



July 2015

# The Foundation for a Wireless World

SECOND QUARTER 2015 EARNINGS CONFERENCE CALL

# Cautionary Information

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This presentation contains forward-looking statements and information that are based on management's current expectations. Such statements may include projections, Outlook and estimates regarding (1) potential benefits, returns and shareholder value which may be derived from our business, assets, investments, dividends and acquisitions, (2) the pending Sunesys acquisition, including potential benefits and impact therefrom and the growth, financing and timing related thereto, (3) our strategy and strategic position, (4) the US wireless market, (5) wireless consumer demand, (6) demand for our wireless infrastructure and services, (7) carrier network investments and upgrades, and the benefits which may be derived therefrom, (8) our growth, (9) our dividends, including our dividend plans, the amount and growth of our dividends, the potential benefits therefrom and the tax characterization thereof, (10) leasing activity, including the impact of such leasing activity on our results and Outlook, (11) capital allocation, (12) net operating loss carryforward, including the utilization thereof, (13) our investments, including in small cells, and the potential benefits therefrom, (14) non-renewal of leases and decommissioning of networks, including timing, the impact thereof and decommissioning fees, (15) capital expenditures, including sustaining capital expenditures, (16) timing items, (17) our credit rating, (18) general and administrative expense, (19) site rental revenues and Site Rental Revenues, as Adjusted, (20) site rental cost of operations, (21) site rental gross margin and network services gross margin, (22) Adjusted EBITDA, (23) interest expense and amortization of deferred financing costs, (24) FFO, including on a per share basis, (25) AFFO, including on a per share basis, (26) Organic Site Rental Revenues and Organic Site Rental Revenue growth, (27) net income (loss), including on a per share basis, (28) our common shares outstanding, including on a diluted basis, and (29) the utility of certain financial measures, including non-GAAP financial measures. As used herein, the term "including", and any variation thereof, means "including, without limitation."

Such forward-looking statements are subject to certain risks, uncertainties and assumptions, including prevailing market conditions and other factors. Should one or more of these risks or uncertainties materialize, or should any underlying assumptions prove incorrect, actual results may vary materially from those expected. More information about potential risk factors which could affect our results is included in our filings with the Securities and Exchange Commission. The Company assumes no obligation to update publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation includes certain non-GAAP financial measures, including Adjusted EBITDA, AFFO, Organic Site Rental Revenue, and Site Rental Revenue, as Adjusted. Tables reconciling such non-GAAP financial measures are set forth in the Appendix hereto and in the Supplemental Information Package posted in the Investors section of Crown Castle's website at <http://investor.crowncastle.com>.

