



DATA BOOK

2019.03

Stock Code : 4732

USS Co., Ltd.

www.ussnet.co.jp

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<■注意事項>

※「従業員等に信託を通じて自社の株式を交付する取引に関する実務上の取扱い」(実務対応報告第30号 平成27年3月26日)を2015年3月期より適用しているため、2014年3月期については遡及適用後の連結財務諸表となっております。

<■Note>

* The Company has applied the Practical Solution on Transactions of Delivering the Company's Own Stock to Employees etc. through Trusts (Practical Issue Task Force (PITF) No. 30 issued on March 26, 2015) from the fiscal year ended March 2015. The consolidated financial statements for the fiscal year ended March 2014 are restated to retrospectively apply the aforementioned standards.

I 主要データ(年度) Main Financial Indicators (Fiscal Year)

(単位:百万円、千株、社、人、% / Unit: Million Yen, Thousand Shares, No. of Companies, People, %)

| 項目 | Item | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|--|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------------------|--|
| 連結経営成績 Consolidated Operating Results | | | | | | | | | | | | | | |
| 売上高 | Net Sales | 66,549 | 59,849 | 61,417 | 64,009 | 63,243 | 67,949 | 67,466 | 68,607 | 67,179 | 75,153 | 79,908 | 6.3 | 1.8 |
| 営業利益 | Operating Profit | 22,568 | 21,940 | 24,332 | 27,952 | 29,304 | 32,680 | 33,411 | 34,491 | 32,396 | 36,071 | 37,123 | 2.9 | 5.1 |
| 経常利益 | Ordinary Profit | 22,503 | 22,511 | 24,643 | 28,588 | 29,884 | 33,275 | 34,027 | 35,218 | 32,999 | 36,676 | 38,039 | 3.7 | 5.4 |
| 親会社株主に帰属する当期純利益 | Profit Attributable to Owners of Parent | 12,003 | 12,717 | 13,971 | 17,054 | 18,346 | 19,966 | 21,661 | 22,477 | 22,909 | 24,285 | 25,543 | 5.2 | 7.8 |
| 包括利益 | Comprehensive Income | - | 12,852 | 13,994 | 16,752 | 18,453 | 20,204 | 21,454 | 22,473 | 22,895 | 25,132 | 25,848 | 2.9 | 8.1 |
| 連結財政状態 Consolidated Financial Position | | | | | | | | | | | | | | |
| 資産 | Total Assets | 138,370 | 142,164 | 151,636 | 154,639 | 154,543 | 164,182 | 174,106 | 186,831 | 197,374 | 222,292 | 232,703 | 4.7 | 5.3 |
| 現金及び預金 | Cash and Deposits | 18,445 | 29,681 | 30,980 | 36,840 | 37,033 | 46,318 | 49,862 | 62,290 | 74,778 | 39,622 | 51,352 | 29.6 | 10.8 |
| 負債 | Total Liabilities | 23,428 | 23,773 | 29,689 | 33,541 | 34,866 | 32,080 | 30,067 | 31,647 | 38,176 | 50,102 | 49,168 | ▲ 1.9 | 7.7 |
| 有利子負債 | Interest Bearing Debt | 2,716 | 1,806 | 1,097 | 1,746 | 1,148 | 670 | 360 | 255 | 4,092 | 3,569 | 3,112 | ▲ 12.8 | 1.4 |
| 純資産 | Total Net Assets | 114,941 | 118,390 | 121,947 | 121,097 | 119,676 | 132,102 | 144,039 | 155,183 | 159,197 | 172,190 | 183,535 | 6.6 | 4.8 |
| 自己資本 | Equity Capital | 114,771 | 118,146 | 121,638 | 120,582 | 119,112 | 131,348 | 143,098 | 154,155 | 158,029 | 170,767 | 181,698 | 6.4 | 4.7 |
| 1株当たりデータ Per Share Information | | | | | | | | | | | | | | |
| EPS(円) | EPS (Yen) | 38.27 | 41.88 | 47.80 | 60.92 | 69.35 | 77.29 | 83.79 | 86.92 | 90.02 | 95.59 | 100.54 | 5.2 | 10.1 |
| 配当金(円) | Dividend per Share (Yen) | 16.50 | 16.80 | 19.20 | 24.40 | 30.75 | 34.70 | 37.70 | 40.80 | 46.40 | 47.80 | 50.40 | 5.4 | 11.8 |
| その他 Others | | | | | | | | | | | | | | |
| 営業利益率 | Operating Margin | 33.9 | 36.7 | 39.6 | 43.7 | 46.3 | 48.1 | 49.5 | 50.3 | 48.2 | 48.0 | 46.5 | - | - |
| ROE | ROE | 10.4 | 10.9 | 11.7 | 14.1 | 15.3 | 15.9 | 15.8 | 15.1 | 14.7 | 14.8 | 14.5 | - | - |
| ROA | ROA | 15.6 | 16.0 | 16.8 | 18.7 | 19.3 | 20.9 | 20.1 | 19.5 | 17.2 | 17.5 | 16.7 | - | - |
| 配当性向 | Dividend Payout Rate | 43.1 | 40.1 | 40.2 | 40.0 | 44.3 | 45.1 | 45.1 | 47.0 | 51.5 | 50.1 | 50.1 | - | - |
| 自己資本比率 | Equity Ratio | 82.9 | 83.1 | 80.2 | 78.0 | 77.1 | 80.0 | 82.2 | 82.5 | 80.1 | 76.8 | 78.1 | - | - |
| 発行済株式数(自己株式除く) | Number of Shares Issued (excl. Treasury Shares) | 305,902 | 297,595 | 289,602 | 271,969 | 258,182 | 258,421 | 258,558 | 258,147 | 253,977 | 254,105 | 253,075 | ▲ 0.4 | ▲ 1.9 |
| 自己株式数 | Treasury Shares | 21,056 | 29,364 | 23,647 | 41,280 | 55,067 | 54,828 | 54,691 | 55,102 | 59,272 | 59,144 | 60,174 | 1.7 | 11.1 |
| 現車会員数(JBA除く) | On-site Auction Members (excl. JBA) | 43,307 | 44,317 | 45,563 | 44,796 | 45,139 | 45,712 | 46,307 | 46,850 | 47,111 | 47,362 | 48,723 | 2.9 | 1.2 |
| CIS(インターネット)会員数 | CIS (Internet) Members | 22,273 | 23,565 | 24,688 | 25,957 | 27,072 | 28,007 | 28,815 | 29,512 | 29,966 | 30,337 | 31,639 | 4.3 | 3.6 |
| TV(衛星)会員数 | TV (Satellite Auction) Members | 5,098 | 4,599 | 4,248 | 3,921 | 3,651 | 3,486 | 3,291 | 3,101 | 2,894 | 2,623 | 2,468 | ▲ 5.9 | ▲ 7.0 |
| 会場数(JBA除く) | Auction Sites (excl. JBA) | 18 | 17 | 18 | 17 | 17 | 17 | 17 | 17 | 17 | 19 | 19 | 0.0 | 0.5 |
| 従業員数 | Employees | 1,721 | 1,516 | 1,460 | 1,374 | 1,377 | 1,348 | 1,325 | 1,252 | 1,220 | 1,369 | 1,295 | ▲ 5.4 | ▲ 2.8 |

※CIS(インターネット)会員およびTV(衛星)会員への入会条件として現車会員であることが求められるため、CIS(インターネット)会員・TV(衛星)会員は必ず現車会員となります。

※2012.3期以降の自己株式数には、USS従業員持株会専用信託が所有する株式を含めております。

※1株当たりデータ、発行済株式数(自己株式除く)および自己株式数は、株式分割(2013年10月1日効力発生日)を遡及して修正表示しております。

※2015.3期までの当期純利益は、親会社株主に帰属する当期純利益として表示しております。

※「『税効果会計に係る会計基準』の一部改正」(企業会計基準第28号 平成30年2月16日)等を2019.3期から適用しており、2018.3期の資産、負債は遡及して修正表示しております。

* All CIS (Internet) and TV (Satellite Auction) members are also on-site auction members because on-site membership is a requirement for these other two membership categories.

* From the fiscal year ended March 2012, treasury shares includes shares held by the USS Employee Stock Ownership Plan Trust.

* Per Share Information, Number of Shares Issued (excl. Treasury Shares) and Treasury Shares have been retroactively adjusted for the stock split on October 1, 2013.

* Net Income for the period up to the fiscal year ended March 2015 is presented as Profit Attributable to Owners of Parent.

* Partial Amendments to Accounting Standard for Tax Effect Accounting, etc. (ASBJ Statement No. 28, February 16, 2018) are applied from the fiscal year ended March 2019.

The values of assets and liabilities for the fiscal year ended March 2018 are retroactively adjusted.

II-1-(1) 自動車業界関連指標の推移(暦年) Automobile Industry Statistics (Calendar Year)

(単位:千台、% / Unit: Thousand Vehicles, %)

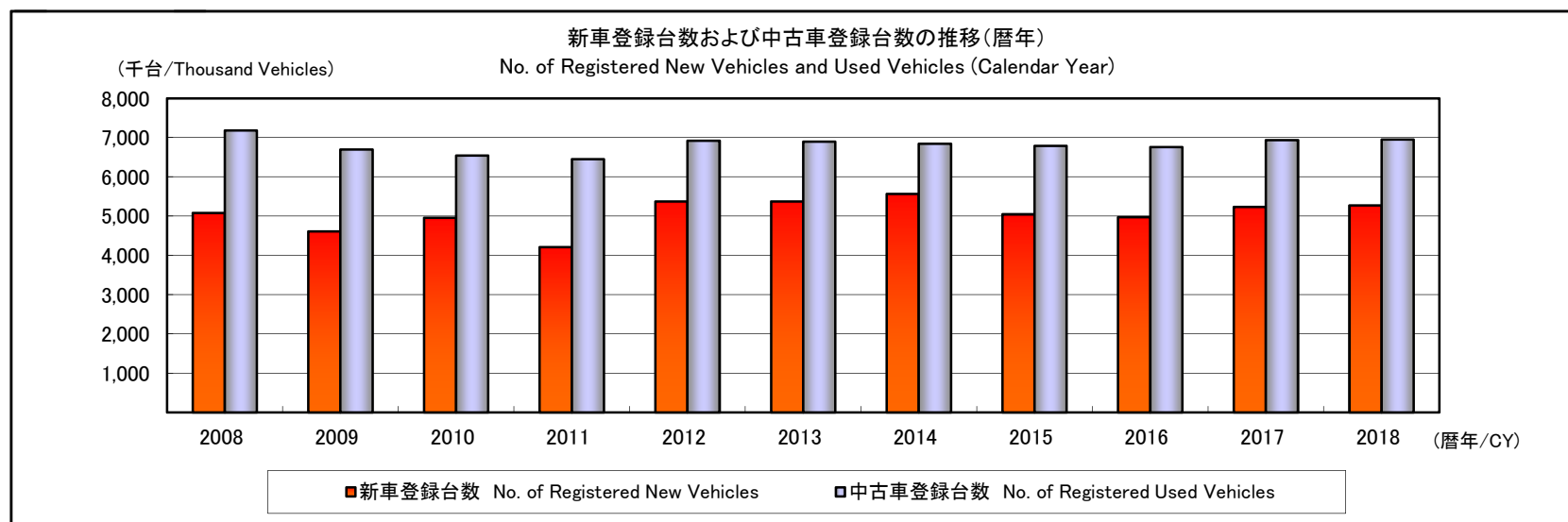
| | | | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|---|---|----------------------------|----------------------------|-------------------|------------------|-------------------|------------------|------------------|------------------|------------------|------------------|-----------------|-----------------|--|
| 新車登録台数 No. of Registered New Vehicles | 登録車 軽自動車 | Ordinary Cars Mini Cars | 3,212 1,869 | 2,921 1,688 | 3,229 1,726 | 2,689 1,521 | 3,390 1,979 | 3,262 2,112 | 3,290 2,272 | 3,150 1,896 | 3,244 1,725 | 3,390 1,843 | 3,347 1,924 | 0.4 0.3 |
| | 合計 (増減率) | Total (YoY changes) | 5,082 (▲ 5.1) | 4,609 (▲ 9.3) | 4,956 (7.5) | 4,210 (▲ 15.0) | 5,369 (27.5) | 5,375 (0.1) | 5,562 (3.5) | 5,046 (▲ 9.3) | 4,970 (▲ 1.5) | 5,234 (5.3) | 5,271 (0.7) | 0.4 - |
| | 中古車登録台数 No. of Registered Used Vehicles | 登録車 軽自動車 | Ordinary Cars Mini Cars | 4,298 2,880 | 4,045 2,652 | 3,933 2,606 | 3,774 2,676 | 4,015 2,903 | 3,892 3,002 | 3,751 3,088 | 3,732 3,054 | 3,762 2,993 | 3,865 3,071 | 3,837 3,113 |
| 合計 (増減率) | Total (YoY changes) | 7,178 (▲ 4.7) | 6,698 (▲ 6.7) | 6,539 (▲ 2.4) | 6,450 (▲ 1.4) | 6,919 (7.3) | 6,895 (▲ 0.3) | 6,840 (▲ 0.8) | 6,786 (▲ 0.8) | 6,756 (▲ 0.5) | 6,937 (2.7) | 6,951 (0.2) | 6,951 (0.2) | ▲ 0.3 - |
| 自動車保有台数 No. of Vehicles Owned | 合計 (増減率) | Total (YoY changes) | 75,531 (▲ 0.2) | 75,327 (▲ 0.3) | 75,364 (0.0) | 75,515 (0.2) | 76,140 (0.8) | 76,634 (0.6) | 77,204 (0.7) | 77,421 (0.3) | 77,769 (0.4) | 78,097 (0.4) | 78,309 (0.3) | 0.4 - |

※軽自動車からバス、トラックまでを含む台数を記載しております。

(出所:(一社)日本自動車販売協会連合会、(一社)日本自動車工業会、(一社)全国軽自動車協会連合会)

* All kinds of vehicles are listed, including light vans, buses, and trucks.

(Sources: Japan Automobile Dealers Association, Japan Automobile Manufacturers Association, Japan Light Motor Vehicle and Motorcycle Association, Inc.)



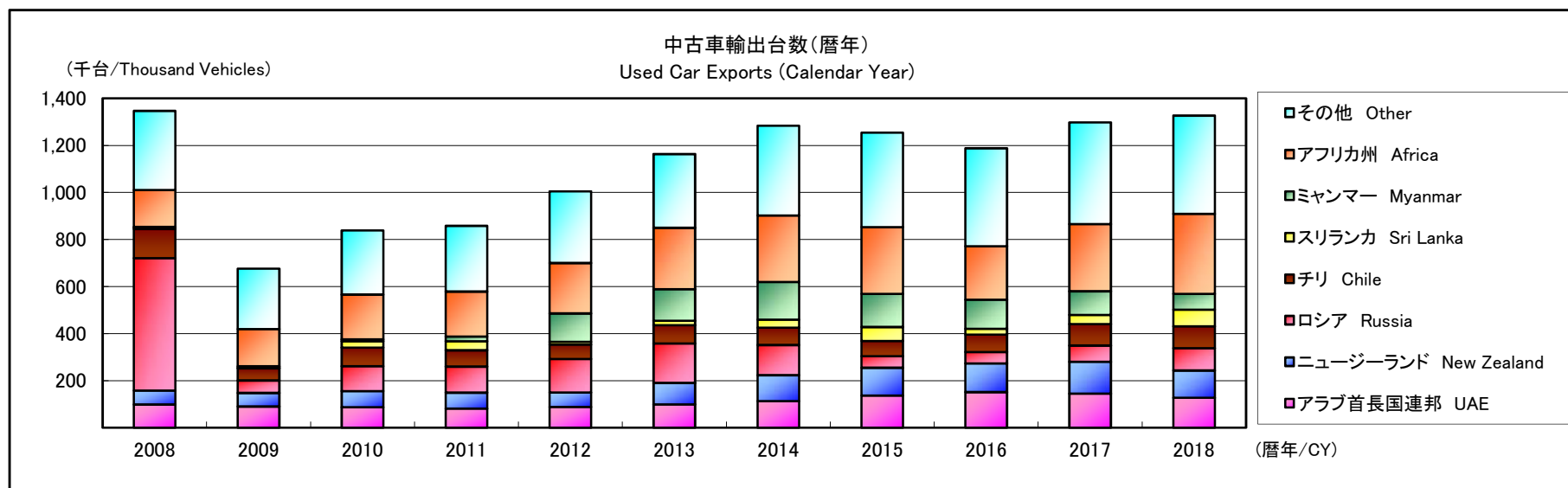
II-1-(2) 中古車輸出台数の推移(暦年) Used Car Exports (Calendar Year)

(単位:千台、% / Unit: Thousand Vehicles, %)

