



Supplemental Financial and Operating Data  
December 31, 2023





# Q4 2023 SUPPLEMENTAL DISCLOSURES

TABLE OF CONTENTS:	Page
Safe Harbor Statement	3
Corporate Information	4
Analyst Coverage	5
Common Stock Data	6
Dividend Policy and Stock Repurchase History	7
<b><u>Section 1: Company &amp; Portfolio Overview</u></b>	
Company Profile	9
U.S. Portfolio	10
International Portfolio	11
Historical Tower Count	12
Tenant and Property Interest Overview	13
<b><u>Section 2: Historical Financial and Supplemental Data</u></b>	
Consolidated Balance Sheets	15
Consolidated Statements of Operations	16
Condensed Consolidated Statements of Cash Flows	17
Historical Reconciliations	18
Historical Supplemental Details	19
India Historical Financial Details	20
Illustrative Projections and Outlook Sensitivity Analysis	21
<b><u>Section 3: Regional Tear Sheets</u></b>	
Segment Disclosures	23-26
U.S. & Canada Portfolio Information	27
U.S. & Canada Tear Sheet	28
Asia-Pacific Portfolio Information	29
Asia-Pacific Tear Sheet	30
Africa Portfolio Information	31
Africa Tear Sheet	32
Europe Portfolio Information	33
Europe Tear Sheet	34
Latin America Portfolio Information	35
Latin America Tear Sheet	36
Data Centers Tear Sheet	37
NOI Yield Reconciliations	38
<b><u>Section 4: Capital Structure</u></b>	
Debt Maturity Schedule and Calculation of Net Leverage	40
Debt Maturity Detail	41
<b><u>Section 5: Appendix</u></b>	
Definitions	43-45
Cautionary Language Regarding Forward-Looking Statements	46

**“Safe Harbor” Statement under the Private Securities Litigation Reform Act of 1995:**

This supplemental disclosure package contains forward-looking statements within the meaning of federal securities laws concerning our goals, beliefs, strategies, future operating results and underlying assumptions and other statements that do not relate to historical matters. Examples of these statements include, but are not limited to, statements regarding our full year 2024 outlook and other targets, the closing of signed agreements, including the Pending ATC TIPL Transaction (as defined herein), and the expected impacts of such agreements on our business, projected dividend growth, foreign currency exchange rates and our expectations regarding the leasing demand for communications real estate. Actual results may differ materially from those indicated by these forward-looking statements as a result of various important factors, including those that will be provided in Item 1A of our upcoming Form 10-K for the year ended December 31, 2023, under the caption “Risk Factors” and other risks described in documents subsequently filed from time to time with the Securities and Exchange Commission. We undertake no obligation to update the information contained in this supplemental disclosure package to reflect subsequently occurring events or circumstances. Definitions and reconciliations are provided in this supplemental disclosure package.



**AMERICAN TOWER®**  
C O R P O R A T I O N

# CORPORATE INFORMATION - CONTACTS

## Investor Relations

**Adam Smith**  
 Senior Vice President, Investor Relations  
 617-585-7667  
 Email:  
[Adam.Smith@americantower.com](mailto:Adam.Smith@americantower.com)

## Corporate Headquarters

116 Huntington Avenue, 11<sup>th</sup> Floor  
 Boston, MA 02116  
 Ph: 617-375-7500 • Fax: 617-375-7575  
 Website: [www.americantower.com](http://www.americantower.com)

## Resources

Please visit our website to be added to our email distribution list:  
<http://www.americantower.com/shareholder-services/> |  
 Investor presentations and other materials can be found at the following link:  
<http://www.americantower.com/investor-relations/>

## Board of Directors

	Audit	Compensation	Nominating & Corporate Governance
Pamela D.A. Reeve, Chair			X
Steven Vondran <sup>(1)</sup>			
Kelly C. Chambliss		X	
Teresa H. Clarke	X		
Raymond P. Dolan		X	
Kenneth R. Frank	X		X
Robert D. Hormats			Chair
Grace D. Lieblein		X	
Craig Macnab		Chair	
JoAnn A. Reed	Chair		
Bruce L. Tanner	X		
Samme L. Thompson			X

## Executive Management

- >Steven Vondran, President and Chief Executive Officer<sup>(1)</sup>
- >Rod Smith, Executive Vice President, Chief Financial Officer and Treasurer
- >Ruth Dowling, Executive Vice President, Chief Administrative Officer, General Counsel and Secretary
- >Sanjay Goel, Executive Vice President and President, Asia-Pacific
- >Eugene "Bud" Noel, Executive Vice President and President, U.S. Tower Division
- >Olivier Puech, Executive Vice President and President, Latin America and EMEA

## Transfer Agent

Computershare  
 P.O. Box 43006  
 Providence, RI 02940  
 Phone: 866-201-5087 | 781-575-2879

## Corporate Counsel

Cleary Gottlieb  
 One Liberty Plaza  
 New York, NY 10006  
 Phone: 212-225-2000

## Independent Registered Public Accounting Firm

Deloitte & Touche LLP  
 200 Berkeley Street  
 Boston, MA 02116-5022  
 Phone: 617-437-2000

(1) On February 1, 2024, Steven Vondran assumed the role of President and Chief Executive Officer and was appointed as a director on the Company's Board of Directors.

# ANALYST COVERAGE

EQUITY ANALYSTS					
David Barden <b>Bank of America Securities</b> 646-855-1320	Brendan Lynch <b>Barclays</b> 212-526-9428	Ari Klein <b>BMO Capital Markets</b> 212-885-4103	Michael Rollins <b>Citigroup</b> 212-816-1116	Matthew Niknam <b>Deutsche Bank</b> 212-250-4711	Jim Schneider <b>Goldman Sachs</b> 212-357-2929
David Guarino <b>Green Street Advisors</b> 949-640-8780	Luigi Minerva <b>HSBC</b> +44 20 7991 6928	Jonathan Petersen <b>Jefferies</b> 212-284-1705	Richard Choe <b>J.P. Morgan</b> 212-622-6708	Brandon Nispel <b>KeyBanc Capital Markets</b> 503-821-3871	Walter Piecyk <b>LightShed Partners</b> 646-450-9258
Nick Del Deo <b>Moffett Nathanson</b> 212-519-0025	Simon Flannery <b>Morgan Stanley</b> 212-761-6432	Jonathan Chaplin <b>New Street Research</b> 212-921-9876	Ric Prentiss <b>Raymond James</b> 727-567-2567	Jonathan Atkin <b>RBC Capital Markets</b> 415-633-8589	Maher Yaghi <b>Scotiabank</b> 437-995-5548
Michael Elias <b>TD Cowen</b> 646-562-1358	Batya Levi <b>UBS</b> 212-713-8824	Eric Luebchow <b>Wells Fargo</b> 312-630-2386	Andrew Rosivach <b>Wolfe Research</b> 646-582-9250		
FIXED INCOME ANALYSTS					
Jason Kilgariff <b>Bank of America Global Research</b> 646-855-8754	Sandeep Gupta <b>Barclays</b> 212-526-0972	Scott Wipperman <b>Goldman Sachs</b> 212-357-9922	Brian Turner <b>J.P. Morgan</b> 212-834-4035	Doug Colandrea <b>RBC Capital Markets</b> 212-618-5623	Scott Shiffman <b>Stifel</b> 646-376-5305

*Note: Any opinions, estimates or forecasts regarding American Tower Corporation's performance made by the analysts listed above do not represent the opinions, estimates or forecasts of American Tower Corporation or its management. American Tower Corporation does not by its reference above imply its endorsement of, or concurrence with, information, conclusions or recommendations by any of such analysts.*



## COMMON STOCK DATA

American Tower Corporation's common stock is listed on the New York Stock Exchange under the ticker: [AMT](#)

The following information is based on data reported by Bloomberg.

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23
High closing price for quarter	\$ 292.50	\$ 286.38	\$ 268.62	\$ 281.52	\$ 223.39	\$ 232.81	\$ 211.26	\$ 198.36	\$ 217.16
Low closing price for quarter	\$ 257.53	\$ 226.87	\$ 224.72	\$ 213.72	\$ 183.79	\$ 191.20	\$ 182.00	\$ 159.69	\$ 157.68
Quarter end closing price	\$ 292.50	\$ 251.22	\$ 255.59	\$ 214.70	\$ 211.86	\$ 204.34	\$ 193.94	\$ 164.45	\$ 215.88
Average daily trading volume (millions)	1.6	2.1	2.1	1.5	2.1	2.1	2.1	2.1	2.2
Quarter end shares of common stock outstanding (millions)	455.8	456.3	465.6	465.6	465.6	466.0	466.1	466.2	466.3
Quarter end closing market value of common stock (billions) <sup>(1)</sup>	\$ 133.3	\$ 114.6	\$ 119.0	\$ 100.0	\$ 98.6	\$ 95.2	\$ 90.4	\$ 76.7	\$ 100.7

### Notes:

(1) Quarter end closing market value of common stock is based on quarter end shares of common stock outstanding multiplied by the quarter end closing share price as reported by Bloomberg.

Credit Ratings		
Standard & Poor's: Corporate Credit Rating	BBB-	(Stable Outlook)
Fitch: Issuer Default Rating	BBB+	(Negative Outlook)
Moody's: Issuer Rating	Baa3	(Stable Outlook)

*Note: These credit ratings may not reflect the potential risks relating to the structure or trading of the Company's securities and are provided solely for informational purposes. Credit ratings are not recommendations to buy, sell or hold any security, and may be revised or withdrawn at any time by the issuing organization in its sole discretion. The Company does not undertake any obligation to maintain the ratings or to advise of any change in the ratings. Each agency's rating should be evaluated independently of any other agency's rating. An explanation of the significances of the ratings can be obtained from each of the ratings agencies.*



## DIVIDEND POLICY

As a real estate investment trust for U.S. federal income tax purposes ("REIT"), we must annually distribute to our stockholders an amount equal to at least 90% of our REIT taxable income (determined before the deduction for distributed earnings and excluding any capital gain). Generally, we have distributed, and expect to continue to distribute, all or substantially all of our REIT taxable income after taking into consideration our utilization of net operating losses ("NOLs"). We will have distributed an aggregate of approximately \$17.5 billion<sup>(1)</sup> to our common stockholders, including the dividend paid on February 1, 2024. These distributions are primarily taxed as ordinary income that may be treated as qualified REIT dividends under Section 199A of the Internal Revenue Code of 1986, as amended, for taxable years beginning before 2026.

The amount, timing and frequency of distributions will be at the sole discretion of our Board of Directors and will depend on various factors, many of which are beyond our control, including: our financial condition and operating cash flows; the amount of the distributions required to maintain our qualification for taxation as a REIT and reduce any income and excise taxes that we otherwise would be required to pay; limitations on distributions in our existing and future debt and equity instruments; our ability to utilize NOLs to offset our distribution requirements; limitations on our ability to fund distributions using cash generated through our taxable REIT subsidiaries; and other factors that our Board of Directors may deem relevant.

We anticipate that distributions will generally be paid from cash from operations after debt service requirements and non-discretionary capital expenditures. For information regarding risk factors that could materially adversely affect our ability to fund our distributions and our actual results of operations, please see Item 1A entitled "Risk Factors" in our upcoming Form 10-K for the year ended December 31, 2023.

## COMMON STOCK DIVIDEND AND STOCK REPURCHASE HISTORY<sup>(1)</sup>

COMMON STOCK (Quarterly Since 2020)	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23 <sup>(2)</sup>
<i>Distribution per share</i>	\$ 1.08	\$ 1.10	\$ 1.14	\$ 1.21	\$ 1.24	\$ 1.27	\$ 1.31	\$ 1.39	\$ 1.40	\$ 1.43	\$ 1.47	\$ 1.56	\$ 1.56	\$ 1.57	\$ 1.62	\$ 1.70
<i>Aggregate payment amount (millions)</i>	\$ 478.8	\$ 487.9	\$ 506.4	\$ 537.6	\$ 551.5	\$ 577.8	\$ 596.6	\$ 633.5	\$ 638.8	\$ 665.8	\$ 684.4	\$ 726.3	\$ 727.0	\$ 731.8	\$ 755.2	\$ 792.7
<i>Year over Year Per Share Growth</i>	20.0%	19.6%	20.0%	19.8%	14.8%	15.5%	14.9%	14.9%	12.9%	12.6%	12.2%	12.2%	11.4%	9.8%	10.2%	9.0%

COMMON STOCK (Annual Totals)	2011 <sup>(3)</sup>	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
<i>Distribution per share</i>	\$ 0.35	\$ 0.90	\$ 1.10	\$ 1.40	\$ 1.81	\$ 2.17	\$ 2.62	\$ 3.15	\$ 3.78	\$ 4.53	\$ 5.21	\$ 5.86	\$ 6.45
<i>Aggregate payment amount (millions)</i>	\$ 137.8	\$ 355.5	\$ 434.5	\$ 554.6	\$ 766.4	\$ 924.0	\$ 1,122.5	\$ 1,389.8	\$ 1,672.8	\$ 2,010.7	\$ 2,359.4	\$ 2,715.3	\$ 3,006.7
<i>Year over Year Per Share Growth</i>			22.2%	27.3%	29.3%	19.9%	20.7%	20.2%	20.0%	19.8%	15.0%	12.5%	10.1%

STOCK REPURCHASE HISTORY	Pre-2018	2018	2019	2020	2021	2022	2023
<i>Shares repurchased (thousands)</i>	103,994	1,647	94	264	-	90	-
<i>Aggregate repurchase amount (millions)</i>	\$ 4,764	\$ 233	\$ 20	\$ 56	\$ -	\$ 19	\$ -

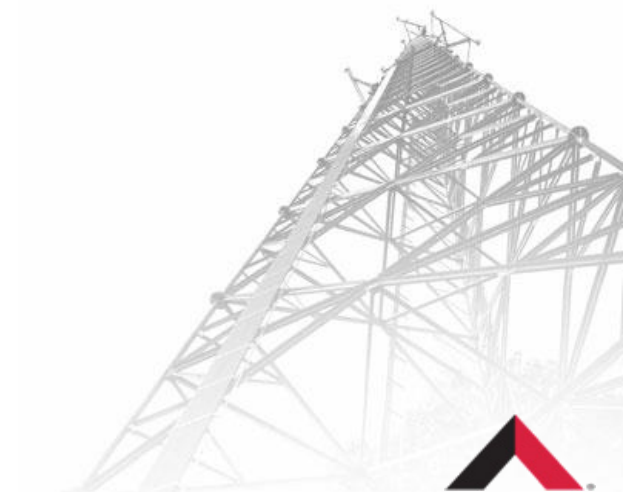
(1) Excludes cumulative total of \$48.9 million of distributions paid upon the vesting of restricted stock units.

(2) Paid on February 1, 2024 to common stockholders of record at the close of business on December 28, 2023.

(3) Special distribution paid in Q4 2011 prior to our conversion to a REIT.

---

## COMPANY & PORTFOLIO OVERVIEW



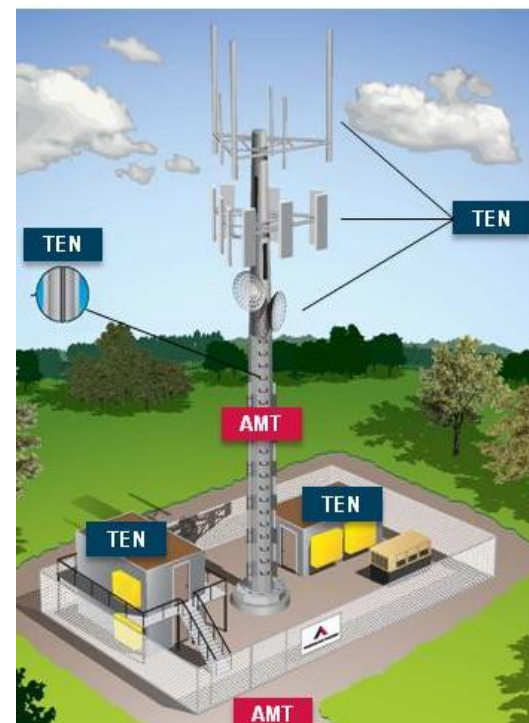
# COMPANY PROFILE

American Tower Corporation owns and operates a portfolio of over 224,000 communications sites, which we lease to wireless service providers, broadcasters and other communication service providers. As of December 31, 2023, our portfolio included nearly 43,000 properties in the United States & Canada and over 181,000 properties in our international markets<sup>(1)</sup>. Over 99% of our total revenue for the three months ended December 31, 2023 was generated from leasing these properties, as well as fiber, a highly interconnected footprint of U.S. data center facilities and other urban telecommunications assets, to our customers.

As illustrated to the right, our tenants typically own, operate and maintain their antenna, backhaul and base station equipment on our communications sites, while we provide the real estate, including the tower structure, to support them. For additional information, please visit our website at [www.americantower.com](http://www.americantower.com).

Historically, our communications site business has generated consistent incremental growth in revenue and cash flows due to the following characteristics:

- › **Long-term tenant leases with contractual rent escalations.** In general, our tenant leases for our communications sites with wireless carriers have an initial non-cancellable term of five to ten years with multiple renewal terms. Most of our tenant leases have provisions that periodically increase the rent due under the lease, typically annually, based on a fixed escalation percentage (averaging approximately 3% in the United States) or an inflation index in our international markets, or a combination of both.
- › **High lease renewal rates.** Our tenants tend to renew their leases because suitable alternative sites may not exist or be available. In addition, repositioning a site in a tenant's network may be expensive and may affect its network quality.
- › **High operating margins.** The incremental operating costs associated with adding tenants to one of our properties are relatively minimal. Therefore, as additional tenants are added, the substantial majority of incremental revenue flows through to Operating Profit.
- › **Low maintenance capital expenditures.** On average, we require relatively low amounts of annual capital expenditures to maintain our communications properties.
- › **Growth opportunities.** Our portfolio of communications sites provides us with organic growth potential because we have the capacity to add new tenants and new equipment for existing tenants on our sites.



## Operated by American Tower AMT

- › Tower structure – constructed of galvanized steel with the capacity for multiple tenants
- › Land parcel – owned or operated pursuant to long-term leases
- › Back-up power – generators and batteries to support consistent power availability

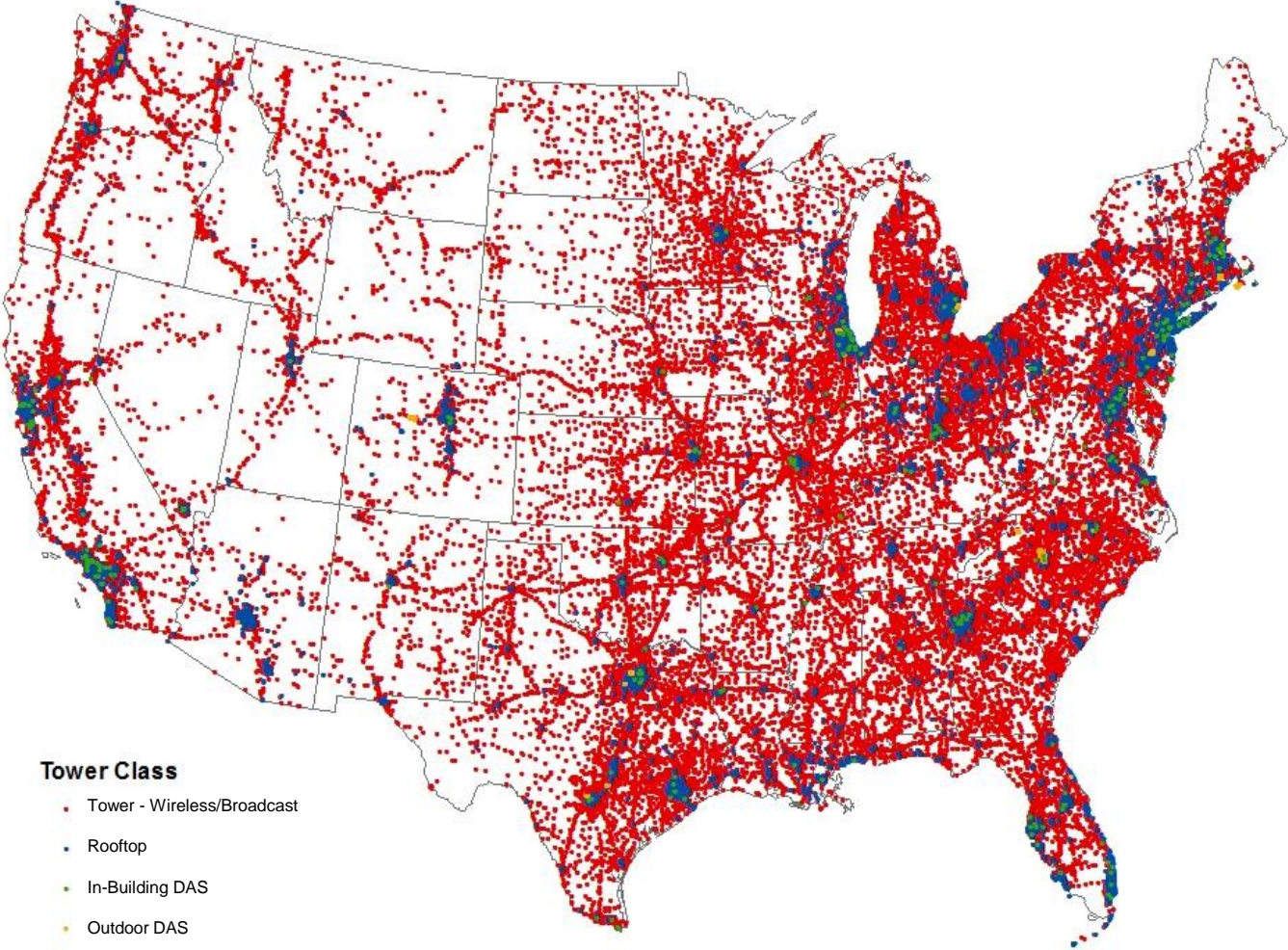
## Operated by Tenant TEN

- › Antenna equipment, including microwave equipment
- › Tenant shelters containing base-station equipment and HVAC, which tenants own, operate and maintain
- › Coaxial cable

(1) In January 2024, we entered into an agreement with Data Infrastructure Trust ("DIT") pursuant to which DIT will acquire a 100% ownership interest in our operations in India (the "Pending ATC TIPL Transaction"). As of December 31, 2023, our India portfolio included 76,713 communications sites.

