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Results Briefing

Third Quarter, Fiscal Year Ending December 2017

October 27, 2017

Exciting Company



Arealink Co.,Ltd.

Securities code : 8914

Part- I

Results Overview

■ Note: Figures in this report presented in units of billions have been rounded off, while figures in units of millions have been rounded down

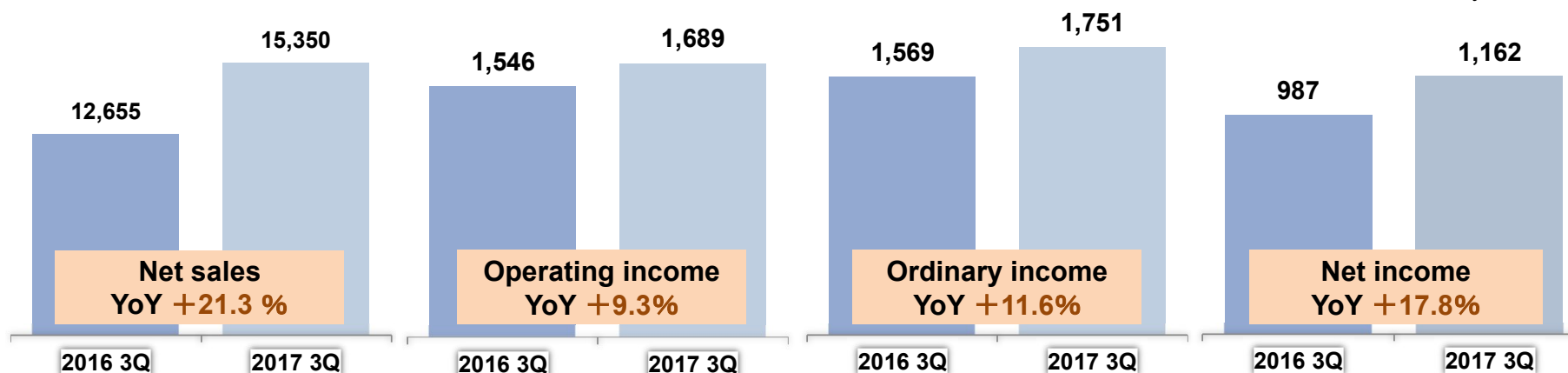
Steady advancement of business measures

- ✓ **Increase to a total 78,273 units
(+7,622 units compared to end-FY12/16)**
- ✓ **Total of 13 self-storage locations with accompanying land**
 - **Nine locations sold during the 9-month cumulative period**
- ✓ **Steady growth in the Property Revitalization & Liquidation Service business, centered on land rights**

Overview of FY17 3Q

As a result of concentrating on the self-storage business, both revenue and earnings increased compared with the same period of the previous year.

Unit: Millions of yen



	FY16 3Q Cumulative (actual)		FY17 Full year plan (initial)		FY17 3Q Cumulative (actual)		Plan (initial)		YoY	
(Millions of yen)	Actual	(%)	Plan	(%)	Actual	(%)	Variance	Completion Rate	Variance	% Change
Net sales	12,655	(100.0)	19,447	(100.0)	15,350	(100.0)	(4,097)	(78.9)	2,694	(21.3)
Cost of sales	9,052	(71.5)	14,413	(74.1)	11,221	(73.1)	(3,192)	(77.9)	2,168	(24.0)
Gross profit	3,603	(28.5)	5,034	(25.9)	4,128	(26.9)	(905)	(82.0)	525	(14.6)
SG&A expenses	2,057	(16.3)	2,779	(14.3)	2,439	(15.9)	(340)	(87.8)	381	(18.6)
Operating income	1,546	(12.2)	2,254	(11.6)	1,689	(11.0)	(565)	(74.9)	143	(9.3)
Ordinary income	1,569	(12.4)	2,220	(11.4)	1,751	(11.4)	(468)	(78.9)	182	(11.6)
Net income	987	(7.8)	1,353	(7.0)	1,162	(7.6)	(190)	(85.9)	175	(17.8)

Profit Margin by Segment

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 Arealink Co., Ltd.

In the Property Management Service business, gross profit margin and operating income margin exceeded initial forecasts, and are expanding overall.

Unit: Millions of yen

			FY16 3Q (actual)		FY17 (initial budget)		FY17 3Q (actual)	
			Actual	Profit margin	Initial budget	Profit margin	Actual	Profit margin
	Self-storage management	Net sales	6,332		9,654		7,351	
		Gross profit	1,692	26.7%	2,580	26.7%	1,921	26.1%
		Operating income	1,171	18.5%	1,805	18.7%	1,316	17.9%
	Self-storage brokerage	Net sales	3,978		7,003		5,023	
		Gross profit	1,109	27.9%	1,428	20.4%	1,171	23.3%
		Operating income	515	13.0%	754	10.8%	515	10.3%
	Other property management service	Net sales	1,430		1,889		1,497	
		Gross profit	514	36.0%	580	30.7%	519	34.7%
		Operating income	369	25.9%	408	21.6%	395	26.4%
Property Management Service Total		Net sales	11,741		18,547		13,873	
		Gross profit	3,316	28.3%	4,589	24.7%	3,612	26.0%
		Operating income	2,056	17.5%	2,968	16.0%	2,226	16.1%
Property Revitalization & Liquidation Service		Net sales	914		900		1,476	
		Gross profit	286	31.4%	444	49.4%	516	35.0%
		Operating income	229	25.1%	352	39.2%	382	25.9%
Other (Headquarter expenses)		Net sales	0		—		0	
		Gross profit	0		—		0	
		Operating income	(740)		(1,066)		(919)	
Total		Net sales	12,655		19,447		15,350	
		Gross profit	3,603	28.5%	5,034	25.9%	4,128	26.9%
		Operating income	1,546	12.2%	2,254	11.6%	1,689	11.0%

Quarterly Net Sales, Gross Profit, and Operating Income by Segment

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Property Management Service business is growing steadily, and is expected to continue contributing to earnings.

