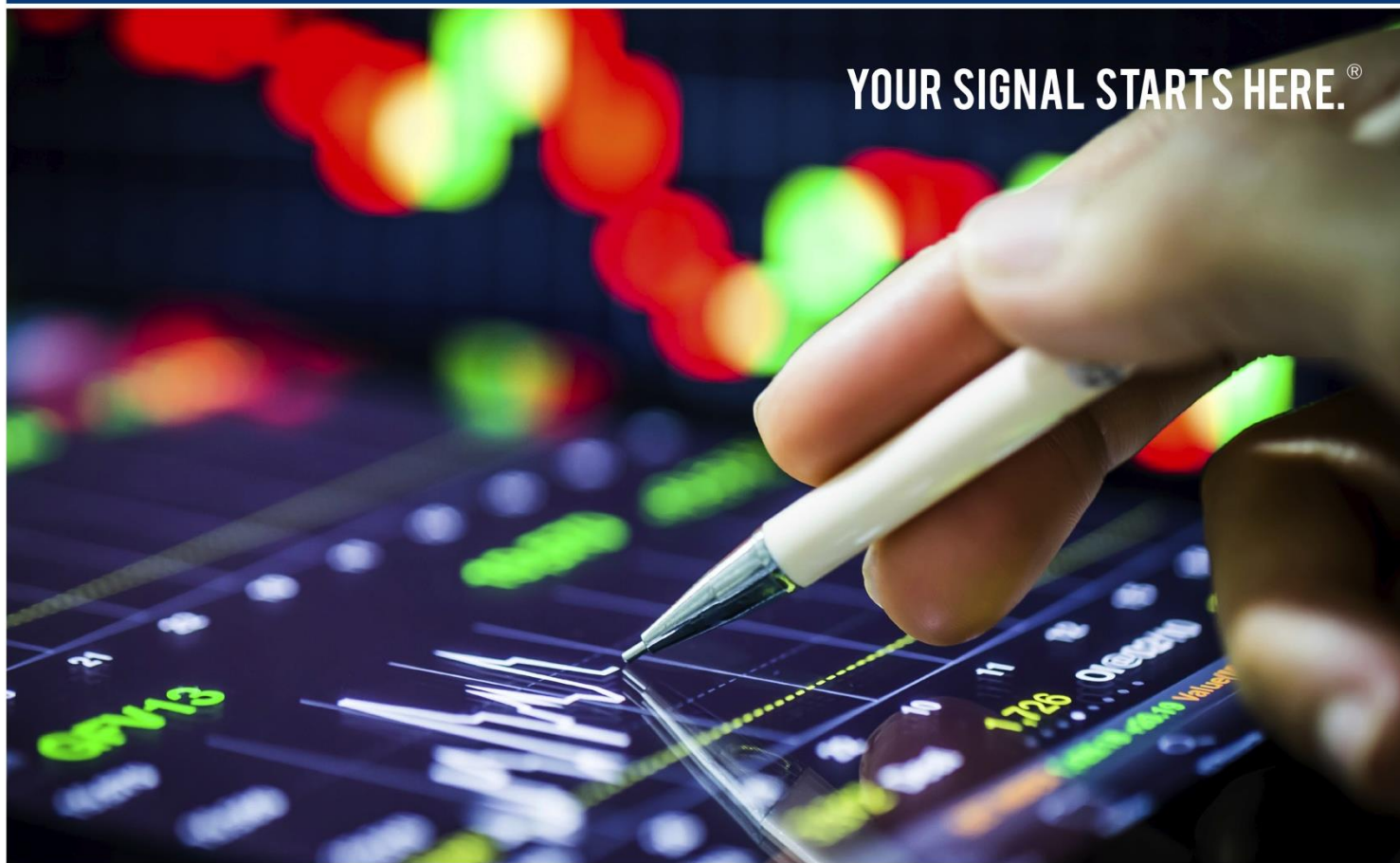


# Supplemental Financial Data

Non-GAAP Financial Measures and Other Key Financial and Operational Measures



**First Quarter 2016**



SBA Communications Corporation (“SBA” or “We”) often makes disclosures of non-GAAP financial measures, such as (1) Cash Site Leasing Revenue, (2) Tower Cash Flow, and Tower Cash Flow Margin, (3) Adjusted EBITDA, Annualized Adjusted EBITDA, and Adjusted EBITDA Margin, (4) Net Debt, Net Secured Debt, Leverage Ratio, Net Cash Interest Coverage Ratio, and Secured Leverage Ratio, (5) Funds From Operations, Adjusted Funds From Operations, and Adjusted Funds From Operations Per Share and (6) certain financial metrics after eliminating the impact of changes in foreign currency exchange rates (collectively, our “Constant Currency Measures”). The following pages provide reconciliations of these non-GAAP financial measures to their most comparable GAAP measures and the other information required by Regulation G.

We also provide organic cash leasing revenue, an operational metric, which compares the results of towers owned in the prior-year period in the current period, excluding non-cash straight-line site leasing revenue, growth from acquisitions, new tower builds, and the impacts of certain non-standard tower leasing revenue items, such as pass-through expenses grossed up into leasing revenue, amortization of augmentation reimbursements and our managed and non-macro business.