# U.S. PORTFOLIO

- ✓ Our U.S. Portfolio of nearly 43,000 sites includes wireless communications towers and distributed antenna system ("DAS") networks
- ✓ Our top U.S. tenants include: T-Mobile, AT&T and Verizon
- ✓ We also have a portfolio of property interests under third-party communications sites, data center facilities and other communications real estate assets







## HISTORICAL TOWER COUNT<sup>(1)(2)</sup>

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
<b>U.S. &amp; Canada</b>												
Beginning Balance	42,840	42,857	42,861	42,865	42,836	42,821	42,773	42,702	42,528	42,698	42,857	42,821
New Builds	7	-	3	2	4	2	3	1	5	11	9	11
Acquisitions	34	17	7	2	10	3	1	1	1	141	36	6
Sales/Adjustments	(24)	(13)	(6)	(33)	(29)	(53)	(75)	(176)	(81)	7	(81)	(385)
Net Activity	17	4	4	(29)	(15)	(48)	(71)	(174)	(75)	159	(36)	(368)
Ending Balance	42,857	42,861	42,865	42,836	42,821	42,773	42,702	42,528	42,453	42,857	42,821	42,453
<b>Asia-Pacific</b>												
Beginning Balance	74,826	74,813	75,080	75,525	76,296	77,647	78,305	78,006	77,318	74,732	74,813	77,647
New Builds	926	710	991	1,200	1,734	808	106	45	18	3,709	4,635	977
Acquisitions	-	-	-	-	-	-	-	-	-	58	-	-
Sales/Adjustments <sup>(3)</sup>	(939)	(443)	(546)	(429)	(383)	(150)	(405)	(733)	(452)	(3,686)	(1,801)	(1,740)
Net Activity	(13)	267	445	771	1,351	658	(299)	(688)	(434)	81	2,834	(763)
Ending Balance	74,813	75,080	75,525	76,296	77,647	78,305	78,006	77,318	76,884	74,813	77,647	76,884
<b>Africa</b>												
Beginning Balance	21,293	22,116	22,726	23,127	23,377	23,698	23,983	24,269	23,872	19,814	22,116	23,698
New Builds	668	613	404	255	385	415	325	328	512	1,755	1,657	1,580
Acquisitions	163	11	3	-	-	-	-	-	-	602	14	-
Sales/Adjustments	(8)	(14)	(6)	(5)	(64)	(130)	(39)	(725)	(224)	(55)	(89)	(1,118)
Net Activity	823	610	401	250	321	285	286	(397)	288	2,302	1,582	462
Ending Balance	22,116	22,726	23,127	23,377	23,698	23,983	24,269	23,872	24,160	22,116	23,698	24,160
<b>Europe</b>												
Beginning Balance	29,458	30,032	30,060	30,203	30,377	30,712	30,797	30,872	30,959	5,322	30,032	30,712
New Builds	120	34	53	53	102	85	101	85	130	216	242	401
Acquisitions	458	-	98	112	239	5	59	-	89	24,556	449	153
Sales/Adjustments	(4)	(6)	(8)	9	(6)	(5)	(85)	2	53	(62)	(11)	(35)
Net Activity	574	28	143	174	335	85	75	87	272	24,710	680	519
Ending Balance	30,032	30,060	30,203	30,377	30,712	30,797	30,872	30,959	31,231	30,032	30,712	31,231
<b>Latin America</b>												
Beginning Balance	48,494	48,535	48,499	48,376	48,246	48,177	48,165	48,170	48,181	41,294	48,535	48,177
New Builds	149	80	63	68	117	20	30	46	114	628	328	210
Acquisitions	14	-	10	-	-	-	-	-	-	7,124	10	-
Sales/Adjustments	(122)	(116)	(196)	(198)	(186)	(32)	(25)	(35)	(193)	(511)	(696)	(285)
Net Activity	41	(36)	(123)	(130)	(69)	(12)	5	11	(79)	7,241	(358)	(75)
Ending Balance	48,535	48,499	48,376	48,246	48,177	48,165	48,170	48,181	48,102	48,535	48,177	48,102
<b>Total</b>												
Beginning Balance	216,911	218,353	219,226	220,096	221,132	223,055	224,023	224,019	222,858	183,860	218,353	223,055
New Builds	1,870	1,437	1,514	1,578	2,342	1,330	565	505	779	6,319	6,871	3,179
Acquisitions	669	28	118	114	249	8	60	1	90	32,481	509	159
Sales/Adjustments	(1,097)	(592)	(762)	(656)	(668)	(370)	(629)	(1,667)	(897)	(4,307)	(2,678)	(3,563)
Net Activity	1,442	873	870	1,036	1,923	968	(4)	(1,161)	(28)	34,493	4,702	(225)
Ending Balance	218,353	219,226	220,096	221,132	223,055	224,023	224,019	222,858	222,830	218,353	223,055	222,830
U.S. & Canada %	20%	20%	19%	19%	19%	19%	19%	19%	19%	20%	19%	19%
Asia-Pacific %	34%	34%	34%	35%	35%	35%	35%	35%	35%	34%	35%	35%
Africa %	10%	10%	11%	11%	11%	11%	11%	11%	11%	10%	11%	11%
Europe %	14%	14%	14%	14%	14%	14%	14%	14%	14%	14%	14%	14%
Latin America %	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%

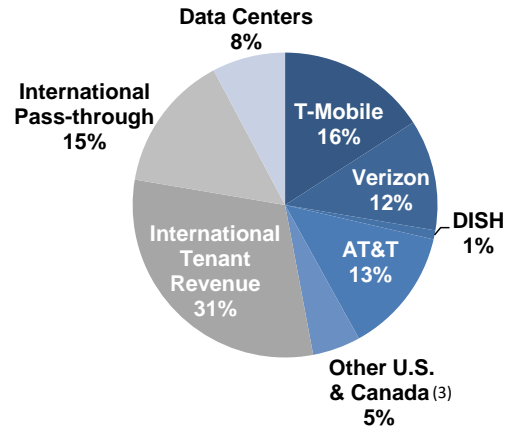
(1) Excludes nearly 1,700 in-building and outdoor DAS networks, data centers and fiber and fiber-related assets and other urban telecommunications assets in select markets.

(2) Percentages may not sum to 100% due to rounding.

(3) Reflects site decommissioning that has been driven by the carrier consolidation process in India.

# TENANT AND PROPERTY INTEREST OVERVIEW<sup>(1)</sup>

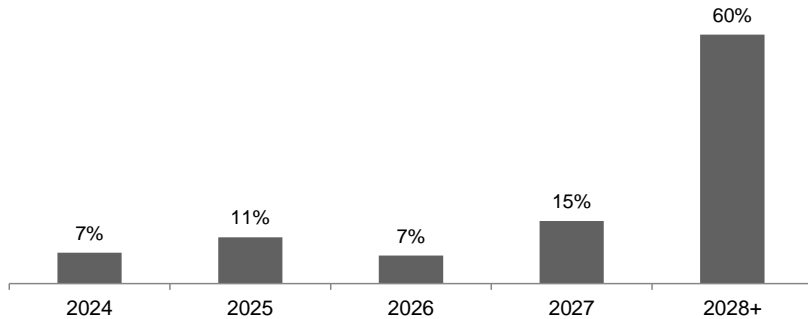
## Q4 2023 Property Revenue Distribution<sup>(2)</sup>



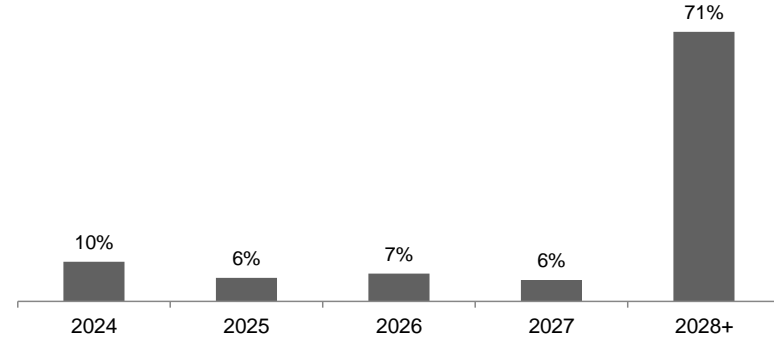
## U.S. & Canada Property Interest Highlights

- › Nearly 38% of land is owned or operated pursuant to a finance lease or perpetual easement
- › Average remaining term of nearly 30 years for leased land
- › Lease term extensions are typically approximately 20 years
- › Over 90% of ground leases are held by landlords who own a single land parcel

## Global Tenant Lease Renewal Schedule<sup>(4)(5)(6)</sup>



## Global Ground Lease Renewal Schedule<sup>(4)(6)</sup>



(1) Data for the quarter ended December 31, 2023. Percentages may not sum to 100% due to rounding.  
 (2) Named carrier percentages reflect only U.S. & Canada revenue. Revenue derived from international markets is included in international percentage.  
 (3) Other U.S. & Canada includes additional voice/data providers, broadcast companies, government agencies, local municipalities, etc.  
 (4) 2024 includes 2023 carryover leases in the renewal schedules.  
 (5) Reflects effective term commitments.  
 (6) Excludes Data Centers segment.

---

## HISTORICAL FINANCIAL & SUPPLEMENTAL DATA





## UNAUDITED CONSOLIDATED BALANCE SHEETS

(\$ in millions. Totals may not add due to rounding.)

	December 31,		December 31,			
	2023		2022	2021		
<b>ASSETS:</b>						
<b>CURRENT ASSETS:</b>						
Cash and cash equivalents	\$	1,973.3	\$	2,028.4	\$	1,949.9
Restricted cash		120.1		112.3		393.4
Accounts receivable, net		669.7		758.3		728.9
Prepaid and other current assets		946.9		723.3		657.2
Total current assets		3,710.0		3,622.3		3,729.4
Property and equipment, net		19,788.8		19,998.3		19,784.0
Goodwill		12,639.0		12,956.7		13,350.1
Other intangible assets, net		16,520.7		17,983.3		20,727.2
Deferred tax asset		179.1		129.2		131.6
Deferred rent asset		3,521.8		3,039.1		2,539.6
Right-of-use asset		8,878.8		8,918.9		9,225.1
Notes receivable and other non-current assets		789.4		546.7		400.9
TOTAL	\$	66,027.6	\$	67,194.5	\$	69,887.9
<b>LIABILITIES:</b>						
<b>CURRENT LIABILITIES:</b>						
Accounts payable	\$	258.7	\$	218.6	\$	272.4
Accrued expenses		1,280.6		1,344.2		1,412.8
Distributions payable		906.2		745.3		642.1
Accrued interest		387.0		261.0		254.7
Current portion of operating lease liability		794.6		788.9		712.6
Current portion of long-term obligations		3,187.5		4,514.2		4,568.7
Unearned revenue		434.7		439.7		1,204.0
Total current liabilities		7,249.3		8,311.9		9,067.3
Long-term obligations		35,734.0		34,156.0		38,685.5
Operating lease liability		7,438.7		7,591.9		8,041.8
Asset retirement obligations		2,158.2		2,047.4		2,003.0
Deferred tax liability		1,361.4		1,492.0		1,830.9
Other non-current liabilities		1,220.6		1,186.8		1,189.8
Total liabilities	\$	55,162.2	\$	54,786.0	\$	60,818.3
<b>COMMITMENTS AND CONTINGENCIES</b>						
<b>EQUITY:</b>						
Common stock		4.8		4.8		4.7
Additional paid-in capital		14,872.9		14,689.0		12,240.2
Distributions in excess of earnings		(3,638.8)		(2,101.9)		(1,142.4)
Accumulated other comprehensive loss		(5,739.5)		(5,718.3)		(4,738.9)
Treasury stock		(1,301.2)		(1,301.2)		(1,282.4)
Total American Tower Corporation equity		4,198.2		5,572.4		5,081.2
Noncontrolling interests		6,667.2		6,836.1		3,988.4
Total equity		10,865.4		12,408.5		9,069.6
TOTAL	\$	66,027.6	\$	67,194.5	\$	69,887.9



## UNAUDITED CONSOLIDATED STATEMENTS OF OPERATIONS

(\$ in millions, except per share data. Totals may not add due to rounding.)

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
<b>REVENUES:</b>												
Property	\$ 2,378.0	\$ 2,600.8	\$ 2,614.5	\$ 2,609.9	\$ 2,644.8	\$ 2,714.5	\$ 2,728.6	\$ 2,792.4	\$ 2,765.7	\$ 9,109.6	\$ 10,470.0	\$ 11,001.2
Services	67.2	59.5	59.8	61.6	60.2	52.7	43.1	26.2	21.0	247.3	241.1	143.0
Total operating revenues	2,445.2	2,660.3	2,674.3	2,671.5	2,705.0	2,767.2	2,771.7	2,818.6	2,786.7	9,356.9	10,711.1	11,144.2
<b>OPERATING EXPENSES:</b>												
Costs of operations (exclusive of items shown separately below):												
Property	705.3	771.5	794.0	808.8	782.1	787.0	810.1	803.3	800.1	2,585.3	3,156.4	3,200.5
Services	30.2	27.9	28.9	27.7	22.9	19.1	17.2	12.5	11.3	96.7	107.4	60.1
Depreciation, amortization and accretion	643.9	815.8	826.5	898.1	814.7	794.1	764.6	762.9	764.9	2,332.6	3,355.1	3,086.5
Selling, general, administrative and development expense <sup>(1)</sup>	215.9	293.9	222.9	231.2	224.3	263.9	244.4	231.9	252.3	811.6	972.3	992.5
Other operating expenses	223.3 <sup>(2)</sup>	26.1	19.7	52.8	669.0 <sup>(3)</sup>	127.5 <sup>(4)</sup>	61.7	27.3	161.2	398.7 <sup>(2)</sup>	767.6 <sup>(3)</sup>	377.7 <sup>(4)</sup>
Goodwill impairment	-	-	-	-	-	-	-	322.0 <sup>(5)</sup>	80.0 <sup>(6)</sup>	-	-	402.0 <sup>(5)(6)</sup>
Total operating expenses	1,818.6	1,935.2	1,892.0	2,018.6	2,513.0	1,991.6	1,898.0	2,159.9	2,069.8	6,224.9	8,358.8	8,119.3
OPERATING INCOME	626.6	725.1	782.3	652.9	192.0	775.6	873.7	658.7	716.9	3,132.0	2,352.3	3,024.9
<b>OTHER INCOME (EXPENSE):</b>												
Interest income	12.0	9.9	14.3	18.8	28.6	30.8	30.6	45.7	36.3	40.4	71.6	143.4
Interest expense	(224.1)	(262.4)	(276.6)	(294.0)	(303.5)	(340.2)	(348.1)	(359.2)	(350.7)	(870.9)	(1,136.5)	(1,398.2)
Loss on retirement of long-term obligations	(12.5)	-	-	(0.4)	-	-	(0.3)	-	-	(38.2)	(0.4)	(0.3)
Other income (expense) <sup>(7)</sup>	126.5	252.6	378.3	478.5	(675.7)	(97.8)	(81.2)	297.8	(367.3)	566.1	433.7	(248.5)
Total other (expense) income	(98.1)	0.1	116.0	202.9	(950.6)	(407.2)	(399.0)	(15.7)	(681.7)	(302.6)	(631.6)	(1,503.6)
INCOME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES	528.5	725.2	898.3	855.8	(758.6)	368.4	474.7	643.0	35.2	2,829.4	1,720.7	1,521.3
Income tax (provision) benefit	(87.3)	(22.5)	(7.4)	(36.1)	42.0	(53.4)	(13.2)	(65.7)	(21.9)	(261.8)	(24.0)	(154.2)
NET INCOME (LOSS)	441.2	702.7	890.9	819.7	(716.6)	315.0	461.5	577.3	13.3	2,567.6	1,696.7	1,367.1
Net (income) loss attributable to noncontrolling interests	12.2	9.0	7.3	20.0	32.8	20.8	14.2	9.6	71.6	0.1	69.1	116.2
NET INCOME (LOSS) ATTRIBUTABLE TO AMERICAN TOWER CORPORATION STOCKHOLDERS	453.4	711.7	898.2	839.7	(683.8)	335.8	475.7	586.9	84.9	2,567.7	1,765.8	1,483.3
NET INCOME (LOSS) ATTRIBUTABLE TO AMERICAN TOWER CORPORATION COMMON STOCKHOLDERS	\$ 453.4	\$ 711.7	\$ 898.2	\$ 839.7	\$ (683.8)	\$ 335.8	\$ 475.7	\$ 586.9	\$ 84.9	\$ 2,567.7	\$ 1,765.8	\$ 1,483.3
<b>NET INCOME PER COMMON SHARE AMOUNTS:</b>												
Basic net income (loss) attributable to American Tower Corporation common stockholders	\$ 1.00	\$ 1.56	\$ 1.96	\$ 1.80	\$ (1.47)	\$ 0.72	\$ 1.02	\$ 1.26	\$ 0.18	\$ 5.69	\$ 3.83	\$ 3.18
Diluted net income (loss) attributable to American Tower Corporation common stockholders	\$ 0.99	\$ 1.56	\$ 1.95	\$ 1.80	\$ (1.47)	\$ 0.72	\$ 1.02	\$ 1.26	\$ 0.18	\$ 5.66	\$ 3.82	\$ 3.18
<b>WEIGHTED AVERAGE COMMON SHARES OUTSTANDING:</b>												
BASIC	455.5	455.9	458.8	465.6	465.6	465.7	466.1	466.2	466.2	451.5	461.5	466.1
DILUTED	457.1	457.2	459.8	466.8	466.7	466.8	467.0	467.2	467.5	453.3	462.8	467.2

(1) Includes bad debt expenses in multiple periods.

(2) Q4 2021 and full year 2021 results include the impacts of impairment charges of approximately \$127 million and \$174 million, respectively.

(3) Q4 2022 and full year 2022 results include the impacts of impairment charges of approximately \$642 million and \$656 million, respectively.

(4) Q1 2023 and full year 2023 include approximately \$80 million related to the loss from the Company's sale of one of its subsidiaries in Mexico that held fiber assets ("Mexico Fiber").

(5) Q3 2023 and full year 2023 results include the impacts of goodwill impairment charges of approximately \$322 million recognized for the India reporting unit.

(6) Q4 2023 and full year 2023 results include the impacts of goodwill impairment charges of approximately \$80 million recognized for the Spain reporting unit.

(7) Includes foreign currency gains (losses).



**UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(\$ in millions, totals may not add due to rounding.)

	Twelve Months Ended	Twelve Months Ended	
	December 31,	December 31,	
	2023	2022	2021
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net income	\$ 1,367.1	\$ 1,696.7	\$ 2,567.6
Adjustments to reconcile net income to cash provided by operating activities:			
Depreciation, amortization and accretion	3,086.5	3,355.1	2,332.6
Stock-based compensation expense	195.7	169.3	119.5
Loss on early retirement of long-term obligations	0.3	0.4	38.2
Other non-cash items reflected in statement of operations	886.7	93.9	(340.1)
Increase in net deferred rent balances	(472.0)	(499.8)	(465.6)
Right-of-use asset and Operating lease liability, net	(103.7)	(9.3)	(32.7)
Changes in unearned revenue	(43.4)	(818.9)	743.8
Increase in assets	(377.1)	(274.7)	(224.9)
Increase (decrease) in liabilities	182.3	(16.5)	81.5
Cash provided by operating activities	4,722.4	3,696.2	4,819.9
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Payments for purchase of property and equipment and construction activities	(1,798.1)	(1,873.6)	(1,376.7)
Payments for acquisitions, net of cash acquired	(168.0)	(549.0)	(19,303.9)
Proceeds from sales of short-term investments and other non-current assets	17.3	19.6	14.3
Payment for investments in equity securities	-	-	(25.0)
Deposits and other	253.3	47.8	(0.9)
Cash used for investing activities	(1,695.5)	(2,355.2)	(20,692.2)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Proceeds from short-term borrowings, net	148.7	28.8	-
Borrowings under credit facilities	6,120.0	4,190.0	12,856.9
Proceeds from issuance of senior notes, net	5,678.3	1,293.6	6,761.6
Proceeds from term loans	-	-	7,347.0
Proceeds from issuance of securities in securitization transaction	1,300.0	-	-
Repayments of notes payable, credit facilities, senior notes, secured debt, short-term borrowings, term loans and finance leases <sup>(1)</sup>	(13,230.3)	(9,625.5)	(13,178.1)
Contributions from noncontrolling interest holders	4.1	3,120.8	3,078.2
Distributions to noncontrolling interest holders	(46.5)	(10.9)	(223.2)
Purchases of common stock	-	(18.8)	-
Proceeds from stock options and employee stock purchase plan	22.1	32.4	96.8
Proceeds from the issuance of common stock, net	-	2,291.7	2,361.8
Payment for early retirement of long-term obligations	-	-	(74.0)
Deferred financing costs and other financing activities <sup>(2)</sup>	(144.5)	(94.9)	(155.8)
Purchases of redeemable noncontrolling interests	-	-	(175.7)
Distributions paid on common stock	(2,949.3)	(2,630.4)	(2,271.0)
Cash (used for) provided by financing activities	(3,097.4)	(1,423.2)	16,424.5
Net effect of changes in foreign currency exchange rates on cash and cash equivalents, and restricted cash	23.2	(120.4)	(70.3)
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS, AND RESTRICTED CASH	(47.3)	(202.6)	481.9
CASH AND CASH EQUIVALENTS, AND RESTRICTED CASH, BEGINNING OF PERIOD	2,140.7	2,343.3	1,861.4
CASH AND CASH EQUIVALENTS, AND RESTRICTED CASH, END OF PERIOD	\$ 2,093.4	\$ 2,140.7	\$ 2,343.3
CASH PAID FOR INCOME TAXES, NET <sup>(3)</sup>	\$ 306.5	\$ 322.3	\$ 225.2
CASH PAID FOR INTEREST	\$ 1,260.0	\$ 1,088.6	\$ 791.2

(1) Twelve months ended December 31, 2023, 2022 and 2021 include \$6.2 million, \$6.7 million and \$5.4 million of finance lease payments, respectively.

