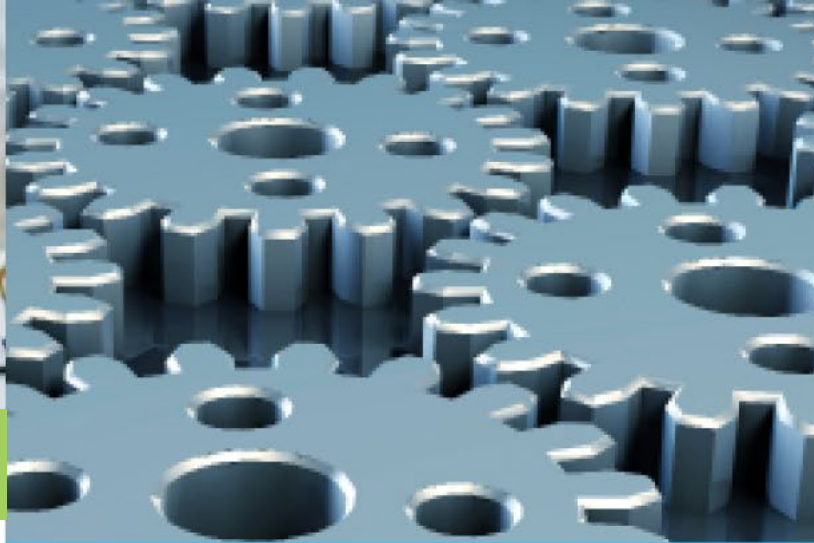




PEOPLE



PROCESS



PLATFORM



NATIONAL STORAGE
AFFILIATES

PEOPLE. PROCESS. PLATFORM.
DRIVING GROWTH



Company Update

March 2024



FORWARD-LOOKING STATEMENTS AND NON-GAAP FINANCIAL MEASURES

FORWARD-LOOKING STATEMENTS: We make forward-looking statements in this presentation that are subject to risks and uncertainties. These forward-looking statements include information about possible or assumed future results of our business, financial condition, liquidity, results of operations, plans and objectives. When we use the words “believe,” “expect,” “anticipate,” “estimate,” “plan,” “continue,” “intend,” “should,” “may” or similar expressions, we intend to identify forward-looking statements. The forward-looking statements contained in this presentation reflect our current views about future events and are subject to numerous known and unknown risks, uncertainties, assumptions and changes in circumstances that may cause our actual results to differ significantly from those expressed in any forward-looking statement.

The forward-looking statements are based on our beliefs, assumptions and expectations of our future performance, taking into account all information currently available to us. Forward-looking statements are not predictions of future events. These beliefs, assumptions and expectations can change as a result of many possible events or factors, not all of which are known to us. Some of these factors are described in our annual report on Form 10-K filed with the SEC on February 28, 2024 (the “Annual Report”) under the headings “business,” “risk factors,” “properties,” and “management’s discussion and analysis of financial condition and results of operations,” as applicable. You may get these documents for free by visiting EDGAR on the SEC website at www.sec.gov. If a change occurs, our business, financial condition, liquidity and results of operations may vary materially from those expressed in our forward-looking statements. Any forward-looking statement speaks only as of the date on which it is made. New risks and uncertainties arise over time, and it is not possible for us to predict those events or how they may affect us. Except as required by law, we are not obligated to, and do not intend to, update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation and the information contained herein are for informational purposes only and may not be relied upon for any purpose, including in connection with the purchase or sale of any of our securities. Such information does not constitute an offer to sell or a solicitation of an offer to buy any security described herein.

Non-GAAP Financial Measures: This presentation contains certain non-GAAP financial measures, such as funds from operations (“FFO”), Core FFO, net operating income (“NOI”), EBITDA, and Adjusted EBITDA, which are each defined in NSA’s Annual Report. These non-GAAP financial measures are presented because NSA’s management believes these measures help investors understand NSA’s business, performance and ability to earn and distribute cash to its shareholders by providing perspectives not immediately apparent from net income (loss). These measures are also frequently used by securities analysts, investors and other interested parties. The presentation of FFO, Core FFO, NOI, EBITDA, and Adjusted EBITDA herein are not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP and should not be considered as alternative measures of liquidity. In addition, NSA’s definitions and method of calculating these measures may be different from those used by other companies, and, accordingly, may not be comparable to similar measures as defined and calculated by other companies that do not use the same methodology as NSA. Reconciliations of these non-GAAP financial measures to their most directly comparable GAAP measures for the three months ended December 31, 2023, 2022, 2021, 2020 and 2019, September 30, 2023, 2022, 2021, 2020, and 2019, June 30, 2023, 2022, 2021, 2020, and 2019, and March 31, 2023, 2022, 2021, 2020, 2019 are available in NSA’s earnings releases for such period ends, which are furnished to the SEC quarterly as Exhibit 99.1 on Current Reports on Form 8-K pursuant to Item 2.02.

Information in this presentation is as of December 31, 2023, except as otherwise noted. See “Definitions and Methodology” in the Appendix for certain definitions and calculation methodologies of certain terms and metrics used herein.



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APPENDIX (including Definitions and Methodology)

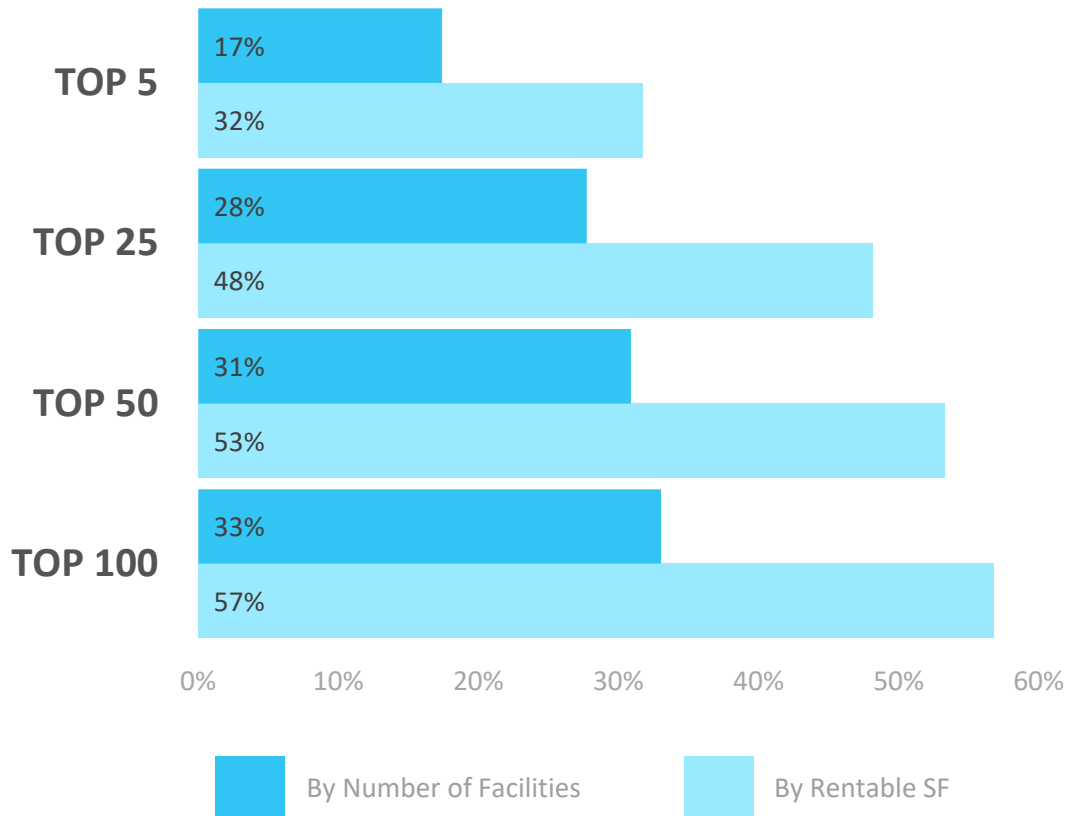


SELF STORAGE INDUSTRY OVERVIEW

01

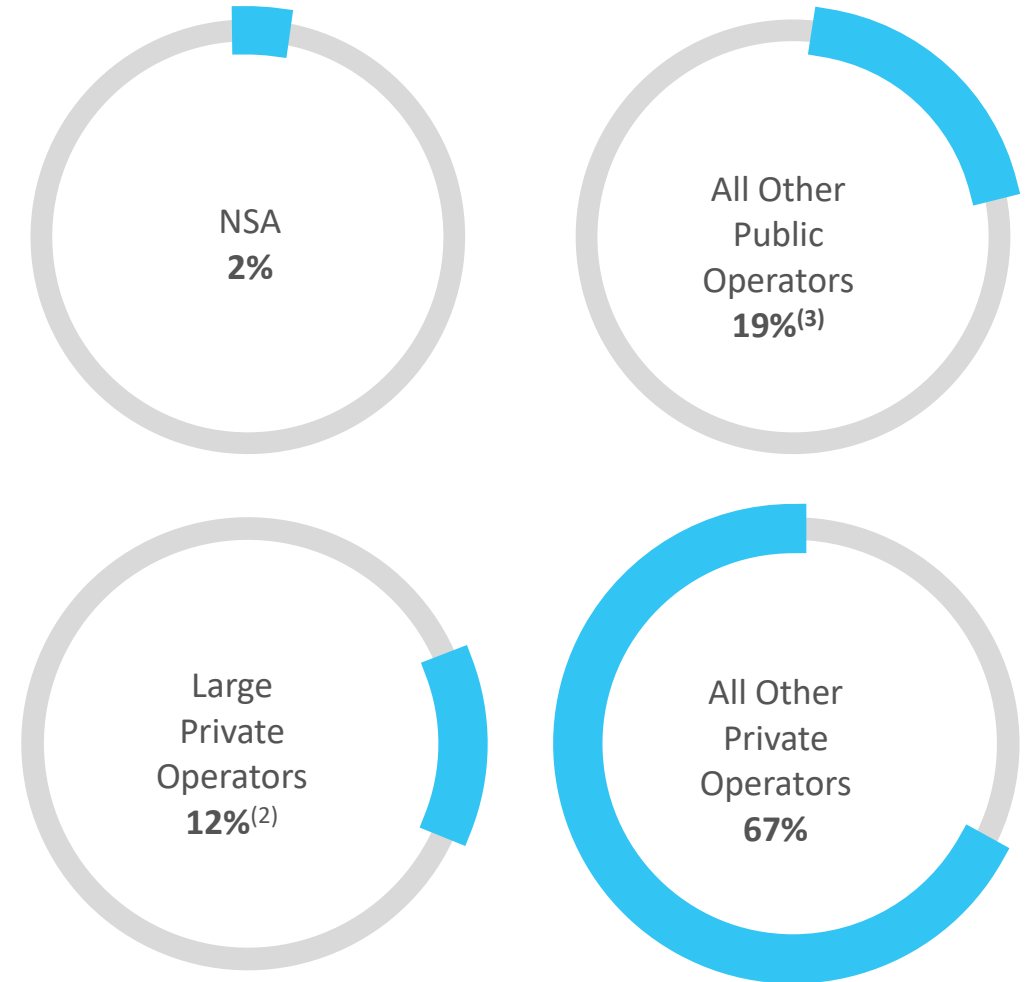
HIGHLY FRAGMENTED INDUSTRY: CONSOLIDATION OPPORTUNITY

Self Storage Top Operator Market Share



Market Share by # of Facilities⁽¹⁾

(Approximately 51,000 self storage facilities in the U.S.)



(1) Source: 2023 Self Storage Almanac.

