



Third Quarter 2019  
Supplemental Information

# Table of Contents

Analyst Information	3
Company Information	4
Earnings Release Text	5
Financial Highlights	12
Balance Sheets	13
Statements of Operations - Trailing Five Quarters	14
Statements of Operations	15
Same-Store Portfolio Net Operating Income	16
Same-Store Portfolio Net Operating Income - Trailing Five Quarters	17
Consolidating Statements of Net Operating Income	18
Funds from Operations - Trailing Five Quarters	19
Debt Overview	20
Secured Debt Analysis	21
Unsecured Debt Analysis	22
Value Creation Pipeline	23
Development Completions	24
Same-Store Operating Performance - By MSA	25
Unconsolidated Real Estate Venture Detail	26
Properties - By State	27

## CUBESMART

September 30, 2019

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## *Award-Winning Service Culture- Redefining Service in the Self-Storage Industry*



Since 2012, CubeSmart has been repeatedly honored for outstanding achievements, including:



#### **5-time winner of *Inside Self-Storage, Best of Business***

This readers-choice poll honors companies and organizations that are leaders in their categories.



#### **7-time winner of the *Gold Stevie Award***

This program recognizes the accomplishments and contributions of companies and business people worldwide.

**CUBESMART**  
September 30, 2019

**Company Information**

**Corporate Headquarters**  
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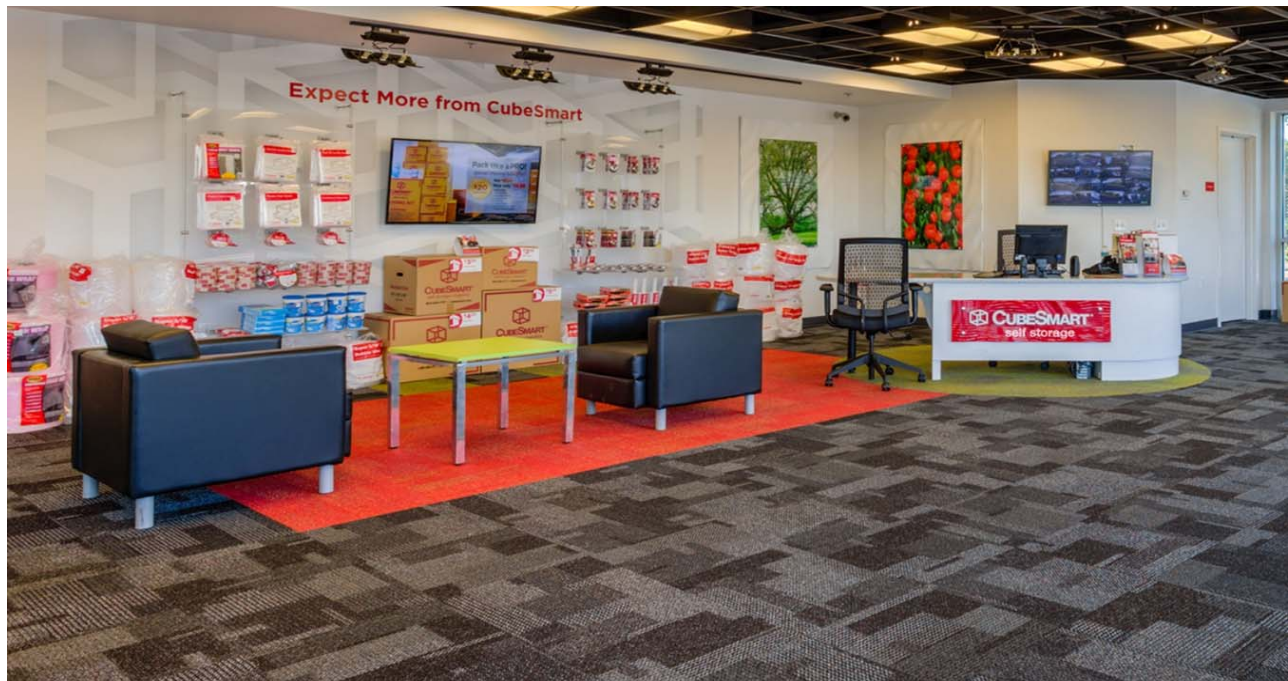
**Trading Symbol**  
Common Shares: CUBE  
**Stock Exchange Listing**  
New York Stock Exchange

**Investor Relations**  
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**Information Requests**  
To request an Investor Relations package or annual report, please visit our website at [www.cubsmart.com](http://www.cubsmart.com)

**Investor Information**

	3rd Quarter 2019	2nd Quarter 2019	1st Quarter 2019	4th Quarter 2018	3rd Quarter 2018
<b>Common Shares and Units:</b>					
Share price, high	\$ 36.31	\$ 34.49	\$ 32.43	\$ 32.39	\$ 32.97
Share price, low	\$ 33.21	\$ 30.62	\$ 28.07	\$ 27.29	\$ 28.34
Share price, period end	\$ 34.90	\$ 33.44	\$ 32.04	\$ 28.69	\$ 28.53
Dividends declared per share	\$ 0.32	\$ 0.32	\$ 0.32	\$ 0.32	\$ 0.30
Dividend yield, period end	3.67%	3.83%	4.00%	4.46%	4.21%
Closing Common Shares outstanding (excluding unvested restricted shares, in thousands)	193,554	191,626	188,137	187,145	186,304
Closing Operating Partnership units outstanding	1,866	1,866	1,886	1,946	2,049
Total closing Common Shares and Units	195,420	193,492	190,023	189,091	188,353



## CubeSmart Reports Third Quarter 2019 Results

MALVERN, PA -- (Globe Newswire) – October 24, 2019 -- CubeSmart (NYSE: CUBE) today announced its operating results for the three and nine months ended September 30, 2019.

“We are encouraged by our third quarter performance in light of the continued impact from supply and the difficult year-over-year operating expense comparison,” commented Christopher P. Marr, President and Chief Executive Officer. “Despite the competitive operating environment, we see positive signs in markets that experienced supply growth early in the cycle and remain confident in the long-term performance of our high-quality portfolio.”

### Key Highlights for the Quarter

- Reported earnings per share (“EPS”) attributable to the Company’s common shareholders of \$0.22.
- Reported funds from operations (“FFO”) per share, as adjusted, of \$0.44, representing a year-over-year increase of 2.3%.
- Increased same-store (467 stores) net operating income (“NOI”) 0.1% year over year, driven by 1.5% revenue growth and a 5.3% increase in property operating expenses.
- Averaged 93.1% same-store occupancy during the quarter and ended the quarter at 92.5%.
- Closed on two property acquisitions totaling \$17.9 million.
- Opened for operation one development property for a total cost of \$18.0 million.
- Sold 1.8 million common shares at an average sales price of \$34.93 per share, resulting in net proceeds of \$61.2 million.
- Added 48 stores to our third-party management platform during the quarter, bringing our total third-party managed store count to 652.

### Financial Results

Net income attributable to the Company’s common shareholders was \$42.2 million for the third quarter of 2019, compared with \$42.9 million for the third quarter of 2018. EPS attributable to the Company’s common shareholders was \$0.22 for the third quarter of 2019, compared with \$0.23 for the same period last year.

FFO, as adjusted, was \$86.8 million for the third quarter of 2019, compared with \$80.7 million for the third quarter of 2018. FFO per share, as adjusted, increased 2.3% to \$0.44 for the third quarter of 2019, compared with \$0.43 for the same period last year.

### Investment Activity

#### *Acquisition Activity*

During the quarter ended September 30, 2019, the Company acquired two stores located in Georgia and South Carolina for \$17.9 million. In total for the year through the date of this press release, the Company has acquired 24 properties for \$188.7 million and currently has five additional properties under contract for \$87.9 million that are expected to close by the first quarter of 2020.

### *Disposition Activity*

Subsequent to September 30, 2019, the Company sold a store located in Texas for a sales price of \$4.1 million.

### *Unconsolidated Joint Venture Activity*

During the third quarter of 2019, the Company's joint venture, HVP IV, acquired two properties located in Texas for \$46.0 million. In total for the year through the date of this press release, HVP IV has acquired six properties for \$88.2 million and currently has two additional properties under contract for \$34.3 million that are expected to close by year end.

### *Development Activity*

During the third quarter of 2019, the Company opened for operation a development property located in Massachusetts for a total cost of \$18.0 million. As of September 30, 2019, the Company had five joint venture development properties under construction. The Company anticipates investing a total of \$131.9 million related to these projects and had invested \$54.2 million of that total as of September 30, 2019. These stores are located in New York (2), Massachusetts, Pennsylvania and Virginia and are expected to open at various times between the fourth quarter of 2019 and the second quarter of 2021.

### **Third-Party Management**

As of September 30, 2019, the Company's third-party management program included 652 stores totaling 43.1 million square feet. During the three and nine months ended September 30, 2019, the Company added 48 stores and 153 stores, respectively, to its third-party management program.

### **Same-Store Results**

The Company's same-store portfolio at September 30, 2019 included 467 stores containing approximately 32.4 million rentable square feet, or approximately 89.3% of the aggregate rentable square feet of the Company's 519 owned stores. These same-store properties represented approximately 90.9% of property net operating income for the quarter ended September 30, 2019.

