OVERVIEW

STAG IS AN OWNER AND OPERATOR OF INDUSTRIAL REAL ESTATE

- Focused on the acquisition and operation of single-tenant industrial properties throughout the US

DIVERSE PORTFOLIO (1)

- Portfolio is broadly diversified across geography, industry, tenancy and lease term
  - 409 buildings across 38 states
  - 367 tenants with a well-laddered lease maturity schedule and a weighted average lease term of 5.3 years
  - Warehouse, distribution and light manufacturing facilities

ACTIVE ASSET MANAGEMENT PLATFORM (1)

- Achieved approximately 72% tenant retention since IPO through active tenant relationship management
- Leased ~48 million square feet since IPO
- Active in-house engineering expertise with a dedicated Capital Projects Group
  - Manage all capital expenditure projects
  - Oversee building expansion projects nationwide
  - Identify and execute asset repositioning opportunities

REAL ESTATE PLATFORM FOCUSED ON THE ACQUISITION AND OPERATION OF SINGLE-TENANT INDUSTRIAL REAL ESTATE

(1) Data as of Q2 2019

Rockwall, TX  Size: 389,546 SF  Clear Height: 32’  Year Built: 2017  Tenant: Pratt Industries

Spartanburg, SC  Size: 572,038 SF  Clear Height: 32’  Year Built: 1988  Tenant: Eberspaecher

Charlotte, NC  Size: 499,200 SF  Clear Height: 33’  Year Built: 2014  Tenant: Carolina Beverage
INDIVIDUAL SINGLE-TENANT PROPERTIES ARE PERSISTENTLY MISPRICED

- Binary risk of single-tenancy creates higher potential volatility in asset cash flows compared to multi-tenancy
  - Single-tenant buildings are viewed as either fully occupied or completely vacant
  - Investors apply higher risk premiums/discount rates when evaluating individual single-tenant assets
- The aggregation of single-tenant buildings with a focus on low correlation and portfolio construction can mitigate
  the binary risk of individual assets, creating a less volatile cash flow profile on an aggregated basis
  - Investors apply lower risk premiums/discount rates to relatively less volatile cash flows

INDUSTRIAL REAL ESTATE PROVIDES THE BEST OPPORTUNITY

- U.S. industrial real estate features attractive characteristics for the granular aggregation of single-tenant assets
  - Large, stable and developed market with ~$1 trillion of fungible assets – half of which are single tenant (1)
  - Highly fragmented ownership – 20 largest participants own approximately 10% of stock (2)
  - Smaller average investment size provides granular acquisition opportunity ($5 - $15 million average asset size)
  - Assets typically have relatively low individual correlation
  - Low capex and high retention relative to other real estate asset classes (3)
  - E-commerce is an incremental demand driver to sector
    - E-commerce accounts for 10% of US retail sales, and is projected to grow to 23% by 2025 (4)

ATTRACTIVE OPPORTUNITY SET TO CREATE VALUE THROUGH THOUGHTFUL PORTFOLIO CONSTRUCTION

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(1) Estimated from STAG survey and general industry sources
(2) Source: Green Street
(3) Source: CBRE-EA Industrial Outlook
(4) US Census Bureau and Moody’s
TARGET MARKET SIZE

LARGE TARGET MARKET

- U.S. industrial market is over $1 trillion in total size \(^{(1)}\)
- STAG’s Target Assets: single-tenant industrial properties that meet our investment criteria

- $1 Trillion Total Industrial Market \(^{(1)}\)
- Estimated $500 Billion Single-Tenant Asset Universe \(^{(1)}\)
- $250 Billion Target Asset Universe \(^{(1)}\)
- STAG’s Share of Target Asset Universe is ~1.5%

(1) Per CoStar, RCA and STAG management’s estimates using publicly available data
### Data does not support conventional wisdom

(1) Source: CBRE; Super Primary markets include Chicago, Dallas, Los Angeles, Miami, Northern New Jersey, and Riverside; Primary markets contain greater than 200M SF; Secondary markets contain 25M – 200M SF

### Warehouse occupancy (1)
- Historical Primary and Secondary market occupancy levels are similar
- Super Primary markets historically operate at an occupancy level above both Primary and Secondary markets

### Warehouse rent growth (index: 2005 = 1) (1)
- Secondary market rent growth has performed in-line with Primary market rent growth over the past ten years
- Super Primary market rent growth has displayed greater volatility compared to Primary and Secondary markets
STAG recognizes that a pricing arbitrage opportunity exists in Non-Super Primary U.S. industrial markets and employs a specialized investment approach with a focus on relative value in managing its portfolio.

The analysis below and on the following page supports STAG’s investment strategy by demonstrating that gateway industrial markets, or “Super Primary” markets, have actually experienced inferior risk adjusted returns over the past 11 years as compared to the Non-Super Primary industrial markets, as defined by CBRE-Econometric Advisors (1).

ECONOMIC RENT GROWTH (2007-2018)

- Rent declines were far larger among the most celebrated (Super Primary) markets and far smaller across the broader mix of markets in the weakest portion of the cycle.
- The Non-Super Primary markets, in aggregate, are less volatile, largely because supply driven imbalances are less likely.
- Individual assets in smaller markets may have a larger standard deviation of returns, but this risk is mitigated through diversification.

