FORWARD-LOOKING STATEMENTS & DEFINITIONS

Forward-Looking Statements

This presentation contains 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. STAG Industrial, Inc. ("STAG" or the "Company") intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and includes this statement for purposes of complying with these safe harbor provisions. Forward-looking statements, which are based on certain assumptions and describe STAG’s future plans, strategies and expectations, are generally identifiable by use of the words “believe,” “will,” “expect,” “intend,” “anticipate,” “estimate,” “should”, “project” or similar expressions. You should not rely on forward-looking statements since they involve known and unknown risks, uncertainties and other factors that are, in some cases, beyond STAG’s control and which could materially affect actual results, performances or achievements. Factors that may cause actual results to differ materially from current expectations include, but are not limited to, the risk factors discussed in STAG’s most recent Annual Report on Form 10-K for the year ended December 31, 2023, as updated by the Company’s subsequent reports filed with the Securities and Exchange Commission. Accordingly, there is no assurance that STAG’s expectations will be realized. Except as otherwise required by the federal securities laws, STAG disclaims any obligation or undertaking to publicly release any updates or revisions to any forward-looking statement contained herein (or elsewhere) to reflect any change in STAG’s expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based.

Defined Terms, Including Non-GAAP Measurements

Please refer to the Company’s supplemental information package for definitions of capitalized terms used herein, such as Cash Rent Change and Retention, as well as “non-GAAP” financial measures, such as Adjusted EBITDAre, Cash Available for Distribution, Cash NOI and Core FFO. The Company’s supplemental information package provides reconciliations of non-GAAP financial measures to net income (loss) in accordance with generally accepted accounting principles in the U.S. ("GAAP"). None of the non-GAAP financial measures is intended as an alternative to net income (loss) in accordance with GAAP as a measure of the Company’s financial performance.

The supplemental information package, which contains additional disclosures and financial information, is available on the Company’s website at www.stagindustrial.com.
STAG OVERVIEW

Only pure-play industrial REIT active across all CBRE Tier 1 industrial real estate markets

Platform designed to provide growth through sophisticated industrial operation and attractive opportunity set

Member of the S&P Mid-Cap 400 index

<table>
<thead>
<tr>
<th>2011 IPO</th>
<th>STAG NYSE</th>
</tr>
</thead>
<tbody>
<tr>
<td>CBRE Tier 1</td>
<td>112.3 Million SF</td>
</tr>
<tr>
<td>Market Focus</td>
<td>Owned</td>
</tr>
<tr>
<td>S&amp;P MidCap 400</td>
<td>$9.9 Billion</td>
</tr>
<tr>
<td>Member</td>
<td>Enterprise Value</td>
</tr>
<tr>
<td>569 Buildings</td>
<td>41.7%</td>
</tr>
<tr>
<td></td>
<td>Total Shareholder Return</td>
</tr>
<tr>
<td></td>
<td>Since December 31, 2020 (As of December 31, 2023)</td>
</tr>
</tbody>
</table>

1. CBRE-EA Tier 1 industrial markets are those markets with a sufficient sample of building-by-building rent observations at the market and submarket level over the trailing 10 years. The Tier 1 list includes 75 of the 135 markets covered by CBRE-EA and is highly correlated with larger populations and/or more established industrial markets.

2. Reflects data as of Q4 2023.
PORTFOLIO METRICS

Number of States
As of Q4 ’23

41

CBRE Tier 1 and Tier 2 Exposure By % ABR

86%

Weighted Average Lease Term (Years)

4.5

Multi-Tenant Industrial % NRA

25.0%

Equity Market Capitalization (millions)

$7,284

Free Cash Flow (annual) after Dividends

~ $90 mm

CAD Payout Ratio

75.0%

2024

~ 2.7%

Cash Rent Change

25% – 30%

SL Rent Change

30% – 35%

Same Store Cash NOI % Growth

~ 5.0%

Net Debt to Annualized Run Rate Adjusted EBITDAre

5.00x – 5.50x

% secured debt

< 0.1%

1. Excludes flex/office assets.
2. NRA is defined as Net Rentable Area.
3. Calculated as full year 2023 Cash Available for Distribution of approximately $361 Million less full year cash dividends paid in 2023 of approximately $271 million.
4. Calculated as full year 2023 cash dividends paid of approximately $271 million divided by full year 2023 Cash Available for Distribution of approximately $361 million.
5. Management’s forecasts. Actual results may vary.

