



January 6, 2020

To All Stakeholders:

Company: USS Co., Ltd.
Chairman and Representative Director: Yukihiro Ando
Stock code: 4732
Stock exchange listings: Tokyo and Nagoya (first sections)
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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 third quarter (October 1, 2019 to December 31, 2019) and the first three quarters (April 1, 2019 to December 31, 2019) of the current fiscal year, which ends on March 31, 2019.

From October 1, 2019 to December 31, 2019 (3 months)

Vehicles consigned: up 1.0% (compared with one year earlier)	Vehicles contracted: down 3.3%
Contract completion rate: 59.9%	(62.6% one year earlier)

From April 1, 2019 to December 31, 2019 (9 months)

Vehicles consigned: up 2.4% (compared with one year earlier)	Vehicles contracted: down 0.8%
Contract completion rate: 60.9%	(62.9% one year earlier)

USS Group Used Car Auction Data (Preliminary Report)
(Oct. 2019–Dec. 2019)

The Third Quarter Results (from October 1, 2019 to December 31, 2019)

	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	13	163,824	161,348	101.5%	106,944	110,805	96.5%	65.3%	68.7%
Nagoya	13	12	122,789	115,271	106.5%	61,998	63,477	97.7%	50.5%	55.1%
Osaka	13	12	51,019	43,520	117.2%	26,379	24,357	108.3%	51.7%	56.0%
Yokohama	13	13	47,346	44,292	106.9%	29,767	29,310	101.6%	62.9%	66.2%
Kyushu	12	12	46,412	42,438	109.4%	26,425	25,491	103.7%	56.9%	60.1%
Sapporo	13	13	34,397	37,484	91.8%	22,005	25,407	86.6%	64.0%	67.8%
R-Nagoya	13	13	33,074	33,169	99.7%	26,902	28,144	95.6%	81.3%	84.9%
Shizuoka	12	12	22,750	21,158	107.5%	14,375	14,288	100.6%	63.2%	67.5%
Kobe	13	13	21,430	21,422	100.0%	12,446	12,327	101.0%	58.1%	57.5%
Okayama	12	12	16,636	17,928	92.8%	11,158	12,161	91.8%	67.1%	67.8%
Tohoku	13	13	13,401	15,021	89.2%	9,573	10,948	87.4%	71.4%	72.9%
Gunma	12	12	14,011	13,889	100.9%	9,185	9,320	98.6%	65.6%	67.1%
Saitama	13	12	12,117	11,267	107.5%	7,372	6,962	105.9%	60.8%	61.8%
Fukuoka	13	13	10,740	9,501	113.0%	7,048	6,160	114.4%	65.6%	64.8%
Niigata	13	13	10,729	10,236	104.8%	5,354	4,715	113.6%	49.9%	46.1%
Hokuriku	12	12	4,001	4,157	96.2%	2,690	2,651	101.5%	67.2%	63.8%
JAA	13	13	19,178	27,667	69.3%	10,427	15,701	66.4%	54.4%	56.7%
HAA	12	12	62,569	69,470	90.1%	32,783	35,222	93.1%	52.4%	50.7%
Total in Consolidated	228	225	706,423	699,238	101.0%	422,831	437,446	96.7%	59.9%	62.6%

USS Group Used Car Auction Data (Preliminary Report)
(Apr. 2019–Dec. 2019)

Nine Months Results (from April 1, 2019 to December 31, 2019)

	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	37	487,485	472,243	103.2%	328,092	328,430	99.9%	67.3%	69.5%
Nagoya	37	37	370,688	361,974	102.4%	195,281	201,014	97.1%	52.7%	55.5%
Osaka	37	37	150,645	124,936	120.6%	78,827	69,615	113.2%	52.3%	55.7%
Yokohama	37	37	143,429	131,736	108.9%	90,386	87,977	102.7%	63.0%	66.8%
Kyushu	36	37	137,534	126,759	108.5%	78,707	77,195	102.0%	57.2%	60.9%
Sapporo	37	37	110,605	111,561	99.1%	70,600	74,469	94.8%	63.8%	66.8%
R-Nagoya	37	37	109,686	103,586	105.9%	89,550	87,464	102.4%	81.6%	84.4%
Shizuoka	36	37	70,191	63,002	111.4%	45,374	42,097	107.8%	64.6%	66.8%
Kobe	37	37	63,671	60,659	105.0%	37,254	34,659	107.5%	58.5%	57.1%
Okayama	36	37	55,034	53,465	102.9%	36,266	36,384	99.7%	65.9%	68.1%
Tohoku	37	37	42,539	44,798	95.0%	30,152	33,121	91.0%	70.9%	73.9%
Gunma	36	37	42,332	41,413	102.2%	27,367	28,262	96.8%	64.6%	68.2%
Saitama	37	37	37,425	35,338	105.9%	21,938	21,218	103.4%	58.6%	60.0%
Fukuoka	37	37	35,236	28,648	123.0%	22,845	18,223	125.4%	64.8%	63.6%
Niigata	37	37	32,754	31,577	103.7%	15,938	14,699	108.4%	48.7%	46.5%
Hokuriku	36	37	13,387	11,370	117.7%	8,955	7,202	124.3%	66.9%	63.3%
JAA	37	37	63,891	85,543	74.7%	35,161	51,826	67.8%	55.0%	60.6%
HAA	36	36	200,984	227,341	88.4%	107,050	116,419	92.0%	53.3%	51.2%
Total in Consolidated	660	665	2,167,516	2,115,949	102.4%	1,319,743	1,330,274	99.2%	60.9%	62.9%