

## RECONCILIATIONS TO HISTORICAL RESULTS

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

RECONCILIATION OF ADJUSTED EBITDA TO NET INCOME													
	2010	2011	2012	2013	2014	2015	2016	2017	2018 <sup>(1)</sup>	2019	4Q19	4Q20	2020
Net income	\$374	\$382	\$594	\$482	\$803	\$672	\$970	\$1,225	\$1,265	\$1,917	\$569	\$362	\$1,692
(Income) loss from discontinued operations, net	(0)	-	-	-	-	-	-	-	-	-	-	-	-
Income from continuing operations	\$374	\$382	\$594	\$482	\$803	\$672	\$970	\$1,225	\$1,265	\$1,917	\$569	\$362	\$1,692
Income from equity method investments	(0)	(0)	(0)	-	-	-	-	-	-	-	-	-	-
Income tax provision (benefit)	182	125	107	60	63	158	156	31	(110)	(0)	(101)	58	130
Other (income) expense	(0)	123	38	208	62	135	48	(31)	(24)	(18)	2	70	241
Loss (gain) on retirement of long-term obligations	2	-	0	39	4	80	(1)	70	3	22	-	-	72
Interest expense	246	312	402	458	580	596	717	750	826	814	201	196	794
Interest income	(5)	(7)	(8)	(10)	(14)	(17)	(26)	(35)	(55)	(47)	(11)	(12)	(40)
Other operating expenses	36	58	62	72	69	67	73	256	513	166	83	198	266
Depreciation, amortization and accretion	461	556	644	800	1,004	1,285	1,526	1,716	2,111	1,778	450	481	1,882
Stock-based compensation expense	53	47	52	68	80	91	90	109	138	111	24	22	121
<b>ADJUSTED EBITDA</b>	<b>\$1,348</b>	<b>\$1,595</b>	<b>\$1,892</b>	<b>\$2,176</b>	<b>\$2,650</b>	<b>\$3,067</b>	<b>\$3,553</b>	<b>\$4,090</b>	<b>\$4,667</b>	<b>\$4,745</b>	<b>\$1,217</b>	<b>\$1,375</b>	<b>\$5,156</b>
Divided by total revenue	\$1,985	\$2,444	\$2,876	\$3,361	\$4,100	\$4,772	\$5,786	\$6,664	\$7,440	\$7,580	\$1,924	\$2,123	\$8,042
<b>ADJUSTED EBITDA MARGIN</b>	<b>68%</b>	<b>65%</b>	<b>66%</b>	<b>65%</b>	<b>65%</b>	<b>64%</b>	<b>61%</b>	<b>61%</b>	<b>63%</b>	<b>63%</b>	<b>63%</b>	<b>65%</b>	<b>64%</b>
AFFO RECONCILIATION <sup>(2)</sup>													
	2010	2011	2012	2013	2014	2015	2016	2017	2018 <sup>(1)</sup>	2019	4Q19	4Q20	2020
