

## RECONCILIATIONS TO HISTORICAL RESULTS

(In millions. Totals may not add due to rounding.)

RECONCILIATION OF ADJUSTED EBITDA TO NET INCOME																	
	2007	2008	2009	2010	2011	2012	2013	2014	2015	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17
Net income	\$56.6	\$347.4	\$247.1	\$373.6	\$381.8	\$594.0	\$482.2	\$803.2	\$672.0	\$281.3	\$192.5	\$263.7	\$232.9	\$970.4	\$307.4	\$388.5	\$334.7
Loss (income) from discontinued operations, net	36.4	(111.0)	(8.2)	(0.0)	-	-	-	-	-	-	-	-	-	-	-	-	-
Income from continuing operations	\$93.0	\$236.4	\$238.9	\$373.6	\$381.8	\$594.0	\$482.2	\$803.2	\$672.0	\$281.3	\$192.5	\$263.7	\$232.9	\$970.4	\$307.4	\$388.5	\$334.7
Income from equity method investments	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	-	-	-	-	-	-	-	-	-	-	-
Income tax provision	59.8	135.5	182.6	182.5	125.1	107.3	59.5	62.5	158.0	29.1	43.5	22.0	60.8	155.5	26.8	24.0	33.4
Other (income) expense	(20.7)	(6.0)	(1.3)	(0.3)	123.0	38.3	207.5	62.1	135.0	(12.2)	25.8	12.3	21.9	47.8	(29.3)	(11.8)	1.1
Loss (gain) on retirement of long-term obligations	35.4	4.9	18.2	1.9	-	0.4	38.7	3.5	79.6	0.0	(0.8)	0.0	(0.3)	(1.2)	55.4	0.3	14.2
Interest expense	235.8	253.6	249.8	246.0	311.9	401.7	458.3	580.2	595.9	159.9	181.0	190.2	186.0	717.1	183.7	187.0	188.8
Interest income	(10.8)	(3.4)	(1.7)	(5.0)	(7.4)	(7.7)	(9.7)	(14.0)	(16.5)	(3.5)	(6.5)	(6.4)	(9.2)	(25.6)	(9.9)	(8.3)	(8.3)
Other operating expenses	9.2	11.2	19.2	35.9	58.1	62.2	71.5	68.5	66.7	8.8	13.7	15.0	35.7	73.2	6.2	18.8	19.5
Depreciation, amortization and accretion	522.9	405.3	414.6	460.7	555.5	644.3	800.1	1,003.8	1,285.3	341.6	397.8	398.0	388.2	1,525.6	421.1	396.4	432.4
Stock-based compensation expense	54.6	54.8	60.7	52.6	47.4	52.0	68.1	80.2	90.5	28.1	21.9	20.2	19.7	89.9	36.2	25.7	24.5
<b>ADJUSTED EBITDA</b>	<b>\$979.3</b>	<b>\$1,092.3</b>	<b>\$1,180.9</b>	<b>\$1,347.7</b>	<b>\$1,595.4</b>	<b>\$1,892.4</b>	<b>\$2,176.4</b>	<b>\$2,649.9</b>	<b>\$3,066.6</b>	<b>\$833.1</b>	<b>\$868.9</b>	<b>\$915.0</b>	<b>\$935.7</b>	<b>\$3,552.7</b>	<b>\$997.7</b>	<b>\$1,020.6</b>	<b>\$1,040.2</b>
Divided by total revenue	\$1,456.6	\$1,593.5	\$1,724.1	\$1,985.3	\$2,443.5	\$2,876.0	\$3,361.4	\$4,100.0	\$4,771.5	\$1,289.0	\$1,442.2	\$1,514.8	\$1,539.5	\$5,785.7	\$1,616.2	\$1,662.4	\$1,680.8
<b>ADJUSTED EBITDA MARGIN</b>	<b>67%</b>	<b>69%</b>	<b>68%</b>	<b>68%</b>	<b>65%</b>	<b>66%</b>	<b>65%</b>	<b>65%</b>	<b>64%</b>	<b>65%</b>	<b>60%</b>	<b>60%</b>	<b>61%</b>	<b>61%</b>	<b>62%</b>	<b>61%</b>	<b>62%</b>
AFFO RECONCILIATION <sup>(1)</sup>																	
