

PRESENTATION



SBA Communications Corporation

Second Quarter 2021

Supplemental Financial Data

Key Financial and Operational Measures and Non-GAAP Financial Measures



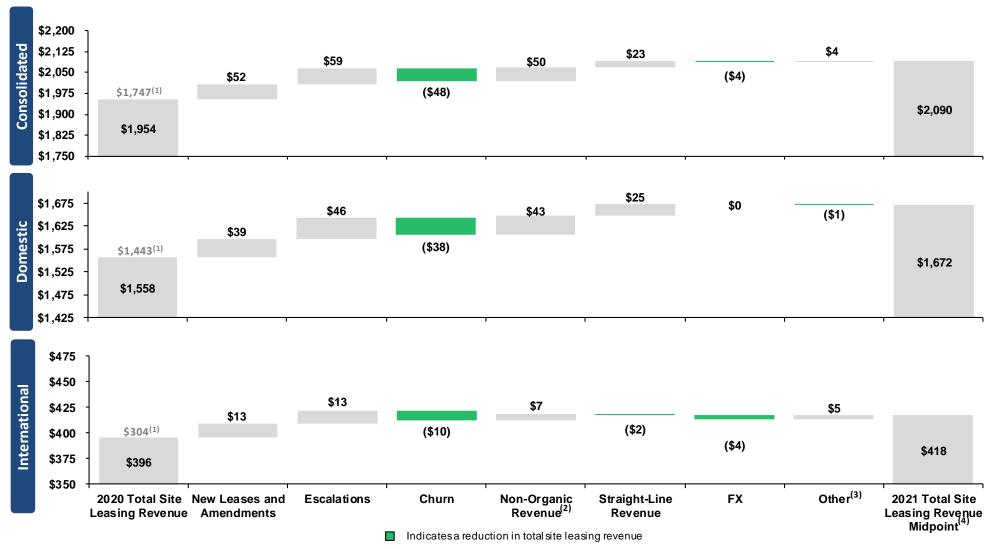
This Supplemental Financial Data package provides key financial and operational data as well as reconciliations of those non-GAAP financial measures that SBA Communications Corporation ("SBA" or "We") use in evaluating the performance of our business.

These non-GAAP financial measures include (1) Cash Site Leasing Revenue, (2) Core Recurring Cash Leasing Revenue, (3) Tower Cash Flow and Tower Cash Flow Margin, (4) Adjusted EBITDA, Annualized Adjusted EBITDA, and Adjusted EBITDA Margin, (5) Return on Invested Capital, (6) Net Debt, Net Secured Debt, Leverage Ratio, Net Cash Interest Coverage Ratio, and Secured Leverage Ratio, (7) Funds From Operations, Adjusted Funds From Operations, and Adjusted Funds From Operations Per Share and (8) certain financial metrics after eliminating the impact of changes in foreign currency exchange rates (collectively, our "Constant Currency Measures") and other identified non-recurring items. The following pages provide reconciliations of these non-GAAP financial measures to their most comparable GAAP measures and the other information required by Regulation G.



Bridge of 2020 Total Site Leasing Revenue to 2021 Guidance (\$M)





- $1. \ \ Represents core \ recurring \ cash \ leasing \ revenue \ (see page 5 for reconciliation \ of \ this non-GAAP \ metric)$
- 2. Includes contributions from acquisitions and new infrastructure builds
- 3. Includes pass-through reimbursable expenses, amortization of capital contributions for tower augmentations, managed and non-macro business and other miscellaneous items
- 4. Based on guidance issued on August 2, 2021

Reconciliation of Site Leasing Revenue to Core Recurring Cash Leasing Revenue



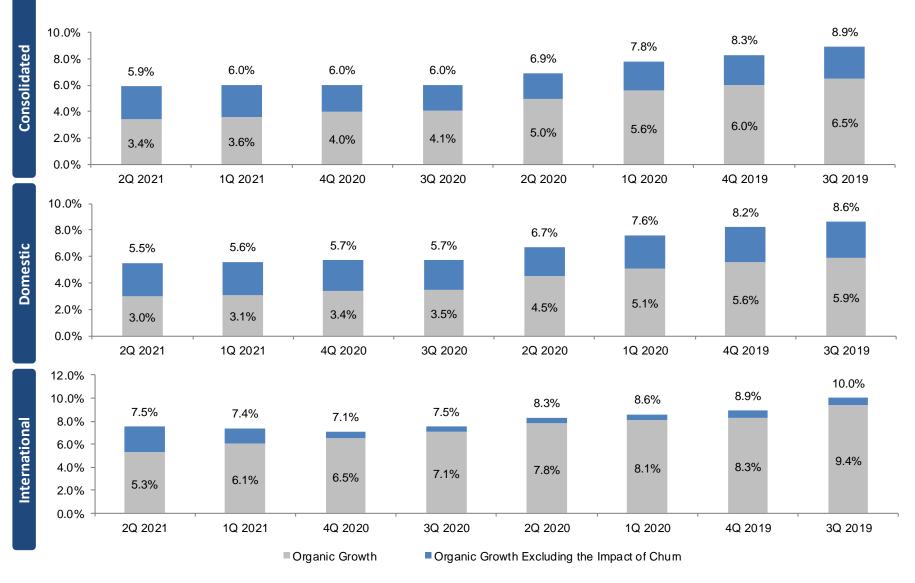
			FY:	2021					FY	2020		
(\$M)	Cons	solidated	<u>Don</u>	<u>nestic</u>	Inter	<u>national</u>	<u>Con</u>	<u>solidated</u>	<u>Do</u>	<u>mestic</u>	Inter	national
Total Site Leasing Revenue	\$	1,029	\$	822	\$	207	\$	1,954	\$	1,558	\$	396
Less: Straight-Line Revenue		10		12		(2)		4		6		(2)
Less: Pass Through Reimbursable Expenses		65		19		46		121		35		86
Less: Amortization of Capital Contributions		13		12		1		33		32		1
Less: Managed and Non-Macro Business		12		11		1		22		21		1
Less: Other Miscellaneous Items (1)		13		10		3		27		21		6
Core Recurring Cash Leasing Revenue	\$	916	\$	758	\$	158	\$	1,747	\$	1,443	\$	304
% of Total Site Leasing Revenue Total Site Leasing Revenue		100%		100%		100%		100%		100%		100%
Less: Straight-Line Revenue		1%		1%		-1%		0%		0%		-1%
Less: Pass Through Reimbursable Expenses		6%		2%		22%		6%		2%		22%
Less: Amortization of Capital Contributions		1%		1%		0%		2%		2%		0%
Less: Managed and Non-Macro Business		1%		1%		0%		1%		1%		0%
Less: Other Miscellaneous Items (1)		1%		1%		1%		1%		1%		2%
Core Recurring Cash Leasing Revenue	·	90%	<u></u>	94%		78%		90%		94%		77%

Note: Percentages may not add up due to rounding

^{1.} Includes out of period billings, cash basis revenues, termination fees and other miscellaneous items

Historical Same Tower Y-o-Y Organic Leasing Revenue Growth Rates (%)⁽¹⁾





^{1.} Same tower leasing revenue growth represents the newly added cash recurring leasing revenue over the prior twelve month period divided by the total core recurring cash leasing revenue of the prior year comparable period. This growth is calculated only on the population of towers owned for both the current period and the comparable prior year period on a constant currency basis.

