



Financial Supplement

Q2 • 2021



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Analyst Coverage

Bank of America Securities
BMO Capital Markets
Citi
Evercore ISI
Green Street Advisors
Jefferies
KeyBanc Capital Markets
Raymond James & Associates, Inc.
Stifel Nicolaus
Truist Securities
Wells Fargo Securities

Jeffrey Spector
Juan Sanabria
Michael Bilerman / Smedes Rose
Steve Sakwa / Samir Khanal
Spenser Allaway
Jonathan Petersen
Todd Thomas
Jonathan Hughes
Stephen Manaker
Ki Bin Kim
Todd Stender





FOR IMMEDIATE RELEASE

August 3, 2021

Life Storage, Inc. Reports Second Quarter 2021 Results

Buffalo, NY, August 3, 2021 – [Life Storage, Inc.](https://www.life-storage.com) (NYSE:LSI), a leading national owner and operator of self-storage properties, reported operating results for the quarter ended June 30, 2021. Certain share and per share information has been retrospectively adjusted to reflect the January 2021 three-for-two stock split made in the form of a 50% stock dividend.

Highlights for the Second Quarter Included:

- Generated net income attributable to common shareholders of \$57.5 million, or \$0.74 per fully diluted common share.
- Achieved adjusted funds from operations ("FFO")⁽¹⁾ per fully diluted common share of \$1.20, a 27.7% increase over the same period in 2020.
- Increased same store revenue by 14.7% and same store net operating income ("NOI")⁽²⁾ by 20.2%, year-over-year.
- Acquired 17 stores for \$267.5 million, including nine stores from the Company's third-party management platform.
- Added 26 stores (gross) to the Company's third-party management platform.

Joe Saffire, the Company's Chief Executive Officer, stated, "I cannot be more pleased with how our team has performed during the past year. We continue to grow occupancy and drive revenue growth while controlling costs. We also continue to find accretive acquisitions, having invested a record \$534 million in wholly owned stores during the first half of the year and our acquisition pipeline remains robust. We are excited about our new joint venture, which is adding 17 class A lease-up stores to our platform and providing further opportunity for growth. Our third-party management business continues to surpass our expectations as independent owners are attracted to our performance and innovative technology. Warehouse Anywhere, our unique and innovative tech-enabled business, continues to successfully execute on its growing pipeline of new clients in search of inventory management and last-mile logistics support."

FINANCIAL RESULTS:

In the second quarter of 2021, the Company generated net income attributable to common shareholders of \$57.5 million or \$0.74 per fully diluted common share, compared to net income attributable to common shareholders of \$36.5 million, or \$0.52 per fully diluted common share, in the second quarter of 2020.

Funds from operations for the quarter were \$1.22 per fully diluted common share compared to \$0.94 for the same period last year. Adjusted FFO per fully diluted common share for the quarter was \$1.20, after adjusting for a \$1.3 million acquisition fee, compared to \$0.94 for the quarter ended June 30, 2020.

OPERATIONS:

Revenues for the 531 stabilized stores wholly owned by the Company since December 31, 2019 increased 14.7% in the second quarter of 2021 compared to the same quarter of 2020. The increase largely resulted from the net impact of a 420 basis point increase in average occupancy and the net impact of an 8.3% increase in realized rental rates.

Same store operating expenses increased 3.9% for the second quarter of 2021 compared to the prior year period, primarily due to increased real estate taxes and repair and maintenance costs. The increases were partially offset by decreases in marketing expenses. Same store NOI increased 20.2% in the second quarter of 2021 as compared to the same quarter last year.

During the second quarter of 2021, the Company achieved same store revenue growth in each of its 31 major markets. Overall, the markets with the strongest positive revenue impact were: New York-Newark-Jersey City; Houston, TX; Chicago, IL; New England-Other and Buffalo-Upstate.

PORTFOLIO TRANSACTIONS:

Wholly Owned Portfolio

During the quarter, the Company acquired 17 stores in New Jersey (5), Texas (4), Florida (3), North Carolina (3) and New Hampshire (2) for a total purchase price of \$267.5 million.

At June 30, 2021, the Company was under contract to acquire four self-storage facilities in New Hampshire (2), Arizona (1) and Florida (1) for an aggregate purchase price of \$54.1 million. The Company acquired two of these facilities subsequent to quarter end for \$22.1 million. Also subsequent to quarter end, the Company entered into a contract to acquire four self-storage facilities in Texas for an aggregate purchase price of \$47.5 million. The purchases of the remaining facilities are subject to customary conditions to closing, and there is no assurance that any of these facilities will be acquired.

As of the date of this press release, the Company has acquired 35 stores for \$555.8 million since January 1, 2021.

Joint Venture Portfolio

During the quarter, the Company acquired a 20% minority interest, for which the Company contributed \$28.7 million, in 17 stores in Wisconsin (5), Florida (4), Georgia (2), Illinois (2), Connecticut (1), New Jersey (1), New York (1) and North Carolina (1).

THIRD-PARTY MANAGEMENT:

The Company continues to aggressively and profitably grow its third-party management platform. During the quarter, the Company added 26 stores (gross). As of quarter end, the Company managed 340 facilities in total, including those in which it owns a minority interest.

FINANCIAL POSITION:

At June 30, 2021, the Company had approximately \$29.9 million of cash on hand, and approximately \$359.9 million available on its line of credit.

During the three months ended June 30, 2021, the Company issued 1,520,125 shares of common stock under its continuous equity offering program at a weighted average issue price of \$98.67 per share, generating net proceeds after expenses of \$148.5 million.

Below are key financial ratios at June 30, 2021:

- Debt to Enterprise Value (at \$107.35/share) 21.9%
- Debt to Book Cost of Storage Facilities 40.0%
- Debt to Recurring Annualized EBITDA 5.0x
- Debt Service Coverage 5.3x

COMMON STOCK DIVIDEND:

Subsequent to quarter end, the Company's Board of Directors approved a quarterly dividend of \$0.74 per share, or \$2.96 annualized, on a post-split basis. The dividend was paid on July 26, 2021 to shareholders of record on July 14, 2021.

YEAR 2021 EARNINGS GUIDANCE:

The following assumptions covering operations have been utilized in formulating guidance for 2021:

Year 2021 Earnings Guidance	Current Guidance Range		Prior Guidance Range (May 4, 2021)
Same Store Revenue	10.50%	- 11.50%	5.50% - 6.50%
Same Store Operating Costs (excluding property taxes)	2.25%	- 3.25%	2.25% - 3.25%
Same Store Property Taxes	6.75%	- 7.75%	6.75% - 7.75%
Total Same Store Operating Expenses	4.00%	- 5.00%	4.00% - 5.00%
Same Store Net Operating Income	13.5%	- 14.5%	6.50% - 7.50%
General & Administrative	\$59.5M	- \$60.5M	\$57M - \$58M
Expansions & Enhancements	\$40M	- \$50M	\$40M - \$50M
Capital Expenditures	\$21M	- \$26M	\$21M - \$26M
Wholly Owned Acquisitions	\$800M	- \$1,000M	\$550M - \$600M
Joint Venture Investments	\$28M	- \$30M	\$20M - \$25M
Adjusted Funds from Operations per Share	\$4.69	- \$4.79	\$4.33 - \$4.41

	3Q 2021	FY 2021
Reconciliation of Guidance	<u>Range or Value</u>	<u>Range or Value</u>
Earnings per share attributable to common shareholders – diluted	\$0.73 - \$0.77	\$2.72 - \$2.82
Plus: real estate depreciation and amortization	<u>0.51 - 0.51</u>	<u>1.97 - 1.97</u>
FFO per share	<u>\$1.24 - \$1.28</u>	<u>\$4.69 - \$4.79</u>

The Company's 2021 same store pool consists of the 531 stabilized stores wholly owned since December 31, 2019. Thirty of the stores purchased through June 30, 2021 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.