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|----------------------|-------|------|------|------|-------|-------|-------|-------|-------|-------|-------|-----------------------|--|
| アラブ首長国連邦 UAE | 98 | 89 | 86 | 80 | 87 | 98 | 112 | 136 | 151 | 144 | 126 | ▲ 12.2 | 2.6 |
| ニュージーランド New Zealand | 59 | 57 | 68 | 68 | 61 | 91 | 110 | 118 | 122 | 135 | 116 | ▲ 14.2 | 7.0 |
| ロシア Russia | 563 | 53 | 105 | 110 | 142 | 167 | 128 | 49 | 48 | 69 | 95 | 37.7 | ▲ 16.3 |
| チリ Chile | 123 | 51 | 79 | 69 | 61 | 78 | 73 | 64 | 74 | 91 | 92 | 1.2 | ▲ 2.9 |
| スリランカ Sri Lanka | 6 | 2 | 27 | 38 | 11 | 18 | 34 | 59 | 24 | 39 | 70 | 80.9 | 27.9 |
| ミャンマー Myanmar | 2 | 6 | 7 | 19 | 120 | 134 | 160 | 141 | 124 | 100 | 67 | ▲ 32.6 | 37.2 |
| アフリカ州 Africa | 156 | 158 | 190 | 191 | 214 | 260 | 282 | 284 | 227 | 285 | 340 | 19.2 | 8.1 |
| その他 Other | 336 | 256 | 272 | 279 | 304 | 313 | 381 | 401 | 416 | 432 | 417 | ▲ 3.5 | 2.2 |
| 合計 Total | 1,346 | 675 | 838 | 857 | 1,004 | 1,163 | 1,283 | 1,254 | 1,187 | 1,297 | 1,326 | 2.2 | ▲ 0.2 |

(出所:財務省貿易統計)

(Source: Trade Statistics of Japan Ministry of Finance)

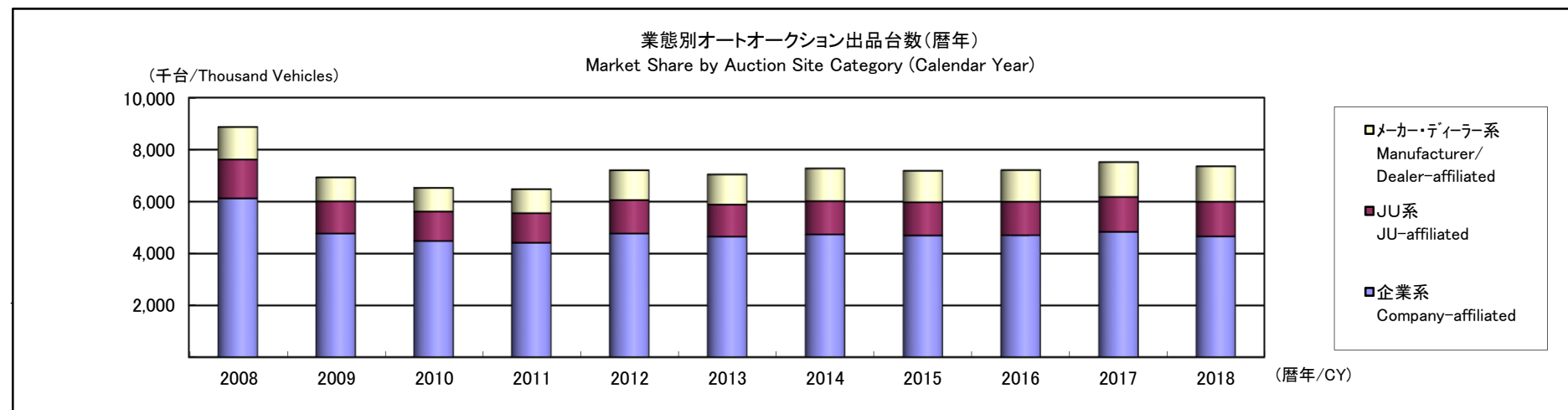


II-1-(3) 業態別オートオークション出品台数(暦年) Market Share by Auction Site Category (Calendar Year)

(単位:千台、% / Unit: No. of Thousand Vehicles, %)

| | | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|-------------|---|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------------|--|
| 企業系 | Company-affiliated (構成比) (Share) | 6,123 (69.0) | 4,773 (68.8) | 4,488 (68.7) | 4,417 (68.2) | 4,777 (66.3) | 4,653 (66.0) | 4,742 (65.2) | 4,699 (65.4) | 4,708 (65.2) | 4,840 (64.3) | 4,665 (63.4) | ▲ 3.6 | ▲ 2.7 |
| JU系 | JU-affiliated (構成比) (Share) | 1,495 (16.9) | 1,239 (17.9) | 1,131 (17.3) | 1,142 (17.6) | 1,285 (17.8) | 1,236 (17.6) | 1,276 (17.5) | 1,279 (17.8) | 1,290 (17.9) | 1,339 (17.8) | 1,336 (18.1) | ▲ 0.2 | ▲ 1.1 |
| メーカー・ディーラー系 | Manufacturer/Dealer-affiliated (構成比) (Share) | 1,254 (14.1) | 925 (13.3) | 914 (14.0) | 922 (14.2) | 1,147 (15.9) | 1,155 (16.4) | 1,258 (17.3) | 1,207 (16.8) | 1,215 (16.9) | 1,343 (17.9) | 1,360 (18.5) | 1.3 | 0.8 |
| 合計 | Total | 8,873 | 6,938 | 6,534 | 6,482 | 7,210 | 7,045 | 7,277 | 7,186 | 7,215 | 7,523 | 7,362 | ▲ 2.1 | ▲ 1.8 |

(出所:(株)ユーストカー)
(Source: USED CAR Co., Ltd.)



企業系.....オークション会場の経営を主業とする企業により運営されている会場
 JU系.....(一社)日本中古自動車販売協会連合会傘下の各都道府県中古自動車販売商工組合により運営されている会場
 メーカー・ディーラー系.....自動車メーカーおよびその関連会社またはメーカー系ディーラーにより運営される会場
 Company-affiliated.....Sites operated by a company engaged primarily in the auto auction business.
 JU-affiliated.....Sites operated by prefectural used car sales associations of JAPAN USED CAR DEALERS ASSOCIATION.
 Manufacturer/Dealer-affiliated.....Sites operated by auto manufacturers, their subsidiaries or dealers.

II-1-(4) オートオークション業界グループ別出品台数シェア(暦年) Market Share by Auto Auction Industry Group (Calendar Year)

(単位:千台、% / Unit:No.of Thousand Vehicles, %)

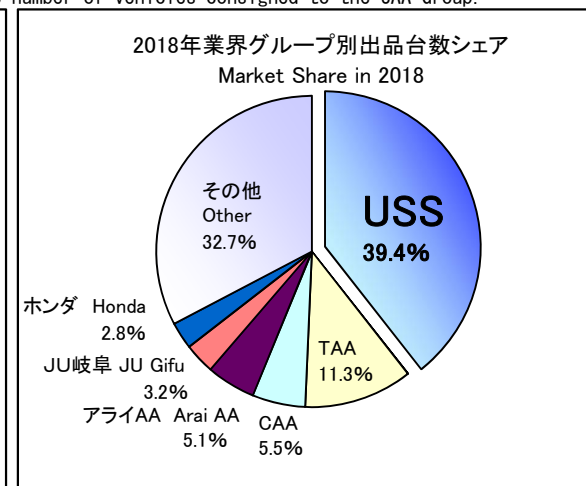
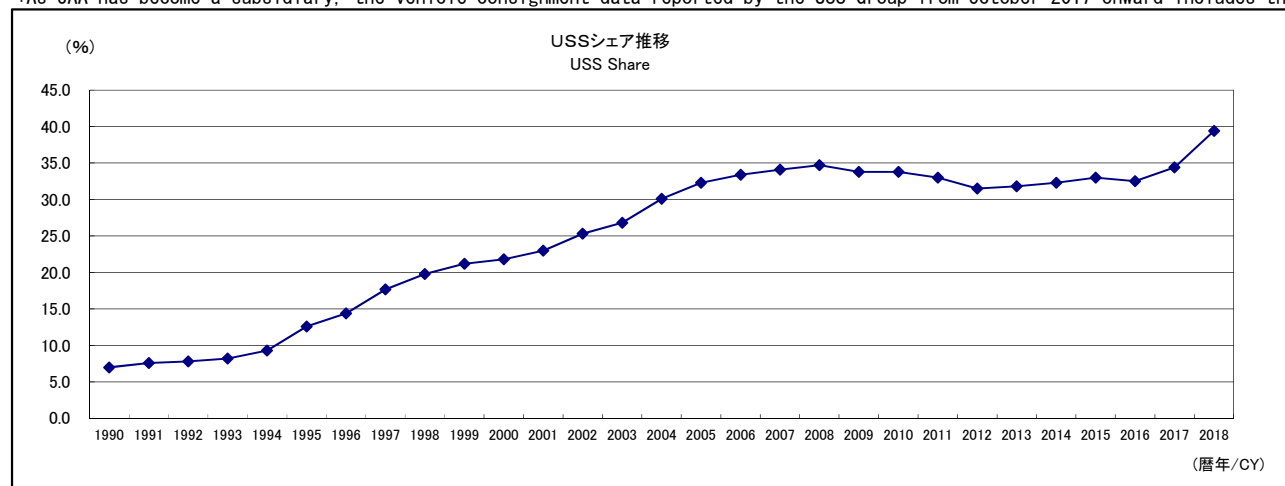
| グループ名 Group Name | 2008 | | 2009 | | 2010 | | 2011 | | 2012 | | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 過去10年 平均増減率 Avg YoY Change (10 year period) | |
|------------------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|--|--------------|
| | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share |
| USS | 3,080 | 34.7 | 2,347 | 33.8 | 2,209 | 33.8 | 2,137 | 33.0 | 2,269 | 31.5 | 2,238 | 31.8 | 2,347 | 32.3 | 2,374 | 33.0 | 2,345 | 32.5 | 2,586 | 34.4 | 2,900 | 39.4 | ▲ 0.6 | 0.5p |
| JAA | 716 | 8.1 | 583 | 8.4 | 578 | 8.8 | 580 | 9.0 | 621 | 8.6 | 617 | 8.8 | 598 | 8.2 | 612 | 8.5 | 638 | 8.9 | 491 | 6.5 | - | - | - | - |
| TAA | 759 | 8.6 | 551 | 7.9 | 544 | 8.3 | 536 | 8.3 | 697 | 9.7 | 678 | 9.6 | 721 | 9.9 | 708 | 9.9 | 723 | 10.0 | 810 | 10.8 | 831 | 11.3 | 0.9 | 0.3p |
| CAA | 541 | 6.1 | 413 | 6.0 | 398 | 6.1 | 425 | 6.6 | 473 | 6.6 | 452 | 6.4 | 432 | 5.9 | 378 | 5.3 | 393 | 5.5 | 409 | 5.4 | 406 | 5.5 | ▲ 2.8 | ▲ 0.1p |
| アライAA AraiAA | 392 | 4.4 | 309 | 4.5 | 292 | 4.5 | 278 | 4.3 | 330 | 4.6 | 346 | 4.9 | 355 | 4.9 | 344 | 4.8 | 344 | 4.8 | 365 | 4.9 | 374 | 5.1 | ▲ 0.5 | 0.1p |
| JU岐阜 JU Gifu | 230 | 2.6 | 208 | 3.0 | 183 | 2.8 | 187 | 2.9 | 208 | 2.9 | 191 | 2.7 | 191 | 2.6 | 207 | 2.9 | 220 | 3.1 | 232 | 3.1 | 238 | 3.2 | 0.4 | 0.1p |
| ホンダ Honda | 164 | 1.9 | 127 | 1.8 | 132 | 2.0 | 136 | 2.1 | 174 | 2.4 | 186 | 2.7 | 233 | 3.2 | 188 | 2.6 | 190 | 2.6 | 204 | 2.7 | 205 | 2.8 | 2.3 | 0.1p |
| その他 Other | 2,988 | 33.6 | 2,398 | 34.6 | 2,195 | 33.7 | 2,200 | 33.8 | 2,436 | 33.7 | 2,333 | 33.1 | 2,396 | 33.0 | 2,370 | 33.0 | 2,358 | 32.6 | 2,422 | 32.2 | 2,406 | 32.7 | ▲ 2.1 | ▲ 0.1p |
| 業界合計 Industry Total | 8,873 | 100.0 | 6,938 | 100.0 | 6,534 | 100.0 | 6,482 | 100.0 | 7,210 | 100.0 | 7,045 | 100.0 | 7,277 | 100.0 | 7,186 | 100.0 | 7,215 | 100.0 | 7,523 | 100.0 | 7,362 | 100.0 | ▲ 1.8 | - |

(出所:(株)ユーストカー)

(Source: USED CAR Co., Ltd.)

※株式会社ジェイ・エー・エーの子会社化に伴い、2017年10月以降のJAAグループの出品台数を、USSグループに含めております。

*As JAA has become a subsidiary, the vehicle consignment data reported by the USS Group from October 2017 onward includes the number of vehicles consigned to the JAA Group.



Ⅱ-1-(5) オートオークション会場出品台数ランキング(暦年) Ranking of Auto Auction Sites by Number of Consigned Vehicles (Calendar Year)

(単位:台、%、千円 / Unit:No. of Vehicles, %, Thousand Yen)

| 2018年 順位 2018 Ranking | 会場名 Site Name | 出品台数 No. of Consigned Vehicles | | | 成約台数 No. of Contracted Vehicles | 成約率 Contract Completion Rate | 1台当たり 平均成約金額 Average Price per Contracted Vehicle | 1開催平均出品台数 Average No. of Consigned Vehicles per Auction | 2017年 順位 2017 Ranking |
|--------------------------------|--|-----------------------------------|---------|--------------------|---------------------------------------|---------------------------------------|--|---|--------------------------------|
| | | 2018 | 2017 | 増減率 YoY Changes | | | | | |
| 1 | USS東京 USS Tokyo | 638,750 | 649,830 | ▲ 1.7 | 443,844 | 69.5 | 926 | 13,036 | 1 |
| 2 | USS名古屋 USS Nagoya | 496,916 | 513,138 | ▲ 3.2 | 276,811 | 55.7 | 1,080 | 10,141 | 2 |
| 3 | HAA神戸 HAA Kobe | 341,374 | 472,346 | ▲ 27.7 | 176,007 | 51.6 | 736 | 6,967 | 3 |
| 4 | JU岐阜 JU Gifu | 238,709 | 232,754 | 2.6 | 111,075 | 46.5 | 454 | 4,973 | 4 |
| 5 | CAA中部 CAA Chubu | 193,766 | 187,561 | 3.3 | 140,102 | 72.3 | 639 | 4,037 | 5 |
| 6 | アライAA小山/バントラ Arai AA Oyama(Vans & Trucks) | 190,119 | 187,200 | 1.6 | 114,400 | 60.2 | 808 | 3,961 | 6 |
| 7 | USS横浜 USS Yokohama | 180,965 | 186,180 | ▲ 2.8 | 121,047 | 66.9 | 735 | 3,693 | 7 |
| 8 | USS九州 USS Kyushu | 175,747 | 182,016 | ▲ 3.4 | 108,559 | 61.8 | 547 | 3,587 | 8 |
| 9 | MIRIVE MIRIVE | 167,938 | 144,620 | 16.1 | 128,933 | 76.8 | 460 | 3,427 | 10 |
| 10 | USS大阪 USS Osaka | 162,894 | 128,384 | 26.9 | 92,843 | 57.0 | 613 | 3,324 | 15 |

※(株)ユーストカーのデータを基に、現車オークション会場のみを対象としております。

* The above ranking includes only on-site auction and is based on the data provided by USED CAR Co., Ltd.

