Self-Moving Equipment Rental Revenues

- 10 year revenue CAGR of 4.9%
- 5 year revenue CAGR of 7.1%

- Annual Revenue (in millions)
- Truck Fleet Count (in thousands)
Self-Storage

Net Rentable Square Feet (NRSF) in thousands

Managed NRSF
Owned NRSF
Annual Revenue (Owned)

10 year revenue and NRSF CAGR of 10%
5 year revenue CAGR of 16.4%
5 year NRSF CAGR of 14.5%
Self-Storage – Acquisitions/Development

Net rentable square feet in millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Existing</th>
<th>Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY12</td>
<td>91%</td>
<td>9%</td>
</tr>
<tr>
<td>FY13</td>
<td>82%</td>
<td>18%</td>
</tr>
<tr>
<td>FY14</td>
<td>82%</td>
<td>18%</td>
</tr>
<tr>
<td>FY15</td>
<td>66%</td>
<td>34%</td>
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<tr>
<td>FY16</td>
<td>41%</td>
<td>59%</td>
</tr>
<tr>
<td>FY17</td>
<td>23%</td>
<td>77%</td>
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<tr>
<td>1Q18</td>
<td>25%</td>
<td>75%</td>
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</tbody>
</table>
Moving and Storage Margin – First Quarter

As a percentage of total Moving and Storage revenue

* Depreciation/lease excludes gains on disposal
Moving and Storage: Capital Expenditures

- **Fleet-New**
- **Real Estate-Related**
- **Other**
- **Net Fleet Cap-Ex**