

AMERCO 2018 Virtual Analyst and Investor Meeting

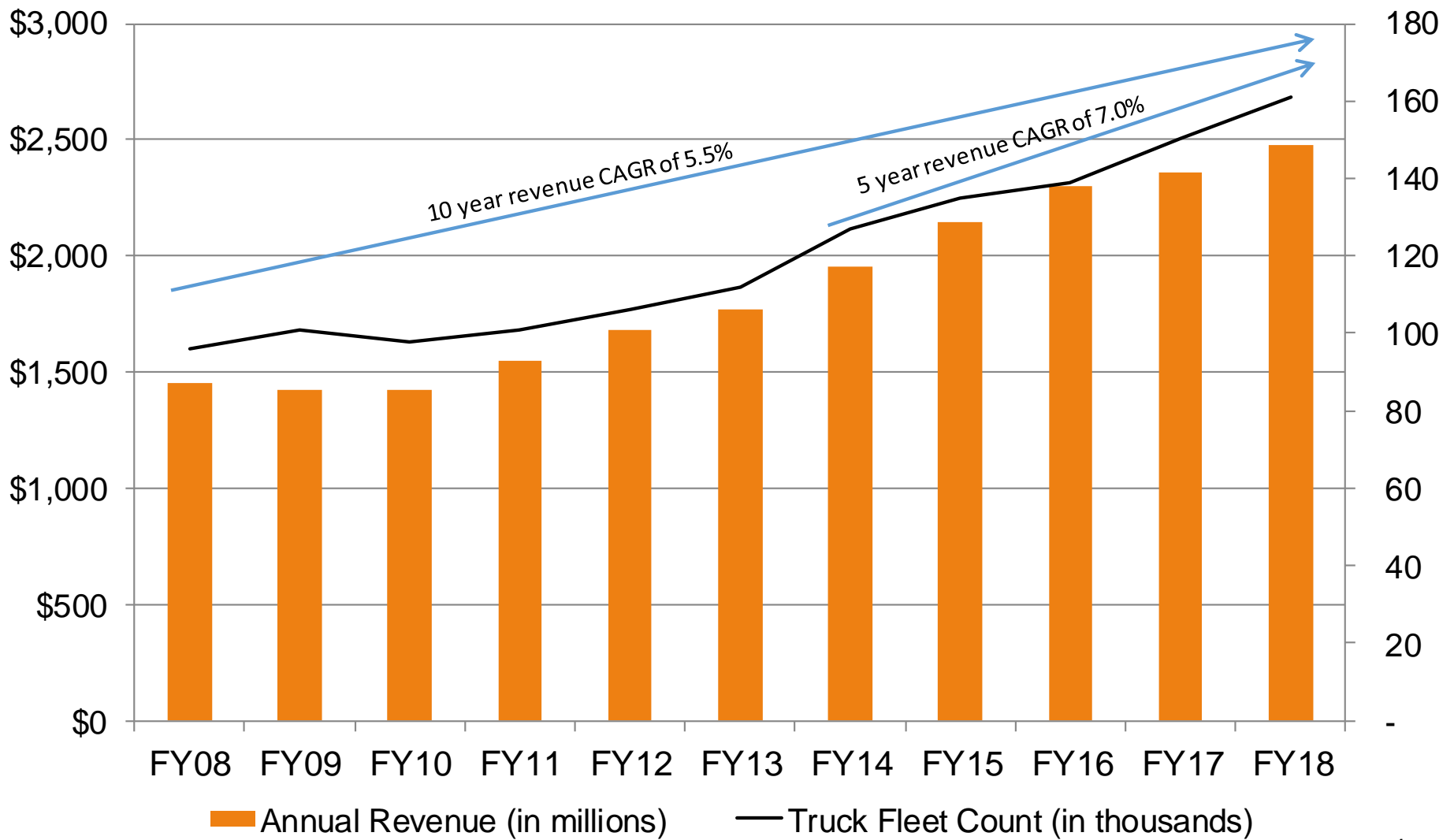
Supplemental Financial Exhibit

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.