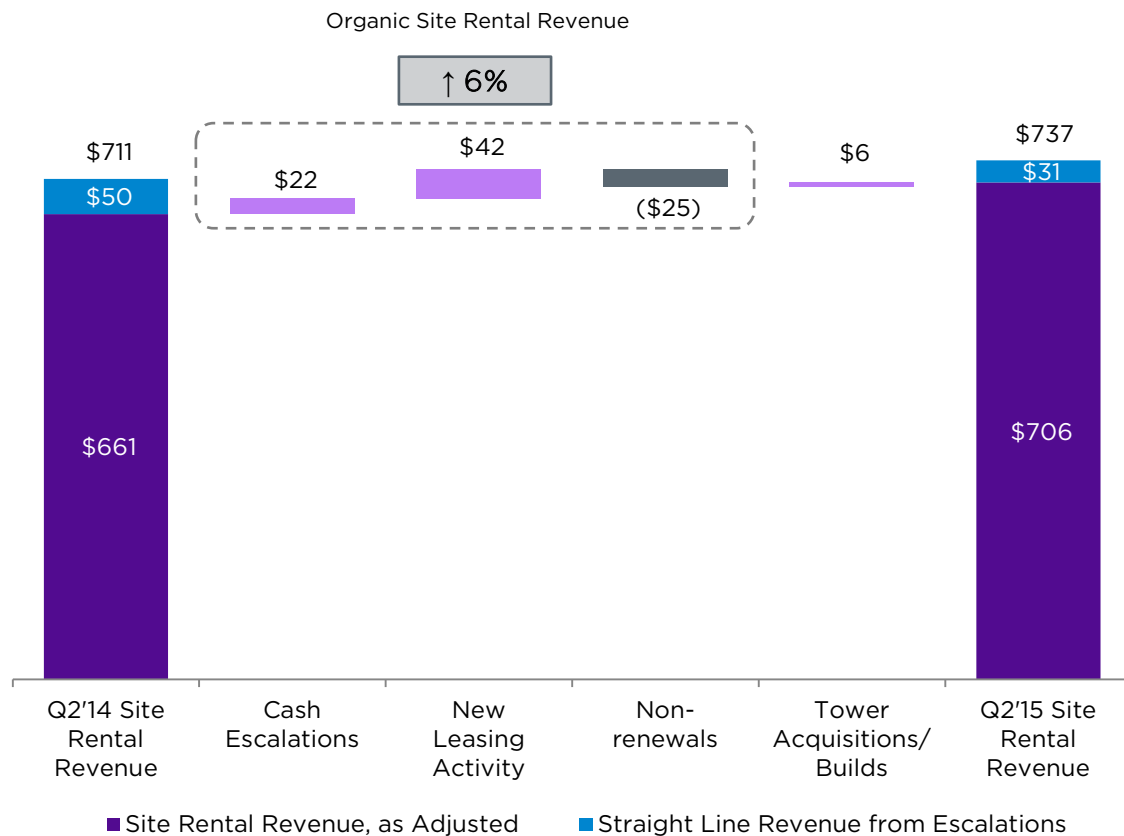
# Executive Summary

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- Exceeded the midpoint of previously provided Outlook, adjusted for the disposition of our Australian subsidiary, for Adjusted EBITDA, AFFO and AFFO per share
- Raised full year 2015 Outlook for Adjusted EBITDA, AFFO and AFFO per share
- Enhanced long-term growth profile through sale of Australian subsidiary and pending acquisition of Sunesys
- Generated Organic Site Rental Revenue growth of 10% year-over-year from new leasing activity and escalations on tenant leases
- Unless otherwise noted, all figures presented, including Outlook, exclude contribution from Crown Castle Australia ("CCAL"), which is reported as discontinued operations, including for periods prior to May 28, 2015

# Q2 2015 Highlights

## Site Rental Revenue Growth (\$ in millions)



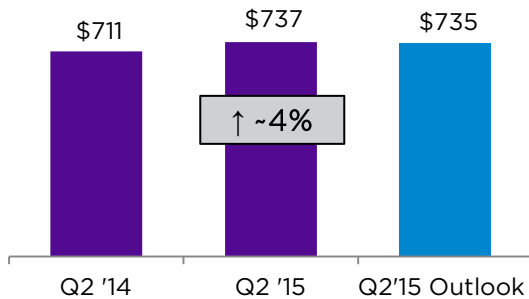
- 4% year-over-year growth in site rental revenues
- 6% Organic Site Rental Revenue growth, comprised of approximately 10% growth from new leasing activity and escalations on tenant leases, net of approximately 4% from non-renewals

Note: Components may not sum due to rounding

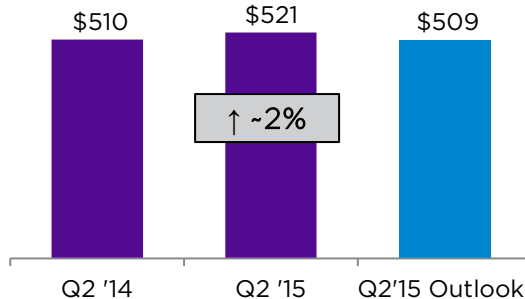
# Q2 2015 Highlights (continued)

(\$ in millions, except per share amounts)