(2) Twelve months ended December 31, 2023, 2022 and 2021 include \$38.7 million, \$36.7 million and \$35.2 million of perpetual land easement payments, respectively.

(3) Twelve months ended December 31, 2022 include \$48.3 million related to the Global Tower Partners ("GTP") one-time cash settlement. In 2015, the Company incurred charges in connection with a tax election pursuant to which MIP Tower Holdings LLC, parent company to GTP, would no longer operate as a separate REIT for federal and state income tax purposes. The Company finalized a settlement related to this tax election in the twelve month period ended December 31, 2022.



## HISTORICAL RECONCILIATIONS

(\$ in millions, except per share data. Totals may not add due to rounding.)

### RECONCILIATION OF ADJUSTED EBITDA TO NET INCOME:

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Net income (loss)	\$ 441	\$ 703	\$ 891	\$ 820	\$ (717)	\$ 315	\$ 462	\$ 577	\$ 13	\$ 2,568	\$ 1,697	\$ 1,367
Income tax provision (benefit)	87	23	7	36	(42)	53	13	66	22	262	24	154
Other (income) expense	(127)	(253)	(378)	(479)	676	98	81	(298)	367	(566)	(434)	249
Loss on retirement of long-term obligations	13	-	-	0	-	-	0	-	-	38	0	0
Interest expense	224	262	277	294	304	340	348	359	351	871	1,137	1,398
Interest income	(12)	(10)	(14)	(19)	(29)	(31)	(31)	(46)	(36)	(40)	(72)	(143)
Other operating expenses	223	26	20	53	669	128	62	27	161	399	768	378
Goodwill impairment <sup>(1)</sup>	-	-	-	-	-	-	-	-	322	-	-	402
Depreciation, amortization and accretion	644	816	827	898	815	794	765	763	765	2,333	3,355	3,087
Stock-based compensation expense	22	57	42	39	31	66	49	43	38	120	169	196
<b>ADJUSTED EBITDA</b>	<b>\$ 1,515</b>	<b>\$ 1,624</b>	<b>\$ 1,671</b>	<b>\$ 1,643</b>	<b>\$ 1,707</b>	<b>\$ 1,763</b>	<b>\$ 1,749</b>	<b>\$ 1,814</b>	<b>\$ 1,761</b>	<b>\$ 5,983</b>	<b>\$ 6,644</b>	<b>\$ 7,087</b>
Divided by total revenues	2,445	2,660	2,674	2,672	2,705	2,767	2,772	2,819	2,787	9,357	10,711	11,144
<b>ADJUSTED EBITDA MARGIN</b>	<b>62%</b>	<b>61%</b>	<b>63%</b>	<b>62%</b>	<b>63%</b>	<b>64%</b>	<b>63%</b>	<b>64%</b>	<b>63%</b>	<b>64%</b>	<b>62%</b>	<b>64%</b>

### RECONCILIATION OF NAREIT FFO ATTRIBUTABLE TO AMT COMMON STOCKHOLDERS TO NET INCOME: <sup>(2)</sup>

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Net income (loss)	\$ 441	\$ 703	\$ 891	\$ 820	\$ (717)	\$ 315	\$ 462	\$ 577	\$ 13	\$ 2,568	\$ 1,697	\$ 1,367
Real estate related depreciation, amortization and accretion	577	725	796	835	753	729	703	699	703	2,094	3,109	2,834
Losses from sale or disposal of real estate and real estate related impairment charges <sup>(1)(3)</sup>	133	14	4	15	651	119	50	345	219	198	684	733
Dividends to noncontrolling interests <sup>(4)</sup>	(3)	-	-	(9)	(14)	(11)	(11)	(12)	(103)	(3)	(22)	(138)
Adjustments for unconsolidated affiliates and noncontrolling interests	(43)	(42)	(43)	(43)	(61)	(68)	(71)	(73)	26	(103)	(188)	(186)
Nareit FFO attributable to AMT common stockholders	<b>\$ 1,105</b>	<b>\$ 1,400</b>	<b>\$ 1,649</b>	<b>\$ 1,617</b>	<b>\$ 613</b>	<b>\$ 1,083</b>	<b>\$ 1,133</b>	<b>\$ 1,537</b>	<b>\$ 858</b>	<b>\$ 4,753</b>	<b>\$ 5,280</b>	<b>\$ 4,610</b>
Divided by weighted average diluted shares outstanding	457.1	457.2	459.8	466.8	466.7	466.8	467.0	467.2	467.5	453.3	462.8	467.2
Nareit FFO attributable to AMT common stockholders per diluted share	<b>\$2.42</b>	<b>\$3.06</b>	<b>\$3.59</b>	<b>\$3.46</b>	<b>\$1.31</b>	<b>\$2.32</b>	<b>\$2.43</b>	<b>\$3.29</b>	<b>\$1.84</b>	<b>\$10.49</b>	<b>\$11.41</b>	<b>\$9.87</b>

### CALCULATION OF CONSOLIDATED AFFO AND AFFO ATTRIBUTABLE TO AMERICAN TOWER CORPORATION COMMON STOCKHOLDERS:

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Nareit FFO Attributable to AMT Common Stockholders (from above) <sup>(2)</sup>	\$ 1,105	\$ 1,400	\$ 1,649	\$ 1,617	\$ 613	\$ 1,083	\$ 1,133	\$ 1,537	\$ 858	\$ 4,753	\$ 5,280	\$ 4,610
Straight-line revenue	(141)	(109)	(113)	(128)	(149)	(112)	(121)	(109)	(131)	(466)	(500)	(472)
Straight-line expense	9	11	11	9	9	8	8	8	7	53	40	30
Stock-based compensation expense	22	57	42	39	31	66	49	43	38	120	169	196
Deferred portion of income tax and other income tax adjustments	(17)	(77)	(74)	(27)	(120)	(9)	(56)	(1)	(87)	37	(298)	(152)
GTP one-time cash tax settlement <sup>(5)</sup>	-	46	1	-	2	-	-	-	-	-	48	-
Non-real estate related depreciation, amortization and accretion	67	91	30	64	62	65	62	64	62	239	246	252
Amortization of deferred financing costs, capitalized interest, debt	13	12	11	12	12	12	13	13	13	40	48	50
Other (income) expense <sup>(6)</sup>	(127)	(253)	(378)	(479)	676	98	81	(298)	367	(566)	(434)	249
Loss on retirement of long-term obligations	13	-	-	0	-	-	0	-	-	38	0	0
Other operating expense <sup>(7)</sup>	91	12	15	38	18	9	11	5	22	201	83	47
Capital improvement capital expenditures	(77)	(28)	(41)	(43)	(65)	(36)	(30)	(56)	(79)	(170)	(176)	(201)
Corporate capital expenditures	(4)	(1)	(3)	(3)	(2)	(3)	(4)	(3)	(6)	(8)	(9)	(16)
Adjustments for unconsolidated affiliates and noncontrolling interests	43	42	43	43	61	68	71	73	(26)	103	188	186
Consolidated AFFO	<b>\$ 996</b>	<b>\$ 1,202</b>	<b>\$ 1,193</b>	<b>\$ 1,144</b>	<b>\$ 1,147</b>	<b>\$ 1,249</b>	<b>\$ 1,217</b>	<b>\$ 1,275</b>	<b>\$ 1,039</b>	<b>\$ 4,373</b>	<b>\$ 4,685</b>	<b>\$ 4,778</b>
Adjustments to AFFO for unconsolidated affiliates and noncontrolling interests <sup>(8)</sup>	<b>\$ (38)</b>	<b>\$ (34)</b>	<b>\$ (38)</b>	<b>\$ (42)</b>	<b>\$ (54)</b>	<b>\$ (64)</b>	<b>\$ (66)</b>	<b>\$ (69)</b>	<b>\$ 32</b>	<b>\$ (97)</b>	<b>\$ (168)</b>	<b>\$ (167)</b>
AFFO attributable to AMT common stockholders	<b>\$ 958</b>	<b>\$ 1,167</b>	<b>\$ 1,155</b>	<b>\$ 1,102</b>	<b>\$ 1,093</b>	<b>\$ 1,185</b>	<b>\$ 1,151</b>	<b>\$ 1,206</b>	<b>\$ 1,070</b>	<b>\$ 4,277</b>	<b>\$ 4,517</b>	<b>\$ 4,612</b>
Divided by weighted average diluted shares outstanding	457.1	457.2	459.8	466.8	466.7	466.8	467.0	467.2	467.5	453.3	462.8	467.2
AFFO attributable to AMT common stockholders per share	<b>\$ 2.10</b>	<b>\$ 2.55</b>	<b>\$ 2.51</b>	<b>\$ 2.36</b>	<b>\$ 2.34</b>	<b>\$ 2.54</b>	<b>\$ 2.46</b>	<b>\$ 2.58</b>	<b>\$ 2.29</b>	<b>\$ 9.43</b>	<b>\$ 9.76</b>	<b>\$ 9.87</b>

(1) During the three months ended September 30, 2023, the Company recorded goodwill impairment charges of \$322 million related to its India reporting unit and during the three months ended December 31, 2023, the Company recorded goodwill impairment charges of \$80 million related to its Spain reporting unit.

(2) Nareit stands for National Association of Real Estate Investment Trusts, while FFO stands for Funds From Operations.

(3) Three months ended March 31, 2023 includes approximately \$80 million related to the loss from the sale of Mexico Fiber.

(4) Three and twelve months ended December 31, 2023 include distributions related to the outstanding mandatorily convertible preferred equity and to the outstanding common equity in connection with the Company's agreements with certain investment vehicles affiliated with Stonepeak Partners LP.

(5) In 2015, the Company incurred charges in connection with a tax election pursuant to which MIP Tower Holdings LLC, parent company to GTP, would no longer operate as a separate REIT for federal and state income tax purposes. The Company finalized a settlement related to this tax election in the twelve month period ended December 31, 2022. The Company believes that these related transactions are nonrecurring, and does not believe it is an indication of its operating performance. Accordingly, the Company believes it is more meaningful to present Consolidated AFFO excluding these amounts.

(6) Primarily includes unrealized (gain) loss on foreign currency exchange rate fluctuations.

(7) Primarily includes acquisition-related costs, integration costs and disposition costs.

(8) Includes adjustments for the impact on both Nareit FFO attributable to American Tower Corporation common stockholders as well as the other line items included in the calculation of Consolidated AFFO.

Definitions are provided at the end of this document.



## HISTORICAL SUPPLEMENTAL DETAILS

### CAPITAL EXPENDITURE TYPES

#### Cash Flow Generating Capital Expenditures:

**Discretionary Capital Projects:** capital spending primarily on the construction of new sites, new ground-up data center facilities and expansion within existing data centers, including power installations and customer specific space fit-outs, data center deferred expansion capital that may be required to support existing or future customer utilization, the installation of shared generators, finance leases and other capital projects.

**Ground Lease Purchases:** capital spending to purchase land underneath communications infrastructure assets, including payments on perpetual land lease easements reported in the cash flows from financing activities in our condensed consolidated statements of cash flows. Also includes acquisition of buildings to reduce lease payments.

**Start-Up Capital Projects:** expenditures that are specific to acquisitions and new market launches and that are contemplated in the business cases for these investments.

**Redevelopment:** capital spending to increase capacity of tower sites, including height extension, foundation strengthening, extension of ground space, etc., which results in new incremental tenant revenue.

#### Non-Cash Flow Generating Capital Expenditures:

**Capital Improvements:** capital spending to maintain the tower site, including lighting system and fence repair, ground upkeep, etc., and capital to upgrade or extend the useful life of existing data centers, including recurring maintenance capital and equipment upgrades, upgrades to existing office and light-industrial spaces, and non-recurring investments including upgrades to existing data centers that are ancillary to revenue generation (e.g. lobby remodels, company-wide branding). Figures include finance and capital lease payments reported in the cash flows from financing activities in our condensed consolidated statements of cash flows.

**Corporate:** capital spending primarily on IT infrastructure and system-wide security upgrades.

#### Capital Expenditures:

(\$ in millions. Totals may not add due to rounding.)

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Discretionary capital projects	\$ 127	\$ 188	\$ 146	\$ 212	\$ 320	\$ 266	\$ 184	\$ 171	\$ 229	\$ 516	\$ 866	\$ 849
Ground lease purchases	87	56	49	41	49	35	40	30	49	238	196	154
Start-up capital projects	79	37	50	61	109	25	38	37	28	211	257	128
Redevelopment	93	84	90	104	121	109	121	112	139	264	398	481
Capital improvements	77	28	41	43	65	36	30	56	79	170	176	201
Corporate	4	1	3	3	2	3	4	3	6	8	9	16
<b>Total</b>	<b>\$ 467</b>	<b>\$ 395</b>	<b>\$ 378</b>	<b>\$ 464</b>	<b>\$ 666</b>	<b>\$ 473</b>	<b>\$ 417</b>	<b>\$ 408</b>	<b>\$ 531</b>	<b>\$ 1,408</b>	<b>\$ 1,903</b>	<b>\$ 1,830</b>

#### Pre-Paid Rent Detail<sup>(1)(2)</sup>:

(\$ in millions. Totals may not add due to rounding.)

	4Q21	1Q22	2Q22 <sup>(3)</sup>	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Beginning balance	\$ 548	\$ 540	\$ 558	\$ 524	\$ 506	\$ 520	\$ 529	\$ 547	\$ 526	\$ 612	\$ 540	\$ 520
Cash	32	46	(2)	14	37	36	46	8	33	76	96	123
Amortization <sup>(4)</sup>	(39)	(29)	(31)	(33)	(24)	(27)	(27)	(30)	(26)	(147)	(117)	(110)
<b>Ending balance</b>	<b>\$ 540</b>	<b>\$ 558</b>	<b>\$ 524</b>	<b>\$ 506</b>	<b>\$ 520</b>	<b>\$ 529</b>	<b>\$ 547</b>	<b>\$ 526</b>	<b>\$ 533</b>	<b>\$ 540</b>	<b>\$ 520</b>	<b>\$ 533</b>

#### Selling, general, administrative and development expense breakout:

(\$ in millions. Totals may not add due to rounding.)

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Total Property overhead <sup>(5)</sup>	\$ 133	\$ 173	\$ 127	\$ 133	\$ 123	\$ 133	\$ 135	\$ 125	\$ 140	\$ 474	\$ 556	\$ 532
Services segment overhead	4	6	5	6	6	6	5	6	6	16	22	23
Corporate and development expenses	57	58	49	53	65	60	55	58	69	202	225	242
Stock-based compensation expense	22	57	42	39	31	66	49	43	38	120	169	196
<b>Total</b>	<b>\$ 216</b>	<b>\$ 294</b>	<b>\$ 223</b>	<b>\$ 231</b>	<b>\$ 224</b>	<b>\$ 264</b>	<b>\$ 244</b>	<b>\$ 232</b>	<b>\$ 252</b>	<b>\$ 812</b>	<b>\$ 972</b>	<b>\$ 993</b>

#### International Pass-Through Revenues by Geographic Segment<sup>(6)</sup>

(\$ in millions. Totals may not add due to rounding.)

	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
Asia-Pacific	\$ 141	\$ 134	\$ 138	\$ 114	\$ 112	\$ 111	\$ 119	\$ 138	\$ 150	\$ 549	\$ 499	\$ 518
Africa	73	75	93	110	118	116	113	86	94	253	396	410
Europe	62	71	54	59	49	51	54	55	41	130	232	201
Latin America	99	104	109	106	106	113	117	123	118	360	426	471
<b>Total</b>	<b>\$ 375</b>	<b>\$ 384</b>	<b>\$ 394</b>	<b>\$ 390</b>	<b>\$ 385</b>	<b>\$ 391</b>	<b>\$ 403</b>	<b>\$ 402</b>	<b>\$ 403</b>	<b>\$ 1,292</b>	<b>\$ 1,553</b>	<b>\$ 1,600</b>

(1) Reflects cash received for capital contributions and prepayments associated with long-term tenant agreements and amortization of GAAP revenue associated with the agreements corresponding to such capital contributions or prepayments.

(2) Excludes the impacts of decommissioning revenues and termination fees.

(3) Q2 2022 cash includes a year-to-date adjustment associated with previously reported Q1 cash reporting in the U.S. & Canada segment.

(4) Includes the impact of fluctuations in foreign currency exchange rates.

(5) Includes bad debt expenses in multiple periods.

(6) Presented as reported. Differs from pass-through revenue presented on top portion of tear sheets, which is presented on an FX-neutral basis.

Definitions are provided at the end of this document.



## India Historical Data

\$ millions, totals may not add due to rounding

Financial Metrics <sup>(1)</sup>	2021	2022 <sup>(2)</sup>	2023 <sup>(3)</sup>
Tenant Billings	\$ 622.6	\$ 616.2	\$ 627.5
Straight-line Revenue	5.2	(8.7)	6.6
Pass Thru Revenue	549.3	498.6	517.7
Other Revenue	19.4	(40.3)	(19.9)
Total Property Revenue	\$ 1,196.6	\$ 1,065.7	\$ 1,132.0
Straight-Line Expense	\$ 4.7	\$ 5.6	\$ 5.8
Other Direct Expenses	718.8	689.0	693.3
Total Direct Expenses	\$ 723.5	\$ 694.6	\$ 699.1
SG&A	\$ 66.6	\$ 60.9	\$ 34.6
Operating profit	\$ 406.5	\$ 310.3	\$ 398.4
Operating profit less net straight-line	\$ 406.0	\$ 324.5	\$ 397.5
Total Capital Improvement Capex <sup>(4)</sup>	(20.4)	(11.4)	(14.6)
Cash paid for income taxes	\$ 1.5	\$ (14.2)	\$ (53.1)
Unlevered AFFO Attributable to AMT Common Stockholders	\$ 387.1	\$ 299.0	\$ 329.8
Ending site count <sup>(5)</sup>	75,508	77,648	76,713

(1) Presented as reported, not on an FX-neutral basis.

(2) Includes approximately \$87 million in revenue reserves associated with one of the Company's customers in India, Vodafone Idea Limited ("VIL").

(3) Includes approximately \$28 million in net revenue reserves associated with VIL.

(4) Net of purchase credits on certain assets.

(5) Includes in-building and outdoor DAS networks.

Definitions are provided at the end of this document.



**ILLUSTRATIVE PROJECTIONS AND OUTLOOK SENSITIVITY ANALYSIS**  
(\$ in millions, totals may not add due to rounding.)

<b>Straight-Line Revenue Projections<sup>(1)</sup></b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028</b>
U.S. & Canada Property	\$216	\$29	(\$116)	(\$282)	(\$173)
International Property	21	(2)	5	(9)	(36)
Data Centers	14	(1)	(5)	(4)	(4)
<b>Total</b>	<b>\$251</b>	<b>\$25</b>	<b>(\$115)</b>	<b>(\$296)</b>	<b>(\$214)</b>

<b>Minimum Non-Cancellable Revenue Projections<sup>(2)(3)(4)(5)</sup></b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028 &amp; Thereafter</b>	<b>Total</b>
<b>Total</b>	<b>\$8,233</b>	<b>\$7,643</b>	<b>\$7,192</b>	<b>\$6,995</b>	<b>\$30,212</b>	<b>\$60,275</b>

<b>Minimum Non-Cancellable Ground Lease Commitments<sup>(2)(3)(5)</sup></b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>	<b>2028 &amp; Thereafter</b>	<b>Total</b>
<b>Total</b>	<b>\$1,205</b>	<b>\$1,099</b>	<b>\$1,044</b>	<b>\$982</b>	<b>\$6,947</b>	<b>\$11,276</b>

<b>Estimated FX Fluctuation Impact to 2024 Outlook:</b>	<b>Total Property Revenue</b>	<b>Adjusted EBITDA</b>	<b>AFFO Attributable to AMT Common Stockholders</b>
5% fluctuation in foreign currency exchange rates <sup>(6)(7)</sup>	\$ 235 to 255	\$ 120 to 140	\$ 75 to 95

**Interest Rate Sensitivity Analysis:**

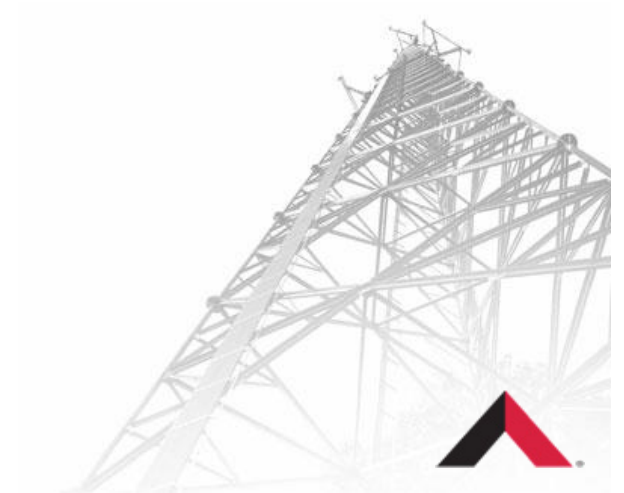
	<b>2024</b>
Current Outlook average outstanding floating rate debt <sup>(8)</sup>	\$4,000 to \$4,500
Current Outlook interest expense on floating rate debt <sup>(9)</sup>	\$260 to \$280
0.25% fluctuation in SOFR/EURIBOR <sup>(10)</sup>	-\$10

- (1) 2024 figures represent the midpoints of the Company's 2024 outlook. Projections in later years assume a status quo scenario under which no new leases are signed and no lease extensions occur over the indicated time period(s). The projections are likely to change materially if lease extensions do occur.
- (2) Amounts do not include escalations based on local Consumer Price Indices.
- (3) Translated at foreign currency exchange rates as of December 31, 2023.
- (4) Amounts do not include new agreements or extensions signed after December 31, 2023. Balances represent contractual amounts owed with no adjustments made for expected collectibility.
- (5) Reflects undiscounted future commitments.
- (6) The Company's outlook is based on the following average foreign currency exchange rates to 1.00 U.S. Dollar for February 27, 2024 through December 31, 2024: (a) 1,272 Argentinean Pesos; (b) 1.52 Australian Dollars; (c) 111.50 Bangladeshi Taka; (d) 4.95 Brazilian Reals; (e) 1.34 Canadian Dollars; (f) 920 Chilean Pesos; (g) 4,040 Colombian Pesos; (h) 0.92 Euros; (i) 12.85 Ghanaian Cedis; (j) 83.10 Indian Rupees; (k) 161 Kenyan Shillings; (l) 17.50 Mexican Pesos; (m) 1.63 New Zealand Dollars; (n) 1,500 Nigerian Naira; (o) 7,300 Paraguayan Guarani; (p) 3.75 Peruvian Soles; (q) 56.10 Philippine Pesos; (r) 18.85 South African Rand; (s) 3,810 Ugandan Shillings; and (t) 600 West African CFA Francs.
- (7) Appreciation of U.S. dollar relative to other currencies would result in negative impact to property revenue, Adjusted EBITDA and AFFO attributable to AMT Common Stockholders, while a weaker U.S. dollar would result in a positive impact. Impact to net income is not provided, as this cannot be calculated without unreasonable effort.
- (8) Represents average outstanding floating rate debt in 2024 Outlook as reported on the Company's Form 8-K dated February 27, 2024.
- (9) Represents current interest expense on floating rate debt in 2024 Outlook as reported on the Company's Form 8-K dated February 27, 2024.
- (10) Represents the interest expense increase for every 25 bps of increase in the Secured Overnight Financing Rate (SOFR) / Euro Interbank Offered Rate (EURIBOR) compared to existing 2024 Outlook SOFR/EURIBOR assumptions.

