


Supplemental Data Sheet ⁽¹⁾

 Unaudited (Dollars in Millions)
 As of June 30, 2014

	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14	2Q14
Revenue Mix								
Data Center Services:								
Core ⁽²⁾	\$ 28.7	\$ 30.4	\$ 31.3	\$ 32.5	\$ 32.9	\$ 37.4	\$ 46.4	\$ 49.4
Partner Colocation	13.4	13.3	13.1	13.1	12.6	12.3	11.9	12.0
Total Data Center Services	42.1	43.7	44.4	45.6	45.5	49.7	58.3	61.4
IP services	26.0	26.0	25.3	24.4	24.1	24.4	23.7	22.7
Total	\$ 68.1	\$ 69.7	\$ 69.7	\$ 70.0	\$ 69.6	\$ 74.1	\$ 82.0	\$ 84.1
Segment Profit ⁽³⁾								
Data Center Services	\$ 18.6	\$ 20.3	\$ 21.7	\$ 22.9	\$ 22.3	\$ 25.6	\$ 32.4	\$ 34.8
IP Services	16.0	15.9	15.1	14.4	14.5	14.8	13.8	12.7
Total	\$ 34.6	\$ 36.2	\$ 36.8	\$ 37.3	\$ 36.8	\$ 40.4	\$ 46.2	\$ 47.5
Segment Margin ⁽³⁾								
Data Center Services	44.1%	46.4%	49.0%	50.3%	49.1%	51.5%	55.6%	56.7%
IP Services	61.4%	61.0%	59.6%	59.0%	60.0%	60.7%	58.3%	55.9%
Total	50.7%	51.8%	52.8%	53.3%	52.9%	54.5%	56.4%	56.5%
Cash and Cash Equivalents	\$ 26.4	\$ 28.6	\$ 34.6	\$ 26.7	\$ 34.4	\$ 35.0	\$ 25.2	\$ 27.9
Less: Capital Lease Obligations	49.5	48.6	57.1	55.9	54.8	55.3	61.4	60.6
Less: Funded debt ⁽⁴⁾	88.1	95.4	104.6	103.7	112.9	290.6	290.2	294.8
Equals: Cash Net of Debt	\$ (111.2)	\$ (115.4)	\$ (127.1)	\$ (132.9)	\$ (133.3)	\$ (310.9)	\$ (326.4)	\$ (327.5)
Cash from Operations	\$ 7.8	\$ 10.9	\$ 5.6	\$ 7.1	\$ 13.9	\$ 7.1	\$ 13.2	\$ 11.1
Less: Capital Expenditures	25.1	10.3	6.9	13.9	14.3	28.5	25.5	13.1
Equals: Free Cash Flow	\$ (17.3)	\$ 0.6	\$ (1.3)	\$ (6.8)	\$ (0.4)	\$ (21.4)	\$ (12.3)	\$ (2.0)
Customers ⁽⁵⁾	3,700	3,700	3,700	3,500	3,500	13,000	13,000	12,000
Revenue Churn								
Data Center Services	1.2%	1.0%	1.6%	0.8%	1.5%	2.1%	1.8%	1.7%
IP Services	1.4%	2.3%	1.4%	1.9%	1.8%	1.6%	1.2%	1.2%
Total	1.3%	1.5%	1.5%	1.2%	1.6%	1.9%	1.6%	1.6%
Data Centers								
# of Company- Controlled	11	11	11	11	11	16	17	17
# of Partner	32	32	32	32	32	33	35	35
Data Center Square Footage								
Company-Controlled								
Net Sellable ⁽⁶⁾	179,000	185,000	185,000	188,000	194,000	231,000	236,000	226,000
Customer Occupied	102,000	105,000	106,000	109,000	113,000	130,000	133,000	136,000
Customer Utilization	57%	57%	57%	58%	58%	56%	56%	60%
Partner								
Net Sellable	64,000	64,000	64,000	62,000	61,000	61,000	62,000	61,000
Customer Occupied	51,000	51,000	50,000	48,000	47,000	45,000	45,000	45,000
Utilization	80%	80%	78%	77%	77%	74%	73%	74%
Total								
Net Sellable	243,000	249,000	249,000	250,000	255,000	292,000	298,000	287,000
Customer Occupied	153,000	156,000	156,000	157,000	160,000	175,000	178,000	181,000
Customer Utilization	63%	63%	63%	63%	63%	60%	60%	63%

Notes:

(1) We provide this information as of June 30, 2014 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 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 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) 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.

(6) 2Q14 company-controlled net sellable square footage reflects a reduction of our New York Metro facility that is no longer deemed sellable due to our pending lease expiration.