

Status of Hello Storage Locations (FY16 3Q)

October 28, 2016

Arealink Co., Ltd.

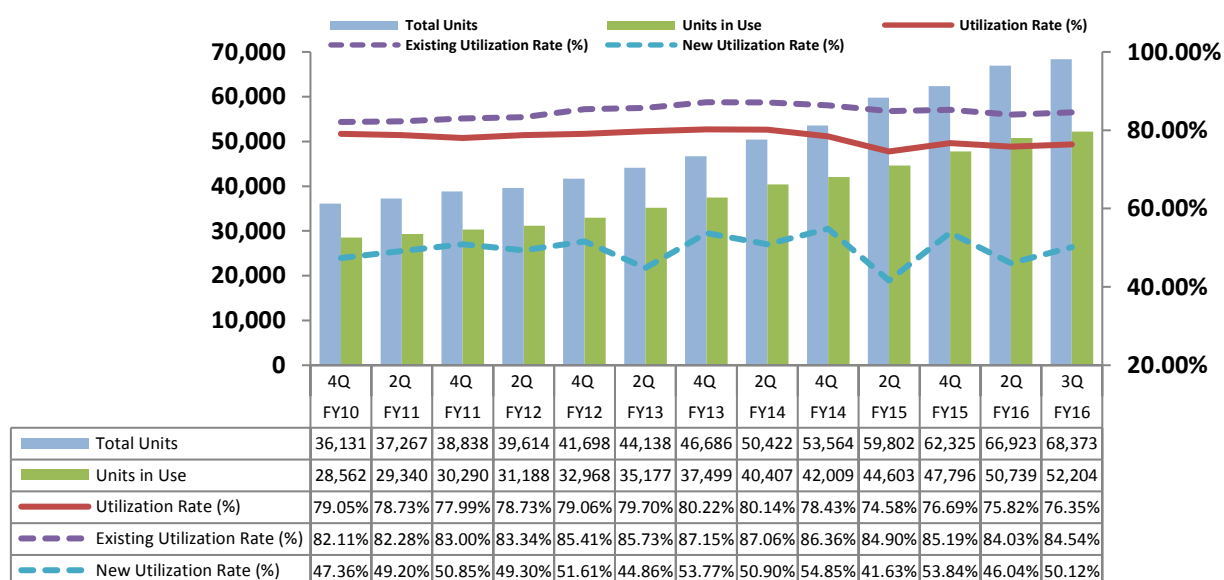
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■ Third Quarter Cumulative Period

- The total number of units increased by 6,048 units from the beginning of the fiscal year, to 68,373 units.
- During the FY16 3Q cumulative period, 6,866 units were added and 818 units removed, for a net gain of 6,048 units.
- Of the 52,204 units in use, 44,054 units are at existing locations, and 8,150 units are at new locations.*
- The number of units removed increased during the FY16 3Q cumulative period, due to the conclusion of a management contract for a large trunk property (210 units).
- The overall utilization rate is 76.35%, with 84.54% at existing locations, and 50.12% at new locations.
- The rate of overall increase in new units has slowed slightly, owing to longer construction periods for container-type properties resulting from building certification applications, a revised location opening strategy mainly in the Kansai area, and a decrease in the average number of rooms per container following optimization of the product lineup based on marketing findings.

■ Past Years to Present



* New locations are those opened within the last two years. The figure for fiscal 2016 is locations opened in 2015 and 2016.