Ⅱ-1-1(6) 地域別オートオークション会場出品台数ランキング(暦年) Ranking of Auto Auction Sites by Number of Consigned Vehicles by Area (Calendar Year)

(単位:台、% / Unit:No. of Vehicles, %)

| 北海道地区 Hokkaido | | | | |
|----------------|------------------|-----------------------------------|--------------------------|---------|
| ■出品台数 | | No. of Consigned Vehicles | | 264,094 |
| ■出品シェア | | No. of Consigned Vehicles Share | | 3.6 |
| 順位 Ranking | 会場名 Site Name | 出品台数 No. of Consigned Vehicles | シェア Share in the Area | |
| 1 | USS札幌 | USS Sapporo | 144,319 | 54.6 |
| 2 | TAA北海道 | TAA Hokkaido | 37,628 | 14.2 |
| 3 | JU札幌 | JU Sapporo | 33,272 | 12.6 |
| - | USSグループ計 | USS Group | 144,319 | 54.6 |

| 東北地区 Tohoku | | | | |
|---------------|------------------|-----------------------------------|--------------------------|---------|
| ■出品台数 | | No. of Consigned Vehicles | | 330,875 |
| ■出品シェア | | No. of Consigned Vehicles Share | | 4.5 |
| 順位 Ranking | 会場名 Site Name | 出品台数 No. of Consigned Vehicles | シェア Share in the Area | |
| 1 | JU宮城 | JU Miyagi | 77,719 | 23.5 |
| 2 | TAA東北 | TAA Tohoku | 67,617 | 20.4 |
| 3 | USS東北 | USS Tohoku | 61,147 | 18.5 |
| - | USSグループ計 | USS Group | 61,147 | 18.5 |

| 関東・甲信越地区 Kanto・Koshinetsu | | | | |
|---------------------------|------------------|-----------------------------------|--------------------------|-----------|
| ■出品台数 | | No. of Consigned Vehicles | | 2,601,404 |
| ■出品シェア | | No. of Consigned Vehicles Share | | 35.3 |
| 順位 Ranking | 会場名 Site Name | 出品台数 No. of Consigned Vehicles | シェア Share in the Area | |
| 1 | USS東京 | USS Tokyo | 638,750 | 24.6 |
| 2 | アライAA小山 パントラ | Arai AA Oyama (Vans & Trucks) | 190,119 | 7.3 |
| 3 | USS横浜 | USS Yokohama | 180,965 | 7.0 |
| - | USSグループ計 | USS Group | 1,085,392 | 41.7 |

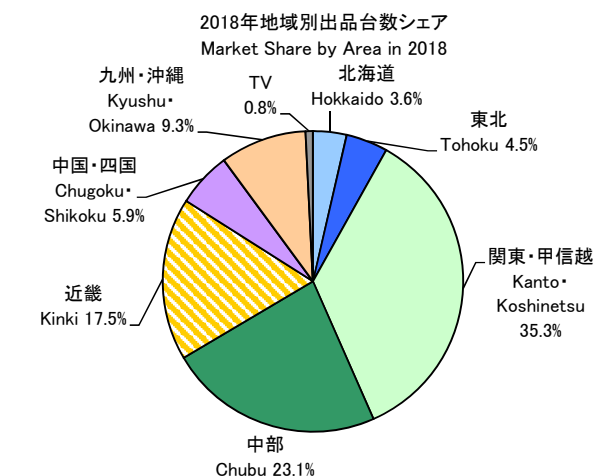
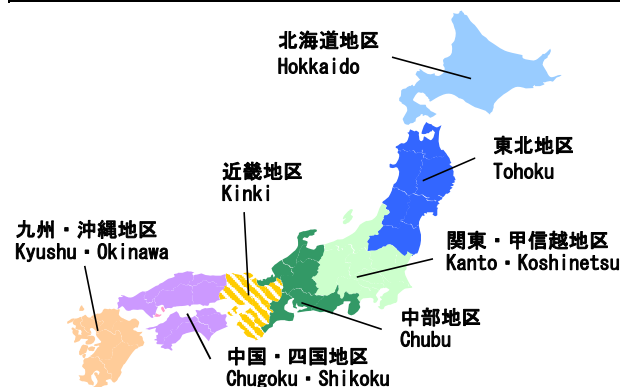
| 中部地区 Chubu | | | | |
|---------------|------------------|-----------------------------------|--------------------------|-----------|
| ■出品台数 | | No. of Consigned Vehicles | | 1,699,370 |
| ■出品シェア | | No. of Consigned Vehicles Share | | 23.1 |
| 順位 Ranking | 会場名 Site Name | 出品台数 No. of Consigned Vehicles | シェア Share in the Area | |
| 1 | USS名古屋 | USS Nagoya | 496,916 | 29.2 |
| 2 | JU岐阜 | JU Gifu | 238,709 | 14.0 |
| 3 | CAA中部 | CAA Chubu | 193,766 | 11.4 |
| - | USSグループ計 | USS Group | 734,933 | 43.2 |

| 近畿地区 Kinki | | | | |
|---------------|------------------|-----------------------------------|--------------------------|-----------|
| ■出品台数 | | No. of Consigned Vehicles | | 1,285,620 |
| ■出品シェア | | No. of Consigned Vehicles Share | | 17.5 |
| 順位 Ranking | 会場名 Site Name | 出品台数 No. of Consigned Vehicles | シェア Share in the Area | |
| 1 | HAA神戸 | HAA Kobe | 341,374 | 26.6 |
| 2 | USS大阪 | USS Osaka | 162,894 | 12.7 |
| 3 | TAA近畿 | TAA Kinki | 127,328 | 9.9 |
| - | USSグループ計 | USS Group | 585,223 | 45.5 |

| 中国・四国地区 Chugoku・Shikoku | | | | |
|-------------------------|------------------|-----------------------------------|--------------------------|---------|
| ■出品台数 | | No. of Consigned Vehicles | | 436,900 |
| ■出品シェア | | No. of Consigned Vehicles Share | | 5.9 |
| 順位 Ranking | 会場名 Site Name | 出品台数 No. of Consigned Vehicles | シェア Share in the Area | |
| 1 | LAA岡山 | LAA Okayama | 77,940 | 17.8 |
| 2 | TAA広島 | TAA Hiroshima | 75,065 | 17.2 |
| 3 | USS岡山 | USS Okayama | 72,980 | 16.7 |
| - | USSグループ計 | USS Group | 72,980 | 16.7 |

| 九州・沖縄地区 Kyushu・Okinawa | | | | |
|------------------------|------------------|-----------------------------------|--------------------------|---------|
| ■出品台数 | | No. of Consigned Vehicles | | 682,524 |
| ■出品シェア | | No. of Consigned Vehicles Share | | 9.3 |
| 順位 Ranking | 会場名 Site Name | 出品台数 No. of Consigned Vehicles | シェア Share in the Area | |
| 1 | USS九州 | USS Kyushu | 175,747 | 25.7 |
| 2 | TAA九州 | TAA Kyushu | 104,980 | 15.4 |
| 3 | KCAA福岡 | KCAA Fukuoka | 84,740 | 12.4 |
| - | USSグループ計 | USS Group | 216,238 | 31.7 |

(出所:(株)ユーストカー)
(Source: USED CAR Co., Ltd.)



II-1-(7) 二輪車業界関連指標の推移(暦年) Motorcycle Industry Statistics (Calendar Year)

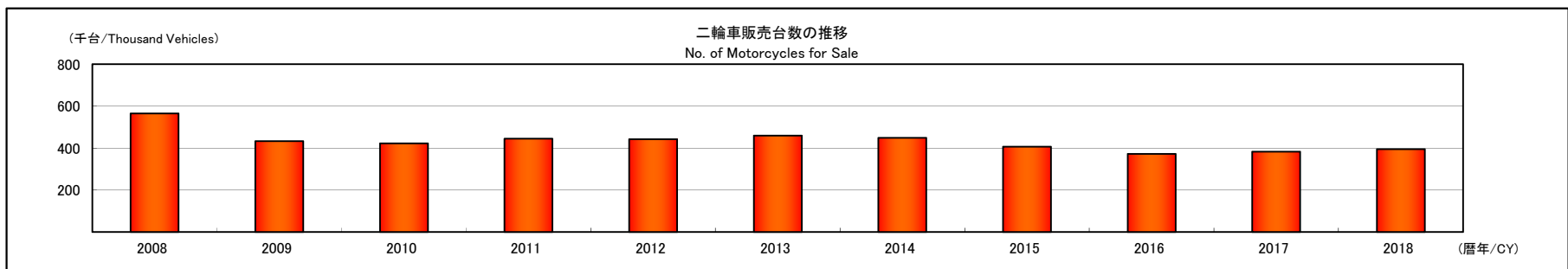
<二輪車販売台数の推移 No. of Motorcycles for Sale>

(単位:千台、% / Unit: No. of Thousand Vehicles, %)

| | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|--|----------------|----------------|---------------|--------------|---------------|--------------|---------------|---------------|---------------|--------------|--------------|--|
| 二輪車販売台数 No. of Motorcycles for Sale (増減率) (YoY Changes) | 565 (▲21.6) | 433 (▲23.4) | 423 (▲2.3) | 445 (5.1) | 442 (▲0.6) | 460 (4.1) | 449 (▲2.4) | 406 (▲9.6) | 372 (▲8.3) | 383 (2.9) | 395 (3.2) | ▲3.5 |

(出所: (一社)日本自動車工業会、(一社)全国軽自動車協会連合会)

(Source: Japan Automobile Manufacturers Association, Japan Light Motor Vehicle and Motorcycle Association, Inc.)



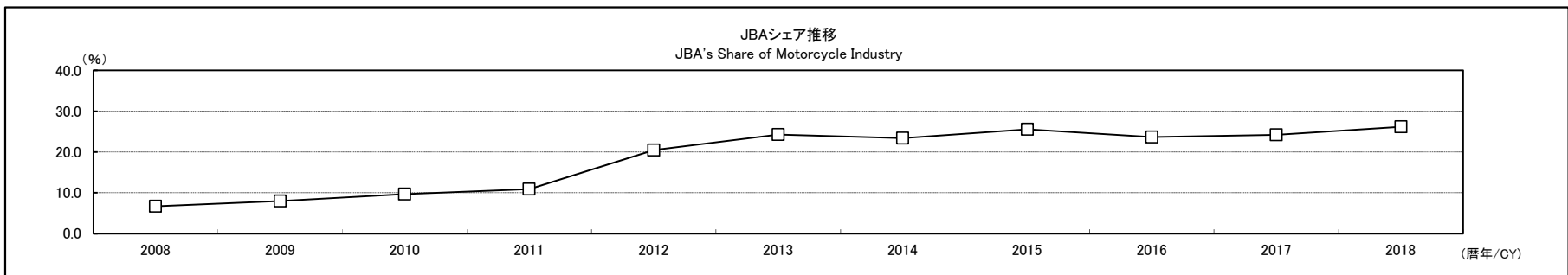
<バイクオークション業界出品台数およびJBA出品台数の推移 No. of Motorcycles Consigned>

(単位:千台、% / Unit: No. of Thousand Vehicles, %)

| | 2008 | | 2009 | | 2010 | | 2011 | | 2012 | | 2013 | | 2014 | | 2015 | | 2016 | | 2017 | | 2018 | | 過去10年 平均増減率 Avg YoY Change (10 year period) | |
|------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|----------------|--------------|--|-------|
| | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | 台数 Vehicles | シェア Share | | |
| JBA | 30 | 6.7 | 36 | 8.0 | 43 | 9.7 | 47 | 10.9 | 88 | 20.5 | 103 | 24.3 | 102 | 23.4 | 115 | 25.6 | 105 | 23.7 | 108 | 24.2 | 118 | 26.2 | 14.4 | 2.0p |
| その他 | 425 | 93.3 | 424 | 92.0 | 409 | 90.3 | 388 | 89.1 | 343 | 79.5 | 322 | 75.7 | 335 | 76.6 | 334 | 74.4 | 341 | 76.3 | 340 | 75.8 | 332 | 73.8 | ▲2.5 | ▲2.0p |
| 業界合計 | 456 | 100.0 | 461 | 100.0 | 453 | 100.0 | 435 | 100.0 | 431 | 100.0 | 425 | 100.0 | 437 | 100.0 | 449 | 100.0 | 446 | 100.0 | 448 | 100.0 | 450 | 100.0 | ▲0.1 | - |

(出所: (株)二輪車新聞社)

(Source: nirinshasinbun Inc.)



II-2-(1) USS会場別オートオークション実績(年度) Auto Auction Results at USS Auction Sites (Fiscal Year)

(単位:回、台、% / Unit: No. of Auctions, No. of Vehicles, %)

| 会場名 Site Name | 開催数 No. of Auctions | | 出品台数 No. of Consigned Vehicles | | | 成約台数 No. of Contracted Vehicles | | | 成約率 Contract Completion Rate | |
|------------------|------------------------|--------|-----------------------------------|-----------|--------------------|------------------------------------|-----------|--------------------|---------------------------------|--------|
| | 2019.3 | 2018.3 | 2019.3 | 2018.3 | 増減率 YoY Changes | 2019.3 | 2018.3 | 増減率 YoY Changes | 2019.3 | 2018.3 |
| 東京 Tokyo | 49 | 49 | 658,344 | 633,408 | 3.9 | 454,142 | 439,960 | 3.2 | 69.0 | 69.5 |
| 名古屋 Nagoya | 49 | 49 | 498,213 | 500,172 | ▲ 0.4 | 273,082 | 280,275 | ▲ 2.6 | 54.8 | 56.0 |
| 横浜 Yokohama | 49 | 49 | 184,752 | 181,838 | 1.6 | 120,197 | 121,416 | ▲ 1.0 | 65.1 | 66.8 |
| 九州 Kyushu | 49 | 49 | 181,153 | 183,811 | ▲ 1.4 | 109,144 | 114,034 | ▲ 4.3 | 60.2 | 62.0 |
| 大阪 Osaka | 49 | 49 | 177,167 | 130,519 | 35.7 | 97,655 | 77,435 | 26.1 | 55.1 | 59.3 |
| 札幌 Sapporo | 49 | 49 | 148,218 | 139,886 | 6.0 | 97,557 | 91,779 | 6.3 | 65.8 | 65.6 |
| R-名古屋 R-Nagoya | 49 | 49 | 143,056 | 137,263 | 4.2 | 120,027 | 114,571 | 4.8 | 83.9 | 83.5 |
| 静岡 Shizuoka | 49 | 49 | 89,485 | 84,321 | 6.1 | 59,943 | 55,469 | 8.1 | 67.0 | 65.8 |
| 神戸 Kobe | 49 | 49 | 84,203 | 73,410 | 14.7 | 48,773 | 41,855 | 16.5 | 57.9 | 57.0 |
| 岡山 Okayama | 49 | 49 | 76,131 | 73,024 | 4.3 | 51,401 | 49,872 | 3.1 | 67.5 | 68.3 |
| 東北 Tohoku | 49 | 49 | 62,537 | 62,753 | ▲ 0.3 | 45,616 | 45,763 | ▲ 0.3 | 72.9 | 72.9 |
| 群馬 Gunma | 49 | 49 | 57,520 | 63,216 | ▲ 9.0 | 38,838 | 42,290 | ▲ 8.2 | 67.5 | 66.9 |
| 埼玉 Saitama | 49 | 49 | 49,518 | 53,960 | ▲ 8.2 | 29,232 | 31,360 | ▲ 6.8 | 59.0 | 58.1 |
| 新潟 Niigata | 49 | 49 | 43,358 | 42,454 | 2.1 | 19,687 | 19,123 | 2.9 | 45.4 | 45.0 |
| 福岡 Fukuoka | 49 | 49 | 42,234 | 39,361 | 7.3 | 26,670 | 21,971 | 21.4 | 63.1 | 55.8 |
| 北陸 Hokuriku | 49 | 49 | 16,505 | 14,220 | 16.1 | 10,488 | 8,853 | 18.5 | 63.5 | 62.3 |
| JAA JAA | 49 | 25 | 108,980 | 68,925 | - | 65,359 | 41,145 | - | 60.0 | - |
| HAA神戸 HAA Kobe | 48 | 25 | 308,753 | 217,469 | - | 158,180 | 112,827 | - | 51.2 | - |
| 総合計 Total | 881 | 834 | 2,930,127 | 2,700,010 | 8.5 | 1,825,991 | 1,709,998 | 6.8 | 62.3 | 63.3 |

| | | | | | | | | |
|--|---------|---------|------|---------|---------|------|------|------|
| 総合計のうち低額車取扱台数 Reusable Vehicle Auction Data | 672,693 | 609,771 | 10.3 | 545,686 | 486,058 | 12.3 | 81.1 | 79.7 |
|--|---------|---------|------|---------|---------|------|------|------|

※低額車とは、年式が古く多走行の車をいいます。

※2017年10月よりJAA、HAA神戸の実績を含めております。

※JBAの実績は含めておりません。

*A reusable vehicle is an old vehicle with high mileage.

*The figures in this page include JAA and HAA Kobe from October 2017 onward.

*The figures in this page do not include JBA data.

