



Supplemental Data Sheet ⁽¹⁾

Unaudited (Dollars in Millions)

As of March 31, 2017

| | 2Q15 | 3Q15 | 4Q15 | 1Q16 | 2Q16 | 3Q16 | 4Q16 |
|---|------------|------------|------------|------------|------------|------------|------------|
| Revenue Mix | | | | | | | |
| INAP COLO | \$ 59.0 | \$ 58.1 | \$ 58.4 | \$ 55.9 | \$ 55.8 | \$ 55.0 | \$ 55.1 |
| INAP CLOUD | 21.5 | 20.2 | 20.3 | 20.0 | 18.5 | 18.9 | 19.1 |
| Total | \$ 80.4 | \$ 78.3 | \$ 78.7 | \$ 75.9 | \$ 74.3 | \$ 73.9 | \$ 74.2 |
| Business Unit Contribution ⁽²⁾ | | | | | | | |
| INAP COLO | \$ 19.8 | \$ 18.4 | \$ 20.9 | \$ 19.1 | \$ 19.5 | \$ 18.8 | \$ 20.2 |
| INAP CLOUD | 8.9 | 8.9 | 8.6 | 9.1 | 8.0 | 8.5 | 9.3 |
| Total | \$ 28.7 | \$ 27.3 | \$ 29.5 | \$ 28.2 | \$ 27.6 | \$ 27.3 | \$ 29.4 |
| Business Unit Contribution Margin ⁽²⁾ | | | | | | | |
| INAP COLO | 33.5% | 31.7% | 35.8% | 34.1% | 35.0% | 34.2% | 36.6% |
| INAP CLOUD | 41.4% | 44.2% | 42.5% | 45.3% | 43.5% | 44.8% | 48.4% |
| Total | 35.6% | 34.9% | 37.5% | 37.1% | 37.1% | 36.9% | 39.7% |
| Cash and Cash Equivalents | \$ 16.4 | \$ 18.3 | \$ 17.8 | \$ 13.9 | \$ 13.9 | \$ 9.6 | \$ 10.4 |
| Less: Capital Lease Obligations | 56.9 | 57.5 | 57.1 | 59.3 | 57.7 | 55.2 | 53.9 |
| Less: Funded debt ⁽³⁾ | 315.2 | 318.8 | 318.5 | 318.7 | 320.1 | 319.9 | 319.7 |
| Equals: Cash Net of Debt | \$ (355.7) | \$ (358.0) | \$ (357.8) | \$ (364.1) | \$ (363.9) | \$ (365.5) | \$ (363.2) |
| Net cash flows provided by operating activities | \$ 13.1 | \$ 10.8 | \$ 17.8 | \$ 10.8 | \$ 14.0 | \$ 11.5 | \$ 10.2 |
| Capital expenditures | 15.8 | 10.9 | 14.7 | 12.7 | 14.4 | 12.9 | 6.3 |
| Free cash flow (non-GAAP) ⁽⁴⁾ | (2.7) | (0.1) | 3.1 | (1.9) | (0.4) | (1.4) | 3.9 |
| Cash interest expense | 6.6 | 6.7 | 6.7 | 6.5 | 7.8 | 7.6 | 7.6 |
| Unlevered free cash flow (non-GAAP) ⁽⁵⁾ | \$ 3.9 | \$ 6.6 | \$ 9.8 | \$ 4.6 | \$ 7.4 | \$ 6.2 | \$ 11.5 |

Notes:

(1) We provide this information as of March 31, 2017 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) Business Unit Contribution is a non-GAAP measure and is business unit revenues less direct costs of sales and services, customer support, and sales and marketing, exclusive of depreciation and amortization. Business unit contribution margin is a non-GAAP measure and is business unit contribution as a percentage of revenue.

(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.