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 our actual results, performance or achievements 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; the Company's cash flow may be insufficient to meet

required payments of operating expenses, principal, interest and dividends; and tax law changes that may change the taxability of future income.

CONFERENCE CALL:

Life Storage will hold its Second Quarter Earnings Release Conference Call at 9:00 a.m. Eastern Time on Wednesday, August 4, 2021. 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 888.506.0062 (domestic) or 973.528.0011 (international); passcode 674512 or request to be joined into the Life Storage call. 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 90 days; a telephone replay will also be available for 14 days by calling 877.481.4010 and entering passcode 42035.

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 950 storage facilities in 33 states. The Company serves both residential and commercial storage customers with storage units rented by month. Life Storage consistently provides responsive service to more than 575,000 customers, making it a leader in the industry. For more information visit <http://invest.lifestorage.com>.

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Life Storage, Inc.
Balance Sheet Data
(unaudited)

	June 30, 2021	December 31, 2020
(dollars in thousands)		
Assets		
Investment in storage facilities:		
Land	\$ 1,038,136	\$ 951,813
Building, equipment and construction in progress	4,849,523	4,378,510
	5,887,659	5,330,323
Less: accumulated depreciation	(937,451)	(873,178)
Investment in storage facilities, net	4,950,208	4,457,145
Cash and cash equivalents	29,881	54,400
Accounts receivable	14,087	15,464
Receivable from joint ventures	635	1,064
Investment in joint ventures	139,495	143,042
Prepaid expenses	10,211	8,326
Intangible asset - in-place customer leases	7,155	5,409
Trade name	16,500	16,500
Other assets	26,916	26,498
Total Assets	<u>\$ 5,195,088</u>	<u>\$ 4,727,848</u>
Liabilities		
Line of credit	\$ 140,000	\$ -
Term notes, net	2,156,823	2,155,457
Accounts payable and accrued liabilities	109,508	112,654
Deferred revenue	22,587	17,416
Mortgages payable	37,406	37,777
Total Liabilities	2,466,324	2,323,304
Noncontrolling redeemable Operating Partnership Units at redemption value	35,765	26,446
Equity		
Common stock	781	495
Additional paid-in capital	3,002,782	2,671,311
Accumulated deficit	(305,981)	(288,667)
Accumulated other comprehensive loss	(4,583)	(5,041)
Total Shareholders' Equity	2,692,999	2,378,098
Total Liabilities and Shareholders' Equity	<u>\$ 5,195,088</u>	<u>\$ 4,727,848</u>

Life Storage, Inc.
Consolidated Statements of Operations
(unaudited)

(dollars in thousands, except share data)

	April 1, 2021 to June 30, 2021	April 1, 2020 to June 30, 2020	January 1, 2021 to June 30, 2021	January 1, 2020 to June 30, 2020
Revenues				
Rental income	\$ 163,096	\$ 128,828	\$ 313,379	\$ 257,736
Other operating income	18,026	14,009	35,040	27,631
Management and acquisition fee income	6,140	4,176	10,730	8,589
Total operating revenues	187,262	147,013	359,149	293,956
Expenses				
Property operations and maintenance	38,794	32,247	77,315	65,097
Real estate taxes	20,510	17,614	40,397	35,022
General and administrative	15,083	12,223	29,266	25,129
Depreciation and amortization	33,118	27,536	64,406	54,564
Amortization of in-place customer leases	2,653	1,451	4,724	2,753
Total operating expenses	110,158	91,071	216,108	182,565
Gain on sale of real estate	-	-	-	302
Income from operations	77,104	55,942	143,041	111,693
Other income (expense)				
Interest expense (A)	(20,774)	(20,266)	(41,119)	(40,513)
Interest and dividend income	7	2	786	7
Equity in income of joint ventures	1,428	970	2,649	2,086
Net income	57,765	36,648	105,357	73,273
Net income attributable to noncontrolling interests in the Operating Partnership	(249)	(191)	(459)	(383)
Net income attributable to common shareholders	<u>\$ 57,516</u>	<u>\$ 36,457</u>	<u>\$ 104,898</u>	<u>\$ 72,890</u>
Earnings per common share attributable to common shareholders - basic	<u>\$ 0.75</u>	<u>\$ 0.52</u>	<u>\$ 1.38</u>	<u>\$ 1.04</u>
Earnings per common share attributable to common shareholders - diluted	<u>\$ 0.74</u>	<u>\$ 0.52</u>	<u>\$ 1.37</u>	<u>\$ 1.04</u>
Common shares used in basic earnings per share calculation	77,057,520	70,267,332	76,222,426	70,141,595
Common shares used in diluted earnings per share calculation	77,219,999	70,359,207	76,365,100	70,242,776
Dividends declared per common share	<u>\$ 0.7400</u>	<u>\$ 0.7133</u>	<u>\$ 1.4800</u>	<u>\$ 1.4267</u>
(A) Interest expense for the period ending June 30 consists of the following				
Interest expense	\$ 20,171	\$ 19,678	\$ 39,914	\$ 39,311
Amortization of debt issuance costs	603	588	1,205	1,202
Total interest expense	<u>\$ 20,774</u>	<u>\$ 20,266</u>	<u>\$ 41,119</u>	<u>\$ 40,513</u>

Life Storage, Inc.

Computation of Funds From Operations (FFO) ⁽¹⁾

(unaudited)

	April 1, 2021 to June 30, 2021	April 1, 2020 to June 30, 2020	January 1, 2021 to June 30, 2021	January 1, 2020 to June 30, 2020
(dollars in thousands, except share data)				
Net income attributable to common shareholders	\$ 57,516	\$ 36,457	\$ 104,898	\$ 72,890
Noncontrolling interests in the Operating Partnership	249	191	459	383
Depreciation of real estate and amortization of intangible assets exclusive of debt issuance costs	35,257	28,398	68,076	56,140
Depreciation and amortization from unconsolidated joint ventures	1,241	1,682	2,443	3,478
Funds from operations allocable to noncontrolling interest in Operating Partnership	(407)	(348)	(766)	(694)
Funds from operations available to common shareholders	<u>93,856</u>	<u>66,380</u>	<u>175,110</u>	<u>132,197</u>
FFO per share - diluted	\$ 1.22	\$ 0.94	\$ 2.29	\$ 1.88

Adjustments to FFO

Gain on sale of land	-	-	-	(302)
Acquisition fee	(1,280)	-	(1,280)	(217)
Funds from operations resulting from non-recurring items allocable to noncontrolling interest in Operating Partnership	5	-	5	3
Adjusted funds from operations available to common shareholders	<u>92,581</u>	<u>66,380</u>	<u>173,835</u>	<u>131,681</u>
Adjusted FFO per share - diluted	\$ 1.20	\$ 0.94	\$ 2.28	\$ 1.87
Common shares - diluted	77,219,999	70,359,207	76,365,100	70,242,776

Life Storage, Inc.