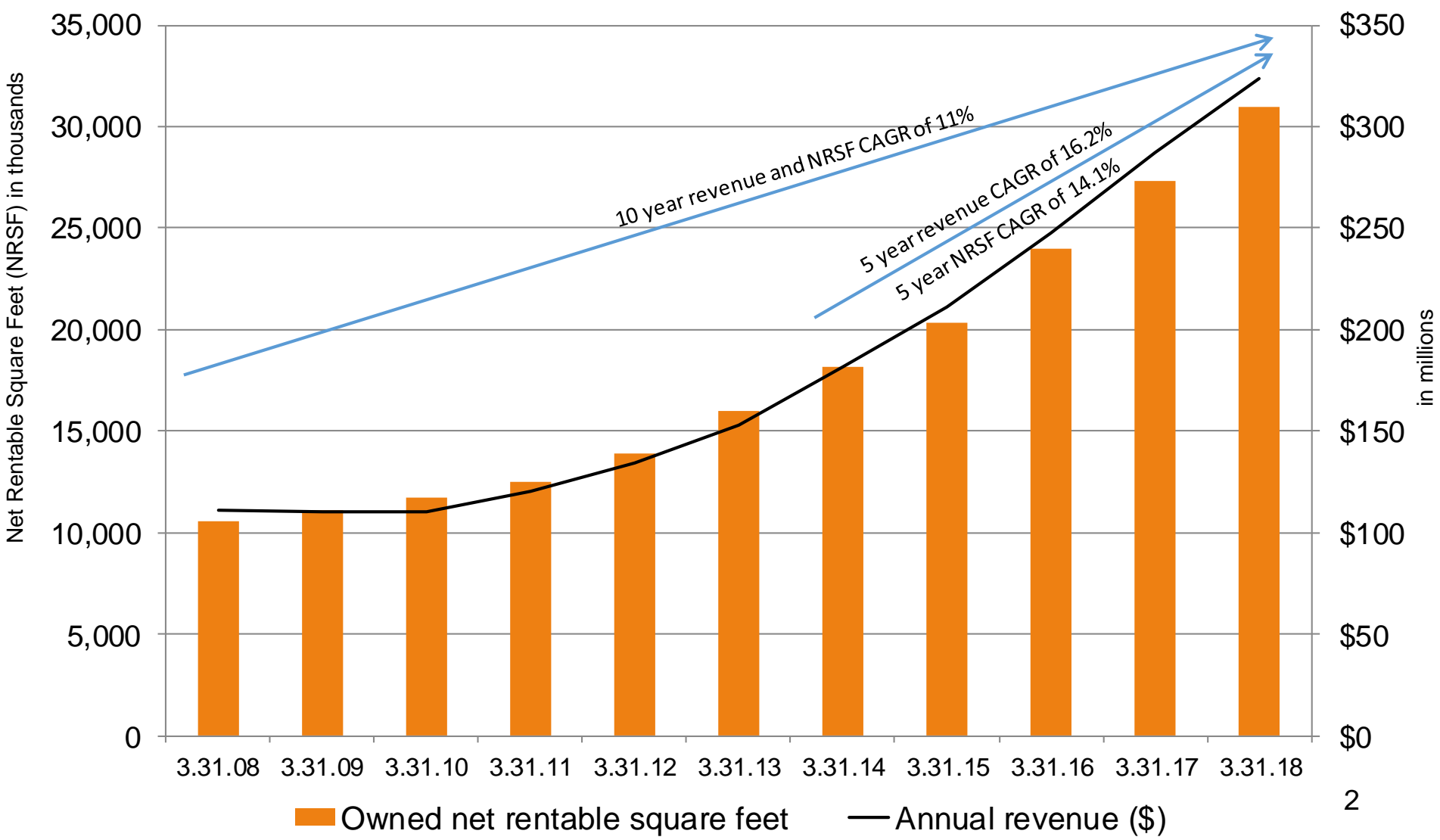


Self-Moving Equipment Rental Revenues



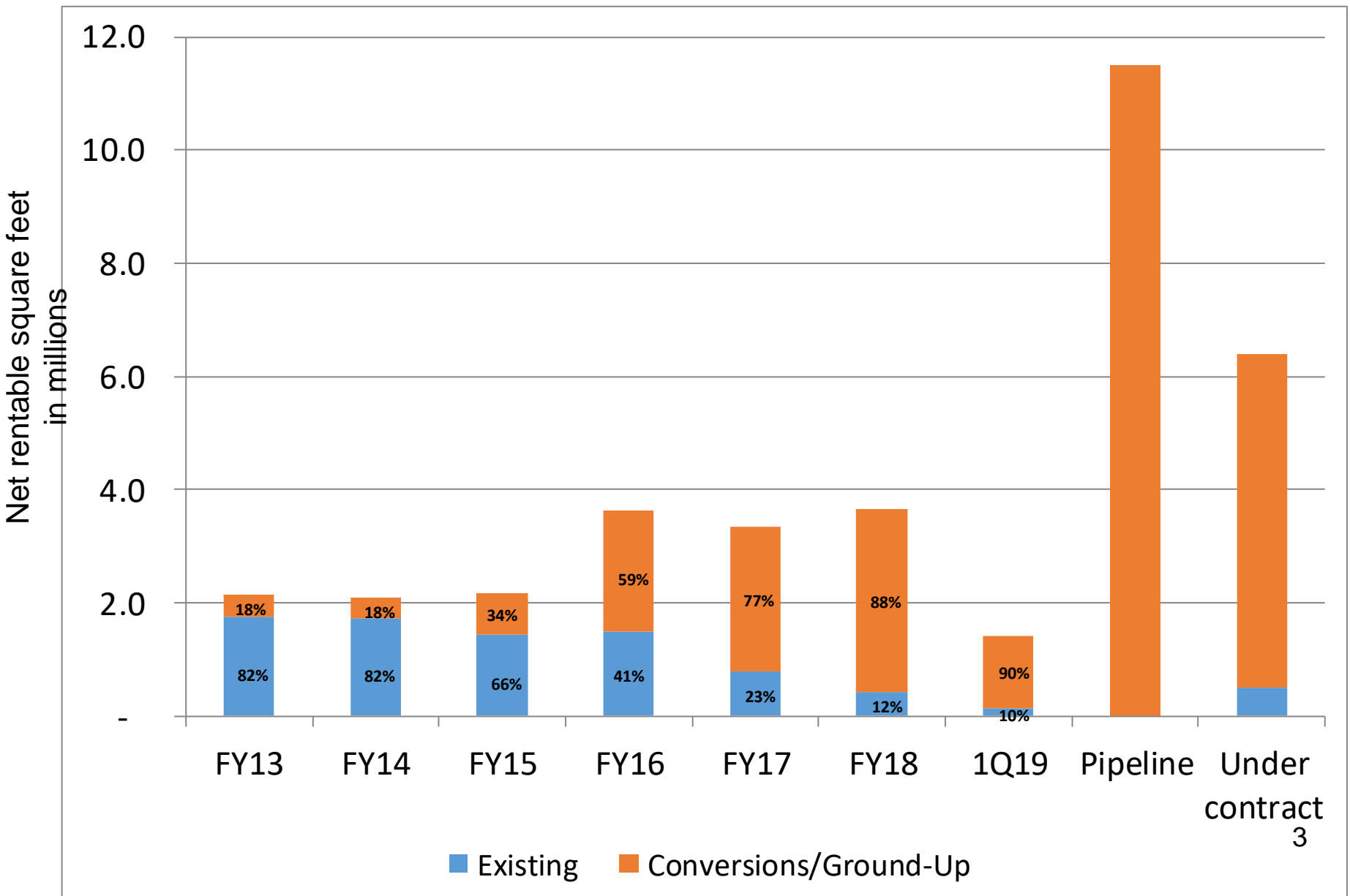


Self-Storage





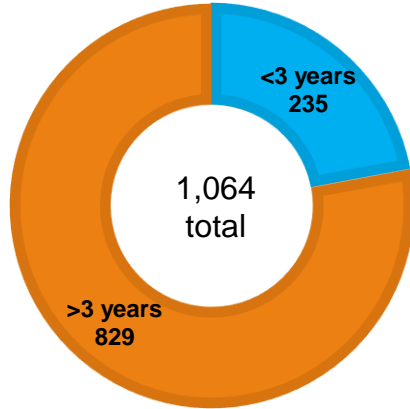
Self-Storage – Acquisitions/Development