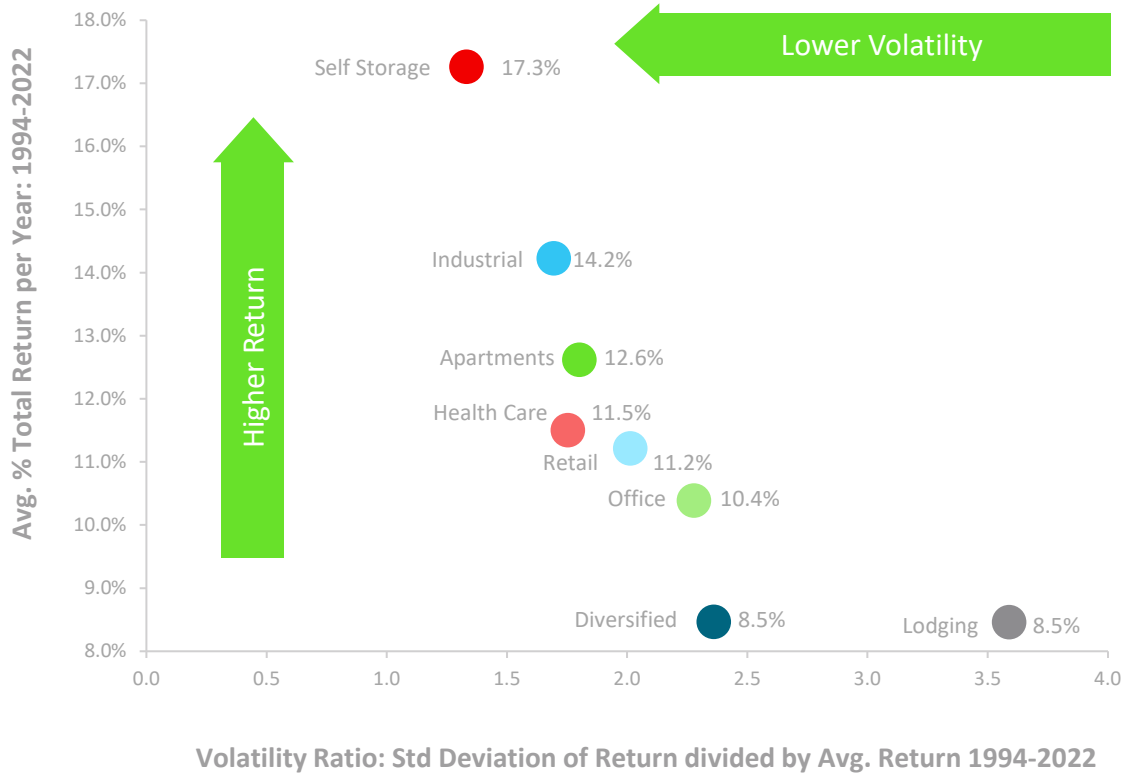
(2) Represents top 100 operators, excluding publicly traded REITs and UHAL.

(3) Includes CUBE, EXR, LSI, PSA and UHAL.

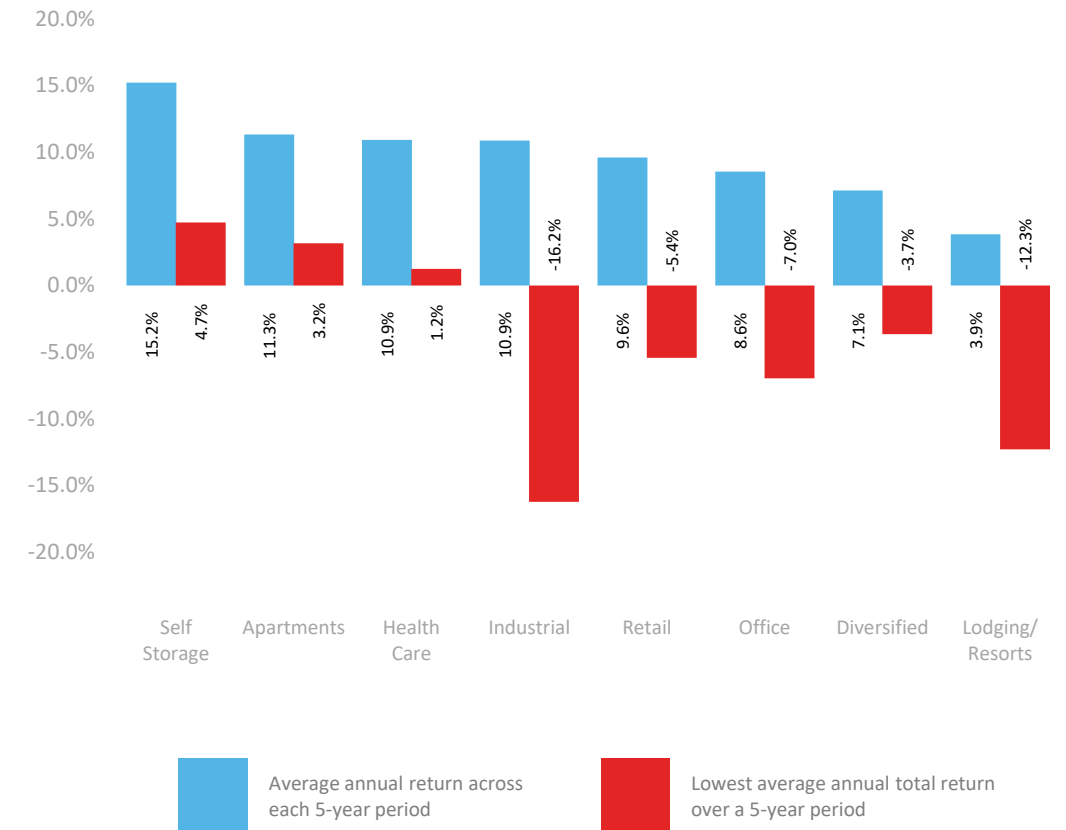
SELF STORAGE: HIGHER RETURNS, LOWER VOLATILITY

SELF STORAGE HAS OUTPERFORMED OVER THE PAST 29 YEARS

NAREIT Equity REIT Sectors: 29 Yrs. Avg. Return vs. Volatility⁽¹⁾



Even in the worst five-year period, self storage delivered >4.5% total shareholder return per year⁽¹⁾



(1) Source: NAREIT, see appendix for additional detail.



COMPANY OVERVIEW



FULL-YEAR 2023 UPDATE

\$9.9B

TOTAL ENTERPRISE VALUE⁽¹⁾

1,050

PROPERTIES⁽²⁾

WELL-DIVERSIFIED ACROSS

42

STATES + PUERTO RICO

2.4%

Y-O-Y SAME STORE REVENUE
GROWTH

1.6%

Y-O-Y SAME STORE NOI
GROWTH

89.1%

SAME STORE AVG. OCCUPANCY

-4.3%

Y-O-Y CORE FFO/SHARE
GROWTH

\$230M

WHOLLY-OWNED ACQUISITIONS

3.7%

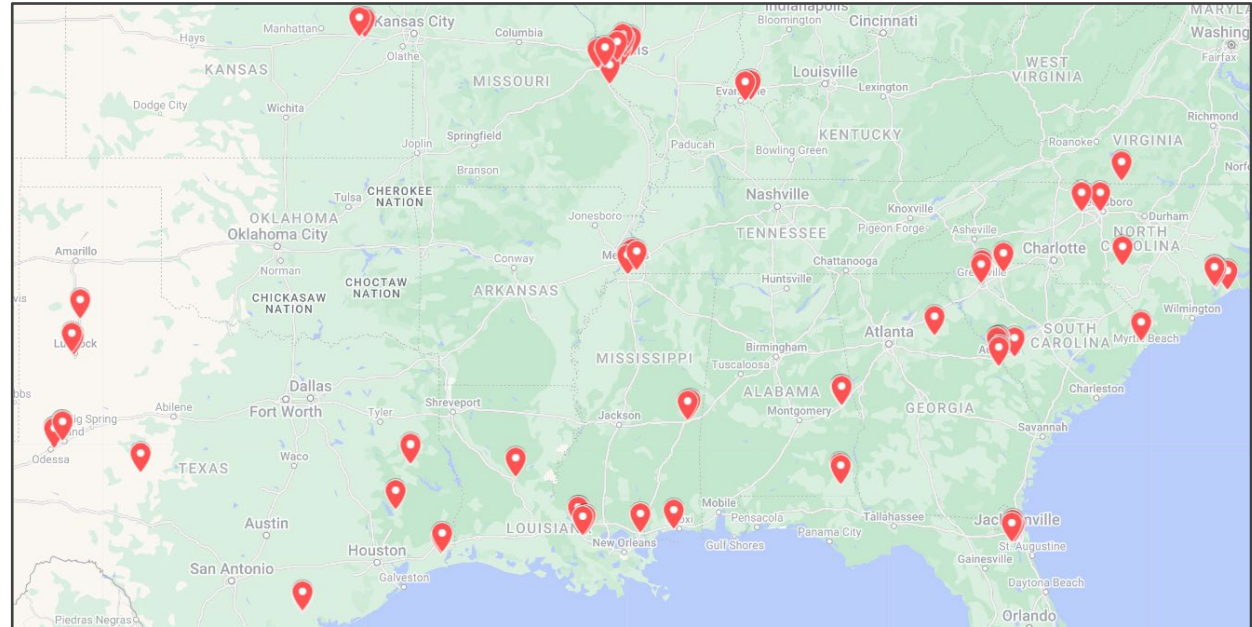
Y-O-Y GROWTH IN
DIVIDENDS PAID PER SHARE

(1) See appendix for definition.

(2) Excludes 39 self storage properties classified as held for sale at December 31, 2023.

PORTFOLIO SALE DRIVES OPERATING EFFICIENCIES AND ENHANCES GROWTH OPPORTUNITIES

- **Properties:** 71 Storage facilities
- **Transaction Price:** \$540M⁽¹⁾
- **Total Storage RSF:** 4.4 million
- **States:** 14
- **MSAs:** 33
- **Occupancy**⁽²⁾: 84% (vs NSA same store 87%)
- **Average facility size:** 62K RSF (vs NSA portfolio 65K)
- **Average NOI Margin**⁽³⁾: ~68% (vs ~73% NSA same store portfolio)



Key takeaways:

- **Greatly improves portfolio concentration** since over 80% of the 33 MSAs have only two or fewer properties, and **enhances operational efficiencies**
- **Reflects inherent portfolio value above implied market cap rate**
- **Generates capital** for balance sheet initiatives **in an accretive manner to drive future growth**

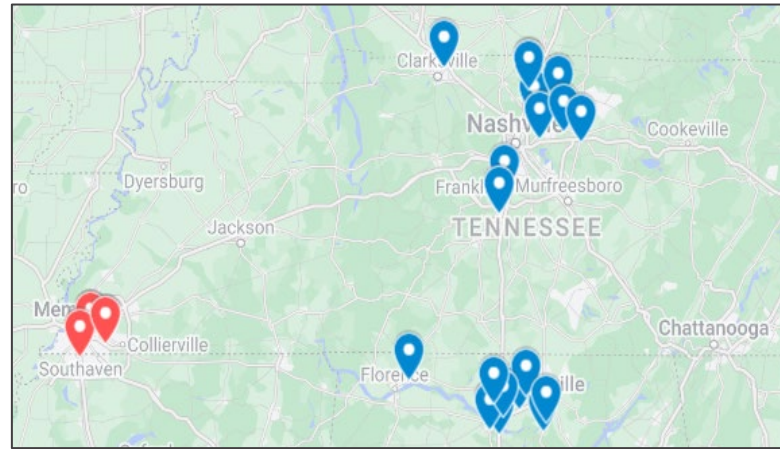
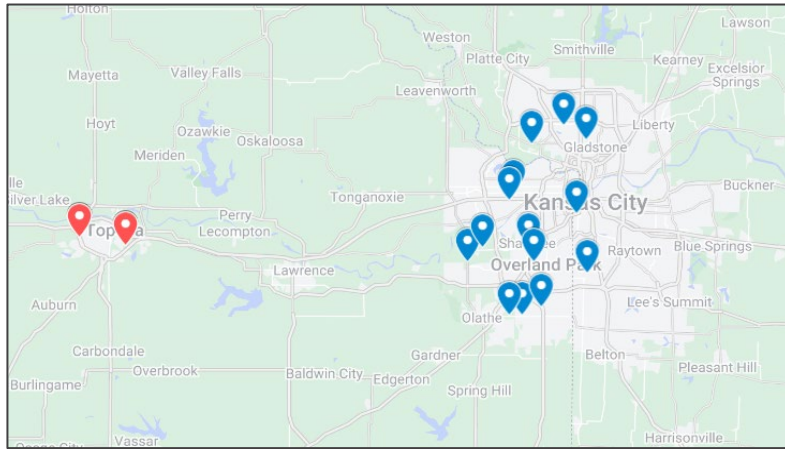
(1) Before disposition costs and credits.

(2) Period-end November 2023.

(3) Year-to-date as of November 30, 2023.

