

Supplemental Financial Data

Key Financial and Operational Measures and Non-GAAP Financial Measures



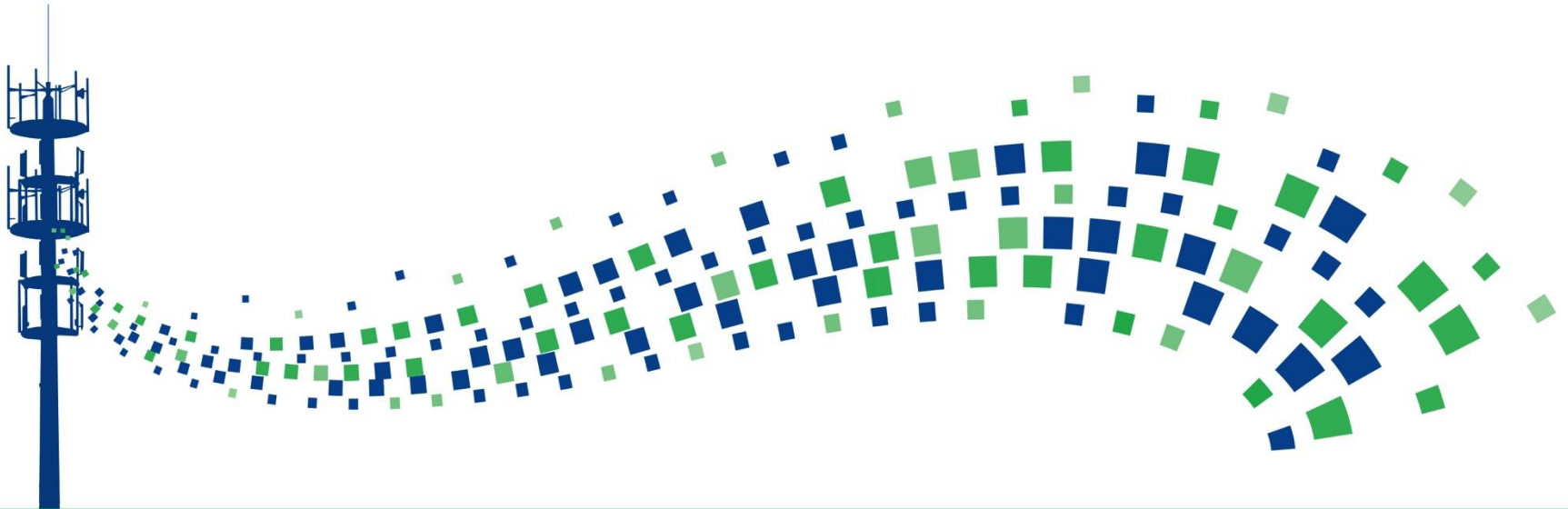
Second Quarter 2017



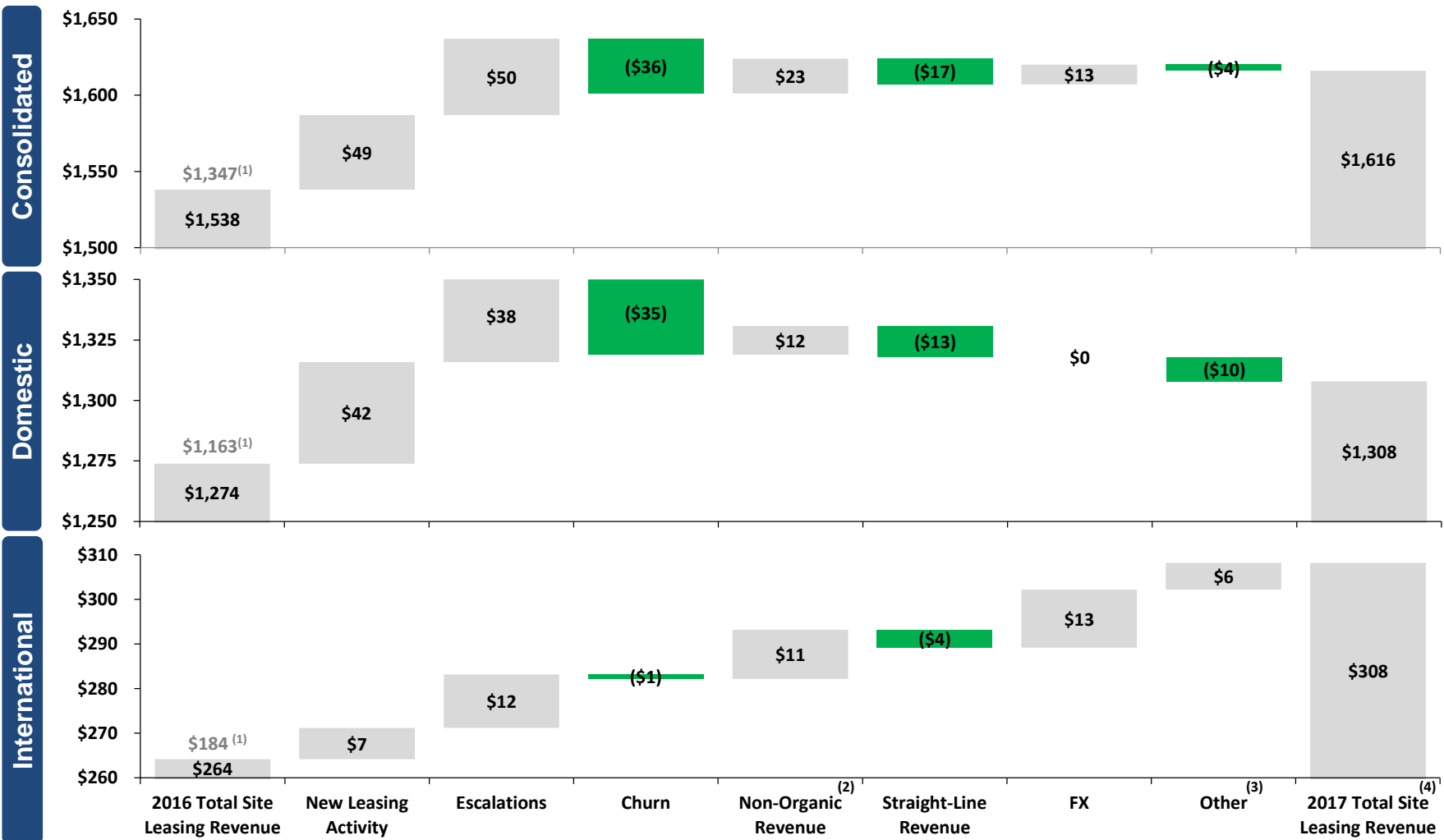
This Supplemental Financial Data package provides key financial and operational data as well as reconciliations of those non-GAAP financial measures that SBA Communications Corporation (“SBA” or “We”) use in evaluating the performance of our business.

These non-GAAP financial measures, include (1) Cash Site Leasing Revenue, (2) Core Recurring Cash Leasing Revenue, (3) Tower Cash Flow and Tower Cash Flow Margin, (4) Adjusted EBITDA, Annualized Adjusted EBITDA, and Adjusted EBITDA Margin, (5) Return on Invested Capital, (6) Net Debt, Net Secured Debt, Leverage Ratio, Net Cash Interest Coverage Ratio, and Secured Leverage Ratio, (7) Funds From Operations, Adjusted Funds From Operations, and Adjusted Funds From Operations Per Share and (8) certain financial metrics after eliminating the impact of changes in foreign currency exchange rates (collectively, our “Constant Currency Measures”) and other identified non-recurring items. 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.

