Zacks Small-Cap Research

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AMERCO Inc (UHAL-NASDAQ)

UHAL: Another record quarter.

Current Recommendation	**Outperform**
Prior Recommendation	Neutral
Date of Last Change	03/16/11
Current Price (06/07/12)	$83.21
Target Price	**$110.00**

OUTLOOK

AMERCO is the parent company of U-Haul International, the world's largest consumer truck rental company. It is also the second largest self-storage company in North America. The impact of the decline in housing and a decrease in apartment occupancy rates appears to have ended. We expect continued improvements in operating parameters.

Our recommendation continues as Outperform, with a price target of $110 a share.

SUMMARY DATA

52-Week High	**$116.25**
52-Week Low	**$60.73**
One-Year Return (%)	**-10.8**
Beta	**1.1**
Average Daily Volume (sh)	**35,582**
Shares Outstanding (mil)	**19.46**
Market Capitalization ($mil)	**$1,622**
Short Interest Ratio (days)	**7.0**
Institutional Ownership (%)	**28.6**
Insider Ownership (%)	**71.2**
Annual Cash Dividend	**$0.00**
Dividend Yield (%)	**0.00**
5-Yr. Historical Growth Rates	
Sales (%)	**2.8**
Earnings Per Share (%)	**42.3**
Dividend (%)	**N/A**
P/E using TTM EPS	**7.0**
P/E using N4Q Estimate	**6.7**
P/E using 2014 Estimate	**6.6**

Risk Level	**Below Avg,**
Type of Stock	**Mid-Value**
Industry	**Trans-Eqp&Lsng**

ZACKS ESTIMATES

Revenue
(in millions of $)

	Q1 (Jun)	Q2 (Sep)	Q3 (Dec)	Q4 (Mar)	Year (Mar)
2011	**585.9A**	**637.0A**	**530.0A**	**488.4A**	**2241.3A**
2012	**643.0A**	**703.2A**	**633.1A**	**523.4A**	**2502.7A**
2013	**672.0E**	**739.0E**	**569.0E**	**533.0E**	**2539.0E**
2014	**688.0E**	**750.0E**	**578.0E**	**550.0E**	**2597.0E**

Earnings per Share
(EPS is operating earnings before non recurring items)

	Q1 (Jun)	Q2 (Sep)	Q3 (Dec)	Q4 (Mar)	Year (Mar)
2011	**$3.26A**	**$4.23A**	**$0.80A**	**$0.52A**	**$8.82A**
2012	**$3.86A**	**$5.20A**	**$1.65A**	**$1.29A**	**$12.00A**
2013	**$4.01E**	**$5.68E**	**$1.91E**	**$0.84E**	**$12.44E**
2014	**$4.22E**	**$5.92E**	**$2.27E**	**$0.27E**	**$12.69E**

Zacks Projected EPS Growth Rate - Next 5 Years % **10**

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RECENT NEWS

On June 6, 2012 AMERCO reported is fourth quarter and full year results for fiscal 2012. The numbers were another record and very close to our estimates, as shown below.

Revenue:	4Q11 A	4Q12 A	Zacks 4Q12 E
Rentals	$318	$344	$340
Moving & Storage	$413	$452	$450
All Revenue	$488	$523	$520
Op. Expenses	$250	$257	$255

The extra day in February had a positive impact on the quarter and both local and one-way transactions increased. Truck utilization improved which caused the operating expense ratio improve from 51.2% in the fourth quarter or 2011 to 49.1% in the fourth quarter of 2012. This has a significant impact on operation income. Commissions as a percentage of truck rental revenue increased slightly as slightly less revenue was generated at company owned stores. The cost of sales expense ratio for the self-moving and self-storage business increased. A significant amount of revenue is from the sales of propane (which follows the price of natural gas and this has been volatile over the last 4 months).

The U-Box business has expanded to all company owned self storage facilities (between 12,000 to 13,000 locations). This business is growing rapidly but is not yet large enough for management to consider it material relative to total revenue.

AMERCO has benefitted from declining interest rates. Both lease expense and interest expense has been declining over the last few quarters. With $54 million a quarter of combined lease and interest expense good financial management has been a positive factor for many years.

At the current price the stock is selling at a lower valuation than most of its peer group yet it has the highest return on equity. We believe that the stock will outperform its peer group, and the overall market, over the next six months. Our valuation methods use Earnings Before Interest Taxes Depreciation Amortization (EBITDA) and EBITDA plus Lease expense (EBITDAL) since the company can buy (using borrowed moneys and generating depreciation) or lease depending on the lowest cost to the company.

In fiscal 2012 AMERCO paid a special cash dividend of $1.00 a share. In our opinion the company has the necessary cash generation to institute a regular cash dividend.

