LifeStorage

Financial Supplement

Q3 • 2020

Table of Contents

Analyst Coverage 1

Earnings Release Text 2

Balance Sheet Data 7

Consolidated Statements of Operations 8

Computation of Funds from Operations (FFO) 9

Same Store Data (Quarter) 10

Same Store Data (Year) 11

Other Data 11

Consolidated Balance Sheet – Trailing Five Quarters 13

Consolidated Statements of Operations – Trailing Five Quarters 14

Same Store Data – Trailing Five Quarters 15

Funds From Operations – Trailing Five Quarters 16

Debt Maturity Schedule, Debt Covenants & Related Data 17

Same Store Performance by Market and Other Data 18

Certificate of Occupancy & Lease-up Performance 19

Unconsolidated Joint Venture Detail 20

Capital Structure 21

Life Storage Property Locations 22

Return to TOC

Analyst Coverage

Bank of America Securities	Jeffrey Spector
BMO Capital Markets	Juan Sanabria
Citigroup	Michael Bilerman / Smedes Rose
Evercore ISI	Steve Sakwa / Samir Khanal
Green Street Advisors	Spenser Allaway
Jefferies Group LLC	Jonathan Petersen
KeyBanc Capital Markets	Todd Thomas
Raymond James & Associates, Inc.	Jonathon Hughes
Stifel Nicolaus	Steve Manaker
Truist Securities	Ki Bin Kim
Wells Fargo Securities LLC	Todd Stender

FOR IMMEDIATE RELEASE
November 5, 2020

Life Storage, Inc. Reports Third Quarter Results

Buffalo, NY, November 5, 2020 – Life Storage, Inc. (NYSE:LSI), a leading national owner and operator of self-storage properties, reported operating results for the quarter ended September 30, 2020.

Highlights for the Third Quarter Included:

- Generated net income attributable to common shareholders of $37.1 million, or $0.78 per fully diluted common share.
- Achieved adjusted funds from operations ("FFO")(1) per fully diluted common share of $1.52, a 4.1% increase over the same period in 2019.
- Increased same store revenue by 1.2% and same store net operating income ("NOI")(2) by 0.4%, year-over-year.
- Achieved 11th straight quarter of less than 1% year-over-year growth of same store operating expense (excluding property taxes).
- Acquired 25 stabilized stores from two of our joint ventures for a total valuation of $326.7 million.
- Added 30 stores to the Company's third-party management platform.
- Completed a $400 million offering of 2.2% Senior Unsecured Notes due 2030.
- Bolstered Warehouse Anywhere's ecommerce solution through a partnership with Deliverr, a leading technology-enabled fulfillment organization, with the build-out of a micro-fulfillment center in Las Vegas and a second planned in Chicago.

Joe Saffire, the Company's Chief Executive Officer, stated, "We had a great quarter on many fronts. Our stores returned to positive top line revenue and NOI growth. We achieved record third quarter same store occupancy, up 290 basis points year-over-year at quarter end. We acquired 25 stores from two of our strategic joint venture partners and our acquisition pipeline remains robust. We added 30 stores to our third-party management platform as owners are drawn to our technology platforms and peer-leading same store performance. Our B2B platform, Warehouse Anywhere, achieved several positive customer pilot outcomes. And our balance sheet and liquidity position remain strong and support our ability to execute on our strategic initiatives."

COVID-19 PANDEMIC:

The COVID-19 global health crisis and related economic disruption has had an adverse effect on the Company's year-to-date financial results in 2020. However, the Company experienced several positive trends in the third quarter and October, which include:

- Same store move-ins were 11.0% higher and same store move-outs were 7.7% lower in the third quarter of 2020 than the same period last year, resulting in weighted average quarterly occupancy of 93.0% compared to 90.7% in the third quarter of 2019. Same store occupancy was 93.2% at both September 30, 2020 and October 31, 2020.
- The impact of delayed auctions continued to decrease as auction activities have resumed in nearly all markets. Had normal auction activity occurred, the Company estimates same store occupancy would have been approximately 92.5% as of September 30, 2020 and 92.8% at October 31, 2020.
- Cash collection rates have returned to pre-COVID-19 levels.

FINANCIAL RESULTS:

In the third quarter of 2020, the Company generated net income attributable to common shareholders of $37.1 million or $0.78 per fully diluted common share, compared to net income attributable to common shareholders of $140.0 million, or $2.99 per fully diluted common share, in the third quarter of 2019. Net income in the same quarter last year benefited from a $100.2 million gain on sale of storage facilities.

Funds from operations for the quarter were $1.49 per fully diluted common share compared to $1.46 for the same period last year. After adjusting for the $1.5 million impact of uninsured damages and customer reinsurance claims associated with hurricane damage in September 2020, adjusted FFO per fully diluted common share for the quarter was $1.52, compared to $1.46 for the quarter ended September 30, 2019.

OPERATIONS:

Same store revenues for the stabilized stores wholly owned by the Company since December 31, 2018 increased 1.2% from the third quarter of 2019. The increase resulted from the net impact of a 230 basis point increase in average occupancy and a 2.4% decline in realized rental rates.

Same store operating expenses increased 2.7% for the third quarter of 2020 compared to the prior year period, the result of increased real estate taxes and internet marketing costs. The increases were offset by decreases in payroll and benefits, repair and maintenance, utilities, advertising, insurance and office and other operating expenses. This is the eighth straight quarter of declining payroll and benefits when comparing to the same period of the prior year. Same store NOI increased 0.4% in the third quarter of 2020 as compared to the third quarter of 2019.

The Company's 2020 same store pool consists of the 515 stabilized stores wholly owned since December 31, 2018. Two stores that were damaged from hurricanes in September 2020 were removed from the same store pool in the third quarter. Twenty-two of the stores purchased through December 31, 2019 at certificate of occupancy or that were in the early stages of lease-up are not included, regardless of their current occupancies. The Company believes that occupancy levels achieved during the lease-up period, using discounted rates, are not truly indicative of a new store's performance, and therefore do not result in a meaningful year-over-year comparison in future years. The Company will include such stores in its same store pool in the second year after the stores achieve 80% sustained occupancy using market rates and incentives.

PORTFOLIO TRANSACTIONS:

During the quarter, the Company acquired 25 stabilized stores in New Jersey (6), Ohio (6), Texas (5), Pennsylvania (4), Florida (3), and Georgia (1) for a total purchase price of $326.7 million. Seventeen of the properties were acquired from Sovran HHF Storage Holdings LLC, a joint venture in which the Company has a 20% common interest, and eight of the properties were acquired from Sovran HHF Storage Holdings II LLC, a joint venture in which the Company has a 15% common interest. The net investment to acquire the properties was $295.3 million.

During the third quarter, the Company entered into contracts to acquire three self-storage facilities in Missouri, New Jersey, and New York for an aggregate purchase price of $37.9 million. Subsequent to September 30, 2020, the Company entered into contracts to acquire five self-storage facilities in Florida (2), South Carolina (2) and California (1) for an aggregate purchase price of $59.6 million. The purchases of these facilities are subject to customary conditions to closing, and there is no assurance that any of these facilities will be acquired.

THIRD-PARTY MANAGEMENT:

The Company continues to aggressively and profitably grow its third-party management platform. During the quarter, the Company added 30 stores. As of quarter end, the Company managed 317 facilities in total, including those in which it owns a minority interest.

FINANCIAL POSITION:

At September 30, 2020, the Company had approximately $110.2 million of cash on hand, and approximately $500 million available on its line of credit.

On September 23, 2020, the Company completed an offering of $400 million aggregate principal amount of 2.2% Senior Unsecured Notes due 2030. The proceeds were used to fund a portion of the 25-store portfolio acquisition noted above, for general corporate purposes and to fund the October 2020 repayment of a $100 million term note due August 2021 and a related $4.0 million make-whole expense.

During the three months ended September 30, 2020, the Company issued 1,285,546 shares of common stock under its continuous equity offering program at a weighted average issue price of $105.51 per share, generating net proceeds after expenses of $134.2 million.

Below are key financial ratios at September 30, 2020:

- Debt to Enterprise Value (at $105.27/share) 31.2%
- Debt to Book Cost of Storage Facilities 44.4%
- Debt to Recurring Annualized EBITDA 5.8x
- Debt Service Coverage 4.3x

COMMON STOCK DIVIDEND:

Subsequent to quarter end, the Company's Board of Directors approved a quarterly dividend of $1.07 per share, or $4.28 annualized. The dividend was paid on October 26, 2020 to shareholders of record on October 13, 2020.