Historical Capital Allocation (\$M)



	YTD 2021		2020	2019	2018	2017			
						(in millions)			
Share Repurchases	\$	168.9	\$	856.0	\$	470.3	\$	795.6	\$ 854.5
Acquisitions (1)		1,116.6		181.5		701.5		406.7	456.2
Dividends		126.9		207.7		83.4		0.0	0.0
Construction and related costs on new builds		22.6		54.7		57.0		65.6	68.8
Augmentation and tower upgrades		14.4		38.3		62.8		49.4	43.0
Land buyouts and other assets		13.3		89.9		72.5		45.1	48.6
Tower maintenance		16.3		29.4		29.0		29.6	30.1
General corporate		2.1		6.1		5.4		5.2	5.1
Total Capital Allocation	\$	1,481.0	\$	1,463.6	\$	1,481.9	\$	1,397.2	\$ 1,506.3
Period End Leverage Ratio ⁽²⁾		7.3x		7.1x		7.1x		7.3x	7.5x

^{1. 2017} includes \$63m of acquisition consideration paid in the form of common stock

^{2.} Defined as net debt divided by Annualized Adjusted EBITDA (see pages 34 and 35 for reconciliation of these non-GAAP metrics)

Note: Historical activity is not necessarily indicative of future capital allocation and totals may not add up due to rounding

Customer Concentration



The following is a list of significant customers and the percentage of total segment revenue for the specified time periods derived from such customers.

Percentage of Domestic Site Leasing Revenue

For the three months ended

	6/30/2021	3/31/2021	12/31/2020	9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019
T-Mobile ⁽¹⁾	40.0%	40.4%	40.4%	40.2%	40.4%	41.1%	41.0%	40.8%
AT&T Wireless	30.4%	31.2%	32.1%	32.3%	32.2%	32.0%	32.5%	32.0%
Verizon Wireless	20.2%	18.5%	18.4%	18.5%	18.6%	18.4%	18.5%	18.6%

Percentage of International Site Leasing Revenue

For the three months ended

	6/30/2021	3/31/2021	12/31/2020	9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019
Oi S.A.	28.2%	28.2%	28.4%	28.2%	28.6%	29.5%	29.6%	30.8%
Telefonica ⁽¹⁾	18.1%	17.9%	17.8%	18.3%	18.2%	18.0%	21.3%	23.7%
America Movil	14.0%	14.2%	14.4%	14.8%	15.1%	13.7%	11.1%	11.6%

^{1.} Prior periods have been adjusted to reflect customer mergers and acquisitions transactions.

Selected Foreign Currency Exposure



The following is a summary of the percentage of Total Cash Site Leasing Revenue generated in non-U.S. dollars by currency.

For the three months ended

	6/30/2021	3/31/2021	12/31/2020	9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019
Brazilian Real ⁽¹⁾	11.5%	11.1%	11.2%	10.8%	10.9%	12.8%	12.1%	12.1%
Brazilian Real ⁽²⁾	8.4%	8.1%	8.2%	8.0%	8.0%	9.6%	8.8%	8.7%
Canadian Dollar ⁽¹⁾	0.9%	0.9%	0.9%	0.8%	0.8%	0.8%	0.8%	0.8%
South African Rand (1)	2.0%	1.9%	1.7%	1.6%	1.4%	1.5%	1.6%	0.5%
Other (1) (3)	0.8%	0.8%	0.8%	0.8%	0.8%	0.8%	0.9%	0.9%

^{1.} Defined as (A) the USD equivalent of Total Cash Site Leasing Revenue generated in functional currency divided by (B) Consolid ated Total Cash site leasing revenue

^{2.} Defined as (A) the USD equivalent of Total Cash Site Leasing Revenue generated in Brazilian Real minus pass through reimbursable expenses generated in Brazilian Real divided by (B) Consolidated Total Cash site leasing revenue minus Consolidated pass through reimbursable expenses

^{3.} Other includes the contribution from revenues denominated in Chilean Pesos, Peruvian Soles, Colombian Pesos, and Argentinean Pesos

Pass Through Reimbursable Expenses



The following is a summary of pass through reimbursable expenses which are associated with site leasing revenue.

	For the three months ended															
		6/30/2021	3	/31/2021	12	/31/2020	9	/30/2020	6	/30/2020	3	/31/2020	12	/31/2019	9	/30/2019
								(in thousa	nds	s)						_
Domestic	\$	9,007	\$	9,573	\$	9,208	\$	9,097	\$	8,289	\$	8,683	\$	9,052	\$	8,646
International		23,502		22,662		21,692		20,519		20,399		23,528		22,789		21,475
Total	\$	32,509	\$	32,235	\$	30,900	\$	29,616	\$	28,688	\$	32,211	\$	31,841	\$	30,121

Tower Cash Flow Margin and Adjusted EBITDA Margin Excluding Pass Through Reimbursable Expenses



Tower Cash Flow Margin and Adjusted EBITDA Margin excluding pass through reimbursable expenses which are associated with site leasing revenue are non-GAAP measures that we believe provide investors information indicative of the Company's operating efficiency excluding the impact of fully reimbursable expenses.

	For the three months ended												
	6/30/2021	3/31/2021	12/31/2020	9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019					
Tower Cash Flow Margin (1)	87.4%	87.2%	87.1%	86.9%	86.9%	87.0%	86.8%	86.6%					
Adjusted EBITDA Margin (2)	75.0%	75.6%	75.4%	75.8%	77.1%	76.7%	75.7%	75.0%					

^{1.} Defined as (A) Tower Cash Flow divided by (B) Cash site leasing revenue minus revenue from pass through reimbursable expenses (see page 21 for a reconciliation)

^{2.} Defined as (A) Adjusted EBITDA divided by (B) Total revenues minus non-cash straight-line leasing revenue minus revenue from pass through reimbursable expenses (see page 25 for a reconciliation)

Amortization of Capital Contributions



The following is a summary of amortization of capital contributions for tower augmentations as leasing revenue.