In addition, we provide additional key metrics for the understanding of our business: (i) Segment Operating Profit, which is one of our two measures of segment profitability, and (ii) customer concentration, which reflect the contribution of our significant customers to the respective segment revenue. We also provide summaries of (1) the percentage of Total Cash Site Leasing Revenue generated in non-U.S. dollars by currency, (2) pass through expenses grossed up into leasing revenue, (3) Tower Cash Flow Margin and Adjusted EBITDA Margin excluding pass through reimbursable expenses and (4) the amortization of capital contributions for tower augmentations as leasing revenue.

## Segment Operating Profit and Segment Operating Profit Margin for the Three Months are as follows:

	Domestic Site Leasing		Int'l Site Leasing		Total Site Leasing		Site Development	
	For the three months ended March 31,		For the three months ended March 31,		For the three months ended March 31,		For the three months ended March 31,	
	2016	2015	2016	2015	2016	2015	2016	2015
Segment revenue	\$ 315,230	\$ 305,950	\$ 59,220	\$ 63,777	\$ 374,450	\$ 369,727	\$ 25,319	\$ 40,367
Segment cost of revenues (excluding depreciation, accretion, and amortization)	(64,475)	(61,686)	(18,287)	(18,531)	(82,762)	(80,217)	(19,833)	(30,893)
Segment operating profit	<u>\$ 250,755</u>	<u>\$ 244,264</u>	<u>\$ 40,933</u>	<u>\$ 45,246</u>	<u>\$ 291,688</u>	<u>\$ 289,510</u>	<u>\$ 5,486</u>	<u>\$ 9,474</u>
Segment operating profit margin	<u>79.5%</u>	<u>79.8%</u>	<u>69.1%</u>	<u>70.9%</u>	<u>77.9%</u>	<u>78.3%</u>	<u>21.7%</u>	<u>23.5%</u>

# Cash Site Leasing Revenue, Tower Cash Flow and Tower Cash Flow Margin



Cash Site Leasing Revenue is defined as site leasing revenue less non-cash straight-line site leasing revenue. Tower Cash Flow is defined as Cash Site Leasing Revenue less site leasing cost of revenues and non-cash straight-line ground lease expense and Tower Cash Flow Margin is defined as Tower Cash Flow divided by Cash Site Leasing Revenue. We discuss these non-GAAP financial measures because we believe these items are indicators of performance of our site leasing operations. In addition, Tower Cash Flow is a component of the calculation used by our lenders to determine compliance with certain covenants under our Senior Credit Agreement, 5.625% Notes, 5.750% Notes and 4.875% Notes. Neither Cash Site Leasing Revenue, Tower Cash Flow nor Tower Cash Flow Margin are intended to be alternative measures of site leasing gross profit nor of site leasing gross profit margin as determined in accordance with GAAP.

## The quarterly reconciliation of Cash Site Leasing Revenue and Tower Cash Flow and the calculation of Tower Cash Flow Margin is as follows:

	Domestic Site Leasing		Int'l Site Leasing		Total Site Leasing	
	For the three months ended March 31,		For the three months ended March 31,		For the three months ended March 31,	
	2016	2015	2016	2015	2016	2015
	<i>(in thousands)</i>					
Site leasing revenue	\$ 315,230	\$ 305,950	\$ 59,220	\$ 63,777	\$ 374,450	\$ 369,727
Non-cash straight-line leasing revenue	(4,079)	(7,503)	(4,768)	(6,738)	(8,847)	(14,241)
Cash site leasing revenue	311,151	298,447	54,452	57,039	365,603	355,486
Site leasing cost of revenues (excluding depreciation, accretion, and amortization)	(64,475)	(61,686)	(18,287)	(18,531)	(82,762)	(80,217)
Non-cash straight-line ground lease expense	7,624	7,795	870	921	8,494	8,716
Tower Cash Flow	\$ 254,300	\$ 244,556	\$ 37,035	\$ 39,429	\$ 291,335	\$ 283,985
Tower Cash Flow Margin	81.7%	81.9%	68.0%	69.1%	79.7%	79.9%

# Cash Site Leasing Revenue, Tower Cash Flow and Tower Cash Flow Margin



The quarterly reconciliation of Cash Site Leasing Revenue and Tower Cash Flow and the calculation of Tower Cash Flow Margin is as follows:

	Domestic								
	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014	3/31/2014
	(\$ in thousands)								
Site leasing revenue	\$ 315,230	\$ 310,316	\$ 313,131	\$ 307,361	\$ 305,950	\$ 303,290	\$ 293,775	\$ 285,168	\$ 275,061
Non-cash straight-line leasing revenue	(4,079)	(5,175)	(6,247)	(7,154)	(7,497)	(7,850)	(10,004)	(8,562)	(6,394)
Cash site leasing revenue	311,151	305,141	306,884	300,207	298,453	295,440	283,771	276,606	268,667
Site leasing cost of revenues (excluding depreciation, accretion, and amortization)	(64,475)	(63,652)	(63,587)	(63,563)	(61,686)	(61,600)	(63,108)	(60,314)	(62,214)
Non-cash straight-line ground lease expense	7,624	7,561	7,657	7,540	7,795	7,853	8,120	8,079	7,930
Tower Cash Flow	\$ 254,300	\$ 249,050	\$ 250,954	\$ 244,184	\$ 244,562	\$ 241,693	\$ 228,783	\$ 224,371	\$ 214,383
Tower Cash Flow Margin	81.7%	81.6%	81.8%	81.3%	81.9%	81.8%	80.6%	81.1%	79.8%