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SUPPLY DYNAMICS

~60% of US construction pipeline is greater than 300k SF

STAG’s average lease size less than 150k SF and median lease size less than 100k SF

47% of the US construction pipeline is isolated within the top 10 most active construction markets

Only ~16% of the US construction pipeline is in STAG’s top 10 markets

TOTAL PRODUCT UNDER CONSTRUCTION BY SIZE RANGE

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E-commerce and supply chain reconfiguration are secular demand drivers. E-commerce penetration rate is expected to reach nearly one-third of all retail sales by 2024 in the United Kingdom. The US has meaningful incremental e-commerce runway based on historical UK rates.

E-commerce penetration rate is expected to reach 27% by 2026 in the US.

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1. 2022 tenant survey - % reflected associated with survey responses received.
2. Source: Statista.
3. Source: St. Louis FRED.

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Accelerating re-shoring and near-shoring trends continue to drive domestic warehouse space demand

Approximately 30% of STAG’s portfolio is located within 60-mile radius of Megasite Projects

STAG SF (in Millions)
- 0.0-0.5
- 0.5-1.0
- 1.0-2.1
- 2.1-5.3
- 5.3-10.7

1. Megasite Projects are defined as sites listed on the White House “Investing in America” initiative that documents areas where public policy and private investment have combined to inject more than $464 billion in private investment across Electric Vehicles, Batteries, Semiconductors, and Electronics since 2021. A 60-mile radius is approximately a one-hour drive.
NEARSHORING CASE STUDY - EL PASO, TX

Corporate & Govt Investment/Infrastructure

- More than 70 Fortune 500 firms heavily invested in region
- Major bridge infrastructure for freight transport
- El Paso named #1 foreign-trade zone location for large tenants in the Americas

Supportive Regulatory Climate

- USMCA: A modern trade agreement signed with Mexico & Canada in 2018 and runs through 2036
  - Provides tariff protection for key industries
- Mexico has surpassed China as the U.S. #1 trade partner

Strategic Location/Superior Labor:

- Juarez logistically proximate
- More than two million residents in El Paso/Juarez
- Labor pool is highly available, productive, and cost competitive

Leasing Results 1:

- Three leases commenced in 2023
- 59.4% cash releasing spreads
- Less than one month of average downtime

1. Leasing results exclude Value Add assets, first generation leasing, and short-term leasing.
South Carolina Features Attractive Profile for Manufacturing Investment

- Easy access to growing ports, favorable tax incentives, and deep labor pools
- BMW has invested $12.4 billion in its Spartanburg plant since 1994
  - This includes the recent $1.7 billion to prepare the plant and surrounding operations for electric vehicle production

Private Investment in Domestic Manufacturing Surging

- Since 2021 companies have committed $11 billion in manufacturing investments to South Carolina
  - BMW, Redwood Materials, VW/Scout Motors, and Envision AESC are among the largest investors in domestic manufacturing in the region
  - Legislation including the Inflation Reduction Act, the CHIPS Act, and the Infrastructure Investment & Jobs Act have resulted in $2.6 billion in funding for infrastructure projects in South Carolina

Leasing Results 1:

- Seven leases commenced in 2023
- 19.0% cash releasing spreads
- Less than one month of average downtime

1. Leasing results exclude Value Add assets, first generation leasing, and short-term leasing.
1. CBRE-EA Tier 1 industrial markets are those markets with a sufficient sample of building-by-building rent observations at the market and submarket level over the trailing 10 years. The Tier 1 list includes 75 of the 135 markets covered by CBRE-EA and is highly correlated with larger populations and/or more established industrial markets.

2. CBRE-EA Tier 1 industrial markets only. Excludes buildings purchased after 12/31/2020.

STAG Markets forecast | 2021 | 2022 | 2023 | 2024 - 2027
--- | --- | --- | --- | ---
CBRE Tier 1 market forecast | 7.1% | 10.3% | 7.1% | Mid-Single Digits

STAG’s portfolio rent growth exceeded market rent growth by 9.8% \(^2\)

1. CBRE-EA Tier 1 industrial markets are those markets with a sufficient sample of building-by-building rent observations at the market and submarket level over the trailing 10 years. The Tier 1 list includes 75 of the 135 markets covered by CBRE-EA and is highly correlated with larger populations and/or more established industrial markets.

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2. Based on annualized base rental revenue and the inclusion of tenants, guarantors, and/or non-guarantor parents.

