

IDOM Inc.

Material for New Investors

IDOM Inc. | Updated: October 1, 2021

- I. About the Company
- II. Changes in IDOM's Domestic Business
- III. Growth Strategies for the Domestic Business
- IV. Data on Scope for Expansion of the Used Car Market

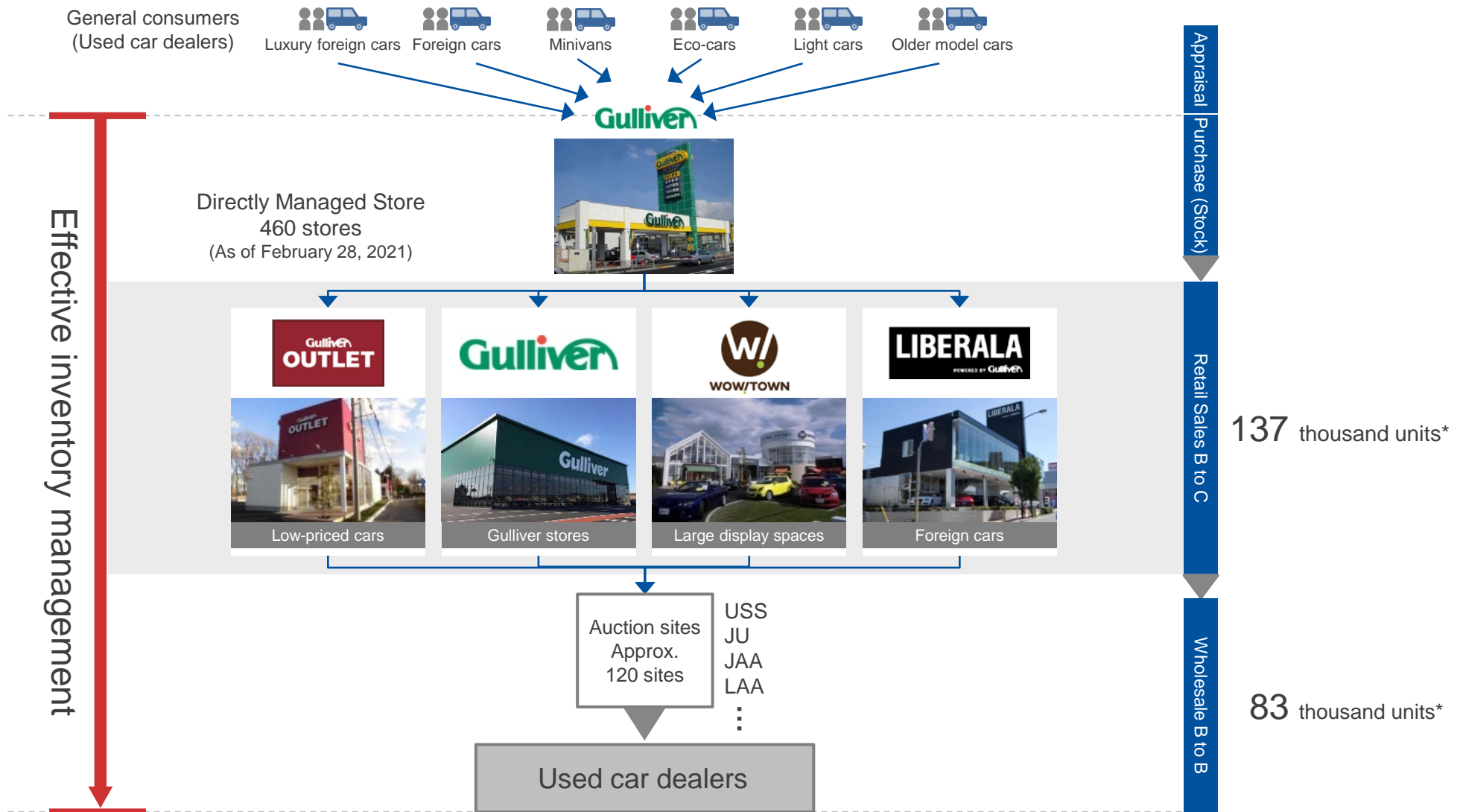
I. About the Company

Overview of the Business

- The Company was founded in 1994 and expanded its operations nationwide by opening Gulliver stores specialized in purchasing vehicles. The Company was listed in 1998.
- The core business shifted to the retailing of used cars. In addition to the brand name Gulliver, the Company operates stores under other brand names nationwide. LIBERALA stores sell foreign cars. WOW! TOWN stores are large. OUTLET stores are located countryside, while HUNT stores are located in shopping malls.
- The Company expanded into overseas markets. In 2015, it acquired a major new car dealer group in Australia.



Vehicle Distribution Flow at Directly Managed Stores



*Number of units is result of the fiscal year ended February 28, 2021

Stores

Gulliver



Gulliver OUTLET



Stores

LIBERALA (specializing in foreign cars)



WOW! TOWN (large display spaces)



Overview of IDOM Group

IDOM Inc.

Established: 1994

Listed: 1998

Directly managed stores: 460

Franchise stores: 67

(as of the end of February 2021)

Major Group Companies

(Japan)

- Tokyo Mycar
- IDOM CaaS Technology
- FMG

(Overseas)

- (Australia)
IDOM Automotive Group
Buick Holdings (DVG)
IDOM Automotive Essendon
- (U.S.A.)
Gulliver U.S.A.
Gulliver EAST

Retail car sales at IDOM
directly managed stores

137,382 cars

Fiscal year ended February 28, 2021

Number of cars purchased at
the Group in Japan*

225,278 cars

Fiscal year ended February 28, 2021

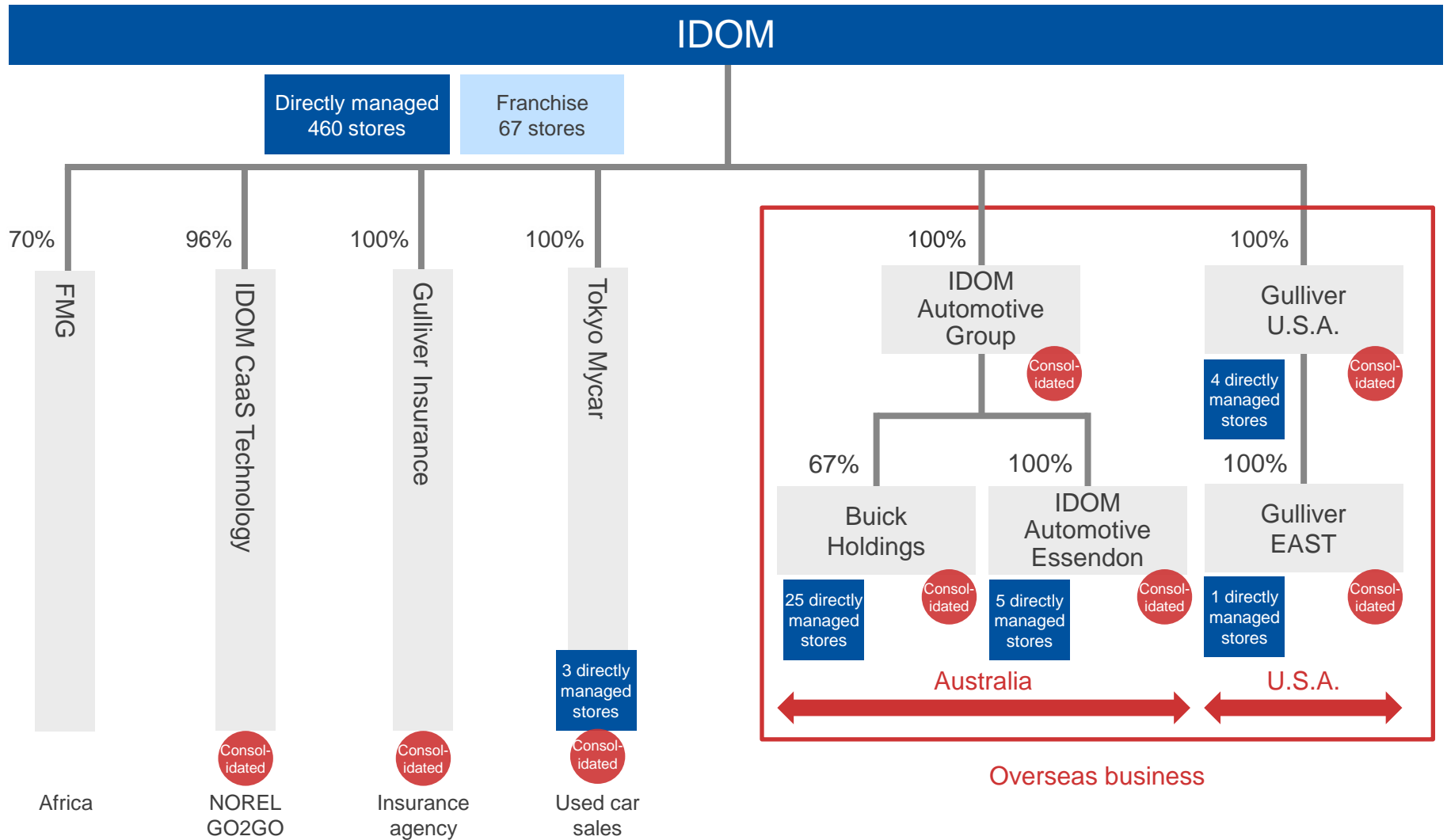
Number of employees
(consolidated)

4,629

As of the end of February 2021

* The number of cars purchased at stores directly managed by IDOM and major wholly owned subsidiaries of IDOM in Japan. Cars purchased from companies are included. Scrap vehicles, cars purchased by franchise stores, and purchases within the Group are excluded.

IDOM Group Companies



Note: Certain subsidiaries are not included in the chart above. The number of stores listed and the equity ratios listed are as of February 28, 2021.

IDOM Inc.



Regional
Head-
quarters

IDOM Automotive Group
(Former name) Gulliver Australia Holdings

Perth

**Buick Holdings
(DVG)**

Western Australia (Perth)
New car dealer group
(Acquired in September 2015)

Melbourne

**IDOM Automotive
Essendon**

Victoria (Melbourne)
New car dealer group
(Acquired in October 2018)

History

| | Company | Business | Award |
|------|--|--|---|
| 1994 | <ul style="list-style-type: none"> Gulliver International established | | |
| 1998 | <ul style="list-style-type: none"> Shares traded on the over-the-counter market (after the second shortest period from establishment) | <ul style="list-style-type: none"> Operation of Dolphinnet System started | |
| 1999 | | <ul style="list-style-type: none"> Number of Gulliver stores, mostly member stores, reaches 500 | |
| 2000 | <ul style="list-style-type: none"> Listed on Second Section of TSE (after the shortest period from establishment) | | |
| 2002 | | | <ul style="list-style-type: none"> Award for Advancement of Excellence in IR received (Japan Investor Relations Association) |
| 2003 | <ul style="list-style-type: none"> Listed on First Section of TSE | | |
| 2004 | <ul style="list-style-type: none"> Gulliver USA, Inc. established | | <ul style="list-style-type: none"> Japan's first hyper-growth company* * Term used in the U.S.A. for companies that record sales of 1 billion dollars within 10 years of establishment |
| 2006 | | <ul style="list-style-type: none"> Head office moved to current location | <ul style="list-style-type: none"> Porter Prize received |
| 2008 | | <ul style="list-style-type: none"> Two presidential system started | <ul style="list-style-type: none"> Second Japan 300 High-Service Award received (Service Productivity & Innovation for Growth) |
| 2009 | | <ul style="list-style-type: none"> 10-year guarantee service started | |
| 2010 | <ul style="list-style-type: none"> Shares of G-one Credit Services, the financial service subsidiary, transferred to SBI Holdings | | |

History

| | Company | Business | Award |
|------|---|---|---|
| 2011 | | <ul style="list-style-type: none"> ● Pre-delivery maintenance service center launched | <ul style="list-style-type: none"> ● Ranked 29th in “Best Workplaces” (Great Place to Work® Institute Japan) Awarded for 7 consecutive years |
| 2012 | <ul style="list-style-type: none"> ● Motoren Global established (BMW/MINI dealerships in Hokkaido started) | <ul style="list-style-type: none"> ● WOW! TOWN Makuhari, a large showroom, opened | <ul style="list-style-type: none"> ● Received IT Japan Award 2012 (Nikkei Computer) |
| 2014 | <ul style="list-style-type: none"> ● First store in New Zealand opened | <ul style="list-style-type: none"> ● Display and sale store openings accelerated under the medium-term business policy | |
| 2015 | <ul style="list-style-type: none"> ● All shares acquired in Nakamitsu Motors, which operates BMW/MINI dealerships in Chiba; changed the company’s name to Motoren Glanz ● Sixty-seven percent of shares acquired in Buick Holdings Pty Ltd., new car dealers in Western Australia | <ul style="list-style-type: none"> ● System for centralized appraisal of purchases at the head office renewed (mobile devices for appraisal at each store introduced) ● Kurumajiro (presently Gulliver FleMa) service started | |
| 2016 | <ul style="list-style-type: none"> ● The Company’s name changed to IDOM, Inc. | <ul style="list-style-type: none"> ● NOREL service started | |
| 2017 | | | <ul style="list-style-type: none"> ● Selected as “2017 Competitive IT Strategy Company” (Ministry of Economy, Trade and Industry, Tokyo Stock Exchange) ● Ranked 18th in “Best Workplaces,” the top ranking |
| 2018 | <ul style="list-style-type: none"> ● Acquired a new car dealer group in Melbourne, Australia | | |
| 2019 | | <ul style="list-style-type: none"> ● C2C car sharing service, GO2GO, started | |
| 2020 | <ul style="list-style-type: none"> ● NOREL and GO2GO new services acquired by IDOM CaaS Technology | | |
| 2021 | <ul style="list-style-type: none"> ● Transferred shares of Motoren Global and Motoren Glanz (Withdraw from domestic new car dealer business) | | |

Officers and Advisers (as of October 1, 2021)

| | | | |
|--|---|--|--|
| <p>President Yusuke Hatori</p> <p>Internal</p> | <p>Born in 1971. Joined Gulliver in 1995, a year after its foundation. Established several stores, starting with the Sapporo store. After serving as director, executive director, and senior executive director, appointed representative director and president in 2008 with the start of the dual president structure. Currently responsible for corporate strategy and supervises the overseas business, among other operations.</p> | | |
| <p>President Takao Hatori</p> <p>Internal</p> | <p>Born in 1972. Joined Gulliver in 1995, a year after its foundation and established the first store in the Kanto area. After serving as director, executive director, and senior executive director, appointed representative director and president in 2008 with the start of the dual president structure. Currently responsible for corporate strategy and supervises all directly managed stores.</p> | | |
| <p>Director Masaru Ohta</p> <p>Internal</p> | <p>Born in 1964. Joined the Company in 1997. Appointed an executive officer in 2009. Appointed director in 2016.</p> | | |
| <p>Director Jun Sugie</p> <p>Outside Independent Director</p> | <p>Born in 1956. Joined the Ministry of Finance and works as chief of the Tokyo Regional Taxation Bureau among other important posts. Appointed director of IDOM in 2017. Currently serves as Vice Chairman and Senior Director of The Investment Trusts Association, Japan and Outside Director of Sumitomo Mitsui Construction Co., Ltd.</p> | | |
| <p>Director Koichi Noda</p> <p>Outside Independent Director</p> | <p>Born in 1966. Graduated from Harvard Business School. Works for Rakuten, Inc. as an executive officer, Walmart Japan Holdings as Chief Human Resources Officer and Chief Management Officer, Works Human Intelligence Co., Ltd. as Chief Human Resources Officer (CHRO) and WHI Holdings Co., Ltd as Chief Human Resources Officer (CHRO). Appointed director of the Company in 2018. Currently serves OKAN Inc. as an Outside Director.</p> | | |
| <p>Auditor (Full-time) Takenobu Sugama</p> <p>Internal</p> | <p>Worked at Mac Projects Co., Ltd. (currently Media Power Co., Ltd.) before joining AKATORI Shopping Department Stores Co., Ltd. (currently AKATORI Co., Ltd.) as Senior Managing Director. Joined the Company in 1996. Appointed an executive officer in 2003. Appointed Auditor (full-time) of the Company in 2021.</p> | | |
| <p>Auditor Tadaaki Kimura</p> <p>Outside Independent Director</p> | <p>Certified public accountant. Appointed an Audit & Supervisory Board member of the Company in 2020. Currently CEO of addlight Inc. and an Outside Director of euglena Co., Ltd. (a member of the Audit and Supervisory Committee).</p> | <p>Honorary Chairman Kenichi Hatori</p> | <p>Founds Gulliver in 1994. Appointed Representative Director and Chairman of Gulliver in 2008. Appointed Honorary Chairman in 2016.</p> |
| <p>Auditor Kaoru Ninomiya</p> <p>Outside Independent Director</p> | <p>Chairperson of Social Contribution Committee of Calbee, Inc. Appointed an Audit & Supervisory Board member of the Company in 2021. Currently Social Contribution Committee of Calbee, Inc.</p> | <p>Advisor Hideo Yamada</p> | <p>The 12th Commissioner General of the National Police Agency. Appointed advisor of Gulliver in 2016.</p> |