YEAR 2020 EARNINGS GUIDANCE:

Continued uncertainties resulting from the ongoing COVID-19 pandemic and related economic disruption across the country and its impact on customer demand in individual markets, continue to make it challenging to provide an outlook and guidance with reasonable accuracy. However, the Company believes it is well positioned to continue to strengthen its share of the resilient self-storage markets it serves due to its disciplined business model and a strong balance sheet to support its strategic initiatives.

The Company will continue with suspension of quantitative guidance and revisit this practice next quarter.

FORWARD LOOKING STATEMENTS:

When used in this news release, the words “intends,” “believes,” “expects,” “anticipates,” and similar expressions are intended to identify “forward-looking statements” within the meaning of that term in Section 27A of the Securities Act of 1933 and in Section 21E of the Securities Exchange Act of 1934. Such forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, performance or achievements of the Company to be materially different from those expressed or implied by such forward-looking statements. Such factors include, but are not limited to, the effect of competition from new self-storage facilities, which would cause rents and occupancy rates to decline; risks associated with the COVID-19 global health crisis or similar events, including but not limited to (i) the impact to the health of our employees and/or customers, (ii) the negative impacts to the economy and to self-storage customers which could reduce the demand for self-storage or reduce our ability to collect rent, (iii) reducing or eliminating our ability to increase rents charged to our current or future customers, (iv) limiting our ability to collect rent from or evict past due customers, (v) we could see an increase in move-outs of longer-term customers due to the economic uncertainty and significant rise in unemployment resulting from the COVID-19 global health crisis which could lead to lower occupancies and reduced average rental rates as longer-term customers are replaced with new customers at lower rates, and (vi) potential negative impacts on the cost and availability of debt and equity which could have a negative impact on our capital and growth plans; the Company’s ability to evaluate, finance and integrate acquired self-storage facilities into the Company’s existing business and operations; the Company’s ability to effectively compete in the industry in which it does business; the Company’s existing indebtedness may mature in an unfavorable credit environment, preventing refinancing or forcing refinancing of the indebtedness on terms that are not as favorable as the existing terms; interest rates may fluctuate, impacting costs associated with the Company’s outstanding floating rate debt; the Company’s ability to comply with debt covenants; any future ratings on the Company’s debt instruments; regional concentration of the Company’s business may subject it to economic downturns in the states of Florida and Texas; the Company’s reliance on its call center; and tax law changes that may change the taxability of future income.

CONFERENCE CALL:

Life Storage will hold its Third Quarter Earnings Release Conference Call at 9:00 a.m. Eastern Time on Friday, November 6, 2020. To help avoid connection delays, participants are encouraged to pre-register using this link. Anyone unable to pre-register may access the conference call at 844-707-6940 (domestic) or 412-317-5702 (international). Management

will accept questions from registered financial analysts after prepared remarks; all others are encouraged to listen to the call via webcast by accessing the investor relations tab at lifestorage.com. The webcast will be archived for a period of six months.

ABOUT LIFE STORAGE, INC:

Life Storage, Inc. is a self-administered and self-managed equity REIT that is in the business of acquiring and managing self-storage facilities. Located in Buffalo, New York, the Company operates more than 900 storage facilities in 30 states and in the province of Ontario, Canada. The Company serves both residential and commercial storage customers with storage units rented by month. Life Storage consistently provides responsive service to approximately 500,000 customers, making it a leader in the industry. For more information visit http://invest.lifestorage.com.

Contact:
Life Storage, Inc.
David Dodman
(716) 229-8284
ddodman@lifestorage.com

Life Storage, Inc.

Balance Sheet Data

(unaudited)

(dollars in thousands)	September 30, 2020	December 31, 2019
Assets		
Investment in storage facilities:		
Land	$ 937,030	$ 884,235
Building, equipment and construction in progress	4,263,222	3,865,238
	5,200,252	4,749,473
Less: accumulated depreciation	(842,592)	(756,333)
Investment in storage facilities, net	4,357,660	3,993,140
Cash and cash equivalents	110,247	17,458
Accounts receivable	13,970	12,218
Receivable from joint ventures	3,223	1,302
Investment in joint ventures	143,633	154,984
Prepaid expenses	10,601	7,771
Intangible asset - in-place customer leases	5,685	2,910
Trade name	16,500	16,500
Other assets	27,536	26,681
Total Assets	$ 4,689,055	$ 4,232,964
Liabilities		
Line of credit	$ -	$ 65,000
Term notes, net	2,254,783	1,858,271
Accounts payable and accrued liabilities	107,980	103,942
Deferred revenue	16,204	11,699
Mortgages payable	34,352	34,851
Total Liabilities	2,413,319	2,073,763
Noncontrolling redeemable Operating Partnership Units at redemption value	25,848	26,307
Equity		
Common stock	482	467
Additional paid-in capital	2,533,402	2,376,723
Accumulated deficit	(278,726)	(238,338)
Accumulated other comprehensive loss	(5,270)	(5,958)
Total Shareholders' Equity	2,249,888	2,132,894
Total Liabilities and Shareholders' Equity	$ 4,689,055	$ 4,232,964

Life Storage, Inc.

Consolidated Statements of Operations

(unaudited)

(dollars in thousands, except share data)	July 1, 2020 to September 30, 2020	July 1, 2019 to September 30, 2019	January 1, 2020 to September 30, 2020	January 1, 2019 to September 30, 2019
Revenues				
Rental income	$ 135,965	$ 128,565	$ 393,701	$ 381,625
Other operating income	15,827	13,260	43,458	35,405
Management and acquisition fee income	4,518	3,809	13,107	10,156
Total operating revenues	156,310	145,634	450,266	427,186
Expenses				
Property operations and maintenance	36,199	32,215	101,297	96,809
Real estate taxes	17,729	16,116	52,751	48,427
General and administrative	13,369	11,554	38,498	34,401
Payments for rent	-	75	-	358
Depreciation and amortization	31,960	26,055	86,524	77,561
Amortization of in-place customer leases	1,058	799	3,811	1,678
Total operating expenses	100,315	86,814	282,881	259,234
Gain on sale of storage facilities	-	100,222	-	100,222
Gain on sale of real estate	-	-	302	1,076
Income from operations	55,995	159,042	167,687	269,250
Other income (expense)				
Interest expense **(A)**	(20,544)	(19,760)	(61,056)	(56,339)
Interest income	8	289	14	340
Equity in income of joint ventures	1,829	1,175	3,915	3,095
Net income	37,288	140,746	110,560	216,346
Net income attributable to noncontrolling interests in the Operating Partnership	(193)	(744)	(576)	(1,148)
Net income attributable to common shareholders	$ 37,095	$ 140,002	$ 109,984	$ 215,198
Earnings per common share attributable to common shareholders - basic	$ 0.78	$ 3.00	$ 2.34	$ 4.62
Earnings per common share attributable to common shareholders - diluted	$ 0.78	$ 2.99	$ 2.34	$ 4.61
Common shares used in basic earnings per share calculation	47,223,842	46,586,030	46,915,323	46,577,704
Common shares used in diluted earnings per share calculation	47,299,906	46,657,105	46,985,647	46,641,673
Dividends declared per common share	$ 1.07	$ 1.00	$ 3.21	$ 3.00

(A) Interest expense for the period ending September 30 consists of the following

Interest expense	$ 19,948	$ 19,146	$ 59,258	$ 54,625
Amortization of debt issuance costs	596	614	1,798	1,714
Total interest expense	$ 20,544	$ 19,760	$ 61,056	$ 56,339

Return to TOC

Life Storage, Inc.

