



October 5, 2020

To All Stakeholders:

Company: USS Co., Ltd.
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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, 2020 to September 30, 2020) and the first half of fiscal year 2021 (April 1, 2020 to September 30, 2020).

From July 1, 2020 to September 30, 2020 (3 months)

Vehicles consigned: down 12.2% (compared with one year earlier)	Vehicles contracted: down 3.0% (63.3% one year earlier)
Contract completion rate: 69.9%	

From April 1, 2020 to September 30, 2020 (6 months)

Vehicles consigned: down 15.3% (compared with one year earlier)	Vehicles contracted: down 14.7% (61.4% one year earlier)
Contract completion rate: 61.9%	

USS Group Used Car Auction Data (Preliminary Report)
(Jul. 2020–Sep. 2020)

The Second Quarter Results (from July 1, 2020 to September 30, 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	138,641	152,329	91.0%	103,779	106,775	97.2%	74.9%	70.1%
Nagoya	12	12	101,480	120,237	84.4%	65,229	67,590	96.5%	64.3%	56.2%
Osaka	12	12	42,752	46,977	91.0%	27,417	25,935	105.7%	64.1%	55.2%
Yokohama	12	12	40,550	46,488	87.2%	29,470	30,139	97.8%	72.7%	64.8%
Kyushu	12	12	41,821	43,186	96.8%	28,426	26,031	109.2%	68.0%	60.3%
Sapporo	13	12	32,899	35,721	92.1%	24,408	22,997	106.1%	74.2%	64.4%
R-Nagoya	12	12	27,929	35,046	79.7%	23,460	29,176	80.4%	84.0%	83.3%
Shizuoka	12	12	23,129	22,153	104.4%	15,318	14,868	103.0%	66.2%	67.1%
Kobe	13	12	18,700	19,298	96.9%	11,619	11,371	102.2%	62.1%	58.9%
Okayama	12	12	16,582	19,978	83.0%	12,715	13,097	97.1%	76.7%	65.6%
Gunma	12	12	12,425	13,716	90.6%	8,869	9,017	98.4%	71.4%	65.7%
Niigata	13	12	11,381	10,200	111.6%	6,404	5,349	119.7%	56.3%	52.4%
Tohoku	13	12	12,563	14,294	87.9%	9,713	10,222	95.0%	77.3%	71.5%
Saitama	11	12	9,034	11,655	77.5%	5,712	7,057	80.9%	63.2%	60.5%
Fukuoka	13	12	9,080	10,954	82.9%	6,349	7,304	86.9%	69.9%	66.7%
Hokuriku	12	12	3,963	4,195	94.5%	2,873	2,662	107.9%	72.5%	63.5%
JAA	13	12	15,854	17,868	88.7%	9,808	10,410	94.2%	61.9%	58.3%
HAA	12	12	46,649	65,106	71.7%	31,569	36,180	87.3%	67.7%	55.6%
Total in Consolidated	221	216	605,432	689,401	87.8%	423,138	436,180	97.0%	69.9%	63.3%

※One auction was canceled as the Saitama Auction Site due to a lightning strike.

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

Six Months Results (from April 1, 2020 to September 30, 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	24	24	280,366	323,661	86.6%	187,040	221,148	84.6%	66.7%	68.3%
Nagoya	24	24	204,095	247,899	82.3%	114,381	133,283	85.8%	56.0%	53.8%
Osaka	24	24	92,896	99,626	93.2%	49,290	52,448	94.0%	53.1%	52.6%
Yokohama	24	24	82,365	96,083	85.7%	52,778	60,619	87.1%	64.1%	63.1%
Kyushu	24	24	82,361	91,122	90.4%	48,962	52,282	93.6%	59.4%	57.4%
Sapporo	25	24	65,010	76,208	85.3%	44,433	48,595	91.4%	68.3%	63.8%
R-Nagoya	24	24	58,412	76,612	76.2%	46,793	62,648	74.7%	80.1%	81.8%
Shizuoka	24	24	45,401	47,441	95.7%	28,201	30,999	91.0%	62.1%	65.3%
Kobe	25	24	33,844	42,241	80.1%	19,333	24,808	77.9%	57.1%	58.7%
Okayama	24	24	30,600	38,398	79.7%	21,220	25,108	84.5%	69.3%	65.4%
Gunma	24	24	24,781	28,321	87.5%	16,088	18,182	88.5%	64.9%	64.2%
Niigata	25	24	24,272	22,025	110.2%	12,250	10,584	115.7%	50.5%	48.1%
Tohoku	25	24	23,967	29,138	82.3%	17,207	20,579	83.6%	71.8%	70.6%
Saitama	23	24	21,491	25,308	84.9%	11,781	14,566	80.9%	54.8%	57.6%
Fukuoka	25	24	20,297	24,496	82.9%	12,527	15,797	79.3%	61.7%	64.5%
Hokuriku	24	24	8,609	9,386	91.7%	5,732	6,265	91.5%	66.6%	66.7%
JAA	25	24	36,747	44,713	82.2%	20,092	24,734	81.2%	54.7%	55.3%
HAA	24	24	101,609	138,415	73.4%	57,232	74,267	77.1%	56.3%	53.7%
Total in Consolidated	437	432	1,237,123	1,461,093	84.7%	765,340	896,912	85.3%	61.9%	61.4%

※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.

※One auction was canceled as the Saitama Auction Site due to a lightning strike.