

April 28, 2017

Dear Shareholders,

As your new President and CEO of Internap Corporation as of September 2016, I have approached the role with great enthusiasm and urgency, to capture the pent-up opportunities while addressing the challenges in full stride. I view INAP as a valuable portfolio of Internet infrastructure assets, including Tier III-like data centers, a robust cloud platform, and a global network, with high capacity to exceed customer requirements in a growing industry. Significant capital has been invested in our company over the years to now position INAP to be the best in class in major cities around the world, with concentrations in North America and key parts of Europe and Asia.

Customers have confidence in INAP to manage critical infrastructure to support their operations. Beyond high security, redundancy in power and network access, virtualization, and leading operating support systems, we are a retail one-stop shop for many businesses and enterprises. We have the expertise and ability to customize and bundle solutions, whereas competitors may be more rigid, potentially limited in product set, and less flexible. With a high-touch customer interface, management can leverage these key attributes in the marketplace.

We embraced 2016 as a year of change, and welcomed the refocus on running our business for the long-term, and optimizing the assets that we already have in place. We immediately tackled multiple fronts for operations improvements. Most notably, we reorganized into two pure-play business units that we now refer to as: INAP COLO and INAP CLOUD. We adopted a General Manager model that is designed to accelerate execution and profitable growth and we reduced costs. I am also very proud and appreciative of our employees who stepped up during the fast-paced litany of changes since I joined, to regain meaningful momentum and realign under new leadership committed to positive financial and operating results that maximize shareholder value.

As we look ahead to 2017, we have already refinanced our total debt and successfully worked with our lender group to improve flexibility in our new credit agreement that will certainly support both organic and acquisition growth. Next steps in progress include: enhancing our salesforce to continue to serve and attract customers, rationalizing our cost structure to improve margins, and negotiating better deals with vendors, suppliers, and partners from a position of strength. And finally, through targeted corporate development, we will strive to eliminate or minimize non-core or less profitable ventures, and identify and opportunistically close accretive deals that are synergistic with our state-of-the-art portfolio.

We have high expectations and will continue to develop a culture that stresses superior customer service, profitable growth, pay for performance, and value creation for our shareholders.

We are INAP!

Sincerely,

Peter D. Aquino
President and Chief Executive Officer