

Q4: Quarterly Industry Update

AS OF December 31, 2018

Colocation

INDUSTRY SUMMARY

COGENT VALUATION identified **Colocation** publicly traded companies, IPOs, and recent M&A transactions within the Colocation industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Over the last year since December 31, 2017, the median 52-week share price return of the Colocation industry was -22.2%. Between December 31, 2016 and December 31, 2018, the median EV/EBITDA multiple decreased from 22.2 to 10.0. Furthermore, the median price-to-earnings multiple decreased from 49.6 to 36.2 over the same period. The median revenue growth and EBITDA margins for the industry for the quarter were 4.2% and 37.6%, respectively.

Public Company Key Statistics

Median 52-Week
Return

-22.2
%

Median EV/EBITDA
Multiple

10x

Median 3-Year CAGR
Return

5.2%

Median Price/Earnings
Multiple

36.2x

Median EV/Revenue
Multiple

2.5x

Median EV/Gross CF
Multiple

28.9x

Comparable Public Company Market Price Returns as of December 31, 2018

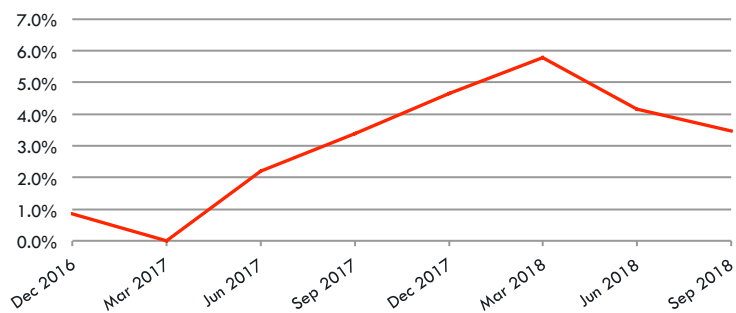
	YTD	3 Month	1 Year	2 Year	3 Year	2016	2015	2014
21Vianet Group, Inc.	26.6%	4.1%	77.5%	12.7%	-17.9%	-66.8%	36.7%	-34.2%
Beeks Trading Corporation Ltd.	180.7%	71.3%	N/A	N/A	N/A	N/A	N/A	N/A
Digital Realty Trust, Inc.	-1.2%	0.8%	-4.9%	7.6%	19.9%	29.9%	14.1%	35.0%
Equinix, Inc. (REIT)	-4.5%	0.7%	-3.0%	9.6%	16.6%	18.2%	33.4%	27.8%
Internap Corporation	-19.6%	21.2%	-27.4%	38.3%	-19.8%	-75.9%	-19.6%	5.9%
InterXion Holding N.V.	14.2%	7.8%	32.1%	36.3%	35.5%	16.3%	10.3%	15.8%
Range Resources Corporation	-6.7%	-1.4%	-15.1%	-34.0%	-18.6%	41.5%	-56.6%	-33.4%
Switch, Inc.	-40.6%	-11.3%	N/A	N/A	N/A	N/A	N/A	N/A
Windstream Holdings, Inc.	-47.0%	-7.0%	-44.6%	-68.8%	-45.8%	13.8%	-87.0%	3.3%
Median of Industry Public Companies	-4.5%	0.8%	-74.8%	9.6%	-17.9%	16.3%	10.3%	5.9%

Multiple year periods are calculated as the average annual return.

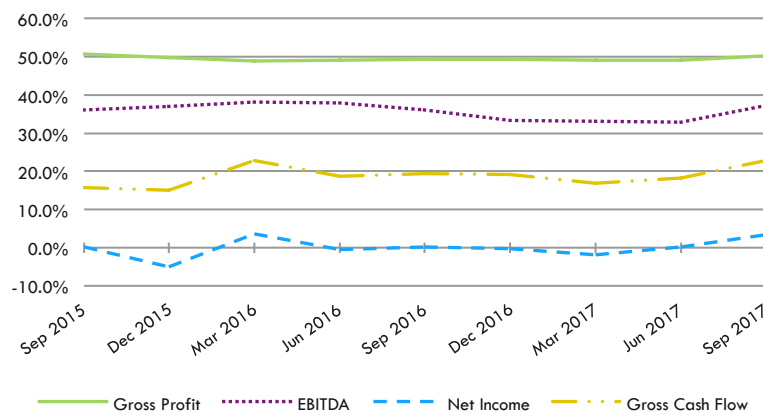
■ Highest Return
 ■ Lowest Return
 ■ Median Return

Industry Revenue Growth and Profit Margins for the Past Two Years

Median Quarterly Revenue Growth of All Colocation Companies



Median Gross Profit, EBITDA, Net Income, and Gross Cash Flow Margins



Median Public Companies

The chart below illustrates Public Company Multiples.