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UHAL									
FY March 31	2005	2006	2007	2008	2009	2010	2011	2012A	2013E
Op. Inc.	167.00	288.85	247.69	203.70	121.05	193.55	377.70	416.00	502.15
Depreciation & Amort.	121.10	142.82	189.23	221.88	265.21	66.43	189.27	65.17	265.21
Amort of policy	28.51	24.26	17.14	13.18	12.39	2.34	9.49	13.80	12.39
Total EBITDA $ millions	316.61	455.93	454.06	438.76	398.66	262.32	576.46	494.97	779.76
Stock High	48.23	101.20	106.55	90.00	72.00	108.00	108.62	114.38	110.00
Stock Low	21.60	42.75	66.22	60.00	35.00	35.00	45.17	61.36	83.21
Lease expense	151.35	142.78	149.04	133.93	152.42	156.95	150.81	131.22	152.42
EBITDAL, millions	467.97	598.71	603.10	572.69	551.08	419.27	727.26	626.18	932.18
EBITDAL per Share	22.39	28.65	28.86	27.40	26.37	20.06	37.49	29.96	44.60
	2005	2006	2007	2008	2009	2010	2011	2012	2013E
EBITDA to High	3.17	4.62	4.90	4.05	3.49	7.95	3.66	4.48	2.74
EBITDA to Low	1.42	1.95	3.05	2.70	1.69	2.58	1.52	2.40	2.07
EBITDAL to High	2.14	3.52	3.69	3.10	2.52	4.97	2.90	3.54	2.29
EBITDAL to low	0.96	1.49	2.29	2.07	1.23	1.61	1.20	1.90	1.73
2013 ratios are based on current price and target price as of the date of the report.									

On the conference call management stated that the growth of the moving and storage business in the first fiscal quarter of 2013 is expected to be below that of recent quarters. Our long standing estimates have included a modest slowdown and we are not changing our estimates.

A.M. Best, the most authoritative insurance rating source, has increased its outlook for AMERCO's Oxford Life Insurance Company and its subsidiaries from stable to positive and affirmed the insurance companies financial rating of B++. This is very important since every insurance company has to registered in every state in which it does business and the state regulatory commissions look at these ratings before approving new lines of insurance.

KEY POINTS

- U-Haul is one of the most recognized names in the world and has a commanding share of the consumer self-moving business.
- Today, U-Haul, with a network of more than 15,950 locations in all 49 United States and 10 Canadian provinces, is the first choice of do-it-yourself movers.
- The company also supplies alternative-fuel for vehicles and backyard barbecues as one of the nation's largest retailers of propane.
- At March 31, 2009 the size of the rental truck fleet was approximately 101,000 trucks, an increase of 5,000 trucks since March 31, 2008.

OVERVIEW

AMERCO is North America's largest "do-it-yourself" moving and storage operator, which operates through its subsidiary, U-Haul International, Inc. (U-Haul) as well as AMERCO Real Estate Company, Republic Western Insurance Company (or RepWest), and Oxford Life Insurance Company (or Oxford). U-Haul offers "do-it-yourself" moving and storage and supplies products and services to help people move and store their household and commercial goods in the United States and Canada. The company, formerly known as U-Haul Trailer Rental Company, was founded in 1945 and is based in Reno, Nevada. Since 1945, the company had rented trailers, and starting in 1959, it rented trucks on a one-way and in-town basis exclusively through independent U-Haul dealers. Since 1974, the company developed a network of U-Haul managed retail centers, through which it rents its trucks and trailers and sell moving and self-storage products and services to complement its independent dealer network.

Moving and Storage operations include AMERCO, U-Haul, and Real Estate and the wholly-owned subsidiaries of U-Haul and Real Estate. The segment engages in the rental of trucks, trailers, specialty rental items, and self-storage spaces to the "do-it-yourself" mover and management of self-storage properties owned by others, as well as sales of moving supplies, towing accessories, and propane. Operations are conducted under the registered trade name U-Haul throughout the United States and Canada. The company sells U-Haul brand boxes, tape and other moving and self-storage products and services to do-it-yourself moving and storage customers at all of its distribution outlets and through its eMove Website.

eMove is an online marketplace that connects consumers to over 3,900 independent Moving Help service providers and over 4,200 independent Self-Storage Affiliates. The company's network of customer-rated affiliates provides pack and load help, cleaning help, self-storage and similar services, all over North America. Its goal is to further utilize its web-based technology platform to increase service to consumers and businesses in the moving and storage market. eMove also offers a storage affiliate program that enables independent self-storage facilities by connecting into a centralized 1-800 and Internet reservation system and for a fee, receive an array of services, including Web-based management software, Secured Online Affiliated Rentals (S.O.A.R), co-branded rental trucks, savings on insurance, credit card processing and moving help.