AGGREGATE CASH FLOW (2007-2018)

- Combines economic rent with cap rate data.
- Superior cash flow returns have been generated from investing outside the Super Primary markets – primarily due to higher going-in cap rates in those markets.
- Over this time period, a $100 investment at 2007 cap rate levels would have generated a 1.58x and 1.65x return for the Super Primary and Non-Super Primary markets, respectively.

(1) Super Primary, and remaining CBRE-EA markets data generated using CBRE-EA data as of Q4 2018. Super Primary Markets include: Chicago, Los Angeles, Riverside, Miami, Dallas, Northern NJ; Non-super primary markets include the balance of the CBRE-EA Tier 1 markets. Note: CBRE-EA Tier 1 markets cover 61.7% of the geographic markets in STAG’s portfolio.
Non-Super Primary markets generally outperformed in weaker parts of the cycle such as 2008-2009 and as the cycle began to turn positive in 2012-2014

- Although the Super Primary markets have offered more compelling returns in recent years, cap rate compression and timing have been crucial components of this return

- On a total return basis, the Super Primary markets had the greatest outperformance during the portion of the cycle with the strongest capital appreciation (2015-2017)

- Gains made from upward volatility can be quickly erased from downward volatility, and the standard deviation of the total returns is significantly lower for the Remaining Markets segment

- As such, stronger risk adjusted returns were seen for the Non-Super Primary markets segment over the past cycle than that of the Super Primary markets
Probabilistic Risk Assessment Model allows for evaluation of cash flows on a risk-neutral basis.

1,250+ INDUSTRIAL TRANSACTIONS PASS INITIAL TRIAGE FOR INVESTMENT CONSIDERATION

Pre-triaged assets include:
- All primary and secondary markets
- All credit profiles
- All lease terms

286 TRANSACTIONS UNDERWRITTEN

46 TRANSACTIONS CLOSED

Highly Selective Process: 16% of Transactions Underwritten and 4% of Transactions Assessed are Purchased

In 2018, acquired $677 million (22% growth)\(^{(1)}\) of industrial real estate at a weighted average cap rate of 6.9%

PLATFORM & PROCESS DESIGNED FOR HIGH THROUGH-PUT WHILE EMPHASIZING INVESTMENT DISCIPLINE

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\(^{(1)}\) 2018 acquisition volume compared to Real Estate Cost Basis at Q4 2017. Growth metric is gross acquisitions and is not net of dispositions.
AGGREGATION REDUCES VOLATILITY

DIVERSE PORTFOLIOS ARE VALUED GREATER THAN INDIVIDUAL ASSETS

(1) Illustrates cash flow from acquiring the 2018 portfolio every year for ten years, and then operating the aggregated portfolio (without further acquisitions) for the next ten years.
### Portfolio Dispositions

<table>
<thead>
<tr>
<th>Characteristics</th>
<th>2016 Portfolio</th>
<th>2018 Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Buildings</td>
<td>6</td>
<td>7</td>
</tr>
<tr>
<td>Square Feet</td>
<td>1.6 million</td>
<td>1.8 million</td>
</tr>
<tr>
<td>Average Building Size</td>
<td>261,593 SF</td>
<td>250,494 SF</td>
</tr>
<tr>
<td>WA Lease Term</td>
<td>4.2 years (1)</td>
<td>6.5 years</td>
</tr>
</tbody>
</table>

### Return Profile

<table>
<thead>
<tr>
<th></th>
<th>2016 Portfolio</th>
<th>2018 Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquisition Cost</td>
<td>$63 million</td>
<td>$84 million</td>
</tr>
<tr>
<td>Disposition Proceeds</td>
<td>$81 million</td>
<td>$114 million</td>
</tr>
<tr>
<td>Gain</td>
<td>$18 million</td>
<td>$30 million</td>
</tr>
<tr>
<td>Absolute Price Return</td>
<td>29%</td>
<td>36%</td>
</tr>
<tr>
<td>Unlevered IRR</td>
<td>15%</td>
<td>15%</td>
</tr>
</tbody>
</table>

### Capitalization Rate Profile

<table>
<thead>
<tr>
<th></th>
<th>2016 Portfolio</th>
<th>2018 Portfolio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquisition Cap Rate</td>
<td>9.2%</td>
<td>8.0%</td>
</tr>
<tr>
<td>Disposition Cap Rate</td>
<td>6.9%</td>
<td>6.2%</td>
</tr>
<tr>
<td>Cap Rate Compression</td>
<td>2.3%</td>
<td>1.8%</td>
</tr>
</tbody>
</table>

Portfolios were aggregated on a granular basis
- Assets are representative of the overall Operating Portfolio
- Value created through the aggregation of individual assets
- Accretive redeployment of proceeds into opportunity set

### The Ability to Acquire Individual Assets and Aggregate a Portfolio Creates Demonstrable Value

(1) Reflects exercising of lease termination option for one tenant
REPRESENTATIVE PROPERTIES


Caledonia, WI  Size: 53,680 SF  Clear Height: 22’  Year Built: 2015  Tenant: Southport Engineered Systems

San Diego, CA  Size: 205,440 SF  Clear Height: 28’  Year Built: 1990  Tenant: Honeywell
Thereafter

0.1%

3.7%

10.5%

14.9%

10.4%

11.9%

10.7%

6.9%

7.3%

3.4%

5.8%

14.4%

MTM 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028 Thereafter

LEASE EXPIRATIONS (% ABR)