Key Financial and Operational Measures



Bridge of 2016 Total Site Leasing Revenue to Updated 2017 Guidance (\$M)



■ Indicates a reduction in total site leasing revenue

1. Represents core recurring cash leasing revenue (a non-GAAP metric), which is the basis for our calculated same tower organic growth and churn rates
2. Includes contributions from acquisitions and new infrastructure builds
3. Includes pass-through reimbursable expenses, amortization of capital contributions for tower augmentations, managed and non-macro business and other miscellaneous items
4. Based on guidance issued on Jul 31, 2017

Reconciliation of Site Leasing Revenue to Core Recurring Cash Leasing Revenue



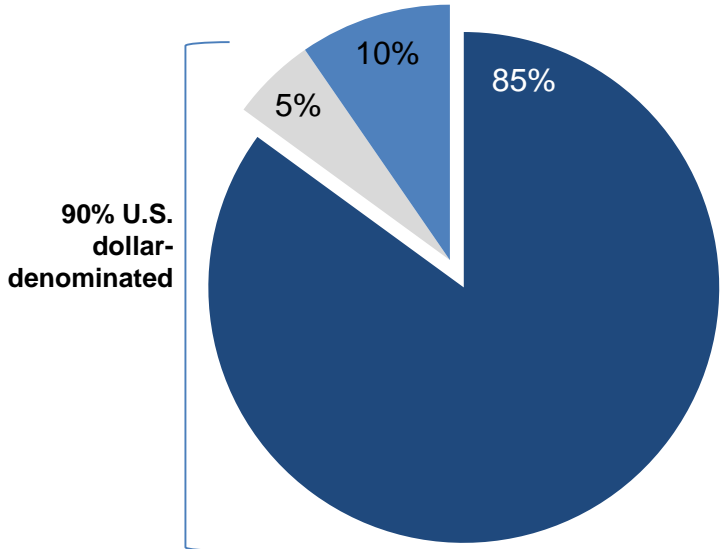
(\$M)	YTD 2017			FY 2016		
	Consolidated	Domestic	International	Consolidated	Domestic	International
Total Site Leasing Revenue	\$ 800	\$ 646	\$ 154	\$ 1,538	\$ 1,274	\$ 264
Less: Straight-Line Revenue	8	(0)	8	32	13	19
Less: Pass Through Reimbursable Expenses	50	15	35	89	31	58
Less: Amortization of Capital Contributions	18	17	1	37	37	0
Less: Managed and Non-Macro Business	8	8	0	15	14	1
Less: Other Miscellaneous Items ⁽¹⁾	6	4	2	18	16	2
Core Recurring Cash Leasing Revenue	\$ 710	\$ 602	\$ 108	\$ 1,347	\$ 1,163	\$ 184
% of Total Site Leasing Revenue						
Total Site Leasing Revenue	100%	100%	100%	100%	100%	100%
Less: Straight-Line Revenue	1%	0%	5%	2%	1%	7%
Less: Pass Through Reimbursable Expenses	6%	2%	23%	6%	2%	22%
Less: Amortization of Capital Contributions	2%	3%	1%	2%	3%	0%
Less: Managed and Non-Macro Business	1%	1%	0%	1%	1%	0%
Less: Other Miscellaneous Items ⁽¹⁾	1%	1%	1%	1%	1%	1%
Core Recurring Cash Leasing Revenue	89%	93%	70%	88%	91%	70%

1. Includes items such as out of period billings, cash basis revenues, termination fees and other miscellaneous items

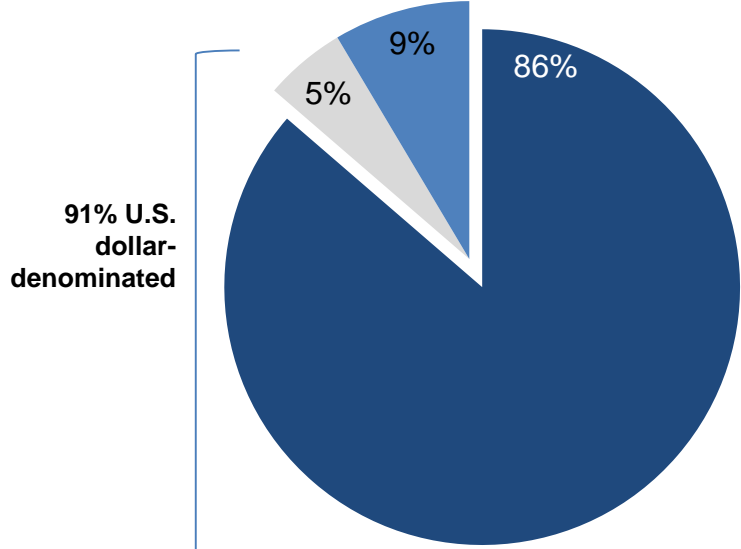
Core Recurring Cash Leasing Revenue Mix (%)



