November 2022 Investor Presentation





Forward Looking Statements

This presentation may contain forward looking statements as defined in Section 27A of the Securities Act of 1933, and in Section 21E of the Securities Exchange Act of 1934. Forward looking statements address matters that are subject to a number of risks and uncertainties.

There are a number of risks and uncertainties that could cause our actual results to differ materially from the forward-looking statements contained herein. Any forward-looking statements should be considered in light of the risks referenced in the "Risk Factors" section included in our most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Such factors include, but are not limited to:

• adverse changes in general economic conditions, the real estate industry and in the markets in which we operate;

• the effect of competition from new self-storage facilities or other storage alternatives, which would cause rents and occupancy rates to decline;

• impacts from the COVID-19 pandemic or the future outbreak of other highly infectious or contagious diseases on the U.S., regional and global economies and our financial condition and results of operations;

• potential liability for uninsured losses and environmental contamination;

• the impact of the regulatory environment as well as national, state, and local laws and regulations including, without limitation, those governing real estate investment trusts ("REITs"), tenant reinsurance and other aspects of our business, which could adversely affect our results;

•loss of key personnel;

•the Company's ability to evaluate, finance and integrate acquired self-storage facilities on expected terms into the Company's existing business and operations;

• the Company's ability to effectively compete in the industry in which it does business;

• disruptions in credit and financial markets and resulting difficulties in raising capital or obtaining credit at reasonable rates or at all, which could impede our ability to grow;
• 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 increase, impacting costs associated with the Company's outstanding floating rate debt, if any, and impacting the Company's ability to comply with debt covenants;

• exposure to litigation or other claims;

•risks associated with breaches of our data security;

• the regional concentration of the Company's business may subject the Company to economic downturns in the states of Florida and Texas;

• the Company's cash flow may be insufficient to meet required payments of operating expenses, principal, interest and dividends; and

• failure to maintain our REIT status for U.S. federal income purposes, including tax law changes that may change the taxability of future income.

The Company is under no obligation to update any such forward looking statements.

Life Storage At a Glance¹



Notes:

 All statistics as of September 30, 2022, except same store occupancy, total stores, stores managed by third parties, 5-year total return, and Customers which are as of October 31, 2022.

Investment Highlights



Growth Strategy Innovat

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Investment Highlights

- Attractive industry fundamentals
- Diversified portfolio with increasing focus on primary markets
- Growth strategy driven by disciplined capital allocation
- Innovative technology solutions to drive customer acquisition and revenue management
- Differentiated corporate customer value proposition
- Strong financial performance, conservative balance sheet and attractive valuation



An Attractive Sector



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Attractive Sector

- Recessions resistant
- High cash flow
 - High operating margins
 - Low capital expenses
- Short-term leases
 - Enables re-pricing monthly
- Fragmented industry
 - Provides opportunity to build scale via acquisitions

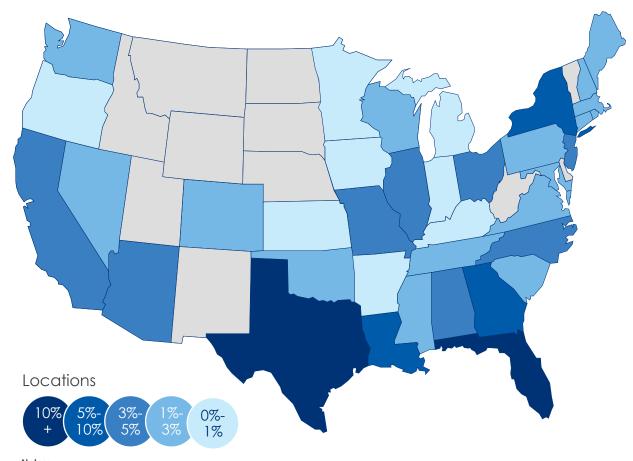
Total Shareholder Return ¹ (10 Years)

Manufactured Homes 343.5% Self Storage 338.2% Data Centers 298.5% Industrial 288.4% Infrastructure 256.6% S&P 202.4% Free Standing 141.9% Apartments 133.0% Specialty 117.8% Single Family Homes 104.7% Health Care 86.1% RMZ 82.5% Timber 56.0% Diversified 52.2% Mortgage 41.8% Lodging/Resorts 36.9% Shopping Centers 33.7% Office 13.7% Regional Malls -8.7% -5% 95% 195% 295% 395%

Life Storage has grown substantially in recent years, with a particular focus on accessing and building scale in both primary markets and secondary markets where the company can leverage its presence to drive margin expansion and revenue growth. Its expansion to the West Coast in 2016 followed by an accretive asset recycling program in 2018 and 2019 have enhanced both its demographics and geographic diversity. Throughout 2020 and 2021 its portfolio demographics and geographic footprint improved further with +50% of wholly owned acquisitions focused across the Sun Belt region.