STRONG TRACK RECORD OF HIGH TENANT RETENTION COUPLED WITH LOW NEAR-TERM ROLLOVER

TOP MARKETS

BROADLY DIVERSIFIED ACROSS GEOGRAPHIES WITH SHIFT TOWARDS PRIMARY MARKETS SINCE IPO

TOP INDUSTRIES

DIVERSE INDUSTRY EXPOSURE REDUCES SYSTEMATIC RISK, WITH NO MORE THAN 13% OF ABR IN ONE INDUSTRY

HOUSEHOLD DURABLES, 5.2%

COMMERCIAL SERVICES & SUPPLIES, 7.7%

CONTAINERS & PACKAGING, 6.3%

AUTO COMPONENTS, 12.5%

ELECTRICAL EQUIPMENT, 3.7%

FOOD PRODUCTS, 4.3%

BUILDING PRODUCTS, 4.7%

MACHINERY, 4.8%

FOOD & STAPLES RETAILING, 3.8%

TOP INDUSTRIES

HIGHLY DIVERSIFIED INDUSTRIAL REAL ESTATE

STARKS INDUSTRIAL

TOP MARKETS

PHILADELPHIA, PA, 9.2%

GREENVILLE/SPARTANBURG, SC, 6.0%

CHICAGO, IL, 7.7%

DALLAS, TX, 4.1%

DETROIT, MI, 4.1%

MILWAUKEE/MADISON, WI, 4.0%

MINNEAPOLIS/ST. PAUL, MN, 3.6%

PITTSBURGH, PA, 3.8%

PHILADELPHIA, PA, 9.2%

CHARLOTTE, NC, 3.1%

HOUSTON, TX, 3.0%

TOP MARKETS

EMPHASIS ON DIVERSIFICATION MINIMIZES PORTFOLIO CASH FLOW RISK

WALT: 5.3 years

Philadelphia, PA, 9.2%

Chicago, IL, 7.7%

Greenville/Spartanburg, SC, 6.0%

Detroit, MI, 4.1%

Milwaukee/Madison, WI, 4.0%

Pittsburgh, PA, 3.8%

Minneapolis/St. Paul, MN, 3.6%

Charlotte, NC, 3.1%

Houston, TX, 3.0%

TOP MARKETS

DETAILED BY LEASE EXPIRATIONS (% ABR)

DETAILED BY LEASE EXPIRATIONS
EMPHASIS ON DIVERSIFICATION MINIMIZES PORTFOLIO CASH FLOW RISK

As of Q2 2019

INDUSTRY

<table>
<thead>
<tr>
<th>INDUSTRY</th>
<th>ABR % (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Auto Components</td>
<td>12.5%</td>
</tr>
<tr>
<td>Air Freight &amp; Logistics</td>
<td>8.8%</td>
</tr>
<tr>
<td>Commercial Services &amp; Supplies</td>
<td>7.7%</td>
</tr>
<tr>
<td>Containers &amp; Packaging</td>
<td>6.3%</td>
</tr>
<tr>
<td>Household Durables</td>
<td>5.2%</td>
</tr>
<tr>
<td>Machinery</td>
<td>4.8%</td>
</tr>
<tr>
<td>Building Products</td>
<td>4.7%</td>
</tr>
<tr>
<td>Food Products</td>
<td>4.3%</td>
</tr>
<tr>
<td>Food &amp; Staples Retailing</td>
<td>3.8%</td>
</tr>
<tr>
<td>Electrical Equipment</td>
<td>3.7%</td>
</tr>
<tr>
<td>Household Products</td>
<td>3.7%</td>
</tr>
<tr>
<td>Internet &amp; Direct Mkt Retail</td>
<td>3.2%</td>
</tr>
<tr>
<td>Beverages</td>
<td>3.1%</td>
</tr>
<tr>
<td>Textiles, Apparel, Luxury Goods</td>
<td>2.8%</td>
</tr>
<tr>
<td>Chemicals</td>
<td>1.8%</td>
</tr>
<tr>
<td>Metals &amp; Mining</td>
<td>1.8%</td>
</tr>
<tr>
<td>Pharmaceuticals</td>
<td>1.7%</td>
</tr>
<tr>
<td>Specialty Retail</td>
<td>1.5%</td>
</tr>
<tr>
<td>Energy Equipment &amp; Services</td>
<td>1.5%</td>
</tr>
<tr>
<td>Media</td>
<td>1.5%</td>
</tr>
<tr>
<td>Other</td>
<td>15.6%</td>
</tr>
<tr>
<td>Total</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

FURTHER DIVERSITY IN AUTO COMPONENTS CATEGORY ACROSS:

- **Geography**: 19 states
  - East, South, Midwest, West
- **OEM Relationships**: Ford, Fiat-Chrysler, GM, BMW, Toyota, Hyundai, etc.
- **Auto Plant Relationships**: Thirteen plants
  - Jeep Cherokee, Ford 150, BMW X-series, etc.
- **Supply Chain Participation**: OEM, Tier 1 suppliers, Tier 2 suppliers, logistics providers, after market parts, etc.
- **Products**: Exhaust systems, seating, engines, interior molding, fuel injectors, tires, suspension, etc.
STAG operates a comprehensive operating platform
- Capable of addressing every physical aspect and tenant scenario related to industrial real estate ownership
- Ability to identify and execute value-add opportunities including asset repositioning and opportunistic dispositions

In-house construction and engineering professionals oversee capital projects including expansions, roof replacements, general site and tenant-specific work