Computation of Net Operating Income ⁽²⁾

(unaudited)

	April 1, 2021 to June 30, 2021	April 1, 2020 to June 30, 2020	January 1, 2021 to June 30, 2021	January 1, 2020 to June 30, 2020
(dollars in thousands)				
Net Income	\$ 57,765	\$ 36,648	\$ 105,357	\$ 73,273
General and administrative	15,083	12,223	29,266	25,129
Depreciation and amortization	35,771	28,987	69,130	57,317
Gain on sale of real estate	-	-	-	(302)
Interest expense	20,774	20,266	41,119	40,513
Interest and dividend income	(7)	(2)	(786)	(7)
Equity in income of joint ventures	(1,428)	(970)	(2,649)	(2,086)
Net operating income	<u>\$ 127,958</u>	<u>\$ 97,152</u>	<u>\$ 241,437</u>	<u>\$ 193,837</u>
Same store (4)	\$ 98,534	\$ 81,949	\$ 188,469	\$ 164,758
Net operating income related to tenant reinsurance	8,280	7,319	16,118	14,195
Other stores and management fee income	21,144	7,884	36,850	14,884
Total net operating income	<u>\$ 127,958</u>	<u>\$ 97,152</u>	<u>\$ 241,437</u>	<u>\$ 193,837</u>

Life Storage, Inc.

Quarterly Same Store Data ^{(3) (4)} 531 mature stores owned since 12/31/19 (unaudited)

(dollars in thousands)	April 1, 2021 to June 30, 2021	April 1, 2020 to June 30, 2020	Change	Percentage Change
Revenues:				
Rental income	\$ 140,269	\$ 122,383	\$ 17,886	14.6%
Other operating income	<u>1,778</u>	<u>1,463</u>	<u>315</u>	<u>21.5%</u>
Total operating revenues	142,047	123,846	18,201	14.7%
Expenses:				
Payroll and benefits	9,423	9,420	3	0.0%
Real estate taxes	17,516	16,592	924	5.6%
Utilities	3,301	3,212	89	2.8%
Repairs and maintenance	4,146	3,449	697	20.2%
Office and other operating expense	3,791	3,479	312	9.0%
Insurance	1,566	1,500	66	4.4%
Advertising	48	64	(16)	-25.0%
Internet marketing	<u>3,722</u>	<u>4,181</u>	<u>(459)</u>	<u>-11.0%</u>
Total operating expenses	<u>43,513</u>	<u>41,897</u>	<u>1,616</u>	<u>3.9%</u>
Net operating income (2)	<u>\$ 98,534</u>	<u>\$ 81,949</u>	<u>\$ 16,585</u>	<u>20.2%</u>
QTD Same store move ins	51,060	53,371	(2,311)	
QTD Same store move outs	44,668	43,027	1,641	

Other Comparable Quarterly Same Store Data (4) (unaudited)

	April 1, 2021 to June 30, 2021	April 1, 2020 to June 30, 2020	Change	Percentage Change
2020 Same store pool (515 stores)				
Revenues	\$ 137,566	\$ 119,932	\$ 17,634	14.7%
Expenses	<u>42,209</u>	<u>40,640</u>	<u>1,569</u>	<u>3.9%</u>
Net operating income	<u>\$ 95,357</u>	<u>\$ 79,292</u>	<u>\$ 16,065</u>	<u>20.3%</u>
2019 Same store pool (502 stores)				
Revenues	\$ 134,557	\$ 117,456	\$ 17,101	14.6%
Expenses	<u>41,121</u>	<u>39,602</u>	<u>1,519</u>	<u>3.8%</u>
Net operating income	<u>\$ 93,436</u>	<u>\$ 77,854</u>	<u>\$ 15,582</u>	<u>20.0%</u>

Life Storage, Inc.

Year to Date Same Store Data ⁽³⁾ ⁽⁴⁾ 531 mature stores owned since 12/31/19

(unaudited)

	January 1, 2021 to June 30, 2021	January 1, 2020 to June 30, 2020	Change	Percentage Change
(dollars in thousands)				
Revenues:				
Rental income	\$ 273,412	\$ 246,494	\$ 26,918	10.9%
Other operating income	<u>3,371</u>	<u>2,957</u>	<u>414</u>	<u>14.0%</u>
Total operating revenues	276,783	249,451	27,332	11.0%
Expenses:				
Payroll and benefits	19,445	19,261	184	1.0%
Real estate taxes	34,940	33,184	1,756	5.3%
Utilities	7,095	6,832	263	3.8%
Repairs and maintenance	8,848	7,494	1,354	18.1%
Office and other operating expense	7,827	7,282	545	7.5%
Insurance	3,089	3,006	83	2.8%
Advertising	96	128	(32)	-25.0%
Internet marketing	<u>6,974</u>	<u>7,506</u>	<u>(532)</u>	<u>-7.1%</u>
Total operating expenses	<u>88,314</u>	<u>84,693</u>	<u>3,621</u>	<u>4.3%</u>
Net operating income (2)	<u>\$ 188,469</u>	<u>\$ 164,758</u>	<u>\$ 23,711</u>	<u>14.4%</u>
YTD Same store move ins	97,898	99,760	(1,862)	
YTD Same store move outs	86,826	87,485	(659)	

Life Storage, Inc.

Other Data - unaudited

	Same Store (3)		All Stores (5)	
	2021	2020	2021	2020
Weighted average quarterly occupancy	95.1%	90.9%	94.7%	90.0%
Occupancy at June 30	95.7%	91.8%	95.0%	91.0%
Rent per occupied square foot	\$15.34	\$14.17	\$15.32	\$14.12

Life Storage, Inc.

Other Data - unaudited (continued)

Investment in Storage Facilities: (unaudited)

The following summarizes activity in storage facilities during the six months ended June 30, 2021:

Beginning balance	\$	5,330,323
Property acquisitions		527,214
Improvements and equipment additions:		
Expansions		4,469
Roofing, paving, and equipment:		
Stabilized stores		10,970
Recently acquired stores		1,792
Change in construction in progress (Total CIP \$31.9 million)		13,232
Dispositions and Impairments		(341)
Storage facilities at cost at period end	\$	<u>5,887,659</u>

Comparison of Selected G&A Costs (unaudited)

	Quarter Ended	
	June 30, 2021	June 30, 2020
Management and administrative salaries and benefits	\$ 9,784	\$ 6,704
Training	143	186
Call center	751	750
Life Storage Solutions costs	277	150
Income taxes	568	871
Legal, accounting and professional	893	911
Other administrative expenses (6)	<u>2,667</u>	<u>2,651</u>
	<u>\$ 15,083</u>	<u>\$ 12,223</u>

Net rentable square feet

	June 30, 2021
Wholly owned properties	45,795,071
Joint venture properties	7,896,032
Third party managed properties	<u>17,716,675</u>
	71,407,778

	June 30, 2021	June 30, 2020
Common shares outstanding	78,041,891	70,377,668
Operating Partnership Units outstanding	332,399	365,949

