

AUSTRALIA'S LARGEST NETWORK OF NEUTRAL COLOCATION DATA CENTRES

PERTH
P1 6MW

CANBERRA
C1 4.8MW

MELBOURNE
M1 15MW
M2 40MW



BRISBANE
B1 2.25MW
B2 12MW

SYDNEY
S1 16MW
S2 30MW

8+

DATA CENTRES

126+

MEGAWATTS¹

25,000+

RACKS¹

FY17 HIGHLIGHTS



Solid revenue growth

- Revenue from continuing operations up \$30.7m¹ (33%)¹ to \$123.6m
- Contracted utilisation up 5.4MW² (21%)² to 31.5MW
- Interconnection up 1,767 (39%)² to 6,342, representing ~6.0% of recurring revenue



Strong operating leverage

- EBITDA up \$21.3m¹ (77%)¹ to \$49.0m
- Operating cash flow up \$22.6m¹ to \$44.9m
- Profit before tax up \$11.1m¹ to \$12.8m



Network expansion continues

- \$159m of capital invested across new and existing developments
- Constructed additional data halls in M1, S1³ and completed C1 core upgrade to Tier III
- B2 and M2 on track for completion in record time for customer access in 1H18



Strong funding position

- Well funded with cash and term deposits of \$368.3m
- Successful Notes III unsecured debt raising of \$300m, replacing Notes I (\$60m) and Notes II (\$100m)
- Refinance of undrawn senior secured debt facility to \$300m (previously \$100m also undrawn)

1. Compared to FY16
2. Since 30 June 2016
3. Construction commenced in FY17

Australia's BIGGEST network of ICT suppliers

Our growing network of **350+** partners

PREMIER PARTNERS



CONTENT
DISTRIBUTORS

SOLUTIONS
INTEGRATORS

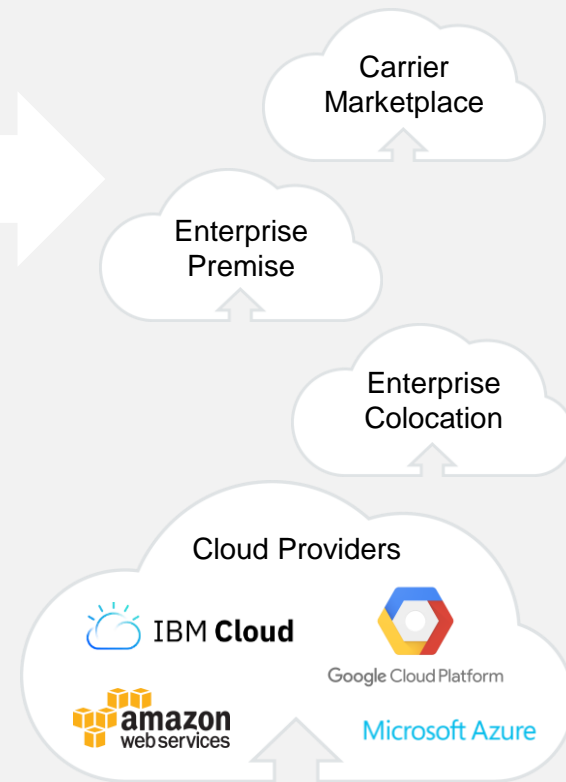
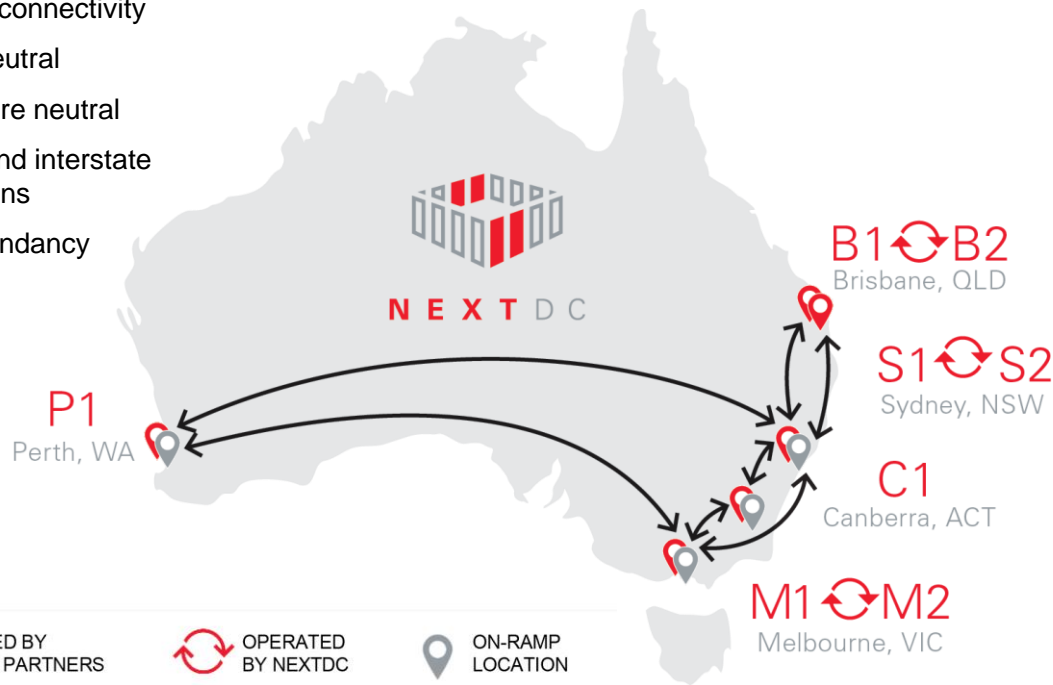


