SBA Communications Corporation Reports Record 2nd Quarter Results

BOCA RATON, Fla., Aug. 10 /PRNewswire/ -- SBA Communications Corporation (Nasdaq: SBAC) ("SBA") announced significant increases in revenue and EBITDA for the three months ended June 30, 2000 over the same period in 1999.

For the three months ended June 30, 2000, revenues increased 98% to $38.5 million from the second quarter of 1999, due to both higher site leasing revenue and site development revenue. The quarterly revenues were the highest in the company's history. Site leasing revenue increased to $11.8 million for the quarter, also a record for the company, a 105% increase over the second quarter of 1999. Gross profit for the quarter increased 102% to $13.4 million from the second quarter of 1999, due to both higher site leasing and site development gross profit. Site leasing gross profit, or tower cash flow, increased to $7.4 million for the quarter, again a record for SBA and a 147% increase over the second quarter of 1999. Earnings before interest, taxes, depreciation, amortization and non-cash compensation charges (EBITDA) for the quarter was $7.1 million, a 276% increase over the second quarter of 1999. Loss per share was $(.20) for the three months ended June 30, 2000, compared to $(.64) in the year earlier period.

"We are very pleased with our second quarter results," commented Steven E. Bernstein, Chief Executive Officer. "We continue to have significant and record growth in all areas and are enjoying increasing synergies between our tower ownership and services businesses. Reflecting the very favorable business climate for integrated tower companies such as SBA, our backlog of new tower builds, tower acquisitions and services business are at all-time highs. With this backlog and the proceeds from our recently completed issuance of 5,000,000 shares of Class A common stock, we believe we are well positioned for continued growth."

"Our financial results for the quarter, as well as our previously announced operational results, were ahead of our plan," added Jeffrey A. Stoops, SBA's President. "Once again we posted sequential quarterly growth in the most important financial metrics, which we believe are total revenues, site leasing revenues, site leasing gross profit margin, EBITDA, EBITDA margin and after-tax cash flow. Perhaps most pleasing is the fact that we achieved positive after-tax cash flow this quarter, well ahead of schedule."

A conference call to discuss these results will be held on Friday, August 11, 2000, at 10:00 AM EDT. The call-in number is (800) 230-1085. The name of the conference call is "SBA Second Quarter Earnings Release." The replay will be available from August 11 at 5:00 PM to August 18 at 11:59 PM. The replay number is (800) 475-6701. The access code is 529409.

SBA is a leading independent owner and operator of wireless communications infrastructure in the United States. SBA generates revenue from two primary businesses -- site leasing and site development services. The primary focus of the company is the leasing of antenna space on its multi-tenant towers to a variety of wireless service providers under long-term lease contracts. Since it was founded in 1989, SBA has participated in the development of over 14,000 antenna sites in the United States.

For additional information, please contact Jeffrey A. Stoops, President, (561) 995-7670.

Information Concerning Forward-Looking Statements

Some information in this release is forward looking. These forward- looking statements may be affected by the risks and uncertainties in the company's business. This information is qualified in its entirety by cautionary statements and risk factor disclosure contained in certain of the company's Securities and Exchange Commission filings. The company wishes to caution readers that certain important factors may have affected and could in the future affect the company's actual results and could cause the company's actual results for subsequent periods to differ materially from those expressed in any forward-looking statement made by or on behalf of the company. Such factors include, but are not limited to, (1) our ability to secure as many site leasing tenants as planned; (2) our ability to expand our site leasing business and maintain or expand our site development business; (3) our ability to continue and expand synergies between our site leasing and site development businesses; (4) our ability to complete construction of new towers on a timely and cost-efficient basis, including our ability to successfully address zoning issues, carrier design changes, changing local market conditions and the impact of adverse weather conditions; (5) our ability to identify and acquire new towers, including our capability to timely complete due diligence and obtain third party consents; (6) our ability to retain current lessees on newly acquired towers; (7) our ability to realize economies of scale for newly acquired towers; (8) the continued dependence on towers and outsourced site development services by the wireless communications industry; (9) our ability to compete effectively for new tower opportunities and site development services in light of increased competition; (10) our ability to raise substantial additional financing to expand our

tower holdings; and (11) the business climate for the wireless communications industry in general and the wireless communications infrastructure providers in particular. With respect to proposed acquisitions, a number of factors including without limitation ongoing due diligence, third party consents and the lack of definitive documentation will affect the timing of consummation or whether such acquisitions are ever consummated (of which there can be no assurance). With respect to pending new tower build projects, a number of factors will affect the timing and number of new build completions, including without limitation zoning difficulty, carrier design changes, changing local market conditions and weather. The company undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date hereof.

SUMMARY HISTORICAL FINANCIAL DATA

	For the three months ended June 30,		For the six months ended June 30,	
	1999	2000	1999	2000
Operating Data:				
Revenue:				
Site development revenue	$13,647,457	$26,691,944	$22,222,144	$ 47,033,524
Site leasing revenue	5,757,815	11,810,942	10,899,429	21,898,387
Total revenues	19,405,272	38,502,886	33,121,573	68,931,911
Cost of revenues:				
Cost of site development revenue	10,009,566	20,650,015	16,632,761	36,219,364
Cost of site leasing revenue	2,777,017	4,458,372	5,154,523	8,324,014
Total cost of revenues	12,786,583	25,108,387	21,787,284	44,543,378
Gross profit	6,618,689	13,394,499	11,334,289	24,388,533
Selling, general and administrative	4,855,498	6,338,187	8,933,071	12,456,007
Depreciation and amortization	3,538,092	7,931,956	6,669,393	14,762,230
Total operating expenses	8,393,590	14,270,143	15,602,464	27,218,237
Operating loss	(1,774,901)	(875,644)	(4,268,175)	(2,829,704)
Other expense, net	(6,749,508)	(6,679,432)	(12,249,085)	(14,224,303)
Loss before income taxes	(8,524,409)	(7,555,076)	(16,517,260)	(17,054,007)
(Provision) benefit for income taxes	(209,680)	(352,551)	575,901	(577,037)
Net loss before extraordinary item and dividends	(8,734,089)	(7,907,627)	(15,941,359)	(17,631,044)
Extraordinary item	---	---	(1,149,954)	---
Dividends on preferred stock	1,445,903	---	733,403	---
Net loss to common share-holders	$(7,288,186)	$(7,907,627)	$(16,357,910)	$(17,631,044)
Basic and diluted loss per common share before extraordinary item	$(0.64)	$(0.20)	$(1.49)	$(0.47)
Extraordinary item	---	---	(0.11)	---
Basic and diluted loss per common share	$(0.64)	$(0.20)	$(1.60)	$(0.47)

Weighted average number of shares	11,423,533	39,234,008	10,196,544	37,308,178
Other Data:				
Earnings before interest, taxes, depreciation and amortization	$1,875,280	$7,056,311	$2,537,868	$ 12,135,227
Annualized tower cash flow	$11,923,192	$29,410,280		

	As of December 31, 1999	As of June 30, 2000
Balance Sheet Data:		
Cash and cash equivalents	$3,130,912	$27,199,049
Total assets	429,823,226	640,493,584
Working capital	(20,945,147)	(1,490,700)
Total debt	318,267,334	272,407,225

SOURCE SBA Communications Corporation
Web site: http: //www.sbasite.com
Company News On-Call: http: //www.prnewswire.com/comp/120891.html or fax, 800-758-5804, ext. 120891
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