IN-HOUSE REAL ESTATE EXPERTS DIRECTLY MANAGE TENANT RELATIONSHIPS & LEVERAGE NETWORK OF LOCAL THIRD PARTIES

(1) Includes new, renewal and expansion leases
STAG INDUSTRIAL

STRONG LEASING VELOCITY SINCE IPO

% OF SQUARE FEET LEASED SINCE IPO

- 47.2 million square feet leased since IPO in Operating Portfolio
- 65.7% of all leasing activity occurred in non-Primary markets
  - Primary = 16.2 million SF
  - Secondary = 23.7 million SF
  - Tertiary = 7.3 million SF
- Leasing economics similar across markets

% OF SQUARE FEET RENEWED SINCE IPO

- 28.6 million square feet renewed since IPO in Operating Portfolio
- 69.2% of all renewal activity occurred in non-Primary markets
  - Primary = 8.8 million SF
  - Secondary = 14.0 million SF
  - Tertiary = 5.8 million SF

STAG HAS DEMONSTRATED LEASING ABILITY IN ALL MARKETS

(1) As of Q2 2019

OPERATING PORTFOLIO OCCUPANCY (1)

- 79.7 million square feet in current Operating Portfolio
- Non-Primary markets currently close to or superior than Occupancy rates in Primary markets
- STAG portfolio mix has historically experienced similar occupancy trends to primary industrial markets with similar levels of volatility
MULTI-FACETED APPROACH TO CREATING VALUE

CASE STUDIES: VALUE ADDED THROUGH OPERATIONS

**REDEVELOPMENT – NORTH JACKSON, OH**
- Repositioned asset from manufacturing use to warehouse / distribution use
- Installed sprinkler system and cross-docks along with other improvements
- Exit cap rate ~385bps below acquisition cap rate

**BUILDING EXPANSION – SMITHFIELD, NC**
- Expanded existing building by ~116K SF
- Executed lease renewal for additional fifteen years to existing tenant
- Exit cap rate ~325bps below acquisition cap rate

**NEW LEASING – GOLDEN, CO**
- Original tenant exercised termination option and paid ~$1M termination fee
- Executed new lease with zero downtime
- New lease for five years with 3% annual rental escalators
- Exit cap rate ~370bps below acquisition cap rate

**RENEWAL LEASING – EL PASO, TX**
- Two years of remaining lease term at time of acquisition
- Executed renewal lease with in-place tenant for ten years
- Exit cap rate ~230bps below acquisition cap rate

**REPOSITIONING – GARLAND, TX**
- Vacant at time of acquisition
- Capital spent to enhance marketability
- 100% leased for eight years
- Exit cap rate ~255bps below acquisition cap rate

**ACQUIRED VACANCY – GREER, SC**
- Vacant at time of acquisition
- Executed new lease with minimal downtime (five months)
- New seven-year lease with 3% annual rent escalators
- Exit cap rate ~130bps below acquisition cap rate

ABILITY TO CREATE VALUE THROUGH LEASING AND REDEVELOPMENT

(1) Acquisition cap rate compared third party real estate brokerage estimate of current exit cap rate
VALUE CREATION THROUGH REAL ESTATE SOLUTIONS

**Background**
- 260K SF facility located in Biddeford, ME originally built for a national baked goods company who left the facility in 2012
- Building was acquired by a private equity group in 2014 with the intention of selling the existing equipment and repositioning the asset to warehouse / distribution use

**Value Creation**
- Global shipping/packaging/logistics company identified the location as a regional hub
- Private equity group committed to the scope of redevelopment for the identified tenant but could not execute the project due to limited real estate and development expertise
- STAG acquired the asset from the private equity group, assumed the redevelopment responsibility and completed the redevelopment project

**Result**
- Long term lease to a credit tenant committed to the facility with a stabilized yield of 9.3%

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**VALUE CREATION THROUGH LEASING**

**Background**
- 491K SF facility located in Charlotte, NC occupied by a smaller retail credit
- Building was acquired at a 9.2% cap rate, which reflected the smaller credit and short lease term

**Value Creation**
- Tenant has operated out of the facility since 1978, which serves as the only distribution center for ~2,000 retail locations
- Identifying the critical nature of the facility to the tenant’s operations during the acquisition process, STAG extended the tenant’s lease by ~15 years with 2.5% rental escalators
- Given the attractiveness of a long-term lease to various real estate investor profiles, the asset was marketed for sale to realize the value creation

