

NEWS RELEASE

For Release

**October 27, 2022
Toronto, Ontario**

StorageVault Reports 2022 Third Quarter Results and Increases Dividend

STORAGEVAULT CANADA INC. (“StorageVault” or the “Corporation”) (SVI-TSX) reported the Corporation’s 2022 third quarter results and increases its dividend. Iqbal Khan, Chief Financial Officer, commented:

“We continue to benefit from strong dynamics resulting in an 11.2% same store NOI growth and AFFO per share growth of 22.6% – this was achieved on top of 25% plus results in Q3 in 2021. We remain disciplined on acquisitions and on maximizing revenues, NOI and free cash flow.”

2022 Third Quarter Results

Revenue for the third quarter of 2022 increased to \$69.3 million compared to \$56.9 million in Q3 2021 and net operating income (“NOI”), a non-IFRS measure, grew to \$49.0 million from \$38.8 million for the comparative period. Our cash flow from operations increased year over year and when combined with our financing and investing activities resulted in a cash balance of \$25.5 million at the end of the quarter. The Q3 2022 net loss of \$2.1 million or \$0.006 loss per common share (net loss of \$4.3 million or \$0.012 loss per common share for Q3 2021) results from the following non-cash items – \$24.8 million of depreciation and amortization, \$0.4 million of unrealized gain on derivative financial instruments and deferred tax recovery recorded in the quarter of \$1.4 million.

As a result of our occupancy level, revenue management program and operational efficiency, Revenue and NOI from Existing Self Storage stores increased by 8.4% and 11.2%, compared to the same period last year. The Existing Self Storage stores are the same in 2022 as they were in 2021. Funds from operations (“FFO”), a non-IFRS measure, were \$21.3 million for Q3 2022 compared to \$17.1 million in Q3 2021, an 24.9% increase year over year. Adjusted funds from operations (“AFFO”), a non-IFRS measure, were \$23.4 million for Q3 2022 compared to \$18.7 million in Q3 2021, a 25.0% increase. On a per share basis, FFO and AFFO, non-IFRS ratios, increased by 22.4% and 22.6%, respectively.

For further information on non-IFRS measures and for a reconciliation of the above NOI, FFO, AFFO and Existing Self Storage amounts to the most directly comparable IFRS measure, please see “Non-IFRS Financial Measures” below and the Corporation’s Management’s Discussion & Analysis for the three and nine months ended September 30, 2022 filed on SEDAR at www.sedar.com.

2022 Nine Months Year to Date Results

Revenue for the nine months ended September 30, 2022 increased to \$192.7 million from \$151.8 million and NOI, a non-IFRS measure, grew to \$130.1 million from \$101.2 million, for the comparative period. For the nine months ended September 30, 2022, cash flow from operations was \$46.4 million and when combined with our financing and investing activities resulted in a cash balance of \$25.5 million. The net loss of \$18.0 million or \$0.048 loss per common share for the nine months ended September 30, 2022 (net loss of \$22.9 million or \$0.062 loss per common share for 2021) results from the following non-cash items – \$70.0 million in depreciation and amortization, \$4.1 million of unrealized loss on derivative financial instruments and deferred tax recovery of \$4.1 million.

Our Revenue and NOI from Existing Self Storage, a non-IFRS measure, increased by 12.5% and 14.0%, compared to the same period last year. FFO, a non-IFRS measure, were \$53.0 million compared to \$40.0 million for the same period in 2021, a 32.5% increase year over year. AFFO, a non-IFRS measure, were

\$60.9 million compared to \$45.3 million for the same period in 2021, a 34.4% increase year over year. On a per share basis, FFO and AFFO, non-IFRS ratios, increased by 29.4% and 31.2%, respectively.

For further information on non-IFRS measures and for a reconciliation of the above NOI, FFO, AFFO and Existing Self Storage amounts to the most directly comparable IFRS measure, please see “Non-IFRS Financial Measures” below and the Corporation’s Management’s Discussion & Analysis for the three and nine months ended September 30, 2022 filed on SEDAR at www.sedar.com.

Increased Dividend

StorageVault is increasing its quarterly dividend by 0.5% beginning Q4 2022 to \$0.002817 per common share.

Our Strategy

StorageVault is focused on owning and operating storage in the top markets in Canada. Our goal is to have multiple stores in each market, with complementary portable storage units and records management storage services, to take advantage of economies of scale. Our growth strategy is focused on acquisitions, organic growth, expansion of our existing stores and expansion of our portable storage and records management businesses.

Further Information

For comprehensive disclosure of StorageVault’s performance for the three and nine months ended September 30, 2022 and its financial position as at such date, please see StorageVault’s Unaudited Interim Consolidated Financial Statements and Management’s Discussion and Analysis filed on SEDAR at www.sedar.com.