Definitions are provided at the end of this document.

---

## REGIONAL TEAR SHEETS





**SEGMENT DISCLOSURES**

(\$ in millions. Totals may not add due to rounding)

Three Months Ended December 31, 2023

	Property										Services	Total
	U.S. & Canada	Latin America	Asia-Pacific	Africa	Europe	Total International <sup>(1)</sup>	Data Centers	Total Property				
Segment revenues	\$ 1,301	\$ 435	\$ 336	\$ 294	\$ 185	\$ 1,250	\$ 215	\$ 2,766	\$ 21	\$ 2,787		
Segment operating expenses	213	144	177	105	70	497	90	800	11	811		
Segment Gross Margin	\$ 1,088	\$ 291	\$ 159	\$ 189	\$ 115	\$ 753	\$ 125	\$ 1,966	\$ 10	\$ 1,975		
Segment selling, general, administrative and development expense <sup>(2)</sup>	42	26	6	26	21	79	18	140	6	145		
Segment Operating Profit	\$ 1,045	\$ 265	\$ 152	\$ 162	\$ 94	\$ 674	\$ 107	\$ 1,826	\$ 4	\$ 1,830		
Segment Operating Profit Margin	80%	61%	45%	55%	51%	54%	50%	66%	19%	66%		
<b>Growth Metrics</b>												
Revenue Growth	1.7%	1.9%	45.1%	(12.5)%	6.2%	7.0%	8.8%	4.6%	(65.1)%	3.0%		
Total Tenant Billings Growth	5.1%	4.3%	8.1%	20.3%	10.0%	10.1%	N/A	7.1%				
Organic Tenant Billings Growth	5.1%	4.1%	6.6%	13.3%	8.5%	7.7%	N/A	6.1%				
<b>Revenue Components<sup>(3)</sup></b>												
Prior-Year Tenant Billings	\$ 1,107	\$ 265	\$ 153	\$ 183	\$ 114	\$ 715	\$ -	\$ 1,822				
Colocations/Amendments	53	8	10	15	4	37	-	90				
Escalations	34	18	3	17	7	45	-	79				
Cancellations	(28)	(15)	(4)	(9)	(1)	(29)	-	(57)				
Other	(2)	0	1	1	(0)	2	-	1				
Organic Tenant Billings	\$ 1,164	\$ 276	\$ 163	\$ 208	\$ 124	\$ 770	\$ -	\$ 1,934				
New Site Tenant Billings	(0)	0	2	13	2	17	-	17				
Total Tenant Billings	\$ 1,163	\$ 276	\$ 165	\$ 220	\$ 125	\$ 787	\$ -	\$ 1,951				
Foreign Currency Exchange Impact <sup>(4)</sup>	(0)	23	(2)	(28)	7	1	-	0				
Total Tenant Billings (Current Period)	\$ 1,163	\$ 300	\$ 163	\$ 193	\$ 133	\$ 788	\$ -	\$ 1,951				
Straight-Line Revenue	107	(1)	6	18	1	23	4	135				
Pre-paid Amortization Revenue	23	1	-	0	5	6	-	30				
Other Revenue	7	17	17	(6)	5	32	211	251				
International Pass-Through Revenue	-	110	152	132	39	434	-	434				
Foreign Currency Exchange Impact <sup>(5)</sup>	(0)	9	(3)	(43)	3	(34)	-	(34)				
Total Property Revenue (Current Period)	\$ 1,301	\$ 435	\$ 336	\$ 294	\$ 185	\$ 1,250	\$ 215	\$ 2,766				

(1) Total International reflects the Company's international operations excluding Canada.

(2) Excludes stock-based compensation expense.

(3) All components of revenue, except those labeled current period, have been translated at prior-period foreign currency exchange rates.

(4) Reflects foreign currency exchange impact on all components of Total Tenant Billings.

(5) Reflects foreign currency exchange impact on components of revenue, other than Total Tenant Billings.

Definitions are provided at the end of this document.



**SEGMENT DISCLOSURES**

(\$ in millions. Totals may not add due to rounding)

Three Months Ended December 31, 2022

	Property									
	U.S. & Canada	Latin America	Asia-Pacific	Africa	Europe	Total International <sup>(1)</sup>	Data Centers	Total Property	Services	Total
Segment revenues	\$ 1,279	\$ 427	\$ 231	\$ 336	\$ 174	\$ 1,169	\$ 198	\$ 2,645	\$ 60	\$ 2,705
Segment operating expenses	214	132	169	116	69	485	83	782	23	805
Segment Gross Margin	\$ 1,065	\$ 295	\$ 62	\$ 220	\$ 105	\$ 683	\$ 115	\$ 1,863	\$ 37	\$ 1,900
Segment selling, general, administrative and development expense <sup>(2)</sup>	49	26	4	16	11	58	16	123	6	128
Segment Operating Profit	\$ 1,016	\$ 269	\$ 58	\$ 204	\$ 94	\$ 626	\$ 99	\$ 1,740	\$ 32	\$ 1,772
Segment Operating Profit Margin	79%	63%	25%	61%	54%	54%	50%	66%	52%	65%
Growth Metrics										
Revenue Growth	3.8%	14.8%	(24.4)%	27.0%	(7.2)%	3.4%	1,174.2%	11.2%	(10.4)%	10.6%
Total Tenant Billings Growth	3.9%	6.6%	6.4%	12.1%	8.4%	8.3%	N/A	5.7%		
Organic Tenant Billings Growth	4.1%	6.4%	2.5%	7.0%	5.9%	5.6%	N/A	4.7%		
Revenue Components <sup>(3)</sup>										
Prior-Year Tenant Billings	\$ 1,065	\$ 244	\$ 158	\$ 188	\$ 119	\$ 708	\$ -	\$ 1,772		
Colocations/Amendments	43	8	8	14	3	34	-	77		
Escalations	31	22	3	10	5	40	-	72		
Cancellations	(29)	(15)	(7)	(12)	(1)	(35)	-	(63)		
Other	(2)	0	0	0	(0)	0	-	(2)		
Organic Tenant Billings	\$ 1,109	\$ 259	\$ 162	\$ 201	\$ 126	\$ 747	\$ -	\$ 1,856		
New Site Tenant Billings	(2)	1	6	9	3	19	-	17		
Total Tenant Billings	\$ 1,107	\$ 260	\$ 168	\$ 210	\$ 128	\$ 766	\$ -	\$ 1,873		
Foreign Currency Exchange Impact <sup>(4)</sup>	(0)	5	(15)	(27)	(14)	(51)	-	(52)		
Total Tenant Billings (Current Period)	\$ 1,107	\$ 265	\$ 153	\$ 183	\$ 114	\$ 715	\$ -	\$ 1,822		
Straight-Line Revenue	144	(2)	(11)	11	1	(1)	6	149		
Pre-paid Amortization Revenue	24	0	-	0	4	4	-	29		
Other Revenue	4	55	(26)	34	8	72	191	267		
International Pass-Through Revenue	-	104	123	137	55	419	-	419		
Foreign Currency Exchange Impact <sup>(5)</sup>	(0)	4	(7)	(29)	(8)	(40)	-	(40)		
Total Property Revenue (Current Period)	\$ 1,279	\$ 427	\$ 231	\$ 336	\$ 174	\$ 1,169	\$ 198	\$ 2,645		

(1) Total International reflects the Company's international operations excluding Canada.

(2) Excludes stock-based compensation expense.

(3) All components of revenue, except those labeled current period, have been translated at prior-period foreign currency exchange rates.

(4) Reflects foreign currency exchange impact on all components of Total Tenant Billings.

(5) Reflects foreign currency exchange impact on components of revenue, other than Total Tenant Billings.

Definitions are provided at the end of this document.



**SEGMENT DISCLOSURES**

(\$ in millions. Totals may not add due to rounding)

Twelve Months Ended December 31, 2023

	Property						Data Centers	Total Property	Services	Total
	U.S. & Canada	Latin America	Asia-Pacific	Africa	Europe	Total International <sup>(1)</sup>				
Segment revenues	\$ 5,216	\$ 1,798	\$ 1,151	\$ 1,226	\$ 776	\$ 4,950	\$ 835	\$ 11,001	\$ 143	\$ 11,144
Segment operating expenses	850	566	704	433	300	2,003	348	3,201	60	3,261
Segment Gross Margin	\$ 4,366	\$ 1,232	\$ 447	\$ 792	\$ 476	\$ 2,947	\$ 487	\$ 7,801	\$ 83	\$ 7,884
Segment selling, general, administrative and development expense <sup>(2)</sup>	165	108	42	79	66	295	72	532	23	555
Segment Operating Profit	\$ 4,201	\$ 1,124	\$ 405	\$ 713	\$ 411	\$ 2,652	\$ 415	\$ 7,268	\$ 60	\$ 7,328
Segment Operating Profit Margin	81%	63%	35%	58%	53%	54%	50%	66%	42%	66%
Growth Metrics										
Revenue Growth	4.2%	6.3%	6.9%	2.8%	5.4%	5.4%	8.9%	5.1%	(40.7)%	4.0%
Total Tenant Billings Growth	5.3%	5.4%	8.2%	18.5%	10.1%	10.2%	N/A	7.2%		
Organic Tenant Billings Growth	5.3%	5.2%	5.4%	12.8%	8.3%	7.7%	N/A	6.3%		
Revenue Components <sup>(3)</sup>										
Prior-Year Tenant Billings	\$ 4,416	\$ 1,068	\$ 626	\$ 764	\$ 465	\$ 2,923	\$ -	\$ 7,339		
Colocations/Amendments	230	35	41	58	14	148	-	378		
Escalations	132	82	13	79	29	202	-	334		
Cancellations	(119)	(61)	(22)	(44)	(3)	(130)	-	(250)		
Other	(8)	0	2	4	(1)	5	-	(3)		
Organic Tenant Billings	\$ 4,650	\$ 1,124	\$ 660	\$ 861	\$ 504	\$ 3,148	\$ -	\$ 7,799		
New Site Tenant Billings	(1)	2	17	44	9	72	-	70		
Total Tenant Billings	\$ 4,649	\$ 1,126	\$ 677	\$ 905	\$ 512	\$ 3,220	\$ -	\$ 7,869		
Foreign Currency Exchange Impact <sup>(4)</sup>	(0)	68	(34)	(120)	13	(73)	-	(73)		
Total Tenant Billings (Current Period)	\$ 4,649	\$ 1,194	\$ 643	\$ 785	\$ 525	\$ 3,147	\$ -	\$ 7,796		
Straight-Line Revenue	394	(7)	10	66	3	71	19	484		
Pre-paid Amortization Revenue	89	2	-	1	19	22	-	110		
Other Revenue	86	130	(23)	(33)	26	100	815	1,002		
International Pass-Through Revenue	-	449	544	523	196	1,712	-	1,712		
Foreign Currency Exchange Impact <sup>(5)</sup>	(0)	30	(23)	(116)	6	(103)	-	(103)		
Total Property Revenue (Current Period)	\$ 5,216	\$ 1,798	\$ 1,151	\$ 1,226	\$ 776	\$ 4,950	\$ 835	\$ 11,001		

(1) Total International reflects the Company's international operations excluding Canada.

(2) Excludes stock-based compensation expense.

(3) All components of revenue, except those labeled current period, have been translated at prior-period foreign currency exchange rates.

(4) Reflects foreign currency exchange impact on all components of Total Tenant Billings.

(5) Reflects foreign currency exchange impact on components of revenue, other than Total Tenant Billings.

Definitions are provided at the end of this document.



**SEGMENT DISCLOSURES**

(\$ in millions. Totals may not add due to rounding)

Twelve Months Ended December 31, 2022

	Property									
	U.S. & Canada	Latin America	Asia-Pacific	Africa	Europe	Total International <sup>(1)</sup>	Data Centers	Total Property	Services	Total
Segment revenues	\$ 5,006	\$ 1,692	\$ 1,077	\$ 1,193	\$ 736	\$ 4,697	\$ 767	\$ 10,470	\$ 241	\$ 10,711
Segment operating expenses	845	527	698	445	320	1,989	322	3,156	107	3,264
Segment Gross Margin	\$ 4,161	\$ 1,165	\$ 379	\$ 747	\$ 416	\$ 2,708	\$ 445	\$ 7,314	\$ 134	\$ 7,447
Segment selling, general, administrative and development expense <sup>(2)</sup>	183	108	69	80	52	309	64	556	22	579
Segment Operating Profit	\$ 3,978	\$ 1,058	\$ 310	\$ 667	\$ 364	\$ 2,399	\$ 381	\$ 6,757	\$ 111	\$ 6,869
Segment Operating Profit Margin	79%	63%	29%	56%	49%	51%	50%	65%	46%	64%
Growth Metrics										
Revenue Growth	1.7%	15.5%	(10.2)%	18.6%	48.3%	12.7%	3,204.3%	14.9%	(2.5)%	14.5%
Total Tenant Billings Growth	1.1%	11.2%	6.3%	13.7%	56.2%	16.4%	N/A	6.9%		
Organic Tenant Billings Growth	1.1%	7.9%	2.6%	7.7%	8.4%	6.6%	N/A	3.2%		
Revenue Components <sup>(3)</sup>										
Prior-Year Tenant Billings	\$ 4,369	\$ 959	\$ 625	\$ 735	\$ 331	\$ 2,650	\$ -	\$ 7,019		
Colocations/Amendments	149	35	36	55	13	139	-	288		
Escalations	132	87	12	40	20	158	-	290		
Cancellations	(224)	(48)	(30)	(39)	(5)	(122)	-	(347)		
Other	(6)	2	(1)	0	0	2	-	(5)		
Organic Tenant Billings	\$ 4,419	\$ 1,035	\$ 641	\$ 792	\$ 358	\$ 2,826	\$ -	\$ 7,245		
New Site Tenant Billings	(2)	32	23	44	158	257	-	255		
Total Tenant Billings	\$ 4,417	\$ 1,066	\$ 665	\$ 836	\$ 516	\$ 3,083	\$ -	\$ 7,500		
Foreign Currency Exchange Impact <sup>(4)</sup>	(0)	1	(39)	(72)	(51)	(161)	-	(161)		
Total Tenant Billings (Current Period)	\$ 4,416	\$ 1,068	\$ 626	\$ 764	\$ 465	\$ 2,923	\$ -	\$ 7,339		
Straight-Line Revenue	461	(3)	(8)	28	4	21	20	502		
Pre-paid Amortization Revenue	100	3	-	1	12	16	-	116		
Other Revenue	30	196	(46)	15	20	185	746	961		
International Pass-Through Revenue	-	425	528	438	252	1,643	-	1,643		
Foreign Currency Exchange Impact <sup>(5)</sup>	(0)	3	(23)	(53)	(17)	(91)	-	(91)		
Total Property Revenue (Current Period)	\$ 5,006	\$ 1,692	\$ 1,077	\$ 1,193	\$ 736	\$ 4,697	\$ 767	\$ 10,470		

(1) Total International reflects the Company's international operations excluding Canada.

(2) Excludes stock-based compensation expense.

(3) All components of revenue, except those labeled current period, have been translated at prior-period foreign currency exchange rates.

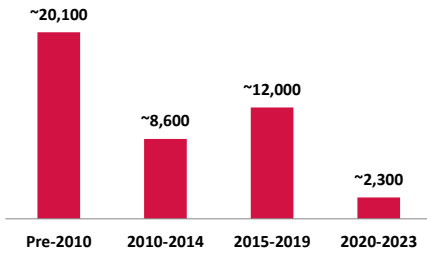
(4) Reflects foreign currency exchange impact on all components of Total Tenant Billings.

(5) Reflects foreign currency exchange impact on components of revenue, other than Total Tenant Billings.

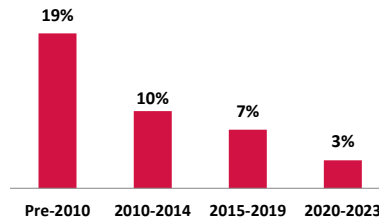
Definitions are provided at the end of this document.



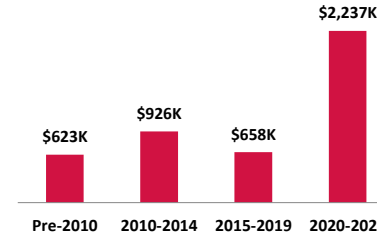
Number of Sites by Vintage



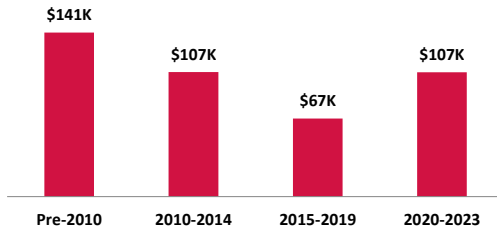
NOI Yield by Vintage <sup>(2)</sup>



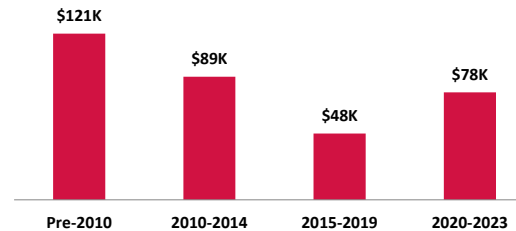
Invested Capital per Site by Vintage <sup>(3)(4)</sup>



LQA Property Revenue per Site by Vintage <sup>(4)(5)</sup>



LQA Property Gross Margin per Site by Vintage <sup>(4)(5)</sup>



(1) Includes the allocation of non-site specific financial information and excludes data center assets.

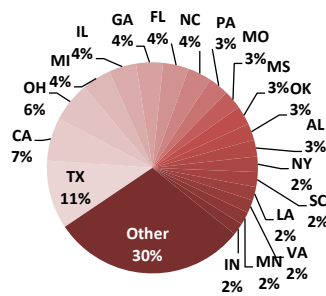
(2) Net Operating Income ("NOI") Yield reflects the percentage that results from dividing cash gross margin by gross property, plant and equipment, goodwill and intangible assets.

(3) Invested capital reflects the total amount of gross property, plant and equipment, goodwill and intangibles.

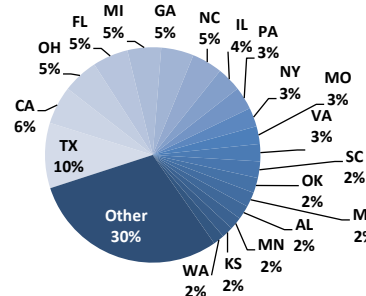
(4) Includes amounts attributable to non-tower, non-DAS assets, which are excluded from the site count.

(5) Property revenue and gross margin reflects cash revenue and direct expenses.