ESG/IT Initiatives

| | | |
|-------------|---|--|
| Environment | Highly transparent used car distribution and recycling-based business model | <ul style="list-style-type: none"> ● IDOM non-consolidated sales (units) in the fiscal year ended February 2020 Retail: 137,382; Wholesale: 82,532 |
| | Reducing environmental load | <ul style="list-style-type: none"> ● Advancing paperless operations (reduction of use of paper resources through digitization of sales contracts and online sharing of documents) ● Installing LED lighting at the head office and stores |
| Society | Improving employee motivation | <ul style="list-style-type: none"> ● Using external evaluations (ranked among leading companies in “Best Workplaces” for seven consecutive years, from 2011 to 2017) |
| | Workstyle reform | <ul style="list-style-type: none"> ● Changing workstyles and improving productivity with IT, building an environment for remote work ● Reinforcing work hours management and introducing a hotline |
| | Personnel development | <ul style="list-style-type: none"> ● Enhancing the education system (training system, e-learning) ● CS-focused personnel evaluation system |
| | Respecting diversity, women’s active participation | <ul style="list-style-type: none"> ● “Sakura Project” to support the active participation of women |
| | Offering new value in the use of cars | <ul style="list-style-type: none"> ● NOREL used car service that enables the switching and sharing of vehicles (since 2016) ● C2C car sharing service GO2GO (since 2019) |
| | Coexistence with communities | <ul style="list-style-type: none"> ● Nationwide store openings, coexistence with local communities (number of directly managed stores: 460 as of February 2021) ● Inventory sharing system to sell reliable, high-quality cars nationwide |
| | Pursuing customer satisfaction | <ul style="list-style-type: none"> ● Continuing to conduct CS surveys ● Conducting blind surveys regularly |
| | Reliability of products | <ul style="list-style-type: none"> ● Introducing a return system, providing a warranty service for 10 years maximum |
| | Social support | <ul style="list-style-type: none"> ● For each car purchased or sold, the customer can choose a gift from UNICEF Support Gifts (since 2011) ● FMG was established, which contributes to creating employment opportunities in Tanzania |
| Governance | Sustainable enhancement of corporate value through engagement | <ul style="list-style-type: none"> ● Reflecting investors’ opinions in management and IR activities (IR meetings held: approx. 200 in fiscal year ended February 2021) |
| | Management risk management | <ul style="list-style-type: none"> ● Compliance education, raising awareness (conducting compliance tests, creating compliance sites and distributing internal newsletters) ● Establishing Fair Evaluation Committee, sharing evaluation items in the Company ● Raising awareness of internal regulations (information security regulations and personal information management regulations) ● Operating a whistleblowing system |
| IT | Use of IT | <ul style="list-style-type: none"> ● Creating an organization that advances IT and business at the same time |

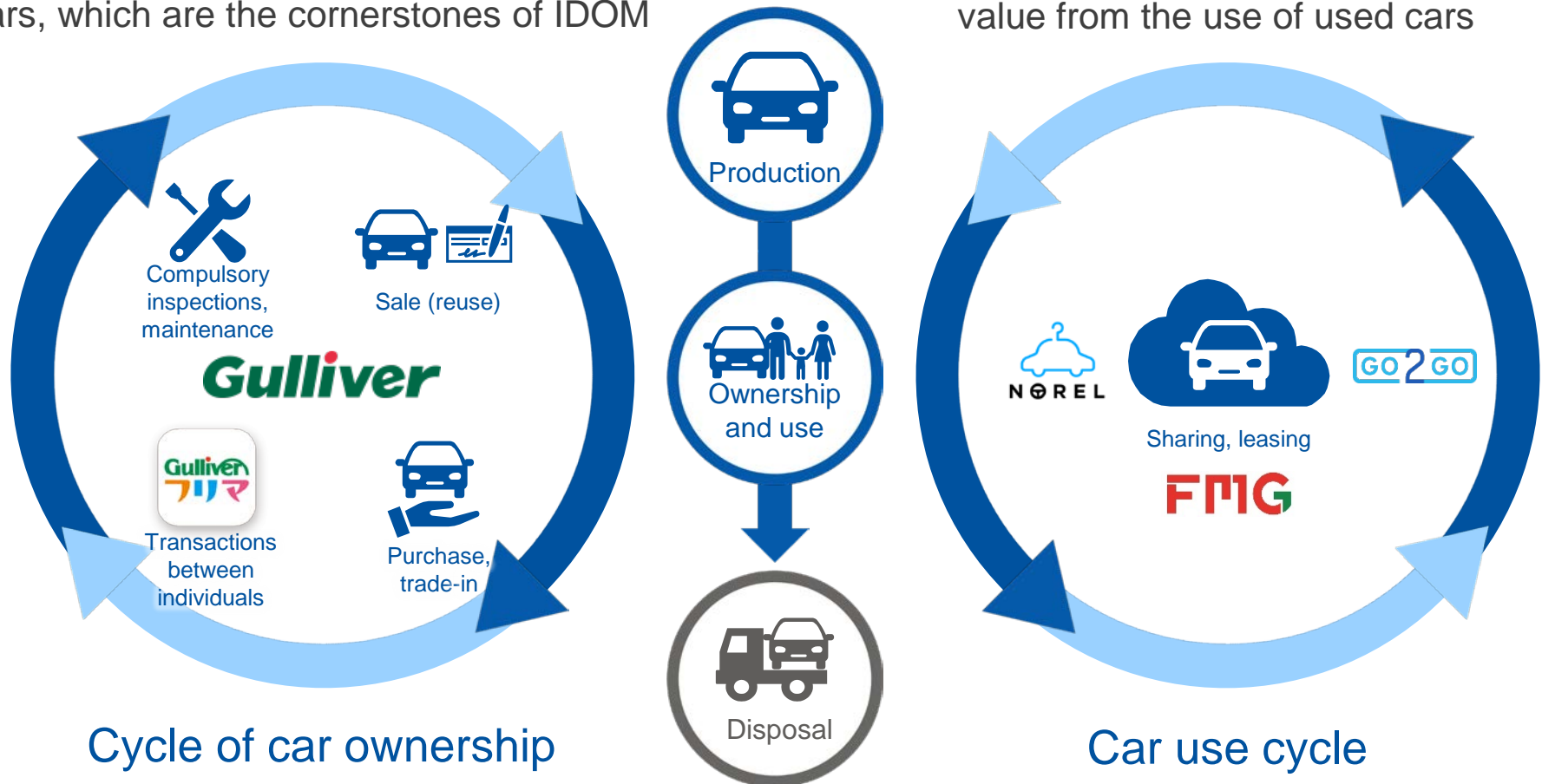
Used Car Cycles Promoted by IDOM

IDOM promotes a cycle of ownership where vehicles are fully utilized as resources instead of simply being produced and disposed of.

IDOM promotes a use cycle for used cars by developing a new business model including sharing and subscription.

“Clean” prices, the purchase and sale of used cars, which are the cornerstones of IDOM

New business model for creating value from the use of used cars



Dividend Payout

Dividend policy Earnings performance-linked dividends

Method

In principle, the dividends are calculated based on consolidated net income of **previous fiscal year** x 30% (changed from FY2017 dividends)

Dividends per share

(Unit: yen)

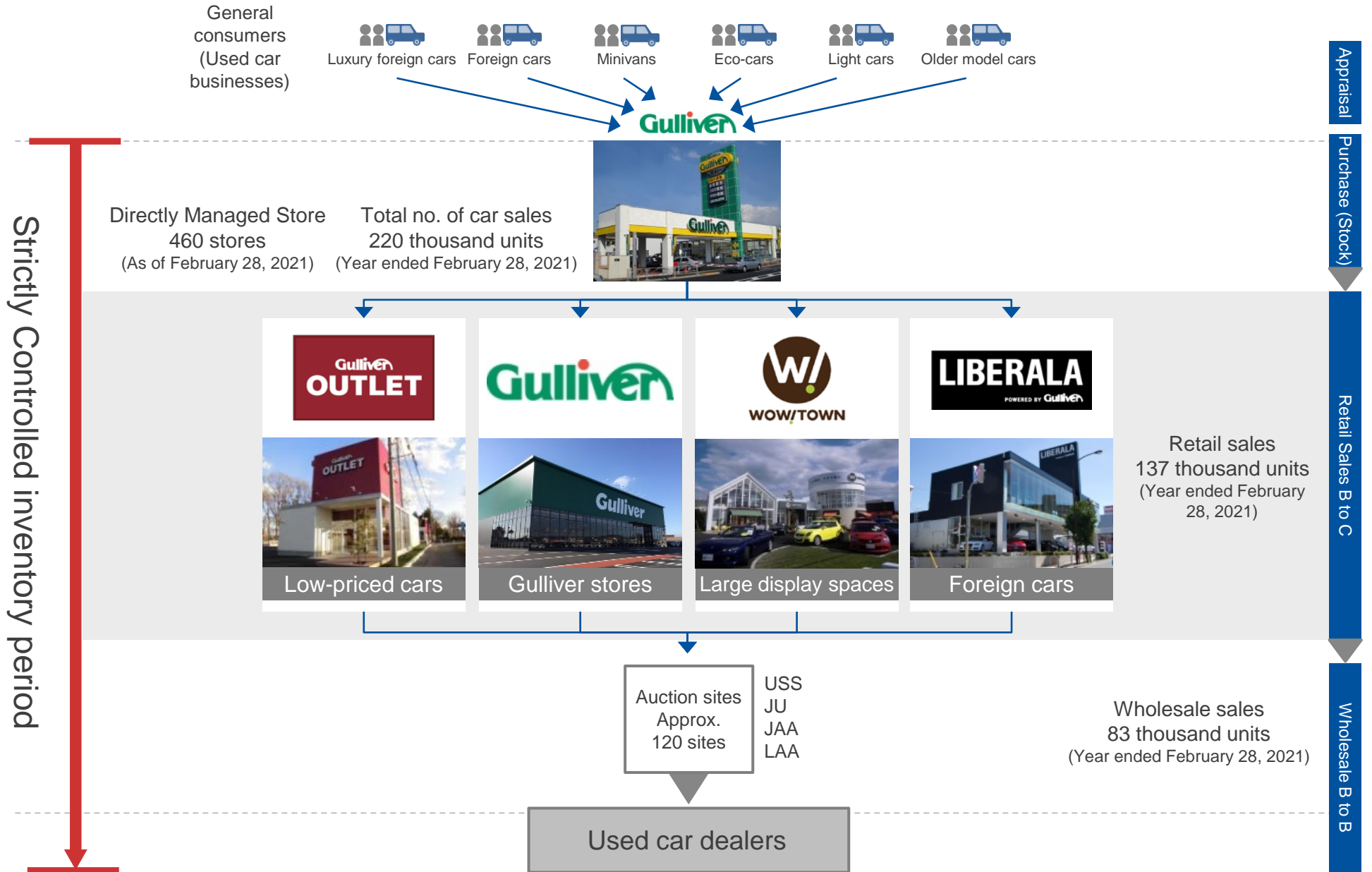
| | FY2020 | FY2021 | FY2022(plan) |
|-------------------|--------|--------|--------------|
| Interim dividend | 0.60 | 5.30 | 2.30 |
| Year-end dividend | 0.60 | 5.30 | 2.30 |
| Annual dividend | 1.20 | 10.60 | 4.60 |


Based on
consolidated net income
of FY2021

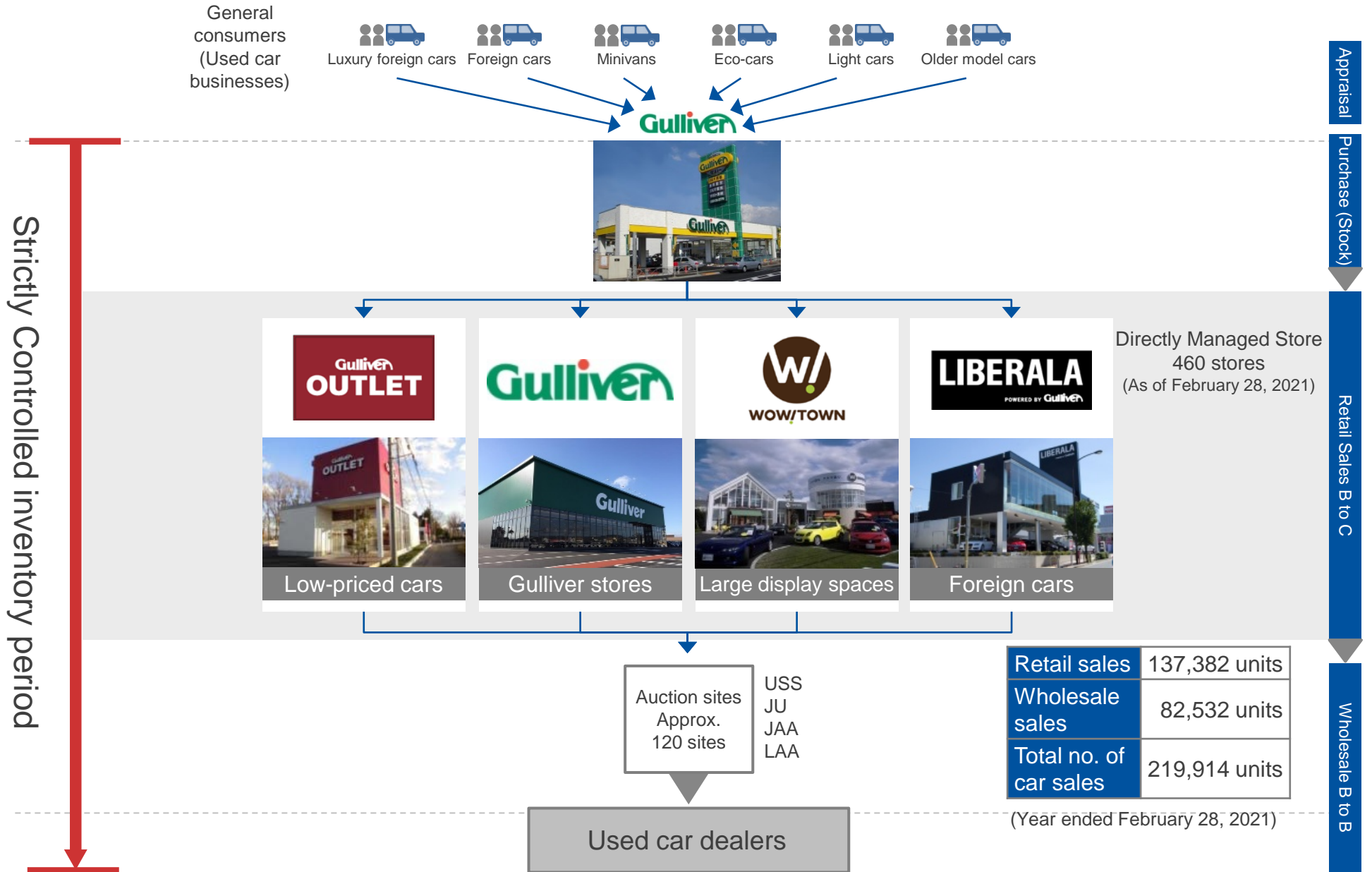
II. Changes in IDOM's Domestic Business

*Excerpt from the financial results presentation material for the fiscal year ended February 2021

Vehicle Distribution Flow at Directly Managed Stores



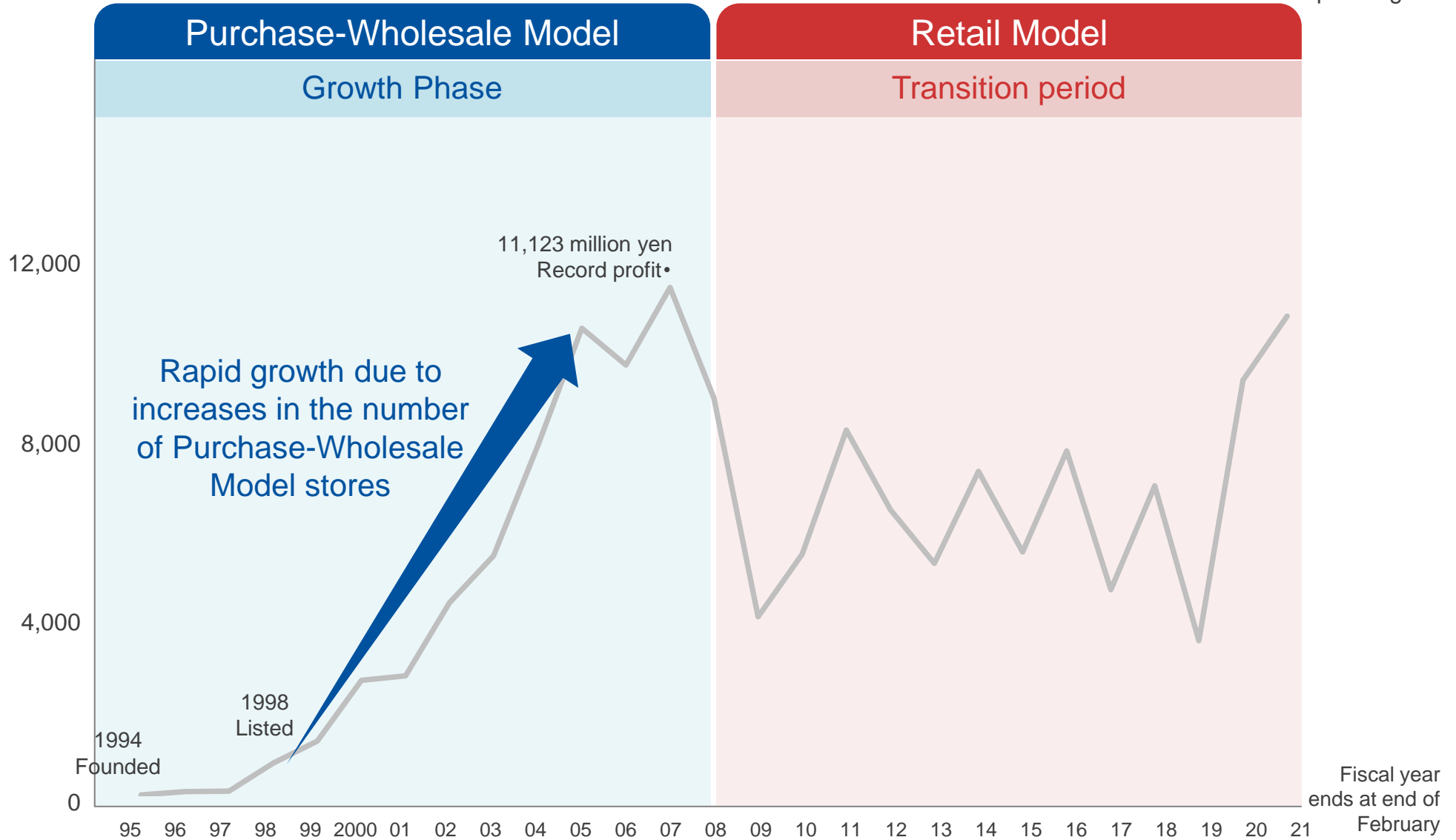
Vehicle Distribution Flow at Directly Managed Stores