	12/31/18	9/30/18	6/30/18	3/30/18	12/31/17	9/30/17	9/30/18	6/30/18
EV/Revenues Multiple	2.5x	3.4x	3.7x	4.1x	4.5x	4.5x	4.6x	5.1x
EV/EBITDA Multiple	10.0x	12.6x	14.6x	17.9x	11.6x	22.1x	24.2x	15.3x
Price/Earnings Multiple	36.2x	89.7x	53.5x	51.9x	47.7x	51.6x	55.8x	46.3x
EV/Gross Cash Flows Multiple	28.9x	34.9x	20.7x	25.3x	23.3x	22.9x	22.3x	23.6x

■ Highest Multiple
 ■ Lowest Multiple
 ■ Median Multiple

Industry Initial Public Offerings—Industry: Colocation (dollars in millions, except share prices)

Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
4/10/18	The Data Exchange Network Limited	\$0.67	14.0	\$9.3	\$3.0	\$1.0	\$5.2	(\$0.3)	(\$30.9)	\$42.4
11/26/17	Beeks Trading Corporation Ltd.	\$17.00	31.3	\$531.3	\$1,124.4	\$847.0	\$360.8	\$176.6	(\$38.7)	(\$25.8)
10/6/17	Switch, Inc.	\$10.00	19.3	\$192.5	\$1,013.8	\$589.5	\$143.0	\$23.4	\$22.0	\$139.4
11/1/16	GDS Holdings Limited	\$15.00	13.0	\$195.0	\$151.2	\$19.1	\$98.1	(\$27.7)	\$19.1	\$157.9
4/21/11	21Vianet Group, Inc.	\$13.00	20.4	\$264.9	\$733.2	\$348.4	\$279.4	\$103.6	(\$18.8)	\$69.1
1/27/11	InterXion Holding N.V.	\$12.50	15.0	\$187.5	\$408.3	\$183.6	\$453.2	\$104.5	N/A	N/A
8/7/08	Rackspace Hosting, Inc.	\$4.50	23.6	\$197.1	\$463.5	\$67.8	\$187.3	\$42.3	(\$2.7)	(\$0.8)
11/1/16	Median	nm	nm	\$195.0	\$463.5	\$183.6	\$187.3	\$42.3	(\$10.7)	\$55.8

Multiple year periods are calculated as the average annual return.

■ Highest Return
 ■ Lowest Return
 ■ Median Return

Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
12/31/18	Data Center Colocation Operations and Assets of AT&T Corp.	Brookfield Infrastructure Partners L.P.	\$1,100.0	100%	N/A	N/A
12/20/18	Ascenty Participações S.A.	Digital Realty Trust, L.P.	\$1,826.8	100%	N/A	N/A
4/20/18	US Colo, LLC	CoreSite Realty Corporation	\$8.6	100%	N/A	N/A
1/10/18	IO Data Centers, LLC	Iron Mountain Incorporated	\$1,340.0	100%	N/A	N/A
12/27/17	pair Networks, Inc.	Liberated Syndication Inc.	\$16.1	100%	N/A	N/A
11/13/17	Enspire Australia Pty Ltd	5G Networks Limited	\$1.4	100%	N/A	N/A
9/1/17	FORTRUST LLC	Iron Mountain Incorporated	\$128.0	100%	N/A	N/A
8/1/17	ViaWest, Inc. (nka:Flexential Colorado Corp.)	Peak 10 Holding Corporation (nka:Flexential Intermediate Corporation)	\$1,675.0	100%	N/A	N/A
7/21/17	Keppel DC Singapore 4 Pte. Ltd.	Thorium DC Pte. Ltd.	\$124.4	100%	\$626.0	3.6x
12/31/18	Cincinnati Data Center	Carter Validus	\$10.5	100%	N/A	N/A
2/1/17	Netlogic	TPG Capital, L.P.	\$36.8	100%	N/A	N/A
9/1/17	Grand Communication	Iron Mountain Incorporated	\$128.0	100%	N/A	N/A

 USA

 International

 Highest

 Lowest

 Median

(Continued on next page)

Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

(Continued from previous page)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
1/31/17	DC74, LLC	Lumos Networks Corp.	\$29.5	100%	N/A	N/A
10/17/16	McLean Data Center	Carter Validus Mission Critical	\$85.0	65%	\$6.2	13.7x
10/12/16	M247 Limited	Metronet (UK) Ltd	\$57.9	100%	N/A	N/A
10/6/16	Q9 Networks Inc.	BCE Inc.	\$512.8	100%	N/A	N/A
8/1/16	AF-Southeast, LLC	Strome Mezzanine Fund IV	\$24.0	100%	N/A	N/A
4/1/16	CME Group Inc.	CyrusOne LP	\$130.0	100%	N/A	N/A
1/29/16	City Lifeline Limited	Redcentric plc	\$6.8	100%	\$5.0	1.4x
1/15/16	Telecity Group plc	Equinix, Inc. (REIT)	\$4,119.8	100%	\$532.1	7.7x
1/31/17	Sanity Holdings	Over the Wire	\$29.5	100%	N/A	N/A
Median of the M&A Transaction Targets			\$71.5	100%	\$189.3	4.7X

■ USA

■ International

■ Highest

■ Lowest

■ Median

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Definitions of Financial Terms Used in this Quarterly Industry Update: Enterprise Value (EV): Market Value of Equity + Market Value of Debt
—Cash Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA): Profitability metric sometimes also referred to as operating profit or operating earnings.

Gross Cash Flows: Net Income + Depreciation and Amortization Expense

Latest Twelve Months (LTM): Financial information is as of the latest twelve months through the date of this Quarterly Industry Update.

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