

Trends in the Used Car Auction Industry (Preliminary Report)

(From April 1, 2020 to November 30, 2020)

| | Number of Auctions | | Number of Consigned Vehicles | | Y to Y Change (%) | Contracted Vehicles | | Y to Y Change (%) | Contract Completion Ratio | | Amount of Dealing Money (thousand of yen) | | Y to Y Change (%) |
|---------------------|--------------------|---------------|------------------------------|------------------|-------------------|---------------------|------------------|-------------------|---------------------------|---------------|---|----------------------|-------------------|
| | Latest Term | Previous Term | Latest Term | Previous Term | | Latest Term | Previous Term | | Latest Term | Previous Term | Latest Term | Previous Term | |
| Independent Company | 1,389 | 1,365 | 2,835,013 | 3,184,346 | 89.0% | 1,772,149 | 1,951,423 | 90.8% | 62.5% | 61.3% | 1,175,515,653 | 1,196,631,522 | 98.2% |
| JU Group | 1,186 | 1,195 | 870,804 | 958,092 | 90.9% | 502,182 | 549,693 | 91.4% | 57.7% | 57.4% | 135,340,822 | 146,465,182 | 92.4% |
| Maker & Dealer | 912 | 880 | 928,967 | 986,319 | 94.2% | 718,771 | 779,596 | 92.2% | 77.4% | 79.0% | 362,265,631 | 376,576,437 | 96.2% |
| Total | 3,487 | 3,440 | 4,634,784 | 5,128,757 | 90.4% | 2,993,102 | 3,280,712 | 91.2% | 64.6% | 64.0% | 1,673,122,106 | 1,719,673,141 | 97.3% |

(Notice: Above data is based on the data provided by USED CAR Co., Ltd.)

USS Group Used Car Auction Data

(From April 1, 2020 to November 30, 2020)

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|---------------------------|--------------------|---------------|------------------------------|------------------|-------------------|---------------------|------------------|-------------------|---------------------------|---------------|---|--------------------|-------------------|
| | Latest Term | Previous Term | Latest Term | Previous Term | | Latest Term | Previous Term | | Latest Term | Previous Term | Latest Term | Previous Term | |
| Total of USS Group | 591 | 594 | 1,715,604 | 1,971,109 | 87.0% | 1,077,384 | 1,204,452 | 89.5% | 62.8% | 61.1% | 814,615,509 | 821,036,766 | 99.2% |