(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)	June 30, 2021	March 31, 2021	December 31, 2020	September 30, 2020	June 30, 2020
Assets					
Investment in storage facilities:					
Land	\$ 1,038,136	\$ 991,214	\$ 951,813	\$ 937,030	\$ 904,475
Building, equipment and construction in progress	4,849,523	4,612,622	4,378,510	4,263,222	3,993,901
	5,887,659	5,603,836	5,330,323	5,200,252	4,898,376
Less: accumulated depreciation	(937,451)	(904,420)	(873,178)	(842,592)	(810,709)
Investment in storage facilities, net	4,950,208	4,699,416	4,457,145	4,357,660	4,087,667
Cash and cash equivalents	29,881	13,914	54,400	110,247	9,518
Accounts receivable	14,087	14,796	15,464	13,970	11,575
Receivable from joint ventures	635	520	1,064	3,223	797
Investment in joint ventures	139,495	140,415	143,042	143,633	147,749
Prepaid expenses	10,211	12,335	8,326	10,601	9,761
Intangible asset - in-place customer leases	7,155	6,226	5,409	5,685	1,832
Trade name	16,500	16,500	16,500	16,500	16,500
Other assets	26,916	26,639	26,498	27,536	25,865
Total Assets	\$ 5,195,088	\$ 4,930,761	\$ 4,727,848	\$ 4,689,055	\$ 4,311,264
Liabilities					
Line of credit	\$ 140,000	\$ 43,000	\$ -	\$ -	\$ 158,000
Term notes, net	2,156,823	2,156,140	2,155,457	2,254,783	1,859,539
Accounts payable and accrued liabilities	109,508	95,708	112,654	107,980	89,124
Deferred revenue	22,587	20,120	17,416	16,204	14,433
Mortgages payable	37,406	37,596	37,777	34,352	34,519
Total Liabilities	2,466,324	2,352,564	2,323,304	2,413,319	2,155,615
Noncontrolling redeemable Operating Partnership Units at redemption value	35,765	28,707	26,446	25,848	22,968
Equity					
Common stock	781	765	495	482	469
Additional paid-in capital	3,002,782	2,853,019	2,671,311	2,533,402	2,400,382
Accumulated deficit	(305,981)	(299,482)	(288,667)	(278,726)	(262,670)
Accumulated other comprehensive loss	(4,583)	(4,812)	(5,041)	(5,270)	(5,500)
Total Shareholders' Equity	2,692,999	2,549,490	2,378,098	2,249,888	2,132,681
Total Liabilities and Shareholders' Equity	\$ 5,195,088	\$ 4,930,761	\$ 4,727,848	\$ 4,689,055	\$ 4,311,264

Life Storage, Inc.
Trailing Five Quarter Information
Consolidated Statements of Operations
(unaudited)

	April 1, 2021 to June 30, 2021	January 1, 2021 to March 31, 2021	October 1, 2020 to December 31, 2020	July 1, 2020 to September 30, 2020	April 1, 2020 to June 30, 2020
(dollars in thousands, except share data)					
Revenues					
Rental income	\$ 163,096	\$ 150,283	\$ 145,852	\$ 135,965	\$ 128,828
Other operating income	18,026	17,014	16,353	15,827	14,009
Management and acquisition fee income	6,140	4,590	4,300	4,518	4,176
Total operating revenues	187,262	171,887	166,505	156,310	147,013
Expenses					
Property operations and maintenance	38,794	38,520	36,977	36,199	32,247
Real estate taxes	20,510	19,887	17,550	17,729	17,614
General and administrative	15,083	14,183	13,557	13,369	12,223
Depreciation and amortization	33,118	31,288	30,777	31,960	27,536
Amortization of in-place customer leases	2,653	2,071	1,812	1,058	1,451
Total operating expenses	110,158	105,949	100,673	100,315	91,071
Gain on sale of real estate	-	-	-	-	-
Income from operations	77,104	65,938	65,832	55,995	55,942
Other income (expense)					
Interest expense	(20,774)	(20,346)	(24,959)	(20,544)	(20,266)
Interest and dividend income	7	779	4	8	2
Equity in income of joint ventures	1,428	1,221	923	1,829	970
Net income	57,765	47,592	41,800	37,288	36,648
Noncontrolling interests in the Operating Partnership	(249)	(209)	(213)	(193)	(191)
Net income attributable to common shareholders	<u>\$ 57,516</u>	<u>\$ 47,383</u>	<u>\$ 41,587</u>	<u>\$ 37,095</u>	<u>\$ 36,457</u>
Earnings per common share attributable to common shareholders - basic	<u>\$ 0.75</u>	<u>\$ 0.63</u>	<u>\$ 0.57</u>	<u>\$ 0.52</u>	<u>\$ 0.52</u>
Earnings per common share attributable to common shareholders - diluted	<u>\$ 0.74</u>	<u>\$ 0.63</u>	<u>\$ 0.57</u>	<u>\$ 0.52</u>	<u>\$ 0.52</u>
Common shares used in basic earnings per share calculation	77,057,520	75,387,332	73,100,672	70,835,763	70,267,332
Common shares used in diluted earnings per share calculation	77,219,999	75,510,201	73,275,641	70,949,859	70,359,207
Dividends declared per common share	<u>\$ 0.7400</u>	<u>\$ 0.7400</u>	<u>\$ 0.7133</u>	<u>\$ 0.7133</u>	<u>\$ 0.7133</u>

Life Storage, Inc.
Trailing Five Quarter Information
Quarterly Same Store Data 531 mature stores owned since 12/31/19
(unaudited)

(dollars in thousands)	April 1, 2021 to June 30, 2021	January 1, 2021 to March 31, 2021	October 1, 2020 to December 31, 2020	July 1, 2020 to September 30, 2020	April 1, 2020 to June 30, 2020
Revenues:					
Rental income	\$ 140,269	\$ 133,144	\$ 131,282	\$ 128,692	\$ 122,383
Other operating income	<u>1,778</u>	<u>1,593</u>	<u>1,714</u>	<u>1,849</u>	<u>1,463</u>
Total operating revenues	142,047	134,737	132,996	130,541	123,846
Expenses:					
Payroll and benefits	9,423	10,023	10,221	9,514	9,420
Real estate taxes	17,516	17,424	15,046	16,688	16,592
Utilities	3,301	3,793	3,249	4,192	3,211
Repairs and maintenance	4,146	4,702	4,925	3,679	3,449
Office and other operating expense	3,791	4,036	4,273	3,841	3,479
Insurance	1,566	1,524	1,644	1,500	1,500
Advertising	48	48	50	64	64
Internet marketing	<u>3,722</u>	<u>3,252</u>	<u>2,710</u>	<u>3,853</u>	<u>4,181</u>
Total operating expenses	<u>43,513</u>	<u>44,802</u>	<u>42,118</u>	<u>43,331</u>	<u>41,896</u>
Net operating income (1)	<u>\$ 98,534</u>	<u>\$ 89,935</u>	<u>\$ 90,878</u>	<u>\$ 87,210</u>	<u>\$ 81,950</u>
Net operating income (1)					
Same-store net operating income	\$ 98,534	\$ 89,935	\$ 90,878	\$ 87,210	\$ 81,950
Net operating income related to tenant reinsurance	8,280	7,839	7,760	7,059	7,319
Other stores and management fee income	<u>21,144</u>	<u>15,706</u>	<u>13,340</u>	<u>8,113</u>	<u>7,883</u>
Total net operating income	127,958	113,480	111,978	102,382	97,152
General and administrative expense	(15,083)	(14,183)	(13,557)	(13,369)	(12,223)
Depreciation and amortization	(35,771)	(33,359)	(32,589)	(33,018)	(28,987)
Interest expense	(20,774)	(20,346)	(24,959)	(20,544)	(20,266)
Interest and dividend income	7	779	4	8	2
Gain on sale of real estate	-	-	-	-	-
Equity in income of joint ventures	<u>1,428</u>	<u>1,221</u>	<u>923</u>	<u>1,829</u>	<u>970</u>
Net income	<u>\$ 57,765</u>	<u>\$ 47,592</u>	<u>\$ 41,800</u>	<u>\$ 37,288</u>	<u>\$ 36,648</u>
Same store weighted average quarterly occupancy	95.1%	93.3%	93.1%	93.0%	90.9%
Same store period end occupancy	95.7%	94.0%	92.9%	93.1%	91.8%
Same store annualized rent per occupied square foot	\$15.34	\$14.87	\$14.73	\$14.50	\$14.17