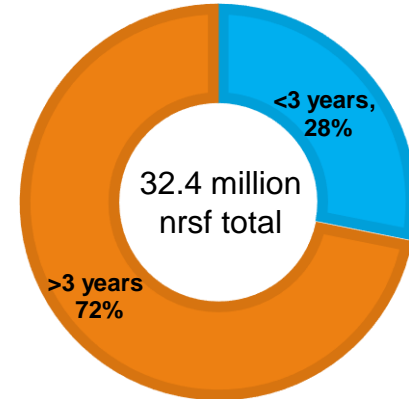


Self-Storage – Performance by Age

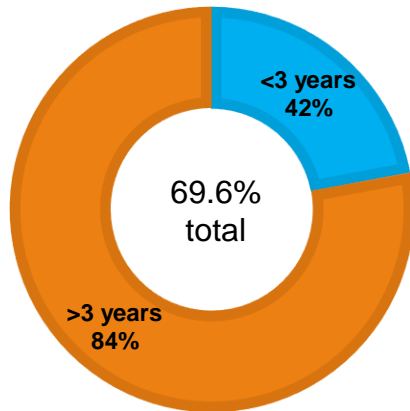
STORAGE LOCATIONS AS OF JUNE 2018



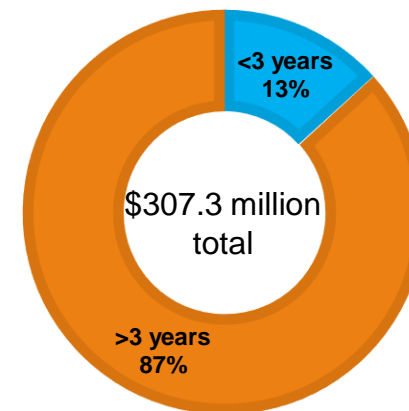
SHARE OF SQUARE FOOTAGE AS OF JUNE 2018



AVERAGE OCCUPANCY FOR 1Q19



