



National & Pennsylvania Operations

October 2019

Topics

- Company Overview: National Operations
- Close Up: Pennsylvania Operations & Opportunities



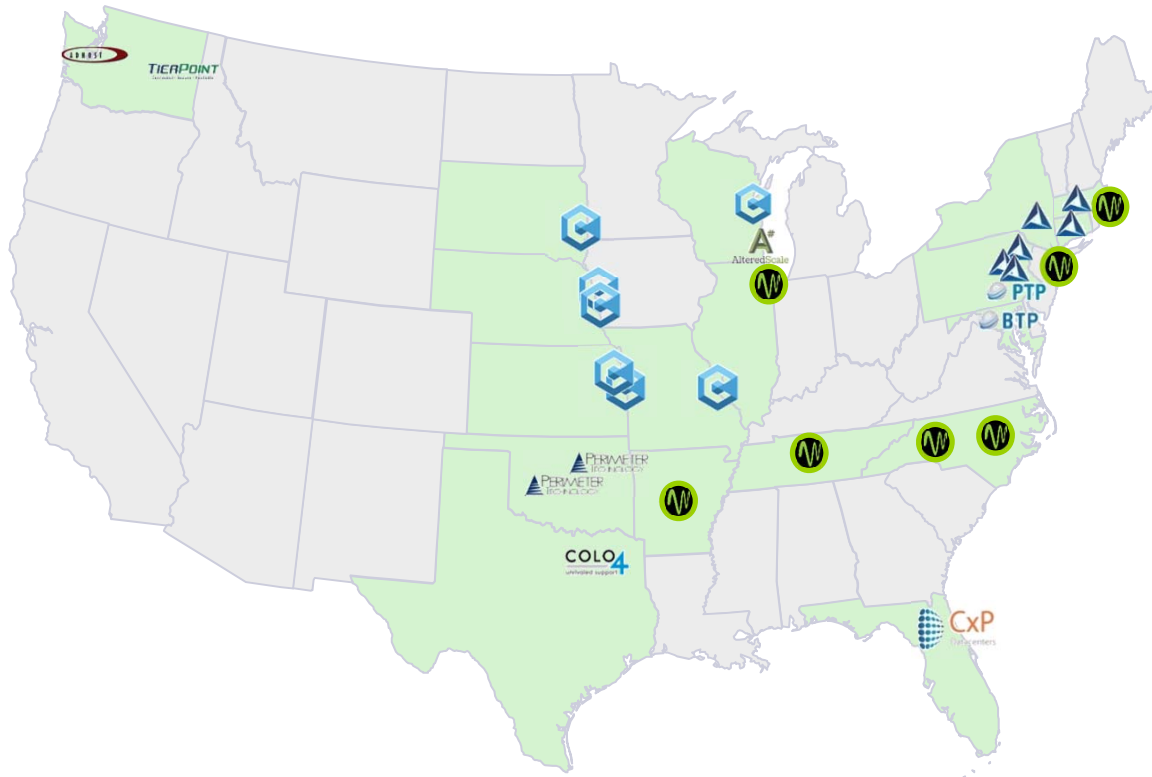
An aerial view of a city at dusk or dawn, with a blue color overlay. The image features a network of white lines and nodes connecting various points across the city, suggesting a global or digital network. The city buildings and infrastructure are visible in the background.

Company Overview

History, Outlook, Opportunity



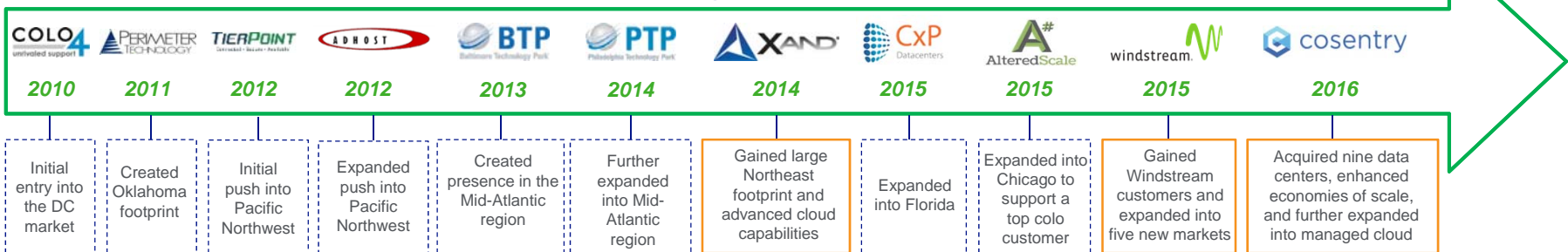
Company Evolution and Key Milestones



Key Milestones

- 2010-2012**
Initial Entry into the Data Center Market
- 2014**
Recapitalization / TierPoint Rebrands
- 2014-2016**
Invests in Building Business & Scale through Acquisitions and Organic Growth
- 2016-2018**
Organizational Integration, Centralization, and Streamlining