Trends in Consolidated Operating Profit and Changes in Business

(Unit: million yen)

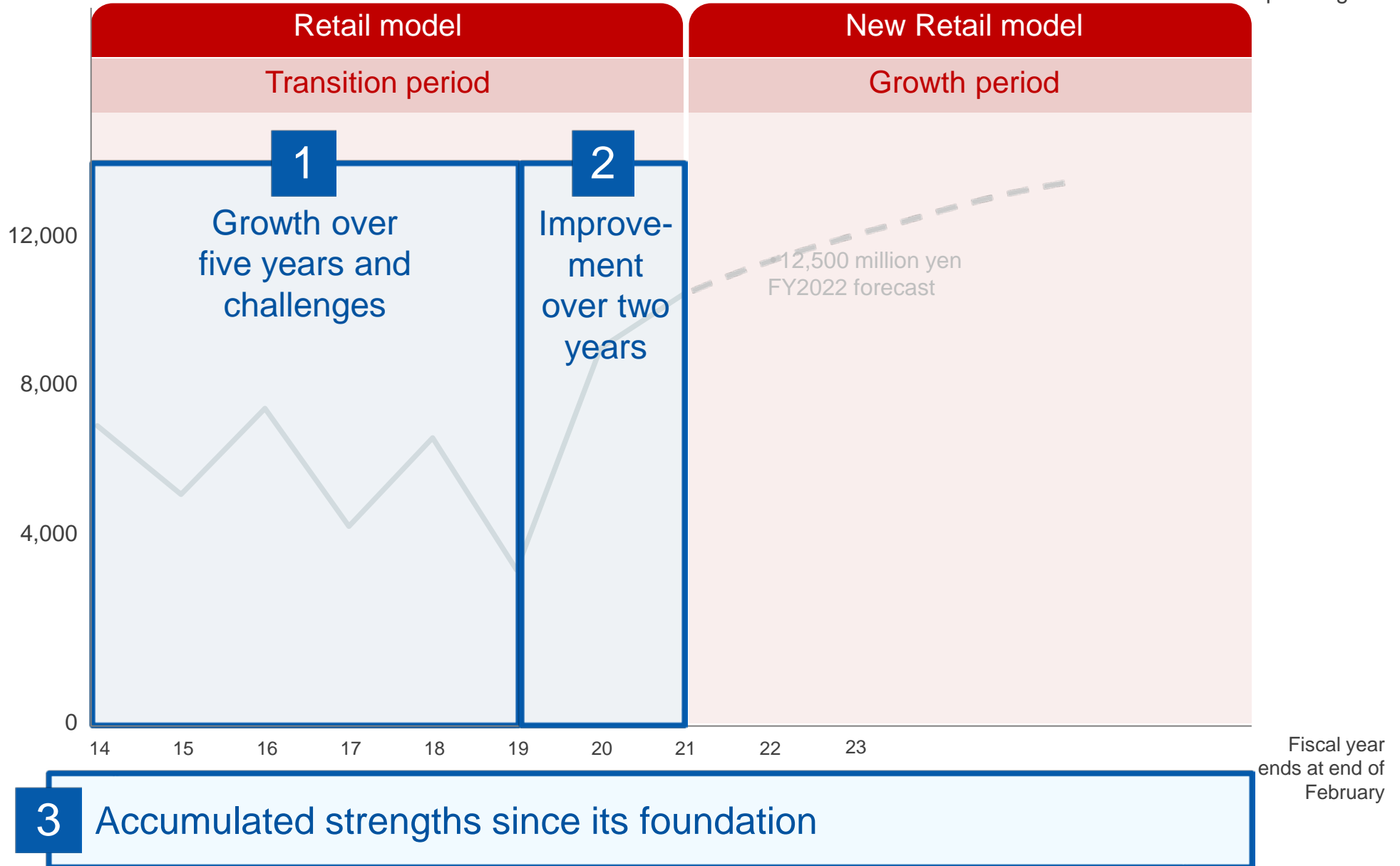
— Consolidated operating income



Period of Transition to Retail Model

(Unit: million yen)

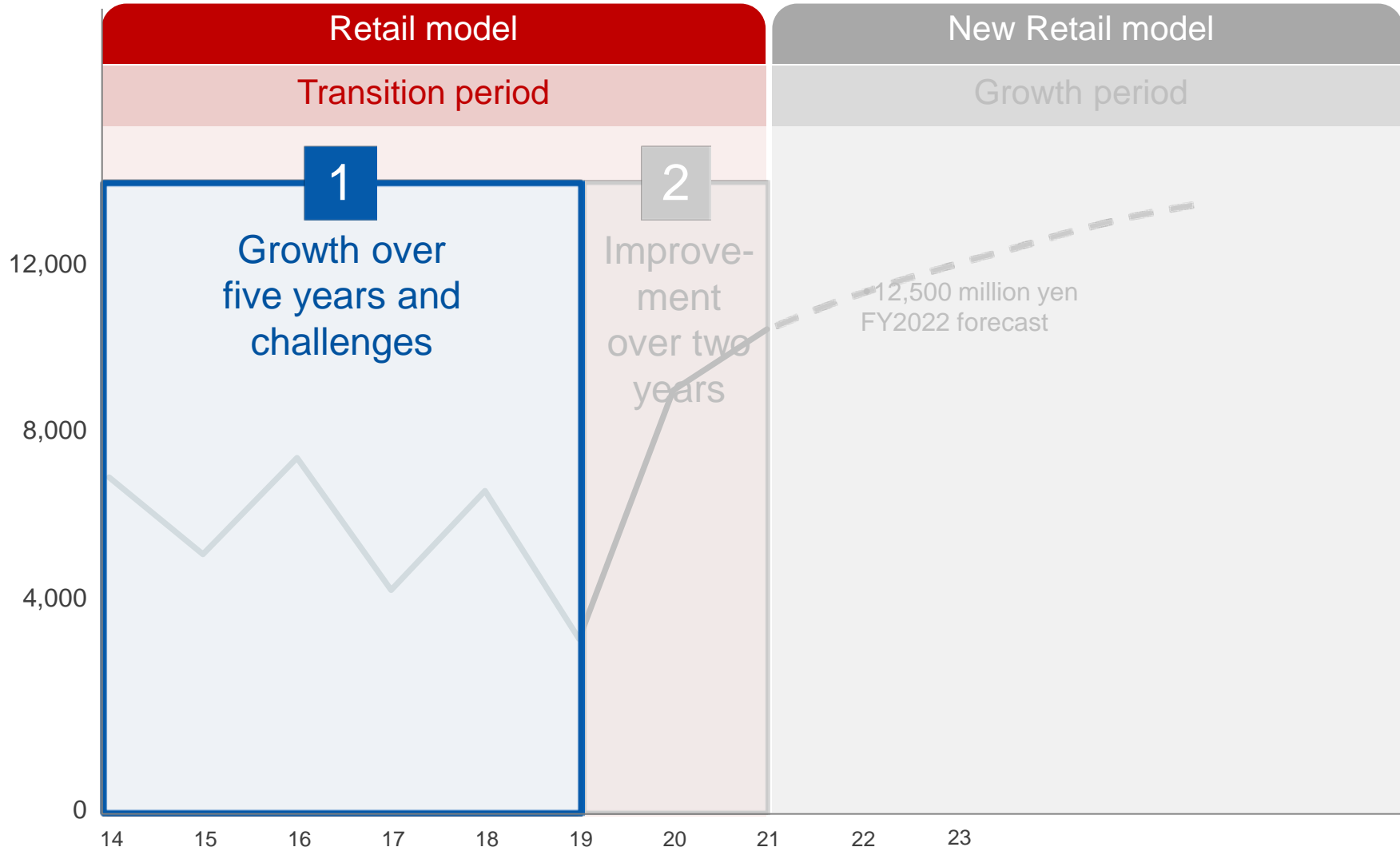
— Consolidated operating income



Growth and Challenges

(Unit: million yen)

— Consolidated operating income



Retail model

Transition period

New Retail model

Growth period

1

Growth over five years and challenges

2

Improvement over two years

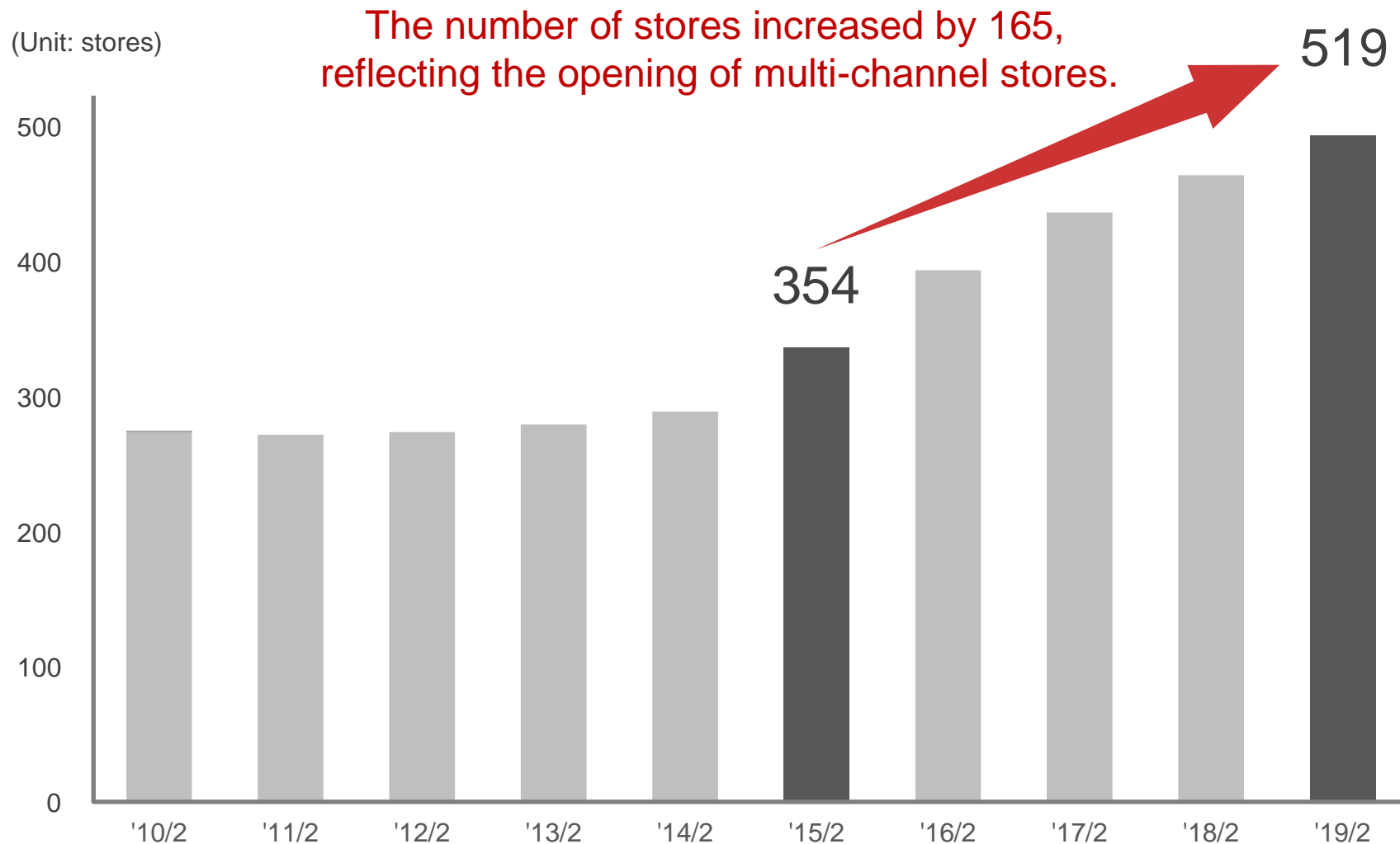
12,500 million yen
FY2022 forecast

3 Accumulated strengths since its foundation

Fiscal year ends at end of February

Growth over Five Years (Increase in Number of Stores)

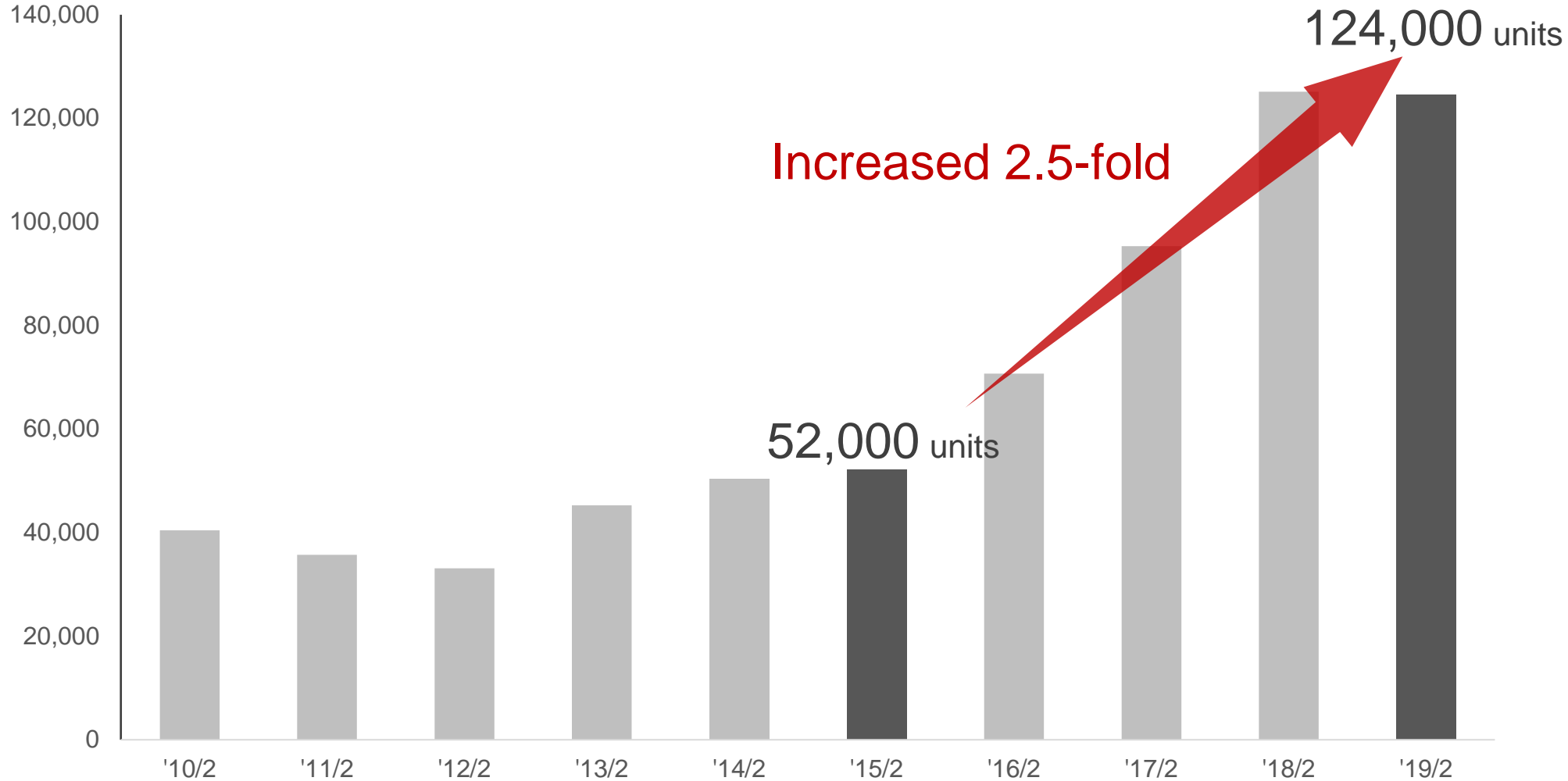
Number of directly managed stores



Growth over Five Years (Increase in Retail Unit Sales)