Computation of Funds From Operations (FFO) [1]

(unaudited)

(dollars in thousands, except share data)	July 1, 2020 to September 30, 2020	July 1, 2019 to September 30, 2019	January 1, 2020 to September 30, 2020	January 1, 2019 to September 30, 2019
Net income attributable to common shareholders	$ 37,095	$ 140,002	$ 109,984	$ 215,198
Noncontrolling interests in the Operating Partnership	193	744	576	1,148
Depreciation of real estate and amortization of intangible assets exclusive of debt issuance costs	32,417	26,269	88,557	77,797
Depreciation and amortization from unconsolidated joint ventures	1,024	1,598	4,502	4,468
Gain on sale of storage facilities	-	(100,222)	-	(100,222)
Funds from operations allocable to noncontrolling interest in Operating Partnership	(367)	(360)	(1,060)	(1,055)
Funds from operations available to common shareholders	70,362	68,031	202,559	197,334
FFO per share - diluted	$ 1.49	$ 1.46	$ 4.31	$ 4.23
Adjustments to FFO				
Uninsured damages and customer reinsurance claims, net	$ 1,546	$ -	$ 1,546	$ -
Lawsuit settlement	$ -	$ -	$ -	(1,651)
Gain on sale of land	-	-	(302)	(1,076)
Acquisition fee	-	-	(217)	-
Costs related to officer's retirement	-	-	-	443
Funds from operations resulting from non-recurring items allocable to noncontrolling interest in Operating Partnership	(8)	-	(5)	12
Adjusted funds from operations available to common shareholders	71,900	68,031	203,581	195,062
Adjusted FFO per share - diluted	$ 1.52	$ 1.46	$ 4.33	$ 4.18
Common shares - diluted	47,299,906	46,657,105	46,985,647	46,641,673

Life Storage, Inc.

Computation of Net Operating Income [2]

(unaudited)

(dollars in thousands)	July 1, 2020 to September 30, 2020	July 1, 2019 to September 30, 2019	January 1, 2020 to September 30, 2020	January 1, 2019 to September 30, 2019
Net Income	$ 37,288	$ 140,746	$ 110,560	$ 216,346
General and administrative	13,369	11,554	38,498	34,401
Payments for rent	-	75	-	358
Depreciation and amortization	33,018	26,854	90,335	79,239
Gain on sale of storage facilities	-	(100,222)	-	(100,222)
Gain on sale of real estate	-	-	(302)	(1,076)
Interest expense	20,544	19,760	61,056	56,339
Interest income	(8)	(289)	(14)	(340)
Equity in income of joint ventures	(1,829)	(1,175)	(3,915)	(3,095)
Net operating income	$ 102,382	$ 97,303	$ 296,218	$ 281,950
Same store (4)	$ 84,303	$ 83,949	$ 243,549	$ 241,594
Net operating income related to tenant reinsurance	7,059	6,768	21,254	19,286
Other stores and management fee income	11,020	6,586	31,415	21,070
Total net operating income	$ 102,382	$ 97,303	$ 296,218	$ 281,950

Life Storage, Inc.

Quarterly Same Store Data [3] [4] 515 mature stores owned since 12/31/18

(unaudited)

(dollars in thousands)	July 1, 2020 to September 30, 2020	July 1, 2019 to September 30, 2019	Change	Percentage Change
Revenues:				
Rental income	$ 124,614	$ 123,162	$ 1,452	1.2%
Other operating income	1,781	1,764	17	1.0%
Total operating revenues	126,395	124,926	1,469	1.2%
Expenses:				
Payroll and benefits	9,218	9,460	(242)	-2.6%
Real estate taxes	16,209	15,241	968	6.4%
Utilities	4,085	4,359	(274)	-6.3%
Repairs and maintenance	3,564	3,583	(19)	-0.5%
Office and other operating expense	3,751	3,817	(66)	-1.7%
Insurance	1,466	1,478	(12)	-0.8%
Advertising	62	113	(51)	-45.1%
Internet marketing	3,737	2,926	811	27.7%
Total operating expenses	42,092	40,977	1,115	2.7%
Net operating income (2)	$ 84,303	$ 83,949	$ 354	0.4%
QTD Same store move ins	55,365	49,859	5,506	
QTD Same store move outs	51,043	55,325	(4,282)	

Other Comparable Quarterly Same Store Data (4)

(unaudited)

	July 1, 2020 to September 30, 2020	July 1, 2019 to September 30, 2019	Change	Percentage Change
2019 Same store pool (502 stores)				
Revenues	$ 123,760	$ 122,404	$ 1,356	1.1%
Expenses	41,000	39,929	1,071	2.7%
Net operating income	$ 82,760	$ 82,475	$ 285	0.3%
2018 Same store pool (486 stores)				
Revenues	$ 119,378	$ 118,137	$ 1,241	1.1%
Expenses	39,318	38,400	918	2.4%
Net operating income	$ 80,060	$ 79,737	$ 323	0.4%

Return to TOC

Life Storage, Inc.

Year to Date Same Store Data [3] [4] 515 mature stores owned since 12/31/18

(unaudited)

(dollars in thousands)	January 1, 2020 to September 30, 2020	January 1, 2019 to September 30, 2019	Change	Percentage Change
Revenues:				
Rental income	$ 363,209	$ 360,660	$ 2,549	0.7%
Other operating income	4,641	5,155	(514)	-10.0%
Total operating revenues	367,850	365,815	2,035	0.6%
Expenses:				
Payroll and benefits	27,879	29,353	(1,474)	-5.0%
Real estate taxes	48,436	45,697	2,739	6.0%
Utilities	10,738	11,699	(961)	-8.2%
Repairs and maintenance	10,801	12,692	(1,891)	-14.9%
Office and other operating expense	10,838	11,696	(858)	-7.3%
Insurance	4,407	4,431	(24)	-0.5%
Advertising	186	708	(522)	-73.7%
Internet marketing	11,016	7,945	3,071	38.7%
Total operating expenses	124,301	124,221	80	0.1%
Net operating income (2)	$ 243,549	$ 241,594	$ 1,955	0.8%
YTD Same store move ins	152,499	148,987	3,512	
YTD Same store move outs	135,953	147,009	(11,056)	

Life Storage, Inc.

Other Data - unaudited

	Same Store (3)		All Stores (5)	
	2020	2019	2020	2019
Weighted average quarterly occupancy	93.0%	90.7%	92.3%	89.2%
Occupancy at September 30	93.2%	90.3%	92.4%	88.8%
Rent per occupied square foot	$14.43	$14.79	$14.44	$14.71

Life Storage, Inc.
Other Data - unaudited (continued)

Investment in Storage Facilities: (unaudited)

The following summarizes activity in storage facilities during the nine months ended September 30, 2020:

Beginning balance	$	4,749,473
Property acquisitions		413,022
Improvements and equipment additions:		
Expansions		31,650
Roofing, paving, and equipment:		
Stabilized stores		12,191
Recently acquired stores		47
Change in construction in progress (Total CIP $22.4 million)		(5,884)
Dispositions and Impairments		(247)
Storage facilities at cost at period end	$	5,200,252

Comparison of Selected G&A Costs (unaudited)

	Quarter Ended	
	September 30, 2020	September 30, 2019
Management and administrative salaries and benefits	$ 7,792	$ 6,557
Training	173	296
Call center	814	744
Life Storage Solutions costs	205	255
Income taxes	961	490
Legal, accounting and professional	945	944
Other administrative expenses (6)	2,479	2,268
	$ 13,369	$ 11,554

Net rentable square feet	September 30, 2020
Wholly owned properties	42,689,838
Joint venture properties	6,701,445
Third party managed properties	16,463,115
	65,854,398

	September 30, 2020	September 30, 2019
Common shares outstanding	48,199,008	46,656,891
Operating Partnership Units outstanding	243,966	247,466

(1) We believe that Funds from Operations ("FFO") provides relevant and meaningful information about our operating performance that is necessary, along with net earnings and cash flows, for an understanding of our operating results. FFO adds back historical cost depreciation, which assumes the value of real estate assets diminishes predictably in the future. In fact, real estate asset values increase or decrease with market conditions. Consequently, we believe FFO is a useful supplemental measure in evaluating our operating performance by disregarding (or adding back) historical cost depreciation.

Funds from operations is defined by the National Association of Real Estate Investment Trusts, Inc. ("NAREIT") as net income available to common shareholders computed in accordance with generally accepted accounting principles ("GAAP"), excluding gains or losses on sales of properties, plus impairment of real estate assets, plus depreciation and amortization and after adjustments to record unconsolidated partnerships and joint ventures on the same basis. We believe that to further understand our performance, FFO should be compared with our reported net income and cash flows in accordance with GAAP, as presented in our consolidated financial statements.

Our computation of FFO may not be comparable to FFO reported by other REITs or real estate companies that do not define the term in accordance with the current NAREIT definition or that interpret the current NAREIT definition differently. FFO does not represent cash generated from operating activities determined in accordance with GAAP, and should not be considered as an alternative to net income (determined in accordance with GAAP) as an indication of our performance, as an alternative to net cash flows from operating activities (determined in accordance with GAAP) as a measure of our liquidity, or as an indicator of our ability to make cash distributions.