Sites by U.S. State



LQA Property Revenue by U.S. State <sup>(5)</sup>





**Key Metrics Tear Sheet - U.S. & Canada Property**

\$ millions, totals may not add due to rounding

Financial Metrics	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
<b>Revenue Components</b>												
Prior-Year Tenant Billings <sup>(1)</sup>	\$ 1,031.6	\$ 1,090.8	\$ 1,106.1	\$ 1,107.0	\$ 1,064.9	\$ 1,099.5	\$ 1,101.4	\$ 1,109.0	\$ 1,106.6	\$ 4,081.1	\$ 4,368.8	\$ 4,416.5
Colocations/Amendments	34.1	36.3	31.1	38.1	43.2	59.9	59.1	58.1	52.7	129.4	148.7	229.9
Escalations	29.3	38.2	30.9	31.3	31.3	32.4	32.4	33.3	33.9	121.7	131.9	132.0
Cancellations	(67.1)	(66.3)	(65.0)	(64.3)	(28.8)	(28.1)	(32.9)	(30.2)	(28.1)	(124.0)	(224.4)	(119.5)
Other	(1.9)	(1.7)	(1.3)	(1.4)	(1.9)	(2.2)	(2.4)	(2.3)	(1.6)	(7.7)	(6.2)	(8.5)
Organic Tenant Billings	\$ 1,026.0	\$ 1,097.4	\$ 1,102.0	\$ 1,110.7	\$ 1,108.7	\$ 1,161.4	\$ 1,157.6	\$ 1,167.9	\$ 1,163.5	\$ 4,200.5	\$ 4,418.9	\$ 4,650.4
New Site Tenant Billings	38.9	2.1	(0.5)	(1.7)	(1.9)	(1.9)	(0.1)	0.9	(0.3)	168.2	(2.0)	(1.4)
Total Tenant Billings (Current Period)	\$ 1,064.9	\$ 1,099.5	\$ 1,101.5	\$ 1,109.1	\$ 1,106.8	\$ 1,159.5	\$ 1,157.5	\$ 1,168.8	\$ 1,163.2	\$ 4,368.8	\$ 4,416.9	\$ 4,649.0
Foreign Currency Exchange Impact <sup>(2)</sup>	0.0	(0.0)	(0.1)	(0.1)	(0.2)	(0.2)	(0.2)	(0.1)	(0.0)	(0.0)	(0.5)	(0.5)
Total Tenant Billings (Current Period)	\$ 1,064.9	\$ 1,099.5	\$ 1,101.4	\$ 1,109.0	\$ 1,106.6	\$ 1,159.3	\$ 1,157.3	\$ 1,168.7	\$ 1,163.2	\$ 4,368.8	\$ 4,416.5	\$ 4,648.5
Straight-Line Revenue	134.1	100.3	102.6	113.6	144.1	94.4	101.2	90.7	107.4	425.2	460.6	393.6
Pre-paid Amortization Revenue	35.6	24.7	24.9	25.7	24.5	23.5	21.1	20.9	23.2	133.0	99.8	88.6
Other Revenue	(2.6)	7.8	7.1	11.0	3.6	10.4	23.6	44.2	7.3	(6.8)	29.5	85.5
Foreign Currency Exchange Impact <sup>(3)</sup>	(0.0)	(0.0)	0.0	(0.0)	(0.0)	(0.0)	(0.0)	0.0	(0.0)	0.0	(0.0)	(0.0)
Total Property Revenue (Current Period)	\$ 1,232.0	\$ 1,232.4	\$ 1,235.9	\$ 1,259.2	\$ 1,278.8	\$ 1,287.6	\$ 1,303.2	\$ 1,324.5	\$ 1,300.9	\$ 4,920.2	\$ 5,006.3	\$ 5,216.2
Organic Tenant Billings Growth	(0.5%)	0.6%	(0.4%)	0.3%	4.1%	5.6%	5.1%	5.3%	5.1%	2.9%	1.1%	5.3%
Direct Expense	\$ 225.5	\$ 199.8	\$ 212.6	\$ 219.0	\$ 214.0	\$ 205.3	\$ 216.9	\$ 214.3	\$ 213.4	\$ 853.5	\$ 845.4	\$ 849.9
Straight-Line Expense	\$ 7.5	\$ 5.6	\$ 5.3	\$ 4.4	\$ 4.7	\$ 3.6	\$ 3.3	\$ 2.7	\$ 2.3	\$ 37.0	\$ 20.0	\$ 12.0
SG&A	\$ 50.5	\$ 42.8	\$ 43.5	\$ 48.0	\$ 48.9	\$ 40.8	\$ 41.7	\$ 40.2	\$ 42.4	\$ 176.9	\$ 183.2	\$ 165.1
Gross Margin	\$ 1,006.5	\$ 1,032.6	\$ 1,023.3	\$ 1,040.2	\$ 1,064.8	\$ 1,082.3	\$ 1,086.3	\$ 1,110.2	\$ 1,087.5	\$ 4,066.7	\$ 4,160.9	\$ 4,366.3
Gross Margin %	81.7%	83.8%	82.8%	82.6%	83.3%	84.1%	83.4%	83.8%	83.6%	82.7%	83.1%	83.7%
Operating Profit <sup>(4)</sup>	\$ 956.0	\$ 989.8	\$ 979.8	\$ 992.2	\$ 1,015.9	\$ 1,041.5	\$ 1,044.6	\$ 1,070.0	\$ 1,045.1	\$ 3,889.8	\$ 3,977.7	\$ 4,201.2
Operating Profit %	77.6%	80.3%	79.3%	78.8%	79.4%	80.9%	80.2%	80.8%	80.3%	79.1%	79.5%	80.5%
Ending site count	43,308	43,317	43,321	43,290	43,275	43,229	43,158	42,983	42,905	43,308	43,275	42,905

(1) All components of revenue, except those labeled current period, have been translated at prior-period foreign currency exchange rates.

(2) Reflects foreign currency exchange impact on all components of Total Tenant Billings.

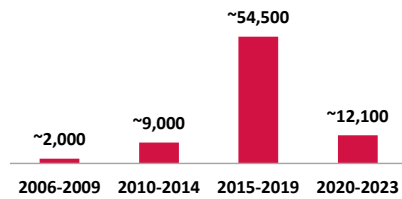
(3) Reflects foreign currency exchange impact on other components of revenue, other than Total Tenant Billings.

(4) Regional operating profit includes the allocation of certain regional headquarter SG&A expenses.

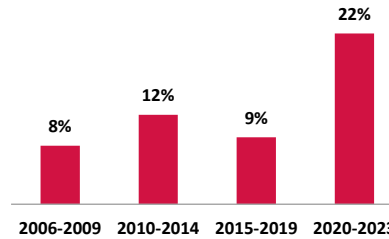
Definitions are provided at the end of this document.



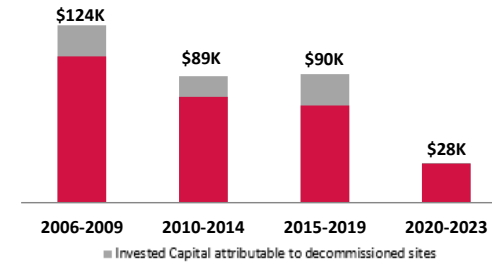
Number of Sites by Vintage



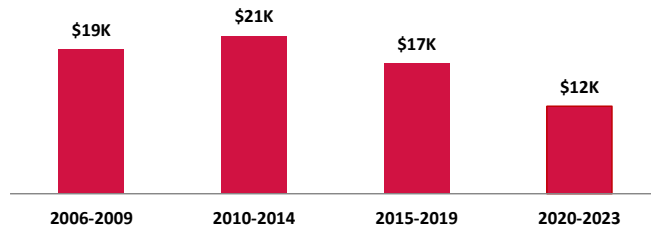
NOI Yield by Vintage <sup>(2)</sup>



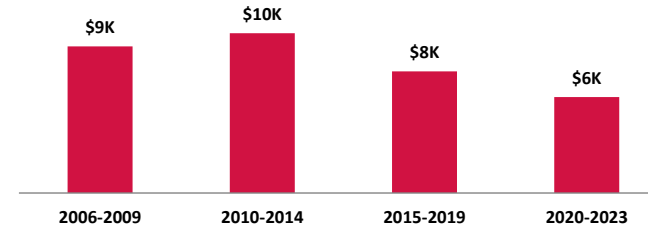
Invested Capital per Site by Vintage <sup>(3)</sup>



LQA Revenue per Site by Vintage <sup>(4)</sup>



LQA Gross Margin per Site by Vintage <sup>(4)</sup>



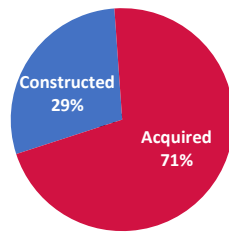
(1) Vintages reflected include the reversal of revenue reserves associated with VIL in Q4 2023. The revenue reversals are providing an incremental NOI Yield benefit of approximately 2%, 3%, 2% and 5% to the 2006-2009, 2010-2014, 2015-2019 and 2020-2023 vintages, respectively. The revenue reversals are similarly providing an incremental benefit to LQA Revenue per Site and LQA Gross Margin per Site in of approximately \$2.2K, \$2.4K, \$2.0K and \$1.3K to the 2006-2009, 2010-2014, 2015-2019 and 2020-2023 vintages, respectively.

(2) NOI Yield reflects the percentage that results from dividing cash gross margin by gross property, plant and equipment, goodwill and intangible assets. Numerator translated at average period foreign currency exchange rates. Denominator translated at spot rates at time of acquisition or at average period foreign currency exchange rates for constructed sites.

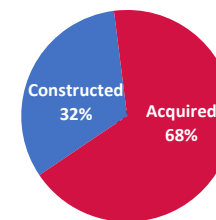
(3) Invested capital reflects the total amount of gross property, plant and equipment, goodwill and intangibles. Translated at spot rates at time of acquisition or at average period foreign currency exchange rates for constructed sites.

(4) Property revenue and gross margin reflects cash revenue and direct expenses. Translated at average period foreign currency exchange rates.

Sites by Source



LQA Cash Gross Margin by Source <sup>(4)</sup>





**Key Metrics Tear Sheet - Asia-Pacific**

\$ millions, totals may not add due to rounding

Financial Metrics	4Q21	1Q22	2Q22	3Q22 <sup>(1)</sup>	4Q22 <sup>(2)</sup>	1Q23 <sup>(3)</sup>	2Q23 <sup>(4)</sup>	3Q23 <sup>(5)</sup>	4Q23 <sup>(6)</sup>	2021	2022 <sup>(7)</sup>	2023 <sup>(8)</sup>
<b>Revenue Components<sup>(9)</sup></b>												
Prior-Year Tenant Billings	\$ 151.4	\$ 155.9	\$ 153.6	\$ 158.1	\$ 157.5	\$ 160.0	\$ 158.2	\$ 155.2	\$ 152.7	\$ 601.5	\$ 625.2	\$ 626.0
Colocations/Amendments	11.3	10.7	9.4	7.8	7.9	9.8	11.2	10.6	9.7	48.2	35.8	41.3
Escalations	3.0	2.9	2.7	2.9	2.9	3.1	3.3	3.3	3.3	12.3	11.5	13.0
Cancellations	(11.9)	(10.2)	(5.9)	(7.5)	(6.9)	(7.4)	(5.9)	(4.9)	(3.7)	(61.4)	(30.4)	(21.9)
Other	(0.4)	(0.3)	(0.2)	(0.2)	0.1	0.0	0.3	0.5	0.7	(1.1)	(0.6)	1.6
Organic Tenant Billings	\$ 153.4	\$ 159.1	\$ 159.7	\$ 161.1	\$ 161.5	\$ 165.5	\$ 167.1	\$ 164.7	\$ 162.7	\$ 599.5	\$ 641.4	\$ 660.0
New Site Tenant Billings	6.4	5.6	5.8	5.9	6.0	6.0	5.1	3.9	2.3	24.7	23.3	17.4
Total Tenant Billings	\$ 159.8	\$ 164.7	\$ 165.5	\$ 166.9	\$ 167.6	\$ 171.5	\$ 172.2	\$ 168.6	\$ 165.1	\$ 624.2	\$ 664.7	\$ 677.4
Foreign Currency Exchange Impact <sup>(10)</sup>	(2.3)	(4.7)	(7.3)	(11.8)	(14.9)	(15.0)	(11.0)	(5.9)	(2.4)	1.0	(38.7)	(34.4)
Total Tenant Billings (Current Period)	\$ 157.5	\$ 160.0	\$ 158.2	\$ 155.2	\$ 152.7	\$ 156.5	\$ 161.2	\$ 162.7	\$ 162.6	\$ 625.2	\$ 626.0	\$ 643.0
Straight-Line Revenue	1.4	1.4	1.1	1.0	(11.2)	1.0	1.1	1.3	6.4	5.4	(7.8)	9.8
Other Revenue	5.8	2.7	0.4	(23.2)	(25.7)	(18.9)	(20.8)	0.0	17.0	19.3	(45.8)	(22.8)
International Pass-Through Revenue	143.4	138.4	144.5	122.5	122.6	121.4	126.8	143.3	152.3	548.2	527.9	543.8
Foreign Currency Exchange Impact <sup>(11)</sup>	(2.1)	(4.0)	(6.2)	(6.1)	(7.1)	(8.8)	(6.6)	(5.0)	(2.6)	1.2	(23.4)	(23.0)
Total Property Revenue (Current Period)	\$ 306.0	\$ 298.5	\$ 298.0	\$ 249.2	\$ 231.3	\$ 251.1	\$ 261.7	\$ 302.3	\$ 335.7	\$ 1,199.1	\$ 1,077.0	\$ 1,150.8
<b>Organic Tenant Billings Growth</b>	1.3%	2.1%	3.9%	1.9%	2.5%	3.4%	5.6%	6.1%	6.6%	(0.3%)	2.6%	5.4%
Direct Expense	\$ 177.9	\$ 175.1	\$ 181.7	\$ 171.8	\$ 169.0	\$ 168.4	\$ 179.6	\$ 179.0	\$ 177.2	\$ 724.3	\$ 697.6	704.2
Straight-Line Expense	\$ (0.5)	\$ 1.4	\$ 1.5	\$ 1.5	\$ 1.4	\$ 1.4	\$ 1.5	\$ 1.6	\$ 1.7	\$ 4.7	\$ 5.9	\$ 6.2
<b>SG&amp;A<sup>(12)</sup></b>	\$ 20.4	\$ 47.9	\$ 6.1	\$ 10.9	\$ 4.2	\$ 8.8	\$ 17.4	\$ 9.8	\$ 6.1	\$ 73.1	\$ 69.1	\$ 42.1
Gross margin	\$ 128.1	\$ 123.4	\$ 116.3	\$ 77.4	\$ 62.3	\$ 82.7	\$ 82.1	\$ 123.3	\$ 158.5	\$ 474.8	\$ 379.4	\$ 446.6
Gross margin %	41.9%	41.3%	39.0%	31.1%	26.9%	32.9%	31.4%	40.8%	47.2%	39.6%	35.2%	38.8%
Operating profit <sup>(13)</sup>	\$ 107.7	\$ 75.5	\$ 110.2	\$ 66.5	\$ 58.1	\$ 73.9	\$ 64.7	\$ 113.5	\$ 152.4	\$ 401.7	\$ 310.3	\$ 404.5
Operating profit margin %	35.2%	25.3%	37.0%	26.7%	25.1%	29.4%	24.7%	37.5%	45.4%	33.5%	28.8%	35.2%
Pass-through revenue, as reported <sup>(14)</sup>	\$ 141.3	\$ 134.9	\$ 138.1	\$ 114.2	\$ 111.8	\$ 110.8	\$ 118.9	\$ 138.3	\$ 150.1	\$ 549.3	\$ 498.6	\$ 518.0
Straight-line revenue, as reported <sup>(14)</sup>	\$ 1.4	\$ 1.0	\$ 1.1	\$ 0.9	\$ (10.2)	\$ 1.0	\$ 1.0	\$ 1.2	\$ 6.3	\$ 5.4	\$ (6.9)	\$ 9.5
Ending site count	75,725	75,966	76,382	77,132	78,469	79,125	78,787	78,088	77,647	75,725	78,469	77,647

(1) Includes approximately \$48 million in revenue reserves associated with VIL.

(2) Includes approximately \$38 million in revenue reserves associated with VIL.

(3) Includes approximately \$33 million in revenue reserves associated with VIL.

(4) Includes approximately \$35 million in revenue reserves associated with VIL.

(5) Includes approximately \$3 million in reversals of prior revenue reserves associated with VIL.

(6) Includes approximately \$38 million in reversals of prior revenue reserves associated with VIL.

(7) Includes approximately \$87 million in revenue reserves associated with VIL.

(8) Includes approximately \$28 million in net revenue reserves associated with VIL.

(9) All components of revenue, except those labeled current period, have been translated at prior-period foreign currency exchange rates.

(10) Reflects foreign currency exchange impact on all components of Total Tenant Billings.

(11) Reflects foreign currency exchange impact on other components of revenue, other than Total Tenant Billings.

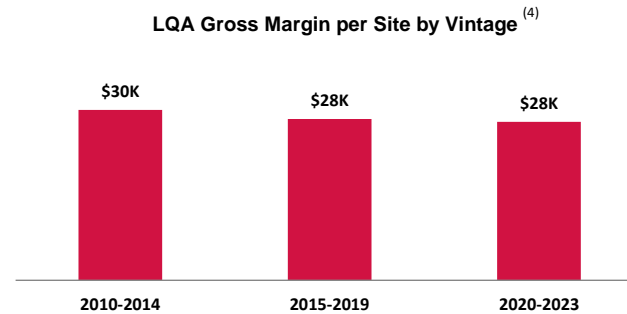
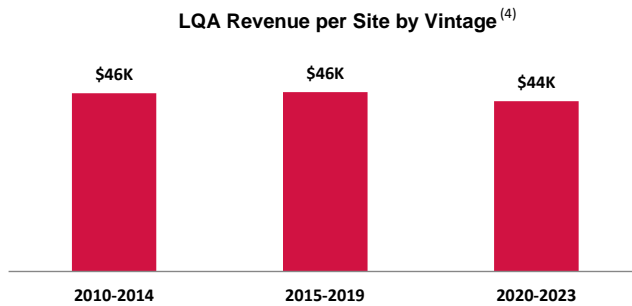
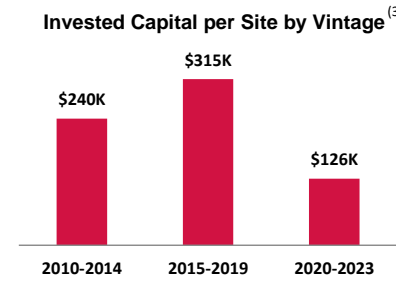
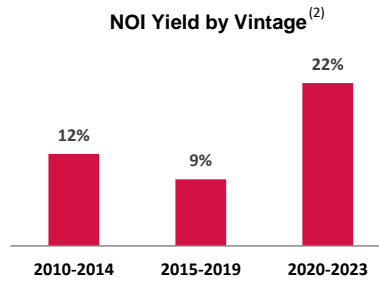
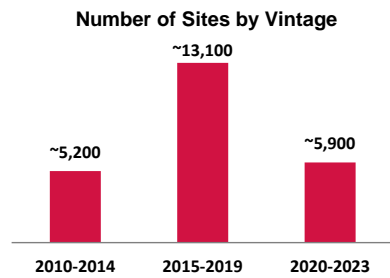
(12) Includes bad debt expenses in India in multiple periods.

(13) Regional operating profit includes the allocation of certain regional headquarter SG&A expenses.

(14) Presented as reported. Differs from pass-through revenue and straight-line revenue presented on top portion of tear sheets, which are presented on an FX-neutral basis.

Countries Included: Australia, Bangladesh, India, New Zealand and the Philippines.

Definitions are provided at the end of this document.



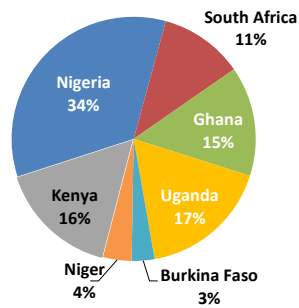
(1) All data, except for LQA property revenue by country, excludes fiber and fiber-related assets.

(2) NOI Yield reflects the percentage that results from dividing cash gross margin by gross property, plant and equipment, goodwill and intangible assets. Numerator translated at average period foreign currency exchange rates. Denominator translated at spot rates at time of acquisition or at average period foreign currency exchange rates for constructed sites.

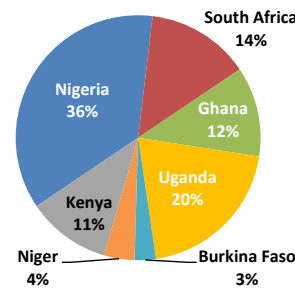
(3) Invested capital reflects the total amount of gross property, plant and equipment, goodwill and intangibles. Translated at spot rates at time of acquisition or at average period foreign currency exchange rates for constructed sites.

(4) Property revenue and gross margin reflects cash revenue and direct expenses. Translated at average period foreign currency exchange rates.