# Cash Site Leasing Revenue, Tower Cash Flow and Tower Cash Flow Margin



The quarterly reconciliation of Cash Site Leasing Revenue and Tower Cash Flow and the calculation of Tower Cash Flow Margin is as follows:

	International								
	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014	3/31/2014
	(\$ in thousands)								
Site leasing revenue	\$ 59,220	\$ 58,136	\$ 58,862	\$ 63,101	\$ 63,777	\$ 58,131	\$ 55,235	\$ 55,284	\$ 34,259
Non-cash straight-line leasing revenue	(4,768)	(4,788)	(5,395)	(6,064)	(6,738)	(6,283)	(6,485)	(6,655)	(4,633)
Cash site leasing revenue	54,452	53,348	53,467	57,037	57,039	51,848	48,750	48,629	29,626
Site leasing cost of revenues (excluding depreciation, accretion, and amortization)	(18,287)	(17,705)	(17,759)	(18,168)	(18,531)	(16,664)	(14,818)	(15,068)	(7,526)
Non-cash straight-line ground lease expense	870	849	898	983	921	1,048	1,105	1,093	1,043
Tower Cash Flow	\$ 37,035	\$ 36,492	\$ 36,606	\$ 39,852	\$ 39,429	\$ 36,232	\$ 35,037	\$ 34,654	\$ 23,143
Tower Cash Flow Margin	68.0%	68.4%	68.5%	69.9%	69.1%	69.9%	71.9%	71.3%	78.1%

The annual reconciliation of Tower Cash Flow is as follows:

	For the year ended December 31,					
	2015	2014	2013	2012	2011	2010
	<i>(\$ in thousands)</i>					
Site leasing revenue	\$ 1,480,634	\$ 1,360,202	\$ 1,133,013	\$ 846,094	\$ 616,294	\$ 535,444
Site leasing cost of revenue (excluding depreciation, accretion and amortization)	(324,655)	(301,313)	(270,772)	(188,951)	(131,916)	(119,141)
Site Leasing Segment Operating Profit	\$ 1,155,979	\$ 1,058,891	\$ 862,241	\$ 657,143	\$ 484,378	\$ 416,303
Non-cash straight-line leasing revenue	(49,064)	(56,866)	(65,611)	(52,009)	(12,762)	(5,289)
Non-cash straight-line ground lease expense	34,204	36,271	33,621	22,463	11,811	11,300
Tower Cash Flow <sup>(1)</sup>	<u>\$ 1,141,119</u>	<u>\$ 1,038,296</u>	<u>\$ 830,251</u>	<u>\$ 627,597</u>	<u>\$ 483,427</u>	<u>\$ 422,314</u>

(1) Tower Cash Flow for fiscal year 2016 will be calculated as defined in the previous page.

(2) Annual numbers may not add up due to rounding.

# Adjusted EBITDA, Annualized Adjusted EBITDA and Adjusted EBITDA Margin



Adjusted EBITDA is defined as net income (loss) excluding the impact of interest expense, interest income, provision for or benefit from taxes, depreciation, accretion and amortization, asset impairment and decommission costs, non-cash compensation, loss/(gain) from extinguishment of debt, net, other (income) and expense, acquisition related adjustments and expenses, non-cash straight-line leasing revenue, and non-cash straight-line ground lease expense. Adjusted EBITDA excludes acquisition related costs which, pursuant to the adoption of new business combination accounting guidance, are expensed and included within operating expenses. Annualized Adjusted EBITDA is calculated as Adjusted EBITDA for the most recent quarter multiplied by four. Adjusted EBITDA Margin is defined as Adjusted EBITDA divided by the difference of total revenue minus non-cash straight-line leasing revenue.

We have included these non-GAAP financial measures because we believe these items are indicators of the profitability and financial performance of our core business. In addition, Adjusted EBITDA is a component of the calculation used by our lenders to determine compliance with certain covenants under our Senior Credit Agreement, 5.625% Notes, 5.750% Notes and 4.785% Notes. Neither Adjusted EBITDA, Annualized Adjusted EBITDA nor Adjusted EBITDA Margin are intended to be alternative measures of operating income or gross profit margin as determined in accordance with GAAP.