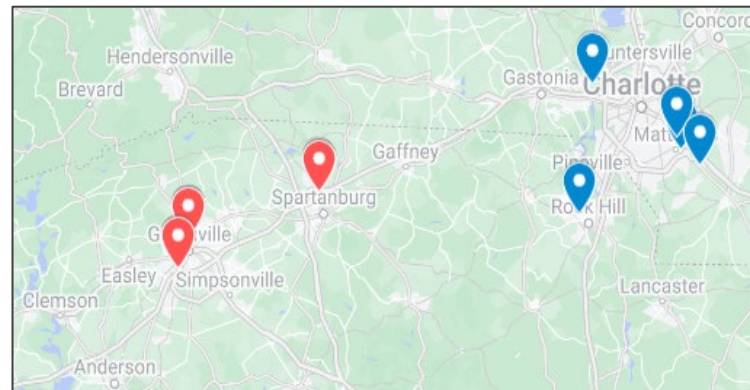
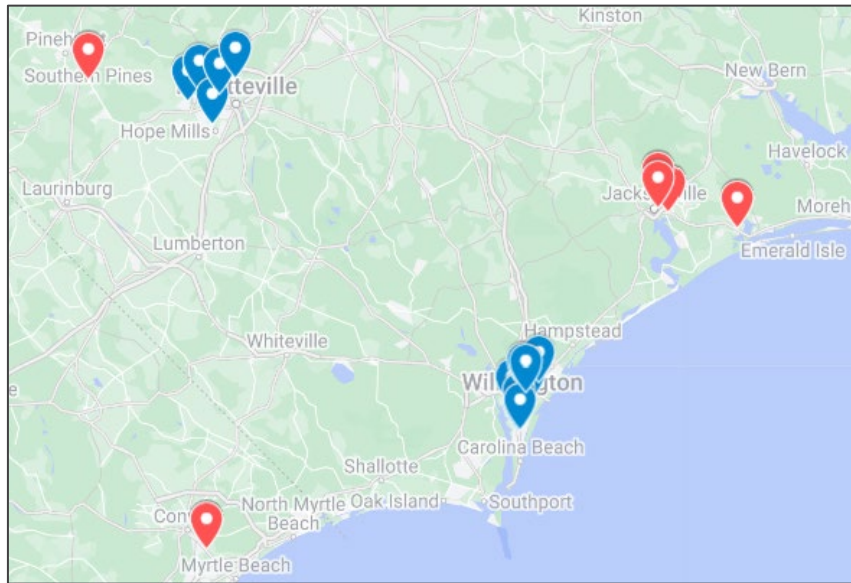
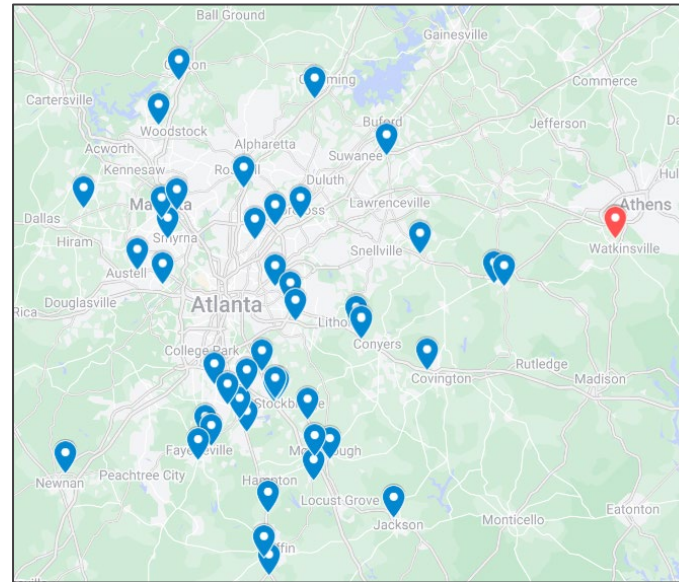
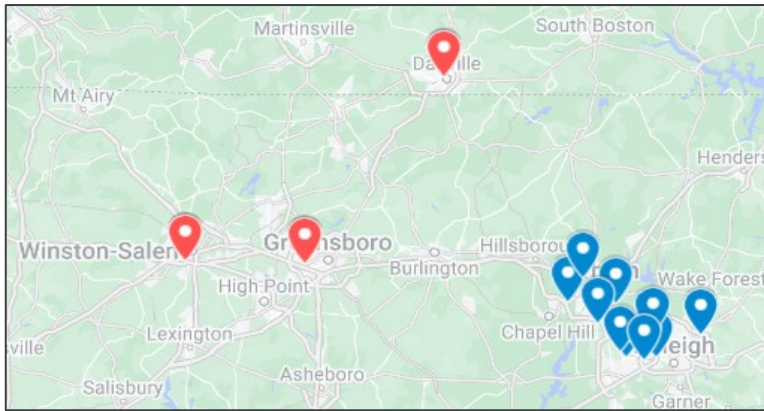
PORTFOLIO SALE INCREASES OVERALL PROPERTY CONCENTRATION

Selling properties in non-core Midwest markets



PORTFOLIO SALE INCREASES OVERALL PROPERTY CONCENTRATION

Selling properties in non-core Southeast markets



JOINT VENTURE CONTRIBUTION TO UNLOCK VALUE

- **Properties:** 56 Storage facilities, reflecting a mix of primary and secondary markets
- **Geography:** Located in attractive Sun Belt and Midwest markets
- **Contribution value:** \$346.5M
- **Total Storage RSF:** 3.2 million
- **States:** 7
- **Joint Venture Structure:** Heitman 75% / NSA 25%
- **Other JV Terms:** NSA maintains ROFO purchase right
- **Debt Financing:** \$210 million, 6.05% interest only rate, 5yr term



Key takeaways:

- These are **assets and markets that NSA wants to own for the long-term** and maintains the right to bring the assets back on balance sheet in the future
- Allows NSA to more efficiently fund and address **capex plans related to revenue enhancing opportunities**
- **Generates capital** for balance sheet initiatives in an accretive manner to drive future growth

NSA FAMILY OF BRANDS



CORPORATE BRANDS (717 properties; 185 of which are in joint ventures)



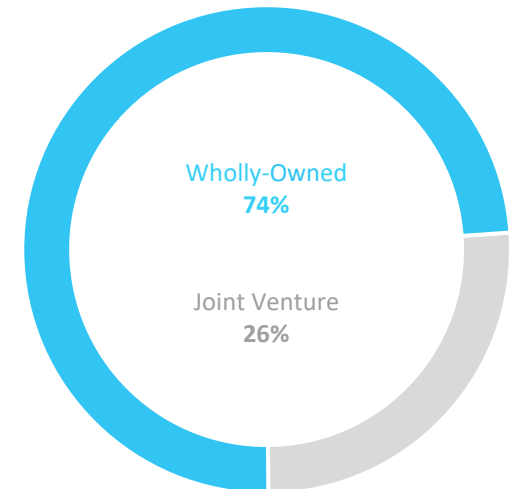
PRO BRANDS (333 properties)



TOTAL PORTFOLIO BY PROPERTY COUNT⁽¹⁾

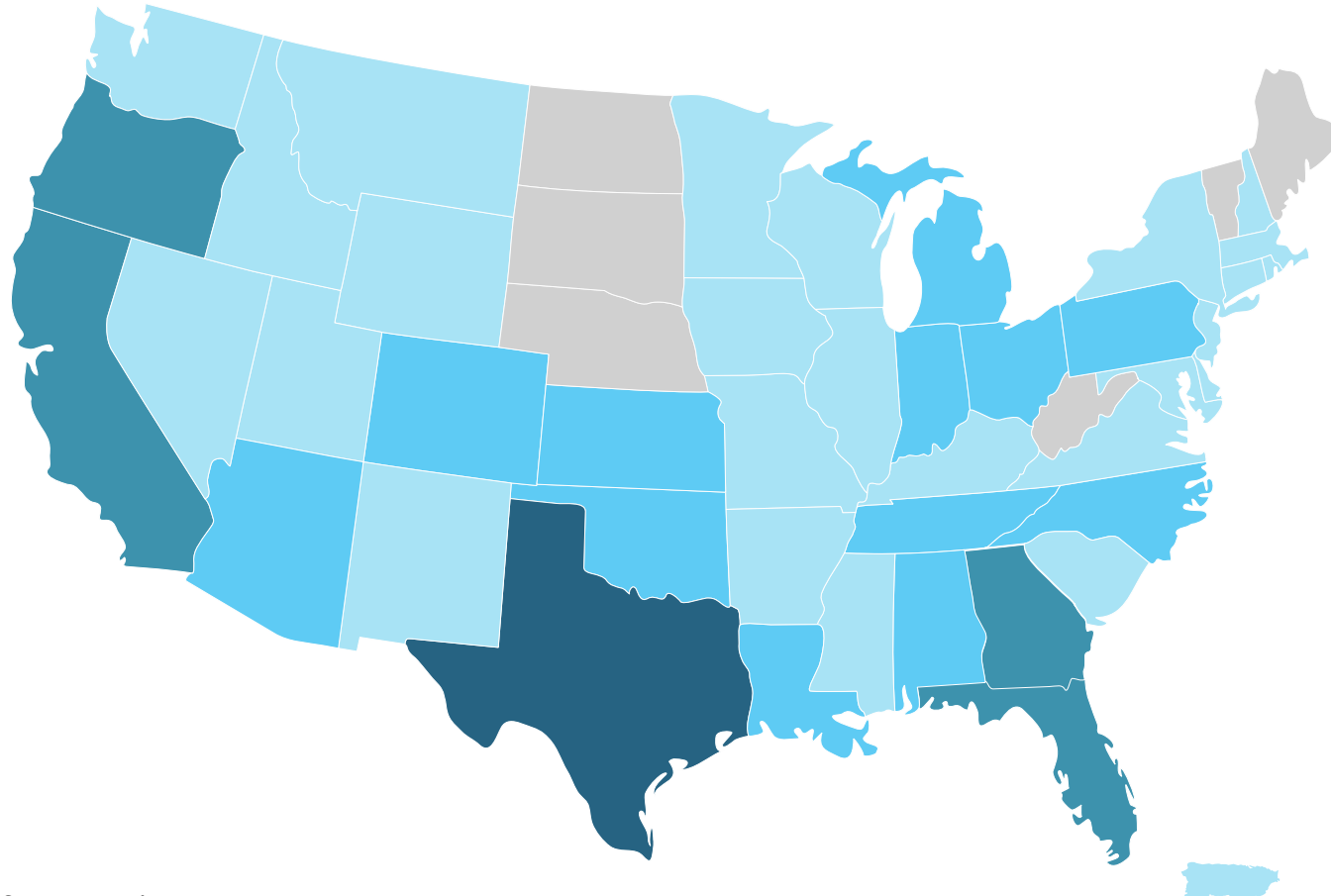


CORPORATE BRAND STORES

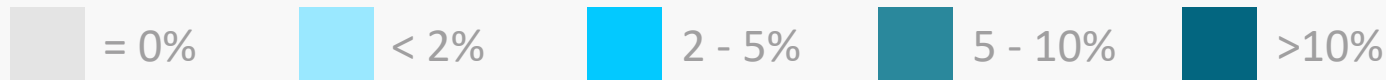


(1) Total portfolio of 1,050 properties excludes 39 properties classified as held for sale as of December 31, 2023

STRATEGIC FOCUS IN SUN BELT MARKETS



% of NSA properties



Sun Belt⁽¹⁾

65%

BY STORE COUNT

Largest MSA

(Riverside-San Bernardino-Ontario, CA)

8.3%

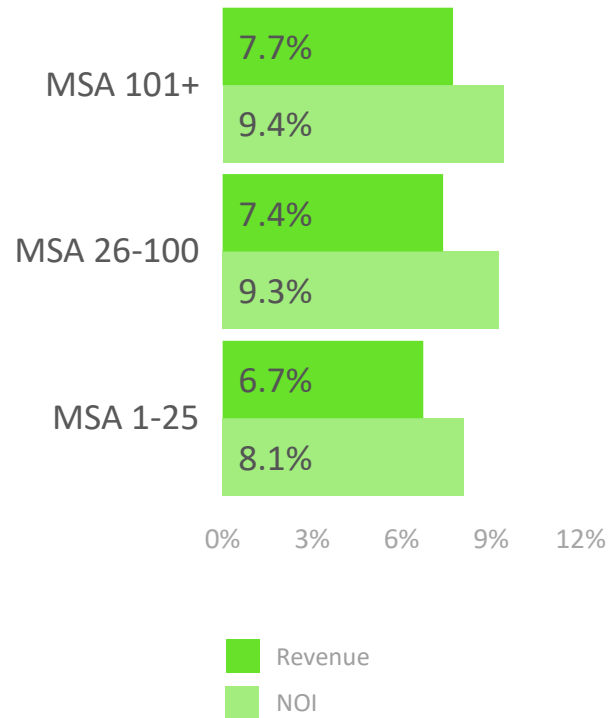
OF SAME STORE REVENUE
IN Q4 2023

(1) NSA defines the Sun Belt as the following states: AL, AR, AZ, CA, FL, GA, LA, MS, NC, NM, NV, OK, SC, TN and TX. Excludes 39 properties classified as held for sale as of December 31, 2023.

