



Strategic Storage Trust, Inc.

Second Quarter Update

August 21, 2013

Disclaimer and Risk Factors

Disclaimers

CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

Certain statements contained in this material, other than historical facts, may be considered forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the “Securities Act”) and Section 21E of the Securities Exchange Act of 1934, as amended (the “Exchange Act”). We intend for all such forward looking statements to be covered by the applicable safe harbor provisions for forward-looking statements contained in Section 27A of the Securities Act and Section 21E of the Exchange Act, as applicable. Such statements include, in particular, statements about our plans, strategies, and prospects and are subject to certain risks and uncertainties, including known and unknown risks, which could cause actual results to differ materially from those projected or anticipated. Therefore, such statements are not intended to be a guarantee of our performance in future periods. Such forward-looking statements can generally be identified by our use of forward-looking terminology such as “may,” “will,” “expect,” “intend,” “anticipate,” “estimate,” “believe,” “continue,” or other similar words. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date this report is filed with the Securities and Exchange Commission. We cannot guarantee the accuracy of any such forward looking statements contained in this material, and we do not intend to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

Any such forward-looking statements are subject to risks, uncertainties, and other factors and are based on a number of assumptions involving judgments with respect to, among other things, future economic, competitive, and market conditions, all of which are difficult or impossible to predict accurately. To the extent that our assumptions differ from actual results, our ability to meet such forward-looking statements, including our ability to generate positive cash flow from operations and provide distributions to stockholders, and our ability to find suitable investment properties, may be significantly hindered. All forward-looking statements should be read in light of the risks identified in our prospectus and supplements.

Risk Factors

- See our Form 10-K, Form 10-K/A and recent Form 10-Q for specific risks associated with an investment in Strategic Storage Trust, Inc.
- As of June 30, 2013, our accumulated deficit was approximately \$66 million, and our operations will not be profitable in 2013.
- No public market currently exists for shares of our common stock and we may not list our shares on a national securities exchange before three to five years after completion of this offering, if at all. It may be difficult to sell your shares. If you sell your shares, it will likely be at a substantial discount.
- We have paid distributions from sources other than our cash flows from operations, including from the net proceeds from our initial public offering. We are not prohibited from undertaking such activities by our charter, bylaws or investment policies, and we may use an unlimited amount from any source to pay our distributions. Until we generate operating cash flows sufficient to pay distributions to you, we may pay distributions from the net proceeds of this offering or from borrowings in anticipation of future cash flows. We also may be required to sell assets or issue new securities for cash in order to pay distributions. Any such actions could reduce the amount of capital we ultimately invest in assets and negatively impact the amount of income available for future distributions.
- We have no employees and must depend on our advisor to select investments and conduct our operations, and there is no guarantee that our advisor will devote adequate time or resources to us.
- Our board of directors may change any of our investment objectives, including our focus on self storage facilities.
- We will pay substantial fees and expenses to our advisor, its affiliates and participating broker-dealers, which will reduce cash available for investment and distribution.
- There are substantial conflicts of interest among us and our sponsor, advisor, property manager and dealer manager.
- We may fail to remain qualified as a REIT, which could adversely affect our operations and our ability to make distributions.
- We may incur substantial debt, which could hinder our ability to pay distributions to our stockholders or could decrease the value of your investment.
- Future distribution declarations are at the sole discretion of our board of directors and are not guaranteed. Since our inception, our cumulative distributions have exceeded cumulative GAAP earnings. We cannot assure you that we will achieve any of our investment objectives.
- We encourage you to review our SEC filings at www.sec.gov.

Strategic Storage Trust, Inc.

