SELF STORAGE MARKET OVERVIEW

Year-End and Fourth Quarter 2012

Analysis of the Industry's Public Companies

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- ***Total Return Performance 2012***

Extra Space Storage (EXR)	+54.3%
Sovran Self Storage (SSS)	+50.8%
CubeSmart (CUBE)	+41.8%
Public Storage (PSA)	+11.8%

- Record occupancies, constrained new supply and decreasing discounts offered. Very competitive acquisition market with low-cost capital. Public Storage expanding development program.

- ***Total Property Acquisition Volume By REITs***

  2012: ~ $1.53 billion
  2011: ~ $1.4 billion
  2010: ~ $400 million

- ***Mobility Increasing***

  - More than 36 million people relocated in 2012, an increase from 2011's record low move rate of 35.1 million. About 3.9% of U.S. population, or 11.8 million, moved to a different county in 2011, up from 3.5% in 2010 and 2009 record low levels. First increase in a decade.

-U.S. Census Bureau

- ***Financing***

  - About 80% of CMBS loans scheduled to mature were paid or refinanced on schedule in fourth quarter, double the rate in first quarter of the year, and most since 2008.

  - Delinquency rate of 2.48% at year's end for self-storage CMBS loans over 60-days deliquent, the lowest of any property type.

-Wells Fargo Securities, LLC and Intex Solutions

- ***Accomodating Capital Markets***
  - Public Storage issued $1.7 billion in new preferred shares in 2012, at coupon rates averaging 5.7% and redeemed $2 billion with average rate of 6.6%.
  - Extra Space, CubeSmart and Sovran issued public offering of common stock to help fund new acquisitions.

- **"Nirvana – except for new acquisition competition."**
  -Ron Havner, CEO, Public Storage, on 2013 projections

- "Management Value Added" (MVA), examines management's contribution to Net Asset Value (NAV) growth beyond just property appreciation. Evaluating every REIT in all sectors, Extra Space finished first overall, and Public Storage second overall.
  -Green Street Advisors

- ***Reduced Seasonality***
  - Lower occupancy swings due to revenue management and technology sophistication

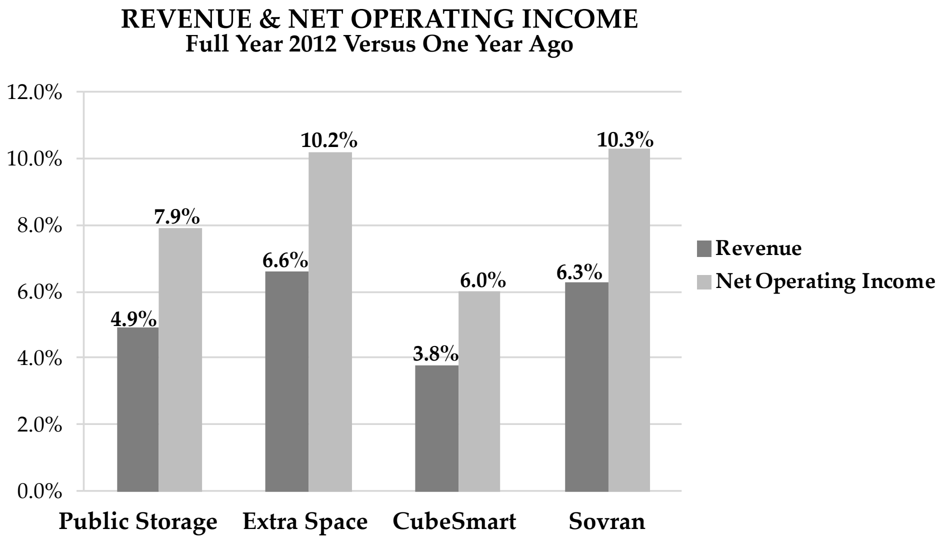
- **Implied Cap Rates** based on common share prices:

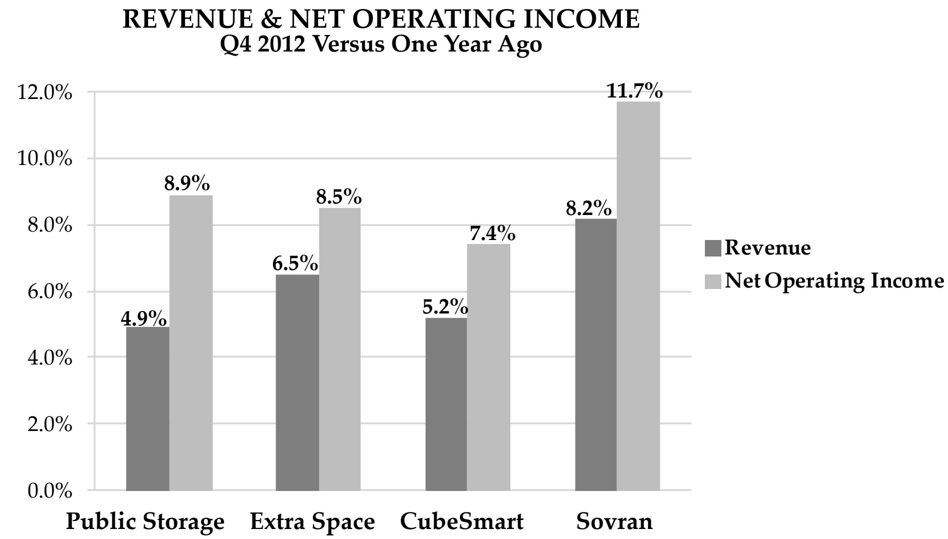
Public Storage (PSA)	4.6%
Extra Space Storage (EXR)	5.1%
CubeSmart (CUBE)	5.6%
Sovran Self Storage (SSS)	6.6%

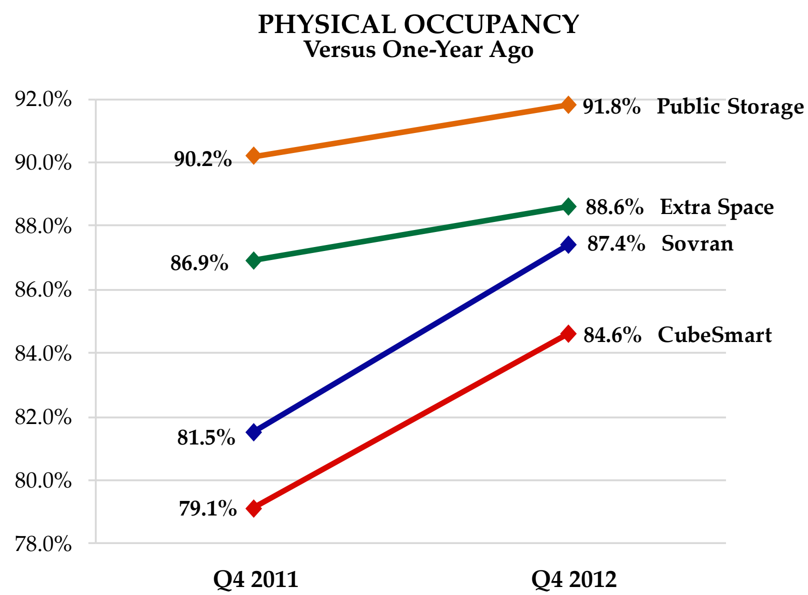
EARNINGS RESULTS SAME-STORE

	Public Storage	Extra Space Storage	CubeSmart	Sovran
Number of Properties:	**2,100** U.S. **189** Europe	**910**	**519**	**457**
Third Party Management:	**35-40**	**181**	**133**	**16**
Joint Ventures:		**281**		**55**
Revenue				
Q4 2012 vs. last year:	**+4.9%**	**+6.5%**	**+5.2%**	**+8.2%**
Full Year 2012:	**+4.9%**	**+6.6%**	**+3.8%**	**+6.3%**
Net Operating Income				
Q4 2012 vs. last year:	**+8.9%**	**+8.5%**	**+7.4%**	**+11.7%**
Full Year 2012:	**+7.9%**	**+10.2%**	**+6.0%**	**+10.3%**
Occupancy:	**91.8%**	**88.6%**	**84.6%**	**87.4%**
vs. last year:	**90.2%**	**86.9%**	**79.1%**	**81.5%** (weighted average)
Rent Per Occupied Square Foot Average:	**$13.72**	**$13.88**	**$11.46** ($12.81 including Storage Deluxe and other new assets)	**$10.73**