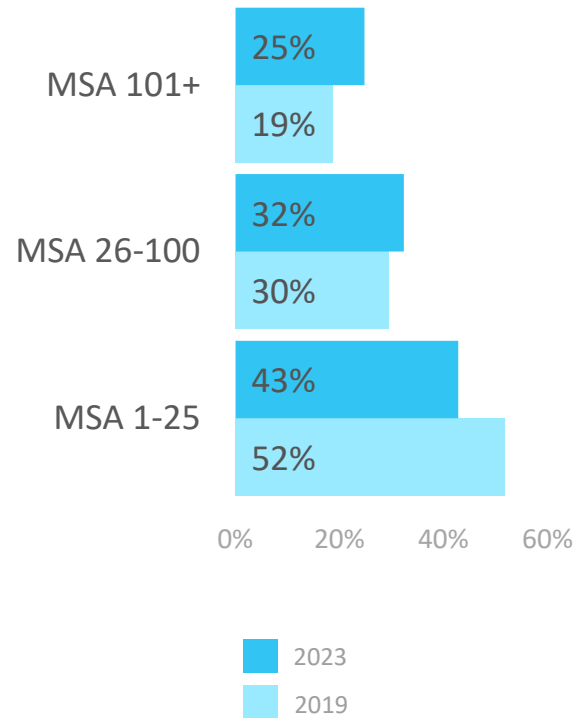
SECONDARY MARKET OUTPERFORMANCE

NSA properties outside of the top 25 MSAs have outperformed over the past five years and we have increased our exposure to these markets⁽¹⁾

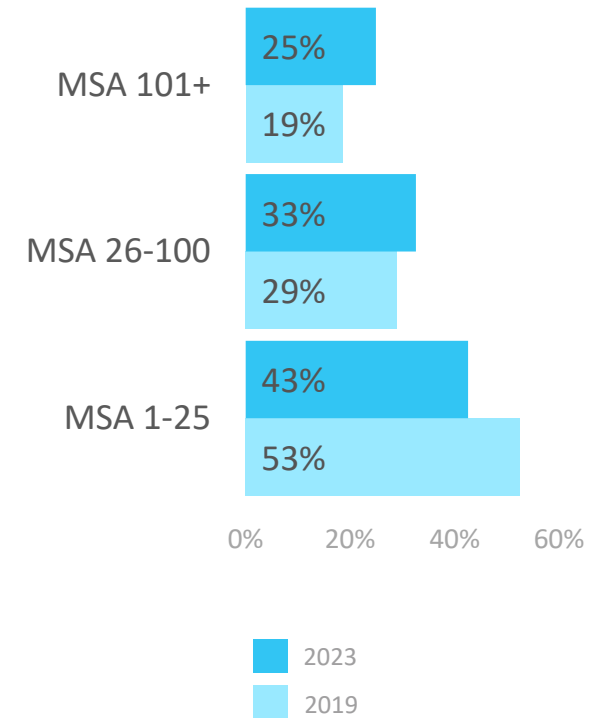
Annual Average Same Store Growth
2019 - 2023



% of Same Store Revenues



% of Same Store NOI

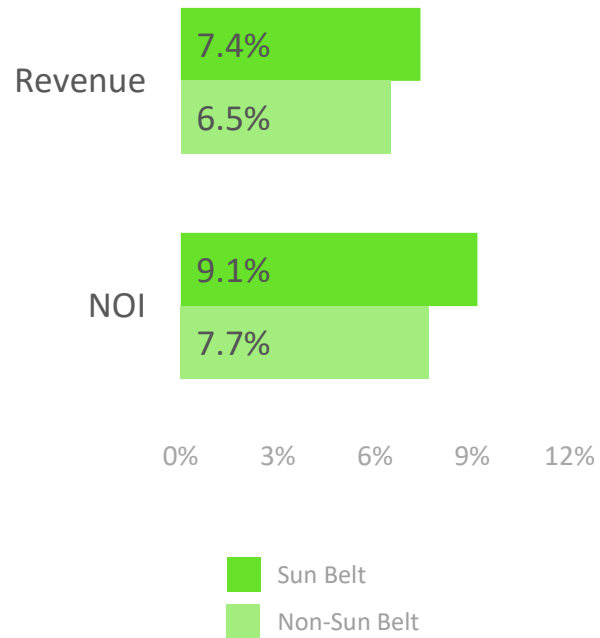


(1) Figures may not sum to 100% due to rounding.

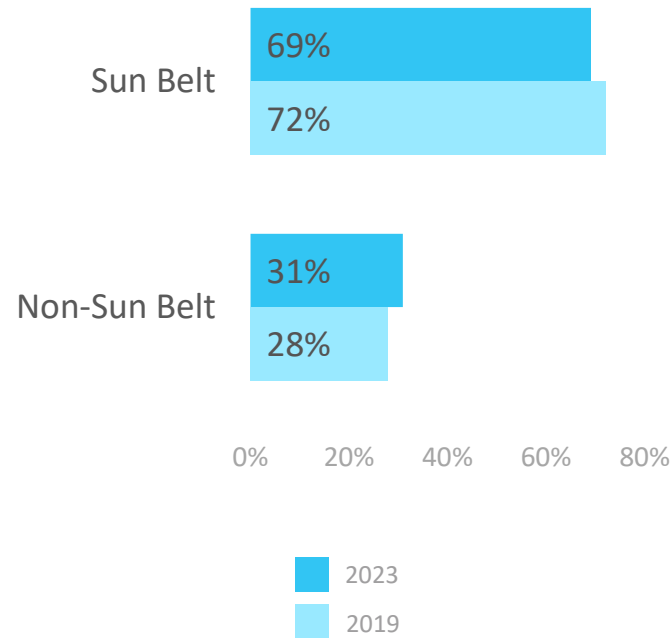
SUN BELT OUTPERFORMANCE

NSA's properties in Sun Belt Markets have outperformed over the past five years and given domestic migration, employment and housing trends - we expect this outperformance to continue over the long-term

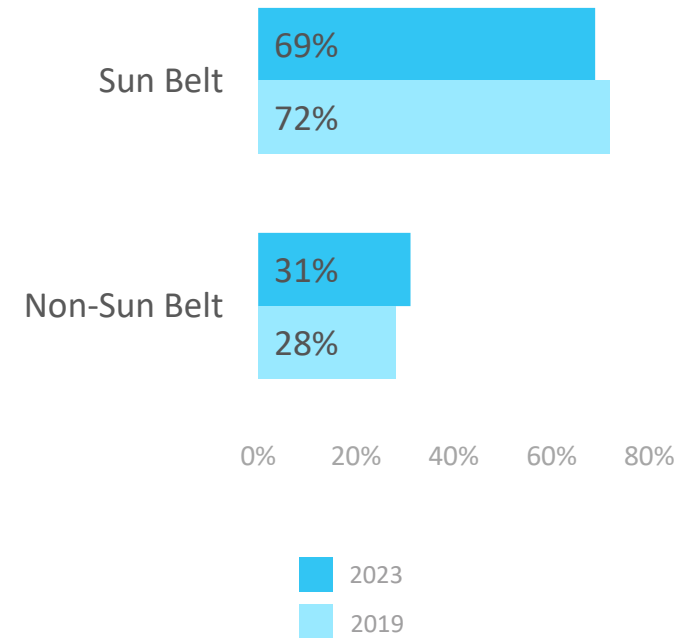
Annual Average Same Store Growth
2019 - 2023



Same Store Revenue Composition



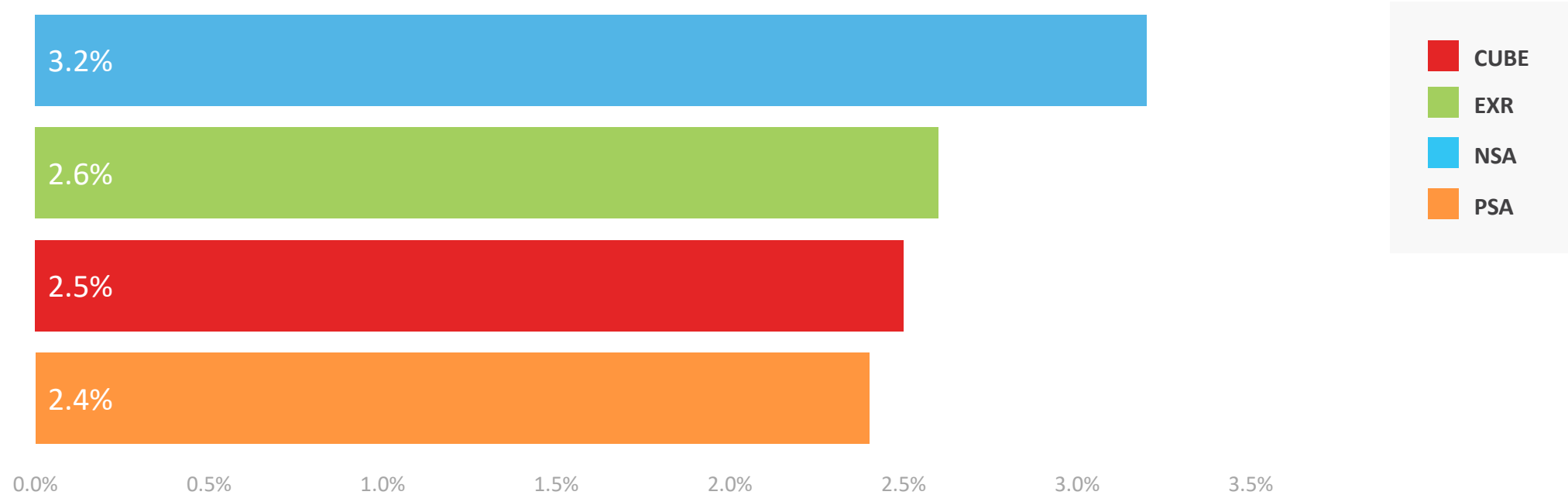
Same Store NOI Composition



NSA'S MARKETS ARE WELL POSITIONED VS PEERS

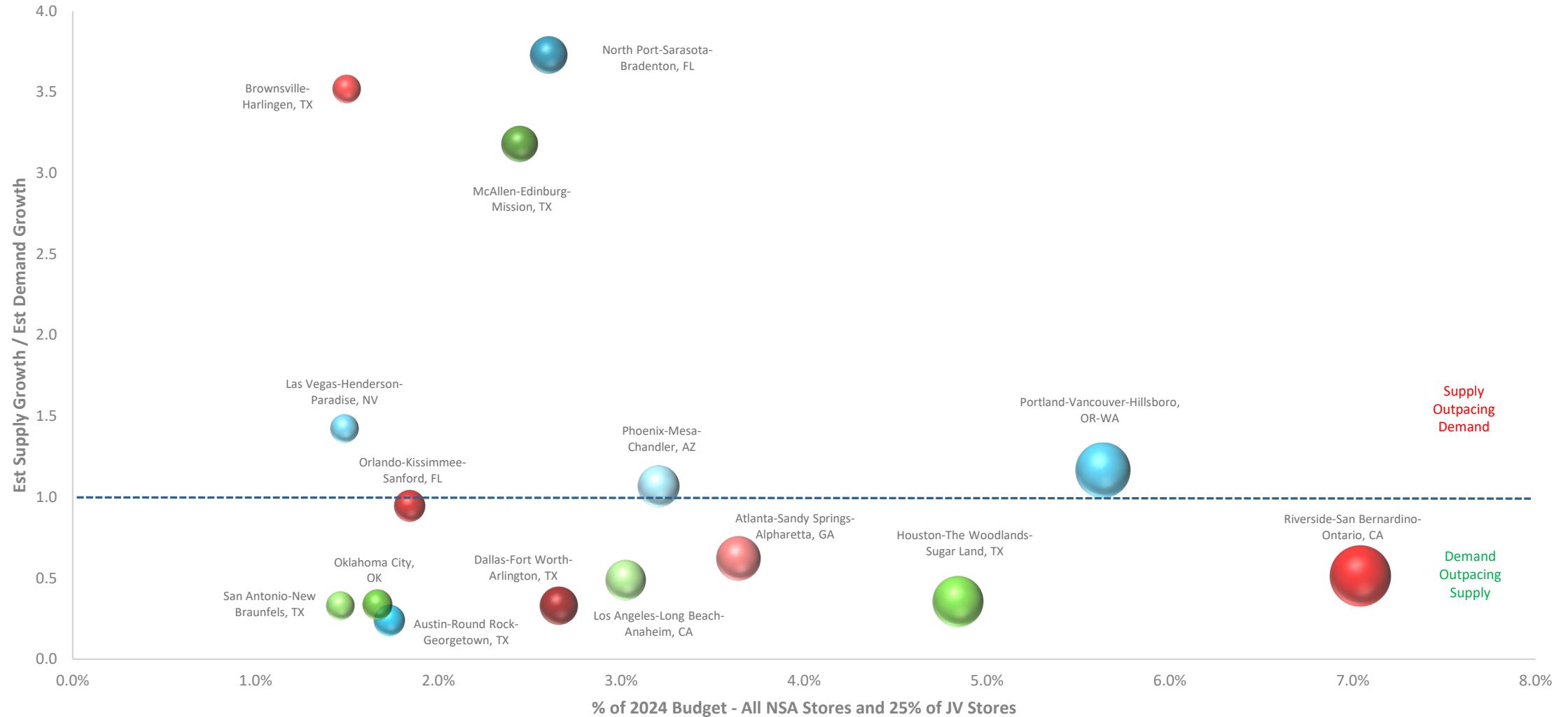
Population growth in NSA's markets is expected to outpace the peers⁽¹⁾