YTD 2017

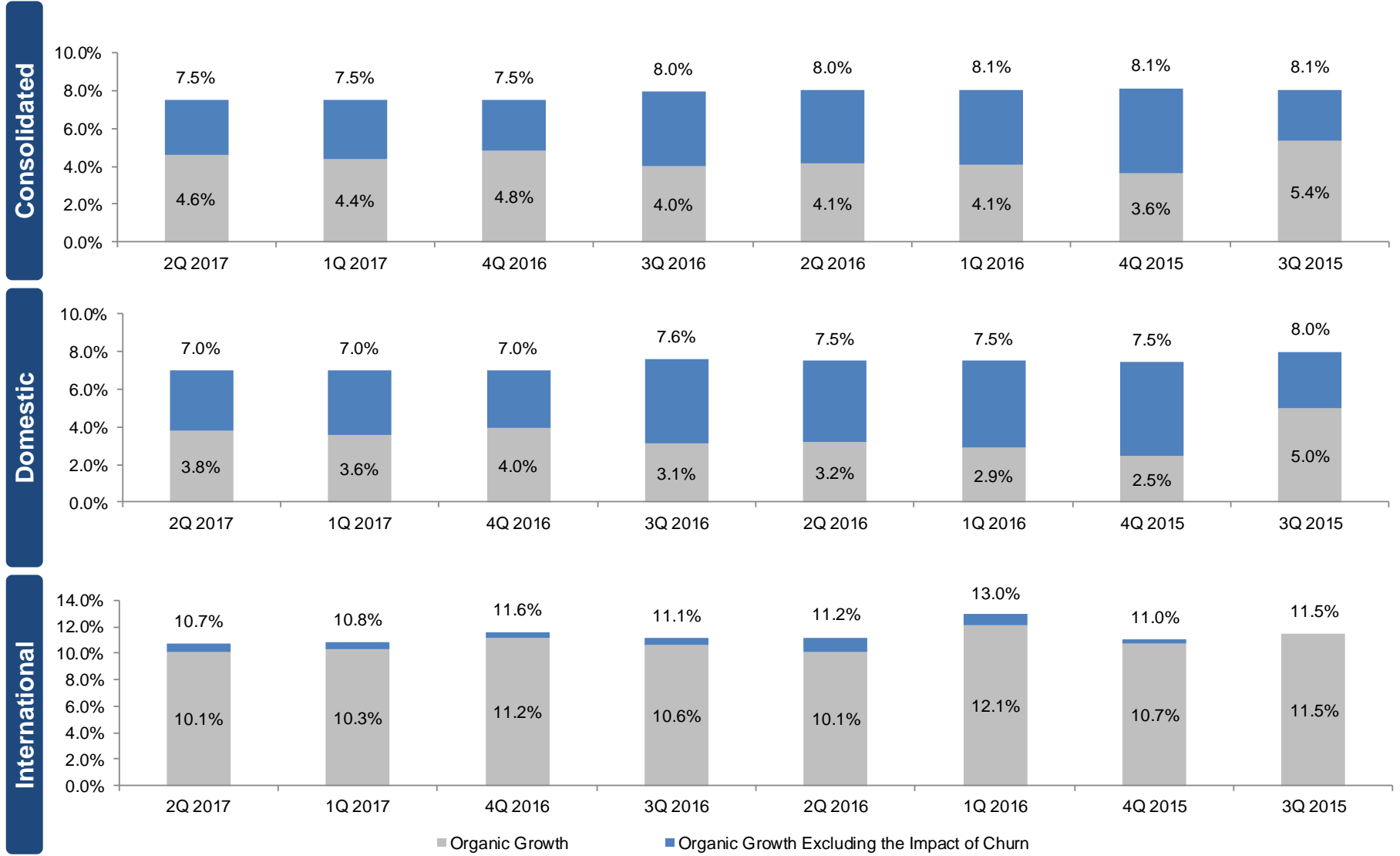


FY 2016



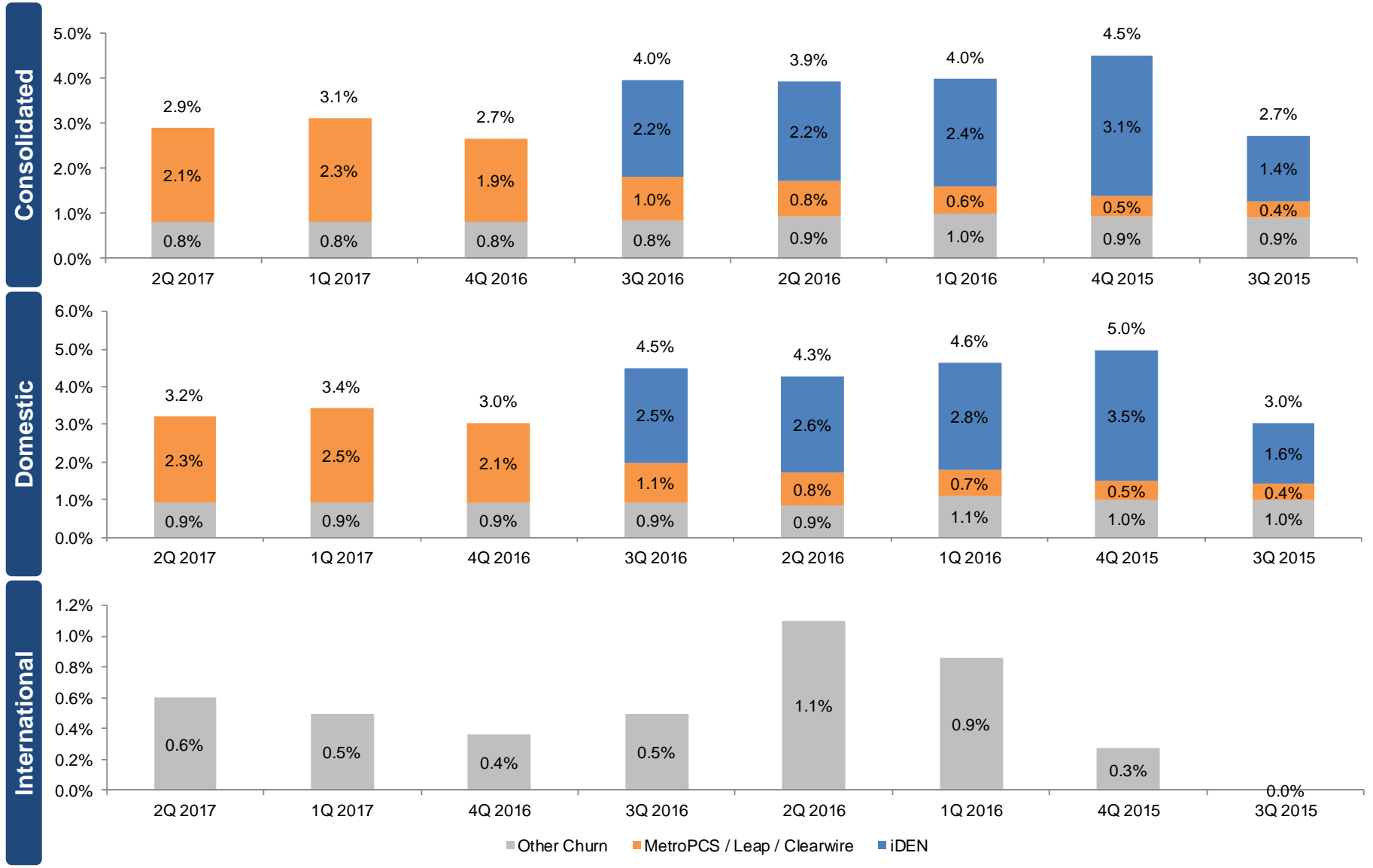
- Domestic
- International, U.S. dollar denominated
- International, Non-U.S. dollar denominated

Historical Same Tower Y-o-Y Organic Leasing Revenue Growth Rates (%)⁽¹⁾



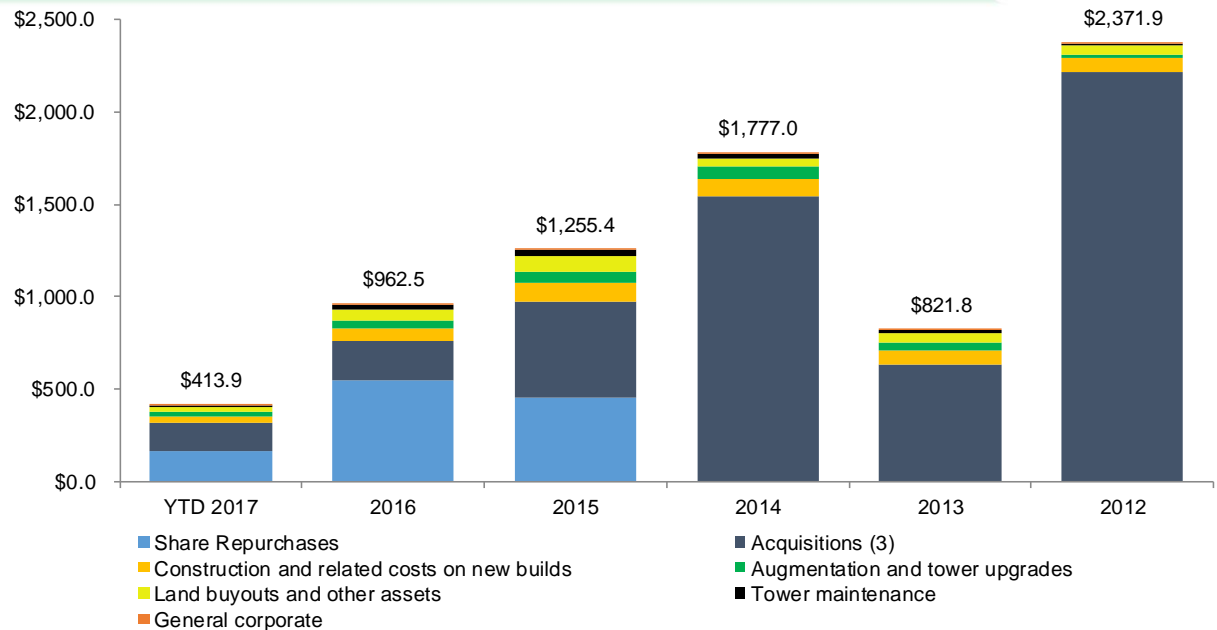
1. Same tower leasing revenue growth calculated only on the population of towers owned for both the current period and the comparable prior year period and a constant currency basis

Historical Same Tower Y-o-Y Revenue Churn Rates (%)⁽¹⁾



1. Same tower revenue churn calculated only on the population of towers owned for both the current period and the comparable prior year period

Historical Capital Allocation (\$M)



(\$M)	YTD 2017	2016	2015	2014	2013	2012
Share Repurchases	\$159.4	\$545.7	\$450.1	\$0.0	\$0.0	\$0.0
Acquisitions ⁽³⁾	161.0	214.7	525.8	1,540.3	628.4	2,211.8
Construction and related costs on new builds	32.8	69.4	100.7	92.2	77.4	76.6
Augmentation and tower upgrades	20.8	38.1	61.4	72.3	48.0	24.4
Land buyouts and other assets	24.0	62.1	83.7	45.0	49.0	46.9
Tower maintenance	13.7	27.7	28.6	20.0	12.9	8.6
General corporate	2.2	4.7	5.0	7.2	6.1	3.7
Total Capital Allocation ⁽¹⁾	\$413.9	\$962.5	\$1,255.4	\$1,777.0	\$821.8	\$2,371.9
Period End Leverage Ratio ⁽²⁾	7.2x	7.6x	7.7x	7.3x	6.8x	7.3x

1. Excludes purchase and refurbishment of headquarters building
2. Defined as net debt divided by Annualized Adjusted EBITDA (see page 35 for reconciliation of these non-GAAP metrics)
3. 2017 includes \$63m of acquisition consideration paid in the form of common stock; 2012 excludes \$555 million of acquisition consideration paid in the form of common stock

Note: Historical activity is not necessarily indicative of future capital allocation and totals may not add up due to rounding

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

	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
AT&T Wireless	32.9%	32.7%	32.8%	32.7%	32.8%	32.4%	32.4%	31.7%
T-Mobile	19.6%	19.4%	19.6%	19.8%	19.7%	19.6%	19.6%	18.7%
Verizon Wireless	19.1%	19.0%	18.6%	18.2%	18.1%	17.9%	17.4%	16.6%
Sprint	18.8%	19.2%	19.3%	19.7%	19.7%	19.9%	20.2%	22.4%