# Adjusted EBITDA, Annualized Adjusted EBITDA and Adjusted EBITDA Margin



The quarterly reconciliation of Adjusted EBITDA and the calculation of Annualized Adjusted EBITDA are as follows:

	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014
	<i>(\$ in thousands)</i>							
Net income (loss)	\$ 53,639	\$ 31,019	\$ (155,946)	\$ 28,305	\$ (79,030)	\$ 388	\$ (16,624)	\$ (9,467)
Non-cash straight-line leasing revenue	(8,847)	(9,963)	(11,642)	(13,218)	(14,235)	(14,133)	(16,489)	(15,217)
Non-cash straight-line ground lease expense	8,494	8,410	8,555	8,523	8,716	8,901	9,225	9,172
Non-cash compensation	7,785	6,845	6,702	8,213	6,988	5,440	6,416	6,196
Loss from extinguishment of debt, net	—	783	—	—	—	1,124	14,893	8,236
Other (income) / expense	(45,900)	(39,572)	111,250	(15,507)	82,968	9,758	(611)	(1,384)
Acquisition related adjustments and expenses	3,182	4,380	364	5,780	1,339	(2,930)	(58)	2,225
Asset impairment and decommission costs	6,183	20,598	63,353	4,010	6,822	10,247	5,992	3,994
Interest income	(1,866)	(1,610)	(1,276)	(715)	(293)	(249)	(161)	(180)
Total interest expense <sup>(1)</sup>	89,524	89,561	87,129	83,856	82,478	81,644	91,005	84,069
Depreciation, accretion and amortization	159,801	161,461	164,330	162,377	171,853	162,214	159,410	161,005
Provision for taxes	2,660	2,411	2,369	2,627	3,420	4,288	1,342	2,407
Adjusted EBITDA	\$ 274,655	\$ 274,323	\$ 275,188	\$ 274,251	\$ 271,026	\$ 266,692	\$ 254,340	\$ 251,056
Annualized Adjusted EBITDA <sup>(2)</sup>	\$ 1,098,620	\$ 1,097,292	\$ 1,100,752	\$ 1,097,004	\$ 1,084,104	\$ 1,066,768	\$ 1,017,360	\$ 1,004,224

(1) Total interest expense includes interest expense, non-cash interest expense, and amortization of deferred financing fees.

(2) Annualized Adjusted EBITDA is calculated as Adjusted EBITDA for the most recent quarter multiplied by four.

# Adjusted EBITDA, Annualized Adjusted EBITDA and Adjusted EBITDA Margin



The annual reconciliation of Adjusted EBITDA is as follows:

	For the year ended December 31,					
	2015	2014	2013	2012	2011	2010
	<i>(\$ in thousands)</i>					
Net income (loss)	\$ (175,656)	\$ (24,295)	\$ (55,909)	\$ (181,390)	\$ (126,892)	\$ (194,421)
Non-cash straight-line leasing revenue	(49,064)	(56,867)	(65,611)	(52,009)	(12,762)	(5,289)
Non-cash straight-line ground lease expense	34,204	36,271	33,621	22,463	11,811	11,300
Non-cash compensation	28,748	22,671	17,205	13,968	11,469	10,501
Loss from extinguishment of debt, net	783	26,204	6,099	51,799	1,696	49,060
Other (income ) / expense	139,137	(10,628)	(31,138)	(5,654)	165	(29)
Acquisition related adjustments and expenses	11,864	7,798	19,198	40,433	7,144	10,106
Asset impairment and decommission costs	94,783	23,801	28,960	6,383	5,472	5,862
Interest income	(3,894)	(677)	(1,794)	(1,128)	(136)	(432)
Total interest expense <sup>(1)</sup>	343,025	337,284	313,696	279,221	233,713	219,090
Depreciation, accretion and amortization	660,021	627,072	533,334	408,467	309,146	278,727
Provision for taxes	10,827	10,120	(492)	7,689	4,091	2,904
Income from discontinued operations	-	-	-	(2,296)	-	-
Adjusted EBITDA <sup>(2)</sup>	<u>\$ 1,094,777</u>	<u>\$ 998,754</u>	<u>\$ 797,169</u>	<u>\$ 587,946</u>	<u>\$ 444,917</u>	<u>\$ 387,379</u>

(1) Total interest expense includes interest expense, non-cash interest expense, and amortization of deferred financing fees.

(2) Adjusted EBITDA for the fiscal year 2016 will be calculated in the same manner.

(3) Annual numbers may not add up due to rounding.

# Adjusted EBITDA, Annualized Adjusted EBITDA and Adjusted EBITDA Margin



The quarterly calculation of Adjusted EBITDA Margin is as follows:

	<u>For the three months</u>	
	<u>ended March 31,</u>	
	<u>2016</u>	<u>2015</u>
	<i>(\$ in thousands)</i>	
Total revenues	\$ 399,769	\$ 410,094
Non-cash straight-line leasing revenue	\$ (8,847)	\$ (14,241)
Total revenues minus non-cash straight-line leasing revenue	<u>\$ 390,922</u>	<u>\$ 395,853</u>
Adjusted EBITDA	<u>\$ 274,655</u>	<u>\$ 271,020</u>
Adjusted EBITDA Margin	<u>70.3%</u>	<u>68.5%</u>