**Result**
- Asset sold for $32M at 6.2% cap rate; compared to $21M at a 9.2% cap rate at acquisition
<table>
<thead>
<tr>
<th>LOCATION</th>
<th>SOLD</th>
<th>BUILDING SIZE (SF)</th>
<th>PURCHASE PRICE ($)</th>
<th>DISPOSITION PROCEEDS ($)</th>
<th>ABSOLUTE PRICE RETURN</th>
<th>UNLEVERED IRR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gresham, OR</td>
<td>Q1 2016</td>
<td>420,690 SF</td>
<td>$14.3 million</td>
<td>$22.3 million</td>
<td>56%</td>
<td>17%</td>
</tr>
<tr>
<td>Orangeburg, SC</td>
<td>Q1 2016</td>
<td>319,000 SF</td>
<td>$4.6 million</td>
<td>$8.8 million</td>
<td>91%</td>
<td>38%</td>
</tr>
<tr>
<td>New Berlin, WI</td>
<td>Q2 2016</td>
<td>80,665 SF</td>
<td>$4.3 million</td>
<td>$5.9 million</td>
<td>37%</td>
<td>22%</td>
</tr>
<tr>
<td>Georgetown, KY</td>
<td>Q4 2016</td>
<td>96,680 SF</td>
<td>$3.8 million</td>
<td>$5.2 million</td>
<td>37%</td>
<td>13%</td>
</tr>
<tr>
<td>Pittsburgh, PA</td>
<td>Q4 2016</td>
<td>148,065 SF</td>
<td>$7.4 million</td>
<td>$9.3 million</td>
<td>26%</td>
<td>10%</td>
</tr>
<tr>
<td>Chicago, IL</td>
<td>Q4 2016</td>
<td>87,380 SF</td>
<td>$4.9 million</td>
<td>$5.8 million</td>
<td>18%</td>
<td>11%</td>
</tr>
<tr>
<td>Piscataway, NJ</td>
<td>Q3 2017</td>
<td>228,000 SF</td>
<td>$10.3 million</td>
<td>$17.8 million</td>
<td>73%</td>
<td>18%</td>
</tr>
<tr>
<td>Springfield, OH</td>
<td>Q3 2017</td>
<td>350,500 SF</td>
<td>$9.7 million</td>
<td>$11.0 million</td>
<td>13%</td>
<td>11%</td>
</tr>
<tr>
<td>Charlotte, NC</td>
<td>Q1 2018</td>
<td>491,025 SF</td>
<td>$20.1 million</td>
<td>$31.9 million</td>
<td>59%</td>
<td>14%</td>
</tr>
<tr>
<td>Longmont, CO</td>
<td>Q1 2018</td>
<td>159,611 SF</td>
<td>$13.9 million</td>
<td>$18.5 million</td>
<td>33%</td>
<td>12%</td>
</tr>
<tr>
<td>Charlotte, NC</td>
<td>Q2 2018</td>
<td>104,852 SF</td>
<td>$6.5 million</td>
<td>$7.5 million</td>
<td>15%</td>
<td>18%</td>
</tr>
<tr>
<td>Dallas, TX</td>
<td>Q3 2018</td>
<td>101,500 SF</td>
<td>$3.7 million</td>
<td>$6.0 million</td>
<td>62%</td>
<td>11%</td>
</tr>
</tbody>
</table>

NEW BERLIN, WI

LONGMONT, CO

CHARLOTTE, NC

RELATIVE VALUE ACQUISITION STRATEGY COMBINED WITH AN EXPERT REAL ESTATE OPERATING PLATFORM CREATES VALUE
TENANT PROFILE

TENANTS ARE SIGNIFICANT ENTERPRISES WITH LARGE SPACE REQUIREMENTS

- Single-tenant industrial real estate focus generally results in larger tenant sizes compared to a multi-tenant strategy

<table>
<thead>
<tr>
<th>TENANT PROFILE AS OF JUNE 30, 2019 (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Tenants</td>
</tr>
<tr>
<td>Average Tenant Size (Square Feet)</td>
</tr>
<tr>
<td>Average Annualized Base Rental Revenue Per Square Foot</td>
</tr>
<tr>
<td>Average Annualized Base Rental Revenue Per Tenant ($000s)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CREDIT PROFILE AS OF JUNE 30, 2019 (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tenants Publicly Rated</td>
</tr>
<tr>
<td>Tenants Rated Investment Grade</td>
</tr>
<tr>
<td>Tenant Revenue &gt; $100 million</td>
</tr>
<tr>
<td>Tenant Revenue &gt; $1 billion</td>
</tr>
</tbody>
</table>

CREDIT TEAM

- In-depth, initial and ongoing quantitative and qualitative credit analysis by dedicated Credit Team
  - Four team members underwrite every current and prospective credit within the portfolio
- Assign every tenant an internal credit rating with daily to annual monitoring protocols
  - Internal credit rating generates the default curve used in the underwriting model and helps inform Asset Management as tenant-level decisions are made
  - Maintains internal credit review and watch lists
- Responsible for credit rating, probability of reorganization or liquidation upon default, GICS industry exposure classification, and continued credit coverage with monthly update to senior management
- Process includes in-depth management calls and discussions with third party references

EXTENSIVE CREDIT UNDERWRITING EXPERTISE

(1) Based on Annualized Base Rental Revenue and the inclusion of tenants, guarantors, and / or non-guarantor parents
### CAPITAL STRUCTURE

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Share price as of 6/30/2019</td>
<td>$30.24</td>
</tr>
<tr>
<td>Shares and units outstanding</td>
<td>130,342</td>
</tr>
<tr>
<td><strong>Total equity capitalization</strong></td>
<td><strong>$3,941,555</strong></td>
</tr>
<tr>
<td>Series C preferred equity</td>
<td>75,000</td>
</tr>
<tr>
<td><strong>Total preferred equity</strong></td>
<td><strong>$75,000</strong></td>
</tr>
<tr>
<td>Revolving credit facility</td>
<td>129,000</td>
</tr>
<tr>
<td>Unsecured term loans</td>
<td>600,000</td>
</tr>
<tr>
<td>Unsecured notes</td>
<td>575,000</td>
</tr>
<tr>
<td>Secured debt</td>
<td>56,050</td>
</tr>
<tr>
<td><strong>Total debt</strong></td>
<td><strong>$1,360,050</strong></td>
</tr>
<tr>
<td><strong>Total capitalization</strong></td>
<td><strong>$5,376,605</strong></td>
</tr>
</tbody>
</table>

