Forward Looking Statements

“Safe Harbor” Statement under the Private Securities Litigation Reform Act of 1995: This presentation contains forward-looking statements concerning our goals, beliefs, strategies, future operating results and underlying assumptions. Actual results may differ materially from those indicated by these forward-looking statements as a result of various important factors, including those described at the end of this presentation and in Item 1A of our Form 10-K for the year ended December 31, 2017, as updated in Part II, Item 1A of our Form 10-Q for the quarter ended June 30, 2018, under the caption “Risk Factors.” We undertake no obligation to update the information contained in this presentation to reflect subsequently occurring events or circumstances.

This presentation contains non-GAAP financial measures. Definitions and reconciliations are provided at the end of this presentation.
Section 1

The Tower Asset
Wireless Tower Basics

What is a tower?

- A vertical structure built on a parcel of land, designed to accommodate multiple tenants
- Our tenants utilize many different technologies, including telephony, mobile data, broadcast television, machine to machine and radio
- Tenants lease vertical space on the tower and portions of the land underneath for their equipment

What is found at the tower site?

- Tower company typically owns or leases under a long-term contract:
  - Tower structure
  - Ground interest (fee simple or lease)
- Tenant typically owns and operates:
  - Equipment, including antenna arrays, antennas, coaxial cables and base stations
  - Equipment shelters
Types of Towers

**Monopole**
- 100 - 200 feet
- Typical use: telephony

**Lattice**
- 200 - 400 feet
- Also called self-support
- Typical use: telephony

**Guyed**
- 200 - 2,000 feet
- Typical use: television and radio broadcasting, paging and telephony

**Stealth**
- Range in size
- Generally used to maintain aesthetic quality of area
- Particularly useful in areas with strict zoning regulations
Typical Tower Components

1. **Whip Antenna**
   - A stiff, monopole antenna, usually mounted vertically

2. **Antenna Array**
   - A platform (typically three sided) where tenants place equipment to provide signal transmission and reception to a specific area. The number of antennas necessary per array is determined based on a number of factors, including:
     - the number of active subscribers
     - the volume and type of network usage by subscribers (e.g., average minutes of use, voice versus data)
     - the technology being used (e.g.: CDMA, GSM, LTE)
     - the type of spectrum currently utilized by the tenant

3. **Port Holes**
   - Holes cut into the base and top of a tower to allow cables and wiring to pass through the tower structure from the base station to the antennas

4. **Panel / Antenna**
   - Tenant equipment that transmits a signal from the tower to a mobile device or vice versa

5. **Microwave Dish**
   - A specific type of antenna, which is used in point-to-point radio, television and data communications. Also commonly used by wireless carriers for backhaul
Typical Tower Components (continued)

6. **Coaxial Cabling (Fiber)**
   - Transmission lines that carry the signal received from the antenna to the base station or vice versa

7. **Reinforcement Bars**
   - Threaded anchors used to reinforce towers to add capacity to accommodate additional tenants

8. **Shelters**
   - Buildings at sites used by our tenants to house communications, radio and network equipment. Some shelters are designed to be stacked on top of one another to conserve space at smaller sites

9. **Generator**
   - Gas or diesel powered generators provide emergency backup power to keep tenant equipment operational during power outages. American Tower has also introduced Backup Power Solution to allow multiple tenants to use a single generator

10. **Ground Space**
    - The area within a site where tenants place their shelters and generators
Sample Component Ownership Overview

**Owned by American Tower**

- Tower structure – our tower sites are typically constructed with the capacity to support ~4 - 5 tenants
- Land parcel owned or operated pursuant to a long-term lease by American Tower
- American Tower owns generators at some sites to help facilitate back-up power for the site’s tenants

**Owned by Tenants**

- Antenna equipment, including microwave equipment
- Tenant shelters containing base station equipment and HVAC, which tenants own, operate and maintain
- Coaxial cable
Section 2

The Business Model
Recurring Long-Term Revenue Stream

Revenues

Sources

› Multiple tenants lease vertical space on the tower for their communications equipment

› Rental charges are typically based on:
  › Amount, type and position of tenant equipment
  › Remaining tower capacity
  › Tower location
Recurring Long-Term Revenue Stream (Continued)

Revenues

Long-Term Tenant Leases

› Contracts are typically non-cancellable
› Contract terms generally include an initial term of 5 to 10 years with multiple renewal terms at the option of the tenant
› Annual lease escalators in the U.S. are typically fixed at an average of approximately 3%
› Escalations in international markets are typically based on local inflation rates
› Low historical annual churn of approximately 1 - 2%

(1) Excludes escalators in India and Nigeria, which are typically fixed. Majority of Nigerian revenues denominated in USD.
(2) Reflects Q2 2018 annualized results.
(3) Q2 2018 churn was elevated to approximately 3.5% due to Indian Carrier Consolidation-Driven Churn.
(4) Includes Asia, EMEA and Latin America.
U.S. Operating Cost Structure

Largely Fixed Operating Costs

Direct Cost of Operations\(^{(1)}\)

Sources

- Ground rent
- Monitoring
- Insurance
- Real estate taxes
- Utilities and fuel
- Site maintenance

Land Interest Attributes

- Over 32% of land is owned or operated pursuant to a capital lease or perpetual easement
- Over 71% of sites are on owned land or have a ground lease with at least 20 years until renewal
- Long-term leases: average remaining ground lease term of approximately 28 years until final maturity
- Annual lease escalators in the U.S. average 3%
- Selectively purchasing land interests where return hurdles are met

Fixed Cost Structure of Towers

- Additional tenants result in minimal incremental operating costs

\(^{(1)}\) Characteristics as of June 30, 2018.
International Operating Cost Structure\(^{(1)}\)

*Similar to U.S. cost structure, but with ability to pass-through certain expenses to tenants*

Direct Cost of Operations\(^{(2)}\)

Sources

- Ground rent
- Monitoring
- Insurance
- Real estate taxes
- Utilities and fuel
- Site maintenance

Land Interest Attributes

- Long-term leases: average remaining ground lease term is over 8 years
- International escalators are typically based on local inflation indexes

Pass Through

- Our international markets typically pass through a portion of their operating expenses to the tenant (e.g., ground rent, power and fuel costs)

Fixed Cost Structure of Towers

- Additional tenants result in minimal incremental operating costs

---

\(^{(1)}\) Includes Asia, EMEA and Latin America.

\(^{(2)}\) Characteristics as of June 30, 2018.
Low Ongoing Capital Requirements

Capital Expenditure Types

**Revenue-Maintaining CAPEX:**

Capital Improvements

› Includes spending on lighting systems, fence repairs and ground upkeep

› Per tower spend of ~$400 - $800 annually in our international markets and ~$1,000 - $1,500 in the U.S.

› Corporate Capital spending primarily on IT infrastructure

**Revenue-Generating CAPEX:**

Redevelopment

› Capital spending to increase capacity of towers (e.g., height extension, foundation strengthening, etc.)

› Cost is typically shared with the tenant, and investment payback period on net CAPEX is typically one to two years

Ground Lease Purchases

› Capital spending to purchase land under our sites

Discretionary Capital Projects

› Capital spending primarily for the construction of new communications sites and generators

Start-Up Capital Projects

› Expenditures that are specific to acquisitions and new market launches and that are contemplated in the business cases for these investments
Historical Capital Spending

Total Capital Expenditures
($ in Millions)

Revenue-Maintaining CAPEX per Site
($ in Thousands)

Revenue-Maintaining CAPEX
(as % of Property Revenue)

Average:
$1.3

Average:
2.5%

(1) Reflects 2Q 2018 annualized results.
Accommodating Additional Tenants

When towers reach their capacity, there are multiple options to accommodate future tenants

Redevelopment CAPEX Examples

1. **Height Extension**
   › Allows for more equipment and more tenants

2. **Multiple Antenna Mounting Scenarios**
   › Options include whips, panels, microwaves and various combinations determined by internal RF engineering

3. **Port Hole Additions**
   › Additional entry and exit port designs accommodate additional coaxial cables

4. **Tower Reinforcements**
   › Adds structural strength to accommodate additional tenants

5. **Strengthened Foundation**
   › Increases load capacity of the tower

6. **Backup Power Generator**
   › Provided by American Tower, maximizes compound space

7. **Stacked Shelters**
   › Shelter stacked atop an existing shelter using a steel platform

