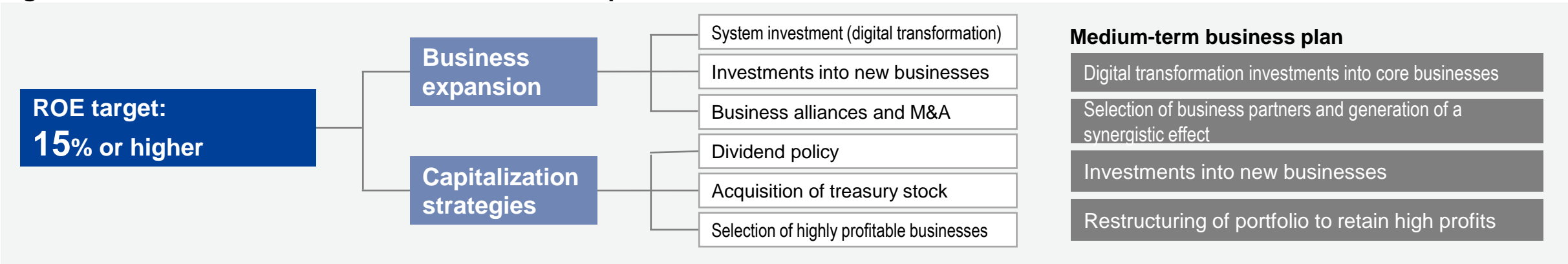
- Greater contributions to a circular economy and business expansion



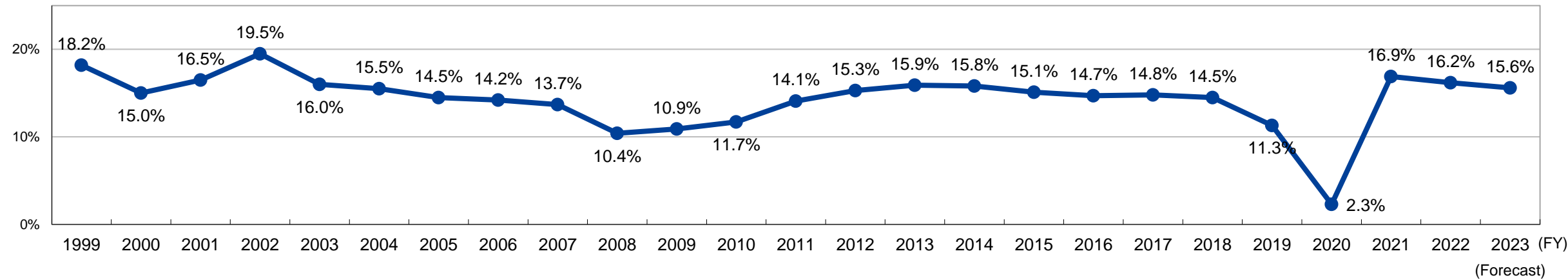
Medium-term Business Plan and Raising the ROE

■ The medium-term goal for the ROE is at least 15%.

Higher ROE and action in the medium-term business plan



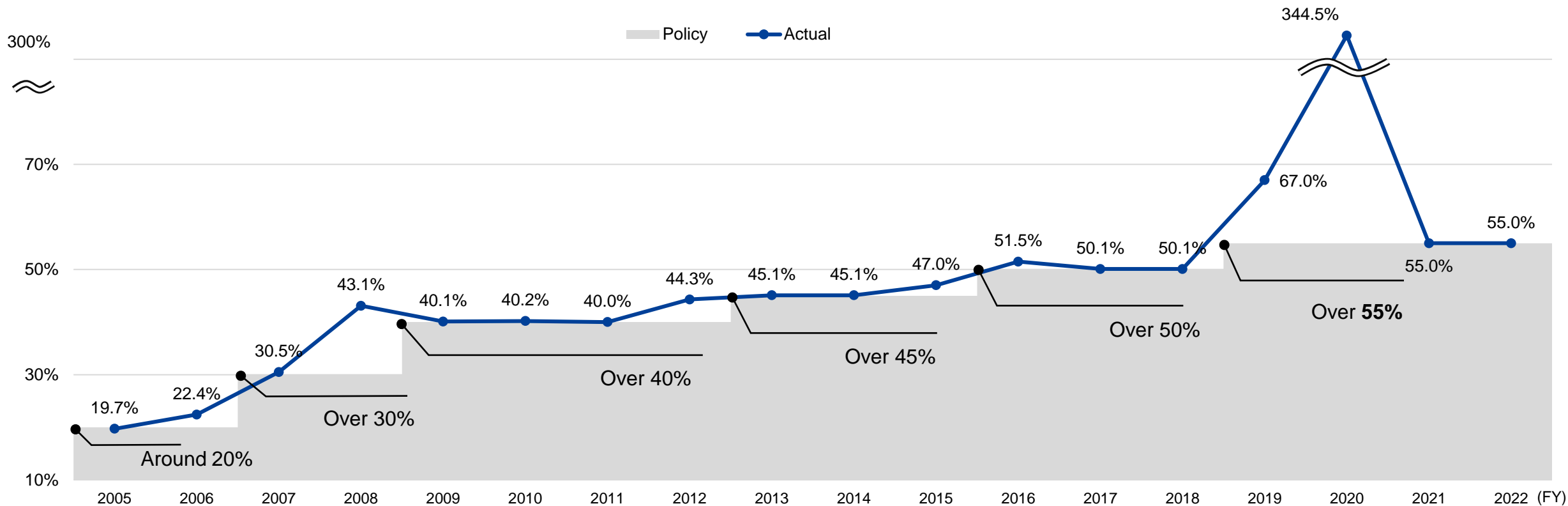
ROE



Basic Policy on Finance and Shareholder Distributions (1)

