Pilot Chooses CoreSite to Expand Its Reach with New PoPs at CoreSite's New York, Boston, Los Angeles, and Denver Data Center Campuses

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DENVER--(BUSINESS WIRE)--Nov. 15, 2018-- CoreSite Realty Corporation (NYSE: COR), a premier provider of secure, reliable, high-performance data center and interconnection solutions across the U.S., today announced that Pilot, a leading provider of business connectivity solutions, has deployed four new network Points of Presence (PoPs) at CoreSite's New York, Boston, Los Angeles, and Denver data center campuses.

Pilot selected CoreSite for its track record of operational excellence across its portfolio, as well as its well-established presence within the regions. CoreSite's robust customer ecosystem of interconnected businesses creates new revenue and service performance opportunities for Pilot. The new PoPs will expand the reach of Pilot's network and provide CoreSite customers with access to Pilot's broad portfolio of products, including Ethernet transport and IP transit offerings.

"We require a data center provider that can connect Pilot with existing and new customers and partners, and also provide the flexibility to meet our unique requirements," said Christian Koch, Director of Network Strategy at Pilot. "Partnering with CoreSite is a natural evolution for growing Pilot's network presence as both companies are dedicated to operational excellence and providing an outstanding customer experience."

CoreSite's Los Angeles, Denver, Boston and New York communities, combined, feature more than 1,200 customers, including domestic and international carriers, enterprises, cloud computing providers such as AWS, Microsoft, and Google, system integrators, media and entertainment firms, social networking sites, and gaming companies. Additionally, the CoreSite Los Angeles data center campus is the site of the largest peering exchange on the West Coast – the CoreSite Any2Exchange® for Internet peering, with direct access to Any2 switches from all of CoreSite's data centers.

"We are pleased that Pilot has chosen to expand with us in Los Angeles, Denver, Boston and New York, four interconnection-dense, edge markets," said Ben Green, Vice President of Sales, Network & Mobility at CoreSite. "Pilot's robust business connectivity services will benefit our ever-growing customer communities that have a high demand for network and cloud connectivity solutions."

Pilot is a member of the CoreSite Marketplace, which provides a dynamic web-enabled interface, where CoreSite customers can learn of other service providers, how they can benefit from one another, and engage easily to support their IT strategy. These services include network providers, cloud on-ramps, managed service providers, and software providers. To learn more about Pilot, visit https://www.coresite.com/marketplace/pilot-fiber.

ABOUT CORESITE

CoreSite Realty Corporation (NYSE:COR) delivers secure, reliable, high-performance data center and interconnection solutions to a growing customer ecosystem across eight key North American markets. More than 1,350 of the world's leading enterprises, network operators, cloud providers, and supporting service providers choose CoreSite to connect, protect and optimize their performance-sensitive data, applications and computing workloads. Our scalable, flexible solutions and 450+ dedicated employees consistently deliver unmatched data center options — all of which leads to a best-in-class customer experience and lasting relationships. For more information, visit www.CoreSite.com.

ABOUT PILOT

Pilot is a modern connectivity company and fully featured network service provider. On a mission to create a more sustainable telecom landscape, Pilot combines advanced fiber-optic technology with custom-built software and intuitively designed services, raising the bar for the entire industry. Currently serving more than 100,000 end users over its nationwide IP network, Pilot's flexible solutions allow businesses to stop worrying about their connectivity and stay focused on what matters. For more information, visit www.pilotfiber.com.

Forward Looking Statements

This press release may contain forward-looking statements within the meaning of the federal securities laws. Forward-looking statements relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. In some cases, you can identify forward-looking statements by the use of forward-looking terminology such as "believes," "expects," "may," "will," "should," "seeks," "approximately," "intends," "plans," "pro forma," "estimates" or "anticipates" or the negative of these words and phrases or similar words or phrases that are predictions of or indicate future events or trends and that do not relate solely to historical matters. Forward-looking statements involve known and unknown risks, uncertainties, assumptions and contingencies, many of which are beyond CoreSite's control that may cause actual results to differ significantly from those expressed in any forward-looking statement. These risks include, without limitation: any adverse developments in local economic conditions or the demand for data center space in these markets; operational difficulties, including difficulties relating to information systems, internal processes and information security; significant industry competition; financial market fluctuations; and other factors affecting the real estate industry generally. All forward-looking statements reflect CoreSite's good faith beliefs, assumptions and expectations, but they are not guarantees of future performance. Furthermore, CoreSite disclaims any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, of new information, data or methods, future events or other changes. For a further discussion of these and other factors that could cause CoreSite's future results to differ materially from any forward-looking statements, see the section entitled "Risk Factors" in CoreSite's most recent annual report on Form 10-K, and other risks described in documents subsequently filed by CoreSite from time to time with the Securities and Exchange Commission.

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