8. **Extended Ground Space**
   › Where space allows, expanded to accommodate more equipment
Sample Macro Tower Leasing Scenario

Adding tenants, equipment and upgrades results in significantly higher returns, as revenue is added with minimal incremental cost.
## U.S. New Macro Tower Build Economics Drive Strong ROI\(^{(1)}\)

<table>
<thead>
<tr>
<th></th>
<th>One Tenant</th>
<th>Two Tenants(^{(2)})</th>
<th>Three Tenants(^{(2)})</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Construction / Upgrade Costs</strong></td>
<td>$275,000</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td><strong>Tenant Revenue</strong></td>
<td>$20,000</td>
<td>$50,000</td>
<td>$80,000</td>
</tr>
<tr>
<td><strong>Operating Expenses</strong></td>
<td>$12,000</td>
<td>$13,000</td>
<td>$14,000</td>
</tr>
<tr>
<td>(including ground rent, utility, monitor)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Gross Margin</strong></td>
<td>$8,000</td>
<td>$37,000</td>
<td>$66,000</td>
</tr>
<tr>
<td><strong>Gross Margin (%)</strong></td>
<td>40%</td>
<td>74%</td>
<td>83%</td>
</tr>
<tr>
<td><strong>Gross Margin Conversion Rate (%)</strong></td>
<td></td>
<td>97%</td>
<td>97%</td>
</tr>
<tr>
<td><strong>Return on Investment (^{(3)})</strong></td>
<td>3%</td>
<td>13%</td>
<td>24%</td>
</tr>
</tbody>
</table>

---

\(^{(1)}\) For illustrative purposes only. Does not reflect any American Tower financial data.

\(^{(2)}\) Colocating tenants typically pay higher rents than anchor tenants on build-to-suit towers.

\(^{(3)}\) Calculated as Gross Margin divided by Construction/Upgrade Costs.
International New Tower Build ROI Typically Exceeds U.S. Returns\(^{(1)}\)

Sample Return on Investments\(^{(2)}\)

<table>
<thead>
<tr>
<th></th>
<th>U.S.</th>
<th>LatAm</th>
<th>Africa</th>
<th>Asia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Typical Tower Construction Cost</td>
<td>$250 - $350K</td>
<td>$85 - $170K</td>
<td>$60 - $120K</td>
<td>$20 - $30K</td>
</tr>
</tbody>
</table>

\(^{(1)}\) For illustrative purposes only. Does not reflect any American Tower financial data.

\(^{(2)}\) Calculated as Gross Margin divided by Construction/Upgrade Costs.
Business Model Summary

Numerous factors contribute to the success of the tower business model

- Secure real estate assets
- Strong recurring cash flow characteristics
  - Long-term, non-cancellable lease revenues
  - Embedded contractual escalators
  - High incremental cash flow margins
- Financially strong tenant base
- Economies of scale
  - Replicate established systems and processes in new markets
  - Ability to add additional assets to existing markets without a need for significant increase in overhead
- Barriers to entry
  - Location-based business, typically with significant zoning restrictions
  - Capital and time intensive to build meaningful scale; first mover advantage
- Consistent U.S. demand
  - Approximately $30 billion in annual CAPEX spending by U.S. service providers over the last few years
  - Rapidly increasing wireless data usage and adoption of advanced wireless devices
  - Initial pre-standard 5G mobile deployments beginning
- Strong international demand
  - Continued deployment of voice and initial data networks
  - Spectrum auctions and new market entrants
  - Increasing smartphone penetration
  - Demand from new technology overlays (e.g.: 3G and LTE)

(1) Source: Wall Street Research.
Section 3

Technology Overview
The Mobile Call Sequence

**Wireless**

1. **DEVICE**
   Call signal starts at user device

2. **SPECTRUM**
   Call signal travels via radio wave spectrum to antenna on tower

3. **TOWER**
   Spectrum radio waves travel down tower via fiber/coaxial cable to base station

4. **BASE STATION**
   Spectrum radio waves get translated into backhaul\(^1\)

5. **BACKHAUL**
   Call signal travels via backhaul to market-level Aggregation Points

6. **AGGREGATION POINTS**
   Market-level points that aggregate traffic before sending on to the Mobile Core

7. **MOBILE CORE**
   Call is "switched" and routed to another tower site closest to receiving device

8. **PROCESS REVERSES**
   - Call signal converts from backhaul to spectrum at base station
   - Spectrum radio waves travel up fiber/coaxial cable of tower
   - Call signal transmitted from tower antenna via spectrum to device

**Fixed Line**

**ANALOG PORTION OF CALL** [Steps 1 – 4]

**DIGITAL PORTION OF CALL** [Steps 4 – 7]

**ANALOG PORTION OF CALL** [Step 8]

(1) In some cases the radio has been moved up onto the tower.
What is Spectrum?

**Spectrum:** radio frequency airwaves, needed to transmit analog signals, including wireless communications signals

- Spectrum airwaves are licensed to carriers who utilize the spectrum to transmit wireless signals
- The government typically regulates this spectrum and auctions it to wireless carriers for use
- Spectrum is measured in units of “hertz” or Hz
- The three main considerations in evaluating a carrier’s spectrum position include:
  1. In which spectrum bands the carrier holds licenses
  2. How much spectrum (bandwidth) the carrier has
  3. The type of technology the carrier is deploying on that band of spectrum (i.e. CDMA, HSPA, LTE)
Spectrum Characteristics

- Propagation – radio transmits a signal by driving a current on an antenna; signal propagates away from antenna as a wave at the speed of light

- Lower-frequency spectrum provides a larger coverage area and better in-building penetration (“beach front” spectrum)

- Higher-frequency spectrum covers shorter distances (need significantly more cell sites to get the same level of coverage)

- As spectrum usage increases, the distance spectrum can propagate decreases

Radio Spectrum Signal

(Not to scale)
What is a Cell Site?

A cell site is an area within a carrier’s wireless network that is serviced by an antenna array. Carriers commonly refer to these areas as “rings”

› Can be located on a tower or alternative structures, such as rooftops, water towers and church steeples
› One macro tower can support multiple carriers’ cell sites through colocation

Cell Site Network

A carrier’s coverage area is dependent upon the capacity of its equipment and the frequency of the signal being transmitted.
As devices become more advanced, the increasing demand for high-bandwidth applications and higher quality of service result in a narrower range at which signals can be transmitted. As a result, carriers are investing in denser networks.
Network Design Evolution

Network designed for initial voice and 3G services

- Quality of voice services on the rise
- Smartphones introduced to the market

As data usage rises, the existing network structure proves deficient for data signal propagation

- Smartphone penetration on the rise
- New smartphone handsets introduced
- VoLTE (Voice over LTE)

Building new cell sites is therefore required to create adequate coverage for seamless data usage

- Carriers consistently invest in networks to meet growing demand

Growing wireless usage results in the need for more cell sites.
Tower Sites are Preferable in Most Locations

**Technology Capability**

<table>
<thead>
<tr>
<th>Population Coverage Area</th>
<th>Wide</th>
<th>Narrow</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Satellite</strong></td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td><strong>Tower Sites</strong></td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td><strong>DAS Network</strong></td>
<td>✓</td>
<td></td>
</tr>
<tr>
<td><strong>Wi-Fi</strong></td>
<td>—</td>
<td></td>
</tr>
<tr>
<td><strong>Small Cell / Femtocell / Smart Pole</strong></td>
<td>—</td>
<td>✓</td>
</tr>
</tbody>
</table>

- **Mobility**: ✓
- **Uses licensed spectrum**: ✓
- **Low latency**: ✓

Tower sites continue to be our tenants’ preferred solution, as they provide the most technologically efficient and cost-effective option for coverage and capacity requirements.
Licensed Spectrum vs. Wi-Fi

Licensed spectrum allows for exclusive use by licensees with consent of the Federal Communications Commission (FCC). Wi-Fi spectrum is unlicensed, and it can be used by any party.

Characteristics of using unlicensed Wi-Fi spectrum:

1. **Limited Mobility** – Unlicensed Wi-Fi spectrum is in the high frequency 2.4 GHz and 5 GHz bands. This means it is unable to propagate far, requiring significantly more transition locations to cover an area and limiting its geographic reach.

2. **Congestion** – Any Wi-Fi capable device is permitted to use unlicensed Wi-Fi spectrum, and as a result, Wi-Fi networks often become congested.