- Increase shareholder distributions while continuing investment for growth
- Consolidated dividend payout ratio: Over 55% from FY2019

Consolidated dividend payout ratio



Basic Policy on Finance and Shareholder Distributions (2)

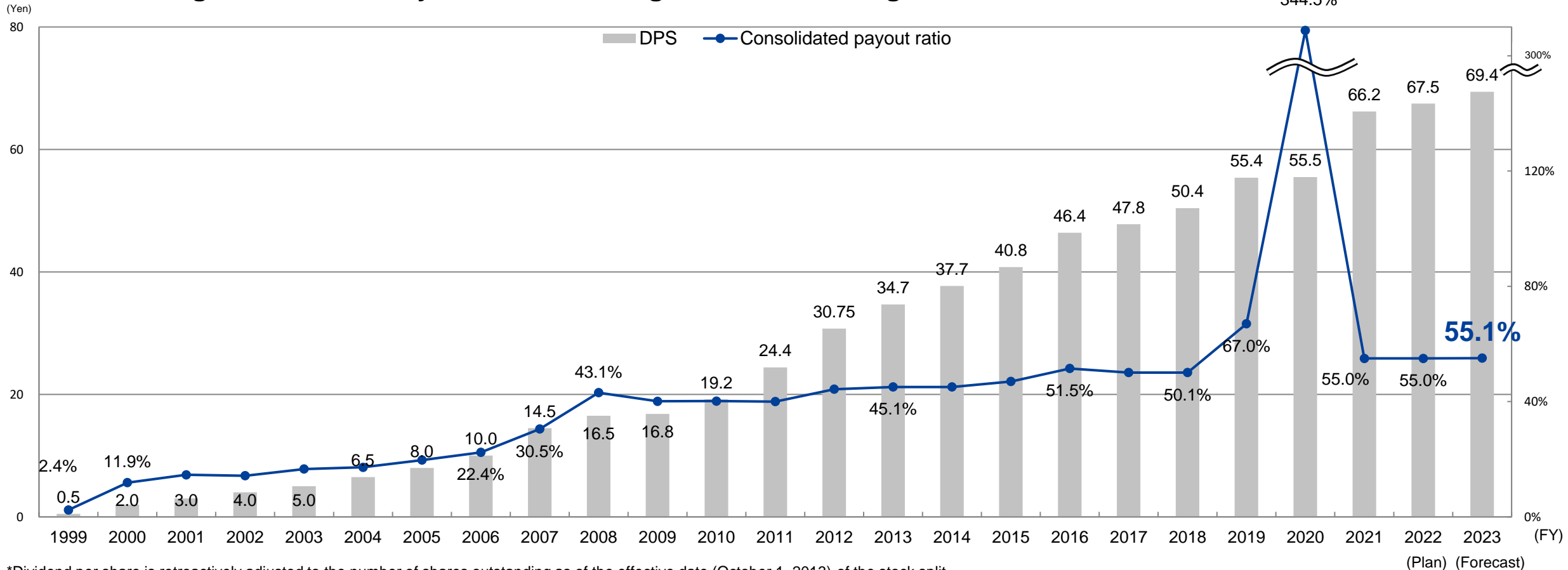
- **Stock repurchases:** Buy back stock with flexibility, with due consideration to cash flows, capital investment plans and the market environment
- **Repurchased stock between November 2021 and May 2022**
- **USS retired 56.25 million shares of treasury stock on June 30, 2022.**
Ratio of treasury stock to total number of shares issued : 4.81%(as March 31, 2023)

Stock Repurchase Data (latest figures)

Type of shares	Common shares
Period of acquisition	From November 9, 2021 to May 31, 2022
Aggregate number of shares repurchased	5,098,500 shares
Aggregate value of shares repurchased	9,605,031,800 yen
Method of acquisition	On the market