(2) Net operating income or "NOI" is a non-GAAP (generally accepted accounting principles) financial measure that we define as total continuing revenues less continuing property operating expenses. NOI also can be calculated by adding back to net income: interest expense, impairment and casualty losses, operating lease expenses, depreciation and amortization expense, any losses on sale of real estate, acquisition related costs, general and administrative expense, and deducting from net income: income from discontinued operations, interest income, any gains on sale of real estate, and equity in income of joint ventures. We believe that NOI is a meaningful measure to investors in evaluating our operating performance, because we utilize NOI in making decisions with respect to capital allocations, in determining current property values, and in comparing period-to-period and market-to-market property operating results. Additionally, NOI is widely used in the real estate industry and the self-storage industry to measure the performance and value of real estate assets without regard to various items included in net income that do not relate to or are not indicative of operating performance, such as depreciation and amortization, which can vary depending on accounting methods and book value of assets. NOI should be considered in addition to, but not as a substitute for, other measures of financial performance reported in accordance with GAAP, such as total revenues, operating income and net income.

(3) Includes the stores owned and/or managed by the Company for the entire periods presented that are consolidated in our financial statements. Does not include unconsolidated joint ventures or other stores managed by the Company.

(4) Revenues and expenses do not include items related to tenant reinsurance.

(5) Does not include unconsolidated joint venture stores or other stores managed by the Company.

(6) Other administrative expenses include office rent, travel expense, investor relations and miscellaneous other expenses.

Life Storage, Inc.

Trailing Five Quarter Information
Consolidated Balance Sheet
(unaudited)

(dollars in thousands)	September 30, 2020	June 30, 2020	March 31, 2020	December 31, 2019	September 30, 2019
Assets					
Investment in storage facilities:					
Land	$ 937,030	$ 904,475	$ 904,475	$ 884,235	$ 879,662
Building, equipment and construction in progress	4,263,222	3,993,901	3,979,535	3,865,238	3,808,917
	5,200,252	4,898,376	4,884,010	4,749,473	4,688,579
Less: accumulated depreciation	(842,592)	(810,709)	(783,284)	(756,333)	(730,555)
Investment in storage facilities, net	4,357,660	4,087,667	4,100,726	3,993,140	3,958,024
Cash and cash equivalents	110,247	9,518	20,720	17,458	16,371
Accounts receivable	13,970	11,575	11,717	12,218	10,816
Receivable from joint ventures	3,223	797	918	1,302	1,124
Investment in joint ventures	143,633	147,749	147,326	154,984	150,182
Prepaid expenses	10,601	9,761	11,823	7,771	9,523
Intangible asset - in-place customer leases	5,685	1,832	3,282	2,910	3,540
Trade name	16,500	16,500	16,500	16,500	16,500
Other assets	27,536	25,865	26,277	26,681	22,660
Total Assets	$ 4,689,055	$ 4,311,264	$ 4,339,289	$ 4,232,964	$ 4,188,740
Liabilities					
Line of credit	$ -	$ 158,000	$ 183,000	$ 65,000	$ 25,000
Term notes, net	2,254,783	1,859,539	1,858,918	1,858,271	1,857,624
Accounts payable and accrued liabilities	107,980	89,124	81,295	103,942	99,337
Deferred revenue	16,204	14,433	13,244	11,699	10,421
Mortgages payable	34,352	34,519	34,685	34,851	35,016
Total Liabilities	2,413,319	2,155,615	2,171,142	2,073,763	2,027,398
Noncontrolling redeemable Operating Partnership Units at redemption value	25,848	22,968	20,428	26,307	26,024
Equity					
Common stock	482	469	469	467	467
Additional paid-in capital	2,533,402	2,400,382	2,399,311	2,376,723	2,375,816
Accumulated deficit	(278,726)	(262,670)	(246,332)	(238,338)	(234,777)
Accumulated other comprehensive loss	(5,270)	(5,500)	(5,729)	(5,958)	(6,188)
Total Shareholders' Equity	2,249,888	2,132,681	2,147,719	2,132,894	2,135,318
Total Liabilities and Shareholders' Equity	$ 4,689,055	$ 4,311,264	$ 4,339,289	$ 4,232,964	$ 4,188,740

Life Storage, Inc.

Trailing Five Quarter Information
Consolidated Statement of Operations
(unaudited)

(dollars in thousands, except share data)	July 1, 2020 to September 30, 2020	April 1, 2020 to June 30, 2020	January 1, 2020 to March 31, 2020	October 1, 2019 to December 31, 2019	July 1, 2019 to September 30, 2019
Revenues					
Rental income	$ 135,965	$ 128,828	$ 128,907	$ 129,150	$ 128,565
Other operating income	15,827	14,009	13,623	14,286	13,260
Management and acquisition fee income	4,518	4,176	4,413	4,118	3,809
Total operating revenues	156,310	147,013	146,943	147,554	145,634
Expenses					
Property operations and maintenance	36,199	32,247	32,850	33,294	32,215
Real estate taxes	17,729	17,614	17,408	16,634	16,116
General and administrative	13,369	12,223	12,906	12,221	11,554
Operating leases of storage facilities	-	-	-	-	75
Depreciation and amortization	31,960	27,536	27,028	26,638	26,055
Amortization of in-place customer leases	1,058	1,451	1,302	1,253	799
Total operating expenses	100,315	91,071	91,494	90,040	86,814
Gain on sale of storage facilities	-	-	-	4,131	100,222
Gain on sale of real estate	-	-	302	705	-
Income from operations	55,995	55,942	55,751	62,350	159,042
Other income (expense)					
Interest expense	(20,544)	(20,266)	(20,246)	(20,091)	(19,760)
Interest income	8	2	4	2	289
Equity in income of joint ventures	1,829	970	1,116	1,470	1,175
Net income	37,288	36,648	36,625	43,731	140,746
Noncontrolling interests in the Operating Partnership	(193)	(191)	(192)	(230)	(744)
Net income attributable to common shareholders	$ 37,095	$ 36,457	$ 36,433	$ 43,501	$ 140,002
Earnings per common share attributable to common shareholders - basic	$ 0.78	$ 0.78	$ 0.78	$ 0.93	$ 3.00
Earnings per common share attributable to common shareholders - diluted	$ 0.78	$ 0.78	$ 0.78	$ 0.93	$ 2.99
Common shares used in basic earnings per share calculation	47,223,842	46,844,888	46,677,237	46,601,410	46,586,030
Common shares used in diluted earnings per share calculation	47,299,906	46,906,138	46,750,896	46,687,234	46,657,105
Dividends declared per common share	$ 1.07	$ 1.07	$ 1.07	$ 1.00	$ 1.00

Life Storage, Inc.

Trailing Five Quarter Information

Quarterly Same Store Data 515 mature stores owned since 12/31/18

(unaudited)

(dollars in thousands)	July 1, 2020 to September 30, 2020	April 1, 2020 to June 30, 2020	January 1, 2020 to March 31, 2020	October 1, 2019 to December 31, 2019	July 1, 2019 to September 30, 2019
Revenues:					
Rental income	$ 124,614	$ 118,521	$ 120,074	$ 121,345	$ 123,162
Other operating income	1,781	1,411	1,448	1,462	1,764
Total operating revenues	126,395	119,932	121,522	122,807	124,926
Expenses:					
Payroll and benefits	9,218	9,120	9,540	9,511	9,460
Real estate taxes	16,209	16,113	16,113	15,357	15,241
Utilities	4,085	3,128	3,526	3,499	4,359
Repairs and maintenance	3,564	3,305	3,932	3,890	3,583
Office and other operating expense	3,751	3,391	3,696	3,833	3,817
Insurance	1,466	1,466	1,475	1,478	1,478
Advertising	62	62	62	168	113
Internet marketing	3,737	4,055	3,225	2,645	2,926
Total operating expenses	42,092	40,640	41,569	40,381	40,977
Net operating income (1)	$ 84,303	$ 79,292	$ 79,953	$ 82,426	$ 83,949
Net operating income (1)					
Same-store net operating income	$ 84,303	$ 79,292	$ 79,953	$ 82,426	$ 83,949
Net operating income related to tenant reinsurance	7,059	7,319	6,877	7,012	6,768
Other stores and management fee income	11,020	10,541	9,855	8,188	6,586
Total net operating income	102,382	97,152	96,685	97,626	97,303
General and administrative expense	(13,369)	(12,223)	(12,906)	(12,221)	(11,554)
Operating leases of storage facilities	-	-	-	-	(75)
Depreciation and amortization	(33,018)	(28,987)	(28,330)	(27,891)	(26,854)
Interest expense	(20,544)	(20,266)	(20,246)	(20,091)	(19,760)
Interest income	8	2	4	2	289
Gain on sale of storage facilities	-	-	-	4,131	100,222
Gain on sale of real estate	-	-	302	705	-
Equity in income of joint ventures	1,829	970	1,116	1,470	1,175
Net income	$ 37,288	$ 36,648	$ 36,625	$ 43,731	$ 140,746
Same store weighted average quarterly occupancy	93.0%	91.0%	89.3%	90.0%	90.7%
Same store period end occupancy	93.2%	91.9%	89.5%	89.6%	90.3%
Same store annualized rent per occupied square foot	$14.43	$14.10	$14.59	$14.66	$14.79