Property and Casualty Insurance segment offers moving and storage contents insurance products, including Safemove policy that provides moving customers with a damage waiver, cargo protection, and medical and life coverage; and Safestor, which protects storage customers from loss of their goods in storage. RepWest provides loss adjusting and claims handling for U-Haul through regional offices across North America. RepWest also underwrites components of the Safemove, Safetow, and Safestor protection packages to U-Haul customers. The business plan for RepWest includes offering property and casualty products for other U-Haul related programs. Net revenue from this segment for fiscal 2009 was approximately 1.8%.

Life Insurance segment that includes Oxford Life Insurance Company provides life and health insurance products primarily to the senior market through the direct writing or reinsuring of life insurance, Medicare supplement and annuity policies. Additionally, Oxford administers the self-insured employee health and dental plans for Arizona employees of the company. Net revenue from this segment for fiscal 2009 was approximately 6.8%.

SAC Holding II segment (which includes SAC Holding II Corporation and its subsidiaries) owns self-storage properties that are managed by U-Haul under property management agreements and acts as independent U-Haul rental equipment dealers. AMERCO, through its subsidiaries, has contractual interests in certain SAC Holding II properties entitling AMERCO to potential future income based on the

financial performance of these properties. AMERCO was considered the primary beneficiary of these contractual interests prior to November 2007. Net revenue from this segment for fiscal 2008 was approximately 0.8%. Fiscal 2008 includes 7 months of activity for SAC Holding II, which was deconsolidated effective October 31, 2007.

AMERCO rents its distinctive orange U-Haul trucks and trailers, as well as offers self-storage rooms through a network of over 1,400 company operated retail-moving centers and approximately 14,400 independent U-Haul dealers. The company also has an independent storage facility network with approximately 4,200 active affiliates. As of now, the company's rental fleet consisted of more than 101,000 trucks, 76,000 trailers, and 34,400 towing devices. As a result, U-Haul operates over 395,000 storage rooms, comprising approximately 35.0 million square feet of storage space at more than 1,090 facilities throughout North America. U-Haul's owned and managed self-storage facility locations having 171,500 square feet of storage space, with individual storage units ranging from 6 square feet to 1,000 square feet in size.

The primary market for storage rooms is the storage of household goods. U-Haul serves more than 11 million 'do-it-yourself' household moving customers annually. A logical extension of do-it-yourself-moving is self-storage. A large number of renters use a rental truck or trailer to move goods in or out of the storage facilities. Based on managed locations, U-Haul is the second largest self-storage company in the USA, behind Public Storage . All of U-Haul's storage centers (including those managed but not owned) are truck rental dealers.

U-Haul is one of the most recognized names in the world and has a commanding share of the consumer self-moving business. The company is the consumer's number one choice as the largest installer of permanent trailer hitches in the automotive aftermarket industry. U-Haul's brand awareness is very high. A survey of public brand identification of truck manufacturers placed U-Haul second behind Mack Truck, even though U-Haul does not make trucks. The name U-Haul is as well known as Kleenex, Coke (the Cola), and Clorox. U-Haul trucks often appear in movies and television without AMERCO having to pay for advertising. Independent dealers receive trucks on a consignment basis and are paid a commission based on gross revenue generated by the dealer. The independent dealers are not franchisees. U-Haul does not franchise its name. Dealer contracts can be terminated upon 30 days written notice by either party. Today, U-Haul, with a network of more than 15,950 locations in all 49 United States and 10 Canadian provinces, is the first choice of do-it-yourself movers. These locations include climate controlled facilities, which is a growing trend in the self-storage industry. Climate controlled facilities are more expensive to rent and cost more to build and maintain. This tends to favor the larger operators versus the smaller ones with only a few locations. The company also supplies alternative-fuel for vehicles and backyard barbecues as one of the nation's largest retailers of propane. U-Haul has developed and sells a broad range of hitches for towing boats etc. This business has been developed to include bicycle carriers. U-Haul is one of the largest sellers of propane in North America.

The company has seven different truck models and five major types of trailers. The truck chassis are delivered to one of seven U-Haul manufacturing centers to be fitted with a cargo box. These manufacturing centers also build the trailers from the "ground up." Manufacturing centers may be situated in areas of net migration to provide vehicles that will move into other areas. This is particularly so in Southern California.

The trucks are made to U-Haul's specifications. As many parts as possible are common across similar trucks. The same engines (all gasoline to avoid potential problems in mixing fuels), the same gear boxes and rear axles are used for many of the trucks to reduce parts inventory and maintenance expenses. Only two types of tires are used across 80% of the fleet. Except for warranty claims, the company does nearly all of its own maintenance on a preventive maintenance basis where possible.

As well as owned and dealer storage locations, U-Haul has an eMove web site to expand U-Haul's footprint while still protecting the U-Haul brand name. eMove, a real time web based service, provides U-Haul with fee for service revenue.

U-Move is a moving help service whereby movers can hire people for packing help, unpacking help, loading help, unloading help, cleaning help and driving help. U-Move has completed over 100,000 moves (with 50,000 customer reviews). U-Haul receives15% of the transaction.