Unit: Millions of yen

			FY15	FY16					FY17			
			(Full year)									
			Cumulative	1Q	2Q	3Q	4Q	Cumulative	1Q	2Q	3Q	3Q Cumulative
	Self-storage management	Net sales	7,455	2,034	2,125	2,172	2,245	8,578	2,348	2,458	2,545	7,351
		Gross profit	1,955	576	587	528	549	2,241	616	610	694	1,921
		Operating income	1,320	399	411	360	351	1,522	441	399	475	1,316
	Self-storage brokerage	Net sales	3,525	1,509	1,464	1,004	1,347	5,325	1,693	1,660	1,668	5,023
		Gross profit	1,054	416	400	292	423	1,533	448	410	311	1,171
		Operating income	509	223	203	88	213	728	219	181	115	515
	Other property management service	Net sales	1,999	456	491	482	486	1,916	491	528	477	1,497
		Gross profit	729	174	184	155	152	667	158	200	160	519
		Operating income	546	127	138	104	113	483	116	157	121	395
Property Management Service Total		Net sales	12,980	4,000	4,080	3,659	4,079	15,820	4,533	4,647	4,691	13,873
		Gross profit	3,739	1,166	1,172	977	1,126	4,443	1,223	1,221	1,167	3,612
		Operating income	2,376	750	752	553	678	2,735	776	738	712	2,226
Property Revitalization & Liquidation Service		Net sales	4,192	331	437	146	172	1,087	549	663	264	1,476
		Gross profit	1,334	121	122	43	41	328	234	204	77	516
		Operating income	1,170	104	95	28	16	246	185	160	36	382
Other		Net sales	—	—	—	0	—	—	—	—	0	0
		Gross profit	—	—	—	0	—	—	—	—	0	0
		Operating income	(889)	(220)	(259)	(260)	(305)	(1,046)	(291)	(294)	(334)	(919)
Total		Net sales	17,173	4,331	4,518	3,805	4,252	16,908	5,083	5,310	4,956	15,350
		Gross profit	5,073	1,288	1,294	1,020	1,167	4,771	1,458	1,425	1,245	4,128
		Operating income	2,657	634	589	322	389	1,935	670	603	414	1,689

Completion Rate for Net Sales and Gross Profit Targets by Segment

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Unit: Millions of yen

			FY16 (actual)		FY17 (initial plan)		FY17 3Q (actual)			
			3Q Cumulative	Component Ratio	Initial full-year budget	Component Ratio	3Q Cumulative	Component Ratio	Completion Rate	
Net sales	Property Management Service			11,741	92.8%	18,547	95.4%	13,873	90.4%	74.8%
			Storage management	6,332	50.0%	9,654	49.6%	7,351	47.9%	76.1%
			Storage liquidation	3,978	31.4%	7,003	36.0%	5,023	32.7%	71.7%
			Parking	75	0.6%	—	—	—	—	—
			Asset	766	6.1%	991	5.1%	726	4.7%	73.3%
			SOHO	568	4.5%	786	4.0%	583	3.8%	74.3%
			Other	19	0.2%	112	0.6%	187	1.2%	167.0%
	Property Revitalization & Liquidation Service		914	7.2%	900	4.6%	1,476	9.6%	164.0%	
	Total		12,655	100.0%	19,447	100.0%	15,350	100.0%	78.9%	
Gross profit	Property Management Service			3,316	92.0%	4,589	91.2%	3,612	87.5%	78.7%
			Storage management	1,692	47.0%	2,580	51.3%	1,921	46.5%	74.5%
			Storage liquidation	1,109	30.8%	1,428	28.4%	1,171	28.4%	82.0%
			Parking	54	1.5%	—	—	—	—	—
			Asset	285	7.9%	334	6.7%	247	6.0%	73.8%
			SOHO	163	4.5%	151	3.0%	140	3.4%	93.2%
			Other	11	0.3%	94	1.9%	131	3.2%	139.3%
	Property Revitalization & Liquidation Service		286	7.9%	444	8.8%	516	12.5%	116.2%	
	Total		3,603	100.0%	5,034	100.0%	4,128	100.0%	82.0%	

Quarterly Net Sales and Operating Income

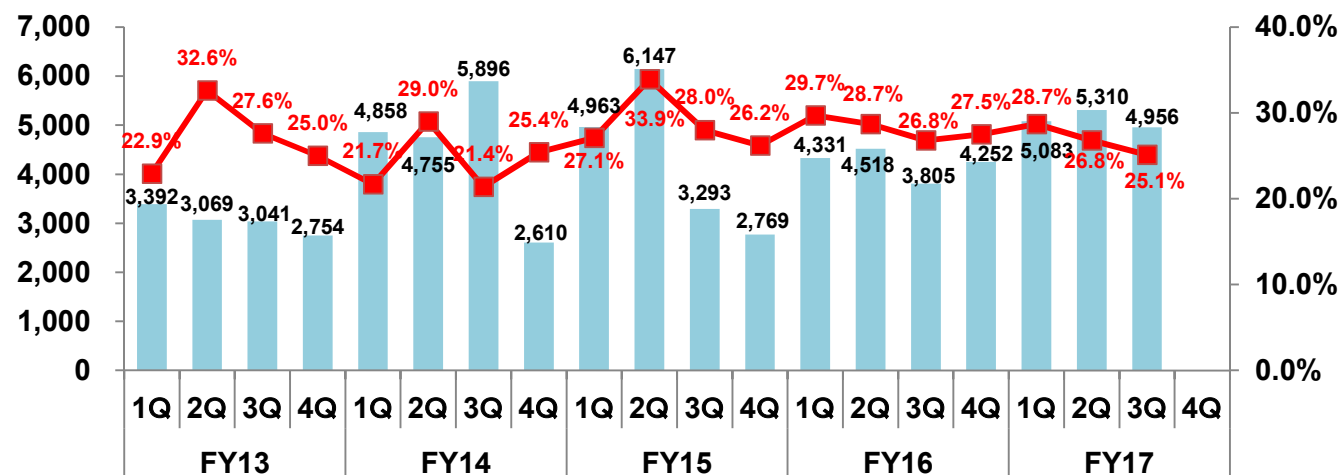
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Revenue and earnings trends in line with plan, including profitability

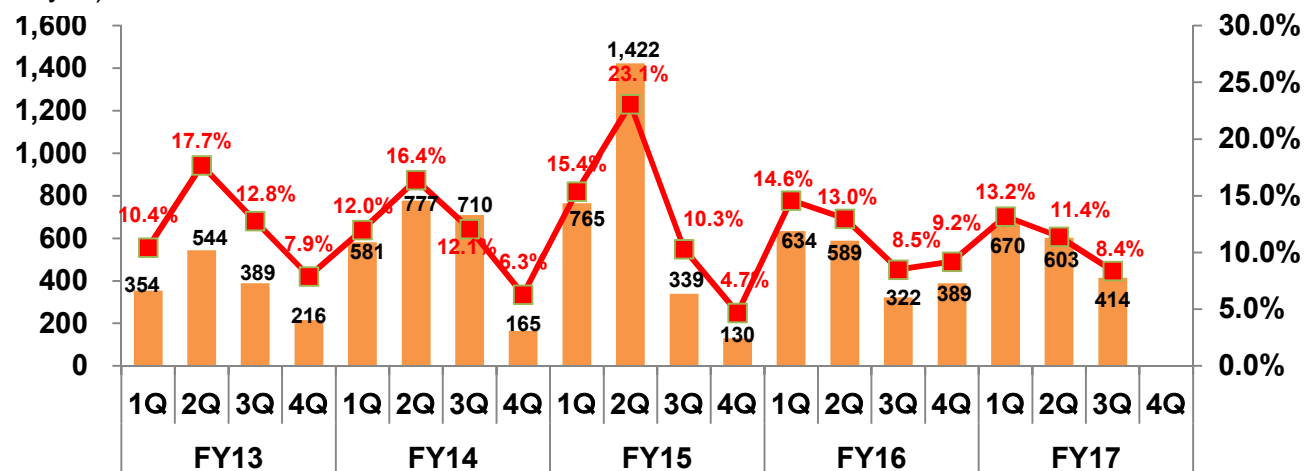
(Unit: Millions of yen)