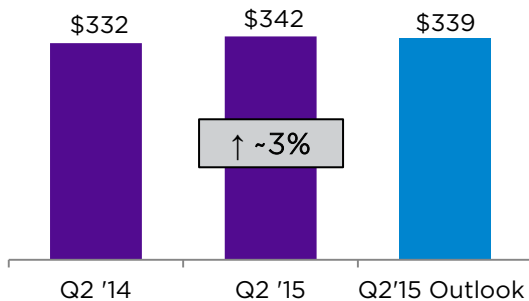
Site Rental Revenues



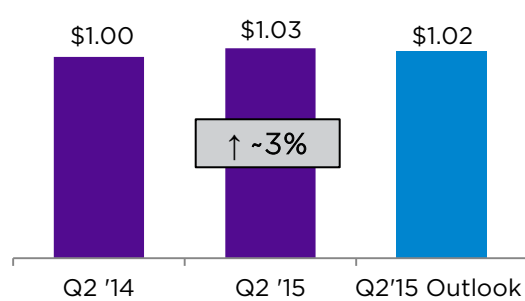
Adjusted EBITDA



AFFO



AFFO per share



Results reflect:

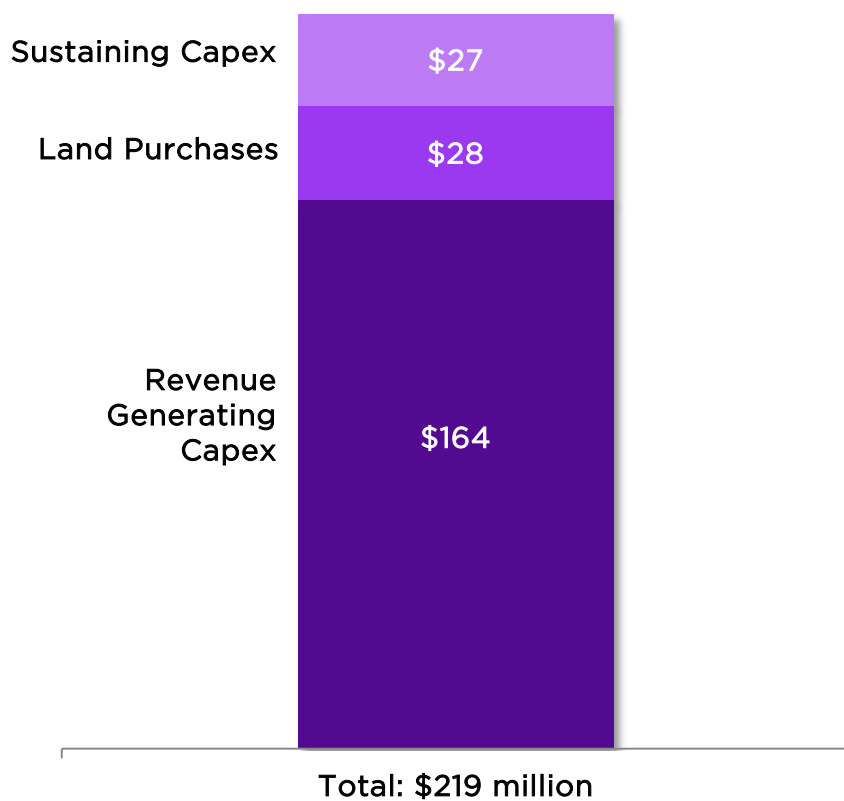
- Strong leasing activity, which is expected to continue throughout 2015
- Q2 Adjusted EBITDA and AFFO impacted by the following:
  - Higher than expected network service gross margin contribution, inclusive of \$7mm equipment decommissioning fees
  - Sustaining capital expenditures \$8mm higher than expected

