



October 5, 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 second quarter (July 1, 2018 to September 30, 2018) and the first half of fiscal year 2019 (April 1, 2018 to September 30, 2018).

From July 1, 2018 to September 30, 2018 (3 months)

Vehicles consigned: up 15.5% (compared with one year earlier)	Vehicles contracted: up 12.8% (65.9% one year earlier)
Contract completion rate: 64.4%	

From April 1, 2018 to September 30, 2018 (6 months)

Vehicles consigned: up 16.8% (compared with one year earlier)	Vehicles contracted: up 15.5% (63.7% one year earlier)
Contract completion rate: 63.0%	

* The figures include JAA and HAA from October 2017 onward.

USS Group Used Car Auction Data (Preliminary Report)
(Jul. 2018–Sep. 2018)

The Second Quarter Results (from July 1, 2018 to September 30, 2018)

	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	147,026	148,981	98.7%	105,309	108,009	97.5%	71.6%	72.5%
Nagoya	13	13	119,375	122,467	97.5%	68,173	70,540	96.6%	57.1%	57.6%
Yokohama	12	12	41,127	40,538	101.5%	28,336	27,951	101.4%	68.9%	69.0%
Kyushu	13	13	40,829	44,587	91.6%	25,486	28,085	90.7%	62.4%	63.0%
Osaka	13	13	39,735	29,709	133.7%	21,992	17,755	123.9%	55.3%	59.8%
Sapporo	12	12	34,786	34,053	102.2%	23,141	21,979	105.3%	66.5%	64.5%
R-Nagoya	12	12	32,649	32,389	100.8%	27,872	27,322	102.0%	85.4%	84.4%
Shizuoka	13	13	19,471	20,453	95.2%	13,575	13,553	100.2%	69.7%	66.3%
Kobe	12	12	18,208	17,673	103.0%	10,359	9,903	104.6%	56.9%	56.0%
Okayama	13	13	18,334	19,563	93.7%	12,582	13,198	95.3%	68.6%	67.5%
Tohoku	12	12	14,562	15,030	96.9%	10,840	11,023	98.3%	74.4%	73.3%
Gunma	13	13	13,193	15,207	86.8%	9,040	10,291	87.8%	68.5%	67.7%
Saitama	13	13	11,128	12,487	89.1%	6,541	7,673	85.2%	58.8%	61.4%
Niigata	12	12	10,176	10,757	94.6%	4,762	4,870	97.8%	46.8%	45.3%
Fukuoka	12	12	9,019	8,682	103.9%	5,829	4,900	119.0%	64.6%	56.4%
Hokuriku	13	12	3,057	2,916	104.8%	2,022	1,944	104.0%	66.1%	66.7%
JAA	12	-	25,884	-	-	16,547	-	-	63.9%	-
HAA	12	-	65,917	-	-	35,247	-	-	53.5%	-
Total in Consolidated	224	199	664,476	575,492	115.5%	427,653	378,996	112.8%	64.4%	65.9%
Of Which, Reusable Vehicle Corner			144,868	135,141	107.2%	119,660	107,837	111.0%	82.6%	79.8%

USS Group Used Car Auction Data (Preliminary Report)
(Apr.2018–Sep.2018)

Six Months Results (from April 1, 2018 to September 30, 2018)

	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	310,895	313,375	99.2%	217,625	218,735	99.5%	70.0%	69.8%
Nagoya	25	25	246,703	252,153	97.8%	137,537	141,634	97.1%	55.8%	56.2%
Yokohama	24	24	87,444	87,255	100.2%	58,667	58,053	101.1%	67.1%	66.5%
Kyushu	25	25	84,321	92,066	91.6%	51,704	55,878	92.5%	61.3%	60.7%
Osaka	25	25	81,416	64,671	125.9%	45,258	37,094	122.0%	55.6%	57.4%
Sapporo	24	24	74,077	73,095	101.3%	49,062	46,148	106.3%	66.2%	63.1%
R-Nagoya	24	24	70,417	70,799	99.5%	59,320	57,668	102.9%	84.2%	81.5%
Shizuoka	25	25	41,844	42,905	97.5%	27,809	26,791	103.8%	66.5%	62.4%
Okayama	25	25	35,537	37,942	93.7%	24,223	24,783	97.7%	68.2%	65.3%
Tohoku	24	24	29,777	31,954	93.2%	22,173	22,661	97.8%	74.5%	70.9%
Kobe	24	24	39,237	35,428	110.8%	22,332	20,366	109.7%	56.9%	57.5%
Gunma	25	25	27,524	32,878	83.7%	18,942	21,104	89.8%	68.8%	64.2%
Saitama	25	25	24,071	28,654	84.0%	14,256	16,729	85.2%	59.2%	58.4%
Niigata	24	24	21,341	22,448	95.1%	9,984	9,968	100.2%	46.8%	44.4%
Fukuoka	24	24	19,147	19,632	97.5%	12,063	10,650	113.3%	63.0%	54.2%
Hokuriku	25	24	7,213	7,172	100.6%	4,551	4,458	102.1%	63.1%	62.2%
JAA	24	-	57,876	-	-	36,125	-	-	62.4%	-
HAA	24	-	157,871	-	-	81,197	-	-	51.4%	-
Total in Consolidated	440	391	1,416,711	1,212,427	116.8%	892,828	772,720	115.5%	63.0%	63.7%
Of Which, Reusable Vehicle Corner			317,001	295,446	107.3%	256,631	227,402	112.9%	81.0%	77.0%

* The figures include JAA and HAA from October 2017 onward.