Earnings Distributions – Dividend Policy

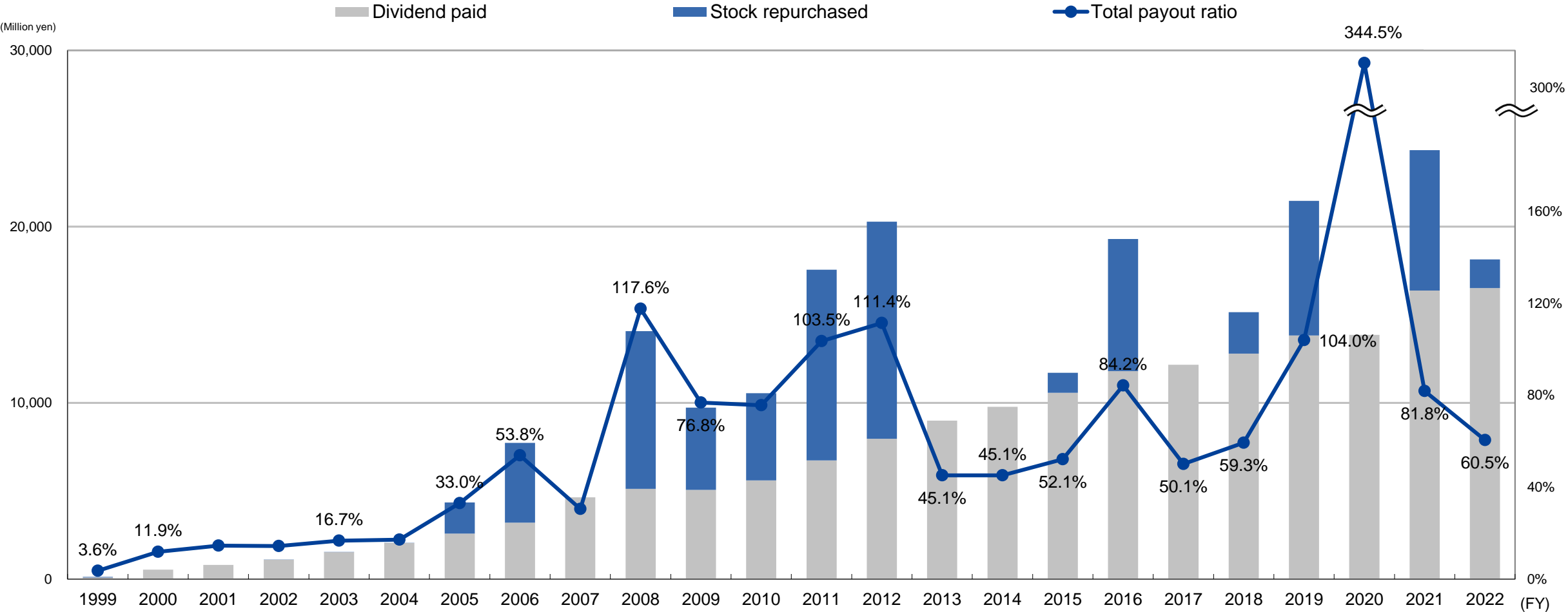
- Plan to pay 67.5 yen dividend per share for FY2022 (up 1.3 yen)
- Plan to pay 69.4 yen dividend per share for FY2023 (up 1.9 yen)
- Forecasting 24 consecutive years of dividend growth since listing



*Dividend per share is retroactively adjusted to the number of shares outstanding as of the effective date (October 1, 2013) of the stock split.

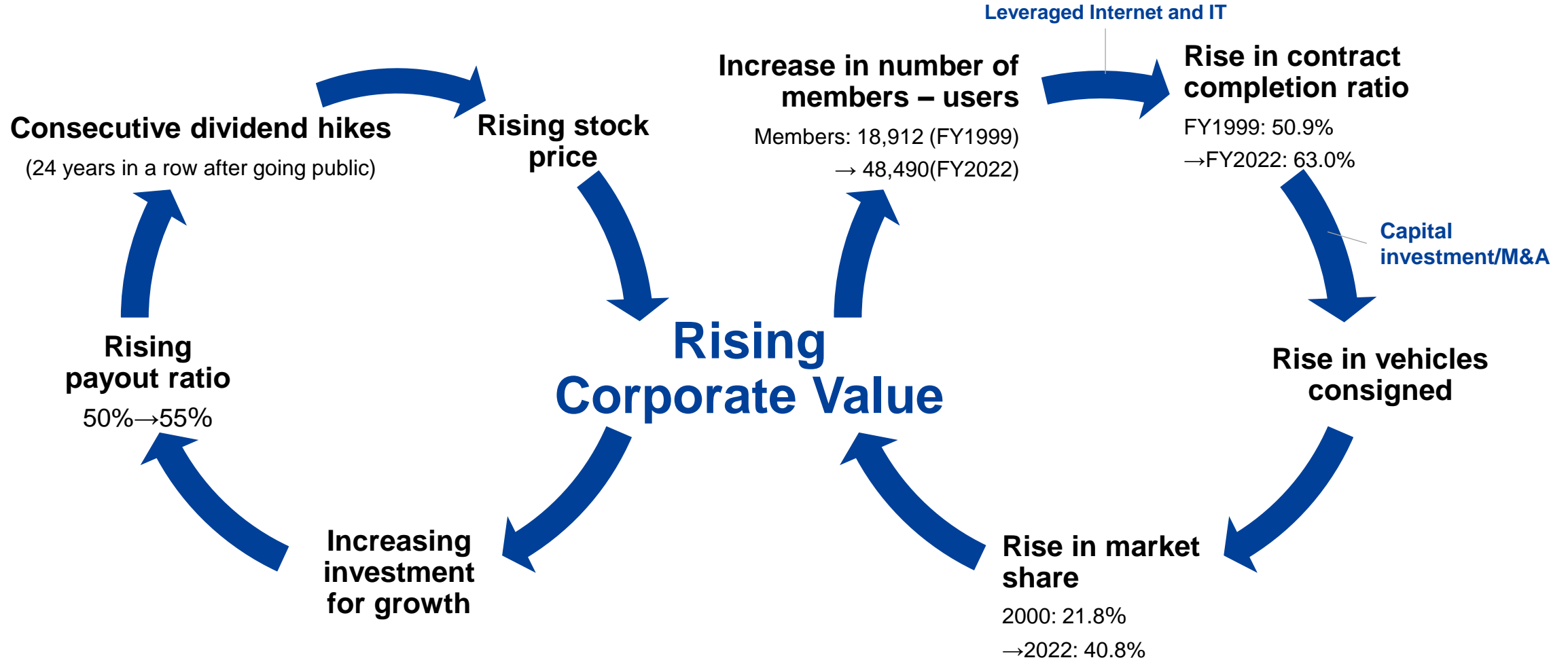
Earnings Distributions – Total Payout Ratio

■ Flexible stock repurchases while maintaining stable dividend.



