

Supplemental Data Sheet ⁽¹⁾

 Unaudited (Dollars in Millions)
 As of March 31, 2016

	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16
Revenue Mix								
Data Center and Network Services:								
Company-controlled colocation	\$ 21.2	\$ 22.4	\$ 21.7	\$ 21.2	\$ 21.8	\$ 22.5	\$ 23.3	\$ 22.4
Partner colocation	12.0	11.7	11.6	11.2	10.7	10.2	10.0	9.9
IP connectivity	22.7	23.0	23.0	21.7	21.0	19.7	19.7	18.6
Total Data Center and Network Services	55.9	57.1	56.3	54.1	53.5	52.4	53.0	50.9
Cloud and Hosting Services	28.2	27.6	28.0	26.7	26.9	25.9	25.7	25.1
Total	\$ 84.1	\$ 84.7	\$ 84.3	\$ 80.8	\$ 80.4	\$ 78.3	\$ 78.7	\$ 75.9
Segment Profit ⁽²⁾								
Data Center and Network Services:								
Company-controlled colocation	\$ 11.4	\$ 10.9	\$ 11.6	\$ 11.6	\$ 12.3	\$ 12.2	\$ 13.6	\$ 12.6
Partner colocation	2.8	2.8	3.4	3.4	2.7	2.3	2.7	2.8
IP connectivity	12.7	13.6	13.5	12.6	12.4	11.1	12.0	11.1
Total Data Center and Network Services	26.9	27.3	28.5	27.6	27.4	25.7	28.2	26.5
Cloud and Hosting Services	20.6	20.2	20.3	19.9	20.0	18.9	19.1	18.3
Total	\$ 47.5	\$ 47.5	\$ 48.8	\$ 47.5	\$ 47.4	\$ 44.6	\$ 47.3	\$ 44.8
Segment Margin ⁽²⁾								
Data Center and Network Services:								
Company-controlled colocation	53.8%	48.5%	53.3%	54.6%	56.3%	54.3%	58.3%	56.6%
Partner colocation	23.4%	24.2%	29.5%	30.3%	25.5%	22.7%	26.9%	27.8%
IP connectivity	55.9%	59.0%	58.7%	58.1%	58.8%	56.4%	60.7%	59.7%
Total Data Center and Network Services	48.1%	47.8%	50.6%	51.0%	51.2%	49.0%	53.3%	52.1%
Cloud and Hosting Services	73.0%	73.2%	72.5%	74.3%	74.5%	73.2%	74.1%	73.2%
Total	56.5%	56.0%	57.9%	58.7%	58.8%	56.9%	60.1%	59.1%
Cash and Cash Equivalents	\$ 27.9	\$ 25.5	\$ 20.1	\$ 16.2	\$ 16.4	\$ 18.3	\$ 17.8	\$ 13.9
Less: Capital Lease Obligations	60.6	60.2	60.1	58.7	56.9	57.5	57.1	59.3
Less: Funded debt ⁽³⁾	294.8	294.4	299.0	311.6	315.2	318.8	318.5	318.7
Equals: Cash Net of Debt	\$ (327.5)	\$ (329.1)	\$ (339.0)	\$ (354.1)	\$ (355.7)	\$ (358.0)	\$ (357.8)	\$ (364.1)
Adjusted EBITDA ⁽⁴⁾	18.5	19.7	22.7	17.9	19.1	19.8	22.8	20.5
Less: Capital Expenditures, net of equipment sale-leaseback transactions	13.1	13.7	25.1	15.7	15.8	10.9	14.7	12.7
Equals: Unlevered Free Cash Flow	5.4	6.0	(2.4)	2.2	3.3	8.9	8.1	7.8
Less: Cash Interest Expense	6.1	6.2	6.8	6.4	6.6	6.7	6.7	6.5
Equals: Levered Free Cash Flow	(0.7)	(0.2)	(9.2)	(4.2)	(3.3)	2.2	1.4	1.3
Customers ⁽⁵⁾	12,603	12,400	12,286	11,871	11,501	11,021	10,579	10,133
Revenue Churn								
Data Center and Network Services	1.2%	2.7%	1.3%	1.6%	1.3%	1.3%	1.4%	1.4%
Cloud and Hosting Services	2.3%	2.6%	3.5%	3.1%	4.3%	3.5%	2.0%	5.2%
Total	1.6%	2.7%	2.0%	2.1%	2.3%	2.0%	1.6%	2.7%
Data Centers								
# of Company- Controlled ⁽⁶⁾	17	17	16	16	16	16	15	15
# of Partner	35	35	36	36	36	36	36	35

Supplemental Data Sheet ⁽¹⁾

 Unaudited (Dollars in Millions)
 As of March 31, 2016

Data Center Square Footage

	2Q14	3Q14	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16
Company-Controlled								
Net Sellable Capacity (Under Contract) ⁽⁷⁾	408,000	408,000	386,000	392,000	392,000	392,000	390,000	390,000
Net Sellable	226,000	222,000	228,000	234,000	238,000	238,000	236,000	236,000
Customer Occupied	136,000	134,000	129,000	126,000	128,000	130,000	130,000	130,000
Customer Utilization	60%	60%	57%	54%	54%	55%	55%	55%
Partner								
Net Sellable	61,000	60,000	56,000	56,000	56,000	56,000	55,000	55,000
Customer Occupied	45,000	43,000	40,000	40,000	39,000	38,000	38,000	38,000
Utilization	74%	72%	71%	71%	70%	68%	69%	69%
Total								
Net Sellable	287,000	282,000	284,000	290,000	294,000	294,000	291,000	291,000
Customer Occupied	181,000	177,000	169,000	166,000	166,000	168,000	168,000	167,000
Customer Utilization	63%	63%	60%	57%	56%	57%	58%	57%
				126,000	128,000	130,000	130,000	130,000
Data Center Square Footage by Segment	Data Center and Network Services:							
				100,000	102,000	104,000	104,000	104,000
				33,000	32,000	31,000	31,000	31,000
				133,000	134,000	135,000	135,000	135,000
	Cloud and Hosting Services							
				26,000	26,000	26,000	26,000	26,000
				7,000	7,000	7,000	7,000	7,000
				33,000	33,000	33,000	33,000	33,000
MRR Per Square Foot	Company-Controlled Colocation							
				\$ 68	\$ 69	\$ 71	\$ 71	\$ 69
				\$ 104	\$ 103	\$ 103	\$ 99	\$ 99
				\$ 282	\$ 270	\$ 259	\$ 259	\$ 264
Data Center Power - Company-Controlled	MRR per Kilowatt ⁽⁸⁾							
				\$ 1,003	\$ 995	\$ 976	\$ 1,025	\$ 1,000
Total Servers								26,670

Notes:

(1) We provide this information as of March 31, 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 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.