Track Record of Successful Acquisitions & Integration



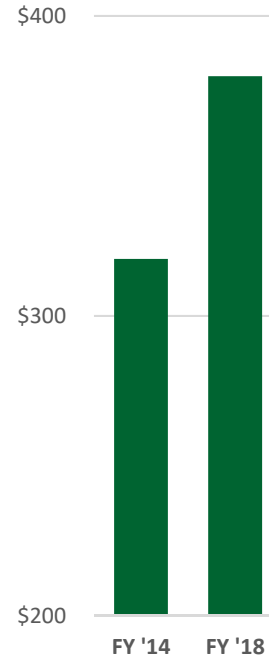
Premier National Provider of Hybrid IT Infrastructure Solutions

Business Snapshot

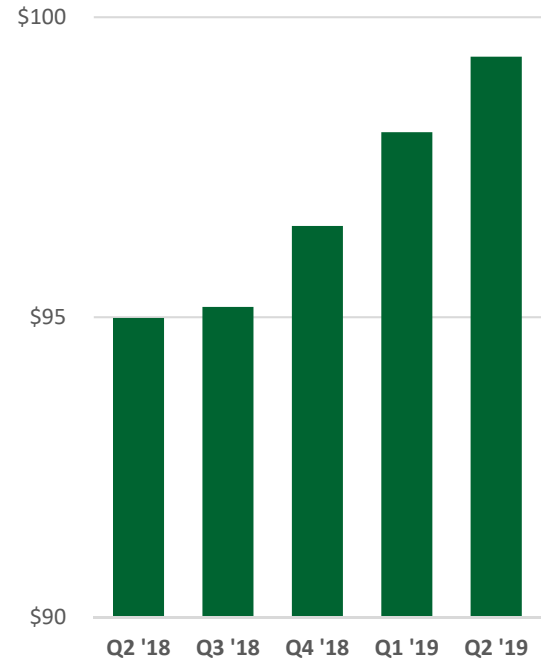
- **Platform of 42 state-of-the-art data centers**
 - 753K square feet of total data center floor
 - 66.2 MWs of critical IT load
- **~\$400mm of recurring LQA revenue**
 - Strong, organic bookings growth
 - Decreased churn through active management of renewals
- **Completely integrated product portfolio**
 - Revenue mix of ~55% colocation, ~35% cloud & managed services, ~10% managed connectivity
 - Provide a suite of value added infrastructure as a service
- **Hybrid market leader in underserved edge markets**
 - Boston, Charlotte, Kansas City, Nashville, Philadelphia, St. Louis, Omaha, and Tulsa

Revenue Growth

Long-Term Trends
(in Millions)



Most Recent Quarterly Trends
(in Millions)