For the three months ended

	6	/30/2021	3/	/31/2021	12/31	/2020	9	/30/2020	6/	30/2020	3/	/31/2020	1	2/31/2019	9/30/2019
								(in thou	sano	ls)					
Total	\$	5,974	\$	6,641	\$	7,324	\$	8,148	\$	8,880	\$	8,387	\$	8,437	\$ 7,646

Return on Invested Capital (ROIC)



	6/30/2021	3/31/2021	12/31/2020	9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019
				(in thou	ısands)			_
Adjusted EBITDA ⁽¹⁾ Less: Cash taxes ⁽¹⁾	\$ 1,600,776 (25,976)	\$ 1,560,284 (24,540)	\$ 1,522,384 (18,596)	\$ 1,493,204 (24,764)	\$ 1,475,068 (22,232)	\$ 1,479,792 (23,572)	\$ 1,449,572 (28,712)	\$ 1,421,708 (24,184)
Numerator	\$ 1,574,800	\$ 1,535,744	\$ 1,503,788	\$ 1,468,440	\$ 1,452,836	\$ 1,456,220	\$ 1,420,860	\$ 1,397,524
Historical Gross Property and Equipment (2)	\$ 6,865,007	\$ 6,814,679	\$ 6,783,826	\$ 6,726,095	\$ 6,640,584	\$ 6,598,695	\$ 6,532,617	\$ 6,427,632
Historical Gross Intangibles (2)(3) Denominator	8,779,244 \$15,644,251	8,720,182 \$15,534,861	7,747,026 \$14,530,852	7,629,255 \$14,355,349	7,610,046 \$14,250,630	7,596,786 \$14,195,481	7,528,264 \$14,060,881	7,089,550 \$13,517,182
20.00	<u> </u>	Ţ : 2,2 3 1, 33 1	+ · ·,·····	÷ : :,: 30,0 :0	Ţ : :,= 30 , 30	+ ,- - -,	,	+ · · · · · · · · · · · · · · · · · · ·
Return on Invested Capital	10.1%	9.9%	10.3%	10.2%	10.2%	10.3%	10.1%	10.3%

Note: Excludes returns on stock repurchases

- 1. Numbers are annualized see page 24 for reconciliation of Annualized Adjusted EBITDA
- 2. Calculated using historical foreign currency exchange rates in effect at date of investment and excludes any impairment charges
- 3. The invested capital of \$955M related to the acquisition of wireless tenant licenses on 697 utility transmission structures from the PG&E transaction is included in Historical Gross Intangibles for the quarters ended March 31, 2021 and June 30, 2021 and is presented as a Acquired and other Right-of-use asset, net on the Company's consolidated balance sheet

Non-Cash Straight Line Summary



For the year ended December 31,

	2000111801 01,												
	2	2022E ⁽¹⁾		2021E ⁽¹⁾		2020 2019			2018			2017	2016
							(in t	housands)				
Consolidated													
Non-cash straight-line revenue (2)	\$	18,800	\$	27,200	\$	3,475	\$	12,368	\$	18,643	\$	16,419	\$ 31,650
Non-cash straight-line ground lease expense (3)		2,300		7,900		13,954		19,944		26,212		30,850	34,708
<u>Domestic</u>													
Non-cash straight-line revenue (2)	\$	22,700	\$	31,000	\$	5,733	\$	10,117	\$	11,111	\$	928	\$ 12,461
Non-cash straight-line ground lease expense (3)		1,200		6,300		12,071		18,165		24,514		27,110	31,061
<u>International</u>													
Non-cash straight-line revenue (2)	\$	(3,900)	\$	(3,800)	\$	(2,258)	\$	2,251	\$	7,532	\$	15,492	\$ 19,189
Non-cash straight-line ground lease expense (3)		1,100		1,600		1,884		1,779		1,698		3,741	3,646

^{1.} Estimates translated at foreign currency exchange rates based on guidance issued August 2, 2021

^{2.} Non-cash straight-line revenue represents the difference between the revenue that we are required to recognize in accordance with GAAP for the period presented and the cash that we receive under the relevant lease for the period presented. For purposes of calculating the 2021 and 2022 projections above, we assume only those escalators that are currently in place. For a more detailed discussion of our revenue recognition policy, please review our "Critical Accounting Policies and Estimates" in our Form 10-K.

^{3.} Non-cash straight-line ground lease expense represents the difference between the ground lease expense that we are required to recognize in accordance with GAAP for the period presented and the cash that we actually pay under the relevant ground lease for the period presented. For purposes of calculating the 2021 and 2022 projections above, we assume only those escalators that are currently in place. For a more detailed discussion of our revenue recognition policy, please review our "Critical Accounting Policies and Estimates" in our Form 10-K.

Segment Profitability



Segment Operating Profit and Segment Operating Profit Margin for the Three Months are as follows:

	Domestic Site Leasing	Int'l Site	Lea	sing	Total Site Leasing					Site Developmer				
	For the three months ended June 30,			For the thi				For the thr				For the thr ended		
	 2021		2020	2021		2020		2021		2020		2021		2020
						(in tho	usa	nds)						
Segment revenue Segment cost of revenues (excluding depreciation, accretion, and	\$ 418,829	\$	388,018	\$ 105,266	\$	94,385	\$	524,095	\$	482,403	\$	51,433	\$	24,823
amortization)	(63,948)		(64,093)	(31,402)		(27,505)		(95,350)		(91,598)		(40,409)		(19,904)
Segment operating profit	\$ 354,881	\$	323,925	\$ 73,864	\$	66,880	\$	428,745	\$	390,805	\$	11,024	\$	4,919
Segment operating profit margin	 84.7%		83.5%	70.2%		70.9%		81.8%		81.0%		21.4%		19.8%



Constant Currency Measures



We eliminate the impact of changes in foreign currency exchange rates for each of the following financial metrics (collectively, our "Constant Currency Measures") by dividing the current period's financial results by the average monthly exchange rates of the prior year period and by eliminating the impact of the remeasurement of our intercompany loans. The table below provides the reconciliation of the reported growth rate year-over-year, of each of the measures included in the table, to the growth rate after eliminating the impact of changes in foreign currency exchange rates to such measure.

We believe that our Constant Currency Measures provide management and investors the ability to evaluate the performance of the business without the impact of foreign exchange fluctuations.