Adjusted EBITDA	\$1,348	\$1,595	\$1,892	\$2,176	\$2,650	\$3,067	\$3,553	\$4,090	\$4,667	\$4,745	\$1,217	\$1,375	\$5,156
Straight-line revenue	(105)	(144)	(166)	(148)	(124)	(155)	(132)	(194)	(88)	(184)	(84)	(143)	(322)
Straight-line expense	22	31	34	30	38	56	68	62	58	44	12	14	52
Cash interest <sup>(3)</sup>	(238)	(301)	(381)	(435)	(572)	(573)	(694)	(723)	(807)	(800)	(193)	(187)	(824)
Interest Income	5	7	8	10	14	16	26	35	55	47	10	11	40
Cash paid for income taxes <sup>(4)</sup>	(36)	(54)	(69)	(52)	(69)	(64)	(96)	(137)	(164)	(147)	(36)	(60)	(146)
Dividends on preferred stock	-	-	-	-	(24)	(90)	(107)	(87)	(9)	-	-	-	-
Dividends to noncontrolling interest holders	-	-	-	-	-	-	-	(13)	(14)	(13)	(13)	(8)	(8)
Capital improvement Capex	(31)	(61)	(75)	(81)	(75)	(90)	(110)	(114)	(150)	(160)	(51)	(64)	(150)
Corporate Capex	(12)	(19)	(20)	(30)	(24)	(16)	(16)	(17)	(9)	(11)	(3)	(2)	(9)
<b>Consolidated AFFO</b>	<b>\$953</b>	<b>\$1,055</b>	<b>\$1,223</b>	<b>\$1,470</b>	<b>\$1,815</b>	<b>\$2,150</b>	<b>\$2,490</b>	<b>\$2,902</b>	<b>\$3,539</b>	<b>\$3,521</b>	<b>\$859</b>	<b>\$936</b>	<b>\$3,788</b>
Adjustments for noncontrolling interests	N/A	(1)	(16)	(30)	(24)	(34)	(90)	(147)	(349)	(79)	11	(12)	(25)
<b>AFFO Attributable to Common Stockholders</b>	<b>\$953</b>	<b>\$1,055</b>	<b>\$1,207</b>	<b>\$1,439</b>	<b>\$1,791</b>	<b>\$2,116</b>	<b>\$2,400</b>	<b>\$2,755</b>	<b>\$3,191</b>	<b>\$3,442</b>	<b>\$870</b>	<b>\$923</b>	<b>\$3,764</b>
Divided by weighted average diluted shares outstanding	404.1	400.2	399.6	399.1	400.1	423.0	429.3	431.7	443.0	445.5	445.9	446.3	446.1
Consolidated AFFO per Share	\$ 2.36	\$ 2.64	\$ 3.06	\$ 3.68	\$ 4.54	\$ 5.08	\$ 5.80	\$ 6.72	\$ 7.99	\$ 7.90	\$ 1.93	\$ 2.10	\$ 8.49
AFFO Attributable to Common Stockholders per Share	\$ 2.36	\$ 2.64	\$ 3.02	\$ 3.61	\$ 4.48	\$ 5.00	\$ 5.59	\$ 6.38	\$ 7.20	\$ 7.73	\$ 1.95	\$ 2.07	\$ 8.44