Projected Population Growth 2023 - 2028



(1) Source: Evercore ISI 3Q 2023 Storage Demographic Update (November 21, 2023).

NSA'S TOP 15 MARKETS – SUPPLY OUTLOOK FAVORABLE

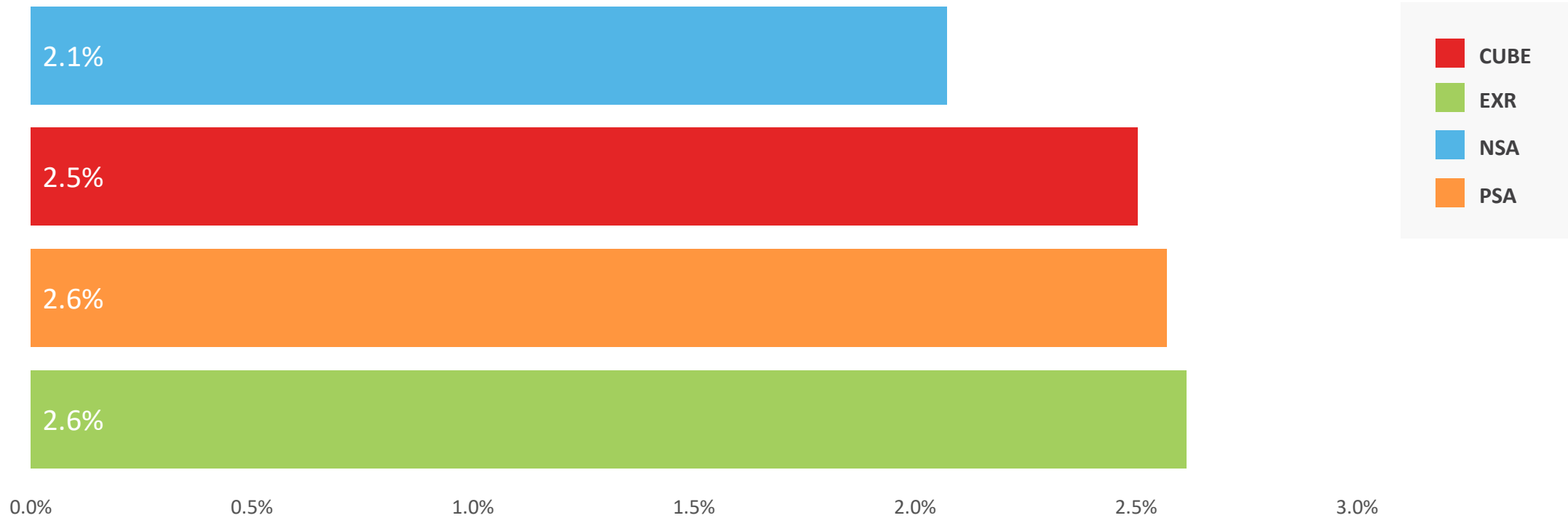


See description of methodology in Appendix.

AFFORDABILITY ANALYSIS – NSA WELL POSITIONED

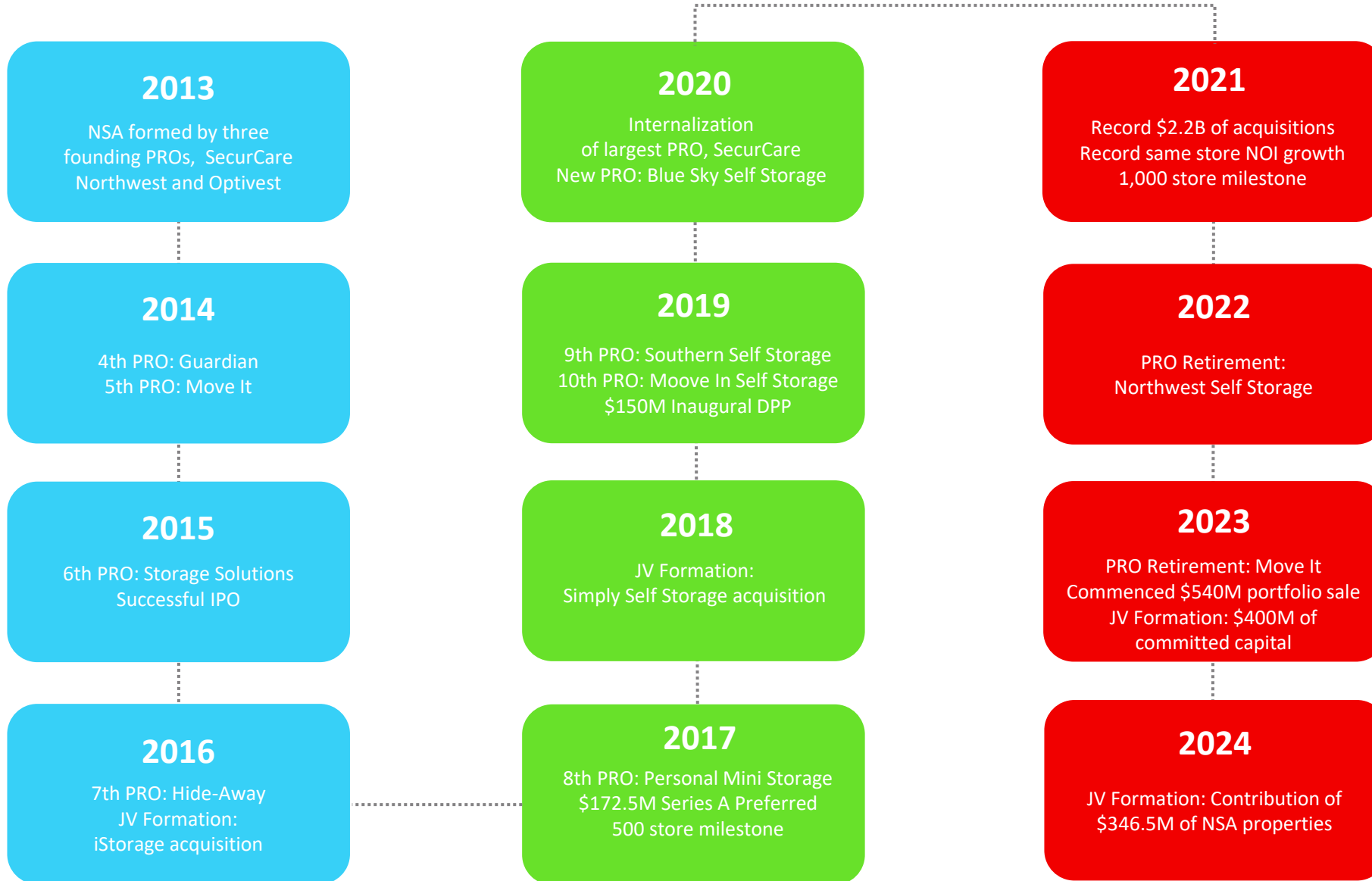
Storage Rent in NSA's Markets is More Affordable on Average Relative to Peers

Typical 10x10 Unit Annual Rent as a % of Median HH Income⁽¹⁾



⁽¹⁾ Based on utilizing 3-mile radius Median HH Income from Evercore ISI's report: 3Q 2023 Storage Demographic Update, combined with 3Q 2023 same store annualized rental revenue per occupied square foot from public filings as of September 30, 2023, as follows: NSA \$15.51; CUBE \$23.03; EXR \$22.97; and PSA \$23.20. The annualized rental revenue per occupied square foot is then multiplied by 100 to represent a 10x10 unit.

TIMELINE OF KEY MILESTONES



WHY INVEST IN NSA?

The self storage sector has proven recession resilient and has been the best performing REIT sub-sector over the long term⁽¹⁾



Attractive dividend yield - NSA's dividend rate has grown 87% over the past five years (Q4 2023 vs Q4 2018), and has a current yield of 6.1%⁽²⁾



Differentiated PRO structure Drives robust external growth



NSA has outperformed the self storage peers in average quarterly same store NOI growth and Core FFO/sh growth since its IPO in 2015



Geographic Diversification - Across Sun Belt, Secondary and Suburban markets



NSA's focus on People, Process and Platform supports future growth initiatives



(1) See slide 5.

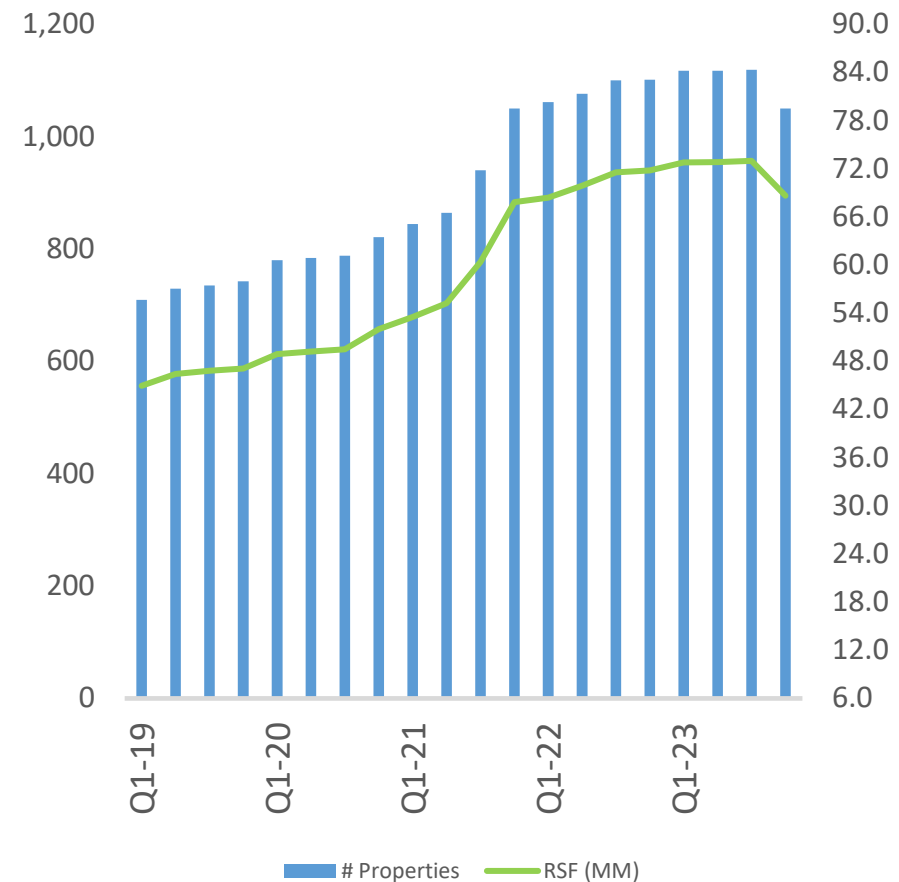
(2) As of March 1, 2024.