Ⅱ-2-(2) USSオートオークション月次推移(年度) Monthly USS Auto Auction Results (Fiscal Year)

(単位: 台、% / Unit: No. of Vehicles, %)

| | | 4月 Apr | 5月 May | 6月 Jun | 7月 Jul | 8月 Aug | 9月 Sep | 上期 First Half | 10月 Oct | 11月 Nov | 12月 Dec | 1月 Jan | 2月 Feb | 3月 Mar | 下期 Second Half | 年度 Fiscal Year |
|--|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|------------------|------------|------------|------------|-----------|-----------|-----------|-------------------|-------------------|
| 出品台数 No. of Consigned Vehicles | 2017.3 | 233,303 | 165,327 | 195,240 | 186,899 | 141,275 | 201,229 | 1,123,273 | 186,409 | 197,643 | 174,983 | 172,609 | 209,027 | 289,592 | 1,230,263 | 2,353,536 |
| | 増減率 YoY Changes | ▲ 2.8 | ▲ 8.4 | 3.8 | ▲ 6.0 | ▲ 1.6 | 2.4 | ▲ 2.1 | ▲ 15.9 | 5.1 | 1.0 | ▲ 4.1 | 0.3 | 5.3 | ▲ 1.3 | ▲ 1.7 |
| | 2018.3 | 234,454 | 183,593 | 218,888 | 195,997 | 169,623 | 209,872 | 1,212,427 | 238,322 | 250,552 | 214,426 | 201,672 | 244,650 | 337,961 | 1,487,583 | 2,700,010 |
| | 増減率 YoY Changes | 0.5 | 11.0 | 12.1 | 4.9 | 20.1 | 4.3 | 7.9 | 27.8 | 26.8 | 22.5 | 16.8 | 17.0 | 16.7 | 20.9 | 14.7 |
| | 2019.3 | 266,046 | 232,114 | 254,075 | 224,212 | 206,245 | 234,019 | 1,416,711 | 234,741 | 257,451 | 207,046 | 224,051 | 262,464 | 327,663 | 1,513,416 | 2,930,127 |
| | 増減率 YoY Changes | 13.5 | 26.4 | 16.1 | 14.4 | 21.6 | 11.5 | 16.8 | ▲ 1.5 | 2.8 | ▲ 3.4 | 11.1 | 7.3 | ▲ 3.0 | 1.7 | 8.5 |
| 成約台数 No. of Contracted Vehicles | 2017.3 | 140,412 | 109,067 | 127,811 | 122,962 | 93,386 | 133,187 | 726,825 | 121,245 | 126,888 | 110,392 | 109,986 | 135,605 | 177,902 | 782,018 | 1,508,843 |
| | 増減率 YoY Changes | ▲ 3.9 | ▲ 6.7 | ▲ 0.2 | ▲ 8.6 | ▲ 5.8 | 2.5 | ▲ 3.7 | ▲ 17.2 | 3.9 | ▲ 0.9 | ▲ 6.8 | ▲ 0.2 | 2.2 | ▲ 3.2 | ▲ 3.4 |
| | 2018.3 | 138,362 | 116,398 | 138,964 | 127,444 | 112,434 | 139,118 | 772,720 | 152,222 | 157,094 | 130,815 | 129,500 | 157,319 | 210,328 | 937,278 | 1,709,998 |
| | 増減率 YoY Changes | ▲ 1.5 | 6.7 | 8.7 | 3.6 | 20.4 | 4.5 | 6.3 | 25.5 | 23.8 | 18.5 | 17.7 | 16.0 | 18.2 | 19.9 | 13.3 |
| | 2019.3 | 159,017 | 147,501 | 158,657 | 143,599 | 131,988 | 152,066 | 892,828 | 152,009 | 161,603 | 123,834 | 136,324 | 161,389 | 198,004 | 933,163 | 1,825,991 |
| | 増減率 YoY Changes | 14.9 | 26.7 | 14.2 | 12.7 | 17.4 | 9.3 | 15.5 | ▲ 0.1 | 2.9 | ▲ 5.3 | 5.3 | 2.6 | ▲ 5.9 | ▲ 0.4 | 6.8 |
| 成約率 Contract Completion Rate | 2017.3 | 60.2 | 66.0 | 65.5 | 65.8 | 66.1 | 66.2 | 64.7 | 65.0 | 64.2 | 63.1 | 63.7 | 64.9 | 61.4 | 63.6 | 64.1 |
| | 2018.3 | 59.0 | 63.4 | 63.5 | 65.0 | 66.3 | 66.3 | 63.7 | 63.9 | 62.7 | 61.0 | 64.2 | 64.3 | 62.2 | 63.0 | 63.3 |
| | 2019.3 | 59.8 | 63.5 | 62.4 | 64.0 | 64.0 | 65.0 | 63.0 | 64.8 | 62.8 | 59.8 | 60.8 | 61.5 | 60.4 | 61.7 | 62.3 |

※2017年10月よりJAA、HAA神戸の実績を含めております。

※JBAの実績は含めておりません。

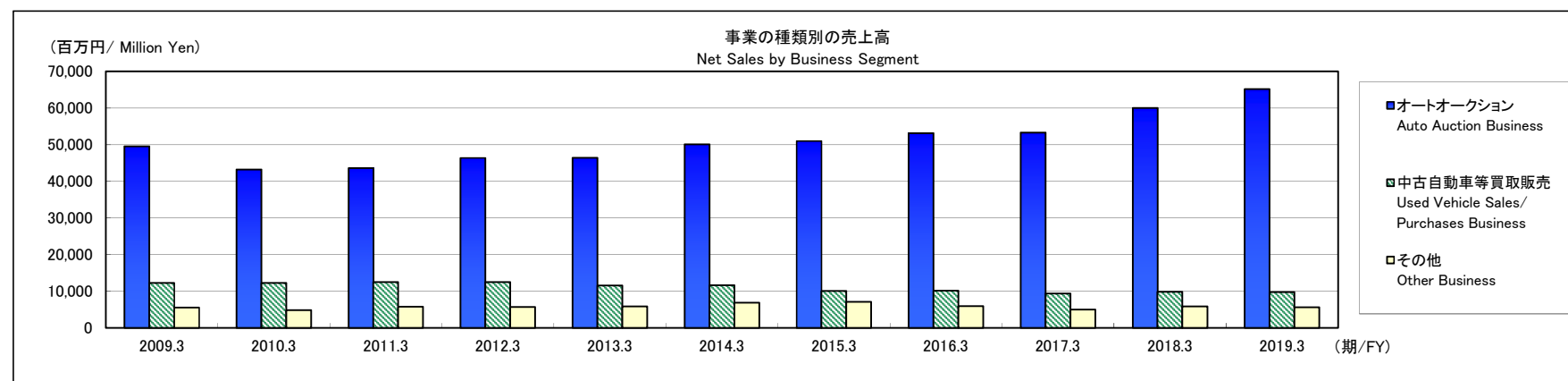
*The figures in this page include JAA and HAA Kobe from October 2017 onward.

*The figures in this page do not include JBA data.

Ⅲ-1-(1) 事業の種類別セグメントの状況 Segment Information by Business Category

(単位:百万円、% / Unit: Million Yen, %)

| | | | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|---|----------|------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|--|
| オートオークション Auto Auction Business | 売上高 | Net Sales | 49,571 | 43,232 | 43,581 | 46,373 | 46,398 | 50,084 | 50,981 | 53,150 | 53,311 | 60,025 | 65,141 | 8.5 | 2.8 |
| | 営業利益 | Operating Profit | 22,428 | 21,014 | 23,372 | 27,156 | 28,365 | 31,130 | 32,116 | 33,560 | 31,869 | 35,131 | 36,323 | 3.4 | 4.9 |
| | 営業利益率 | Operating Margin | 45.2 | 48.6 | 53.6 | 58.6 | 61.1 | 62.2 | 63.0 | 63.1 | 59.8 | 58.5 | 55.8 | - | - |
| 中古自動車等買取販売 Used Vehicle Sales/ Purchases Business | 売上高 | Net Sales | 12,265 | 12,225 | 12,496 | 12,477 | 11,545 | 11,622 | 10,084 | 10,097 | 9,373 | 9,827 | 9,701 | ▲ 1.3 | ▲ 2.3 |
| | 営業利益 | Operating Profit | 170 | 413 | 674 | 610 | 588 | 724 | 464 | 485 | 202 | 171 | 116 | ▲ 32.2 | ▲ 3.7 |
| | 営業利益率 | Operating Margin | 1.4 | 3.4 | 5.4 | 4.9 | 5.1 | 6.2 | 4.6 | 4.8 | 2.2 | 1.7 | 1.2 | - | - |
| その他 Other Business | 売上高 | Net Sales | 5,535 | 4,835 | 5,747 | 5,695 | 5,793 | 6,854 | 7,105 | 5,920 | 5,006 | 5,827 | 5,559 | ▲ 4.6 | 0.0 |
| | 営業利益(損失) | Operating Profit(Loss) | ▲ 329 | 196 | 168 | 11 | 223 | 692 | 675 | 237 | 111 | 665 | 583 | ▲ 12.3 | - |
| | 営業利益率 | Operating Margin | ▲ 6.0 | 4.1 | 2.9 | 0.2 | 3.9 | 10.1 | 9.5 | 4.0 | 2.2 | 11.4 | 10.5 | - | - |
| 計 Grand Total | 売上高 | Net Sales | 67,372 | 60,293 | 61,825 | 64,545 | 63,736 | 68,561 | 68,170 | 69,168 | 67,690 | 75,679 | 80,401 | 6.2 | 1.8 |
| | 営業利益 | Operating Profit | 22,270 | 21,624 | 24,215 | 27,778 | 29,177 | 32,546 | 33,256 | 34,283 | 32,183 | 35,968 | 37,023 | 2.9 | 5.2 |
| | 営業利益率 | Operating Margin | 33.1 | 35.9 | 39.2 | 43.0 | 45.8 | 47.5 | 48.8 | 49.6 | 47.5 | 47.5 | 46.0 | - | - |
| 消去または全社 Elimination of Inter-segment Transactions | 売上高 | Net Sales | ▲ 822 | ▲ 444 | ▲ 407 | ▲ 536 | ▲ 492 | ▲ 612 | ▲ 704 | ▲ 560 | ▲ 511 | ▲ 526 | ▲ 493 | - | - |
| | 営業利益 | Operating Profit | 298 | 315 | 116 | 174 | 127 | 133 | 155 | 208 | 213 | 103 | 99 | - | - |
| | 営業利益率 | Operating Margin | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 連結 Consolidated Total | 売上高 | Net Sales | 66,549 | 59,849 | 61,417 | 64,009 | 63,243 | 67,949 | 67,466 | 68,607 | 67,179 | 75,153 | 79,908 | 6.3 | 1.8 |
| | 営業利益 | Operating Profit | 22,568 | 21,940 | 24,332 | 27,952 | 29,304 | 32,680 | 33,411 | 34,491 | 32,396 | 36,071 | 37,123 | 2.9 | 5.1 |
| | 営業利益率 | Operating Margin | 33.9 | 36.7 | 39.6 | 43.7 | 46.3 | 48.1 | 49.5 | 50.3 | 48.2 | 48.0 | 46.5 | - | - |

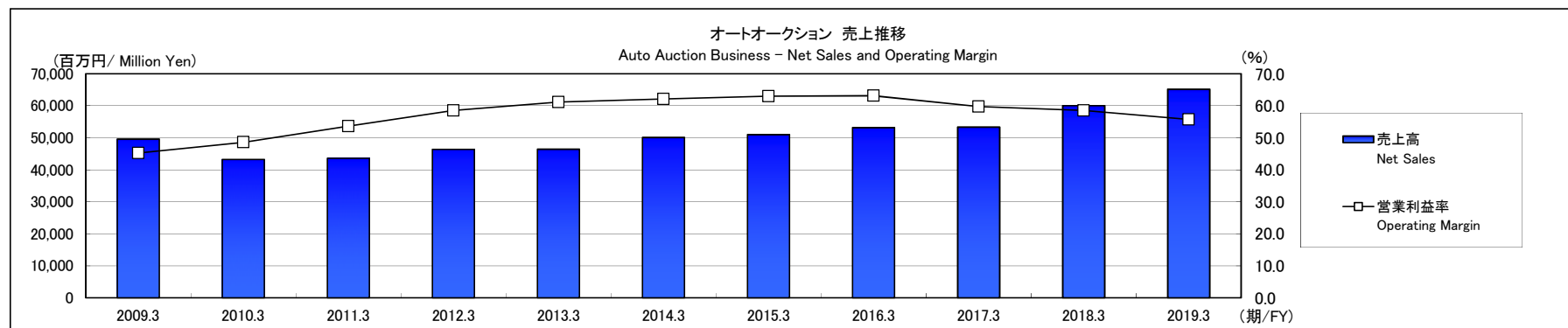


Ⅲ-1-(2) オートオークション - セグメント売上推移 Auto Auction Business - Net Sales and Operating Margin

<オートオークション - セグメント売上推移 Auto Auction Business - Net Sales and Operating Margin>

(単位: 百万円、% / Unit: Million Yen, %)

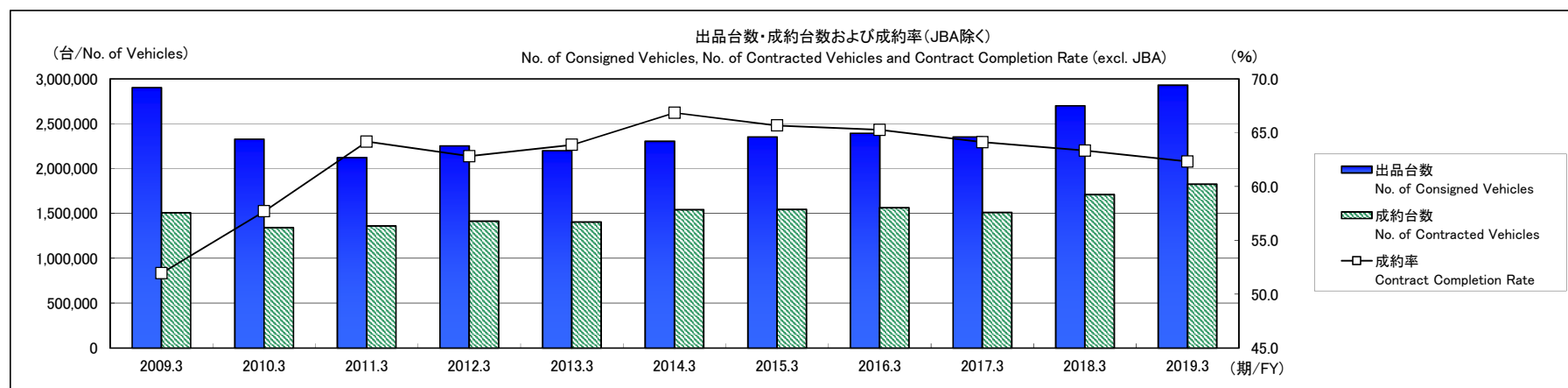
| | | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|-------|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|--|
| 売上高 | Net Sales | 49,571 | 43,232 | 43,581 | 46,373 | 46,398 | 50,084 | 50,981 | 53,150 | 53,311 | 60,025 | 65,141 | 8.5 | 2.8 |
| 営業利益 | Operating Profit | 22,428 | 21,014 | 23,372 | 27,156 | 28,365 | 31,130 | 32,116 | 33,560 | 31,869 | 35,131 | 36,323 | 3.4 | 4.9 |
| 営業利益率 | Operating Margin | 45.2 | 48.6 | 53.6 | 58.6 | 61.1 | 62.2 | 63.0 | 63.1 | 59.8 | 58.5 | 55.8 | - | - |



<オートオークション - 出品・成約台数推移(JBA除く) Auto Auction Business - No. of Consigned/Contracted Vehicles (excl. JBA)>

(単位: 台、% / Unit: No. of Vehicles, %)

| | | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|------|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------------|--|
| 出品台数 | No. of Consigned Vehicles | 2,902,636 | 2,327,515 | 2,121,948 | 2,252,566 | 2,199,797 | 2,305,189 | 2,353,141 | 2,394,009 | 2,353,536 | 2,700,010 | 2,930,127 | 8.5 | 0.1 |
| 成約台数 | No. of Contracted Vehicles | 1,507,802 | 1,342,958 | 1,361,599 | 1,414,813 | 1,405,072 | 1,541,007 | 1,545,233 | 1,562,399 | 1,508,843 | 1,709,998 | 1,825,991 | 6.8 | 1.9 |
| 成約率 | Contract Completion Rate | 51.9 | 57.7 | 64.2 | 62.8 | 63.9 | 66.8 | 65.7 | 65.3 | 64.1 | 63.3 | 62.3 | - | - |



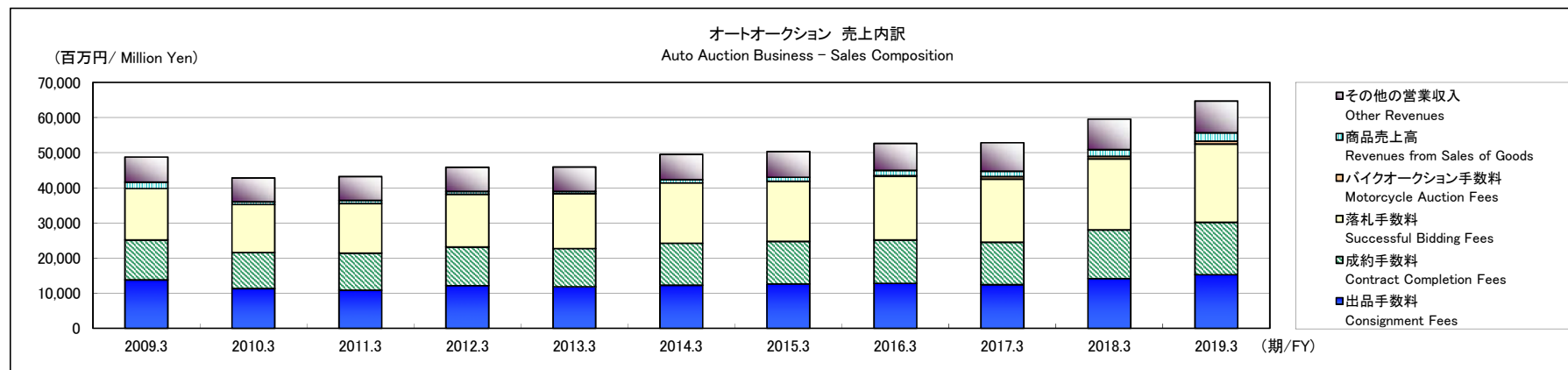
Ⅲ-1-(3) オートオークション - 売上内訳推移 Auto Auction Business - Sales Composition

