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## **AMERCO REPORTS SECOND QUARTER FISCAL 2018 FINANCIAL RESULTS**

**RENO, Nev. (November 8, 2017)**--AMERCO (Nasdaq: UHAL), parent of U-Haul International, Inc., Oxford Life Insurance Company, Repwest Insurance Company and Amerco Real Estate Company, today reported net earnings available to shareholders for its second quarter ended September 30, 2017, of \$124.6 million, or \$6.36 per share, compared with net earnings of \$176.5 million, or \$9.01 per share, for the same period last year. Included in the results for the second quarter ended September 30, 2016, was an after tax benefit of \$0.79 per share associated with our settlement of the PEI litigation that resulted in a reduction in operating expenses of \$24.6 million. Excluding this after tax benefit, adjusted earnings were \$8.22 per share for the second quarter ended September 30, 2016.

For the six-month period ended September 30, 2017, net earnings available to shareholders were \$250.8 million, or \$12.81 per share, compared with net earnings of \$323.6 million, or \$16.52 per share, for the same period last year. Included in the results for the six-month period ended September 30, 2016, was an after tax benefit of \$0.79 per share associated with our settlement of the PEI litigation that resulted in a reduction in operating expenses of \$24.6 million. Excluding this after tax benefit, adjusted earnings were \$15.73 per share for the six-month period ended September 30, 2016.

“Quarterly results were impacted by \$20 million of discretionary bonuses to frontline managers. Operating results were reduced by fewer trucks sold and a higher cost associated with those sold trucks,” stated Joe Shoen, chairman of AMERCO. “Truck sales will take at least six months to get back onto a more regular fleet rotation. Self-move and self-store transactions were within planned ranges. The closing of the Chelsea, NYC property sale occurred in October instead of September.”

### **Highlights of Second Quarter Fiscal 2018 Results**

- Self-moving equipment rental revenues increased \$28.8 million or 4% during the second quarter of fiscal 2018, compared with the second quarter of fiscal 2017. Increases in both one-way and in-town transactions led to the improvement in revenue. We increased the number of trucks, trailers, towing devices, independent dealers and Company-owned locations compared with the same period last year.
- Self-storage revenues increased \$8.3 million during the second quarter of fiscal 2018, compared with the second quarter of fiscal 2017. The average monthly amount of occupied square feet increased by 8.1% during the second quarter of fiscal 2018 compared with the same period last year. The growth in revenues and square feet rented comes from a combination of improved occupancy at existing locations as well as the addition of new facilities to the portfolio. Over the last twelve months, we have added approximately 3.6 million net rentable square feet or a 14.2% increase to our owned self-storage portfolio with over 1.0 million of that coming on during the second quarter.

- Depreciation, net of gains and losses on disposals increased \$23.1 million. Depreciation on the rental equipment fleet increased \$14.6 million primarily due to a larger fleet. Gains on the disposal on rental trucks decreased \$4.5 million due to lower unit sales. All other depreciation increased \$4.0 million from the increase in new moving and storage locations.
- Personnel and fleet maintenance and repair costs increased \$46.6 million in the second quarter of fiscal 2018 compared with the same period last year. Personnel expense was largely impacted by a special discretionary bonus paid to our local field management teams. Higher repair and maintenance spending was due to the larger rental fleet combined with increased repairs on units in preparation for sale.
- Operating earnings at our Moving and Storage operating segment decreased \$76.2 million in the second quarter of fiscal 2018 compared with the same period last year. Total revenues climbed \$44.8 million and total costs and expenses increased \$121.0 million.
- For both the first six months of fiscal 2018 and fiscal 2017 gross truck and trailer capital expenditures were approximately \$665 million, for the first six months of fiscal 2018 compared with the first six months of fiscal 2017 proceeds from sales of rental equipment were \$256 million compared with \$308 million and spending on real estate related acquisitions and projects were approximately \$258 million compared with \$252 million.
- Cash and credit availability at the Moving and Storage operating segment was \$939.9 million at September 30, 2017 compared with \$804.7 million at March 31, 2017.
- On July 5, 2017, the Board declared a cash dividend on our Common Stock of \$1.00 per share to holders of record on July 20, 2017. The dividend was paid on August 3, 2017.