TRACK RECORD
OF PERFORMANCE

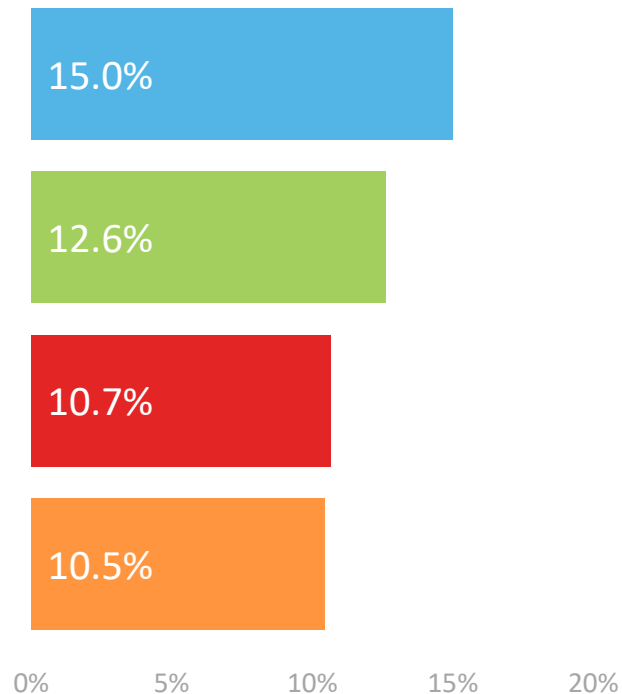
03

TRAILING FIVE YEARS OF PERFORMANCE (Q1 2019 – Q4 2023)

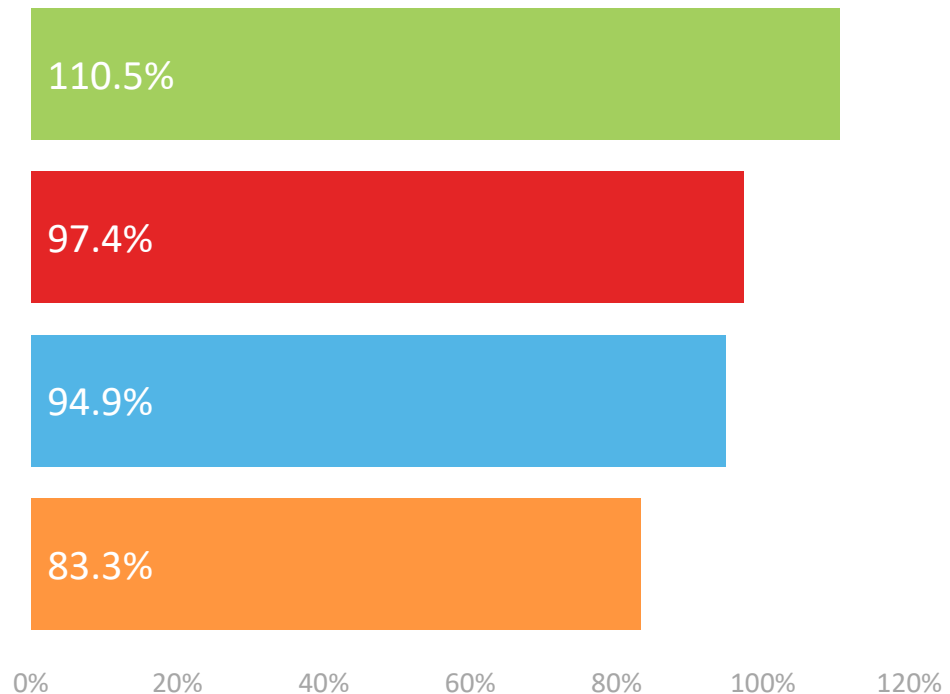


TRAILING FIVE YEARS OF PERFORMANCE (Q1 2019 – Q4 2023)

Average Quarterly Core FFO Per Share Growth

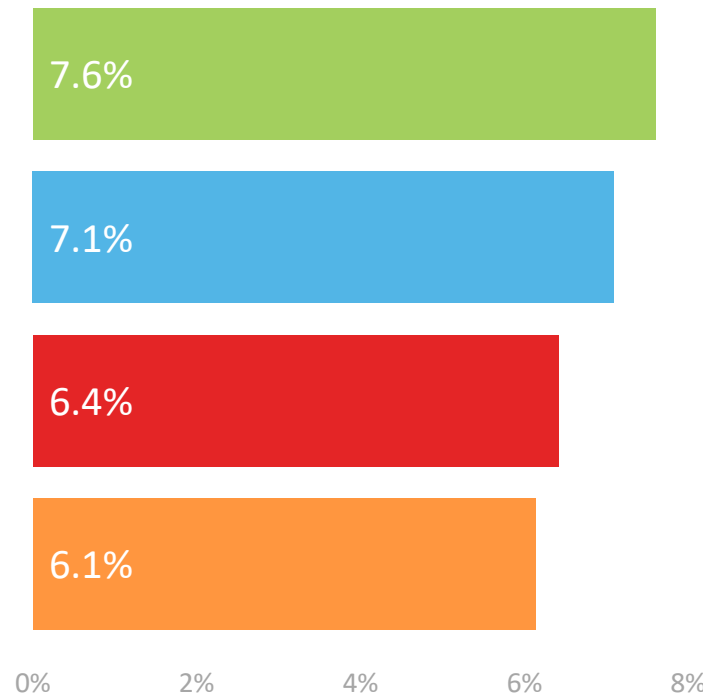


Total Shareholder Return

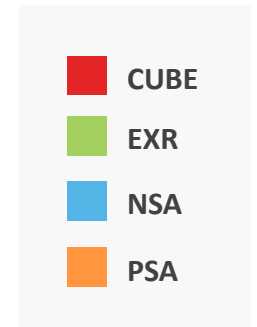
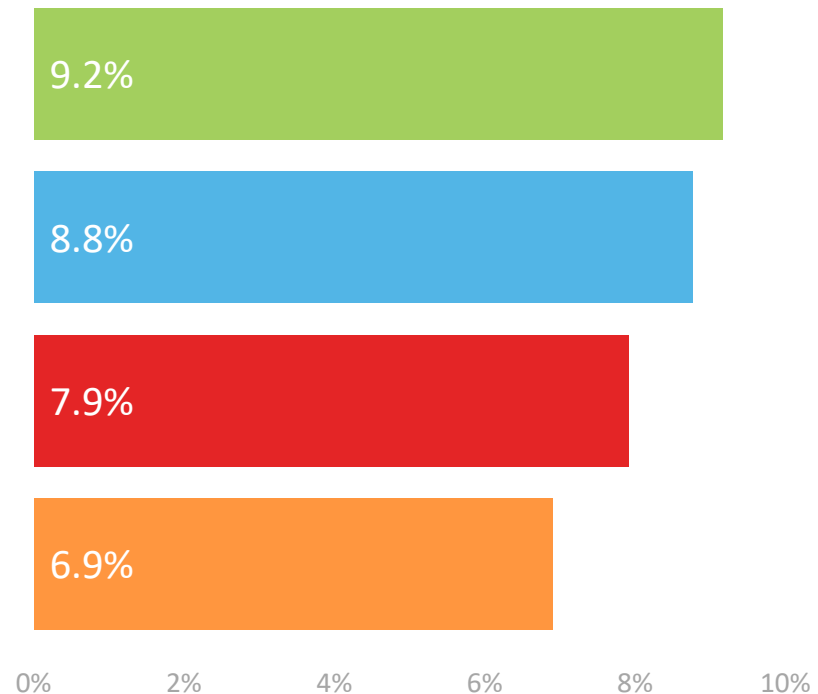


TRAILING FIVE YEARS OF PERFORMANCE (Q1 2019 – Q4 2023)

Average Quarterly Same Store Revenue Growth



Average Quarterly Same Store NOI Growth⁽¹⁾



(1) Beginning in 2020, PSA's same store NOI figures reflect "Same store direct NOI growth".



MULTI-FACETED GROWTH STRATEGY

PEOPLE, PROCESS & PLATFORM: DRIVING INTERNAL GROWTH



**DELIVERING NOI &
MEETING
CUSTOMER NEEDS**

SEAMLESS & ENHANCED CUSTOMER EXPERIENCE

- Streamlining the unit selection process
- Online lease
- Remote site management

OPERATIONAL EXCELLENCE

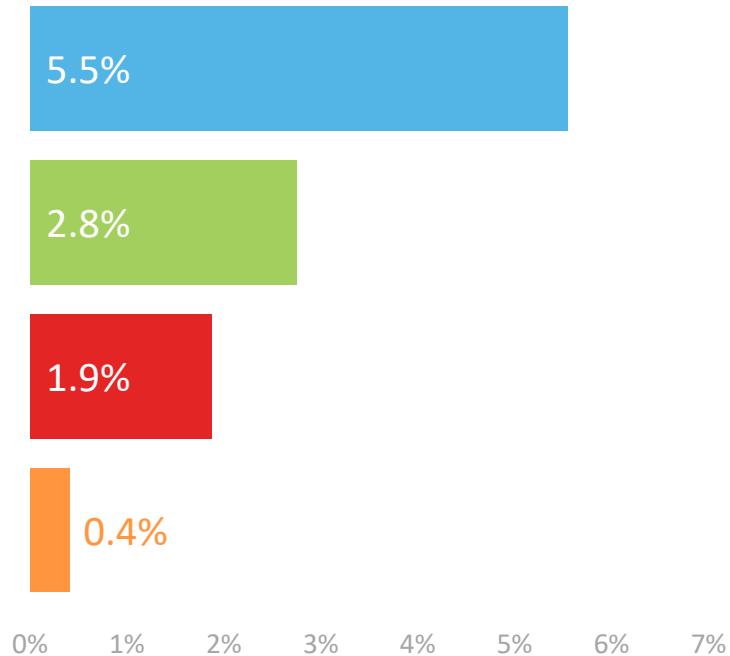
- Continuous improvements to Web and Mobile experience
- NSA-Built Call Center Solution
- Store-level enhancements

LEVERAGE DATA TO BUILD SOPHISTICATED STRATEGIES

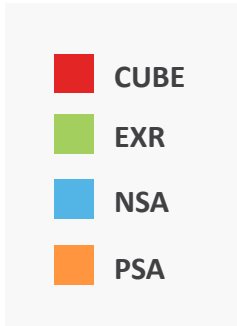
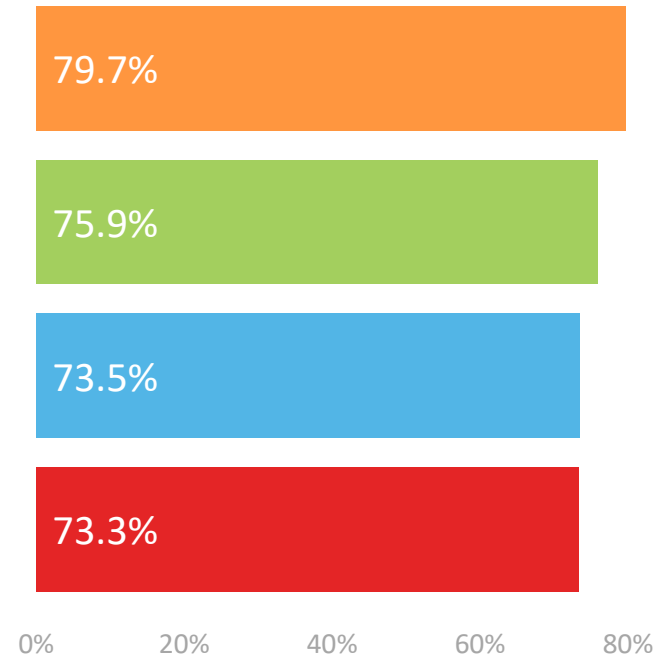
- Modern data warehouse
- Sophisticated paid marketing, pricing and promotion strategies
- Data science-driven revenue management
- Advanced SEO practices

