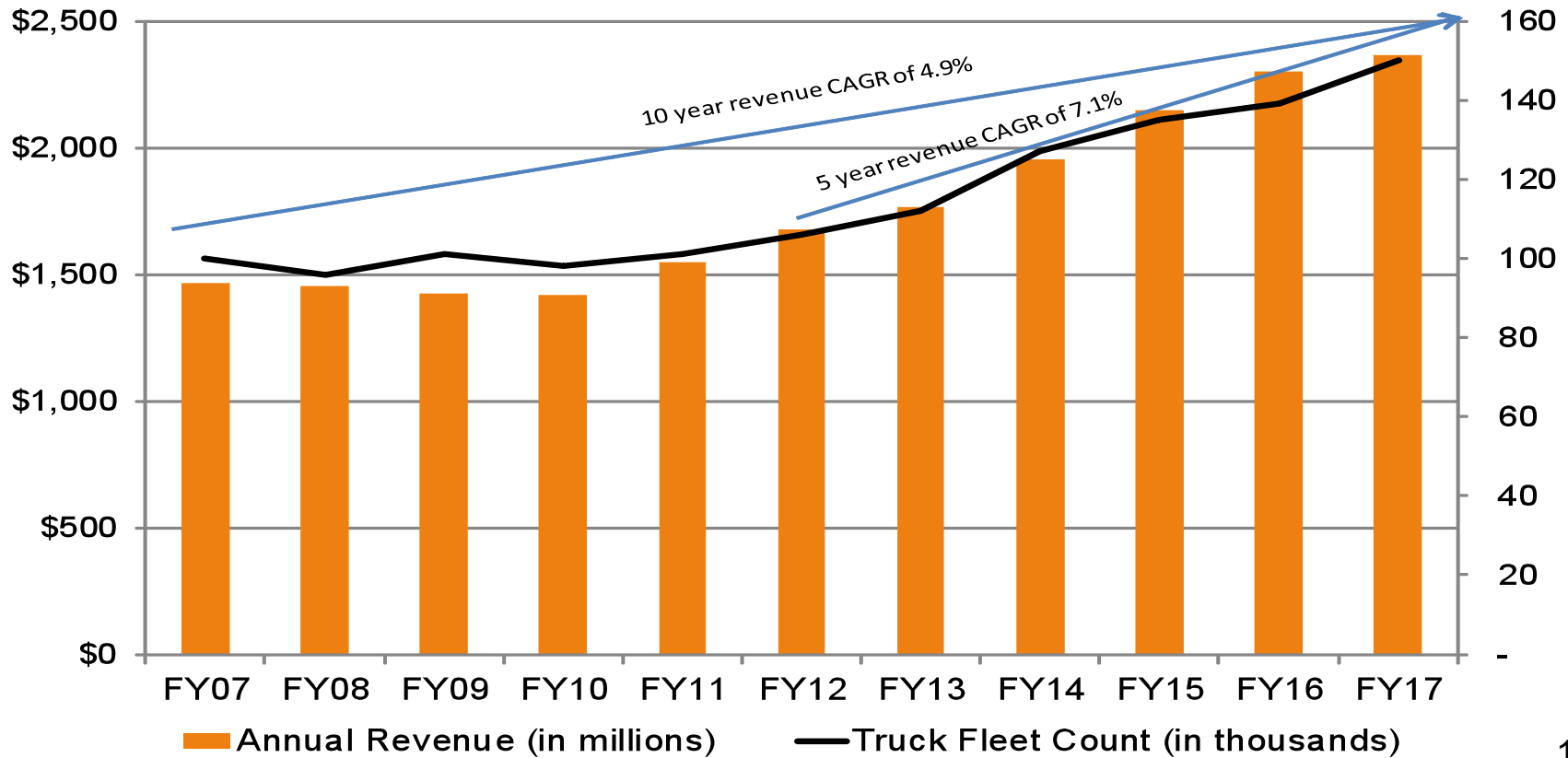


**AMERCO 2017 Virtual Analyst  
and Investor Meeting  
Supplemental Financial Exhibit**

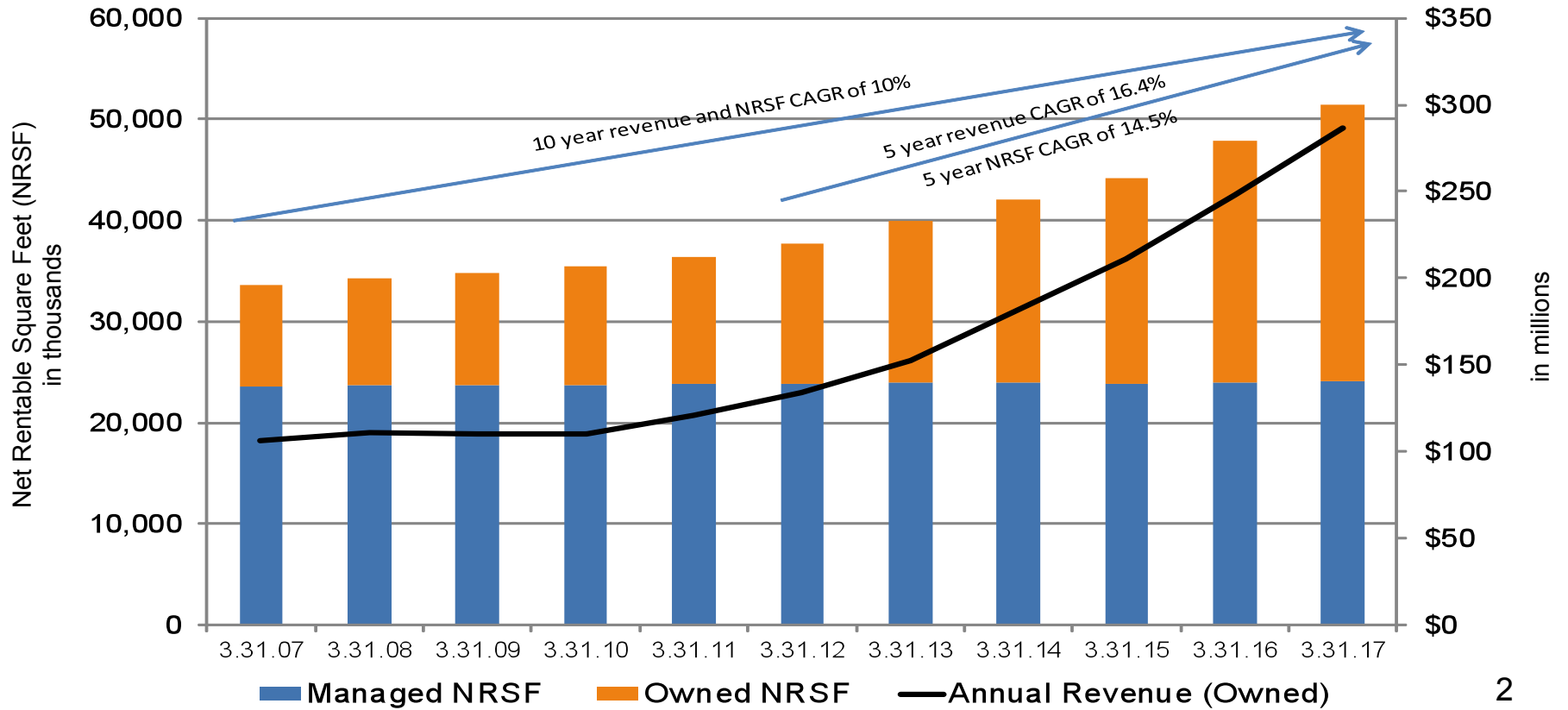