Non-IFRS Financial Measures

Management uses both IFRS and non-IFRS Measures to assess the financial and operating performance of the Corporation’s operations. These non-IFRS Measures are not recognized measures under IFRS, do not have a standardized meaning under IFRS and are unlikely to be comparable to similar measures presented by other companies. The non-IFRS Measures referenced in this news release include the following:

- i. Net Operating Income (“**NOI**”) – NOI is defined as storage and related services revenue less related property operating costs. NOI does not include interest expense or income, depreciation and amortization, corporate administrative costs, stock based compensation costs or taxes. NOI assists management in assessing profitability and valuation from principal business activities.
- ii. Funds from Operations (“**FFO**”) – FFO is defined as net income (loss) excluding gains or losses from the sale of depreciable real estate, plus depreciation and amortization, unrealized (gain) or loss on derivative financial instruments, stock based compensation expenses and deferred income taxes; and after adjustments for equity accounted entities and non-controlling interests. FFO should not be viewed as an alternative to cash from operating activities, net income, or other measures calculated in accordance with IFRS. The Corporation believes that FFO can be a beneficial measure, when combined with primary IFRS measures, to assist in the evaluation of the Corporation’s ability to generate cash and evaluate its return on investments as it excludes the effects of real estate amortization and gains and losses from the sale of real estate, all of which are based on historical cost accounting and which may be of limited significance in evaluating current performance.
- iii. Adjusted Funds from Operations (“**AFFO**”) – AFFO is defined as FFO plus acquisition and integration costs. Acquisition and integration costs are one time in nature to the specific assets purchased in the current period or pending and are expensed under IFRS.

- iv. Existing Self Storage – means stabilized stores that StorageVault has owned or leased at least since the beginning of the previous fiscal year.

NOI, FFO, AFFO and Existing Self Storage, should not be viewed as an alternative to, in isolation from, or superior to, net income or cash flow from operations, or results from StorageVault’s comprehensive operations, respectively, or other measures calculated in accordance with IFRS. NOI, FFO and AFFO should not be interpreted as an indicator of cash generated from operating activities and is not indicative of cash available to fund operating expenditures, or for the payment of cash distributions. Existing Self Storage should not be considered a measure of StorageVault’s comprehensive operations. NOI, FFO, AFFO and Existing Self Storage are simply additional measures of operating performance which highlight trends in StorageVault’s core business that may not otherwise be apparent when relying solely on IFRS financial measures. StorageVault’s management also uses these non-IFRS measures in order to facilitate operating performance comparisons from period to period and to prepare operating budgets. In addition, the Corporation’s definitions of NOI, FFO, AFFO and Existing Self Storage may differ from that of other issuers.

Non-IFRS Financial Measures Reconciliation

The following table reconciles Net Income (Loss) and Net Operating Income:

	<i>(unaudited)</i>				<i>(unaudited)</i>			
	Three Months Ended September 30				Nine Months Ended September 30			
	2022	2021	Change		2022	2021	Change	
		\$	%			\$	%	
Storage revenue and related services	\$ 68,842,468	\$ 56,318,445	\$ 12,524,023	22.2%	\$ 191,327,069	\$ 150,261,137	\$ 41,065,932	27.3%
Management fees	481,248	535,557	(54,309)	-10.1%	1,411,367	1,554,251	(142,884)	-9.2%
	69,323,716	56,854,002	12,469,714	21.9%	192,738,436	151,815,388	40,923,048	27.0%
Operating costs	20,280,684	18,049,120	2,231,564	12.4%	62,725,356	50,634,235	12,091,121	23.9%
Net operating income ¹	49,043,032	38,804,882	10,238,150	26.4%	130,013,080	101,181,153	28,831,927	28.5%
Less:								
Acquisition and integration costs	2,121,706	1,676,701	445,005	26.5%	7,921,275	5,327,067	2,594,208	48.7%
Selling, general and administrative	5,376,892	4,940,939	435,953	8.8%	15,587,320	12,957,921	2,629,399	20.3%
Interest	20,243,361	15,127,972	5,115,389	33.8%	53,480,796	42,884,517	10,596,279	24.7%
Stock based compensation	347,922	179,216	168,706	94.1%	1,043,766	537,648	506,118	94.1%
Unrealized (gain) loss on derivative financial instruments	(379,831)	-	(379,831)	-	4,086,878	-	4,086,878	-
Depreciation and amortization	24,805,897	23,267,103	1,538,794	6.6%	70,001,699	68,667,450	1,334,249	1.9%
	52,515,947	45,191,931	7,324,016	16.2%	152,121,734	130,374,603	21,747,131	16.7%
Net income (loss) before taxes	(3,472,915)	(6,387,049)	2,914,134	-45.6%	(22,108,654)	(29,193,450)	7,084,796	-24.3%
Deferred tax recovery	1,352,540	2,100,279	(747,739)	-35.6%	4,132,190	6,333,819	(2,201,629)	-34.8%
Net income (loss)	\$ (2,120,375)	\$ (4,286,770)	\$ 2,166,395	-50.5%	\$ (17,976,464)	\$ (22,859,631)	\$ 4,883,167	-21.4%

¹ Non-IFRS Measure.