Coast-to-Coast Presence



1,167Facilities¹

- 758 Wholly Owned
- 141 Joint Venture268 Managed

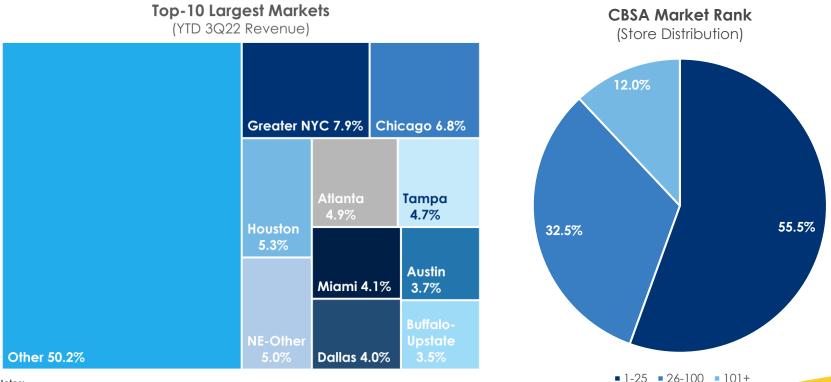
84M+ Net Rentable Square Feet

675K+ Customers

Notes: (1) As of October 31, 2022

High Geographic Diversification¹

Life Storage owns and manages properties in 37 states, including almost 40% of its wholly-owned portfolio in 20 of the top-25 fastest growing markets in the United States. Additionally, roughly 60% of its owned stores are in the Sun Belt² region.



Notes:

(1) Wholly-owned stores only; as of September 30, 2022

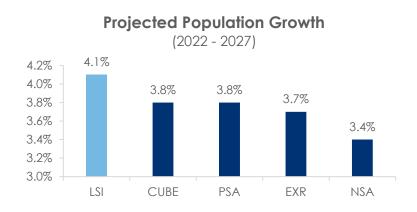
(2) Sun Belt region defined as Alabama, Arizona, California, Florida, Georgia, Kansas, Louisiana, Mississippi, Nevada, New Mexico, North Carolina, Oklahoma, South Carolina, Tennessee, Texas and Utah

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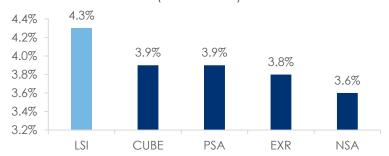
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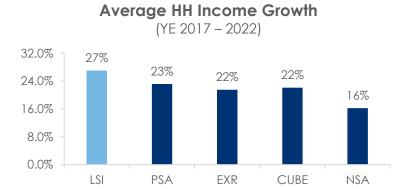
Demographics¹

An expanding portfolio positions Life Storage to realize sector leading population and household income growth.

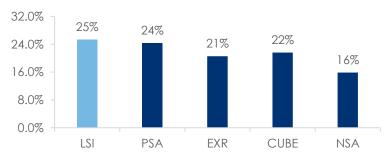


Projected Household Growth (2022 - 2027)









Notes:

(1) Household and population growth reflect estimated growth from 2022 – 2027. Income growth compares 2022 to 2017 YE. All measures provided from Evercore ISI research dated August 16, 2022

Bigger, Better, Stronger

- Scale has more than doubled, including more than 11x growth in managed stores (non-Joint Venture)
- Added five primary markets (Los Angeles, Seattle, Sacramento, Baltimore and Las Vegas)
- Enhanced store quality
- Improved demographic profile
- Increased store operating performance
- Strengthened corporate financial performance

(\$ in '000s, except FFO/Share, Rent/Sq Ft, Median Income)