Sites by Country



LQA Property Revenue by Country <sup>(4)</sup>





## Key Metrics Tear Sheet - Africa

\$ millions, totals may not add due to rounding

Financial Metrics	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
<b>Revenue Components<sup>(1)</sup></b>												
Prior-Year Tenant Billings	\$ 165.9	\$ 175.5	\$ 183.3	\$ 188.9	\$ 187.6	\$ 194.4	\$ 196.0	\$ 189.9	\$ 183.3	\$ 640.2	\$ 735.2	\$ 763.5
Colocations/Amendments	10.9	12.3	14.6	14.2	14.2	13.2	14.0	15.6	15.3	40.2	55.4	58.1
Escalations	7.5	8.7	10.5	10.3	10.4	20.2	22.7	19.0	16.9	26.9	39.9	78.7
Cancellations	(7.1)	(7.2)	(8.5)	(11.7)	(11.5)	(10.2)	(12.5)	(11.6)	(9.3)	(19.4)	(38.9)	(43.6)
Other	0.9	0.2	(0.1)	0.0	0.1	0.3	1.1	1.3	1.5	3.8	0.3	4.3
Organic Tenant Billings	\$ 178.0	\$ 189.5	\$ 199.8	\$ 201.8	\$ 200.7	\$ 217.9	\$ 221.3	\$ 214.2	\$ 207.7	\$ 691.8	\$ 791.9	\$ 861.0
New Site Tenant Billings	12.3	12.0	11.9	10.6	9.5	9.6	10.1	11.0	12.8	39.0	44.0	43.6
Total Tenant Billings	\$ 190.3	\$ 201.6	\$ 211.7	\$ 212.4	\$ 210.2	\$ 227.5	\$ 231.4	\$ 225.2	\$ 220.5	\$ 730.8	\$ 835.9	\$ 904.6
Foreign Currency Exchange Impact <sup>(2)</sup>	(2.8)	(7.2)	(15.7)	(22.5)	(27.0)	(30.1)	(30.0)	(31.9)	(27.6)	4.4	(72.4)	(119.7)
Total Tenant Billings (Current Period)	\$ 187.6	\$ 194.4	\$ 196.0	\$ 189.9	\$ 183.3	\$ 197.3	\$ 201.4	\$ 193.4	\$ 192.8	\$ 735.2	\$ 763.5	\$ 784.9
Straight-Line Revenue	2.3	3.8	3.9	9.1	10.7	13.2	17.0	17.6	17.7	14.4	27.5	65.5
Pre-paid Amortization Revenue	0.5	0.4	0.3	0.3	0.3	0.4	0.4	0.3	0.4	1.5	1.3	1.4
Other Revenue	1.8	(6.1)	(8.5)	(4.9)	34.2	(13.0)	(14.3)	1.1	(6.5)	0.1	14.7	(32.7)
International Pass-Through Revenue	75.0	79.0	100.5	121.9	136.8	134.8	134.1	121.3	132.5	255.7	438.1	522.7
Foreign Currency Exchange Impact <sup>(3)</sup>	(2.7)	(3.7)	(6.7)	(12.8)	(29.5)	(15.6)	(17.5)	(39.9)	(43.2)	(1.4)	(52.8)	(116.2)
Total Property Revenue (Current Period)	\$ 264.5	\$ 267.8	\$ 285.5	\$ 303.4	\$ 335.8	\$ 317.0	\$ 321.2	\$ 293.7	\$ 293.7	\$ 1,005.5	\$ 1,192.5	\$ 1,225.6
Organic Tenant Billings Growth	7.3%	8.0%	9.0%	6.8%	7.0%	12.1%	12.9%	12.8%	13.3%	8.1%	7.7%	12.8%
Direct Expense	\$ 91.3	\$ 97.7	\$ 111.9	\$ 119.8	\$ 115.7	\$ 118.5	\$ 112.8	\$ 96.8	\$ 105.2	\$ 346.1	\$ 445.1	\$ 433.3
Straight-Line Expense	\$ 1.8	\$ 1.8	\$ 1.8	\$ 1.8	\$ 1.6	\$ 1.6	\$ 1.5	\$ 1.4	\$ 1.2	\$ 7.7	\$ 7.0	\$ 5.6
SG&A	\$ 19.4	\$ 22.5	\$ 22.0	\$ 19.4	\$ 16.1	\$ 21.4	\$ 18.7	\$ 13.1	\$ 26.1	\$ 72.3	\$ 80.0	\$ 79.3
Gross margin	\$ 173.1	\$ 170.1	\$ 173.6	\$ 183.6	\$ 220.1	\$ 198.5	\$ 208.4	\$ 196.9	\$ 188.5	\$ 659.4	\$ 747.4	\$ 792.3
Gross margin %	65.5%	63.5%	60.8%	60.5%	65.5%	62.6%	64.9%	67.0%	64.2%	65.6%	62.7%	64.6%
Operating profit <sup>(4)</sup>	\$ 153.7	\$ 147.6	\$ 151.6	\$ 164.2	\$ 204.0	\$ 177.1	\$ 189.7	\$ 183.8	\$ 162.4	\$ 587.1	\$ 667.4	\$ 713.0
Operating profit margin %	58.1%	55.1%	53.1%	54.1%	60.8%	55.9%	59.1%	62.6%	55.3%	58.4%	56.0%	58.2%
Pass-through revenue, as reported <sup>(5)</sup>	\$ 72.7	\$ 75.1	\$ 93.2	\$ 109.6	\$ 118.3	\$ 116.5	\$ 113.4	\$ 86.3	\$ 93.5	\$ 252.9	\$ 396.1	\$ 409.6
Straight-line revenue, as reported <sup>(5)</sup>	\$ 2.2	\$ 3.6	\$ 3.7	\$ 8.4	\$ 10.1	\$ 11.7	\$ 14.9	\$ 13.8	\$ 13.8	\$ 13.9	\$ 25.8	\$ 54.2
Ending site count	22,165	22,776	23,177	23,427	23,755	24,040	24,328	23,931	24,229	22,165	23,755	24,229

(1) All components of revenue, except those labeled current period, have been translated at prior-period foreign currency exchange rates.

(2) Reflects foreign currency exchange impact on all components of Total Tenant Billings.

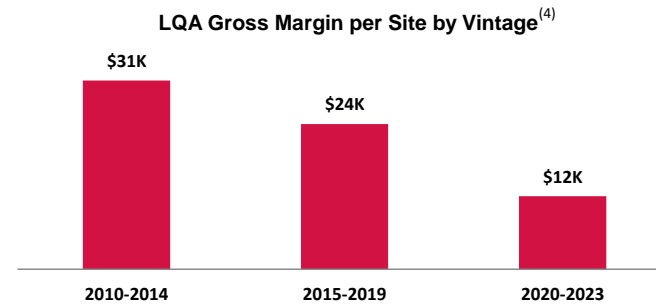
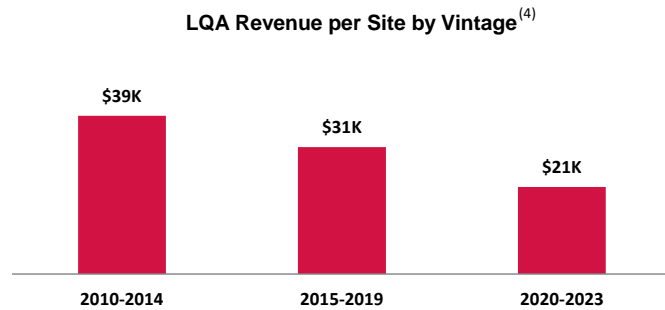
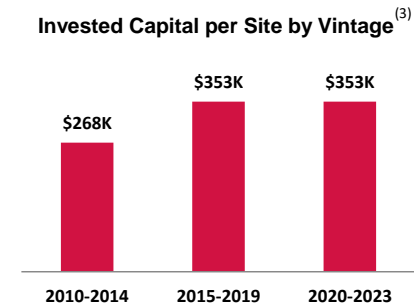
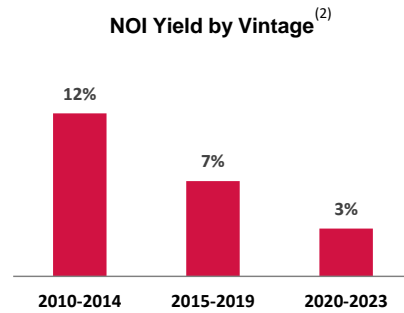
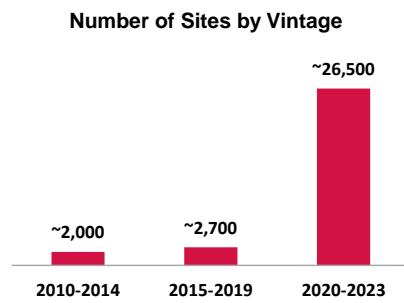
(3) Reflects foreign currency exchange impact on other components of revenue, other than Total Tenant Billings.

(4) Regional operating profit includes the allocation of certain regional headquarter SG&A expenses.

(5) Presented as reported. Differs from pass-through revenue and straight-line revenue presented on top portion of tear sheets, which are presented on an FX-neutral basis.

Countries Included: Burkina Faso, Ghana, Kenya, Niger, Nigeria, South Africa and Uganda.

Definitions are provided at the end of this document.



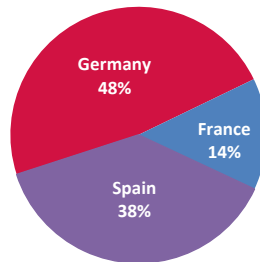
(1) All data, except for LQA property revenue by country, excludes fiber and fiber-related assets.

(2) NOI Yield reflects the percentage that results from dividing cash gross margin by gross property, plant and equipment, goodwill and intangible assets. Numerator translated at average period foreign currency exchange rates. Denominator translated at spot rates at time of acquisition or at average period foreign currency exchange rates for constructed sites.

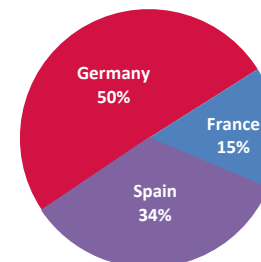
(3) Invested capital reflects the total amount of gross property, plant and equipment, goodwill and intangibles. Translated at spot rates at time of acquisition or at average period foreign currency exchange rates for constructed sites.

(4) Property revenue and gross margin reflects cash revenue and direct expenses. Translated at average period foreign currency exchange rates.

Sites by Country



LQA Property Revenue by Country<sup>(4)</sup>





**Key Metrics Tear Sheet - Europe**

\$ millions, totals may not add due to rounding

Financial Metrics	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
<b>Revenue Components<sup>(1)</sup></b>												
Prior-Year Tenant Billings	\$ 35.0	\$ 36.6	\$ 61.2	\$ 114.2	\$ 118.5	\$ 122.2	\$ 117.2	\$ 111.7	\$ 114.0	\$ 129.7	\$ 330.6	\$ 465.1
Colocations/Amendments	2.7	3.0	3.2	3.2	3.3	3.4	3.2	3.1	3.8	7.9	12.7	13.6
Escalations	0.4	4.9	4.8	4.9	4.9	7.8	7.4	7.0	7.0	1.6	19.5	29.3
Cancellations	(0.8)	(1.0)	(1.3)	(1.2)	(1.1)	(0.8)	(0.7)	(0.9)	(1.0)	(3.1)	(4.7)	(3.4)
Other	(0.0)	0.0	0.2	(0.1)	(0.1)	(0.3)	(0.3)	(0.1)	(0.1)	0.1	0.0	(0.8)
Organic Tenant Billings	\$ 37.3	\$ 43.5	\$ 68.1	\$ 121.0	\$ 125.6	\$ 132.3	\$ 126.9	\$ 120.8	\$ 123.7	\$ 136.2	\$ 358.2	\$ 503.7
New Site Tenant Billings	84.3	85.0	60.9	9.4	2.9	2.6	2.2	2.0	1.7	189.8	158.1	8.5
Total Tenant Billings	\$ 121.7	\$ 128.4	\$ 129.0	\$ 130.3	\$ 128.5	\$ 134.9	\$ 129.1	\$ 122.8	\$ 125.5	\$ 326.0	\$ 516.3	\$ 512.3
Foreign Currency Exchange Impact <sup>(2)</sup>	(3.1)	(6.2)	(11.8)	(18.7)	(14.5)	(6.1)	2.2	9.5	7.3	4.5	(51.1)	12.9
Total Tenant Billings (Current Period)	\$ 118.5	\$ 122.2	\$ 117.2	\$ 111.7	\$ 114.0	\$ 128.8	\$ 131.4	\$ 132.3	\$ 132.7	\$ 330.6	\$ 465.1	\$ 525.2
Straight-Line Revenue	1.0	0.8	1.1	1.0	1.4	0.8	0.7	0.9	0.9	6.2	4.3	3.2
Pre-paid Amortization Revenue	2.3	2.4	2.9	3.4	3.6	4.5	4.4	4.4	5.3	7.1	12.3	18.6
Other Revenue	2.4	(0.4)	1.5	10.7	8.1	6.7	7.6	7.2	4.7	20.0	19.8	26.2
International Pass-Through Revenue	62.3	70.6	56.4	69.4	55.2	53.8	52.9	50.8	38.5	130.3	251.6	196.0
Foreign Currency Exchange Impact <sup>(3)</sup>	1.5	2.9	(0.3)	(12.1)	(7.9)	(3.0)	1.2	4.9	3.2	2.1	(17.4)	6.3
Total Property Revenue (Current Period)	\$ 188.0	\$ 198.5	\$ 178.8	\$ 184.0	\$ 174.4	\$ 191.7	\$ 198.2	\$ 200.4	\$ 185.3	\$ 496.2	\$ 735.7	\$ 775.6
Organic Tenant Billings Growth	6.6%	18.8%	11.2%	6.0%	5.9%	8.2%	8.3%	8.2%	8.5%	5.0%	8.4%	8.3%
Direct Expense	\$ 83.3	\$ 92.3	\$ 75.3	\$ 83.0	\$ 69.0	\$ 73.1	\$ 77.3	\$ 78.8	\$ 70.3	\$ 194.0	\$ 319.6	\$ 299.5
Straight-Line Expense	\$ 0.2	\$ 0.1	\$ 0.8	\$ 0.4	\$ 0.4	\$ 0.3	\$ 0.2	\$ 0.3	\$ 0.3	\$ 0.8	\$ 1.7	\$ 1.2
SG&A	\$ 15.8	\$ 14.9	\$ 14.1	\$ 12.4	\$ 11.0	\$ 14.6	\$ 15.1	\$ 15.1	\$ 20.8	\$ 42.1	\$ 52.4	\$ 65.6
Gross margin	\$ 104.7	\$ 106.2	\$ 103.5	\$ 101.0	\$ 105.4	\$ 118.6	\$ 120.9	\$ 121.6	\$ 115.0	\$ 302.2	\$ 416.1	\$ 476.1
Gross margin %	55.7%	53.5%	57.9%	54.9%	60.4%	61.9%	61.0%	60.7%	62.1%	60.9%	56.6%	61.4%
Operating profit <sup>(4)</sup>	\$ 88.9	\$ 91.3	\$ 89.4	\$ 88.6	\$ 94.4	\$ 104.0	\$ 105.8	\$ 106.5	\$ 94.2	\$ 260.1	\$ 363.7	\$ 410.5
Operating profit margin %	47.3%	46.0%	50.0%	48.2%	54.1%	54.3%	53.4%	53.1%	50.8%	52.4%	49.4%	52.9%
Pass-through revenue, as reported <sup>(5)</sup>	\$ 62.3	\$ 70.6	\$ 53.6	\$ 59.4	\$ 48.8	\$ 51.4	\$ 53.8	\$ 54.7	\$ 41.0	\$ 130.3	\$ 232.4	\$ 201.0
Straight-line revenue, as reported <sup>(5)</sup>	\$ 1.0	\$ 0.8	\$ 1.0	\$ 0.9	\$ 1.2	\$ 0.7	\$ 0.7	\$ 0.9	\$ 0.9	\$ 6.5	\$ 3.9	\$ 3.3
Ending site count	30,041	30,068	30,211	30,386	30,721	30,806	30,881	30,969	31,241	30,041	30,721	31,241

(1) All components of revenue, except those labeled current period, have been translated at prior-period foreign currency exchange rates.

(2) Reflects foreign currency exchange impact on all components of Total Tenant Billings.

(3) Reflects foreign currency exchange impact on other components of revenue, other than Total Tenant Billings.

(4) Regional operating profit includes the allocation of certain regional headquarter SG&A expenses.

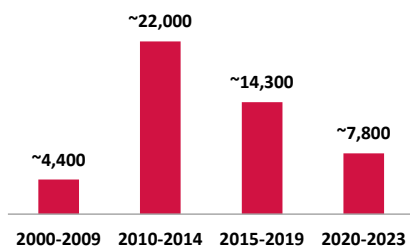
(5) Presented as reported. Differs from pass-through revenue and straight-line revenue presented on top portion of tear sheets, which are presented on an FX-neutral basis.

Countries Included: France, Germany, Poland and Spain. During the three months ended June 30, 2023, the Company completed the sale of its subsidiary in Poland.

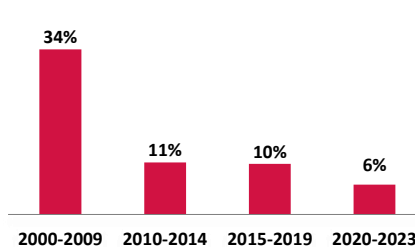
Definitions are provided at the end of this document.



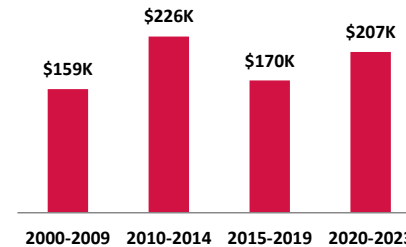
Number of Sites by Vintage



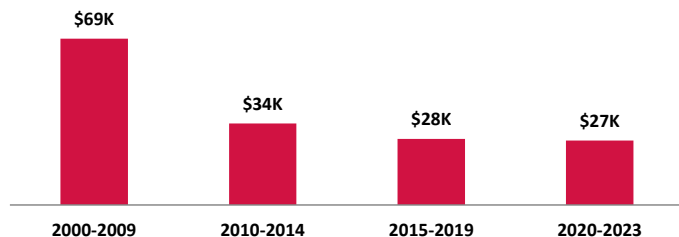
NOI Yield by Vintage <sup>(2)</sup>



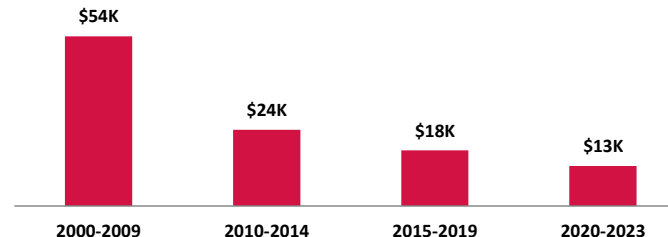
Invested Capital per Site by Vintage <sup>(3)</sup>



LQA Revenue per Site by Vintage <sup>(4)</sup>



LQA Gross Margin per Site by Vintage <sup>(4)</sup>



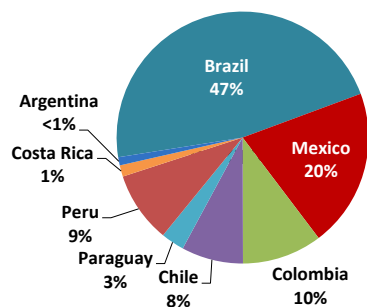
(1) All data, except for LQA property revenue by country, excludes other telecommunications infrastructure and fiber and fiber-related assets.

(2) NOI Yield reflects the percentage that results from dividing cash gross margin by gross property, plant and equipment, goodwill and intangible assets. Numerator translated at average period foreign currency exchange rates. Denominator translated at spot rates at time of acquisition or at average period foreign currency exchange rates for constructed sites.

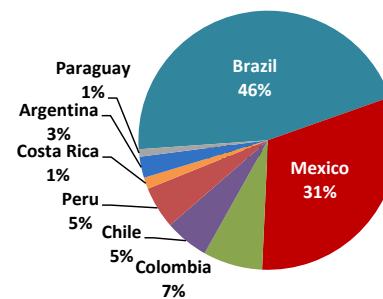
(3) Invested capital reflects the total amount of gross property, plant and equipment, goodwill and intangibles. Translated at spot rates at time of acquisition or at average period foreign currency exchange rates for constructed sites.

(4) Property revenue and gross margin reflects cash revenue and direct expenses. Translated at average period foreign currency exchange rates.

Sites by Country



LQA Property Revenue by Country <sup>(4)</sup>





**Key Metrics Tear Sheet - Latin America**

\$ millions, totals may not add due to rounding

Financial Metrics	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
<b>Revenue Components<sup>(1)</sup></b>												
Prior-Year Tenant Billings	\$ 216.0	\$ 226.6	\$ 238.3	\$ 250.3	\$ 243.9	\$ 262.4	\$ 275.6	\$ 264.8	\$ 265.1	\$ 849.3	\$ 959.0	\$ 1,067.9
Colocations/Amendments	9.0	9.5	9.2	8.4	8.2	8.4	9.7	8.9	8.4	33.8	35.4	35.3
Escalations	11.9	19.4	20.8	24.4	22.2	23.2	21.9	18.6	17.8	44.6	86.8	81.5
Cancellations	(5.7)	(9.7)	(10.5)	(13.0)	(15.1)	(15.4)	(16.9)	(13.7)	(15.3)	(16.6)	(48.3)	(61.3)
Other	0.8	0.6	0.3	0.6	0.3	(0.0)	0.1	0.0	0.0	3.4	1.8	0.2
Organic Tenant Billings	\$ 231.9	\$ 246.3	\$ 258.1	\$ 270.8	\$ 259.4	\$ 278.5	\$ 290.5	\$ 278.7	\$ 276.0	\$ 914.5	\$ 1,034.7	\$ 1,123.7
New Site Tenant Billings	18.6	18.2	12.2	0.7	0.6	0.7	0.6	0.5	0.5	49.3	31.7	2.2
Total Tenant Billings	\$ 250.5	\$ 264.5	\$ 270.4	\$ 271.5	\$ 260.1	\$ 279.2	\$ 291.1	\$ 279.2	\$ 276.4	\$ 963.8	\$ 1,066.5	\$ 1,125.9
Foreign Currency Exchange Impact <sup>(2)</sup>	(6.6)	(2.1)	5.2	(6.6)	5.0	6.2	8.4	30.4	23.3	(4.8)	1.5	68.3
Total Tenant Billings (Current Period)	\$ 243.9	\$ 262.4	\$ 275.6	\$ 264.8	\$ 265.1	\$ 285.4	\$ 299.4	\$ 309.6	\$ 299.7	\$ 959.0	\$ 1,067.9	\$ 1,194.2
Straight-Line Revenue	2.7	(1.0)	0.4	(0.4)	(1.6)	(1.6)	(1.8)	(2.1)	(1.5)	14.2	(2.6)	(7.0)
Pre-paid Amortization Revenue	0.6	1.1	0.7	0.7	0.1	0.3	0.3	0.3	0.7	2.1	2.6	1.6
Other Revenue	25.4	52.6	39.3	49.1	55.2	62.6	23.3	26.6	17.2	127.4	196.2	129.8
International Pass-Through Revenue	101.2	105.0	106.7	109.3	104.1	111.2	115.9	112.1	110.3	363.9	425.0	449.5
Foreign Currency Exchange Impact <sup>(3)</sup>	(1.7)	(0.8)	2.4	(3.0)	4.2	6.2	2.3	13.1	8.7	(1.3)	2.8	30.3
Total Property Revenue (Current Period)	\$ 372.1	\$ 419.3	\$ 425.2	\$ 420.4	\$ 427.0	\$ 464.1	\$ 439.4	\$ 459.6	\$ 435.2	\$ 1,465.4	\$ 1,691.9	\$ 1,798.3
Organic Tenant Billings Growth	7.4%	8.7%	8.3%	8.2%	6.4%	6.1%	5.4%	5.2%	4.1%	7.7%	7.9%	5.2%
Direct Expense	\$ 121.3	\$ 130.0	\$ 133.5	\$ 131.5	\$ 131.7	\$ 137.9	\$ 139.8	\$ 144.3	\$ 144.0	\$ 458.3	\$ 526.7	\$ 566.0
Straight-Line Expense	\$ 0.3	\$ 0.2	\$ 0.2	\$ 0.2	\$ (0.2)	\$ (0.0)	\$ 0.2	\$ 0.3	\$ 0.3	\$ 2.5	\$ 0.3	\$ 0.7
SG&A	\$ 24.5	\$ 28.8	\$ 25.9	\$ 26.7	\$ 26.2	\$ 29.7	\$ 23.5	\$ 28.9	\$ 25.8	\$ 104.1	\$ 107.6	\$ 107.9
Gross margin	\$ 250.8	\$ 289.3	\$ 291.7	\$ 288.9	\$ 295.3	\$ 326.2	\$ 299.6	\$ 315.3	\$ 291.2	\$ 1,007.1	\$ 1,165.2	\$ 1,232.3
Gross margin %	67.4%	69.0%	68.6%	68.7%	69.2%	70.3%	68.2%	68.6%	66.9%	68.7%	68.9%	68.5%
Operating profit <sup>(4)</sup>	\$ 226.3	\$ 260.5	\$ 265.8	\$ 262.2	\$ 269.1	\$ 296.5	\$ 276.1	\$ 286.4	\$ 265.4	\$ 903.0	\$ 1,057.6	\$ 1,124.4
Operating profit margin %	60.8%	62.1%	62.5%	62.4%	63.0%	63.9%	62.8%	62.3%	61.0%	61.6%	62.5%	62.5%
Pass-through revenue, as reported <sup>(5)</sup>	\$ 98.7	\$ 104.2	\$ 108.9	\$ 106.5	\$ 106.1	\$ 112.8	\$ 117.4	\$ 122.8	\$ 118.4	\$ 359.6	\$ 425.6	\$ 471.3
Straight-line revenue, as reported <sup>(5)</sup>	\$ 2.6	\$ 0.8	\$ 0.1	\$ (0.7)	\$ (1.9)	\$ (1.8)	\$ (2.0)	\$ (2.5)	\$ (1.7)	\$ 14.7	\$ (3.9)	\$ (7.9)
Ending site count	48,892	48,868	48,747	48,617	48,548	48,537	48,542	48,559	48,480	48,892	48,548	48,480

(1) All components of revenue, except those labeled current period, have been translated at prior-period foreign currency exchange rates.

