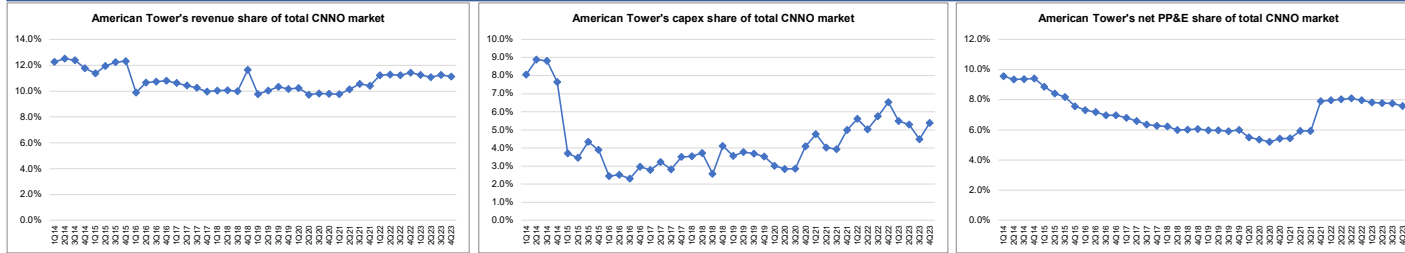


OPERATOR'S CNNO SHARE: What is the operator's share of the overall CNNO market, based on revenues, capex, and net PP&E?

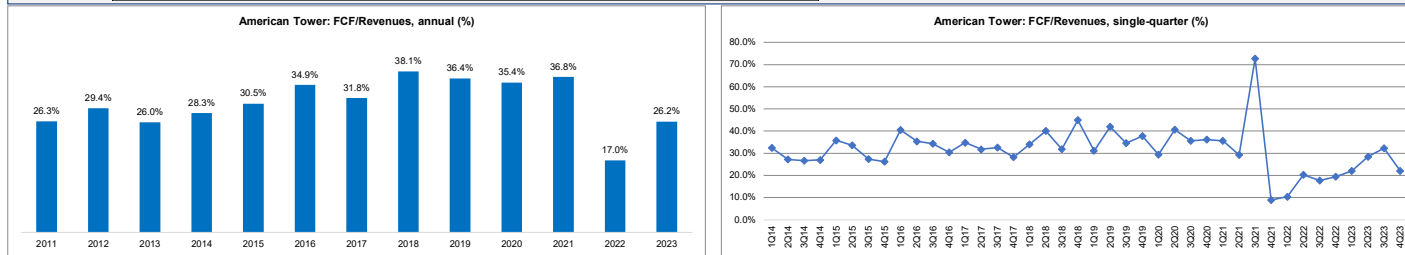
[Click here to view data table](#)



KEY RATIOS:

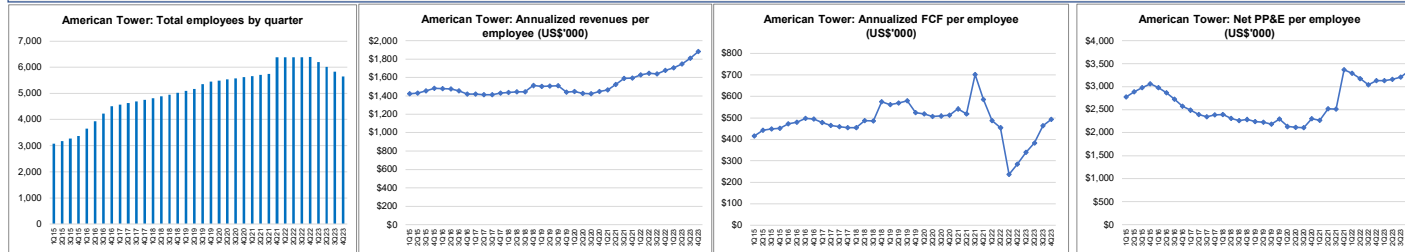
- Capex / Revenues
- Net PP&E / Revenues
- Net margin
- Free cash flow / Revenues

[Click here to view data table](#)



WORKFORCE & PRODUCTIVITY: How has the company's employee base evolved? On a per employee basis, how big is the company's revenue and net PP&E base, and how much free cash flow does it generate?

[Click here to view data](#)



Network Infrastructure Stats: American Tower (end of year)

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 |
|--|--------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Number of towers | 45,478 | 54,604 | 67,418 | 75,594 | 100,131 | 144,119 | 149,246 | 168,985 | 177,746 | 185,641 | 221,000 | 223,055 | 224,502 |
| Number of tenants | 95,504 | 114,668 | 128,094 | 143,629 | 180,236 | 273,826 | 283,567 | 321,072 | 337,717 | 352,718 | 419,900 | 423,805 | 426,554 |
| Tenancy ratio | 2.10 | 2.10 | 1.90 | 1.90 | 1.80 | 1.90 | 1.90 | 1.90 | 1.90 | 1.90 | 1.90 | 1.90 | 1.90 |
| Number of data centers | - | - | - | - | - | - | - | - | - | - | 27 | 28 | 28 |
| DC footprint (net rentable square feet, mn) | - | - | - | - | - | - | - | - | - | - | 3.063 | 3.058 | 3.300 |
| NRSF per data center (K) | - | - | - | - | - | - | - | - | - | - | 113 | 109 | 118 |
| Route miles of fiber | - | - | - | - | - | 2,000 | 7,000 | 32,836 | 34,169 | 35,557 | 37,000 | 38,503 | 13,823 |