


**Supplemental Data Sheet <sup>(1)</sup>**

Unaudited (Dollars in Millions)

As of March 31, 2014

	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13	1Q14
<b>Revenue Mix</b>								
Data Center Services:								
Core <sup>(2)</sup>	\$ 27.8	\$ 28.7	\$ 30.4	\$ 31.3	\$ 32.5	\$ 32.9	\$ 37.4	\$ 46.4
Partner Colocation	13.7	13.4	13.3	13.1	13.1	12.6	12.3	11.9
Total Data Center Services	41.5	42.1	43.7	44.4	45.6	45.5	49.7	58.3
IP services	27.2	26.0	26.0	25.3	24.4	24.1	24.4	23.7
Total	\$ 68.7	\$ 68.1	\$ 69.7	\$ 69.7	\$ 70.0	\$ 69.6	\$ 74.1	\$ 82.0
<b>Segment Profit <sup>(3)</sup></b>								
Data Center Services	\$ 18.8	\$ 18.6	\$ 20.3	\$ 21.7	\$ 22.9	\$ 22.3	\$ 25.6	\$ 32.4
IP Services	17.2	16.0	15.9	15.1	14.4	14.5	14.8	13.8
Total	\$ 36.0	\$ 34.6	\$ 36.2	\$ 36.8	\$ 37.3	\$ 36.8	\$ 40.4	\$ 46.2
<b>Segment Margin <sup>(3)</sup></b>								
Data Center Services	45.4%	44.1%	46.4%	49.0%	50.3%	49.1%	51.5%	55.6%
IP Services	63.3%	61.4%	61.0%	59.6%	59.0%	60.0%	60.7%	58.3%
Total	52.4%	50.7%	51.8%	52.8%	53.3%	52.9%	54.5%	56.4%
<b>Cash and Cash Equivalents</b>	\$ 27.6	\$ 26.4	\$ 28.6	\$ 34.6	\$ 26.7	\$ 34.4	\$ 35.0	\$ 25.2
<b>Less: Capital Lease Obligations</b>	47.6	49.5	48.6	57.1	55.9	54.8	55.3	61.4
<b>Less: Funded debt <sup>(4)</sup></b>	71.6	88.1	95.4	104.6	103.7	112.9	290.6	290.2
<b>Equals: Cash Net of Debt</b>	\$ (91.6)	\$ (111.2)	\$ (115.4)	\$ (127.1)	\$ (132.9)	\$ (133.3)	\$ (310.9)	\$ (326.4)
<b>Cash from Operations</b>	\$ 6.6	\$ 7.8	\$ 10.9	\$ 5.6	\$ 7.1	\$ 13.9	\$ 7.1	\$ 13.2
<b>Less: Capital Expenditures</b>	22.7	25.1	10.3	6.9	13.9	14.3	28.5	25.5
<b>Equals: Free Cash Flow</b>	\$ (16.1)	\$ (17.3)	\$ 0.6	\$ (1.3)	\$ (6.8)	\$ (0.4)	\$ (21.4)	\$ (12.3)
<b>Customers <sup>(5)</sup></b>	3,700	3,700	3,700	3,700	3,500	3,500	13,000	13,000
<b>Revenue Churn</b>								
Data Center Services	1.0%	1.2%	1.0%	1.6%	0.8%	1.5%	2.1%	1.8%
IP Services	1.7%	1.4%	2.3%	1.4%	1.9%	1.8%	1.6%	1.2%
Total	1.2%	1.3%	1.5%	1.5%	1.2%	1.6%	1.9%	1.6%
<b>Data Centers</b>								
# of Company- Controlled	10	11	11	11	11	11	16	17
# of Partner	32	32	32	32	32	32	33	35
<b>Data Center Square Footage</b>								
<b>Company-Controlled <sup>(6)</sup></b>								
Net Sellable	159,000	179,000	185,000	185,000	188,000	194,000	231,000	236,000
Customer Occupied	97,000	102,000	105,000	106,000	109,000	113,000	130,000	133,000
Customer Utilization	61%	57%	57%	57%	58%	58%	56%	56%
<b>Partner</b>								
Net Sellable	64,000	64,000	64,000	64,000	62,000	61,000	61,000	62,000
Customer Occupied	53,000	51,000	51,000	50,000	48,000	47,000	45,000	45,000
Utilization	83%	80%	80%	78%	77%	77%	74%	73%
<b>Total</b>								
Net Sellable	223,000	243,000	249,000	249,000	250,000	255,000	292,000	298,000
Customer Occupied	150,000	153,000	156,000	156,000	157,000	160,000	175,000	178,000
Customer Utilization	67%	63%	63%	63%	63%	63%	60%	60%

**Notes:**

(1) We provide this information as of March 31, 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 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 first quarter 2014 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) 4Q13 square footage metrics have been revised related to iWeb to reflect consistent methodology across our portfolio of data centers assets.