

January 11th, 2024

To Whom It May Concern

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 President and CEO
 (Securities Code: 8914, TSE Standard section)
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Monthly Data December 2023

■ Status of Hello Storage Facilities at end- December 2023

| 2023 | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|--------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|---------|---------|
| Total Units | 98,743 | 98,722 | 98,912 | 99,053 | 99,072 | 99,677 | 99,336 | 99,970 | 100,493 | 100,940 | 101,405 | 101,379 |
| Units in use | 88,221 | 88,632 | 89,432 | 89,365 | 88,920 | 88,907 | 88,317 | 88,482 | 88,706 | 89,141 | 89,530 | 89,509 |
| Utilization Rate | 89.34 | 89.78 | 90.42 | 90.22 | 89.75 | 89.20 | 88.91 | 88.51 | 88.27 | 88.31 | 88.29 | 88.29 |
| Existing Facilities Utilization Rate | 90.53 | 90.95 | 91.48 | 91.39 | 91.11 | 90.96 | 90.75 | 90.72 | 90.77 | 90.98 | 90.94 | 91.10 |
| New Facilities Utilization Rate | 52.75 | 55.88 | 61.34 | 60.88 | 58.50 | 53.92 | 55.29 | 53.21 | 52.60 | 53.15 | 55.47 | 57.01 |

*New facilities are locations opened within the last two years. For 2023 (FY12/23), new facilities are those opened in 2022 and 2023.

■ Change over the Last Five Years

| | 2018.12 | 2019.6 | 2019.12 | 2020.6 | 2020.12 | 2021.6 | 2021.12 | 2022.6 | 2022.12 | 2023.6 |
|--------------------------------------|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|
| Total Units | 91,545 | 93,372 | 96,067 | 98,289 | 97,885 | 97,836 | 97,784 | 97,657 | 98,581 | 99,677 |
| Units in use | 69,169 | 70,064 | 73,815 | 76,743 | 78,958 | 81,583 | 83,960 | 85,504 | 88,092 | 88,907 |
| Utilization Rate | 75.56 | 75.04 | 76.84 | 78.08 | 80.66 | 83.39 | 85.86 | 87.56 | 89.36 | 89.20 |
| Existing Facilities Utilization Rate | 84.46 | 81.10 | 82.40 | 80.68 | 82.17 | 84.03 | 86.72 | 88.46 | 90.73 | 90.96 |
| New Facilities Utilization Rate | 48.20 | 39.14 | 50.73 | 51.26 | 65.10 | 64.78 | 67.54 | 39.14 | 60.81 | 53.92 |

- Existing Facilities : The utilization rate reached 91% and remains high.
- New Facilities : The utilization rate remains high, although the number of new units increased from the previous year.

Reference: Monthly Data December 2022,

Existing Facilities Utilization Rate: 90.73%

New Facilities Utilization Rate : 60.81%

■ Newly Opened December 2023 (22 facilities 773 units)

| Facilities | Location | Type | Units |
|-----------------------|----------|-----------|-------|
| Kuki Kurihashihigashi | Saitama | Container | 34 |

| | | | |
|-----------------------------|-----------|-----------|----|
| Fukuchiyama Hazemiyamachi | Kyoto | Container | 23 |
| Kurashiki Kitase | Okayama | Container | 33 |
| Aira Kajikicho | Kagoshima | Container | 21 |
| Nagaoka Ojimahoncho | Niigata | Container | 40 |
| Ogakie2 | Aichi | Container | 40 |
| Anjo Minamimachi | Aichi | Container | 18 |
| Tokoname Nagamine-yonnokiri | Aichi | Container | 21 |
| Yokohama Kirigaoka2 | Kanagawa | Container | 55 |
| Urasoe Tedakoranishi | Okinawa | Container | 35 |
| Okehazama2 | Aich | Container | 39 |
| Hamamatsu Aoinishi | Shizuoka | Container | 33 |
| Hirano Uriwarihigashi | Osaka | Container | 29 |
| Sumida Higashimukojima2 | Tokyo | Trunk | 22 |
| Iruma Bushi | Saitama | Trunk | 23 |
| Mito Minamimachi | Ibaraki | Trunk | 27 |
| Fukushima Seimeicho | Fukushima | Trunk | 45 |
| Nishiyokohama | Kanagawa | Trunk | 59 |
| Fussaninomiya | Tokyo | Trunk | 36 |
| Ageo Kamihirachuo | Saitama | Trunk | 48 |
| Soka Aoyagi2 | Saitama | Trunk | 48 |
| Amagasaki Tonochicho | Hyogo | Trunk | 44 |

• Cumulative total of 5,800 units (Newly Opened : 161 facilities 5,370 units, Expansion of existing facilities : 122 facilities 430 units) opened by December, against the target of 4,700 units for 2023.

■ Closed December 2023 (2 facilities 76 units)

| Facilities | Location | Type | Units |
|-----------------------|----------|-----------|-------|
| Takamatsu Fuseishicho | Kagawa | Container | 71 |
| Bikebox Kameido | Tokyo | Container | 5 |

※ Number of closed units will be reflected to total units next month on.

※ Beside opening and closing of facilities, addition or removal of units, etc. are also included in total units.