	2007	2008	2009	2010	2011	2012	2013	2014	2015	1Q16	2Q16	3Q16	4Q16	2016	1Q17	2Q17	3Q17
Adjusted EBITDA	\$979.3	\$1,092.3	\$1,180.9	\$1,347.7	\$1,595.4	\$1,892.4	\$2,176.4	\$2,649.9	\$3,066.6	\$833.1	\$868.9	\$915.0	\$935.7	\$3,552.7	\$997.7	\$1,020.6	\$1,040.2
Straight-line revenue	(69.7)	(50.4)	(36.3)	(105.2)	(144.0)	(165.8)	(147.7)	(123.7)	(155.0)	(32.0)	(35.2)	(34.6)	(29.8)	(131.7)	(52.0)	(50.8)	(48.6)
Straight-line expense	26.7	27.6	26.6	22.3	31.0	33.7	29.7	38.4	56.1	15.8	16.5	17.8	17.6	67.8	17.0	14.3	14.1
Cash interest	(227.5)	(244.0)	(240.4)	(237.6)	(300.8)	(380.6)	(435.3)	(571.6)	(573.4)	(152.5)	(176.6)	(184.6)	(180.3)	(694.0)	(177.7)	(179.0)	(181.4)
Interest Income	10.8	3.4	1.7	5.0	7.4	7.7	9.7	14.0	16.5	3.5	6.5	6.4	9.2	25.6	9.9	8.3	8.3
Cash received (paid) for income taxes <sup>(2)</sup>	(35.3)	(35.1)	(40.2)	(36.4)	(53.9)	(69.3)	(51.7)	(69.2)	(64.0)	(19.4)	(31.0)	(21.5)	(24.4)	(96.2)	(23.1)	(37.3)	(27.3)
Dividends on preferred stock	-	-	-	-	-	-	-	(23.9)	(90.2)	(26.8)	(26.8)	(26.8)	(26.8)	(107.1)	(26.8)	(22.8)	(18.9)
Capital Improvement Capex	(29.2)	(32.5)	(32.5)	(31.4)	(60.8)	(75.4)	(81.2)	(75.0)	(89.9)	(16.7)	(25.8)	(28.0)	(39.8)	(110.2)	(20.5)	(24.8)	(32.6)
Corporate Capex	(12.7)	(5.6)	(8.1)	(11.6)	(18.7)	(20.0)	(30.4)	(24.1)	(16.4)	(2.7)	(4.6)	(2.5)	(6.7)	(16.4)	(3.2)	(3.5)	(5.7)
<b>Consolidated AFFO</b>	<b>\$642.4</b>	<b>\$755.8</b>	<b>\$851.7</b>	<b>\$952.8</b>	<b>\$1,055.5</b>	<b>\$1,222.6</b>	<b>\$1,469.5</b>	<b>\$1,814.7</b>	<b>\$2,150.3</b>	<b>\$602.5</b>	<b>\$591.9</b>	<b>\$641.3</b>	<b>\$654.8</b>	<b>\$2,490.4</b>	<b>\$721.3</b>	<b>\$725.0</b>	<b>\$748.0</b>
Adjustments for noncontrolling interests	N/A	N/A	N/A	N/A	(\$0.9)	(\$16.1)	(\$30.1)	(\$23.6)	(\$34.0)	(\$15.7)	(\$21.4)	(\$29.3)	(\$23.8)	(\$90.3)	(\$40.8)	(\$43.9)	(\$43.3)
<b>AFFO Attributable to Common Stockholders</b>	<b>\$642.4</b>	<b>\$755.8</b>	<b>\$851.7</b>	<b>\$952.8</b>	<b>\$1,054.6</b>	<b>\$1,206.5</b>	<b>\$1,439.4</b>	<b>\$1,791.1</b>	<b>\$2,116.3</b>	<b>\$586.8</b>	<b>\$570.5</b>	<b>\$612.0</b>	<b>\$631.0</b>	<b>\$2,400.1</b>	<b>\$680.6</b>	<b>\$681.2</b>	<b>\$704.7</b>
Divided by weighted average diluted shares outstanding	426.1	418.4	406.9	404.1	400.2	399.6	399.1	400.1	423.0	427.9	429.0	429.9	429.9	429.3	430.2	430.5	432.8
Consolidated AFFO per Share	\$ 1.51	\$ 1.81	\$ 2.09	\$ 2.36	\$ 2.64	\$ 3.06	\$ 3.68	\$ 4.54	\$ 5.08	\$ 1.41	\$ 1.38	\$ 1.49	\$ 1.52	\$ 5.80	\$ 1.68	\$ 1.68	\$ 1.73
AFFO Attributable to Common Stockholders per Share	\$ 1.51	\$ 1.81	\$ 2.09	\$ 2.36	\$ 2.64	\$ 3.02	\$ 3.61	\$ 4.48	\$ 5.00	\$ 1.37	\$ 1.33	\$ 1.42	\$ 1.47	\$ 5.59	\$ 1.58	\$ 1.58	\$ 1.63