Cycle of Rising Corporate Value Driven by Business Growth and Shareholder Distributions

- Aim at increasing shareholder value by a two-pronged strategy of solid investments in growth and active shareholder distributions



- Steady progress with numerous ESG initiatives to maintain a sound base for sustained growth

Environment

■ Support for the TCFD

In accordance with the Task Force on Climate-Related Financial Disclosure (TCFD), USS discloses information about climate change.

FY30 CO₂ Reduction Target (vs. FY21)

Scope 1 & 2 emissions (t CO₂)

42% reduction

Scope 3 emissions (t CO₂)

25% reduction

*An application for approval of science-based targets through the Science Based Targets (SBT) initiative has been submitted.

Social

■ Training for the advancement of women

For managers and female employees, there are separate training programs concerning the establishment of organizations and implementation of working style reforms. The goal is to raise pct. of female managers to 5% in FY25 and 10% in FY30.

Training programs

Participants	No. of participants
Managers	About 60
Female employees (manager candidates)	About 50

Governance

■ Revisions to compensation

USS has revised compensation to ensure that everyone at the USS Group has a sound incentive for contributing to sustained growth. There is stock compensation linked to results of operations, compensation linked to the TSR (total shareholder return) and ROE, and compensation linked to external assessments of the USS Group's ESG activities.

■ Compliance with the revised Corporate Governance Code

A commitment to all of the principles of this code

More information about ESG activities is in the Integrated Report. <https://www.ussnet.co.jp/en/ir/library/annual/>

Contact Information

**General Affairs Department,
Supervisory Office,
USS Co., Ltd.**

TEL : +81-52-689-1129

E-mail : irinfo@ussnet.co.jp

Notes

- This document has been translated from the original Japanese as a guide for non-Japanese investors.
- Forward-looking statements in this material are based on information available to management at the time this material was prepared and assumptions that management believes are reasonable. These statements are not promises by the Company regarding future performance. Actual results may differ significantly from these statements for a number of reasons.
- The information provided in this material may include unaudited figures.
- The amounts less than the units shown are discarded.
- Percentages are rounded to the hundredths place.

Reference materials

Japan Automobile Dealers Association, Japan Light Motor Vehicle and Motorcycle Association, USED CAR Co., Ltd., Trade Statistics of Japan Ministry of Finance

Reference

Business Models for USS

Vehicles consigned

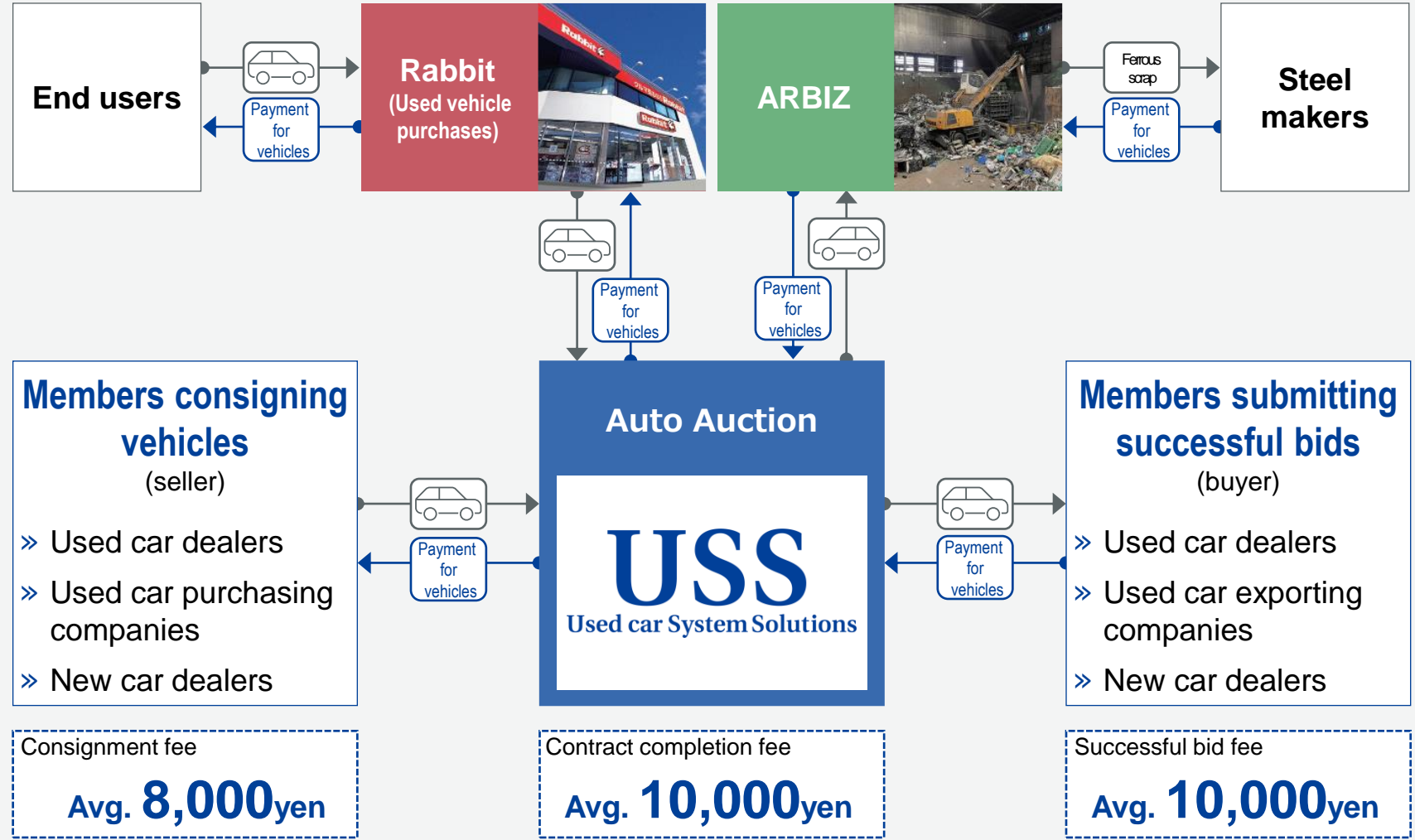
2.95 million
(FY2022)