U-Store is a real time storage facility reservation system whereby customers can find and rent a storage facility run by over 3,800 independent storage affiliates (Airline and hotel reservations are not real time, the customer has to wait for a confirmation). U-Haul receives a fee for each reservation.

U-Haul is now expanding its service to customers by offering U Car Share. Partnering with the city of Portland, U Car Share provides the most convenient on-street access to vehicles downtown. U Car Share allows multiple users to share one vehicle, thus reducing an individual's environmental impact and allowing members to save thousands of dollars a year. U Car Share takes care of fuel, insurance and maintenance costs.

AMERCO has two insurance subsidiaries, Republic Western (property and Casualty) and Oxford Life (Health, Life and Annuities). These companies were originally set up to serve U-Haul employees and the U-Haul dealers (many of these were one proprietor gas station owners that were not able to obtain low priced insurance). However, over the years they branched out into other lines of insurance. Oxford Life has usually been profitable, but Republic Western has not and required additions to reserves. AMERCO had decided to scale back Republic Western and the casualty business is now restricted to insure U-Haul risks only. Oxford Life is now focused on Medicare supplement, Annuities and Life insurance. It is a small company but profitable.

A number of years ago AMERCO, on advice of its prior auditors, formed a relationship through Mark Schoen called SAC that provided off-balance sheet ownership of self-storage rental properties. AMERCO sold real estate to SAC in return for debt and managed the storage properties for a fee. In Feb. 2002, the auditors advised the company that SAC would have to be consolidated with AMERCO for accounting purposes. This had a material impact on AMERCO’s financial ratios and resulted in a reduction in its credit rating. At the same time, AMERCO was negotiating a $400 million credit facility. The net result was a liquidity squeeze. On June 20, 2003, the company filed a voluntary petition for relief under Chap. 11 of the Bankruptcy code. This was an unusual bankruptcy in that it was a reorganization of liabilities and not a distressed sale of assets. The company promised to pay all of the debt holders in full, with accrued interest, which was greeted by skepticism by many in the financial community. However, nine months later, the company had kept its promise.

It is not possible to accurately measure the impact of the reorganization on the interest rate paid since AMERCO uses lease rates, interest rates, depreciation values, and resale values to balance buying trucks with borrowed funds or leasing them. Even during bankruptcy, the company had no problem in financing trucks with short term leases at market rates. During this period, the company was investigated by the SEC, the IRS, and the Dept. of Labor (the DOL due to the purchase of stock in the ESOP). In all cases, the company prevailed and these investigations were dropped without sanctions. In fact, the company received a tax rebate where the IRS was asking for penalties.

AMERCO is also working towards increasing its storage occupancy at existing sites, adding new eMove Storage Affiliates and building new locations. The company expects occupancy gains in its current portfolio of locations to be realized in fiscal 2009. However, the company also fears that the increased storage revenue recognized in fiscal 2008 due to pricing may not continue. Although AMERCO (U-Haul) has been relatively immune from recessions in the past, the depth of the decline in housing plus a decrease in apartment occupancy rates are expected to have a slight impact on self-moving revenue. Declining prices will reduce the sales of propane, which is a significant part of net sales. As such, the company is continuing to evaluate new moving and storage opportunities in the market place, including the introduction of portable storage in selected markets.

RepWest will continue to provide loss adjusting and claims handling for U-Haul and underwrite components of the Safemove, Safetow, and Safestor protection packages to U-Haul customers. Oxford is pursuing its goals of expanding its presence in the senior market through the sales of its Medicare supplement, life and annuity policies. As part of this strategy, Oxford is focused on growing its agency force and developing new product offerings.

Although free cash flow was hit by rise in capital expenditure that resulted in a negative free cash flow of $297.6 million in fiscal 2007 and a negative $240.9 million in fiscal 2008, the company managed to have a positive operating cash flow $275.0 million in fiscal 2009.

INDUSTRY OUTLOOK

Longer term POSITIVE

Consumer self moving and self-storage are relatively low growth industries (less than 5% annually). However, both are highly fragmented industries, and so there are opportunities to gain market share. Both industries are less cyclical than most, since in bad times some people downgrade their living quarters (and some move back in with their parents) and use self-storage and consumer truck rental to move and store their belongings. In good economies, people move up scale from small apartments to larger ones or to houses.