Same-store physical occupancy as of September 30, 2019 and 2018 was 92.5%. Same-store revenues for the third quarter of 2019 increased 1.5% and same-store operating expenses increased 5.3% from the same quarter in 2018. Same-store net operating income increased 0.1%, as compared with the same period in 2018.

### **Operating Results**

As of September 30, 2019, the Company's total owned portfolio included 519 stores containing 36.3 million rentable square feet and had a physical occupancy of 90.6%.

Revenues increased \$13.2 million and property operating expenses increased \$4.7 million in the third quarter of 2019, as compared with the same period in 2018. Increases in revenues were primarily attributable to increased net effective rents in the same-store portfolio as well as revenues generated from property acquisitions and recently opened development properties. Increases in property operating expenses were primarily attributable to property taxes and increased expenses associated with newly acquired or developed stores.



Interest expense increased from \$15.2 million during the three months ended September 30, 2018 to \$18.2 million during the three months ended September 30, 2019, an increase of \$3.0 million. The increase is attributable to a higher amount of outstanding debt and higher interest rates during the 2019 period. To fund a portion of the Company's growth, the average debt balance during the three months ended September 30, 2019 increased approximately \$196 million from the same period in 2018 from \$1,656 million to \$1,852 million. The weighted average effective interest rate on our outstanding debt increased from 3.91% for the three months ended September 30, 2018 to 4.05% for the three months ended September 30, 2019.

## **Financing Activity**

During the third quarter, the Company sold 1.8 million common shares of beneficial interest through its "at-the-market" equity program ("ATM") at an average sales price of \$34.93 per share, resulting in net proceeds of \$61.2 million, after deducting offering costs. As of September 30, 2019, the Company had 4.6 million shares available for issuance under the existing equity distribution agreements.

On October 11, 2019, the Operating Partnership issued \$350 million in aggregate principal amount of unsecured senior notes due February 15, 2030 that bear interest at a rate of 3.00% per annum (the "2030 Notes"). The 2030 Notes were priced at 99.623% of the principal amount with a yield to maturity of 3.043%. Net proceeds from the offering were used to repay all the outstanding indebtedness incurred under our unsecured revolving credit facility maturing in June 2024. The remaining net proceeds from the offering will be used for working capital and general corporate purposes.

## **Quarterly Dividend**

On July 23, 2019, the Company declared a dividend of \$0.32 per common share. The dividend was paid on October 15, 2019 to common shareholders of record on October 1, 2019.

## **2019 Financial Outlook**

"Utilizing our investment-grade balance sheet, we raised over \$400 million of attractively priced capital since the start of the third quarter through ATM equity issuances and our sixth senior note offering with an interest rate of 3.0%," commented Tim Martin, Chief Financial Officer. "As a result of our capital markets activity and third quarter results, we are adjusting estimates and various guidance assumptions for 2019."

Fully diluted FFO per share, as adjusted, for 2019 will be between \$1.67 and \$1.69 (previously \$1.66 to \$1.69) and fully diluted earnings per share for the year will be between \$0.86 and \$0.88 (previously \$0.85 to \$0.88). Changes to the underlying assumptions for 2019 guidance are detailed in the table below. Due to uncertainty related to the timing and terms of transactions, the impact of any potential future speculative investment activity is excluded from guidance. For 2019, the same store pool consists of 467 properties totaling 32.4 million rentable square feet.

<b>2019 Full Year Guidance Range Summary</b>	<b>Current Ranges for Annual Assumptions</b>		<b>Prior Guidance<sup>(1)</sup></b>	
Same-store revenue growth	1.50%	to 2.25%	1.50%	to 2.50%
Same-store expense growth	3.25%	to 4.00%	3.0%	to 4.0%
Same-store NOI growth	0.75%	to 1.50%	1.00%	to 2.25%
Acquisition of wholly-owned operating properties	\$250.0M	to \$300.0M	\$200.0M	to \$250.0M
Acquisition of properties at C/O	\$ 0	\$ 0	\$ 0	\$ 0
New development openings	\$133.6M	\$133.6M	\$131.6M	\$131.6M
Dispositions	\$ 4.1M	to \$ 4.1M	\$ 0	to \$ 50.0M
Dilution from properties in lease-up	\$ (0.09)	to \$ (0.10)	\$ (0.09)	to \$ (0.10)
Property management fee income	\$ 23.0M	to \$ 24.0M	\$ 22.0M	to \$ 24.0M
General and administrative expenses	\$ 38.5M	to \$ 39.0M	\$ 38.5M	to \$ 39.5M
Interest and loan amortization expense	\$ 75.5M	to \$ 76.5M	\$ 76.5M	to \$ 78.5M
Full year weighted average shares and units	193.6M	193.6M	194.4M	194.4M
Earnings per diluted share allocated to common shareholders	\$ 0.86	to \$ 0.88	\$ 0.85	to \$ 0.88
Plus: real estate depreciation and amortization	\$ 0.87	\$ 0.87	\$ 0.87	\$ 0.87
Less: gain from sale of real estate	\$ (0.06)	\$ (0.06)	\$ (0.06)	\$ (0.06)
<b>FFO per diluted share, as adjusted</b>	<b>\$ 1.67</b>	<b>to \$ 1.69</b>	<b>\$ 1.66</b>	<b>to \$ 1.69</b>

(1) Prior guidance as included in our second quarter earnings release dated July 25, 2019.

<b>4th Quarter 2019 Guidance</b>	<b>Range or Value</b>	
Earnings per diluted share allocated to common shareholders	\$ 0.20	to \$ 0.21
Plus: real estate depreciation and amortization	0.21	0.21
<b>FFO per diluted share, as adjusted</b>	<b>\$ 0.41</b>	<b>to \$ 0.42</b>

## Conference Call

Management will host a conference call at 11:00 a.m. ET on Friday, October 25, 2019 to discuss financial results for the three and nine months ended September 30, 2019.

A live webcast of the conference call will be available online from the investor relations page of the Company's corporate website at [www.cubsmart.com](http://www.cubsmart.com). Telephone participants may avoid any delays in joining the conference call by pre-registering for the call using the following link to receive a special dial-in number and PIN: <http://dpreister.com/10135252>.

Telephone participants who are unable to pre-register for the conference call may join on the day of the call using 1-877-506-3281 for domestic callers, +1-412-902-6677 for international callers, or 1-855-669-9657 for callers in Canada. After the live webcast, the call will remain available on CubeSmart's website for 30 days. In addition, a telephonic replay of the call will be available through November 25, 2019. The replay numbers are 1-877-344-7529 for domestic callers, +1-412-317-0088 for international callers, and 1-855-669-9658 for callers in Canada. For callers accessing a telephonic replay, the conference number is 10135252.



Supplemental operating and financial data as of September 30, 2019 is available on the Company's corporate website under Investor Relations - Financial Information - Financial Reports.

## About CubeSmart

CubeSmart is a self-administered and self-managed real estate investment trust. The Company's self-storage properties are designed to offer affordable, easily accessible and secure storage space for residential and commercial customers. According to the 2019 Self-Storage Almanac, CubeSmart is one of the top three owners and operators of self-storage properties in the United States.

## Non-GAAP Financial Measures

Funds from operations ("FFO") is a widely used performance measure for real estate companies and is provided here as a supplemental measure of operating performance. The April 2002 National Policy Bulletin of the National Association of Real Estate Investment Trusts (the "White Paper"), as amended and restated, defines FFO as net income (computed in accordance with GAAP), excluding gains (or losses) from sales of real estate and related impairment charges, plus real estate depreciation and amortization, and after adjustments for unconsolidated partnerships and joint ventures.

Management uses FFO as a key performance indicator in evaluating the operations of the Company's stores. Given the nature of its business as a real estate owner and operator, the Company considers FFO a key measure of its operating performance that is not specifically defined by accounting principles generally accepted in the United States. The Company believes that FFO is useful to management and investors as a starting point in measuring its operational performance because FFO excludes various items included in net income that do not relate to or are not indicative of its operating performance such as gains (or losses) from sales of real estate, gains from remeasurement of investments in real estate ventures, impairments of depreciable assets, and depreciation, which can make periodic and peer analyses of operating performance more difficult. The Company's computation of FFO may not be comparable to FFO reported by other REITs or real estate companies.

FFO should not be considered as an alternative to net income (determined in accordance with GAAP) as an indication of the Company's performance. FFO does not represent cash generated from operating activities determined in accordance with GAAP and is not a measure of liquidity or an indicator of the Company's ability to make cash distributions. The Company believes that to further understand its performance, FFO should be compared with its reported net income and considered in addition to cash flows computed in accordance with GAAP, as presented in its Consolidated Financial Statements.

FFO, as adjusted represents FFO as defined above, excluding the effects of acquisition related costs, gains or losses from early extinguishment of debt, and other non-recurring items, which the Company believes are not indicative of the Company's operating results.

The Company defines net operating income, which it refers to as "NOI," as total continuing revenues less continuing property operating expenses. NOI also can be calculated by adding back to net income (loss): interest expense on loans, loan procurement amortization expense, loan procurement amortization expense – early repayment of debt, acquisition related costs, equity in losses of real estate ventures, other expense, depreciation and amortization expense, general and administrative expense, and deducting from net income (loss): gains from sale of real estate, net, other income, gains from remeasurement of investments in real estate ventures and interest income. NOI is not a measure of performance calculated in accordance with GAAP.