Debt / total capitalization: 25.3%
Debt + preferred / total capitalization: 26.7%
Net debt + preferred / Real Estate Cost Basis: 36.7%
Net debt / run rate Adjusted EBITDAre: 4.6x

Credit Rating: Moody’s Baa3 / Fitch BBB

### DEBT MATURITIES

- **Undrawn Revolver Balance: $371.0mm**
- **Undrawn Term Loan E: $175mm**

- **Wtd. Avg. Maturity of 4.2 years**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revolver</th>
<th>Term Loans</th>
<th>Unsecured Notes</th>
<th>Secured</th>
<th>Committed, Undrawn</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>$150</td>
<td>$150</td>
<td>$202</td>
<td>$754</td>
<td>$20</td>
</tr>
<tr>
<td>2020</td>
<td>$150</td>
<td>$150</td>
<td>$202</td>
<td>$225</td>
<td>$175</td>
</tr>
<tr>
<td>2021</td>
<td>$202</td>
<td>$202</td>
<td>$202</td>
<td>$175</td>
<td>$130</td>
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<tr>
<td>2022</td>
<td>$202</td>
<td>$202</td>
<td>$202</td>
<td>$130</td>
<td>$100</td>
</tr>
<tr>
<td>2023</td>
<td>$202</td>
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<td>$202</td>
<td>$100</td>
<td>$100</td>
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<tr>
<td>2024</td>
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<td>$100</td>
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<tr>
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<tr>
<td>2028</td>
<td>$202</td>
<td>$202</td>
<td>$202</td>
<td>$100</td>
<td>$100</td>
</tr>
</tbody>
</table>

- **($000s except share price)**

- **Low leverage balance sheet:**
  - Debt + preferred / total capitalization of 26.7% and net debt + preferred / Real Estate Cost Basis of 36.7%
  - Target net debt / EBITDAre of 4.75 to 6.0x
- Well-laddered debt maturities with no greater than 15% of debt maturing in any one year, excluding the revolver
- Almost entirely unencumbered asset base – only $56 million of secured debt provides optionality and flexibility for balance sheet management
- **$545 million of liquidity including an undrawn $175 million unsecured term loan**
- **Current investment grade ratings from Moody’s (Baa3 / stable) and Fitch (BBB / stable)**

(1) Includes common shares, participating securities, and units outstanding
(2) Consists of $371.0M undrawn revolver balance and $175M undrawn Term Loan E
Peers consist of DRE, EGP, FR, LPT, PLD, REXR & TRNO

(1) Dividend Yield as of September 10, 2019

(2) Implied cap rate per Wall Street research

(3) FFO and AFFO Multiple (including for STAG Industrial) incorporates published SNL Consensus FFO estimates based on closing share prices as of September 9, 2019
| **GREEN LEASE LEADERS AWARD RECIPIENT** | • Silver level awarded in 2019  
Recognizes forward-thinking companies that utilize energy efficient and sustainable leases  
• STAG form lease crafted to include environmentally friendly provisions with an emphasis on energy efficiency to promote sustainability |
| **SOLAR PANEL INSTALLATION** | • Three installations to be completed in 2019 and additional viable sites identified within the portfolio; actively pursuing opportunities nationwide  
Leverage rooftop square footage to create clean energy  
• Four states / 12 buildings / 21 mega watts potential production |
| **REFLECTIVE ROOFING** | • Converted 16% of roofs from non-reflective to reflective since 2015  
Redirect sunlight to reduce warehouse temperature and decrease energy usage  
• Expect 40% + of portfolio to benefit from reflective roofing by YE 2019 |
| **LED LIGHTING CONVERSION** | • Efficient lighting systems in 86% of portfolio  
More efficient lighting system reduces energy usage  
• Converted more than four million square feet of less efficient lighting systems to LED systems since 2016  
• Actively pursuing additional opportunities for upgrade across portfolio |

**CONTINUOUS EVALUATION OF PORTFOLIO TO IDENTIFY AND PROMOTE ENVIRONMENTALLY SOUND OWNERSHIP AND OCCUPANCY**
SUSTAINABILITY - SOCIAL & GOVERNANCE

SOCIAL RESPONSIBILITY

- STAG Industrial’s internal Charitable Action Committee is a proud supporter of Boston-based nonprofit organizations
  - Donated and coordinated fundraising for $350k+ and 1,000+ hours to support thousands of children and young adults
  - Corporate Partner of the Year – Heading Home (2015)
  - Chair of Home for Little Wanderers annual fundraiser (2017)
  - Lead sponsor and speaker at BASE’s College and Career Celebration (2018)

GOVERNANCE

- Board diversity with designated lead independent director
- Shareholder friendly bylaws including majority voting and shareholder ability to amend bylaws
- Alignment of management compensation with total shareholder return
- Stock ownership guidelines for executives & directors
SUMMARY

VALUE CREATION

- Large and persisting opportunity to acquire mispriced industrial real estate assets
- Focus on relative value leads to evaluation of all markets, all credit profiles and all lease terms
- Emphasis on diversification enhances value and stability of portfolio cash flows
- Comprehensive operating platform capable of addressing every physical aspect and tenant scenario related to real estate ownership
- Capitalized with an investment grade balance sheet

DELIVERING GROWTH AND INCOME TO OUR SHAREHOLDERS
DEFINITIONS
Non-GAAP Financial Measures & Other Definitions

Acquisition Capital Expenditures: We define Acquisition Capital Expenditures as Recurring and Non-Recurring Capital Expenditures identified at the time of acquisition. Acquisition Capital Expenditures also include new lease commissions and tenant improvements for space that was not occupied under the Company’s ownership.