(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)

	April 1, 2021 to June 30, 2021	January 1, 2021 to March 31, 2021	October 1, 2020 to December 31, 2020	July 1, 2020 to September 30, 2020	April 1, 2020 to June 30, 2020
(dollars in thousands, except share data)					
Net income attributable to common shareholders	\$ 57,516	\$ 47,383	\$ 41,587	\$ 37,095	\$ 36,457
Noncontrolling interests in the Operating Partnership	249	209	213	193	191
Depreciation of real estate and amortization of intangible assets exclusive of debt issuance costs	35,257	32,819	31,955	32,417	28,398
Depreciation and amortization from unconsolidated joint ventures	1,241	1,202	1,311	1,024	1,682
Funds from operations allocable to noncontrolling interest in Operating Partnership	(407)	(359)	(382)	(367)	(348)
Funds from operations available to common shareholders	<u>93,856</u>	<u>81,254</u>	<u>74,684</u>	<u>70,362</u>	<u>66,380</u>
FFO per share - diluted	\$ 1.22	\$ 1.08	\$ 1.02	\$ 0.99	\$ 0.94
Adjustments to FFO					
Make-whole payment on repaid note	\$ -	\$ -	\$ 4,030	\$ -	\$ -
Uninsured damages and customer reinsurance claims, net	-	-	-	1,546	-
Gain on sale of land	-	-	-	-	-
Acquisition fee	(1,280)	-	-	-	-
Funds from operations resulting from non-recurring items allocable to noncontrolling interest in Operating Partnership	5	-	(21)	(8)	-
Adjusted funds from operations available to common shareholders	<u>92,581</u>	<u>81,254</u>	<u>78,693</u>	<u>71,900</u>	<u>66,380</u>
Adjusted FFO per share - diluted	\$ 1.20	\$ 1.08	\$ 1.07	\$ 1.01	\$ 0.94
Common shares - diluted	77,219,999	75,510,201	73,275,641	70,949,859	70,359,207

(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
June 30, 2021
(unaudited)

(dollars in thousands)	Maturity Date	Basis of Rate	Current Interest Rate (**)	2021	2022	2023	2024	2025	Thereafter	Total	Total Available	Remaining Available
Line of credit	Mar-2023	Variable	1.04%	\$ -	\$ -	\$ 140,000	\$ -	\$ -	\$ -	\$ 140,000	\$ 500,000	\$ 359,914
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	Apr-2023	Fixed	4.07%	52	108	3,620	-	-	-	3,780		
Mortgage note	Nov-2023	Fixed	5.26%	39	83	3,567	-	-	-	3,689		
Mortgage note	Dec-2024	Fixed	4.46%	-	-	-	22,556	-	-	22,556		
Mortgage note	Jul-2025	Fixed	4.44%	62	125	130	136	5,833	-	6,286		
Mortgage note	May-2026	Fixed	5.99%	97	203	216	229	244	106	1,095		
				\$ 250	\$ 519	\$ 147,533	\$ 197,921	\$ 6,077	\$ 2,000,106	\$ 2,352,406		

(**) Rate as of June 30, 2021 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 \$5.0 million on an annual basis.

Senior Unsecured Note Covenants(*)**

	Required	Actual	Compliance
Total Consolidated Debt to Total Assets	≤ 60%	38.1%	Yes
Total Secured Debt to Total Assets	≤ 40%	0.6%	Yes
Total Unencumbered Assets to Total Unsecured Debt	≥ 150%	256.3%	Yes
Consolidated Income Available for Debt Service to Total Annual Debt Service Charge	≥ 1.5 : 1	5.3 : 1	Yes

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

Investment Grade Ratings



	Balance	Weighted Average Rate	Weighted Average Maturity (Yrs)
Unsecured Debt	\$ 2,315,000	3.4%	6.3
Secured Debt	\$ 37,406	4.5%	3.3
	\$ 2,352,406	3.4%	6.2

Unencumbered Versus Encumbered Assets

	Total Cost	Percent of Total	Q2 2021 NOI	Percent of Total
Unencumbered Gross Real Estate Assets	\$ 5,793,856	98.4%	\$ 126,282	98.7%
Encumbered Gross Real Estate Assets	\$ 93,803	1.6%	\$ 1,676	1.3%
Total	\$ 5,887,659	100.0%	\$ 127,958	100.0%

Life Storage, Inc.

Same Store Performance Summary by Market and Other Data Three Months Ended June 30, 2021 (unaudited)

