



Supplemental Data Sheet ⁽¹⁾

Unaudited (Dollars in Millions)

As of June 30, 2016

	3Q14		4Q14		1Q15		2Q15		3Q15		4Q15		1Q16		2Q16	
Revenue Mix	Data Center and Network Services:															
	\$	22.4	\$	21.7	\$	21.2	\$	21.8	\$	22.5	\$	23.3	\$	22.4	\$	22.9
		11.7		11.6		11.2		10.7		10.2		10.0		9.9		9.8
		23.0		23.0		21.7		21.0		19.7		19.7		18.6		17.7
		57.1		56.3		54.1		53.5		52.4		53.0		50.9		50.4
		27.6		28.0		26.7		26.9		25.9		25.7		25.1		23.9
	\$	84.7	\$	84.3	\$	80.8	\$	80.4	\$	78.3	\$	78.7	\$	75.9	\$	74.3
Segment Profit ⁽²⁾	Data Center and Network Services:															
	\$	10.9	\$	11.6	\$	11.6	\$	12.3	\$	12.2	\$	13.6	\$	12.6	\$	13.0
		2.8		3.4		3.4		2.7		2.3		2.7		2.8		2.7
		13.6		13.5		12.6		12.4		11.1		12.0		11.1		10.1
		27.3		28.5		27.6		27.4		25.7		28.2		26.5		25.8
		20.2		20.3		19.9		20.0		18.9		19.1		18.3		17.1
	\$	47.5	\$	48.8	\$	47.5	\$	47.4	\$	44.6	\$	47.3	\$	44.8	\$	42.9
Segment Margin ⁽²⁾	Data Center and Network Services															
		48.5%		53.3%		54.6%		56.3%		54.3%		58.3%		56.6%		56.4%
		24.2%		29.5%		30.3%		25.5%		22.7%		26.9%		27.8%		28.0%
		59.0%		58.7%		58.1%		58.8%		56.4%		60.7%		59.7%		57.1%
		47.8%		50.6%		51.0%		51.2%		49.0%		53.3%		52.1%		51.1%
		73.2%		72.5%		74.3%		74.5%		73.2%		74.1%		73.2%		71.8%
		56.0%		57.9%		58.7%		58.8%		56.9%		60.1%		59.1%		57.8%
Cash and Cash Equivalents	\$	25.5	\$	20.1	\$	16.2	\$	16.4	\$	18.3	\$	17.8	\$	13.9	\$	13.9
Less: Capital Lease Obligations		60.2		60.1		58.7		56.9		57.5		57.1		59.3		57.7
Less: Funded debt ⁽³⁾		294.4		299.0		311.6		315.2		318.8		318.5		318.7		320.1
Equals: Cash Net of Debt	\$	(329.1)	\$	(339.0)	\$	(354.1)	\$	(355.7)	\$	(358.0)	\$	(357.8)	\$	(364.1)	\$	(363.9)
Adjusted EBITDA ⁽⁴⁾		19.7		22.7		17.9		19.1		19.8		22.8		20.5		20.2
Less: Capital Expenditures, net of equipment sale-leaseback transactions		13.7		25.1		15.7		15.8		10.9		14.7		12.7		14.4
Equals: Unlevered Free Cash Flow		6.0		(2.4)		2.2		3.3		8.9		8.1		7.8		5.8
Less: Cash Interest Expense		6.2		6.8		6.4		6.6		6.7		6.7		6.5		7.8
Equals: Levered Free Cash Flow		(0.2)		(9.2)		(4.2)		(3.3)		2.2		1.4		1.3		(2.1)
Customers ⁽⁵⁾		12,400		12,286		11,871		11,501		11,021		10,579		10,133		9,648
Revenue Churn	Data Center and Network Services															
		2.7%		1.3%		1.6%		1.3%		1.3%		1.4%		1.4%		1.7%
		2.6%		3.5%		3.1%		4.3%		3.5%		2.0%		5.2%		3.5%
		2.7%		2.0%		2.1%		2.3%		2.0%		1.6%		2.7%		2.3%