### 2023 Metrics

<table>
<thead>
<tr>
<th></th>
<th>% of Current Portfolio (% of ABR)</th>
<th>Cash Rent Change</th>
<th>Same Store Cash NOI Growth</th>
<th>WA Rent Per SF</th>
<th>CBRE Tier 1 markets (% of ABR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets acquired prior to 2016</td>
<td>31.8%</td>
<td>31.1%</td>
<td>3.0%</td>
<td>$4.92</td>
<td>59.2%</td>
</tr>
<tr>
<td>Assets acquired from 2016 – Present</td>
<td>68.2%</td>
<td>30.9%</td>
<td>7.1%</td>
<td>$5.44</td>
<td>81.8%</td>
</tr>
<tr>
<td>Total Portfolio</td>
<td>100.0%</td>
<td>31.0%</td>
<td>5.6%</td>
<td>$5.27</td>
<td>74.6%</td>
</tr>
</tbody>
</table>

- 2024 Same Store Cash NOI growth guidance range of 4.75% - 5.25%
- 71.8% of expected 2024 new and renewal leasing has been addressed, consisting of 9.6 million square feet, achieving Cash Rent Change of 28.6% as of February 26, 2024
- Tenant credit strength: 58% of STAG’s tenants have annual revenue exceeding $1 billion and 83% of tenants have annual revenue exceeding $100 million.
VALUE-ADD & BUILDING EXPANSION ACTIVITY

STAG has completed more Value-Add projects since 2020 than IPO to 2019

20+ value-add leasing projects identified and executed through STAG's leasing & operating platform

~ 20 building expansion projects identified & completed by STAG's Asset Management & Capital Projects teams

Leveraging local market expertise and relationships to take advantage of opportunities

1. Acquisition cap rate compared to third party real estate brokerage estimate of current exit cap rate.

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DEVELOPMENT PROJECTS

STEVE T. KIMBALL
Executive Vice President of Real Estate Operations

BRIAN M. LAMONT
Senior Vice President, Head of Development & ESG

Four development projects completed and in-process to date

BURLINGTON, NJ
Acquired 500K SF building with 25 acres of excess land in 2015, which was subdivided for development
Full Class A building specifications with an independent access drive to enhance ingress / egress
Construction began in April 2019 and the building was completed on May 11, 2020
Signed a long-term lease with a large investment grade rated e-commerce tenant in July 2020
Achieved an estimated 9.2% stabilized yield on the project
Tenant renewed in February 2023 at a Cash Rent Change of 61.5%

WEST SACRAMENTO, CA
Acquired in December 2021 while project was under construction
Located in primary submarket of Sacramento near two major interstates, the Port of Sacramento, and downtown
Substantial building shell completion was achieved on May 23, 2022
Best-in-class specifications including 40’ clear height, ESFR, LED, and trailer storage
Signed a long-term lease in October 2022 at an above market rent

GREER, SC (PORT 290)
Acquired 76 acres of land in April 2022 with the intent to develop two class A warehouses totaling approximately 720K SF
Located in a primary submarket of the Greenville-Spartanburg market with close proximity to the GSP airport, Inland Port at Greer, BMW plant, and two interstates
Construction began in April 2022 and substantial shell completion was achieved in Q3 2023

TAMPA, FL 1
Acquired 31 acres of entitled land in August 2023 with the intent to develop two class A warehouses totaling approximately 300K SF
Located in the East submarket, a supply constrained submarket with a shallow pipeline of competitive new product being delivered, and with close proximity to a major interstate/downtown Tampa
Construction began in September 2023 with an estimated substantial shell completion date in the second half of 2024
Average projected suite size of approximately 50K SF to meet increased tenant demand in this size range

1. The Tampa, FL photo is a rendering of the to-be-completed facilities.

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ACQUISITIONS PLATFORM

PROCESS DRIVEN APPROACH TO ADDRESS ATTRACTIVE OPPORTUNITY

MICHAEL C. CHASE
Executive Vice President and Chief Investment Officer

- Value created via granular approach to acquisitions across a broad opportunity set
- Benefit from relationships with real estate brokers developed over time who value STAG’s institutional transactional certainty
- Difficult-to-replicate platform constructed to rationally evaluate thousands of opportunities – quantitative approach allows for wide opportunity set
- Leverage data analytics to identify markets and potential acquisition opportunities
- Average annual acquisition volume of ~$800 million over the last six years

SACRAMENTO, CA
In August 2023, STAG acquired this building located in Sacramento and 100% leased to HD Supply

