

# FY 2020 Business Segment Performance

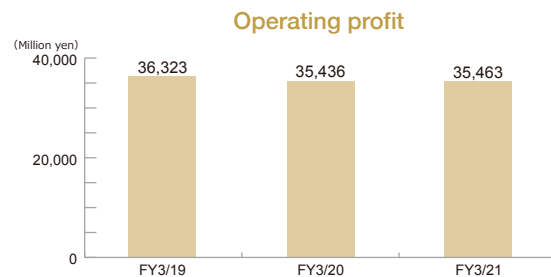
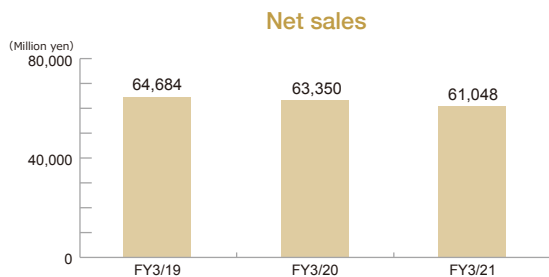
## Auto Auction

- Vehicles consigned decreased 9.0% to 2,661 thousand; contract completions decreased 5.2% to 1,680 thousand (contract completion rate: 63.2% compared with 60.6% in the previous fiscal year)
- Although auction fees decreased because of the smaller number of vehicles consigned and contracted, operating profit increased because of decreases in guarantees involving purchases of low-priced vehicles and in personnel expenses.

### Auto Auction Segment Performance

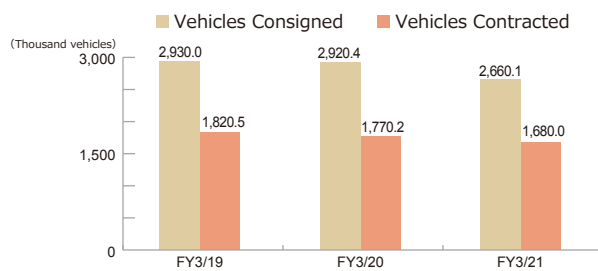
(Million yen)

	FY3/19	FY3/20	FY3/21	YoY
Net sales	64,684	63,350	61,048	-3.6%
Consignment fees	15,269	15,047	14,151	-6.0%
Contract completion fees	14,898	14,499	14,088	-2.8%
Successful bid fees	22,313	21,758	21,573	-0.8%
Other	12,203	12,044	11,234	-6.7%
Operating profit	36,323	35,436	35,463	+0.1%
Operating margin	55.8%	55.6%	57.7%	-

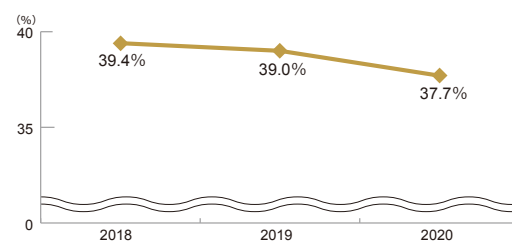


\* Net sales are sales to external customers and operating profit is based on business segment earnings. Operating margins are calculated by dividing segment profit by segment sales.

### No. of Vehicles Consigned and Vehicles Contracted

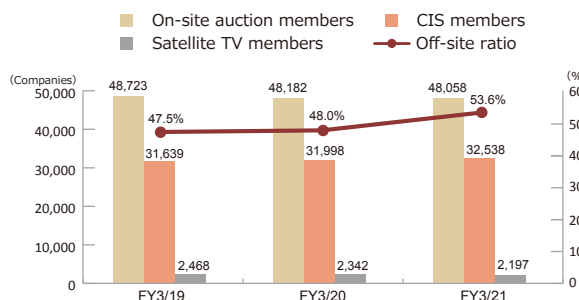


### Market Share of Vehicles Consigned (CY)



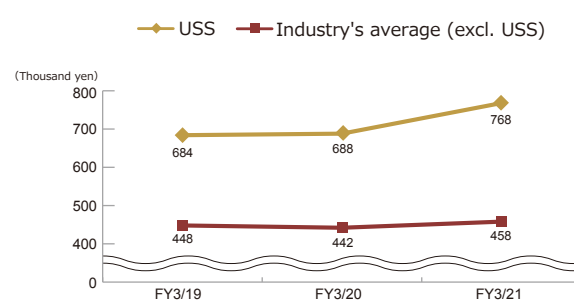
\* The figures do not include JBA data.

### No. of Members and Off-site Ratio(Members)



\*The method used for calculating the off-site ratio was revised in April 2019.