About Us

- First and only publicly registered non-traded REIT focused on self storage
- Sponsor was ranked 7th in Mini-Storage Messenger's Top Operators List in 2012
- As of 8/20/13, SSTI wholly owned 111 properties in 17 states and Ontario, Canada with approximately 71,000 units and approximately 9.3 million rentable square feet

Agenda

- Performance Highlights
- Portfolio Update
- Self Storage Operations - A Case for Growth
- Vision



Performance Highlights

Cash Flow from Operations

- \$2 Million for Three Months Ended 6/30/2012
- \$5.3 Million for Three Months Ended 6/30/2013

↑ 169%

Cash Flow from Operations

- \$4.0 Million for Six Months Ended 6/30/2012
- \$9.3 Million for Six Months Ended 6/30/2013

↑ 136%

Performance Highlights

IPA Modified Funds From Operations

- 5% increase in Q2 2013 vs. Q4 2012
- 67% increase in Q2 2013 vs. Q3 2012
- 354% increase in Q2 2013 vs. Q2 2012

Performance Highlights

IPA Modified Funds from Operations

- \$1.0 Million for Three Months Ended 6/30/2012
- \$4.5 Million for Three Months Ended 6/30/2013

 **354%**

IPA Modified Funds from Operations

- \$2.1 Million for Six Months Ended 6/30/2012
- \$9.1 Million for Six Months Ended 6/30/2013

 **333%**

Performance Highlights

Same Store Performance

- Second Quarter 2013 vs. 2012


- Revenues  9.7%
- Net Operating Income  21.2%

	<u>2013</u>	<u>2012</u>
• Property Operating Expenses as a Percentage of Revenue	41.1%	46.7%
• Number of Facilities	90	90
• Average Physical Occupancy	83%	77%

Performance Highlights

Same Store Performance

- Six Months Ended June 30, 2013 vs. 2012

- Revenues  9.4%
- Net Operating Income  20.1%

	<u>2013</u>	<u>2012</u>
• Property Operating Expenses as a Percentage of Revenue	40.5%	45.9%
• Number of Facilities	90	90
• Average Physical Occupancy	82%	75%

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Portfolio Update - Acquisition

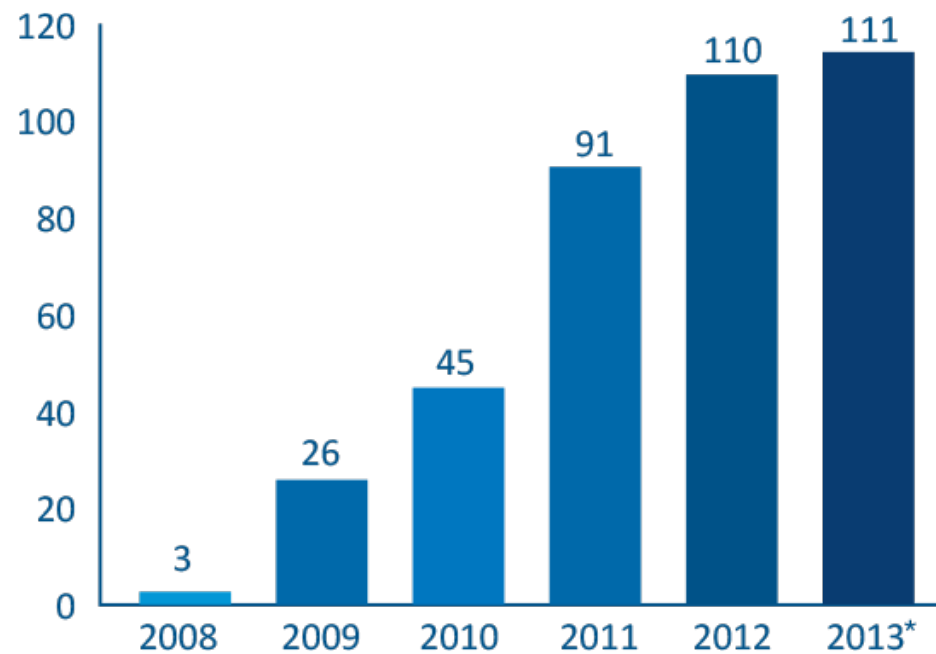


North Charleston, SC

- 630 units
- 140,000 NRSF
- \$6.6 million (approximate purchase price)
- 4th Charleston Property
- 13th South Carolina Property