USS's fee per unit

Avg. **28,000** yen

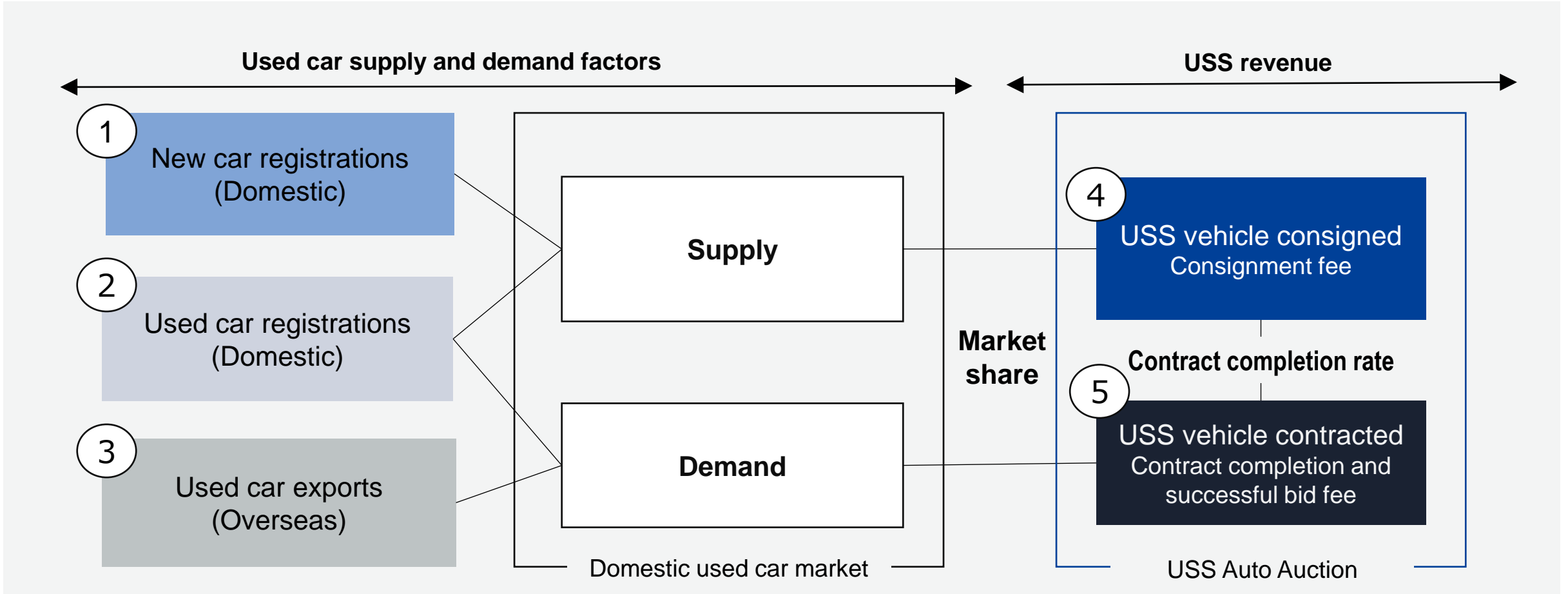
Contract completion rate

63.0%
(FY2022)



