



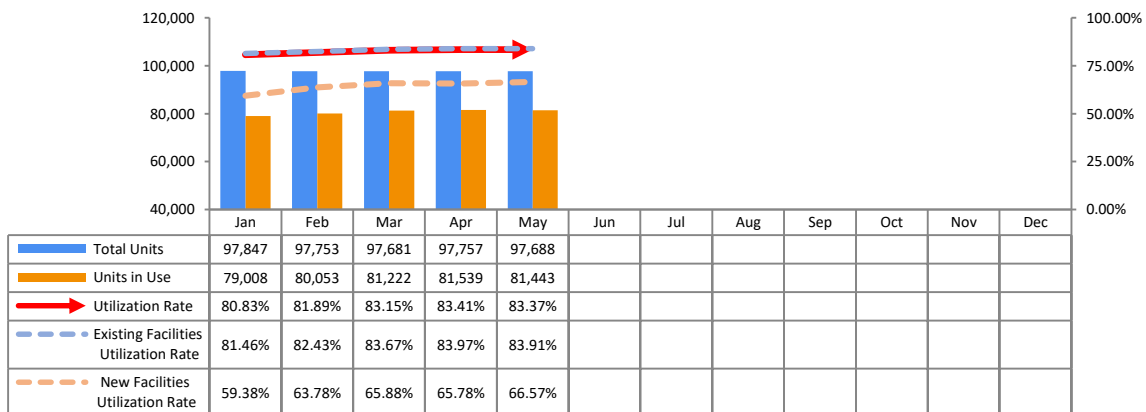
## Current Status of Hello Storage

Arealink Co., Ltd. (Headquarters: Chiyoda-ku, Tokyo; President and CEO: Naomichi Hayashi) updates information on the current status of Hello Storage each month. The following is the status at the end of May 2021.

The total number of units at end- May 2021 amounted to 97,688 units (down 69 units from the previous month). Total units in use amounted to 81,443 units (down 96 units). The utilization rate was 83.37% for all facilities, 83.91% for existing facilities, and 66.57% for new facilities.\*

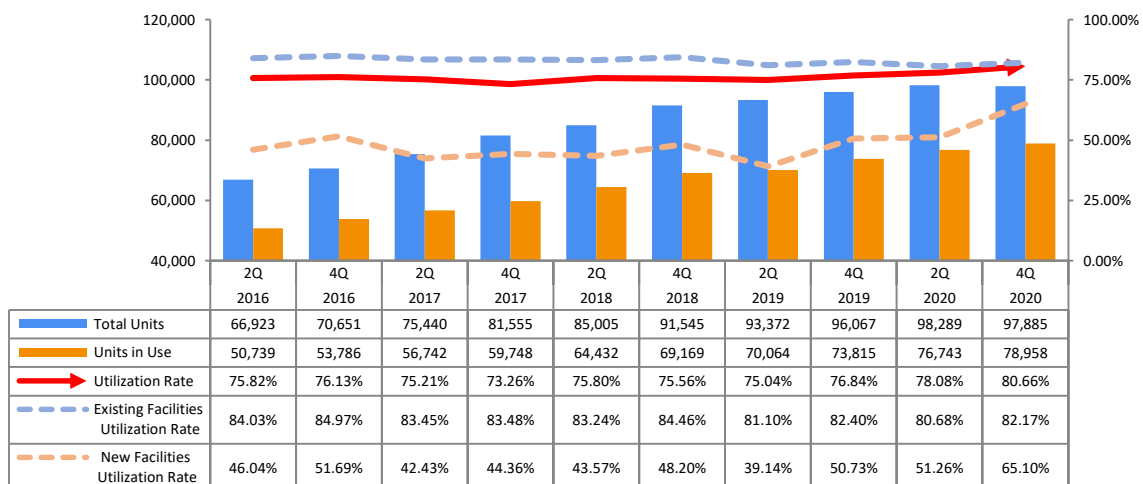
Ref: At end-May 2020, there were 98,164 total units with 76,690 units in use, with utilization rate of 78.12% (existing facilities 80.71%, new facilities 49.30%)

### Status of Hello Storage Facilities at end-May 2021 (FY12/21)



\*New facilities are locations opened within the last two years. For 2021 (FY12/21), new facilities are those opened in 2020 and 2021.

### Change over the Last Five Years



<May Comment>

- Month-over-month utilization rate as a whole showed a slight decrease, while the rate for new facilities increased supported by steady demand.
- Units in use declined by seasonality overlapping with cancellation due to facility closures.
- 1000 units are scheduled to be newly opened in 2021 (259 new units opened as of May)
- The first "Self-storage Mini" (provisional name) is in progress aiming to open in December 2021.

■Newly Opened( 1 facilities 35 Units)

Facilities	Location	type	Units
Machida Ogawa	Tokyo	Container	35

※Newly opened May 2021

■Closed ( 5 facilities 114 Units)

Facilities	Location	type	Units
Onojo-Kamiori 1	Fukuoka	Container	17
Kashiwa Toyoshiki	Chiba	Container	40
Kita 24-jo Higashi 9-chome	Hokkaido	Container	36
Asaka Lizon 1	Saitama	Container	19
Bike Parking Kawaguchi Aoki	Saitama	Bike	2

※Closed May 2021