Management uses NOI as a measure of operating performance at each of its stores, and for all of its stores in the aggregate. NOI should not be considered as a substitute for net income, cash flows provided by operating, investing and financing activities, or other income statement or cash flow statement data prepared in accordance with GAAP. The Company believes NOI is useful to investors in evaluating operating performance because it is one of the primary measures used by management and store managers to evaluate the economic productivity of the Company's stores, including the ability to lease stores, increase pricing and occupancy, and control property operating expenses. Additionally, NOI helps the Company's investors meaningfully compare the results of its operating performance from period to period by removing the impact of its capital structure (primarily interest expense on outstanding indebtedness) and depreciation of the basis in its assets from operating results.

## Forward-Looking Statements

This presentation, together with other statements and information publicly disseminated by CubeSmart ("we," "us," "our" or the "Company"), contain certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, or the "Exchange Act." Forward-looking statements include statements concerning the Company's plans, objectives, goals, strategies, future events, future revenues or performance, capital expenditures, financing needs, plans or intentions relating to acquisitions and other information that is not historical information. In some cases, forward-looking statements can be identified by terminology such as "believes," "expects," "estimates," "may," "will," "should," "anticipates," or "intends" or the negative of such terms or other comparable terminology, or by discussions of strategy. Such statements are based on assumptions and expectations that may not be realized and are inherently subject to risks, uncertainties and other factors, many of which cannot be predicted with accuracy and some of which might not even be anticipated. Although we believe the expectations reflected in these forward-looking statements are based on reasonable assumptions, future events and actual results, performance, transactions or achievements, financial and otherwise, may differ materially from the results, performance, transactions or achievements expressed or implied by the forward-looking statements. As a result, you should not rely on or construe any forward-looking statements in this presentation, or which management or persons acting on their behalf may make orally or in writing from time to time, as predictions of future events or as guarantees of future performance. We caution you not to place undue reliance on forward-looking statements, which speak only as of the date of this presentation or as of the dates otherwise indicated in such forward-looking statements. All of our forward-looking statements, including those in this presentation, are qualified in their entirety by this statement.

There are a number of risks and uncertainties that could cause our actual results to differ materially from the forward-looking statements contained in or contemplated by this presentation. Any forward-looking statements should be considered in light of the risks and uncertainties referred to in Item 1A. "Risk Factors" in our Annual Report on Form 10-K and in our other filings with the Securities and Exchange Commission ("SEC"). These risks include, but are not limited to, the following:

- adverse changes in the national and local economic, business, real estate and other market conditions;
- the effect of competition from existing and new self-storage properties on our ability to maintain or raise occupancy and rental rates;
- the execution of our business plan;
- reduced availability and increased costs of external sources of capital;
- financing risks, including the risk of over-leverage and the corresponding risk of default on our mortgage and other debt and potential inability to refinance existing indebtedness;
- increases in interest rates and operating costs;

- counterparty non-performance related to the use of derivative financial instruments;
- risks related to our ability to maintain our qualification as a real estate investment trust (“REIT”) for federal income tax purposes;
- failure of acquisitions and developments to close on expected terms, or at all, or to perform as expected;
- increases in taxes, fees, and assessments from state and local jurisdictions;
- the failure of our joint venture partners to fulfill their obligations to us or their pursuit of actions that are inconsistent with our objectives;
- reductions in asset valuations and related impairment charges;
- security breaches or a failure of our networks, systems or technology, which could adversely impact our business, customer and employee relationships;
- changes in real estate and zoning laws or regulations;
- risks related to natural disasters or acts of violence, terrorism, or war that affect the markets in which we operate;
- potential environmental and other liabilities;
- uninsured losses and the ability to obtain insurance coverage against risks and losses;
- the ability to attract and retain talent in the current labor market;
- other factors affecting the real estate industry generally or the self-storage industry in particular; and
- other risks identified in Item 1A of our Annual Report on Form 10-K and, from time to time, in other reports that we file with the SEC or in other documents that we publicly disseminate.

Given these uncertainties, we caution readers not to place undue reliance on forward-looking statements. We undertake no obligation to publicly update or revise these forward-looking statements, whether as a result of new information, future events or otherwise except as may be required in securities laws.

Contact:

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**CUBESMART  
FINANCIAL HIGHLIGHTS**

(unaudited, in thousands, except per share data)

This section includes non-GAAP financial measures, which are accompanied by what we consider the most directly comparable financial measures calculated and presented in accordance with GAAP.

	Three Months Ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<b>Selected Financial Information:</b>					
<b>Total portfolio:</b>					
Revenue from continuing operations	\$ 166,547	\$ 159,017	\$ 152,845	\$ 153,882	\$ 153,370
EBITDA from continuing operations	\$ 103,071	\$ 99,097	\$ 92,273	\$ 93,206	\$ 94,835
EBITDAre from continuing operations (1)	\$ 105,660	\$ 102,101	\$ 95,419	\$ 96,563	\$ 98,159
Net income attributable to the Company	\$ 42,154	\$ 49,420	\$ 35,498	\$ 48,156	\$ 42,900
Funds from operations (FFO)	\$ 86,791	\$ 80,967	\$ 75,526	\$ 78,034	\$ 80,665
FFO, as adjusted	\$ 86,791	\$ 81,108	\$ 75,526	\$ 79,862	\$ 80,665
FFO per share - fully diluted	\$ 0.44	\$ 0.42	\$ 0.40	\$ 0.41	\$ 0.43
FFO, as adjusted per share - fully diluted	\$ 0.44	\$ 0.42	\$ 0.40	\$ 0.42	\$ 0.43
Earnings per share - basic	\$ 0.22	\$ 0.26	\$ 0.19	\$ 0.26	\$ 0.23
Earnings per share - diluted	\$ 0.22	\$ 0.26	\$ 0.19	\$ 0.26	\$ 0.23
Dividends per common share and unit	\$ 0.32	\$ 0.32	\$ 0.32	\$ 0.32	\$ 0.30
FFO payout ratio (2)	72.7%	76.2%	80.0%	76.2%	69.8%
Total assets	\$ 3,950,330	\$ 3,947,469	\$ 3,814,189	\$ 3,752,972	\$ 3,640,050
Total gross assets (total assets plus accumulated depreciation)	\$ 4,887,192	\$ 4,852,872	\$ 4,699,130	\$ 4,615,459	\$ 4,478,375
Realized annual rent per occupied square foot (4) (6)	\$ 17.24	\$ 16.98	\$ 16.95	\$ 17.13	\$ 16.97
In place annual rent per occupied square foot (3) (6)	\$ 18.18	\$ 17.91	\$ 18.00	\$ 18.05	\$ 17.82
<b>Same-store:</b>					
Revenues	\$ 143,266	\$ 140,203	\$ 137,084	\$ 139,554	\$ 141,096
Operating expenses	\$ 41,454	\$ 41,251	\$ 40,949	\$ 39,339	\$ 39,354
Net operating income	\$ 101,812	\$ 98,952	\$ 96,135	\$ 100,215	\$ 101,742
Gross margin	71.1%	70.6%	70.1%	71.8%	72.1%
Period ending occupancy	92.5%	93.7%	92.1%	91.1%	92.5%
Period average occupancy	93.1%	93.1%	91.5%	91.6%	93.2%
Total rentable square feet	32,426				
REVPAF (5)	\$ 15.97	\$ 15.65	\$ 15.33	\$ 15.65	\$ 15.80
Realized annual rent per occupied square foot (4)	\$ 17.15	\$ 16.81	\$ 16.75	\$ 17.08	\$ 16.96
In place annual rent per occupied square foot (3)	\$ 18.03	\$ 17.67	\$ 17.77	\$ 17.95	\$ 17.75
<b>Capitalization:</b>					
Total Debt	\$ 1,824,273	\$ 1,852,834	\$ 1,792,112	\$ 1,747,094	\$ 1,646,265
Price per common share at quarter end	\$ 34.90	\$ 33.44	\$ 32.04	\$ 28.69	\$ 28.53
Market Equity Value at quarter end	\$ 6,820,158	\$ 6,470,372	\$ 6,088,337	\$ 5,425,021	\$ 5,373,711
Total Market Capitalization	\$ 8,644,431	\$ 8,323,206	\$ 7,880,449	\$ 7,172,115	\$ 7,019,976
Total Debt/Total Gross Assets	37.3%	38.2%	38.1%	37.9%	36.8%
Total Debt/Total Market Capitalization	21.1%	22.3%	22.7%	24.4%	23.5%
<b>Shares and Units:</b>					
Closing Common Shares outstanding (excluding unvested restricted shares)	193,554	191,626	188,137	187,145	186,304
Closing Operating Partnership Units outstanding	1,866	1,866	1,886	1,946	2,049
Closing total Common Shares and Operating Partnership Units outstanding	195,420	193,492	190,023	189,091	188,353
Average Common Shares outstanding (excluding unvested restricted shares)	192,927	189,667	187,253	186,485	186,074
Average Operating Partnership Units outstanding	1,866	1,866	1,928	2,033	2,037
Average total Common Shares and Operating Partnership Units outstanding	194,793	191,533	189,181	188,518	188,111
Total weighted-average shares and units outstanding (including dilutive effect of options)	195,683	192,409	189,911	189,363	188,954

- (1) EBITDAre represents EBITDA adjusted to reflect the Company's share of EBITDA of unconsolidated joint ventures.  
(2) Payout ratio represents common distributions declared per share during the period divided by FFO per share, as adjusted.  
(3) In place annual rent per occupied square foot represents the average annualized contractual rents per occupied square foot for the quarter without reductions for promotional discounts and excluding late charges and administrative fees.  
(4) Realized annual rent per occupied square foot is computed by dividing rental income by the weighted average occupied square feet for the period.  
(5) Realized annual rent per available foot or "REVPAF" is computed by dividing rental income (which excludes late charges and administrative fees) by the total available net rentable square feet for the period.  
(6) Excludes assets that were classified as held for sale or were not owned for the entirety of the respective quarter.