Portfolio Update

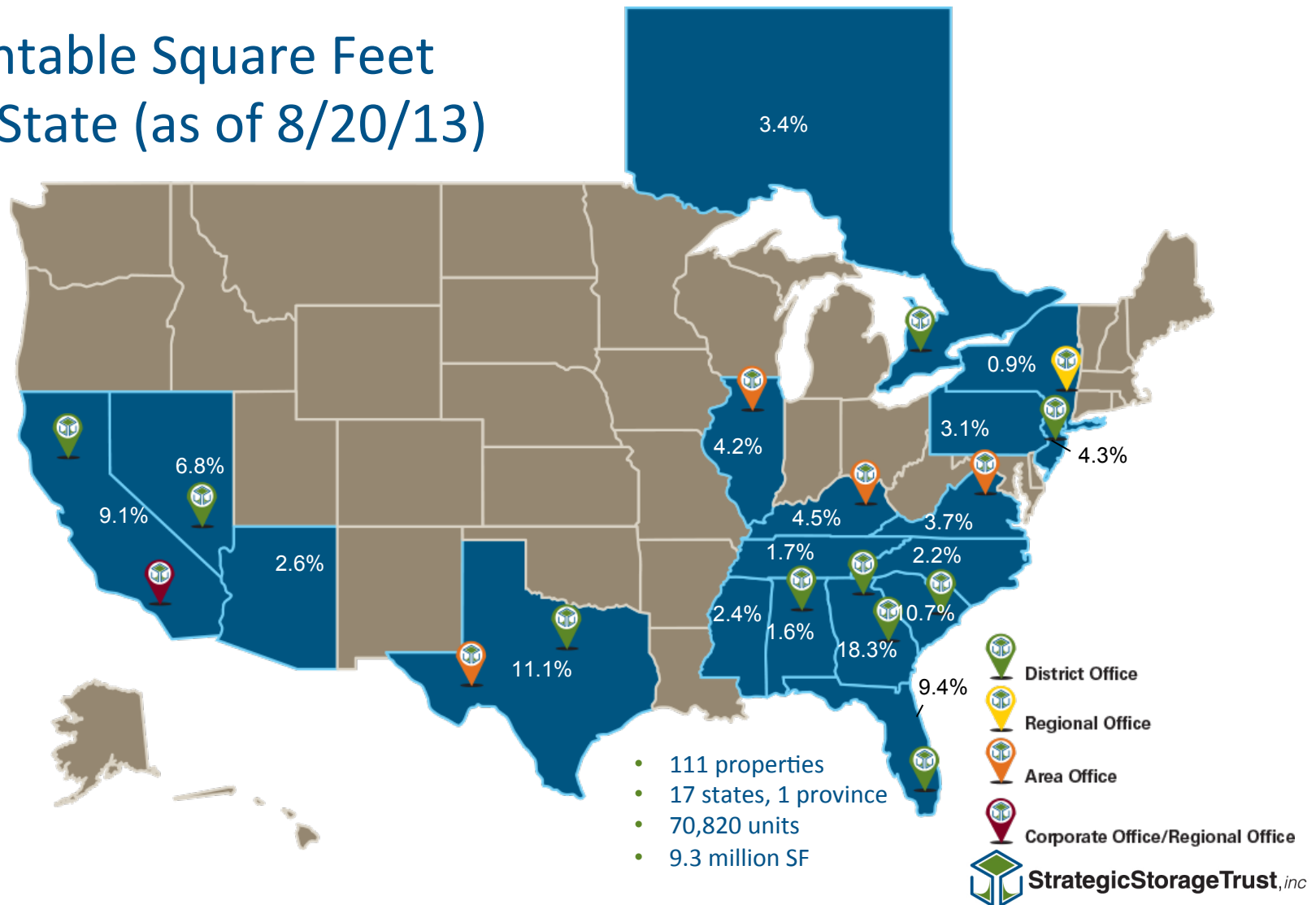
Wholly-Owned Properties by Year