■ Reported Results

■ Midpoint of Outlook  
Issued on April 22, 2015

# Financing and Investment Summary

## Q2 2015 Capital Deployment (\$ in millions)

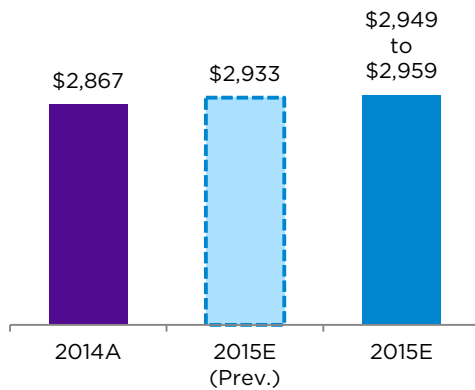


- Continued proactive approach with land program
  - Completed nearly 18,000 land transactions since launch of program
  - Approximately 75% of site rental gross margin is generated on land owned or controlled for 20+ years, with one-third of site rental gross margin generated on owned land
  - Average remaining ground lease term of approximately 30 years
- Paid a quarterly common stock dividend of \$0.82 per common share, or approximately \$274 million in aggregate
- Closed on \$1.0 billion senior secured notes with weighted average coupon of 3.5% and weighted average life of 9 years
  - Proceeds were used to refinance other secured notes and repay portions of outstanding borrowings under credit facility and term loans
- Remain committed to achieving investment grade credit rating
  - Current net debt to Q2 annualized EBITDA of 5.2x
  - Achieved investment grade credit rating at Fitch Ratings

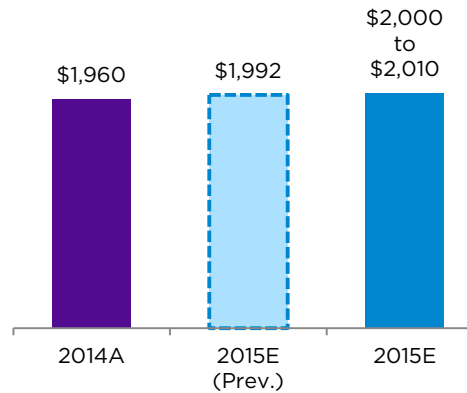
# Full Year 2015 Outlook

(\$ in millions)

