


Supplemental Data Sheet ⁽¹⁾

Unaudited (Dollars in Millions)

As of December 31, 2016

	4Q14	1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
Revenue Mix	Data Center and Network Services:								
Company-controlled colocation	\$ 21.7	\$ 21.2	\$ 21.8	\$ 22.5	\$ 23.3	\$ 22.4	\$ 22.9	\$ 22.7	\$ 22.6
Partner colocation	11.6	11.2	10.7	10.2	10.0	9.9	9.8	9.8	9.8
IP connectivity	23.0	21.7	21.0	19.7	19.7	18.6	17.7	17.2	17.2
Total Data Center and Network Services	56.3	54.1	53.5	52.4	53.0	50.9	50.4	49.7	49.6
Cloud and Hosting Services	28.0	26.7	26.9	25.9	25.7	25.1	23.9	24.2	24.6
Total	\$ 84.3	\$ 80.8	\$ 80.4	\$ 78.3	\$ 78.7	\$ 75.9	\$ 74.3	\$ 73.9	\$ 74.2
Segment Profit ⁽²⁾	Data Center and Network Services:								
Company-controlled colocation	\$ 11.6	\$ 11.6	\$ 12.3	\$ 12.2	\$ 13.6	\$ 12.6	\$ 13.0	\$ 12.4	\$ 12.5
Partner colocation	3.4	3.4	2.7	2.3	2.7	2.8	2.7	2.3	2.7
IP connectivity	13.5	12.6	12.4	11.1	12.0	11.1	10.1	10.0	10.1
Total Data Center and Network Services	28.5	27.6	27.4	25.7	28.2	26.5	25.8	24.7	25.3
Cloud and Hosting Services	20.3	19.9	20.0	18.9	19.1	18.3	17.1	17.7	18.6
Total	\$ 48.8	\$ 47.5	\$ 47.4	\$ 44.6	\$ 47.3	\$ 44.8	\$ 42.9	\$ 42.4	\$ 43.9
Segment Margin ⁽²⁾	Data Center and Network Services:								
Company-controlled colocation	53.3%	54.6%	56.4%	54.3%	58.3%	56.6%	56.4%	54.8%	55.5%
Partner colocation	29.5%	30.3%	25.7%	22.7%	26.9%	27.8%	28.0%	23.6%	27.7%
IP connectivity	58.7%	58.1%	58.9%	56.4%	60.7%	59.7%	57.1%	57.8%	58.4%
Total Data Center and Network Services	50.6%	51.0%	51.2%	49.0%	53.3%	52.1%	51.1%	49.7%	51.0%
Cloud and Hosting Services	72.5%	74.3%	74.5%	73.2%	74.1%	73.2%	71.8%	73.0%	75.5%
Total	57.9%	58.7%	59.0%	56.9%	60.1%	59.1%	57.8%	57.3%	59.1%
Cash and Cash Equivalents	\$ 20.1	\$ 16.2	\$ 16.4	\$ 18.3	\$ 17.8	\$ 13.9	\$ 13.9	\$ 9.6	\$ 10.4
Less: Capital Lease Obligations	60.1	58.7	56.9	57.5	57.1	59.3	57.7	55.2	53.9
Less: Funded debt ⁽³⁾	299.0	311.6	315.2	318.8	318.5	318.7	320.1	319.9	319.7
Equals: Cash Net of Debt	\$ (339.0)	\$ (354.1)	\$ (355.7)	\$ (358.0)	\$ (357.8)	\$ (364.1)	\$ (363.9)	\$ (365.5)	\$ (363.2)
Net cash flows provided by operating activities	\$ 17.0	\$ (1.5)	\$ 13.1	\$ 10.8	\$ 17.8	\$ 10.8	\$ 14.0	\$ 11.5	\$ 10.2
Capital expenditures	25.1	15.7	15.8	10.9	14.7	12.7	14.4	12.9	6.3
Free cash flow (non-GAAP)⁽⁴⁾	(8.1)	(17.2)	(2.7)	(0.1)	3.1	(1.9)	(0.4)	(1.4)	3.9
Cash interest expense	6.8	6.4	6.6	6.7	6.7	6.5	7.8	7.6	7.6
Unlevered free cash flow (non-GAAP)⁽⁵⁾	\$ (1.3)	\$ (10.8)	\$ 3.9	\$ 6.6	\$ 9.8	\$ 4.6	\$ 7.4	\$ 6.2	\$ 11.5
Customers ⁽⁶⁾	12,286	11,871	11,501	11,021	10,579	10,133	9,648	9,254	8,871
Data Centers	# of Company- Controlled ⁽⁷⁾								
	16	16	16	16	15	15	15	15	15
	# of Partner								
	36	36	36	36	36	35	35	35	34
Data Center Square Footage	Company-Controlled								
Net Sellable Capacity (Under Contract) ⁽⁸⁾	386,000	392,000	392,000	392,000	390,000	390,000	390,000	390,000	390,000
Net Sellable	228,000	234,000	238,000	238,000	236,000	236,000	236,000	236,000	236,000
Customer Occupied	129,000	126,000	128,000	130,000	130,000	130,000	126,000	128,000	127,000
Customer Utilization	57%	54%	54%	55%	55%	55%	53%	54%	54%
	Partner								
Net Sellable	56,000	56,000	56,000	56,000	55,000	55,000	54,000	54,000	58,000
Customer Occupied	40,000	40,000	39,000	38,000	38,000	38,000	37,000	37,000	40,000
Utilization	71%	71%	70%	68%	69%	69%	69%	69%	69%
	Total								
Net Sellable	284,000	290,000	294,000	294,000	291,000	291,000	290,000	291,000	294,000
Customer Occupied	169,000	166,000	166,000	168,000	168,000	167,000	163,000	165,000	167,000
Customer Utilization	60%	57%	56%	57%	58%	57%	56%	57%	57%



Supplemental Data Sheet ⁽¹⁾

Unaudited (Dollars in Millions)

As of December 31, 2016

	4Q14								
		1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	4Q16
		126,000	128,000	130,000	130,000	130,000	126,000	128,000	128,000
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	101,000	101,000
Partner Occupied		33,000	32,000	31,000	31,000	31,000	30,000	30,000	33,000
Total Occupied		133,000	134,000	135,000	135,000	135,000	131,000	131,000	134,000
Cloud and Hosting Services									
Company-Controlled Occupied		26,000	26,000	26,000	26,000	26,000	25,000	27,000	27,000
Partner Occupied		7,000	7,000	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	34,000	34,000

Notes:

(1) We provide this information as of December 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) Free cash flow is a non-GAAP measure and is net cash flows provided by operating activities minus capital expenditures.

(5) Unlevered free cash flow is a non-GAAP measure and is free cash flow plus cash interest expense.

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

(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) Net sellable capacity (under contract) is total net sellable square foot under roof, including what could be developed in the future.