Trends in net sales
and gross profit
margin



(Unit: Millions of yen)

Trends in operating
income and operating
income ratio



Sound financial condition maintained

Financial Position

As of September 30, 2017

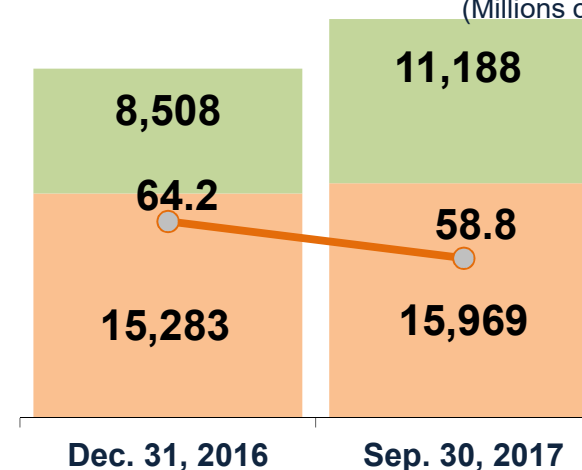
*Figures in parentheses indicate changes from the end of December 31, 2016..

Total assets ¥27,158 million (+ ¥ 3,366 million)	Liabilities ¥11,188 million (+ ¥ 2,680 million)	Liabilities
	Net assets ¥15,969 million (+¥686 million)	Net assets

(Millions of yen)	Dec. 31, 2016	Sep. 30, 2017
Current assets	12,168	14,801
Noncurrent assets	11,622	12,356
Total assets	23,791	27,158
Current liabilities	4,959	4,427
Noncurrent liabilities	3,548	6,761
Total liabilities	8,508	11,188
Net assets	15,283	15,969

Liabilities, net assets, equity ratio

Net assets Liabilities Equity ratio (%)
(Millions of yen)



Decrease in cash and deposits ¥ 0.89 billion
Increase in real estate for sale in process ¥ 3.00 billion
Increase in real estate for sale ¥ 0.42 billion

Increase in long-term loans payable ¥ 2.83 billion
Decrease in short-term loans payable ¥ 0.45 billion

Increase in net income ¥ 1.16 billion
Decrease in dividend payments income ¥ 0.48 billion

FY17 Earnings Outlook

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For the Property Management Service segment, the representative core self-storage business, Arealink is forecasting steady gains, with net sales rising 17.2% year on year. For the Property Revitalization & Liquidation Service segment, we will focus on sales of land rights for lease-land properties.

*The self-storage business belongs to Property Management Service segment in the following table.

	FY2016		FY2017		FY2017		YoY (B) — (A)	
(Millions of yen)	Actual (A)	(%)	Initial forecast	(%)	Revised forecast (B)	(%)	Variance	(%)
Net sales	16,908	(100.0)	19,447	(100.0)	19,447	(100.0)	2,539	15.0%
Property Management Service	15,820	—	18,547	—	18,547	—	2,726	17.2%
Property Revitalization & Liquidation Service	1,087	—	900	—	900	—	(186)	(17.2)%
Operating income	1,935	(11.4)	2,254	(11.6)	2,354	(12.1)	419	21.6%
Property Management Service	2,735	—	2,968	—	3,028	—	293	10.7%
Property Revitalization & Liquidation Service	246	—	352	—	392	—	146	59.5%
Elimination & Corporate	(1,046)	—	(1,066)	—	(1,066)	—	(20)	(2.0)%
Ordinary income	1,968	(11.6)	2,220	(11.4)	2,320	(11.9)	352	17.8%
Net income	1,142	(6.8)	1,353	(7.0)	1,416	(7.3)	274	24.0%

Dividends and Payout Ratio

Pay dividends in response to increased earnings, with a minimum payout ratio of 30%.

Dividends and Payout Ratio

	FY2015	FY2016	FY2017 (Forecast)
Cash dividends per share	3.9 yen	39 yen	40 yen
Payout ratio	30.9%	41.9%	34.6%

Part- II

Priority Measures for FY12/17 and Second Half Strategies

➤ Develop new type of storage with accompanying land

- ✓ Aim for future securitization (investment funds / REITs)
- ✓ Develop self-storage locations with land, including 2x4 trunk locations with parking and other facilities*, and three-story steel frame types
- ✓ In high-demand areas, seek to open locations under a wide range of conditions (site, area)
- ✓ Accentuate advertising effects by utilizing visual identity (VI), mainly in urban centers where recognition is high

* Received “Tanaka Keiichi Prize” from the Japan Association for Real Estate Sciences



Hello Storage Funabashi
Sakae-machi
Opened August 2015



Hello Storage Miyanoki Premium
Opened December 2015 (night
scene)



Hello Storage Matsudo Tokiwadaira
Premium Container
Opened March 2017

➤ **Develop new type of storage with accompanying land (continued)**

- ✓ Secure land along main roads in highly popular urban centers
- ✓ Set women and elderly as main target
- ✓ Enhance customer appeal and achieve profitability at an early stage
- ✓ Designed specifically for Hello Storage, with improved convenience and design
- ✓ Offer to investors as new type of asset



Interior of the Hello Storage
Funabashi Sakae-machi
location



Security monitor in the Hello
Storage Miyanogi Premium
location



Hand-washing area at the
Hello Storage Miyanogi
Premium location

Examples of storage with accompanying land

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Hello Storage Funabashi Sakae-machi



Hello Storage Miyanogi Premium



Hello Storage Kashiwa Aobadai Premium



Hello Storage Saitama Higashi-Koshigaya Premium



Hello Storage Mukougaokayuen

➤ **Full-fledged launch of the contracted storage management business**

✓ **Expand the contracted storage management business**

- **Utilize brand power and expertise to provide user recruitment and guarantee services for properties owned by other companies.**
- **Establish a dedicated team for new business development.**
- **Gain existing and new properties of other companies.**
- **High earnings structure (¥30,000/month per site in initial year, ¥80,000/month from second year).**
- **Target of 50 properties under management in 2017.**

➤ **Efforts to achieve a global standard in the
contracted storage management business**

✓ **Acquisition of U.S. properties**

- **Acquire the contracted management expertise of CubeSmart, the No.4 company in the U.S. market.**
- **Purpose: Analyze composition of more developed overseas market, and accumulate new expertise. Strengthen sales in Japan, and expand our market share.**
- **Investment amount: ¥750 million in 2016**
- **Return: 6% (Phase II construction project underway, return of 7% after expansion)**

Overview of CubeSmart

- Head office: Malvern, Pennsylvania
- Third largest storage company in U.S.
- Total 762 properties with 483,000 units, of which 33% (153 properties, 163,000 units) are managed under contract
- One of six listed storage-related REITs in the U.S.