	Second		
	quarter		Growth
	2021 year	Foreign	excluding
	over year	currency	foreign
	growth rate	impact	currency impact
Total site leasing revenue	8.6%	0.7%	7.9%
Total cash site leasing revenue	6.7%	0.7%	6.0%
Int'l cash site leasing revenue	11.9%	3.6%	8.3%
Total site leasing segment oper. profit	9.7%	0.6%	9.1%
Int'l site leasing segment oper. profit	10.4%	3.5%	6.9%
Total site leasing tower cash flow	6.9%	0.6%	6.3%
Int'l site leasing tower cash flow	10.9%	3.5%	7.4%
Netincome	561.0%	476.2%	84.8%
Earnings per share - diluted	585.0%	495.5%	89.5%
Adjusted EBITDA	8.5%	0.6%	7.9%
AFFO	12.9%	0.7%	12.2%
AFFO per share	15.3%	0.9%	14.4%



Cash Site Leasing Revenue is defined as site leasing revenue less non-cash straight-line site leasing revenue. Tower Cash Flow is defined as Cash Site Leasing Revenue less site leasing cost of revenues net of non-cash straight-line ground lease expense and Tower Cash Flow Margin is defined as Tower Cash Flow divided by Cash Site Leasing Revenue. We discuss these non-GAAP financial measures because we believe these items are indicators of performance of our site leasing operations. In addition, Tower Cash Flow is a component of the calculation used by our lenders to determine compliance with certain covenants under our Senior Credit Agreement. Neither Cash Site Leasing Revenue, Tower Cash Flow nor Tower Cash Flow Margin are intended to be alternative measures of site leasing gross profit nor of site leasing gross profit margin as determined in accordance with GAAP.

	I	Domestic S	Site	Leasing	Int'l Site	Lea	asing		Total Site	e Le	asing
		For the the			For the three ended J				For the thi		
		2021		2020	2021		2020		2021		2020
				_	(in tho	usa	nds)				
Site leasing revenue	\$	418,829	\$	388,018	\$ 105,266	\$	94,385	\$	524,095	\$	482,403
Non-cash straight-line site leasing revenue		(10,547)		(937)	1,032		591		(9,515)		(346)
Cash site leasing revenue		408,282		387,081	106,298		94,976		514,580		482,057
Site leasing cost of revenues (excluding											
depreciation, accretion, and amortization)		(63,948)		(64,093)	(31,402)		(27,505)		(95,350)		(91,598)
Non-cash straight-line ground lease expense		1,594		3,237	413	_	441	_	2,007	_	3,678
Tower Cash Flow	\$	345,928	\$	326,225	\$ 75,309	\$	67,912	\$	421,237	\$	394,137
Tower Cash Flow Margin		84.7%		84.3%	70.8%		71.5%		81.9%		81.8%



								Dom	est	ic						
	6/	30/2021	3/	31/2021	12	/31/2020	9/	30/2020	6/	30/2020	3/	31/2020	12	/31/2019	9/	30/2019
								(in thou	sa	nds)						
Site leasing revenue	\$	418,829	\$	403,579	\$	392,987	\$	390,961	\$	388,018	\$	386,345	\$	380,386	\$	374,705
Non-cash straight-line leasing revenue		(10,547)		(1,330)		(1,046)		(1,343)		(937)		(2,406)		(2,695)		(3,319)
Cash site leasing revenue		408,282		402,249		391,941		389,618		387,081		383,939		377,691		371,386
Site leasing cost of revenues (excluding																
depreciation, accretion, and amortization)		(63,948)		(65,120)		(64,448)		(64,228)		(64,093)		(63,905)		(63,889)		(63,836)
Non-cash straight-line ground lease expense		1,594		2,214		2,593		2,888		3,237		3,353		3,565		4,048
Tower Cash Flow	\$	345,928	\$	339,343	\$	330,086	\$	328,278	\$	326,225	\$	323,387	\$	317,367	\$	311,598
Tower Cash Flow Margin		84.7%		84.4%		84.2%		84.3%		84.3%		84.2%		84.0%		83.9%
Pass-through reimbursable expenses	\$	9,007	\$	9,573	\$	9,208	\$	9,097	\$	8,289	\$	8,683	\$	9,052	\$	8,646
Cash site leasing revenues minus pass-through reimbursable expenses	\$	399,275	\$	392,676	\$	382,733	\$	380,521	\$	378,792	\$	375,256	\$	368,639	\$	362,740
Tower Cash Flow Margin minus pass-through reimbursable expenses		86.6%		86.4%		86.2%		86.3%		86.1%		86.2%		86.1%		85.9%



								Interna	ıtio	nal						
	6/3	30/2021	3/:	31/2021	12/	31/2020	9/3	30/2020	6/	30/2020	3/	31/2020	12	/31/2019	9/3	30/2019
								(in thou	sar	nds)						
Site leasing revenue	\$	105,266	\$	101,524	\$	99,960	\$	95,804	\$	94,385	\$	106,011	\$	100,714	\$	93,867
Non-cash straight-line leasing revenue		1,032		754		894		708		591		65		(328)		(488)
Cash site leasing revenue		106,298		102,278		100,854		96,512		94,976		106,076		100,386		93,379
Site leasing cost of revenues (excluding																
depreciation, accretion, and amortization)		(31,402)		(30,248)		(29,211)		(28,494)		(27,505)		(31,894)		(30,896)		(29,157)
Non-cash straight-line ground lease expense		413		427		460		487		441		495		499		474
Tower Cash Flow	\$	75,309	\$	72,457	\$	72,103	\$	68,505	\$	67,912	\$	74,677	\$	69,989	\$	64,696
Tower Cash Flow Margin		70.8%		70.8%		71.5%		71.0%		71.5%		70.4%		69.7%		69.3%
Pass-through reimbursable expenses	\$	23,502	\$	22,662	\$	21,692	\$	20,519	\$	20,399	\$	23,528	\$	22,789	\$	21,475
Cash site leasing revenues minus pass-through reimbursable expenses	\$	82,796	\$	79,616	\$	79,162	\$	75,993	\$	74,577	\$	82,548	\$	77,597	\$	71,904
Tower Cash Flow Margin minus pass-through reimbursable expenses		91.0%		91.0%		91.1%		90.1%		91.1%		90.5%		90.2%		90.0%