INDUSTRY POSITION

The moving truck and trailer rental industry is large and highly competitive. There are two distinct users of rental trucks: commercial and “do-it-yourself” residential users. AMERCO (UHAL) focuses primarily on the “do-it-yourself” residential user and is the largest self moving company with over 50% of the applicable market. There are few large competitors and new entrants have found it difficult to achieve a significant market share. Within this segment, the company’s major competitors are Avis Budget Group, Inc. (CAR) and Penske Truck Leasing. Enterprise rent-a-car has started a small truck service, but this appears to be aimed at the light local delivery business (the trucks have lift gates which is a potential hazard for unwary users). Penske is very efficient (and profitable) but is not expanding as far as we know. Budget is buying new trucks to replace older ones, but its fleet may be shrinking. Meanwhile, the self-storage market is large and highly fragmented. The company competes primarily with Public Storage Inc. (PSA), Extra Space Storage, Inc. (EXR), and Sovran Self-Storage Inc. (SSS). Public Storage does not have a large fleet, and neither does Enterprise. However, both of these companies could become significant over time.

On the other hand, the highly competitive insurance industry includes a large number of life insurance companies and property and casualty insurance companies. In addition, the marketplace includes financial services firms offering both insurance and financial products. Some of the insurance companies are owned by stockholders and others are owned by policyholders. Many competitors have been in business for a longer period of time or possess substantially greater financial resources and broader product portfolios than AMERCO’s insurance companies. The company competes in the insurance business based upon price, product design, and services rendered to agents and policyholders.

VALUATION

The stock has usually been valued on EBITDAL (EBITDA plus lease expense) per share, selling between two and three times EBITDAL. Based on our estimates for the next four quarters EBITDAL of $47 a share, we would expect a price range of $100 to $140. The stock has declined to below the low end target price and we continue to rank the stock outperform with a target price of $110.

Comparables Table												
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Company	Ticker	Price	Mkt Cap.	P/E	P/E	ROE(%)	P/Sales	EV/Rev.	P/BV	EV/EBITDA	PEG	Hldgs
		6/8/12	million $	Trailing	Forward	L4Q	L4Q					
AMERCO*	**UHAL**	$83.21	$1,622	6.94	6.69	22.58	0.65	12.08	1.57	922.02	0.67	28.6
Avis Budget Group, Inc.	CAR	$13.37	$1,420	NM	5.14	NM	0.23	1.69	3.32	11.56	0.23	96.7
Cube Smart	CUBE	$11.27	$1,390	NM	14.27	NM	5.64	8.98	1.49	18.30	1.99	99.4
Hertz Global Holdings Inc	HTZ	$12.37	$5,190	21.55	7.88	12.66	0.62	1.89	2.38	11.36	0.78	85.4
Public Storage Inc.	PSA	$136.56	$23,420	43.27	19.88	9.70	13.00	18.83	4.54	22.27	3.82	78.6
Sovran Self-Storage Inc.	SSS	$50.00	$1,440	41.88	15.06	5.14	7.06	10.19	2.20	18.76	2.17	93.5
Extra Space Storage Inc.	EXR	$28.66	$2,980	43.36	17.48	6.99	8.5	12.29	2.69	21.75	1.75	93.7
Zipcar Inc.	ZIP	$9.50	Data not available									
Mean					12.34	11.41	5.10	9.42	2.60	146.57	1.63	
Median					14.27	9.70	5.64	10.19	2.38	18.76	1.75	
(Source: Yahoo Finance & Zacks Investment Research)				* Based on 10% CAGR of EPS.								

RISKS

- The current housing recovery could reverse lead to reduced consumer and commercial spending. Although U-Haul is not as traditionally cyclical stock but declines in consumer spending may result in price war, which would have a negative impact on the company's gross profit. Competitor rates continued to have a negative influence on U-Haul's revenues. While revenue per transaction statistics over the last two quarters indicate a softening trend and price decline, competitive rate pressures still impact U-Haul's result. Competitors' actions combined with the current economic stress affecting U-Haul's customers could dampen the company's revenues in the near term.
- AMERCO's business is subject to many economic factors that are not included in our forecasts. These include the impact of high fuel costs, a significant economic downturn or a significant decline in housing starts.
- Since revenue (and therefore earnings) is affected by seasonal changes in the weather, it is assumed that past weather conditions are continued over the time frame of estimates unless otherwise stated.
- Moving and storage revenue is still under some pricing pressure, which is expected to continue.
- U-Haul has been purchasing its rental trucks from a limited number of manufacturers such as Ford Motor Company and General Motors Corporation. Both Ford and General Motors are currently cutting production and have also closed some of their facilities and have started focusing on light-

vehicles and car segments compared to their earlier focus on heavy vehicles. This is going to negatively affect U-Haul's top-line growth.

- To meet the needs of customers, U-Haul maintains a large fleet of rental equipment. Its rental truck fleet rotation program is funded internally through operations and externally from debt and lease financing. Given a worsening financial market, the company's fleet rotation program can be adversely affected.
- Another important aspect of U-Haul's fleet rotation program is the sale of used rental equipment. The sale of used equipment provides the organization with funds that can be used to purchase new equipment. However, the sale of used rental equipment market is currently not in good shape and may have a material adverse effect on the company's financial results, leading to increases in depreciation expense and losses on the sale of equipment and decreases in cash flows from the sales of equipment.