Trends in retail unit sales at directly managed stores

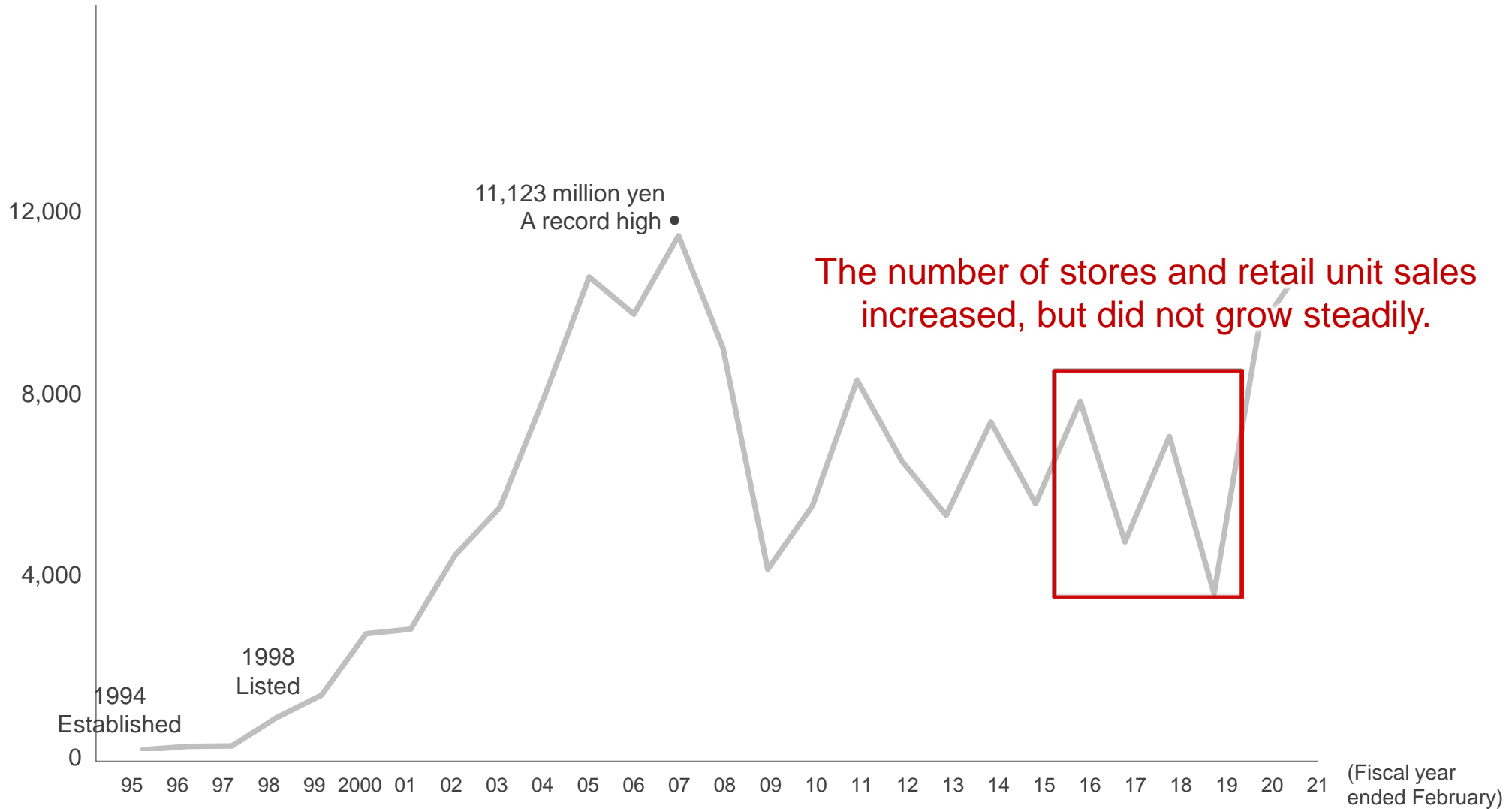
(Unit: Unit)



Trends in Consolidated Operating Income

(Unit: million yen)

— Consolidated operating income



Identifying Three Challenges

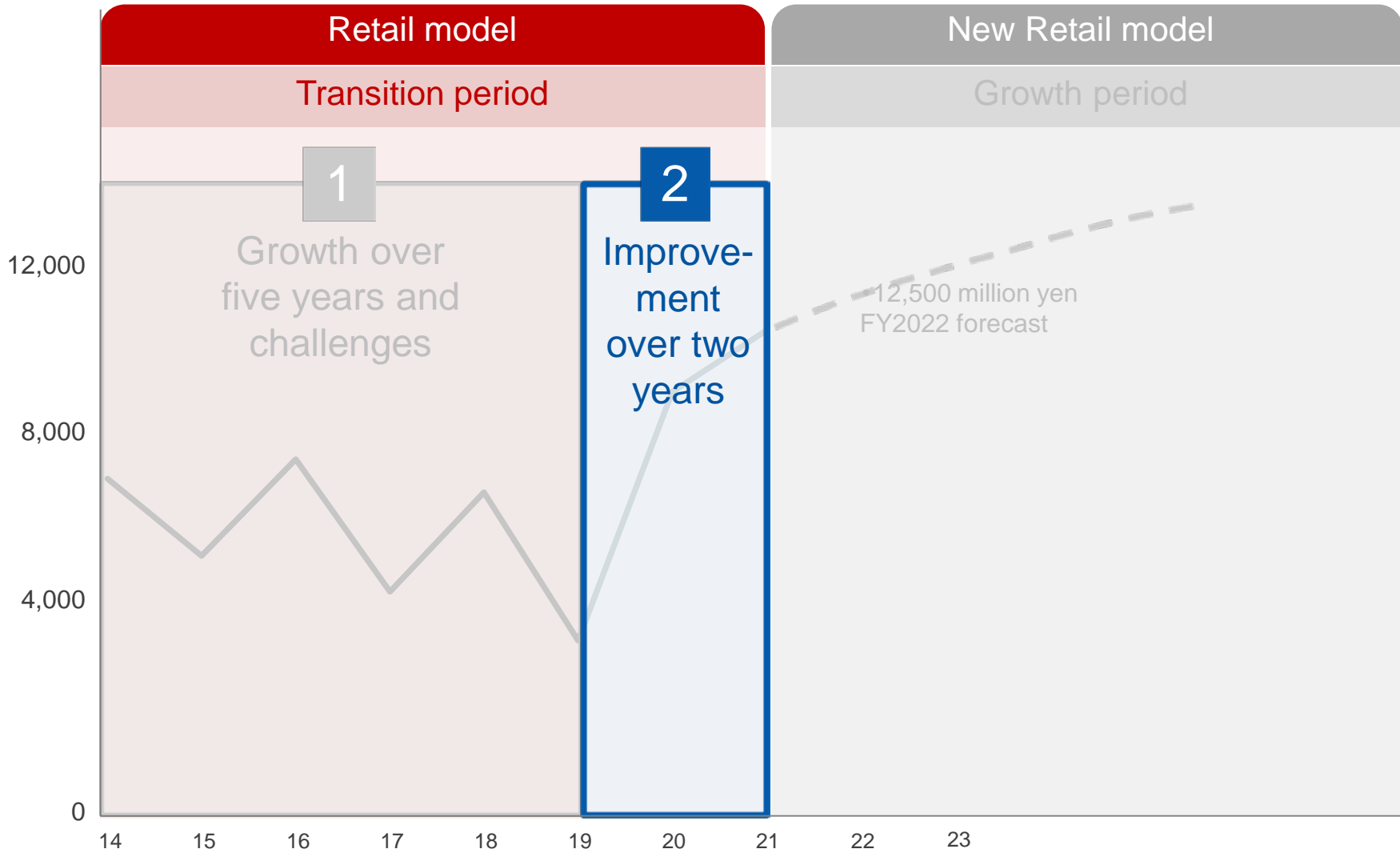
| | Challenge | Description |
|-------|---------------------------------------|--|
| (i) | Store area strategy | Internal competition in certain areas, reflecting the opening of multi-channel stores |
| (ii) | Attracting customers via the Internet | The number of visitors via the Internet who emphasize price when they choose stores did not increase. Costs for attracting customers is trending upward. |
| (iii) | Inventory control | As retail unit sales are increasing, inventory control is inadequate. |

Although the number of stores and retail unit sales increased, income did not grow steadily. We have identified three challenges.

Improvement in Challenges

(Unit: million yen)

— Consolidated operating income



Retail model

Transition period

New Retail model

Growth period

1

Growth over five years and challenges

2

Improvement over two years

12,500 million yen
FY2022 forecast

3 Accumulated strengths since its foundation

Fiscal year ends at end of February

Improvement Measures of Three Challenges

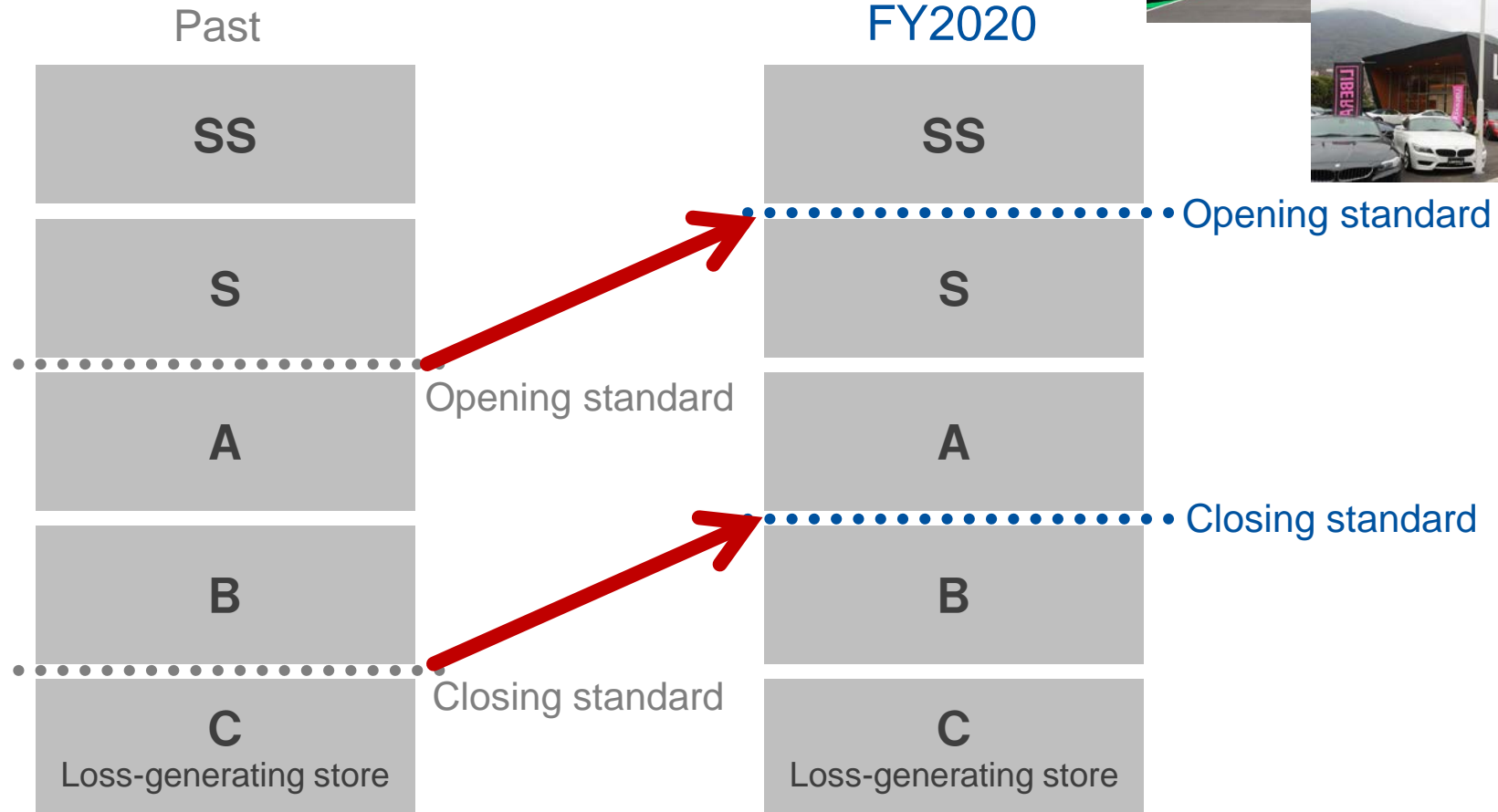
| | Challenge | Improvement Measure |
|-------|---------------------------------------|---|
| (i) | Store area strategy | Reviewed the standards for the opening and closing of stores, emphasizing capital efficiency. |
| (ii) | Attracting customers via the Internet | Established merchandising sections, gathered information in each area and optimized vehicle pricing. |
| (iii) | Inventory control | Included Inventory turnover days in the management indicators and controlled the inventory in response to sales demand. |

For two years from the fiscal year ended February 2020, the Company took steps to address the three identified challenges.

(i) Store Area Strategy

Reviewed the standards for the opening and closing of stores, emphasizing capital efficiency.

Ranking by profit/capital efficiency



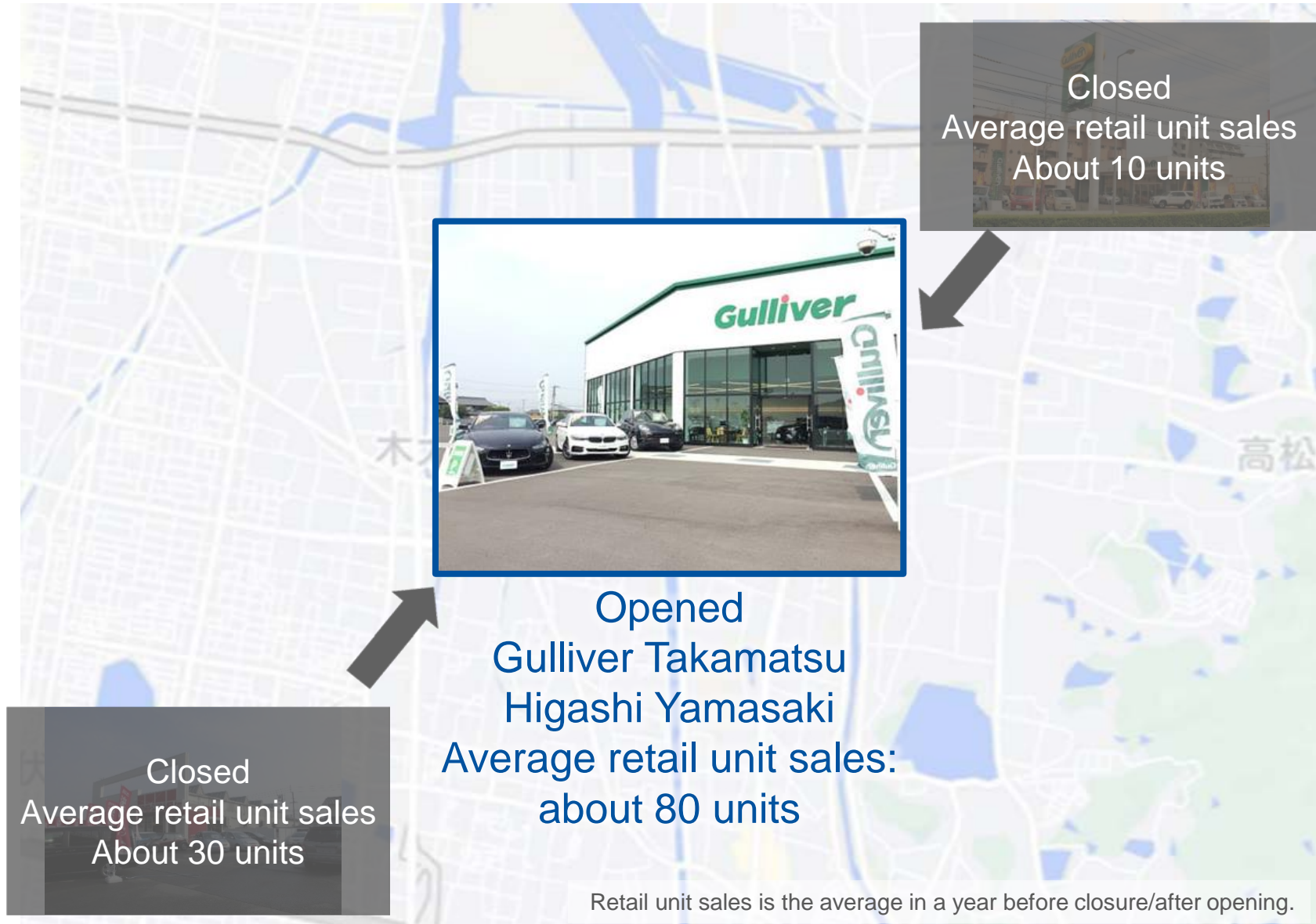
(i) Store Area Strategy (Case Study)

Internal competition before improvement (for illustrative purposes)



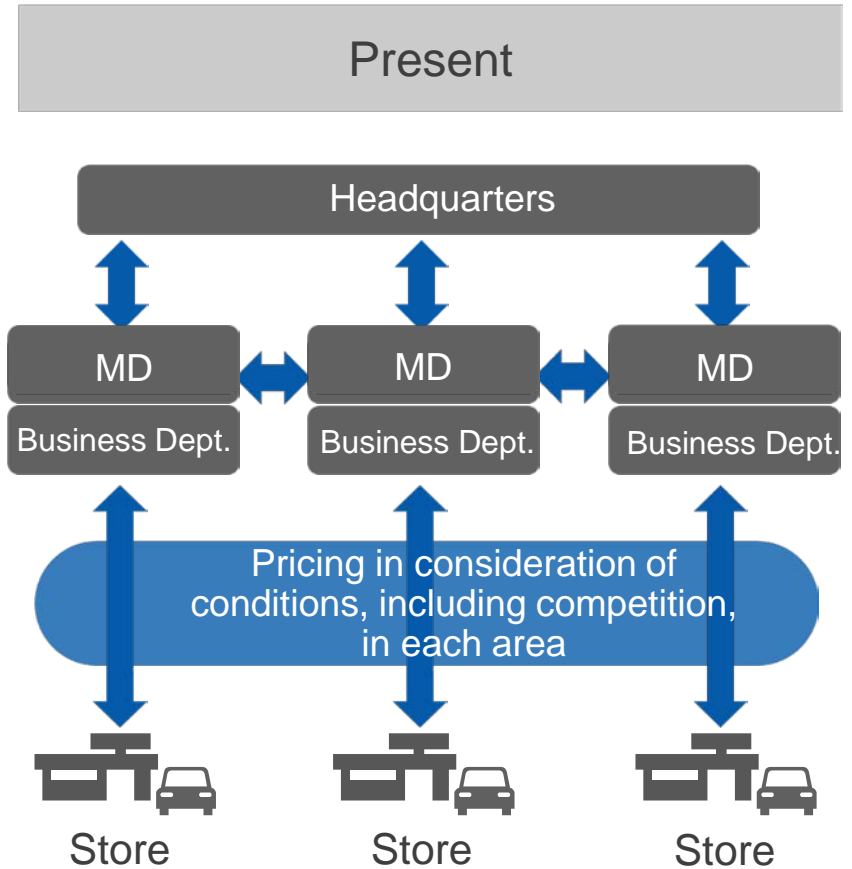
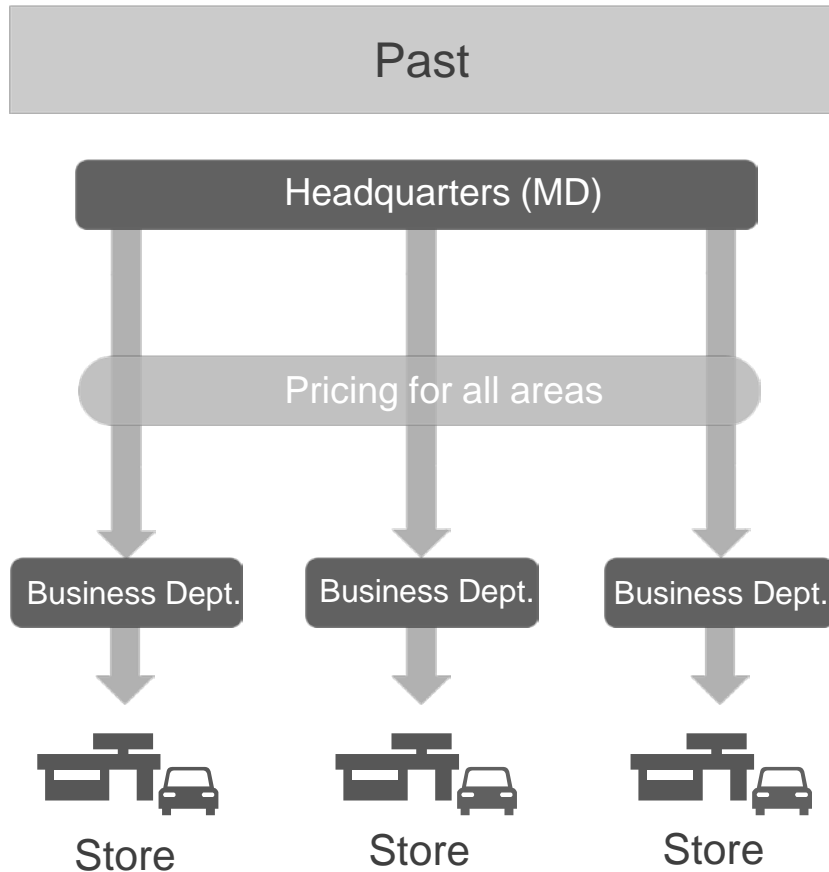
(i) Store Area Strategy (Case Study)

Eliminate internal competition and increase retail unit sales in an area.