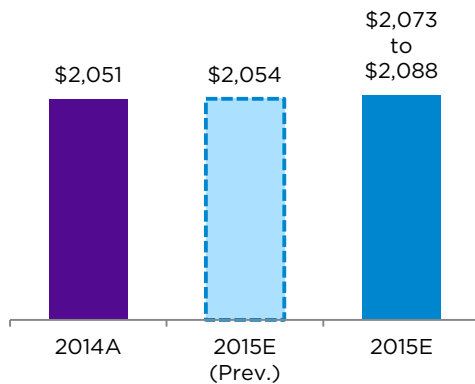
Site Rental Revenues



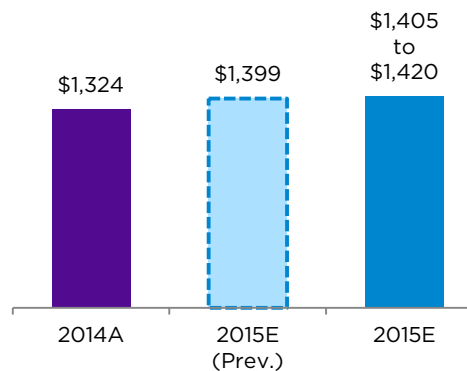
Site Rental Gross Margin



Adjusted EBITDA



AFFO

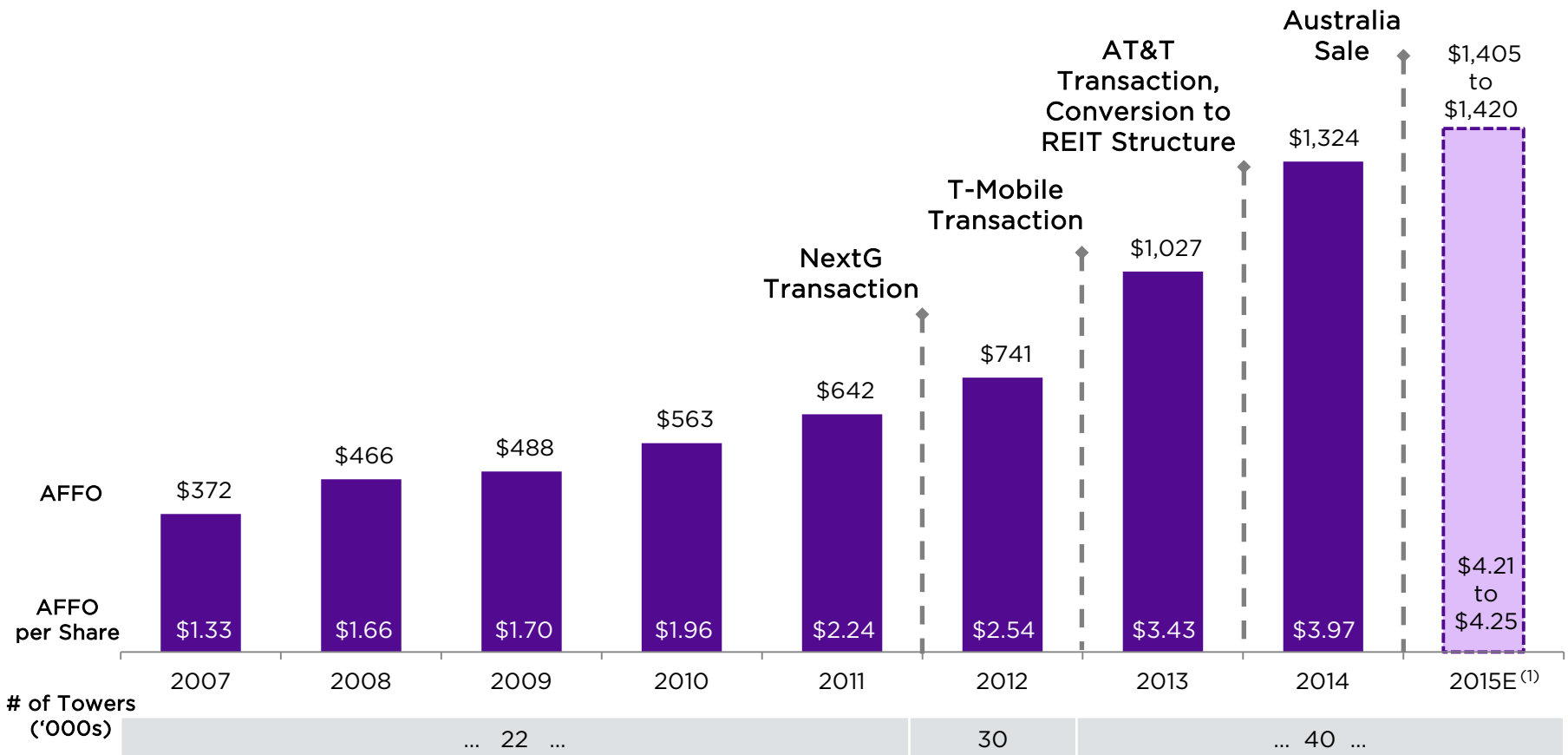


- Increase in Outlook reflects strong Q2 results, an increase in expectations for 2H leasing, timing benefit from tenant non-renewals, and increased expectation for services gross margin contribution
- Does not include Sunesys contribution, which is expected to close during Q3

- Reported Results
- Midpoint of Outlook Issued on April 22, 2015
- Outlook Issued on July 22, 2015

# Proven Track Record of Stability & Growth

AFFO and AFFO per Share Growth (\$ in millions, except per share amounts)



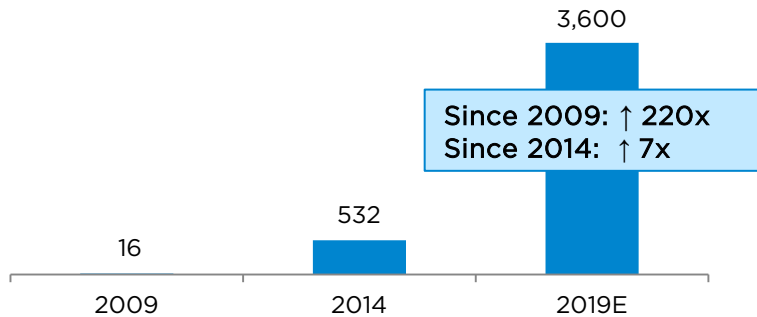
1. Guidance issued on July 22, 2015; excludes the expected contribution from the Sunesys acquisition