Automobile Market and USS Revenue

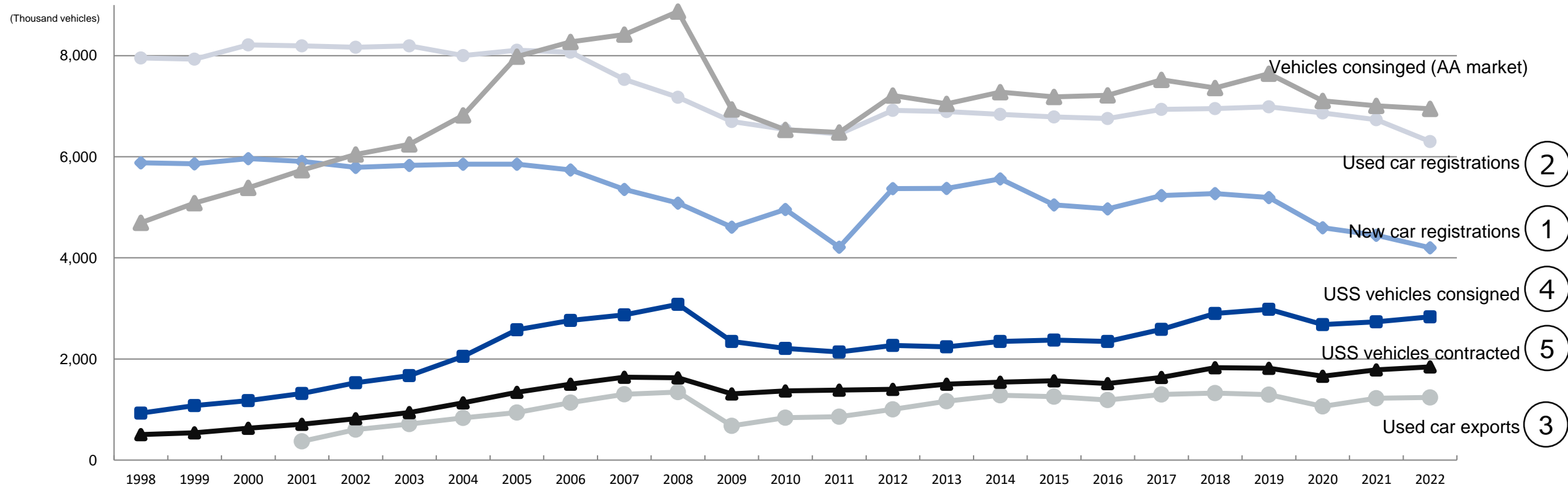
- The supply of used cars for automobile auctions is significantly affected by the number of cars traded in when purchasing a new car. Therefore, this supply changes with (1) the number of new car registrations and (2) the number of used car registrations.
- Total demand comprises domestic demand (2) and overseas demand (3). In recent years, total demand has been driven mainly by overseas demand.
- In addition to the above, share of the used car auction market and contract ratio have an important bearing on USS auto auction profits.



New/Used Car Registrations and Auto Auction Market

- The auction market continued to expand till 2000 as the share of used vehicles sold through the auction market increased as a share of the total used vehicle market.
- Starting in the mid-2000s, older vehicles and vehicles with high mileage which would normally have been scrapped started flowing into auto auction sites and steadily drove up the number of vehicles consigned.
- After the financial crisis of late 2008 the auto auction market was largely correlated to new car registrations (supply) and exports (demand).

New/Used car registrations, used car exports, vehicles consigned and vehicles contracted (CY)



Appendix – Auto Auction Results at USS Sites (from April to March)

(Number of auctions held, Vehicles)

	Number of auctions		Number of consigned vehicles			Number of contract completions			Contract completion rate	
	FY2022	FY2021	FY2022	FY2021	YoY change	FY2022	FY2021	YoY change	FY2022	FY2021
Tokyo	48	49	721,989	666,861	108.3%	471,005	459,229	102.6%	65.2%	68.9%
Nagoya	49	49	470,883	453,432	103.8%	272,258	266,162	102.3%	57.8%	58.7%
HAA Kobe	49	49	276,221	224,703	122.9%	163,546	139,302	117.4%	59.2%	62.0%
Kyushu	49	49	221,247	201,249	109.9%	144,109	132,213	109.0%	65.1%	65.7%
Yokohama	49	49	207,209	178,895	115.8%	133,862	121,518	110.2%	64.6%	67.9%
Osaka	49	49	196,760	196,185	100.3%	112,127	113,646	98.7%	57.0%	57.9%
Sapporo	49	48	151,785	130,874	116.0%	103,695	93,079	111.4%	68.3%	71.1%
Shizuoka	49	49	102,090	108,780	93.8%	59,287	67,204	88.2%	58.1%	61.8%
R-Nagoya	49	49	99,651	100,577	99.1%	82,944	86,660	95.7%	83.2%	86.2%
Kobe	49	48	93,351	81,851	114.0%	53,650	48,244	111.2%	57.5%	58.9%
JAA	49	48	73,502	72,381	101.5%	33,197	38,960	85.2%	45.2%	53.8%
Okayama	49	49	70,189	64,490	108.8%	53,465	50,556	105.8%	76.2%	78.4%
Tohoku	49	48	60,111	52,666	114.1%	45,904	42,371	108.3%	76.4%	80.5%
Gunma	49	49	55,631	51,384	108.3%	36,187	35,841	101.0%	65.0%	69.8%
Saitama	49	49	49,229	46,379	106.1%	30,000	28,565	105.0%	60.9%	61.6%
Niigata	49	48	48,634	48,081	101.2%	28,621	28,413	100.7%	58.8%	59.1%
Fukuoka	49	48	40,416	35,007	115.5%	25,455	22,476	113.3%	63.0%	64.2%
Hokuriku	49	49	19,700	17,874	110.2%	14,676	12,863	114.1%	74.5%	72.0%
Total	881	876	2,958,598	2,731,669	108.3%	1,863,988	1,787,302	104.3%	63.0%	65.4%

Appendix – Auto Auction Monthly data

(Vehicles, %)