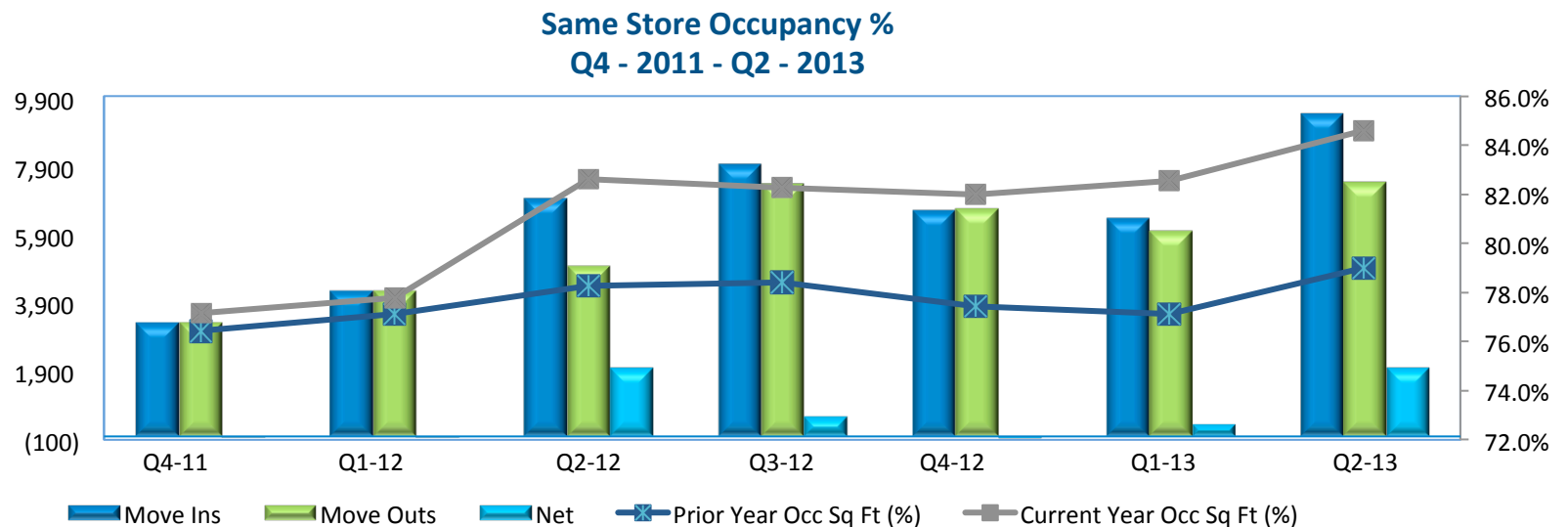
*As of August 20, 2013

Portfolio Update

Rentable Square Feet by State (as of 8/20/13)