3. **Loss of Control** – Carriers lose control of their subscribers’ user experience when utilizing public, unlicensed spectrum.

4. **Concentrated in Dense Urban Areas and Indoor Environments** – Because unlicensed spectrum is high frequency and unable to propagate long distances, it is used predominantly in dense urban areas and indoor environments where mobility requirements are limited and access points are closer together.
The Morphology\(^{(1)}\) View

Morphology is a useful metric to segment tower locations, varying from dense urban locations to rural locations.

<table>
<thead>
<tr>
<th>Population Density (pop / sq km)</th>
<th>Dense Urban</th>
<th>Urban</th>
<th>Suburban</th>
<th>Rural</th>
</tr>
</thead>
<tbody>
<tr>
<td>11,500+</td>
<td>2,900 – 11,500</td>
<td>230 – 2,900</td>
<td>&lt;230</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Tower Coverage Radius (700 MHz frequency)</th>
<th>Dense Urban</th>
<th>Urban</th>
<th>Suburban</th>
<th>Rural</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.7 km</td>
<td>0.9 km</td>
<td>2.5 km</td>
<td>12.6 km</td>
<td></td>
</tr>
</tbody>
</table>

| Morphology Area Typically Covered       | >90%        | >90%  | 80%      | ~30%  |

| % of U.S. Area                          | <1%         | <1%   | 1%       | 97%   |
| % of U.S. Population                    | 3%          | 13%   | 54%      | 30%   |

Approximately 84% of the U.S. population lives outside of dense urban and urban environments.

Towers are the preferred solution in suburban and rural environments.

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(1) Morphology is defined as population density within 1.5 km of site location. Sources: AV&Co. Analysis; U.S. Census Data.
### Densification Solutions Help Fill the Gaps

#### Indoor DAS
- Provides coverage in indoor venues, such as malls, casinos and conference centers where signals from towers are insufficient
- Neutral-host networks are readily accessible to colocation
- AMT is the largest independent provider of IDAS in the U.S. and is growing its presence internationally

#### Outdoor DAS
- Provides coverage in outdoor venues, such as racetracks and stadiums where wireless usage levels tend to be extremely concentrated
- Allows for multiple carriers to leverage single installation
- AMT has partnered with NASCAR and other venues to install ODAS systems

#### Rooftops
- Predominantly located in dense urban areas where towers cannot be installed
- Used in combination with DAS and Wi-Fi to provide coverage to concentrated user base
- AMT has access to rooftops throughout the country

---

Indoor and Outdoor Distributed Antenna Systems (IDAS/ODAS) and Rooftop locations help to provide coverage in areas where macro tower sites are not available.
Developing Innovative Franchise Real Estate Solutions to Provide Incremental Network Capacity in Urban Areas

<table>
<thead>
<tr>
<th>Smart Fusion Pole</th>
<th>Citybeacon Alliance</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMT has formed an alliance with Philips Lighting to deploy Smart Fusion Pole</td>
<td>AMT has formed an alliance with Citybeacon to provide a wireless and digital smart hub platform</td>
</tr>
<tr>
<td>Combines energy-efficient LED lighting and controls with shared wireless infrastructure to meet the connectivity challenges faced by wireless carriers and municipalities in urban areas</td>
<td>Co-developing first multifunction smart hub that incorporates wireless infrastructure for multiple wireless carriers</td>
</tr>
<tr>
<td>Offers carriers scalable real estate solution for urban deployments, where network challenges created by increasing mobile data usage are most acute</td>
<td>Enables a variety of other city and commercial applications, such as, Internet of Things, or IoT, sensors for environmental monitoring, community announcements, targeted digital advertisements and emergency services</td>
</tr>
</tbody>
</table>
Mobile Networks Use Multiple Technologies
Heterogeneous Networks (HetNets)

Network deployments will consist of multiple layers—traditional macro cell towers provide a blanket of coverage, while underneath this umbrella, a combination of other technologies are deployed to increase network capacity, particularly in dense urban areas.

- Macro sites will continue to provide wide area coverage for high mobility users and be the core of wireless networks.
- Multiple solutions, including DAS, Rooftops, Wi-Fi and Small Cell networks, will complement the coverage provided by towers.
Section 4

U.S. Demand Drivers
Carrier Lease / Build Decision (1)

- Significant economic incentive exists for carriers to choose a colocation model over building their own site
- Significant time to market advantage from leasing space on an existing tower site
  - Building a site may involve years of work to secure ground interests and zoning approvals

An Example

- Present value of carrier network build-out alternatives

<table>
<thead>
<tr>
<th>Term</th>
<th>Carrier Build (2)</th>
<th>Tower Lease</th>
<th>Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 years</td>
<td>$340,000</td>
<td>$89,000</td>
<td>$251,000</td>
</tr>
<tr>
<td>10 years</td>
<td>$385,000</td>
<td>$156,000</td>
<td>$229,000</td>
</tr>
<tr>
<td>15 years</td>
<td>$420,000</td>
<td>$206,000</td>
<td>$214,000</td>
</tr>
<tr>
<td>20 years</td>
<td>$445,000</td>
<td>$244,000</td>
<td>$201,000</td>
</tr>
</tbody>
</table>

- Carrier Build Scenario
  - $275,000 construction cost, $1,250 monthly operating expenses with 3% annual escalator, 9% Weighted Average Cost of Capital (WACC)

- Tower Lease Scenario
  - $1,800 monthly lease with 3% annual escalator, 9% WACC

(1) For illustrative purposes only. Does not reflect any American Tower financial data.
(2) Includes build cost and operating cost.
Evolution of Fixed to Mobile

Advanced Devices Driving up Total Wireless Capex Spend

US WIRELESS CARRIER CAPEX ($ in BILLIONS)


Technology & Device Evolution + Development of Advanced Applications = More Data Consumption

Sources: AV&Co. analysis, CTIA, UBS forecasts, Bank of America Merrill Lynch Wireless Matrix, Wall Street research.
U.S. Total Mobile Data Traffic Growth

Expected to grow at >40% CAGR through at least 2023

Notes: IoT: based on M2M module connections, traffic and data usage; Non-IoT includes everything other than M2M modules (e.g. smartphones, tablets, laptops, and feature phones)
Sources: Cisco VNI 2016, Ericsson Mobility Report June 2018, AV&Co. Research & Analysis
(1) Forward-looking datapoints reflect research estimates.
Network Investment by U.S. Carriers

Annual Wireless Carrier Capital Spending
($ in Billions)

To keep up with the rapid growth in mobile data usage, carriers need to invest in networks.

Sources: AV&Co. analysis, CTIA, UBS forecasts, Bank of America Merrill Lynch Wireless Matrix, Wall Street research.
4G Technology Migration Continues

**Lifecycle of each network technology is ~20 years**

<table>
<thead>
<tr>
<th>Current</th>
<th>1 - 5 Years</th>
<th>5 - 10 Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>› Carriers have substantially completed 4G coverage builds</td>
<td>› Overlay network and fill in coverage gaps based on usage trends</td>
<td>› 4G networks continue to serve as primary nationwide network technology; in-fill investment expect to continue</td>
</tr>
<tr>
<td>› Carriers are continuing network densification initiatives</td>
<td>› Deploy multiple 4G spectrum bands across cell sites</td>
<td>› Fill in sites needed based on usage trends to continue with capacity goals</td>
</tr>
<tr>
<td>› Deploying small cells and DAS networks to supplement macro network</td>
<td>› Urban investment complements suburban deployments</td>
<td>› Nationwide 5G deployments expected for mobile use cases, with fixed wireless deployed in select areas</td>
</tr>
<tr>
<td>› Non-standalone 5G launches beginning in 2018</td>
<td>› Continued emphasis on augmenting network capacity</td>
<td></td>
</tr>
<tr>
<td></td>
<td>› 5G deployments expected to continue</td>
<td></td>
</tr>
</tbody>
</table>

The rollout of 4G in the U.S. has taken the better part of a decade and continues to drive long-term, solid demand for communications towers
4G Densification Will Be Needed to Support Data Growth

*4G will remain critical, even post-5G introduction*

Projected U.S. market share of connectivity standards (2000-2025E) based on % devices

<table>
<thead>
<tr>
<th>Year</th>
<th>2G Lifecycle</th>
<th>3G Lifecycle</th>
<th>4G Lifecycle</th>
<th>5G Lifecycle</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>~24 years</td>
<td>~20 years</td>
<td>Est. ~18-20 years</td>
<td></td>
</tr>
</tbody>
</table>

Likely early 5G launches in 2018/2019 covering both fixed wireless and mobile (e.g. T-Mobile at 600 MHz)

The commercial launch of 5G mobile networks is expected in the 2020 timeframe (with some earlier 5G standard launches possible) – In the meantime, significant 4G investments are expected to continue, with over 50% estimated 4G market share through 2025

Source: AV&Co. Research & Analysis
Section 5

International Demand Drivers
Well Positioned to Take Advantage of Different Stages of Global Wireless Market Development

Our International Markets are in diverse stages of wireless technology deployments.

