

TierPoint

TierPoint's CEO Jerry Kent is no stranger to the communications & data center industry having previously co-founded Charter Communications and then going on to build ATT Communications into the largest privately-held cell tower company in the US before exiting in 2006 and his involvement with Suddenlink Communications, the 7th largest cable company at the time of its sale in 2015, for \$9.1B to Altice Group.

TierPoint has been active on the acquisition front quickly expanding to 40 data centers in 20 markets, providing a full suite of data center solutions to both large and small businesses. The acquisition of the Windstream data center business in October 2015 and CoSentry in March 2016 have been the largest transactions to date.

Recently, **TierPoint** has focused on organic growth in the following markets:

- Added 38,000 SF of raised floor in its Hawthorne, NY facility
- \$20M ground up development in Nashville, TN
- Completion of a \$45M expansion in the Marlborough MA and Baltimore data centers
- \$12M expansion that added 14,000 SF of raised floor to its Allentown, PA facility;
- \$20M ground up development in Allen, TX

We expect TierPoint to continue its expansion organically and into new markets via acquisition for the right type of deal.