# Self-Moving Equipment Rental Revenues



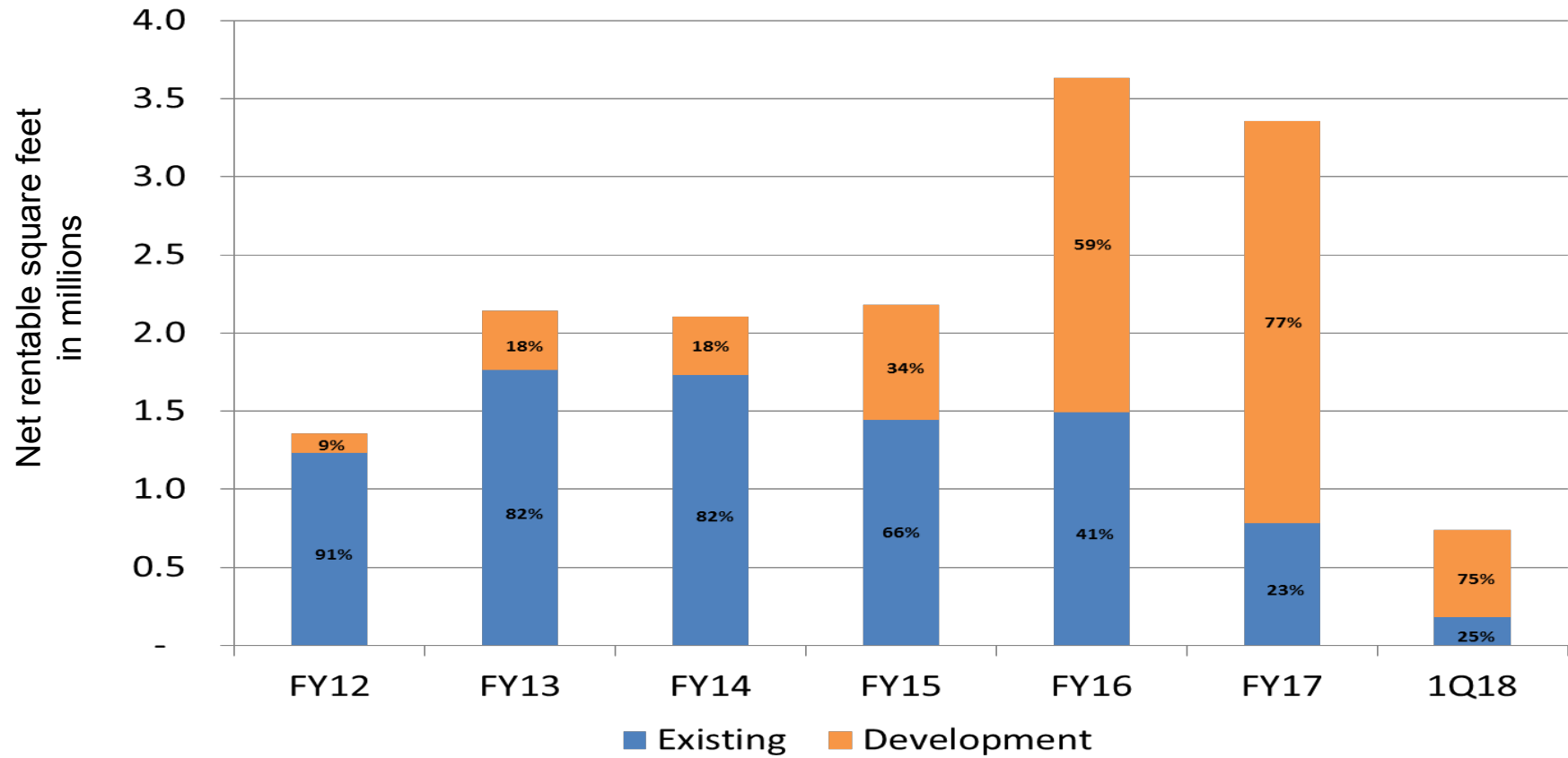


# Self-Storage



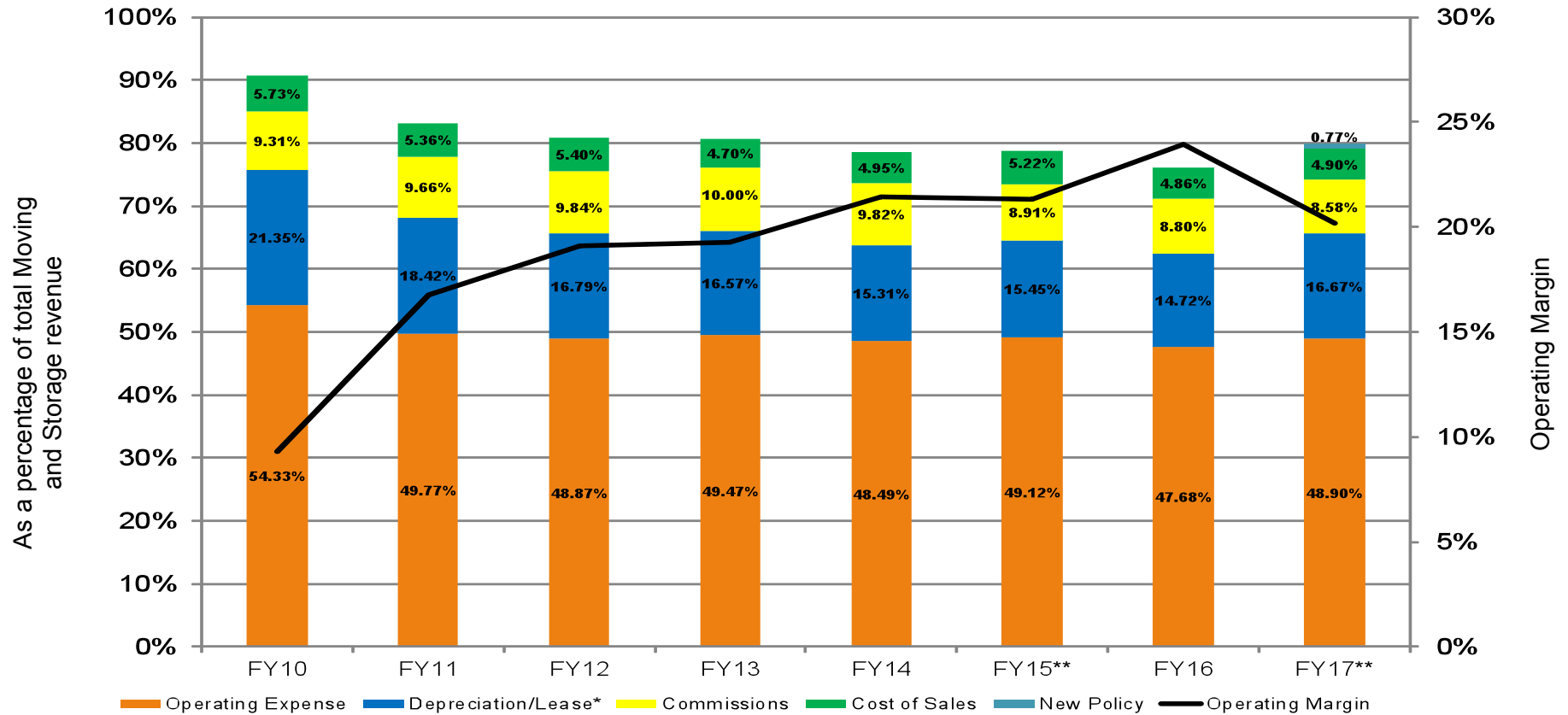