**CUBESMART**  
**BALANCE SHEETS**  
*(unaudited, in thousands)*

	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<b>ASSETS</b>					
Storage properties	\$ 4,674,717	\$ 4,640,556	\$ 4,489,732	\$ 4,463,455	\$ 4,323,372
Less: Accumulated depreciation	(936,862)	(905,403)	(884,941)	(862,487)	(838,325)
Storage properties, net	3,737,855	3,735,153	3,604,791	3,600,968	3,485,047
Cash and cash equivalents	7,293	11,103	3,533	3,764	3,387
Restricted cash	5,555	4,280	3,008	2,718	3,092
Loan procurement costs, net of amortization	4,284	4,505	793	963	1,134
Investment in real estate ventures, at equity	88,812	86,914	94,092	95,796	98,156
Assets held for sale	2,403	-	-	-	-
Other assets, net	104,128	105,514	107,972	48,763	49,234
Total assets	<u>\$ 3,950,330</u>	<u>\$ 3,947,469</u>	<u>\$ 3,814,189</u>	<u>\$ 3,752,972</u>	<u>\$ 3,640,050</u>
<b>LIABILITIES AND EQUITY</b>					
Unsecured senior notes, net	\$ 1,489,483	\$ 1,489,088	\$ 1,488,692	\$ 1,143,524	\$ 1,143,258
Revolving credit facility	237,980	257,150	96,145	195,525	94,250
Unsecured term loans, net	-	-	99,861	299,799	299,699
Mortgage loans and notes payable, net	96,810	106,596	107,414	108,246	109,058
Accounts payable, accrued expenses and other liabilities	150,532	164,533	168,174	149,914	153,185
Distributions payable	62,645	62,029	60,978	60,627	56,584
Deferred revenue	25,611	25,230	23,485	22,595	23,072
Security deposits	470	472	466	474	476
Liabilities held for sale	53	-	-	-	-
Total liabilities	<u>2,063,584</u>	<u>2,105,098</u>	<u>2,045,215</u>	<u>1,980,704</u>	<u>1,879,582</u>
Noncontrolling interests in the Operating Partnership	<u>65,108</u>	<u>62,385</u>	<u>60,414</u>	<u>55,819</u>	<u>58,446</u>
Commitments and contingencies					
<b>Equity</b>					
Common shares	1,936	1,916	1,881	1,871	1,863
Additional paid in capital	2,673,440	2,610,939	2,519,750	2,500,751	2,472,839
Accumulated other comprehensive income (loss)	(749)	(769)	(789)	(1,029)	-
Accumulated deficit	(860,985)	(838,197)	(823,473)	(791,915)	(779,533)
Total CubeSmart shareholders' equity	<u>1,813,642</u>	<u>1,773,889</u>	<u>1,697,369</u>	<u>1,709,678</u>	<u>1,695,169</u>
Noncontrolling interest in subsidiaries	<u>7,996</u>	<u>6,097</u>	<u>11,191</u>	<u>6,771</u>	<u>6,853</u>
Total equity	<u>1,821,638</u>	<u>1,779,986</u>	<u>1,708,560</u>	<u>1,716,449</u>	<u>1,702,022</u>
Total liabilities and equity	<u>\$ 3,950,330</u>	<u>\$ 3,947,469</u>	<u>\$ 3,814,189</u>	<u>\$ 3,752,972</u>	<u>\$ 3,640,050</u>

**CUBESMART**  
**STATEMENTS OF OPERATIONS - TRAILING FIVE QUARTERS**  
*(unaudited, in thousands, except per share data)*

	Three months ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<b>REVENUES</b>					
Rental income	\$ 142,207	\$ 136,027	\$ 131,592	\$ 133,055	\$ 132,476
Other property related income	18,054	16,922	15,675	15,368	15,494
Property management fee income	6,286	6,068	5,578	5,459	5,400
Total revenues	<u>166,547</u>	<u>159,017</u>	<u>152,845</u>	<u>153,882</u>	<u>153,370</u>
<b>OPERATING EXPENSES</b>					
Property operating expenses	53,465	50,120	51,425	49,829	48,755
Depreciation and amortization	43,379	40,663	38,442	38,099	35,239
General and administrative	10,011	9,800	9,147	10,847	9,780
Total operating expenses	<u>106,855</u>	<u>100,583</u>	<u>99,014</u>	<u>98,775</u>	<u>93,774</u>
<b>OTHER (EXPENSE) INCOME</b>					
Interest:					
Interest expense on loans	(18,207)	(18,134)	(17,517)	(16,335)	(15,191)
Loan procurement amortization expense	(687)	(771)	(624)	(578)	(578)
Equity in earnings (losses) of real estate ventures	152	10,527	261	(80)	(292)
Gains from sale of real estate, net	-	-	-	10,576	-
Other	1,647	(178)	(165)	(54)	(233)
Total other expense	<u>(17,095)</u>	<u>(8,556)</u>	<u>(18,045)</u>	<u>(6,471)</u>	<u>(16,294)</u>
<b>NET INCOME</b>	<u>42,597</u>	<u>49,878</u>	<u>35,786</u>	<u>48,636</u>	<u>43,302</u>
<b>NET (INCOME) LOSS ATTRIBUTABLE TO NONCONTROLLING INTERESTS</b>					
Noncontrolling interests in the Operating Partnership	(426)	(499)	(358)	(535)	(476)
Noncontrolling interests in subsidiaries	(17)	41	70	55	74
<b>NET INCOME ATTRIBUTABLE TO THE COMPANY'S COMMON SHAREHOLDERS</b>	<u>\$ 42,154</u>	<u>\$ 49,420</u>	<u>\$ 35,498</u>	<u>\$ 48,156</u>	<u>\$ 42,900</u>
Basic earnings per share attributable to common shareholders	\$ 0.22	\$ 0.26	\$ 0.19	\$ 0.26	\$ 0.23
Diluted earnings per share attributable to common shareholders	\$ 0.22	\$ 0.26	\$ 0.19	\$ 0.26	\$ 0.23
Weighted-average basic shares outstanding	192,927	189,667	187,253	186,485	186,074
Weighted-average diluted shares outstanding	193,817	190,543	187,984	187,329	186,916



**CUBESMART**  
**STATEMENTS OF OPERATIONS**  
*(unaudited, in thousands, except per share data)*

	Three months ended September 30,		Nine months ended September 30,	
	2019	2018	2019	2018
<b>REVENUES</b>				
Rental income	\$ 142,207	\$ 132,476	\$ 409,826	\$ 384,480
Other property related income	18,054	15,494	50,651	44,788
Property management fee income	6,286	5,400	17,932	14,794
Total revenues	<u>166,547</u>	<u>153,370</u>	<u>478,409</u>	<u>444,062</u>
<b>OPERATING EXPENSES</b>				
Property operating expenses	53,465	48,755	155,010	147,037
Depreciation and amortization	43,379	35,239	122,484	105,251
General and administrative	10,011	9,780	28,958	26,865
Total operating expenses	<u>106,855</u>	<u>93,774</u>	<u>306,452</u>	<u>279,153</u>
<b>OTHER (EXPENSE) INCOME</b>				
Interest:				
Interest expense on loans	(18,207)	(15,191)	(53,858)	(45,797)
Loan procurement amortization expense	(687)	(578)	(2,082)	(1,735)
Equity in earnings (losses) of real estate ventures	152	(292)	10,940	(785)
Other	1,647	(233)	1,304	260
Total other expense	<u>(17,095)</u>	<u>(16,294)</u>	<u>(43,696)</u>	<u>(48,057)</u>
<b>NET INCOME</b>	<u>42,597</u>	<u>43,302</u>	<u>128,261</u>	<u>116,852</u>
<b>NET (INCOME) LOSS ATTRIBUTABLE TO NONCONTROLLING INTERESTS</b>				
Noncontrolling interests in the Operating Partnership	(426)	(476)	(1,283)	(1,285)
Noncontrolling interests in subsidiaries	(17)	74	94	166
<b>NET INCOME ATTRIBUTABLE TO THE COMPANY'S COMMON SHAREHOLDERS</b>	<u>\$ 42,154</u>	<u>\$ 42,900</u>	<u>\$ 127,072</u>	<u>\$ 115,733</u>
Basic earnings per share attributable to common shareholders	\$ 0.22	\$ 0.23	\$ 0.67	\$ 0.63
Diluted earnings per share attributable to common shareholders	\$ 0.22	\$ 0.23	\$ 0.67	\$ 0.63
Weighted-average basic shares outstanding	192,927	186,074	189,970	184,036
Weighted-average diluted shares outstanding	193,817	186,916	190,774	184,829