# Adjusted EBITDA, Annualized Adjusted EBITDA and Adjusted EBITDA Margin



The annual calculation of Adjusted EBITDA Margin is as follows:

	For the year ended December 31,					
	2015	2014	2013	2012	2011	2010
	<i>(\$ in thousands)</i>					
Total revenues	\$ 1,638,474	\$ 1,526,996	\$ 1,304,866	\$ 954,084	\$ 698,170	\$ 626,619
Non-cash straight-line leasing revenue	(49,064)	(56,867)	(65,611)	(52,009)	(12,762)	(5,289)
Total revenues minus non-cash straight-line leasing revenue	\$ 1,589,410	\$ 1,470,131	\$ 1,239,255	\$ 902,075	\$ 685,408	\$ 621,330
Adjusted EBITDA	\$ 1,094,777	\$ 998,754	\$ 797,169	\$ 587,946	\$ 444,917	\$ 387,379
Adjusted EBITDA Margin <sup>(1)</sup>	68.9%	67.9%	64.3%	65.2%	64.9%	62.3%

(1) Adjusted EBITDA Margin for the fiscal year 2016 will be calculated in the same manner.

(2) Annual numbers may not add up due to rounding.

# Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share



Funds From Operations is defined as net income (loss) plus adjusted tax provision (benefit) and real estate related depreciation, amortization and accretion. Adjusted Funds From Operations is defined as Funds From Operations adjusted to remove the impact of non-cash straight-line leasing revenue, non-cash straight-line ground lease expense, non-cash compensation, non-real estate related depreciation, amortization and accretion, amortization of deferred financing costs and debt discounts, gain (loss) from extinguishment of debt, net, other (income) and expense, acquisition related adjustments and expenses, asset impairment and decommission costs, interest deemed paid upon conversion of convertible notes and non-discretionary cash capital expenditures. Adjusted Funds From Operations Per Share is defined as Adjusted Funds From Operations divided by the weighted number of shares outstanding, adjusted to include the dilutive effect of stock options and restricted stock units.

We believe that FFO, AFFO and AFFO per share, which are also being used by American Tower Corporation and Crown Castle International (our two public company peers in the communication site industry), provide investors useful indicators of the financial performance of our core business and permit investors an additional tool to evaluate the performance of our business against those of our two principal competitors. FFO, AFFO and AFFO per share are not necessarily indicative of the operating results that would have been achieved had we converted to a REIT. In addition, our FFO, AFFO and AFFO per share may not be comparable to those reported in accordance with National Association of Real Estate Investment Trusts or by the other communication site companies as the calculation of these non-GAAP measures requires us to estimate the impact had we converted to a REIT, including estimates of the tax provision adjustment to reflect our estimate of our cash taxes had we been a REIT.

# Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share



The calculation of Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share is as follows:

(\$ in thousands, except per share amounts)	<u>For the three months</u>	
	<u>March 31</u>	
	<u>2016</u>	<u>2015</u>
Net income (loss)	\$53,639	(\$79,030)
Adjusted tax provision (1)	117	1,706
Real estate related depreciation, amortization, and accretion	158,335	170,251
FFO	<u>212,091</u>	<u>92,927</u>
Adjustments to FFO:		
Non-cash straight-line leasing revenue	(8,847)	(14,241)
Non-cash straight-line ground lease expense	8,494	8,716
Non-cash compensation	7,785	6,988
Non-real estate related depreciation, amortization, and accretion	1,466	1,602
Amortization of deferred financing costs and debt discounts	5,720	4,824
Other (income) expense	(45,900)	82,968
Acquisition related adjustments and expenses	3,182	1,339
Asset impairment and decommission costs	6,183	6,822
Non-discretionary cash capital expenditures	(7,824)	(7,376)
AFFO	<u>\$182,350</u>	<u>\$184,569</u>
Weighted average number of common shares (2)	<u>126,124</u>	<u>130,525</u>
AFFO per share	<u>1.45</u>	<u>1.41</u>

- (1) Adjusts the income tax provision during the period, to reflect our estimate of cash income taxes (primarily foreign taxes) that would have been payable had we been a REIT.
- (2) For purposes of the AFFO per share calculation, the basic weighted average number of common shares has been adjusted to include the dilutive effect of stock options and restricted stock units

# Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share



The annual calculation of Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share is as follows:

	<b>For the years ended</b>	
	<b>December 31</b>	
(\$ in thousands, except per share amounts)	<b><u>2015</u></b>	<b><u>2014</u></b>
Net income (loss)	\$ (175,656)	\$ (24,295)
Adjusted tax provision (benefit) <sup>(1)</sup>	2,211	2,705
Real estate related depreciation, amortization, and accretion	<u>653,990</u>	<u>621,208</u>
FFO	<u>\$ 480,545</u>	<u>\$ 599,617</u>
Adjustments to FFO:		
Non-cash straight-line leasing revenue	(49,064)	(56,867)
Non-cash straight-line ground lease expense	34,204	36,271
Non-cash compensation	28,747	22,671
Non-real estate related depreciation, amortization, and accretion	6,031	5,862
Amortization of deferred financing costs and debt discounts	20,659	44,684
Interest deemed paid upon conversion of convertible notes	-	7,537
Loss from extinguishment of debt, net	783	26,204
Other (income) expense	139,137	(10,628)
Acquisition related adjustments and expenses	11,863	7,798
Asset impairment and decommission costs	94,783	23,801
Non-discretionary cash capital expenditures	<u>(33,600)</u>	<u>(27,243)</u>
AFFO <sup>(2)</sup>	<u>\$ 734,088</u>	<u>\$ 679,709</u>
Weighted average number of common shares <sup>(3)</sup>	<u>128,914</u>	<u>130,061</u>
AFFO per share	\$ 5.69	\$ 5.23