# Growth Drivers of Mobile Data Traffic

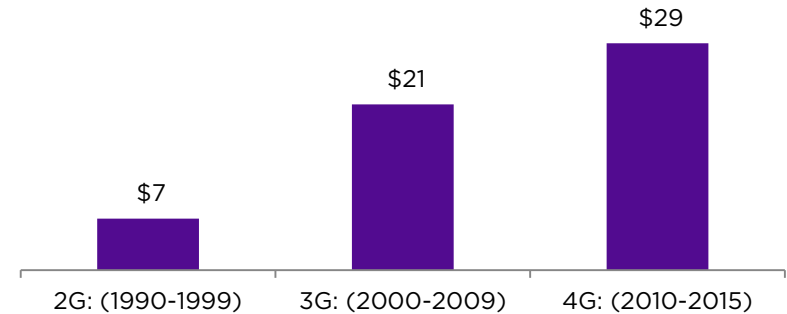
## Strong Consumer Demand for Data...

Forecasted U.S. Mobile Data Usage<sup>(1)</sup> (pb per month)



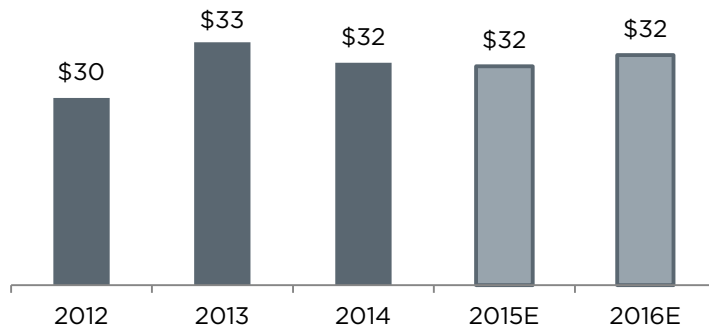
## ...Has Historically Driven Carrier Network Investment...

Average U.S. Wireless Capex<sup>(2)</sup> (\$ bn)

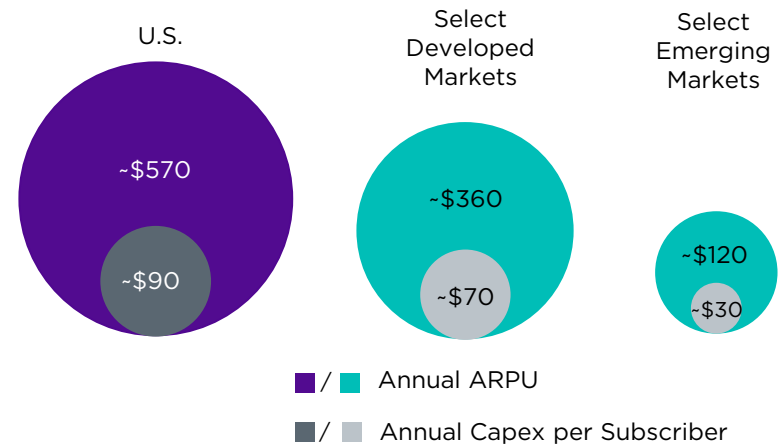


## ...And Is Expected to Continue Unabated...

Forecasted U.S. Wireless Capex<sup>(3)</sup> (\$ bn)



## ...Given Attractive Incremental Economics for Carriers<sup>(3)</sup>



1. Cisco VNI, 2015
2. CTIA Report
3. Wall Street Research

# Appendix

# Historical Quarterly Results for Crown Castle International Corp.

Adjusted to reflect CCAL as a discontinued operation

(\$ in millions)	Q1 '14		Q2 '14		Q3 '14		Q4 '14		Q1 '15	
Site Rental Revenue	\$	714.8	\$	710.8	\$	717.6	\$	723.4	\$	731.4
Site Rental Gross Margin		496.1		483.8		487.0		493.5		499.2
Adjusted EBITDA		508.5		509.5		513.6		519.6		529.3
AFFO		331.2		332.3		332.2		328.3		365.7