**CUBESMART**  
**SAME-STORE PORTFOLIO NET OPERATING INCOME**  
*(unaudited, in thousands)*

	Three months ended September 30,			Percent Change	Nine months ended September 30,			Percent Change
	2019	2018			2019	2018		
<b>REVENUES</b>								
Rental income	\$ 129,423	\$ 127,920		1.2%	\$ 380,257	\$ 373,403		1.8%
Other property related income	13,843	13,176		5.1%	40,296	38,716		4.1%
Total revenues	<u>143,266</u>	<u>141,096</u>		1.5%	<u>420,553</u>	<u>412,119</u>		2.0%
<b>OPERATING EXPENSES</b>								
Property taxes	15,420	14,298		7.8%	46,071	43,686		5.5%
Personnel expense	11,376	11,169		1.9%	34,113	33,126		3.0%
Advertising	2,398	2,309		3.9%	6,724	6,584		2.1%
Repair and maintenance	1,700	1,341		26.8%	4,970	4,460		11.4%
Utilities	4,145	4,242		-2.3%	11,848	12,355		-4.1%
Property insurance	901	716		25.8%	2,481	2,120		17.0%
Other expenses	5,514	5,279		4.5%	17,447	16,819		3.7%
Total operating expenses	<u>41,454</u>	<u>39,354</u>		5.3%	<u>123,654</u>	<u>119,150</u>		3.8%
Net operating income (1)	<u>\$ 101,812</u>	<u>\$ 101,742</u>		0.1%	<u>\$ 296,899</u>	<u>\$ 292,969</u>		1.3%
Gross margin	71.1%	72.1%			70.6%	71.1%		
Period end occupancy (2)	92.5%	92.5%			92.5%	92.5%		
Period average occupancy (3)	93.1%	93.2%			92.6%	92.7%		
Total rentable square feet	32,426				32,426			
Realized annual rent per occupied square foot (4)	\$ 17.15	\$ 16.96		1.1%	\$ 16.89	\$ 16.57		1.9%
<b>Reconciliation of Same-Store Net Operating Income to Net Income</b>								
Same-store net operating income (1)	\$ 101,812	\$ 101,742			\$ 296,899	\$ 292,969		
Non same-store net operating income (1)	9,100	2,677			19,987	6,269		
Indirect property overhead (5)	2,170	196			6,513	(2,213)		
Depreciation and amortization	(43,379)	(35,239)			(122,484)	(105,251)		
General and administrative expense	(10,011)	(9,780)			(28,958)	(26,865)		
Interest expense on loans	(18,207)	(15,191)			(53,858)	(45,797)		
Loan procurement amortization expense	(687)	(578)			(2,082)	(1,735)		
Equity in earnings (losses) of real estate ventures	152	(292)			10,940	(785)		
Other	1,647	(233)			1,304	260		
Net income	<u>\$ 42,597</u>	<u>\$ 43,302</u>			<u>\$ 128,261</u>	<u>\$ 116,852</u>		

(1) Net operating income ("NOI") is a non-GAAP (generally accepted accounting principles) financial measure. The above table reconciles same-store NOI to GAAP Net income.

(2) Represents occupancy at September 30 of the respective year.

(3) Represents the weighted average occupancy for the period.

(4) Realized annual rent per occupied square foot is computed by dividing rental income by the weighted average occupied square feet for the period.

(5) Includes property management income earned in conjunction with managed properties.

**CUBESMART**  
**SAME-STORE PORTFOLIO NET OPERATING INCOME - TRAILING FIVE QUARTERS**  
*(unaudited, in thousands)*

	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<b>REVENUES</b>					
Rental income	\$ 129,423	\$ 126,718	\$ 124,116	\$ 126,702	\$ 127,920
Other property related income	13,843	13,485	12,968	12,852	13,176
Total revenues	<u>143,266</u>	<u>140,203</u>	<u>137,084</u>	<u>139,554</u>	<u>141,096</u>
<b>OPERATING EXPENSES</b>					
Property taxes	15,420	15,340	15,311	14,497	14,298
Personnel expense	11,376	11,465	11,272	10,958	11,169
Advertising	2,398	2,585	1,741	1,796	2,309
Repair and maintenance	1,700	1,706	1,564	1,981	1,341
Utilities	4,145	3,690	4,013	3,765	4,242
Property insurance	901	864	716	683	716
Other expenses	5,514	5,601	6,332	5,659	5,279
Total operating expenses	<u>41,454</u>	<u>41,251</u>	<u>40,949</u>	<u>39,339</u>	<u>39,354</u>
Net operating income (1)	<u>\$ 101,812</u>	<u>\$ 98,952</u>	<u>\$ 96,135</u>	<u>\$ 100,215</u>	<u>\$ 101,742</u>
Gross margin	71.1%	70.6%	70.1%	71.8%	72.1%
Period end occupancy (2)	92.5%	93.7%	92.1%	91.1%	92.5%
Period average occupancy (3)	93.1%	93.1%	91.5%	91.6%	93.2%
Total rentable square feet	32,426				
Realized annual rent per occupied square foot (4)	\$ 17.15	\$ 16.81	\$ 16.75	\$ 17.08	\$ 16.96
<b>Reconciliation of Same-Store Net Operating Income to Net Income</b>					
Same-store net operating income (1)	\$ 101,812	\$ 98,952	\$ 96,135	\$ 100,215	\$ 101,742
Non same-store net operating income (1)	9,100	6,074	4,813	3,992	2,677
Indirect property overhead (5)	2,170	3,871	472	(154)	196
Depreciation and amortization	(43,379)	(40,663)	(38,442)	(38,099)	(35,239)
General and administrative expense	(10,011)	(9,800)	(9,147)	(10,847)	(9,780)
Interest expense on loans	(18,207)	(18,134)	(17,517)	(16,335)	(15,191)
Loan procurement amortization expense	(687)	(771)	(624)	(578)	(578)
Equity in earnings (losses) of real estate ventures	152	10,527	261	(80)	(292)
Gains from sale of real estate, net	-	-	-	10,576	-
Other	1,647	(178)	(165)	(54)	(233)
Net income	<u>\$ 42,597</u>	<u>\$ 49,878</u>	<u>\$ 35,786</u>	<u>\$ 48,636</u>	<u>\$ 43,302</u>

- (1) Net operating income ("NOI") is a non-GAAP (generally accepted accounting principles) financial measure. The above table reconciles same-store NOI to GAAP Net income.  
(2) Represents occupancy at the respective period end.  
(3) Represents the weighted average occupancy for the period.  
(4) Realized annual rent per occupied square foot is computed by dividing rental income by the weighted average occupied square feet for the period.  
(5) Includes property management income earned in conjunction with managed properties.

**CUBESMART**  
**CONSOLIDATING STATEMENTS OF NET OPERATING INCOME**  
*(unaudited, in thousands)*

For the three months ended September 30, 2019 and 2018

	Same-Store Property Portfolio			Non Same-Store Properties		Other/ Eliminations		Total Portfolio		Increase/ (Decrease)
	2019	2018	Increase/ (Decrease)	2019	2018	2019	2018	2019	2018	
<b>REVENUES:</b>										
Rental income	\$ 129,423	\$ 127,920	\$ 1,503	\$ 12,784	\$ 4,556	\$ -	\$ -	\$ 142,207	\$ 132,476	\$ 9,731
Other property related income	13,843	13,176	667	1,582	676	2,629	1,642	18,054	15,494	2,560
Property management fee income	-	-	-	-	-	6,286	5,400	6,286	5,400	886
Total revenues	143,266	141,096	2,170	14,366	5,232	8,915	7,042	166,547	153,370	13,177
<b>OPERATING EXPENSES:</b>										
Property operating expenses	41,454	39,354	2,100	5,266	2,555	6,745	6,846	53,465	48,755	4,710
NET OPERATING INCOME (LOSS)	\$ 101,812	\$ 101,742	\$ 70	\$ 9,100	\$ 2,677	\$ 2,170	\$ 196	\$ 113,082	\$ 104,615	\$ 8,467
Store count	467	467		52	23			519	490	
Total square footage	32,426	32,426		3,865	2,030			36,291	34,456	
Period end occupancy	92.5%	92.5%		74.0%	57.3%			90.6%	90.4%	
Period average occupancy	93.1%	93.2%								
Realized annual rent per occupied square foot	\$ 17.15	\$ 16.96								

For the nine months ended September 30, 2019 and 2018

	Same-Store Property Portfolio			Non Same-Store Properties		Other/ Eliminations		Total Portfolio		Increase/ (Decrease)
	2019	2018	Increase/ (Decrease)	2019	2018	2019	2018	2019	2018	
<b>REVENUES:</b>										
Rental income	\$ 380,257	\$ 373,403	\$ 6,854	\$ 29,569	\$ 11,077	\$ -	\$ -	\$ 409,826	\$ 384,480	\$ 25,346
Other property related income	40,296	38,716	1,580	3,528	1,685	6,827	4,387	50,651	44,788	5,863
Property management fee income	-	-	-	-	-	17,932	14,794	17,932	14,794	3,138
Total revenues	420,553	412,119	8,434	33,097	12,762	24,759	19,181	478,409	444,062	34,347
<b>OPERATING EXPENSES:</b>										
Property operating expenses	123,654	119,150	4,504	13,110	6,493	18,246	21,394	155,010	147,037	7,973
NET OPERATING INCOME (LOSS)	\$ 296,899	\$ 292,969	\$ 3,930	\$ 19,987	\$ 6,269	\$ 6,513	\$ (2,213)	\$ 323,399	\$ 297,025	\$ 26,374
Store count	467	467		52	23			519	490	
Total square footage	32,426	32,426		3,865	2,030			36,291	34,456	
Period end occupancy	92.5%	92.5%		74.0%	57.3%			90.6%	90.4%	
Period average occupancy	92.6%	92.7%								
Realized annual rent per occupied square foot	\$ 16.89	\$ 16.57								

**SAME-STORE PERFORMANCE BREAKDOWN**

For the three months ended September 30, 2019 and 2018

Same-Store Pool	# of Properties	Total Square Feet	Occupancy		Year Over Year Change			
			9/30/2019	9/30/2018	Occupancy	Revenues	Operating Expenses	NOI
2019 Same-Store Pool	467	32,426	92.5%	92.5%	0.0%	1.5%	5.3%	0.1%
2018 Same-Store Pool (1)	455	31,405	92.6%	92.7%	-0.1%	1.2%	5.4%	-0.4%
2017 Same-Store Pool (2)	429	29,378	92.5%	92.8%	-0.3%	1.2%	5.4%	-0.5%

(1) Represents the subset of properties in the 2019 same-store pool that were in our same-store pool reported in 2018.