Source: Self Storage Almanac 2017

Property holdings managed under contract by U.S. firm CubeSmart



Property managed by CubeSmart



Second phase of construction starting in November

Aerial photograph



Management office (exterior)



Internal hallway

Summary of Owned Properties

- College Station, Texas
- Total 477 units – 361 storage units, 114 parking spaces (for large RVs), 2 other (office and warehouse)
- Approx. 3,636 m² (39,141 ft²)



View of premises

➤ Strengthen marketing (continued)

- ✓ Strengthen appeals to property owners for direct order sales through sign-based marketing
 - Strengthen relationships with property owners
 - Signs placed on more than 300 sites (as of end-June 2017)



➤ **Land rights business: Land rights management**

- ✓ **Acquire land rights from landowners**
- ✓ **Sell to leaseholders at ideal timing**
- ✓ **Annual return of 3%, with 20% gain on sale (after 1-2 years)**
- ✓ **Estimated investment of ¥6-8 billion over next three years, with around ¥2.0 billion profit on sales**

Condition for entry into new business

Establish businesses that lead to better relations with existing investors (wealthy persons, real estate owners)



Part-III

Medium-term Business Plan – Overview of Main Measures

Goal: 50% share of the self-storage market

Main Measures

- **Establish brand image**
- **Expand the contracted storage management business**
- **Acquire overseas self-storage facilities, accumulate expertise**
- **Packaging of “direct orders”**
- **Incorporate self-storage sales business in investment funds or REITs in the future**



- ✓ By 2025, ¥10 billion in ordinary income with 100 employees
- ✓ Make steady progress to meet target of ¥100 million in ordinary income per employee

Medium-Term Management Plan: Growth Trend in the Self-Storage Business

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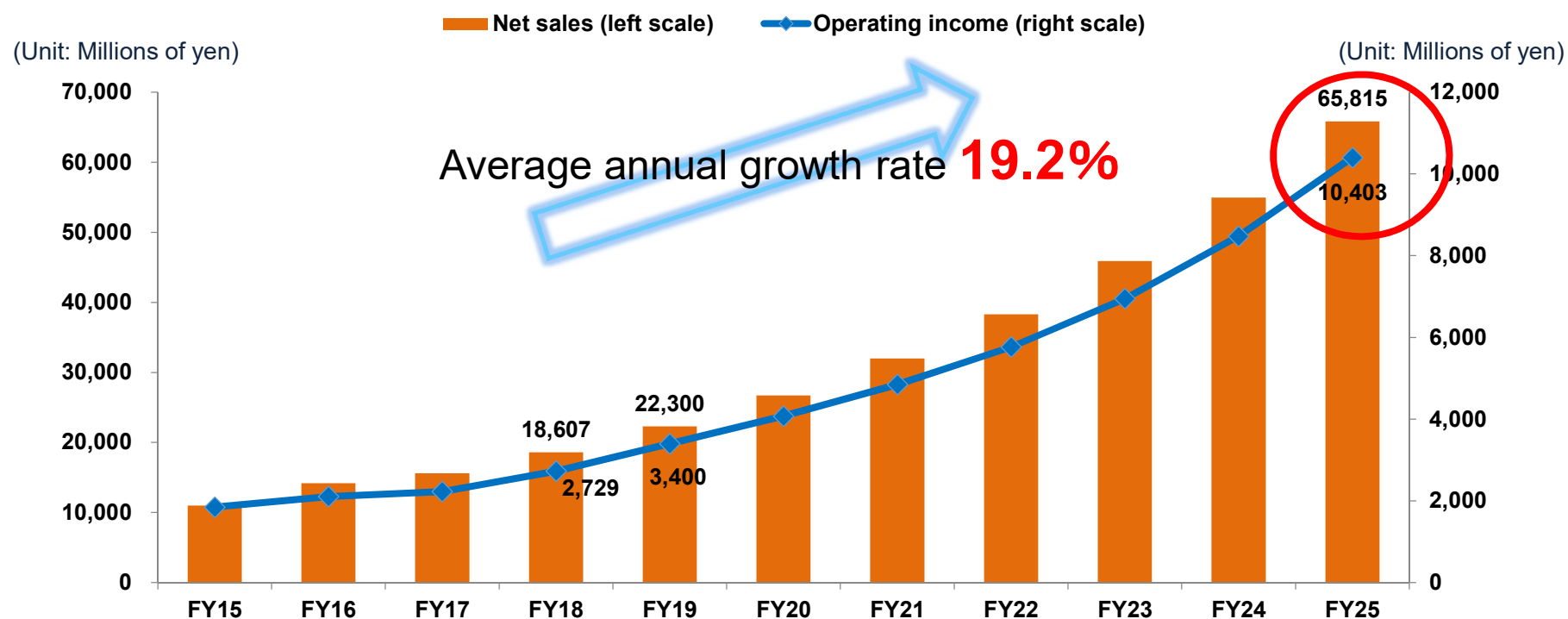


*

In the mainstay self-storage business, average annual revenue growth of 19.2%
By 2025, this business will have ¥65.8 billion in sales with operating income of ¥10.4 billion.

* The self-storage business represents “Self-storage management” and “Self-storage brokerage”.

Outlook for net sales and ordinary income in the Self-Storage Business



Exciting Company

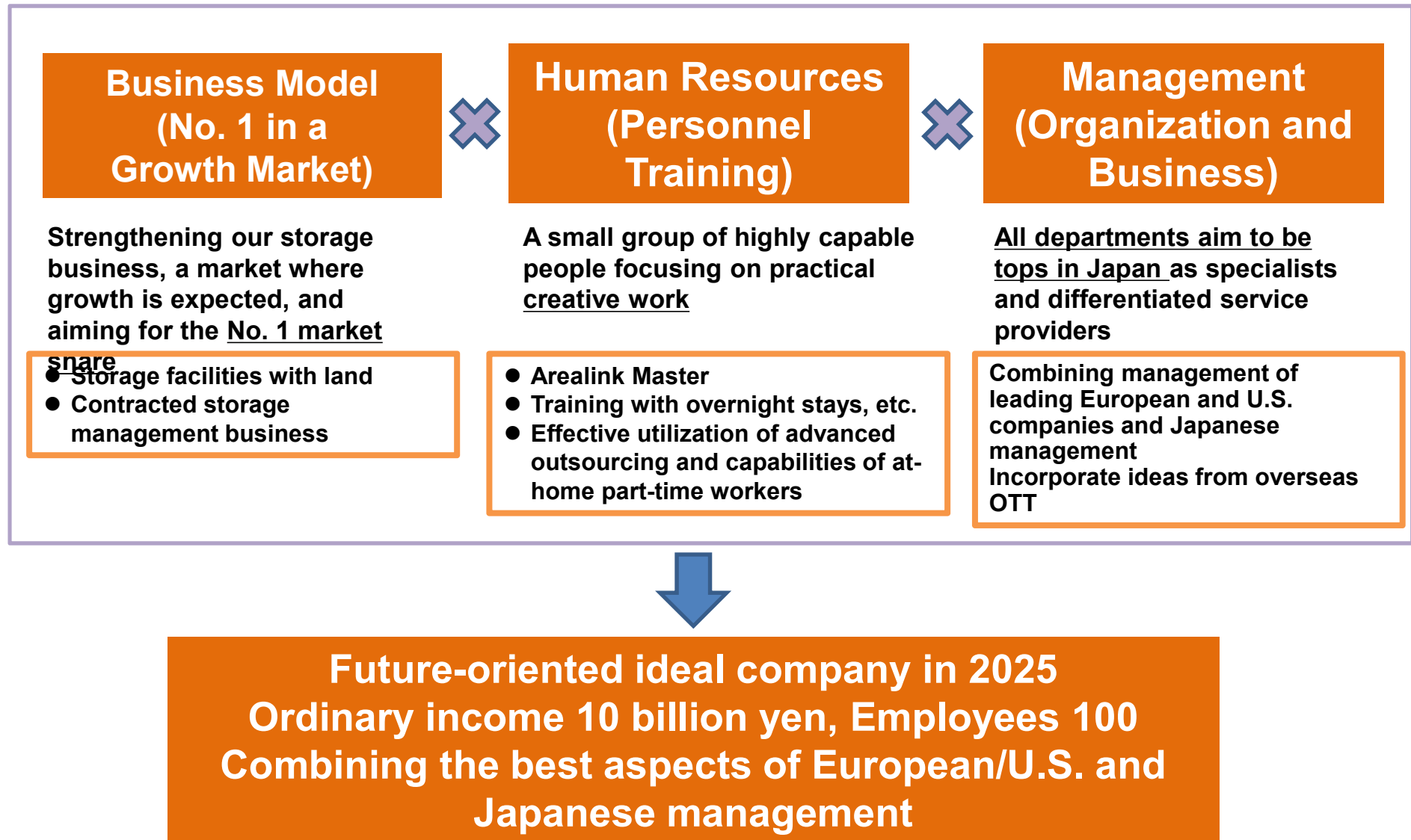
Bringing the world convenience,
enjoyment, and excitement