<オートオークション - 売上内訳推移 Auto Auction Business - Sales Composition>

(単位: 百万円、% / Unit: Million Yen, %)

| | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|--|
| 出品手数料 Consignment Fees | 13,802 | 11,285 | 10,822 | 12,154 | 11,817 | 12,241 | 12,636 | 12,780 | 12,432 | 14,153 | 15,269 | 7.9 | 1.0 |
| 成約手数料 Contract Completion Fees | 11,347 | 10,283 | 10,559 | 10,984 | 10,873 | 11,958 | 12,083 | 12,335 | 12,073 | 13,858 | 14,898 | 7.5 | 2.8 |
| 落札手数料 Successful Bidding Fees | 14,642 | 13,659 | 14,142 | 15,026 | 15,626 | 17,190 | 17,096 | 18,168 | 17,986 | 20,192 | 22,313 | 10.5 | 4.3 |
| バイクオークション手数料 Motorcycle Auction Fees | - | - | - | - | - | - | - | 183 | 704 | 730 | 784 | 7.4 | 5.6 |
| 商品売上高 Net Sales of Goods | 1,781 | 746 | 848 | 805 | 624 | 905 | 1,166 | 1,479 | 1,494 | 1,907 | 2,408 | 26.3 | 3.1 |
| その他の営業収入 Other Operating Revenue | 7,178 | 6,816 | 6,804 | 6,869 | 6,967 | 7,184 | 7,299 | 7,647 | 8,120 | 8,679 | 9,009 | 3.8 | 2.3 |
| 売上高 Net Sales | 48,752 | 42,791 | 43,177 | 45,840 | 45,909 | 49,479 | 50,281 | 52,594 | 52,811 | 59,521 | 64,684 | 8.7 | 2.9 |

※売上内訳は、連結数値を使用しております。
* Net Sales figures are after eliminations for consolidation



<1台当たり手数料 (JBA除く) Fees per Vehicle (excl. JBA)>

(単位: 円、% / Unit: Yen, %)

| | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|-----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|--|
| 出品手数料 Consignment Fees | 4,791 | 4,884 | 5,139 | 5,432 | 5,407 | 5,344 | 5,405 | 5,381 | 5,326 | 5,278 | 5,243 | ▲ 0.7 | 0.9 |
| 成約手数料 Contract Completion Fees | 7,598 | 7,729 | 7,831 | 7,832 | 7,802 | 7,821 | 7,882 | 7,962 | 8,072 | 8,163 | 8,213 | 0.6 | 0.8 |
| 落札手数料 Successful Bidding Fees | 9,742 | 10,178 | 10,393 | 10,626 | 11,124 | 11,157 | 11,067 | 11,630 | 11,922 | 11,813 | 12,225 | 3.5 | 2.3 |

<1台当たり手数料 低額車除く (JBA除く) Fees per Vehicle Excluding Reusable Vehicles (excl. JBA)>

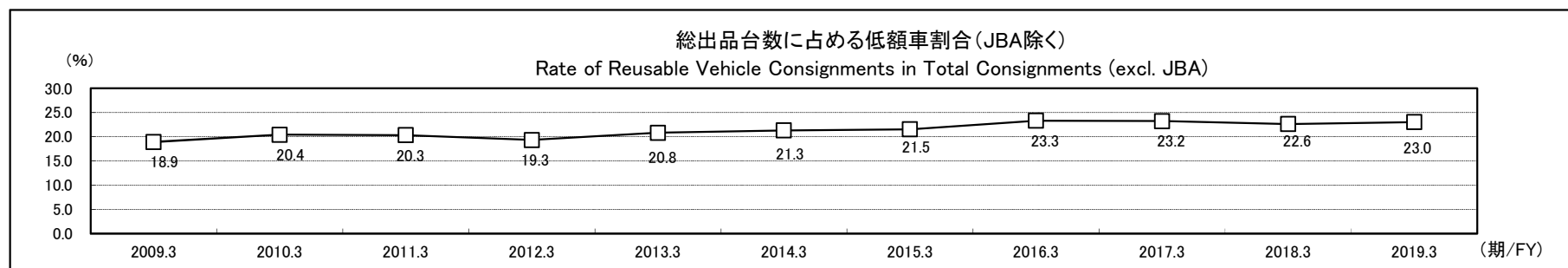
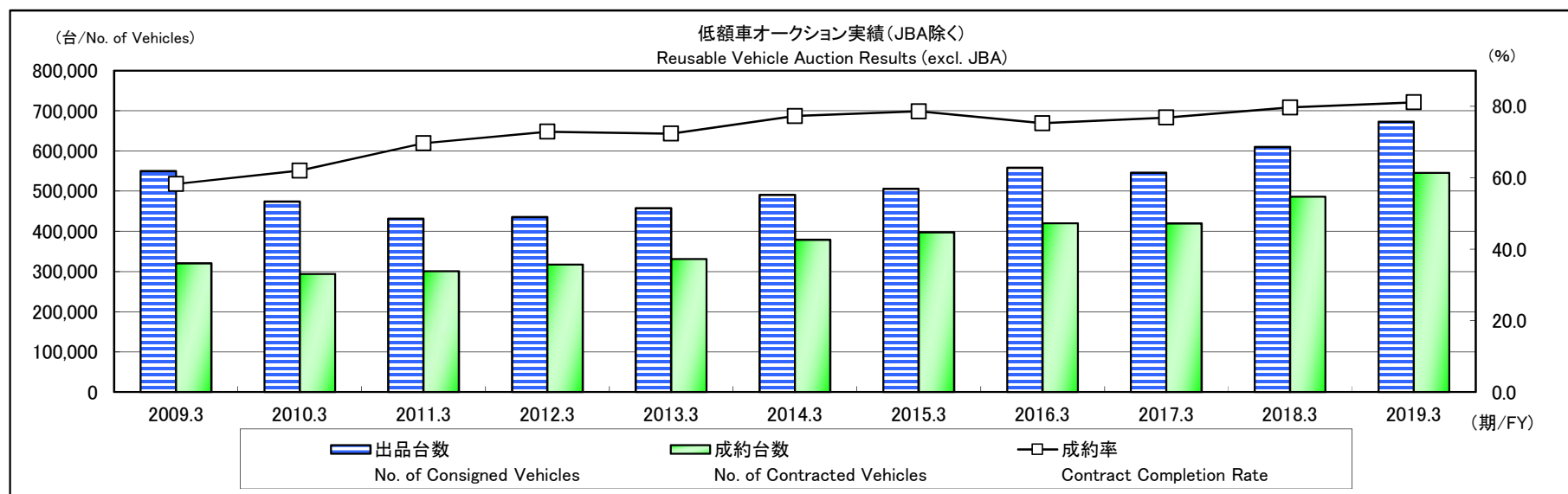
(単位: 円、% / Unit: Yen, %)

| | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|-----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|--|
| 出品手数料 Consignment Fees | 5,564 | 5,644 | 5,846 | 6,028 | 6,049 | 5,998 | 6,115 | 6,176 | 6,135 | 6,051 | 6,043 | ▲ 0.1 | 0.8 |
| 成約手数料 Contract Completion Fees | 7,777 | 7,874 | 7,887 | 7,898 | 7,832 | 7,858 | 7,907 | 8,007 | 8,151 | 8,250 | 8,374 | 1.5 | 0.7 |
| 落札手数料 Successful Bidding Fees | 10,306 | 10,728 | 10,920 | 11,130 | 11,709 | 11,843 | 11,902 | 12,775 | 13,233 | 13,101 | 13,693 | 4.5 | 2.9 |

Ⅲ-1-(4) オートオークション - 低額車推移 (JBA除く) Auto Auction Business - Reusable Vehicle Auction (excl. JBA)

(単位: 台、% / Unit: No. of Vehicles, %)

| | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------------------|--|
| 出品台数 No. of Consigned Vehicles | 549,976 | 474,114 | 431,364 | 435,471 | 457,343 | 490,688 | 505,942 | 558,160 | 546,020 | 609,771 | 672,693 | 10.3 | 2.0 |
| 成約台数 No. of Contracted Vehicles | 320,516 | 294,048 | 300,597 | 317,424 | 330,986 | 379,123 | 397,600 | 420,110 | 419,634 | 486,058 | 545,686 | 12.3 | 5.5 |
| 成約率 Contract Completion Rate | 58.3 | 62.0 | 69.7 | 72.9 | 72.4 | 77.3 | 78.6 | 75.3 | 76.9 | 79.7 | 81.1 | - | - |



※2017年10月よりJAA、HAA神戸の実績を含めております。

*The figures in this page include JAA and HAA Kobe from October 2017 onward.

Ⅲ-1-(5) オートオークション - 会員数および外部落札情報 (JBA除く) Auto Auction Business - Members and Successful Off-site Bids (excl. JBA)

<会員数(JBA除く) Members (excl. JBA)>

(単位:社、% / Unit: No. of Companies, %)

| | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|--|
| 現車会員 On-site Auction Members | 43,307 | 44,317 | 45,563 | 44,796 | 45,139 | 45,712 | 46,307 | 46,850 | 47,111 | 47,362 | 48,723 | 2.9 | 1.2 |
| CIS(インターネット)会員 CIS(Internet) Members | 22,273 | 23,565 | 24,688 | 25,957 | 27,072 | 28,007 | 28,815 | 29,512 | 29,966 | 30,337 | 31,639 | 4.3 | 3.6 |
| TV(衛星)会員 TV(Satellite Auction) Members | 5,098 | 4,599 | 4,248 | 3,921 | 3,651 | 3,486 | 3,291 | 3,101 | 2,894 | 2,623 | 2,468 | ▲ 5.9 | ▲ 7.0 |

※1: CIS(インターネット)会員およびTV(衛星)会員への入会条件として現車会員であることが求められるため、CIS(インターネット)会員・TV(衛星)会員は必ず現車会員となります。

※2: 2009.3期における現車会員について一部の会場で重複会員が判明したため、現車会員数を修正しております。2009.3期の期中における新規入会会員数は、2,274社であります。

※3: 2012.3期より現車会員において長期不参加会員(休眠会員)を除いております。

*1: All CIS(Internet) and TV(Satellite auction) members are also on-site auction members because on-site membership is a requirement for these other two membership categories.

*2: The number of USS on-site auction members for 2009.3 has been revised because some on-site members has been counted more than once. The number of newly registered members was 2,274 in the 2009.3.

*3: From the fiscal year ended March 2012, the number of on-site auction members does not include sleeping members (members that have not been active for extended periods).

<外部落札台数および外部落札比率(JBA除く) Number/Ratio of Successful Off-site Bids (excl. JBA)>

(単位:台、% / Unit: No. of Vehicles, %)

| | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|---|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------------------|--|
| CIS(インターネット)落札台数 No. of Successful CIS(Internet) Bids | 263,686 | 282,475 | 323,360 | 365,980 | 371,633 | 398,018 | 387,818 | 396,216 | 390,202 | 404,131 | 441,813 | 9.3 | 5.3 |
| TV(衛星)落札台数 No. of Successful TV(Satellite Auction) Bids | 390,902 | 329,602 | 371,462 | 372,573 | 369,980 | 401,639 | 386,451 | 366,910 | 352,147 | 350,897 | 371,191 | 5.8 | ▲ 0.5 |
| 外部落札台数合計 No. of Successful Off-site Bids | 654,588 | 612,077 | 694,822 | 738,553 | 741,613 | 799,657 | 774,269 | 763,126 | 742,349 | 755,028 | 813,004 | 7.7 | 2.2 |
| 落札台数 No. of Successful Bids | 1,507,802 | 1,342,958 | 1,361,599 | 1,414,813 | 1,405,072 | 1,541,007 | 1,545,233 | 1,562,399 | 1,508,843 | 1,556,026 | 1,712,024 | 10.0 | 1.3 |
| 外部落札比率 Ratio of Successful Off-site Bids | 43.4 | 45.6 | 51.0 | 52.2 | 52.8 | 51.9 | 50.1 | 48.8 | 49.2 | 48.5 | 47.5 | - | - |

※1: CIS(インターネット)およびTV(衛星)による落札を「外部落札」と表します。

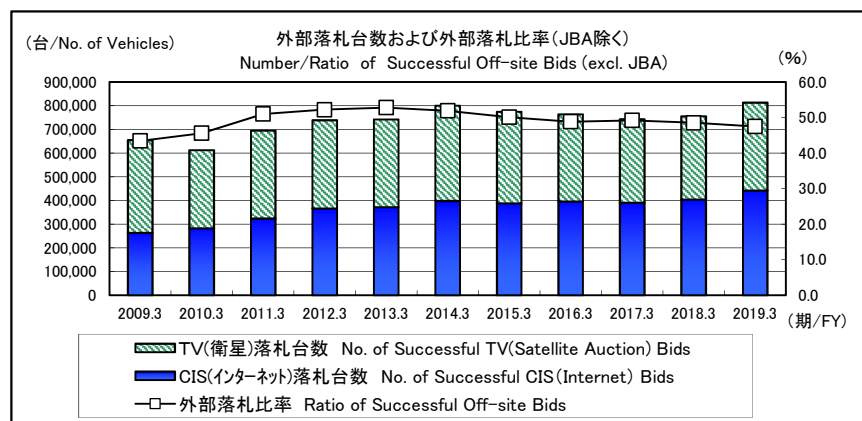
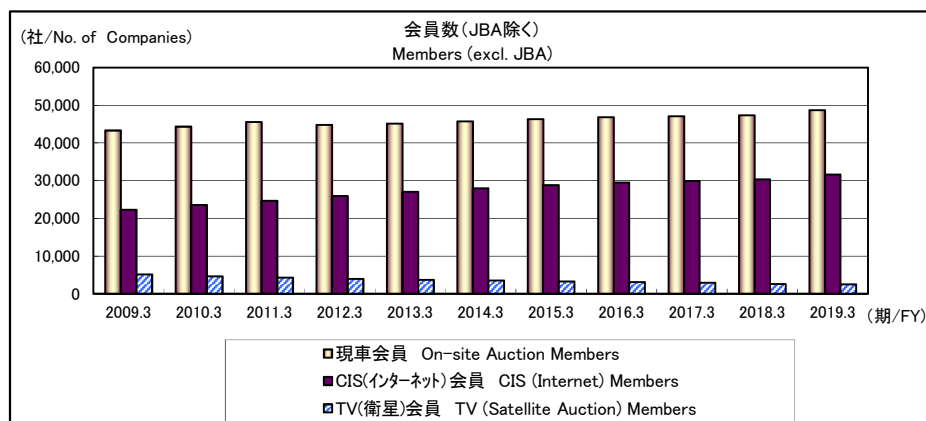
※2: 2016.3期において、TV(衛星)落札台数の集計方法を変更しております。

※3: オークションシステムの変更に伴い、HAA神戸は2018年8月より、JAAは2019年1月より集計に含めております。

*1: Successful Off-site Bids include bids by CIS(Internet) and TV(Satellite Auction) members.

*2: The basis of aggregating successful bids received via satellite TV for calculating the off-site successful bid ratio is changed in the fiscal year ended March 2016.

