



October 5, 2016

To All Stakeholders:

Company: USS Co., Ltd.  
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Executive Vice President, Officer, Supervisory Office

## Announcement of USS Group Used Car Auction Data

Preliminary data for used car auctions of the USS Group are as follows for the second quarter (July 1, 2016 to September 30, 2016) and the first half of fiscal year 2017 (April 1, 2016 to September 30, 2016).

### From July 1, 2016 to September 30, 2016 (3 months)

Vehicles consigned: down <b>1.8%</b> (compared with one year earlier)	Vehicles contracted: down <b>3.8%</b> ( <b>67.5%</b> one year earlier)
Contract completion rate: <b>66.0%</b>	

### From April 1, 2016 to September 30, 2016 (6 months)

Vehicles consigned: down <b>2.1%</b> (compared with one year earlier)	Vehicles contracted: down <b>3.7%</b> ( <b>65.8%</b> one year earlier)
Contract completion rate: <b>64.7%</b>	

USS Group Used Car Auction Data (Preliminary Report)  
(Jul. 2016–Sep. 2016)

The Second Quarter Results (from July 1, 2016 to September 30, 2016)

	Number of auctions		Number of consigned vehicles			Number of contract completions			Contract completion rate	
	Latest term	Previous term	Latest term	Previous term	Y to Y change	Latest term	Previous term	Y to Y change	Latest term	Previous term
Tokyo	12	12	142,098	147,043	96.6%	101,227	108,272	93.5%	71.2%	73.6%
Nagoya	13	12	118,975	106,563	111.6%	70,387	68,031	103.5%	59.2%	63.8%
Yokohama	12	13	40,460	41,402	97.7%	27,945	29,321	95.3%	69.1%	70.8%
Kyushu	12	12	33,430	43,555	76.8%	22,350	27,169	82.3%	66.9%	62.4%
Sapporo	12	13	31,382	34,080	92.1%	19,530	20,647	94.6%	62.2%	60.6%
R-Nagoya	12	12	30,251	27,747	109.0%	25,040	24,046	104.1%	82.8%	86.7%
Osaka	13	12	26,620	25,676	103.7%	16,333	16,183	100.9%	61.4%	63.0%
Shizuoka	12	12	15,283	14,925	102.4%	9,738	9,648	100.9%	63.7%	64.6%
Tohoku	12	14	14,611	16,605	88.0%	11,124	12,525	88.8%	76.1%	75.4%
Okayama	12	12	15,976	17,381	91.9%	10,877	11,379	95.6%	68.1%	65.5%
Kobe	13	14	15,755	15,555	101.3%	8,563	8,352	102.5%	54.4%	53.7%
Gunma	12	12	12,572	14,205	88.5%	8,355	9,670	86.4%	66.5%	68.1%
Saitama	13	12	10,871	9,803	110.9%	6,650	5,844	113.8%	61.2%	59.6%
Niigata	12	13	10,111	10,393	97.3%	4,960	5,223	95.0%	49.1%	50.3%
Fukuoka	12	13	7,932	9,682	81.9%	4,422	4,526	97.7%	55.7%	46.7%
Hokuriku	13	12	3,076	4,232	72.7%	2,034	2,689	75.6%	66.1%	63.5%
<b>Total in Consolidated</b>	<b>197</b>	<b>200</b>	<b>529,403</b>	<b>538,847</b>	<b>98.2%</b>	<b>349,535</b>	<b>363,525</b>	<b>96.2%</b>	<b>66.0%</b>	<b>67.5%</b>
<b>Of Which, Reusable Vehicle Corner</b>			<b>118,267</b>	<b>118,235</b>	<b>100.0%</b>	<b>92,694</b>	<b>91,486</b>	<b>101.3%</b>	<b>78.4%</b>	<b>77.4%</b>

USS Group Used Car Auction Data (Preliminary Report)  
(Apr. 2016–Sep. 2016)

Six Months Results (from April 1, 2016 to September 30, 2016)

	Number of auctions		Number of consigned vehicles			Number of contract completions			Contract completion rate	
	Latest term	Previous term	Latest term	Previous term	Y to Y change	Latest term	Previous term	Y to Y change	Latest term	Previous term
Tokyo	24	24	305,204	313,960	97.2%	213,836	225,988	94.6%	70.1%	72.0%
Nagoya	25	25	235,304	219,792	107.1%	138,431	136,740	101.2%	58.8%	62.2%
Yokohama	24	25	88,282	92,772	95.2%	60,792	62,404	97.4%	68.9%	67.3%
Kyushu	24	25	76,857	94,157	81.6%	48,005	57,056	84.1%	62.5%	60.6%
Sapporo	24	25	66,691	71,033	93.9%	39,020	42,275	92.3%	58.5%	59.5%
R-Nagoya	24	24	62,740	60,298	104.0%	51,636	51,384	100.5%	82.3%	85.2%
Osaka	25	24	55,861	57,102	97.8%	33,509	35,536	94.3%	60.0%	62.2%
Shizuoka	24	24	34,575	35,122	98.4%	20,800	20,422	101.9%	60.2%	58.1%
Tohoku	24	26	33,128	33,513	98.9%	24,444	25,393	96.3%	73.8%	75.8%
Okayama	24	24	31,728	33,609	94.4%	21,173	21,853	96.9%	66.7%	65.0%
Kobe	25	26	30,748	29,667	103.6%	17,428	16,359	106.5%	56.7%	55.1%
Gunma	24	24	28,280	31,054	91.1%	18,298	20,502	89.2%	64.7%	66.0%
Saitama	25	24	26,074	23,104	112.9%	15,393	12,885	119.5%	59.0%	55.8%
Niigata	24	25	22,404	21,558	103.9%	10,362	10,655	97.3%	46.3%	49.4%
Fukuoka	24	25	18,579	21,604	86.0%	9,328	9,506	98.1%	50.2%	44.0%
Hokuriku	25	24	6,818	9,149	74.5%	4,370	5,731	76.3%	64.1%	62.6%
<b>Total in Consolidated</b>	<b>389</b>	<b>394</b>	<b>1,123,273</b>	<b>1,147,494</b>	<b>97.9%</b>	<b>726,825</b>	<b>754,689</b>	<b>96.3%</b>	<b>64.7%</b>	<b>65.8%</b>
<b>Of Which, Reusable Vehicle Corner</b>			<b>272,880</b>	<b>259,774</b>	<b>105.0%</b>	<b>202,486</b>	<b>195,476</b>	<b>103.6%</b>	<b>74.2%</b>	<b>75.2%</b>