CLOUD
SERVICES

CARRIER
NETWORKS

Seamless national network with AXON and cloud on-ramps

- Inter-site connectivity
- Carrier neutral
- Data centre neutral
- On demand interstate connections
- Geo-redundancy



NEXTDC is *where the cloud lives*®

Consumption economics is a powerful driver of hybrid cloud and colocation.

NEXTDC customers enjoy a wide choice of public, private and hybrid cloud solutions through our Cloud Centre partner community: the largest carrier, vendor and integrator neutral ecosystem in Australia.

Public and private cloud

Our enterprise and government customers leverage public and private cloud economics. Consumption computing is a key driver for customers' shift to colocation. NEXTDC hosts a number of the largest international and domestic public and private cloud computing providers right here in Australia. Cloud providers prefer carrier-neutral data centres because customers want connectivity choice.

Hybridised cloud

Most customers have workloads they run in the cloud, and workloads they run on their own infrastructure. Due to legacy platforms, network costs or security concerns not all customers put everything in public or private clouds, so they combine and connect their own infrastructure at NEXTDC to create a hybrid cloud environment. Hybrid clouds are also a key driver of NEXTDC's interconnection revenue.

Connecting the clouds

Connectivity is available through the internet, by secure private connection or elastic fabric connections to cloud solutions through NEXTDC interconnection services and our network of partners. Networking latency is a key consideration for workloads into the cloud and the preferred location of the cloud. Connection to public and private clouds is a key driver of NEXTDC's interconnection revenue.



Gartner, June 2017

Channel-first sales strategy



CLOUD SERVICES



CONTENT DISTRIBUTORS



CLOUD CENTRE



SOLUTION INTEGRATORS

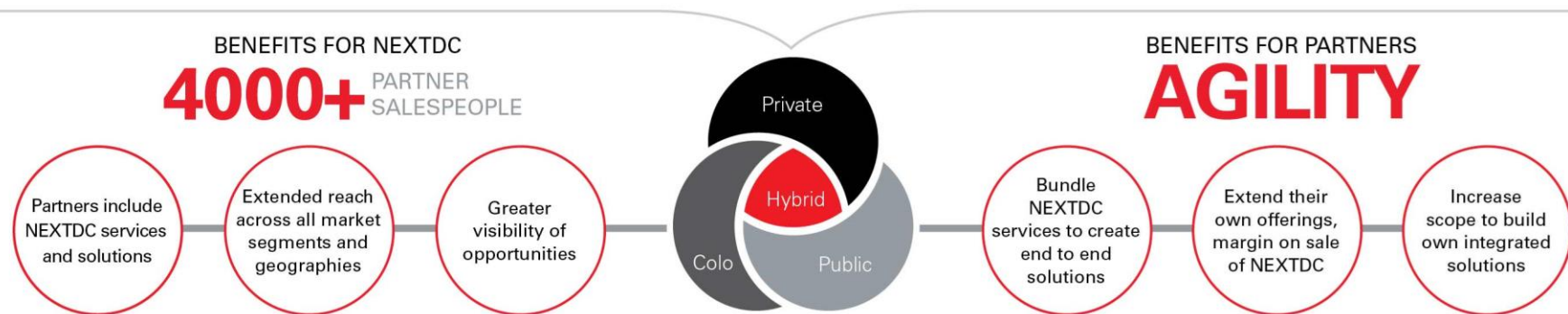


CARRIER NETWORKS

ECOSYSTEM DEVELOPMENT

Australia's largest independent network of carriers, cloud and IT service providers