SECTOR-LEADING MARGIN IMPROVEMENT

Same-Store NOI Margin Expansion Since Beginning of 2017 through 2023⁽¹⁾

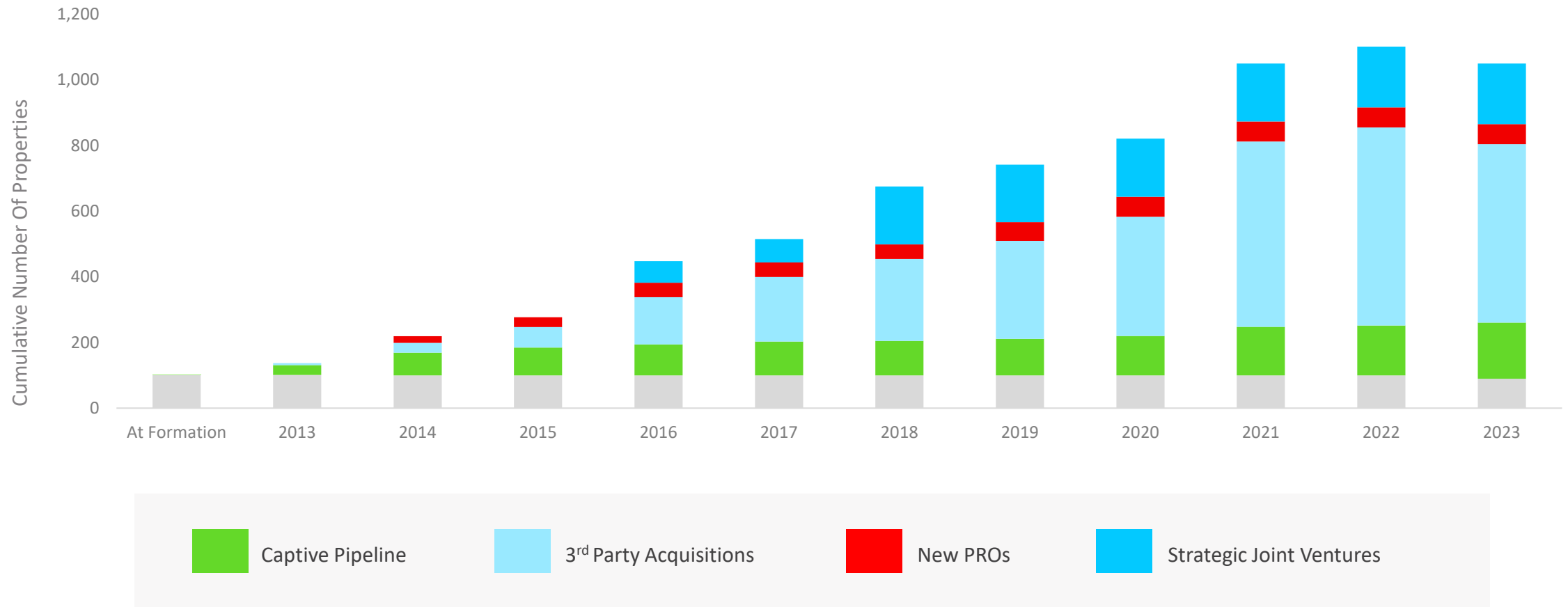


Same-Store NOI Margin Full-Year 2023



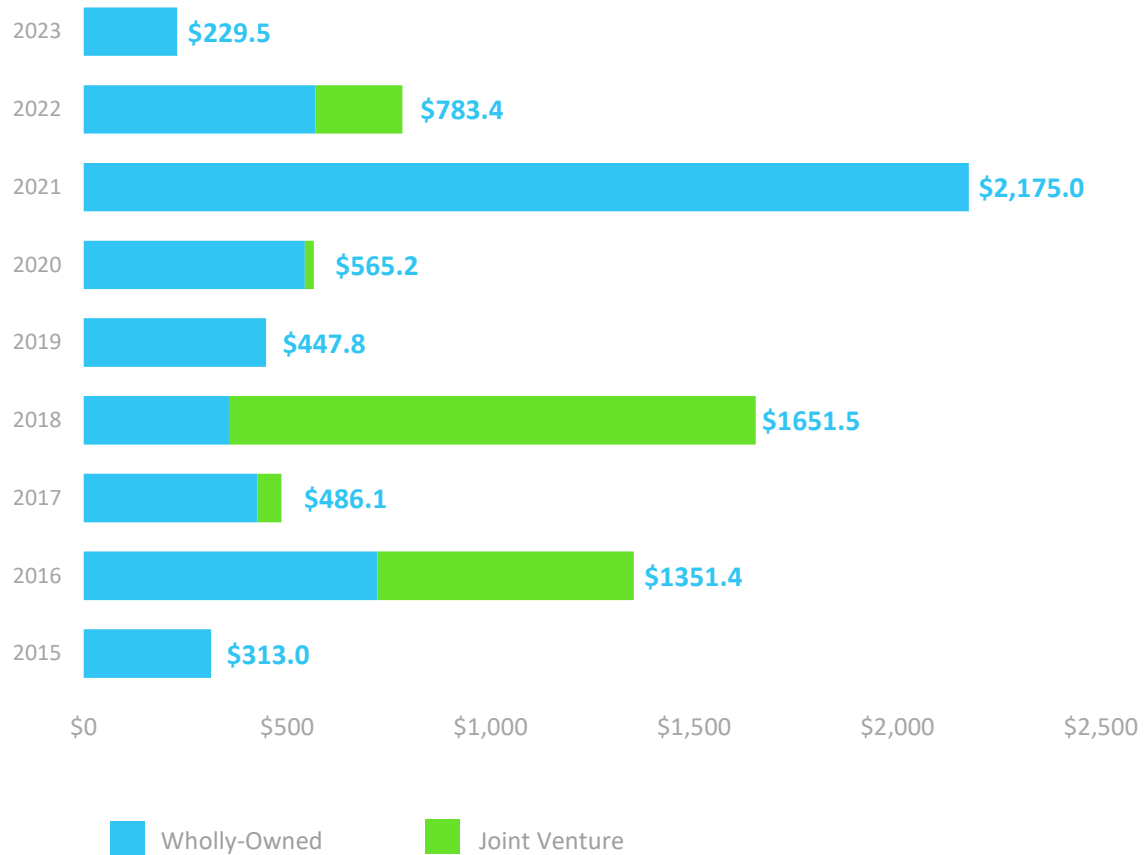
⁽¹⁾ Based on reported full-year same-store NOI margins in 2016 and 2023. For NSA, 2016 was the first full year post-IPO of reported performance.

MULTI-FACETED ACQUISITION STRATEGY

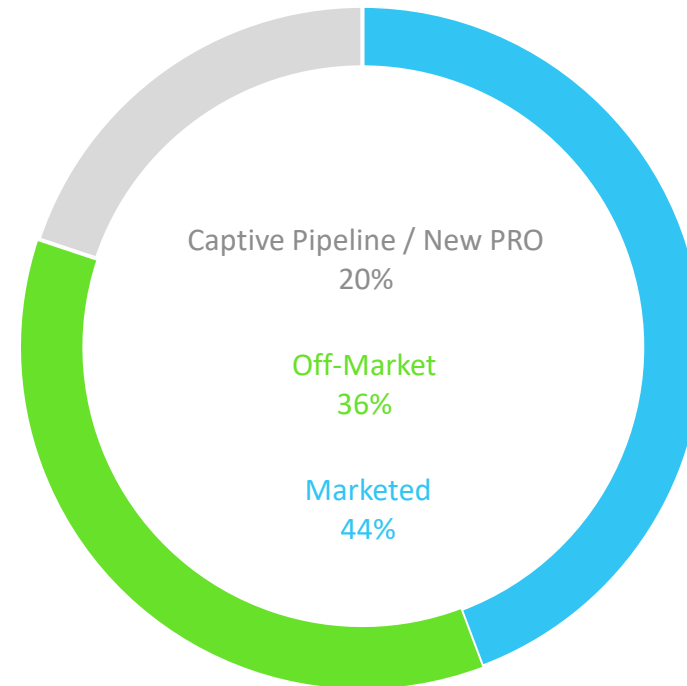


RELATIONSHIP-DRIVEN TRANSACTIONS FUEL GROWTH

Annual Acquisition Volume Since IPO⁽¹⁾



2020 – 2023 Acquisition Volume by Source



(1) \$ Millions

ROBUST LONG-TERM ACQUISITION PIPELINE



(1) The 75% third-party share of gross real estate assets is approximately \$1.6 billion based on the historical book value of the joint ventures.



FLEXIBLE CAPITAL STRUCTURE
SUPPORTS FUTURE GROWTH

05

FLEXIBLE CAPITAL STRUCTURE

**BBB+
RATED**

By Kroll Bond
Rating Agency

CAPITAL FOR GROWTH

\$950M

Unsecured Revolving
Line of Credit

**MULTIPLE
SOURCES
OF EQUITY**

**UNSECURED
& SECURED
DEBT**

**JOINT
VENTURES**

KEY CREDIT METRICS⁽¹⁾

6.1x

Net Debt/
Adjusted
EBITDA

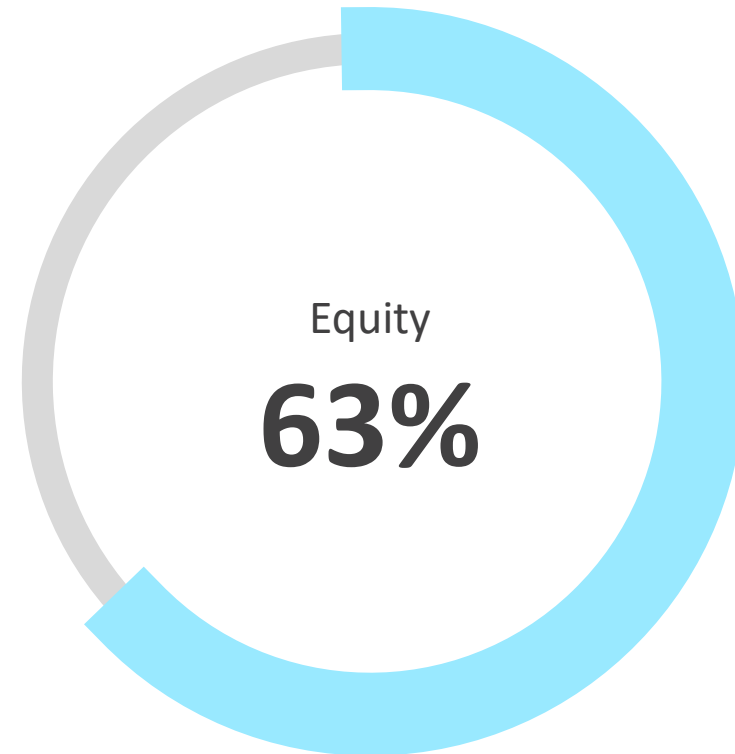
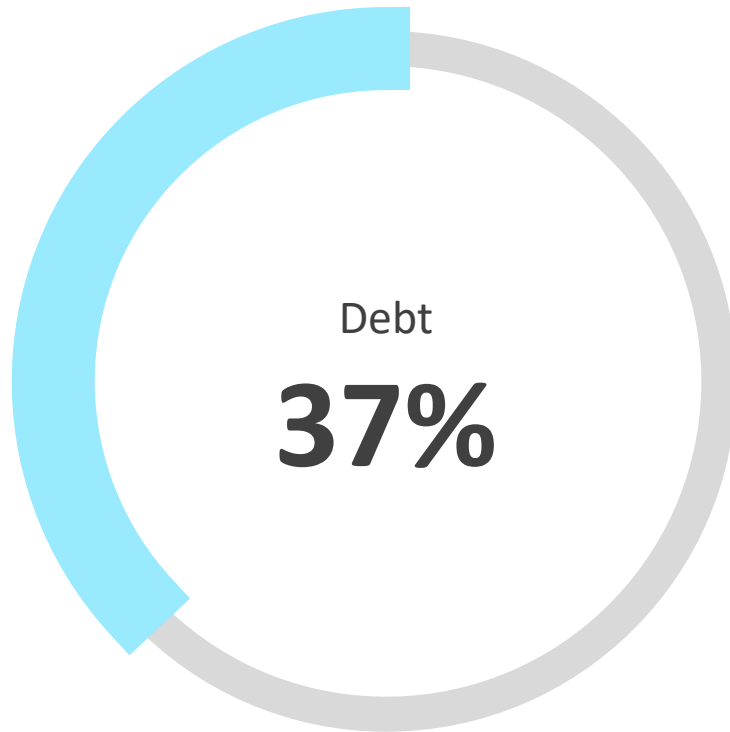
3.3x

Interest
Coverage
Ratio

(1) See Appendix for calculation methodology.

