



EXTRA SPACE – Finding Space for Hobbyist, Lifestyle & Entrepreneurs in Malaysia.

Meet Terence Tay, hair stylist and director of a chain of hair and facial salon in the Klang Valley. There's also Mobius Ng, a freelance consultant, with an interest in Marvel and DC *Comics as well as* graphic novels such as Calvin & Hobbes, and Peanuts.

As a business person and comic enthusiast, there's always, *just one more item to add* to the inventory or a personal collection. And that's where Extra Space comes in real handy.

Extra Space Self Storage is the pioneering storage facility which has opened its first outlet in Malaysia since March 2012. It is the *first ever storage facility of its kind in Malaysia*, located at Chan Sow Lin, right in the heart of Kuala Lumpur.

Established in May 2007, Extra Space opened its first facility in Singapore, with just 25,000 square feet (equivalent to ½ a football field). Today, the company has expanded to a size of 750,000 square feet (equivalent to 15 football fields). It has a total of seven facilities, spread across three countries, namely Korea, Singapore and now, Malaysia.

"We've only been in Malaysia for about a year, but we can safely say that Malaysians have fully embraced the self storage concept. Many have come to us, to store their prized possessions such as comic collection, Star Wars figurines, wines, furniture, clothing and even utilise it to store stock for small medium enterprises.

"We're happy to see that we've been accepted so well, and will be opening more self storage facilities within the Klang Valley," said Mike Hagbeck, CEO of Extra Space Malaysia.

One of the main drivers and attraction of the Extra Space Self Storage facility is that customers are able to access these items, anytime, any day as Extra Space is open 24 hours, 7 days a week.



Extra Space Self Storage provides self storage units for as little as 2 weeks to as long as 20 years. Storage units, range from 18 sq. ft. (the size of a standard fridge) to 450 sq. ft. (garage size). Clients rent their own *clean, dry, private, self-contained* storage room and lock it with their own padlock.

All of Extra Space's facilities feature sophisticated 24-hour security systems including a personal access code system which allows customers to access their property at their own convenience, seven days a week, 365 days a year. Air conditioned storage areas will also be available, and these are kept between 23 and 25 °C. Prices vary according to unit size and whether units are air-conditioned or non-air-conditioned.

"We recently launched a high quality wine storage facility which can hold up to 1,200 cases of wine. This has fared well with wine enthusiasts as they trust us with their prized collection which is kept at a constant temperature of 13 Celsius, and 65% to 75% humidity level," added Hagbeck.

"While 80% of our customers store items at Extra Space for personal usage, there's the 20% of our customer base which caters to businesses," he further added.

Businesses can look forward to:

- Paying rent only in the areas used, only one month's rental deposit required
- Flexible storage terms
- Unlimited 24 hour access
- Utility charges included in rent
- Free parking
- Trolley readily available for moving stock
- Electronic security as standard feature
- Deliveries sent to, and received by staff if customer not available
- Rental payments via credit card



From just 50 customers in 2007, Extra Space Self Storage has grown to a record of 6,700 customers just this July 2013, and is expecting to grow exponentially as the concept of self storage becomes more established and accepted in Asia.

“All one needs to do is to fill up the e-form on the website, and we’ll respond immediately with a quote,” added Hagbeck.

For more information on Extra Space Malaysia, please visit: www.extraspace.com.my.

About Extra Space Self Storage

Extra Space Self Storage is a leader in the self storage business, providing self storage facilities and services that meet the needs of space-starved individuals, families and businesses in Asia.

Extra Space provides secure, do-it-yourself storage rooms for as short as two weeks or as long a period as needed. We offer clients a wide range of storage units, giving them the flexibility to rent space sizes according to their needs.

Extra Space is a fast-growing company led by its CEO, Michael Hagbeck and CFO Kenny Tham. Extra Space is a member of the Self Storage Association of Australasia (SSAA) and the Singapore Business Federation.