Source: Altman Vilandrie & Company.
# International Wireless Markets

## Diverse Demand Drivers

<table>
<thead>
<tr>
<th>Coverage</th>
<th>Technology</th>
<th>Wireless Penetration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nationwide wireless voice coverage build-outs continue, with many areas having no access to reliable service</td>
<td>Lack of fixed-line infrastructure makes mobile the cost-effective choice for communication</td>
<td>Wireless penetration continues to increase, and improving network quality is key for carriers to add customers</td>
</tr>
<tr>
<td>Recent and upcoming spectrum auctions help to catalyze incremental network investment</td>
<td>Carriers are continuing to invest in denser 3G networks as usage increases with 4G build-outs now accelerating</td>
<td>Increasing penetration of smartphones and other wireless devices</td>
</tr>
<tr>
<td>Recent and upcoming spectrum auctions help to catalyze incremental network investment</td>
<td>4G network coverage build-outs underway with densification initiatives expected to accelerate over next several years</td>
<td>Exploding mobile video/gaming usage, next-generation voice technology over 4G and connected homes and vehicles expected to drive additional demand</td>
</tr>
</tbody>
</table>

**Emerging**

**Rapidly Evolving**

**Advanced**
Increasing Availability of Lower Cost Smartphones
Emerging Markets consumers can now get ~70% of the functionality of a high end smartphone for ~30% of the cost

<table>
<thead>
<tr>
<th></th>
<th>Mid-Tier Spec Phone</th>
<th>Vodacom Smart Kicka</th>
<th>Android One Smartphones</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Android OS</strong></td>
<td>4.4 (KitKat)</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Screen Size</strong></td>
<td>5”</td>
<td>~70%</td>
<td>~90%</td>
</tr>
<tr>
<td><strong>Processor</strong></td>
<td>1.2GHz Quad Core</td>
<td>~80%</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Battery</strong></td>
<td>2540mAh</td>
<td>~55%</td>
<td>~67%</td>
</tr>
<tr>
<td><strong>Memory (ROM)</strong></td>
<td>8GB</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
<td><strong>Camera</strong></td>
<td>8MP Rear/1.3MP FF</td>
<td>~25%</td>
<td>~63%</td>
</tr>
<tr>
<td><strong>Complimentary Data</strong></td>
<td>None</td>
<td>5, 50 MB Power Bundles</td>
<td>100 MB</td>
</tr>
<tr>
<td><strong>Price</strong></td>
<td>~$330</td>
<td>~$50 (15%)</td>
<td>~$100 (30%)</td>
</tr>
</tbody>
</table>

Images used: Vodacom Smart Kicka, Micromax Canvas A1, Karbonn Sparkle V, Spice Dream UNO
Sources: Altman Vilandrie & Company research, mobile carrier websites
Mobile Data Growth – Global Smartphone Data Usage

Developing markets expected to see similarly strong growth as U.S. and global average; U.S. growth expected to be partially driven by initial 5G adoption

Avg. Monthly Smartphone Data Usage (GB)

<table>
<thead>
<tr>
<th>Country</th>
<th>2017</th>
<th>2023E</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>7.5</td>
<td>50.6</td>
</tr>
<tr>
<td>France</td>
<td>4.2</td>
<td>34.9</td>
</tr>
<tr>
<td>Mexico</td>
<td>2.4</td>
<td>14.7</td>
</tr>
<tr>
<td>Germany</td>
<td>2.1</td>
<td>12.1</td>
</tr>
<tr>
<td>Brazil</td>
<td>2.1</td>
<td>11.7</td>
</tr>
<tr>
<td>South Africa</td>
<td>1.0</td>
<td>4.6</td>
</tr>
<tr>
<td>India</td>
<td>1.3</td>
<td>4.6</td>
</tr>
<tr>
<td>Worldwide</td>
<td>3.4</td>
<td>17.0</td>
</tr>
</tbody>
</table>

CAGR (’17-’23)

<table>
<thead>
<tr>
<th>Country</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>37%</td>
</tr>
<tr>
<td>France</td>
<td>42%</td>
</tr>
<tr>
<td>Mexico</td>
<td>36%</td>
</tr>
<tr>
<td>Germany</td>
<td>34%</td>
</tr>
<tr>
<td>Brazil</td>
<td>33%</td>
</tr>
<tr>
<td>South Africa</td>
<td>30%</td>
</tr>
<tr>
<td>India</td>
<td>23%</td>
</tr>
<tr>
<td>Worldwide</td>
<td>31%</td>
</tr>
</tbody>
</table>

Additional International Market Information

For more detailed information about our international markets, please refer to the “International Market Overview” presentation located at:

www.americantower.com/corporateus/investor-relations/company-industry-resources
Section 5

American Tower Overview
1995  Founded as a subsidiary of American Radio

1999  Begins operations in Mexico

2000  Begins operations in Brazil

2005  Merges with SpectraSite, Inc.

2007  Begins operations in India

2010  Begins operations in Chile, Colombia and Peru

2011  Begins operations in Ghana and South Africa

2012  Begins operating as a Real Estate Investment Trust (REIT) and enters Germany and Uganda

2013  Acquires Global Tower Partners (GTP)

2014  Announces acquisitions of Airtel towers in Nigeria and TIM towers in Brazil

2015  Closes an ~11,500 tower transaction with Verizon in the U.S., acquires several tranches of TIM towers in Brazil; begins operations in Nigeria

2016  Closes Viom transaction, adding 42,000+ sites to India tower footprint; begins operations in Argentina

2017  Begins operations in France and Paraguay

2018  Closes acquisition of communications sites from Vodafone India and Idea Cellular, expanding portfolio in India to ~77,000 sites
Global Portfolio of over 168,000 Towers

U.S. & International Tower Count\(^{(1)}\)

\(^{(1)}\) Excludes DAS Networks and pending transactions.

\(^{(2)}\) Tower count as of June 30, 2018.
Portfolio Summary\(^{(1)}\)

| 16 Countries | ~5,000 Global Employees | ~170,000 Total Communications Sites |

<table>
<thead>
<tr>
<th>U.S. towers</th>
<th>International towers</th>
<th>Distributed Antenna Systems (DAS)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asset count</td>
<td>~128,000</td>
<td>~1,700</td>
</tr>
<tr>
<td>Types of locations served</td>
<td>Mix of urban, suburban and rural locations, typically clustered around key population centers.</td>
<td>U.S. and international indoor and outdoor venues with clear multitenant opportunities.</td>
</tr>
</tbody>
</table>

Mainly suburban and rural locations.

(1) Data as of June 30, 2018.
Global Scale Leverages Global Demand

American Tower has a global portfolio of ~170,000 communications sites

Data as of June 30, 2018

Portfolio also includes urban telecommunications assets, including fiber, concrete poles and other infrastructure, which are excluded from the site count.

Portfolio primarily consists of urban telecommunications assets, fiber and the rights to utilize certain existing utility infrastructure for future telecommunications equipment installation. Tower build program initiated in the market in 2017 has resulted in 13 incremental communications sites to date.

Portfolio also includes fiber and fiber-related assets, which are excluded from the site count.

Year Market Launched

1995

2015 & Later

(1) Data as of June 30, 2018

(2) Portfolio also includes urban telecommunications assets, including fiber, concrete poles and other infrastructure, which are excluded from the site count.

(3) Portfolio primarily consists of urban telecommunications assets, fiber and the rights to utilize certain existing utility infrastructure for future telecommunications equipment installation. Tower build program initiated in the market in 2017 has resulted in 13 incremental communications sites to date.

