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AMERCO REPORTS SECOND QUARTER FISCAL 2017 FINANCIAL RESULTS

RENO, Nev. (November 9, 2016)--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, 2016, of \$176.5 million, or \$9.01 per share, compared with net earnings of \$183.4 million, or \$9.36 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, 2016, net earnings available to shareholders were \$323.6 million, or \$16.52 per share, compared with net earnings of \$354.7 million, or \$18.10 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.

"This quarter has developed about like we thought it would: Truck transactions were up, income per transaction down," stated Joe Shoen, chairman of AMERCO. "The truck resale market is supporting lower pricing and is likely to stay that way. We continue to add rental vehicles and self-storage locations."

Highlights of Second Quarter Fiscal 2017 Results

- Self-moving equipment rental revenues increased \$13.5 million or 2% during the second quarter of fiscal 2017, compared with the second quarter of fiscal 2016. The improvement in revenue was generated from an increase in transactions. The average number of rental trucks in the fleet increased compared with the same quarter last year.
- Self-storage revenues increased \$10.1 million during the second quarter of fiscal 2017, compared with the second quarter of fiscal 2016. The average monthly amount of occupied square feet increased by 12.8% during the second quarter of fiscal 2017 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 3.5 million net rentable square feet to our owned self-storage portfolio with over 0.5 million of that coming on during the second quarter.
- Depreciation, net of gains and losses on disposals increased \$46.8 million due to increased costs of acquisition, lower relative sales values, and the sale of fewer trucks in the period compared with the same period last year.

- In October 2016, we settled the litigation with PODS Enterprises, LLC (“PEI”). As part of this settlement, we paid \$41.4 million to PEI. In fiscal 2015 and fiscal 2016, we recorded \$66.0 million as accrued contingencies and interest. During the second quarter of fiscal 2017, we recognized the difference between our contingency accrual and the actual settlement as a \$24.6 million reduction of operating expenses.
- Operating earnings at our Moving and Storage operating segment decreased \$3.9 million in the second quarter of fiscal 2017 compared with the same period last year. Total revenues climbed \$32.1 million and total costs and expenses increased \$36.1 million.
- As a result of changes in IRS regulations regarding the capitalization of low value assets, the Company has changed its policy. This shift in procedure results in the immediate recognition of reported operating costs with a lagging decrease in depreciation expense over the term that these assets would have been depreciated. For the second quarter of fiscal 2017 this resulted in an additional \$4.0 million of operating expenses. This change is expected to benefit the Company through the immediate recognition of tax deductible costs.
- For the first six months of fiscal 2017 compared with the first six months of fiscal 2016 gross truck and trailer capital expenditures were approximately \$665 million compared with approximately \$426 million, proceeds from sales of rental equipment were \$308 million compared with \$376 million and spending on real estate related acquisitions and projects were approximately \$252 million compared with \$276 million.
- Cash and credit availability at the Moving and Storage operating segment was \$970.9 million at September 30, 2016 compared with \$633.7 million at March 31, 2016.
- On October 5, 2016, we declared a cash dividend on our Common Stock of \$1.00 per share to holders of record on October 20, 2016. The dividend was paid on November 3, 2016.

AMERCO will hold its investor call for the second quarter of fiscal 2017 on Thursday, November 10, 2016, at 8 a.m. Arizona Time (10 a.m. Eastern). The call will be broadcast live over the Internet at www.amerco.com. To hear a simulcast of the call, or a replay, visit 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, 2016, 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 2017 and 2016.

| | Quarter Ended September 30, | |
|--|------------------------------------|----------------|
| | 2016 | 2015 |
| | (Unaudited) | |
| | (In thousands) | |
| Self-moving equipment rentals | \$ 711,710 | \$ 698,219 |
| Self-storage revenues | 72,163 | 62,060 |
| Self-moving and self-storage product and service sales | 70,330 | 70,703 |
| Property management fees | 6,712 | 6,320 |
| Life insurance premiums | 40,893 | 40,515 |
| Property and casualty insurance premiums | 14,009 | 13,372 |
| Net investment and interest income | 25,816 | 22,151 |
| Other revenue | 57,278 | 49,563 |
| Consolidated revenue | <u>998,911</u> | <u>962,903</u> |

Listed below are revenues and earnings from operations at each of our operating segments for the second quarter of fiscal 2017 and 2016.

| | Quarter Ended September 30, | |
|--|------------------------------------|-------------|
| | 2016 | 2015 |
| | (Unaudited) | |
| | (In thousands) | |
| Moving and storage | | |
| Revenues | 920,400 | 888,294 |
| Earnings from operations before equity in earnings of subsidiaries | 293,160 | 297,106 |
| Property and casualty insurance | | |
| Revenues | 17,887 | 16,625 |
| Earnings from operations | 7,094 | 6,065 |
| Life insurance | | |
| Revenues | 61,961 | 59,187 |
| Earnings from operations | 7,098 | 8,057 |
| Eliminations | | |
| Revenues | (1,337) | (1,203) |
| Earnings from operations before equity in earnings of subsidiaries | (146) | (160) |
| Consolidated results | | |
| Revenues | 998,911 | 962,903 |
| Earnings from operations | 307,206 | 311,068 |