SAME-STORE COMPARISONS







	Public Storage	Extra Space Storage	CubeSmart	Sovran
Market Capitalization	**$25.89 billion**	**$4.12 billion**	**$1.92 billion**	**$1.84 billion**
Funds From Operations Q4 2012: Full Year 2012	**$1.86/share** **$6.31/share** (+11.3%)	**$0.43/share** **$1.59/share** (+33%)	**$0.21/share** **$0.74/share** (+13.8%)	**$0.77/share** **$3.14/share** (+29%)
Dividend per Common Share (quarter)	**$1.25/share** (+14%)	**$0.25/share** (+20%)	**$0.11/share** (+37.5%)	**$0.45/share**
Dividend Yield	**2.90%**	**2.60%**	**3.10%**	**3.10%**
Common Stock Price February 26, 2013: 52-Week Range:	**$151.19** **$129.04 to $157.95**	**$37.29** **$26.17 to $40.97**	**$14.55** **$10.72 to $15.61**	**$60.82** **$46.14 to $67.44**

PUBLIC STORAGE:

- Total 2012 acquisition volume just over $200 million.
- During fourth quarter, acquired ten facilities for a total of approximately $82 million in cash. Properties located in Florida (3), Georgia (2), California (2), and one each in New York, Texas, and Arizona. Total net rentable square feet of 761,000. Additionally, intending to convert a property in Bronx, New York into 220,000 net rentable square feet of storage space for additional cost of $15 million.
- New development from regional operators and Public Storage on a small scale relative to industry supply. Acquisitions continue to move significantly above replacement costs, encouraging regional developers and Public Storage to build new.
- Yields of about 8% to 10% stabilized on new development and conversions.
- Developments and redevelopments in pipeline of about $160 million. About $100 million in new conversions consisting of seven or eight properties. About 25 properties in expansion or modification of existing property totaling about $60 million.
- The old Shurgard headquarters in Seattle now in third redevelopment and will have over 2,300 units when completed.
- In early part of the 2000's, Public Storage would only develop 10 to 20 properties a year.

EXTRA SPACE STORAGE:

- In 2012, acquired 91 assets in 24 states for just over $700 million. Largest acquisition year since 2005 Storage USA transaction of $2.3 billion.
- Acquisitions of 57 properties came from two large joint ventures transactions. Invested approximately $425 million to acquire two large stakes form joint ventures. Additional 8 also came from third-party management relationship.
- During the fourth quarter, acquired 32 properties for approximately $215 million. 21 of these from acquisition of the entire 80% interest of joint-venture partner Heitman (Bravo II) properties in 11 states, consisting of about 1.75 million rentable square feet with approximately 13,600 units. Investment of about $130 million for the 80% interest. Properties about 89% occupied. Transaction implies a 6.9% cap rate.
- The remaining 11 assets acquired located in Arizona, Florida, Massachusetts, Maryland, and New Jersey.
- Subsequent to end of quarter, puchased partner's interest in two assets of a joint venture for $12.9 million, with locations in Illinois and Maryland.
- Two additional properties under contract for about $20.6 million in Maryland and Texas, expected to close by end of first quarter 2013.
- Currently managing 181 properties for third-party owners, plus managing additional 281 properties owned and operated in joint ventures.
- Unlevered IRRs are approximately 8% to 10% on acquisitions.

CUBESMART:

- Full year acquisition volume of $442.7 million.
- Excluding Storage Deluxe and joint venture transactions, purchased 22 assets for a total of $128.4 million.
- Cap rates on stabilized assets in markets focused on ranging from 6% to 7%.
- Acquired five assets in fourth quartet for $25.6 million. Properties located in Florida, New Jersey, Pennsylvania and Texas. Previously announced closing on six Storage Deluxe assets, and acquired two joint venture partner's interests in a combined 31 assets for $112 million.
- For the year, disposed of 26 assets for $59.9 million. These properties have average occupancy of about 77% with asking rents in mid $8/sq.ft. range. This compares with new acquisition occupancy average 83% and asking rents of $16/sq.ft. Cap rate delta about 110 basis points lower cap rate for purchases versus dispositions. Exited Michigan, the Gulf Coast, Southern New Mexico and Central Ohio.
- Awarded eight new third-party management contacts, predominantly in the southeast. Currently managing 133 properties totaling 8 million square feet for third parties.
- Projecting $75 million to $125 million in acquisitions in 2012, and dispositions of $20 million to $40 million.