								Conso	ida	ted						
	6/30/2	2021	3/3	31/2021	12	/31/2020	9/	30/2020	6/	30/2020	3/3	31/2020	12	/31/2019	9/	30/2019
								(in thou	sar	nds)						
Site leasing revenue	\$ 52	4,095	\$	505,103	\$	492,947	\$	486,765	\$	482,403	\$	492,356	\$	481,100	\$	468,572
Non-cash straight-line leasing revenue	(9	9,515)		(576)		(152)		(635)		(346)		(2,341)		(3,023)		(3,807)
Cash site leasing revenue	51	4,580		504,527		492,795		486,130		482,057		490,015		478,077		464,765
Site leasing cost of revenues (excluding																
depreciation, accretion, and amortization)	(95	5,350)		(95,368)		(93,659)		(92,722)		(91,598)		(95,799)		(94,785)		(92,993)
Non-cash straight-line ground lease expense		2,007		2,641		3,053		3,375		3,678		3,848		4,064		4,522
Tower Cash Flow	\$ 42	1,237	\$	411,800	\$	402,189	\$	396,783	\$	394,137	\$	398,064	\$	387,356	\$	376,294
Tower Cash Flow Margin	8	31.9%		81.6%		81.6%		81.6%		81.8%		81.2%		81.0%		81.0%
B	Φ 0	0.500	Φ.	00.005	Φ.	00.000	•	00.040	•	00.000	•	00.044	Φ.	04.044	Φ.	00.404
Pass-through reimbursable expenses	\$ 3	2,509	\$	32,235	\$	30,900	\$	29,616	\$	28,688	\$	32,211	\$	31,841	\$	30,121
Cash site leasing revenues minus pass-through reimbursable expenses	\$ 48	2,071	\$	472,292	\$	461,895	\$	456,514	\$	453,369	\$	457,804	\$	446,236	\$	434,644
Tower Cash Flow Margin minus pass-through reimbursable expenses	8	37.4%		87.2%		87.1%		86.9%		86.9%		87.0%		86.8%		86.6%

Tower Cash Flow



The annual reconciliation of Tower Cash Flow is as follows:

For the year ended December 31

	2020	2019		2018	2017	2016
			(in	thousands)		
Site leasing revenue	\$ 1,954,472	\$ 1,860,858	\$	1,740,434	\$ 1,623,173	\$ 1,538,070
Site leasing cost of revenues (excluding depreciation, accretion, and amortization)	(373,778)	(373,951)		(372,296)	(359,527)	(342,215)
Site Leasing Segment Operating Profit	\$ 1,580,694	\$ 1,486,907	\$	1,368,138	\$ 1,263,646	\$ 1,195,855
Non-cash straight-line leasing revenue	(3,475)	(12,368)		(18,643)	(16,419)	(31,650)
Non-cash straight-line ground lease expense	13,954	19,944		26,212	30,850	34,708
Tower Cash Flow	\$ 1,591,173	\$ 1,494,483	\$	1,375,707	\$ 1,278,077	\$ 1,198,913

Note: Annual numbers may not add up due to rounding

Adjusted EBITDA, Annualized Adjusted EBITDA and Adjusted EBITDA Margin



Adjusted EBITDA is defined as net income (loss) excluding the impact of interest expense, interest income, provision for or benefit from taxes, depreciation, accretion and amortization, asset impairment and decommission costs, non-cash compensation, loss from extinguishment of debt, net, other (income) and expense, acquisition and new business initiatives related adjustments and expenses, non-cash straight-line leasing revenue, and non-cash straight-line ground lease expense. Adjusted EBITDA excludes acquisition related costs which, pursuant to the adoption of new business combination accounting guidance, are expensed and included within operating expenses. Annualized Adjusted EBITDA is calculated as Adjusted EBITDA for the most recent quarter multiplied by four. Adjusted EBITDA Margin is defined as Adjusted EBITDA divided by the difference of total revenue minus non-cash straight-line leasing revenue.

Adjusted EBITDA is useful to investors or other interested parties in evaluating our financial performance. Adjusted EBITDA is the primary measure used by management (1) to evaluate the economic productivity of our operations and (2) for purposes of making decisions about allocating resources to, and assessing the performance of, our operations. Management believes that Adjusted EBITDA helps investors or other interested parties meaningfully evaluate and compare the results of our operations (1) from period to period and (2) to our competitors, by excluding the impact of our capital structure (primarily interest charges from our outstanding debt) and asset base (primarily depreciation, amortization and accretion) from our financial results. Management also believes Adjusted EBITDA is frequently used by investors or other interested parties in the evaluation of REITs. In addition, Adjusted EBITDA is similar to the measure of current financial performance generally used in our debt covenant calculations. Adjusted EBITDA should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance.

Adjusted EBITDA and Annualized Adjusted EBITDA



The quarterly reconciliation of Adjusted EBITDA and the calculation of Annualized Adjusted EBITDA are as follows:

	6/30/20	21	3/3	31/2021	12	/31/2020	9/	/30/2020	6/3	30/2020	3/	31/2020	12	/31/2019	9/3	30/2019
								(in thou	ısarı	nds)						
Net income (loss)	\$ 152	669	\$	(11,745)	\$	106,185	\$	22,676	\$	23,118	\$	(127,933)	\$	67,556	\$	21,766
Non-cash straight-line leasing revenue	(9,	515)		(576)		(152)		(635)		(346)		(2,341)		(3,023)		(3,807)
Non-cash straight-line ground lease expense	2	,007		2,641		3,053		3,375		3,678		3,848		4,064		4,522
Non-cash compensation	21	643		20,422		16,975		17,057		18,579		16,278		12,581		12,732
Loss from extinguishment of debt, net	2	,020		11,652		_		2,599		_		16,864		_		457
Other (income) / expense	(108,	349)		88,436		(77,986)		42,262		31,588		226,299		(35,349)		33,551
Acquisition and new business initiatives related adjustments and expenses	6	794		5,001		4,024		4,124		4,634		3,799		5,559		4,692
Asset impairment and decommission costs	3	797		4,903		10,994		8,506		6,242		14,355		9,472		8,240
Interest income	(547)		(632)		(641)		(756)		(699)		(885)		(808)		(1,311)
Total interest expense (1)	107	,221		106,790		103,195		102,997		103,212		103,396		105,727		102,386
Depreciation, accretion and amortization	175	469		183,881		180,383		180,302		178,706		182,579		179,487		174,987
Provision (benefit) for taxes (2)	47	485		(20,702)		34,566		(9,206)		55		(66,311)		17,127		(2,788)
Adjusted EBITDA	\$ 400	194	\$	390,071	\$	380,596	\$	373,301	\$	368,767	\$	369,948	\$	362,393	\$	355,427
Annualized Adjusted EBITDA (3)	\$ 1,600	776	\$	1,560,284	\$	1,522,384	\$	1,493,204	\$ 1	,475,068	\$	1,479,792	\$	1,449,572	\$	1,421,708

^{1.} Total interest expense includes interest expense, non-cash interest expense, and amortization of deferred financing fees

^{2.} These amounts include Franchise and Gross receipt taxes which are reflected in the Statements of Operations in selling, general and administrative expenses

^{3.} Annualized Adjusted EBITDA is calculated as Adjusted EBITDA for the most recent quarter multiplied by four



The quarterly calculation of Adjusted EBITDA Margin is as follows:

	6/	30/2021	3/	31/2021	12	/31/2020	9/	30/2020	6/3	30/2020	3/:	31/2020	12	/31/2019	9/	30/2019
								(in thou	ısar	nds)						_
Total revenues Non-cash straight-line leasing revenue	\$	575,528 (9,515)	\$	548,739 (576)	\$	535,905 (152)	\$	522,940 (635)	\$	507,226 (346)	\$	517,067 (2,341)	\$	513,659 (3,023)	\$	507,547 (3,807)
Total revenues minus non-cash straight-line leasing revenue	\$	566,013	\$	548,163	\$	535,753	\$	522,305	\$	506,880	\$	514,726	\$	510,636	\$	503,740
Adjusted EBITDA	\$	400,194	\$	390,071	\$	380,596	\$	373,301	\$	368,767	\$	369,948	\$	362,393	\$	355,427
Adjusted EBITDA Margin		70.7%		71.2%		71.0%		71.5%		72.8%		71.9%		71.0%		70.6%
Pass-through reimbursable expenses Total revenues minus non-cash straight-line leasing revenue minus	\$	32,509		32,235		30,900		29,616		28,688		32,211		31,841	\$	30,121
pass-through reimbursable expenses	\$	533,504	\$	515,928	\$	504,853	\$	492,689	\$	478,192	\$	482,515	\$	478,795	\$	473,619
Adjusted EBITDA Margin minus pass-through reimbursable expenses		75.0%		75.6%		75.4%		75.8%		77.1%		76.7%		75.7%		75.0%



The annual reconciliation of Adjusted EBITDA is as follows:

For the year ended

				[Dece	ember 31,				
	20	020	2	2019		2018	20 ⁻	17		2016
				(in th	nousands)				
Net income (loss)	\$	24,047	\$	147,284	\$	47,451	\$ 10	3,654	\$	76,238
Non-cash straight-line leasing revenue		(3,475)		(12,368)		(18,643)	(16	6,419)		(31,650)
Non-cash straight-line ground lease expense		13,955		19,944		26,212	3	80,850		34,708
Non-cash compensation		68,890		73,214		42,327	3	88,249		32,915
Loss from extinguishment of debt, net		19,463		457		14,443		1,961		52,701
Other (income) / expense	2	22,159		(14,053)		85,624		2,418		(94,278)
Acquisition and new business initiatives related adjustments and expenses		16,582		15,228		10,961	1	2,367		13,140
Asset impairment and decommission costs		40,097		33,103		27,134	3	86,697		30,242
Interest income		(2,981)		(5,500)		(6,731)	(1	1,337)		(10,928)
Total interest expense ⁽¹⁾	4	12,802		415,695		399,146	34	8,568		352,510
Depreciation, accretion and amortization	7	21,970		697,078		672,113	64	3,100		638,189
Provision (benefit) for taxes (2)	(4	40,895)		40,548		5,035	1	4,026		12,708
Adjusted EBITDA	\$1,4	92,614	\$1,	,410,630	\$1	,305,072	\$1,20	4,134	\$1	,106,495
Oi Reserve (3)		_		_		_		_		16,498
Adjusted EBITDA net of the Oi Reserve	\$1,4	92,614	\$ 1,	,410,630	\$1	,305,072	\$1,20	4,134	\$1	,122,993

Note: Annual numbers may not add up due to rounding

^{1.} Total interest expense includes interest expense, non-cash interest expense, and amortization of deferred financing fees

^{2.} These amounts include Franchise and Gross receipt taxes which are reflected in the Statements of Operations in selling, general and administrative expenses

^{3.} Oi Reserve represents bad debt provision related to amounts owed or potentially owed by Oi as of June 20, 2016, the date Oi file d a petition for judicial reorganization in Brazil



The quarterly reconciliation of Adjusted EBITDA and the calculation of Annualized Adjusted EBITDA are as follows:

	12/31/2020	12/31/2019	12/31/2018	12/31/2017	12/31/2016
		(in thousands)	
Net income	\$ 106,185	\$ 67,556	\$ 57,152	\$ 7,660	\$ 5,256
Non-cash straight-line leasing revenue	(152)	(3,023)	(2,953)	(3,979)	(6,695)
Non-cash straight-line ground lease expense	3,053	4,064	5,884	7,389	8,097
Non-cash compensation	16,975	12,581	10,187	9,355	8,163
Loss from extinguishment of debt, net	_	_	_	_	18,189
Other (income) / expense	(77,986)	(35,349)	(24,550)	18,636	(2,139)
Acquisition and new business initiatives related adjustments and expenses	4,024	5,559	1,789	5,510	4,167
Asset impairment and decommission costs	10,994	9,472	4,356	10,789	7,063
Interest income	(641)	(808)	(1,760)	(2,689)	(3,224)
Total interest expense (1)	103,195	105,727	103,601	92,403	84,063
Depreciation, accretion and amortization	180,383	179,487	169,454	162,643	158,554
Provision for taxes (2)	34,566	17,127	16,105	2,347	5,523
Adjusted EBITDA	\$ 380,596	\$ 362,393	\$ 339,265	\$ 310,064	\$ 287,017
Annualized Adjusted EBITDA (3)	\$1,522,384	\$1,449,572	\$1,357,060	\$1,240,256	\$1,148,068

^{1.} Total interest expense includes interest expense, non-cash interest expense, and amortization of deferred financing fees

^{2.} These amounts include Franchise and Gross receipt taxes which are reflected in the Statements of Operations in selling, general and administrative expenses

^{3.} Annualized Adjusted EBITDA is calculated as Adjusted EBITDA for the most recent quarter multiplied by four



The annual calculation of Adjusted EBITDA Margin is as follows:

			the year ende December 31,	ed	
	2020	2019	2018	2017	2016
		(i	in thousands)		
Total revenues	\$ 2,083,138	\$2,014,645	\$1,865,695	\$1,727,674	\$1,633,125
Non-cash straight-line leasing revenue	(3,475)	(12,368)	(18,643)	(16,419)	(31,650)
Total revenues minus non-cash straight-line leasing revenue	\$ 2,079,663	\$2,002,277	\$1,847,052	\$1,711,255	\$1,601,475
Adjusted EBITDA	\$ 1,492,614	\$1,410,630	\$1,305,072	\$1,204,134	\$1,106,495
Adjusted EBITDA Margin	71.8%	70.5%	70.7%	70.4%	69.1%

Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share



Funds From Operations, or FFO, is defined as net income (loss) plus real estate related depreciation, amortization and accretion, asset impairment and decommission costs, and adjustments for unconsolidated joint ventures. Adjusted Funds From Operations, or AFFO, is defined as FFO adjusted to remove the impact of non-cash straight-line leasing revenue, non-cash straight-line ground lease expense, non-cash compensation, changes in the non-cash portion of our reported tax position, non-real estate related depreciation, amortization and accretion, amortization of deferred financing costs and debt discounts, loss from extinguishment of debt, net, other (income) and expense, acquisition and new business initiatives related adjustments and expenses, non-discretionary cash capital expenditures, and adjustments for unconsolidated joint ventures. AFFO Per Share is defined as AFFO divided by the weighted number of shares outstanding, adjusted to include the dilutive effect of stock options and restricted stock units.