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:

| | Quarter Ended September 30, | |
|--|---------------------------------------|-------------|
| | 2016 | 2015 |
| | (Unaudited) | |
| | (In thousands, except occupancy rate) | |
| Room count as of September 30 | 294 | 252 |
| Square footage as of September 30 | 25,480 | 22,023 |
| Average monthly number of rooms occupied | 230 | 205 |
| Average monthly occupancy rate based on room count | 78.9% | 84.0% |
| Average monthly square footage occupied | 20,722 | 18,364 |

Listed below on a consolidated basis are revenues for our major product lines for the first six months of fiscal 2017 and 2016.

| | Six Months Ended September 30, | |
|--|---------------------------------------|------------------|
| | 2016 | 2015 |
| | (Unaudited) | |
| | (In thousands) | |
| Self-moving equipment rentals | \$ 1,358,046 | \$ 1,327,505 |
| Self-storage revenues | 139,885 | 119,251 |
| Self-moving and self-storage product and service sales | 147,633 | 147,961 |
| Property management fees | 13,316 | 12,431 |
| Life insurance premiums | 81,785 | 80,781 |
| Property and casualty insurance premiums | 25,264 | 23,928 |
| Net investment and interest income | 53,365 | 44,123 |
| Other revenue | 103,026 | 91,728 |
| Consolidated revenue | <u>1,922,320</u> | <u>1,847,708</u> |

Listed below are revenues and earnings from operations at each of our operating segments for the first six months of fiscal 2017 and 2016.

| | Six Months Ended September 30, | |
|--|---------------------------------------|--------------|
| | 2016 | 2015 |
| | (Unaudited) | |
| | (In thousands) | |
| Moving and storage | | |
| Revenues | \$ 1,766,231 | \$ 1,703,134 |
| Earnings from operations before equity in earnings of subsidiaries | 541,665 | 577,685 |
| Property and casualty insurance | | |
| Revenues | 34,772 | 31,515 |
| Earnings from operations | 14,597 | 12,543 |
| Life insurance | | |
| Revenues | 123,756 | 115,256 |
| Earnings from operations | 11,014 | 12,268 |
| Eliminations | | |
| Revenues | (2,439) | (2,197) |
| Earnings from operations before equity in earnings of subsidiaries | (295) | (320) |
| Consolidated results | | |
| Revenues | 1,922,320 | 1,847,708 |
| Earnings from operations | 566,981 | 602,176 |

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:

| | Six Months Ended September 30, | |
|--|---------------------------------------|-------------|
| | 2016 | 2015 |
| | (Unaudited) | |
| | (In thousands, except occupancy rate) | |
| Room count as of September 30 | 294 | 252 |
| Square footage as of September 30 | 25,480 | 22,023 |
| Average monthly number of rooms occupied | 225 | 200 |
| Average monthly occupancy rate based on room count | 78.2% | 83.2% |
| Average monthly square footage occupied | 20,257 | 17,849 |

AMERCO AND CONSOLIDATED ENTITIES
CONDENSED CONSOLIDATED BALANCE SHEETS

| | <u>September 30,</u> 2016 | <u>March 31,</u> 2016 |
|--|-------------------------------------|---------------------------------|
| | (Unaudited) | |
| | (In thousands) | |
| ASSETS | | |
| Cash and cash equivalents | \$ 921,327 | \$ 600,646 |
| Reinsurance recoverables and trade receivables, net | 183,243 | 175,210 |
| Inventories, net | 81,609 | 79,756 |
| Prepaid expenses | 87,968 | 134,300 |
| Investments, fixed maturities and marketable equities | 1,632,420 | 1,510,538 |
| Investments, other | 382,065 | 310,072 |
| Deferred policy acquisition costs, net | 118,652 | 136,386 |
| Other assets | 85,600 | 77,210 |
| Related party assets | 80,171 | 85,734 |
| | <u>3,573,055</u> | <u>3,109,852</u> |
| Property, plant and equipment, at cost: | | |
| Land | 616,969 | 587,347 |
| Buildings and improvements | 2,401,802 | 2,187,400 |
| Furniture and equipment | 448,990 | 399,943 |
| Rental trailers and other rental equipment | 490,451 | 462,379 |
| Rental trucks | 3,720,268 | 3,514,175 |
| | <u>7,678,480</u> | <u>7,151,244</u> |
| Less: Accumulated depreciation | <u>(2,244,417)</u> | <u>(2,133,733)</u> |
| Total property, plant and equipment | <u>5,434,063</u> | <u>5,017,511</u> |
| Total assets | <u>\$ 9,007,118</u> | <u>\$ 8,127,363</u> |
| LIABILITIES AND STOCKHOLDERS' EQUITY | | |
| Liabilities: | | |
| Accounts payable and accrued expenses | \$ 438,921 | \$ 502,613 |
| Notes, loans and leases payable | 2,992,490 | 2,665,396 |
| Policy benefits and losses, claims and loss expenses payable | 1,088,128 | 1,071,412 |
| Liabilities from investment contracts | 1,043,129 | 951,490 |
| Other policyholders' funds and liabilities | 10,211 | 8,650 |
| Deferred income | 27,801 | 22,784 |
| Deferred income taxes | 791,524 | 653,612 |
| Total liabilities | <u>6,392,204</u> | <u>5,875,957</u> |
| Common stock | 10,497 | 10,497 |
| Additional paid-in capital | 451,909 | 451,629 |
| Accumulated other comprehensive loss | (19,890) | (60,525) |
| Retained earnings | 2,857,289 | 2,533,641 |
| 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 | (7,241) | (6,186) |
| Total stockholders' equity | <u>2,614,914</u> | <u>2,251,406</u> |
| Total liabilities and stockholders' equity | <u>\$ 9,007,118</u> | <u>\$ 8,127,363</u> |