(4) Portfolio also includes fiber and fiber-related assets, which are excluded from the site count.
Diversification Strategy Driving Strong Organic Growth

- Our over $31 billion of non-cancellable tenant lease revenue represents nearly 5 times our 2017 property revenue.
- Our disciplined investments and portfolio diversification strategy are driving strong Organic Tenant Billings Growth.

(1) Characteristics as of June 30, 2018.
(2) Includes Asia, EMEA and Latin America.

Definitions are provided at the end of this presentation.
Global Expansion Considerations

Three Pillar Analysis Approach to New Market Expansion

Country
› Political stability and rule of law
› Solid macro-economic fundamentals
› Business environment
   › Property rights
   › Regulatory environment

Wireless Market
› Competitive wireless market
   › Three or more wireless carriers
› Stage of wireless maturity
   › Voice penetration
   › Data network deployments

Opportunity / Counterparty
› Build-to-suit, merger, acquisition or joint venture
› Evaluate options based on their economic benefits as well as structure
› Future potential investment/expansion within region
**Our Stand and Deliver Strategy for the Next Decade Seeks to Extend our Strong Track Record of Growth**

<table>
<thead>
<tr>
<th>Drive Operational Efficiency</th>
<th>Grow Portfolio and Capabilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>‣ Improve internal processes with emphasis on tenant solutions</td>
<td>‣ Continued focus on classic macro tower investment opportunities</td>
</tr>
<tr>
<td>‣ Drive margin expansion by maximizing leasing growth on existing portfolio while driving opex and maintenance capex efficiencies</td>
<td>‣ Seek incremental investments using disciplined, proven investment evaluation process</td>
</tr>
<tr>
<td>‣ Invest in and deploy renewable energy solutions to streamline internal operations and billing, improve industry efficiency and minimize carbon footprint</td>
<td>‣ Secure franchise communications real estate assets with tower-like returns to enhance product offerings as technology continues to evolve</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Focus on Innovation</th>
<th>Enhance Industry Leadership</th>
</tr>
</thead>
<tbody>
<tr>
<td>‣ Position AMT for success in an emerging 5G world</td>
<td>‣ Elevate global position as preferred mission-critical communications real estate partner for existing and new tenants</td>
</tr>
<tr>
<td>‣ Leverage existing assets for additional applications</td>
<td>‣ Work closely with industry, NGO and government bodies to expand the reach of mobile broadband while driving incremental cash flow</td>
</tr>
<tr>
<td>‣ Evaluate new communications real estate architectures</td>
<td></td>
</tr>
<tr>
<td>‣ Capture opportunities to serve new tenants beyond traditional mobile operator client base</td>
<td></td>
</tr>
</tbody>
</table>
Innovating to Maximize Future Potential

Intend to utilize innovation program to drive incremental long-term growth

Focus on Franchise Real Estate

- Significant focus on improving efficiency of existing portfolio, particularly with respect to energy in emerging markets
- Edge computing, AR/VR and autonomous vehicle networks, among others may provide attractive opportunities to incrementally utilize existing assets
- Simultaneously seeking new types of communications infrastructure that replicate franchise real estate characteristics of macro towers and indoor DAS
- Targeting macro tower-like return profiles for innovation investments
Consistent Revenue Growth

Strong Organic Tenant Billings Growth and contributions from new assets lead to continued growth in revenue, both in the U.S. and internationally\(^{(1)}\).

\(^{(1)}\) Includes Asia, EMEA and Latin America.

Definitions are provided at the end of this presentation.
Operating Profit growth has been driven primarily by organic new business commencements.

(1) Excludes DAS Networks.
Definitions are provided at the end of this presentation.
Strong International Operating Profit Growth \(^{(1)}\)

**International Property Operating Profit**

\( (\text{$ in Millions}) \)

- Operating Profit
- Tower Count \(^{(2)}\)

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating Profit</th>
<th>Tower Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>$140</td>
<td></td>
</tr>
<tr>
<td>2008</td>
<td>$166</td>
<td></td>
</tr>
<tr>
<td>2009</td>
<td>$172</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>$217</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>$338</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td>$453</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td>$574</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>$705</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>$805</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>$1,157</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>$1,470</td>
<td>$109,006</td>
</tr>
</tbody>
</table>

Acquisition of primarily single-tenant towers positions our international business well for future organic leasing growth.

---

\( (1) \) Includes Asia, EMEA and Latin America.

\( (2) \) Excludes DAS networks.

Definitions are provided at the end of this presentation.
Consistent Adjusted EBITDA Growth

Adjusted EBITDA
($ in Millions)

2007: $979
2008
2009
2010
2011
2012
2013
2014
2015
2016
2017: $4,090

Strong growth with maintenance of high margins.

Definitions and reconciliations are provided at the end of this presentation.
More than doubled Consolidated AFFO per Share from 2012 to 2017.

(1)  Consolidated AFFO for 2015 excludes a one-time cash tax charge incurred during Q3 2015, as it is nonrecurring and we do not believe it is an indication of our operating performance.
Definitions and reconciliations are provided at the end of this presentation.
We have diversified our revenue base into international markets.

Long-term contracts result in significant, non-cancellable tenant lease revenue.

Characteristics for the quarter ended June 30, 2018. Percentages may not sum to 100% due to rounding.

We have diversified our revenue base into international markets.

Long-term contracts result in significant, non-cancellable tenant lease revenue.
Strong Tenant Profile\(^{(1)}\)(\(^{(2)}\))

**Property Revenue by Tenant**

- AT&T (U.S.) 16%
- Verizon 15%
- Sprint 9%
- T-Mobile (U.S.) 8%
- Other U.S.\(^{(3)}\) 6%
- International Tenant Revenue 32%
- International Pass-through Revenue 14%

**Global Tenant Lease Renewal Schedule**

- 2018: 6%
- 2019: 7%
- 2020: 13%
- 2021: 17%
- 2022+: 58%

American Tower’s tenant base includes the leading wireless carriers in the U.S., as well as a number of large, multinational carriers in our international markets.

---

(1) Characteristics for the quarter ended June 30, 2018.
(2) Percentages may not sum to 100% due to rounding.
(3) Other U.S. includes additional voice/data providers, broadcast companies, government agencies, local municipalities, etc.
Capital Allocation Priorities

- Target at least 20% annual common stock dividend growth\(^{(1)}\)
- Majority of annual CAPEX budget dedicated to investing in growth
- Low maintenance capital requirements
- Targeted long-term Net Leverage Ratio continues to be 3 - 5x
- Consistent deployment of additional capital towards acquisitions and/or share repurchases
- Resumed share repurchase program and repurchased nearly $770 million of stock in 2017

\(^{(1)}\) Subject to board approval.

Definitions are provided at the end of this presentation.
Solid Balance Sheet Position

- Within target leverage of 3-5x
- Liquidity of $~4.0 billion as of 6/30/18
- Weighted average debt tenor of nearly 5 years
- Weighted average cost of debt of <4%
- Committed to maintaining investment grade credit rating

(1) Excludes approximately $493 million of subsidiary and international debt.

Definitions and reconciliations are provided at the end of this presentation.
The American Tower Difference

Our Vision
To be the premier wireless infrastructure provider in the eyes of our employees, tenants and communities, enabling the deployment of advanced services that make wireless communication possible everywhere

Our Mission
› Create a customer-focused team environment where employees are respected and innovation is a state of mind
› Deliver the highest level of customer service while providing safe, compliant and quality communications sites
› Exceed yearly performance goals to create enduring success
› Pursue meaningful opportunities to grow and strengthen the Company
Commitment to Corporate Responsibility

**Philanthropy**
We take great pride in how our organization, led by teams of employees, demonstrates our commitment to the communities where we live and work.

**Environmental Responsibility**
American Tower’s business model, the promotion of shared infrastructure to tenants, is fundamentally green. Internally, our environmental awareness programs, focused on minimizing the impact of materials used in our daily operations, help ensure that we are doing our part to care for the environment in our offices and in the field.

**Ethics**
Upholding the highest standard of corporate values is critical to the success of our business. Starting with our executive management team, our focus on ethical behavior lays the foundation of the Company’s culture.

**People**
American Tower’s diverse teams reach far across the globe and our employees, no matter where they are, understand that respect, inclusion, teamwork and communication are the cornerstones of our organization.
Our Core Principles

› **Understand our customers' needs and satisfy them.**
  Work as a team to build lasting customer relationships by understanding their requirements and exceeding their expectations.