HD Supply was renewed for 36 months with 4% annual escalators and a Cash Rent Change of 44%

Located in Power Inn, Sacramento’s most established and largest submarket, the building was a rare stand-alone 100K SF cross-dock facility that was also easily divisible down to 50K SF which offered flexibility in a re-leasing scenario

SPARTANBURG, SC
In an off-market deal, acquired two 233K SF recently delivered vacant spec buildings in Spartanburg, SC in October 2023

The Class A buildings are well-located in the Greenville/Spartanburg market with direct frontage on I-85

At closing, STAG signed a full building lease on one of the buildings above pro-forma. This initial lease-up was well ahead of initial underwriting

EL PASO, TX
Acquired a four-building 326K SF portfolio in greater El Paso, TX in July 2022

The portfolio consisted of well-located infill assets in close proximity to local / regional infrastructure providing the existing tenant base with cross border and regional distribution capabilities

As of closing, the portfolio had a WALT of 3.5 years with in-place rents approximately 20% below market

Since closing on the portfolio, STAG executed on one renewal in a 20k SF suite at a Cash Rent Change of 84%
As of 2022

Net Debt to Annualized Run Rate Adjusted EBITDA<sub>e</sub>

<table>
<thead>
<tr>
<th></th>
<th>As of 2022</th>
<th>As of 2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ratio</td>
<td>5.2x</td>
<td>4.9x</td>
</tr>
<tr>
<td>Fixed Charge Coverage Ratio</td>
<td>5.8x</td>
<td>5.4x</td>
</tr>
</tbody>
</table>

Note: Information presented as of Q4 2023.
1. Inclusive of fixed interest rate swaps.
2. Debt notional reflects outstanding revolving credit facility balance as of December 31, 2023. Assumes exercise of all extension options at the Company’s discretion, subject to certain conditions.

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# Building Blocks of Growth

<table>
<thead>
<tr>
<th>Internal Growth</th>
<th>HISTORICAL TREND</th>
<th>2024 GUIDANCE</th>
<th>NOTES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Average Same Store Cash NOI growth of ~2.5% over past nine years</td>
<td>Same Store Cash NOI growth of 4.75% - 5.25%</td>
<td>Expect recent Same Store Cash NOI growth to be sustainable, driven by increase in rental escalators, higher cash releasing spreads, and shorter downtimes as compared to historical trend</td>
</tr>
<tr>
<td></td>
<td>Same Store Cash NOI growth of 4.75% - 5.25%</td>
<td>• Retention range of 70% – 75%</td>
<td>71.8% of expected 2024 new and renewal leasing has been addressed, consisting of 9.6 million square feet, achieving Cash Rent Change of 28.6% ¹</td>
</tr>
<tr>
<td></td>
<td>• Cash Rent Change of 25% to 30%</td>
<td>• WA rental escalators ~ 2.7% across portfolio</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• WA rental escalators ~ 2.7% across portfolio</td>
<td></td>
<td></td>
</tr>
<tr>
<td>External Growth</td>
<td>Average acquisition volume of ~$800 million over past six years</td>
<td>Acquisition volume range of $350 million to $650 million</td>
<td>Pipeline equal to $3.1 billion ²</td>
</tr>
<tr>
<td></td>
<td>Acquisition volume range of $350 million to $650 million</td>
<td>• Stabilized Cash Capitalization Rate of 6.00% - 6.50%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Disposition range of $75 to $125 million</td>
<td></td>
<td></td>
</tr>
<tr>
<td>G&amp;A</td>
<td>G&amp;A as a % of NOI has averaged ~12% over past nine years</td>
<td>G&amp;A range of $49 to $51 million</td>
<td>G&amp;A as a % of NOI below 9% as of Q4 2023; Additional scalability in platform will maintain downward pressure</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>Average capital expenditure as a percentage of Cash NOI of 7% over past five years</td>
<td>Capital expenditure as a percentage of Cash NOI of ~7%</td>
<td></td>
</tr>
<tr>
<td>Capitalization</td>
<td>Reduction in leverage since 2015 with Net Debt plus preferred to Annualized Run Rate Adjusted EBITDA reduced from 6.4x in 2015 to 4.9x as of Q4 2023</td>
<td>Net Debt to Annualized Run Rate Adjusted EBITDA of 5.00x to 5.50x</td>
<td>Retained ~$90 million of free cash flow after dividends paid in 2023</td>
</tr>
<tr>
<td></td>
<td>Cash Available for Distribution payout ratio equal to 75.0% for the year ended 2023</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1. As of February 26, 2024
2. As of February 12, 2024