FFO, AFFO and AFFO per share, which are metrics used by our public company peers in the communication site industry, provide investors useful indicators of the financial performance of our business and permit investors an additional tool to evaluate the performance of our business against those of our two principal competitors. FFO, AFFO, and AFFO per share are also used to address questions we receive from analysts and investors who routinely assess our operating performance on the basis of these performance measures, which are considered industry standards. We believe that FFO helps investors or other interested parties meaningfully evaluate financial performance by excluding the impact of our asset base (primarily depreciation, amortization and accretion). We believe that AFFO and AFFO per share help investors or other interested parties meaningfully evaluate our financial performance as they include (1) the impact of our capital structure (primarily interest expense on our outstanding debt) and (2) sustaining capital expenditures and exclude the impact of our (1) asset base (primarily depreciation, amortization and accretion) and (2) certain non-cash items, including straight-lined revenues and expenses related to fixed escalations and rent free periods and the non-cash portion of our reported tax provision. GAAP requires rental revenues and expenses related to leases that contain specified rental increases over the life of the lease to be recognized evenly over the life of the lease. In accordance with GAAP, if payment terms call for fixed escalations, or rent free periods, the revenue or expense is recognized on a straight-lined basis over the fixed, non-cancelable term of the contract. We only use AFFO as a performance measure. AFFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance and should not be considered as an alternative to cash flows from operations or as residual cash flow available for discretionary investment. We believe ou

Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share



The annual calculation of Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Shareis as follows:

For the year ende	<u>d</u>
December 31,	

	2020		2019
	(in thousa	nds)	
Netincome	\$ 24,047	\$	147,284
Real estate related depreciation, amortization, and accretion	717,728		692,718
Asset impairment and decommission costs (1)	40,097		33,103
Adjustments for unconsolidated joint ventures (2)	_		2,365
FFO	\$ 781,872	\$	875,470
Adjustments to FFO:			
Non-cash straight-line leasing revenue	(3,475)		(12,367)
Non-cash straight-line ground lease expense	13,955		19,943
Non-cash compensation	68,890		73,214
Adjustment for non-cash portion of tax provision (3)	(63,188)		15,936
Non-real estate related depreciation, amortization, and accretion	4,242		4,358
Amortization of deferred financing costs and debt discounts	44,927		25,660
Loss from extinguishment of debt, net	19,463		457
Other (income) expense	222,159		(14,052)
Acquisition and new business initiatives related adjustments and			
expenses	16,582		15,227
Non-discretionary cash capital expenditures	(35,490)		(34,472)
Adjustments for unconsolidated joint ventures (2)	 <u> </u>		3,040
AFFO	\$ 1,069,937	\$	972,414
Weighted average number of common shares (4)	113,465		114,694
AFFO per share	\$ 9.43	\$	8.48

Note: Annual numbers may not add up due to rounding

- 1. FY19 amounts have been reclassed to conform to the current year presentation
- 2. Represents (a) with respect to the calculation of FFO, that portion of the joint ventures' depredation, amortization and accretion to the extent included in our net income and (b) with respect to the calculation of AFFO, that portion of the joint ventures' straight-line leasing revenue and ground lease expense, other (income) expense and acquisition and new business initiatives related adjustments and expenses, in each case to the extent included in our net income.
- 3. Removes the non-cash portion of the tax provision for the period specified.
- For purposes of the AFFO per share calculation, the basic weighted average number of common shares has been adjusted to include the dilutive effect of stockoptions and restricted stock units.

Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share



The quarterly calculation of Funds From Operations, Adjusted Funds From Operations and Adjusted Funds From Operations Per Share is as follows:

		6/30/2021		3/31/2021	1	2/31/2020		9/30/2020		6/30/2020	3/31/2020	1:	2/31/2019	9	9/30/2019
							(in thousands)								
Net income (loss) Real estate related depreciation, amortization and accretion	\$	152,669 176,340	\$	(11,745) 182,886	\$	106,185 179,394	\$	22,676 179,265	\$	23,118 177,638	\$ (127,933) 181,431	\$	67,556 178,399	\$	21,766 173,898
Asset impairment and decommission costs (1)		3,797		4,903		10,994		8,506		6,242	14,355		9,472		8,240
Adjustments for unconsolidated joint ventures (2)		_		_		_		_		_	_		(155)		233
FFO	\$	332,806	\$	176,044	\$	296,573	\$	210,447	\$	206,998	\$ 67,853	\$	255,272	\$	204,137
Adjustments to FFO:															
Non-cash straight-line leasing revenue		(9,515)		(576)		(152)		(635)		(346)	(2,341)		(3,023)		(3,807)
Non-cash straight-line ground lease expense		2,007		2,641		3,053		3,375		3,678	3,848		4,064		4,522
Non-cash compensation		21,643		20,422		16,975		17,057		18,579	16,278		12,581		12,732
Adjustment for non-cash portion of tax provision (3)		40,991		(26,837)		29,917		(15,397)		(5,503)	(72,204)		9,949		(8,834)
Non-real estate related depreciation, amortization and accretion		(871)		995		989		1,037		1,068	1,148		1,088		1,089
Amortization of deferred financing costs and debt discounts		16,677		16,695		16,650		13,206		7,525	7,545		8,372		5,819
Loss from extinguishment of debt, net		2,020		11,652		_		2,599		_	16,864		_		457
Other (income) expense		(108,849)		88,436		(77,986)		42,262		31,588	226,299		(35,349)		33,551
Acquisition and new business initiatives related adjustments and expenses		6,794		5,001		4,024		4,124		4,634	3,799		5,559		4,692
Non-discretionary cash capital expenditures		(10,198)		(8,153)		(9,957)		(7,989)		(8,315)	(9,229)		(9,853)		(8,809)
Adjustments for unconsolidated joint ventures (2)		_		_		_		_		_	_		155		1,822
AFFO	\$	293,505	\$	286,320	\$	280,086	\$	270,086	\$	259,906	\$ 259,860	\$	248,815	\$	247,371
Weighted average number of common shares (4)		111,301		111,118		112,538		113,703		113,634	113,993		114,306		115,184
AFFO per share	\$	2.64	\$	2.58	\$	2.49	\$	2.38	\$	2.29	\$ 2.28	\$	2.18	\$	2.15

^{1.} FY19 amounts have been reclassed to conform to the current year presentation

Represents (a) with respect to the calculation of FFO, that portion of the joint ventures' depreciation, amortization and accretion to the extent included in our net income and (b) with respect to the calculation of AFFO, that portion of the joint ventures' straight-line leasing revenue and ground lease expense, other (income) expense and acquisition and new business initiatives related adjustments and expenses, in each case to the extent included in our net income.