		Apr.	May	Jun.	Jul.	Aug.	Sep.	1H	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	2H	FY
No. of Vehicles Consigned	FY20	255,293	180,384	196,014	217,449	166,982	221,001	1,237,123	250,352	228,129	207,446	207,691	242,073	288,270	1,423,961	2,661,084
	YoY	-3.8	-27.4	-23.9	-13.0	-20.6	-3.6	-15.3	-1.0	-11.3	5.6	-1.8	-3.9	-1.7	-2.7	-9.0
	FY21	249,661	226,767	237,143	248,298	167,498	232,175	1,361,542	225,057	211,642	200,338	194,069	233,948	305,073	1,370,127	2,731,669
	YoY	-2.2	25.7	21.0	14.2	0.3	5.1	10.1	-10.1	-7.2	-3.4	-6.6	-3.4	5.8	-3.8	2.7
	FY22	274,614	198,401	238,574	223,724	173,070	247,861	1,356,244	249,529	266,158	229,030	225,117	282,743	349,777	1,602,354	2,958,598
	YoY	10.0	-12.5	0.6	-9.9	3.3	6.8	-0.4	10.9	25.8	14.3	16.0	20.9	14.7	16.9	8.3
No. of Vehicles Contracted	FY20	119,644	96,174	126,384	150,887	118,526	153,725	765,340	166,954	145,090	127,329	132,226	156,459	187,412	915,470	1,680,810
	YoY	-23.8	-36.1	-17.5	-2.0	-10.0	2.1	-14.7	6.7	-3.9	10.4	1.2	-1.0	14.3	4.6	-5.2
	FY21	152,866	145,088	151,456	156,301	113,210	157,678	876,599	153,735	147,200	130,978	130,829	155,225	192,736	910,703	1,787,302
	YoY	27.8	50.9	19.8	3.6	-4.5	2.6	14.5	-7.9	1.5	2.9	-1.1	-0.8	2.8	-0.5	6.3
	FY22	163,077	131,149	160,958	156,355	124,811	172,270	908,620	161,241	163,985	130,649	134,243	165,277	199,973	955,368	1,863,988
	YoY	6.7	-9.6	6.3	0.0	10.2	9.3	3.7	4.9	11.4	-0.3	2.6	6.5	3.8	4.9	4.3
Contract Completion Rate	FY20	46.9	53.3	64.5	69.4	71.0	69.6	61.9	66.7	63.6	61.4	63.7	64.6	65.0	64.3	63.2
	FY21	61.2	64.0	63.9	62.9	67.6	67.9	64.4	68.3	69.6	65.4	67.4	66.4	63.2	66.5	65.4
	FY22	59.4	66.1	67.5	69.9	72.1	69.5	67.0	64.6	61.6	57.0	59.6	58.5	57.2	59.6	63.0

Appendix – Trends in the Used Car Auction Industry

Industry trends

(Thousand vehicles)

	FY2019				FY2020				FY2021				FY2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
New car registrations	1,225	1,396	1,045	1,371	836	1,192	1,198	1,429	1,034	1,015	968	1,197	888	1,034	1,080	1,381
YoY change	2.8%	8.1%	-16.3%	-10.2%	-31.8%	-14.6%	14.6%	4.2%	23.8%	-14.8%	-19.2%	-16.3%	-14.1%	1.9%	11.6%	15.4%
Used car registrations	1,672	1,720	1,627	1,908	1,557	1,705	1,694	1,948	1,654	1,566	1,560	1,784	1,543	1,488	1,485	1,775
YoY change	-0.0%	6.9%	-4.5%	-3.0%	-6.9%	-0.8%	4.1%	2.1%	6.2%	-8.2%	-7.9%	-8.4%	-6.7%	-5.0%	-4.8%	-0.5%
Used car exports	335	314	346	290	186	270	314	269	335	315	304	267	325	291	353	320
YoY change	-8.5%	2.1%	-0.6%	-3.0%	-44.3%	-13.9%	-9.3%	-7.0%	79.4%	16.7%	-3.3%	-0.9%	-3.0%	-7.6%	16.2%	19.8%

Auto auction market

(Thousand vehicles)

	FY2019				FY2020				FY2021				FY2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Vehicles consigned	1,982	1,819	1,833	1,921	1,758	1,624	1,801	1,893	1,861	1,658	1,593	1,779	1,773	1,572	1,824	2,105
YoY change	2.3%	6.9%	0.7%	-4.4%	-11.3%	-10.7%	-1.7%	-1.5%	5.9%	2.1%	-11.6%	-6.0%	-4.7%	-5.2%	14.5%	18.4%
Vehicles contracted	1,238	1,193	1,165	1,217	982	1,156	1,207	1,281	1,246	1,138	1,111	1,223	1,200	1,124	1,177	1,318
YoY change	0.5%	6.9%	-0.9%	-5.6%	-20.7%	-3.0%	3.6%	5.3%	26.8%	-1.6%	-8.0%	-4.5%	-3.7%	-1.3%	6.0%	7.8%

* The figures have been revised to reflect revisions to data announced by USED CAR Co., Ltd.

Appendix – Auto Auction

(Million yen)

	FY2019				FY2020				FY2021				FY2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	16,358	15,415	15,359	16,217	13,302	14,944	15,864	16,937	16,343	15,585	15,664	17,264	16,766	16,401	17,130	19,006
YoY change	0.0%	1.5%	-2.3%	-6.8%	-18.7%	-3.1%	3.3%	4.4%	22.9%	4.3%	-1.3%	1.9%	2.6%	5.2%	9.4%	10.1%
Operating profit	8,986	8,538	8,695	9,215	6,835	8,862	9,535	10,229	10,267	9,585	9,493	10,871	10,462	9,972	10,322	11,511
YoY change	-3.4%	2.8%	-1.0%	-7.2%	-23.9%	3.8%	9.7%	11.0%	50.2%	8.2%	-0.4%	6.3%	1.9%	4.0%	8.7%	5.9%

* Net sales are sales to external customers and operating profit is based on business segment earnings.

