

## Announcement of USS Group Used Car Auction Data

FY3/2025(April 1, 2024 - March 31, 2025)

|       | Number of auctions |             | Number of consigned vehicles |             |         | Number of contract completions |             |         | Contract completion rate |             | Average price of vehicles contracted<br>(thousand yen) |             |         |
|-------|--------------------|-------------|------------------------------|-------------|---------|--------------------------------|-------------|---------|--------------------------|-------------|--|-------------|---------|
|       | Current FY         | Previous FY | Current FY                   | Previous FY | Changes | Current FY                     | Previous FY | Changes | Current FY               | Previous FY | Current FY   | Previous FY | Changes |
| Apr.  | 74                 | 78          | 259,384                      | 293,022     | 88.5%   | 176,964                        | 162,121     | 109.2%  | 68.2%                    | 55.3%       | 1,122  | 883         | 127.1%  |
| May   | 64                 | 62          | 238,380                      | 227,077     | 105.0%  | 171,292                        | 141,727     | 120.9%  | 71.9%                    | 62.4%       | 1,203  | 950         | 126.6%  |
| Jun.  | 78                 | 76          | 255,968                      | 274,839     | 93.1%   | 181,720                        | 171,557     | 105.9%  | 71.0%                    | 62.4%       | 1,239  | 1,085       | 114.2%  |
| Jul.  | 80                 | 78          | 248,875                      | 250,981     | 99.2%   | 175,922                        | 158,822     | 110.8%  | 70.7%                    | 63.3%       | 1,256  | 1,066       | 117.8%  |
| Aug.  | 64                 | 63          | 227,094                      | 210,876     | 107.7%  | 156,107                        | 136,832     | 114.1%  | 68.7%                    | 64.9%       | 1,242  | 1,038       | 119.7%  |
| Sep.  | 72                 | 81          | 258,112                      | 276,840     | 93.2%   | 176,284                        | 179,444     | 98.2%   | 68.3%                    | 64.8%       | 1,240  | 1,074       | 115.4%  |
| Oct.  | 81                 | 74          | 291,463                      | 252,343     | 115.5%  | 194,290                        | 162,691     | 119.4%  | 66.7%                    | 64.5%       | 1,234  | 1,063       | 116.1%  |
| Nov.  | 81                 | 79          | 300,874                      | 277,041     | 108.6%  | 190,922                        | 176,359     | 108.3%  | 63.5%                    | 63.7%       | 1,184  | 1,061       | 111.6%  |
| Dec.  |                    |             |                              |             |         |                                |             |         |                          |             |  |             |         |
| Jan.  |                    |             |                              |             |         |                                |             |         |                          |             |  |             |         |
| Feb.  |                    |             |                              |             |         |                                |             |         |                          |             |  |             |         |
| Mar.  |                    |             |                              |             |         |                                |             |         |                          |             |  |             |         |
| Total | 594                | 591         | 2,080,150                    | 2,063,019   | 100.8%  | 1,423,501                      | 1,289,553   | 110.4%  | 68.4%                    | 62.5%       | 1,215  | 1,030       | 117.9%  |

Note: Amounts less than the units shown are discarded but percentages are rounded to the hundredths place.

**Comments on Used Car Auction Data (November 2024)**

The number of auctions held in November increased one auction at each of nine sites, including Nagoya and HAA Kobe and decreased one auction at each of seven sites, including Tokyo and Sapporo compared to the same month in the previous fiscal year because of calendar factors.

As a result, number of consigned vehicles was up 8.6% (YoY) and number of contract completions was up 8.3% (YoY).

**Year on year comparison (calendar factor adjusted)**

After adjusting for calendar-related factors, the results for USS Group auctions in November 2024 compared with the corresponding period of the previous year (November 3, 2023 to December 2, 2023) were as follows.

|                                      | This month | Prv. year | YoY    |
|--------------------------------------|------------|-----------|--------|
| Number of consigned vehicles         | 300K       | 281K      | 106.8% |
| Number of contract completions       | 190K       | 177K      | 107.3% |
| Contract completion rate             | 63.5%      | 63.2%     | -      |
| Average price of vehicles contracted | ¥1,184K    | ¥1,054K   | 112.3% |