# Adjusted EBITDA Reconciliations

(\$ in millions)	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15
Net income (loss)	\$ 102.8	\$ 35.4	\$ 108.0	\$ 152.6	\$ 125.1
Adjustments to increase (decrease) net income (loss):					
Income (loss) from discontinued operations	(9.6)	(10.1)	(8.9)	(24.0)	(13.4)
Asset write-down charges	2.6	3.1	4.9	3.6	8.6
Acquisition and integration costs	5.7	19.1	4.1	5.3	2.0
Depreciation, amortization and accretion	245.2	246.6	247.2	246.8	251.8
Amortization of prepaid lease purchase price adjustments	3.9	5.7	5.0	5.4	5.2
Interest expense and amortization of deferred financing costs	146.4	144.5	141.3	141.1	134.4
Gains (losses) on retirement of long-term obligations	-	44.6	-	-	-
Interest income	(0.1)	(0.1)	(0.1)	0.0	(0.1)
Other income (expense)	2.7	5.9	0.7	(21.3)	0.2
Benefit (provision) for income taxes	(3.0)	(3.1)	(2.0)	(3.1)	(1.4)
Stock-based compensation expense	12.0	17.9	13.4	13.2	16.8
<b>Adjusted EBITDA<sup>(1)(2)</sup></b>	<b>\$ 508.5</b>	<b>\$ 509.5</b>	<b>\$ 513.6</b>	<b>\$ 519.6</b>	<b>\$ 529.3</b>

1. See definition in Supplemental Information Package.

2. The above reconciliation excludes line items included in our definition which are not applicable for the periods shown.

# AFFO Reconciliations

(\$ in millions)	Q1 '14	Q2 '14	Q3 '14	Q4 '14	Q1 '15
Net income <sup>(1)</sup>	\$ 93.2	\$ 25.3	\$ 99.2	\$ 128.6	\$ 111.7
Real estate related depreciation, amortization and accretion	241.8	243.1	243.6	243.1	247.6
Asset write-down charges	2.6	3.1	4.9	3.6	8.6
Dividends on preferred stock	(11.0)	(11.0)	(11.0)	(11.0)	(11.0)
<b>FFO<sup>(2)(3)(4)</sup></b>	<b>\$ 326.6</b>	<b>\$ 260.5</b>	<b>\$ 336.7</b>	<b>\$ 364.3</b>	<b>\$ 356.9</b>
FFO (from above)	\$ 326.6	\$ 260.5	\$ 336.7	\$ 364.3	\$ 356.9
Adjustments to increase (decrease) FFO:					
Straight-line revenue	(49.2)	(49.8)	(45.7)	(38.7)	(30.5)
Straight-line expense	25.2	26.7	24.1	25.9	24.6
Stock-based compensation expense	12.0	17.9	13.4	13.2	16.8
Non-cash portion of tax provision	(4.8)	(5.1)	(4.7)	(4.9)	(3.6)
Non-real estate related depreciation, amortization and accretion	3.4	3.5	3.6	3.8	4.2
Amortization of non-cash interest expense	20.9	20.6	19.8	19.5	11.7
Other (income) expense	2.7	5.9	0.7	(21.3)	0.2
Gains (losses) on retirement of long-term obligations	-	44.6	-	-	(0.0)
Acquisition and integration costs	5.7	19.1	4.1	5.3	2.0
Capital improvement capital expenditures	(3.8)	(4.1)	(7.5)	(15.6)	(7.5)
Corporate capital expenditures	(7.4)	(7.6)	(12.1)	(23.1)	(9.2)
<b>AFFO<sup>(2)(3)(4)</sup></b>	<b>\$ 331.2</b>	<b>\$ 332.3</b>	<b>\$ 332.2</b>	<b>\$ 328.3</b>	<b>\$ 365.7</b>

1. Exclusive of income from discontinued operations and related noncontrolling interest of \$10 million, \$10 million, \$9 million, \$24 million and \$13 million for Q1 '14, Q2 '14, Q3 '14, Q4 '14 and Q1 '15, respectively.
2. See definition in Supplemental Information Package.
3. FFO and AFFO are reduced by cash paid for preferred stock dividends.
4. The above reconciliations excludes line items included in our definition which are not applicable for the periods shown.