Market	Stores	Square Feet	Avg Qtrly Rent per Occupied Square Foot	Avg Qtrly Occupancy for the Three Months Ended June 30,		Revenue for the Three Months Ended June 30,			Expenses for the Three Months Ended June 30,			NOI for the Three Months Ended June 30,		
				2021	2020	2021	2020	% Change	2021	2020	% Change	2021	2020	% Change
Chicago-Naperville-Elgin, IL-IN-WI	40	3,036	\$ 15.77	96.0%	91.8%	\$ 11,625	\$ 10,452	11.2%	\$ 4,702	\$ 4,396	7.0%	\$ 6,923	\$ 6,056	14.3%
New York-Newark-Jersey City, NY-NJ-PA	30	1,852	24.32	95.8%	89.8%	10,832	9,311	16.3%	3,052	2,966	2.9%	7,780	6,345	22.6%
Houston-The Woodlands-Sugar Land, TX	40	3,203	13.41	94.3%	91.8%	10,259	9,030	13.6%	3,870	3,633	6.5%	6,389	5,397	18.4%
New England-Other	26	1,712	18.85	96.8%	90.9%	7,897	6,726	17.4%	2,068	2,012	2.8%	5,829	4,714	23.7%
Buffalo-Upstate, NY	25	1,745	15.14	91.8%	89.8%	6,113	5,185	17.9%	1,733	1,705	1.6%	4,380	3,480	25.9%
Dallas-Fort Worth-Arlington, TX	25	1,802	13.63	96.8%	91.8%	5,994	5,276	13.6%	2,056	1,942	5.9%	3,938	3,334	18.1%
Las Vegas-Henderson-Paradise, NV	18	1,400	15.88	96.4%	94.1%	5,472	4,685	16.8%	1,089	1,086	0.3%	4,383	3,599	21.8%
Miami-Fort Lauderdale-Pompano Beach, FL	16	1,120	19.44	96.4%	93.3%	5,338	4,872	9.6%	1,598	1,582	1.0%	3,740	3,290	13.7%
Austin-Round Rock-Georgetown, TX	20	1,609	13.49	96.3%	91.5%	5,310	4,517	17.6%	2,292	1,933	18.6%	3,018	2,584	16.8%
Los Angeles-Long Beach-Anaheim, CA	10	949	22.85	92.7%	92.0%	5,093	4,740	7.4%	1,497	1,480	1.1%	3,596	3,260	10.3%
Atlanta-Sandy Springs-Alpharetta, GA	21	1,469	13.58	96.5%	91.1%	4,899	4,487	9.2%	1,207	1,184	1.9%	3,692	3,303	11.8%
Boston-Cambridge-Newton, MA-NH	16	1,050	17.33	94.1%	91.2%	4,326	3,725	16.1%	1,080	1,077	0.3%	3,246	2,648	22.6%
Sacramento-Roseville-Folsom, CA	11	931	16.15	97.5%	95.2%	3,715	3,266	13.7%	934	939	-0.5%	2,781	2,327	19.5%
St. Louis, MO-IL	14	1,031	13.77	97.5%	93.1%	3,508	3,016	16.3%	1,158	1,100	5.3%	2,350	1,916	22.7%
San Antonio-New Braunfels, TX	15	959	14.39	94.5%	91.8%	3,332	2,917	14.2%	1,299	1,342	-3.2%	2,033	1,575	29.1%
Tampa-St. Petersburg-Clearwater, FL	13	821	15.55	96.1%	91.8%	3,095	2,832	9.3%	938	895	4.8%	2,157	1,937	11.4%
Cleveland-Elyria, OH	12	829	15.00	93.3%	89.5%	2,929	2,503	17.0%	946	873	8.4%	1,983	1,630	21.7%
Virginia Beach-Norfolk-Newport News, VA-NC	11	882	12.79	94.1%	87.6%	2,718	2,259	20.3%	738	725	1.8%	1,980	1,534	29.1%
Phoenix-Mesa-Chandler-Tucson, AZ	10	691	14.58	97.2%	95.4%	2,486	2,112	17.7%	593	589	0.7%	1,893	1,523	24.3%
Orlando-Kissimmee-Sanford, FL	12	773	13.47	93.0%	87.0%	2,467	2,151	14.7%	836	818	2.2%	1,631	1,333	22.4%
Space Coast, FL	8	628	16.05	93.2%	90.1%	2,369	1,972	20.1%	536	499	7.4%	1,833	1,473	24.4%
Jacksonville, FL	9	610	14.29	95.7%	87.6%	2,121	1,837	15.5%	588	591	-0.5%	1,533	1,246	23.0%
Beaumont-Port Arthur, TX	7	476	14.80	92.7%	88.1%	1,649	1,474	11.9%	543	513	5.8%	1,106	961	15.1%
Pensacola-Ferry Pass-Brent, FL	7	565	11.79	96.4%	91.5%	1,625	1,224	32.8%	409	388	5.4%	1,216	836	45.5%
Charlotte-Concord-Gastonia, NC-SC	8	489	13.27	93.9%	91.7%	1,535	1,409	8.9%	409	412	-0.7%	1,126	997	12.9%
Raleigh-Durham, NC	7	489	12.51	95.2%	90.7%	1,472	1,288	14.3%	403	415	-2.9%	1,069	873	22.5%
Cape Coral-Fort Myers, FL	8	441	12.14	97.1%	88.1%	1,316	1,169	12.6%	464	438	5.9%	852	731	16.6%
Chattanooga, TN-GA	6	408	12.91	98.1%	95.9%	1,304	1,180	10.5%	392	384	2.1%	912	796	14.6%
Montgomery, AL	7	488	9.87	96.5%	90.0%	1,174	1,027	14.3%	341	351	-2.8%	833	676	23.2%
Baltimore-Columbia-Towson, MD	5	293	16.32	90.6%	78.9%	1,092	989	10.4%	317	265	19.6%	775	724	7.0%
Youngstown-Warren-Boardman, OH-PA	5	342	10.94	91.6%	84.3%	865	739	17.1%	265	276	-4.0%	600	463	29.6%
Other markets	69	5,323	14.22	94.2%	89.3%	18,117	15,476	17.1%	5,160	5,088	1.4%	12,957	10,388	24.7%
Same Store Portfolio Total	531	38,416	\$ 15.34	95.1%	90.9%	\$ 142,047	\$ 123,846	14.7%	\$ 43,513	\$ 41,897	3.9%	\$ 98,534	\$ 81,949	20.2%
2020 Mature Acquisitions	39	3,010	15.88	95.2%	95.3%	11,537	2,055	461.4%	3,609	661	446.0%	7,928	1,394	468.7%
2021 Mature Acquisitions	24	1,718	15.26	95.0%	-	4,137	-	N/A	1,298	-	N/A	2,839	-	N/A
Stores effected by natural disasters / rebuilt	6	250	10.93	73.5%	72.6%	508	754	-32.6%	534	391	36.6%	(26)	363	-107.2%
Stores in lease up	30	2,401	14.41	86.6%	70.3%	6,488	3,352	93.8%	2,345	1,569	49.5%	4,143	1,783	132.4%
Tenant insurance	-	-	-	-	-	13,705	10,754	27.4%	5,425	3,435	57.9%	8,280	7,319	13.1%
Management fees / other / eliminations	-	-	-	-	-	8,840	6,252	41.4%	2,580	1,908	35.2%	6,260	4,344	44.1%
Total Wholly-Owned Portfolio	630	45,795	\$ 15.32	94.7%	90.0%	\$ 187,262	\$ 147,013	27.4%	\$ 59,304	\$ 49,861	18.9%	\$ 127,958	\$ 97,152	31.7%
Other Same Store Pools														
2021 same store pool (detail shown above)	531	38,416	15.34	95.1%	90.9%	142,047	123,846	14.7%	43,513	41,897	3.9%	98,534	81,949	20.2%
2020 same store pool	515	37,345	15.28	95.2%	91.0%	137,566	119,932	14.7%	42,209	40,640	3.9%	95,357	79,292	20.3%
2019 same store pool	502	36,500	15.29	95.2%	91.0%	134,557	117,456	14.6%	41,121	39,602	3.8%	93,436	77,854	20.0%

- 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.

Life Storage, Inc.