### Average Price of Vehicle Contracted



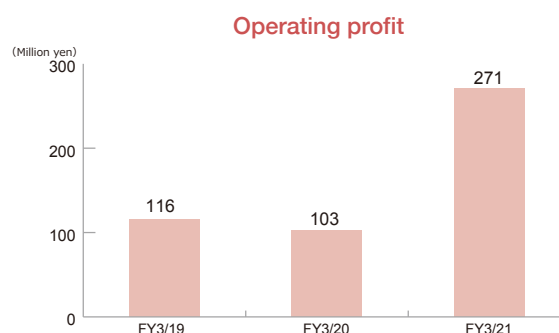
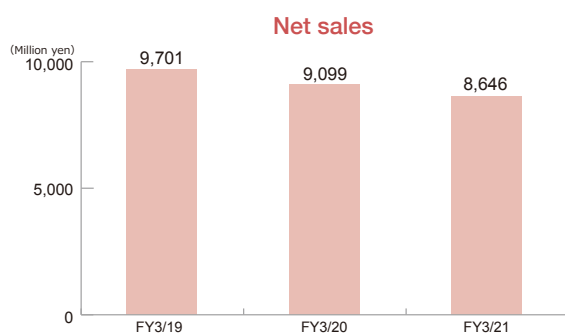
## Used Vehicle Purchasing and Selling Segment

- At Rabbit, which purchases used vehicles, the sales volume decreased. But after the declaration of a state of emergency was lifted in May 2020, gross profit per vehicle improved due to higher auction prices, resulting in lower sales but higher profits. (Net sales decreased 2.2% to ¥4,947 million, operating profit increased 121.3% to ¥142 million)
- In the accident-damaged vehicle purchasing and selling business, the sales volume decreased, but after the emergency declaration was lifted in May 2020, the gross profit per vehicle increased. As a result, sales were down but earnings were higher. (Net sales decreased 8.4% to ¥3,699 million, operating profit increased 231.2% to ¥129 million)

### Used Vehicle Purchasing and Selling Segment

(Million yen)

	FY3/19	FY3/20	FY3/21	YoY
Net sales	9,701	9,099	8,646	-5.0%
Operating profit	116	103	271	+162.8%
Operating margin	1.2%	1.1%	3.1%	-



\* Net sales are sales to external customers and operating profit is based on business segment earnings. Operating margins are calculated by dividing segment profit by segment sales.

## Other Segment

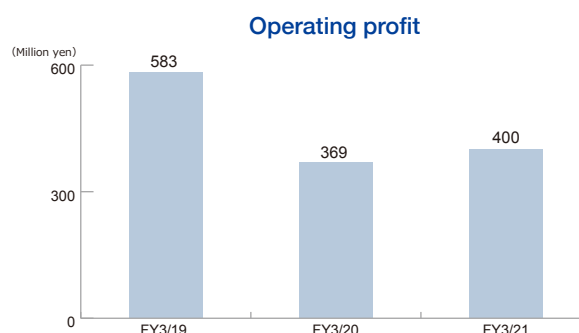
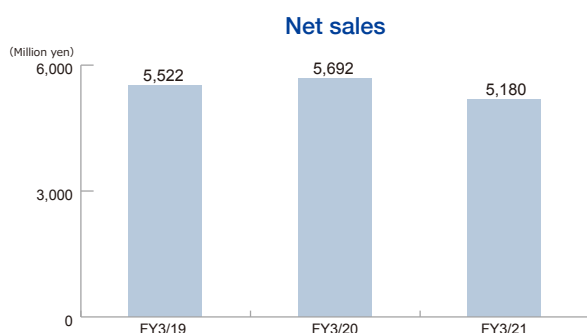
- In the recycle business, the combination of a smaller recycling volume but an increase in the price of ferrous scrap resulted in lower sales but higher earnings. (Net sales decreased 6.4% to ¥4,829 million, operating profit increased 21.6% to ¥376 million)
- There was an operating loss in the used vehicle export clearing service business\*1 because of a smaller volume of orders received caused by a big downturn in the number of used vehicles exported. (Net sales decreased 41.5% to ¥263 million, operating loss ¥29 million (operating profit of ¥32 million in FY3/20))

\*1 USS shut down this business on March 31, 2021 and the company that operated this business has started liquidation proceedings.

### Other Segment Performance

(Million yen)

	FY3/19	FY3/20	FY3/21	YoY
Net sales	5,522	5,692	5,180	-9.0%
Operating profit	583	369	400	+8.4%
Operating margin	10.5%	6.4%	7.7%	-



\* Net sales are sales to external customers and operating profit is based on business segment earnings. Operating margins are calculated by dividing segment profit by segment sales.