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Unaudited (Dollars in Millions)

As of June 30, 2016

		3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16
Data Centers	# of Company- Controlled ⁽⁶⁾	17	16	16	16	16	15	15	15
	# of Partner	35	36	36	36	36	36	35	35
Data Center Square Footage									
	Company-Controlled								
	Net Sellable Capacity (Under Contract) ⁽⁷⁾	408,000	386,000	392,000	392,000	392,000	390,000	390,000	390,000
	Net Sellable	222,000	228,000	234,000	238,000	238,000	236,000	236,000	236,000
	Customer Occupied	134,000	129,000	126,000	128,000	130,000	130,000	130,000	126,000
	Customer Utilization	60%	57%	54%	54%	55%	55%	55%	53%
	Partner								
	Net Sellable	60,000	56,000	56,000	56,000	56,000	55,000	55,000	54,000
	Customer Occupied	43,000	40,000	40,000	39,000	38,000	38,000	38,000	37,000
	Utilization	72%	71%	71%	70%	68%	69%	69%	69%
	Total								
	Net Sellable	282,000	284,000	290,000	294,000	294,000	291,000	291,000	290,000
	Customer Occupied	177,000	169,000	166,000	166,000	168,000	168,000	167,000	163,000
	Customer Utilization	63%	60%	57%	56%	57%	58%	57%	56%
				126,000	128,000	130,000	130,000	130,000	126,000
Data Center Square Footage by Segment	Data Center and Network Services:								
	Company-Controlled Occupied			100,000	102,000	104,000	104,000	104,000	101,000
	Partner Occupied			33,000	32,000	31,000	31,000	31,000	30,000
	Total Occupied			133,000	134,000	135,000	135,000	135,000	131,000
	Cloud and Hosting Services								
	Company-Controlled Occupied			26,000	26,000	26,000	26,000	26,000	25,000
	Partner Occupied			7,000	7,000	7,000	7,000	7,000	7,000
	Total Occupied			33,000	33,000	33,000	33,000	33,000	32,000
MRR Per Square Foot	Company-Controlled Colocation			\$ 68	\$ 69	\$ 71	\$ 71	\$ 69	\$ 72
	Partner Colocation			\$ 104	\$ 103	\$ 103	\$ 99	\$ 99	\$ 102
	Cloud/Hosting			\$ 282	\$ 270	\$ 259	\$ 259	\$ 264	\$ 249
Data Center Power - Company-Controlled	MRR per Kilowatt ⁽⁸⁾			\$ 1,003	\$ 995	\$ 976	\$ 1,025	\$ 1,000	\$ 983
Total Servers								26,670	27,456

Notes:

(1) We provide this information as of June 30, 2016 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) Segment Profit and Segment Margin are non-GAAP measures. Segment profit is segment revenues less direct costs of sales and services, exclusive of depreciation and amortization. Segment profit does not include direct costs of customer support or depreciation and 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.

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

(4) Adjusted EBITDA is a non-GAAP measure. Adjusted EBITDA is loss from operations plus depreciation and amortization, loss (gain) on disposals of property and equipment, exit activities, restructuring and impairments, stock-based compensation, strategic alternatives and



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Unaudited (Dollars in Millions)

As of June 30, 2016

	<u>3Q14</u>	<u>4Q14</u>	<u>1Q15</u>	<u>2Q15</u>	<u>3Q15</u>	<u>4Q15</u>	<u>1Q16</u>	<u>2Q16</u>
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related costs, organizational realignment costs and acquisition costs.

(5) Customer count excludes standalone flow control platform ("FCP") customers and only counts customers billing in the last month of the quarter.

(6) During 4Q15, we reclassified one of our Montreal company-controlled data centers to held for sale and migrated most of our customers to one of our other Montreal company-controlled locations.

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

(8) Represents monthly recurring revenue from colocation, cloud and hosting in company-controlled data centers divided by the total kilowatt available for customer use.