

## Negotiation Rules

### 1. Negotiation and Reverse Negotiation

The application of purchase/sell of unsold unit in the auction must be done within 30 minutes after auction ends. It can be done by applying online on AI-NET or directly to negotiation office by filling form.

#### a. Manual Negotiation

Arai auction will be the 3<sup>rd</sup> party of the seller and buyer. A deal will be reached when the seller/buyer agrees with the applied price. Negotiation fee will be charged for every sold unit.

#### b. Automatic Negotiation

Arai Auction will provide negotiation platform for seller/buyer who applies, but we will not get involved in the price negotiation. A deal is made when there is an agreement between seller and buyer. Negotiation fee will be charged for every sold unit.

In addition, negotiation will be considered unsuccessful when there is a declaration to cancel the negotiation from the seller or buyer.

### 2. Cancellation

It is possible to apply for cancellation within one hour after a deal is reached for the sold unit.

- a. The buyer must cover the cancellation fee if it is applied by the buyer itself.
- b. The seller must cover the cancellation fee if it is applied by the seller itself.

### 3. Claims

No claim will be accepted in principle.

\* Conforms to the terms of the applicable product.

### 4. Negotiation starting price

If there are no bids up to 100,000 yen below the slow price, negotiations will start at 100,000 yen below the slow price.

If there are bids up to 100,000 yen below the slow price, negotiation starts at the final bid price + 30,000 yen.

### 5. Fees

#### a. Construction Machinery

- Negotiation fee: purchase fee + 5000 JPY (covered by the buyer)
- Reverse negotiation fee: successful bid fee + 5,000 JPY (covered by the seller)

#### b. Motorcycle

- Negotiation fee: purchase fee + 2000 JPY (covered by the buyer)
- Reverse negotiation fee: successful bid fee + 2,000 JPY (covered by the seller)

### 6. Negotiation Suspension

The time limit of negotiation suspension is 30 minutes after it starts. If the time exceeds, it will be cancelled.

## 7. Automatic negotiation Flow chart