(1) Includes one-time net positive impacts to 2018 Adjusted EBITDA and Consolidated AFFO related to the Company's settlement with Tata in Q4 2018.

(2) Calculation of Consolidated AFFO excludes start-up related capital spending in 2012-2020.

(3) In Q2 2019, the Company made a capitalized interest payment of approximately \$14.2 million associated with the purchase of the shareholder loan previously held by its joint venture partner in Ghana. In Q1 2020, the Company made a capitalized interest payment of approximately \$63.3 million associated with the acquisition of MTN's redeemable noncontrolling interests in each of our joint ventures in Ghana and Uganda. In each case, the deferred interest was previously expensed but excluded from Consolidated AFFO.

(4) Excludes one-time GTP cash tax charge incurred during the third quarter of 2015.

# RECONCILIATIONS TO HISTORICAL RESULTS

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RETURN ON INVESTED CAPITAL (ROIC) RECONCILIATION <sup>(1)</sup>											
	2010	2011	2012	2013 <sup>(2)</sup>	2014	2015 <sup>(3)</sup>	2016 <sup>(4)</sup>	2017 <sup>(5)</sup>	2018 <sup>(5)(6)</sup>	2019 <sup>(5)</sup>	2020 <sup>(5)</sup>
Adjusted EBITDA	\$1,348	\$1,595	\$1,892	\$2,401	\$2,650	\$3,206	\$3,743	\$4,149	\$4,398	\$4,917	\$5,280
Cash Taxes	(36)	(54)	(69)	(114)	(69)	(107)	(98)	(137)	(141)	(168)	(146)
Capital Improvement Capex	(31)	(61)	(75)	(81)	(75)	(124)	(159)	(115)	(150)	(160)	(150)
Corporate Capex	(12)	(19)	(20)	(23)	(24)	(26)	(27)	(17)	(9)	(11)	(9)
Numerator	\$1,268	\$1,462	\$1,728	\$2,183	\$2,482	\$2,948	\$3,459	\$3,880	\$4,098	\$4,579	\$4,974
Gross PPE	\$6,376	\$7,889	\$9,047	\$10,844	\$11,659	\$14,397	\$15,652	\$16,950	\$17,717	\$19,326	\$20,672
Gross Intangibles	3,213	3,978	4,892	8,471	9,172	12,671	14,795	16,183	16,323	18,474	20,734
Gross Goodwill <sup>(7)</sup>	2,660	2,824	2,991	3,928	4,180	4,240	4,510	4,879	4,797	5,492	6,600
Denominator	\$12,249	\$14,691	\$16,930	\$23,243	\$25,011	\$31,308	\$34,957	\$38,012	\$38,837	\$43,292	\$48,006
<b>ROIC</b>	<b>10.4%</b>	<b>10.0%</b>	<b>10.2%</b>	<b>9.4%</b>	<b>9.9%</b>	<b>9.4%</b>	<b>9.9%</b>	<b>10.2%</b>	<b>10.6%</b>	<b>10.6%</b>	<b>10.4%</b>

(1) Historical denominator balances reflect purchase accounting adjustments.

(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) Adjusted to annualize impacts of acquisitions closed throughout the year.

(6) Shown excluding the impact of the Company's settlement with Tata in Q4 2018.

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

## 2021 OUTLOOK RECONCILIATIONS

### 2021 OUTLOOK<sup>(1) (2)</sup>

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

Reconciliations of Outlook for Adjusted EBITDA to Net Income:			
	Full Year 2021		
Net income	\$2,165	to	\$2,265
Interest expense	860	to	840
Depreciation, amortization and accretion	2,105	to	2,125
Income tax provision	205	to	215
Stock-based compensation expense	120	-	120
Other, including other operating expenses, interest income, gain (loss) on retirement of long-term obligations and other income (expense)	135	to	125
Adjusted EBITDA	<b>\$ 5,590</b>	<b>to</b>	<b>\$ 5,690</b>
Reconciliations of Outlook for Consolidated Adjusted Funds From Operations to Net Income:			
	Full Year 2021		
Net income	\$2,165	to	\$2,265
Straight-line revenue	(435)	-	(435)
Straight-line expense	65	-	65
Depreciation, amortization and accretion	2,105	to	2,125
Stock-based compensation expense	120	-	120
Deferred portion of income tax	-	-	-
Amortization of deferred financing costs, capitalized interest and debt discounts and premiums and long-term deferred interest charges	37	-	37
Other, including dividends to noncontrolling interest holders, other operating expense, loss on retirement of long-term obligations and other income (expense)	168	to	158
Capital improvement capital expenditures	(160)	to	(170)
Corporate capital expenditures	(5)	-	(5)
Consolidated Adjusted Funds From Operations	<b>\$ 4,060</b>	<b>to</b>	<b>\$ 4,160</b>
<p>(1) As reported in the Company's Form 8-K on February 25, 2021.</p> <p>(2) The Company's outlook is based on the following average foreign currency exchange rates to 1.00 U.S. Dollar for February 25th, 2021 through December 31, 2021: (a) 107 Argentinean Pesos; (b) 1.30 Australian Dollars; (c) 5.40 Brazilian Reals; (d) 1.27 Canadian Dollars; (e) 730 Chilean Pesos; (f) 3,520 Colombian Pesos; (g) 0.82 Euros; (h) 5.90 Ghanaian Cedis; (i) 73.10 Indian Rupees; (j) 111 Kenyan Shillings; (k) 20.00 Mexican Pesos; (l) 400 Nigerian Naira; (m) 6,900 Paraguayan Guarani; (n) 3.65 Peruvian Soles; (o) 3.75 Polish Zloty; (p) 15.15 South African Rand; (q) 3,690 Ugandan Shillings; and (r) 540 West African CFA Francs.</p>			