

Supplemental Data Sheet ⁽¹⁾

Unaudited (Dollars in Millions)

As of December 31, 2015

	1Q14	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15
Revenue Mix								
Data Center Services:								
Core ⁽²⁾	\$ 46.4	\$ 49.4	\$ 49.9	\$ 49.7	\$ 47.9	\$ 48.7	\$ 48.4	\$ 49.1
Partner Colocation	11.9	12.0	11.7	11.6	11.2	10.7	10.2	10.0
Total Data Center Services	58.3	61.4	61.6	61.3	59.1	59.4	58.6	59.1
IP services	23.7	22.7	23.0	23.0	21.7	21.0	19.7	19.7
Total	\$ 82.0	\$ 84.1	\$ 84.6	\$ 84.3	\$ 80.8	\$ 80.4	\$ 78.3	\$ 78.8
Segment Profit ⁽³⁾								
Data Center Services:								
Core	\$ 29.4	\$ 32.0	\$ 31.1	\$ 31.9	\$ 31.4	\$ 32.4	\$ 31.2	\$ 32.7
Partner Colocation	3.0	2.8	2.8	3.4	3.4	2.7	2.3	2.7
Total Data Center Services	32.4	34.8	33.9	35.3	34.8	35.1	33.5	35.4
IP Services	13.8	12.7	13.6	13.5	12.6	12.4	11.1	12.0
Total	\$ 46.2	\$ 47.5	\$ 47.5	\$ 48.8	\$ 47.4	\$ 47.5	\$ 44.6	\$ 47.4
Segment Margin ⁽³⁾								
Data Center Services:								
Core	63.4%	64.8%	62.3%	64.2%	65.6%	66.4%	64.4%	66.6%
Partner Colocation	25.4%	23.4%	24.2%	29.5%	30.4%	25.6%	22.8%	26.9%
Data Center Services	55.6%	56.7%	55.0%	57.6%	58.9%	59.0%	57.2%	59.9%
IP Services	58.3%	55.9%	59.0%	58.7%	58.1%	58.9%	56.5%	60.7%
Total	56.4%	56.5%	56.1%	57.9%	58.7%	59.0%	57.0%	60.1%
Cash and Cash Equivalents	\$ 25.2	\$ 27.9	\$ 25.5	\$ 20.1	\$ 16.2	\$ 16.4	\$ 18.3	\$ 17.8
Less: Capital Lease Obligations	61.4	60.6	60.2	60.1	58.7	56.9	57.5	57.1
Less: Funded debt ⁽⁴⁾	290.2	294.8	294.4	299.0	311.6	315.2	318.8	318.5
Equals: Cash Net of Debt	\$ (326.4)	\$ (327.5)	\$ (329.1)	\$ (339.0)	\$ (354.1)	\$ (355.7)	\$ (358.0)	\$ (357.8)
Adjusted EBITDA ⁽⁵⁾	17.8	18.5	19.7	22.7	17.9	19.1	19.8	22.8
Less: Capital Expenditures, net of equipment sale-leaseback transactions	25.5	13.1	13.7	25.1	15.7	15.8	10.9	14.7
Equals: Unlevered Free Cash Flow	(7.7)	5.4	6.0	(2.4)	2.2	3.3	8.9	8.1
Less: Cash Interest Expense	5.8	6.1	6.2	6.8	6.4	6.6	6.7	6.7
Equals: Levered Free Cash Flow	(13.5)	(0.7)	(0.2)	(9.2)	(4.2)	(3.3)	2.2	1.4
Customers ⁽⁶⁾	12,764	12,603	12,400	12,286	11,871	11,501	11,021	10,579
Revenue Churn								
Data Center Services	1.8%	1.7%	3.0%	2.3%	2.1%	2.4%	2.1%	1.6%
IP Services	1.2%	1.2%	1.8%	1.4%	1.9%	1.8%	1.6%	1.7%
Total	1.6%	1.6%	2.7%	2.0%	2.1%	2.3%	2.0%	1.6%
Data Centers								
# of Company- Controlled ⁽⁷⁾	17	17	17	16	16	16	16	15
# of Partner	35	35	35	36	36	36	36	36
Data Center Square Footage								
Company-Controlled								
Net Sellable Capacity (Under Contract) ⁽⁸⁾	408,000	408,000	408,000	386,000	392,000	392,000	392,000	390,000
Net Sellable	236,000	226,000	222,000	228,000	234,000	238,000	238,000	236,000
Customer Occupied	133,000	136,000	134,000	129,000	126,000	128,000	130,000	130,000
Customer Utilization	56%	60%	60%	57%	54%	54%	55%	55%
Partner								
Net Sellable	62,000	61,000	60,000	56,000	56,000	56,000	56,000	55,000
Customer Occupied	45,000	45,000	43,000	40,000	40,000	39,000	38,000	38,000
Utilization	73%	74%	72%	71%	71%	70%	68%	69%
Total								
Net Sellable	298,000	287,000	282,000	284,000	290,000	294,000	294,000	291,000
Customer Occupied	178,000	181,000	177,000	169,000	166,000	166,000	168,000	168,000
Customer Utilization	60%	63%	63%	60%	57%	56%	57%	58%

Notes:

(1) We provide this information as of December 31, 2015 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 sales and services, exclusive of depreciation and amortization. Segment profit does not include direct costs of customer support, direct costs of amortization of acquired and developed 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) 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, acquisition costs and strategic alternatives and related costs.

(6) 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.

(7) 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.

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