Certificate of Occupancy/Lease Up Performance Summary

June 30, 2021

(unaudited)

Market	Acquired	# of Stores	Cost	Net Rentable Square Feet	Occupancy at June 30,		Revenue for the Three Months Ended June 30,		Expenses for the Three Months Ended June 30,		NOI for the Three Months Ended June 30,	
					2021	2020	2021	2020	2021	2020	2021	2020
Charleston, SC	Jul-2016	1	\$ 8,620	70,165	96.3%	76.3%	\$ 257	\$ 177	\$ 87	\$ 93	\$ 170	\$ 84
Charlotte, NC	Dec-2017	1	12,549	69,958	94.6%	80.0%	204	151	79	66	125	85
Sacramento, CA	Sep-2018	1	13,846	79,795	94.6%	86.4%	288	210	95	90	193	120
Atlanta, GA	Nov-2018	1	14,234	81,789	97.1%	79.8%	278	201	95	97	183	104
St. Louis, MO	Dec-2018	1	9,301	78,260	95.6%	80.6%	193	142	62	60	131	82
New York, NY	Jan-2019	1	57,298	114,926	89.4%	88.8%	694	553	144	124	550	429
Tampa, FL	Mar-2019	1	9,302	59,664	97.9%	86.9%	225	188	94	96	131	92
Jacksonville, FL	Jun-2019	1	9,955	72,434	97.2%	74.4%	229	136	84	90	145	46
Raleigh, NC	Jul-2019	1	11,874	79,203	83.4%	65.9%	172	126	78	65	94	61
Washington, DC	Jul-2019	1	15,163	76,230	85.7%	77.3%	220	181	70	66	150	115
Chattanooga, TN	Jul-2019	1	9,604	71,639	97.0%	78.2%	171	118	83	87	88	31
Tampa, FL	Jul-2019	1	10,479	75,280	96.5%	78.0%	255	192	93	89	162	103
Charleston, SC	Jul-2019	1	7,685	71,835	98.7%	63.0%	164	96	88	81	76	15
Washington, DC	Jul-2019	1	13,566	75,555	88.7%	61.8%	213	129	76	79	137	50
Greenville, SC	Jul-2019	1	8,658	67,749	89.7%	62.1%	126	91	76	69	50	22
Atlanta, GA	Jul-2019	1	11,871	87,530	97.9%	85.8%	223	173	72	64	151	109
Richmond, VA	Jul-2019	1	10,666	85,927	89.4%	59.9%	219	132	61	51	158	81
Tampa, FL	Jul-2019	1	15,424	83,850	74.8%	52.2%	200	129	105	95	95	34
Richmond, VA	Jul-2019	1	11,831	80,155	80.5%	53.7%	160	94	56	52	104	42
Richmond, VA	Jul-2019	1	8,507	72,846	93.9%	75.5%	204	133	62	55	142	78
Miami, FL	Nov-2020	1	11,492	48,832	79.2%	-	185	-	111	-	74	-
Sacramento, CA	Jan-2021	1	18,287	90,098	79.0%	-	234	-	88	-	146	-
New York, NY	Mar-2021	1	47,947	74,407	87.2%	-	480	-	149	-	331	-
Tucson, AZ	Mar-2021	1	22,576	76,718	88.5%	-	285	-	96	-	189	-
Seattle, WA	Mar-2021	1	19,475	89,183	61.5%	-	245	-	100	-	145	-
Jacksonville, FL	May-2021	1	16,545	81,845	70.3%	-	140	-	35	-	105	-
Dallas, TX	Jun-2021	1	11,616	92,780	76.8%	-	44	-	24	-	20	-
Austin, TX	Jun-2021	1	9,566	95,928	89.1%	-	65	-	30	-	35	-
Austin, TX	Jun-2021	1	13,666	108,825	89.8%	-	62	-	29	-	33	-
Dallas, TX	Jun-2021	1	9,716	87,125	93.0%	-	53	-	23	-	30	-
30 \$ 451,319 2,400,531							\$ 6,488 \$ 3,352			\$ 2,345 \$ 1,569		

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

Life Storage, Inc.

Unconsolidated Joint Venture Detail

June 30, 2021

(unaudited)

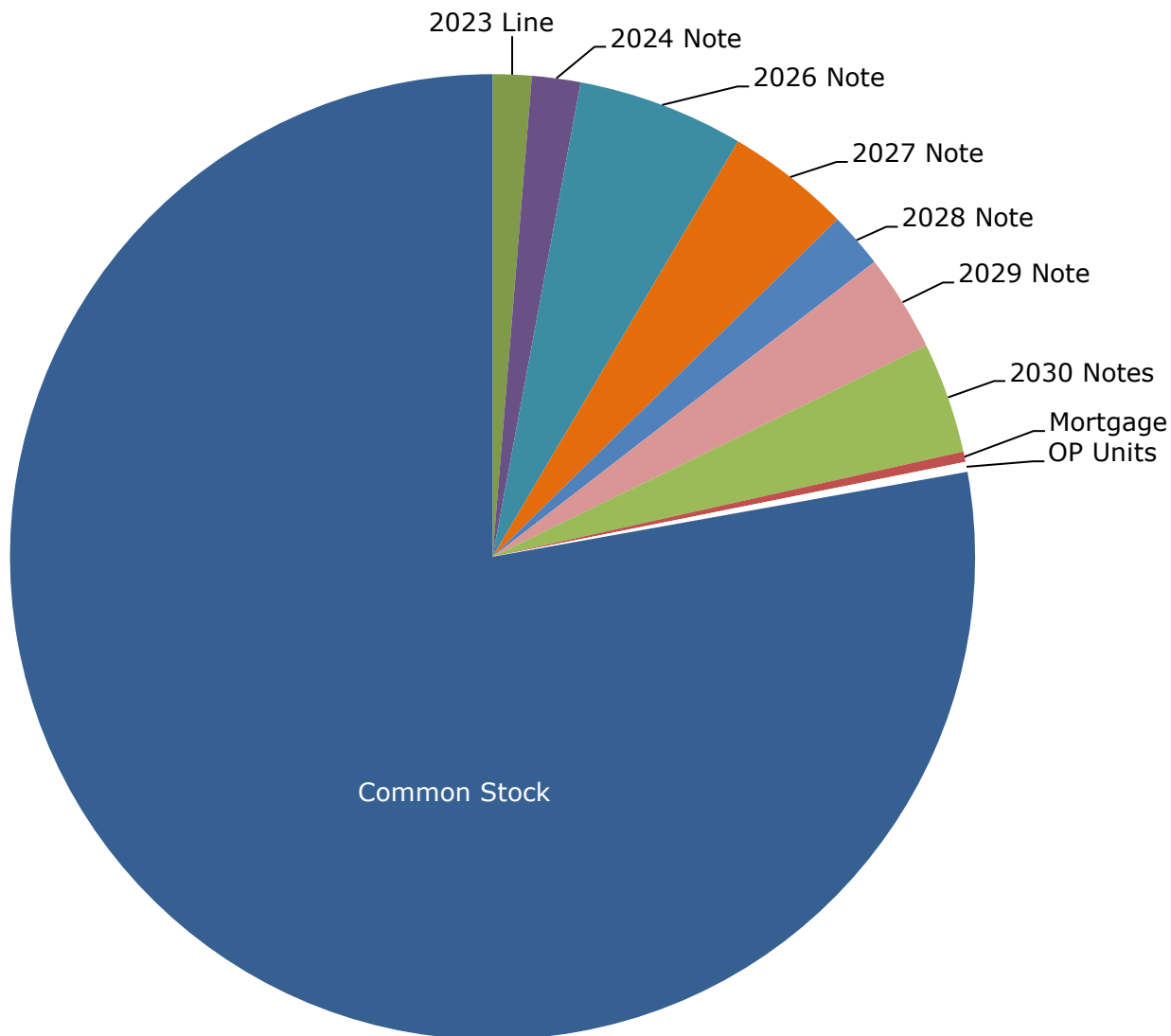
	LSI Ownership	Carrying Value of LSI Investment	Joint Ventures Investment in Storage Facilities at Cost	Joint Ventures Outstanding Debt	Stores	Avg Qtrly Occupancy for the Three Months Ended June 30,		Revenue for the Three Months Ended June 30,			Expenses for the Three Months Ended June 30,			NOI for the Three Months Ended June 30,			
						2021	2020	2021	2020	% Change	2021	2020	% Change	2021	2020	% Change	
Joint Ventures																	
Sovran HHF Storage Holdings LLC																	
Same store	20%	\$ 59,445	\$ 542,533	\$ 184,373	36	96.8%	92.2%	\$ 12,575	\$ 11,170	12.6%	\$ 3,196	\$ 3,136	1.9%	\$ 9,379	\$ 8,034	16.7%	
Sovran HHF Storage Holdings II LLC																	
Same store	15%	(4,683)	168,026	124,463	22	95.6%	90.0%	7,004	6,096	14.9%	2,013	1,894	6.3%	4,991	4,202	18.8%	
Life Storage-SERS Storage LLC																	
Same store	20%	3,029	40,084	21,005	3	97.4%	91.0%	920	800	15.0%	249	229	8.7%	671	571	17.5%	
Life Storage-HIERS Storage LLC																	
Same store	20%	14,012	149,679	72,093	17	95.2%	90.2%	3,720	3,274	13.6%	1,270	1,258	1.0%	2,450	2,016	21.5%	
191 V Life Storage Holdings LLC																	
2021 acquisition	20%	28,349	323,409	182,192	17	NA	NA	392	-	NA	202	-	NA	190	-	NA	
Life Storage Spacemax, LLC																	
2019 acquisition	40%	14,886	86,831	45,325	6	96.0%	82.3%	1,990	1,579	26.0%	479	458	4.6%	1,511	1,121	34.8%	
Other operational joint ventures																	
	Various	8,069	125,268	83,801	7	53.2%	52.7%	1,493	913	63.5%	1,293	627	106.2%	200	286	-30.1%	
Development stage joint ventures																	
	Various	11,705	100,115	40,478	7	NA	NA	-	-	NA	-	-	NA	-	-	NA	
Total		\$ 134,812	\$ 1,535,945	\$ 753,730	115	NA	NA	\$ 28,094	\$ 23,832	17.9%	\$ 8,702	\$ 7,602	14.5%	\$ 19,392	\$ 16,230	19.5%	

