

Growth Scenario 3:
Maximization of Profit Opportunities by
Expanding the Range of Consignments



220

Accelerating Leadership Growth

The number of consignments for full-sized, reusable, and recycling vehicles soared in the fiscal year ended March 31, 2005. Their combined year-on-year growth rate was a healthy **220%**, far exceeding the overall growth rate of 21.2% for all vehicle categories. USS continues its commitment to its member firms by responding promptly to their diverse needs in the used vehicle segment, to maximize profits.

Auctions for Full-Sized Vehicles

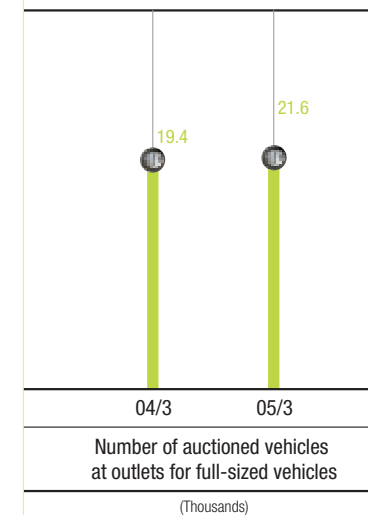
Launched in March 2003, auctions for full-sized vehicles are becoming permanent fixtures, supported by strong demand from exporters.

Requirements for consignment:

- Buses and trucks

Auction sites for full-sized vehicles:

- Nagoya, Kyushu Gold, and Tokyo



Auctions for Accident-Damaged Vehicles for Recycling

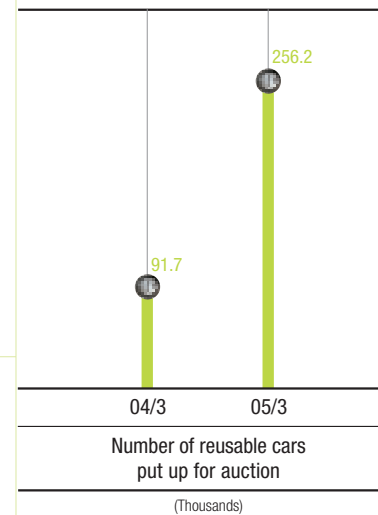
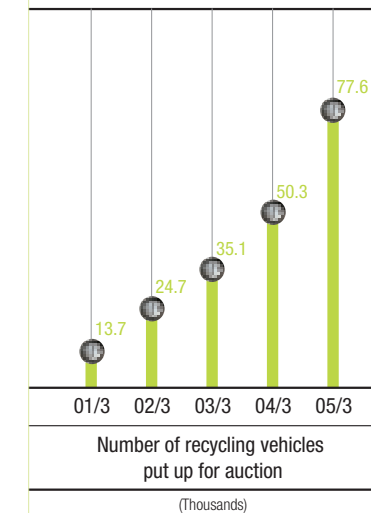
Initiated in July 2000, auctions for accident-damaged vehicles are supported by strong demand. Buyers use them as recycling vehicles and for salvaging of reusable parts. This category boasts a high contract completion rate of about 60%.

Requirements for consignment:

- Accident-damaged vehicles

Auction sites for damaged vehicles:

- All USS sites



Auctions for Reusable Vehicles

Fully launched in August 2003, auctions for reusable vehicles have gained wider recognition, supported by increasing market demand. Overseas buyers are frequent users. In many cases, Japanese buyers use the purchased vehicles to salvage usable parts.

Requirements for consignment:

- Vehicles with about 10 years of service and mileage of around 100,000 kilometers
- Vehicles are to be sold at the flat price of ¥100 thousand.

Dedicated sites:

- USS-R Nagoya, USS-R Tokyo
- Other sites run outlets for reusable vehicles.

