



**kuboid**  
Redefining Self Storage



Consultancy



Design  
& Planning




Manufacture  
& Build



Aftercare





From concept to  
completion and  
beyond Kuboid is  
redefining the self  
storage experience.

— Andy O'Dell  
Kuboid Chief Executive Officer







## Welcome to Kuboid. Your self storage Expert.

At the forefront of redefining the self storage experience, Kuboid are specialists in the design, manufacture and construction of self storage facilities, servicing clients of all sizes across the UK and throughout Europe.

Working in close partnership with our customers we take on challenges and transform spaces from initial concept through to completion, exceeding client expectations with our commitment to delivering the highest quality knowledge, products and services, at the best price.

As trusted self storage experts, our passion and dedication, along with a focus on customer excellence, give our customers the reassurance that we will always deliver the best self storage solution that will drive maximum return from their self storage facility.

## We offer a full-service solution that alleviates the worry of sourcing multiple suppliers.

With specialised departments in consultancy, design and planning, manufacture and build, and aftercare, we provide a full range of self storage services and solutions for facilities large and small.

Offering long term value to our customers, we provide them with all the tools required to drive success in the self storage industry.





### Consultancy

Taking our time to understand your exact requirements and aspirations, we consult with you on all areas of your project, advising on the specific services and solutions needed to bring your self storage vision to reality. Whatever your project size, we have the industry knowledge, skill, and expertise to deliver a facility that delivers in every way.



### Manufacture & Build

Our highly qualified construction and fitting teams ensure that each facility meets our exceptionally high Kuboid 'no compromise' standards, from installing mezzanine floors and doors to applying the final finishing touches. Fully trained and in-house, our fitters use the highest quality materials throughout the construction process ensuring the delivery of a safe, durable and compliant installation.



### Design & Planning

Our experienced design experts understand the importance of maximising your storage facilities' Net Lettable Area in order to deliver the best return on your investment. Working closely with you, our specialist team produces detailed technical plans and designs that take into consideration all aspects required to deliver your project, outlining full pricing, and expected income return.



### Aftercare

We understand the value of providing support to you throughout the construction of your project, but it does not stop there. When partnering with Kuboid, you will have on-going access to our dedicated aftercare service, providing access to the latest industry trends and insights, sales and marketing support, as well as future build enhancements and restoration advice, ensuring your self storage facility continues to thrive.



# Why

## invest in self storage

Over recent years, the self storage industry has become very popular across the UK & Europe, proving to be a resilient and robust investment for many businesses and entrepreneurs. Whether it's a new business venture or the expansion of an existing facility, there is a wide range of benefits that make this industry a particularly attractive choice amongst many.

**Return on investment** – Transforming an existing property into a self storage facility can increase the overall property yield, and in turn, return exceptional returns.

**Low maintenance** - Requiring minimal maintenance, a self storage facility uses durable and long-lasting products and has minimal footfall which means that the general upkeep of the facility is minimal.

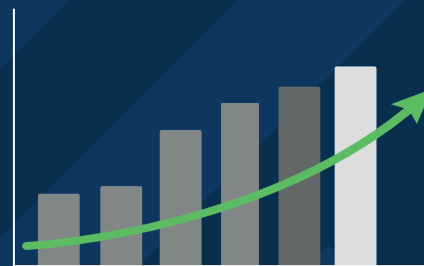
**Maximise every inch** - Due to the wide range of innovative storage solutions available, no matter the size or footprint of your space, storage capacity can be maximised to its full potential.

**Low staff requirement** – Many self storage facilities operate with a minimum of one or two members of staff, with some automated facilities only requiring security, which further reduces headcount.

No matter the size of your space, the self storage industry continues to demonstrate its on-going benefits, with a many operators reaping the rewards of running a successful facility.



Average rental rate  
(ARR) has increased  
**by 9%**  
in the last 12 months  
to £26.13 per sq. ft.  
(record high)



**51%**

of the public have a good awareness of self storage



Churn rate has fallen from  
**118% to 76%** (record low)



of operators decreased the level  
of discounts being made in 2021



Industry annual turnover  
has increased by 4.5% to  
**£930 million**

**44%**

of people would be comfortable  
using an automated store



Record high 83.3% occupancy rate on current lettable space



## Kuboid transform spaces for small first time operators to larger corporate chains with multiple facilities.

We have proudly been trusted to deliver over seven hundred self storage projects across the UK and Europe over the last 17 years, transforming a range of spaces into profitable self storage facilities.