(ii) Attracting Customers via Internet

Established a merchandising (MD) section for each business department (organization) and gathers information in each area (quality).
Optimizing vehicle pricing and attracting more visitors via the Internet.

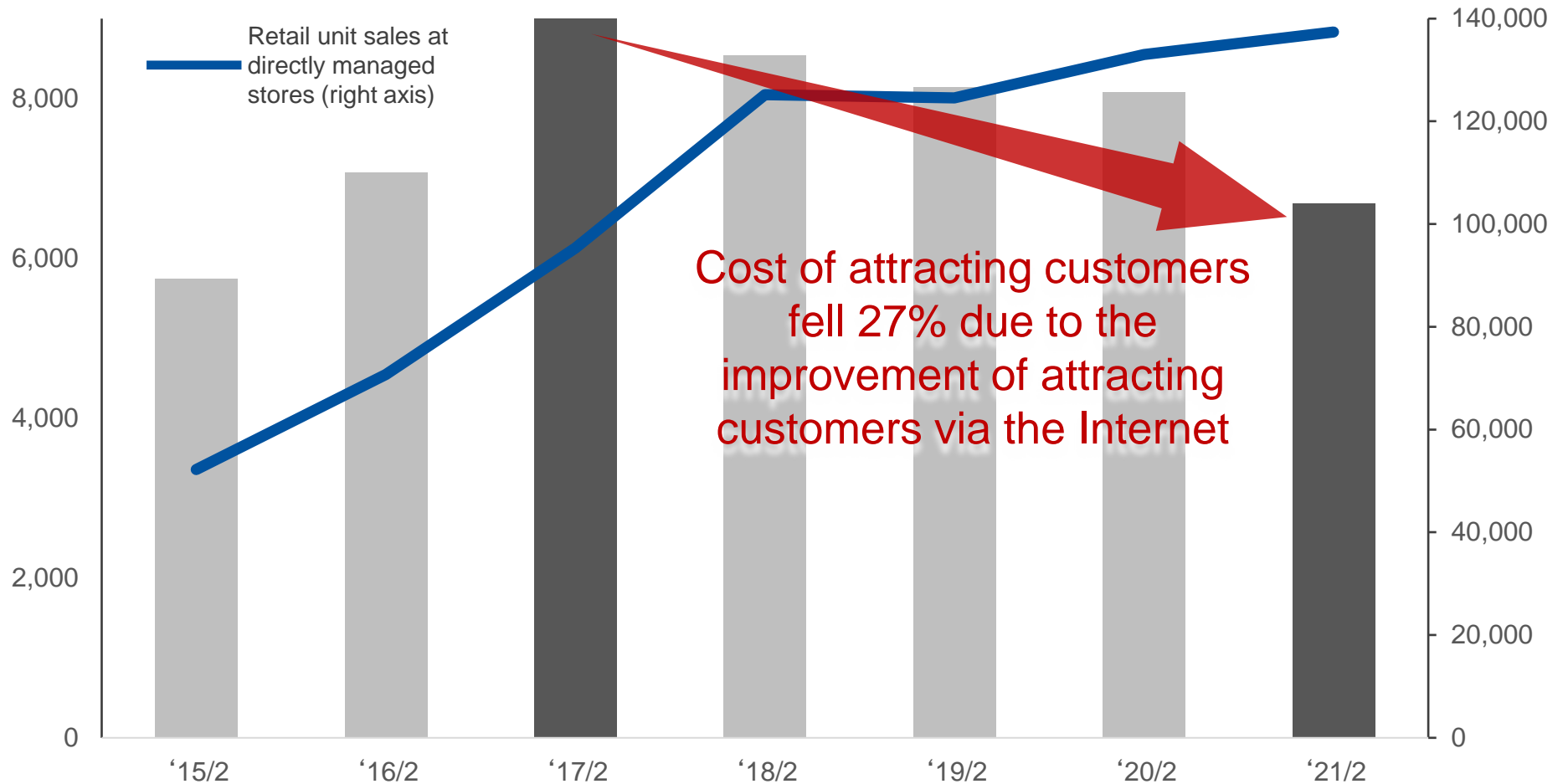


(ii) Attracting Customers via Internet

Trends in non-consolidated advertising expenses

(Unit: million yen)

(Unit: Unit)

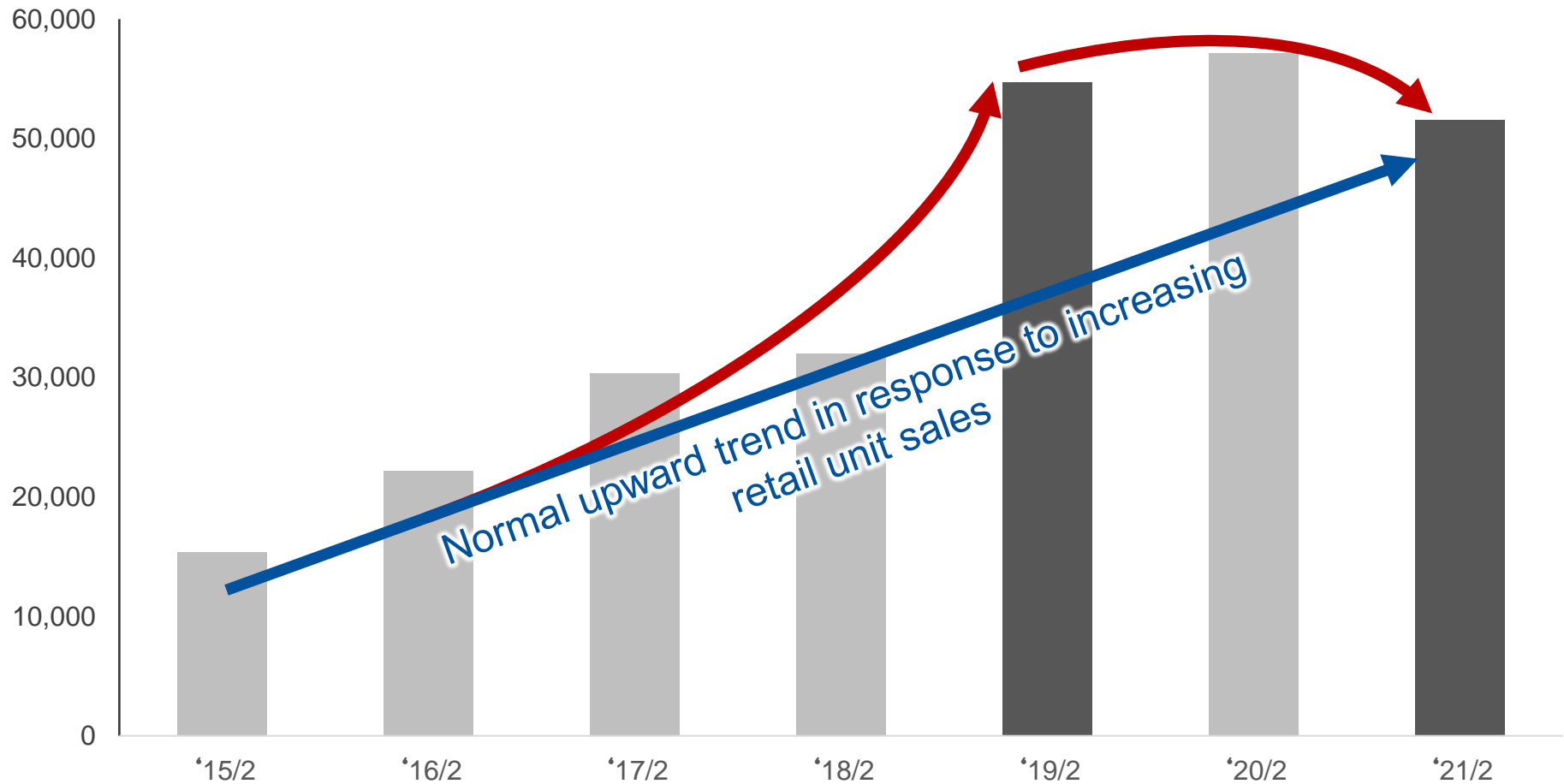


(iii) Inventory Control

Trends in inventories at end of fiscal year

Returning to normal trends due to inventory control where inventory turnover days is included in the management indicators

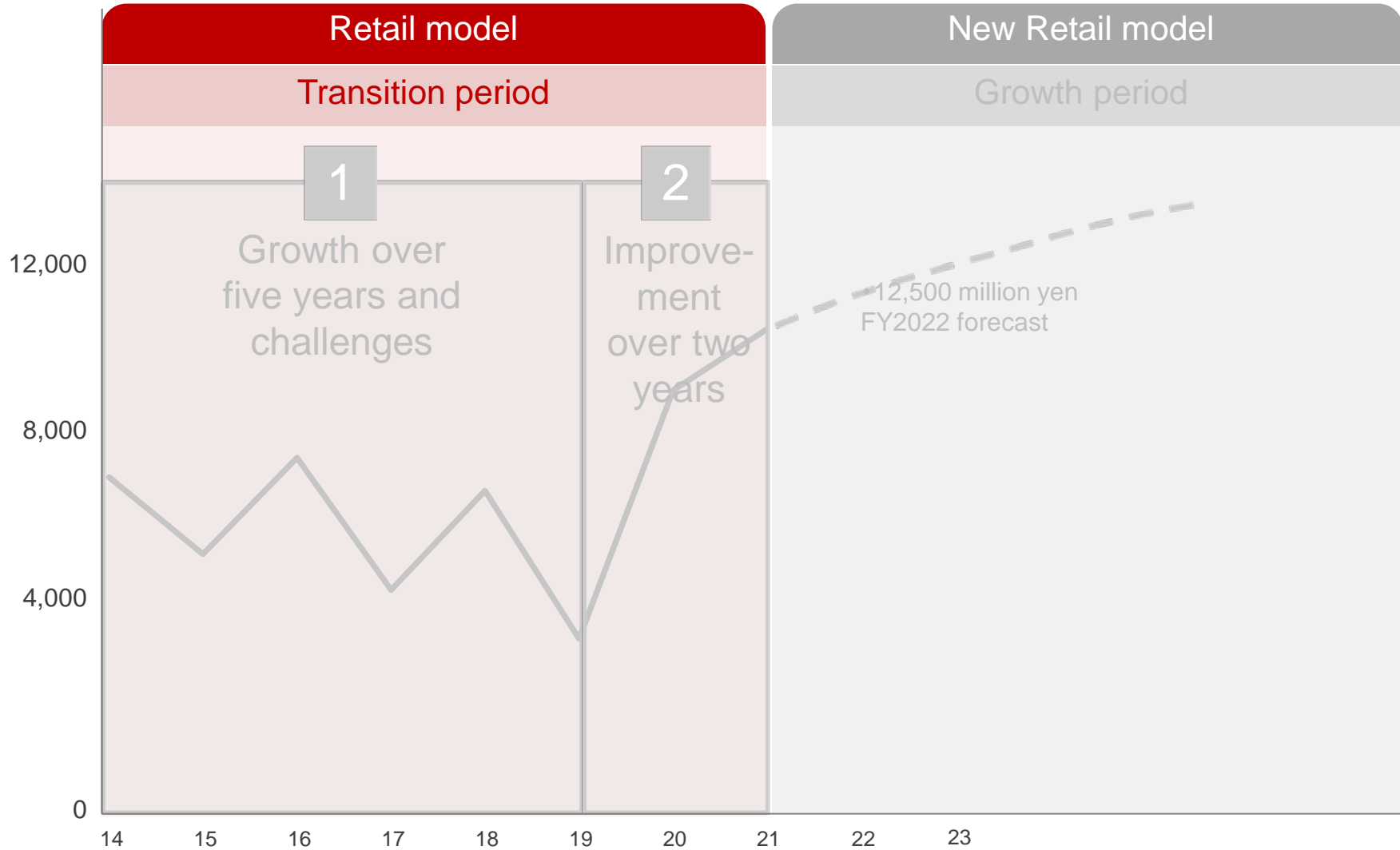
(Unit: million yen)



Accumulated Strengths

(Unit: million yen)

— Consolidated operating income



Fiscal year ends at end of February

3 Accumulated strengths since its foundation

Attract customers using the brand power of Gulliver.

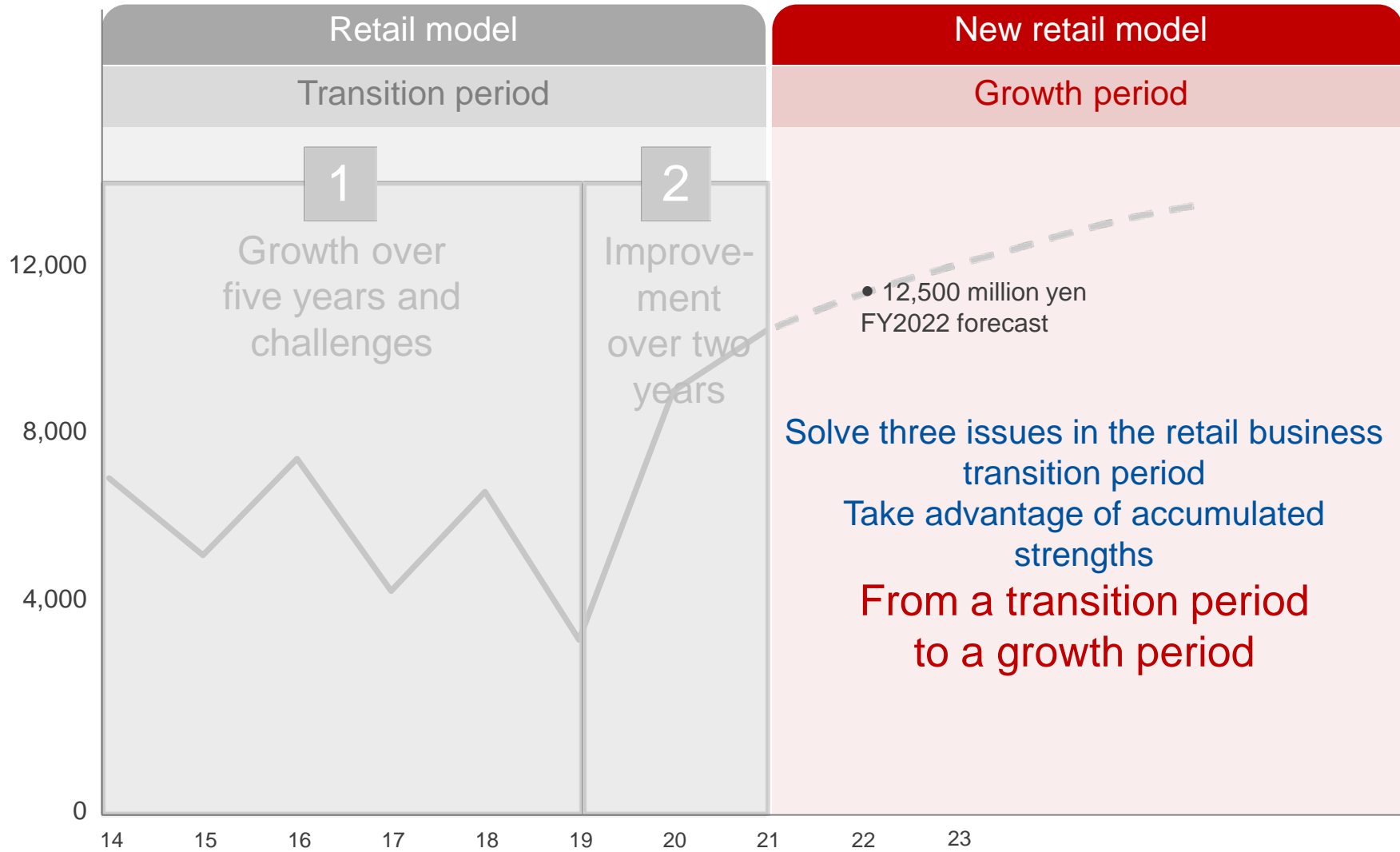
Annual number of customers visiting stores
other than those visiting stores via advertising media