350+ CHANNEL PARTNERS **50+** DOMESTIC & INTERNATIONAL CARRIER NETWORKS



Customers easily connect to a wide choice of service providers for seamless hybrid cloud

UTI TIER IV DATA CENTRES

Tier IV is currently the peak of the Tier Classification System created by the Uptime Institute to consistently evaluate individual data centre performance, and builds on the Tier III standard for concurrent maintainability.

FEATURE

- **Fault Tolerance** – multiple independent, physically isolated systems (compartmentalisation) that provide redundant capacity and diverse distribution paths to simultaneously serve the critical environment.

RESULT

- **Resilience** – Individual equipment failures or distribution path interruptions from an unexpected event or planned work activity (maintenance) will not impact IT operations.

UTI GOLD OPERATIONAL CERTIFICATION

Key areas covered include: Staffing, Training and Organisation, Preventative Maintenance, and Planning, Management and Coordination.

FEATURES

- Operational behaviours and risks that impact long-term business objectives have been checked and verified.
- Gold rating shows facility management scored on average over 90% in all assessment aspects.

RESULT

- Certifies the management team can operate the facility to its full potential.
- More efficient data centre operation, and opportunities to increase energy efficiency.

The Uptime Institute: *Explaining the Uptime Institute's Tier Classification System*
The Uptime Institute: *Data Centre Site Infrastructure Tier Standard: Operational Sustainability* (2014)

Leadership in sustainability



**NABERS 4.5 star rating
for energy efficiency**
S1 Sydney and M1 Melbourne



**2014 Finalist: M1 Melbourne –
the 'Green' data centre**
DatacenterDynamics Awards, Asia-Pacific



**2013 Winner:
Sustainability**
ARN ICT Industry Awards

National Australian Built Environment Rating System (NABERS)

- NEXTDC was one of the original signatories to NABERS for Data Centres
- NEXTDC is committed to achieving NABERS ratings for its other greenfield data centres

Energy and environmental objectives include

- increasing the awareness of how each individual in our data centres may contribute towards reducing their impact on energy usage and the environment
- designing data centres using the latest technology to reduce energy use and impact on the environment
- ensuring top priority is given to recycling, waste prevention and the elimination or reduction of wasteful practices

Solar energy production

- The M1 Melbourne data centre hosts Australia's largest rooftop solar array (400kW), which in FY17 produced 481MWhrs, an offset of over 452 tonnes of CO₂ – equivalent to the carbon generated yearly by 96 cars
- NEXTDC has plans for similar arrays at its Sydney and Perth data centres

City of Melbourne renewable energy initiative

- NEXTDC has joined forces with the City of Melbourne as part of a group of large energy users that have signalled their interest in testing a new approach to drive investment in renewable energy
- The group includes NEXTDC, NAB, City of Maribyrnong, City of Yarra, Federation Square, Mirvac, and bankmecu
- Represents collective energy consumption of around 100GWh worth of energy, equivalent to around 250,000 solar panels or 15 wind turbines