(2) Represents the subset of properties in the 2019 same-store pool that were in our same-store pool reported in 2017.

**CUBESMART**  
**FUNDS FROM OPERATIONS - TRAILING FIVE QUARTERS**

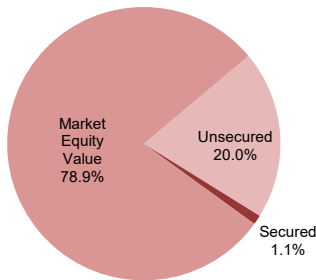
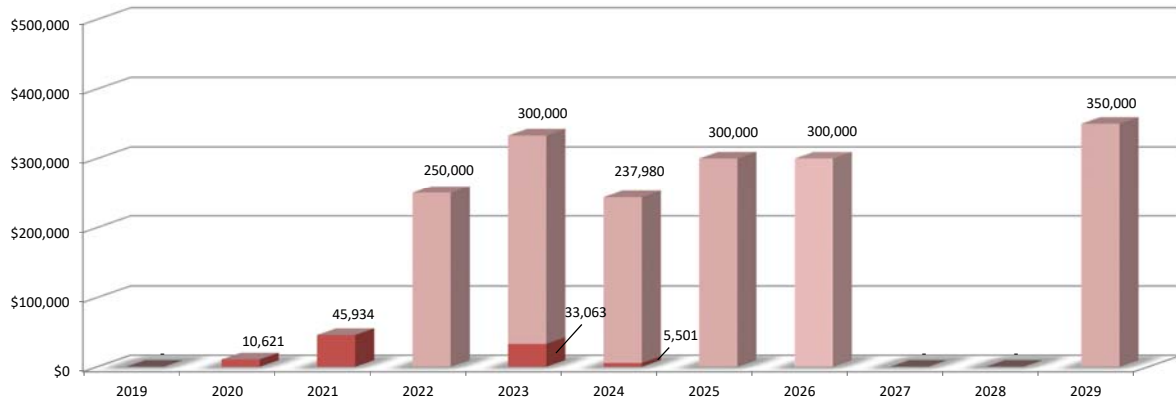
(in thousands, except per share data)

	Three months ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<b>Net income attributable to the Company's common shareholders</b>	\$ 42,154	\$ 49,420	\$ 35,498	\$ 48,156	\$ 42,900
Add (deduct):					
Real estate depreciation and amortization:					
Real property	42,599	39,903	37,726	37,396	34,537
Company's share of unconsolidated real estate ventures	1,612	1,812	1,944	2,523	2,752
Gains from sale of real estate, net (1)	-	(10,667)	-	(10,576)	-
Noncontrolling interests in the Operating Partnership	426	499	358	535	476
<b>FFO attributable to common shareholders and OP unitholders</b>	<u>\$ 86,791</u>	<u>\$ 80,967</u>	<u>\$ 75,526</u>	<u>\$ 78,034</u>	<u>\$ 80,665</u>
Add:					
Loan procurement amortization expense - early repayment of debt	-	141	-	-	-
Loss related to settlement of legal action	-	-	-	1,828	-
<b>FFO, as adjusted, attributable to common shareholders and OP unitholders</b>	<u>\$ 86,791</u>	<u>\$ 81,108</u>	<u>\$ 75,526</u>	<u>\$ 79,862</u>	<u>\$ 80,665</u>
Earnings per share attributable to common shareholders - basic	\$ 0.22	\$ 0.26	\$ 0.19	\$ 0.26	\$ 0.23
Earnings per share attributable to common shareholders - diluted	\$ 0.22	\$ 0.26	\$ 0.19	\$ 0.26	\$ 0.23
FFO per share and unit - fully diluted	\$ 0.44	\$ 0.42	\$ 0.40	\$ 0.41	\$ 0.43
FFO, as adjusted per share and unit - fully diluted	\$ 0.44	\$ 0.42	\$ 0.40	\$ 0.42	\$ 0.43
Weighted-average basic shares outstanding	192,927	189,667	187,253	186,485	186,074
Weighted-average diluted shares outstanding	193,817	190,543	187,984	187,329	186,916
Weighted-average diluted shares and units outstanding	195,683	192,409	189,911	189,363	188,954
Dividend per common share and unit	\$ 0.32	\$ 0.32	\$ 0.32	\$ 0.32	\$ 0.30
Payout ratio of FFO, as adjusted	72.7%	76.2%	80.0%	76.2%	69.8%

(1) Quarter ended June 30, 2019 includes \$10.7 million of gains from sale of real estate, net that are included in the Company's share of equity in earnings of real estate ventures.

**CUBESMART**  
**DEBT OVERVIEW**  
*(unaudited, dollars in thousands)*  
As of September 30, 2019

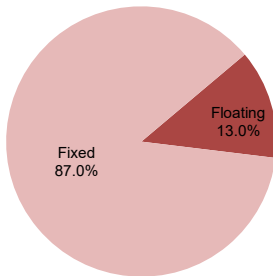
**Debt Maturity Schedule**



**Market Capitalization**

	Amount	Rate <sup>(1)</sup>	Weighted Average Maturity (in years)
Unsecured	\$ 1,727,463	3.98%	5.9
Secured	96,810	5.07%	2.4
<b>Total Debt</b>	<b>\$ 1,824,273</b>	<b>4.04%</b>	<b>5.7</b>
Market Equity Value	6,820,158		
<b>Total Market Capitalization</b>	<b>\$ 8,644,431</b>		

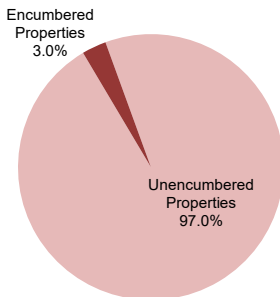
(1) Weighted average interest rate



**Floating and Fixed**

	Amount	Rate <sup>(1)</sup>	Weighted Average Maturity (in years)
Floating Rate Debt	\$ 237,980	3.12%	4.7
Fixed Rate Debt	1,586,293	4.18%	5.9
<b>Total Debt</b>	<b>\$ 1,824,273</b>	<b>4.04%</b>	<b>5.7</b>

(1) Weighted average interest rate



**Portfolio Net Operating Income**

NOI from Unencumbered Properties <sup>(1)</sup>	97.0%
NOI from Encumbered Properties <sup>(1)</sup>	3.0%
<b>Total</b>	<b>100.0%</b>

(1) Represents respective NOI contribution from properties during the quarter



**CUBESMART  
SECURED DEBT ANALYSIS**

*(dollars in thousands)*  
As of September 30, 2019

<b><u>FIXED RATE MORTGAGES</u></b>	Balance		Rate	Maturity Date
YSI 26	\$ 7,861	FIXED	5.45%	Nov-20
YSI 57	2,760	FIXED	5.45%	Nov-20
YSI 55	21,674	FIXED	5.30%	Jun-21
YSI 24	24,260	FIXED	5.30%	Jun-21
YSI 65	2,326	FIXED	4.72%	Jun-23
YSI 66	30,737	FIXED	4.68%	Jun-23
YSI 68	5,501	FIXED	4.74%	May-24
Total Mortgages	<u>\$ 95,119</u>		<u>5.07%</u>	
 <b><u>FIXED RATE DEBT PREMIUMS</u></b>				
Fixed Rate Debt Premiums	2,010			
Total Secured Debt	<u>\$ 97,129</u> (a)		<u>5.07%</u>	

(a) Mortgage loans and notes payable are presented net of unamortized loan procurement costs of \$0.3 million on the Company's Balance Sheet.

**CUBESMART  
UNSECURED DEBT ANALYSIS**

*(dollars in thousands)*

As of September 30, 2019

	<u>Balance</u>		<u>Rate</u>		<u>Maturity Date</u>	<u>Total Available</u>	<u>Remaining Available</u>
<b>LINE OF CREDIT</b>							
Unsecured Revolving Credit Facility	\$ 237,980	LIBOR + 1.10%	3.12%	(a)	Jun-24	\$ 750,000	\$ 511,335 (b)
<b>UNSECURED SENIOR NOTES</b>							
Unsecured Senior Notes	250,000	FIXED	4.80%		Jul-22		
Unsecured Senior Notes	300,000	FIXED	4.38%		Dec-23		
Unsecured Senior Notes	300,000	FIXED	4.00%		Nov-25		
Unsecured Senior Notes	300,000	FIXED	3.13%		Sep-26		
Unsecured Senior Notes	350,000	FIXED	4.38%		Feb-29		
Total Unsecured Senior Notes	<u>\$ 1,500,000</u>	(c)					
Total Unsecured Debt	<u><u>\$1,737,980</u></u>		<u><u>3.98%</u></u>				

(a) Rate on these borrowings calculated based on 30 day LIBOR.