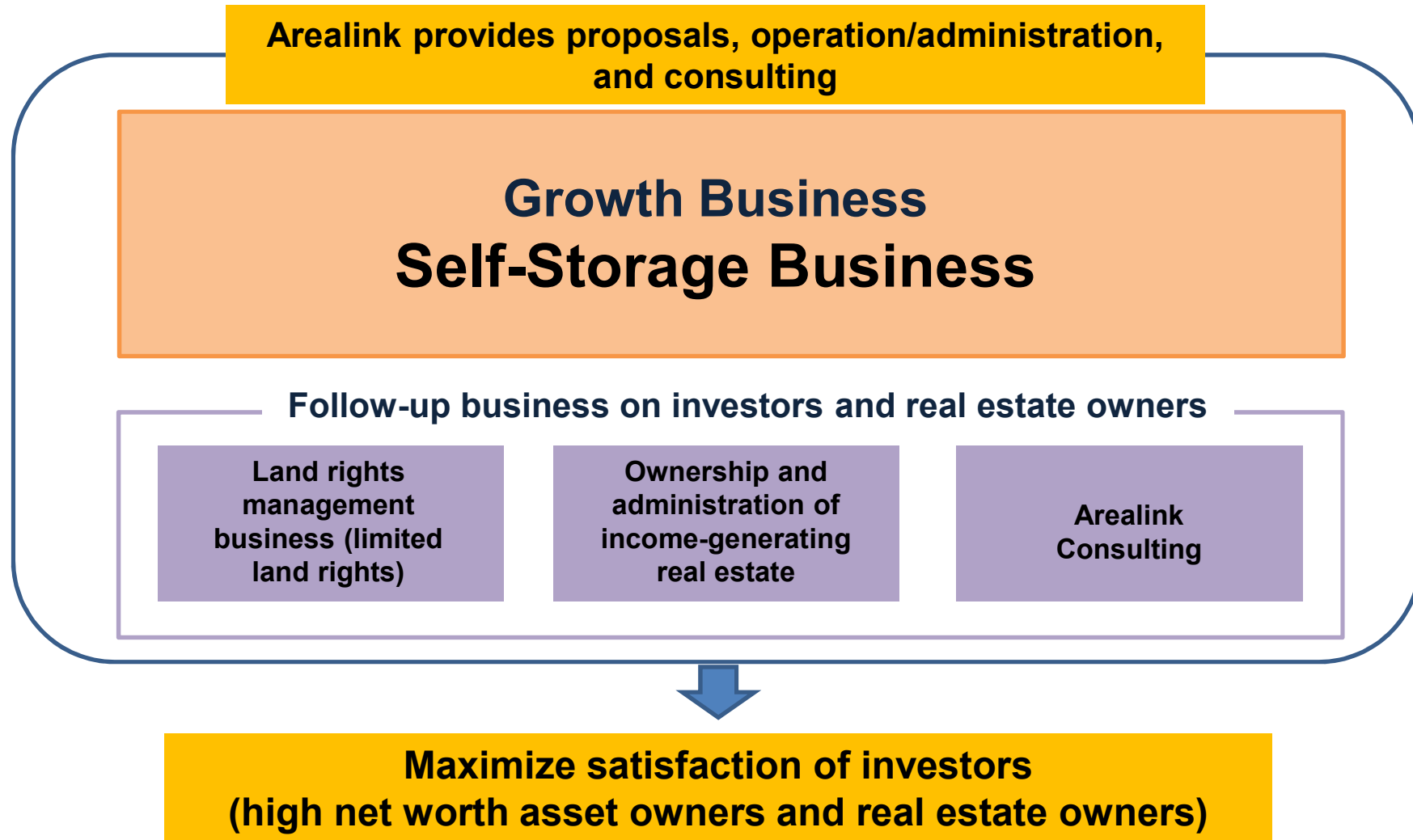


Part-IV

Reference Material

Formula for Growth





Major Indicators for the Past Six Years

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(Unit: Millions of yen)