FLEXIBLE CAPITAL STRUCTURE

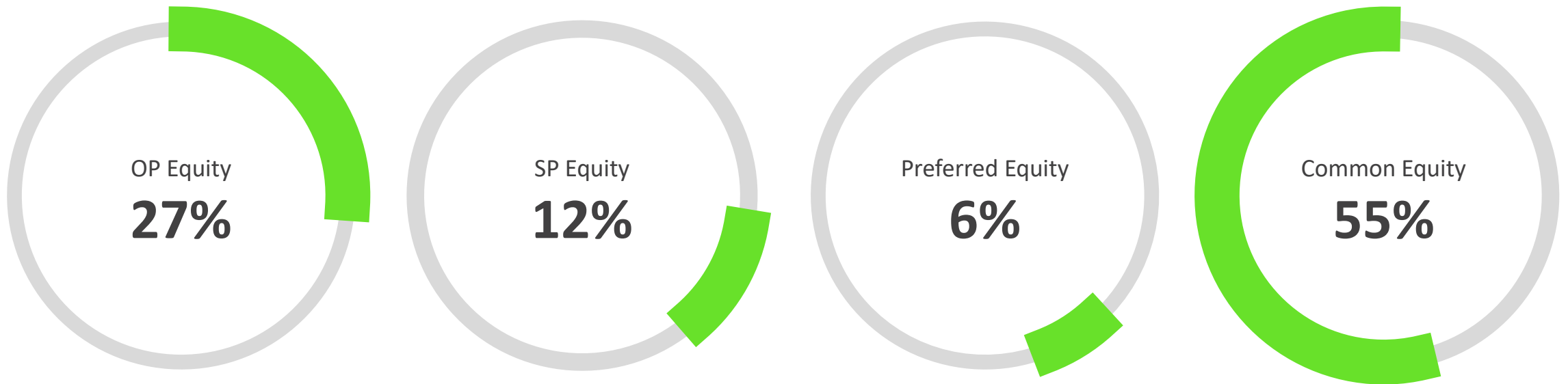
Total Enterprise Value - \$9.9 Billion⁽¹⁾



(1) See appendix for definition.

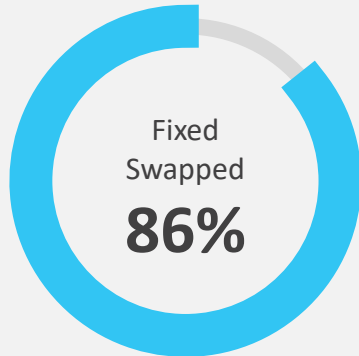
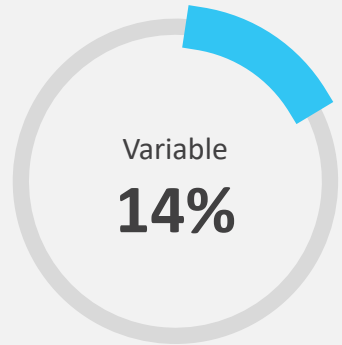
FLEXIBLE CAPITAL STRUCTURE

Equity Capitalization – Large Investment by Management and PROs

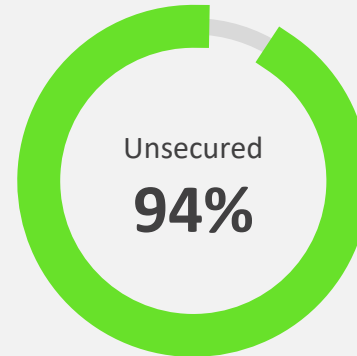
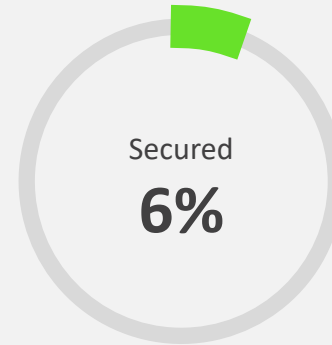


INVESTMENT GRADE BALANCE SHEET PROVIDES STRENGTH AND FLEXIBILITY TO FINANCE GROWTH

Moderate Variable Rate Exposure



Minimal Secured Debt



Total Principal Debt
Outstanding

\$3.7B

Weighted Average
Maturity

4.9 YEARS

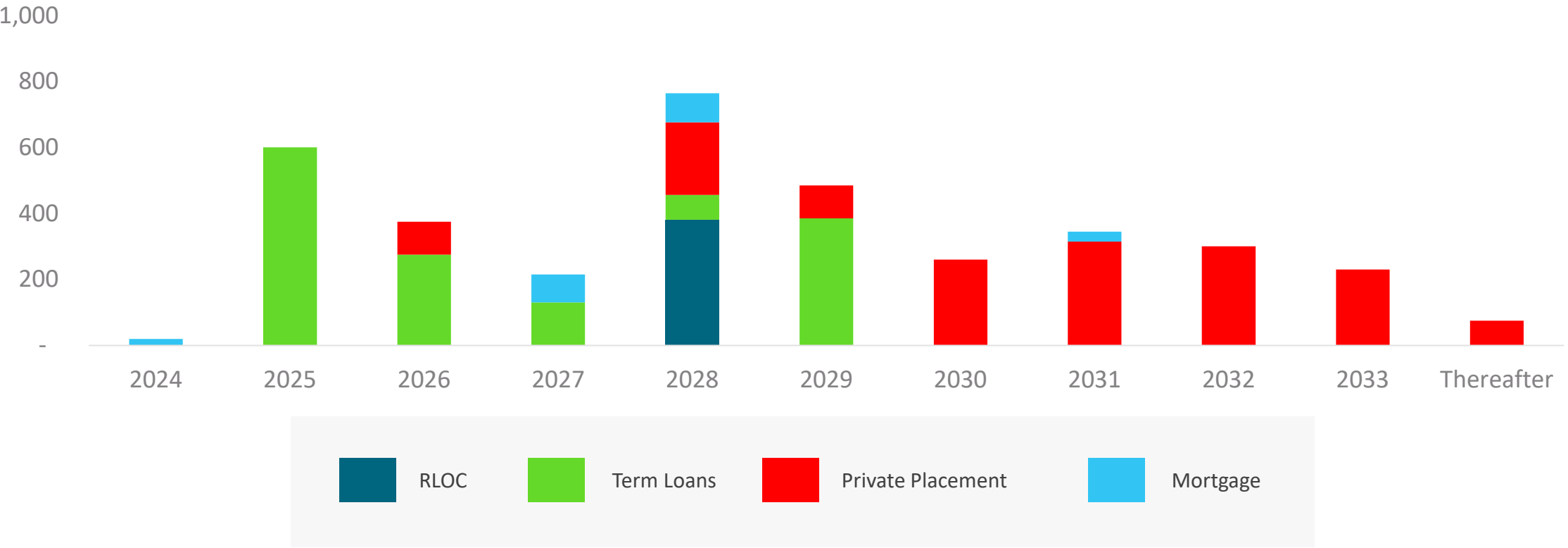
Effective Interest
Rate

4.4%

See description of terms in Appendix: Definitions and Methodology.

WELL-LADDERED DEBT MATURITY SCHEDULE

Debt Maturity Schedule (\$ in millions)⁽¹⁾



(1) Assumes exercise of maturity extension options on Term Loan B, which extends the maturity to 2025 from 2024, and on the revolving line of credit, which extends the maturity to 2028 from 2027.



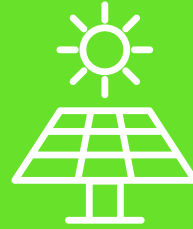
CORPORATE RESPONSIBILITY OVERVIEW

06

SUSTAINABILITY



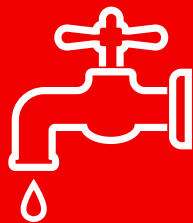
- Over 900 of our properties have LED lighting
- Vast majority of properties have motion- sensor- controlled lighting
- All HVAC replacements completed with energy efficient models



- Approximately 20 of our properties have solar arrays installed
- Target increasing solar installations by over 20% in 2024



- Right sizing waste containers
- Reducing the frequency of pick ups



- Water-saving plumbing devices
- Landscaping features that minimize water consumption

COMMUNITY & TEAM



- National Storage Affiliates has partnered with Feeding America to provide over 1.5 million meals annually to individuals facing food insecurity.

- Our SecurCare brand was recognized by Newsweek Media as one of America's Best Customer Service Brands for 2024

- 63% of our employees are women⁽¹⁾
- 32% racially or ethnically diverse⁽¹⁾
- 32% of senior management are women⁽¹⁾
- Member of NAREIT DDEI CEO Council

⁽¹⁾ As of Dec. 31, 2023,

CORPORATE GOVERNANCE HIGHLIGHTS

GRESB – participated in the 2023 assessment

Opted out of MUTA

Vendor code of conduct

No “poison pill” plan

8 of 11 trustees are independent

Annual election of all trustees

Separate chairman and CEO roles

Cybersecurity subcommittee



APPENDIX

(including Definitions and Methodology)



DEFINITIONS AND METHODOLOGY

Total Enterprise Value: The sum of the Company's debt principal outstanding plus the perpetual preferred series A and common equity (on a fully diluted basis) valued at the closing price per share, as of December 29, 2023, of \$23.64 and \$41.47, respectively, and the Company's perpetual preferred series B preferred equity valued at a par value of \$25.00 per share. SP equity is assumed converted using the hypothetical conversion ratio of 1.55x for the trailing twelve months ended December 31, 2023.

Net Debt / Adjusted EBITDA: Total debt less cash and cash equivalents, divided by annualized Adjusted EBITDA for most recently reported quarter.

Interest Coverage Ratio: Computed by dividing Adjusted EBITDA by interest expense for most recently reported quarter.

EBITDA: Net income (loss), as determined under GAAP, plus interest expense, loss on early extinguishment of debt, income taxes, depreciation and amortization expense and the Company's share of unconsolidated real estate venture depreciation and amortization.

Adjusted EBITDA: EBITDA plus acquisition costs, equity-based compensation expense, losses on sale of properties, impairment of long-lived assets and casualty-related expenses, losses and recoveries, minus gains on sale of properties and debt forgiveness, and after adjustments for unconsolidated partnerships and joint ventures.

Dividend Yield: Calculated based on fourth quarter 2023 quarterly annualized dividend of \$2.24 divided by market closing price of NSA's common shares on March 1, 2024 of \$36.50.

Effective Interest Rate: Incorporates the stated rate plus the impact of interest rate cash flow hedges and discount and premium amortization, if applicable. For the revolving line of credit, the effective interest rate excludes fees which range from 0.15% to 0.20% for unused borrowings.

Page 6 – Sector Average Annual Total Shareholder Returns for Each 5-Year Period (All US Public Equity REITs) Over the past 29 years ended 2022. Annual total shareholder returns calculated as five-year IRRs on NAREIT's individual property sector total return index levels, for 25 separate 5-year periods from 1994-1998 through 2018 - 2022. Lowest average annual return periods for each sector are the five years ended: Self Storage 2020; Apartments 2009; Health Care 1999; Industrial 2011; Retail 2020; Office 2022; Diversified 2011; Lodging / Resorts 2002.

Page 18 – Supply Graph Methodology

1. We estimate supply growth for each market as follows: first, we add together the expected total net rentable square footage attributable to (i) all Fill-Up and Under Construction Properties and (ii) 25% of all Planned and Prospective Properties. Properties refers to all self storage properties (including NSA's) in the MSAs set forth above, tracked and reported by Yardi Matrix. Fill-Up are stores that have opened in the 24-month period prior to January 31, 2024. Under Construction are those currently under construction. Planned and Prospective are those with a permit in place or an approval pending to build. We divide this number by the total net rentable square footage of all properties in each market.
2. We estimate demand growth in each market by adding together (i) Experian's 5-year projections for the percentage increase in household growth in each market plus (ii) 5%, which represents our assumptions with respect to increased demand in each market irrespective of population growth.
3. The ratio of supply growth to demand growth is calculated based upon NSA's estimates and assumptions as set forth in footnotes 1 and 2 above. There can be no assurance that supply growth and demand growth in any market will correspond to such estimates. Some or all of our competitor's properties in these markets may not fill up, reach completion or be built at all or on the schedule currently contemplated and increases in population and non-population related demand may differ from our estimates and assumptions.
4. Circle sizes correspond to each MSA's % share of NSA's projected 2024 revenue, with JV properties accounted for at NSA's 25% share.
5. Excludes the San Juan-Carolina-Caguas MSA due to lack of available supply data.



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