(1) Calculation of Consolidated AFFO excludes start-up related capital spending in 2012-2017.

(2) 2007 cash tax included in AFFO calculation has been adjusted to exclude a cash tax refund received in 2007 related to the carry back of certain federal net operating losses. Excludes one-time GTP cash tax charge incurred during the third quarter of 2015.

## RECONCILIATIONS TO HISTORICAL RESULTS

(In millions. Totals may not add due to rounding.)

RETURN ON INVESTED CAPITAL (ROIC) RECONCILIATION <sup>(1)</sup>													
	2007	2008	2009	2010	2011	2012	2013 <sup>(2)</sup>	2014	2015 <sup>(3)</sup>	2016 <sup>(4)</sup>	1Q17	2Q17 <sup>(5)</sup>	3Q17 <sup>(5)</sup>
Adjusted EBITDA	\$979	\$1,092	\$1,181	\$1,348	\$1,595	\$1,892	\$2,401	\$2,650	\$3,206	\$3,743	\$3,991	\$4,082	\$4,161
Cash Taxes	(35)	(35)	(40)	(36)	(54)	(69)	(114)	(69)	(107)	(98)	(92)	(149)	(109)
Maintenance Capex	(29)	(33)	(33)	(31)	(61)	(75)	(81)	(75)	(124)	(159)	(82)	(99)	(130)
Corporate Capex	(13)	(6)	(8)	(12)	(19)	(20)	(23)	(24)	(26)	(27)	(13)	(14)	(23)
Numerator	\$903	\$1,019	\$1,100	\$1,268	\$1,462	\$1,728	\$2,183	\$2,482	\$2,948	\$3,459	\$3,804	\$3,820	\$3,898
Gross PPE	\$4,992	\$5,213	\$5,621	\$6,376	\$7,889	\$9,047	\$10,844	\$11,659	\$14,397	\$15,652	\$16,090	\$15,877	\$16,481
Gross Intangibles	2,666	2,619	2,790	3,213	3,978	4,892	8,471	9,172	12,671	14,795	15,553	15,645	15,705
Gross Goodwill <sup>(6)</sup>	2,333	2,334	2,399	2,660	2,824	2,991	3,928	4,180	4,240	4,510	4,655	4,627	4,629
Denominator	\$9,991	\$10,166	\$10,810	\$12,249	\$14,691	\$16,930	\$23,243	\$25,011	\$31,308	\$34,957	\$36,299	\$36,149	\$36,814
ROIC	9.0%	10.0%	10.2%	10.4%	10.0%	10.2%	9.4%	9.9%	9.4%	9.9%	10.5%	10.6%	10.6%

(1) Historical denominator balances reflect purchase accounting adjustments. Additionally, 2Q17 and 3Q17 reflect PP&E accounting adjustment made in U.S. in 2Q 2017, which was subsequently reversed in 3Q 2017.

(2) 2013 has been adjusted to reflect a full year contribution from the GTP assets.

(3) Represents Q4 2015 annualized numbers to account for full year impact of Verizon Transaction.

(4) Represents Q4 2016 annualized numbers to account for full year impact of Viom Transaction.

(5) Gross PP&E reflects accounting adjustment in U.S. in Q2 2017 which was subsequently reversed in Q3 2017.

(6) Excludes the impact of deferred tax adjustments related to valuation.

## 2017 OUTLOOK RECONCILIATIONS

### 2017 OUTLOOK<sup>(1) (2)</sup>

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

Reconciliations of Outlook for Adjusted EBITDA to Net Income:			
(\$ in millions)	Full Year 2017		
Net income	\$1,340	to	\$1,380
Interest expense	740	to	750
Depreciation, amortization and accretion	1,660	to	1,680
Income Tax Provision	120	to	110
Stock based compensation expense	109	-	109
Other, including other operating expenses, interest income, gain (loss) on retirement of long-term obligations and other income (expense)	101	to	81
Adjusted EBITDA	<u>\$ 4,070</u>	to	<u>\$ 4,110</u>
Reconciliations of Outlook for Consolidated Adjusted Funds From Operations to Net Income:			
(\$ in millions)	Full Year 2017		
Net income	\$1,340	to	\$1,380
Straight-line revenue	(195)	-	(195)
Straight-line expense	63	-	63
Depreciation, amortization and accretion	1,660	to	1,680
Non-cash stock based compensation expense	109	-	109
Deferred portion of income tax	(25)	to	(15)
Amortization of deferred financing costs, capitalized interest and debt discounts and premiums and long-term deferred interest charges	(1)	-	(1)
Other, including other operating expense, loss on retirement of long-term obligations and other expense (income)	131	to	111
Dividends on preferred stock	(87)	-	(87)
Capital improvement capital expenditures	(110)	to	(120)
Corporate capital expenditures	(15)	-	(15)
Consolidated Adjusted Funds From Operations	<u>\$ 2,870</u>	to	<u>\$ 2,910</u>
<p>(1) As reported in the Company's 8-K on October 31, 2017.</p> <p>(2) The Company's outlook is based on the following average foreign currency exchange rates to 1.00 U.S. Dollar for October 31, 2017 through December 31, 2017: (a) 17.90 Argentinean Pesos; (b) 3.20 Brazilian Reais; (c) 655 Chilean Pesos; (d) 3,080 Colombian Pesos; (e) 0.86 Euros; (f) 4.50 Ghanaian Cedi; (g) 64.60 Indian Rupees; (h) 18.40 Mexican Pesos; (i) 360 Nigerian Naira; (j) 5,600 Paraguayan Guarani; (k) 3.30 Peruvian Soles; (l) 13.65 South African Rand; and (m) 3,620 Ugandan Shillings.</p>			