



April 5, 2019

To All Stakeholders:

Company: USS Co., Ltd.  
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Stock code: 4732  
Stock exchange listings: Tokyo and Nagoya (first sections)  
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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, 2019 to March 31, 2019) and the fiscal year ended March 31, 2019.

### From January 1, 2019 to March 31, 2019 (3 months)

Vehicles consigned: up <b>3.8%</b> (compared with one year earlier)	Vehicles contracted: down <b>0.3%</b>
Contract completion rate: <b>60.9%</b>	( <b>63.4%</b> one year earlier)

### From April 1, 2018 to March 31, 2019 (12 months)

Vehicles consigned: up <b>8.5%</b> (compared with one year earlier)	Vehicles contracted: up <b>6.8%</b>
Contract completion rate: <b>62.3%</b>	( <b>63.3%</b> one year earlier)

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

USS Group Used Car Auction Data (Preliminary Report)  
(Jan. 2019–Mar. 2019)

The Fourth Quarter Results (from January 1, 2019 to March 31, 2019)

	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	186,101	166,507	111.8%	125,712	115,414	108.9%	67.6%	69.3%
Nagoya	12	12	136,239	134,942	101.0%	72,068	75,797	95.1%	52.9%	56.2%
Yokohama	12	12	53,016	49,229	107.7%	32,220	33,070	97.4%	60.8%	67.2%
Kyushu	12	12	54,394	48,988	111.0%	31,949	31,364	101.9%	58.7%	64.0%
Osaka	12	12	52,231	37,958	137.6%	28,040	23,228	120.7%	53.7%	61.2%
Sapporo	12	12	36,657	32,758	111.9%	23,088	22,676	101.8%	63.0%	69.2%
R-Nagoya	12	12	39,470	34,207	115.4%	32,563	29,233	111.4%	82.5%	85.5%
Shizuoka	12	12	26,483	22,607	117.1%	17,846	15,701	113.7%	67.4%	69.5%
Kobe	12	12	23,544	20,296	116.0%	14,114	11,738	120.2%	59.9%	57.8%
Okayama	12	12	22,666	19,515	116.1%	15,017	14,362	104.6%	66.3%	73.6%
Tohoku	12	12	17,739	16,349	108.5%	12,495	12,373	101.0%	70.4%	75.7%
Gunma	12	12	16,107	15,843	101.7%	10,576	11,167	94.7%	65.7%	70.5%
Saitama	12	12	14,180	12,740	111.3%	8,014	7,408	108.2%	56.5%	58.1%
Niigata	12	12	11,781	9,869	119.4%	4,988	4,588	108.7%	42.3%	46.5%
Fukuoka	12	12	13,586	11,843	114.7%	8,447	6,967	121.2%	62.2%	58.8%
Hokuriku	12	13	5,135	3,245	158.2%	3,286	2,019	162.8%	64.0%	62.2%
JAA	12	12	23,437	33,354	70.3%	13,533	20,454	66.2%	57.7%	61.3%
HAA	12	13	81,412	114,033	71.4%	41,761	59,588	70.1%	51.3%	52.3%
<b>Total in Consolidated</b>	<b>216</b>	<b>218</b>	<b>814,178</b>	<b>784,283</b>	<b>103.8%</b>	<b>495,717</b>	<b>497,147</b>	<b>99.7%</b>	<b>60.9%</b>	<b>63.4%</b>

USS Group Used Car Auction Data (Preliminary Report)  
(Apr. 2018–Mar. 2019)

Twelve Months Results (from April 1, 2018 to March 31, 2019)

	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	49	658,344	633,408	103.9%	454,142	439,960	103.2%	69.0%	69.5%
Nagoya	49	49	498,213	500,172	99.6%	273,082	280,275	97.4%	54.8%	56.0%
Yokohama	49	49	184,752	181,838	101.6%	120,197	121,416	99.0%	65.1%	66.8%
Kyushu	49	49	181,153	183,811	98.6%	109,144	114,034	95.7%	60.2%	62.0%
Osaka	49	49	177,167	130,519	135.7%	97,655	77,435	126.1%	55.1%	59.3%
Sapporo	49	49	148,218	139,886	106.0%	97,557	91,779	106.3%	65.8%	65.6%
R-Nagoya	49	49	143,056	137,263	104.2%	120,027	114,571	104.8%	83.9%	83.5%
Shizuoka	49	49	89,485	84,321	106.1%	59,943	55,469	108.1%	67.0%	65.8%
Kobe	49	49	84,203	73,410	114.7%	48,773	41,855	116.5%	57.9%	57.0%
Okayama	49	49	76,131	73,024	104.3%	51,401	49,872	103.1%	67.5%	68.3%
Tohoku	49	49	62,537	62,753	99.7%	45,616	45,763	99.7%	72.9%	72.9%
Gunma	49	49	57,520	63,216	91.0%	38,838	42,290	91.8%	67.5%	66.9%
Saitama	49	49	49,518	53,960	91.8%	29,232	31,360	93.2%	59.0%	58.1%
Niigata	49	49	43,358	42,454	102.1%	19,687	19,123	102.9%	45.4%	45.0%
Fukuoka	49	49	42,234	39,361	107.3%	26,670	21,971	121.4%	63.1%	55.8%
Hokuriku	49	49	16,505	14,220	116.1%	10,488	8,853	118.5%	63.5%	62.3%
JAA	49	25	108,980	68,925	–	65,359	41,145	–	60.0%	–
HAA	48	25	308,753	217,469	–	158,180	112,827	–	51.2%	–
<b>Total in Consolidated</b>	<b>881</b>	<b>834</b>	<b>2,930,127</b>	<b>2,700,010</b>	<b>108.5%</b>	<b>1,825,991</b>	<b>1,709,998</b>	<b>106.8%</b>	<b>62.3%</b>	<b>63.3%</b>

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