Annualized Base Rental Revenue: We define Annualized Base Rental Revenue as the monthly base cash rent for the applicable property or properties (which is different from rent calculated in accordance with GAAP for purposes of our financial statements), multiplied by 12. If a tenant is in a free rent period, the annualized rent is calculated based on the first contractual monthly base rent amount multiplied by 12.

Capitalization Rate: We define Capitalization Rate as the estimated weighted average cash Capitalization Rate, calculated by dividing (i) the Company’s estimate of year one cash net operating income from the applicable property’s operations stabilized for occupancy (post-lease-up for vacant properties), which does not include termination income, miscellaneous other income, capital expenditures, general and administrative costs, reserves, tenant improvements and leasing commissions, credit loss, or vacancy loss, by (ii) the GAAP purchase price plus estimated Acquisition Capital Expenditures. These Capitalization Rate estimates are subject to risks, uncertainties, and assumptions and are not guarantees of future performance, which may be affected by known and unknown risks, trends, uncertainties, and factors that are beyond our control, including those risk factors contained in our Annual Report on Form 10-K for the year ended December 31, 2018.

Cash Rent Change: We define Cash Rent Change as the percentage change in the base rent of the lease commenced during the period compared to the base rent of the Comparable Lease for assets included in the Operating Portfolio. The calculation compares the first base rent payment due after the lease commencement date compared to the base rent of the last monthly payment due prior to the termination of the lease, excluding holdover rent. Rent under gross or similar type leases are converted to a net rent based on an estimate of the applicable recoverable expenses.

Comparable Lease: We define a Comparable Lease as a lease in the same space with a similar lease structure as compared to the previous in-place lease, excluding new leases for space that was not occupied under our ownership.

Earnings before Interest, Taxes, Depreciation, and Amortization for Real Estate (EBITDAre), Adjusted EBITDAre, Annualized Adjusted EBITDAre, and Run Rate Adjusted EBITDAre: We define EBITDAre in accordance with the standards established by the National Association of Real Estate Investment Trusts (“NAREIT”). EBITDAre represents net income (loss) (computed in accordance with GAAP) before interest expense, tax, depreciation and amortization, gains or losses on the sale of rental property, and loss on impairments. Adjusted EBITDAre further excludes transaction costs, termination income, straight-line rent adjustments, non-cash compensation, amortization of above and below market leases, net, gain (loss) on involuntary conversion, loss on extinguishment of debt, and other non-recurring items.

We define Annualized Adjusted EBITDAre as Adjusted EBITDAre multiplied by four.

We define Run Rate Adjusted EBITDAre as Adjusted EBITDAre plus incremental Adjusted EBITDAre adjusted for a full period of acquisitions and dispositions. Run Rate Adjusted EBITDAre does not reflect the Company’s historical results and does not predict future results, which may be substantially different.

EBITDAre, Adjusted EBITDAre, and Run Rate Adjusted EBITDAre should not be considered as an alternative to net income (determined in accordance with GAAP) as an indication of our performance, and we believe that to understand our performance further, EBITDAre, Adjusted EBITDAre, and Run Rate Adjusted EBITDAre should be compared with our reported net income or net loss in accordance with GAAP, as presented in our consolidated financial statements. We believe that EBITDAre, Adjusted EBITDAre, and Run Rate Adjusted EBITDAre are helpful to investors as supplemental measures of the operating performance of a real estate company because they are direct measures of the actual operating results of our properties. We also use these measures in ratios to compare our performance to that of our industry peers.
Fixed Charge Coverage Ratio: We define the Fixed Charge Coverage Ratio as Adjusted EBITDA divided by cash interest expense, preferred dividends paid and principal payments.

Funds from Operations (FFO) and Core FFO: We define FFO in accordance with the standards established by the National Association of Real Estate Investment Trusts (“NAREIT”). FFO represents net income (loss) (computed in accordance with GAAP), excluding gains (or losses) from sales of depreciable operating property, gains (losses) from sales of land, impairment write-downs of depreciable real estate, real estate related depreciation and amortization (excluding amortization of deferred financing costs and fair market value of debt adjustment) and after adjustments for unconsolidated partnerships and joint ventures. Core FFO excludes transaction costs, amortization of above and below market leases, net, loss on extinguishment of debt, gain (loss) on involuntary conversion, gain (loss) on swap ineffectiveness, and non-recurring other expenses.

None of FFO or Core FFO should be considered as an alternative to net income (determined in accordance with GAAP) as an indication of our performance, and we believe that to understand our performance further, these measurements should be compared with our reported net income or net loss in accordance with GAAP, as presented in our consolidated financial statements. We use FFO as a supplemental performance measure because it is a widely recognized measure of the performance of REITs. FFO may be used by investors as a basis to compare our operating performance with that of other REITs. We and investors may use Core FFO similarly as FFO.

However, because FFO and Core FFO exclude, among other items, depreciation and amortization and capture neither the changes in the value of our buildings that result from use or market conditions of our buildings, all of which have real economic effects and could materially impact our results from operations, the utility of these measures as measures of our performance is limited. In addition, other REITs may not calculate FFO in accordance with the NAREIT definition as we do, and, accordingly, our FFO may not be comparable to such other REITs’ FFO. Similarly, our calculation of Core FFO may not be comparable to similarly titled measures disclosed by other REITs.