(b) The available balance under the Unsecured Revolving Credit Facility is reduced by an outstanding letter of credit of \$0.7 million.

(c) Unsecured senior notes are presented net of \$2.6 million of unamortized original issuance discounts, net and \$7.9 million of unamortized loan procurement costs on the Company's Balance Sheet.

<b>UNSECURED SENIOR NOTES COVENANTS</b>	<u>Required</u>	<u>Actual</u>
Fixed Charge Coverage Ratio	≥ 1.5x	6.0x
Leverage Ratio	≤ 60%	38.0%
Secured Debt Limitation	≤ 40%	2.0%
Unencumbered Asset Ratio	≥ 150%	258.7%

**INVESTMENT GRADE RATINGS**



**CUBESMART**  
**VALUE CREATION PIPELINE**  
*(in thousands)*

**New Development Properties**

Location	Expected Opening	As of September 30, 2019	
		CUBE's Investment to-date	CUBE's Anticipated Total Investment
Brooklyn, NY	Q4 2019	\$ 29,400	\$ 43,000
Newton, MA	Q3 2020	7,600	18,800
East Meadow, NY	Q4 2020	8,400	24,900
Arlington, VA	Q1 2021	7,900	23,300
King of Prussia, PA	Q2 2021	900	21,900
	<b>Total</b>	<b>\$ 54,200</b>	<b>\$ 131,900</b>

**Store Acquisitions at C/O**

The Company has no stores under contract to be purchased upon completion and the issuance of a certificate of occupancy as of September 30, 2019.



**CUBESMART  
DEVELOPMENT COMPLETIONS**

(dollars in thousands)

**New Development Properties**

Location	Date Completed	Total Rentable Square Feet	Total Cost	Ending Occupancy		Revenues for the Three Months Ended		Operating Expenses for the Three Months Ended		NOI for the Three Months Ended	
				September 30,		September 30,		September 30,		September 30,	
				2019	2018	2019	2018	2019	2018	2019	2018
North Palm Beach, FL	Q1 2017	45,825	\$ 9,700	90.7%	70.8%	\$ 214	\$ 169	\$ 82	\$ 76	\$ 132	\$ 93
New York, NY	Q3 2017	94,952	81,200	57.6%	39.9%	710	400	360	384	350	16
Washington, D.C.	Q3 2017	72,298	27,800	73.3%	46.8%	466	282	146	130	320	152
Brooklyn, NY	Q4 2017	131,813	49,300	50.5%	18.8%	372	136	142	87	230	49
Bronx, NY	Q3 2018	201,195	92,100	34.0%	0.3%	337	-	115	10	222	(10)
Queens, NY	Q2 2019	81,103	47,500	34.3%	0.0%	108	-	97	-	11	-
Bayonne, NJ <sup>(1)</sup>	Q2 2019	96,868	25,100	37.0%	0.0%	131	-	167	96	(36)	(96)
Waltham, MA	Q3 2019	87,840	18,000	6.9%	0.0%	6	-	58	-	(52)	-
<b>Total</b>		<b>811,894</b>	<b>\$ 350,700</b>			<b>\$ 2,344</b>	<b>\$ 987</b>	<b>\$ 1,167</b>	<b>\$ 783</b>	<b>\$ 1,177</b>	<b>\$ 204</b>

**Store Acquisitions at C/O**

Location	Date Completed	Total Rentable Square Feet	Total Cost	Ending Occupancy		Revenues for the Three Months Ended		Operating Expenses for the Three Months Ended		NOI for the Three Months Ended	
				September 30,		September 30,		September 30,		September 30,	
				2019	2018	2019	2018	2019	2018	2019	2018
Riverwoods, IL	Q2 2017	73,915	\$ 11,200	88.3%	59.9%	\$ 184	\$ 121	\$ 114	\$ 71	\$ 70	\$ 50
Chicago, IL	Q4 2017	90,947	11,300	75.8%	58.1%	212	136	81	128	131	8
Delray Beach, FL	Q4 2017	97,208	17,750	69.2%	34.9%	264	135	122	110	142	25
San Diego, CA	Q4 2018	87,412	19,118	45.8%	0.0%	162	-	161	-	1	-
<b>Total</b>		<b>349,482</b>	<b>\$ 59,368</b>			<b>\$ 822</b>	<b>\$ 392</b>	<b>\$ 478</b>	<b>\$ 309</b>	<b>\$ 344</b>	<b>\$ 83</b>

(1) This property is subject to a ground lease.



**CUBESMART**  
**SAME-STORE OPERATING PERFORMANCE - BY MSA**  
*(in thousands)*

MSA	# of Stores	Total Rentable Square Feet	Realized Annual Rent per Occupied Sq. Ft.	Average Occupancy for the Three Months Ended September 30,		Revenues for the Three Months Ended September 30,			Operating Expenses for the Three Months Ended September 30,			NOI for the Three Months Ended September 30,		
				2019	2018	2019	2018	% Change	2019	2018	% Change	2019	2018	% Change
New York-Northern New Jersey-Long Island, NY-NJ-PA	56	3,916,575	\$ 29.03	92.7%	93.8%	\$ 29,129	\$ 28,714	1.4%	\$ 7,443	\$ 7,184	3.6%	\$ 21,686	\$ 21,530	0.7%
Chicago-Naperville-Joliet, IL-IN-WI	40	2,567,315	14.51	93.6%	93.4%	9,669	9,535	1.4%	3,944	3,715	6.2%	5,725	5,820	-1.6%
Miami-Fort Lauderdale-Pompano Beach, FL	36	2,838,821	18.34	93.0%	92.1%	13,342	13,412	-0.5%	3,882	3,730	4.1%	9,460	9,682	-2.3%
Dallas-Fort Worth-Arlington, TX	33	2,357,331	13.55	93.5%	91.8%	8,256	8,235	0.3%	2,837	2,776	2.2%	5,419	5,459	-0.7%
Washington-Arlington-Alexandria, DC-VA-MD-WV	24	1,939,360	22.29	93.4%	94.0%	10,962	10,608	3.3%	2,718	2,642	2.9%	8,244	7,966	3.5%
Atlanta-Sandy Springs-Marietta, GA	18	1,323,257	13.38	92.5%	93.5%	4,568	4,545	0.5%	1,198	1,179	1.6%	3,370	3,366	0.1%
Riverside-San Bernardino-Ontario, CA	16	1,152,244	14.06	93.2%	93.5%	4,286	4,081	5.0%	1,139	1,062	7.3%	3,147	3,019	4.2%
Phoenix-Mesa-Scottsdale, AZ	15	1,122,498	13.41	93.4%	93.6%	3,887	3,770	3.1%	1,100	1,027	7.1%	2,787	2,743	1.6%
Tucson, AZ	15	705,539	12.56	94.3%	93.9%	2,373	2,227	6.6%	695	710	-2.1%	1,678	1,517	10.6%
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	13	913,687	18.00	93.3%	95.0%	4,264	4,087	4.3%	1,168	1,133	3.1%	3,096	2,954	4.8%
Houston-Sugar Land-Baytown, TX	13	883,739	12.32	91.2%	90.5%	2,742	2,884	-4.9%	1,135	1,074	5.7%	1,607	1,810	-11.2%
Hartford-West Hartford-East Hartford, CT	12	621,489	13.17	93.3%	92.5%	2,107	2,052	2.7%	713	664	7.4%	1,394	1,388	0.4%
Orlando-Kissimmee, FL	10	695,654	13.41	93.2%	93.3%	2,455	2,411	1.8%	695	670	3.7%	1,760	1,741	1.1%
Columbus, OH	10	679,613	11.01	94.2%	93.3%	1,992	1,947	2.3%	699	713	-2.0%	1,293	1,234	4.8%
Boston-Cambridge-Quincy, MA-NH	10	615,445	21.93	92.5%	93.2%	3,487	3,323	4.9%	981	870	12.8%	2,506	2,453	2.2%
Cleveland-Elyria-Mentor, OH	10	610,390	13.67	94.3%	94.5%	2,195	2,185	0.5%	744	633	17.5%	1,451	1,552	-6.5%
Austin-Round Rock, TX	9	609,583	13.87	94.1%	90.4%	2,225	2,148	3.6%	958	893	7.3%	1,267	1,255	1.0%
Denver-Aurora, CO	9	586,924	14.08	93.9%	92.2%	2,136	2,183	-2.2%	813	749	8.5%	1,323	1,434	-7.7%
Sacramento-Arden-Arcade-Roseville, CA	9	551,662	14.86	91.4%	91.6%	2,100	2,028	3.6%	558	528	5.7%	1,542	1,500	2.8%
Nashville-Davidson-Murfreesboro-Franklin, TN	7	618,610	12.50	93.3%	93.6%	1,994	2,033	-1.9%	463	382	21.2%	1,531	1,651	-7.3%
Las Vegas-Paradise, NV	7	548,537	13.81	93.8%	95.1%	1,943	1,858	4.6%	417	416	0.2%	1,526	1,442	5.8%
Jacksonville, FL	7	515,743	16.57	92.9%	93.5%	2,167	2,185	-0.8%	569	551	3.3%	1,598	1,634	-2.2%
San Diego-Carlsbad-San Marcos, CA	6	503,992	17.93	93.9%	95.3%	2,326	2,266	2.6%	473	469	0.9%	1,853	1,797	3.1%
Los Angeles-Long Beach-Santa Ana, CA	6	471,482	18.62	92.3%	94.1%	2,317	2,169	6.8%	563	511	10.2%	1,754	1,658	5.8%
Tampa-St. Petersburg-Clearwater, FL	6	448,265	16.19	92.6%	93.6%	1,844	1,852	-0.4%	500	469	6.6%	1,344	1,383	-2.8%
Bridgeport-Stamford-Norwalk, CT	6	363,133	23.16	91.0%	93.5%	2,051	2,071	-1.0%	608	543	12.0%	1,443	1,528	-5.6%
Cape Coral-Fort Myers, FL	5	377,195	15.87	93.3%	94.3%	1,535	1,566	-2.0%	379	349	8.6%	1,156	1,217	-5.0%
Charlotte-Gastonia-Concord, NC-SC	5	341,550	13.62	91.3%	91.8%	1,158	1,164	-0.5%	296	263	12.5%	862	901	-4.3%
Baltimore-Towson, MD	4	316,244	19.03	92.2%	92.6%	1,486	1,487	-0.1%	363	339	7.1%	1,123	1,148	-2.2%
San Antonio, TX	4	279,385	12.93	93.7%	92.4%	936	941	-0.5%	427	159	168.6%	509	782	-34.9%
Salt Lake City, UT	4	239,398	13.21	93.4%	91.7%	834	797	4.6%	199	192	3.6%	635	605	5.0%
Providence-New Bedford-Fall River, RI-MA	4	239,345	15.85	93.8%	95.4%	1,041	959	8.6%	301	296	1.7%	740	663	11.6%
Naples-Marco Island, FL	4	234,580	15.38	91.1%	90.4%	907	978	-7.3%	231	220	5.0%	676	758	-10.8%
Other	34	2,237,595	14.90	92.4%	93.3%	8,552	8,395	1.9%	2,245	2,243	0.1%	6,307	6,152	2.5%
<b>Total</b>	<b>467</b>	<b>32,426,180</b>	<b>\$ 17.15</b>	<b>93.1%</b>	<b>93.2%</b>	<b>\$ 143,266</b>	<b>\$ 141,096</b>	<b>1.5%</b>	<b>\$ 41,454</b>	<b>\$ 39,354</b>	<b>5.3%</b>	<b>\$ 101,812</b>	<b>\$ 101,742</b>	<b>0.1%</b>