Certifications & Awards

Leading the Australian data centre industry



ISO 27001:2013
Information (ISMS)
certification
Security
Management
System



ISO 9001:2015
Quality
Management
System
certification



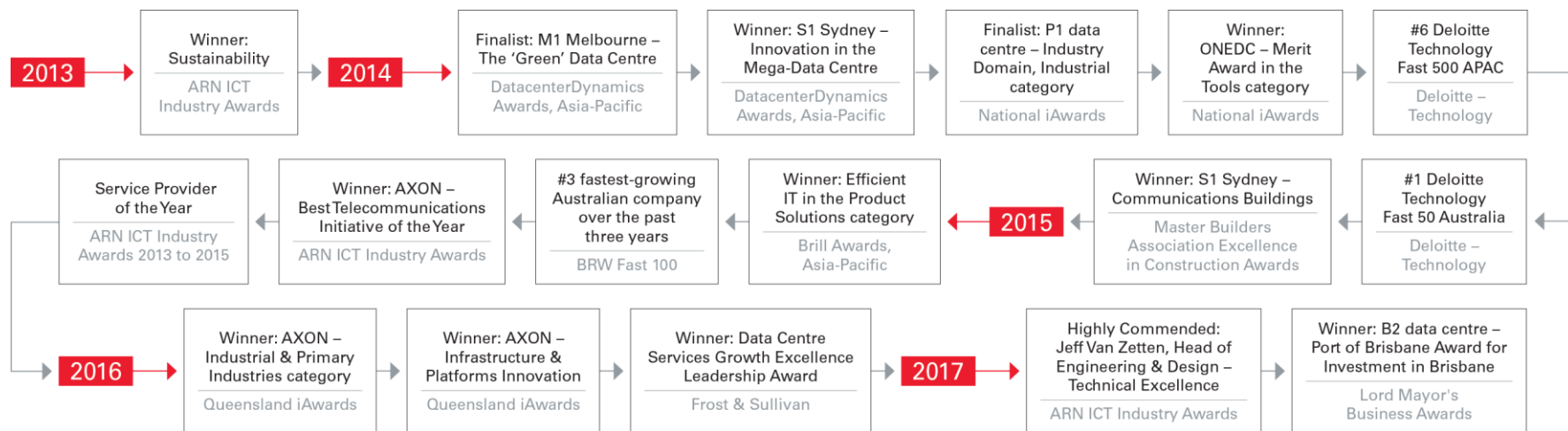
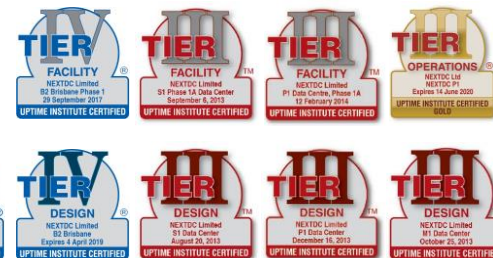
ISO 14001:2015
Environmental
Management
System certification
(C1, M1, S1)



Australian Government
Department of Finance

Australian Government
Data Centre Facilities Supplies Panel
Multi Use List for the provision of
Data-Centre-as-a-Service (DcaaS)

Uptime Institute
Tier certifications



C1 IS CANBERRA'S ONLY HOSTING LOCATION FOR AMAZON WEB SERVICES DIRECT CONNECT CLOUD ON RAMP

"The launch of the AWS Direct Connect service out of NEXTDC's Canberra data centre will enable our Federal and ACT government customers to connect the hyperscale AWS Cloud and run synchronous replication across independent zones, helping to ensure government data is managed securely – with high resilience. This in turn will help government agencies deliver improved services to Australian citizens, who increasingly rely on digital services for their interactions with government."

Andrew Phillips, AWS Australia and New Zealand Public Sector Country Manager



FY18 GAME CHANGERS



Network expansion

Australia's largest total planned network capacity increased to 126MW

- S1 capacity increasing from 15MW to 16MW
- P1 fitout of final two data halls
- M2 planned capacity increase from 25MW to 40MW
- B2 planned capacity increase from 6MW to 12MW
- S2 Development Approval secured and 30MW development underway



Setting new standards for operational excellence

Setting new standards for the data centre industry in the Asia Pacific

- B2 opening with Australia's first UTI Tier IV design and construct certification^{1,2}
- M2 and S2 planned for UTI Tier IV design and construct certification¹
- M1 & S1 achieve market leading NABERS 4.5 star energy efficiency certification
- P1 has achieved the highest possible UTI GOLD³ operational sustainability certification
- UTI GOLD certification rollout as standard across the entire fleet
- B2, M2, and S2 designed to achieve NABERS 5.0 star energy efficiency rating

1. Fault Tolerant: multiple independent, physically isolated systems

2. B2 was awarded Tier IV Certification of Design Documents in April 2017 and at 31/08/17 is undergoing UTI on-site testing for Tier IV Constructed Facility certification, which is expected prior to facility launch

