



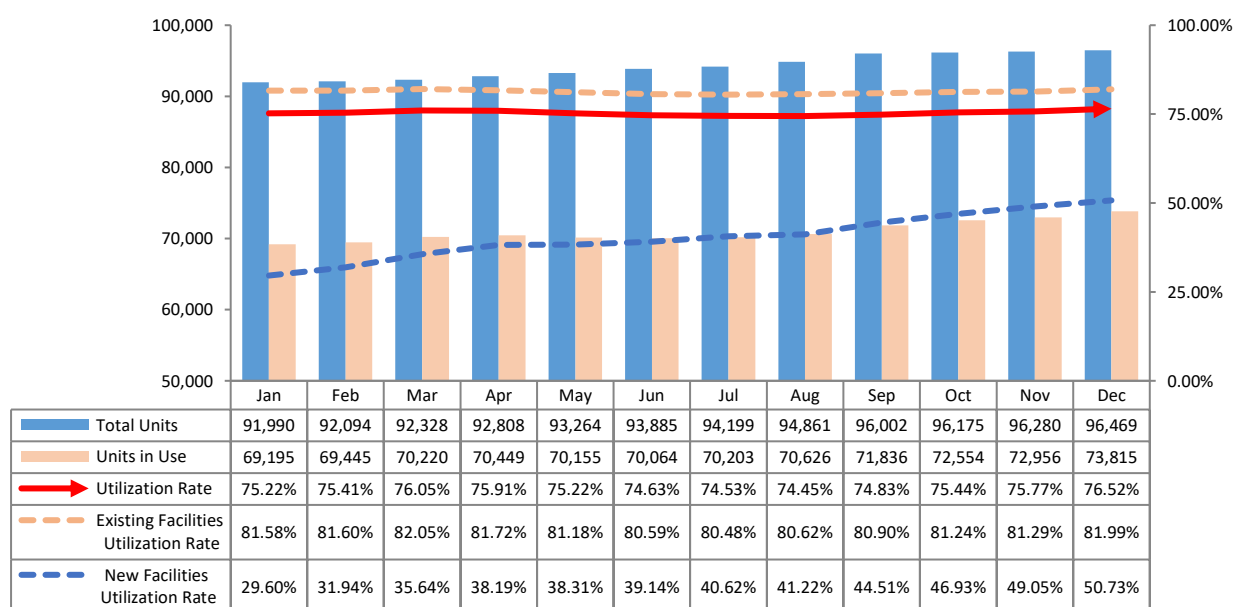
## Current Status of Hello Storage Locations

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 December 2019.

- The **total number of units** at end- December 2019 amounted to **96,469 units** (up 189 units from the previous month). Total **units in use** amounted to **73,815 units** (up 859 units). The number of units increased steadily in line with the location opening plan.
- The **utilization rate** was **76.52% for all facilities**, 81.99% for existing facilities, and 50.73% for new facilities.\* The utilization rate increased as a result of the new pricing policy which has been implemented since the beginning of this year. The policy limits the amount of promotional discount so as to further improve the profitability.

Ref: At end-December 2018, there were 91,545 total units with 69,169 units in use, with utilization rate of 75.56% (existing facilities 84.46%, new facilities 48.20%)

### Status of Hello Storage Facilities at end-December 2019 (FY12/19)



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

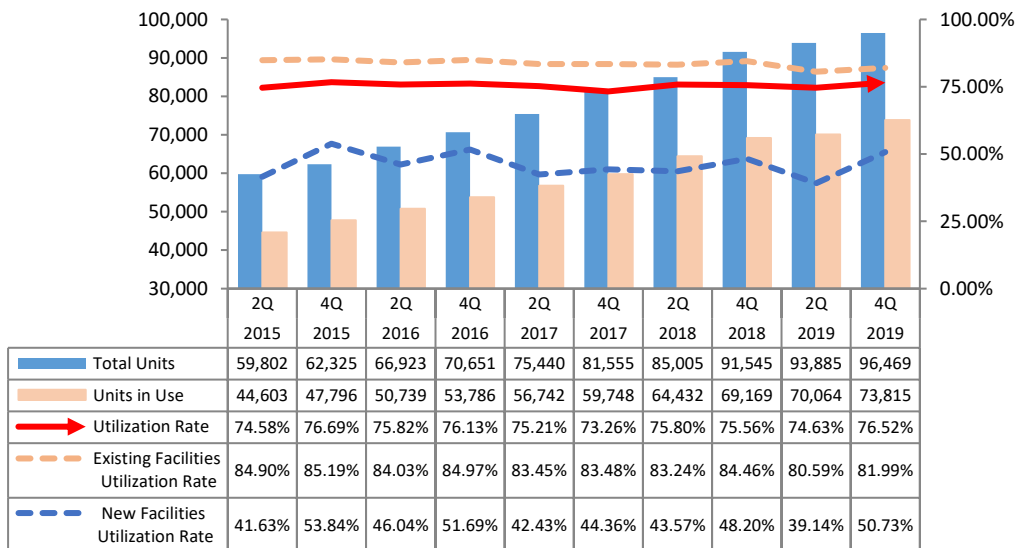
### Outdoor-type Self-storage



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



### Change over the Last Five Years



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

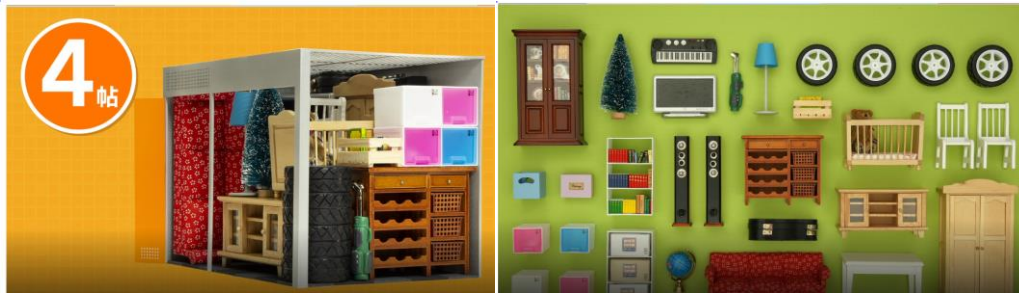
The self-storage (rental storage space) business is **a service used by about 10% of households in the United States, with a market size of approximately 1.76 trillion yen.\***

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

Investor Relations Office, Administrative Division

Tel: +81-3-3526-8556

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

#### **We are leading company of self storage industry 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:	¥29 billion
Operating income:	¥2.8 billion
Ordinary income:	¥2.7 billion
Net income:	¥1.5 billion

"Notice Concerning Revisions to Earnings Forecasts" was released on July 25, 2019.