



October 5, 2017

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, 2017 to September 30, 2017) and the first half of fiscal year 2018 (April 1, 2017 to September 30, 2017).

From July 1, 2017 to September 30, 2017 (3 months)

Vehicles consigned: up 8.7% (compared with one year earlier)	Vehicles contracted: up 8.4% (66.0% one year earlier)
Contract completion rate: 65.9%	

From April 1, 2017 to September 30, 2017 (6 months)

Vehicles consigned: up 7.9% (compared with one year earlier)	Vehicles contracted: up 6.3% (64.7% one year earlier)
Contract completion rate: 63.7%	

USS Group Used Car Auction Data (Preliminary Report)
(Jul. 2017–Sep. 2017)

The Second Quarter Results (from July 1, 2017 to September 30, 2017)

	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	148,981	142,098	104.8%	108,009	101,227	106.7%	72.5%	71.2%
Nagoya	13	13	122,467	118,975	102.9%	70,540	70,387	100.2%	57.6%	59.2%
Kyushu	13	12	44,587	33,430	133.4%	28,085	22,350	125.7%	63.0%	66.9%
Yokohama	12	12	40,538	40,460	100.2%	27,951	27,945	100.0%	69.0%	69.1%
Sapporo	12	12	34,053	31,382	108.5%	21,979	19,530	112.5%	64.5%	62.2%
R-Nagoya	12	12	32,389	30,251	107.1%	27,322	25,040	109.1%	84.4%	82.8%
Osaka	13	13	29,709	26,620	111.6%	17,755	16,333	108.7%	59.8%	61.4%
Shizuoka	13	12	20,453	15,283	133.8%	13,553	9,738	139.2%	66.3%	63.7%
Okayama	13	12	19,563	15,976	122.5%	13,198	10,877	121.3%	67.5%	68.1%
Kobe	12	13	17,673	15,755	112.2%	9,903	8,563	115.6%	56.0%	54.4%
Gunma	13	12	15,207	12,572	121.0%	10,291	8,355	123.2%	67.7%	66.5%
Tohoku	12	12	15,030	14,611	102.9%	11,023	11,124	99.1%	73.3%	76.1%
Saitama	13	13	12,487	10,871	114.9%	7,673	6,650	115.4%	61.4%	61.2%
Niigata	12	12	10,757	10,111	106.4%	4,870	4,960	98.2%	45.3%	49.1%
Fukuoka	12	12	8,682	7,932	109.5%	4,900	4,422	110.8%	56.4%	55.7%
Hokuriku	12	13	2,916	3,076	94.8%	1,944	2,034	95.6%	66.7%	66.1%
Total in Consolidated	199	197	575,492	529,403	108.7%	378,996	349,535	108.4%	65.9%	66.0%
Of Which, Reusable Vehicle Corner			135,141	118,267	114.3%	107,837	92,694	116.3%	79.8%	78.4%

USS Group Used Car Auction Data (Preliminary Report)
(Apr.2017–Sep.2017)

Six Months Results (from April 1, 2017 to September 30, 2017)

	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	313,375	305,204	102.7%	218,735	213,836	102.3%	69.8%	70.1%
Nagoya	25	25	252,153	235,304	107.2%	141,634	138,431	102.3%	56.2%	58.8%
Kyushu	25	24	92,066	76,857	119.8%	55,878	48,005	116.4%	60.7%	62.5%
Yokohama	24	24	87,255	88,282	98.8%	58,053	60,792	95.5%	66.5%	68.9%
Sapporo	24	24	73,095	66,691	109.6%	46,148	39,020	118.3%	63.1%	58.5%
R-Nagoya	24	24	70,799	62,740	112.8%	57,668	51,636	111.7%	81.5%	82.3%
Osaka	25	25	64,671	55,861	115.8%	37,094	33,509	110.7%	57.4%	60.0%
Shizuoka	25	24	42,905	34,575	124.1%	26,791	20,800	128.8%	62.4%	60.2%
Okayama	25	24	37,942	31,728	119.6%	24,783	21,173	117.1%	65.3%	66.7%
Kobe	24	25	35,428	30,748	115.2%	20,366	17,428	116.9%	57.5%	56.7%
Gunma	25	24	32,878	28,280	116.3%	21,104	18,298	115.3%	64.2%	64.7%
Tohoku	24	24	31,954	33,128	96.5%	22,661	24,444	92.7%	70.9%	73.8%
Saitama	25	25	28,654	26,074	109.9%	16,729	15,393	108.7%	58.4%	59.0%
Niigata	24	24	22,448	22,404	100.2%	9,968	10,362	96.2%	44.4%	46.3%
Fukuoka	24	24	19,632	18,579	105.7%	10,650	9,328	114.2%	54.2%	50.2%
Hokuriku	24	25	7,172	6,818	105.2%	4,458	4,370	102.0%	62.2%	64.1%
Total in Consolidated	391	389	1,212,427	1,123,273	107.9%	772,720	726,825	106.3%	63.7%	64.7%
Of Which, Reusable Vehicle Corner			295,446	272,880	108.3%	227,402	202,486	112.3%	77.0%	74.2%