GAAP: We define GAAP as generally accepted accounting principles in the United States.

Liquidity: We define Liquidity as the amount of aggregate undrawn nominal commitments the Company could immediately borrow under the Company’s unsecured debt instruments, consistent with the financial covenants, plus unrestricted cash balances.

Location Classification: We define primary markets as the markets which have approximately 200 million or more in net rentable square footage. We define secondary industrial markets as the markets which each have net rentable square footage ranging from approximately 25 million to approximately 200 million. We define tertiary markets as markets with less than 25 million square feet of net rentable square footage.

Market: We define Market as the market defined by CoStar based on the building address. If the building is located outside of a CoStar defined market, the city and state is reflected.
Net operating income (NOI), Cash NOI, and Run Rate Cash NOI: We define NOI as rental income, including reimbursements, less property expenses, which excludes depreciation, amortization, loss on impairments, general and administrative expenses, interest expense, interest income, transaction costs, gain (loss) on involuntary conversion, loss on extinguishment of debt, gain on sales of rental property, and other expenses.

We define Cash NOI as NOI less straight-line rent adjustments and less amortization of above and below market leases, net.

We define Run Rate Cash NOI as Cash NOI plus Cash NOI adjusted for a full period of acquisitions and dispositions, less cash termination income. Run Rate Cash NOI does not reflect the Company’s historical results and does not predict future results, which may be substantially different.

We consider NOI, Cash NOI and Run Rate Cash NOI to be appropriate supplemental performance measures to net income because we believe they help us, and investors understand the core operations of our buildings. None of these measures should be considered as an alternative to net income (determined in accordance with GAAP) as an indication of our performance, and we believe that to understand our performance further, these measurements should be compared with our reported net income or net loss in accordance with GAAP, as presented in our consolidated financial statements. Further, our calculations of NOI, Cash NOI and Run Rate NOI may not be comparable to similarly titled measures disclosed by other REITs.

Non-Recurring Capital Expenditures: We define Non-Recurring Capital Expenditures as capital items for upgrades or items that previously did not exist at a building or capital items which have a longer useful life, such as roof replacements. Non-Recurring Capital Expenditures funded by parties other than the Company and Acquisition Capital Expenditures are excluded.

Occupancy Rate: We define Occupancy Rate as the percentage of total leasable square footage for which either revenue recognition has commenced in accordance with GAAP or the lease term has commenced as of the close of the reporting period, whichever occurs earlier.

Operating Portfolio: We define the Operating Portfolio as all warehouse and light manufacturing assets that were acquired stabilized or have achieved Stabilization. The Operating Portfolio excludes non-core flex/office assets and assets contained in the Value-Add Portfolio.

Pipeline: We define Pipeline as a point in time measure that includes all of the transactions under consideration by the Company's acquisitions group that have passed the initial screening process. The pipeline also includes transactions under contract and transactions with non-binding LOIs.

Real Estate Cost Basis: We define Real Estate Cost Basis as the book value of rental property and deferred leasing intangibles, exclusive of the related accumulated depreciation and amortization.

Recurring Capital Expenditures: We define Recurring Capital Expenditures as capital items required to sustain existing systems and capital items which generally have a shorter useful life. Recurring Capital Expenditures funded by parties other than the Company are excluded.

Renewal Lease: We define a Renewal Lease as a lease signed by an existing tenant to extend the term for 12 months or more, including (i) a renewal of the same space as the current lease at lease expiration, (ii) a renewal of only a portion of the current space at lease expiration and (iii) an early renewal or workout, which ultimately does extend the original term for 12 months or more.
Retention: We define Retention as the percentage determined by taking Renewal Lease square footage commencing in the period divided by square footage of leases expiring in the period for assets included in the Operating Portfolio.

Same Store: We define Same Store properties as properties that were in the Operating Portfolio for the entirety of the comparative periods presented.

Stabilization: We define Stabilization for assets under development or redevelopment to occur upon the earlier of achieving 90% occupancy or 12 months after completion. Stabilization for assets that were acquired and immediately added to the Value-Add Portfolio occurs under the following:

- if acquired with less than 75% occupancy as of the acquisition date, Stabilization will occur upon the earlier of achieving 90% occupancy or 12 months from the acquisition date;
- if acquired and will be less than 75% occupied due to known move-outs within two years of the acquisition date, Stabilization will occur upon the earlier of achieving 90% occupancy after the known move-outs have occurred or 12 months after the known move-outs have occurred.

Straight-line Rent Change (SL Rent Change): We define SL Rent Change as the percentage change in the average monthly base rent over the term of the lease, calculated on a straight-line basis, of the lease commenced during the period compared to the Comparable Lease for assets included in the Operating Portfolio. Rent under gross or similar type leases are converted to a net rent based on an estimate of the applicable recoverable expenses, and this calculation excludes the impact of any holdover rent.

Value Add Portfolio: We define the Value-Add Portfolio as properties that meet any of the following criteria:

- less than 75% occupied as of the acquisition date;
- will be less than 75% occupied due to known move-outs within two years of the acquisition date;
- out of service with significant physical renovation of the asset;
- development.

Weighted Average Lease Term: We define Weighted Average Lease Term as the contractual lease term in years as of the lease start date weighted by square footage. Weighted Average Lease Term related to acquired assets reflects the remaining lease term in years as of the acquisition date weighted by square footage.