TierPoint by the Numbers



42 Data Centers



20 Markets



>4k Customers



8.8k Cross Connects

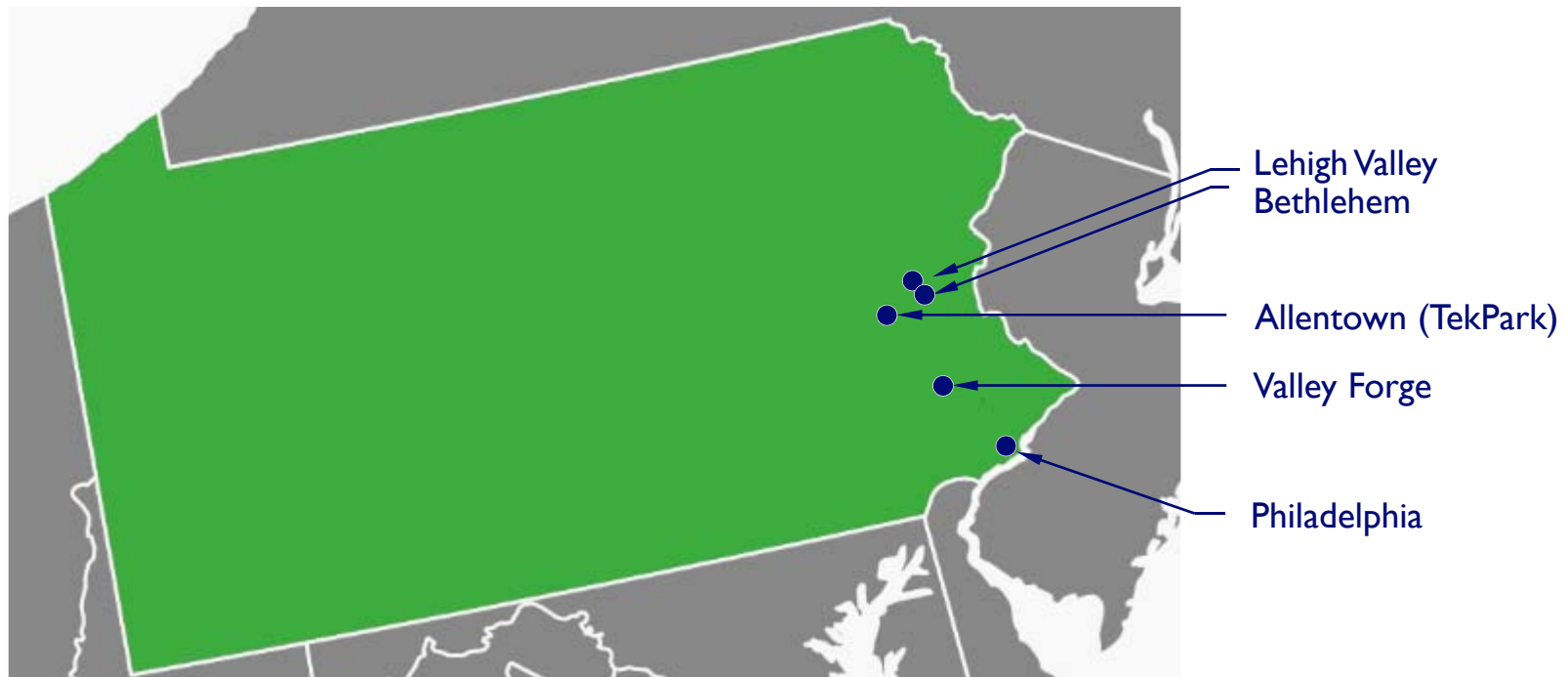


Pennsylvania Operations

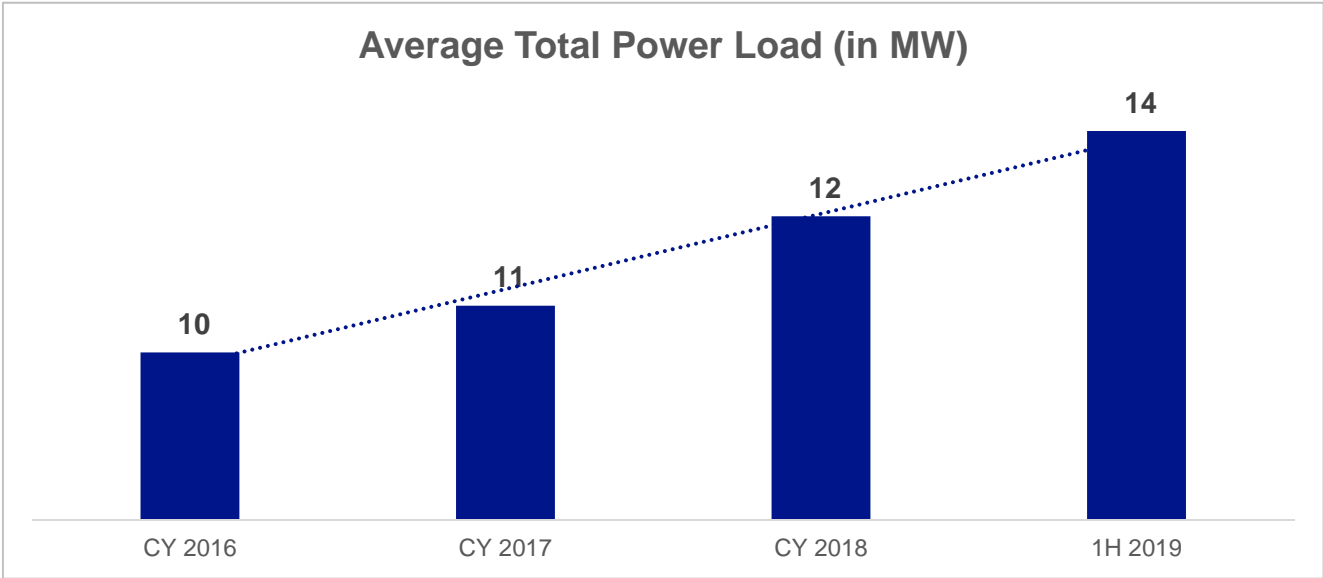
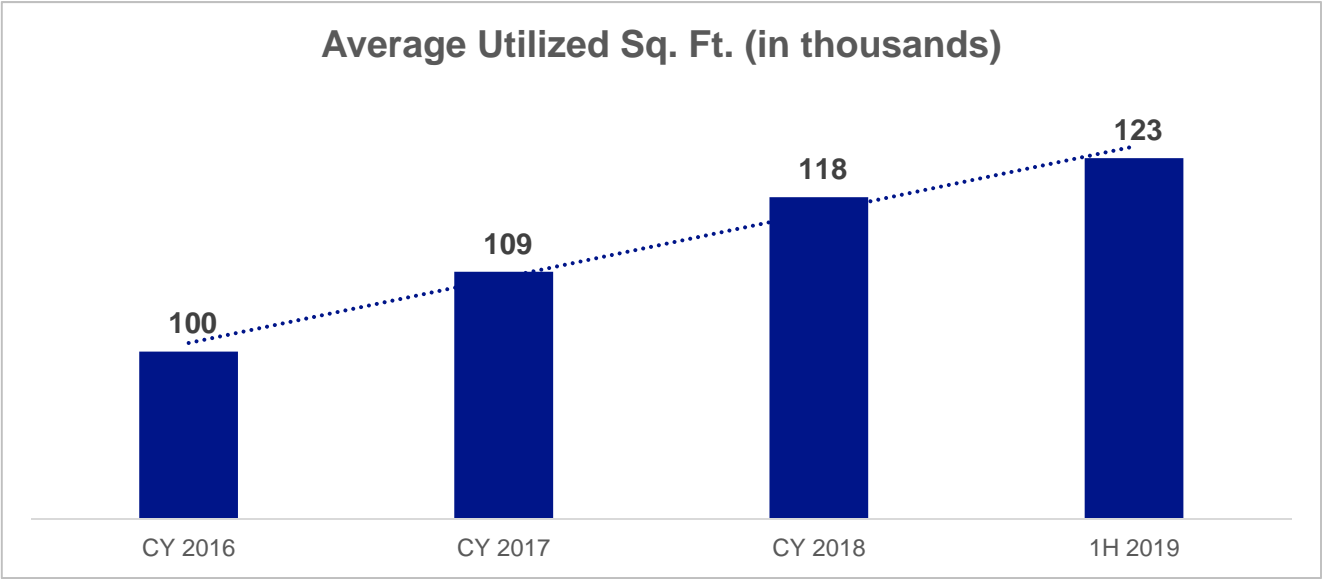


Snapshot/Quick Facts

- Pennsylvania is #1 ranked TierPoint state by monthly recurring and total revenue
- 5 data centers
- 122 employees in Pennsylvania (837 nationally)
- 1 of 2 National EOCs (Enterprise Operation Centers) based in Valley Forge
- \$76M in capital investments for maintenance, growth, expansion (2016-2019E)



Steady Growth in Demand for TierPoint Pennsylvania Data Center Services



Facility Expansions: 2017-19

Facility (Market)	Completion	Raised Floor Added ('000s Sq.Ft.)	UPS Power Added (MW)
Dallas (Texas)	2Q 2017	16.0	1.2
Nashville (Mid-South)	3Q 2017	16.0	1.2
Hawthorne (New York)	4Q 2017	12.7	0.5
Tulsa (Oklahoma)	1Q 2018	16.0	1.2
Baltimore (Mid-Atlantic)	3Q 2018	13.4	0.5
TekPark (Pennsylvania)	4Q 2018	15.3	2.4
Valley Forge (Pennsylvania)	2Q 2019	10.0	0.8
RTP (North Carolina)	In Progress	24.0	1.2

We have the ability to further increase capacity in Valley Forge and TekPark (Allentown)

PA sales tax exemption would help drive demand, accelerating new expansion opportunities in these areas

Note: NC sales tax exemption helped drive demand in that state, leading to plans for a 24K sq. ft. expansion on a single data center site in Research Triangle Park (RTP)



An aerial view of a city at dusk or dawn, with a blue color overlay. The city features a complex network of highways and buildings. Overlaid on the image is a network of white lines connecting various points, with some points highlighted by glowing circles. The text "Questions & Discussion" is centered in white.

Questions & Discussion

