

July 4th, 2024

To Whom It May Concern

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 Representative: Yoshika Suzuki
 President and CEO
 (Securities Code: 8914, TSE Standard section)
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Monthly Data June 2024

■Status of Hello Storage Facilities at end- June 2024

| 2024 | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|--------------------------------------|---------|---------|---------|---------|---------|---------|-----|-----|-----|-----|-----|-----|
| Total Units | 101,593 | 101,914 | 102,981 | 103,720 | 104,149 | 104,812 | | | | | | |
| Units in use | 89,751 | 90,325 | 91,529 | 91,781 | 91,705 | 91,859 | | | | | | |
| Utilization Rate | 88.34 | 88.63 | 88.88 | 88.49 | 88.05 | 87.64 | | | | | | |
| Existing Facilities Utilization Rate | 90.61 | 90.98 | 91.62 | 91.54 | 91.27 | 91.25 | | | | | | |
| New Facilities Utilization Rate | 50.25 | 52.46 | 53.02 | 52.74 | 52.98 | 51.88 | | | | | | |

*New facilities are locations opened during and after the previous fiscal year. For FY12/24, new facilities are those opened during FY12/23 and FY12/2024.

■Change over the Last Five Years

| | 2019.12 | 2020.6 | 2020.12 | 2021.6 | 2021.12 | 2022.6 | 2022.12 | 2023.6 | 2023.12 | 2024.6 |
|--------------------------------------|---------|--------|---------|--------|---------|--------|---------|--------|---------|---------|
| Total Units | 96,067 | 98,289 | 97,885 | 97,836 | 97,784 | 97,657 | 98,581 | 99,677 | 101,379 | 104,812 |
| Units in use | 73,815 | 76,743 | 78,958 | 81,583 | 83,960 | 85,504 | 88,092 | 88,907 | 89,509 | 91,859 |
| Utilization Rate | 76.84 | 78.08 | 80.66 | 83.39 | 85.86 | 87.56 | 89.36 | 89.20 | 88.29 | 87.64 |
| Existing Facilities Utilization Rate | 82.40 | 80.68 | 82.17 | 84.03 | 86.72 | 88.46 | 90.73 | 90.96 | 91.10 | 91.25 |
| New Facilities Utilization Rate | 50.73 | 51.26 | 65.10 | 64.78 | 67.54 | 56.58 | 60.81 | 53.92 | 57.01 | 51.88 |

- Existing Facilities : The utilization rate remains at more than 91%, although the peak season has passed and usage is settling down.
- New Facilities : The utilization rate remains high, although the number of units opened has significantly increased from the previous year.

Reference: Monthly Data June 2023,

Existing Facilities Utilization Rate: 90.96%

New Facilities Utilization Rate : 53.92%

■Newly Opened June 2024 (26 facilities 813 units)

| Facilities | Location | Type | Units |
|--------------------------|----------|-----------|-------|
| Higashikanagawa2 | Kanagawa | Container | 74 |
| Kuwana Shigematsushinden | Mie | Container | 38 |

| | | | |
|-----------------------------|----------|--------------------------|----|
| Harima Honjo | Hyogo | Container | 21 |
| Oita Kakukita | Oita | Container | 36 |
| Joso Moriyamachi | Ibaraki | Container | 32 |
| Misato Kanamachi5 | Saitama | Container | 36 |
| Oita Shozakai | Oita | Container | 19 |
| Mobara Hayanoshinden | Chiba | Container | 34 |
| Ujikageyama | Kyoto | Container | 21 |
| Yame Motomachi | Fukuoka | Container | 27 |
| Izumo Otsucho | Shimane | Container | 32 |
| Itami Oginonishi2 | Hyogo | Container | 20 |
| Kawaguchi Shiba3 | Saitama | Container | 37 |
| Konohanaku Dempo | Osaka | Container | 22 |
| Amagasaki Nishikawa | Hyogo | Container | 58 |
| Kakogawa Onoe3 | Hyogo | Container | 29 |
| Matsue Higashitsuda | Shimane | Container | 28 |
| Shippo2 | Aichi | Container | 29 |
| Hirosaki Higashiwatokumachi | Aomori | Container | 30 |
| Kisarazu Iwanekimae2 | Chiba | Container | 24 |
| Dazaifu Mizuki | Fukuoka | Container | 17 |
| Kasuya Sasagurimachi | Fukuoka | Container | 23 |
| Yamagata Nishita | Yamagata | Container | 26 |
| Ota Kitasenzoku | Tokyo | Indoor Storage Unit Type | 33 |
| Ashiya Kawanishicho | Hyogo | Indoor Storage Unit Type | 25 |
| Niigata Higashiku Fujimicho | Niigata | Self-Storage Mini | 42 |

■Plan of Newly Opened and Actual

| FY | Plan | Actual |
|------------------|--------|-----------------|
| 2023 | 4,700 | 5,800 (430) |
| 2024 | 10,400 | 4,257 (251) |
| 2025 | 14,000 | - |
| Cumulative total | 29,100 | 10,057 (681) |

※Figures in parentheses are the number of units from expansion of existing locations.

- Cumulative total of 4,257 units (Newly Opened : 4,006 units, Expansion of existing facilities : 251 units) opened by June 2024.

■Closed June 2024 (4 facilities 125 units)

| Facilities | Location | Type | Units |
|-----------------------|----------|-----------|-------|
| Kariya Nodacho2 | Aichi | Container | 26 |
| Kitago 2jo 12chome ST | Hokkaido | Container | 15 |
| Kariya Nodacho | Aichi | Container | 36 |
| Matsudo Mabashi | Chiba | Container | 48 |

※ 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.