Having worked with a wide range of customers including private equity firms, national self storage chains, as well as landowners and entrepreneurs, we pride ourselves on the close relationship we build. We ensure that our customers have the knowledge and tools required to launch and maintain a successful self storage facility.



**BOX**  
OPSLAG

**Guardian**  
SELF STORE



**Admiral**  
SELF STORAGE

**SUTTON  
MADDOCK**  
SELF STORAGE

load n lock  
storage

**GATWICK**  
SELF STORAGE

**nesta**





**safestore**



With an enviable reputation for exceeding expectations, don't just take our word for it, scan the QR code for a first-hand account from our customers.



## ARDEN SELF STORAGE CASE STUDY

## Arden Self Storage is 100 per cent let and delivering an exceptionally high return

**Location:** Solihull, England  
**Range of Unit Sizes:** 25 sq ft to 100 sq ft  
**Door Colour:** Forest Green  
**Door Trim Colour:** White

**Scope of works:** Partitioning, mezzanine, fire protection, electrics, stairs and floor painting.

Farmer, Robert Cooks, diversified into self storage by repurposing some of his land in 2007, when his existing revenue stream from producing milk became unprofitable. A few years later, due to customer demand, he wanted to add an extension to the facility and invited four companies to tender. Kuboid impressed him the most due to the high level of experience and the can-do attitude of the team.

Kuboid conducted a site survey and designed a self storage solution to maximise the available space for the best return. This included the various unit sizes and partition system, positioning of mezzanines and stairs, fire regulations, automatic lighting and security. Each unit is alarmed and customers have their own keypad number for 24/7 access.

Robert was impressed by the team's commitment in delivering the job to the highest standards, on time, and within budget.

Today Arden Self Storage is 100% let and is generating a far higher return on investment compared to farming. Robert says he and his wife have a much better quality of life, with weekends and bank holidays freed up. The financial security has put his family in good stead for the next two generations.

"I would recommend Kuboid. They deliver on time, give great support, and are competitive. They stick to what they say. I don't know how any other company could have helped us at Arden Self Storage better than Kuboid did."

*Robert Cooks  
Owner, Arden Self Storage*





## BOXX OPSLAG CASE STUDY

## BOXX chooses Kuboid for further nationwide expansion

**Location:** Amsterdam, Netherlands

**Range of Unit Sizes:** 3m<sup>3</sup> to 12m<sup>3</sup>

**Door Colour:** Navy Blue and Goosewing Grey

**Door Trim Colour:** White

**Scope of works:** Partitioning system, swing and roller doors, soffit panels, security mesh, corner and kicker guards.

BOXX is one of Netherlands' top three self storage companies, with 16 locations nationwide, and five facilities in Amsterdam alone, which are all fully booked.

Due to the complex scope of services and products required, BOXX were searching for an experienced and flexible delivery partner not only capable of working across multiple sites at the same time, but who could also meet their strict deadlines. After impressing managing director Erwin Freer with the smooth delivery of a single facility, Kuboid were appointed to roll out further facilities across the Netherlands. Scope of works included site surveys and drawings, and the manufacturing, delivery, and installation of the partitioning systems including unit dividing partitions, corridor panels, lining panels, doors, mesh, door trims, latches, corner guards, kicker guards, and soffit panels.

Erwin was most impressed by Kuboid's professionalism and ability to get on with the job: "It's great to see they are the first supplier that doesn't need my management time."

Today BOXX's 16 facilities are mostly fully let and generating a high income return. Erwin is now looking to expand the company even further in partnership with Kuboid, with an additional 14 more facilities planned. Benefiting from the highly profitable self storage industry, BOXX aims to retain their position as one of the country's top three self storage operators.

