

Status of Hello Storage Locations (FY14 3Q)

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Arealink Co., Ltd.

TSE Mothers, Code: 8914

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■ Third Quarter Period

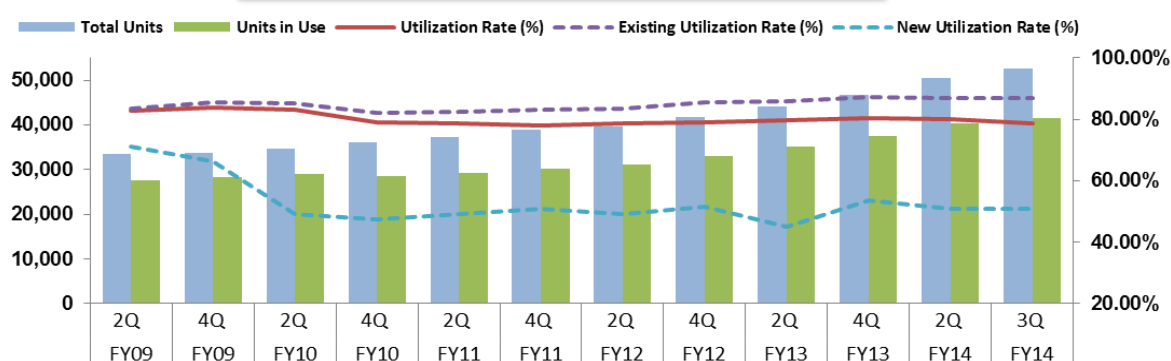
- The total number of units increased by 5,379 units from the beginning of the fiscal year, to 52,626 units.
- Of the 41,405 units in use, 35,253 units are at existing locations, and 6,152 units are at new locations.*
- The utilization rate is stable, at 78.68% overall. The rate is 87.00% at existing locations, and 50.81% at new locations.
- Because of the focus on opening large-scale locations during FY14 3Q, the number of new units increased, while the utilization rate for new units fell from 53.77% at the end of FY13, to 50.81% (-2.96 percentage points).

* New locations are those opened within the last two years, in 2013 and 2014.

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■ Past Years to Present

Total Units, Units in Use, and Utilization Rate



Total Units	33,433	33,753	34,723	36,131	37,267	38,838	39,614	41,698	44,138	46,686	50,422	52,626
Units in Use	27,646	28,258	28,917	28,562	29,340	30,290	31,188	32,968	35,177	37,499	40,407	41,405
Utilization Rate (%)	82.69%	83.72%	83.28%	79.05%	78.73%	77.99%	78.73%	79.06%	79.70%	80.22%	80.14%	78.68%
Existing Utilization Rate (%)	83.60%	85.53%	85.33%	82.11%	82.28%	83.00%	83.34%	85.41%	85.73%	87.15%	87.06%	87.00%
New Utilization Rate (%)	71.07%	66.19%	49.11%	47.36%	49.20%	50.85%	49.30%	51.61%	44.86%	53.77%	50.90%	50.81%