› **Hire good people and empower them.**
  Place the right people in the right positions, develop their talent and skills and provide opportunities for them to influence outcomes.

› **Focus on solutions, not problems.**
  Begin with the end in mind and involve the right people. Stay positive and work together for desired results.

› **Do what we say we're going to do.**
  Set realistic expectations. Communicate clearly. Be accountable for your actions.

› **Have fun.**
  Recognize our success, celebrate together and contribute to a positive work environment.

› **Play to win.**
  Put integrity first. Be competitive. Work together as a team to exceed expectations.
Summary

- Strong business model, independent of economic cyclicality
- Leveraging secular growth in global wireless
- High visibility to drivers of revenue and profitability for 2018 and beyond
- Significant investment capacity to fuel strong future growth
- Prudently-maintained balance sheet provides the foundation for future success
Executive Team

Jim Taiclet
Chairman, President & Chief Executive Officer

Tom Bartlett
Executive Vice President, Chief Financial Officer & Treasurer

Ed DiSanto
Executive Vice President, Chief Administrative Officer, General Counsel & Secretary

Hal Hess
Executive Vice President, International Operations & President, Latin America & EMEA

Steve Vondran
Executive Vice President & President, U.S. Tower Division

Amit Sharma
Executive Vice President & President, Asia

Steven Marshall
Executive Vice President & Senior Advisor to the Chief Executive Officer
Additional Information

For more information on the tower industry and American Tower, please refer to the various presentations by visiting:
www.americantower.com/corporateus/investor-relations/company-industry-resources
In addition, please feel free to contact our investor relations team if you have further questions.

Investor Relations Contacts

<table>
<thead>
<tr>
<th>Igor Khislavsky</th>
<th>Kristyn Farahmand Goldstein</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Senior Director,</strong></td>
<td><strong>Director,</strong></td>
</tr>
<tr>
<td>Investor Relations</td>
<td>Investor Relations</td>
</tr>
<tr>
<td>617-587-7915</td>
<td>617-375-7545</td>
</tr>
<tr>
<td><a href="mailto:igor.khislavsky@americantower.com">igor.khislavsky@americantower.com</a></td>
<td><a href="mailto:kristyn.farahmand@americantower.com">kristyn.farahmand@americantower.com</a></td>
</tr>
</tbody>
</table>
Definitions

Adjusted EBITDA: Net income before income (loss) from equity method investments; Income tax benefit (provision); Other income (expense); Gain (loss) on retirement of long-term obligations; Interest expense; Interest income; Other operating income (expense); Depreciation, amortization and accretion; and Stock-based compensation expense. The Company believes this measure provides valuable insight into the profitability of its operations while at the same time taking into account the central overhead expenses required to manage its global operations. In addition, it is a widely used performance measure across the telecommunications real estate sector.

Adjusted EBITDA Margin: The percentage that results from dividing Adjusted EBITDA by total revenue.

Consolidated Adjusted Funds From Operations, or Consolidated AFFO: Nareit FFO attributable to American Tower Corporation common stockholders before (i) straight-line revenue and expense, (ii) stock-based compensation expense, (iii) the deferred portion of income tax, (iv) non-real estate related depreciation, amortization and accretion, (v) amortization of deferred financing costs, capitalized interest, debt discounts and premiums and long-term deferred interest charges, (vi) other income (expense), (vii) gain (loss) on retirement of long-term obligations, (viii) other operating income (expense), and adjustments for (ix) unconsolidated affiliates and (x) noncontrolling interests, less cash payments related to capital improvements and cash payments related to corporate capital expenditures. The Company believes this measure provides valuable insight into the operating performance of its property assets by further adjusting the Nareit FFO attributable to American Tower Corporation common stockholders metric to exclude the factors outlined above, which if unadjusted, may cause material fluctuations in Nareit FFO attributable to American Tower Corporation common stockholders growth from period to period that would not be representative of the underlying performance of the Company’s property assets in those periods. In addition, it is a widely used performance measure across the telecommunications real estate sector.

Consolidated AFFO per Share: Consolidated AFFO divided by the diluted weighted average common shares outstanding.

Churn: Tenant Billings lost when a tenant cancels or does not renew its lease or, in limited circumstances, when the lease rates on existing leases are reduced.

Free Cash Flow: Cash provided by operating activities less total cash capital expenditures, including payments on capital leases of property and equipment. The Company believes that Free Cash Flow is useful to investors as the basis for comparing our performance and coverage ratios with other companies in its industry, although this measure of Free Cash Flow may not be directly comparable to similar measures used by other companies.

Indian Carrier Consolidation-Driven Churn: Tenant cancellations specifically attributable to short-term carrier consolidation in India. Includes impacts of carrier exits from the marketplace and carrier cancellations as a result of consolidation but excludes normal course churn. The Company believes that providing this additional metric enhances transparency and provides a better understanding of its recurring business without the impact of what it believes to be a transitory event.

International Pass-through Revenues: In several of our international markets we pass through certain operating expenses to our tenants, including in Latin America where we primarily pass through ground rent expenses, and in India and South Africa, where we primarily pass through power and fuel costs. We record pass-through as revenue and a corresponding offsetting expense for these events.

Nareit Funds From Operations Attributable to American Tower Corporation Common Stockholders: Net income before gains or losses from the sale or disposal of real estate, real estate related impairment charges, real estate related depreciation, amortization and accretion and dividends on preferred stock, and including adjustments for (i) unconsolidated affiliates and (ii) noncontrolling interests. The Company believes this measure provides valuable insight into the operating performance of its property assets by excluding the charges described above, particularly depreciation expenses, given the high initial, up-front capital intensity of the Company’s operating model. In addition, it is a widely used performance measure across the telecommunications real estate sector.

Net Leverage Ratio: Net debt (total long-term debt, including current portion, less cash and cash equivalents) divided by the quarter’s annualized Adjusted EBITDA. The Company believes that including this calculation is important for investors and analysts given it is a critical component underlying its credit agency ratings.

NOI Yield: The percentage that results from dividing gross margin by total investment.

New Site Tenant Billings Growth: The portion of Tenant Billings Growth attributable to New Site Tenant Billings. The Company believes this measure provides valuable insight into the growth attributable to Tenant Billings from recently acquired or constructed properties. The Company believes this measure provides valuable insight into the growth attributable to Tenant Billings from recently acquired or constructed properties.
Definitions

**New Site Tenant Billings:** Day-one Tenant Billings associated with sites that have been built or acquired since the beginning of the prior-year period. Incremental colocations/amendments, escalations or cancellations that occur on these sites after the date of their addition to our portfolio are not included in New Site Tenant Billings. The Company believes providing New Site Tenant Billings enhances an investor’s ability to analyze the Company’s existing real estate portfolio growth as well as its development program growth, as the Company’s construction and acquisition activities can drive variability in growth rates from period to period.

**Organic Tenant Billings:** Tenant Billings on sites that the Company has owned since the beginning of the prior-year period, as well as Tenant Billings activity on new sites that occurred after the date of their addition to the Company’s portfolio.

**Organic Tenant Billings Growth:** The portion of Tenant Billings Growth attributable to Organic Tenant Billings. The Company believes that organic growth is a useful measure of its ability to add tenancy and incremental revenue to its assets for the reported period, which enables investors and analysts to gain additional insight into the relative attractiveness, and therefore the value, of the Company’s property assets.

**Segment Gross Margin:** Segment revenue less segment operating expenses, excluding stock-based compensation expense recorded in costs of operations; depreciation, amortization and accretion; selling, general, administrative and development expense; and other operating expenses. Latin America Property segment includes interest income (expense), TV Azteca, net.

**Segment Operating Profit:** Segment gross margin less segment selling, general, administrative and development expense attributable to the segment, excluding stock-based compensation expense and corporate expenses. Latin America Property segment includes interest income (expense), TV Azteca, net.

**Return on Invested Capital:** Adjusted EBITDA less maintenance capital expenditures and corporate capital expenditures and cash taxes, divided by gross property, plant and equipment, intangible assets and goodwill (excluding the impact of recording deferred tax adjustments related to valuation).