The following table reconciles Net Income (Loss), and Funds from Operations and Adjusted Funds from Operations.

	<i>(unaudited)</i>				<i>(unaudited)</i>			
	Three Months Ended September 30				Nine Months Ended September 30			
	2022	2021	Change		2022	2021	Change	
		\$	%			\$	%	
Net income (loss)	\$ (2,120,375)	\$ (4,286,770)	\$ 2,166,395	-50.5%	\$ (17,976,464)	\$ (22,859,631)	\$ 4,883,167	-21.4%
Adjustments:								
Stock based compensation	347,922	179,216	168,706	94.1%	1,043,766	537,648	506,118	94.1%
Unrealized (gain) loss on derivative financial instruments	(379,831)	-	(379,831)	-	4,086,878	-	4,086,878	-
Deferred tax recovery	(1,352,540)	(2,100,279)	747,739	-35.6%	(4,132,190)	(6,333,819)	2,201,629	-34.8%
Depreciation and amortization	24,805,897	23,267,103	1,538,794	6.6%	70,001,699	68,667,450	1,334,249	1.9%
	23,421,448	21,346,040	2,075,408	9.7%	71,000,153	62,871,279	8,128,874	12.9%
FFO ¹	\$ 21,301,073	\$ 17,059,270	\$ 4,241,803	24.9%	\$ 53,023,689	\$ 40,011,648	\$ 13,012,041	32.5%
Adjustments:								
Acquisition and integration costs	2,121,706	1,676,701	445,005	26.5%	7,921,275	5,327,067	2,594,208	48.7%
AFFO ¹	\$ 23,422,779	\$ 18,735,971	\$ 4,686,808	25.0%	\$ 60,944,964	\$ 45,338,715	\$ 15,606,249	34.4%

¹ Non-IFRS Measure.

FFO and AFFO Per Basic Common Share Outstanding

FFO	\$ 0.056	\$ 0.046	\$ 0.010	22.4%	\$ 0.140	\$ 0.108	\$ 0.032	29.4%
AFFO	\$ 0.062	\$ 0.050	\$ 0.011	22.6%	\$ 0.161	\$ 0.123	\$ 0.038	31.2%

The following table reconciles Existing Self Storage Revenue, Operating Costs and Net Operating Income:

	(unaudited)				(unaudited)			
	Three Months Ended September 30				Nine Months Ended September 30			
	2022	2021	Change		2022	2021	Change	
		\$	%			\$	%	
Revenue								
Existing Self Storage ¹	\$ 46,785,352	\$ 43,142,979	\$ 3,642,373	8.4%	\$ 134,060,570	\$ 119,124,990	\$ 14,935,580	12.5%
New Self Storage ¹	18,755,421	9,898,758	8,856,663	89.5%	48,589,102	23,383,355	25,205,747	107.8%
Total Self Storage	65,540,773	53,041,737	12,499,036	23.6%	182,649,672	142,508,345	40,141,327	28.2%
Portable Storage	3,301,695	3,276,708	24,987	0.8%	8,677,397	7,752,792	924,605	11.9%
Management Fees	481,248	535,557	(54,309)	-10.1%	1,411,367	1,554,251	(142,884)	-9.2%
Combined	69,323,716	56,854,002	12,469,714	21.9%	192,738,436	151,815,388	40,923,048	27.0%
Operating Costs								
Existing Self Storage	11,996,777	11,866,894	129,883	1.1%	38,149,201	34,992,102	3,157,099	9.0%
New Self Storage	6,307,992	4,074,103	2,233,889	54.8%	18,676,097	10,355,707	8,320,390	80.3%
Total Self Storage	18,304,768	15,940,997	2,363,771	14.8%	56,825,298	45,347,809	11,477,489	25.3%
Portable Storage	1,975,916	2,108,123	(132,207)	-6.3%	5,900,058	5,286,426	613,632	11.6%
Combined	20,280,684	18,049,120	2,231,564	12.4%	62,725,356	50,634,235	12,091,121	23.9%
Net Operating Income ¹								
Existing Self Storage	34,788,575	31,276,085	3,512,490	11.2%	95,911,369	84,132,888	11,778,481	14.0%
New Self Storage	12,447,430	5,824,655	6,622,775	113.7%	29,913,005	13,027,648	16,885,357	129.6%
Total Self Storage	47,236,005	37,100,740	10,135,265	27.3%	125,824,374	97,160,536	28,663,838	29.5%
Portable Storage	1,325,779	1,168,585	157,194	13.5%	2,777,339	2,466,366	310,973	12.6%
Management Fees	481,248	535,557	(54,309)	-10.1%	1,411,367	1,554,251	(142,884)	-9.2%
Combined	\$ 49,043,032	\$ 38,804,882	\$ 10,238,150	26.4%	\$ 130,013,080	\$ 101,181,153	\$ 28,831,927	28.5%