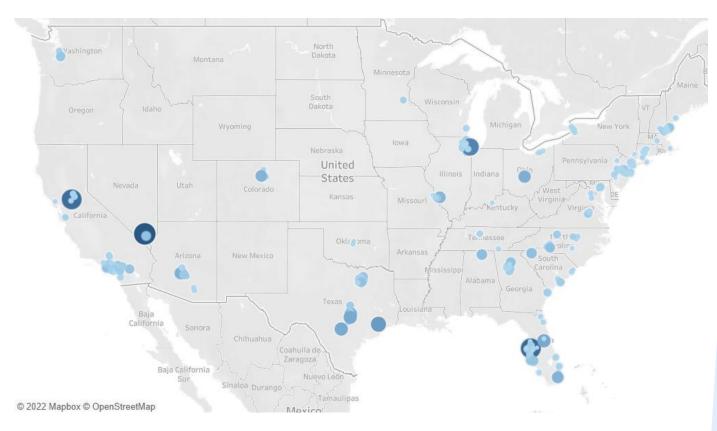
itores	Dec 2015	October 2022	% Inc				
Owned	452	758	68%				
Joint Venture	69	141	104%				
Managed (non-Joint Venture)	21	268	1176%				
Total	542	1167	115%				
Top-35 Markets Sq Ft (owned)	55%	67%	22%				
Climate Controlled Sq Ft (owned)	43%	52%	21%				
Demographics							
3-Mile Pop Density	78,742	\$ 92,049	17%				
3-Mile Med HH Income	\$ 69,517	\$ 74,637	7%				
inancial							
Avg SS Rent per Square Foot	\$ 12.64 ⁽³	³⁾ \$ 19.43 ⁽²⁾	54%				
Avg SS Rev per Store (Last Twelve Months)	\$ 808 (1	¹⁾ \$ 1,246 ⁽⁴⁾	54%				
Store Revenue	\$ 360,766 ⁽³	³⁾ \$ 958,722 ⁽⁴⁾	166%				
Management Fees	\$ 5,836 ⁽³	³⁾ \$ 25,927 ⁽⁴⁾	344%				
Adj. FFO per Share ⁽⁵⁾	\$ 3.29 ⁽³	³⁾ \$ 6.23 ⁽⁴⁾	89%				
Credit Rating	BBB-/Baa3 ⁽⁶	³⁾ BBB/Baa2	+1 grade				
lotes:							
	(4) Data for last twelve months as of September 30, 202						
1) Data for 4Q15	(4) Data for last	twelve months as of Se	ptember 30, 20				

(3) Data for last twelve months as of Dec 31, 2015

(6) Prior to Dec 1, 2015

Bigger, Better, Stronger

Acquisitions Since 2015 YE ¹



\$5.5в

Total Investment¹



Sun Belt States²

60%

Top-25 Fastest Growing CBSA Markets

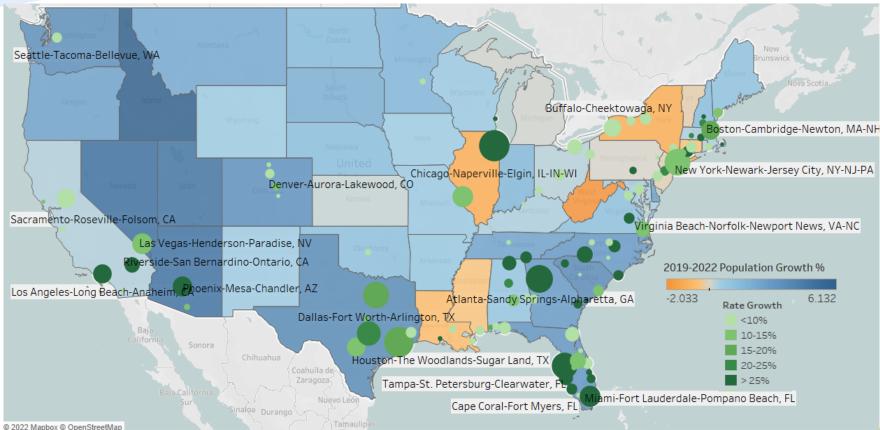
Notes:

- Includes YTD acquisitions as of October 31, 2022. Bubble size and color represent acquisition density
- (2) Sun Belt region defined as Alabama, Arizona, California, Florida, Georgia, Kansas, Louisiana, Mississippi, Nevada, New Mexico, North Carolina, Oklahoma, South Carolina, Tennessee, Texas and Utah

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Demographics¹

2019 – 2022 Rate growth and population growth accelerate across Life Storage's key CBSA markets.