(1) Net operating income or "NOI" is a non-GAAP (generally accepted accounting principles) financial measure that we define as total continuing revenues less continuing property operating expenses. NOI also can be calculated by adding back to net income: interest expense, impairment and casualty losses, operating lease expenses, depreciation and amortization expense, any losses on sale of real estate, acquisition related costs, general and administrative expense, and deducting from net income: income from discontinued operations, interest income, any gains on sale of real estate, and equity in income of joint ventures. We believe that NOI is a meaningful measure to investors in evaluating our operating performance, because we utilize NOI in making decisions with respect to capital allocations, in determining current property values, and in comparing period-to-period and market-to-market property operating results. Additionally, NOI is widely used in the real estate industry and the self-storage industry to measure the performance and value of real estate assets without regard to various items included in net income that do not relate to or are not indicative of operating performance, such as depreciation and amortization, which can vary depending on accounting methods and book value of assets. NOI should be considered in addition to, but not as a substitute for, other measures of financial performance reported in accordance with GAAP, such as total revenues, operating income and net income.

Same store revenues and expenses do not include items related to tenant reinsurance.

Life Storage, Inc.
Trailing Five Quarter Information
Funds From Operations (FFO) [1]
(unaudited)

(dollars in thousands, except share data)	July 1, 2020 to September 30, 2020	April 1, 2020 to June 30, 2020	January 1, 2020 to March 31, 2020	October 1, 2019 to December 31, 2019	July 1, 2019 to September 30, 2019
Net income attributable to common shareholders	$ 37,095	$ 36,457	$ 36,433	$ 43,501	$ 140,002
Noncontrolling interests in the Operating Partnership	193	191	192	230	744
Depreciation of real estate and amortization of intangible assets exclusive of debt issuance costs	32,417	28,398	27,742	27,310	26,269
Depreciation and amortization from unconsolidated joint ventures	1,024	1,682	1,795	1,727	1,598
Gain on sale of storage facility	-	-	-	(4,131)	(100,222)
Funds from operations allocable to noncontrolling interest in Operating Partnership	(367)	(348)	(346)	(361)	(360)
Funds from operations available to common shareholders	70,362	66,380	65,816	68,276	68,031
FFO per share - diluted	$ 1.49	$ 1.42	$ 1.41	$ 1.46	$ 1.46
Adjustments to FFO					
Unisured damages and customer reinsurance claims, net	$ 1,546	$ -	$ -	$ -	$ -
Gain on sale of land	-	-	(302)	(705)	-
Acquisition fee	-	-	(217)	(442)	-
Funds from operations resulting from non-recurring items allocable to noncontrolling interest in Operating Partnership	(8)	-	3	6	-
Adjusted funds from operations available to common shareholders	71,900	66,380	65,300	67,135	68,031
Adjusted FFO per share - diluted	$ 1.52	$ 1.42	$ 1.40	$ 1.44	$ 1.46
Common shares - diluted	47,299,906	46,906,138	46,750,896	46,687,234	46,657,105

(1) We believe that Funds from Operations ("FFO") provides relevant and meaningful information about our operating performance that is necessary, along with net earnings and cash flows, for an understanding of our operating results. FFO adds back historical cost depreciation, which assumes the value of real estate assets diminishes predictably in the future. In fact, real estate asset values increase or decrease with market conditions. Consequently, we believe FFO is a useful supplemental measure in evaluating our operating performance by disregarding (or adding back) historical cost depreciation.

Funds from operations is defined by the National Association of Real Estate Investment Trusts, Inc. ("NAREIT") as net income available to common shareholders computed in accordance with generally accepted accounting principles ("GAAP"), excluding gains or losses on sales of properties, plus impairment of real estate assets, plus depreciation and amortization and after adjustments to record unconsolidated partnerships and joint ventures on the same basis. We believe that to further understand our performance, FFO should be compared with our reported net income and cash flows in accordance with GAAP, as presented in our consolidated financial statements.

Our computation of FFO may not be comparable to FFO reported by other REITs or real estate companies that do not define the term in accordance with the current NAREIT definition or that interpret the current NAREIT definition differently. FFO does not represent cash generated from operating activities determined in accordance with GAAP, and should not be considered as an alternative to net income (determined in accordance with GAAP) as an indication of our performance, as an alternative to net cash flows from operating activities (determined in accordance with GAAP) as a measure of our liquidity, or as an indicator of our ability to make cash distributions.

Life Storage, Inc.
Debt Maturity Schedule, Debt Covenants and Related Data
September 30, 2020
(unaudited)

(dollars in thousands)	Maturity Date	Basis of Rate	Current Interest Rate (**)	2020	2021	2022	2023	2024	Thereafter	Total	Total Available	Remaining Available
Line of credit	Mar-2023	Variable	1.13%	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 500,000	$ 499,914
Term note	Aug-2021	Fixed	5.54%	-	100,000	-	-	-	-	100,000		
Term note	Apr-2024	Fixed	4.53%	-	-	-	-	175,000	-	175,000		
Term note	Jul-2026	Fixed	3.50%	-	-	-	-	-	600,000	600,000		
Term note	Dec-2027	Fixed	3.88%	-	-	-	-	-	450,000	450,000		
Term note	Jul-2028	Fixed	3.67%	-	-	-	-	-	200,000	200,000		
Term note	Jun-2029	Fixed	4.00%	-	-	-	-	-	350,000	350,000		
Term note	Oct-2030	Fixed	2.20%	-	-	-	-	-	400,000	400,000		
Mortgage note	Jan-2021	Fixed	4.98%	15	2,748	-	-	-	-	2,763		
Mortgage note	Apr-2023	Fixed	4.07%	26	104	108	3,620	-	-	3,858		
Mortgage note	Nov-2023	Fixed	5.26%	19	78	83	3,567	-	-	3,747		
Mortgage note	Dec-2024	Fixed	4.46%	-	-	-	-	22,749	-	22,749		
Mortgage note	May-2026	Fixed	5.99%	46	192	203	216	229	349	1,235		
				$ 106	$ 103,122	$ 394	$ 7,403	$ 197,978	$ 2,000,349	$ 2,309,352		

(**) Rate as of September 30, 2020 based on existing debt rating. Interest rates shown do not include amortization of debt issuance costs, bond discount, and facility fees which are expected to be $5.1 million on an annual basis.

Senior Unsecured Note Covenants(***)	Required	Actual	Compliance
Total Consolidated Debt to Total Assets	≤ 60%	41.6%	Yes
Total Secured Debt to Total Assets	≤ 40%	0.6%	Yes
Total Unencumbered Assets to Total Unsecured Debt	≥ 150%	234.0%	Yes
Consolidated Income Available for Debt Service to Total Annual Debt Service Charge	≥ 1.5 : 1	4.3 : 1	Yes

(***) Covenants further defined in the Company's Base Indenture dated as of June 20, 2016

Investment Grade Ratings

Moody's	Baa2 (Stable)
Standard & Poor's Ratings Services	BBB (Stable)

Unsecured Debt and Secured Debt Summary	Balance	Weighted Average Rate	Weighted Average Maturity (Yrs)
Unsecured Debt	$ 2,275,000	3.6%	7.0
Secured Debt	$ 34,352	4.6%	3.6
	$ 2,309,352	3.6%	7.0

Unencumbered Versus Encumbered Assets	Total Cost	Percent of Total	Q3 2020 NOI	Percent of Total
Unencumbered Gross Real Estate Assets	$ 5,110,745	98.3%	$ 100,956	98.6%
Encumbered Gross Real Estate Assets	$ 89,507	1.7%	$ 1,426	1.4%
Total	$ 5,200,252	100.0%	$ 102,382	100.0%

Life Storage, Inc.