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**CLEAR PATH TO STRONG CORE FFO AND CAD GROWTH**

+ Portfolio premium created as a result of granular asset acquisition strategy
+ Additional value created at the asset level through value-add projects and built-to-suit take-out acquisitions
+ Additional value created at the asset level through expansions and developments

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COMPELLING VALUATION

Growing Income
- Internal growth with long history of success managing portfolio
- External growth with large opportunity set and robust investment pipeline
- Opportunistic development projects by partnering local and regional developers looking to diversify their project pipeline

Value Creation
- Attractive asset class that is difficult to aggregate
- Granular investment approach to identify relative value
- Value add opportunities at asset level

Low Risk
- Widely diversified portfolio across geography, tenancy, industry, lease maturity
- Investment grade balance sheet with low leverage and high level of liquidity
- Historically low credit loss
- Nearly a third of tenants are investment grade
- Retaining $90-100 million of cash annually

High Quality
- CBRE Tier 1 strategy

<table>
<thead>
<tr>
<th></th>
<th>IMPLIED CAP RATE</th>
<th>FFO MULTIPLE</th>
<th>AFFO MULTIPLE</th>
<th>DIVIDEND YIELD</th>
</tr>
</thead>
<tbody>
<tr>
<td>STAG</td>
<td>5.9%</td>
<td>16.4x</td>
<td>19.1x</td>
<td>3.9%</td>
</tr>
<tr>
<td>Peer Average</td>
<td>4.5%</td>
<td>24.9x</td>
<td>30.7x</td>
<td>2.7%</td>
</tr>
</tbody>
</table>

1. Information presented as of February 12, 2024 (closing share price as of February 9, 2024); STAG metrics use full year 2023 Core FFO and Cash Available for Distribution for Distribution for the FFO and AFFO Multiples, respectively. Peer metrics use full year 2023 Core FFO and AFFO for the FFO and AFFO Multiples, respectively. Peer metrics incorporate future Wall Street research projections.
2. Peers consist of EGP, FR, PLD, REXR, and TRNO.
3. Uses the most recent dividend annualized.
4. CBRE-EA Tier 1 industrial markets are those markets with a sufficient sample of building-by-building rent observations at the market and submarket level over the trailing 10 years. The Tier 1 list includes 75 of the 135 markets covered by CBRE-EA and is highly correlated with larger populations and/or more established industrial markets.
ESG - ENVIRONMENTAL

GREEN LEASE LEADERS AWARD RECIPIENT
Recognizes forward-thinking companies that utilize energy efficient and sustainable leases

- Gold level since 2020
- STAG form lease includes environmentally friendly provisions focused on utility transparency to promote sustainability

REFLECTIVE ROOFING
Reflect sunlight to reduce warehouse temperature and decrease energy usage

- 48% of the portfolio has reflective roofing
- Actively pursuing opportunities nationwide

SOLAR PANEL INSTALLATION
Leverage rooftop square footage to create clean energy

- 30.4 MW completed by the end of 2023
- Currently evaluating 40 solar projects over the next several years with the potential to double the current capacity

LED LIGHTING CONVERSION
More efficient lighting system reduces energy usage

- Fluorescent or LED lighting systems in 90%+ of portfolio
- Converted 27.3 million SF of less efficient lighting systems with LED since 2016
- Actively pursuing additional opportunities for upgrade across portfolio

2023 GRESB Public Disclosure Score of A

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SOCIAL RESPONSIBILITY
Focus on efforts supporting children, young adults, and promoting equal opportunity across the U.S.
—
Support provided through direct donation, employee matching, and significant volunteering
—
Oversee a Charitable Action Fund administered by the Boston Foundation. The Fund has made six, multi-year grants to non-profit organizations.

GOVERNANCE
Diverse board (30% women and minorities) and independent chairman
—
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 and directors
—
ISS QualityScore Governance rating of 2 (1 = best / 10 = worst)

Our Charitable Action Committee proudly supports a diverse group of nonprofit organizations

Big Brothers Big Sisters
OF EASTERN MASSACHUSETTS

citysprouts
Public school gardens. for teaching and learning

LUCY’S LOVE BUS
Comfort... Until a Cure

room to grow

The Home for Little Wanderers
Strong families. Strong life

HEADING HOME
DONORS CHOOSE

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