



January 9, 2018

To All Stakeholders:

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Announcement of USS Group Used Car Auction Data

Preliminary data for used car auctions of the USS Group are as follows for the third quarter (October 1, 2017 to December 31, 2017) and the first three quarters (April 1, 2017 to December 31, 2017) of the current fiscal year, which ends on March 31, 2018.

From October 1, 2017 to December 31, 2017 (3 months)

Vehicles consigned: up 25.8% (compared with one year earlier)	Vehicles contracted: up 22.8% (64.1% one year earlier)
Contract completion rate: 62.6%	

From April 1, 2017 to December 31, 2017 (9 months)

Vehicles consigned: up 13.9% (compared with one year earlier)	Vehicles contracted: up 11.7% (64.5% one year earlier)
Contract completion rate: 63.3%	

* The figures include JAA and HAA starting in October 2017.

USS Group Used Car Auction Data (Preliminary Report)
(Oct. 2017–Dec. 2017)

The Third Quarter Results (from October 1, 2017 to December 31, 2017)

	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	13	12	153,526	150,892	101.7%	105,811	102,543	103.2%	68.9%	68.0%
Nagoya	12	12	113,077	118,300	95.6%	62,844	66,240	94.9%	55.6%	56.0%
Kyushu	12	13	42,757	41,857	102.2%	26,792	25,993	103.1%	62.7%	62.1%
Yokohama	13	13	45,354	44,955	100.9%	30,293	30,322	99.9%	66.8%	67.4%
Sapporo	13	13	34,033	32,503	104.7%	22,955	21,002	109.3%	67.4%	64.6%
R-Nagoya	13	13	32,257	29,509	109.3%	27,670	25,239	109.6%	85.8%	85.5%
Osaka	12	12	27,890	27,742	100.5%	17,113	16,514	103.6%	61.4%	59.5%
Shizuoka	12	13	18,809	18,032	104.3%	12,977	11,723	110.7%	69.0%	65.0%
Okayama	12	13	15,567	16,444	94.7%	10,727	11,224	95.6%	68.9%	68.3%
Kobe	13	13	17,686	15,123	116.9%	9,751	8,786	111.0%	55.1%	58.1%
Gunma	12	13	14,495	14,238	101.8%	10,019	9,571	104.7%	69.1%	67.2%
Tohoku	13	13	14,450	15,010	96.3%	10,729	11,192	95.9%	74.2%	74.6%
Saitama	12	12	12,566	13,167	95.4%	7,223	7,204	100.3%	57.5%	54.7%
Niigata	13	13	10,137	10,182	99.6%	4,567	4,623	98.8%	45.1%	45.4%
Fukuoka	13	13	7,886	8,178	96.4%	4,354	4,559	95.5%	55.2%	55.7%
Hokuriku	12	12	3,803	2,903	131.0%	2,376	1,790	132.7%	62.5%	61.7%
JAA	13	-	35,571	-	-	20,691	-	-	58.2%	-
HAA	12	-	103,436	-	-	53,239	-	-	51.5%	-
Total in Consolidated	225	203	703,300	559,035	125.8%	440,131	358,525	122.8%	62.6%	64.1%
Of Which, Reusable Vehicle Corner			146,754	122,104	120.2%	119,853	97,968	122.3%	81.7%	80.2%

USS Group Used Car Auction Data (Preliminary Report)
(Apr. 2017–Dec. 2017)

Nine Months Results (from April 1, 2017 to December 31, 2017)

	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	37	36	466,901	456,096	102.4%	324,546	316,379	102.6%	69.5%	69.4%
Nagoya	37	37	365,230	353,604	103.3%	204,478	204,671	99.9%	56.0%	57.9%
Kyushu	37	37	134,823	118,714	113.6%	82,670	73,998	111.7%	61.3%	62.3%
Yokohama	37	37	132,609	133,237	99.5%	88,346	91,114	97.0%	66.6%	68.4%
Sapporo	37	37	107,128	99,194	108.0%	69,103	60,022	115.1%	64.5%	60.5%
R-Nagoya	37	37	103,056	92,249	111.7%	85,338	76,875	111.0%	82.8%	83.3%
Osaka	37	37	92,561	83,603	110.7%	54,207	50,023	108.4%	58.6%	59.8%
Shizuoka	37	37	61,714	52,607	117.3%	39,768	32,523	122.3%	64.4%	61.8%
Okayama	37	37	53,509	48,172	111.1%	35,510	32,397	109.6%	66.4%	67.3%
Kobe	37	38	53,114	45,871	115.8%	30,117	26,214	114.9%	56.7%	57.1%
Gunma	37	37	47,373	42,518	111.4%	31,123	27,869	111.7%	65.7%	65.5%
Tohoku	37	37	46,404	48,138	96.4%	33,390	35,636	93.7%	72.0%	74.0%
Saitama	37	37	41,220	39,241	105.0%	23,952	22,597	106.0%	58.1%	57.6%
Niigata	37	37	32,585	32,586	100.0%	14,535	14,985	97.0%	44.6%	46.0%
Fukuoka	37	37	27,518	26,757	102.8%	15,004	13,887	108.0%	54.5%	51.9%
Hokuriku	36	37	10,975	9,721	112.9%	6,834	6,160	110.9%	62.3%	63.4%
JAA	13	-	35,571	-	-	20,691	-	-	58.2%	-
HAA	12	-	103,436	-	-	53,239	-	-	51.5%	-
Total in Consolidated	616	592	1,915,727	1,682,308	113.9%	1,212,851	1,085,350	111.7%	63.3%	64.5%
Of Which, Reusable Vehicle Corner			442,200	394,984	112.0%	347,255	300,454	115.6%	78.5%	76.1%

* The figures include JAA and HAA starting in October 2017.