



April 5, 2018

To All Stakeholders:

Company: USS Co., Ltd.  
President and Representative Director: Yukihiro Ando  
Stock code: 4732  
Stock exchange listings: Tokyo and Nagoya (first sections)  
Tel: +81-52-689-1129  
Contact: Masafumi Yamanaka  
Executive Vice President, Officer, Supervisory Office

## Announcement of USS Group Used Car Auction Data

Preliminary data for used car auctions of the USS Group are as follows for the fourth quarter (January 1, 2018 to March 31, 2018) and the fiscal year ended March 31, 2018.

### From January 1, 2018 to March 31, 2018 (3 months)

Vehicles consigned: up <b>16.8%</b> (compared with one year earlier)	Vehicles contracted: up <b>17.4%</b>
Contract completion rate: <b>63.4%</b>	<b>(63.1% one year earlier)</b>

### From April 1, 2017 to March 31, 2018 (12 months)

Vehicles consigned: up <b>14.7%</b> (compared with one year earlier)	Vehicles contracted: up <b>13.3%</b>
Contract completion rate: <b>63.3%</b>	<b>(64.1% one year earlier)</b>

\* The figures include JAA and HAA starting in October 2017.

USS Group Used Car Auction Data (Preliminary Report)  
(Jan. 2018–Mar. 2018)

The Fourth Quarter Results (from January 1, 2018 to March 31, 2018)

	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	166,507	182,929	91.0%	115,414	122,296	94.4%	69.3%	66.9%
Nagoya	12	13	134,942	147,908	91.2%	75,797	80,354	94.3%	56.2%	54.3%
Kyushu	12	12	48,988	47,193	103.8%	31,364	29,539	106.2%	64.0%	62.6%
Yokohama	12	12	49,229	53,571	91.9%	33,070	35,135	94.1%	67.2%	65.6%
Sapporo	12	12	32,758	34,260	95.6%	22,676	21,860	103.7%	69.2%	63.8%
R-Nagoya	12	12	34,207	35,689	95.8%	29,233	29,764	98.2%	85.5%	83.4%
Osaka	12	13	37,958	35,823	106.0%	23,228	20,730	112.1%	61.2%	57.9%
Shizuoka	12	12	22,607	21,605	104.6%	15,701	14,281	109.9%	69.5%	66.1%
Kobe	12	12	20,296	15,862	128.0%	11,738	9,970	117.7%	57.8%	62.9%
Okayama	12	12	19,515	19,450	100.3%	14,362	12,937	111.0%	73.6%	66.5%
Gunma	12	12	15,843	17,150	92.4%	11,167	11,136	100.3%	70.5%	64.9%
Tohoku	12	12	16,349	18,260	89.5%	12,373	13,204	93.7%	75.7%	72.3%
Saitama	12	13	12,740	15,849	80.4%	7,408	8,975	82.5%	58.1%	56.6%
Niigata	12	12	9,869	11,008	89.7%	4,588	4,985	92.0%	46.5%	45.3%
Fukuoka	12	12	11,843	10,765	110.0%	6,967	5,895	118.2%	58.8%	54.8%
Hokuriku	13	13	3,245	3,906	83.1%	2,019	2,432	83.0%	62.2%	62.3%
JAA	12	–	33,354	–	–	20,454	–	–	61.3%	–
HAA	13	–	114,033	–	–	59,588	–	–	52.3%	–
<b>Total in Consolidated</b>	<b>218</b>	<b>196</b>	<b>784,283</b>	<b>671,228</b>	<b>116.8%</b>	<b>497,147</b>	<b>423,493</b>	<b>117.4%</b>	<b>63.4%</b>	<b>63.1%</b>
<b>Of Which, Reusable Vehicle Corner</b>			<b>167,571</b>	<b>151,036</b>	<b>110.9%</b>	<b>138,803</b>	<b>119,180</b>	<b>116.5%</b>	<b>82.8%</b>	<b>78.9%</b>

USS Group Used Car Auction Data (Preliminary Report)  
(Apr. 2017–Mar. 2018)

Twelve Months Results (from April 1, 2017 to March 31, 2018)

	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	49	48	633,408	639,025	99.1%	439,960	438,675	100.3%	69.5%	68.6%
Nagoya	49	50	500,172	501,512	99.7%	280,275	285,025	98.3%	56.0%	56.8%
Kyushu	49	49	183,811	165,907	110.8%	114,034	103,537	110.1%	62.0%	62.4%
Yokohama	49	49	181,838	186,808	97.3%	121,416	126,249	96.2%	66.8%	67.6%
Sapporo	49	49	139,886	133,454	104.8%	91,779	81,882	112.1%	65.6%	61.4%
R-Nagoya	49	49	137,263	127,938	107.3%	114,571	106,639	107.4%	83.5%	83.4%
Osaka	49	50	130,519	119,426	109.3%	77,435	70,753	109.4%	59.3%	59.2%
Shizuoka	49	49	84,321	74,212	113.6%	55,469	46,804	118.5%	65.8%	63.1%
Kobe	49	50	73,410	61,733	118.9%	41,855	36,184	115.7%	57.0%	58.6%
Okayama	49	49	73,024	67,622	108.0%	49,872	45,334	110.0%	68.3%	67.0%
Gunma	49	49	63,216	59,668	105.9%	42,290	39,005	108.4%	66.9%	65.4%
Tohoku	49	49	62,753	66,398	94.5%	45,763	48,840	93.7%	72.9%	73.6%
Saitama	49	50	53,960	55,090	97.9%	31,360	31,572	99.3%	58.1%	57.3%
Niigata	49	49	42,454	43,594	97.4%	19,123	19,970	95.8%	45.0%	45.8%
Fukuoka	49	49	39,361	37,522	104.9%	21,971	19,782	111.1%	55.8%	52.7%
Hokuriku	49	50	14,220	13,627	104.4%	8,853	8,592	103.0%	62.3%	63.1%
JAA	25	–	68,925	–	–	41,145	–	–	59.7%	–
HAA	25	–	217,469	–	–	112,827	–	–	51.9%	–
<b>Total in Consolidated</b>	<b>834</b>	<b>788</b>	<b>2,700,010</b>	<b>2,353,536</b>	<b>114.7%</b>	<b>1,709,998</b>	<b>1,508,843</b>	<b>113.3%</b>	<b>63.3%</b>	<b>64.1%</b>
<b>Of Which, Reusable Vehicle Corner</b>			<b>609,771</b>	<b>546,020</b>	<b>111.7%</b>	<b>486,058</b>	<b>419,634</b>	<b>115.8%</b>	<b>79.7%</b>	<b>76.9%</b>

\* The figures include JAA and HAA starting in October 2017.