¹ Non-IFRS Measure.

About StorageVault Canada Inc.

StorageVault owns and operates 238 storage locations across Canada. StorageVault owns 204 of these locations plus over 4,500 portable storage units representing over 11.3 million rentable square feet on 661 acres of land. StorageVault also provides last mile storage and logistics solutions and professional records management services, such as document and media storage, imaging and shredding services.

For further information, contact Mr. Steven Scott or Mr. Iqbal Khan:

Tel: 1-877-622-0205

ir@storagevaultcanada.com

Forward-Looking Information: This news release contains “forward-looking information” within the meaning of applicable Canadian securities legislation. All statements, other than statements of historical fact, included herein are forward-looking information. In particular, this news release contains forward-looking information regarding: statements regarding StorageVault’s expected future performance, including continuing to be disciplined on acquisitions and maximizing revenues, NOI and free cash flow; and StorageVault’s strategic objectives, goals, growth strategy and focus, including focusing on acquisitions, improving StorageVault’s operational performance, expansion of StorageVault’s existing stores and expansion of StorageVault’s portable storage and records management businesses. There can be no assurance that such forward-looking information will prove to be accurate, and actual results and future events could differ materially from those anticipated in such forward-looking information. This forward-looking information reflects StorageVault’s current beliefs and is based on information currently available

to StorageVault and on assumptions StorageVault believes are reasonable. These assumptions include, but are not limited to: the level of activity in the storage business and the economy generally; consumer interest in StorageVault's services and products; competition and StorageVault's competitive advantages; trends in the storage industry, including macro-trends in relation to increased growth and growth in the portable storage business; the availability of attractive and financially competitive asset acquisitions in the future; the potential closing of previously announced acquisitions, if any, continuing to proceed as they have progressed to date and StorageVault's continued response and ability to navigate the COVID-19 pandemic being consistent with, or better than, its ability and response to date. Forward-looking information is subject to known and unknown risks, uncertainties and other factors that may cause the actual results, level of activity, performance or achievements of StorageVault to be materially different from those expressed or implied by such forward-looking information. Such risks and other factors may include, but are not limited to: general business, economic, competitive, political and social uncertainties; general capital market conditions and market prices for securities; delay or failure to receive board or regulatory approvals; the actual results of StorageVault's future operations; competition; changes in legislation, including environmental legislation, affecting StorageVault; the timing and availability of external financing on acceptable terms; conclusions of economic evaluations and appraisals; lack of qualified, skilled labour or loss of key individuals; and risks related to the COVID-19 pandemic including various recommendations, orders and measures of governmental authorities to try to limit the pandemic, including travel restrictions, border closures, non-essential business closures, service disruptions, quarantines, self-isolations, shelters-in-place and social distancing, disruptions to markets, economic activity, financing, supply chains and sales channels, and a deterioration of general economic conditions including a possible national or global recession; the impact that the COVID-19 pandemic may have on StorageVault may include: a short-term delay in payments from customers, an increase in accounts receivable and an increase of losses on accounts receivable; decreased demand for the services that StorageVault offers; and a deterioration of financial markets that could limit StorageVault's ability to obtain external financing. A description of additional risk factors that may cause actual results to differ materially from forward-looking information can be found in StorageVault's disclosure documents on the SEDAR website at www.sedar.com. Although StorageVault has attempted to identify important factors that could cause actual results to differ materially from those contained in forward-looking information, there may be other factors that cause results not to be as anticipated, estimated or intended. Readers are cautioned that the foregoing list of factors is not exhaustive. Readers are further cautioned not to place undue reliance on forward-looking information as there can be no assurance that the plans, intentions or expectations upon which they are placed will occur. Forward-looking information contained in this news release is expressly qualified by this cautionary statement. The forward-looking information contained in this news release represents the expectations of StorageVault as of the date of this news release and, accordingly, is subject to change after such date. However, StorageVault expressly disclaims any intention or obligation to update or revise any forward-looking information, whether as a result of new information, future events or otherwise, except as expressly required by applicable securities law.