Notes:

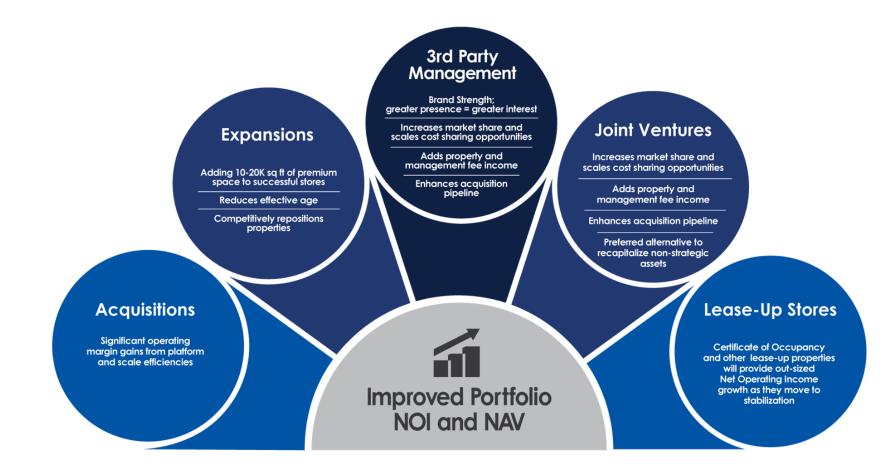
(1) Source: U.S Census Bureau population estimates, Life Storage asking rates, footprint as of October 31, 2022.

Growth Strategy

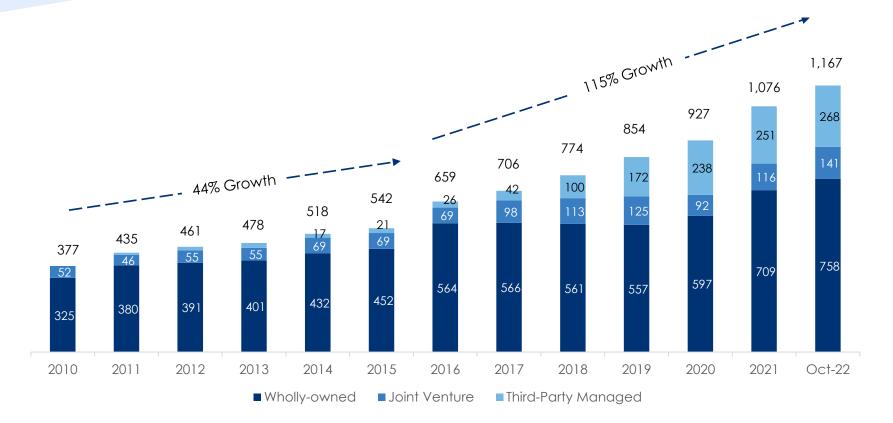


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Embedded Growth Drivers



Accelerating, Diversified Store Growth

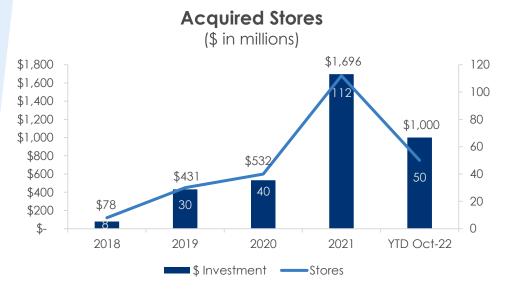


Portfolio Growth

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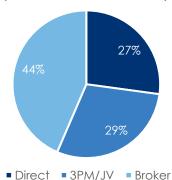
Acquisition Strategy

- Focus on markets with attractive demographics and higher rates per square foot and growth (typically primary and secondary markets)
- Build scale in existing markets to leverage brand and in-place cost structure
- Diversify portfolio
- Active portfolio management (sold 45 non-strategic stores between 4Q18 and 3Q19)





(2019 - October 2022)



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Lease-Up Properties

 The Company does not develop new properties, but occasionally purchases newly built properties or properties in the early stages of lease-up. As of September 30, 2022, there were 51 of these leaseup facilities, which will have an outsized contribution to NOI over the next couple of years.

\$50.1 MM Estimated Stabilized NOI¹ +\$0.09 Incremental NOI Impact per share as of September 30, 2022²