AMERCO AND CONSOLIDATED ENTITIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

| | Quarter Ended September 30, | |
|---|---|-------------|
| | 2016 | 2015 |
| | (Unaudited) | |
| | (In thousands, except share and per share data) | |
| Revenues: | | |
| Self-moving equipment rentals | \$ 711,710 | \$ 698,219 |
| Self-storage revenues | 72,163 | 62,060 |
| Self-moving and self-storage products and service sales | 70,330 | 70,703 |
| Property management fees | 6,712 | 6,320 |
| Life insurance premiums | 40,893 | 40,515 |
| Property and casualty insurance premiums | 14,009 | 13,372 |
| Net investment and interest income | 25,816 | 22,151 |
| Other revenue | 57,278 | 49,563 |
| Total revenues | 998,911 | 962,903 |
| Costs and expenses: | | |
| Operating expenses | 398,213 | 406,282 |
| Commission expenses | 80,462 | 80,799 |
| Cost of sales | 40,952 | 39,881 |
| Benefits and losses | 46,836 | 43,428 |
| Amortization of deferred policy acquisition costs | 5,989 | 5,643 |
| Lease expense | 9,349 | 12,724 |
| Depreciation, net of (gains) losses on disposals | 109,904 | 63,078 |
| Total costs and expenses | 691,705 | 651,835 |
| Earnings from operations | 307,206 | 311,068 |
| Interest expense | (28,215) | (23,973) |
| Pretax earnings | 278,991 | 287,095 |
| Income tax expense | (102,516) | (103,716) |
| Earnings available to common shareholders | \$ 176,475 | \$ 183,379 |
| Basic and diluted earnings per common share | \$ 9.01 | \$ 9.36 |
| Weighted average common shares outstanding: Basic and diluted | 19,586,411 | 19,597,717 |

AMERCO AND CONSOLIDATED ENTITIES
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

| | Six Months Ended September 30, | |
|---|---|--------------|
| | 2016 | 2015 |
| | (Unaudited) | |
| | (In thousands, except share and per share data) | |
| Revenues: | | |
| Self-moving equipment rentals | \$ 1,358,046 | \$ 1,327,505 |
| Self-storage revenues | 139,885 | 119,251 |
| Self-moving and self-storage products and service sales | 147,633 | 147,961 |
| Property management fees | 13,316 | 12,431 |
| Life insurance premiums | 81,785 | 80,781 |
| Property and casualty insurance premiums | 25,264 | 23,928 |
| Net investment and interest income | 53,365 | 44,123 |
| Other revenue | 103,026 | 91,728 |
| Total revenues | 1,922,320 | 1,847,708 |
| Costs and expenses: | | |
| Operating expenses | 783,295 | 769,451 |
| Commission expenses | 154,278 | 153,857 |
| Cost of sales | 84,314 | 81,136 |
| Benefits and losses | 93,839 | 86,819 |
| Amortization of deferred policy acquisition costs | 13,931 | 10,421 |
| Lease expense | 20,397 | 29,788 |
| Depreciation, net of (gains) losses on disposals | 205,285 | 114,060 |
| Total costs and expenses | 1,355,339 | 1,245,532 |
| Earnings from operations | 566,981 | 602,176 |
| Interest expense | (54,859) | (46,073) |
| Pretax earnings | 512,122 | 556,103 |
| Income tax expense | (188,474) | (201,439) |
| Earnings available to common shareholders | \$ 323,648 | \$ 354,664 |
| Basic and diluted earnings per common share | \$ 16.52 | \$ 18.10 |
| Weighted average common shares outstanding: Basic and diluted | 19,586,240 | 19,596,921 |

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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