

Self-Storage REIT Generating Industry-Leading, Same-Store NOI Growth and Dividend Yield

Key Stats



Key Metrics

■ Funds From Operations (FFO)
■ Adj. Funds From Operations (AFFO)
\$ millions



Executive Management

Mark C. Winmill, CEO, President & Chairman - 36+ years of real estate investing experience. Led acquisition, development and management of \$300M+ of self-storage properties.

Thomas O'Malley, CFO - CPA with 30+ years' financial and operating experience in real estate and finance.

Don Klimoski II, CCO, VP & General Counsel - 13+ years' experience in acquisitions, capital markets, securities law & corporate governance.

Company Contacts

Global Self Storage
New York, NY ▪ T 212.785.0900

Investor Relations
Ron Both, CMA ▪ T 949.432.7557
SELF@cma.team

Company Overview

About Global Self Storage

- ▶ Self-administered/self-managed **Real Estate Investment Trust (REIT)** paying attractive dividend.
- ▶ Owns and/or manages 13 self-storage properties primarily in Northeast, Mid-Atlantic and Midwest.
- ▶ 969,100 sf of total leasable space.
- ▶ **Highest same-store NOI growth and dividend yield** vs. publicly-traded self-storage REIT peers reflects winning strategy.

Competitive Focus

- ▶ **Prioritizing tenant quality** in marketing and operational efforts.
- ▶ **Focused on credit card payers** who rent for longer periods and accept greater rental rate increases.
- ▶ Third-party management platform, **Global MaxManagementSM**, increases revenue, widens brand footprint and creates acquisition pipeline.

Growing Market with Strong Drivers

- ▶ Self-storage industry to reach **\$44.5B** by 2024, growing at 2.0% CAGR from 2019.⁴
- ▶ **Demand remains high industrywide:** average occupancy rates still above 90% in 2019.⁵
- ▶ Favorable generational demographics: Millennials preferring rentals, flexibility, mobility, smaller living spaces. Baby Boomers selling and downsizing their homes.

Fragmented Market = M&A Opportunity

- ▶ 72% of self-storage operators only manage one or two properties.⁵
- ▶ Only 19% of the market is controlled by six publicly-traded self-storage companies.⁵

Self-Storage Facility Expansions in 2020

- ▶ **February:** Millbrook, NY expansion added ~11,800 leasable sf. of climate-controlled units, nearly doubling leasable area.
- ▶ **June:** McCordsville, IN conversion added 13,713 leasable sf. of climate-controlled units.
- ▶ **August:** West Henrietta, NY expansion added ~7,300 leasable sf. of drive-up storage units.

Recent Milestones & Results

- ▶ **June 29:** Joined Russell Microcap[®] Index.
- ▶ **Aug. 14:** Q2-20 rent collection at 97% despite COVID-19. Disciplined expense controls drove nearly double digit same-store NOI growth.
- ▶ **Sep. 1:** Declared cash dividend of \$0.065 per common share for Q3 2020.
- ▶ **Nov. 16:** Q3 2020 same-store NOI grew 5.4% to \$1.2 million versus same year ago period.

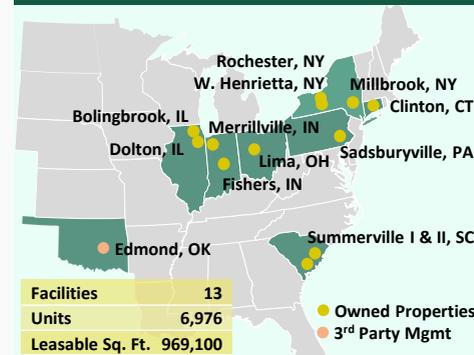
High Quality Service & Facilities



Industry-Leading Growth & Yield⁶

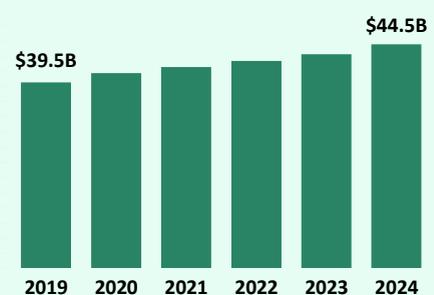
	Q3 2020 Same-Store NOI Growth	Dividend Yield <i>ttm</i>
GLOBAL SELF STORAGE	5.4%	6.5%
NSA	0.2%	4.1%
EXR	-2.7%	3.6%
CUBE	-1.6%	4.2%
LSI	0.4%	3.8%
PSA	-3.7%	3.6%