Approx. **420,000** (result in 2020)

From Retail Model Transition Period to the Growth Period of a New Retail Model

(Unit: million yen)

— Consolidated operating income



Solve three issues in the retail business transition period

Take advantage of accumulated strengths

From a transition period to a growth period

3 Accumulated strengths since its foundation

Fiscal year ends at end of February

III. Growth Strategies for the Domestic Business

*Excerpt from the financial results presentation material for the fiscal year ended February 2021

Open large stores,
emphasizing capital efficiency

Accelerate the pace of large store openings in stages, while assessing capital efficiency



Start a maintenance
business

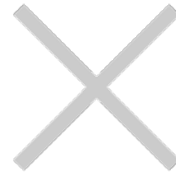
- Compulsory inspections
- Warranties
- Tires
- Parts

Continue to address the three challenges

(i) Store Area Strategy (ii) Attracting Customers via Internet (iii) Inventory Control

Open large stores,
emphasizing capital efficiency

Accelerate the pace of large
store openings in stages, while
assessing capital efficiency



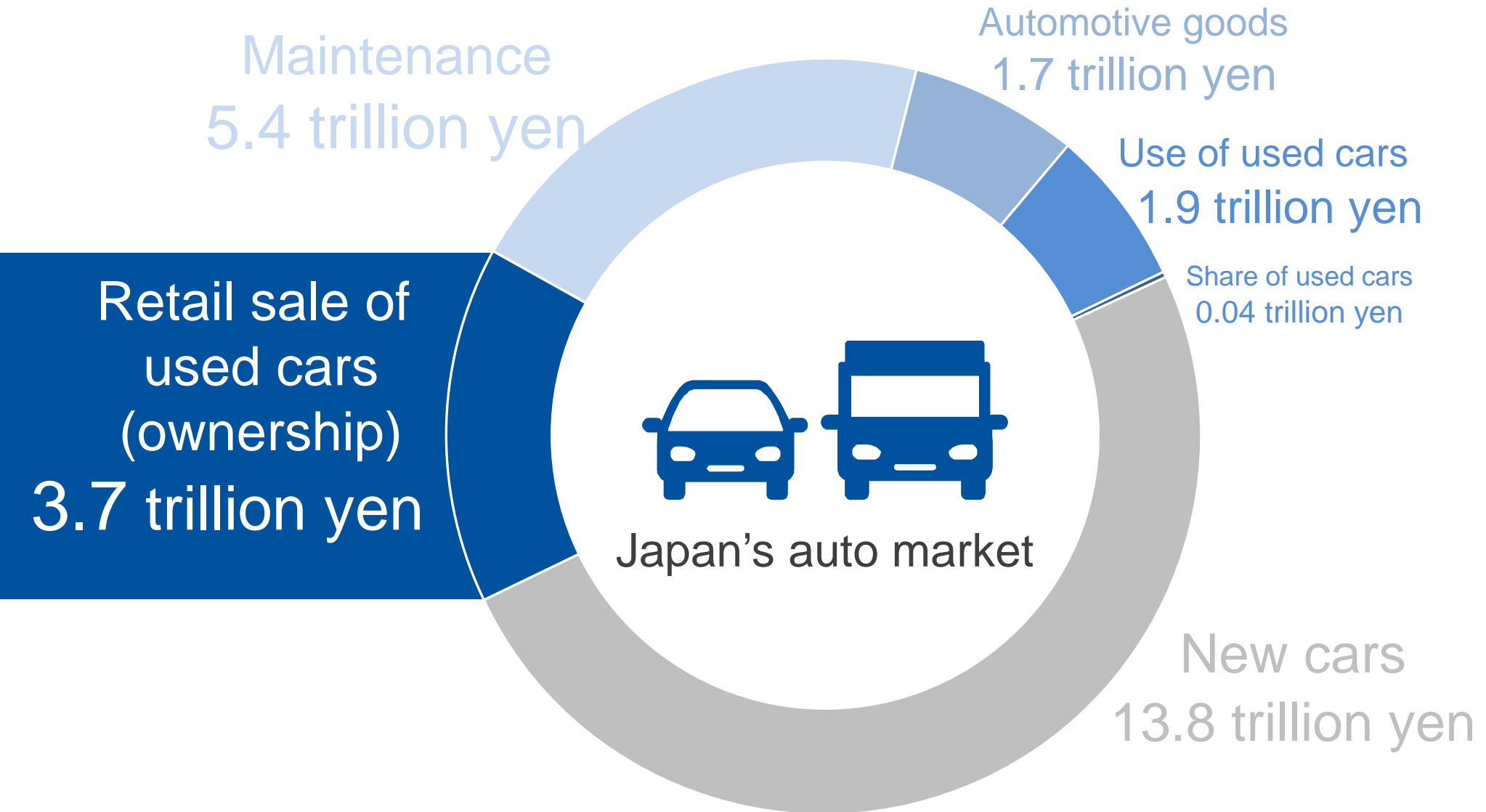
Start a maintenance
business

- Compulsory inspections
- Warranties
- Tires
- Parts

Continue to address the three challenges

(i) Store Area Strategy (ii) Attracting Customers via Internet (iii) Inventory Control

Size of Japan's Used Car Retail Market



New cars: Japan Automobile Dealers Association

Vehicles other than new cars: 2018 Overview of the Automobile Aftermarket of Yano Research Institute 41

Retail sale of
used cars
(ownership)
3.7 trillion yen

There is room for market expansion

The percentage of the total market that is the used car market is low compared with Europe and the US. Japanese resistance to used cars has declined. Attitudes towards cars have changed during the COVID-19 pandemic.

There is room for IDOM to expand its market share

The circulation number of used cars is estimated to be approximately 2.62 million units. IDOM has a share of about 5% in retail sales (number of units).

Multi-channel store openings

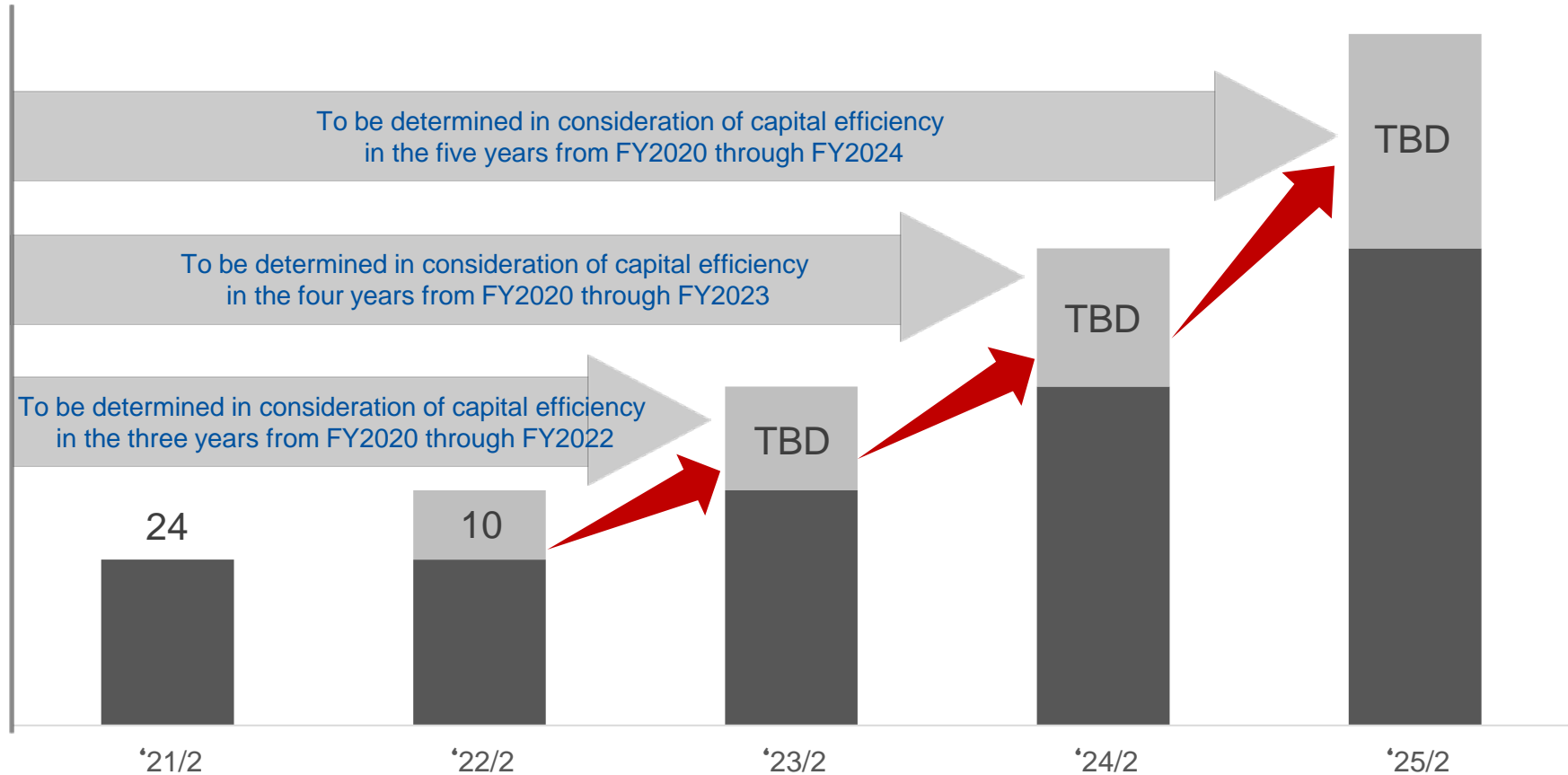
| | | | | | | | |
|---|---|---|--|---|---|---|---|
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| Economy cars | Specializing in light vehicles | Gulliver | Specializing in minivans | Large exhibition areas | In shopping malls | Specializing in foreign cars | Specializing in luxury foreign cars |

Use Gulliver's brand power



Plan for Large Store Openings

Accelerate the pace of large store openings in stages, while assessing capital efficiency



We have not determined the number of stores. We will determine the pace of store openings, taking into consideration the capital efficiency of existing stores.

Features and Outline of Large Store

Features

| | |
|-------|---|
| (i) | Sophisticated store design |
| (ii) | Greatest number of cars displayed in the area |
| (iii) | Price and assortment optimized for each area |
| (iv) | A negotiation place to enjoy choosing a car |



Outline

| | |
|------------------------------|---|
| Site area | 2,500 tsubo or more |
| Number of vehicles displayed | About 300 |
| Capital expenditure | About 200 million yen |
| Payback period | About 3 years (cash flow after tax, recovery of capital investment) |

Open large stores,
emphasizing capital efficiency

Accelerate the pace of large
store openings in stages, while
assessing capital efficiency



Start a maintenance
business

- Compulsory inspections
- Warranties
- Tires
- Parts

Continue to address the three challenges

(i) Store Area Strategy (ii) Attracting Customers via Internet (iii) Inventory Control

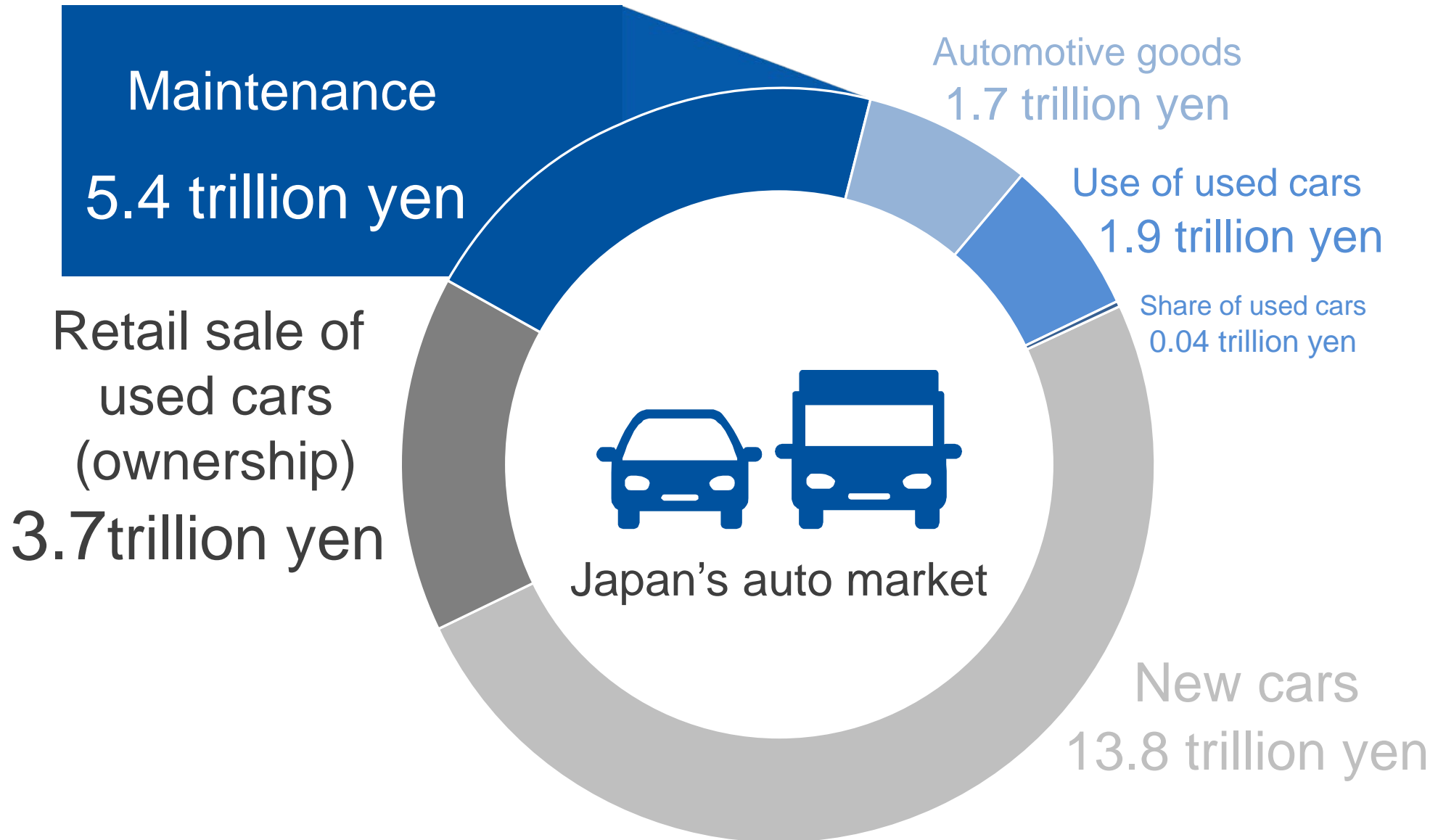
Q

Why will IDOM begin investing in maintenance shops now?

A

There are four reasons.

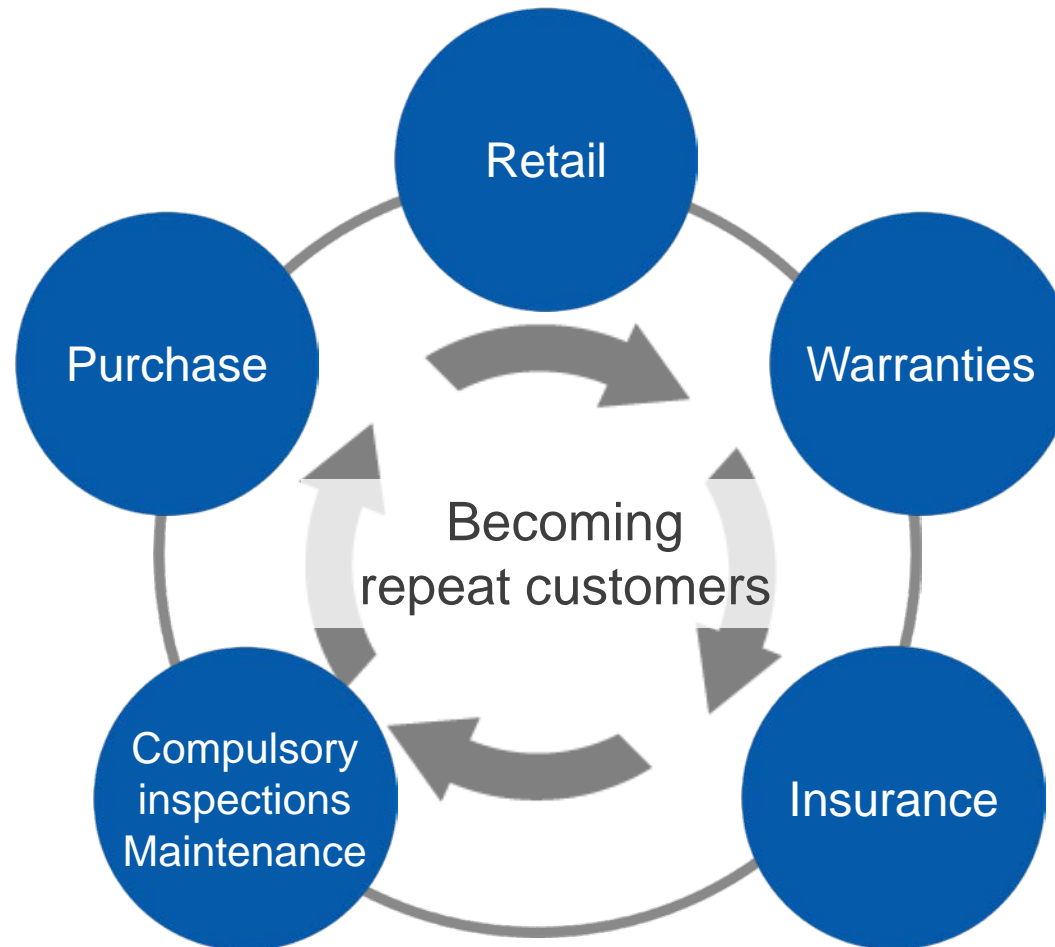
1. Size of Japan's Used Car Retail Market



New cars: Japan Automobile Dealers Association

Vehicles other than new cars: 2018 Overview of the Automobile Aftermarket of Yano Research Institute

Expand the cycle of transactions to increase repeat customers and retain them as lifetime customers



The enhancement of efficiency through in-house operations will accelerate as retail unit sales expand.