	FY11	% Change	FY12	% Change	FY13	% Change	FY14	% Change	FY15	% Change	FY16
Net sales	10,603	-4.5%	10,124	+21.1%	12,256	+47.8%	18,120	(5.2)%	17,173	(1.5)%	16,908
Gross profit	2,365	+11.2%	2,629	+26.8%	3,306	+31.9%	4,360	+16.3%	5,073	(6.0)%	4,771
Gross profit margin (%)	22.3	+3.5pt	26.0	+1.2pt	26.9	(2.8)pt	24.1	(3.9) pt	29.5	(1.3)pt	28.2
SG&A expenses	1,320	+10.9%	1,464	+24.9%	1,800	+16.3%	2,125	+13.7%	2,415	+17.4%	2,835
Operating income	1,044	+11.6%	1,165	+29.2%	1,505	+48.5%	2,235	+18.9%	2,657	(27.2)%	1,935
Operating income ratio (%)	9.8	+1.7pt	11.5	+0.8pt	12.3	+0.0pt	12.3	+2.4pt	15.5	(4.1)pt	11.4
Ordinary income	953	+12.8%	1,075	+33.3%	1,433	+45.6%	2,087	+17.0%	2,442	(19.4)%	1,968
Net income	772	+22.7%	948	+42.0%	1,346	+14.4%	1,541	+1.0%	1,550	(26.3)%	1,142
ROA (%)	4.3	+1.0pt	5.3	+1.2pt	6.5	+0.7pt	7.2	+0.8pt	8.0	(2.7)pt	5.3
ROE (%)	8.0	+1.1pt	9.1	+2.5pt	11.6	+0.4pt	11.9	(0.8) pt	11.0	(0.4)pt	7.6
Interest-bearing debt	5,206	+6.5%	5,545	+41.3%	7,837	(35.1)%	2,759	(52.5)%	1,311	+265.6%	4,793
Total assets	17,266	+7.8%	18,612	+23.7%	23,017	(15.1)%	19,539	(1.2)%	19,312	+23.2%	23,791
Net assets	9,987	+9.5%	10,935	+12.3%	12,282	+10.0%	13,514	+8.3%	14,626	+4.5%	15,283
Shareholders' equity ratio (%)	57.8	+1.0pt	58.8	(5.4)pt	53.4	+15.8pt	69.2	+6.6pt	75.7	+6.6pt	64.2
Net income per share (Yen)	6.29	+22.7%	7.72	+42.0%	10.97	+14.4%	12.55	+1.0%	12.63	(26.3)%	93.06
Net assets per share (Yen)	81.35	+9.5%	89.08	+12.3%	100.05	+10.0%	110.09	+5.7%	119.14	+4.5%	1,245.09
Number of employees	73	+12.3%	82	+19.5%	98	+8.2%	106	+16.0%	123	+1.6%	125

Note: On July 1, 2013, the Company conducted a stock split at a ratio of 100 shares for each of the Company's common shares. Also with an effective date of July 1, 2016, the Company conducted a consolidation of its common shares at a ratio of 1 share for 10 outstanding shares. Accordingly, the figures for per share information before 2015 have been calculated assuming that the stock split and consolidation were conducted at the beginning of the previous fiscal year.

Self-storage Market Forecast in Japan

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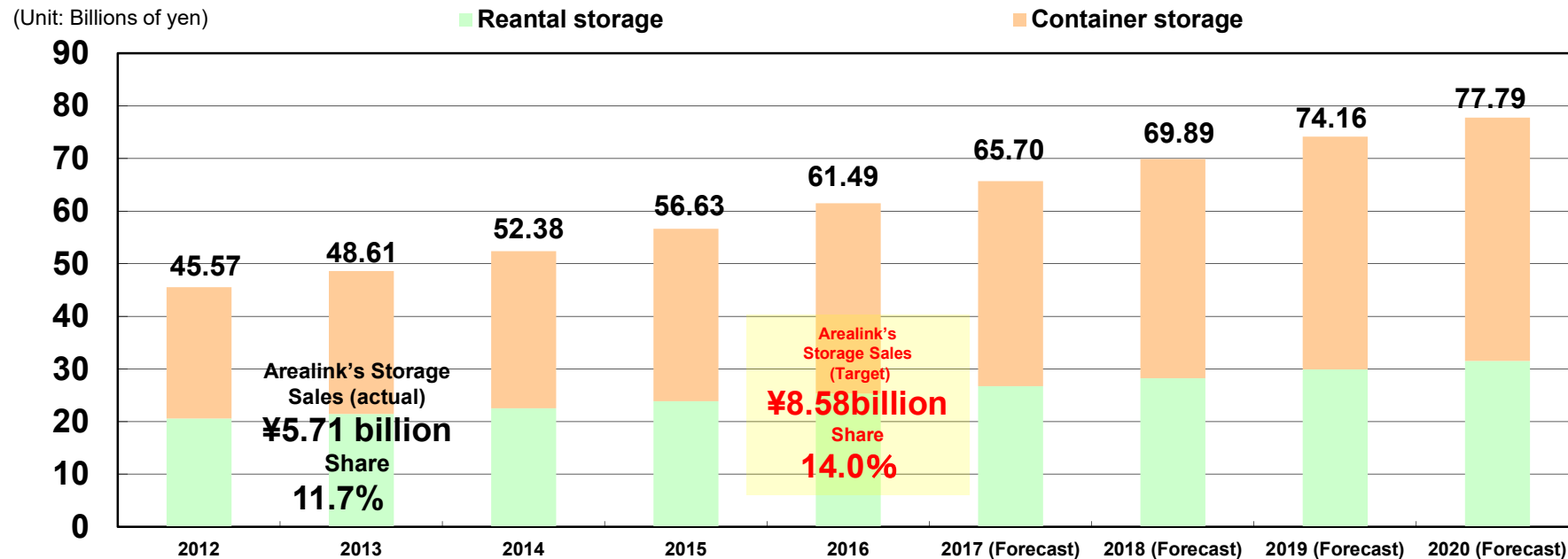
The Japanese self-storage market is expected to expand to ¥77.79 billion by 2020.
Arealink expects to maintain its leading market share of 14.0%.

- Scale of the Japanese self-storage market (2016 estimate) ¥61.49 billion
- Arealink's self-storage net sales (2016 actual) ¥8.58 billion

*Storage management sales

- Arealink's market share (net sales) 14.0% (No.1 in Japan)

Market scale of the self-storage business (Japan nationwide)



Source: Yano Research Institute, "Thorough Survey of the Growing Self-Storage Business" 2016 Edition (Japan)

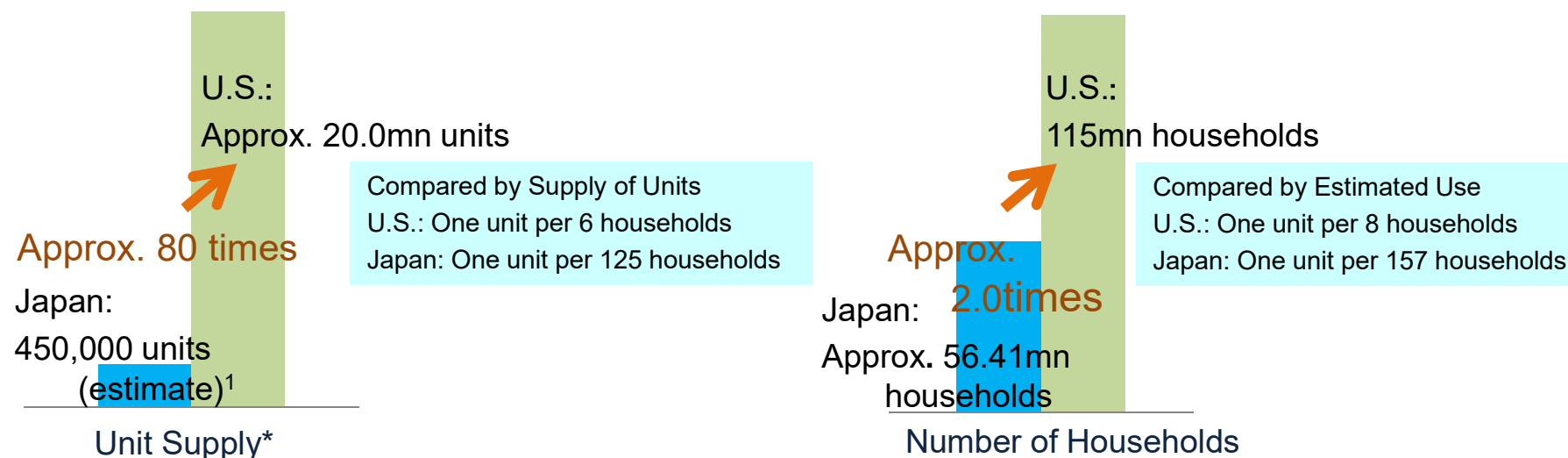
Figures for the scale of Japan's storage market are the combined total of moderate-range projections for rental storage and container storage using our own calculation method.

