AMERCO 2018 Virtual Analyst and Investor Meeting

Supplemental Financial Exhibit
Forward-Looking Statement

Certain matters discussed in this presentation and oral statements made from time to time by representatives of the Company may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and the Federal securities laws. Although AMERCO believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions, it can give no assurance that its expectations will be achieved. Forward-looking information is subject to certain risks, trends and uncertainties that could cause actual results to differ materially from those projected. Many of these factors are beyond AMERCO's ability to control or predict. Important factors that may cause actual results to differ materially and could impact AMERCO and the statements contained in this presentation can be found in AMERCO's filings with the Securities and Exchange Commission, including Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and Annual Reports on Form 10-K. The discussion in this presentation of AMERCO’s financial performance includes financial measures that are non-GAAP.
Self-Storage

# Net Rentable Square Feet (NRSF) in thousands

- 3.31.08
- 3.31.09
- 3.31.10
- 3.31.11
- 3.31.12
- 3.31.13
- 3.31.14
- 3.31.15
- 3.31.16
- 3.31.17
- 3.31.18

## Annual Revenue ($)

- 0
- 5,000
- 10,000
- 15,000
- 20,000
- 25,000
- 30,000
- 35,000

- Self-Storage

- 10 year revenue and NRSF CAGR of 11%
- 5 year revenue CAGR of 16.2%
- 5 year NRSF CAGR of 14.1%

## Owned Net Rentable Square Feet

- Orange bars

## Annual Revenue ($)

- Black line

## Net Rentable Square Feet (NRSF) in millions

- 2
Self-Storage – Acquisitions/Development

Net rentable square feet in millions

<table>
<thead>
<tr>
<th>Year</th>
<th>Existing</th>
<th>Conversions/Ground-Up</th>
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</thead>
<tbody>
<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>
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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>FY18</td>
<td>12%</td>
<td>88%</td>
</tr>
<tr>
<td>1Q19</td>
<td>10%</td>
<td>90%</td>
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<tr>
<td>Pipeline</td>
<td>90%</td>
<td>100%</td>
</tr>
<tr>
<td>Under contract</td>
<td>10%</td>
<td>100%</td>
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</table>

- FY13 FY14 FY15 FY16 FY17 FY18 1Q19 Pipeline Under contract 3

Net rentable square feet in millions
Self-Storage – Performance by Age

STORAGE LOCATIONS
AS OF JUNE 2018

- <3 years: 235
- >3 years: 829
- Total: 1,064

SHARE OF SQUARE FOOTAGE
AS OF JUNE 2018

- <3 years: 28%
- >3 years: 72%
- Total: 32.4 million nrsf

AVERAGE OCCUPANCY
FOR 1Q19

- <3 years: 42%
- >3 years: 84%
- Total: 69.6%

TTM STORAGE REVENUE
ENDING JUNE 2018

- <3 years: 13%
- >3 years: 87%
- Total: $307.3 million
### Self-Storage – By Acquisition Grouping

<table>
<thead>
<tr>
<th>Quarter Acquired</th>
<th># of Locations</th>
<th>Conversion</th>
<th>Ground-Up</th>
<th>Existing</th>
<th>Expansion/Remote</th>
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**Location acquisitions by quarter:**
- Conversions represent existing buildings that we will renovate and/or build additional storage
- Ground-up represents bare land locations we will develop
- Existing represents storage facilities acquired, either with current occupancy or upon certificate of occupancy
- Expansion/remote are locations abutting current U-Haul centers we will expand into, or are buildings/existing storage near an existing U-Haul center and will be operated together
Moving and Storage: Capital Expenditures

in millions

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<th>FY09</th>
<th>FY10</th>
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<th>FY12</th>
<th>FY13</th>
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- **Fleet-New**
- **Real Estate-Related**
- **Other**
- **Net Fleet Cap-Ex**
Moving and Storage: Leverage