Retail unit sales at directly managed stores ×
Outsourcing costs (maintenance before car delivery + compulsory inspections)

Opportunities for differentiation will be created through the introduction of the latest equipment*

* The revised Road Vehicles Act came into force in April 2020. The enforcement of this act creates a need for maintenance shops able to perform the maintenance of electronic control devices and other maintenance, including the adjustment of sensors attached to advanced safety devices, as well as overhaul by removing engines and brakes, which had been performed. Maintenance shops where new investment is possible will be differentiated.

Features and Outline of Maintenance Shops

Features

| | |
|-------|--|
| (i) | Equipped with the latest equipment |
| (ii) | Added to Gulliver stores |
| (iii) | Sophisticated shop design |
| (iv) | Sufficient waiting space for vehicle inspections |



Outline

| | |
|---------------------|--|
| Work item | Compulsory inspections, maintenance before car delivery |
| Capital expenditure | About 200 million yen |
| Payback period | About three years (cash flow after tax, recovery of capital investment) |
| Store opening plan | The opening of ten shops is planned, including shops added to existing facilities. |

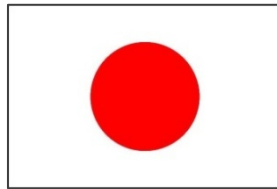
- 1 Expansion of Operating Income
- 2 Expansion of Free Cash Flow over the Medium and Long Term
- 3 Maximization of ROIC

IV. Data on Scope for Expansion of the Used Car Market

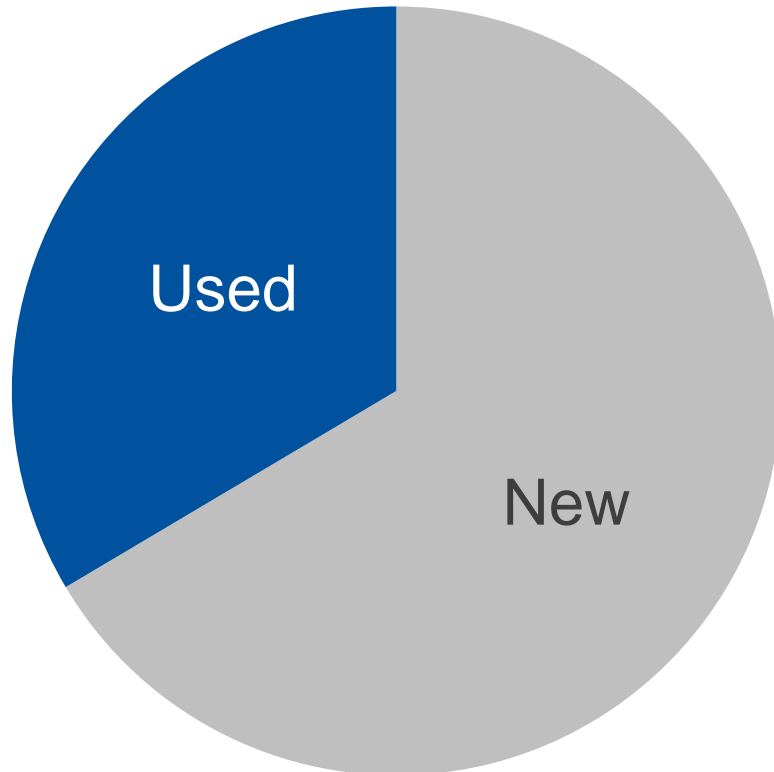
Characteristics of Japan's Used Car Market (Comparison with Other Countries)

Characteristics of the Used Car Market (between Japan and the U.S.A.)

The used car market accounts for a lower percentage of the auto market in Japan than in the U.S.A.



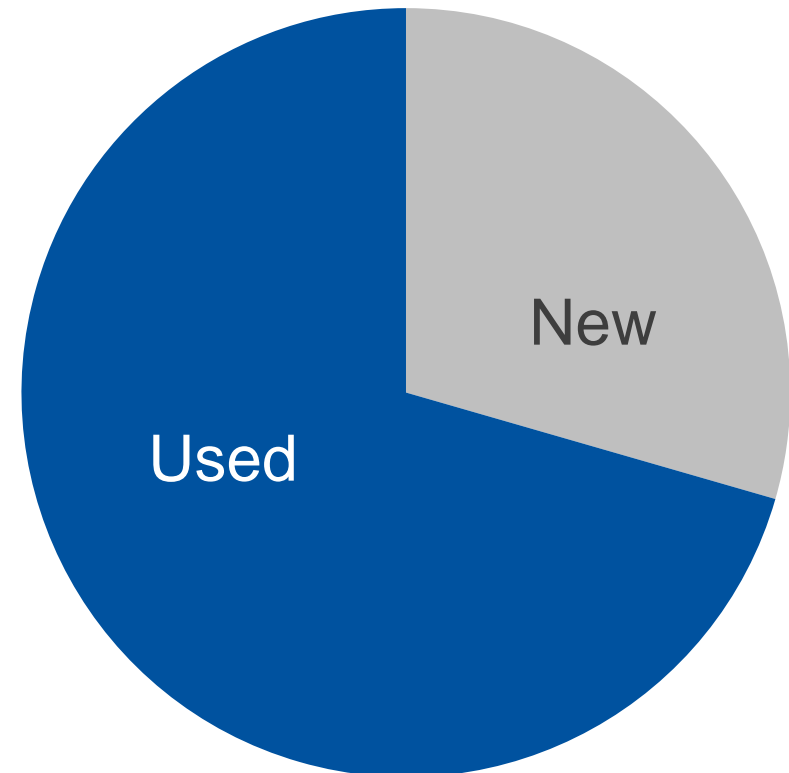
Japan



New cars: 2019 Japan Automobile Dealers Association
Used cars: 2020 Used Car Distribution Industry 2020 of Yano Research Institute



U.S.A.



New cars: 2019 MarkLines Automotive Industry Portal
Used cars: 2019 Used Vehicle Report of edmunds

Characteristics of the Used Car Market (Europe)

The ratio of the used car market in Europe is as high as in the U.S.A.



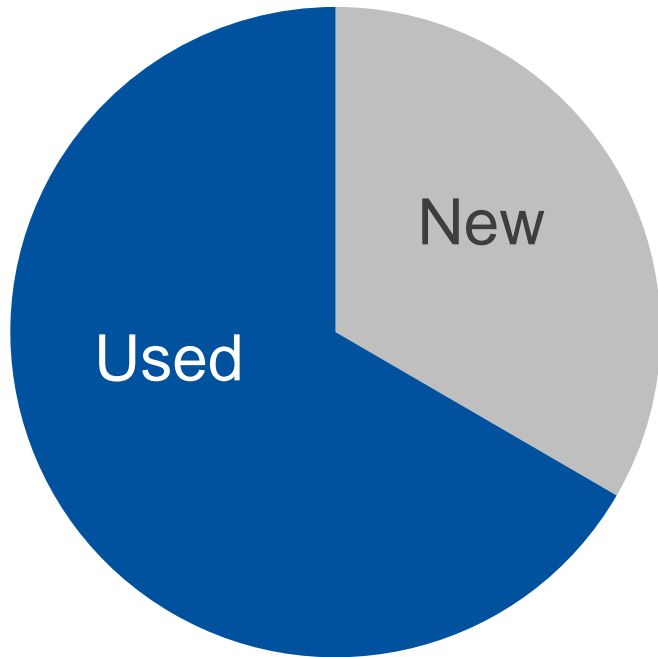
Germany



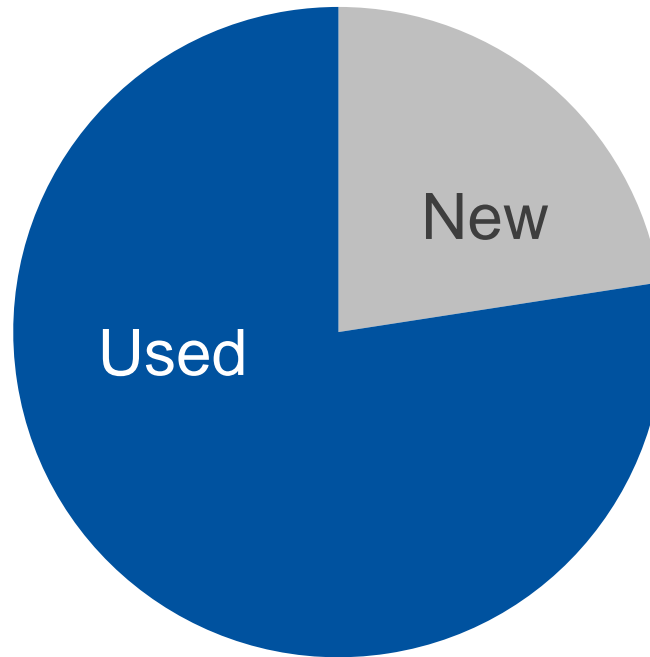
U.K.



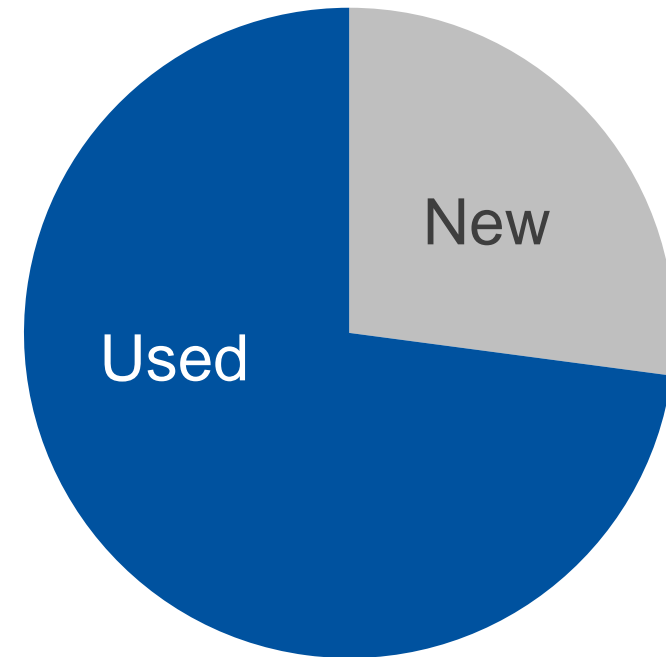
France



2019 Statistics of Vehicles of Kraftfahrt-Bundesamt (KBA)



2019 Vehicle Data of the Society of Motor Manufacturers and Traders (SMMT)

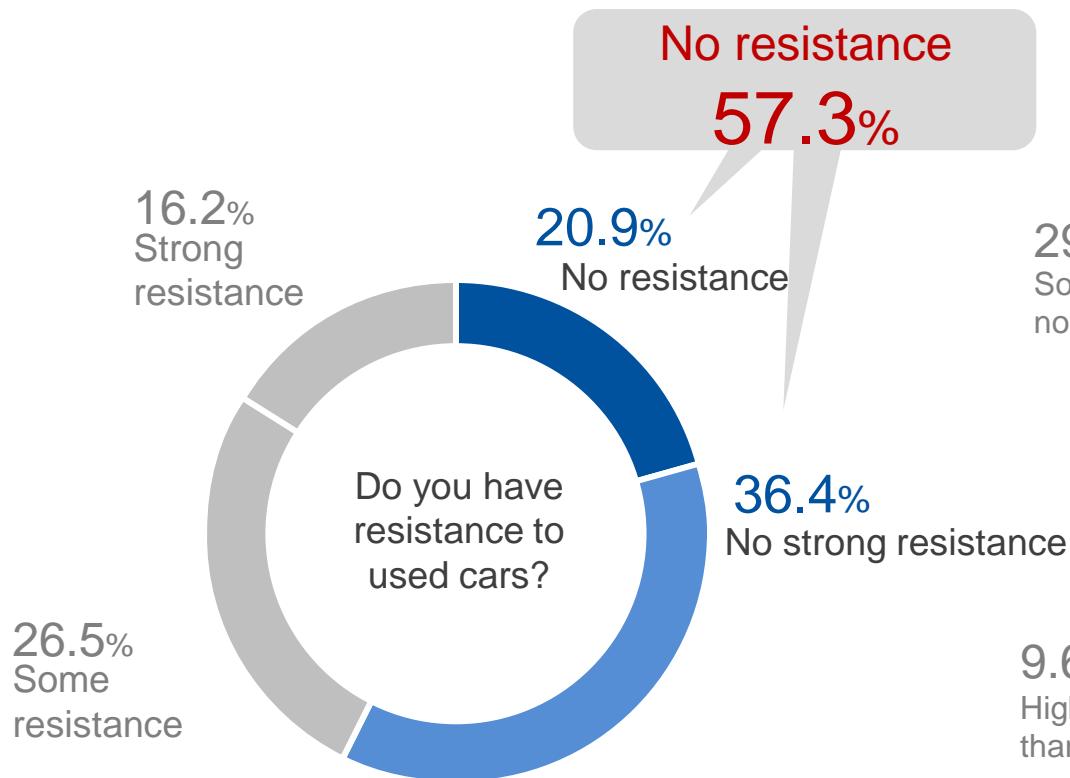


2017 Automotive Industry in France of Committee of French Automobile Manufacturers (CCFA)

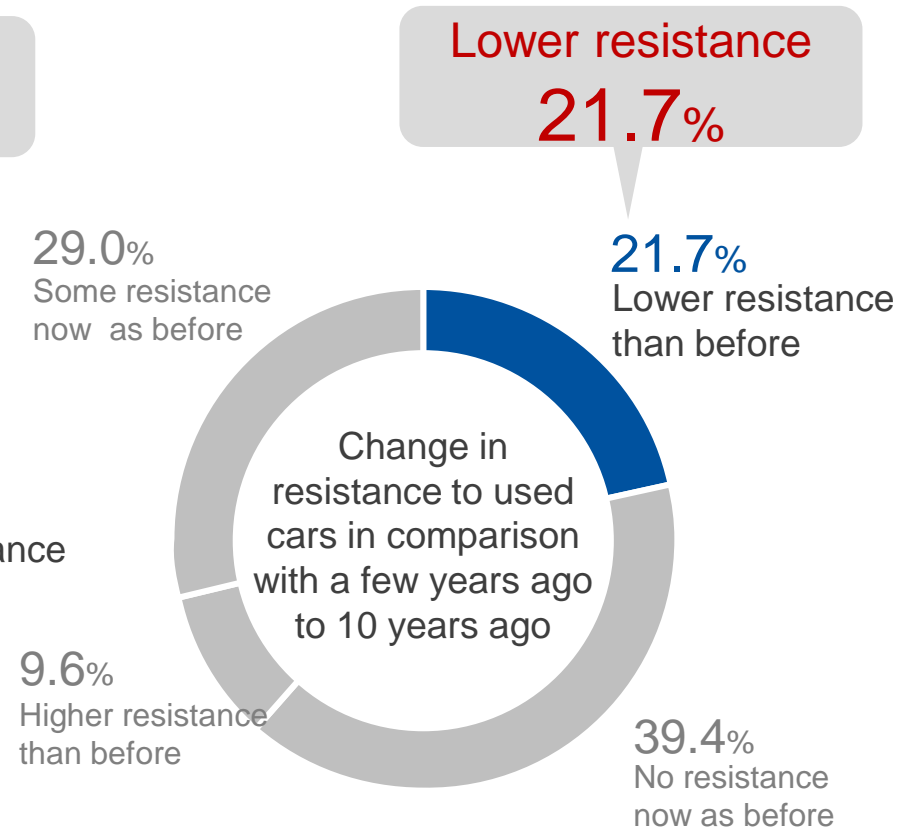
Decreasing Resistance to Used Cars

Decreasing Resistance to Used Cars

About 60% of respondents do not have resistance to used cars



About 20% of the respondents have lower resistance than before

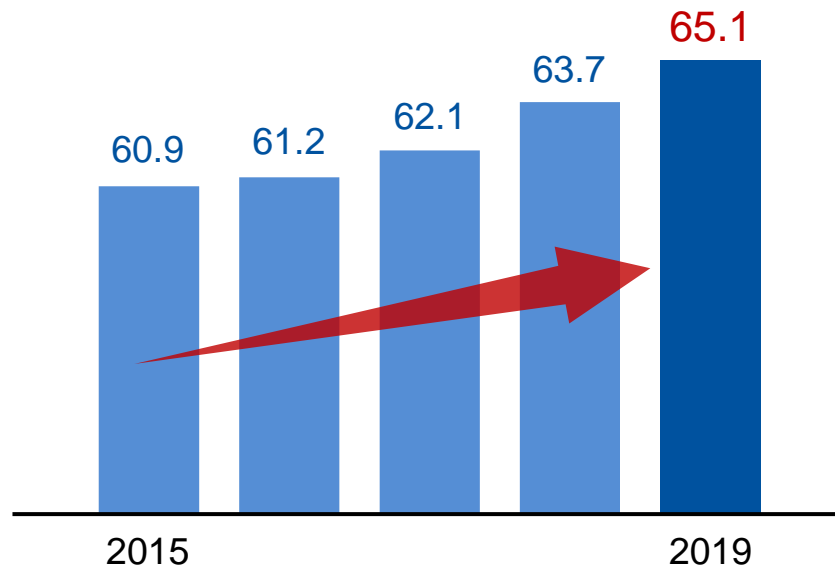


Online survey in December 2020 (number of respondents: 1,000)

Consumers' resistance to used cars has been falling.