Storage Business (1): Market Scale Forecasts

Japan's storage market is expected to grow to be on a par with the U.S. in the future.

- Supply of units per household is less than one-tenth that of the U.S.
- The U.S. market is worth approximately ¥1.76 trillion, around 40 times that of Japan
- We will uncover latent demand with expectations of market growth

Comparison between Japan and U.S.



Figures for the market scale estimate and unit supply are estimated figures for 2015.

Note 1: Number of units for rental storage space, as opposed to the warehouse industry

Source: Yano Research Institute, "Thorough Survey of the Growing Self-Storage Business" 2016 Edition (Japan)
Currency converted at ¥80/USD (2011 average)

Self Storage Almanac 2015 (U.S.)

Storage Business (2): Competitive Environment

■ Top Three Companies in the U.S. Self-Storage Market (Fiscal 2016)

Rank	Company Name	No. of Locations	No. of Units *	Market Share (by No. of Units)
1	Public Storage	2,310	N/A	5.5%
2	Extra Space Storage	1,412	946,406	3.4%
3	CubeSmart	762	513,234	1.8%
Top 6 listed companies total		7,005	2,620,081	16.7%

Ref: Self-Storage Almanac 2017

* Public Storage does not disclose unit figures, so these have been excluded from the calculation.

■ Overview of Public Storage, the Largest Self-Storage Company in the U.S.

Founded in 1972, Selected for the S&P 500 and FT Global 500

● Operating revenue ¥284.2 billion (YoY+7.5%)

● Net income allocable to shareholders ¥161.3 billion (YoY+10.9%)

Source: Company's Annual Report 2016 (Currency converted at ¥111 USD)

■ Arealink's Position in Japan's Self-Storage Market

	Company Name	No. of Locations	No. of Units	Market Share (by No. of Units)
No.1	Arealink	1,208	63,391	14.5%
No.2	Company A	1,045	50,460	11.5%
No.3	Company B	50	30,244	6.9%
No.4	Company C	327	18,124	4.1%
No.5	Company D	276	11,969	2.7%
Total		9,479	437,814	100%

Source: Yano Research Institute, "Thorough Survey of the Growing Self-Storage Business" 2016Edition (Japan)



Storage Business (3): Total Units, Units in Use, and Utilization Rate

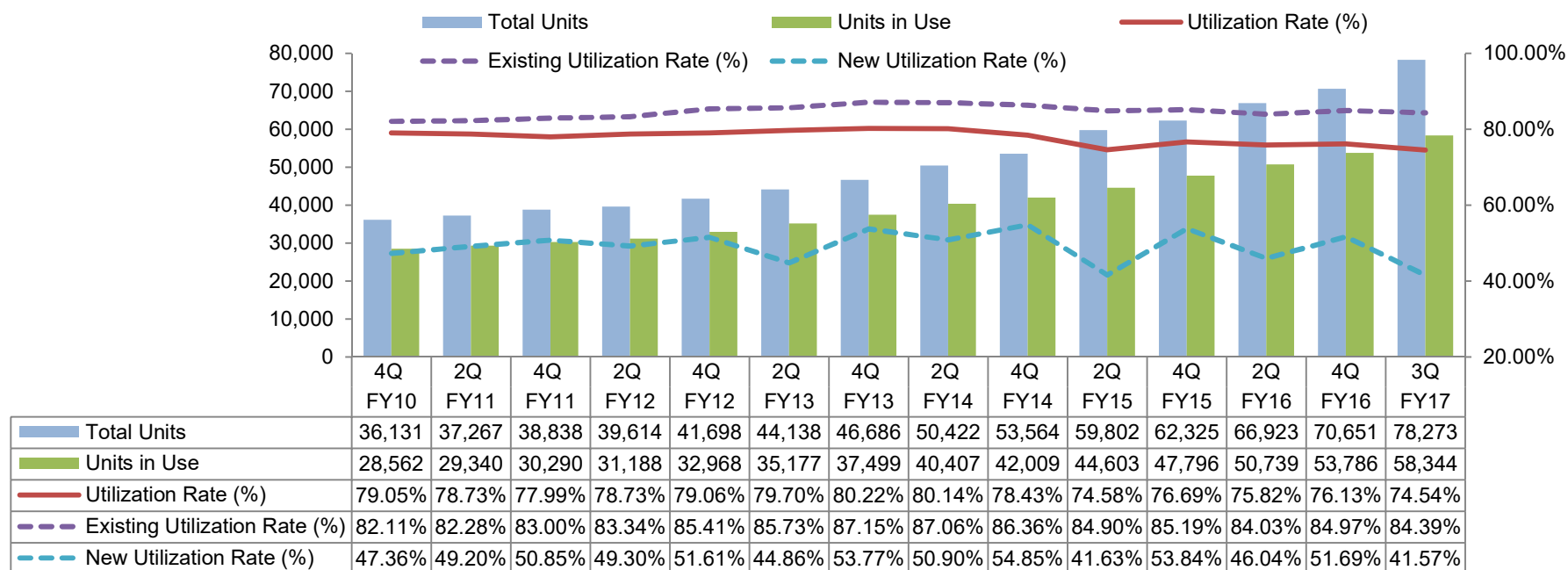
Exciting Company



Utilization rate remains high as a result of accelerated location openings and effective marketing.

- FY12/17 3Q: 8,073 units opened and 451 closed, for a net gain of 7,622 units from the end of the previous fiscal year.
- FY12/16: 9,246 units opened and 920 closed, for a net gain of 8,326 units from the end of the previous fiscal year.

