

Supplemental Data Sheet ⁽¹⁾

Unaudited (Dollars in Millions)

As of December 31, 2014

	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14	3Q14	4Q14
Revenue Mix								
Data Center Services:								
Core ⁽²⁾	\$ 31.3	\$ 32.5	\$ 32.9	\$ 37.4	\$ 46.4	\$ 49.4	\$ 49.9	\$ 49.7
Partner Colocation	13.1	13.1	12.6	12.3	11.9	12.0	11.7	11.6
Total Data Center Services	44.4	45.6	45.5	49.7	58.3	61.4	61.6	61.3
IP services	25.3	24.4	24.1	24.4	23.7	22.7	23.0	23.0
Total	\$ 69.7	\$ 70.0	\$ 69.6	\$ 74.1	\$ 82.0	\$ 84.1	\$ 84.6	\$ 84.3
Segment Profit ⁽³⁾								
Data Center Services:								
Core	\$ 18.3	\$ 19.1	\$ 19.1	\$ 22.1	\$ 29.4	\$ 32.0	\$ 31.1	\$ 31.9
Partner Colocation	3.4	3.8	3.2	3.5	3.0	2.8	2.8	3.4
Total Data Center Services	21.7	22.9	22.3	25.6	32.4	34.8	33.9	35.3
IP Services	15.1	14.4	14.5	14.8	13.8	12.7	13.6	13.5
Total	\$ 36.8	\$ 37.3	\$ 36.8	\$ 40.4	\$ 46.2	\$ 47.5	\$ 47.5	\$ 48.8
Segment Margin ⁽³⁾								
Data Center Services:								
Core	58.6%	58.9%	58.1%	59.2%	63.4%	64.8%	62.3%	64.2%
Partner Colocation	25.9%	29.0%	25.5%	28.1%	25.4%	23.4%	24.2%	29.5%
Data Center Services	49.0%	50.3%	49.1%	51.5%	55.6%	56.7%	55.0%	57.6%
IP Services	59.6%	59.0%	60.0%	60.7%	58.3%	55.9%	59.0%	58.7%
Total	52.8%	53.3%	52.9%	54.5%	56.4%	56.5%	56.1%	57.9%
Cash and Cash Equivalents	\$ 34.6	\$ 26.7	\$ 34.4	\$ 35.0	\$ 25.2	\$ 27.9	\$ 25.5	\$ 20.1
Less: Capital Lease Obligations	57.1	55.9	54.8	55.3	61.4	60.6	60.2	60.1
Less: Funded debt ⁽⁴⁾	104.6	103.7	112.9	290.6	290.2	294.8	294.4	299.0
Equals: Cash Net of Debt	\$ (127.1)	\$ (132.9)	\$ (133.3)	\$ (310.9)	\$ (326.4)	\$ (327.5)	\$ (329.1)	\$ (339.0)
Cash from Operations	\$ 5.6	\$ 7.1	\$ 11.0	\$ 10.0	\$ 13.2	\$ 11.1	\$ 11.9	\$ 17.0
Less: Capital Expenditures, net of equipment sale-leaseback transactions	6.9	13.9	11.4	31.4	25.5	13.1	13.7	25.1
Equals: Free Cash Flow	\$ (1.3)	\$ (6.8)	\$ (0.4)	\$ (21.4)	\$ (12.3)	\$ (2.0)	\$ (1.8)	\$ (8.1)
Customers ⁽⁵⁾	3,849	3,728	3,700	12,885	12,764	12,603	12,400	12,286
Revenue Churn								
Data Center Services	1.6%	0.8%	1.5%	2.1%	1.8%	1.7%	3.0%	2.3%
IP Services	1.4%	1.9%	1.8%	1.6%	1.2%	1.2%	1.8%	1.4%
Total	1.5%	1.2%	1.6%	1.9%	1.6%	1.6%	2.7%	2.0%
Data Centers								
# of Company- Controlled	11	11	11	16	17	17	17	16
# of Partner	32	32	32	33	35	35	35	36
Data Center Square Footage								
Company-Controlled								
Net Sellable Capacity (Under Contract) ⁽⁶⁾	375,000	375,000	375,000	401,000	408,000	408,000	408,000	386,000
Net Sellable ⁽⁷⁾	185,000	188,000	194,000	231,000	236,000	226,000	222,000	228,000
Customer Occupied	106,000	109,000	113,000	130,000	133,000	136,000	134,000	129,000
Customer Utilization	57%	58%	58%	56%	56%	60%	60%	57%
Partner								
Net Sellable	64,000	62,000	61,000	61,000	62,000	61,000	60,000	56,000
Customer Occupied	50,000	48,000	47,000	45,000	45,000	45,000	43,000	40,000
Utilization	78%	77%	77%	74%	73%	74%	72%	71%
Total								
Net Sellable	249,000	250,000	255,000	292,000	298,000	287,000	282,000	284,000
Customer Occupied	156,000	157,000	160,000	175,000	178,000	181,000	177,000	169,000
Customer Utilization	63%	63%	63%	60%	60%	63%	63%	60%

Notes:

(1) We provide this information as of December 31, 2014 and make no commitment to subsequently update the information.

You are encouraged to read our most recent reports on Form 10-K and Form 10-Q for a full explanation of our financial data and results.

(2) Core revenues are from our company-controlled colocation, hosting and cloud services and include all revenue from iWeb Technologies Inc., formerly known as iWeb Group Inc., ("iWeb"), which we acquired in November 2013.

(3) Segment Profit and Segment Margin are non-GAAP measures. Segment profit is segment revenues less direct costs of network, sales and services, exclusive of depreciation and amortization. Segment profit does not include direct costs of customer support, direct costs of amortization of acquired technologies or any other depreciation or amortization associated with direct costs. Segment margin is segment profit as a percentage of segment revenues.

A reconciliation of segment profit and segment margin can be found in the attachment to our earnings press release, which is available on our website and furnished to the Securities and Exchange Commission.

(4) Funded debt includes notes payable, revolving credit agreement and term loan, net of discount.

(5) Customer count excludes standalone flow control platform ("FCP") customers and only counts customers billing in the last month of the quarter. Starting in 4Q13, we included iWeb customers.

(6) Represents total net sellable square foot under roof, including what could be developed in the future.

(7) 2Q14 company-controlled net sellable square footage reflects a reduction of our New York Metro facility that is no longer deemed sellable due to our pending lease expiration.