

## USS Group Used Car Auction Data(Preliminary Report)

Nine months results from April to December

Nine months results from April to December		Number of auctions		Number of consigned vehicles			Number of contract completions			Contract completion rate	
		Latest term	Previous term	Latest term	Previous term	YoY change	Latest term	Previous term	YoY change	Latest term	Previous team
	Nagoya	37	36	262,479	211,165	124.3%	153,754	124,529	123.5%	58.6%	59.0%
	Kyushu First	37	36	52,928	43,142	122.7%	14,869	12,443	119.5%	28.1%	28.8%
	Kyushu Gold	37	37	115,655	121,124	95.5%	49,074	53,866	91.1%	42.4%	44.5%
	Kyushu Total	74	73	168,583	164,266	102.6%	63,943	66,309	96.4%	37.9%	40.4%
	Tokyo	37	37	323,351	290,242	111.4%	197,206	177,178	111.3%	61.0%	61.0%
	Shizuoka	37	36	54,361	47,366	114.8%	27,221	24,626	110.5%	50.1%	52.0%
	Total in Parent	185	182	808,774	713,039	113.4%	442,124	392,642	112.6%	54.7%	55.1%
	Okayama	37	36	48,989	44,562	109.9%	25,811	24,211	106.6%	52.7%	54.3%
	Sapporo	37	36	58,858	42,879	137.3%	36,681	25,570	143.5%	62.3%	59.6%
	West Tokyo	37	37	39,623	35,810	110.6%	18,473	18,060	102.3%	46.6%	50.4%
	Gunma	37	36	59,851	51,048	117.2%	32,077	27,677	115.9%	53.6%	54.2%
	Tohoku	37	37	52,348	45,552	114.9%	27,567	22,468	122.7%	52.7%	49.3%
	Osaka	37	7	49,633	9,635	515.1%	28,820	4,775	603.6%	58.1%	49.6%
	Total in Subsidiaries	222	189	309,302	229,486	134.8%	169,429	122,761	138.0%	54.8%	53.5%
	Total in One-site Auction	407	371	1,118,076	942,525	118.6%	611,553	515,403	118.7%	54.7%	54.7%
	Satellite Auction	36	36	31,954	37,455	85.3%	1,760	7,832	22.5%	5.5%	20.9%
	Total in Consolidated	443	407	1,150,030	979,980	117.4%	613,313	523,235	117.2%	53.3%	53.4%

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### The Third Quarter Results

3rd quarter		Number of auctions		Number of consigned vehicles			Number of contract completions			Contract completion rate	
		Latest term	Previous term	Latest term	Previous term	YoY change	Latest term	Previous term	YoY change	Latest term	Previous term
	Nagoya	13	12	91,556	74,293	123.2%	51,001	41,741	122.2%	55.7%	56.2%
	Kyushu First	13	12	19,262	15,734	122.4%	5,182	4,386	118.1%	26.9%	27.9%
	Kyushu Gold	13	13	40,041	39,844	100.5%	16,110	16,452	97.9%	40.2%	41.3%
	Kyushu Total	26	25	59,303	55,578	106.7%	21,292	20,838	102.2%	35.9%	37.5%
	Tokyo	13	13	116,633	100,190	116.4%	69,122	56,845	121.6%	59.3%	56.7%
	Shizuoka	13	12	19,316	16,618	116.2%	9,416	8,556	110.1%	48.7%	51.5%
	<b>Total in Parent</b>	<b>65</b>	<b>62</b>	<b>286,808</b>	<b>246,679</b>	<b>116.3%</b>	<b>150,831</b>	<b>127,980</b>	<b>117.9%</b>	<b>52.6%</b>	<b>51.9%</b>
	Okayama	13	12	16,939	14,826	114.3%	8,823	7,808	113.0%	52.1%	52.7%
	Sapporo	13	12	21,312	15,650	136.2%	13,024	9,032	144.2%	61.1%	57.7%
	West Tokyo	13	13	15,208	13,171	115.5%	6,747	6,604	102.2%	44.4%	50.1%
	Gunma	13	12	22,395	18,635	120.2%	11,505	9,753	118.0%	51.4%	52.3%
	Tohoku	13	13	19,051	15,495	122.9%	10,326	7,142	144.6%	54.2%	46.1%
	Osaka	13	7	19,749	9,635	205.0%	11,440	4,775	239.6%	57.9%	49.6%
	<b>Total in Subsidiaries</b>	<b>78</b>	<b>69</b>	<b>114,654</b>	<b>87,412</b>	<b>131.2%</b>	<b>61,865</b>	<b>45,114</b>	<b>137.1%</b>	<b>54.0%</b>	<b>51.6%</b>
	<b>Total in One-site Auction</b>	<b>143</b>	<b>131</b>	<b>401,462</b>	<b>334,091</b>	<b>120.2%</b>	<b>212,696</b>	<b>173,094</b>	<b>122.9%</b>	<b>53.0%</b>	<b>51.8%</b>
	Satellite Auction	13	12	10,481	12,177	86.1%	419	2,185	19.2%	4.0%	17.9%
	<b>Total in Consolidated</b>	<b>156</b>	<b>143</b>	<b>411,943</b>	<b>346,268</b>	<b>119.0%</b>	<b>213,115</b>	<b>175,279</b>	<b>121.6%</b>	<b>51.7%</b>	<b>50.6%</b>