## Self-Storage – Acquisitions/Development





# Moving and Storage Margin – Fiscal Year

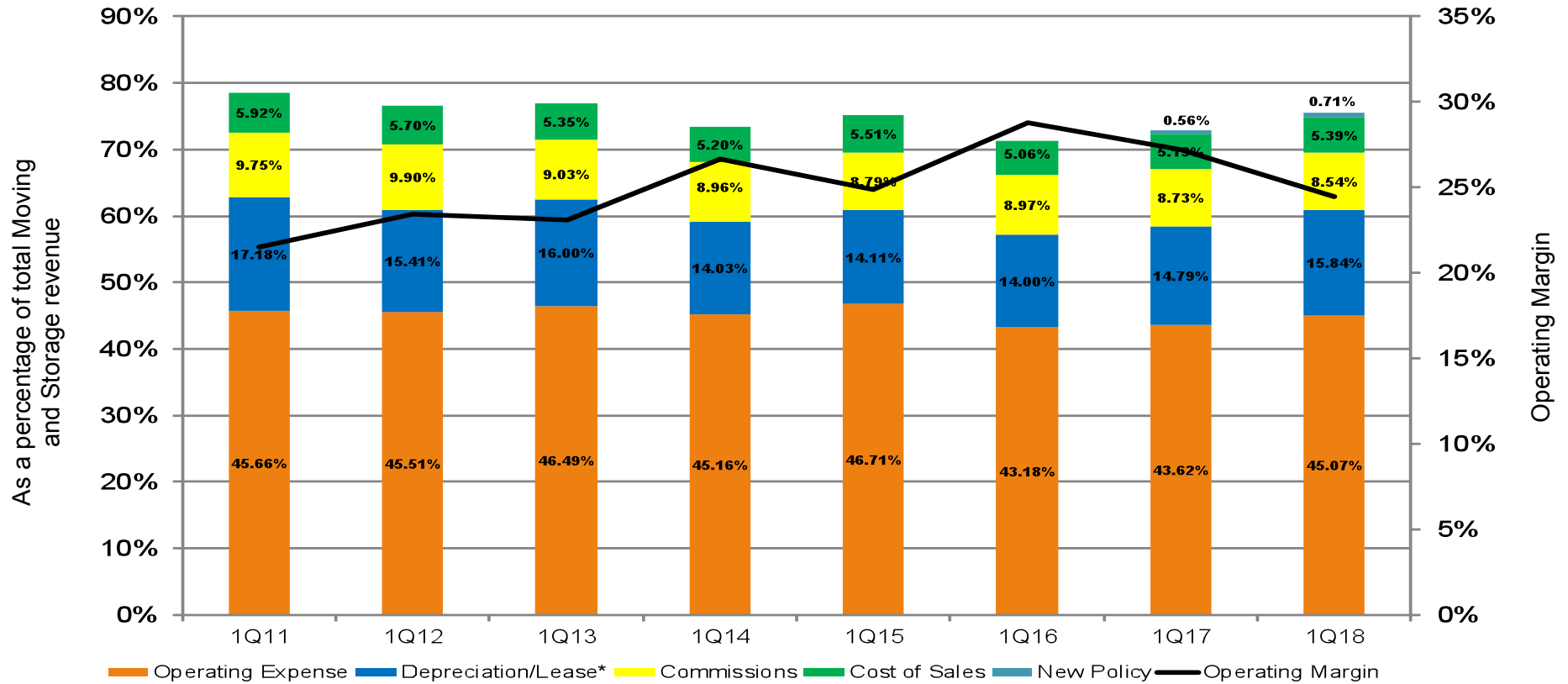


