



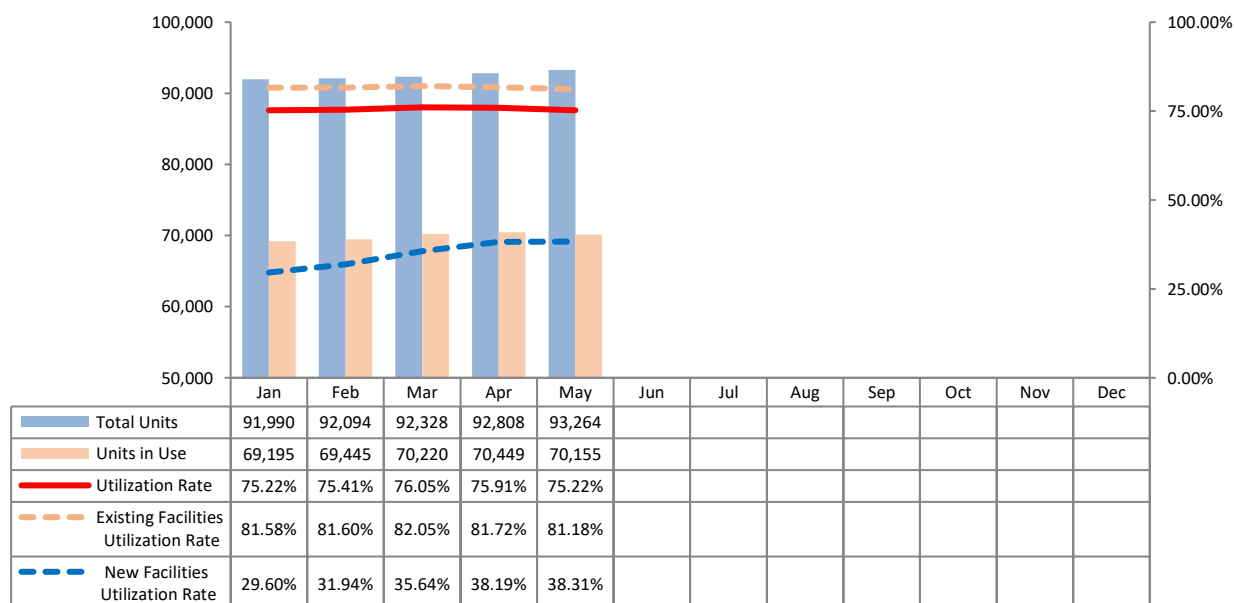
## Current Status of Hello Storage Locations

Arealink Co., Ltd. (Headquarters: Chiyoda-ku, Tokyo; President and CEO: Naomichi Hayashi) updates information on the current status of Hello Storage locations each month. The following is the status at the end of May 2019.

- **The total number of units** at end-May 2019 amounted to **93,264 units (up 456 units)** from the previous month). **Total units in use** amounted to **70,155 units (down 294 units)**.
- **The utilization rate** was **75.22% overall**, comprising **81.18% at existing facilities** and **38.31% at new facilities**.<sup>\*</sup> Utilization is increasing steadily in line with the location opening plan.

Ref: At end-May 2018, there were 84,000 total units with 63,583 units in use, for a utilization rate of 75.69% (existing facilities 82.78%, new facilities 42.63%)

**Status of Hello Storage Facilities at end-May 2019 (FY12/19)**



<sup>\*</sup> New facilities are locations opened within the last two years. For 2019 (FY12/19), new facilities are those opened in 2018 and 2019.

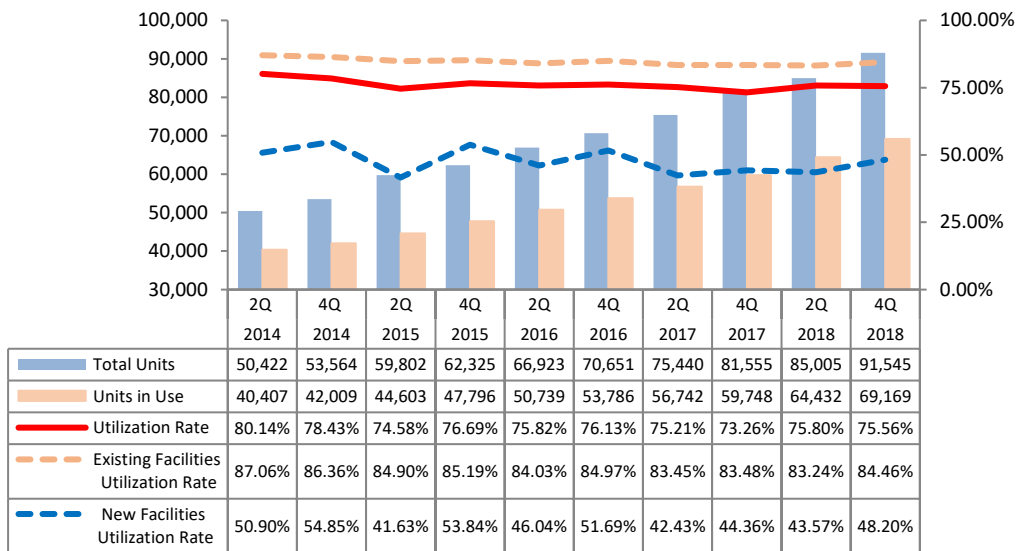
**Asset-type Indoor Self-storage  
(Self-storage w/Land)**



**Outdoor-type Self-storage**



**Change over the Last Five Years**



**About the Self-storage (Rental Storage Space) Business**

The self-storage (rental storage space) business is a service used by about 10% of households in the United States, with **a market size of approximately 1.76 trillion yen.**\* Self-storage began to be widely used in Japan from around 2000, and **the market is expanding (2018: ¥70.43bn, 2025: ¥100.78 billion)**

\* Sources: "2015 Self-Storage Almanac" (US), 2011 estimate JPY80/US\$ (yearly average), Yano Research Institute "Thorough Survey of the Growing Self-Storage Business" 2019/Nationwide Edition

## Utilization Examples

Customers use these facilities to store items that are difficult to keep at home or the office (infrequently used items, items that require substantial space such as clothing, camping equipment or other hobby goods, winter tires, furniture and appliances, books, etc.).



Self-storage video: <https://www.hello-storage.com/beginner/movie/>

Customer feedback/interviews (Japanese): <https://www.hello-storage.com/voice2/moving/>

## Contact

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### **Arealink has the largest market share for self-storage (rental storage space) in Japan.\***

Arealink was established in April 1995, and listed on the Mothers section of the Tokyo Stock Exchange in August 2003. The first Hello Storage location was opened in Chiba Prefecture in 1999, and today Arealink is Japan's leading self-storage brand, with locations nationwide. Since its founding, Arealink has continued to focus on meeting the needs of real estate owners by adding value and revitalizing idle properties, while at the same time offering new value to users.

\* Source: Yano Research Institute "Thorough Survey of the Growing Self-Storage Business" 2019/Nationwide Edition

### **FY12/19 Results Forecast**

Net sales:	¥27,918 million
Operating income:	¥2,694 million
Ordinary income:	¥2,500 million
Net income:	¥1,450 million

"Notice Concerning Revisions to Earnings Forecasts" was released on April 23, 2019.