(1) Adjusts the income tax provision during the period, to reflect our estimate of cash income taxes (primarily foreign taxes) that would have been payable had we been a REIT.

(2) FFO, AFFO and AFFO per Share for the fiscal year 2016 will be calculated in the same manner.

(3) For purposes of the AFFO per share calculation, the basic weighted average number of common shares has been adjusted to include the dilutive effect of stock options and restricted stock units.

(4) Annual numbers may not add up due to rounding.

# Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share



The quarterly calculation of Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share is as follows:

(\$ in thousands, except per share amounts)

	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014
Net income (loss)	\$ 53,639	\$ 31,019	\$ (155,946)	\$ 28,305	\$ (79,030)	\$ 388	\$ (16,624)	\$ (9,467)
Adjusted tax provision (benefit) <sup>(1)</sup>	117	470	436	(401)	1,706	2,997	36	(218)
Real estate related depreciation, amortization and accretion	158,335	159,958	162,811	160,970	170,251	160,675	157,939	159,638
FFO	\$212,091	\$191,447	\$7,301	\$188,874	\$92,927	\$164,060	\$141,351	\$149,953
Adjustments to FFO:								
Non-cash straight-line leasing revenue	(8,847)	(9,963)	(11,642)	(13,218)	(14,235)	(14,133)	(16,489)	(15,217)
Non-cash straight-line ground lease expense	8,494	8,410	8,555	8,523	8,716	8,901	9,225	9,172
Non-cash compensation	7,785	6,845	6,702	8,213	6,988	5,440	6,416	6,196
Non-real estate related depreciation, amortization and accretion	1,466	1,503	1,519	1,407	1,602	1,539	1,471	1,367
Amortization of deferred financing costs and debt discounts	5,720	5,635	5,252	4,948	4,824	4,738	12,835	12,571
Interest deemed paid upon conversion of convertible notes	-	-	-	-	-	-	7,392	145
Loss from extinguishment of debt, net	-	783	-	-	-	1,124	14,893	8,236
Other (income) expense	(45,900)	(39,572)	111,250	(15,507)	82,968	9,758	(611)	(1,384)
Acquisition related adjustments and expenses	3,182	4,380	364	5,780	1,339	(2,930)	(58)	2,225
Asset impairment and decommission costs	6,183	20,598	63,353	4,010	6,822	10,247	5,992	3,994
Non-discretionary cash capital expenditures	(7,824)	(8,958)	(8,727)	(8,539)	(7,376)	(7,238)	(8,582)	(6,686)
AFFO	\$182,350	\$181,108	\$183,927	\$184,491	\$184,575	\$181,506	\$173,835	\$170,572
Weighted average number of common shares <sup>(2)</sup>								
	126,124	126,964	128,279	129,948	130,525	130,339	130,234	130,034
AFFO per share	\$1.45	\$1.43	\$1.43	\$1.42	\$1.41	\$1.39	\$1.33	\$1.31

(1) Adjusts the income tax provision during the period to reflect our estimate of cash income taxes (primarily foreign taxes) that would have been payable had we been a REIT.

(2) Includes the dilutive effect of stock options and restricted stock units.



# Net Debt, Leverage Ratio and Net Cash Interest Coverage Ratio



Net Debt is defined as the notional principal amount of outstanding debt minus cash and cash equivalents, short-term investments, and short-term restricted cash. Net Secured Debt is defined as the notional principal amount of outstanding secured debt minus cash and cash equivalents, short-term investments, and short-term restricted cash. Under GAAP policies, the notional principal amount of the Company's outstanding debt is not necessarily reflected on the face of the Company's financial statements. Leverage Ratio is defined as Net Debt divided by Annualized Adjusted EBITDA. Secured Leverage Ratio is defined as Net Secured Debt divided by Annualized Adjusted EBITDA. Net cash interest coverage ratio is defined as Adjusted EBITDA divided by Net Cash Interest Expense. We believe that by including the full amount of the notional principal amount due at maturity for purposes of calculating net debt it will provide investors a more complete understanding of our net debt and leverage position. We have included these non-GAAP financial measures because we believe these items are indicators of our financial condition, and they are used by our lenders to determine compliance with certain covenants under our Senior Credit Agreement, 5.625% Notes, 5.750% Notes and 4.875% Notes.