\* Depreciation/lease excludes gains on disposal

\*\* FY17 & 15 exclude effects of PODS litigation accrual/reversal



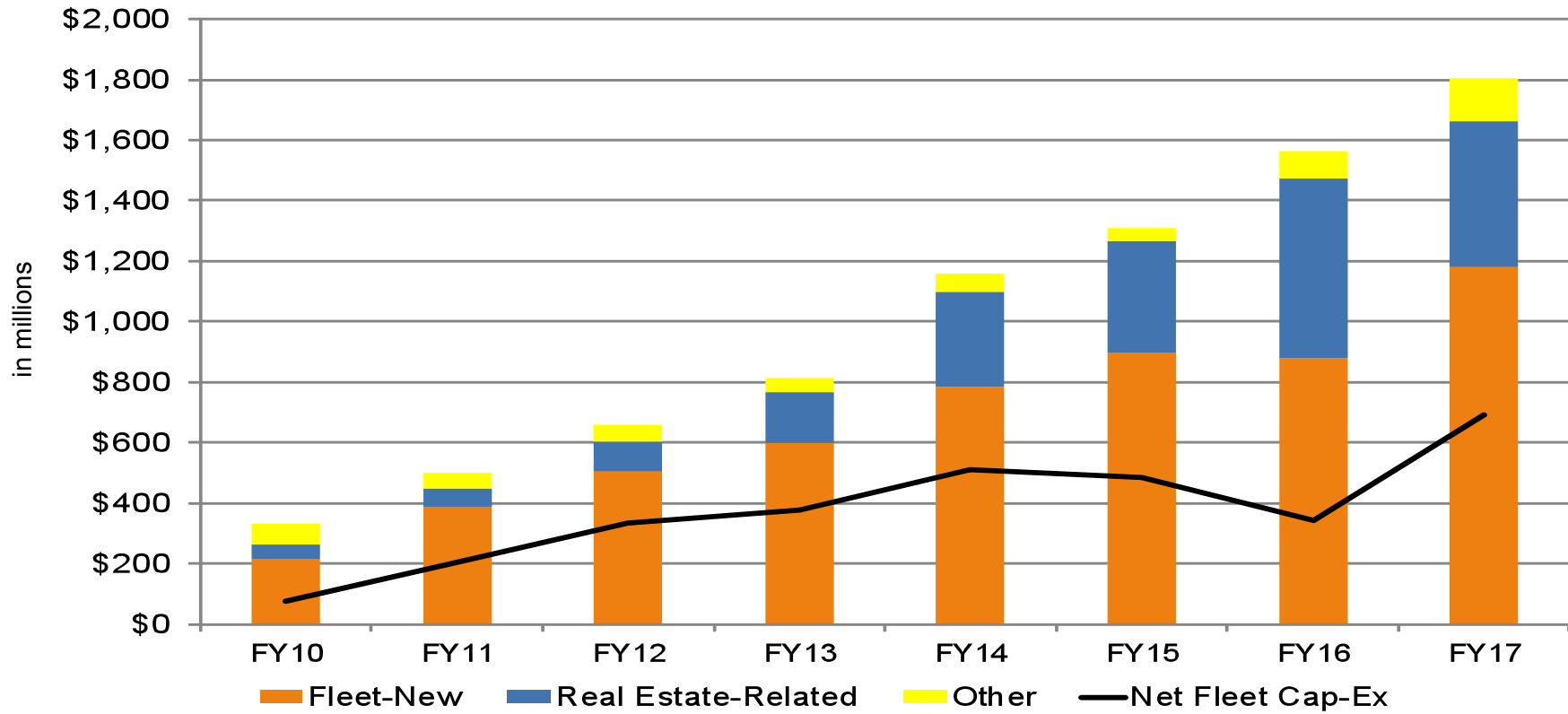
# Moving and Storage Margin – First Quarter



\* Depreciation/lease excludes gains on disposal



## Moving and Storage: Capital Expenditures





## Moving and Storage: Leverage