"I have no doubt in my mind that Kuboid will stay as our preferred partner. They are a great company and not afraid to go the extra mile"

*Erwin Freer*  
Owner, BOXX Self Storage





## NESTA STORAGE CASE STUDY

## Nesta and Kuboid continue partnership with delivery of fifth self storage facility

**Location:** Kilbarrack, Ireland  
**Range of Unit Sizes:** 25 sq ft to 200 sq ft  
**Door Colour:** Poppy Red  
**Door Trim Colour:** White

**Scope of works:** Partitions, mezzanine, lockers, 800 individually alarmed units and staircases

Nesta is Ireland's biggest and oldest self storage provider. In 2020 it acquired its fifth site, the former headquarters of a car parts distributor in Kilbarrack. The warehouse was in the right location close to a residential area but needed a lot of work both inside and out.

Nesta chose Kuboid to deliver this latest facility as we had worked together on their previous self storage schemes and had a strong relationship. We sent a dedicated team to Ireland to deliver the project, which included 800 individually alarmed storage units, lockers, mezzanine, and staircases. Collaborating closely with Nesta, we oversaw the site survey, design, planning permission, construction, and aftercare.

The facility has beaten Nesta's expectations. The first phase was expected to reach 80 per cent occupancy within 18-24 months but it just took nine months. Kuboid were quickly

re-appointed to deliver the second phase. Nesta credit Kuboid for not only delivering a quality product on time and to budget, but for also being a big part of their overall growth over the last 3-5 years.

"Kuboid's customer service is excellent. We have built a great relationship with the team and we're on first name terms. My biggest fear initially was that they were based in the UK and we're in Ireland and how that relationship would form. But it was totally fine"

*Lydia Finn  
Commercial Manager, Nesta*



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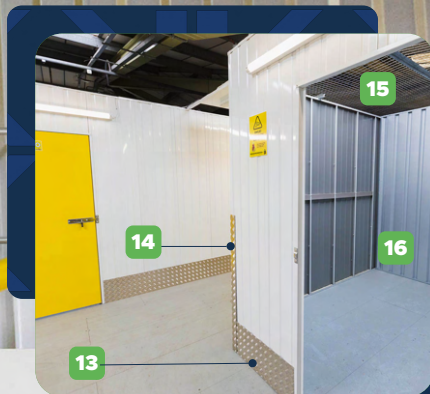
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### Products

1. Colour branded lifts
2. Motion sensor lights
3. Single swing door
4. Staircase
5. Soffit panels
6. Smoke detector
7. Mezzanine floor
8. External partition
9. Wall guard
10. Double swing door
11. Security system
12. Paris latch
13. Kicker guard
14. Corner guard
15. Security mesh
16. Internal partition

Offering a comprehensive range of quality products and solutions, ideal to suit your self storage needs and requirements.

Our flexible self storage solutions range from mezzanine floors and stacker systems, to Kubox portable storage units and compact lockers, allowing you to maximise every available inch of your space.

Whether you are looking for an all-in-one comprehensive design and build service or simply require product supply only, we have the resources and expertise to deliver.





## Partitions

Our durable, high-gloss white partitions form the base structure of each storage unit and provide a fantastic first impression for your customers.

- High-tensile making them dent-resistant
- Fixings safely hidden inside U-Channels
- High quality corrosion-resistant materials
- Long-lasting with minimal maintenance



## Doors

All our doors are manufactured entirely from steel with strength and durability in mind and are available in a range of colours to complement your facility's brand identity.

- Swing door and roller door options
- Available in range of standard and bespoke sizes
- Long lasting with limited maintenance
- Extensive product warranty

We also offer a range of industry latches, providing maximum security and protection for your customers' items.



## Mezzanines

Our mezzanine floors offer an effective solution for creating additional space and can easily double the floor area of your facility to maximise your storage capacity.

- Double your floor space to create extra revenue
- Freestanding, to reduce the cost of building rates (only applies in the UK)
- High strength and durable
- Low maintenance



## Stacker Systems

Stacker systems are perfect when a full mezzanine floor is not practical. They can be installed on top of an existing foundation to increase the storage capacity by maximising the available vertical space.

- Add an extra floor without a full mezzanine
- Rolling staircase
- Space saving





### Reception & Offices

First impressions count and, most certainly last. This is why it is crucial that your reception area is warm, and inviting and sets the right tone for the rest of your facility.