SOVRAN:

- During 2012, acquired 28 stores at cost of $189 million. Added 17 properties to third-party management plaform, now with 71 including joint ventures. Acquired 29 stores in 2011.
- MJ Partners brokered sale of four Chicago properties late in fourth quarter, one including a Walmart Express store, for approximately $31.25 million. With two additional acquisitions, now have 10 self storage properties throughout Chicago.
- Acquired a total of 14 self storage properties in six separate transactions at cost of $83 million, funded through advances on company's line of credit. The properties total approximately one million square feet, and include three in Austin, Texas (now with 12 properties and total of 110 in Texas), one in Phoenix (now with 10), two in Fort Myers, Florida, and one in Clearwater (now with 68 throughout Florida).
- Funding acquisitions with 60% to 70% equity.
- Looking at opportunistic acquisitions with lower going-in yields as low as 3.5% to 4% for properties with lower occupancy levels, as low as 50%.
- Target $100 million in new acquisitions in 2013.
- Target 8% to 8.5% yield after management improvements on new acquisitions.
- Sold one property for $3.3 million, may sell 5 to 10 properties in 2013 totaling less than $50 million in proceeds.

PUBLIC STORAGE:

- Issued $1.7 billion of new preferred securities in 2012 with average coupon rate of 5.7%, and redeemed $2 billion with an average rate of 6.6%.
- January 16, 2013 issued 5.2% preferred shares with gross proceeds of $500 million. A portion of net proceeds used to pay off $133 million of outstanding debt under revolving credit facility.

EXTRA SPACE STORAGE:

- Fixed-rate to total debt 81%, as of end of the year.
- Interest rates at all-time lows. Weighted average fixed interest rate of 4.6%, and variable rate debt of 2.3% - combined average interest rate of 4.2% down from 4.7% at end of 2011. Average maturity approximately 5.6 years.
- Four lines of credit with total capacity of $240 million, of which $85 million drawn.

CUBESMART:

- Full year proceeds of $102.2 million from equity issuance through "at-the-market" equity program.
- During fourth quarter, sold 3.2 million common shares at an average price of $13.60 per share, resulting in net proceeds of $43 million.
- Company with 3.9 million shares available for sale under existing Sales Agreement.
- Debut $250 million bond offering in 2012.
- Weighted average length of debt maturity over 5 years, with only $131 million of 12.8% of debt maturing within next two years.
- $255 million available under unsecured credit facility.
- Ratio of secured debt to gross assets reduced to 9.1% from 16.3% last year. Total reduction of $130 million.
- Overall debt-to-gross assets 40.9% at year's end.

SOVRAN:

- All but $105 million of debt is either fixed rate or covered by rate swap contracts that essentially fix the rate. Future borrowings pursuant to line of credit at floating rate of LIBOR plus 2%.
- 30,432,720 shares of commons stock outstanding at year's end, 204,163 Operating Partnership (OP) Units outstanding.
- Expect to issue common stock issuance in 2013, none in fourth quarter versus about 1 million shares in third quarter, netting $56.1 million.
- $73 million cash on hand at year's end, and $70 million on line of credit plus expansion feature for additional $75 million.
- Key Financial Ratios:

• Debt to Enterprise Value (@$62.1/share)	26.4%
• Debt to Book Cost of Facilities	39.0%
• Debt to EBITDA	5.4x
• Debt to Service Coverage (DSC)	3.0x

PUBLIC STORAGE:

- Very competitive acquisition market with more low-cost capital in the market, one reason for expanding development program.
- Public Storage is the second largest REIT overall measured by market capitalization, at about $25.9 billion, second only to Simon Property Group's approximately $48.7 billion market cap.
- Seasonal occupancy levels did not drop as much in historically slow season of fourth quarter.
- For the year, foreign currency exchange gain on European properties of $8.9 million compared to a loss of $7.3 million previous year. The fourth quarter alone with a foreign exchange currency gain of $11.4 million.
- Gross net operating income margin of 70.6%, a 2.8% increase from previous year. For the fourth quarter gross net operating income margin of 75.7%.
- In Europe, same-store net operating income improved by 1% despite difficult operating environment.
- In U.K. the introduction of the 20% value-added tax in October contributed to a fourth quarter revenue decline of 8.6% due to reduced rental rates on new customers, compared to a 4% growth in the third quarter versus same period last year.
- Overall U.K. great year with 8% net operating income growth. Most of Europe markets were up. Holland most challenged.

PUBLIC STORAGE:

- Rental rate increases on existing customers average about 8.5%.
- Promotional discounts, mainly the dollar special for first month, were down about 9% for the year and down about 20% for the quarter. Last year gave about $90 million in same-store promotional discounts.
- Media advertising (television) will be down $1 million to $1.5 million in the first quarter.
- Street rates down about 2% to 3% to drive occupancy.
- Tenant insurance after-tax margin has been about 80%.