AMERCO will hold its investor call for the second quarter of fiscal 2018 on Thursday, November 9, 2017, at 8 a.m. Arizona Time (10 a.m. Eastern). The call will be broadcast live over the Internet at [www.amerco.com](http://www.amerco.com). To hear a simulcast of the call, or a replay, visit [www.amerco.com](http://www.amerco.com).

### **About AMERCO**

AMERCO is the parent company of U-Haul International, Inc., Oxford Life Insurance Company, Repwest Insurance Company and Amerco Real Estate Company. U-Haul is in the shared use business and was founded on the fundamental philosophy that the division of use and specialization of ownership is good for both U-Haul customers and the environment.

Certain of the statements made in this press release regarding our business constitute forward-looking statements as contemplated under the Private Securities Litigation Reform Act of 1995. Actual results may differ materially from those anticipated as a result of various risks and uncertainties. Readers are cautioned not to place undue reliance on these forward-looking statements that speak only as of the date hereof. The Company undertakes no obligation to publish revised forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events, except as required by law. For a brief discussion of the risks and uncertainties that may affect AMERCO's business and future operating results, please refer to our Form 10-Q for the quarter ended September 30, 2017, which is on file with the SEC.

## ***Report on Business Operations***

Listed below on a consolidated basis are revenues for our major product lines for the second quarter of fiscal 2018 and 2017.

	<b>Quarter Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
	(Unaudited)	
	(In thousands)	
Self-moving equipment rentals	\$ 740,558	\$ 711,710
Self-storage revenues	80,472	72,163
Self-moving and self-storage product and service sales	73,268	70,330
Property management fees	6,831	6,712
Life insurance premiums	38,862	40,893
Property and casualty insurance premiums	15,026	14,009
Net investment and interest income	26,469	25,590
Other revenue	61,200	57,278
Consolidated revenue	<u>1,042,686</u>	<u>998,685</u>

Listed below are revenues and earnings from operations at each of our operating segments for the second quarter of fiscal 2018 and 2017.

	<b>Quarter Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
	(Unaudited)	
	(In thousands)	
Moving and storage		
Revenues	965,208	920,400
Earnings from operations before equity in earnings of subsidiaries	216,930	293,160
Property and casualty insurance		
Revenues	19,199	17,887
Earnings from operations	6,087	7,094
Life insurance		
Revenues	60,430	61,961
Earnings from operations	6,718	7,098
Eliminations		
Revenues	(2,151)	(1,563)
Earnings from operations before equity in earnings of subsidiaries	(354)	(372)
Consolidated results		
Revenues	1,042,686	998,685
Earnings from operations	229,381	306,980

The Company owns and manages self-storage facilities. Self-storage revenues reported in the consolidated financial statements represent Company-owned locations only. Self-storage data for our owned locations follows:

	<b>Quarter Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
	(Unaudited)	
	(In thousands, except occupancy rate)	
Room count as of September 30	341	294
Square footage as of September 30	29,104	25,480
Average monthly number of rooms occupied	249	230
Average monthly occupancy rate based on room count	73.9%	78.9%
Average monthly square footage occupied	22,408	20,722

Listed below on a consolidated basis are revenues for our major product lines for the first six months of fiscal 2018 and 2017.

	<b>Six Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
	(Unaudited)	
	(In thousands)	
Self-moving equipment rentals	\$ 1,410,416	\$ 1,358,046
Self-storage revenues	157,190	139,885
Self-moving and self-storage product and service sales	152,179	147,633
Property management fees	13,593	13,316
Life insurance premiums	77,953	81,785
Property and casualty insurance premiums	26,841	25,264
Net investment and interest income	53,686	52,921
Other revenue	108,753	103,026
Consolidated revenue	<u>2,000,611</u>	<u>1,921,876</u>

Listed below are revenues and earnings from operations at each of our operating segments for the first six months of fiscal 2018 and 2017.