Same Store Performance Summary by Market and Other Data

Three Months Ended September 30, 2020

(unaudited)

Return to TOC

Market	Stores	Square Feet	Avg Qtrly Rent per Occupied Square Foot	Avg Qtrly Occupancy for the Three Months Ended September 30,		Revenue for the Three Months Ended September 30,			Expenses for the Three Months Ended September 30,			NOI for the Three Months Ended September 30,		
				2020	2019	2020	2019	% Change	2020	2019	% Change	2020	2019	% Change
Chicago-Naperville-Elgin, IL	39	2,963	$ 15.11	94.1%	91.9%	$ 10,675	$ 10,777	-0.9%	$ 4,327	$ 3,968	9.0%	$ 6,348	$ 6,809	-6.8%
Houston-The Woodlands-Sugar Land, TX	40	3,128	12.59	93.3%	92.0%	9,300	9,381	-0.9%	3,869	3,866	0.1%	5,431	5,515	-1.5%
New York-Newark-Jersey City, NY-NJ-PA	28	1,658	23.29	93.6%	90.1%	9,171	8,966	2.3%	2,963	2,993	-1.0%	6,208	5,973	3.9%
New England-Other	26	1,712	17.54	94.6%	89.3%	7,204	7,002	2.9%	2,037	2,038	0.0%	5,167	4,964	4.1%
Buffalo-Upstate, NY	25	1,739	14.10	92.0%	88.1%	5,669	5,384	5.3%	1,658	1,637	1.3%	4,011	3,747	7.0%
Dallas-Fort Worth-Arlington, TX	25	1,800	12.94	93.0%	92.9%	5,466	5,471	-0.1%	2,023	2,142	-5.6%	3,443	3,329	3.4%
Miami-Fort Lauderdale-Pompano Beach, FL	16	1,143	18.23	95.2%	91.8%	5,035	5,115	-1.6%	1,615	1,525	5.9%	3,420	3,590	-4.7%
Los Angeles-Long Beach-Anaheim, CA	10	937	22.40	94.1%	90.4%	4,964	4,915	1.0%	1,541	1,555	-0.9%	3,423	3,360	1.9%
Austin-Round Rock, TX	20	1,612	12.62	93.5%	91.7%	4,828	4,683	3.1%	1,985	1,976	0.5%	2,843	2,707	5.0%
Las Vegas-Henderson-Paradise, NV	17	1,297	14.80	95.4%	93.8%	4,673	4,512	3.6%	1,062	1,027	3.4%	3,611	3,485	3.6%
Atlanta-Sandy Springs-Alpharetta, GA	21	1,471	12.90	94.0%	90.6%	4,636	4,604	0.7%	1,223	1,186	3.1%	3,413	3,418	-0.1%
Boston-Cambridge-Newton, MA-NH	16	1,022	16.51	94.0%	88.7%	3,982	3,809	4.5%	1,117	1,114	0.3%	2,865	2,695	6.3%
Sacramento--Roseville--Arden-Arcade, CA	10	867	15.19	97.4%	91.5%	3,254	3,265	-0.3%	894	846	5.7%	2,360	2,419	-2.4%
St. Louis, MO	14	1,031	13.09	94.9%	90.9%	3,252	3,093	5.1%	1,192	1,129	5.6%	2,060	1,964	4.9%
San Antonio-New Braunfels, TX	15	983	13.41	90.9%	90.7%	3,010	2,962	1.6%	1,403	1,355	3.5%	1,607	1,607	0.0%
Tampa-St. Petersburg-Clearwater, FL	13	824	14.97	93.7%	90.8%	2,916	2,992	-2.5%	946	906	4.4%	1,970	2,086	-5.6%
Virginia Beach-Norfolk-Newport News, VA	11	905	11.90	89.7%	89.7%	2,439	2,292	6.4%	724	702	3.1%	1,715	1,590	7.9%
Phoenix-Mesa-Chandler, AZ	10	691	13.59	94.9%	92.8%	2,260	2,130	6.1%	617	606	1.8%	1,643	1,524	7.8%
Orlando-Kissimmee-Sanford, FL	12	773	12.70	90.1%	88.6%	2,253	2,314	-2.6%	829	804	3.1%	1,424	1,510	-5.7%
Space Coast, FL	8	611	15.23	90.8%	91.4%	2,124	2,043	4.0%	551	486	13.4%	1,573	1,557	1.0%
Cleveland-Elyria, OH	9	664	12.95	93.3%	91.4%	2,032	1,950	4.2%	614	622	-1.3%	1,418	1,328	6.8%
Jacksonville, FL	9	608	13.53	91.4%	88.9%	1,902	1,931	-1.5%	631	597	5.7%	1,271	1,334	-4.7%
Beaumont-Port Arthur, TX	7	476	14.28	89.0%	91.9%	1,533	1,527	0.4%	532	481	10.6%	1,001	1,046	-4.3%
Charlotte-Concord-Gastonia, NC	8	490	12.51	93.4%	90.3%	1,443	1,484	-2.8%	400	392	2.0%	1,043	1,092	-4.5%
Raleigh-Durham, NC	7	491	12.01	90.9%	91.9%	1,342	1,323	1.4%	433	408	6.1%	909	915	-0.7%
Pensacola-Ferry Pass-Brent, FL	7	543	10.07	93.8%	91.7%	1,300	1,257	3.4%	427	397	7.6%	873	860	1.5%
Chattanooga, TN-GA	6	407	12.35	96.9%	91.6%	1,232	1,232	0.0%	401	396	1.3%	831	836	-0.6%
Cape Coral-Fort Myers, FL	8	441	11.75	90.3%	87.1%	1,183	1,269	-6.8%	459	435	5.5%	724	834	-13.2%
Montgomery, AL	7	488	9.60	91.5%	87.9%	1,082	1,110	-2.5%	366	359	1.9%	716	751	-4.7%
Youngstown-Warren-Boardman, OH-PA	5	342	10.40	86.7%	88.4%	781	808	-3.3%	264	245	7.8%	517	563	-8.2%
Other markets	66	5,069	13.19	91.5%	89.3%	15,454	15,325	0.8%	4,989	4,784	4.3%	10,465	10,541	-0.7%
Same Store Portfolio Total	515	37,186	$ 14.43	93.0%	90.7%	$ 126,395	$ 124,926	1.2%	$ 42,092	$ 40,977	2.7%	$ 84,303	$ 83,949	0.4%
2019 Mature Acquisitions	14	935	17.77	89.0%	87.2%	3,759	953	294.4%	1,064	364	192.3%	2,695	589	357.6%
2020 Mature Acquisitions	31	2,502	16.83	96.7%	-	2,270	-	N/A	748	-	N/A	1,522	-	N/A
Stores effected by natural disasters / rebuilt	6	375	12.18	71.8%	66.4%	834	690	20.9%	1,423	360	295.3%	(589)	330	278.5%
Stores in lease up	22	1,692	12.16	81.2%	62.8%	4,251	3,296	29.0%	1,850	1,650	12.1%	2,401	1,646	45.9%
Tenant insurance	-	-	-	-	-	11,616	9,170	26.7%	4,557	2,402	89.7%	7,059	6,768	4.3%
Management fees / other / eliminations	-	-	-	-	-	7,185	6,366	12.9%	2,194	2,303	-4.7%	4,991	4,063	22.8%
Stores sold (33)	-	-	-	-	-	-	233	-100.0%	-	275	-100.0%	-	(42)	-100.0%
Total Wholly-Owned Portfolio	588	42,690	$ 14.44	92.3%	89.2%	$ 156,310	$ 145,634	7.3%	$ 53,928	$ 48,331	11.6%	$ 102,382	$ 97,303	5.2%
Other Same Store Pools														
2020 same store pool (detail shown above)	515	37,186	14.43	93.0%	90.7%	126,395	124,926	1.2%	42,092	40,977	2.7%	84,303	83,949	0.4%
2019 same store pool	502	36,357	14.45	93.0%	90.7%	123,760	122,404	1.1%	41,000	39,929	2.7%	82,760	82,475	0.3%
2018 same store pool	486	35,183	14.42	93.0%	90.6%	119,378	118,137	1.1%	39,318	38,400	2.4%	80,060	79,737	0.4%

- **Dollars in thousands except for average quarterly rent per occupied square foot. Square feet in thousands.**
- **List includes markets where the Company has five or more stores.**
- **Revenues and expenses do not include items related to tenant insurance.**

Return to TOC

Life Storage, Inc.