**Straight-line expenses:** We calculate straight-line ground rent expense for our ground leases based on the fixed non-cancellable term of the underlying ground lease plus all periods, if any, for which failure to renew the lease imposes an economic penalty to us such that renewal appears, at the inception of the lease, to be reasonably assured. Certain of our tenant leases require us to exercise available renewal options pursuant to the underlying ground lease, if the tenant exercises its renewal option. For towers with these types of tenant leases at the inception of the ground lease, we calculate our straight-line ground rent over the term of the ground lease, including all renewal options required to fulfill the tenant lease obligation.

**Straight-line revenues:** We calculate straight-line rental revenues from our tenants based on the fixed escalation clauses present in non-cancellable lease agreements, excluding those tied to the Consumer Price Index or other inflation-based indices, and other incentives present in lease agreements with our tenants. We recognize revenues on a straight-line basis over the fixed, non-cancellable terms of the applicable leases.

**Tenant Billings:** The majority of the Company’s revenue is generated from non-cancellable, long-term tenant leases. Revenue from Tenant Billings reflects several key aspects of the Company’s real estate business: (i) “colocations/amendments” reflects new tenant leases for space on existing towers and amendments to existing leases to add additional tenant equipment; (ii) “escalations” reflects contractual increases in billing rates, which are typically tied to fixed percentages or a variable percentage based on a consumer price index; (iii) “cancellations” reflects the impact of tenant lease terminations or non-renewals or, in limited circumstances, when the lease rates on existing leases are reduced; and (iv) “new sites” reflects the impact of new property construction and acquisitions.

**Tenant Billings Growth:** The increase or decrease resulting from a comparison of Tenant Billings for a current period with Tenant Billings for the corresponding prior-year period, in each case adjusted for foreign currency exchange fluctuations. The Company believes this measure provides valuable insight into the growth in recurring Tenant Billings and underlying demand for its real estate portfolio.
Risk Factors

This presentation contains “forward-looking statements” concerning our goals, beliefs, expectations, strategies, objectives, plans, future operating results and underlying assumptions, and other statements that are not necessarily based on historical facts. Examples of these statements include, but are not limited to, statements regarding our full year 2018 outlook and other targets, our expectations regarding Indian Carrier Consolidation-Driven Churn and factors that could affect our expectations, foreign currency exchange rates and our expectations regarding the leasing demand for communications real estate. Actual results may differ materially from those indicated in our forward-looking statements as a result of various important factors, including: (1) a significant decrease in leasing demand for our communications infrastructure would materially and adversely affect our business and operating results, and we cannot control that demand; (2) increasing competition within our industry for tenants may materially and adversely affect our revenue; (3) if our tenants consolidate their operations, exit the telecommunications business or share site infrastructure to a significant degree, our growth, revenue and ability to generate positive cash flows could be materially and adversely affected; (4) our business is subject to government and tax regulations and changes in current or future laws or regulations could restrict our ability to operate our business as we currently do or impact our competitive landscape; (5) our foreign operations are subject to economic, political and other risks that could materially and adversely affect our revenues or financial position, including risks associated with fluctuations in foreign currency exchange rates; (6) a substantial portion of our revenue is derived from a small number of tenants, and we are sensitive to changes in the creditworthiness and financial strength of our tenants; (7) our expansion initiatives involve a number of risks and uncertainties, including those related to integrating acquired or leased assets, that could adversely affect our operating results, disrupt our operations or expose us to additional risk; (8) competition for assets could adversely affect our ability to achieve our return on investment criteria; (9) new technologies or changes in a tenant’s business model could make our tower leasing business less desirable and result in decreasing revenues and operating results; (10) our leverage and debt service obligations may materially and adversely affect our ability to raise additional financing to fund capital expenditures, future growth and expansion initiatives and to satisfy our distribution requirements; (11) if we fail to remain qualified for taxation as a REIT, we will be subject to tax at corporate income tax rates, which may substantially reduce funds otherwise available, and even if we qualify for taxation as a REIT, we may face tax liabilities that impact earnings and available cash flow; (12) complying with REIT requirements may limit our flexibility or cause us to forego otherwise attractive opportunities; (13) restrictive covenants in the agreements related to our securitization transactions, our credit facilities and our debt securities could materially and adversely affect our business by limiting flexibility, and we may be prohibited from paying dividends on our common stock, which may jeopardize our qualification for taxation as a REIT; (14) our towers, data centers or computer systems may be affected by natural disasters and other unforeseen events for which our insurance may not provide adequate coverage;
Risk Factors

(continued)

(15) our costs could increase and our revenues could decrease due to perceived health risks from radio emissions, especially if these perceived risks are substantiated; (16) we could have liability under environmental and occupational safety and health laws; (17) if we are unable to protect our rights to the land under our towers, it could adversely affect our business and operating results; and (18) if we are unable or choose not to exercise our rights to purchase towers that are subject to lease and sublease agreements at the end of the applicable period, our cash flows derived from those towers will be eliminated. For additional information regarding factors that may cause actual results to differ materially from those indicated in our forward-looking statements, we refer you to the information contained in Item 1A of our Form 10-K for the year ended December 31, 2017, under the caption “Risk Factors”. We undertake no obligation to update the information contained in this presentation to reflect subsequently occurring events or circumstances.
## Historical Reconciliations

$ in Millions, totals may not add due to rounding

### RECONCILIATION OF ADJUSTED EBITDA TO NET INCOME

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Net income</td>
<td>$57</td>
<td>$347</td>
<td>$247</td>
<td>$374</td>
<td>$382</td>
<td>$594</td>
<td>$482</td>
<td>$803</td>
<td>$672</td>
<td>$970</td>
<td>$1,225</td>
<td>$388</td>
</tr>
<tr>
<td>Loss (income) from discontinued operations, net</td>
<td>36</td>
<td>(111)</td>
<td>(8)</td>
<td>(0)</td>
<td>-</td>
<td>-</td>
<td>-</td>
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<td>-</td>
<td>-</td>
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</tr>
<tr>
<td>Income from continuing operations</td>
<td>$93</td>
<td>$236</td>
<td>$239</td>
<td>$374</td>
<td>$382</td>
<td>$594</td>
<td>$482</td>
<td>$803</td>
<td>$672</td>
<td>$970</td>
<td>$1,225</td>
<td>$388</td>
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<tr>
<td>Income from equity method investments</td>
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<td>(0)</td>
<td>(0)</td>
<td>(0)</td>
<td>(0)</td>
<td>(0)</td>
<td>-</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Income tax (benefit) provision</td>
<td>60</td>
<td>136</td>
<td>183</td>
<td>182</td>
<td>125</td>
<td>107</td>
<td>60</td>
<td>63</td>
<td>158</td>
<td>156</td>
<td>31</td>
<td>24</td>
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<tr>
<td>Other (income) expense</td>
<td>(21)</td>
<td>(6)</td>
<td>(1)</td>
<td>(0)</td>
<td>123</td>
<td>38</td>
<td>208</td>
<td>62</td>
<td>135</td>
<td>48</td>
<td>(31)</td>
<td>(12)</td>
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<tr>
<td>Loss (gain) on retirement of long-term obligations</td>
<td>35</td>
<td>5</td>
<td>18</td>
<td>2</td>
<td>-</td>
<td>0</td>
<td>39</td>
<td>4</td>
<td>80</td>
<td>(1)</td>
<td>70</td>
<td>0</td>
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<tr>
<td>Interest expense</td>
<td>236</td>
<td>254</td>
<td>250</td>
<td>246</td>
<td>312</td>
<td>402</td>
<td>458</td>
<td>580</td>
<td>596</td>
<td>717</td>
<td>750</td>
<td>187</td>
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<tr>
<td>Other operating expenses</td>
<td>9</td>
<td>11</td>
<td>19</td>
<td>36</td>
<td>58</td>
<td>62</td>
<td>72</td>
<td>69</td>
<td>67</td>
<td>73</td>
<td>256</td>
<td>19</td>
</tr>
<tr>
<td>Depreciation, amortization and accretion</td>
<td>523</td>
<td>405</td>
<td>415</td>
<td>461</td>
<td>556</td>
<td>644</td>
<td>800</td>
<td>1,004</td>
<td>1,285</td>
<td>1,526</td>
<td>1,716</td>
<td>396</td>
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<td>Stock-based compensation expense</td>
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<td>55</td>
<td>61</td>
<td>53</td>
<td>47</td>
<td>42</td>
<td>56</td>
<td>62</td>
<td>80</td>
<td>91</td>
<td>90</td>
<td>109</td>
</tr>
<tr>
<td><strong>ADJUSTED EBITDA</strong></td>
<td>$979</td>
<td>$1,092</td>
<td>$1,181</td>
<td>$1,348</td>
<td>$1,595</td>
<td>$1,892</td>
<td>$2,176</td>
<td>$2,650</td>
<td>$3,067</td>
<td>$3,553</td>
<td>$4,090</td>
<td>$1,021</td>
</tr>
<tr>
<td>Divided by total revenue</td>
<td>$1,457</td>
<td>$1,594</td>
<td>$1,724</td>
<td>$1,985</td>
<td>$2,444</td>
<td>$2,876</td>
<td>$3,361</td>
<td>$4,100</td>
<td>$4,772</td>
<td>$5,786</td>
<td>$6,664</td>
<td>$1,662</td>
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<tr>
<td><strong>ADJUSTED EBITDA MARGIN</strong></td>
<td>67%</td>
<td>69%</td>
<td>68%</td>
<td>68%</td>
<td>65%</td>
<td>66%</td>
<td>65%</td>
<td>65%</td>
<td>64%</td>
<td>61%</td>
<td>61%</td>
<td>61%</td>
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### AFFO RECONCILIATION (1)