	<b>Six Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
	(Unaudited)	
	(In thousands)	
Moving and storage		
Revenues	\$ 1,847,735	\$ 1,766,231
Earnings from operations before equity in earnings of subsidiaries	437,438	541,665
Property and casualty insurance		
Revenues	35,305	34,772
Earnings from operations	11,523	14,597
Life insurance		
Revenues	121,086	123,756
Earnings from operations	10,154	11,014
Eliminations		
Revenues	(3,515)	(2,883)
Earnings from operations before equity in earnings of subsidiaries	(703)	(739)
Consolidated results		
Revenues	2,000,611	1,921,876
Earnings from operations	458,412	566,537

The Company owns and manages self-storage facilities. Self-storage revenues reported in the consolidated financial statements represent Company-owned locations only. Self-storage data for our owned locations follows:

	<b>Six Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
	(Unaudited)	
	(In thousands, except occupancy rate)	
Room count as of September 30	341	294
Square footage as of September 30	29,104	25,480
Average monthly number of rooms occupied	243	225
Average monthly occupancy rate based on room count	73.5%	78.2%
Average monthly square footage occupied	21,895	20,257

**AMERCO AND CONSOLIDATED ENTITIES**  
**CONDENSED CONSOLIDATED BALANCE SHEETS**

	<u>September 30,</u> <u>2017</u>	<u>March 31,</u> <u>2017</u>
	(Unaudited)	
	(In thousands)	
<b>ASSETS</b>		
Cash and cash equivalents	\$ 768,351	\$ 697,806
Reinsurance recoverables and trade receivables, net	194,131	178,081
Inventories, net	100,693	82,439
Prepaid expenses	83,673	124,728
Investments, fixed maturities and marketable equities	1,843,768	1,663,768
Investments, other	395,327	367,830
Deferred policy acquisition costs, net	125,936	130,213
Other assets	101,767	97,525
Related party assets	80,923	86,168
	<u>3,694,569</u>	<u>3,428,558</u>
Property, plant and equipment, at cost:		
Land	684,729	648,757
Buildings and improvements	2,826,712	2,618,265
Furniture and equipment	564,033	510,415
Rental trailers and other rental equipment	526,603	492,280
Rental trucks	4,337,308	4,091,598
	<u>8,939,385</u>	<u>8,361,315</u>
Less: Accumulated depreciation	<u>(2,551,064)</u>	<u>(2,384,033)</u>
Total property, plant and equipment	<u>6,388,321</u>	<u>5,977,282</u>
Total assets	<u>\$ 10,082,890</u>	<u>\$ 9,405,840</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Liabilities:		
Accounts payable and accrued expenses	\$ 441,010	\$ 450,541
Notes, loans and leases payable	3,422,077	3,262,880
Policy benefits and losses, claims and loss expenses payable	1,099,597	1,086,322
Liabilities from investment contracts	1,263,107	1,112,498
Other policyholders' funds and liabilities	20,454	10,150
Deferred income	32,443	28,696
Deferred income taxes	911,780	835,009
Total liabilities	<u>7,190,468</u>	<u>6,786,096</u>
Common stock	10,497	10,497
Additional paid-in capital	452,474	452,172
Accumulated other comprehensive loss	(11,534)	(51,236)
Retained earnings	3,124,152	2,892,893
Cost of common shares in treasury, net	(525,653)	(525,653)
Cost of preferred shares in treasury, net	(151,997)	(151,997)
Unearned employee stock ownership plan shares	(5,517)	(6,932)
Total stockholders' equity	<u>2,892,422</u>	<u>2,619,744</u>
Total liabilities and stockholders' equity	<u>\$ 10,082,890</u>	<u>\$ 9,405,840</u>

