



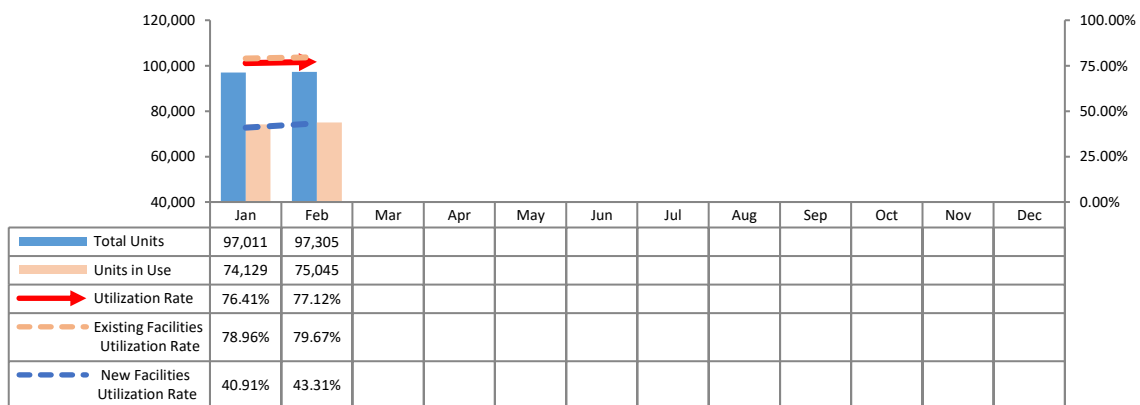
Current Status of Hello Storage Locations

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 February 2020.

- The **total number of units** at end- February 2020 amounted to **97,305 units** (up 294 units from the previous month). Total **units in use** amounted to **75,045 units** (up 916 units). Total number of units expected to exceed 100,000 in 2020
- The **utilization rate** was **77.12% for all facilities**, 79.67% for existing facilities, and 43.31% 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

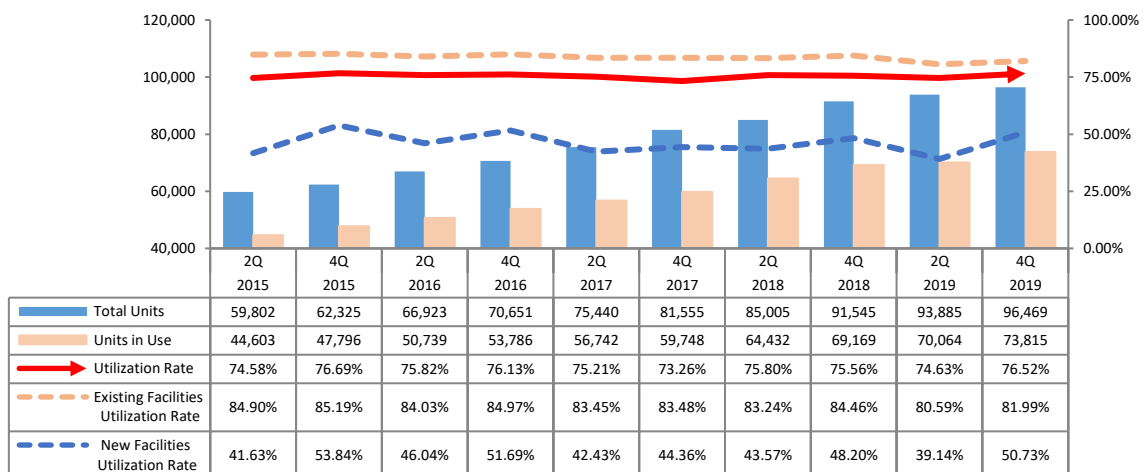
Ref: At end-February 2019, there were 92,094 total units with 69,445 units in use, with utilization rate of 75.41% (existing facilities 81.60%, new facilities 31.94%)

Status of Hello Storage Facilities at end-February 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 (14 facilities 652 Units)

Facilities	Location	type	Units
Trunk House 24 Tamakuyakusho	Kanagawa	trunk	75
Trunk House 24 Meguro Honcho	Tokyo	trunk	38
Trunk House 24 Kunitachi Yaho	Tokyo	trunk	53
Trunk House 24 Nerima Hikarigaoka	Tokyo	trunk	28
Trunk House 24 Yomiuri Land	Kanagawa	trunk	55
Trunk House 24 Nerima Nakamura	Tokyo	trunk	63
Trunk House 24 Hiratsuka Oimatsu	Kanagawa	trunk	33
Kyoto Yamashina 3	Kyoto	container	65
Nara Ikoma 2	Nara	container	39
Nakahara Kamimaruko	Kanagawa	container	59
Fukushima Oyamanakakawara	Fukushima	container	31
Takatsu Kuji 2	Kanagawa	container	46
Kawasaki Shimoasao	Kanagawa	container	64
Kawasaki Higashiogura	Kanagawa	bike	3

※Newly opened January 2020

■ Closure (0 facilities 0 Units)

Facilities	Location	type	Units
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※closure January 2020