EXTRA SPACE STORAGE:

- "Same store numbers for the quarter were among the best in our Company's history."
  -Spencer Kirk, CEO

- Major Markets Above Average Revenue Growth:
  - Atlanta
  - Chicago
  - Houston
  - Los Angeles
  - Miami
  - Tampa

- Chicago increased occupancy about 7% to now 90%, expenses reduced about 20%. Houston occupancy still below 80%, expenses 20% higher.

- Major Markets Below Average Revenue Growth:
  - Albuquerque
  - Las Vegas
  - Phoenix

- "Surveys show over 50% of our customers have never used self storage before."
  -Ken Woolley, Executive Chairman, on untapped market potential

- Hurricane Sandy impact about $500,000 flowed through operating expenses, and about $900,000 through the insurance company.

- Same-store discounts ended year at 4.3% of rental income versus 5.3% at the start of the year. Overal discounts were down 12% due to higher occupancy and efforts to offer timely pricing and promotions.

- Full year Funds From Operations (FFO), guidance of between $1.87 and $1.95 pre share.

EXTRA SPACE STORAGE:

- Projecting to increase street rates 4% to 5%
- Tenant reinsurance revenue growth of 18% year-over-year.
- Tenant reinsurance penetration on new tenants is above 90%, and overall penetration in the high 60's. It was in mid-60's one year ago.
- Company on third-generation of revenue management. Today, tracking 56 different inputs and variables and metrics to help define pricing.
- Solar tax credits projected at $5 million to $6 million in 2013.

CUBESMART:

- Christopher P. Marr named new CEO effective January 1, 2014, succeeding Dean Jernigan's seven-year leadership tenure. Mr. Marr currently serves as President, COO, and CIO.

Strongest Performing Markets

- Colorado and Utah, 12 stores primarily in Denver and Salt Lake City, 8.7% revenue growth driven by 740 basis point occupancy increase.
- Boston (4) and Connecticut (17), 7.8% revenue growth driven by 310 basis point occupancy increase.
- Atlanta (9), 7.1% revenue growth with 700 basis point occupancy increase.
- New York - New Jersey, 6.9% revenue growth driven by 9.5% growth in 5 New York City stores, compared to 2.9% growth in New Jersey.
- Southern California and major Texas markets consistent strong performance all year.

Other Markets

- Phoenix, 6.9% revenue growth.
- Sacramento (9), 1.6% revenue growth.
- Tucson (15) just under 1% revenue growth.
- El Paso revenue down 13.3% on 280 basis point occupancy decline. Physical occupancy 81% at year end, now up 285 basis points so far in 2013.

CUBESMART:

- Discounting dollars per new rental down 12.5% this quarter compared to last year, discount down to about $79 per new customer versus $89 last year.
- One asset in London, one in Oxford, but focus not on Europe in the near term.
- Tenant insurance penetration for the quarter more than 92% of new customers. Overall penetration grown to 67%, up from 60% a year ago.

SOVRAN:

- "Our best quarter ever, and one of the best years ever."
  -Dave Rodgers, CEO

- Added 17 third-party management platform in 2012; added $150,000 in management fees in 2012.

- Reduced Incentives:
  Discounting down 16% year-over-year comparison to $68 per lease versus $82 last year.

- Real estate taxes represent about 28% of total expenses.

- Projecting internet advertising of $4.4 million in 2013.

- Ongoing strength due to the following:
  1. Scale
  2. Technology
  3. Lack of new supply - allowing occupancy growth
  4. Demand driven by customer need

- Positive Same-Store Revenue Growth In Every State.

- Strongest Revenue Growth Markets:
  - Texas
  - Florida
  - North Carolina
  - Georgia

SOVRAN:

- Guidance for 2013:

Revenue:	4.5% to 5.0% (6% to 7% for Q1)
Net Operating Income:	5.0% to 5.5% (7.5% to 8.5% for Q1)

- Projecting to spend up to $25 million on expansion and enhancement program. Target to achieve 85% occupancy in 24 months. Budgeting $13 million for recurring capitalized expenditures including roofing, paving and office renovations.

- Charlotte portfolio of properties purchased through MJ Partners in 2010 with occupancy about 53%, ended 2012 with occupancy increased to low 70's.