Market	Stores	Cost	Rentable Sq ft	Occupancy	9/30/2022 NOI ³
Charlotte, NC	5	\$95,575	405,632	86%	\$4,028
Austin, TX	4	\$56,012	358,786	91%	\$3,524
Miami, FL	4	\$105,988	320,796	86%	\$4,780
Tampa, FL	4	\$70,601	323,826	87%	\$2,964
Richmond, VA	3	\$31,004	238,087	93%	\$3,040
Greenville, SC	3	\$30,204	170,629	96%	\$1,312
Phoenix, AZ	3	\$70,316	255,339	91%	\$3,080
St. Louis, MO	3	\$50,343	323,428	82%	\$856
Charleston, SC	2	\$23,711	151,045	82%	\$1,060
Dallas, TX	2	\$21,332	179,955	91%	\$1,608
Savannah, GA	2	\$38,345	138,799	93%	\$2,064
New York, NY	2	\$83,749	130,189	86%	\$2,760
Washington, DC	2	\$28,729	151,785	90%	\$1,644
Sacramento, CA	1	\$18,287	90,098	91%	\$1,324
Seattle, WA	1	\$19,475	89,183	74%	\$884
Jacksonville, FL	1	\$16,545	81,846	94%	\$1,228
Orlando, FL	1	\$14,846	76,025	87%	\$672
Denver, CO	1	\$6,831	64,650	94%	\$516
Oklahoma City, OK	1	\$5,083	63,600	87%	\$384
Nashville, TN	1	\$21,600	88,200	82%	\$904
Portland, ME	1	\$20,100	76,527	85%	\$996
Chicago, IL	1	\$19,043	98,595	72%	\$656
Winston-Salem, NC	1	\$16,774	72,362	69%	\$420
Baltimore, MD	1	\$21,651	82,645	75%	\$688
Las Vegas, NV	1	\$29,113	90,875	73%	\$600
	51	\$ 915,25 7	4,122,902	88.7 %	\$41,992

Notes:

(1) NOI at 80% occupancy and stable market rates

(2) Based on the difference between estimated stabilized NOI and current NOI and assuming 85.4 million diluted shares

(3) 3Q22 NOI annualized; NOI excludes tenant reinsurance

Expansions & Enhancements

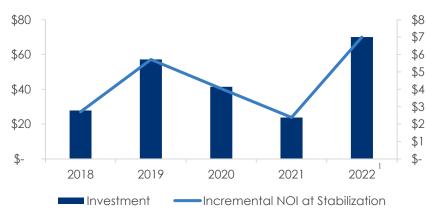
Weighing demand indicators and revenue potential, the Company redevelops properties to add premium space types. The Company completed 9 such projects in 2021. With an 8%+ yield, these low-risk investments in existing properties also upgrade the appearance and customer experience at these stores.

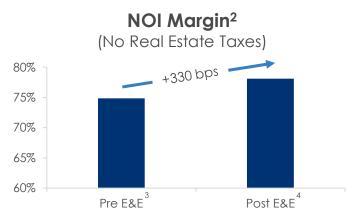


Expansions & Enhancements



Investments and Return





Notes:

(1) Estimated

(2) Includes all Expansions and Enhancements completed between 2016 and 2018

(3) NOI margin for the 12-month period prior to construction

(4) NOI margin for months 13-24 following completion

🕒 Life Storage

Investment Highlights Attractive Se

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1903 Garden St. Titusville, FL

\$4.7 MM Net Investment

> **12.9%** Stabilized Yield (planned)

67.2 K Rentable Sq Ft

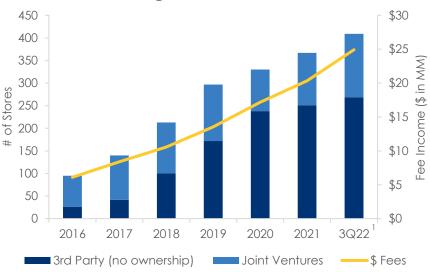


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3rd Party Management

- Generate fee income
 - Drive revenue growth without leveraging the balance sheet
- Build scale
 - Leverage existing cost structure to improve efficiency
- Augment acquisition pipeline
 - Off-market opportunities •
 - Acquired 76 stores from the portfolio from December 31, 2019 - October 31, 2022
- Capture additional customer data
 - Improve operational decisions
- Increase brand awareness



5-Year Annual Growth Rates (2016 – 2021)

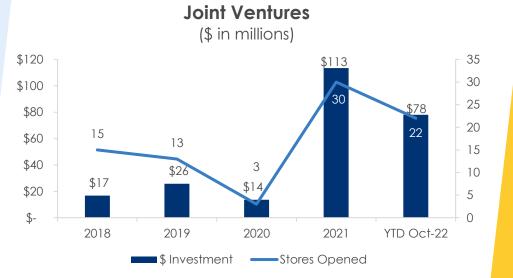


Management Fee Income

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Joint Ventures

- Generate higher returns due to collection of management fees in addition to pro-rata equity interest
- Similar to 3rd Party Management:
 - Build scale
 - Augment acquisition pipeline
 - Capture additional customer data
 - Increase brand awareness
- Lower risk opportunity to invest in early-stage lease-up opportunities