Portfolio Update

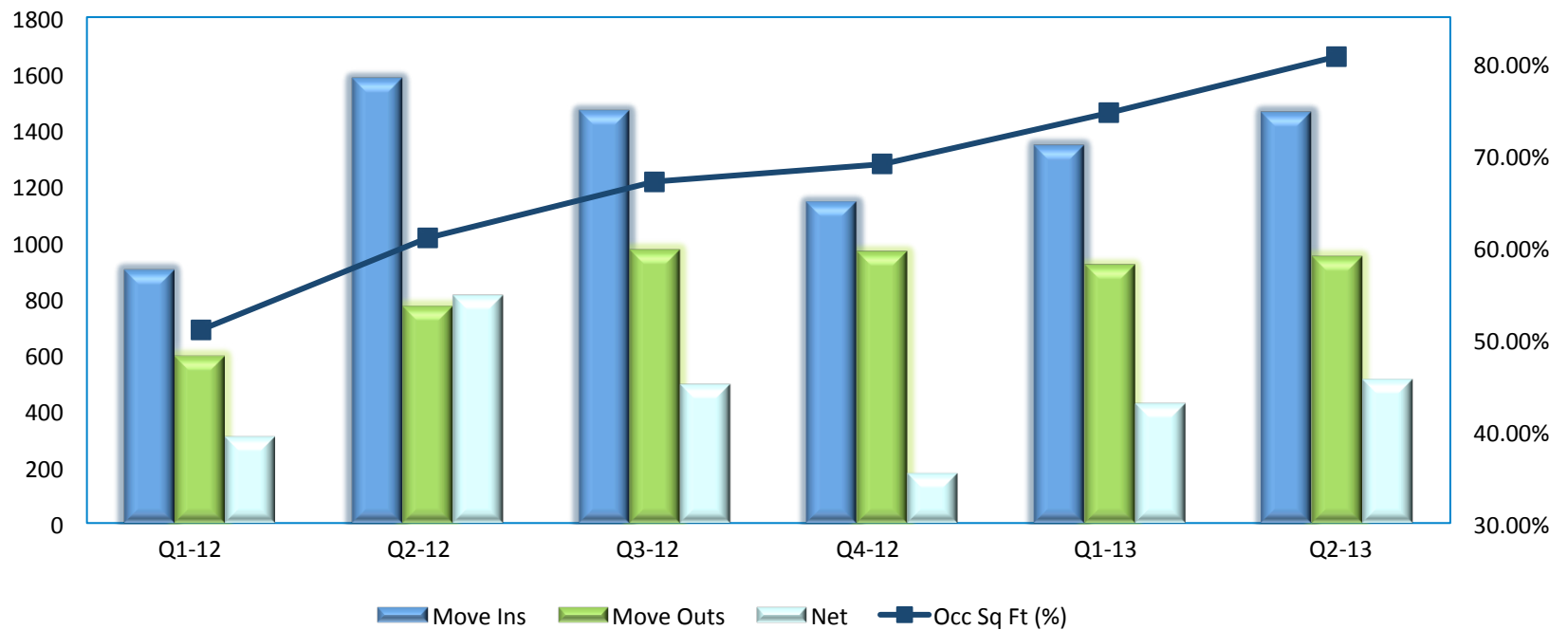


Prior Year Occ Sq Ft (%)	76.4%	76.1%	78.3%	78.4%	77.4%	73.3%	79.0%
Current Year Occ Sq Ft (%)	77.2%	77.1%	82.6%	82.3%	82.0%	81.6%	84.6%
No. of Properties	41	45	60	71	76	89	90

* Does not include Canadian properties, but does include consolidated joint venture, SF property.

Portfolio Update

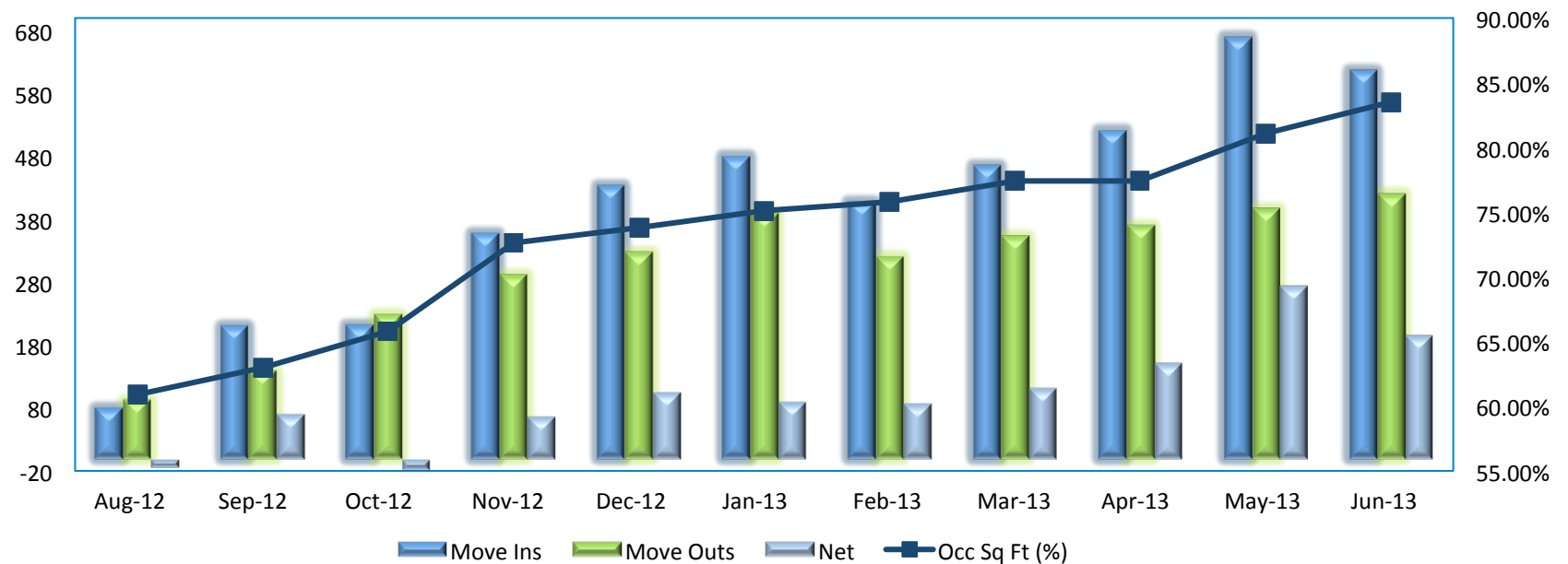
Former Homeland Portfolio Occupancy %
Q1-2012 - Q2-2013