TTM STORAGE REVENUE ENDING JUNE 2018





Self-Storage – By Acquisition Grouping

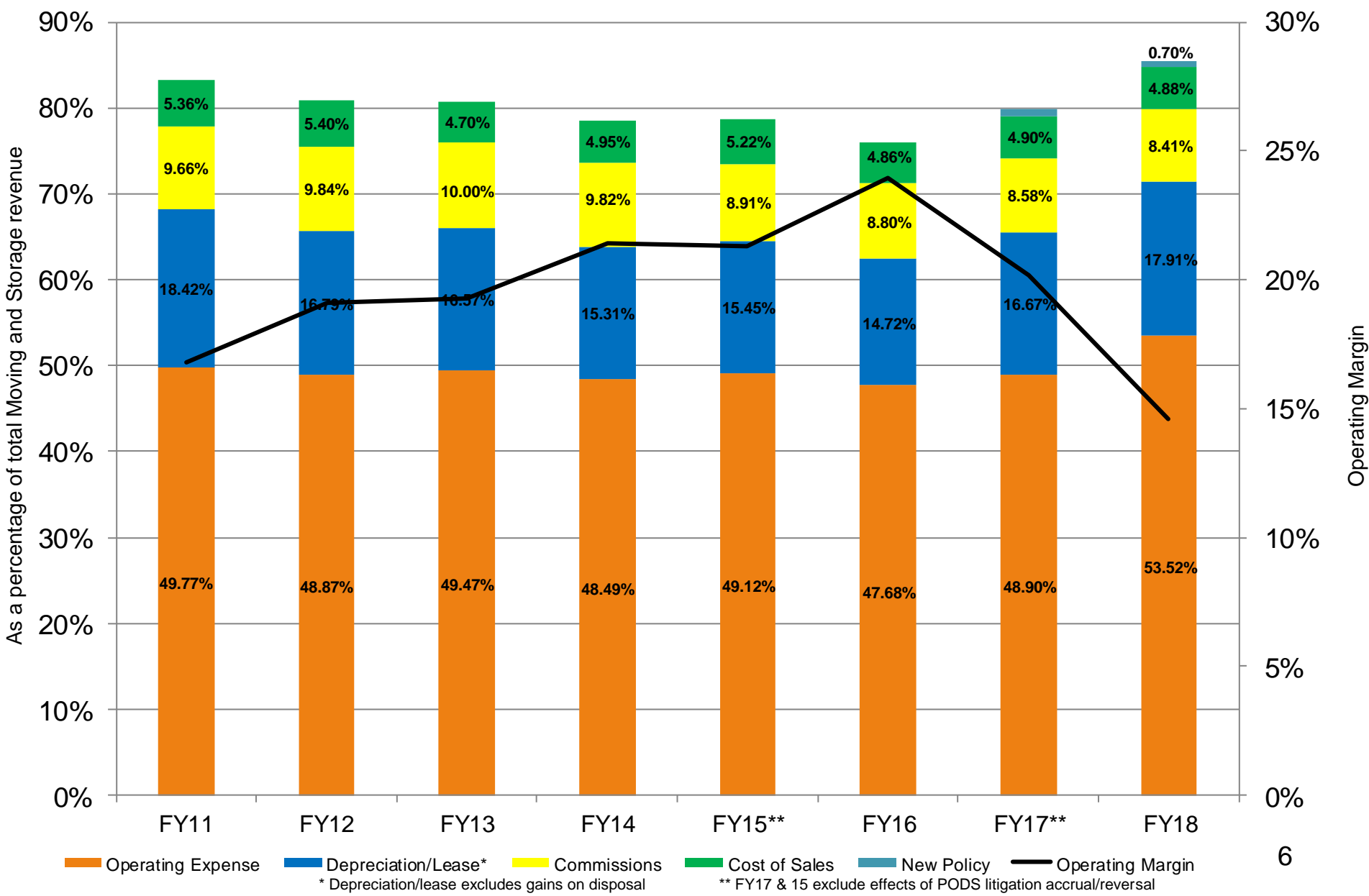
Quarter Acquired	# of Locations	Conversion	Ground-Up	Existing	Expansion/Remote
1Q19	45	16	7	9	13
4Q18	42	25	3	3	11
3Q18	44	21	6	5	12
2Q18	24	10	6	3	5
1Q18	16	8	1	3	4
4Q17	20	11	2	1	6
3Q17	16	11	2	2	1
2Q17	28	11	-	6	11
1Q17	34	13	2	6	13
4Q16	20	12	2	-	6
3Q16	27	15	1	5	6
2Q16	31	20	1	5	5
1Q16	19	13	1	2	3
4Q15	11	6	-	2	3

Location acquisitions by quarter:

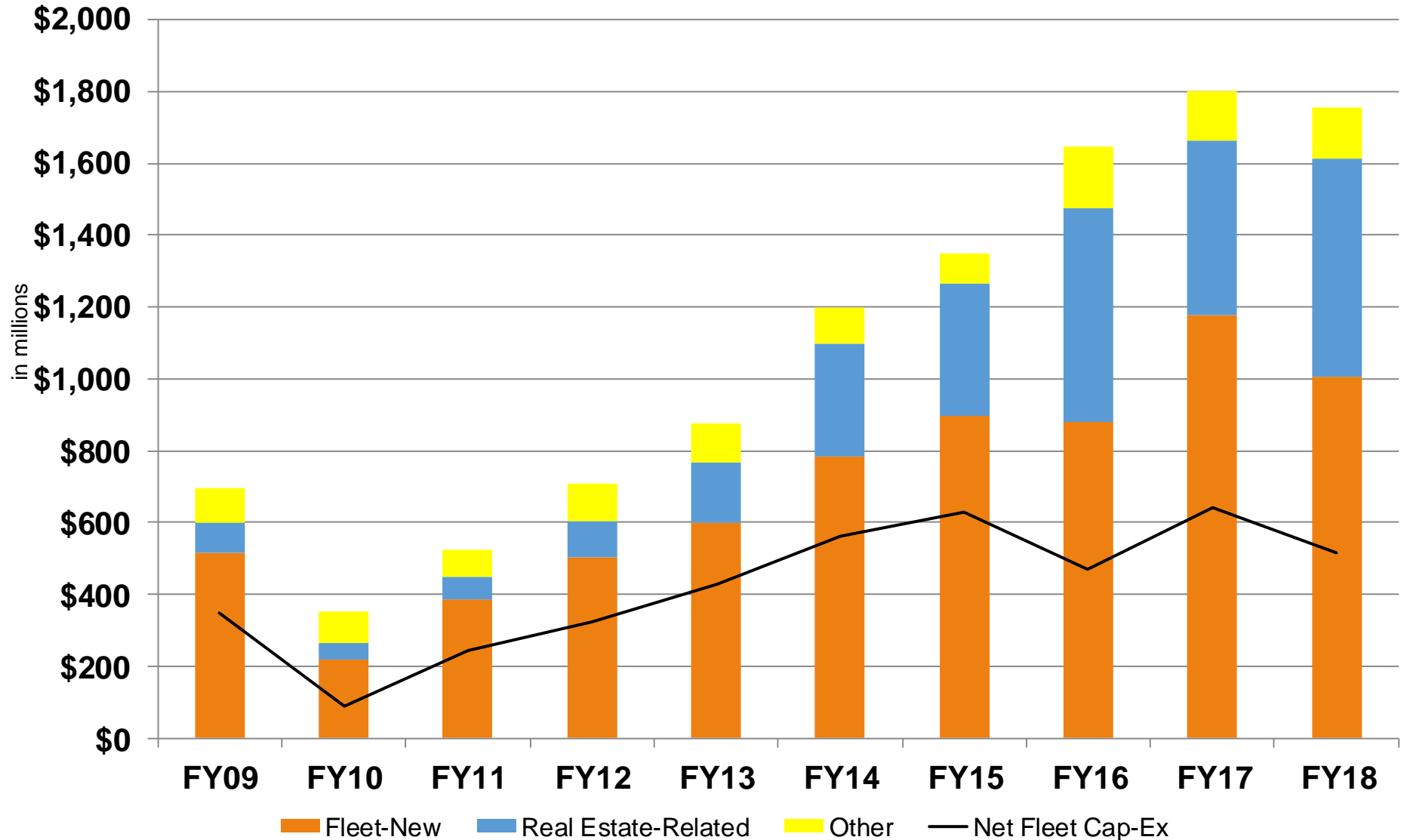
- Conversions represent existing buildings that we will renovate and/or build additional storage
- Ground-up represents bare land locations we will develop
- Existing represents storage facilities acquired, either with current occupancy or upon certificate of occupancy
- Expansion/remote are locations 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 Margin – Fiscal Year



Moving and Storage: Capital Expenditures



Moving and Storage: Leverage