Minority Investments in 137 operating stores and six development stage stores

Acquired 59 JV stores for \$644 million since YE 2019 24

Innovative Technology



Growth Strategy Innovative Technology

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Data Driven Platforms

Interconnected data platforms create a better understanding of customer behavior and lead to informed decisions in Marketing, Revenue Management and Operations

Primary Benefits:

- Marketing Spend Efficiency Improved targeting and conversion measurement
- Customer Trends
 Better understanding of customer behavior for price sensitivity, in-place increases
- Staffing Efficiency Predictive models for demands on our call center and store staff



Data Driven Platforms



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Growth Strategy Innovative Technology

Self-Service Rentals (Rent Now)

Self-service rental platform has generated significant store-level efficiencies and extensions of the technology are bringing more value to each rental

Primary Benefits

Customer Acquisition

Usage grew tremendously in 2020, from less than 10% of rentals in 2018 to a peak of more than 50% during COVID lockdowns; recent stabilization at roughly 40% of rentals

Improved Efficiency

Self-service helps control payroll hours at stores and the call center



Self-Service Rentals (Rent Now)



- First publicly-traded selfstorage REIT with online self service-rentals, introduced Rent Now in 2018
- Customers complete the rental process online and make their first month's rental payment
- Automation activates the customer's access to the property, and the customer can instantly proceed to their space
- Digital maps provide customers with turn-by-turn directions on their mobile device to access their space
- Each customer is validated digitally to confirm identity and limit fraud

- Life Storage expands pricing alternatives to meet customer needs by launching online Tier Pricing during 1H20
- Digital maps created for Rent Now are repurposed to calculate travel distance from each space to the closest entry point
- Rental rates are presented in tiers (Premium, Standard and Value):
 - Premium spaces have convenient travel distance, and are sold at a higher rate
 - Value spaces have less convenient travel distance, and are sold at lower rate

- At the on-set of the COVID-19 pandemic, Life Storage is the only publicly-traded self-storage REIT offering contact-free rentals
- Out of concern for customers and employees, the company adapts the system to allow call center and counter customers to complete their rental online without entering the store offices



Leveraging Rent Now platforms, Life Storage launched a phased pilot deployment of kiosks during 2Q22 across 11 different markets

Growth Strategy Innovative Technology

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Warehouse Anywhere

Our B2B Storage & Inventory Management solutions bring client products closer to customers and offer last-mile delivery to end-users.

Primary Benefits:

Forward Deployment

Warehouse Anywhere customers place products closer to their customers or service areas to improve efficiency

Reduce Logistics Costs

Decreases rental costs, shortens the shipping path for products, and automates processes normally handled by warehouse employees

Increases Tracking Accuracy

Technology tracks inventory more accurately and reduces the shrinkage that challenges traditional logistics



Warehouse Anywhere



Customers

🐼 NCR



ヲ Deliverr

MICHAEL KORS



Lilly

Storage Management

- For customers who have multi-regional storage needs (e.g., pharmaceutical companies)
- Established a network of 12,000+ Life Storage and partner selfstorage facilities across the country to fulfill business customers' nationwide storage needs
- Revenue model:
 - Rental income

Inventory Management

3

- Proprietary platform that ties directly to our customers' ERP system to better track real-time inventory stored in each unit via RFID-based technology
- Target sectors:
 - Service and repair
 - Medical devices
 - Retail
 - Revenue model:
 - Rental income
 - Fees for use of technology platform and ancillary services (e.g., courier service)

Micro-fulfillment Centers

- Typically encompasses 5,000-8,000 sq ft of a storage facility
- Enables e-commerce customers to get products closer to end users from large distribution facilities to simplify and reduce cost of delivery
- Footprint:
 - Operating in Atlanta, Las Vegas, Chicago, Columbus, and Los Angeles
- Revenue model:
 - Rental income
 - Fees to "pick, pack and ship"
- Micro-fulfillment Center
 <u>Example video here</u>

Warehouse Anywhere (Inventory Management)

Cloud Application

- Online portal for inventory status and management of unit access
- Optional integration with customer's ERP application





Check-in

- Company personnel and couriers are granted access to the storage unit with appconnected Bluetooth locks
- Customers receive inventory with manual scanning or automated scanning via RFID tags



Monitor

Inventory status is logged and continuously updates the Cloud application for real-time reporting



Pickup

- Company personnel and / or couriers are granted temporary access to the facility and storage unit
- Inventory is checked-out with manual scanner or automated with RFID



Deliver

- Same-day delivery is available and more cost-effective with local courier partners
- Company personnel can have parts / products where needed in hours

Financial Strength

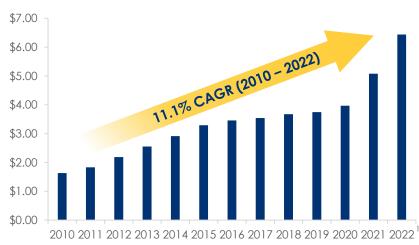
Life Storage is well positioned to continue cash flow and dividend growth, supported by multiple revenue drivers, a favorable payout ratio and a solid balance sheet.