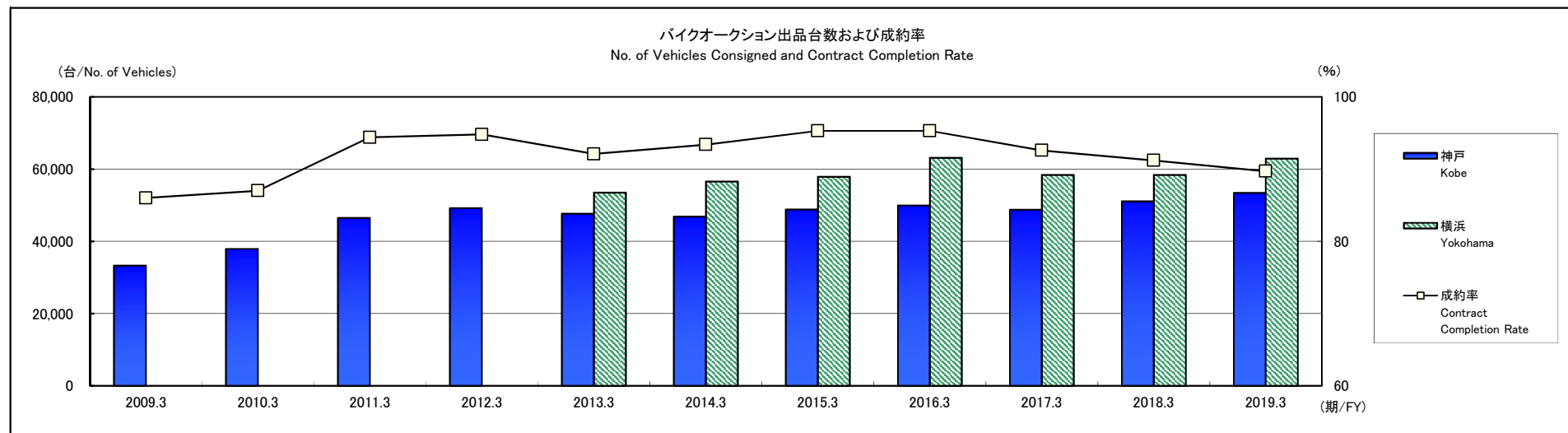
*3: Following the changes in the auction system, HAA Kobe and JAA are included in the aggregation from August 2018 and January 2019, respectively.



Ⅲ-1-(6) オートオークション - バイクオークション実績推移 Auto Auction Business - Motorcycle Auction Results

(単位:台、% / Unit:No.of Thousand Vehicles, %)

| | | | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|--|----------------|--|--------|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|-----------------------|--|
| 出品台数 No. of Consigned Vehicles | 神戸 Kobe | | 33,272 | 37,885 | 46,481 | 49,217 | 47,631 | 46,825 | 48,806 | 49,933 | 48,719 | 51,049 | 53,403 | 4.6 | 4.8 |
| | 横浜 Yokohama | | - | - | - | - | 53,501 | 56,532 | 57,883 | 63,109 | 58,351 | 58,369 | 62,905 | 7.8 | 2.7 |
| | 合計 Total | | 33,272 | 37,885 | 46,481 | 49,217 | 101,132 | 103,357 | 106,689 | 113,042 | 107,070 | 109,418 | 116,308 | 6.3 | 13.3 |
| 成約台数 No. of Contracted Vehicles | 神戸 Kobe | | 28,617 | 32,958 | 43,867 | 46,642 | 44,567 | 44,297 | 47,011 | 48,024 | 45,457 | 46,376 | 47,681 | 2.8 | 5.2 |
| | 横浜 Yokohama | | - | - | - | - | 48,569 | 52,212 | 54,702 | 59,726 | 53,715 | 53,412 | 56,692 | 6.1 | 2.6 |
| | 合計 Total | | 28,617 | 32,958 | 43,867 | 46,642 | 93,136 | 96,509 | 101,713 | 107,750 | 99,172 | 99,788 | 104,373 | 4.6 | 13.8 |
| 成約率 Contract Completion Rate | 神戸 Kobe | | 86.0 | 87.0 | 94.4 | 94.8 | 93.6 | 94.6 | 96.3 | 96.2 | 93.3 | 90.8 | 89.3 | - | - |
| | 横浜 Yokohama | | - | - | - | - | 90.8 | 92.4 | 94.5 | 94.6 | 92.1 | 91.5 | 90.1 | - | - |
| | 合計 Total | | 86.0 | 87.0 | 94.4 | 94.8 | 92.1 | 93.4 | 95.3 | 95.3 | 92.6 | 91.2 | 89.7 | - | - |

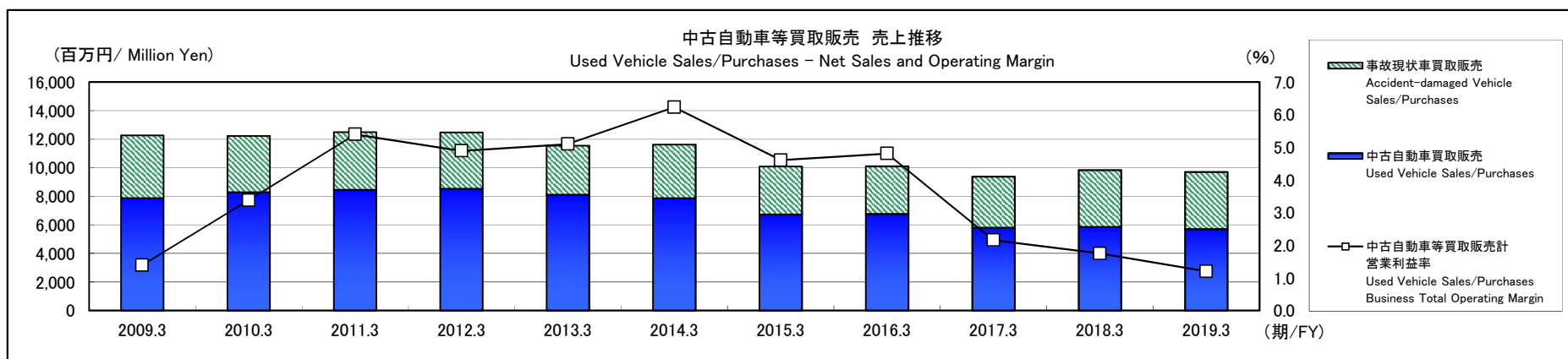


Ⅲ-1-(7) 中古自動車等買取販売 - セグメント売上推移 Used Vehicle Sales/Purchases Business - Sales Composition

<中古自動車等買取販売 - セグメント売上推移 Used Vehicle Sales/Purchases Business - Sales Composition>

(単位:百万円、% / Unit: Million Yen, %)

| | | | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|--|-------|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|--|
| 中古自動車買取販売 Used Vehicle Sales/Purchases | 売上高 | Net Sales | 7,860 | 8,289 | 8,456 | 8,535 | 8,106 | 7,867 | 6,737 | 6,765 | 5,804 | 5,866 | 5,702 | ▲ 2.8 | ▲ 3.2 |
| | 営業利益 | Operating Profit | 108 | 159 | 377 | 337 | 424 | 499 | 364 | 386 | 125 | 113 | 65 | ▲ 42.7 | ▲ 5.0 |
| | 営業利益率 | Operating Margin | 1.4 | 1.9 | 4.5 | 4.0 | 5.2 | 6.3 | 5.4 | 5.7 | 2.2 | 1.9 | 1.1 | - | - |
| 事故現状車買取販売 Accident-damaged Vehicle Sales/ Purchases | 売上高 | Net Sales | 4,404 | 3,935 | 4,040 | 3,941 | 3,438 | 3,754 | 3,347 | 3,331 | 3,568 | 3,960 | 3,998 | 0.9 | ▲ 1.0 |
| | 営業利益 | Operating Profit | 61 | 254 | 296 | 272 | 164 | 224 | 99 | 98 | 77 | 58 | 51 | ▲ 11.9 | ▲ 1.8 |
| | 営業利益率 | Operating Margin | 1.4 | 6.5 | 7.3 | 6.9 | 4.8 | 6.0 | 3.0 | 3.0 | 2.2 | 1.5 | 1.3 | - | - |
| 中古自動車等買取販売計 Used Vehicle Sales/ Purchases Business Total | 売上高 | Net Sales | 12,265 | 12,225 | 12,496 | 12,477 | 11,545 | 11,622 | 10,084 | 10,097 | 9,373 | 9,827 | 9,701 | ▲ 1.3 | ▲ 2.3 |
| | 営業利益 | Operating Profit | 170 | 413 | 674 | 610 | 588 | 724 | 464 | 485 | 202 | 171 | 116 | ▲ 32.2 | ▲ 3.7 |
| | 営業利益率 | Operating Margin | 1.4 | 3.4 | 5.4 | 4.9 | 5.1 | 6.2 | 4.6 | 4.8 | 2.2 | 1.7 | 1.2 | - | - |



<ラビット店舗数 Rabbit Chain Shops>

(単位:店、% / Unit: No. of Shops, %)

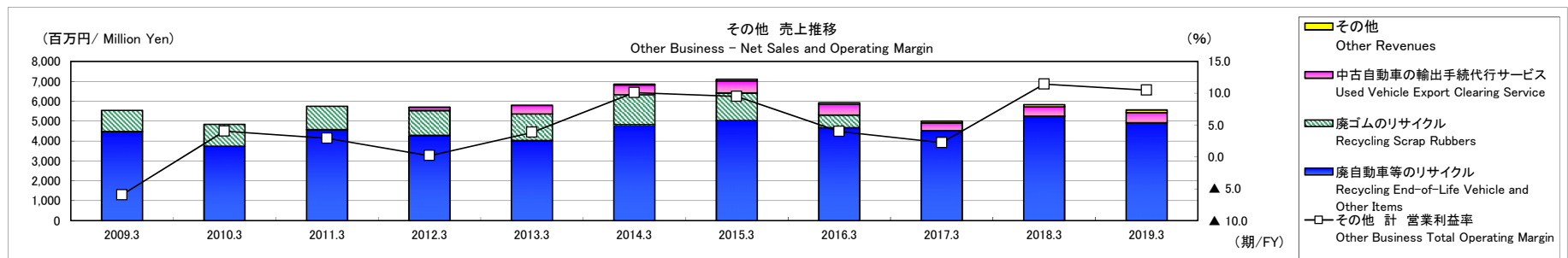
| | | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|-----------|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|--|
| ラビット 直営店舗 | Directly Operated Outlets among Rabbit Chain Shops | 21 | 22 | 21 | 24 | 24 | 23 | 22 | 23 | 22 | 20 | 17 | ▲ 15.0 | ▲ 2.1 |
| ラビット FC店舗 | Franchise Outlets among Rabbit Chain Shops | 186 | 167 | 155 | 156 | 156 | 148 | 148 | 147 | 147 | 144 | 141 | ▲ 2.1 | ▲ 2.7 |
| ラビット 店舗計 | Rabbit Chain Shops | 207 | 189 | 176 | 180 | 180 | 171 | 170 | 170 | 169 | 164 | 158 | ▲ 3.7 | ▲ 2.7 |

Ⅲ-1-(8) その他 - セグメント売上推移 Other Business - Sales Composition

<その他 - セグメント売上推移 Other Business - Sales Composition>

(単位:百万円、% / Unit: Million Yen, %)

| | | | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|---|----------|------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|--|
| 廃自動車等のリサイクル Recycling End-of-Life Vehicle and Other Items | 売上高 | Net Sales | 4,471 | 3,736 | 4,569 | 4,278 | 4,019 | 4,821 | 5,027 | 4,670 | 4,512 | 5,243 | 4,913 | ▲ 6.3 | 0.9 |
| | 営業利益(損失) | Operating Profit(Loss) | ▲ 359 | 122 | 68 | 1 | 103 | 506 | 462 | 171 | 114 | 604 | 481 | ▲ 20.4 | - |
| | 営業利益率 | Operating Margin | ▲ 8.0 | 3.3 | 1.5 | 0.0 | 2.6 | 10.5 | 9.2 | 3.7 | 2.5 | 11.5 | 9.8 | - | - |
| 廃ゴムのリサイクル Recycling Scrap Rubbers | 売上高 | Net Sales | 1,063 | 1,098 | 1,178 | 1,250 | 1,335 | 1,498 | 1,383 | 636 | - | - | - | - | - |
| | 営業利益(損失) | Operating Profit(Loss) | 30 | 73 | 101 | 87 | 89 | 129 | 79 | ▲ 18 | - | - | - | - | - |
| | 営業利益率 | Operating Margin | 2.9 | 6.7 | 8.6 | 7.0 | 6.7 | 8.6 | 5.7 | ▲ 2.8 | - | - | - | - | - |
| 中古自動車の輸出手続代行 サービス Used Vehicle Export Clearing Service | 売上高 | Net Sales | - | - | - | 167 | 438 | 502 | 609 | 529 | 398 | 476 | 518 | 8.9 | 17.6 |
| | 営業利益(損失) | Operating Profit(Loss) | - | - | ▲ 1 | ▲ 77 | 30 | 46 | 105 | 60 | ▲ 11 | 40 | 74 | 82.2 | - |
| | 営業利益率 | Operating Margin | - | - | - | ▲ 46.3 | 6.9 | 9.3 | 17.3 | 11.5 | ▲ 2.9 | 8.6 | 14.4 | - | - |
| その他 Other Revenues | 売上高 | Net Sales | - | - | - | - | - | 32 | 84 | 83 | 95 | 107 | 127 | 18.7 | 31.2 |
| | 営業利益 | Operating Profit | - | - | - | - | - | 9 | 28 | 23 | 8 | 19 | 28 | 42.6 | 23.8 |
| | 営業利益率 | Operating Margin | - | - | - | - | - | 29.5 | 33.6 | 27.9 | 8.5 | 18.4 | 22.1 | - | - |
| その他 計 Other Business Total | 売上高 | Net Sales | 5,535 | 4,835 | 5,747 | 5,695 | 5,793 | 6,854 | 7,105 | 5,920 | 5,006 | 5,827 | 5,559 | ▲ 4.6 | 0.0 |
| | 営業利益(損失) | Operating Profit(Loss) | ▲ 329 | 196 | 168 | 11 | 223 | 692 | 675 | 237 | 111 | 665 | 583 | ▲ 12.3 | - |
| | 営業利益率 | Operating Margin | ▲ 6.0 | 4.1 | 2.9 | 0.2 | 3.9 | 10.1 | 9.5 | 4.0 | 2.2 | 11.4 | 10.5 | - | - |



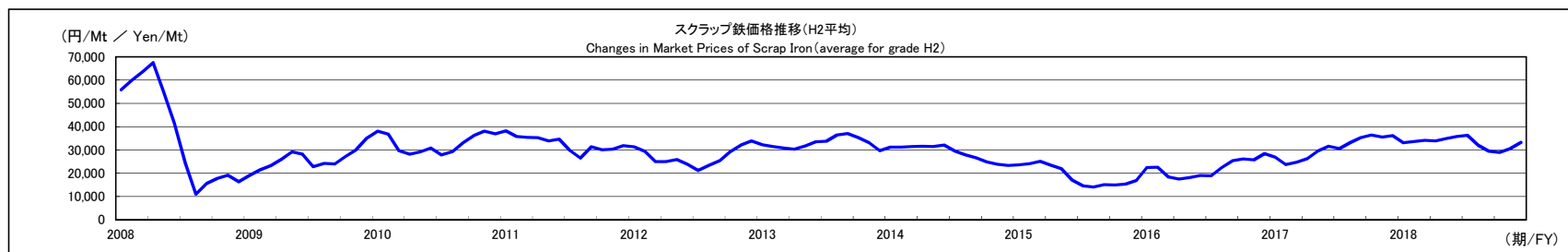
<スクラップ鉄価格(H2平均)推移 Changes in Market Prices of Scrap Iron (average for grade H2)>

(単位:円/Mt、% / Unit: Yen/Mt, %)

| | | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year |
|-----|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|
| 最低値 | Lowest | 11,036 | 19,033 | 27,900 | 26,513 | 21,200 | 29,708 | 23,300 | 14,092 | 17,542 | 23,707 | 28,940 | 22.1 |
| 最高値 | Highest | 67,547 | 35,180 | 38,075 | 38,158 | 33,892 | 37,092 | 32,100 | 25,108 | 28,473 | 36,367 | 36,247 | ▲ 0.3 |
| 平均値 | Average | 37,291 | 25,884 | 32,875 | 32,764 | 27,145 | 32,957 | 28,771 | 18,847 | 22,086 | 30,822 | 32,990 | 7.0 |

(出所:(一社)日本鉄源協会、(株)日刊市況通信社)

(Sources: The Japan Ferrous Raw Materials Association, Nikkan Shikyō Tsushinsha Co.,Ltd.)