INSIDER TRADING AND OWNERSHIP

Insiders hold or control 70.0% of outstanding shares. Over the past six months, insiders have sold approximately 2,200 shares.

Institutions currently hold approximately 28.6% of the outstanding shares. The largest institutional holders include Dimensional Fund Advisors Inc., Keeley Asset Management and The Vanguard Group.

PROJECTED INCOME STATEMENT & BALANCE SHEET

AMERCO																	
Fiscal year March 31st.																	
share data)																	
Consolidated statements of operations	**2010**	**1Q11**	**2Q11**	**3Q11**	**4Q11**	**2011**	**1Q12**	**2Q12**	**3Q12**	**4Q12**	**2012A**	**1Q13**	**2Q13**	**3Q13**	**4Q13**	**2013E**	**2014E**
	Act.					Act.						Est.	Est.	Est.	Est.		
AMERCO revenue	$1,750.5	$515.5	$559.2	$420.3	$400.5	$1,895.4	$547.4	$610.2	$458.1	$433.9	$2,049.6	$574.0	$636.0	$474.0	$438.0	$2,122.0	$2,175.0
Other revenue	21.6	4.5	4.6	13.2	7.9	22.1	4.7	4.8	5.4	8.3	23.3	5.0	5.0	5.0	5.0	20.0	20.0
Insurance premiums	162.0	44.0	48.3	83.3	62.1	237.7	57.9	54.9	142.0	55.3	310.2	62.0	67.0	59.0	59.0	273.0	278.0
All revenue	**$2,002.0**	**$585.9**	**$637.0**	**$530.0**	**$488.4**	**$2,241.3**	**$643.0**	**$703.2**	**$633.1**	**$523.4**	**$2,502.7**	**$672.0**	**$739.0**	**$569.0**	**$533.0**	**$2,539.0**	**$2,597.0**
Operating expense	1,022.05	253.13	270.26	252.99	250.20	1,026.58	271.98	294.34	269.83	257.04	1,093.19	282.00	288.00	265.00	265.00	1,100.00	1,116.00
Cost of sales	104.05	31.67	29.60	22.59	22.17	106.02	32.78	32.45	24.51	26.81	116.54	32.50	30.00	21.50	23.50	107.50	112.00
Commissions	169.10	52.17	57.61	42.37	38.83	190.98	56.95	64.05	47.86	43.33	212.19	56.40	64.20	46.80	42.00	209.40	214.20
Lease expense	156.95	38.67	37.96	37.16	37.02	150.81	34.23	32.71	32.33	31.94	131.22	42.00	42.00	44.00	44.00	172.00	180.00
Benefits and losses	121.11	35.42	37.38	70.31	47.31	190.43	49.93	44.46	173.75	42.70	310.84	52.70	56.95	50.15	50.15	209.95	209.95
Amortization of policy costs	7.57	2.19	1.88	2.48	2.95	9.49	4.38	2.68	3.67	3.08	13.80	4.50	4.50	4.50	4.50	18.00	20.00
Net depreciation	227.63	44.59	44.16	50.82	49.71	189.27	44.36	48.06	56.27	60.21	208.90	55.00	55.00	55.00	55.00	220.00	224.00
AMERCO op. income	193.55	128.11	158.12	51.28	40.19	377.70	148.36	184.43	24.87	58.34	416.00	146.90	198.35	82.05	48.85	502.15	520.85
Interest expense	93.35	21.46	21.79	22.24	22.89	88.38	22.63	22.96	22.74	22.03	90.37	23.00	23.00	23.00	23.00	92.00	98.00
Non operating income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Pretax income	100.20	106.65	136.33	29.04	17.30	289.31	125.73	161.47	2.13	36.31	325.63	123.90	175.35	59.05	25.85	384.15	391.85
Income taxes (benefit)	34.57	40.14	51.11	10.43	4.05	105.74	47.51	60.46	1.40	10.90	120.27	45.84	64.88	21.85	9.56	142.14	144.98
Tax rate	34.50	37.64	37.49	35.93	23.41	36.55	37.78	37.44	65.90	30.03	36.93	37.00	37.00	37.00	37.00	37.00	37.00
Net income	65.96	66.50	85.22	18.61	13.25	183.58	78.22	101.01	0.73	25.41	205.36	78.06	110.47	37.20	16.29	242.01	246.87
Preferred dividend	12.88	3.19	3.10	3.08	3.08	12.44	8.99	(0.16)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Extra items	0.00	0.00	(0.14)	0.00	0.00	(0.14)	5.84	0.00	31.36	0.00	37.20	0.00	0.00	0.00	0.00	0.00	0.00
Net for common	53.07	63.31	81.98	15.53	10.17	170.99	75.08	101.18	32.09	25.41	233.74	78.06	110.47	37.20	16.29	242.01	246.87
Shares used for EPS Earnings Per Share	19.30	19.41	19.43	19.43	19.45	19.40	19.46	19.47	19.48	19.49	19.48	19.46	19.46	19.46	19.46	19.46	19.46
Net EPS	$2.75	$3.26	$4.23	$0.80	$0.52	$8.82	$3.56	$5.20	$0.04	$1.29	$12.00	$4.01	$5.68	$1.91	$0.84	$12.44	$12.69
EPS before Extra Items																	
EBITDA/Share	$22.21	$9.01	$10.51	$5.38	$4.77	$29.71	$10.13	$12.08	$4.35	$6.24	$32.79	$10.61	$13.25	$7.27	$5.57	$38.03	$39.30
EBITDAL/Share	$30.35	$11.00	$12.46	$7.30	$6.68	$37.49	$11.89	$13.76	$6.01	$7.88	$39.53	$12.76	$15.41	$9.53	$7.83	$46.87	$48.55
Quarterly data is as reported. Annual date is adjusted for changes in presentation																	

