



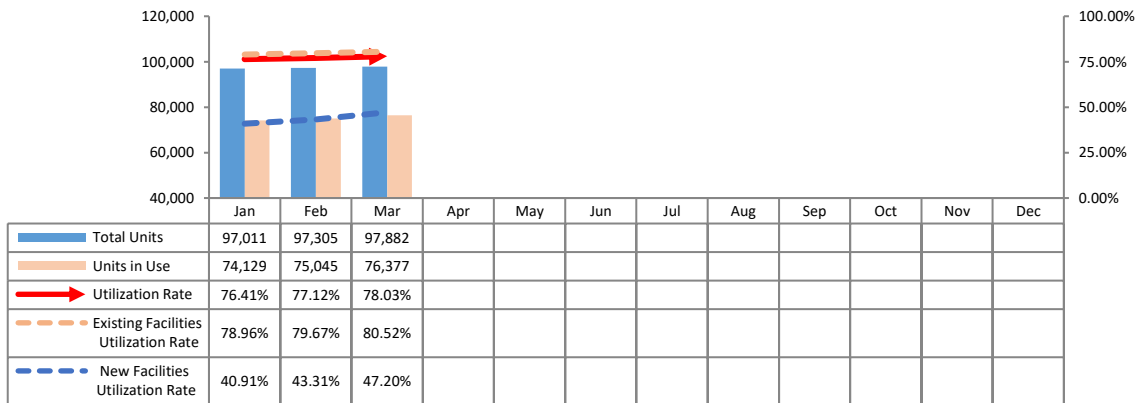
Current Status of Hello Storage Locations

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 March 2020.

- The **total number of units** at end- March 2020 amounted to **97,882 units** (up 577 units from the previous month). Total **units in use** amounted to **76,377 units** (up 1,332 units). Concentrate on new Company-owned location openings with ever cautiously selected excellent property while curbing the overall number of openings.
- The **utilization rate** was **78.03% for all facilities**, 80.52% for existing facilities, and 47.20% for new facilities.* Self-storage properties with land within 2 to 3 years of opening lower the utilization rate for facilities 2 years and older as a whole.

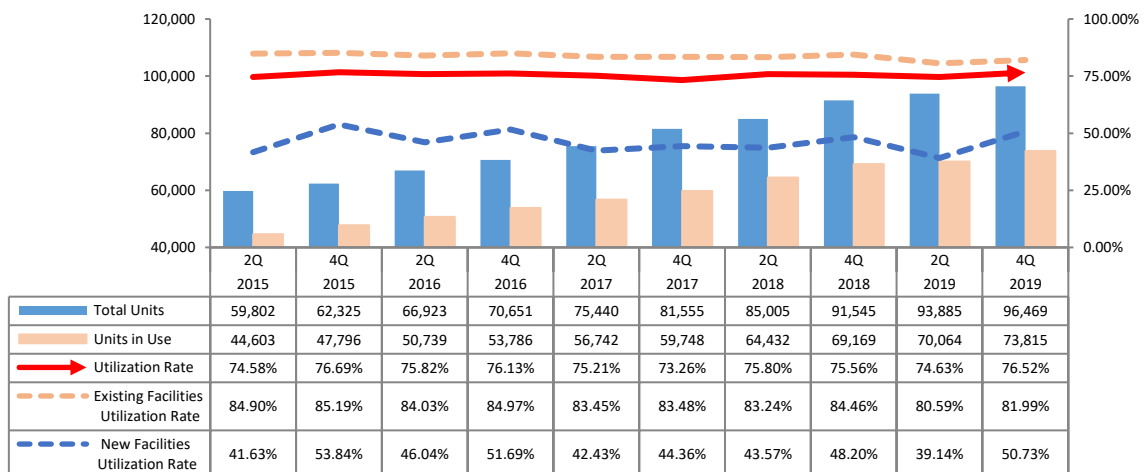
Ref: At end-March 2019, there were 92,328 total units with 70,220 units in use, with utilization rate of 76.05% (existing facilities 82.05%, new facilities 35.64%)

Status of Hello Storage Facilities at end-March 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 (8 facilities 326 Units)

Facilities	Location	type	Units
KokuraKitaku-Nakai	Fukuoka	container	20
Trunk House 24 Edogawachuo	Tokyo	trunk	51
Trunk House 24 Itabashihasune	Tokyo	trunk	75
Edogawachuo 4	Tokyo	container	45
Katsushika-Higashitateishi	Tokyo	container	45
Higashiomi-Okino	Shiga	container	23
Izumo-Enyaariharacho	Shimane	container	30
KusatsuAojicho	Shiga	container	37

※Newly opened February 2020

■ Closure Facilities (3 facilities 37 Units)

Facilities	Location	type	Units
Shibuyashinsen	Tokyo	container	33
Higashimukoujima 3	Tokyo	bike	3
Kamakura-Koshigoe	Kanagawa	bike	1

※Closure Facilities February 2020