^{3.} Removes the non-cash portion of the tax provision for the period specified.

^{4.} For purposes of the AFFO per share calculation, the basic weighted average number of common shares has been adjusted to include the dilutive effect of stock options and restricted stock units.

Net Debt, Leverage Ratio and Net Cash Interest Coverage Ratio



Net Debt is defined as the notional principal amount of outstanding debt minus cash and cash equivalents, short-term investments, and short-term restricted cash. Net Secured Debt is defined as the notional principal amount of outstanding secured debt minus cash and cash equivalents, short-term investments, and short-term restricted cash. Under GAAP policies, the notional principal amount of the Company's outstanding debt is not necessarily reflected on the face of the Company's financial statements. Leverage Ratio is defined as Net Debt divided by Annualized Adjusted EBITDA. Net cash interest coverage ratio is defined as Adjusted EBITDA divided by Net Cash Interest Expense. We believe that by including the full amount of the notional principal amount due at maturity for purposes of calculating net debt, and, to the extent that such measures are calculated on net debt, by excluding cash and cash equivalents, it will provide investors a more complete understanding of our net debt and leverage position. We have included these non-GAAP financial measures because we believe these items are indicators of our financial condition, and they are used by our lenders to determine compliance with certain covenants under our Senior Credit Agreement, 2016 Senior Notes, 2020 Senior Notes, and 2021 Senior Notes.

Net Debt and Leverage Ratio



The calculations of Net Debt and Leverage Ratio are as follows:		6/30/2021				
		(in thou	usands)			
2013-2C Tower Securities	9	5	575,000			
2014-2C Tower Securities			620,000			
2018-1C Tower Securities			640,000			
2019-1C Tower Securities			1,165,000			
2020-1C Tower Securities			750,000			
2020-2C Tower Securities			600,000			
2021-1C Tower Securities			1,165,000			
Revolving Credit Facility			85,000			
2018 Term Loan			2,328,000			
Total secured debt		5	7,928,000			
2016 Senior Notes			1,100,000			
2020 Senior Notes			1,500,000			
2021 Senior Notes	<u> </u>		1,500,000			
Total unsecured debt	9	5	4,100,000			
Total debt		5 1	2,028,000			
·	lents, short-term investments and					
short-term restricted cash			(336,937)			
Net debt	=	5 1	1,691,063			
Divided by: Annualized Adjust	ted EBITDA	<u> </u>	1,600,776			
Leverage Ratio	_		7.3x			

Net Debt and Leverage Ratio



The quarterly calculations of Net Debt and Leverage Ratio are as follows:

	6/30/2021	3/31/2021	12/31/2020	9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019
				(in thou	sands)			
Total Debt (notional)	\$ 12,028,000	\$ 12,134,000	\$11,180,000	\$10,806,000	\$ 10,662,000	\$10,653,000	\$ 10,414,000	\$ 9,930,000
Less: Cash and cash equivalents, short-term investments and short-term								
restricted cash	(336,937)	(240,228)	(340,908)	(338,329)	(475,024)	(227,998)	(139,086)	(156,936)
Net Debt	\$ 11,691,063	\$ 11,893,772	\$10,839,092	\$10,467,671	\$ 10,186,976	\$10,425,002	\$ 10,274,914	\$ 9,773,064
Divided by: Annualized Adjusted EBITDA	\$ 1,600,776	\$ 1,560,284	\$ 1,522,384	\$ 1,493,204	\$ 1,475,068	\$ 1,479,792	\$ 1,449,572	\$ 1,421,708
Leverage Ratio	7.3x	7.6x	7.1x	7.0x	6.9x	7.0x	7.1x	6.9x

Net Debt and Leverage Ratio



The quarterly calculations of Net Debt and Leverage Ratio are as follows:

	12/31/2020	12/31/2019	12/31/2018	12/31/2017	12/31/2016
			(in thousands)		
Total Debt (notional)	\$ 11,180,000	\$ 10,414,000	\$10,028,000	\$ 9,405,000	\$ 8,875,000
Less: Cash and cash equivalents, short-term investments and short-term					
restricted cash	(340,908)	(139,086)	(176,147)	(101,937)	(183,118)
Net Debt	\$ 10,839,092	\$ 10,274,914	\$ 9,851,853	\$ 9,303,063	\$ 8,691,882
Divided by: Annualized Adjusted EBITDA	\$ 1,522,384	\$ 1,449,572	\$ 1,357,060	\$ 1,240,256	\$ 1,148,068
Leverage Ratio	7.1x	7.1x	7.3x	7.5x	7.6x

Net Cash Interest Coverage Ratio



The quarterly calculation of Net Cash Interest Coverage Ratio is as follows:

	6	6/30/2021		31/2021	12	2/31/2020	ç	9/30/2020	6	6/30/2020	3/31/2020		12	2/31/2019	(9/30/2019
								(in thou	san	ids)						
Adjusted EBITDA	\$	400,194	\$	390,071	\$	380,596	\$	373,301	\$	368,767	\$	369,948	\$	362,393	\$	355,427
Interest expense		90,544		90,095		86,545		89,791		95,687		95,851		97,355		96,567
Interestincome		(547)		(632)		(641)		(756)		(699)		(885)		(808)		(1,311)
Net cash interest expense	\$	89,997	\$	89,463	\$	85,904	\$	89,035	\$	94,988	\$	94,966	\$	96,547	\$	95,256
Net Cash Interest Coverage Ratio		4.4x		4.4x		4.4x		4.2x		3.9x		3.9x		3.8x		3.7x

Net Secured Debt and Secured Leverage Ratio



The calculations of Net Secured Debt and Secured Leverage Ratio are as follows:

	6/30/2021		
	(in	thousands)	
Total debt (1)	\$	12,028,000	
Less:			
Unsecured debt (1)		(4,100,000)	
Secured debt (1)	\$	7,928,000	
Less: Cash and cash equivalents, short-term investments and short-term restricted cash		(336,937)	
Net Secured Debt	\$	7,591,063	
Divided by: Annualized Adjusted EBITDA	\$	1,600,776	
Secured Leverage Ratio		4.7x	

⁽¹⁾ Notional principal amount of outstanding debt



