

## Trends in the Used Car Auction Industry (Preliminary Report)

(From April 1, 2017 to November 30, 2017)

	Number of Auctions		Number of Consigned Vehicles		Y to Y Change (%)	Contracted Vehicles		Y to Y Change (%)	Contract Completion Ratio		Amount of Dealing Money (thousand of yen)		Y to Y Change (%)
	Latest Term	Previous Term	Latest Term	Previous Term		Latest Term	Previous Term		Latest Term	Previous Term	Latest Term	Previous Term	
Independent Company	1,380	1,354	3,208,317	3,064,033	104.7%	1,954,634	1,855,168	105.4%	60.9%	60.5%	1,182,367,531	1,128,217,840	104.8%
Maker & Dealer	891	882	904,177	805,833	112.2%	694,475	623,503	111.4%	76.8%	77.4%	348,560,107	316,736,232	110.0%
JU Group	1,187	1,187	902,909	848,460	106.4%	508,181	476,130	106.7%	56.3%	56.1%	138,813,200	132,571,269	104.7%
<b>Total</b>	<b>3,458</b>	<b>3,423</b>	<b>5,015,403</b>	<b>4,718,326</b>	<b>106.3%</b>	<b>3,157,290</b>	<b>2,954,801</b>	<b>106.9%</b>	<b>63.0%</b>	<b>62.6%</b>	<b>1,669,740,838</b>	<b>1,577,525,341</b>	<b>105.8%</b>

(Notice: Above data is based on the data provided by USED CAR Co., Ltd.)

## USS Group Used Car Auction Data

(From April 1, 2017 to November 30, 2017)

	Number of Auctions		Number of Consigned Vehicles		Y to Y Change (%)	Contracted Vehicles		Y to Y Change (%)	Contract Completion Ratio		Amount of Dealing Money (thousand of yen)		Y to Y Change (%)
	Latest Term	Previous Term	Latest Term	Previous Term		Latest Term	Previous Term		Latest Term	Previous Term	Latest Term	Previous Term	
<b>Total of USS Group</b>	<b>544</b>	<b>528</b>	<b>1,701,301</b>	<b>1,507,325</b>	<b>112.9%</b>	<b>1,082,036</b>	<b>974,958</b>	<b>111.0%</b>	<b>63.6%</b>	<b>64.7%</b>	<b>719,618,417</b>	<b>640,832,683</b>	<b>112.3%</b>
<Reference>													
Except JAA and HAA	527	528	1,606,521	1,507,325	106.6%	1,030,675	974,958	105.7%	64.2%	64.7%	681,561,307	640,832,683	106.4%