**AMERCO AND CONSOLIDATED ENTITIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

	<b>Quarter Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
	(Unaudited)	
	(In thousands, except share and per share data)	
Revenues:		
Self-moving equipment rentals	\$ 740,558	\$ 711,710
Self-storage revenues	80,472	72,163
Self-moving and self-storage products and service sales	73,268	70,330
Property management fees	6,831	6,712
Life insurance premiums	38,862	40,893
Property and casualty insurance premiums	15,026	14,009
Net investment and interest income	26,469	25,590
Other revenue	61,200	57,278
Total revenues	1,042,686	998,685
Costs and expenses:		
Operating expenses	492,482	398,213
Commission expenses	83,351	80,462
Cost of sales	42,866	40,952
Benefits and losses	47,109	46,836
Amortization of deferred policy acquisition costs	5,944	5,989
Lease expense	8,575	9,349
Depreciation, net of (gains) losses on disposals	132,978	109,904
Total costs and expenses	813,305	691,705
Earnings from operations	229,381	306,980
Interest expense	(32,023)	(27,989)
Pretax earnings	197,358	278,991
Income tax expense	(72,719)	(102,516)
Earnings available to common shareholders	\$ 124,639	\$ 176,475
Basic and diluted earnings per common share	\$ 6.36	\$ 9.01
Weighted average common shares outstanding: Basic and diluted	19,588,571	19,586,411

**AMERCO AND CONSOLIDATED ENTITIES**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS**

	<b>Six Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
	(Unaudited)	
	(In thousands, except share and per share data)	
Revenues:		
Self-moving equipment rentals	\$ 1,410,416	\$ 1,358,046
Self-storage revenues	157,190	139,885
Self-moving and self-storage products and service sales	152,179	147,633
Property management fees	13,593	13,316
Life insurance premiums	77,953	81,785
Property and casualty insurance premiums	26,841	25,264
Net investment and interest income	53,686	52,921
Other revenue	108,753	103,026
Total revenues	2,000,611	1,921,876
Costs and expenses:		
Operating expenses	909,406	783,295
Commission expenses	158,716	154,278
Cost of sales	90,461	84,314
Benefits and losses	94,829	93,839
Amortization of deferred policy acquisition costs	12,265	13,931
Lease expense	16,862	20,397
Depreciation, net of (gains) losses on disposals	259,660	205,285
Total costs and expenses	1,542,199	1,355,339
Earnings from operations	458,412	566,537
Interest expense	(62,368)	(54,415)
Pretax earnings	396,044	512,122
Income tax expense	(145,198)	(188,474)
Earnings available to common shareholders	\$ 250,846	\$ 323,648
Basic and diluted earnings per common share	\$ 12.81	\$ 16.52
Weighted average common shares outstanding: Basic and diluted	19,588,231	19,586,240

**Quarter Ended**  
**September 30, 2016**  
(Unaudited)

(In thousands, except share and per share amounts)

**AMERCO and Consolidated Subsidiaries**

Earnings per common share: basic and diluted	\$	9.01
PEI litigation accrual reduction, net of taxes, per common share basic and diluted		(0.79)
Earnings per common share: basic and diluted before PEI litigation accrual reduction	\$	8.22
PEI litigation accrual reduction	\$	24,600
Income tax benefit		(9,053)
PEI litigation accrual reduction, net of taxes	\$	15,547
PEI litigation accrual reduction, net of taxes, per common share basic and diluted	\$	0.79
Weighted average shares outstanding: basic and diluted		19,586,411

**Six Months Ended**  
**September 30, 2016**  
(Unaudited)

(In thousands, except share and per share amounts)

**AMERCO and Consolidated Subsidiaries**

Earnings per common share: basic and diluted	\$	16.52
PEI litigation accrual reduction, net of taxes, per common share basic and diluted		(0.79)
Earnings per common share: basic and diluted before PEI litigation accrual reduction	\$	15.73
PEI litigation accrual reduction	\$	24,600
Income tax benefit		(9,053)
PEI litigation accrual reduction, net of taxes	\$	15,547
PEI litigation accrual reduction, net of taxes, per common share basic and diluted	\$	0.79
Weighted average shares outstanding: basic and diluted		19,586,240

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