Certificate of Occupancy/Lease Up Performance Summary
September 30, 2020
(unaudited)

Market	Acquired	# of Stores	Cost	Net Rentable Square Feet	Occupancy at September 30, 2020	Occupancy at September 30, 2019	Revenue for the Three Months Ended September 30, 2020	Revenue for the Three Months Ended September 30, 2019	Expenses for the Three Months Ended September 30, 2020	Expenses for the Three Months Ended September 30, 2019	NOI for the Three Months Ended September 30, 2020	NOI for the Three Months Ended September 30, 2019
Charleston, SC	Jul-2016	1	$ 8,620	70,165	86.5%	70.8%	$ 206	$ 187	$ 96	$ 83	$ 110	$ 104
Chicago, IL	Feb-2017	1	10,089	78,023	97.7%	80.0%	193	159	98	75	95	84
Charlotte, NC	Dec-2017	1	12,549	70,068	84.7%	68.9%	168	158	66	80	102	78
Sacramento, CA	Sep-2018	1	13,846	79,795	97.8%	86.1%	245	207	98	91	147	116
Atlanta, GA	Nov-2018	1	14,234	81,789	92.7%	66.5%	220	156	110	88	110	68
Sacramento, CA	Dec-2018	1	9,547	57,096	95.9%	87.3%	194	155	77	74	117	81
St. Louis, MO	Dec-2018	1	9,301	78,300	79.3%	50.0%	160	120	62	60	98	60
New York, NY	Jan-2019	1	57,298	114,932	89.7%	68.3%	636	457	164	131	472	326
Tampa, FL	Mar-2019	1	9,302	59,985	91.3%	64.2%	203	178	101	88	102	90
Jacksonville, FL	Jun-2019	1	9,955	72,609	81.0%	48.0%	175	106	96	78	79	28
Raleigh, NC	Jul-2019	1	11,874	79,339	76.2%	68.0%	144	131	66	65	78	66
Washington, DC	Jul-2019	1	15,163	76,530	82.6%	62.6%	204	167	70	62	134	105
Chattanooga, TN	Jul-2019	1	9,604	71,639	87.0%	60.4%	142	99	84	78	58	21
Tampa, FL	Jul-2019	1	10,479	75,420	91.5%	64.2%	211	164	89	69	122	95
Charleston, SC	Jul-2019	1	7,685	71,835	76.1%	49.2%	116	92	92	74	24	18
Washington, DC	Jul-2019	1	13,566	75,585	73.4%	50.5%	164	118	77	84	87	34
Greenville, SC	Jul-2019	1	8,658	67,949	68.3%	46.3%	102	76	71	61	31	15
Atlanta, GA	Jul-2019	1	11,871	87,425	93.7%	84.0%	187	165	58	50	129	115
Richmond, VA	Jul-2019	1	10,666	86,017	71.2%	55.9%	153	119	56	54	97	65
Tampa, FL	Jul-2019	1	15,424	84,000	63.2%	43.7%	153	111	106	92	47	19
Richmond, VA	Jul-2019	1	11,831	80,455	60.7%	43.7%	115	72	57	62	58	10
Richmond, VA	Jul-2019	1	8,507	73,095	84.0%	61.0%	160	99	56	51	104	48
		22	$ 290,069	1,692,051			$ 4,251	$ 3,296	$ 1,850	$ 1,650	$ 2,401	$ 1,646

- **Dollars and square feet in thousands.**
- **Revenues and expenses do not include items related to tenant reinsurance.**

Return to TOC

Life Storage, Inc.

Unconsolidated Joint Venture Detail

September 30, 2020

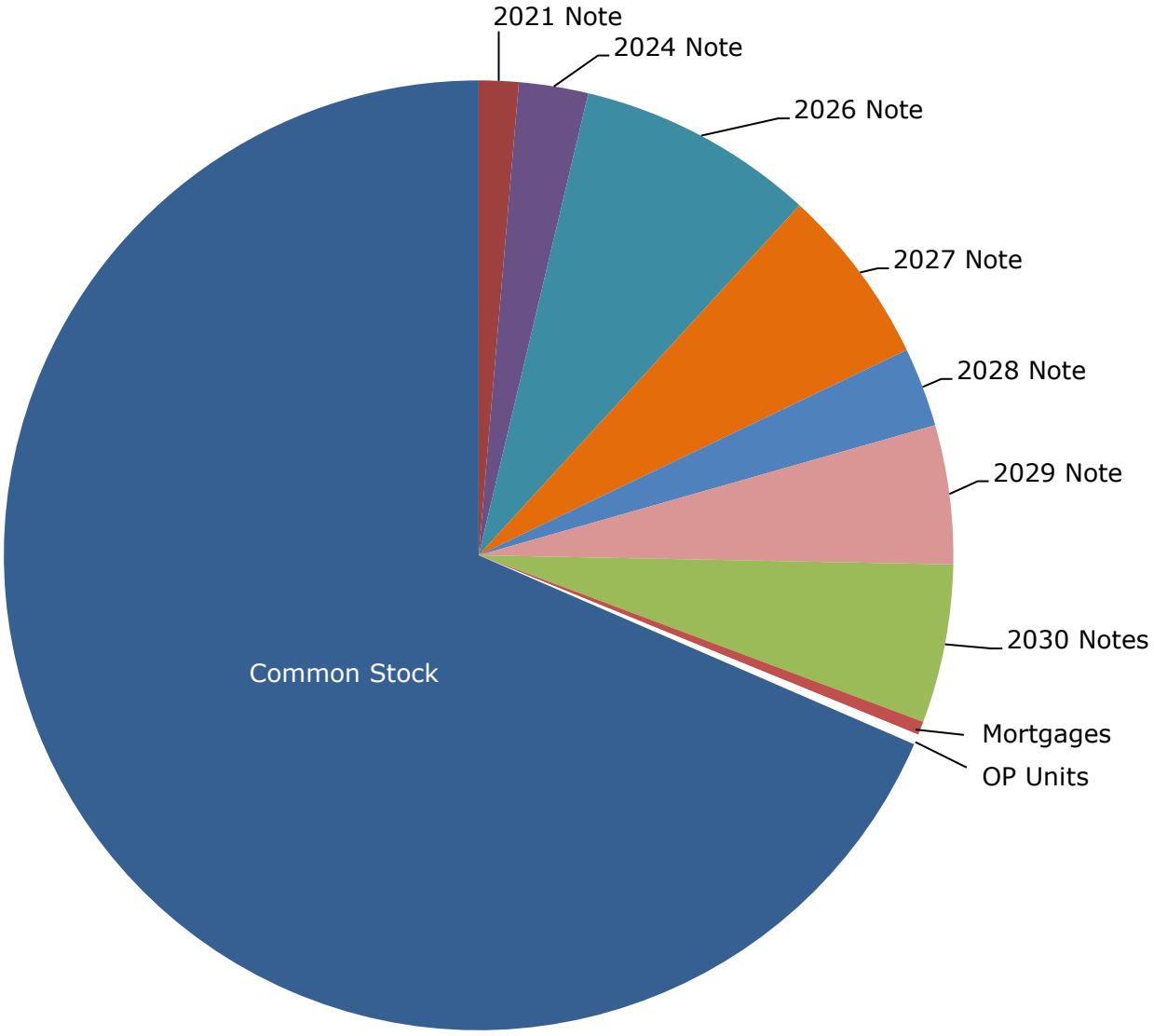
(unaudited)