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Adjusted EBITDA</td>
<td>$979</td>
<td>$1,092</td>
<td>$1,181</td>
<td>$1,348</td>
<td>$1,595</td>
<td>$1,892</td>
<td>$2,176</td>
<td>$2,650</td>
<td>$3,067</td>
<td>$3,553</td>
<td>$4,090</td>
<td>$1,021</td>
</tr>
<tr>
<td>Straight-line revenue</td>
<td>(70)</td>
<td>(50)</td>
<td>(36)</td>
<td>(105)</td>
<td>(144)</td>
<td>(166)</td>
<td>(148)</td>
<td>(124)</td>
<td>(155)</td>
<td>(132)</td>
<td>(194)</td>
<td>(51)</td>
</tr>
<tr>
<td>Straight-line expense</td>
<td>27</td>
<td>28</td>
<td>27</td>
<td>22</td>
<td>31</td>
<td>34</td>
<td>30</td>
<td>38</td>
<td>56</td>
<td>68</td>
<td>62</td>
<td>14</td>
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<tr>
<td>Cash interest</td>
<td>(227)</td>
<td>(244)</td>
<td>(240)</td>
<td>(238)</td>
<td>(301)</td>
<td>(381)</td>
<td>(435)</td>
<td>(572)</td>
<td>(573)</td>
<td>(694)</td>
<td>(723)</td>
<td>(179)</td>
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<tr>
<td>Interest income</td>
<td>11</td>
<td>3</td>
<td>5</td>
<td>2</td>
<td>7</td>
<td>8</td>
<td>10</td>
<td>14</td>
<td>16</td>
<td>26</td>
<td>35</td>
<td>8</td>
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<tr>
<td>Cash received (paid) for income taxes (2)</td>
<td>(35)</td>
<td>(35)</td>
<td>(40)</td>
<td>(36)</td>
<td>(54)</td>
<td>(69)</td>
<td>(52)</td>
<td>(69)</td>
<td>(64)</td>
<td>(96)</td>
<td>(137)</td>
<td>(37)</td>
</tr>
<tr>
<td>Dividends on preferred stock</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
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<td>-</td>
<td>-</td>
<td>-</td>
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<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Dividend to noncontrolling interest</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Capital improvement Capex</td>
<td>(29)</td>
<td>(33)</td>
<td>(33)</td>
<td>(31)</td>
<td>(61)</td>
<td>(75)</td>
<td>(81)</td>
<td>(75)</td>
<td>(90)</td>
<td>(110)</td>
<td>(114)</td>
<td>(25)</td>
</tr>
<tr>
<td><strong>Consolidated AFFO</strong></td>
<td>$642</td>
<td>$756</td>
<td>$852</td>
<td>$953</td>
<td>$1,055</td>
<td>$1,223</td>
<td>$1,470</td>
<td>$1,815</td>
<td>$2,150</td>
<td>$2,490</td>
<td>$2,902</td>
<td>$725</td>
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<tr>
<td>Adjustments for noncontrolling interests</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>(51)</td>
<td>(516)</td>
<td>(530)</td>
<td>(524)</td>
<td>(534)</td>
<td>(590)</td>
<td>(5147)</td>
<td>(544)</td>
</tr>
<tr>
<td><strong>AFFO Attributable to Common Stockholders</strong></td>
<td>$642</td>
<td>$756</td>
<td>$852</td>
<td>$953</td>
<td>$1,055</td>
<td>$1,207</td>
<td>$1,439</td>
<td>$1,791</td>
<td>$2,116</td>
<td>$2,400</td>
<td>$2,755</td>
<td>$681</td>
</tr>
<tr>
<td>Divided by weighted average diluted shares outstanding</td>
<td>426.1</td>
<td>418.4</td>
<td>406.9</td>
<td>404.1</td>
<td>400.2</td>
<td>399.6</td>
<td>399.1</td>
<td>400.1</td>
<td>423.0</td>
<td>429.3</td>
<td>431.7</td>
<td>430.5</td>
</tr>
<tr>
<td><strong>Consolidated AFFO per Share</strong></td>
<td>$1.51</td>
<td>$1.81</td>
<td>$2.09</td>
<td>$2.36</td>
<td>$2.64</td>
<td>$3.06</td>
<td>$3.68</td>
<td>$4.54</td>
<td>$5.08</td>
<td>$5.80</td>
<td>$6.72</td>
<td>$1.68</td>
</tr>
<tr>
<td><strong>AFFO Attributable to Common Stockholders per Share</strong></td>
<td>$1.51</td>
<td>$1.81</td>
<td>$2.09</td>
<td>$2.36</td>
<td>$2.64</td>
<td>$3.06</td>
<td>$3.61</td>
<td>$4.48</td>
<td>$5.00</td>
<td>$5.59</td>
<td>$6.38</td>
<td>$1.58</td>
</tr>
</tbody>
</table>

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

(2) Excludes one-time GTP cash tax charge incurred during the third quarter of 2015.
## Historical Reconciliations

$ in Millions, totals may not add due to rounding

<table>
<thead>
<tr>
<th>NET LEVERAGE RECONCILIATION</th>
<th>2Q16</th>
<th>3Q16</th>
<th>4Q16</th>
<th>1Q17</th>
<th>2Q17</th>
<th>3Q17</th>
<th>4Q17</th>
<th>1Q18</th>
<th>2Q18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Debt</td>
<td>$18,717</td>
<td>$18,679</td>
<td>$18,533</td>
<td>$18,890</td>
<td>$19,242</td>
<td>$19,269</td>
<td>$20,205</td>
<td>$21,372</td>
<td>$21,114</td>
</tr>
<tr>
<td>Less: Cash and cash equivalents</td>
<td>411</td>
<td>530</td>
<td>787</td>
<td>713</td>
<td>770</td>
<td>799</td>
<td>802</td>
<td>1,125</td>
<td>835</td>
</tr>
<tr>
<td>Net Debt</td>
<td>18,306</td>
<td>18,149</td>
<td>17,746</td>
<td>18,177</td>
<td>18,472</td>
<td>18,469</td>
<td>19,403</td>
<td>20,247</td>
<td>20,279</td>
</tr>
<tr>
<td>Divided by: annualized Adjusted EBITDA</td>
<td>3,476</td>
<td>3,660</td>
<td>3,743</td>
<td>3,991</td>
<td>4,082</td>
<td>4,161</td>
<td>4,125</td>
<td>4,250</td>
<td>4,336</td>
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<tr>
<td>Net Leverage Ratio</td>
<td>5.3x</td>
<td>5.0x</td>
<td>4.7x</td>
<td>4.6x</td>
<td>4.5x</td>
<td>4.4x</td>
<td>4.7x</td>
<td>4.8x</td>
<td>4.7x</td>
</tr>
</tbody>
</table>
Contact Information

American Tower Contacts

Corporate Headquarters
116 Huntington Avenue
Boston, MA 02116
Phone: 617-375-7500
Fax: 617-375-7575

Transfer Agent

Computershare
P.O. Box 505000
Louisville, KY 40233
Phone: 866-201-5087