		FY2019				FY2020				FY2021				FY2022			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
No. of vehicles consigned (Thousands)		771	689	706	756	631	605	685	738	713	647	637	733	711	644	744	857
No. of vehicles contracted (Thousands)		460	436	422	452	342	423	439	476	449	427	431	478	455	453	455	499
Contract completion rate	USS	59.7%	63.3%	59.9%	59.8%	54.2%	69.9%	64.1%	64.5%	63.0%	65.9%	67.8%	65.3%	64.0%	70.3%	61.2%	58.2%
	Industry's average (excl. USS)	64.3%	67.0%	65.9%	65.6%	56.9%	72.0%	68.9%	69.7%	69.4%	70.4%	71.0%	71.2%	70.2%	72.3%	66.8%	65.6%
Avg. price of vehicle contracted	USS (Thousand yen)	645	708	697	703	643	794	811	795	830	907	936	961	1,000	1,170	1,068	965
	Industry's average (excl. USS) (Thousand yen)	423	439	444	463	401	481	455	484	474	494	518	513	530	581	562	536
Fees	Consignment fees (Million yen)	3,869	3,507	3,741	3,928	3,193	3,229	3,757	3,971	3,908	3,629	3,602	4,057	3,935	3,659	4,182	4,793
	Fee per vehicle (yen)	5,040	5,118	5,333	5,230	5,083	5,364	5,509	5,413	5,505	5,630	5,685	5,566	5,556	5,707	5,645	5,617
	Contract completion fees(Million yen)	3,689	3,564	3,498	3,747	2,791	3,574	3,706	4,015	3,780	3,613	3,662	4,031	3,811	3,807	3,815	4,286
	Fee per vehicle (yen)	8,054	8,225	8,335	8,339	8,212	8,503	8,493	8,485	8,461	8,506	8,530	8,471	8,418	8,447	8,418	8,633
	Successful bid fees (Million yen)	5,546	5,365	5,216	5,630	4,408	5,397	5,649	6,118	5,817	5,549	5,540	6,168	5,863	5,789	5,886	6,446
	Fee per vehicle (yen)	12,040	12,305	12,340	12,443	12,888	12,759	12,864	12,859	12,959	13,004	12,837	12,898	12,898	12,776	12,922	12,918
Other	On-site auction members	48,767	48,886	48,055	48,182	48,104	48,242	47,859	48,058	48,170	48,345	48,121	48,362	48,428	48,590	48,292	48,490
	CIS members	31,802	31,983	32,031	31,998	32,059	32,283	32,392	32,538	32,799	33,042	33,219	33,359	33,582	33,817	33,898	33,934
	Satellite TV members	2,435	2,404	2,377	2,342	2,300	2,267	2,227	2,197	2,163	2,132	2,109	2,081	2,048	2,020	1,998	1,981
	Off-site ratio	46.5%	48.8%	47.9%	49.0%	55.0%	53.9%	52.8%	52.9%	53.1%	53.7%	52.0%	52.4%	52.0%	52.5%	51.0%	50.3%

Appendix – Used Vehicle Purchasing and Selling, Recycling, Other

Used vehicle purchasing and selling

(Million yen)

	FY2019				FY2020				FY2021				FY2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	2,067	2,246	2,389	2,396	1,486	2,085	2,469	2,605	2,110	2,119	2,313	2,757	2,302	2,747	2,591	2,750
YoY change	-8.3%	-3.6%	0.9%	-12.8%	-28.1%	-7.2%	3.3%	8.7%	42.0%	1.7%	-6.3%	5.8%	9.1%	29.6%	12.0%	-0.3%
Operating profit	18	85	27	-27	-83	181	139	33	18	67	76	-25	12	199	11	-93
YoY change	-62.3%	13.4%	-32.3%	-	-	112.4%	413.3%	-	-	-63.1%	-45.3%	-	-34.3%	197.3%	-84.6%	-

Recycling

(Million yen)

	FY2019				FY2020				FY2021				FY2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	1,291	1,138	1,501	1,229	1,179	1,075	1,250	1,324	1,892	1,687	1,841	1,817	2,041	2,121	2,225	2,594
YoY change	7.4%	-2.8%	19.5%	-3.9%	-8.7%	-5.5%	-16.7%	7.7%	60.5%	56.8%	47.3%	37.2%	7.9%	25.7%	20.8%	42.8%
Operating profit	133	59	74	42	-43	81	148	189	340	249	304	248	321	205	278	527
YoY change	-16.7%	-46.1%	-38.5%	-52.7%	-	37.6%	99.8%	344.8%	-	205.5%	105.3%	30.8%	-5.3%	-17.6%	-8.6%	112.7%

Other

(Million yen)

	FY2019				FY2020				FY2021				FY2022			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	143	131	141	115	88	116	102	43	24	21	19	19	25	22	31	19
YoY change	-17.8%	-18.0%	-1.9%	-13.4%	-38.2%	-11.5%	-27.3%	-62.4%	-72.0%	-81.3%	-81.4%	-54.2%	3.7%	3.9%	66.8%	-2.9%
Operating profit	21	14	19	4	0	16	8	-1	17	15	12	13	19	16	-1	-7
YoY change	-39.6%	-57.7%	-4.3%	-63.8%	-98.8%	8.2%	-55.6%	-	6744.3%	-5.5%	45.0%	-	12.7%	10.2%	-	-

* Net sales are sales to external customers and operating profit is based on business segment earnings.