Ⅲ-2-(1) 連結損益計算書 Consolidated Statements of Income

(単位:百万円、% / Unit: Million Yen, %)

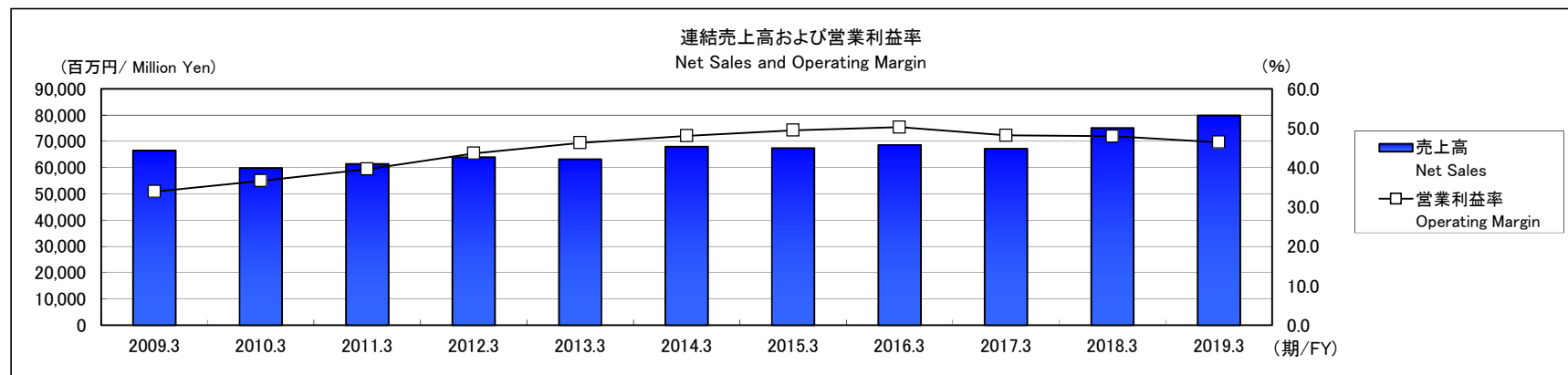
| 科目 | Item | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) |
|---------------------|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|--|
| 売上高 | Net Sales | 66,549 | 59,849 | 61,417 | 64,009 | 63,243 | 67,949 | 67,466 | 68,607 | 67,179 | 75,153 | 79,908 | 6.3 | 1.8 |
| 売上原価 | Cost of Sales | 31,798 | 27,120 | 26,865 | 26,161 | 24,982 | 26,459 | 25,774 | 25,867 | 26,413 | 29,174 | 31,391 | 7.6 | ▲ 0.1 |
| 売上総利益 | Gross Profit | 34,751 | 32,728 | 34,552 | 37,848 | 38,260 | 41,489 | 41,691 | 42,740 | 40,765 | 45,979 | 48,516 | 5.5 | 3.4 |
| 売上総利益率 | Gross Profit Margin | 52.2 | 54.7 | 56.3 | 59.1 | 60.5 | 61.1 | 61.8 | 62.3 | 60.7 | 61.2 | 60.7 | - | - |
| 販売費及び一般管理費 | Selling, General and Administrative Expenses | 12,182 | 10,788 | 10,220 | 9,895 | 8,955 | 8,808 | 8,279 | 8,248 | 8,368 | 9,907 | 11,393 | 15.0 | ▲ 0.7 |
| 販売費及び一般管理費率 | Selling, General and Administrative Expenses Ratio | 18.3 | 18.0 | 16.6 | 15.5 | 14.2 | 13.0 | 12.3 | 12.0 | 12.5 | 13.2 | 14.3 | - | - |
| 営業利益 | Operating Profit | 22,568 | 21,940 | 24,332 | 27,952 | 29,304 | 32,680 | 33,411 | 34,491 | 32,396 | 36,071 | 37,123 | 2.9 | 5.1 |
| 営業利益率 | Operating Margin | 33.9 | 36.7 | 39.6 | 43.7 | 46.3 | 48.1 | 49.5 | 50.3 | 48.2 | 48.0 | 46.5 | - | - |
| 営業外収益 | Non-operating Income | 348 | 611 | 353 | 715 | 672 | 705 | 718 | 811 | 680 | 681 | 990 | 45.3 | 11.0 |
| 営業外費用 | Non-operating Expenses | 413 | 40 | 42 | 79 | 92 | 110 | 102 | 84 | 77 | 76 | 74 | ▲ 3.5 | ▲ 15.8 |
| 経常利益 | Ordinary Profit | 22,503 | 22,511 | 24,643 | 28,588 | 29,884 | 33,275 | 34,027 | 35,218 | 32,999 | 36,676 | 38,039 | 3.7 | 5.4 |
| 特別利益 | Extraordinary Income | 39 | 73 | 69 | 40 | 22 | 80 | 336 | 63 | 154 | 109 | 472 | 331.6 | 28.1 |
| 特別損失 | Extraordinary Losses | 777 | 557 | 1,555 | 50 | 79 | 679 | 202 | 864 | 672 | 128 | 181 | 41.5 | ▲ 13.5 |
| 税金等調整前当期純利益 | Profit Before Income Taxes | 21,765 | 22,026 | 23,156 | 28,579 | 29,827 | 32,676 | 34,162 | 34,418 | 32,481 | 36,657 | 38,330 | 4.6 | 5.8 |
| 法人税等 | Income Taxes | 9,959 | 9,244 | 9,149 | 11,517 | 11,438 | 12,520 | 12,345 | 11,860 | 9,475 | 11,617 | 12,391 | 6.7 | 2.2 |
| 法人税率 | Tax Rate | 45.8 | 42.0 | 39.5 | 40.3 | 38.3 | 38.3 | 36.1 | 34.5 | 29.2 | 31.7 | 32.3 | - | - |
| 非支配株主に帰属する当期純利益(損失) | Profit(Loss) Attributable to Non-controlling Interests | ▲ 198 | 64 | 36 | 6 | 42 | 190 | 155 | 80 | 96 | 753 | 395 | ▲ 47.6 | - |
| 親会社株主に帰属する当期純利益 | Profit Attributable to Owners of Parent | 12,003 | 12,717 | 13,971 | 17,054 | 18,346 | 19,966 | 21,661 | 22,477 | 22,909 | 24,285 | 25,543 | 5.2 | 7.8 |
| 包括利益 | Comprehensive Income | - | 12,852 | 13,994 | 16,752 | 18,453 | 20,204 | 21,454 | 22,473 | 22,895 | 25,132 | 25,848 | 2.9 | 8.1 |

※2015.3期までの少数株主利益(損失)は、非支配株主に帰属する当期純利益(損失)として表示しております。

※2015.3期までの当期純利益は、親会社株主に帰属する当期純利益として表示しております。

* Minority Interests in Income (Loss) for the period up to the fiscal year ended March 2015 is presented as Profit (Loss) Attributable to Non-controlling Interests.

* Net Income for the period up to the fiscal year ended March 2015 is presented as Profit Attributable to Owners of Parent.



Ⅲ-2-(2) 連結貸借対照表 Consolidated Balance Sheet

(単位:百万円、% / Unit: Million Yen, %)

| 科目 | Item | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 増減率 VS. Prev. year | 過去10年 平均増減率 Avg YoY Change (10 year period) | | |
|-----------------|--|---|-------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------------------|--|-------|------|
| 資産の部 | Current Assets | 30,430 | 40,222 | 47,074 | 53,731 | 56,047 | 60,477 | 73,334 | 81,440 | 91,462 | 62,777 | 77,431 | 23.3 | 9.8 | | |
| Assets | 現金及び預金 | 18,445 | 29,681 | 30,980 | 36,840 | 37,033 | 46,318 | 49,862 | 62,290 | 74,778 | 39,622 | 51,352 | | | | |
| | オークション貸勘定 | 6,482 | 5,643 | 11,151 | 11,635 | 13,660 | 8,701 | 7,885 | 10,612 | 11,668 | 18,846 | 16,502 | | | | |
| | 受取手形及び売掛金 | 2,804 | 2,885 | 2,685 | 2,734 | 2,662 | 2,975 | 2,963 | 2,610 | 2,605 | 2,720 | 3,154 | | | | |
| | 繰延税金資産 | 711 | 589 | 701 | 850 | 718 | 785 | 754 | 570 | 919 | - | - | | | | |
| | その他 | 2,077 | 1,506 | 1,632 | 1,734 | 2,014 | 1,744 | 11,908 | 5,400 | 1,529 | 1,649 | 6,467 | | | | |
| | 貸倒引当金 | ▲ 92 | ▲ 84 | ▲ 76 | ▲ 63 | ▲ 41 | ▲ 47 | ▲ 39 | ▲ 44 | ▲ 38 | ▲ 61 | ▲ 44 | | | | |
| | 固定資産 | Non-current Assets | 107,940 | 101,941 | 104,562 | 100,908 | 98,496 | 103,704 | 100,771 | 105,391 | 105,911 | 159,514 | 155,271 | ▲ 2.7 | 3.7 | |
| | Property, Plant and Equipment | 有形固定資産 | 97,027 | 92,204 | 94,479 | 90,974 | 88,470 | 92,337 | 91,388 | 96,101 | 96,868 | 106,508 | 104,887 | ▲ 1.5 | 0.8 | |
| | | 建物及び構築物 | 38,001 | 35,019 | 32,002 | 29,762 | 27,537 | 31,249 | 31,070 | 36,699 | 35,979 | 37,555 | 34,972 | | | |
| | | 機械装置及び運搬具 | 1,241 | 872 | 691 | 573 | 434 | 866 | 791 | 747 | 727 | 785 | 966 | | | |
| | | 工具、器具及び備品 | 3,582 | 2,439 | 1,837 | 1,223 | 860 | 1,490 | 1,196 | 1,100 | 2,787 | 2,426 | 2,194 | | | |
| | | 土地 | 52,863 | 52,812 | 59,100 | 58,873 | 58,190 | 57,659 | 57,760 | 56,937 | 56,911 | 65,623 | 65,027 | | | |
| | | その他 | 1,337 | 1,060 | 846 | 541 | 1,448 | 1,071 | 569 | 616 | 461 | 117 | 1,726 | | | |
| | | 無形固定資産 | Intangible Assets | 2,370 | 1,498 | 1,114 | 865 | 818 | 1,068 | 1,137 | 1,578 | 1,850 | 44,817 | 42,358 | ▲ 5.5 | 33.4 |
| | | のれん | Goodwill | 1,095 | 357 | 108 | 17 | 17 | 5 | - | 396 | 313 | 37,280 | 35,297 | | |
| その他 | | Other | 1,274 | 1,140 | 1,005 | 847 | 800 | 1,062 | 1,137 | 1,181 | 1,537 | 7,536 | 7,061 | | | |
| 投資その他の資産 | | Investments and Other Assets | 8,543 | 8,238 | 8,969 | 9,068 | 9,206 | 10,299 | 8,245 | 7,711 | 7,192 | 8,188 | 8,025 | ▲ 2.0 | ▲ 0.6 | |
| 投資有価証券 | Investment Securities | 1,002 | 1,246 | 1,148 | 1,605 | 1,185 | 1,259 | 815 | 674 | 483 | 637 | 500 | | | | |
| 長期前払費用 | Long-term Prepaid Expenses | 587 | 475 | 621 | 481 | 345 | 225 | 209 | 215 | 172 | 154 | 104 | | | | |
| 繰延税金資産 | Deferred Tax Assets | 1,003 | 1,097 | 1,614 | 1,361 | 1,286 | 1,132 | 954 | 716 | 843 | 1,442 | 1,487 | | | | |
| 再評価に係る繰延税金資産 | Deferred Tax Assets for Land Revaluation | 3,352 | 3,343 | 3,339 | 2,928 | 2,927 | 2,930 | 2,691 | 2,556 | 2,482 | 2,455 | 2,455 | | | | |
| その他 | Other | 2,757 | 2,178 | 2,349 | 2,779 | 3,553 | 4,821 | 3,661 | 4,041 | 3,701 | 3,991 | 4,012 | | | | |
| 貸倒引当金 | Allowance for Doubtful Accounts | ▲ 160 | ▲ 102 | ▲ 105 | ▲ 87 | ▲ 91 | ▲ 70 | ▲ 85 | ▲ 491 | ▲ 490 | ▲ 493 | ▲ 535 | | | | |
| 資産合計 | Total Assets | 138,370 | 142,164 | 151,636 | 154,639 | 154,543 | 164,182 | 174,106 | 186,831 | 197,374 | 222,292 | 232,703 | 4.7 | 5.3 | | |
| 負債の部 | Current Liabilities | 16,651 | 17,435 | 22,994 | 26,326 | 28,165 | 25,657 | 23,910 | 25,937 | 28,801 | 37,373 | 38,077 | 1.9 | 8.6 | | |
| Liabilities | オークション借勘定 | 6,530 | 6,454 | 11,502 | 13,154 | 16,185 | 11,852 | 9,753 | 13,288 | 15,051 | 22,339 | 22,209 | | | | |
| | 短期借入金 | 787 | 399 | 188 | 93 | 93 | 80 | - | 121 | 250 | 220 | 397 | | | | |
| | 未払法人税等 | 3,102 | 4,354 | 4,932 | 5,900 | 4,921 | 7,254 | 5,916 | 5,409 | 5,108 | 6,954 | 6,783 | | | | |
| | 預り金 | 1,889 | 2,112 | 2,176 | 2,440 | 2,410 | 2,461 | 2,252 | 2,207 | 1,974 | 2,610 | 2,223 | | | | |
| | その他 | 4,341 | 4,114 | 4,194 | 4,737 | 4,554 | 4,007 | 5,988 | 4,911 | 6,416 | 5,248 | 6,463 | | | | |
| | 固定負債 | Non-current Liabilities | 6,777 | 6,337 | 6,695 | 7,215 | 6,701 | 6,423 | 6,156 | 5,710 | 9,375 | 12,728 | 11,090 | ▲ 12.9 | 5.0 | |
| | 長期借入金 | Long-term Borrowings | 571 | 356 | 167 | 1,174 | 864 | 549 | 300 | 21 | 3,820 | 3,330 | 2,640 | | | |
| | 退職給付に係る負債 | Retirement Benefit Liability | 126 | 91 | 133 | 155 | 75 | 88 | 149 | 253 | 368 | 695 | 771 | | | |
| | 繰延税金負債 | Deferred Tax Liabilities | - | - | 4 | - | - | - | - | - | - | 1,827 | 1,752 | | | |
| | 長期預り保証金 | Long-term Guarantee Deposits | 3,898 | 3,988 | 4,099 | 4,135 | 4,227 | 4,331 | 4,400 | 4,601 | 4,634 | 6,065 | 5,096 | | | |
| | その他 | Other | 2,180 | 1,901 | 2,289 | 1,749 | 1,534 | 1,453 | 1,305 | 833 | 553 | 810 | 830 | | | |
| | 負債合計 | Total Liabilities | 23,428 | 23,773 | 29,689 | 33,541 | 34,866 | 32,080 | 30,067 | 31,647 | 38,176 | 50,102 | 49,168 | ▲ 1.9 | 7.7 | |
| | 純資産の部 | Shareholders' Equity | 119,737 | 123,058 | 126,556 | 125,809 | 124,273 | 136,466 | 148,654 | 159,865 | 163,681 | 176,266 | 187,287 | 6.3 | 4.6 | |
| | Net Assets | 株主資本 | 119,737 | 123,058 | 126,556 | 125,809 | 124,273 | 136,466 | 148,654 | 159,865 | 163,681 | 176,266 | 187,287 | 6.3 | 4.6 | |
| | | 資本金 | 18,881 | 18,881 | 18,881 | 18,881 | 18,881 | 18,881 | 18,881 | 18,881 | 18,881 | 18,881 | 18,881 | 18,881 | | |
| 資本剰余金 | | 27,992 | 27,992 | 18,972 | 18,972 | 18,969 | 18,937 | 18,933 | 18,914 | 18,913 | 18,914 | 18,913 | | | | |
| 利益剰余金 | | 87,600 | 95,567 | 104,012 | 115,066 | 125,599 | 137,638 | 149,718 | 161,926 | 173,488 | 185,835 | 198,940 | | | | |
| 自己株式 | | ▲ 14,710 | ▲ 19,382 | ▲ 15,310 | ▲ 27,110 | ▲ 39,177 | ▲ 38,990 | ▲ 38,878 | ▲ 39,856 | ▲ 47,602 | ▲ 47,365 | ▲ 49,448 | | | | |
| その他の包括利益累計額 | | Accumulated Other Comprehensive Income | ▲ 4,991 | ▲ 4,912 | ▲ 4,918 | ▲ 5,227 | ▲ 5,160 | ▲ 5,117 | ▲ 5,555 | ▲ 5,710 | ▲ 5,652 | ▲ 5,498 | ▲ 5,588 | - | - | |
| その他有価証券評価差額金 | | Valuation Difference on Available-for-sale Securities | ▲ 14 | 59 | 43 | 93 | 158 | 206 | 103 | 160 | 46 | 141 | 60 | | | |
| 土地再評価差額金 | | Revaluation Reserve for Land | ▲ 4,977 | ▲ 4,972 | ▲ 4,961 | ▲ 5,320 | ▲ 5,319 | ▲ 5,324 | ▲ 5,659 | ▲ 5,863 | ▲ 5,694 | ▲ 5,633 | ▲ 5,633 | | | |
| 退職給付に係る調整累計額 | | Remeasurements of Defined Benefit Plans | - | - | - | - | - | - | 0 | ▲ 7 | ▲ 3 | ▲ 6 | ▲ 15 | | | |
| 新株予約権 | | Share Acquisition Rights | 8 | 18 | 31 | 230 | 237 | 242 | 273 | 262 | 306 | 364 | 423 | 16.3 | 48.1 | |
| 非支配株主持分 | Non-controlling Interests | 161 | 226 | 278 | 284 | 327 | 510 | 666 | 765 | 861 | 1,058 | 1,412 | 33.5 | 24.2 | | |
| 純資産合計 | Total Net Assets | 114,941 | 118,390 | 121,947 | 121,097 | 119,676 | 132,102 | 144,039 | 155,183 | 159,197 | 172,190 | 183,535 | 6.6 | 4.8 | | |
| 負債・純資産合計 | Total Liabilities and Net Assets | 138,370 | 142,164 | 151,636 | 154,639 | 154,543 | 164,182 | 174,106 | 186,831 | 197,374 | 222,292 | 232,703 | 4.7 | 5.3 | | |

※2013.3期までの退職給付引当金は、退職給付に係る負債として表示しております。

※2015.3期までの少数株主持分は、非支配株主持分として表示しております。

※「[税効果会計に係る会計基準]の一部改正」(企業会計基準第28号 平成30年2月16日)等を2019.3期から適用しており、2018.3期の資産、負債は遡及して修正表示しております。

* Provision for Retirement Benefits for the period up to the fiscal year ended March 2013 is presented as Retirement Benefit Liability.

