Letter from the Co-Chairman and Chief Executive Officer

Fellow Stockholders:

I hope this letter finds you and your families healthy and well.

Despite the continued challenges caused by the global pandemic during the past year, I am extremely proud of the significant growth and productivity accomplished by the Radius team of employees during 2021. We more than doubled the pace of capital deployed to a record $474 million, which allowed us to increase the size of our digital infrastructure asset portfolio (measured in terms of annualized in-place rents) by ~40% as of year-end 2021. Revenue increased 48% to $103.6 million, and our gross profit increased 46% to $101.1 million (representing a 98% ground cash flow margin).

I am equally optimistic about what we can achieve in 2022. During the past year, our financing activities generated $1.2 billion in net proceeds, inclusive of a debt facility that was funded in January 2022. As a result, we entered 2022 with approximately $880 million of cash and cash equivalents, which allows us to take advantage of the attractive risk-adjusted returns available across an existing and growing global digital infrastructure asset base. Since 2010, our investment strategy has been to generate attractive risk-adjusted returns by acquiring ground leases underlying digital infrastructure assets such as cell phone towers and rooftop antennas. More recently, we have expanded our scope to also acquire indoor DAS (distributed antenna systems), data centers and fiber aggregation points, which we view as fundamentally similar assets (generally triple net leases to the same counterparties with minimal operational requirements) to our wireless real properties.

Even with increasing global complexities, including the swift arrival of inflation and the resulting central bank response of raising interest rates, as we continually examine our core thesis since inception, we remind ourselves why we continue to view owning and investing in essential digital infrastructure assets as one of the better investments when measured by risk taken and reward earned. While no business is immune to macro (and micro) factors, simply put, we believe that we can continue to deliver superior downside protection combined with consistent, durable and attractive returns.

Part of that conviction is derived from some key attributes of our business:

- Uncapped CPI: Approximately 80% of the triple net rents we receive contractually escalate at local uncapped CPI indexes or other market value adjustments. While difficult to precisely value, at minimum these escalators result in muting any impact of rising interest rates.
- High Quality Counterparties: Our rents are predominantly from highly rated counterparties.
- Fixed Rate Debt: 100% of our existing debt is fixed rate or capped in matched currencies with our rents received, with longer durations than typically achieved in asset-based lending.
- Tax Efficient Model: We remain tax efficient, with minimal global tax exposure and a sizeable amount of net operating losses which will be beneficial in the future, and we have the ability to convert to a REIT when our tax status changes.

- Massive Continued Digital Infrastructure Investment: Literally trillions of dollars of capital are expected to be deployed in digital infrastructure over the next decade, expanding the addressable market in which we can make investments.

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We are hopeful that we will continue to meaningfully increase our scale, reduce our cost of capital and improve our ability to communicate that we believe our properties should be practically viewed and valued as credit derivatives not just of tower companies, but of communications operators (wired and wireless) themselves. Without land (or a rooftop) there can be no critical communications facilities – towers, cell sites, fiber aggregation points or otherwise. Should the use of a given cell site be disrupted (particularly as part of an interconnected network of sites), no service can be provided and therefore no revenue generated. Zoning difficulties, technical considerations and the high economic cost for carriers to switch cell sites without disrupting their network, combined with our disciplined and consistent underwriting standards when acquiring each asset, minimizes the potential impact of any interruption of our revenue streams, as evidenced by our historical real rate of annual churn of less than 1%.

Members of the senior management team have worked together for as many as 30+ years building, operating, and investing in digital infrastructure. We believe our collective knowledge and experience in the telecommunications industry is one of our most important advantages, and the fact that we are still together having fun is arguably just as important! We look forward to continuing to execute on our strategy to create long-term shareholder value in a disciplined, prudent, and tax-efficient manner.

Warmest regards,

Bill

William H. Berkman
Co-Chairman of the Board and Chief Executive Officer