(2) Reflects foreign currency exchange impact on all components of Total Tenant Billings.

(3) Reflects foreign currency exchange impact on other components of revenue, other than Total Tenant Billings.

(4) Regional operating profit includes the allocation of certain regional headquarter SG&A expenses.

(5) Presented as reported. Differs from pass-through revenue and straight-line revenue presented on top portion of tear sheets, which are presented on an FX-neutral basis.

Countries Included: Argentina, Brazil, Chile, Colombia, Costa Rica, Mexico, Paraguay and Peru.

Definitions are provided at the end of this document.



**Key Metrics Tear Sheet - Data Centers**

\$ millions (except Monthly Recurring Revenue per Cabinet Equivalent Billed), totals may not add due to rounding

Financial Metrics	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2021	2022	2023
<b>Revenue Components</b>												
Rental, Related and Other Revenue <sup>(1)</sup>	\$ 14.2	\$ 99.6	\$ 105.1	\$ 104.6	\$ 105.9	\$ 108.5	\$ 110.1	\$ 112.9	\$ 115.6	\$ 21.9	\$ 415.1	\$ 447.1
Power Revenue	-	55.7	56.7	59.1	59.7	62.0	62.9	66.6	67.4	-	231.2	258.9
Interconnection Revenue	1.3	24.3	24.5	25.3	25.8	26.6	26.8	28.0	28.0	1.3	100.0	109.5
Straight-Line Revenue	-	4.7	4.8	4.7	6.1	5.9	5.0	4.4	3.9	-	20.3	19.2
<b>Total Operating Revenues</b>	<b>\$ 15.5</b>	<b>\$ 184.3</b>	<b>\$ 191.1</b>	<b>\$ 193.7</b>	<b>\$ 197.5</b>	<b>\$ 203.0</b>	<b>\$ 204.9</b>	<b>\$ 211.9</b>	<b>\$ 214.9</b>	<b>\$ 23.2</b>	<b>\$ 766.6</b>	<b>\$ 834.7</b>
Direct Expense	\$ 6.0	\$ 76.6	\$ 79.0	\$ 83.7	\$ 82.7	\$ 83.8	\$ 83.7	\$ 90.1	\$ 90.0	\$ 9.1	\$ 322.0	\$ 347.6
Straight-Line Expense	\$ -	\$ 1.5	\$ 1.2	\$ 1.0	\$ 1.0	\$ 1.0	\$ 0.9	\$ 0.9	\$ 0.8	\$ -	\$ 4.6	\$ 3.6
SG&A	\$ 2.5	\$ 16.4	\$ 15.5	\$ 15.8	\$ 16.2	\$ 17.5	\$ 18.6	\$ 17.9	\$ 18.4	\$ 5.9	\$ 63.9	\$ 72.4
Gross Margin	\$ 9.5	\$ 107.7	\$ 112.1	\$ 110.0	\$ 114.8	\$ 119.2	\$ 121.2	\$ 121.8	\$ 124.9	\$ 14.1	\$ 444.6	\$ 487.1
Gross Margin %	61.3%	58.5%	58.7%	56.8%	58.1%	58.7%	59.1%	57.5%	58.1%	60.8%	58.0%	58.4%
Operating Profit	\$ 7.0	\$ 91.3	\$ 96.6	\$ 94.2	\$ 98.6	\$ 101.7	\$ 102.6	\$ 103.9	\$ 106.5	\$ 8.2	\$ 380.7	\$ 414.7
Operating Profit %	45.2%	49.5%	50.5%	48.6%	49.9%	50.1%	50.2%	49.0%	49.5%	35.3%	49.7%	49.7%
<b>Operating Metrics</b>												
Ending interconnection count	35,335	35,851	36,360	36,891	36,849	37,072	37,427	38,134	38,387	35,335	36,849	38,387
Ending data center facilities count	27	27	27	28	28	28	28	28	28	27	28	28
Ending total portfolio net rentable square feet (NRSF)	3,481,427	3,474,053	3,456,674	3,473,940	3,501,743	3,519,550	3,554,650	3,617,271	3,674,747	3,481,427	3,501,743	3,674,747
Ending total portfolio megawatts (MW)	223	226	226	233	235	241	247	253	256	223	235	256
Ending stabilized portfolio occupancy	84.9%	84.3%	84.0%	83.9%	86.5%	86.4%	85.4%	85.4%	85.7%	84.9%	86.5%	85.7%
Ending pre-stabilized portfolio occupancy	17.0%	6.2%	4.6%	30.2%	53.2%	48.6%	47.2%	41.8%	43.0%	17.0%	53.2%	43.0%
Ending total portfolio occupancy	82.1%	81.0%	81.9%	82.5%	84.2%	83.2%	81.8%	81.2%	84.0%	82.1%	84.2%	84.0%
Ending total portfolio leased percentage	84.0%	83.6%	84.9%	84.7%	85.5%	84.4%	84.6%	83.3%	85.8%	84.0%	85.5%	85.8%
Monthly Recurring Revenue per Cabinet Equivalent Billed (MRR per CabE)	\$ 1,509.0	\$ 1,528.7	\$ 1,546.0	\$ 1,586.3	\$ 1,657.2	\$ 1,655.1	\$ 1,680.8	\$ 1,718.0	\$ 1,764.4	N/A	N/A	N/A
<b>Development Summary</b>												
MW under construction	11	20	27	32	31	27	23	26	32	11	31	32
NRSF under construction	83,903	147,945	214,444	247,777	235,666	198,248	166,648	242,811	238,270	83,903	235,666	238,270
Percentage leased	0.0%	0.0%	9.4%	21.8%	32.0%	44.2%	36.4%	40.4%	39.7%	0.0%	32.0%	39.7%
Costs incurred to-date	\$ 21.1	\$ 24.0	\$ 65.7	\$ 120.9	\$ 161.3	\$ 185.1	\$ 216.5	\$ 264.2	\$ 292.9	\$ 21.1	\$ 161.3	\$ 292.9
Estimated total costs for under construction	\$ 68.6	\$ 325.9	\$ 378.6	\$ 514.5	\$ 507.5	\$ 516.0	\$ 483.0	\$ 560.6	\$ 609.7	\$ 68.6	\$ 507.5	\$ 609.7
MW held for future development	174	161	154	154	224	222	222	214	205	174	224	205
NRSF held for future development	1,480,072	1,397,337	1,348,217	1,410,957	2,085,815	2,072,341	2,068,841	1,957,138	1,904,123	1,480,072	2,085,815	1,904,123
Estimated total costs for future development	\$ 1,717.3	\$ 1,368.5	\$ 1,420.7	\$ 1,390.5	\$ 2,626.0	\$ 2,593.1	\$ 2,649.8	\$ 2,567.2	\$ 2,486.9	\$ 1,717.3	\$ 2,626.0	\$ 2,486.9
<b>Capital Expenditures</b>												
Discretionary capital projects	N/A	\$ 21.2	\$ 49.1	\$ 64.9	\$ 192.6 <sup>(2)</sup>	\$ 70.5	\$ 68.7	\$ 112.7	\$ 142.6	N/A	\$ 327.8 <sup>(2)</sup>	\$ 394.6
Redevelopment	N/A	3.0	(3.0)	-	-	-	-	-	-	N/A	-	-
Capital improvements	N/A	3.5	6.8	5.4	5.8	5.3	5.2	8.1	9.5	N/A	21.5	28.2
Corporate	N/A	0.5	1.0	1.0	1.9	1.2	1.1	1.0	1.9	N/A	4.4	5.3
<b>Total</b>	N/A	\$ 28.2	\$ 54.0	\$ 71.3	\$ 200.2	\$ 77.1	\$ 75.1	\$ 121.8	\$ 154.1	N/A	\$ 353.7	\$ 428.1

(1) Rental, related and other revenue includes data center rental, customer reimbursement, and other revenue, and office, light-industrial and other revenue.

(2) Discretionary capex includes approximately \$96 million spent on two land parcels purchased in 2022 for future data center development.

Definitions are provided at the end of this document.

**4Q23 NOI Yield Reconciliation by Region<sup>(1)(2)(3)</sup>**  
**(\$ in thousands, totals may not add due to rounding)**

	Vintage			
	Pre-2010	2010-2014	2015-2019	2020-2023
<b>U.S. &amp; Canada<sup>(4)</sup></b>				
4Q23 annualized Property Revenue per Site	141	107	67	107
4Q23 annualized Property Direct Expenses per Site	(20)	(17)	(19)	(29)
4Q23 annualized Property Gross Margin per Site	121	89	48	78
Divided by: Invested Capital per Site	623	926	658	2,237
NOI Yield	19%	10%	7%	3%

	Vintage			
	2006-2009	2010-2014	2015-2019	2020-2023
<b>Asia-Pacific<sup>(5)(6)</sup></b>				
4Q23 annualized Property Revenue per Site	19	21	17	12
4Q23 annualized Property Direct Expenses per Site	(10)	(11)	(9)	(5)
4Q23 annualized Property Gross Margin per Site	9	10	8	6
Divided by: Invested Capital per Site	124	89	90	28
NOI Yield	8%	12%	9%	22%

	Vintage		
	2010-2014	2015-2019	2020-2023
<b>Africa<sup>(5)</sup></b>			
4Q23 annualized Property Revenue per Site	46	46	44
4Q23 annualized Property Direct Expenses per Site	(16)	(18)	(16)
4Q23 annualized Property Gross Margin per Site	30	28	28
Divided by: Invested Capital per Site	240	315	126
NOI Yield	12%	9%	22%

	Vintage		
	2010-2014	2015-2019	2020-2023
<b>Europe<sup>(5)</sup></b>			
4Q23 annualized Property Revenue per Site	39	31	21
4Q23 annualized Property Direct Expenses per Site	(7)	(7)	(9)
4Q23 annualized Property Gross Margin per Site	31	24	12
Divided by: Invested Capital per Site	268	353	353
NOI Yield	12%	7%	3%

	Vintage			
	2000-2009	2010-2014	2015-2019	2020-2023
<b>Latin America<sup>(7)</sup></b>				
4Q23 annualized Property Revenue per Site	69	34	28	27
4Q23 annualized Property Direct Expenses per Site	(16)	(10)	(10)	(14)
4Q23 annualized Property Gross Margin per Site	54	24	18	13
Divided by: Invested Capital per Site	159	226	170	207
NOI Yield	34%	11%	10%	6%

(1) NOI Yield reflects the percentage that results from dividing cash gross margin by gross property, plant and equipment, goodwill and intangible assets.

Numerator translated at average period foreign currency exchange rates. Denominator translated at spot rates at time of acquisition or at average period foreign currency exchange rates for constructed sites.

(2) Invested capital reflects the total amount of gross property, plant and equipment, goodwill and intangibles. Translated at spot rates at time of acquisition or at average period foreign currency exchange rates for constructed sites.

(3) Property revenue and gross margin reflects cash revenue and direct expenses. Translated at average period foreign currency exchange rates.

(4) Excludes data center assets.

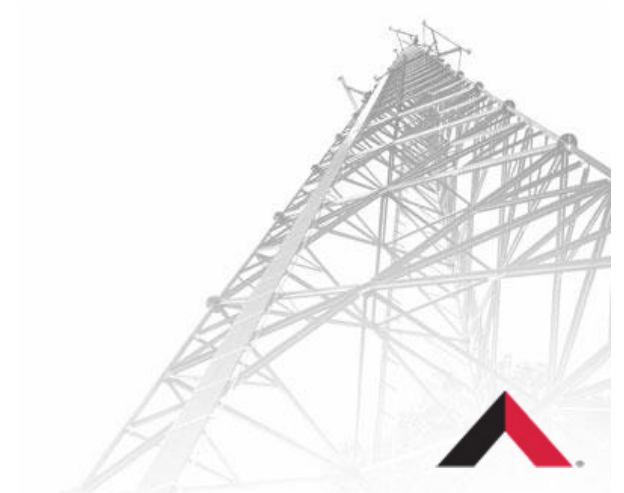
(5) Excludes fiber and fiber-related assets.

(6) Figures reflect revenue reserve reversals associated with VIL in Q4 2023.

(7) Excludes other telecommunications infrastructure, fiber and fiber-related assets.

---

# CAPITAL STRUCTURE

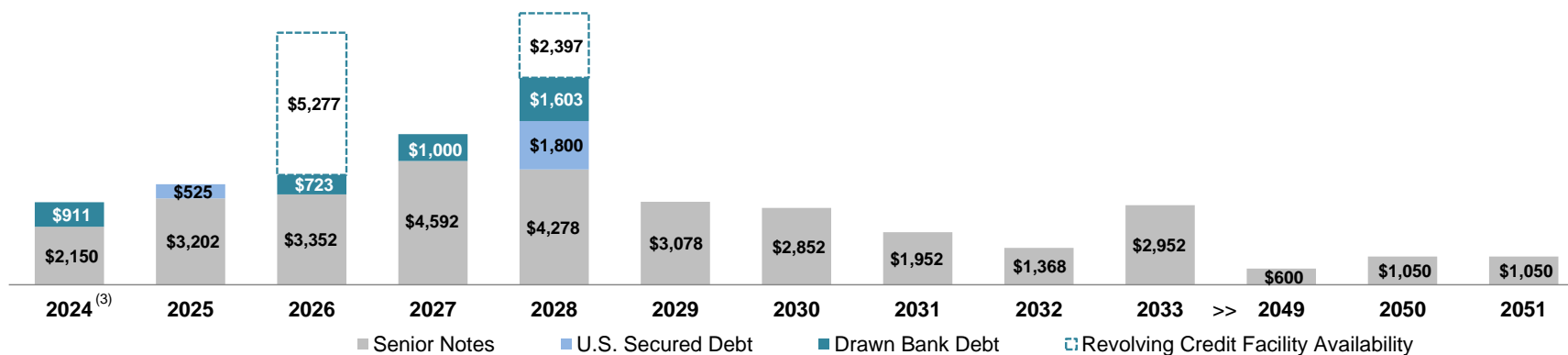




## DEBT MATURITY SCHEDULE AND CALCULATION OF NET LEVERAGE

(\$ in millions)

Maturities as of December 31, 2023<sup>(1)(2)</sup>



### HISTORICAL NET LEVERAGE RATIO

(\$ in millions. Totals may not add due to rounding.)

	4Q21	1Q22	2Q22 <sup>(4)</sup>	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	2019	2020	2021	2022	2023
Total debt	\$ 43,254	\$ 43,464	\$ 38,945	\$ 38,329	\$ 38,670	\$ 38,542	\$ 38,795	\$ 38,600	\$ 38,922	\$ 24,055	\$ 29,287	\$ 43,254	\$ 38,670	\$ 38,922
Cash and cash equivalents	1,950	1,942	2,002	2,122	2,028	1,803	2,016	2,119	1,973	1,501	1,746	1,950	2,028	1,973
Net debt	41,304	41,523	36,943	36,207	36,642	36,739	36,779	36,481	36,948	22,554	27,541	41,304	36,642	36,948
The quarter's annualized (LQA) Adjusted EBITDA	6,061	6,495	6,683	6,572	6,828	7,051	6,998	7,256	7,043	4,870	5,502	6,061	6,828	7,043
LQA Net Leverage Ratio	6.8x	6.4x	5.5x	5.5x	5.4x	5.2x	5.3x	5.0x	5.2x	4.6x	5.0x	6.8x	5.4x	5.2x
Percent of Fixed Rate Debt	69%	66%	77%	77%	78%	79%	85%	89%	89%	76%	83%	69%	78%	89%
Weighted Average Remaining Term (years)	5.7	5.7	6.1	5.9	5.6	5.8	6.1	6.1	5.8	5.3	7.0	5.7	5.6	5.8

(1) Excludes approximately \$21 million of finance lease obligations and \$124 million of subsidiary and international debt.

(2) Euro-denominated notes shown at the dollar equivalent of the aggregate principal amount of the notes based on the euro/U.S. dollar exchange rate as of December 31, 2023.

(3) On January 12, 2024, the Company repaid its \$500.0 million 0.600% senior unsecured notes due 2024 (the "0.600% Notes") and on February 14, 2024, the Company repaid its \$1.0 billion 5.00% senior unsecured notes due 2024 (the "5.00% Notes").

(4) As of June 30, 2022, pro forma for (i) proceeds from the Company's agreement with Stonepeak, which were used to repay existing indebtedness under the Company's \$4.0 billion revolving credit facility and (ii) financing activities subsequent to quarter end.

Definitions are provided at the end of this document.



## AMERICAN TOWER DEBT MATURITY DETAIL <sup>(1)</sup>

As of December 31, 2023

(\$ in millions)

Debt Instrument	Currency	Interest Rate	Maturity Date	Outstanding Amount <sup>(2)</sup>
2021 EUR Three Year Delayed Draw Term Loan <sup>(3)(4)</sup>	EUR	4.985%	5/28/2024	\$ 910.7
2021 Multicurrency Credit Facility <sup>(3)(4)</sup>	EUR/USD	6.088%	7/1/2026	\$ 723.4
2021 Term Loan <sup>(3)</sup>	USD	6.581%	1/31/2027	\$ 997.0
2021 Credit Facility <sup>(3)</sup>	EUR/USD	6.573%	7/1/2028	\$ 1,603.4
0.600% senior notes <sup>(5)</sup>	USD	0.600%	1/15/2024	\$ 500.0
5.00% senior notes <sup>(5)</sup>	USD	5.000%	2/15/2024	\$ 1,000.1
3.375% senior notes	USD	3.375%	5/15/2024	\$ 649.7
2.950% senior notes	USD	2.950%	1/15/2025	\$ 648.2
2.400% senior notes	USD	2.400%	3/15/2025	\$ 748.5
1.375% senior notes	EUR	1.375%	4/4/2025	\$ 550.0
4.000% senior notes	USD	4.000%	6/1/2025	\$ 748.1
1.300% senior notes	USD	1.300%	9/15/2025	\$ 498.3
4.400% senior notes	USD	4.400%	2/15/2026	\$ 498.7
1.600% senior notes	USD	1.600%	4/15/2026	\$ 697.4
1.950% senior notes	EUR	1.950%	5/22/2026	\$ 549.6
1.450% senior notes	USD	1.450%	9/15/2026	\$ 595.9
3.375% senior notes	USD	3.375%	10/15/2026	\$ 994.7
3.125% senior notes	USD	3.125%	1/15/2027	\$ 398.9
2.750% senior notes	USD	2.750%	1/15/2027	\$ 747.0
0.450% senior notes	EUR	0.450%	1/15/2027	\$ 824.3
0.400% senior notes	EUR	0.400%	2/15/2027	\$ 548.2
3.650% senior notes	USD	3.650%	3/15/2027	\$ 644.8
4.125% senior notes	EUR	4.125%	5/16/2027	\$ 658.6
3.55% senior notes	USD	3.550%	7/15/2027	\$ 747.1
3.600% senior notes	USD	3.600%	1/15/2028	\$ 696.0
0.500% senior notes	EUR	0.500%	1/15/2028	\$ 822.8
1.500% senior notes	USD	1.500%	1/31/2028	\$ 647.1
5.500% senior notes	USD	5.500%	3/15/2028	\$ 693.6
5.250% senior notes	USD	5.250%	7/15/2028	\$ 643.9
5.800% senior notes	USD	5.800%	11/15/2028	\$ 743.4
3.950% senior notes	USD	3.950%	3/15/2029	\$ 593.7
0.875% senior notes	EUR	0.875%	5/21/2029	\$ 823.7
3.800% senior notes	USD	3.800%	8/15/2029	\$ 1,638.6
2.900% senior notes	USD	2.900%	1/15/2030	\$ 744.2
2.100% senior notes	USD	2.100%	6/15/2030	\$ 743.1
0.950% senior notes	EUR	0.950%	10/5/2030	\$ 546.0
1.875% senior notes	USD	1.875%	10/15/2030	\$ 793.3
2.700% senior notes	USD	2.700%	4/15/2031	\$ 695.0
4.625% senior notes	EUR	4.625%	5/16/2031	\$ 545.2
2.300% senior notes	USD	2.300%	9/15/2031	\$ 692.7
1.000% senior notes	EUR	1.000%	1/15/2032	\$ 711.5
4.050% senior notes	USD	4.050%	3/15/2032	\$ 642.9
5.650% senior notes	USD	5.650%	3/15/2033	\$ 790.6
1.250% senior notes	EUR	1.250%	5/21/2033	\$ 545.8
5.550% senior notes	USD	5.550%	7/15/2033	\$ 840.6
5.900% senior notes	USD	5.900%	11/15/2033	\$ 741.5
3.700% senior notes	USD	3.700%	10/15/2049	\$ 592.4
3.100% senior notes	USD	3.100%	6/15/2050	\$ 1,038.6
2.950% senior notes	USD	2.950%	1/15/2051	\$ 1,023.2
Series 2018-1A securities <sup>(6)</sup>	USD	3.652%	3/15/2028	\$ 496.8
Series 2015-2 notes <sup>(7)</sup>	USD	3.482%	6/16/2025	\$ 524.1
Series 2023-1A securities <sup>(8)</sup>	USD	5.490%	3/15/2028	\$ 1,284.4
<b>Weighted Average Rate</b>		<b>3.5%</b>	<b>Total Outstanding</b>	<b>\$38.8 Billion</b>

(1) Excludes approximately \$21 million of finance lease obligations and \$124 million of subsidiary and international debt.

