

June 16, 2019

Arealink Co., Ltd.

TSE Mothers (8914)



Arealink Opens Trunk House 24 Kami-Igusa

Strengthening Collaboration with Different Enterprises

Arealink Co., Ltd. (Headquarters: Chiyoda-ku, Tokyo; President and CEO: Naomichi Hayashi) opened the Trunk House 24 Kami-Igusa location on May 24, 2019 (Friday). Arealink has a policy of strengthening collaborations with various types of businesses, including major corporations, as part of its efforts to raise the profile of its self-storage (rental storage space) business.

Trunk House 24 Kami-Igusa is located in a prime area just two minutes' walk from Kami-Igusa Station on the Seibu Shinjuku Line. Since the area is consistent with supermarket chain My Basket's store location concept ("Nearby, Inexpensive, Clean and Friendly"), the My Basket Kami-Igusa Station South Store was opened at the site on July 12, 2019 (Friday). By opening a location together with a business regularly used by many customers, Arealink hopes to gain new users and improve its balance of revenue and expenditure for properties. Arealink will continue to pursue collaboration with various enterprises in order to raise awareness of self-storage (rental storage space) as a familiar and easily utilized service that is part of everyday life.

Trunk House 24 Kami-Igusa / My Basket Kami-Igusa Station South Store

Exterior



Interior



My Basket Kami-Igusa Station South Store



Interior



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

Product / Property Overview

Trunk House 24 is a series of indoor-type self-storage (rental storage space) facilities available for use 24 hours a day. These locations are equipped with **security systems and offer free parking**, providing a convenient storage place that local residents can use with the same ease as a convenience store. The buildings have a chic appearance that blends with the style of the neighborhood, along with a smart and simple design. Arealink also has **a collaboration to use the Hello Kitty character, widely loved by people of all ages**, as part of its efforts to gain new categories of customers including women and the elderly.

Name/Location: Trunk House 24 Kami-Igusa (2-35-4 Kami-Igusa, Suginami-ku, Tokyo)

Property Website: www.hello-storage.com/tokyo/suginamiku/detail/6135/

Total Units: 122 units

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

Investor Relations Office, Administrative Division

Tel: +81-3-3526-8556

Corporate website: <https://www.arealink.co.jp/en/>

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.