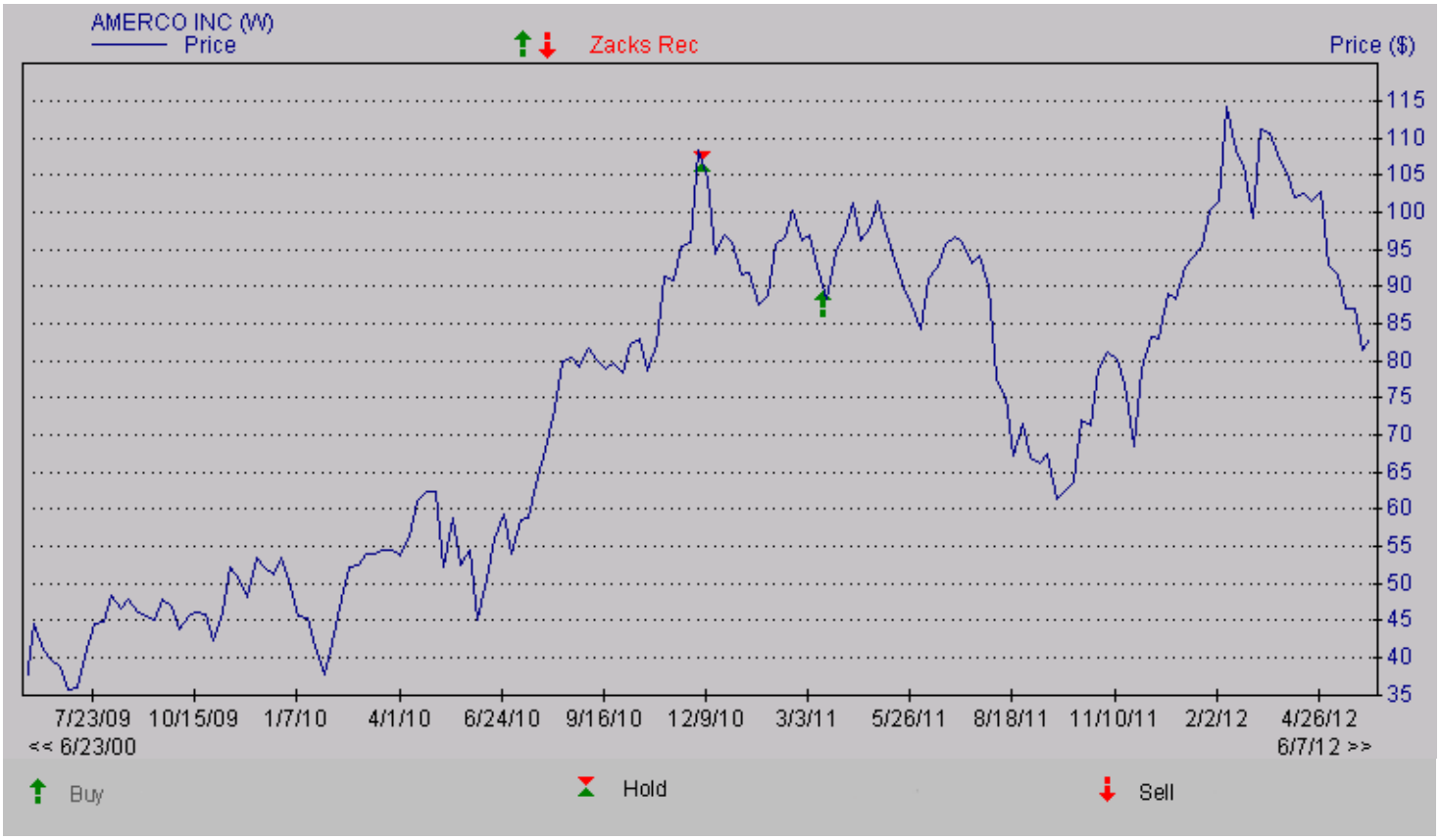
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AMERCO and Consolidated Subsidiaries (Dollars in millions)	4Q09	4Q10	1Q11	2Q11	3Q11	4Q11	1Q12	2Q12	3Q12	4Q12
ASSETS										
Cash and cash equivalents	240.59	244.12	289.34	329.83	405.32	375.50	243.75	448.16	438.28	350.10
Trade receivables	213.85	199.74	213.66	204.27	232.82	205.37	242.49	227.75	351.83	297.97
Inventories, net	70.75	52.84	55.63	55.66	60.38	59.94	58.96	57.76	56.77	58.74
Prepaid expenses	54.20	53.38	55.71	48.40	43.60	57.62	56.47	48.90	54.94	41.86
Gross PP&E ex SAC	3347.49	3293.13	3345.95	3365.31	3364.26	3435.98	3568.02	3602.43	3669.76	3787.82
SAC	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Less accumulated depreciation	1333.56	1344.74	1349.53	1345.86	1342.67	1341.41	1354.34	1363.09	1388.73	1415.46
Investments, total	746.65	776.80	786.29	803.15	849.83	861.68	871.10	922.09	967.00	1032.42
Other	440.11	447.98	443.59	441.38	493.76	468.60	433.57	403.52	421.78	436.68
Total Assets	$3,825.07	$3,762.45	$3,879.54	$3,939.40	$4,155.53	$4,176.15	$4,174.46	$4,403.14	$4,634.00	$4,654.05
Liabilities and Stockholders' Equity										
AMERCO's notes and loans	0.00	0.00	0.00	1338.64	1278.56	1417.97	0.00	1412.50	1478.58	1507.98
SAC notes, non-recourse to AMERCO	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Policy benefits and losses	779.31	825.06	834.24	856.00	910.97	927.38	932.12	961.51	1148.07	1145.94
Liabilities frominvestment contracts	303.33	268.81	263.14	263.90	251.56	255.44	241.20	243.70	242.19	248.23
Deferred income taxes										
Other	1546.49	1347.64	1338.64	1278.56	1417.97	1397.84	1412.50	1478.58	1507.98	1486.21
Total Liabilities	3107.44	2949.54	3014.43	2993.49	3170.33	3183.13	3254.72	3396.80	3632.82	3618.23
Preferred stock										
Common stock	0.00	10.50	10.50	10.50	10.50	10.50	10.50	10.50	10.50	10.50
Additional paid-in capital	420.59	419.81	418.90	416.33	417.26	418.02	432.00	432.13	432.85	433.74
Retained earnings	915.86	969.02	1032.33	1114.31	1129.84	1140.00	1209.24	1310.42	1291.66	1317.06
Other	-93.17	-60.76	-70.97	-69.57	-46.74	-49.85	-206.34	-221.04	-208.17	-199.83
Treasury stock	525.65	525.65	525.65	525.65	525.65	525.65	525.65	525.65	525.65	525.65
Total stockholders equity	$717.63	$812.91	$865.11	$945.91	$985.21	$993.02	$919.74	$1,006.35	$1,001.18	$1,035.82
Total liabilities and stockholders equity	$3,825.07	$3,762.45	$3,879.54	$3,939.40	$4,155.53	$4,176.15	$4,174.46	$4,403.14	$4,634.00	$4,654.05

