



Supplemental Data Sheet ⁽¹⁾

Unaudited (Dollars in Millions)
As of September 30, 2013

| | | 1Q12 | 2Q12 | 3Q12 | 4Q12 | 1Q13 | 2Q13 | 3Q13 |
|---|---------------------------|-----------|-----------|------------|------------|------------|------------|------------|
| Revenue Mix | Data center services | \$ 39.9 | \$ 41.5 | \$ 42.1 | \$ 43.7 | \$ 44.4 | \$ 45.6 | \$ 45.5 |
| | IP services | 27.1 | 27.2 | 26.0 | 26.0 | 25.3 | 24.4 | 24.1 |
| | Total | \$ 67.0 | \$ 68.7 | \$ 68.1 | \$ 69.7 | \$ 69.7 | \$ 70.0 | \$ 69.6 |
| Segment Profit ⁽²⁾ | Data center services | \$ 19.0 | \$ 18.8 | \$ 18.6 | \$ 20.3 | \$ 21.7 | \$ 22.9 | \$ 22.3 |
| | IP services | 16.9 | 17.2 | 16.0 | 15.9 | 15.1 | 14.4 | 14.5 |
| | Total | \$ 35.9 | \$ 36.0 | \$ 34.6 | \$ 36.2 | \$ 36.8 | \$ 37.3 | \$ 36.8 |
| Segment Margin ⁽²⁾ | Data center services | 47.5% | 45.4% | 44.1% | 46.4% | 49.0% | 50.3% | 49.1% |
| | IP services | 62.4% | 63.3% | 61.4% | 61.0% | 59.6% | 59.0% | 60.0% |
| | Total | 53.5% | 52.5% | 50.7% | 51.8% | 52.8% | 53.3% | 52.9% |
| Cash and cash equivalents | | \$ 30.8 | \$ 27.6 | \$ 26.4 | \$ 28.6 | \$ 34.6 | \$ 26.7 | \$ 34.4 |
| Less: Capital lease obligations | | 48.2 | 47.6 | 49.5 | 48.6 | 57.1 | 55.9 | 54.8 |
| Less: Funded debt ⁽³⁾ | | 58.7 | 71.6 | 88.1 | 95.4 | 104.6 | 103.7 | 112.9 |
| Equals: Cash Net of Debt | | \$ (76.1) | \$ (91.6) | \$ (111.2) | \$ (115.4) | \$ (127.1) | \$ (132.9) | \$ (133.3) |
| Cash from Operations | | \$ 18.5 | \$ 6.6 | \$ 7.8 | \$ 10.9 | \$ 5.5 | \$ 8.7 | \$ 9.5 |
| Less: Capital Expenditures | | 16.8 | 22.7 | 25.1 | 10.3 | 7.4 | 14.9 | 9.9 |
| Equals: Free Cash Flow | | \$ 1.7 | \$ (16.1) | \$ (17.3) | \$ 0.6 | \$ (1.9) | \$ (6.2) | \$ (0.4) |
| Customers ⁽⁴⁾ | | 3,700 | 3,700 | 3,700 | 3,700 | 3,700 | 3,500 | 3,500 |
| Total Revenue Churn | Total | 1.5% | 1.2% | 1.3% | 1.5% | 1.5% | 1.2% | 1.6% |
| Data Centers ⁽⁵⁾ | # of Company controlled | 10 | 10 | 11 | 11 | 11 | 11 | 11 |
| | # of Partner | 32 | 32 | 32 | 32 | 32 | 32 | 32 |
| Data Center Square Footage | | | | | | | | |
| | Partner | | | | | | | |
| | Net Sellable | 67,000 | 64,000 | 64,000 | 64,000 | 64,000 | 62,000 | 61,000 |
| | Customer Occupied | 56,000 | 53,000 | 51,000 | 51,000 | 50,000 | 48,000 | 47,000 |
| | Utilization | 84% | 83% | 80% | 80% | 78% | 77% | 77% |
| | Company-controlled | | | | | | | |
| | Net Sellable | 159,000 | 159,000 | 179,000 | 185,000 | 185,000 | 188,000 | 194,000 |
| | Customer Occupied | 93,000 | 97,000 | 102,000 | 105,000 | 106,000 | 109,000 | 113,000 |
| | Customer Utilization | 58% | 61% | 57% | 57% | 57% | 58% | 58% |
| | Total | | | | | | | |
| | Net Sellable | 226,000 | 223,000 | 243,000 | 249,000 | 249,000 | 250,000 | 255,000 |
| | Customer Occupied | 149,000 | 150,000 | 153,000 | 156,000 | 156,000 | 157,000 | 160,000 |
| | Customer Utilization | 66% | 67% | 63% | 63% | 63% | 63% | 63% |

Notes:

(1) We provide this information as of September 30, 2013 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 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 third quarter 2013 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.

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

(5) In 3Q12, we opened a new company-controlled facility in Los Angeles, CA.