- Central hub
- Welcome and greet customers
- Showcase your facilities brand
- Increase revenue by selling add-on products



### Lockers

Available in various sizes, lockers are a great way to fill small areas and maximise space, and are particularly popular with students to store goods out of term time.

- Quick and easy to install on site
- Modular in design utilising small spaces
- Ability to stack lockers
- Available in a range of different heights
- A range of colour options available



## Portable Storage Units

Easy to install and relocate the Kubox is a portable, robust and secure storage unit, providing valuable additional rental income for many operators.

- Turn space into additional revenue
- Supplied flat-packed or pre-assembled
- Available in 4 standard sizes for quick delivery
- No planning permission required
- Contemporary design, alternative to shipping containers
- A cost-effective solution that offers a quick return on investment



## External Storage Units

Whether you're new to the industry, want to start small, or have unused land that you want to utilise, our external storage units provide a flexible and cost-effective solution.

As your internal space reaches capacity, external self storage units are a popular additional storage solution that allows you to maximise the usable floor area.

- Perfect for utilising unused land
- Available in a range of options and colours
- Maximise your lettable space and rental income

## Security & Safety



### Paris Latch

Available for both swing and roller doors, our Paris latch offers flexibility with uncompromised protection, guaranteed to provide maximum security.



### Berlin Latch

Designed to be used on swing doors, Berlin latches are unintrusive, whilst providing a secure solution that effectively protects your customers belongings.



### Automation

As technology continues to evolve, automated locks have become an increasingly popular choice. Automated access control allows facilities to reduce overall running costs by minimising the need for additional onsite staff and thus maximise profits.



### Access Control

Keep your premises safe at all times with our self storage Access Control Systems, putting you in control of who is on site, where they can access, and at what times.



### Security

Using the very last HD vision technology and giving total visual security allowing 24/7 viewing worldwide through your mobile device.



### Fire Protection

We provide installation of a wide variety of ceiling tiles and system grid protection, conforming to each buildings international regulations.



### Security Mesh

Provides security to storage units underneath raised ceilings and conforms to fire safety regulations for smoke ventilation.

## Accessories & Additional Services



### Kicker & Wall Guards

Providing protection against trolley damage to corridors, our kicker and wall guards are available in Chequer Plate Aluminium, Bright Propeller Plate Aluminium or Galvanised Steel, with a standard height of 300 mm or any height up to a maximum of 1,250 mm.



### Corner Guards

Available in Chequer Plate Aluminium, Bright Propeller Plate Aluminium or Galvanised Steel, corner guards have a standard height of 1,250 mm and can also be increased to the height of a full partition system if required.



### Soffit Panels

Fitted in corridors below high roof voids, soffit panels not only reduce the amount of lighting required but also can eliminate the need for expensive cable trunking and hide unsightly roofs. Standard size 800 x 2,500 mm.



### Lifts

Whether you're looking for Goods Only or Full Passenger we can provide a wide variety of tailor made lifts to suit your requirements.



### Electrical Installations

Conducting all general lighting, emergency lighting and smoke detection installations, our fitters are fully accredited and certified through NICEIC recognition.



### Floor Painting

Applying a sealant protection to your concrete floor and decking boards, painted floors also enhance the look and feel of your self storage facility.

We offer a wide range of additional accessories and services to help **take your self storage facility to the next level**



## Have a project in mind?

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🌐 [kuboid.co.uk](http://kuboid.co.uk)

Contact our expert team today to discuss your self storage design and build requirements in more detail, or to make an appointment to visit our showroom.

Find us on: [!\[\]\(d66ff64371a51729ac8c1cdaa685ba6f\_img.jpg\)](#) [!\[\]\(0f31ebba7abcd47777e178db26f29705\_img.jpg\)](#) [!\[\]\(63ea948177b1bcc486b2b76d20d5fb69\_img.jpg\)](#) [!\[\]\(886f7dced1265a6d438eca0881817b40\_img.jpg\)](#) [!\[\]\(bb381b56be27580041e232a6cbb04464\_img.jpg\)](#)







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