**CUBESMART  
UNCONSOLIDATED REAL ESTATE VENTURE DETAIL**

(dollars and square feet in thousands)

**Real Estate Venture Balance Sheet Data**

Real Estate Venture	CUBE Ownership	Carrying Value of CUBE Investment	Gross Asset Value	Outstanding Debt	# of Stores September 30,		Total Square Feet
					2019	2018	
CUBE HHF LP	50%	\$ 66,682	\$ 283,667	\$ 100,000	35	35	2,427
CUBE HHF Northeast Venture LLC	10%	2,131	84,156	44,500	13	13	714
191 IV CUBE LLC	20%	19,999	238,122	122,725	19	11	1,422
<b>Total</b>			<b>\$ 605,945</b>	<b>\$ 267,225</b>	<b>67</b>	<b>59</b>	<b>4,563</b>
<i>CUBE's Share</i>		<i>\$ 88,812</i>	<i>\$ 197,874</i>	<i>\$ 78,995</i>			

**Real Estate Venture Quarterly Operating Performance**

Real Estate Venture	CUBE Ownership	Average Occupancy for the Three Months Ended September 30,		Revenues for the Three Months Ended September 30,			Operating Expenses for the Three Months Ended September 30,			NOI for the Three Months Ended September 30,		
		2019	2018	2019	2018	% Change	2019	2018	% Change	2019	2018	% Change
CUBE HHF LP	50%	91.7%	92.2%	\$ 7,725	\$ 7,955	-2.9%	\$ 3,563	\$ 3,273	8.9%	\$ 4,162	\$ 4,682	-11.1%
CUBE HHF Northeast Venture LLC	10%	91.2%	92.5%	2,503	2,392	4.6%	953	930	2.5%	1,550	1,462	6.0%
191 IV CUBE LLC	20%	75.1%	70.7%	3,799	1,834	107.1%	2,002	923	116.9%	1,797	911	97.3%
<b>Total</b>		<b>86.5%</b>	<b>87.9%</b>	<b>\$ 14,027</b>	<b>\$ 12,181</b>	<b>15.2%</b>	<b>\$ 6,518</b>	<b>\$ 5,126</b>	<b>27.2%</b>	<b>\$ 7,509</b>	<b>\$ 7,055</b>	<b>6.4%</b>
<i>CUBE's Share</i>				<i>\$ 4,873</i>	<i>\$ 4,584</i>	<i>6.3%</i>	<i>\$ 2,277</i>	<i>\$ 1,914</i>	<i>19.0%</i>	<i>\$ 2,595</i>	<i>\$ 2,669</i>	<i>-2.8%</i>



**CUBESMART  
PROPERTIES - BY STATE**

As of September 30, 2019

State	SAME-STORE				
	Number of Stores	Number of Units	Total Rentable Square Feet	% of Total Rentable Square Feet	Ending Occupancy September 30, 2019
Florida	78	56,611	5,835,508	18.0%	92.6%
Texas	61	34,836	4,217,238	13.0%	92.5%
New York	39	44,967	2,706,518	8.3%	92.6%
California	40	26,693	2,888,939	8.9%	92.5%
Illinois	39	23,107	2,499,715	7.7%	93.1%
Arizona	30	17,111	1,828,037	5.6%	93.1%
New Jersey	25	16,905	1,708,583	5.3%	92.1%
Georgia	18	11,084	1,323,257	4.1%	92.2%
Maryland	16	13,163	1,322,637	4.1%	93.2%
Ohio	20	11,142	1,290,003	4.0%	93.4%
Connecticut	22	10,692	1,185,891	3.7%	91.9%
Massachusetts	11	7,248	669,493	2.1%	90.0%
Virginia	10	7,902	787,455	2.4%	91.8%
North Carolina	9	5,635	653,440	2.0%	90.7%
Tennessee	7	4,463	618,610	1.9%	93.2%
Colorado	11	6,020	697,299	2.2%	93.6%
Nevada	7	4,181	548,537	1.7%	94.0%
Pennsylvania	8	5,825	592,136	1.8%	91.4%
South Carolina	0	-	-	0.0%	0.0%
Washington DC	3	2,846	223,352	0.7%	91.1%
Utah	4	2,309	239,398	0.7%	92.1%
Rhode Island	4	1,969	239,345	0.7%	93.4%
New Mexico	3	1,683	182,261	0.6%	93.4%
Minnesota	1	1,030	100,928	0.3%	90.9%
Indiana	1	578	67,600	0.2%	93.0%
<b>Total/Weighted Average</b>	<b>467</b>	<b>318,000</b>	<b>32,426,180</b>	<b>100.0%</b>	<b>92.5%</b>

State	TOTAL PORTFOLIO				
	Number of Stores	Number of Units	Total Rentable Square Feet	% of Total Rentable Square Feet	Ending Occupancy September 30, 2019
Florida	82	59,359	6,110,593	16.6%	91.8%
Texas	66	39,264	4,626,866	12.7%	91.8%
New York	48	64,413	3,665,383	10.1%	84.3%
California	42	28,671	3,052,529	8.4%	91.1%
Illinois	42	25,260	2,695,421	7.4%	92.4%
Arizona	31	17,700	1,905,367	5.3%	92.9%
New Jersey	26	18,409	1,805,450	5.0%	89.1%
Georgia	20	12,422	1,454,952	4.0%	89.2%
Maryland	17	14,073	1,399,402	3.9%	92.3%
Ohio	20	11,142	1,290,003	3.6%	93.4%
Connecticut	22	10,692	1,185,891	3.3%	91.9%
Massachusetts	19	11,965	1,172,793	3.2%	84.0%
Virginia	10	7,902	787,455	2.2%	91.8%
North Carolina	11	6,657	760,177	2.1%	89.1%
Tennessee	9	5,630	755,525	2.1%	92.4%
Colorado	11	6,020	697,299	1.9%	93.6%
Nevada	8	5,128	643,062	1.8%	93.2%
Pennsylvania	9	6,054	610,956	1.7%	91.5%
South Carolina	8	3,873	432,419	1.2%	87.6%
Washington DC	5	5,296	409,850	1.1%	85.0%
Utah	4	2,309	239,398	0.7%	92.1%
Rhode Island	4	1,969	239,345	0.7%	93.4%
New Mexico	3	1,683	182,261	0.5%	93.4%
Minnesota	1	1,030	100,928	0.3%	90.9%
Indiana	1	578	67,600	0.2%	93.0%
<b>Total/Weighted Average</b>	<b>519</b>	<b>367,499</b>	<b>36,290,925</b>	<b>100.0%</b>	<b>90.6%</b>