



April 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)
Tel: +81-52-689-1129
Contact: Masafumi Yamanaka
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 fourth quarter (January 1, 2020 to March 31, 2020) and the fiscal year ended March 31, 2020.

From January 1, 2020 to March 31, 2020 (3 months)

| | |
|--|---------------------------------------|
| Vehicles consigned: down 7.1% (compared with one year earlier) | Vehicles contracted: down 8.7% |
| Contract completion rate: 59.8% | (60.9% one year earlier) |

From April 1, 2019 to March 31, 2020 (12 months)

| | |
|--|---------------------------------------|
| Vehicles consigned: down 0.2% (compared with one year earlier) | Vehicles contracted: down 2.9% |
| Contract completion rate: 60.6% | (62.3% one year earlier) |

USS Group Used Car Auction Data (Preliminary Report)
(Jan. 2020–Mar. 2020)

The Fourth Quarter Results (from January 1, 2020 to March 31, 2020)

| | 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 | 175,487 | 186,101 | 94.3% | 113,455 | 125,712 | 90.2% | 64.7% | 67.6% |
| Nagoya | 12 | 12 | 130,483 | 136,239 | 95.8% | 67,864 | 72,068 | 94.2% | 52.0% | 52.9% |
| Osaka | 12 | 12 | 60,708 | 52,231 | 116.2% | 30,715 | 28,040 | 109.5% | 50.6% | 53.7% |
| Yokohama | 13 | 12 | 54,750 | 53,016 | 103.3% | 32,558 | 32,220 | 101.0% | 59.5% | 60.8% |
| Kyushu | 12 | 12 | 55,004 | 54,394 | 101.1% | 31,804 | 31,949 | 99.5% | 57.8% | 58.7% |
| R-Nagoya | 13 | 12 | 34,510 | 39,470 | 87.4% | 27,803 | 32,563 | 85.4% | 80.6% | 82.5% |
| Sapporo | 12 | 12 | 30,236 | 36,657 | 82.5% | 20,157 | 23,088 | 87.3% | 66.7% | 63.0% |
| Shizuoka | 12 | 12 | 24,242 | 26,483 | 91.5% | 15,883 | 17,846 | 89.0% | 65.5% | 67.4% |
| Kobe | 12 | 12 | 18,972 | 23,544 | 80.6% | 10,939 | 14,114 | 77.5% | 57.7% | 59.9% |
| Okayama | 12 | 12 | 18,419 | 22,666 | 81.3% | 12,228 | 15,017 | 81.4% | 66.4% | 66.3% |
| Gunma | 12 | 12 | 15,063 | 16,107 | 93.5% | 10,219 | 10,576 | 96.6% | 67.8% | 65.7% |
| Tohoku | 12 | 12 | 14,164 | 17,739 | 79.8% | 10,168 | 12,495 | 81.4% | 71.8% | 70.4% |
| Saitama | 12 | 12 | 12,463 | 14,180 | 87.9% | 7,363 | 8,014 | 91.9% | 59.1% | 56.5% |
| Fukuoka | 12 | 12 | 12,119 | 13,586 | 89.2% | 7,507 | 8,447 | 88.9% | 61.9% | 62.2% |
| Niigata | 12 | 12 | 10,154 | 11,781 | 86.2% | 5,262 | 4,988 | 105.5% | 51.8% | 42.3% |
| Hokuriku | 12 | 12 | 4,673 | 5,135 | 91.0% | 3,353 | 3,286 | 102.0% | 71.8% | 64.0% |
| JAA | 12 | 12 | 18,117 | 23,437 | 77.3% | 9,650 | 13,533 | 71.3% | 53.3% | 57.7% |
| HAA | 12 | 12 | 66,972 | 81,412 | 82.3% | 35,772 | 41,761 | 85.7% | 53.4% | 51.3% |
| Total in Consolidated | 218 | 216 | 756,536 | 814,178 | 92.9% | 452,700 | 495,717 | 91.3% | 59.8% | 60.9% |

USS Group Used Car Auction Data (Preliminary Report)
(Apr. 2019–Mar. 2020)

Twelve Months Results (from April 1, 2019 to March 31, 2020)

| | 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 | 49 | 49 | 662,972 | 658,344 | 100.7% | 441,547 | 454,142 | 97.2% | 66.6% | 69.0% |
| Nagoya | 49 | 49 | 501,171 | 498,213 | 100.6% | 263,145 | 273,082 | 96.4% | 52.5% | 54.8% |
| Osaka | 49 | 49 | 211,353 | 177,167 | 119.3% | 109,542 | 97,655 | 112.2% | 51.8% | 55.1% |
| Yokohama | 50 | 49 | 198,179 | 184,752 | 107.3% | 122,944 | 120,197 | 102.3% | 62.0% | 65.1% |
| Kyushu | 48 | 49 | 192,538 | 181,153 | 106.3% | 110,511 | 109,144 | 101.3% | 57.4% | 60.2% |
| R-Nagoya | 50 | 49 | 144,196 | 143,056 | 100.8% | 117,353 | 120,027 | 97.8% | 81.4% | 83.9% |
| Sapporo | 49 | 49 | 140,841 | 148,218 | 95.0% | 90,757 | 97,557 | 93.0% | 64.4% | 65.8% |
| Shizuoka | 48 | 49 | 94,433 | 89,485 | 105.5% | 61,257 | 59,943 | 102.2% | 64.9% | 67.0% |
| Kobe | 49 | 49 | 82,643 | 84,203 | 98.1% | 48,193 | 48,773 | 98.8% | 58.3% | 57.9% |
| Okayama | 48 | 49 | 70,048 | 76,131 | 92.0% | 46,182 | 51,401 | 89.8% | 65.9% | 67.5% |
| Gunma | 48 | 49 | 57,395 | 57,520 | 99.8% | 37,586 | 38,838 | 96.8% | 65.5% | 67.5% |
| Tohoku | 49 | 49 | 56,703 | 62,537 | 90.7% | 40,320 | 45,616 | 88.4% | 71.1% | 72.9% |
| Saitama | 49 | 49 | 49,888 | 49,518 | 100.7% | 29,301 | 29,232 | 100.2% | 58.7% | 59.0% |
| Fukuoka | 49 | 49 | 47,355 | 42,234 | 112.1% | 30,352 | 26,670 | 113.8% | 64.1% | 63.1% |
| Niigata | 49 | 49 | 42,908 | 43,358 | 99.0% | 21,200 | 19,687 | 107.7% | 49.4% | 45.4% |
| Hokuriku | 48 | 49 | 18,060 | 16,505 | 109.4% | 12,308 | 10,488 | 117.4% | 68.2% | 63.5% |
| JAA | 49 | 49 | 82,008 | 108,980 | 75.3% | 44,811 | 65,359 | 68.6% | 54.6% | 60.0% |
| HAA | 48 | 48 | 271,361 | 308,753 | 87.9% | 145,134 | 158,180 | 91.8% | 53.5% | 51.2% |
| Total in Consolidated | 878 | 881 | 2,924,052 | 2,930,127 | 99.8% | 1,772,443 | 1,825,991 | 97.1% | 60.6% | 62.3% |

※Data of the Shikoku auction site that was included in the Okayama auction site data is included in the HAA Kobe auction site data from January 2020.