Percentage of International Site Leasing Revenue

For the three months ended

	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
Oi S.A.	42.6%	43.2%	43.5%	44.2%	45.3%	42.7%	44.4%	41.6%
Telefonica	25.4%	25.3%	26.4%	26.3%	25.6%	27.2%	27.3%	25.6%
America Movil	10.1%	9.7%	9.4%	9.3%	11.0%	9.6%	10.4%	9.6%

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							
	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
Brazilian Real ⁽¹⁾	12.8%	12.6%	11.5%	11.3%	10.8%	9.6%	9.5%	9.9%
Brazilian Real ⁽²⁾	9.1%	8.8%	7.9%	7.9%	7.5%	6.6%	6.6%	6.9%
Canadian Dollar ⁽¹⁾	0.7%	0.7%	0.7%	0.7%	0.8%	0.7%	0.8%	0.7%
Other ^{(1) (3)}	0.1%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%

1. Defined as (A) the USD equivalent of Total Cash Site Leasing Revenue generated in functional currency divided by (B) Consolidated Total Cash site leasing revenue
2. Defined as (A) the USD equivalent of Total Cash Site Leasing Revenue generated in Brazilian Real minus pass through reimbursable expenses generated in Brazilian Real divided by (B) Consolidated Total Cash site leasing revenue minus Consolidated pass through reimbursable expenses
3. Other includes the contribution from revenues denominated in Chilean Pesos and Peruvian Soles

Note: All contributions from individual countries that are less than 0.3% of total cash site leasing revenue will be combined on the line labeled "Other"

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							
	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
	<i>(in thousands)</i>							
Domestic	\$ 7,752	\$ 7,557	\$ 7,425	\$ 7,853	\$ 7,847	\$ 7,659	\$ 7,455	\$ 7,343
International	17,380	17,656	15,843	14,988	14,374	12,531	12,025	12,040
Total	\$ 25,132	\$ 25,213	\$ 23,268	\$ 22,841	\$ 22,221	\$ 20,190	\$ 19,481	\$ 19,383

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



Tower Cash Flow Margin and Adjusted EBITDA Margin excluding pass through reimbursable expenses which are associated with site leasing revenue are non-GAAP measures that we believe provide investors information indicative of the Company's operating efficiency excluding the impact of fully reimbursable expenses.

	For the three months ended							
	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
Tower Cash Flow Margin ⁽¹⁾	84.9%	84.8%	84.8%	84.6%	84.5%	84.3%	84.2%	84.3%
Adjusted EBITDA Margin ⁽²⁾	75.1%	74.1%	74.3%	74.3%	69.9%	74.1%	72.7%	72.5%
Adjusted EBITDA Margin net of the Oi reserve ⁽³⁾	75.1%	74.1%	74.3%	74.3%	74.3%	74.1%	72.7%	72.5%

1. Defined as (A) Tower Cash Flow divided by (B) Cash site leasing revenue minus revenue from pass through reimbursable expenses (see page 23 for a reconciliation)
2. Defined as (A) Adjusted EBITDA divided by (B) Total revenues minus non-cash straight-line leasing revenue minus revenue from pass through reimbursable expenses (see page 27 for a reconciliation)
3. Defined as (A) Adjusted EBITDA net of the Oi reserve divided by (B) Total revenues minus non-cash straight-line leasing revenue minus revenue from pass through reimbursable expenses (see page 27 for a reconciliation)

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							
	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
	<i>(in thousands)</i>							
Total	\$ 8,773	\$ 8,521	\$ 8,663	\$ 9,059	\$ 9,507	\$ 9,843	\$ 10,664	\$ 11,137

Return on Invested Capital (ROIC)



	YTD 2017	2016	2015	2014	2013	2012
	<i>(in thousands)</i>					
Adjusted EBITDA ⁽¹⁾	\$ 1,181,900	\$ 1,122,993 ⁽²⁾	\$ 1,094,777	\$ 998,754	\$ 797,169	\$ 587,946
Less: Cash taxes ⁽¹⁾	(16,892)	(11,299)	(8,617)	(7,401)	(6,011)	(3,237)
Numerator	\$ 1,165,008	\$ 1,111,694	\$ 1,086,160	\$ 991,353	\$ 791,158	\$ 584,709
Historical Gross Property and Equipment	\$ 5,612,681	\$ 5,490,325	\$ 5,179,356	\$ 4,842,784	\$ 4,363,339	\$ 4,173,456
Historical Gross Intangibles	5,863,357	5,761,678	5,435,396	5,510,211	4,372,947	3,851,304
Denominator	\$ 11,476,038	\$ 11,252,003	\$ 10,614,752	\$ 10,352,995	\$ 8,736,286	\$ 8,024,760
Return on Invested Capital	10.2%	9.9%	10.2%	9.6%	9.1%	7.3%

Note: Excludes returns on stock repurchases

1. YTD 2017 numbers are annualized

2. Excludes the Oi reserve (see page 28 for a reconciliation)

Non-Cash Straight Line Summary



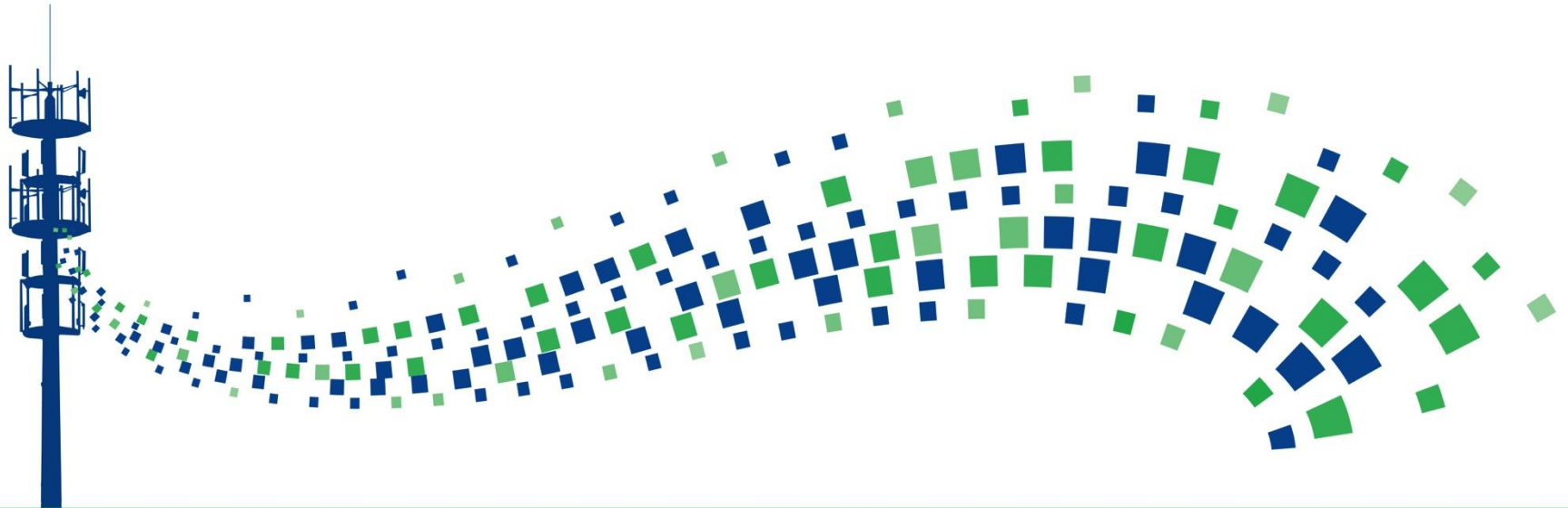
	For the year ended December 31,						
	2018E ⁽¹⁾	2017E ⁽¹⁾	2016	2015	2014	2013	2012
	<i>(in thousands)</i>						
<u>Consolidated</u>							
Non-cash straight-line revenue ⁽²⁾	\$ 500	\$ 15,500	\$ 31,650	\$ 49,064	\$ 56,867	\$ 65,611	\$ 52,009
Non-cash straight-line ground lease expense ⁽³⁾	26,500	30,500	34,705	34,202	36,303	33,686	22,478
<u>Domestic</u>							
Non-cash straight-line revenue ⁽²⁾	\$ (11,000)	\$ (500)	\$ 12,461	\$ 26,079	\$ 32,812	\$ 58,479	\$ 47,625
Non-cash straight-line ground lease expense ⁽³⁾	23,500	27,000	31,055	30,551	32,027	29,369	21,425
<u>International</u>							
Non-cash straight-line revenue ⁽²⁾	\$ 11,500	\$ 16,000	\$ 19,189	\$ 22,985	\$ 24,055	\$ 7,132	\$ 4,384
Non-cash straight-line ground lease expense ⁽³⁾	3,000	3,500	3,650	3,651	4,276	4,316	1,053

1. Translated at foreign currency exchange rates based on guidance issued Jul 31, 2017 (2018 projections assume the same exchange rates as 2017)
2. Non-cash straight-line revenue represents the difference between the revenue that we are required to recognize in accordance with GAAP for the period presented and the cash that we receive under the relevant lease for the period presented. For purposes of calculating the 2017 and 2018 projections above, we assume only those escalators that are currently in place. For a more detailed discussion of our revenue recognition policy, please review our "Critical Accounting Policies" in our Form 10-K.
3. Non-cash straight-line ground lease expense represents the difference between the ground lease expense that we are required to recognize in accordance with GAAP for the period presented and the cash that we actually pay under the relevant ground lease for the period presented. For purposes of calculating the 2017 and 2018 projections above, we assume only those escalators that are currently in place. For a more detailed discussion of our revenue recognition policy, please review our "Critical Accounting Policies" in our Form 10-K.