Life Storage Proportional Share of Outstanding Debt

\$ 150,457

- Dollars in thousands.

Capital Structure



As of June 30, 2021

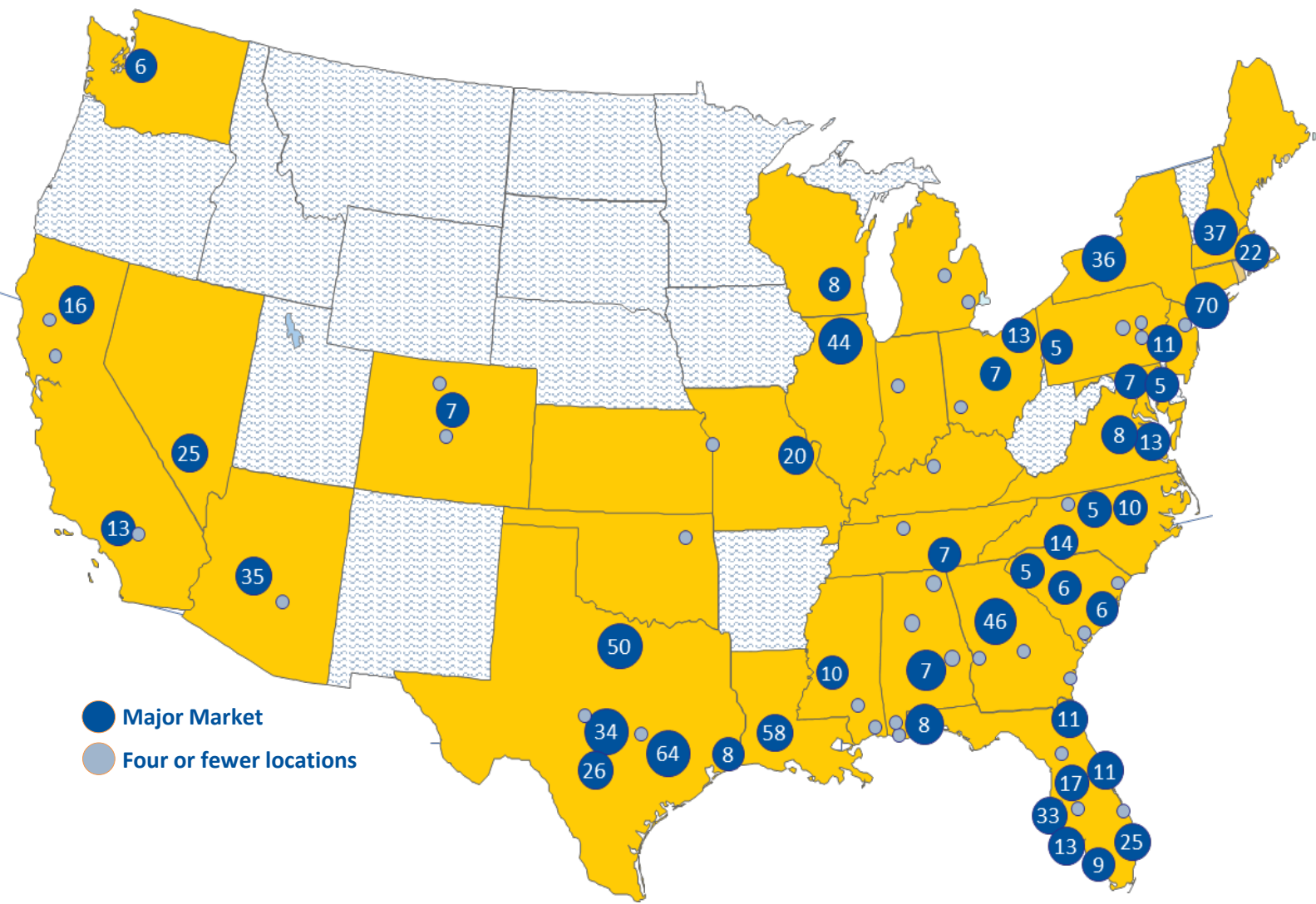
78.4 Million Shares & OP Units
 Price = \$107.35 per Share
 Equity Market Cap = \$8.4 Billion
 Enterprise Value = \$10.8 Billion
 Debt to Enterprise Value = 21.9%
 Cash on Hand = \$29.9 Million
 Credit Available = \$360 Million

Investment Grade Ratings

Moody's: Baa2
 S&P: BBB



Life Storage Locations as of June 30, 2021



Portfolio at a Glance

Q2 2021 Changes

Life Storage	630
Joint Ventures	104
Life Storage Solutions	<u>236</u>
Total	970

Life Storage LP Acquisitions	17
Joint Ventures	17
Joint Ventures Dispositions	-4
Life Storage Solutions Additions	9
Life Storage Solutions (sold to LSLP)	-9
Life Storage Solutions Dispositions	<u>-15</u>
Total	15