Total Units , Units in Use, and Utilization Rate



* Existing: Units after more than two years since they opened

New: Units after less than two years since they opened

New for FY 2017: Newly opened in 2016 and 2017

Storage Business (4) : Openings by Region

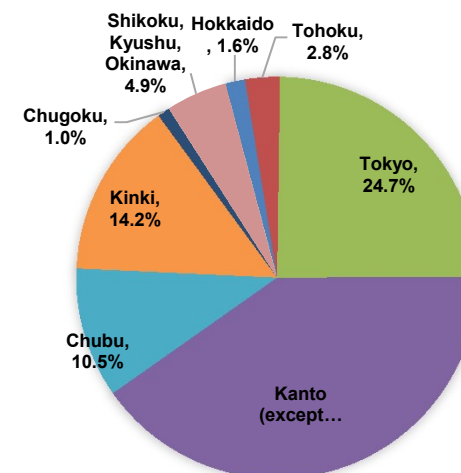
Exciting Company



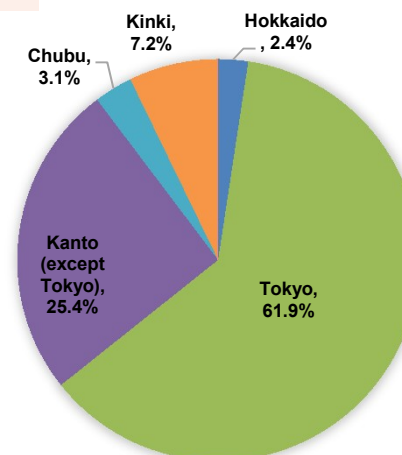
Number of units : as of September 30, 2017

Prefecture	Containers	Storage Rooms	Total	Proportion of Total
Hokkaido	998	422	1,420	1.8%
Miyagi	1,695	0	1,695	2.2%
Ibaraki	745	0	745	1.0%
Tochigi	142	0	142	0.2%
Gunma	337	0	337	0.4%
Saitama	7,428	1,044	8,472	10.8%
Chiba	9,365	745	10,110	12.9%
Tokyo	14,937	10,827	25,764	32.9%
Kanagawa	6,502	2,639	9,141	11.7%
Niigata	69	0	69	0.1%
Toyama	116	0	116	0.1%
Ishikawa	204	0	204	0.3%
Fukui	90	0	90	0.1%
Yamanashi	67	0	67	0.1%
Nagano	58	0	58	0.1%
Gifu	582	0	582	0.7%
Shizuoka	1,184	0	1,184	1.5%
Aichi	3,775	498	4,273	5.5%
Mie	290	50	340	0.4%
Shiga	154	0	154	0.2%
Kyoto	1,057	152	1,209	1.5%
Osaka	3,431	991	4,422	5.6%
Hyogo	3,441	106	3,547	4.5%
Nara	577	0	577	0.7%
Wakayama	27	0	27	0.0%
Tottori	32	0	32	0.0%
Okayama	218	0	218	0.3%
Hiroshima	316	0	316	0.4%
Kagawa	147	0	147	0.2%
Ehime	84	0	84	0.1%
Fukuoka	1,692	0	1,692	2.2%
Saga	79	0	79	0.1%
Nagasaki	118	0	118	0.2%
Kumamoto	156	0	156	0.2%
Oita	106	0	106	0.1%
Miyazaki	109	0	109	0.1%
Kagoshima	367	0	367	0.5%
Okinawa	104	0	104	0.1%

Container



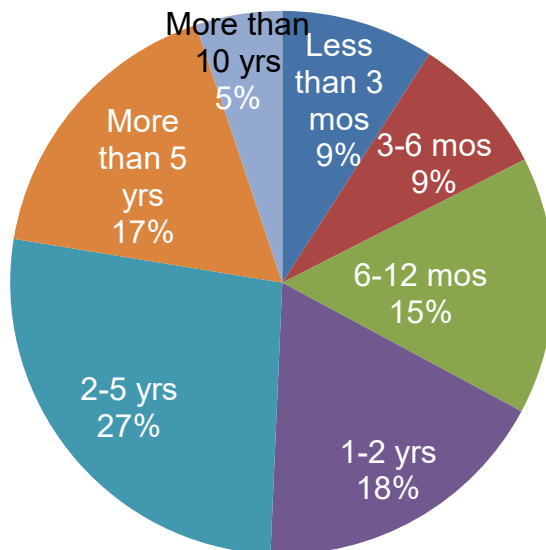
Storage rooms



Storage Business (5): User Analysis

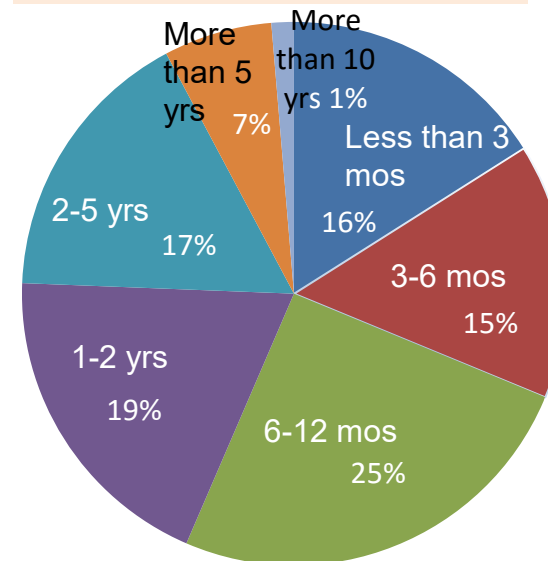
- Average usage period for current contract customers is 38 months (at February 2017).
- Average usage period for customers who have terminated contracts is 20 months (2016 result).
- Average monthly usage fee is ¥12,165 for a container type, and ¥13,707 for trunk type.

Breakdown of usage period for current contract customers



* Analysis of customers with contracts at February 2017

Breakdown of usage period for customers who terminated contracts



* Analysis of customers who terminated contracts in 2016

Property Management Service

This business manages Arealink's core businesses of Hello Storage space rental business as well as its holdings of income-generating properties in the Hello Office and Hello Rental Meeting Room businesses.

Storage Management Business

In this business, Arealink offers "Hello Storage" rental storage space nationwide in Japan.

Self-storage Type with Accompanying Land

Arealink offers indoor trunk rooms in houses built by the 2 x 4 construction method or steel construction method, mainly in suburban areas in the Tokyo metropolitan area, as part of its Hello Storage services. The exteriors of the houses as a whole feature the Hello Storage brand color.

Property Revitalization & Liquidation Service

This service includes the selling of properties owned by Arealink after providing added value through renovation as well as selling leased land where rights issues are complicated.

Storage Liquidation Business

For business investors and owners of real estate, Arealink proposes Hello Storage as an effective method for investing their funds and making use of their assets.

Hello Limited Proprietary Rights and Leased Land

Arealink's Hello Limited Property Right and Leased Land business includes settling problems related to such rights that require complicated negotiation with a large number of related parties. By acting as a negotiating agency and/or buying up such land, Arealink assists in the revitalization of land through this business for both landowners and lease holders to reach satisfactory agreements.

The earnings forecasts, predictions, strategies, and other information presented in this report are as of the time of preparation. The report was prepared based on information reasonably available to the Company, with determinations made within foreseeable bounds.

However, there are risks that that actual performance may differ from the earnings forecasts in this report as a result of unforeseeable events and results.

The Company makes an effort to proactively disclose information considered important to investors, but readers are strongly advised to avoid decisions that place undue reliance solely on the earnings forecasts presented in this report.

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Inquiries: Administrative Division
Arealink Co., Ltd.
Tel: +81-3-3526-8556
Fax: +81-3-3526-8577