* Minority Interests for the period up to the fiscal year ended March 2015 is presented as Non-controlling Interests.

* Partial Amendments to Accounting Standard for Tax Effect Accounting, etc. (ASBJ Statement No. 28, February 16, 2018) are applied from the fiscal year ended March 2019. The values of assets and liabilities for the fiscal year ended March 2018 are retroactively adjusted.

Ⅲ-2-(3) 連結キャッシュ・フロー計算書 Consolidated Statements of Cash Flows

(単位:百万円 / Unit: Million Yen)

| | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 |
|-----------------------------|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| I 営業活動によるキャッシュ・フロー | I Cash Flows from Operating Activities | | | | | | | | | | |
| 税金等調整前当期純利益 | 21,765 | 22,026 | 23,156 | 28,579 | 29,827 | 32,676 | 34,162 | 34,418 | 32,481 | 36,657 | 38,330 |
| 減価償却費及びその他の償却費 | 5,942 | 5,622 | 4,685 | 4,034 | 3,582 | 3,823 | 3,532 | 3,413 | 4,691 | 5,066 | 5,372 |
| 減損損失 | - | 294 | 998 | - | - | 413 | 71 | - | 29 | 10 | 3 |
| のれん償却額 | 784 | 797 | 248 | 91 | ▲0 | 20 | 5 | 20 | 83 | 1,033 | 1,983 |
| 受取利息及び受取配当金 | ▲36 | ▲48 | ▲48 | ▲47 | ▲40 | ▲50 | ▲56 | ▲72 | ▲46 | ▲23 | ▲319 |
| 支払利息 | 29 | 13 | 8 | 5 | 6 | 1 | 0 | 0 | 1 | 10 | 11 |
| オークション勘定の増減額 | ▲32 | 761 | ▲458 | 1,168 | 1,005 | 626 | ▲1,282 | 886 | 707 | 603 | 2,214 |
| 売上債権の増減額 | 722 | ▲80 | 250 | ▲48 | 72 | ▲313 | 11 | ▲54 | 4 | ▲87 | ▲433 |
| その他 | ▲159 | 826 | 658 | 690 | ▲233 | ▲480 | 1,215 | ▲711 | 1,214 | ▲540 | ▲1,260 |
| 小計 | 29,015 | 30,214 | 29,498 | 34,473 | 34,219 | 36,718 | 37,660 | 37,901 | 39,167 | 42,730 | 45,900 |
| 利息及び配当金の受取額 | 35 | 46 | 47 | 45 | 41 | 78 | 73 | 103 | 69 | 47 | 330 |
| 利息の支払額 | ▲32 | ▲12 | ▲7 | ▲4 | ▲6 | ▲2 | ▲1 | ▲0 | ▲1 | ▲11 | ▲11 |
| 法人税等の支払額 | ▲13,039 | ▲7,949 | ▲9,026 | ▲10,499 | ▲12,194 | ▲10,152 | ▲13,444 | ▲11,974 | ▲10,353 | ▲10,261 | ▲13,324 |
| 営業活動によるキャッシュ・フロー | 15,979 | 22,300 | 20,512 | 24,014 | 22,059 | 26,642 | 24,287 | 26,030 | 28,882 | 32,505 | 32,894 |
| II 投資活動によるキャッシュ・フロー | II Cash Flows from Investing Activities | | | | | | | | | | |
| 有形固定資産の取得による支出 | ▲6,649 | ▲1,071 | ▲7,303 | ▲655 | ▲1,441 | ▲8,298 | ▲2,121 | ▲8,455 | ▲5,148 | ▲3,988 | ▲1,837 |
| 有形固定資産の売却による収入 | 15 | 144 | 33 | 123 | 48 | 41 | 51 | 23 | 37 | 56 | 633 |
| その他 | ▲1,077 | 123 | ▲2,516 | ▲7,167 | 6,071 | ▲10,494 | ▲17,653 | 2,738 | 287 | ▲30,565 | ▲292 |
| 投資活動によるキャッシュ・フロー | ▲7,711 | ▲803 | ▲9,786 | ▲7,699 | 4,679 | ▲18,751 | ▲19,724 | ▲5,694 | ▲4,823 | ▲34,498 | ▲1,496 |
| III 財務活動によるキャッシュ・フロー | III Cash Flows from Financing Activities | | | | | | | | | | |
| 短期借入金純増減額 | 300 | ▲100 | ▲200 | - | - | - | - | ▲20 | ▲30 | ▲30 | - |
| 長期借入金純増減額 | ▲2,005 | ▲502 | ▲199 | 911 | ▲310 | ▲326 | ▲329 | ▲266 | 3,957 | ▲489 | ▲512 |
| 自己株式の取得による支出 | ▲8,940 | ▲4,671 | ▲4,950 | ▲11,812 | ▲12,309 | ▲0 | ▲0 | ▲1,145 | ▲8,230 | ▲0 | ▲2,359 |
| 配当金の支払額 | ▲5,324 | ▲4,741 | ▲5,518 | ▲6,001 | ▲7,811 | ▲7,918 | ▲9,656 | ▲10,266 | ▲11,178 | ▲11,878 | ▲12,438 |
| その他 | ▲131 | ▲244 | ▲258 | ▲151 | ▲15 | 139 | 267 | ▲729 | 1,930 | 235 | ▲4,358 |
| 財務活動によるキャッシュ・フロー | ▲16,102 | ▲10,260 | ▲11,127 | ▲17,053 | ▲20,446 | ▲8,105 | ▲9,718 | ▲12,427 | ▲13,550 | ▲12,162 | ▲19,668 |
| IV 現金及び現金同等物の増減額 | IV Net Increase (Decrease) in Cash and Cash Equivalents | | | | | | | | | | |
| | ▲7,834 | 11,235 | ▲401 | ▲739 | 6,292 | ▲214 | ▲5,155 | 7,907 | 10,507 | ▲14,155 | 11,729 |
| V 現金及び現金同等物の期首残高 | V Cash and Cash Equivalents at Beginning of Period | | | | | | | | | | |
| | 26,280 | 18,445 | 29,681 | 29,280 | 28,540 | 34,833 | 34,618 | 29,462 | 37,370 | 47,878 | 33,722 |
| VI 現金及び現金同等物の期末残高 | VI Cash and Cash Equivalents at End of Period | | | | | | | | | | |
| | 18,445 | 29,681 | 29,280 | 28,540 | 34,833 | 34,618 | 29,462 | 37,370 | 47,878 | 33,722 | 45,452 |

Ⅲ-2-(4) 2020年3月期の計画(連結) Forecast for the Fiscal Year Ending March 2020 (Consolidated)

<連結決算 Consolidated Statement>

(単位:百万円、% / Unit: Million Yen, %)

| | | 実績 Result | | | | | 計画 Plan | |
|------------------|--|-----------|--------|--------|--------|--------|---------|-----------------------|
| | | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 2020.3 | 増減率 VS. Prev. year |
| (オートオークション) | <Auto Auction Business> | | | | | | | |
| 出品手数料 | Consignment Fees | 12,636 | 12,780 | 12,432 | 14,153 | 15,269 | 15,590 | 2.1 |
| 成約手数料 | Contract Completion Fees | 12,083 | 12,335 | 12,073 | 13,858 | 14,898 | 15,172 | 1.8 |
| 落札手数料 | Successful Bidding Fees | 17,096 | 18,168 | 17,986 | 20,192 | 22,313 | 22,998 | 3.1 |
| バイクオークション手数料 | Motorcycle Auction Fees | - | 183 | 704 | 730 | 784 | 799 | 1.8 |
| 商品売上高 | Revenues from Sales of Goods | 1,166 | 1,479 | 1,494 | 1,907 | 2,408 | 2,485 | 3.2 |
| その他の営業収入 | Other Revenues | 7,299 | 7,647 | 8,120 | 8,679 | 9,009 | 8,846 | ▲ 1.8 |
| オートオークション計 | Auto Auction Business Total | 50,281 | 52,594 | 52,811 | 59,521 | 64,684 | 65,892 | 1.9 |
| (中古自動車等買取販売) | <Used Vehicle Sales/Purchases Business> | | | | | | | |
| 中古自動車買取販売 | Revenues from Used Vehicle Sales/Purchases | 6,736 | 6,765 | 5,804 | 5,866 | 5,702 | 5,289 | ▲ 7.3 |
| 事故現状車買取販売 | Revenues from Accident-damaged Vehicle Sales/Purchases | 3,347 | 3,331 | 3,568 | 3,960 | 3,998 | 4,183 | 4.6 |
| 中古自動車等買取販売計 | Used Vehicle Sales/Purchases Business Total | 10,083 | 10,097 | 9,373 | 9,827 | 9,701 | 9,472 | ▲ 2.4 |
| (その他) | <Other Business> | | | | | | | |
| 廃自動車等のリサイクル | Revenues from Recycling End-of-Life Vehicles and Other Items | 5,022 | 4,665 | 4,507 | 5,238 | 4,910 | 4,906 | ▲ 0.1 |
| 廃ゴムのリサイクル | Revenues from Recycling Scrap Rubbers | 1,383 | 636 | - | - | - | - | - |
| 中古自動車の輸出手続代行サービス | Revenues from Used Vehicle Export Clearing Service | 609 | 529 | 398 | 476 | 518 | 436 | ▲ 15.8 |
| その他 | Other Revenues | 84 | 83 | 89 | 90 | 93 | 92 | ▲ 1.2 |
| その他計 | Other Business Total | 7,100 | 5,915 | 4,995 | 5,805 | 5,522 | 5,435 | ▲ 1.6 |
| 売上高 | Net Sales | 67,466 | 68,607 | 67,179 | 75,153 | 79,908 | 80,800 | 1.1 |
| 営業利益 | Operating Profit | 33,411 | 34,491 | 32,396 | 36,071 | 37,123 | 38,200 | 2.9 |
| 経常利益 | Ordinary Profit | 34,027 | 35,218 | 32,999 | 36,676 | 38,039 | 38,700 | 1.7 |
| 親会社株主に帰属する当期純利益 | Profit Attributable to Owners of Parent | 21,661 | 22,477 | 22,909 | 24,285 | 25,543 | 25,800 | 1.0 |

<オートオークション関連(JBA除く) Auto Auction Business (excl. JBA)>

(単位:台、%、円、社、店 / Unit: No. of Vehicles, %, Yen, No. of Companies, No. of Shops)

| | | | | | | | | |
|-----------------|--|-----------|-----------|-----------|-----------|-----------|-----------|-------|
| 出品台数 | No. of Consigned Vehicles | 2,353,141 | 2,394,009 | 2,353,536 | 2,700,010 | 2,930,127 | 3,000,000 | 2.4 |
| 成約台数 | No. of Contracted Vehicles | 1,545,233 | 1,562,399 | 1,508,843 | 1,709,998 | 1,825,991 | 1,870,000 | 2.4 |
| 成約率 | Contract Completion Rate | 65.7 | 65.3 | 64.1 | 63.3 | 62.3 | 62.3 | - |
| 1台当たり出品手数料 | Consignment Fees per Vehicle consigned | 5,405 | 5,381 | 5,326 | 5,278 | 5,243 | 5,228 | ▲ 0.3 |
| 1台当たり成約手数料 | Contract Completion Fees per Vehicle Contracts completed | 7,882 | 7,962 | 8,072 | 8,163 | 8,213 | 8,167 | ▲ 0.6 |
| 1台当たり落札手数料 | Successful Bidding Fees per Vehicle Contracts completed | 11,067 | 11,630 | 11,922 | 11,813 | 12,225 | 12,301 | 0.6 |
| 現車会員数 | On-site Auction Members | 46,307 | 46,850 | 47,111 | 47,362 | 48,723 | 49,000 | 0.6 |
| CIS(インターネット)会員数 | CIS (Internet) Members | 28,815 | 29,512 | 29,966 | 30,337 | 31,639 | 31,887 | 0.8 |
| TV(衛星)会員数 | TV (Satellite Auction) Members | 3,291 | 3,101 | 2,894 | 2,623 | 2,468 | 2,250 | ▲ 8.8 |
| ラビット店舗数 | Rabbit Chain Shops | 170 | 170 | 169 | 164 | 158 | 154 | ▲ 2.5 |

<設備投資・減価償却費 Capital Expenditures and Depreciation>

(単位:百万円、% / Unit: Million Yen, %)

| | | | | | | | | |
|-------------|--|-------|-------|-------|-------|-------|-------|-------|
| 設備投資(支出ベース) | Capital Expenditures (Terms of Cash Flows) | 2,490 | 8,731 | 5,878 | 4,447 | 2,428 | 7,400 | 204.7 |
| 減価償却費 | Depreciation | 3,397 | 3,325 | 4,596 | 4,983 | 5,299 | 5,114 | ▲ 3.5 |

※2015.3期までの当期純利益は、親会社株主に帰属する当期純利益として表示しております。

* Net Income for the period up to the fiscal year ended March 2015 is presented as Profit Attributable to Owners of Parent.

IV 計算式 Calculating Formulas

本資料における各項目の計算式は下記のとおりです。

- (1) 売上総利益率 = 売上総利益 ÷ 売上高 × 100%
- (2) 販売費及び一般管理費率 = 販売費及び一般管理費 ÷ 売上高 × 100%
- (3) 営業利益率 = 営業利益 ÷ 売上高 × 100%
- (4) 法人税率 = 法人税等 ÷ 税金等調整前当期純利益 × 100%
- (5) EPS = 親会社株主に帰属する当期純利益 ÷ 期中平均株式数
※期中平均株式数には、USS従業員持株会専用信託が保有する自己株式が含まれております。
- (6) ROE = 親会社株主に帰属する当期純利益 ÷ 自己資本(期首・期末平均) × 100%
- (7) ROA = 経常利益 ÷ 総資産(期首・期末平均) × 100%
- (8) 配当性向 = 配当金総額 ÷ 親会社株主に帰属する当期純利益 × 100%
※2015年3月期より上記計算式としております。
- (9) 自己資本比率 = 自己資本 ÷ 総資産 × 100%
- (10) 外部落札比率 = 外部落札台数 ÷ USSグループ落札台数 × 100%
- (11) 1台当たり出品(成約、落札)手数料 = 連結相殺前出品(成約、落札)手数料 ÷ 出品(成約)台数
- (12) 過去X年平均増減率 = {(当期数値 ÷ X年前数値)^(1 ÷ X年) - 1} × 100%

The calculating formula of the term in this material is as follows.

- (1) Gross Profit Margin = Gross Profit / Net Sales × 100%
- (2) Selling, General and Administrative Expenses Ratio = Selling, General and Administrative Expenses / Net Sales × 100%
- (3) Operating Margin = Operating Profit / Net Sales × 100%
- (4) Tax Rate = Income Taxes / Profit Before Income Taxes × 100%
- (5) EPS = Profit Attributable to Owners of Parent / Average No. of Shares
*Average number of shares outstanding during the period includes shares held by the USS Employee Stock Ownership Plan Trust.
- (6) ROE = Profit Attributable to Owners of Parent / Equity Capital (average at beginning and end of year) × 100%
- (7) ROA = Ordinary Profit / Total Assets (average at beginning and end of year) × 100%
- (8) Dividend Payout Rate = Total Dividends (fiscal year) / Profit Attributable to Owners of Parent × 100%
*Effective from the fiscal year ended March 2015, the Company has adopted the above-mentioned formula.
- (9) Equity Ratio = Equity Capital / Total assets × 100%
- (10) Ratio of Successful Off-site Bids = Successful Off-site Bids / USS Group Successful Bids × 100%
- (11) Fees per Vehicle = Fees for Vehicles before eliminations for consolidation / No. of vehicles
- (12) Avg YoY Change (X year period) = {(Number for current FY(CY) / Number for X years earlier)^(1 / X years) - 1} × 100%

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Disclaimer Regarding Forward-looking Statements

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