# Net Debt, Leverage Ratio and Net Cash Interest Coverage Ratio



The calculations of Net Debt and Leverage Ratio are as follows:

	<u>March 31, 2016</u>
	<i>(\$ in thousands)</i>
2010-2C Tower Securities	\$ 550,000
2012-1C Tower Securities	610,000
2013-1C Tower Securities	425,000
2013-2C Tower Securities	575,000
2013-1D Tower Securities	330,000
2014-1C Tower Securities	920,000
2014-2C Tower Securities	620,000
2015-1C Tower Securities	500,000
Revolving Credit Facility	20,000
2014 Term Loan B (carrying value of \$1,461,581)	1,473,750
2015 Term Loan B (carrying value of \$487,180)	496,250
Total secured debt	<u>6,520,000</u>
5.625% 2019 Senior Notes	500,000
5.75% 2020 Senior Notes	800,000
4.875% 2022 Senior Notes (carrying value of \$735,497)	750,000
Total unsecured debt	<u>2,050,000</u>
Total debt	<u>\$ 8,570,000</u>
Less: Cash and cash equivalents, short-term restricted cash and short-term investments	<u>(129,112)</u>
Net debt	<u>\$ 8,440,888</u>
Divided by: Annualized Adjusted EBITDA	<u>\$ 1,098,620</u>
Leverage Ratio	<u>7.7x</u>

# Net Debt, Leverage Ratio and Net Cash Interest Coverage Ratio



The calculations of Net Debt and Leverage Ratio are as follows:

	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014
	<i>(\$ in thousands)</i>							
Total Debt (notional)	\$8,570,000	\$8,555,000	\$8,500,000	\$8,270,000	\$7,972,500	\$7,870,000	\$7,559,568	\$6,872,120
Less: Cash and cash equivalents, short-term investments and short-term restricted cash	(129,112)	(144,098)	(120,758)	(117,606)	(108,625)	(97,511)	(502,069)	(149,899)
Net Debt	\$8,440,888	\$8,410,902	\$8,379,242	\$8,152,394	\$7,863,875	\$7,772,489	\$7,057,499	\$6,722,221
Divided by: Annualized Adjusted EBITDA	\$1,098,620	\$1,097,292	\$1,100,752	\$1,097,004	\$1,084,104	\$1,066,768	\$1,017,360	\$1,004,224
Leverage Ratio	7.7x	7.7x	7.6x	7.4x	7.3x	7.3x	6.9x	6.7x

# Net Debt, Leverage Ratio and Net Cash Interest Coverage Ratio



The calculation of Net Cash Interest Coverage Ratio is as follows:

	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014
	<i>(\$ in thousands)</i>							
Adjusted EBITDA	\$274,655	\$274,323	\$275,188	\$274,251	\$271,026	\$266,692	\$254,340	\$251,056
Interest expense	83,804	83,926	81,877	78,908	77,654	76,906	78,170	71,498
Interest income	(1,866)	(1,610)	(1,276)	(715)	(293)	(249)	(161)	(180)
Net cash interest expense	\$81,938	\$82,316	\$80,601	\$78,193	\$77,361	\$76,657	\$78,009	\$71,318
Net Cash Interest Coverage Ratio	3.4x	3.3x	3.4x	3.5x	3.5x	3.5x	3.3x	3.5x

# Net Secured Debt and Secured Leverage Ratio



The calculations of Net Secured Debt and Secured Leverage Ratio are as follows:

	<u>March 31, 2016</u>
	<i>(\$ in thousands)</i>
Total debt <sup>(1)</sup>	\$8,570,000
Less:	
Unsecured debt <sup>(1)</sup>	(2,050,000)
Secured debt <sup>(1)</sup>	<u>\$6,520,000</u>
Less: Cash and cash equivalents, short-term investments and short-term restricted cash	<u>(129,112)</u>
Net Secured Debt	<u>\$6,390,888</u>
Divided by: Annualized Adjusted EBITDA	<u>\$1,098,620</u>
Secured Leverage Ratio	<u><u>5.8x</u></u>

(1) Notional principal amount of outstanding debt.

# Constant Currency Measures and Impact of iDen-Related Churn



We eliminate the impact of changes in foreign currency exchange rates for each of the following financial metrics (collectively, our “Constant Currency Measures”) by dividing the current period’s financial results by the average monthly exchange rates of the prior year period. The table below provides the reconciliation of the reported growth rate year-over-year, of each of the following measures to the growth rate, after eliminating the impact of changes in foreign currency exchange rates to such measure: (1) total site leasing revenue and international site leasing revenue, (2) total site leasing segment operating profit and international site leasing segment operating profit, (3) total Tower Cash Flow and international Tower Cash Flow, (4) Adjusted EBITDA and (5) AFFO and AFFO Per Share. The table also provides a reconciliation of the reported year-over-year growth rates of these measures to the growth rates after eliminating the impact of iDen-related lease terminations that occurred during 2015 to such measures.

We believe that our Constant Currency Measures provide management and investors the ability to evaluate the performance of the business without the impact of foreign exchange fluctuations. We believe that excluding the impact of iDen-related churn provides management and investors a better understanding of our core growth rate.