3. Certifies a management team can operate the site to its full uptime potential

FY17 HIGHLIGHTS



Solid revenue growth

- Revenue from continuing operations up \$30.7m¹ (33%)¹ to \$123.6m
- Contracted utilisation up 5.4MW² (21%)² to 31.5MW
- Interconnection up 1,767 (39%)² to 6,342, representing ~6.0% of recurring revenue



Strong operating leverage

- EBITDA up \$21.3m¹ (77%)¹ to \$49.0m
- Operating cash flow up \$22.6m¹ to \$44.9m
- Profit before tax up \$11.1m¹ to \$12.8m



Network expansion continues

- \$159m of capital invested across new and existing developments
- Constructed additional data halls in M1, S1³ and completed C1 core upgrade to Tier III
- B2 and M2 on track for completion in record time for customer access in 1H18



Strong funding position

- Well funded with cash and term deposits of \$368.3m
- Successful Notes III unsecured debt raising of \$300m, replacing Notes I (\$60m) and Notes II (\$100m)
- Refinance of undrawn senior secured debt facility to \$300m (previously \$100m also undrawn)

1. Compared to FY16
2. Since 30 June 2016
3. Construction commenced in FY17

SUB 07

AGM
22 November 2017

RESOLUTIONS

SUBSTATION 7 - C.SUB.07

DANGER
HIGH VOLTAGE
AUTHORIZED
PERSONNEL ONLY

06

sub 05

sub 04

sub 03

sub 02

sub 01

Resolution 1

Remuneration Report

"To adopt the Remuneration Report of the Company (as set out in the Directors' Report) for the financial year ended 30 June 2017."

FOR	AGAINST	ABSTAIN	PROXY	TOTAL
176,009,855	1,429,762	99,946	530,986	177,970,603

Resolution 2

Re-election of Mr Stuart Davis as a Director

"That Mr Stuart Davis, who retires in accordance with the Listing Rules and Rule 58 of the Company's Constitution and, being eligible, offers himself for re-election, is hereby re-elected as a Director of the Company."

FOR	AGAINST	ABSTAIN	PROXY	TOTAL
177,352,378	279,716	167,023	599,986	178,231,232

Resolution 3

Election of Ms Sharon Warburton

"That Ms Sharon Warburton, who was appointed by the Board as an additional Director and who retires in accordance with Rule 57.2 of the Company's Constitution and, being eligible, offers herself for election, is hereby elected as a Director of the Company."

FOR	AGAINST	ABSTAIN	PROXY	TOTAL
177,340,320	304,922	146,237	606,776	178,252,018

Resolution 4

Approval of the grant of Performance Rights to Mr Craig Scroggie

"That, for the purposes of Listing Rule 10.14 and for all other purposes, approval is given for the issue of 194,987 Performance Rights to the Executive Director and Chief Executive Officer, Mr Craig Scroggie, under the NEXTDC Limited Executive Incentive Plan on the terms set out in the Explanatory Memorandum accompanying the Notice of Meeting."

FOR	AGAINST	ABSTAIN	PROXY	TOTAL
176,927,515	570,449	44,904	527,681	178,025,645



NEXTDC

where the cloud lives®

@ investorrelations@nextdc.com

Register for investor updates at www.nextdc.com/our-company/investor-centre



linkedin.com/company/nextdc



twitter.com/NEXTDC



facebook.com/datacentres



youtube.com/user/nextdatacentre



www.nextdc.com/news-media/blog



plus.google.com/+NEXTDC

DISCLAIMER:

The information may not be reproduced or distributed to any third party or published in whole or in part for any purpose. The information contained in these materials or discussed at the presentation is not intended to be an offer for subscription, invitation or recommendation with respect to shares or securities in any jurisdiction. No representation or warranty, express or implied, is made in relation to the accuracy or completeness of the information contained in this document or opinions expressed in the course of this presentation. The information contained in this presentation is subject to change without notification.

This presentation contains forward-looking statements which can be identified by the use of words such as “may”, “should”, “will”, “expect”, “anticipate”, “believe”, “estimate”, “intend”, “scheduled” or “continue” or similar expressions. Any forward-looking statements contained in this presentation are subject to significant risks, uncertainties, assumptions, contingencies and other factors (many of which are outside the control of, and unknown to, NEXTDC Limited (“NXT”) and its officers, employees, agents or associates), which may cause the actual results or performance to be materially different from any future result so performed, expressed or implied by such forward looking statements. There can be no assurance or guarantee that actual outcomes will not differ materially from these statements.