	LSI Ownership	Carrying Value of LSI Investment	Joint Ventures Investment in Storage Facilities at Cost	Joint Ventures Outstanding Debt	Stores	Avg Qtrly Occupancy for the Three Months Ended September 30, 2020	Avg Qtrly Occupancy for the Three Months Ended September 30, 2019	Revenue for the Three Months Ended September 30, 2020	Revenue for the Three Months Ended September 30, 2019	Revenue % Change	Expenses for the Three Months Ended September 30, 2020	Expenses for the Three Months Ended September 30, 2019	Expenses % Change	NOI for the Three Months Ended September 30, 2020	NOI for the Three Months Ended September 30, 2019	NOI % Change
Joint Ventures																
Sovran HHF Storage Holdings LLC																
Same store	20%	$ 61,268	$ 541,603	$ 184,281	36	94.6%	90.1%	$ 16,807	$ 16,876	-0.4%	$ 4,987	$ 4,907	1.6%	$ 11,820	$ 11,969	-1.2%
Sovran HHF Storage Holdings II LLC																
Same store	15%	27,301	165,026	85,465	22	93.4%	89.8%	8,934	8,858	0.9%	2,769	2,784	-0.5%	6,165	6,074	1.5%
Life Storage-SERS Storage LLC																
Same store	20%	3,034	40,013	21,334	3	95.4%	88.9%	840	827	1.6%	235	236	-0.4%	605	591	2.4%
Life Storage-HIERS Storage LLC																
2018 acquisitions					12	92.5%	90.9%	2,189	2,277	-3.9%	882	893	-1.2%	1,307	1,384	-5.6%
2019 acquisitions					5	94.8%	NA	1,185	-	-	391	-	-	794	-	-
Total	20%	14,394	149,131	72,012	17	93.2%	90.9%	3,374	2,277	48.2%	1,273	893	42.6%	2,101	1,384	51.8%
SNL Orix Merrick, LLC																
2017 acquisition	5%	2,484	19,757	12,769	1	77.6%	70.2%	384	345	11.3%	109	155	-29.7%	275	190	44.7%
SNL/Orix 1200 McDonald Ave., LLC																
2018 acquisition	5%	2,737	22,034	12,228	1	68.8%	49.2%	245	162	51.2%	128	213	-39.9%	117	(51)	329.4%
Urban Box Coralway Storage, LLC																
2018 acquisition	85%	3,541	11,826	6,958	1	69.6%	55.8%	161	130	23.8%	173	119	45.4%	(12)	11	-209.1%
N 32nd Street Self Storage, LLC																
2018 acquisition	46%	1,218	8,089	5,900	1	89.6%	66.4%	296	207	43.0%	82	85	-3.5%	214	122	75.4%
NYX Don Mills Storage LP																
2020 acquisition	15%	995	26,333	19,534	1	25.8%	NA	14	-	NA	161	-	NA	(147)	-	NA
NYX Sheridan Storage LP																
Development stage	15%	783	9,140	1,922	1	NA	NA	-	-	-	-	-	-	-	-	-
NYX Appleby Storage LP																
2020 acquisition	15%	571	13,286	9,721	1	5.2%	NA	3	-	NA	73	-	NA	(70)	-	NA
Bluebird Sanford Storage LP																
2019 acquisition	15%	305	5,341	3,075	1	91.3%	93.5%	141	129	9.3%	80	66	21.2%	61	63	-3.2%
Bluebird Ingram Storage LP																
2019 acquisition	15%	1,079	21,792	13,797	1	90.4%	83.9%	326	324	0.6%	93	99	-6.1%	233	225	3.6%
Life Storage Spacemax, LLC																
2019 acquisition	40%	16,813	86,524	41,514	6	84.0%	86%	1,656	962	72.1%	475	346	37.3%	1,181	616	91.7%
HSRE-BB Canada JV I, LP																
Development stage	10%	673	10,063	3,214	1	NA	NA	-	-	-	-	-	-	-	-	-
Life Storage Virtus, LLC																
2020 acquisition	20%	1,510	22,142	14,040	1	18.6%	NA	65	-	NA	96	-	NA	(31)	-	NA
Staten SNL, LLC																
Development stage	18.75%	1,702	10,600	-	1	NA	NA	-	-	-	-	-	-	-	-	-
SNL XIX, LLC																
Development stage	16.67%	1,331	9,370	1,437	1	NA	NA	-	-	-	-	-	-	-	-	-
SNL XXII Pledgeco, LLC																
Development stage	24.995%	1,894	19,541	8,500	1	NA	NA	-	-	-	-	-	-	-	-	-
Total		$ 143,633	$ 1,191,611	$ 517,701	98	NA	NA	$ 33,246	$ 31,097	6.9%	$ 10,734	$ 9,903	8.4%	$ 22,512	$ 21,194	6.2%

Life Storage Proportional Share of Outstanding Debt **$ 107,529**

- **Dollars in thousands.**

Capital Structure



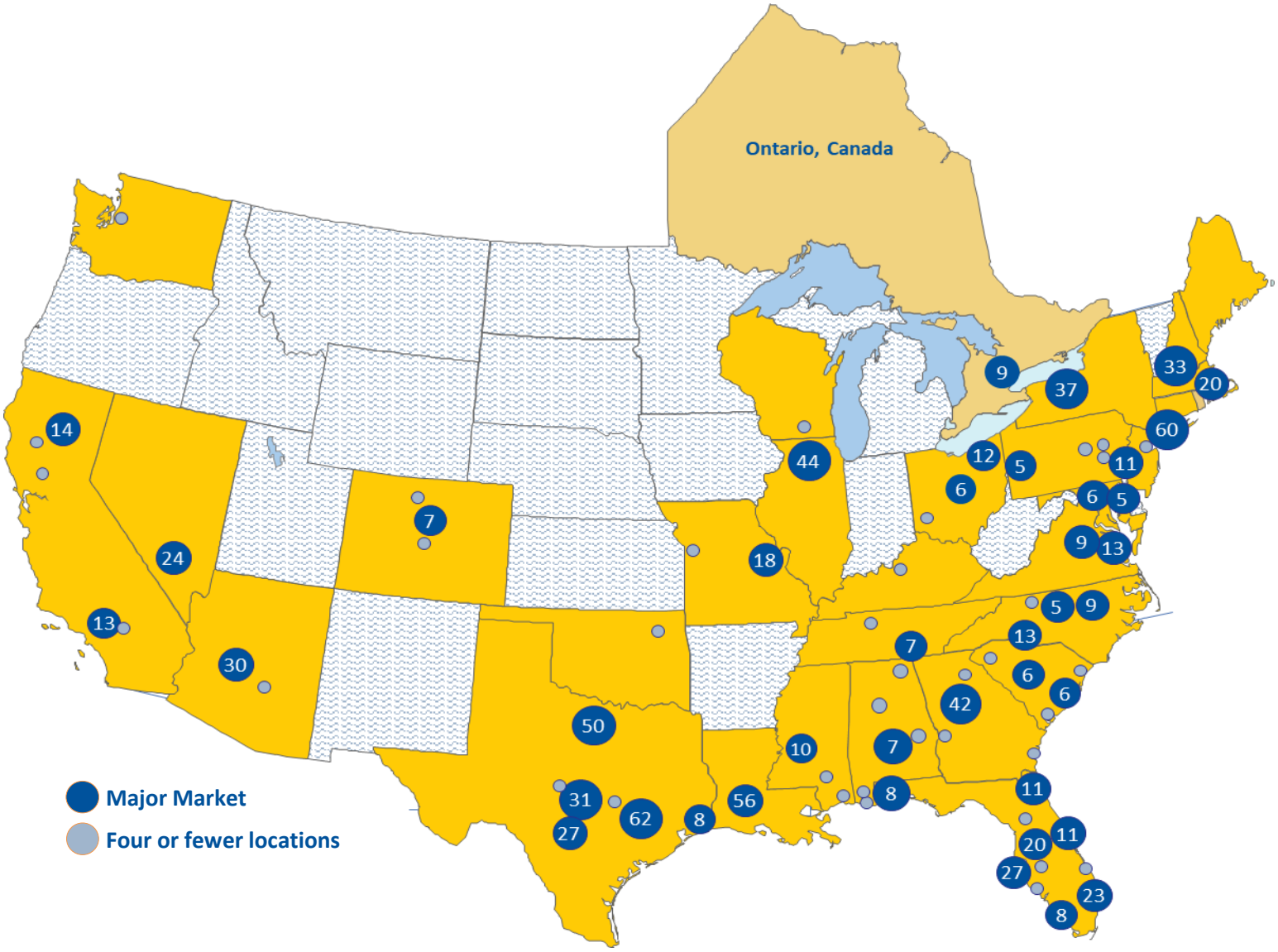
As of September 30, 2020

48.4 Million Shares & OP Units
Price = $105.27 per Share
Equity Market Cap = $5.1 Billion
Enterprise Value = $7.4 Billion
Debt to Enterprise Value = 31.2%
Cash on Hand = $110.2 Million
Credit Available = $500 Million

Investment Grade Ratings

Moody's: Baa2
S&P: BBB

Life Storage Locations as of September 30, 2020



Portfolio at a Glance

Life Storage	588
Joint Ventures	93
Life Storage Solutions	224
Total	**905**

Q3 2020 Changes

Life Storage LP Acquisitions	25
Joint Ventures (sold to LS LP)	-25
Joint Ventures (sold to Inland)	-4
Life Storage Solutions	29
Total	**25**