Occ Sq Ft (%)	51.00%	61.00%	67.10%	69.00%	74.60%	80.70%
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Portfolio Update

Former Stockade Portfolio Occupancy %
August 2012 to June 2013



No. of Properties	8	8	10	16	16	16	16	16	16	16	16
Occ Sq Ft (%)	60.90%	63.00%	65.80%	72.60%	73.80%	75.10%	75.80%	77.40%	77.40%	81.10%	83.50%

Note: At acquisition Stockade Occupancy: 71.3% for combined 16 stores

Portfolio Update - Toronto Lease-Up



Dufferin, Canada

1,060	Units
110,000	NRSF
Occ.	85.9% as of July 2013



Mavis, Canada

815	Units
101,500	NRSF
Occ.	58.8% as of July 2013



Brampton, Canada

930	Units
108,800	NRSF
Construction Complete Grand Opening July 2013	

Portfolio Update

**Mavis Rental Income & Occupancy
(February 2012 - June 2013)**



Note: Rental Income (excludes admin late fees and ancillary revenue) is rounded to the nearest thousand. Mavis Occ Sq Ft (%) includes developmental stages of construction; building conversion was completed in Dec-11 and phases of new construction began in Mar-12 and was completed in Dec-12. Sep-12 included the addition of 123 new units or 16,329 net rentable sq. ft. Final additions were made in Dec-12 with another 262 new units or 35,297 net rentable sq. ft. added.

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Proven Performance – *Key Drivers*



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A Case for Growth

A Case for Growth

- Shorter Term Lease Sectors
 - Apartments
 - Hospitality
 - Self Storage
- Longer Term Lease Sectors
 - Health Care
 - Net Lease Real Estate
 - Office
 - Retail

Closedown Procedures

Last Day for Client Signature – September 22, 2013 (As described in Supplement No. 8 filed with the SEC on June 12, 2013)

Non-Qualified Accounts

- ☑ **Sunday, September 22, 2013 - Last Day For Sales**
The investor must sign the subscription agreement
- ☑ **Wednesday, September 25, 2013**
DST must receive the subscription agreement and funds
- ☑ **Monday, September 30, 2013**
Any mistake or deficiencies in paperwork must be corrected and the corrected paperwork received by DST

Qualified Accounts

- ☑ **Sunday, September 22, 2013 - Last Day For Sales**
The investor must sign the subscription agreement
- ☑ **Wednesday, September 25, 2013**
The subscription agreement and transfer request must be received by DST
- ☑ **Monday, October 7, 2013**
Any mistake or deficiencies in paperwork must be corrected and received by DST
- ☑ **Monday, October 21, 2013**
DST must receive the proceeds

Strategic Vision

PUBLICLY TRADED SELF STORAGE REITS

	Market Cap ⁽¹⁾
	\$27.93 (Billion)
	\$4.80 (Billion)
	\$2.23 (Billion)
	\$2.26 (Billion)

PUBLIC NON-TRADED SELF STORAGE REIT



Questions?

Recap

Property Performance

- *Strategy is Working*

Financials

- *Double Digit Same Store NOI Increase*

Portfolio Update

- *Buying for Income AND Growth*

Vision

- *We Are on Path*



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