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

	<u>Domestic Site Leasing</u>		<u>Int'l Site Leasing</u>		<u>Total Site Leasing</u>		<u>Site Development</u>	
	<u>For the three months ended June 30,</u>		<u>For the three months ended June 30,</u>		<u>For the three months ended June 30,</u>		<u>For the three months ended June 30,</u>	
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>
	<i>(in thousands)</i>							
Segment revenue	\$ 325,324	\$ 316,842	\$ 77,677	\$ 65,001	\$ 403,001	\$ 381,843	\$ 24,293	\$ 23,689
Segment cost of revenues (excluding depreciation, accretion, and amortization)	(65,251)	(66,199)	(24,086)	(20,294)	(89,337)	(86,493)	(20,007)	(20,074)
Segment operating profit	\$ 260,073	\$ 250,643	\$ 53,591	\$ 44,707	\$ 313,664	\$ 295,350	\$ 4,286	\$ 3,615
Segment operating profit margin	79.9%	79.1%	69.0%	68.8%	77.8%	77.3%	17.6%	15.3%

Appendix of Non-GAAP Reconciliations



Constant Currency Measures



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 measures included in the table, to the growth rate after eliminating the impact of changes in foreign currency exchange rates to such measure.

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.

	Second quarter 2017 year over year growth rate	Foreign currency impact	Growth excluding foreign currency impact	Oi reserve	Growth excluding foreign currency impact and Oi reserve
Total site leasing revenue	5.6%	1.1%	4.5%	0.0%	4.5%
Total cash site leasing revenue	6.9%	1.1%	5.8%	0.0%	5.8%
Int'l cash site leasing revenue	22.5%	7.0%	15.5%	0.0%	15.5%
Total site leasing segment oper. profit	6.2%	1.0%	5.2%	0.0%	5.2%
Int'l site leasing segment oper. profit	19.9%	6.5%	13.4%	0.0%	13.4%
Total site leasing tower cash flow	7.0%	0.9%	6.1%	0.0%	6.1%
Int'l site leasing tower cash flow	23.9%	6.6%	17.3%	0.0%	17.3%
Net income	(71.7%)	(63.8%)	(7.9%)	9.4%	(17.3%)
Earnings per share - diluted	(69.2%)	(53.8%)	(15.4%)	10.3%	(25.7%)
Adjusted EBITDA	14.2%	0.9%	13.3%	6.8%	6.5%
AFFO	24.8%	1.5%	23.3%	11.1%	12.2%
AFFO per share	28.1%	2.2%	25.9%	11.2%	14.7%

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 net of 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. 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:

	<u>Domestic Site Leasing</u>		<u>Int'l Site Leasing</u>		<u>Total Site Leasing</u>	
	<u>For the three months ended June 30,</u>		<u>For the three months ended June 30,</u>		<u>For the three months ended June 30,</u>	
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>
	<i>(in thousands)</i>					
Site leasing revenue	\$ 325,324	\$ 316,842	\$ 77,677	\$ 65,001	\$ 403,001	\$ 381,843
Non-cash straight-line leasing revenue	(290)	(4,069)	(3,835)	(4,706)	(4,125)	(8,775)
Cash site leasing revenue	325,034	312,773	73,842	60,295	398,876	373,068
Site leasing cost of revenues (excluding depreciation, accretion, and amortization)	(65,251)	(66,199)	(24,086)	(20,294)	(89,337)	(86,493)
Non-cash straight-line ground lease expense	6,753	8,866	940	928	7,693	9,794
Tower Cash Flow	\$ 266,536	\$ 255,440	\$ 50,696	\$ 40,929	\$ 317,232	\$ 296,369
Tower Cash Flow Margin	82.0%	81.7%	68.7%	67.9%	79.5%	79.4%

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							
	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
	(in thousands)							
Site leasing revenue	\$ 325,324	\$ 321,130	\$ 322,685	\$ 319,109	\$ 316,842	\$ 315,230	\$ 310,316	\$ 313,131
Non-cash straight-line leasing revenue	(290)	535	(2,033)	(2,280)	(4,069)	(4,079)	(5,175)	(6,247)
Cash site leasing revenue	325,034	321,665	320,652	316,829	312,773	311,151	305,141	306,884
Site leasing cost of revenues (excluding depreciation, accretion, and amortization)	(65,251)	(65,427)	(64,913)	(65,353)	(66,199)	(64,475)	(63,652)	(63,587)
Non-cash straight-line ground lease expense	6,753	7,144	7,152	7,420	8,866	7,624	7,561	7,657
Tower Cash Flow	\$ 266,536	\$ 263,382	\$ 262,891	\$ 258,896	\$ 255,440	\$ 254,300	\$ 249,050	\$ 250,954
Tower Cash Flow Margin	82.0%	81.9%	82.0%	81.7%	81.7%	81.7%	81.6%	81.8%

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							
	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
	(in thousands)							
Site leasing revenue	\$ 77,677	\$ 76,420	\$ 70,924	\$ 69,059	\$ 65,001	\$ 59,220	\$ 58,136	\$ 58,862
Non-cash straight-line leasing revenue	(3,835)	(4,474)	(4,662)	(5,054)	(4,706)	(4,768)	(4,788)	(5,395)
Cash site leasing revenue	73,842	71,946	66,262	64,005	60,295	54,452	53,348	53,467
Site leasing cost of revenues (excluding depreciation, accretion, and amortization)	(24,086)	(23,955)	(21,693)	(21,001)	(20,294)	(18,287)	(17,705)	(17,759)
Non-cash straight-line ground lease expense	940	926	945	903	928	870	849	898
Tower Cash Flow	\$ 50,696	\$ 48,917	\$ 45,514	\$ 43,907	\$ 40,929	\$ 37,035	\$ 36,492	\$ 36,606
Tower Cash Flow Margin	68.7%	68.0%	68.7%	68.6%	67.9%	68.0%	68.4%	68.5%

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:

	Consolidated							
	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
	(in thousands)							
Site leasing revenue	\$ 403,001	\$ 397,550	\$ 393,609	\$ 388,168	\$ 381,843	\$ 374,450	\$ 368,452	\$ 371,993
Non-cash straight-line leasing revenue	(4,125)	(3,939)	(6,695)	(7,334)	(8,775)	(8,847)	(9,963)	(11,642)
Cash site leasing revenue	398,876	393,611	386,914	380,834	373,068	365,603	358,489	360,351
Site leasing cost of revenues (excluding depreciation, accretion, and amortization)	(89,337)	(89,382)	(86,606)	(86,354)	(86,493)	(82,762)	(81,357)	(81,346)
Non-cash straight-line ground lease expense	7,693	8,070	8,097	8,323	9,794	8,494	8,410	8,555
Tower Cash Flow	\$ 317,232	\$ 312,299	\$ 308,405	\$ 302,803	\$ 296,369	\$ 291,335	\$ 285,542	\$ 287,560
Tower Cash Flow Margin	79.5%	79.3%	79.7%	79.5%	79.4%	79.7%	79.7%	79.8%
Pass-through reimbursable expenses	\$ 25,132	\$ 25,213	\$ 23,268	\$ 22,841	\$ 22,221	\$ 20,190	\$ 19,481	\$ 19,383
Cash site leasing revenues minus pass-through reimbursable expenses	\$ 373,744	\$ 368,398	\$ 363,646	\$ 357,993	\$ 350,847	\$ 345,413	\$ 339,008	\$ 340,968
Tower Cash Flow Margin minus pass-through reimbursable expenses	84.9%	84.8%	84.8%	84.6%	84.5%	84.3%	84.2%	84.3%