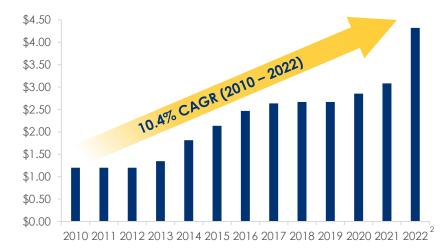
Strategy Innovative Tech

Growing Value

Robust cash flow and dividend growth.



Robust Adjusted FFO Per Share Growth

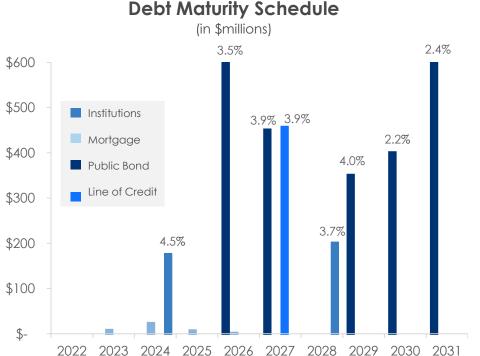


Strong Dividend Growth

Notes: (1) Estimated – Based on the midpoint of Company guidance (2) Estimated – 3Q22 annualized

Well Positioned Balance Sheet¹

Solid, unsecured balance sheet with no debt maturities until 2024.







\$794 million Line of Credit Availability

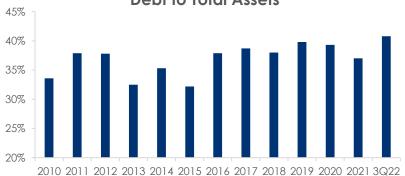
Notes:

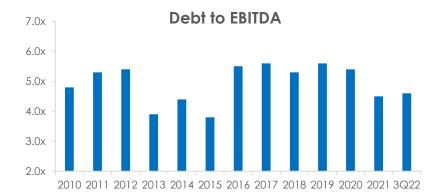
(1) As of September 30, 2022; Line of Credit reflects upsized facility of \$1.25 billion from \$500 million on July 13, 2022

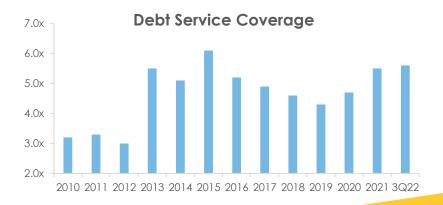
Conservative Financial Ratios

Life Storage's conservative financial ratios provide flexibility and a favorable outlook.









Debt to Total Assets

Notes:

(1) As of September 30, 2022

Peer Benchmarks

Favorable operating trends relative to peers. Same store NOI growth driven by both accelerating same store revenue growth and strong expense control.



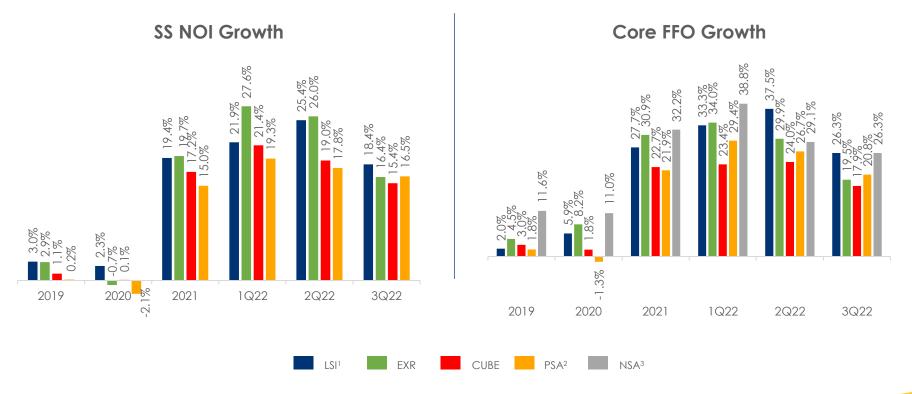


LSI EXR CUBE PSA1

Notes:

(1) PSA SS expense growth and NOI growth do not include allocated overhead costs in 2018-2020 or Indirect cost of operations in 2020-2021.

