

Q1: Quarterly Industry Update

AS OF March 31, 2019



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 March 31, 2018, the median 52-week share price return of the Colocation industry was -0.9%. Between March 31, 2018 and March 31, 2019, the median EV/EBITDA multiple decreased from 18.4 to 11.7. However, the median price-to-earnings multiple increased from 54.3 to 80.0 over the same period. The median revenue growth and EBITDA margins for the industry for the quarter were 5.8% and 42.7%, respectively.

Public Company Key Statistics

Median 52-Week
Return

-.9%

Median 3-Year CAGR
Return

-26.8%

Median EV/Revenue
Multiple

3.1x

Median EV/EBITDA
Multiple

11.7x

Median Price/Earnings
Multiple

80x

Median EV/Gross CF
Multiple

32.6x

Comparable Public Company Market Price Returns as of March 31, 2019

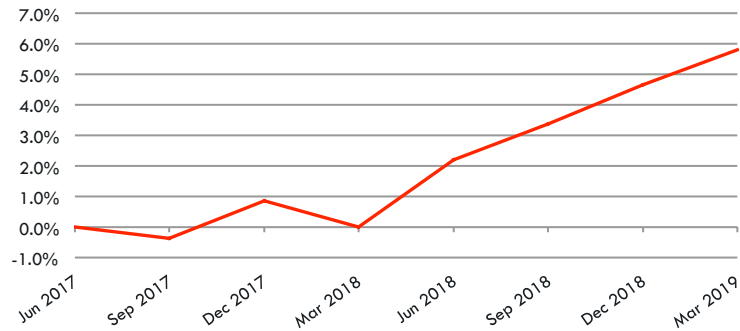
	2019	3 Month	1 Year	2 Year	3 Year	2018	2017	2016
21Vianet Group, Inc.	-13.2%	-13.2%	26.2%	-41.1%	-26.8%	13.8%	-66.8%	36.7%
Beeks Trading Corporation Ltd.	39.7%	39.7%	N/A	N/A	N/A	N/A	N/A	N/A
Digital Realty Trust, Inc.	-7.5%	-7.5%	-0.9%	9.1%	16.9%	15.9%	29.9%	14.1%
Equinix, Inc. (REIT)	-7.7%	-7.7%	4.4%	12.4%	21.5%	26.8%	18.2%	33.4%
Internap Corporation	-30.0%	-30.0%	-26.1%	0.4%	-35.5%	155.0%	-75.9%	-19.6%
InterXion Holding N.V.	5.4%	5.4%	57.0%	34.0%	30.1%	68.0%	16.3%	10.3%
Range Resources Corporation	-20.4%	-20.4%	-49.8%	-33.6%	-34.8%	-47.8%	41.5%	-56.6%
Switch, Inc.	-12.5%	-12.5%	N/A	N/A	N/A	N/A	N/A	N/A
Windstream Holdings, Inc.	-23.8%	-23.8%	-74.1%	-57.2%	-68.3%	-74.8%	13.8%	-87.0%
Median of Industry Public Companies	-12.5%	-12.5%	-0.9%	0.4%	-26.8%	15.9%	16.3%	10.3%

Multiple year periods are calculated as the average annual return.

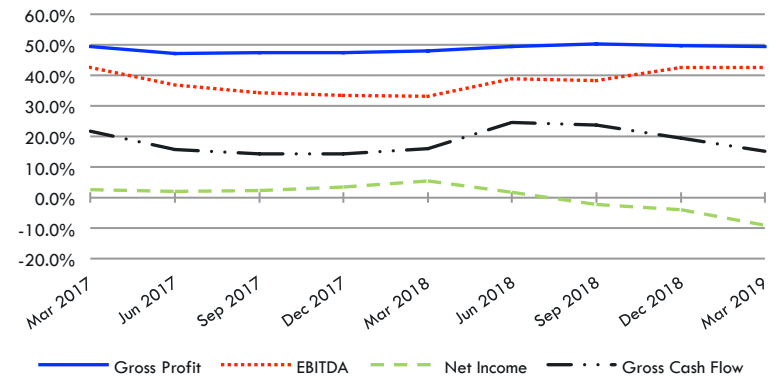
■ Highest Return
 ■ Lowest Return
 ■ Median Return

