



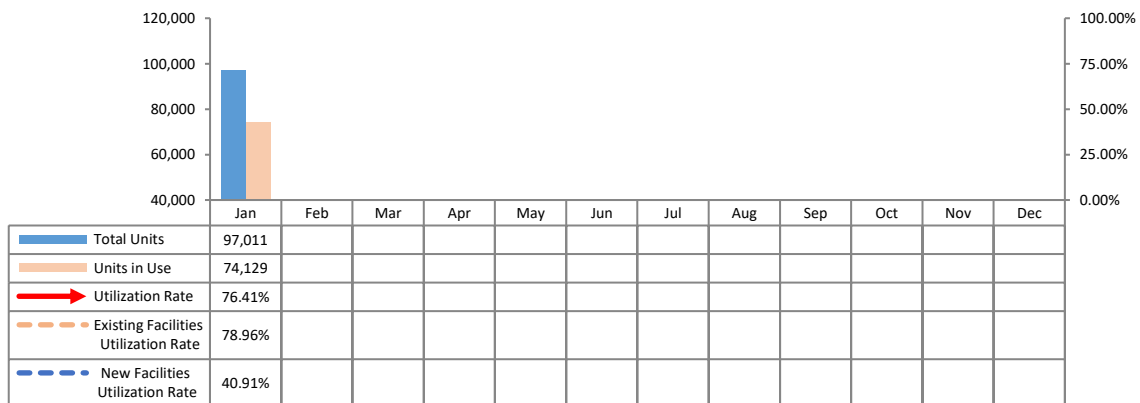
Current Status of Hello Storage Locations

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 January 2020.

- The **total number of units** at end- January 2020 amounted to **97,011 units** (up 542 units from the previous month). Total **units in use** amounted to **74,129 units** (up 314 units). Total number of units expected to exceed 100,000 in 2020
- The **utilization rate** was **76.41% for all facilities**, 78.96% for existing facilities, and 40.91% for new facilities.* The policy limits the amount of promotional discount so as to further improve the profitability. Aim to improve utilization rate by 1% and more during 2020

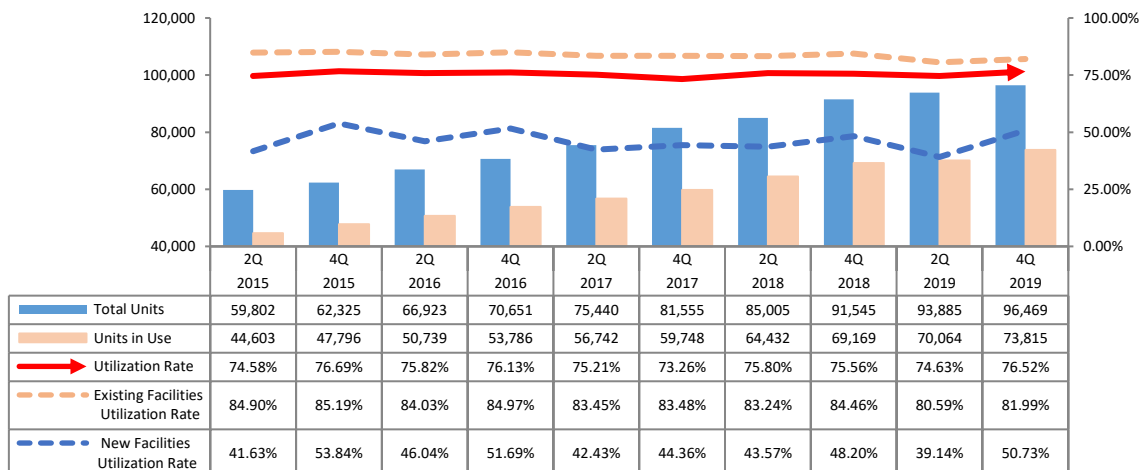
Ref: At end-January 2019, there were 91,990 total units with 69,195 units in use, with utilization rate of 75.22% (existing facilities 81.58%, new facilities 29.60%)

Status of Hello Storage Facilities at end-January 2020 (FY12/20)



*New facilities are locations opened within the last two years. For 2020 (FY12/20), new facilities are those opened in 2019 and 2020.

Change over the Last Five Years



■ Newly opened (11 facilities 413 Units)

Facilities	Location	type	Units
Mitaka Shindaiji	Tokyo	container	114
Trunk House 24 Mitaka Shindaiji	Tokyo	trunk	39
Amagasaki Nishinaniwa	Hyogo	container	23
Kohoku 4	Tokyo	container	81
Oyama Inuzuka	Tochigi	container	21
Nakahara Shimokodanaka 2	Kanagawa	container	42
Itami Koya	Hyogo	container	23
Tomisato Nanae Higashi	Chiba	container	24
Hachinohe Konakano	Aomori	container	30
Machida Kanamori	Tokyo	bike	4
Oyata	Tokyo	bike	12

※Newly opened December 2019

■ Closure (0 facilities 0 Units)

Facilities	Location	type	Units
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※closure December 2019