Strategic Presence



Expanding Market Opportunity

U.S. Self-Storage Market Outlook⁴



Stock data source: Yahoo! Finance and Global Self Storage ("Company"). *ttm* = trailing 12 months. Footnotes: 1) comprised of \$1.9M in cash, cash equivalents & restricted cash, \$1.8M in marketable equity securities, and \$4.9M available under a revolving credit line; based on Form 10-Q as of 9/30/2020; 2) Dividend yield based on closing price at 11/13/20; 3) Definition of FFO & AFFO, both non-GAAP terms, and reconciliation to GAAP on back page of this profile; 4) IBISWorld Report; 5) 2020 Self Storage Almanac; 6) Based on info from 10-Qs as of 9/30/20 filed with SEC by these public self-storage REITs. Dividend yield based on closing price at 11/13/20. Important Disclaimer: This document includes forward looking statements that involve risk & uncertainties as described in Company's Form 10-K filed with the SEC and others filing. This document does not constitute an offer to sell, or a solicitation of an offer to buy, any security. Company makes no guarantee as to the reliability of this information and you should not rely on this information as the basis upon which to make any investment decision. © Global Self Storage, Inc. 2020. All Rights Reserved. Product of CMA. 111620.

Non-GAAP Financial Measures

Funds from Operations (“FFO”) and FFO per share are non-GAAP measures defined by the National Association of Real Estate Investment Trusts (“NAREIT”) and are considered helpful measures of REIT performance by REITs and many REIT analysts. NAREIT defines FFO as a REIT’s net income, excluding gains or losses from sales of property, and adding back real estate depreciation and amortization. FFO and FFO per share are not a substitute for net income or earnings per share. FFO is not a substitute for GAAP net cash flow in evaluating our liquidity or ability to pay dividends, because it excludes financing activities presented on our statements of cash flows. In addition, other REITs may compute these measures differently, so comparisons among REITs may not be helpful. However, the Company believes that to further understand the performance of its stores, FFO should be considered along with the net income and cash flows reported in accordance with GAAP and as presented in the Company’s financial statements.

Adjusted FFO (“AFFO”) represents FFO excluding the effects of business development, capital raising, store acquisition, and third-party management marketing expenses and non-recurring items, which we believe are not indicative of the Company’s operating results. The company presents AFFO because management believes it is a helpful measure in understanding the company’s results of operations insofar as management believes that the items noted above that are included in FFO, but excluded from AFFO, are not indicative of the company’s ongoing operating results. Management also believes that the investment community considers the company’s AFFO (or similar measures using different terminology) when evaluating the company. Because other REITs or real estate companies may not compute AFFO in the same manner as management does, and may use different terminology, management’s computation of AFFO may not be comparable to AFFO reported by other REITs or real estate companies.

Management believes net operating income or “NOI” is a meaningful measure of operating performance because management utilizes NOI in making decisions with respect to, among other things, capital allocations, determining current store values, evaluating store performance, and in comparing period-to-period and market-to-market store operating results. In addition, management believes the investment community utilizes NOI in determining operating performance and real estate values and does not consider depreciation expense because it is based upon historical cost. NOI is defined as net store earnings before general and administrative expenses, interest, taxes, depreciation, and amortization.

NOI is not a substitute for net income, net operating cash flow, or other related GAAP financial measures, in evaluating the company’s operating results.