Peer Benchmarks



Notes:

(1) LSI 2019 FFO affected by planned dilution associated with the completed asset recycling strategy that included the sale of 45 stabilized stores between 4Q18 and 3Q12

(2) PSA SS expense growth and NOI growth do not include allocated overhead costs in 2018-2020 or Indirect cost of operations in 2020-2021.

(3) NSA same store statistics not included due to lack of stabilization requirement in same store definition.

Pricing Power

Annual Same Store Pricing power outpaces peer group average.



Achieved Rent Per Occupied Square Foot Growth

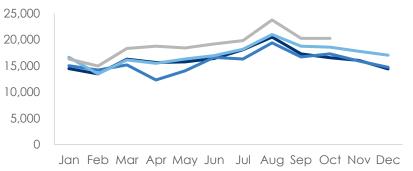
Notes:

(1) Peer group average growth includes Public Storage, Extra Space, CubeSmart, and National Storage Affiliates

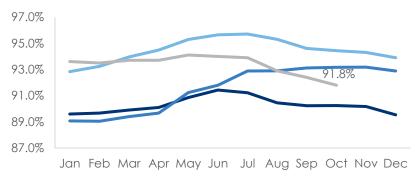
Same Store Trends



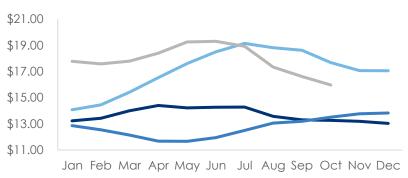
Same Store Move-Outs



Same Store Occupancy







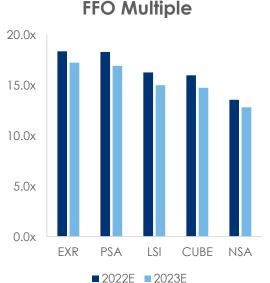
2019 _____ 2020 _____ 2021 _____ 2022

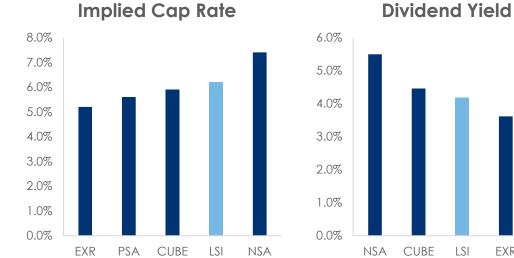
EXR

PSA

Attractive Valuation

Comparatively, important metrics are imbalanced despite the Company's position and performance. The Company is well-positioned financially and has a positive outlook but is trading at a value price.









LifeStorage

2022 Sustainability Report

Link to Sustainability Report

Growth Strategy Innovative

Financial Strength

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ESG

Environmental

- Pro-active initiatives to reduce environmental impact, including:
 - Energy-efficient Cool Roofs
 - LED light fixtures and motion sensors
 - Energy-efficient HVACs
 - Water-saving native planting or xeriscape landscaping
- Projecting to increase installed arrays 50% during 2022
- Ambitious 5-year environmental performance goals established in 2020
 - Reduce energy consumption by 10%
 - Increase renewable energy generation by 200%





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Financial Strength

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ESG

KOHES

Social

- Launched Diversity, Equality & Inclusion program
 - Established Diversity Council
 - Enhanced annual diversity training for all employees
 - \$50K donated in honor of Juneteenth
- Implemented Volunteers for Life, an employee volunteer recognition program
- Named one of Americas Best Midsized Employers
- 2021 employee engagement survey results
 - 72% employee satisfaction score
 - 73% employee engagement
- 57% of employees are female



Growth Strategy Innovative Technology

Financial Strength

ESG

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Governance

- Board
 - 50% board diversity (gender and race)
 - Separate chair and CEO roles
 - Shareholder ability to call special meetings
 - Simple majority vote to amend by-laws
 - One share, one vote
 - External and internal executive pay parity
 - Annual director elections
 - Risk oversight by full Board and Committees
 - Compensation recovery/claw back policies
 - Expanded scope of responsibility for sustainability oversight of Board Sub-committees
- Company
 - Anonymous, confidential, third-party whistleblower program
 - ESG Steering Committee
 - 2021 Materiality Assessment for Sustainability
 Priorities