(2) Outstanding amounts under the Company's long-term obligations reflect discounts, premiums and issuance costs.

(3) Accrues interest at a variable rate.

(4) As of December 31, 2023 reflects borrowings denominated in Euros ("EUR") and, for the 2021 Multicurrency Credit Facility, reflects borrowings denominated in both EUR and U.S. Dollars.

(5) On January 12, 2024, the Company repaid the 0.600% Notes and on February 14, 2024, the Company repaid the 5.00% Notes.

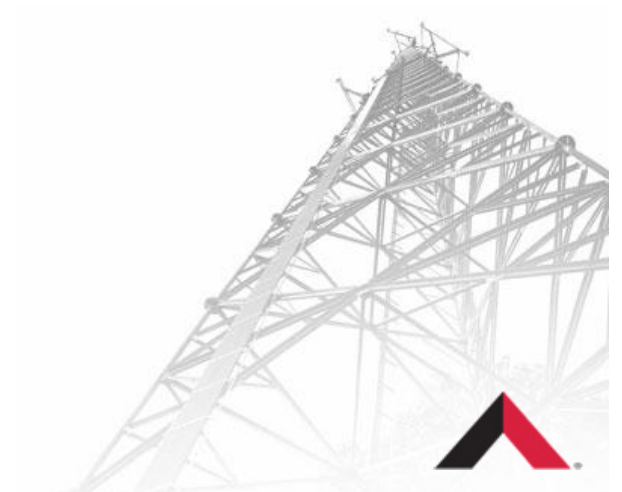
(6) Maturity date reflects the anticipated repayment date; final legal maturity is March 15, 2048.

(7) Maturity date reflects the anticipated repayment date; final legal maturity is June 15, 2050.

(8) Maturity date reflects the anticipated repayment date; final legal maturity is March 15, 2053.

---

# APPENDIX





## APPENDIX - DEFINITIONS

### Non-GAAP and Defined Financial Measures:

In addition to the results prepared in accordance with generally accepted accounting principles in the United States (GAAP) provided throughout this document, the Company has presented the following Non-GAAP and Defined Financial Measures: Gross Margin, Operating Profit, Operating Profit Margin, Adjusted EBITDA, Adjusted EBITDA Margin, NAREIT Funds From Operations (FFO) attributable to American Tower Corporation common stockholders, Consolidated Adjusted Funds From Operations (AFFO), AFFO attributable to American Tower Corporation common stockholders, AFFO attributable to American Tower Corporation common stockholders per Share, Free Cash Flow, Net Debt, and Net Leverage Ratio. In addition, the Company presents: Tenant Billings, Tenant Billings Growth, Organic Tenant Billings Growth and New Site Tenant Billings Growth.

These measures are not intended to replace financial performance measures determined in accordance with GAAP. Rather, they are presented as additional information because management believes they are useful indicators of the current financial performance of the Company's core businesses and are commonly used across its industry peer group. As outlined in detail below, the Company believes that these measures can assist in comparing company performance on a consistent basis irrespective of depreciation and amortization or capital structure, while also providing valuable incremental insight into the underlying operating trends of its business.

Depreciation and amortization can vary significantly among companies depending on accounting methods, particularly where acquisitions or non-operating factors, including historical cost basis, are involved. The Company's Non-GAAP and Defined Financial measures may not be comparable to similarly titled measures used by other companies.

### Revenue components:

In addition to reporting total revenue, the Company believes that providing transparency around the components of its revenue provides investors with insight into the indicators of the underlying demand for, and operating performance of, its real estate portfolio. Accordingly, the Company has provided disclosure of the following revenue components: (i) Tenant Billings, (ii) New Site Tenant Billings; (iii) Organic Tenant Billings; (iv) International pass-through revenue; (v) Straight-line revenue; (vi) Pre-paid amortization revenue; (vii) Foreign currency exchange impact; and (viii) Other revenue.

**Tenant Billings:** The majority of the Company's revenue is generated from non-cancellable, long-term tenant leases. Revenue from Tenant Billings reflects several key aspects of the Company's real estate business: (i) "colocations/amendments" reflects new tenant leases for space on existing sites and amendments to existing leases to add additional tenant equipment; (ii) "escalations" reflects contractual increases in billing rates, which are typically tied to fixed percentages or a variable percentage based on a consumer price index; (iii) "cancellations" reflects the impact of tenant lease terminations or non-renewals or, in limited circumstances, when the lease rates on existing leases are reduced; and (iv) "new sites" reflects the impact of new property construction and acquisitions.

**New Site Tenant Billings:** Day-one Tenant Billings associated with sites that have been built or acquired since the beginning of the prior-year period. Incremental colocations/amendments, escalations or cancellations that occur on these sites after the date of their addition to our portfolio are not included in New Site Tenant Billings. The Company believes providing New Site Tenant Billings enhances an investor's ability to analyze the Company's existing real estate portfolio growth as well as its development program growth, as the Company's construction and acquisition activities can drive variability in growth rates from period to period.

**Organic Tenant Billings:** Tenant Billings on sites that the Company has owned since the beginning of the prior-year period, as well as Tenant Billings activity on new sites that occurred after the date of their addition to the Company's portfolio.

**International pass-through revenue:** A portion of the Company's pass-through revenue is based on power and fuel expense reimbursements and therefore subject to fluctuations in fuel prices. As a result, revenue growth rates may fluctuate depending on the market price for fuel in any given period, which is not representative of the Company's real estate business and its economic exposure to power and fuel costs. Furthermore, this expense reimbursement mitigates the economic impact associated with fluctuations in operating expenses, such as power and fuel costs and land rents in certain of the Company's markets. As a result, the Company believes that it is appropriate to provide insight into the impact of pass-through revenue on certain revenue growth rates.

**Straight-line revenue:** Under GAAP, the Company recognizes revenue on a straight-line basis over the term of the contract for certain of its tenant leases. Due to the Company's significant base of non-cancellable, long-term tenant leases, this can result in significant fluctuations in growth rates upon tenant lease signings and renewals (typically increases), when amounts billed or received upfront upon these events are initially deferred. These signings and renewals are only a portion of the Company's underlying business growth and can distort the underlying performance of our Tenant Billings Growth. As a result, the Company believes that it is appropriate to provide insight into the impact of straight-line revenue on certain growth rates in revenue and select other measures.

**Pre-paid amortization revenue:** The Company recovers a portion of the costs it incurs for the redevelopment and development of its properties from its tenants. These upfront payments are then amortized over the initial term of the corresponding tenant lease. Given this amortization is not necessarily directly representative of underlying leasing activity on its real estate portfolio (i.e.: does not have a renewal option or escalation as our tenant leases do), the Company believes that it is appropriate to provide insight into the impact of pre-paid amortization revenue on certain revenue growth rates to provide transparency into the underlying performance of our real estate business.

**Foreign currency exchange impact:** The majority of the Company's international revenue and operating expenses are denominated in each country's local currency. As a result, foreign currency fluctuations may distort the underlying performance of our real estate business from period to period, depending on the movement of foreign currency exchange rates versus the U.S. Dollar. The Company believes it is appropriate to quantify the impact of foreign currency exchange rate fluctuations on its reported growth to provide transparency into the underlying performance of its real estate business.

**Other Revenue:** Other revenue represents revenue not captured by the above listed items and can include items such as customer settlements, fiber solutions revenue and data centers revenue.

### **Non-GAAP and Defined Financial Measure Definitions:**

**Tenant Billings Growth:** The increase or decrease resulting from a comparison of Tenant Billings for a current period with Tenant Billings for the corresponding prior-year period, in each case adjusted for foreign currency exchange rate fluctuations. The Company believes this measure provides valuable insight into the growth in recurring Tenant Billings and underlying demand for its real estate portfolio.

**Organic Tenant Billings Growth:** The portion of Tenant Billings Growth attributable to Organic Tenant Billings. The Company believes that organic growth is a useful measure of its ability to add tenancy and incremental revenue to its assets for the reported period, which enables investors and analysts to gain additional insight into the relative attractiveness, and therefore the value, of the Company's property assets.

**New Site Tenant Billings Growth:** The portion of Tenant Billings Growth attributable to New Site Tenant Billings. The Company believes this measure provides valuable insight into the growth attributable to Tenant Billings from recently acquired or constructed properties.

**Gross Margin:** Revenues less operating expenses, excluding depreciation, amortization and accretion, selling, general, administrative and development expense and other operating expenses. The Company believes this measure provides valuable insight into the site-level profitability of its assets.

**Operating Profit:** Gross Margin less selling, general, administrative and development expense, excluding stock-based compensation expense and corporate expenses. The Company believes this measure provides valuable insight into the site-level profitability of its assets while also taking into account the overhead expenses required to manage each of its operating segments.

Operating Profit and Gross Margin are before interest income, interest expense, gain (loss) on retirement of long-term obligations, other income (expense), net income (loss) attributable to noncontrolling interest and income tax benefit (provision).

**Operating Profit Margin:** The percentage that results from dividing Operating Profit by revenue.

**Adjusted EBITDA:** Net income before income (loss) from equity method investments, income tax benefit (provision), other income (expense), gain (loss) on retirement of long-term obligations, interest expense, interest income, other operating income (expense), including Goodwill impairment, depreciation, amortization and accretion and stock-based compensation expense. The Company believes this measure provides valuable insight into the profitability of its operations while at the same time taking into account the central overhead expenses required to manage its global operations. In addition, it is a widely used performance measure across the telecommunications real estate sector.

**Adjusted EBITDA Margin:** The percentage that results from dividing Adjusted EBITDA by total revenue.

**Nareit Funds From Operations (FFO), as defined by the National Association of Real Estate Investment Trusts (Nareit), attributable to American Tower Corporation common stockholders:** Net income before gains or losses from the sale or disposal of real estate, real estate related impairment charges, real estate related depreciation, amortization and accretion less dividends to noncontrolling interests, and including adjustments for (i) unconsolidated affiliates and (ii) noncontrolling interests. The Company believes this measure provides valuable insight into the operating performance of its property assets by excluding the charges described above, particularly depreciation expenses, given the high initial, up-front capital intensity of the Company's operating model. In addition, it is a widely used performance measure across the telecommunications real estate sector.

**Consolidated Adjusted Funds From Operations (AFFO):** Nareit FFO attributable to American Tower Corporation common stockholders before (i) straight-line revenue and expense, (ii) stock-based compensation expense, (iii) the deferred portion of income tax and other income tax adjustments, (iv) non-real estate related depreciation, amortization and accretion, (v) amortization of deferred financing costs, debt discounts and premiums and long-term deferred interest charges, (vi) other income (expense), (vii) gain (loss) on retirement of long-term obligations, (viii) other operating income (expense), and adjustments for (ix) unconsolidated affiliates and (x) noncontrolling interests, less cash payments related to capital improvements and cash payments related to corporate capital expenditures. The Company believes this measure provides valuable insight into the operating performance of its property assets by further adjusting the Nareit FFO attributable to American Tower Corporation common stockholders metric to exclude the factors outlined above, which if unadjusted, may cause material fluctuations in Nareit FFO attributable to American Tower Corporation common stockholders growth from period to period that would not be representative of the underlying performance of the Company's property assets in those periods. In addition, it is a widely used performance measure across the telecommunications real estate sector.

**Adjusted Funds From Operations (AFFO) attributable to American Tower Corporation common stockholders:** Nareit FFO attributable to American Tower Corporation common stockholders before (i) straight-line revenue and expense, (ii) stock-based compensation expense, (iii) the deferred portion of income tax and other income tax adjustments, (iv) non-real estate related depreciation, amortization and accretion, (v) amortization of deferred financing costs, debt discounts and premiums and long-term deferred interest charges, (vi) other income (expense), (vii) gain (loss) on retirement of long-term obligations, and (viii) other operating income (expense), less cash payments related to capital improvements and cash payments related to corporate capital expenditures, excluding the impact of noncontrolling interests on both Nareit FFO attributable to American Tower Corporation common stockholders and the other line items included in the calculation of AFFO attributable to American Tower Corporation common stockholders. The Company believes this measure provides valuable insight into the operating performance of its assets by further adjusting the Nareit AFFO attributable to American Tower Corporation common stockholders metric to exclude the factors outlined above, which if unadjusted, may cause material fluctuations in Nareit FFO attributable to American Tower Corporation common stockholders growth from period to period that would not be representative of the underlying performance of the Company's property assets in those periods. In addition, it is a widely used performance measure across the telecommunications real estate sector. The Company believes providing this metric, excluding the impacts of noncontrolling interests, enhances transparency, given the minority interest in its Europe business and its U.S. data center business.

**AFFO attributable to AMT common stockholders per share:** AFFO attributable to American Tower Corporation common stockholders divided by the diluted weighted average common shares outstanding.

**Unlevered AFFO attributable to AMT common stockholders:** AFFO attributable to AMT common stockholders before deducting net interest charges. The Company believes this measure provides valuable insight into the India business' contributions to the Company's AFFO attributable to AMT common stockholders metric, before making assumptions on the use of proceeds for the Pending ATC TIPL Transaction.

**Free Cash Flow:** Cash provided by operating activities less total cash capital expenditures, including payments on finance leases and perpetual land easements. The Company believes that Free Cash Flow is useful to investors as the basis for comparing our performance and coverage ratios with other companies in its industry, although this measure of Free Cash Flow may not be directly comparable to similar measures used by other companies.

**Net Debt:** Total long-term debt, including current portion and finance lease liabilities, less cash and cash equivalents.

**Net Leverage Ratio:** Net Debt divided by the quarter's annualized Adjusted EBITDA (the quarter's Adjusted EBITDA multiplied by four). The Company believes that including this calculation is important for investors and analysts given it is a critical component underlying its credit agency ratings.

**Net Rentable Square Feet (NRSF):** Data center NRSF includes a factor based on management's estimate of space to account for a customer's proportionate share of the required data center support space (such as the mechanical, telecommunications and utility rooms) and building common areas, which may be updated on a periodic basis to reflect the most current build-out of the Company's properties.

**NRSF Under Construction:** Represents NRSF for which substantial activities are ongoing to prepare the property for its intended use following development. The NRSF reflects management's estimate of engineering drawings and required support space and is subject to change based on final demising of space. Turn-key data center estimated development costs include two components: 1) general construction to ready the NRSF as data center space and 2) power, cooling and other infrastructure to provide the designed amount of power capacity for the project. Following development completion, incremental capital, referred to as Deferred Expansion Capital, may be invested to support existing or anticipated future customer utilization of NRSF within the Company's operating data centers.

**Megawatts (MW) Under Construction:** Represents MW for which substantial activities are ongoing to prepare the property for its intended use following development.

**NRSF Held for Future Development:** Represents incremental data center capacity that may be constructed in existing facilities that requires significant capital investment in order to develop new data center facilities. The estimates are based on current construction plans and expectations regarding entitlements, and they are subject to change based on current economic conditions, final zoning approvals, and the supply and demand of the market. The estimated NRSF for new development projects is based on the entire building size. NRSF placed into service may change depending on the final construction and utilization of the built space.

**MW Held for Future Development:** Represents incremental data center power capacity that may be provided in existing facilities that requires significant capital investment in order to develop new data center facilities. The estimates are based on current construction plans and expectations regarding entitlements, and they are subject to change based on current economic conditions, final zoning approvals, and the supply and demand of the market. The estimated MW for new development projects is based on the entire building size. MW placed into service may change depending on the final construction and utilization of the built space.

**Stabilized and Pre-Stabilized:** Data center facilities that recently have been developed and are in the initial lease-up phase are classified as pre-stabilized until they reach 85% occupancy or have been in service for 24 months. Pre-stabilized projects and facilities become stabilized operating properties at the earlier of achieve of 85% occupancy or 24 months after development completion and are included in the stabilized occupancy.

**Occupancy Percentage:** Includes customer leases that have commenced as of current period.

**Percentage Leased:** Represents the percentage occupied if all leases signed during the current and prior periods had commenced.

**Monthly Recurring Revenue per Cabinet Equivalent Billed:** Represents the same-store turn-key monthly recurring colocation revenue ("MRR") per cabinet equivalent billed. We define MRR as recurring contractual revenue, including rental, power, and interconnection revenue and operating expense reimbursement, under existing commenced customer leases. MRR per cabinet equivalent is calculated as (current quarter MRR/3) divided by average monthly billed cabinet equivalents. Cabinet equivalents are calculated as cage-usable square feet (turn-key leased NRSF/NRSF factor) divided by 25.

**Turn-Key Same-Store:** Includes turn-key data center space that was leased or available to be leased to our colocation customers as of December 31, 2020, at each of our properties, and excludes powered shell data center space, office and light industrial space and space for which development was completed and became available to be leased after December 31, 2020. The turn-key same-store space as of December 31, 2020, is 2,598,776 NRSF. We track same-store on a computer room basis within each data center facility.



### **Cautionary Language Regarding Forward-Looking Statements:**

This document contains “forward-looking statements” concerning our goals, beliefs, expectations, strategies, objectives, plans, future operating results and underlying assumptions and other statements that are not necessarily based on historical facts. Examples of these statements include, but are not limited to, statements regarding our full year 2024 outlook and other targets, foreign currency exchange rates, our expectations regarding the potential impacts of the Adjusted Gross Revenue court ruling in India, including impacts on our customers’ payments, and factors that could affect such expectations, the creditworthiness and financial strength of our customers, the expected impacts of strategic partnerships on our business, our expectations for the closing of signed agreements, including the Pending ATC TIPL Transaction, and the expected impacts of such agreements on our business, our expectations regarding potential additional impairments in India and factors that could affect our expectations and our expectations regarding the leasing demand for communications real estate. Actual results may differ materially from those indicated in our forward-looking statements as a result of various important factors, including: (1) a significant decrease in leasing demand for our communications infrastructure would materially and adversely affect our business and operating results, and we cannot control that demand; (2) a substantial portion of our current and projected future revenue is derived from a small number of customers, and we are sensitive to adverse changes in the creditworthiness and financial strength of our customers; (3) if our customers consolidate their operations, exit their businesses or share site infrastructure to a significant degree, our growth, revenue and ability to generate positive cash flows could be materially and adversely affected; (4) increasing competition within our industries may materially and adversely affect our revenue; (5) our expansion initiatives involve a number of risks and uncertainties, including those related to integrating acquired or leased assets, that could adversely affect our operating results, disrupt our operations or expose us to additional risk; (6) new technologies or changes, or lack thereof, in our or a customer’s business model could make our communications infrastructure leasing business less desirable and result in decreasing revenues and operating results; (7) competition to purchase assets could adversely affect our ability to achieve our return on investment criteria; (8) strategic partnerships, and divestitures, such as the Pending ATC TIPL Transaction, may materially and adversely affect our financial condition, results of operations or cash flows; (9) our leverage and debt service obligations, including during a rising interest rates environment, may materially and adversely affect our ability to raise additional financing to fund capital expenditures, future growth and expansion initiatives and may reduce funds available to satisfy our distribution requirements; (10) rising inflation may adversely affect us by increasing costs beyond what we can recover through price increases; (11) restrictive covenants in the agreements related to our securitization transactions, our credit facilities and our debt securities could materially and adversely affect our business by limiting flexibility, and we may be prohibited from paying dividends on our common stock, which may jeopardize our qualification for taxation as a REIT; (12) our foreign operations are subject to economic, political and other risks that could materially and adversely affect our revenues or financial position, including risks associated with fluctuations in foreign currency exchange rates; (13) our business, and that of our customers, is subject to laws, regulations and administrative and judicial decisions, and changes thereto, that could restrict our ability to operate our business as we currently do or impact our competitive landscape; (14) we may be adversely affected by regulations related to climate change; (15) if we fail to remain qualified for taxation as a REIT, we will be subject to tax at corporate income tax rates, which may substantially reduce funds otherwise available, and even if we qualify for taxation as a REIT, we may face tax liabilities that impact earnings and available cash flow; (16) complying with REIT requirements may limit our flexibility or cause us to forego otherwise attractive opportunities; (17) we could have liability under environmental and occupational safety and health laws; (18) our towers, fiber networks, data centers or computer systems may be affected by natural disasters (including as a result of climate change) and other unforeseen events for which our insurance may not provide adequate coverage or result in increased insurance premiums; (19) if we, or third parties on which we rely, experience technology failures, including cybersecurity incidents or the loss of personally identifiable information, we may incur substantial costs and suffer other negative consequences, which may include reputational damage; (20) our costs could increase and our revenues could decrease due to perceived health risks from radio emissions, especially if these perceived risks are substantiated; (21) if we are unable to protect our rights to the land under our towers and buildings in which our data centers are located, it could adversely affect our business and operating results; and (22) if we are unable or choose not to exercise our rights to purchase towers that are subject to lease and sublease agreements at the end of the applicable period, our cash flows derived from those towers will be eliminated. For additional information regarding factors that may cause actual results to differ materially from those indicated in our forward-looking statements, we refer you to the information that will be provided in the section entitled “Risk Factors” in our upcoming annual report on Form 10-K, and other risks described in documents we subsequently file from time to time with the Securities and Exchange Commission. We undertake no obligation to update the information contained in this document to reflect subsequently occurring events or circumstances.