Same-Store Self-Storage Operations Definition

The company considers its same-store portfolio to consist of only those stores owned and operated on a stabilized basis at the beginning and at the end of the applicable periods presented. The company considers a store to be stabilized once it has achieved an occupancy rate that it believes, based on its assessment of market-specific data, is representative of similar self storage assets in the applicable market for a full year measured as of the most recent January 1 and has not been significantly damaged by natural disaster or undergone significant renovation or expansion. The Company believes that same-store results are useful to investors in evaluating its performance because they provide information relating to changes in store-level operating performance without taking into account the effects of acquisitions, dispositions, or new ground-up developments. At September 30, 2020, the company owned nine same-store properties and three non same-store properties. The Company believes that, by providing same-store results from a stabilized pool of stores, with accompanying operating metrics including, but not limited to, variances in occupancy, rental revenue, operating expenses, and NOI, stockholders and potential investors are able to evaluate operating performance without the effects of non-stabilized occupancy levels, rent levels, expense levels, acquisitions, or completed developments. Same-store results should not be used as a basis for future same-store performance or for the performance of the Company’s stores as a whole.

Reconciliation of GAAP Net Income to Same-Store Net Operating Income

The following table presents a reconciliation of same-store net operating income to net income (loss) as presented on the company’s unaudited consolidated statements of operations for the periods indicated:

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2020	2019	2020	2019
Net income (loss)	\$ 337,124	\$ 249,233	\$ (41,444)	\$ 573,901
Adjustments:				
Management fees and other income	(17,496)	—	(52,341)	—
General and administrative	564,162	533,418	1,822,353	1,644,057
Depreciation and amortization	509,219	351,711	1,527,901	1,056,087
Business development	471	72,691	10,528	95,985
Dividend, interest, and other income	(17,648)	(17,180)	(62,017)	(51,826)
Unrealized gain on marketable equity securities	(245,571)	(127,820)	(27,402)	(355,102)
Interest expense	290,802	255,963	891,107	773,234
Non same-store revenues	(448,873)	(306,035)	(1,224,254)	(911,614)
Non same-store cost of operations	189,783	89,986	523,900	287,864
Total same-store net operating income	<u>\$ 1,161,973</u>	<u>\$ 1,101,967</u>	<u>\$ 3,368,331</u>	<u>\$ 3,112,586</u>
	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2020	2019	2020	2019
Same-store revenues	\$ 1,879,539	\$ 1,881,213	\$ 5,543,070	\$ 5,530,831
Same-store cost of operations	717,566	779,246	2,174,739	2,418,245
Total same-store net operating income	<u>\$ 1,161,973</u>	<u>\$ 1,101,967</u>	<u>\$ 3,368,331</u>	<u>\$ 3,112,586</u>

FFO and AFFO (Unaudited)

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2020	2019	2020	2019
Net income (loss)	\$ 337,124	\$ 249,233	\$ (41,444)	\$ 573,901
Eliminate items excluded from FFO:				
Unrealized gain on marketable equity securities	(245,571)	(127,820)	(27,402)	(355,102)
Depreciation and amortization	509,219	351,711	1,527,901	1,056,087
FFO attributable to common stockholders	600,772	473,124	1,459,055	1,274,886
Adjustments:				
Compensation expense related to stock-based awards	35,283	29,430	99,762	135,320
Business development, capital raising, store acquisition, and third-party management marketing expenses	471	72,691	10,528	95,985
AFFO attributable to common stockholders	\$ 636,526	\$ 575,245	\$1,569,345	\$ 1,506,191
Earnings per share attributable to common stockholders - basic	\$ 0.04	\$ 0.03	\$ (0.00)	\$ 0.08
Earnings per share attributable to common stockholders - diluted	\$ 0.04	\$ 0.03	\$ (0.00)	\$ 0.08
FFO per share - diluted	\$ 0.06	\$ 0.06	\$ 0.16	\$ 0.17
AFFO per share - diluted	\$ 0.07	\$ 0.08	\$ 0.17	\$ 0.20
Weighted average shares outstanding - basic	9,277,043	7,646,875	9,269,834	7,639,588
Weighted average shares outstanding - diluted	9,290,984	7,652,257	9,269,834	7,640,874