

# INTERNAP®

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

Unaudited (Dollars in Millions)

As of December 31, 2013

		1Q12	2Q12	3Q12	4Q12	1Q13	2Q13	3Q13	4Q13
<b>Revenue Mix</b>	Data center services	\$ 39.9	\$ 41.5	\$ 42.1	\$ 43.7	\$ 44.4	\$ 45.6	\$ 45.5	\$ 49.7
	IP services	27.1	27.2	26.0	26.0	25.3	24.4	24.1	24.4
	Total	\$ 67.0	\$ 68.7	\$ 68.1	\$ 69.7	\$ 69.7	\$ 70.0	\$ 69.6	\$ 74.1
<b>Segment Profit <sup>(2)</sup></b>	Data center services	\$ 19.0	\$ 18.8	\$ 18.6	\$ 20.3	\$ 21.7	\$ 22.9	\$ 22.3	\$ 25.6
	IP services	16.9	17.2	16.0	15.9	15.1	14.4	14.5	14.8
	Total	\$ 35.9	\$ 36.0	\$ 34.6	\$ 36.2	\$ 36.8	\$ 37.3	\$ 36.8	\$ 40.4
<b>Segment Margin <sup>(2)</sup></b>	Data center services	47.5%	45.4%	44.1%	46.4%	49.0%	50.3%	49.1%	51.5%
	IP services	62.4%	63.3%	61.4%	61.0%	59.6%	59.0%	60.0%	60.7%
	Total	53.5%	52.5%	50.7%	51.8%	52.8%	53.3%	52.9%	54.5%
<b>Cash and cash equivalents</b>		\$ 30.8	\$ 27.6	\$ 26.4	\$ 28.6	\$ 34.6	\$ 26.7	\$ 34.4	\$ 35.0
<b>Less: Capital lease obligations</b>		48.2	47.6	49.5	48.6	57.1	55.9	54.8	55.3
<b>Less: Funded debt <sup>(3)</sup></b>		58.7	71.6	88.1	95.4	104.6	103.7	112.9	290.6
<b>Equals: Cash Net of Debt</b>		\$ (76.1)	\$ (91.6)	\$ (111.2)	\$ (115.4)	\$ (127.1)	\$ (132.9)	\$ (133.3)	\$ (310.9)
<b>Cash from Operations</b>		\$ 18.5	\$ 6.6	\$ 7.8	\$ 10.9	\$ 8.4	\$ 8.7	\$ 9.5	\$ 7.1
<b>Less: Capital Expenditures</b>		16.8	22.7	25.1	10.3	10.3	14.9	9.9	28.5
<b>Equals: Free Cash Flow</b>		\$ 1.7	\$ (16.1)	\$ (17.3)	\$ 0.6	\$ (1.9)	\$ (6.2)	\$ (0.4)	\$ (21.4)
<b>Customers <sup>(4)</sup></b>		3,700	3,700	3,700	3,700	3,700	3,500	3,500	13,000
<b>Total Revenue Churn</b>	Total	1.5%	1.2%	1.3%	1.5%	1.5%	1.2%	1.6%	1.9%
<b>Data Centers <sup>(5)</sup></b>	# of Company controlled	10	10	11	11	11	11	11	16
	# of Partner	32	32	32	32	32	32	32	33
<b>Data Center Square Footage</b>									
	<b>Partner</b>								
	Net Sellable	67,000	64,000	64,000	64,000	64,000	62,000	61,000	61,000
	Customer Occupied	56,000	53,000	51,000	51,000	50,000	48,000	47,000	45,000
	Utilization	84%	83%	80%	80%	78%	77%	77%	74%
	<b>Company-controlled</b>								
	Net Sellable	159,000	159,000	179,000	185,000	185,000	188,000	194,000	219,000
	Customer Occupied	93,000	97,000	102,000	105,000	106,000	109,000	113,000	121,000
	Customer Utilization	58%	61%	57%	57%	57%	58%	58%	55%
	<b>Total</b>								
	Net Sellable	226,000	223,000	243,000	249,000	249,000	250,000	255,000	280,000
	Customer Occupied	149,000	150,000	153,000	156,000	156,000	157,000	160,000	166,000
	Customer Utilization	66%	67%	63%	63%	63%	63%	63%	59%

### Notes:

(1) We provide this information as of December 31, 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. In 4Q13, we added iWeb customers.

(5) In 3Q12, we opened a new company-controlled facility in Los Angeles, CA. In 4Q13, we opened a new company-controlled facility in the metro New York market and acquired four company-controlled facilities in conjunction with our acquisition of iWeb.