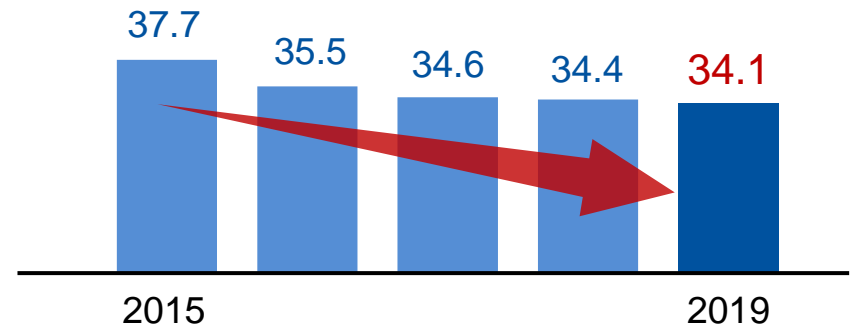
Can you buy used cars more casually than new cars?

The percentage of respondents who selected, "Can buy used cars more casually" rose about 4 percentage points over 5 years.



Are you concerned about buying used cars?

The percentage of respondents who selected, "Concerned" fell about 4 percentage points over 5 years.

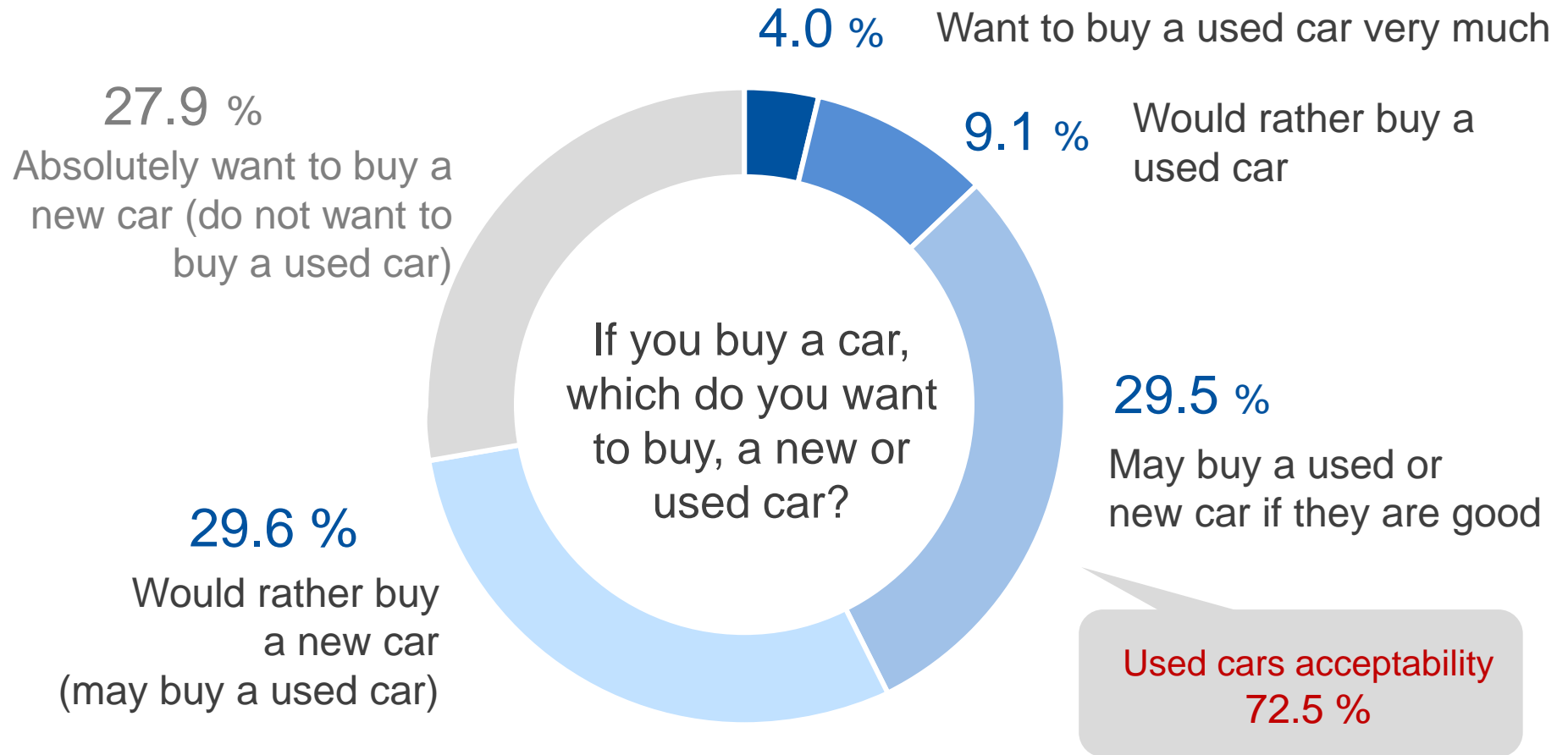


Carsensor's survey on purchases of used cars in 2019

Image of used cars (secondary survey) (Respondents bought used cars or considered buying used cars within a year; a single answer to each question)

Decreasing Resistance to Used Cars

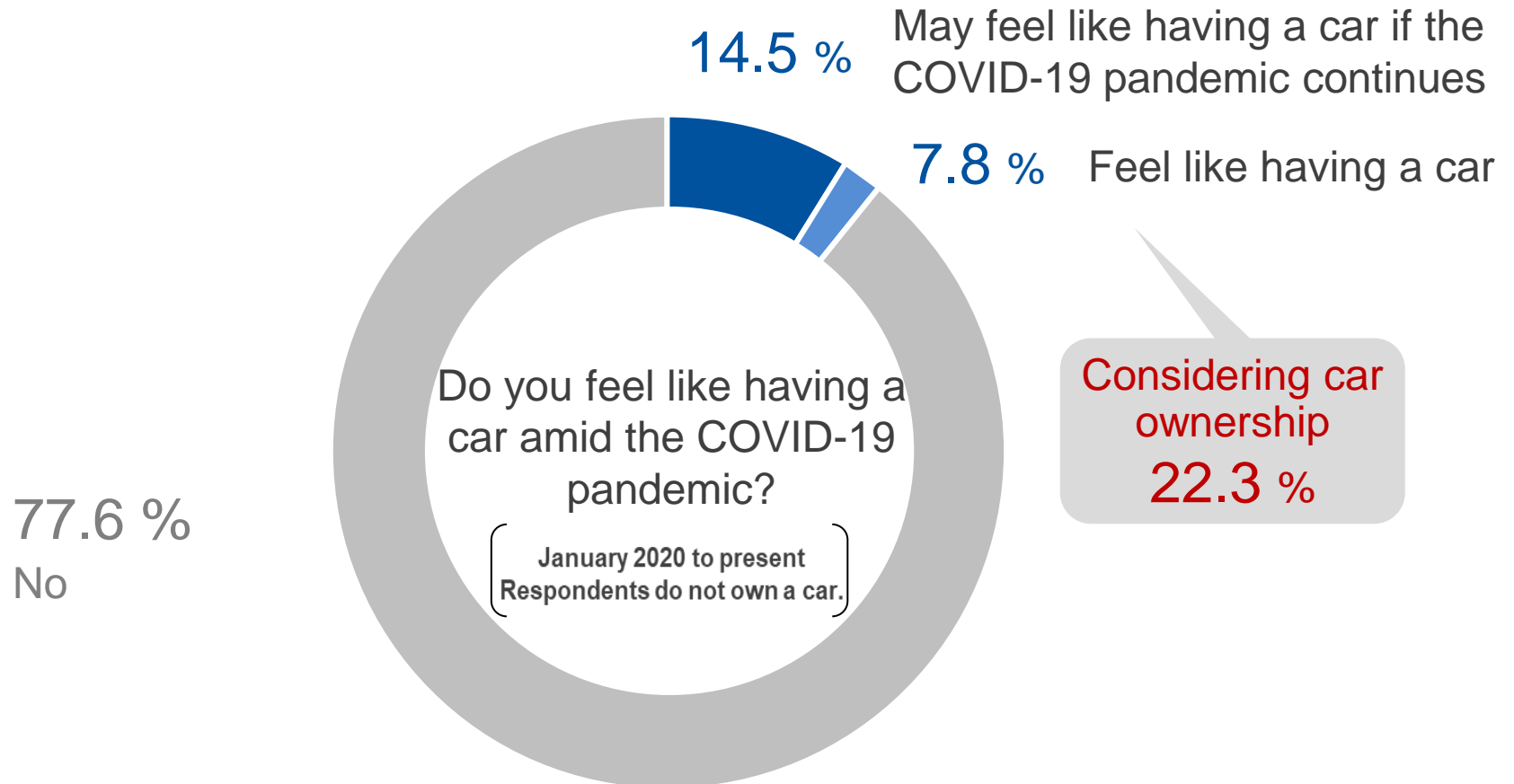
More than 70% of those who may buy cars might buy used cars.



Online survey in December 2020 (number of respondents: 1,000)

Change in Perception of Cars amid COVID-19 Pandemic

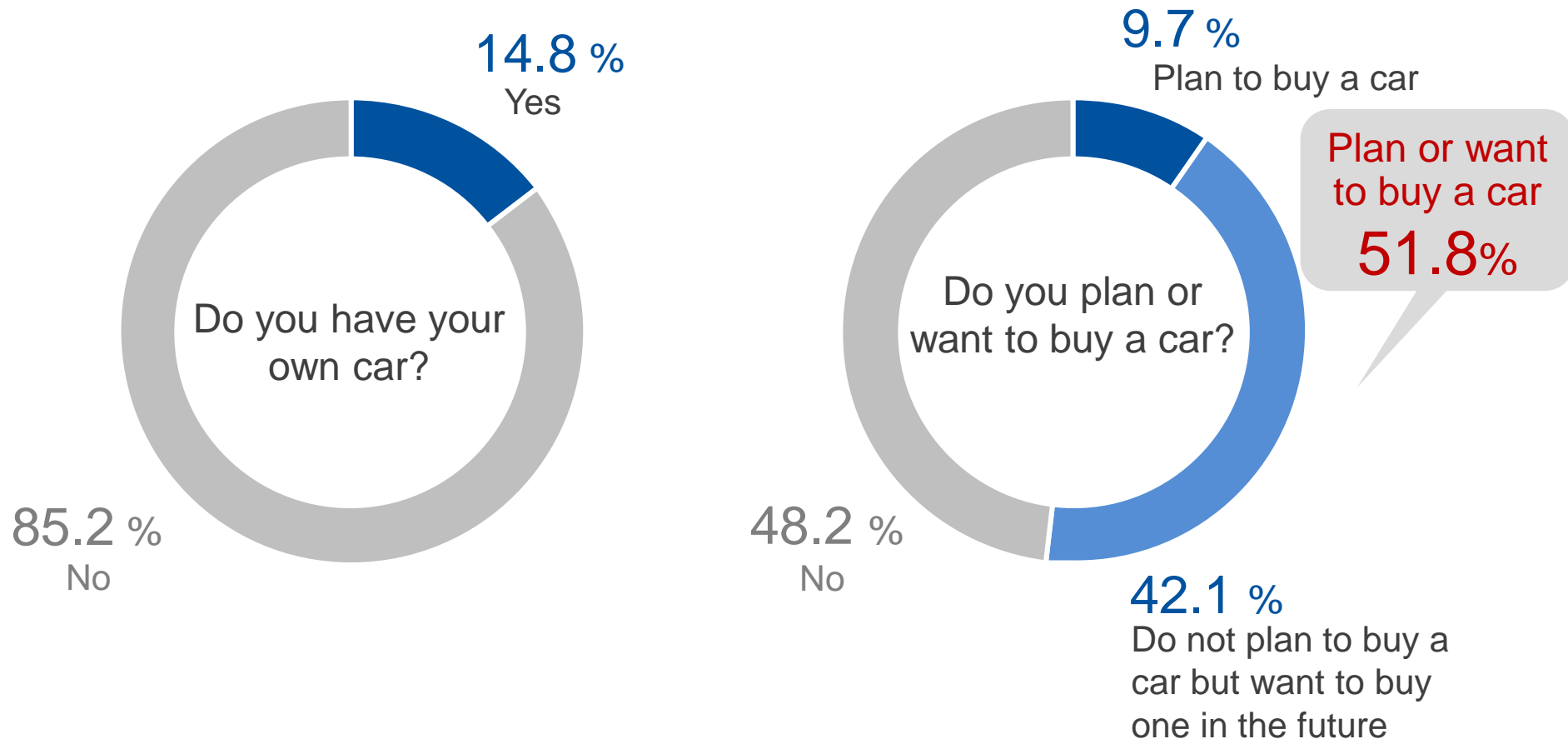
About 20% of people who do not have a car want one.
They are the new demand for car ownership.



Online survey in December 2020 (number of respondents: 1,000)

Young People's Perception of Cars and Their Action

Only a small percentage of new adults have their own car, but many consider buying cars.



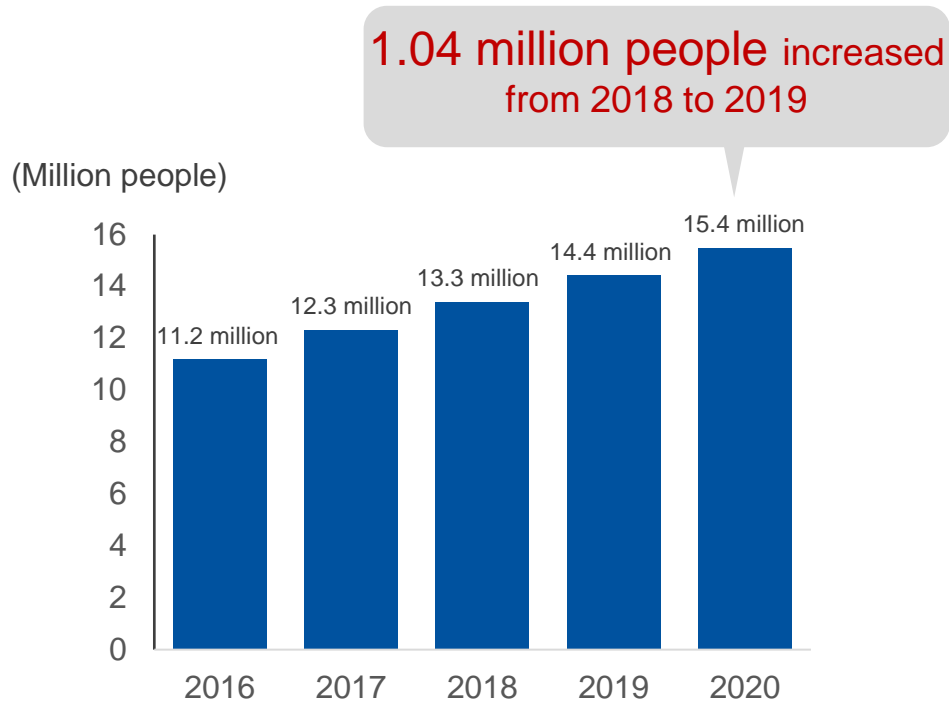
Sony Assurance's attitude survey on new adults' perception of cars in 2020 (respondents: 1,000 new adults)

Young People's Perception of Cars and Their Action (The Number of Young People Who Have a Driver's License)

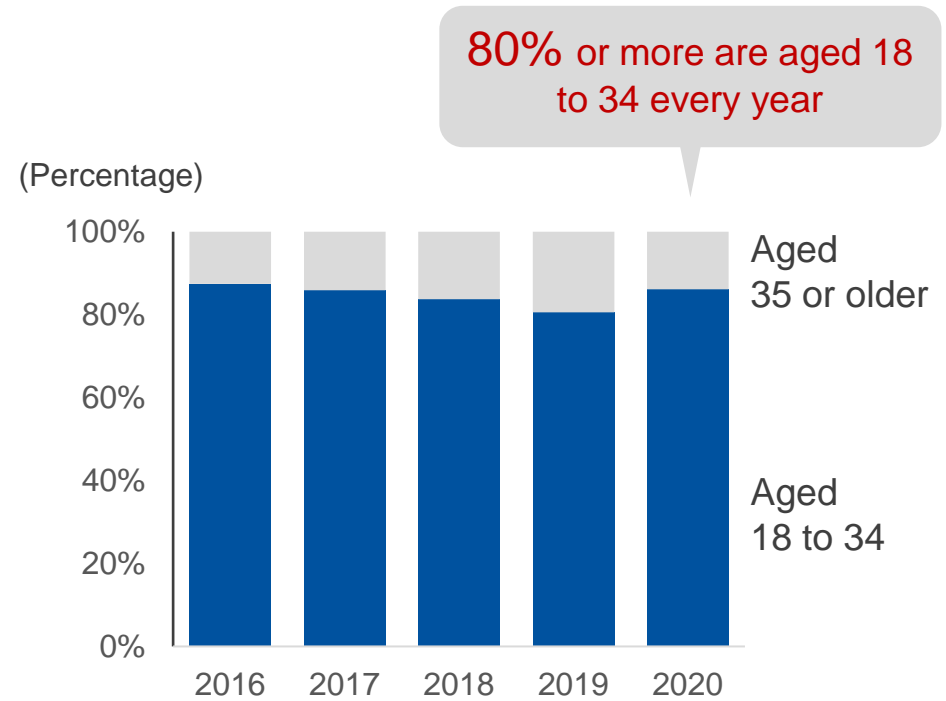
The number of people who have a driver's license (semi-mid-sized motor vehicle or standard motor vehicle) increases over 1 million every year.

Young people, aged 34 or younger, account for a large percentage of the increase.

People who have a driver's license



Breakdown of increase by age group



The National Police Agency's statistics on driver's license