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 Company Multiples of the Colocation Industry

	3/31/19	12/31/18	9/30/18	6/30/18	3/31/18	12/31/17	9/30/17	6/30/17
EV/Revenues Multiple	3.1x	3.4x	3.4x	3.7x	4.1x	4.5x	4.5x	4.6x
EV/EBITDA Multiple	11.7x	12.6x	19.4x	14.6x	18.4x	11.6x	19.1x	24.2x
Price/Earnings Multiple	80.0x	89.7x	84.6x	55.3x	54.3x	48.9x	51.6x	55.8x
EV/Gross Cash Flows Multiple	32.6x	34.9x	22.0x	20.7x	25.7x	23.6x	22.9x	22.3x

■ Highest Multiple
 ■ Lowest Multiple
 ■ Median Multiple

Industry Initial Public Offerings – 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
1/26/19	Beeks Trading Corporation Ltd.	\$0.67	14.0	\$9.3	\$3.0	\$1.0	\$5.2	(\$0.1)	(\$1.0)	\$0.5
12/3/18	Switch, Inc.	\$17.00	31.3	\$531.3	\$1,124.4	\$847.0	\$360.8	\$149.6	\$32.0	\$233.3
11/12/18	GDS Holdings Limited	\$10.00	19.3	\$192.5	\$1,013.8	\$589.5	\$143.0	\$23.4	(\$35.2)	\$50.3
4/21/18	21Vianet Group, Inc.	\$15.00	13.0	\$195.0	\$151.2	\$19.1	\$98.1	(\$27.7)	(\$41.9)	(\$27.7)
1/27/11	InterXion Holding N.V.	\$13.00	20.4	\$264.9	\$733.2	\$348.4	\$279.4	\$103.6	\$19.7	\$144.3
8/7/08	Rackspace Hosting, Inc.	\$12.50	15.0	\$187.5	\$408.3	\$183.6	\$453.2	\$104.5	\$18.5	\$173.1
10/24/07	Telecity Group plc	\$4.50	23.6	\$197.1	\$463.5	\$67.8	\$187.3	\$42.3	(\$16.8)	\$76.7
11/1/16	Median	nm	nm	\$195.0	\$463.5	\$183.6	\$187.3	\$42.3	(\$1.0)	\$76.7

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

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
1/3/19	IO Data Centers, LLC	Iron Mountain	\$1,340.0	100%	\$143.7	9.3x
12/27/18	pair Networks, Inc.	Liberated Syndication	\$16.1	100%	N/A	N/A
11/13/18	Enspire Australia Pty	5G Networks Limited	\$1.4	100%	N/A	N/A
9/1/18	FORTRUST LLC	Iron Mountain	\$128.0	100%	N/A	N/A
8/1/18	ViaWest, Inc.	Peak 10 Holding	\$1,675.0	100%	N/A	N/A
7/21/18	Keppel DC Singapore	Thorium DC Pte. Ltd.	\$124.4	100%	N/A	N/A
6/30/18	Cincinnati Data Center	Carter Validus	\$10.3	100%	N/A	N/A
6/28/17	Sunnyvale Data Center	Carter Validus	\$36.8	100%	N/A	N/A
7/21/17	Wilcon Holdings LLC	Crown Castle International	\$600.0	100%	N/A	N/A
12/31/18	Castle Access, Inc.	Zayo Group Holdings	\$11.9	100%	N/A	N/A
5/1/17	Giglinx Global, Inc.	GTT Communications	\$21.0	100%	N/A	N/A
5/1/17	CenturyLink	BC Partners	\$2,277.0	100%	\$626.0	3.6x

■ USA ■ International

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

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Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
4/4/17	Net Logistics Pty. Ltd.	Dreamscape Networks	\$2.0	100%	N/A	N/A
2/1/17	Grande Communications	TPG Capital, L.P.	\$650.0	65%	N/A	N/A
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	100%	\$6.2	13.7x
10/12/16	M247 Limited	Metronet (UK) Ltd	\$57.9	100%	N/A	N/A
10/3/16	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	1.4x
4/1/16	CME Group Inc.	CyrusOne LP	\$130.0	100%	N/A	7.7x
Median of the 20 M&A Transaction Targets			\$71.5	100%	\$143.7	9.3X

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): 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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