The annual reconciliation of Tower Cash Flow is as follows:

	For the year ended				
	December 31				
	2016	2015	2014	2013	2012
	<i>(in thousands)</i>				
Site leasing revenue	\$ 1,538,070	\$ 1,480,634	\$ 1,360,202	\$ 1,133,013	\$ 846,094
Site leasing cost of revenues (excluding depreciation, accretion, and amortization)	(342,215)	(324,655)	(301,313)	(270,772)	(188,951)
Site Leasing Segment Operating Profit	\$ 1,195,855	\$ 1,155,979	\$ 1,058,889	\$ 862,241	\$ 657,143
Non-cash straight-line leasing revenue	(31,650)	(49,064)	(56,866)	(65,611)	(52,009)
Non-cash straight-line ground lease expense	34,708	34,204	36,271	33,621	22,463
Tower Cash Flow	\$ 1,198,913	\$ 1,141,119	\$ 1,038,294	\$ 830,251	\$ 627,597

Note: 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, income from discontinued operations, 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.

Adjusted EBITDA is useful to investors or other interested parties in evaluating our financial performance. Adjusted EBITDA is the primary measure used by management (1) to evaluate the economic productivity of our operations and (2) for purposes of making decisions about allocating resources to, and assessing the performance of, our operations. Management believes that Adjusted EBITDA helps investors or other interested parties meaningfully evaluate and compare the results of our operations (1) from period to period and (2) to our competitors, by excluding the impact of our capital structure (primarily interest charges from our outstanding debt) and asset base (primarily depreciation, amortization and accretion) from our financial results. Management also believes Adjusted EBITDA is frequently used by investors or other interested parties in the evaluation of REITs. In addition, Adjusted EBITDA is similar to the measure of current financial performance generally used in our debt covenant calculations. Adjusted EBITDA should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance.

Adjusted EBITDA and Annualized Adjusted EBITDA



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

	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015	6/30/2015
	<i>(in thousands)</i>								
Net income (loss)	\$ 9,233	\$ 37,598	\$ 5,256	\$ (15,370)	\$ 32,711	\$ 53,639	\$ 31,019	\$ (155,946)	\$ 28,305
Non-cash straight-line leasing revenue	(4,125)	(3,939)	(6,695)	(7,334)	(8,775)	(8,847)	(9,963)	(11,642)	(13,218)
Non-cash straight-line ground lease expense	7,693	8,070	8,097	8,323	9,794	8,494	8,410	8,555	8,523
Non-cash compensation	10,194	9,277	8,163	8,076	8,893	7,785	6,845	6,702	8,213
Loss from extinguishment of debt, net	1,961	—	18,189	34,512	—	—	783	—	—
Other (income) / expense	18,793	(14,948)	(2,139)	1,139	(47,376)	(45,900)	(39,572)	111,250	(15,507)
Acquisition related adjustments and expenses	2,306	2,969	4,167	2,970	2,821	3,182	4,380	364	5,780
Asset impairment and decommission costs	8,140	8,351	7,063	2,305	14,691	6,183	20,598	63,353	4,010
Interest income	(2,909)	(3,234)	(3,224)	(3,101)	(2,737)	(1,866)	(1,610)	(1,276)	(715)
Total interest expense ⁽¹⁾	84,122	85,005	84,063	89,456	89,467	89,524	89,561	87,129	83,856
Depreciation, accretion and amortization	159,520	159,031	158,554	160,111	159,723	159,801	161,461	164,330	162,377
Provision for taxes ⁽²⁾	3,857	3,986	5,523	2,123	2,402	2,660	2,411	2,369	2,627
Adjusted EBITDA	\$ 298,785	\$ 292,166	\$ 287,017	\$ 283,210	\$ 261,614	\$ 274,655	\$ 274,323	\$ 275,188	\$ 274,251
Annualized Adjusted EBITDA ⁽³⁾	\$ 1,195,140	\$ 1,168,664	\$ 1,148,068	\$ 1,132,840	\$1,046,456	\$1,098,620	\$ 1,097,292	\$ 1,100,752	\$ 1,097,004
Oi reserve ⁽⁴⁾	—	—	—	—	16,498	—	—	—	—
Adjusted EBITDA net of the Oi Reserve	\$ 298,785	\$ 292,166	\$ 287,017	\$ 283,210	\$ 278,112	\$ 274,655	\$ 274,323	\$ 275,188	\$ 274,251
Annualized Adjusted EBITDA net of the Oi Reserve ⁽³⁾	\$ 1,195,140	\$ 1,168,664	\$ 1,148,068	\$ 1,132,840	\$1,112,448	\$1,098,620	\$ 1,097,292	\$ 1,100,752	\$ 1,097,004

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

(2) These amounts include Franchise and Gross receipt taxes which are reflected in the Statements of Operations in selling, general and administrative expenses

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

(4) Oi Reserve represents bad debt provision related to amounts owed or potentially owed by Oi as of June 20, 2016, the date Oi filed a petition for judicial reorganization in Brazil

Adjusted EBITDA and Adjusted EBITDA Margin



The quarterly reconciliation of Adjusted EBITDA and the calculation of Adjusted EBITDA Margin is as follows:

	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015	6/30/2015
	<i>(in thousands)</i>								
Total revenues	\$427,294	\$423,363	\$416,505	\$411,319	\$405,532	\$399,769	\$406,941	\$410,735	\$410,704
Non-cash straight-line leasing revenue	(4,125)	(3,939)	(6,695)	(7,334)	(8,775)	(8,847)	(9,963)	(11,642)	(13,218)
Total revenues minus non-cash straight-line leasing revenue	\$423,169	\$419,424	\$409,810	\$403,985	\$396,757	\$390,922	\$396,978	\$399,093	\$397,486
Adjusted EBITDA	\$ 298,785	\$ 292,166	\$287,017	\$283,210	\$261,614	\$274,655	\$274,323	\$275,188	\$274,251
Oi reserve ⁽¹⁾	—	—	—	—	16,498	—	—	—	—
Adjusted EBITDA net of the Oi Reserve	\$ 298,785	\$ 292,166	\$287,017	\$283,210	\$278,112	\$274,655	\$274,323	\$275,188	\$274,251
Adjusted EBITDA Margin	70.6%	69.7%	70.0%	70.1%	65.9%	70.3%	69.1%	69.0%	69.0%
Adjusted EBITDA Margin, net of the Oi Reserve	70.6%	69.7%	70.0%	70.1%	70.1%	70.3%	69.1%	69.0%	69.0%
Pass-through reimbursable expenses	\$ 25,132	\$ 25,213	\$23,268	\$22,841	\$22,221	\$20,190	\$19,481	\$19,383	\$20,610
Total revenues minus non-cash straight-line leasing revenue minus pass-through reimbursable expenses	\$ 398,038	\$ 394,211	\$386,542	\$381,144	\$374,536	\$370,732	\$377,497	\$379,710	\$376,876
Adjusted EBITDA Margin minus pass-through reimbursable expenses	75.1%	74.1%	74.3%	74.3%	69.9%	74.1%	72.7%	72.5%	72.8%
Adjusted EBITDA Margin minus pass-through reimbursable expenses, net of the Oi Reserve	75.1%	74.1%	74.3%	74.3%	74.3%	74.1%	72.7%	72.5%	72.8%

(1) Oi Reserve represents bad debt provision related to amounts owed or potentially owed by Oi as of June 20, 2016, the date Oi filed a petition for judicial reorganization in Brazil

Adjusted EBITDA and Adjusted EBITDA Margin



The annual reconciliation of Adjusted EBITDA is as follows:

	For the year ended				
	December 31,				
	2016	2015	2014	2013	2012
	<i>(in thousands)</i>				
Net income (loss)	\$ 76,238	\$ (175,656)	\$ (24,295)	\$ (55,909)	\$ (181,390)
Non-cash straight-line leasing revenue	(31,650)	(49,064)	(56,867)	(65,611)	(52,009)
Non-cash straight-line ground lease expense	34,708	34,204	36,271	33,621	22,463
Non-cash compensation	32,915	28,748	22,671	17,205	13,968
Loss from extinguishment of debt, net	52,701	783	26,204	6,099	51,799
Other (income) / expense	(94,278)	139,137	(10,628)	(31,138)	(5,654)
Acquisition related adjustments and expenses	13,140	11,864	7,798	19,198	40,433
Asset impairment and decommission costs	30,242	94,783	23,801	28,960	6,383
Interest income	(10,928)	(3,894)	(677)	(1,794)	(1,128)
Total interest expense ⁽¹⁾	352,510	343,025	337,284	313,696	279,221
Depreciation, accretion and amortization	638,189	660,021	627,072	533,334	408,467
Provision for taxes	12,708	10,827	10,120	(492)	7,689
Income from discontinued operations	—	—	—	—	(2,296)
Adjusted EBITDA	\$1,106,495	\$1,094,777	\$ 998,754	\$ 797,169	\$ 587,946
Oi Reserve	\$ 16,498	—	—	—	—
Adjusted EBITDA net of the Oi Reserve	\$1,122,993	\$1,094,777	\$ 998,754	\$ 797,169	\$ 587,946

Note: Annual numbers may not add up due to rounding

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

Adjusted EBITDA and Adjusted EBITDA Margin



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

	12/31/2016	12/31/2015	12/31/2014	12/31/2013	12/31/2012
	<i>(in thousands)</i>				
Net income (loss)	\$ 5,256	\$ 31,019	\$ 388	\$ (19,164)	\$ (52,586)
Non-cash straight-line leasing revenue	(6,695)	(9,963)	(14,133)	(14,721)	(20,100)
Non-cash straight-line ground lease expense	8,097	8,410	8,901	6,635	8,464
Non-cash compensation	8,163	6,845	5,440	4,195	3,382
Loss from extinguishment of debt, net	18,189	783	1,124	336	2,007
Other (income) / expense	(2,139)	(39,572)	9,758	3,736	(422)
Acquisition related adjustments and expenses	4,167	4,380	(2,930)	7,821	18,558
Asset impairment and decommission costs	7,063	20,598	10,247	12,555	3,828
Interest income	(3,224)	(1,610)	(249)	(182)	(709)
Total interest expense ⁽¹⁾	84,063	89,561	81,644	77,469	80,918
Depreciation, accretion and amortization	158,554	161,461	162,214	133,328	131,357
Provision for taxes ⁽²⁾	5,523	2,411	4,288	(2,628)	2,267
Income from discontinued operations	—	—	—	—	52
Adjusted EBITDA	\$ 287,017	\$ 274,323	\$ 266,692	\$ 209,380	\$ 177,016
Annualized Adjusted EBITDA ⁽³⁾	\$1,148,068	\$1,097,292	\$1,066,768	\$ 837,520	\$ 708,064

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

(2) These amounts include Franchise and Gross receipt taxes which are reflected in the Statements of Operations in selling, general and administrative expenses

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

The annual calculation of Adjusted EBITDA Margin is as follows:

	For the year ended December 31,				
	2016	2015	2014	2013	2012
	<i>(in thousands)</i>				
Total revenues	\$1,633,125	\$1,638,474	\$1,526,996	\$1,304,866	\$ 954,084
Non-cash straight-line leasing revenue	(31,650)	(49,064)	(56,867)	(65,611)	(52,009)
Total revenues minus non-cash straight-line leasing revenue	\$1,601,475	\$1,589,410	\$1,470,131	\$1,239,255	\$ 902,075
Adjusted EBITDA	\$1,106,495	\$1,094,777	\$ 998,754	\$ 797,169	\$ 587,946
Adjusted EBITDA Margin	69.1%	68.9%	67.9%	64.3%	65.2%

Note: 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, or FFO, is defined as net income (loss) plus real estate related depreciation, amortization and accretion. Adjusted Funds From Operations, or AFFO, is defined as FFO adjusted to remove the impact of non-cash straight-line leasing revenue, non-cash straight-line ground lease expense, non-cash compensation, changes in the non-cash portion of our reported tax position, 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, and non-discretionary cash capital expenditures. AFFO Per Share is defined as AFFO divided by the weighted number of shares outstanding, adjusted to include the dilutive effect of stock options and restricted stock units.

FFO, AFFO and AFFO per share, which are metrics used by our public company peers in the communication site industry, provide investors useful indicators of the financial performance of our business and permit investors an additional tool to evaluate the performance of our business against those of our two principal competitors. On October 3, 2016, SBA's Board authorized SBA to take the steps necessary to be subject to tax as a REIT commencing with the taxable year ending December 31, 2016. We believe that we are operating in a manner that complies with the REIT rules as of January 1, 2016. As a result, we have updated our definition of FFO. Under the revised definition, FFO no longer includes an adjustment to reflect our estimate of our cash taxes had we been a REIT. However, AFFO continues to exclude the non-cash portion of our reported tax provision. We refer to the prior definition as FFO, as previously defined. FFO, AFFO, and AFFO per share are also used to address questions we receive from analysts and investors who routinely assess our operating performance on the basis of these performance measures, which are considered industry standards. We believe that FFO helps investors or other interested parties meaningfully evaluate financial performance by excluding the impact of our asset base (primarily depreciation, amortization and accretion). We believe that AFFO and AFFO per share help investors or other interested parties meaningfully evaluate our financial performance as they include (1) the impact of our capital structure (primarily interest expense on our outstanding debt) and (2) sustaining capital expenditures and exclude the impact of our (1) asset base (primarily depreciation, amortization and accretion) and (2) certain non-cash items, including straight-lined revenues and expenses related to fixed escalations and rent free periods. GAAP requires rental revenues and expenses related to leases that contain specified rental increases over the life of the lease to be recognized evenly over the life of the lease. In accordance with GAAP, if payment terms call for fixed escalations, or rent free periods, the revenue or expense is recognized on a straight-lined basis over the fixed, non-cancelable term of the contract. We only use AFFO as a performance measure. AFFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance and should not be considered as an alternative to cash flows from operations or as residual cash flow available for discretionary investment. We believe our definition of FFO is consistent with how that term is defined by the National Association of Real Estate Investment Trusts ("NAREIT") and that our definition and use of AFFO and AFFO per share is consistent with those reported by the other communication site companies.

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:

	<u>For the year ended</u>	
	<u>December 31,</u>	
	<u>2016</u>	<u>2015</u>
	<i>(in thousands)</i>	
Net Income (Loss)	\$ 76,238	\$ (175,656)
Real estate related depreciation, amortization, and accretion FFO	632,985	653,990
	<u>\$ 709,223</u>	<u>\$ 478,334</u>
Adjustments to FFO:		
Non-cash straight-line leasing revenue	(31,650)	(49,064)
Non-cash straight-line ground lease expense	34,708	34,204
Non-cash compensation	32,915	28,747
Adjustment for non-cash portion of tax provision ⁽¹⁾	1,409	2,211
Non-real estate related depreciation, amortization, and	5,204	6,031
Amortization of deferred financing costs and debt discounts	23,339	20,659
Interest deemed paid upon conversion of convertible notes	—	—
Loss from extinguishment of debt, net	52,701	783
Other (income) expense	(94,278)	139,137
Acquisition related adjustments and expenses	13,140	11,863
Asset impairment and decommission costs	30,242	94,783
Non-discretionary cash capital expenditures	(32,452)	(33,600)
AFFO	<u>\$ 744,501</u>	<u>\$ 734,088</u>
Oi reserve	16,498	—
AFFO net of the Oi reserve	<u>\$ 760,999</u>	<u>\$ 734,088</u>
Weighted average number of common shares ⁽²⁾	<u>125,144</u>	<u>128,918</u>
AFFO per share	<u>\$ 5.95</u>	<u>\$ 5.69</u>
AFFO per share net of the Oi reserve	<u>\$ 6.08</u>	<u>\$ 5.69</u>

Note: Annual numbers may not add up due to rounding

- (1) Adjusts the income tax provision to reflect our estimate of cash income taxes (primarily foreign taxes) that would have been payable had we been a REIT. Removes the non-cash portion of the tax provision for the period specified
- (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 quarterly calculation of Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share is as follows:

	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
	<i>(in thousands)</i>							
Net income (loss)	\$ 9,233	\$ 37,598	\$ 5,256	\$ (15,370)	\$ 32,711	\$ 53,639	\$ 31,019	\$ (155,946)
Real estate related depreciation, amortization and accretion	158,521	157,937	157,407	158,863	158,378	158,335	159,958	162,811
Adjustments for unconsolidated joint ventures ⁽³⁾	218	170	—	—	—	—	—	—
FFO	<u>\$ 167,972</u>	<u>\$ 195,705</u>	<u>\$ 162,663</u>	<u>\$ 143,493</u>	<u>\$ 191,089</u>	<u>\$ 211,974</u>	<u>\$ 190,977</u>	<u>\$ 6,865</u>
Adjustments to FFO:								
Non-cash straight-line leasing revenue	(4,125)	(3,939)	(6,695)	(7,334)	(8,775)	(8,847)	(9,963)	(11,642)
Non-cash straight-line ground lease expense	7,693	8,070	8,097	8,323	9,794	8,494	8,410	8,555
Non-cash compensation	10,194	9,277	8,163	8,076	8,893	7,785	6,845	6,702
Adjustment for non-cash portion of tax provision ⁽¹⁾	(548)	(53)	2,663	(1,163)	(208)	117	470	436
Non-real estate related depreciation, amortization and accretion	999	1,094	1,147	1,248	1,345	1,466	1,503	1,519
Amortization of deferred financing costs and debt discounts	5,666	7,403	5,805	6,030	5,785	5,720	5,635	5,252
Loss from extinguishment of debt, net	1,961	—	18,189	34,512	—	—	783	—
Other (income) expense	18,793	(14,948)	(2,139)	1,139	(47,376)	(45,900)	(39,572)	111,250
Acquisition related adjustments and expenses	2,306	2,969	4,167	2,970	2,821	3,182	4,380	364
Asset impairment and decommission costs	8,140	8,351	7,063	2,305	14,691	6,183	20,598	63,353
Non-discretionary cash capital expenditures	(8,058)	(7,816)	(7,820)	(8,059)	(8,749)	(7,824)	(8,958)	(8,727)
Adjustments for unconsolidated joint ventures ⁽³⁾	255	177	—	—	—	—	—	—
AFFO	<u>\$ 211,248</u>	<u>\$ 206,290</u>	<u>\$ 201,303</u>	<u>\$ 191,540</u>	<u>\$ 169,310</u>	<u>\$ 182,350</u>	<u>\$ 181,108</u>	<u>\$ 183,927</u>
Oi reserve	—	—	—	—	16,498	—	—	—
AFFO net of the Oi reserve	<u>\$ 211,248</u>	<u>\$ 206,290</u>	<u>\$ 201,303</u>	<u>\$ 191,540</u>	<u>\$ 185,808</u>	<u>\$ 182,350</u>	<u>\$ 181,108</u>	<u>\$ 183,927</u>
Weighted average number of common shares ⁽²⁾								
	122,437	121,734	123,307	125,391	125,783	126,124	126,964	128,279
AFFO per share	\$1.73	\$1.69	\$1.63	\$1.53	\$1.35	\$1.45	\$1.43	\$1.43
AFFO per share net of the Oi reserve	\$1.73	\$1.69	\$1.63	\$1.53	\$1.48	\$1.45	\$1.43	\$1.43

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

(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

(3) Adjustments for unconsolidated joint ventures represent (a) with respect to the calculation of FFO, that portion of the joint ventures' depreciation, amortization and accretion to the extent included in our net income and (b) with respect to the calculation of AFFO, that portion of the joint ventures' straight-line leasing revenue and ground lease expense, other (income) expense and acquisition related adjustments and expenses, in each case to the extent included in our net income.

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, and, to the extent that such measures are calculated on net debt, by excluding cash and cash equivalents, 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, 2014 Senior Notes, and 2016 Senior Notes.

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

	<u>June 30, 2017</u>
	<i>(in thousands)</i>
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
2016-1C Tower Securities	700,000
2017-1C Tower Securities	760,000
Revolving Credit Facility	150,000
2014 Term Loan	1,455,000
2015 Term Loan	490,000
Total secured debt	<u>\$ 6,925,000</u>
2014 Senior Notes (carrying value of \$738,023)	750,000
2016 Senior Notes (carrying value of \$1,080,093)	1,100,000
Total unsecured debt	<u>1,850,000</u>
Total debt	<u>\$ 8,775,000</u>
Less: Cash and cash equivalents, short-term investments and short-term restricted cash	(194,843)
Net debt	<u>\$ 8,580,157</u>
Divided by: Annualized Adjusted EBITDA	<u>\$ 1,195,140</u>
Leverage Ratio	<u>7.2x</u>

Net Debt and Leverage Ratio



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

	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
	<i>(in thousands)</i>							
Total Debt (notional)	\$ 8,775,000	\$8,760,000	\$8,875,000	\$9,140,000	\$8,575,000	\$8,570,000	\$ 8,555,000	\$8,500,000
Less: Cash and cash equivalents, short-term investments and short-term restricted cash	(194,843)	(162,896)	(183,118)	(717,919)	(159,624)	(129,112)	(144,098)	(120,758)
Net Debt	\$ 8,580,157	\$8,597,104	\$8,691,882	\$8,422,081	\$8,415,376	\$8,440,888	\$ 8,410,902	\$8,379,242
Divided by: Annualized Adjusted EBITDA	\$ 1,195,140	\$1,168,664	\$1,148,068	\$1,132,840	\$1,046,456	\$1,098,620	\$ 1,097,292	\$1,100,752
Divided by: Annualized Adjusted EBITDA excluding the Oi reserve	\$ 1,195,140	\$1,168,664	\$1,148,068	\$1,132,840	\$1,112,448	\$1,098,620	\$ 1,097,292	\$1,100,752
Leverage Ratio	7.2x	7.4x	7.6x	7.4x	8.0x	7.7x	7.7x	7.6x
Leverage Ratio excluding the Oi reserve	7.2x	7.4x	7.6x	7.4x	7.6x	7.7x	7.7x	7.6x

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

	12/31/2016	12/31/2015	12/31/2014	12/31/2013	12/31/2012
	<i>(in thousands)</i>				
Total Debt (notional)	\$ 8,875,000	\$8,555,000	\$7,870,000	\$5,910,041	\$5,440,073
Less: Cash and cash equivalents, short-term investments and short-term restricted cash	(183,118)	(144,098)	(97,511)	(174,863)	(266,278)
Net Debt	\$ 8,691,882	\$8,410,902	\$7,772,489	\$5,735,178	\$5,173,795
Divided by: Annualized Adjusted EBITDA	\$ 1,148,068	\$1,097,292	\$1,066,768	\$ 837,520	\$ 708,064
Leverage Ratio	7.6x	7.7x	7.3x	6.8x	7.3x

Net Cash Interest Coverage Ratio



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

	6/30/2017	3/31/2017	12/31/2016	9/30/2016	6/30/2016	3/31/2016	12/31/2015	9/30/2015
	<i>(in thousands)</i>							
Adjusted EBITDA	\$ 298,785	\$ 292,166	\$ 287,017	\$ 283,210	\$ 261,614	\$ 274,655	\$ 274,323	\$ 275,188
Adjusted EBITDA net of the Oi reserve	298,785	292,166	287,017	283,210	278,112	274,655	274,323	275,188
Interest expense	78,456	77,602	78,258	83,426	83,682	83,804	83,926	81,877
Interest income	(2,909)	(3,234)	(3,224)	(3,101)	(2,737)	(1,866)	(1,610)	(1,276)
Net cash interest expense	\$ 75,547	\$ 74,368	\$ 75,034	\$ 80,325	\$ 80,945	\$ 81,938	\$ 82,316	\$ 80,601
Net Cash Interest Coverage Ratio	4.0x	3.9x	3.8x	3.5x	3.2x	3.4x	3.3x	3.4x
Net Cash Interest Coverage Ratio net of the Oi reserve	4.0x	3.9x	3.8x	3.5x	3.4x	3.4x	3.3x	3.4x

Net Secured Debt and Secured Leverage Ratio



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

	<u>June 30, 2017</u>
	<i>(in thousands)</i>
Total debt ⁽¹⁾	\$ 8,775,000
Less:	
Unsecured debt ⁽¹⁾	(1,850,000)
Secured debt ⁽¹⁾	<u>\$ 6,925,000</u>
Less: Cash and cash equivalents, short-term investments and short-term restricted cash	(194,843)
Net Secured Debt	<u>\$ 6,730,157</u>
Divided by: Annualized Adjusted EBITDA	<u>\$ 1,195,140</u>
Secured Leverage Ratio	<u>5.6x</u>

(1) Notional principal amount of outstanding debt