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AMERCO and Consolidated Subsidiaries			
Consolidated Statements of Cash Flows			
Years ended March 31st.			
(Dollars in millions)			
As reported	**2010**	**2011**	**2012**
Cash flow from operations			
Net earnings before dividends	53.1	171.0	233.743
Depreciation and amortization	227.6	198.8	222.696
Other	124.5	203.4	207.9
Net cash from operations	**$405.2**	**$573.2**	**$664.3**
Cash flows from investing activities			
PP&E purchased	259.5	480.4	589.8
Real estate, net	2.3	0.2	7.8
PP&E sold (Excluding real estate)	-142.9	-180.4	-168.9
Other	-3.7	-81.2	-163.9
Net cash from investing activities	**-$118.0**	**-$381.0**	**-$577.0**
Cash flows from financing			
Sale of stock			
Stock purchased			144.3
Debt paid	302.0	288.9	201.9
Borrowings	72.2	321.9	237.8
Other	-53.9	-93.8	-4.3
Net cash from financing activities	**-$283.7**	**-$60.8**	**-$112.7**
Change in cash	3.5	131.4	-25.4
Cash at beginning of year	240.6	244.1	375.5
Cash and cash equivalents at year end	**$244.1**	**$375.5**	**$350.1**
Source: Company reports and Zacks Equity Research estimates.			

HISTORICAL ZACKS RECOMMENDATIONS



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