	<b>First quarter 2016 year over year growth rate</b>	<b>Foreign currency impact</b>	<b>Growth excluding foreign currency impact</b>	<b>iDen churn impact</b>	<b>Growth excluding foreign currency and iDen churn impact</b>
Total site leasing revenue	1.3%	(3.9%)	5.2%	(2.4%)	7.6%
Total cash site leasing revenue	2.8%	(3.7%)	6.5%	(2.4%)	8.9%
Int'l cash site leasing revenue	(4.5%)	(23.0%)	18.5%	--	18.5%
Total site leasing segment operating profit	0.8%	(3.2%)	4.0%	(3.0%)	7.0%
Int'l site leasing segment operating profit	(9.5%)	(20.9%)	11.4%	--	11.4%
Total site leasing tower cash flow	2.6%	(2.9%)	5.5%	(3.1%)	8.6%
Int'l site leasing tower cash flow	(6.1%)	(20.9%)	14.8%	--	14.8%
Adjusted EBITDA	1.3%	(2.9%)	4.2%	(3.2%)	7.4%
AFFO	(1.2%)	(4.6%)	3.4%	(4.7%)	8.1%
AFFO per share	2.8%	(4.3%)	7.1%	(5.0%)	12.1%

# Selected Foreign Currency Exposure



The following is a summary of the percentage of Total Cash Site Leasing Revenue generated in non-U.S. dollars by currency.

	For the three months ended							
	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014
	<i>(\$ in thousands)</i>							
Brazilian Real	9.6%	9.5%	9.9%	11.1%	11.4%	10.3%	10.1%	10.4%
Brazilian Real <sup>(1)</sup>	6.6%	6.6%	6.9%	8.1%	8.2%	7.5%	7.7%	7.8%
Canadian Dollar	0.7%	0.8%	0.7%	0.8%	0.7%	0.8%	0.8%	0.8%

(1) Adjusted to exclude pass through reimbursable expenses associated with site leasing revenue.

The following is a list of significant customers and the percentage of total segment revenue for the specified time periods derived from such customers.

## Percentage of Domestic Site Leasing Revenue

### For the three months ended

	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014
AT&T Wireless <sup>(1)</sup>	32.4%	32.4%	31.7%	31.7%	31.7%	31.2%	31.1%	29.6%
Sprint <sup>(2)</sup>	19.9%	20.2%	22.4%	23.2%	23.4%	24.2%	25.1%	26.3%
T-Mobile <sup>(3)</sup>	19.6%	19.6%	18.7%	18.9%	18.6%	18.9%	19.1%	19.2%
Verizon Wireless	17.9%	17.4%	16.6%	15.9%	15.4%	15.5%	14.2%	13.9%

## Percentage of International Site Leasing Revenue

### For the three months ended

	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014
Oi S.A.	42.7%	44.4%	41.6%	48.9%	49.4%	47.4%	46.2%	49.5%
Telefonica	27.2%	27.3%	25.6%	23.3%	21.4%	25.3%	27.2%	26.0%
Claro	9.6%	10.4%	9.6%	9.5%	8.6%	9.1%	9.1%	10.1%

(1) Prior year amounts have been adjusted to reflect the merger of AT&T Wireless and Leap Wireless (Cricket Wireless).

(2) Prior year amounts have been adjusted to reflect the merger of Sprint and Clearwire.

(3) Prior year amounts have been adjusted to reflect the merger of T-Mobile and Metro PCS.



# Pass Through Reimbursable Expenses



The following is a summary of pass through reimbursable expenses which are associated with site leasing revenue.

	For the three months ended							
	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014
	<i>(\$ in thousands)</i>							
Domestic	\$ 7,659	\$ 7,455	\$ 7,343	\$ 8,105	\$ 7,544	\$ 7,592	\$ 7,973	\$ 7,105
International	12,531	12,025	12,040	12,505	13,199	11,108	9,373	9,894
Total	\$ 20,190	\$ 19,481	\$ 19,383	\$ 20,610	\$ 20,743	\$ 18,700	\$ 17,346	\$ 16,999

# Tower Cash Flow Margin and Adjusted EBITDA Margin Excluding Pass Through Reimbursable Expenses



The following is a summary of Tower Cash Flow Margin and Adjusted EBITDA Margin excluding pass through reimbursable expenses which are associated with site leasing revenue.

	For the three months ended							
	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014
	<i>(\$ in thousands)</i>							
Tower Cash Flow Margin	84.3%	84.2%	84.3%	84.4%	84.8%	84.6%	83.7%	84.0%
Adjusted EBITDA Margin	74.1%	72.7%	72.5%	72.8%	72.3%	71.7%	70.8%	71.5%

# Amortization of Capital Contributions



The following is a summary of amortization of capital contributions for tower augmentations as leasing revenue.

	For the three months ended							
	3/31/2016	12/31/2015	9/30/2015	6/30/2015	3/31/2015	12/31/2014	9/30/2014	6/30/2014
	<i>(\$ in thousands)</i>							
Total	\$ 9,843	\$ 10,664	\$ 11,137	\$ 11,701	\$ 12,412	\$ 12,050	\$ 8,041	\$ 6,274