

FY23

HALF-YEAR RESULTS

28 FEBRUARY 2023



NEXTDC



AGENDA

1H23 HIGHLIGHTS

1H23 FINANCIAL RESULTS

1H23 BUSINESS PERFORMANCE

1H23 ESG & WHS HIGHLIGHTS

FY23 GUIDANCE

APPENDICES



1H23

HIGHLIGHTS



1H23 HIGHLIGHTS



DATA CENTRE
SERVICES REVENUE

A\$159.7m

↑ 10%



UNDERLYING
EBITDA¹

A\$97.5m

↑ 15%



CONTRACTED
UTILISATION

84.2MW

↑ 4%



INTER-
CONNECTIONS²

17,301

↑ 9%

Note: All percentage increases are expressed relative to the 1H22 results:

1. Refer page 43 for reconciliation to underlying EBITDA

2. Comprises both physical and elastic cross connects

1H23 HIGHLIGHTS



SOLID REVENUE GROWTH

- Data centre services revenue increased A\$15.2m (10%) to A\$159.7m
- Contracted utilisation increased 3.2MW¹ (4%) to 84.2MW
- Interconnections² increased 1,422 (9%) to 17,301, representing 7.9% of recurring revenue³



STRONG OPERATING LEVERAGE

- Underlying EBITDA⁴ increased A\$12.5m (15%) to A\$97.5m
- Operating cash flows increased A\$1.8m (3%) to A\$71.3m
- Billing utilisation increased 5.7MW (8%) to 76.7MW



CAPITALISED FOR GROWTH

- Secured an incremental A\$400m senior debt facility in January 2023, with favourably amended covenants and terms for the existing facility
- Pro-forma liquidity of A\$2.0bn⁵, including undrawn debt facilities of A\$1.5bn
- Best-in-class data centres in prime metropolitan locations across major capital cities underpin approximately A\$3.2bn of total assets



NETWORK EXPANSION CONTINUES

- New sites acquired for S5 Sydney and M4 Melbourne, securing future capacity for critical availability zones of Macquarie Park and Port Melbourne
- M3 Melbourne open with 13.5MW of initial capacity, work underway to add a further 4.5MW for customer requirements
- Ongoing work to complete the S3 base building (Phase 2) with a further 10MW of capacity now in plan

Note: all percentage increases are expressed relative to 1H22 results

1. Represents pro-forma increase in utilisation over the 12-month period from 31 December 2021 (as disclosed in NEXTDC's ASX announcement on 31 January 2022) to 31 December 2022

2. Comprises both physical and elastic cross connects

3. Recurring revenue is data centre services revenue less project revenue

4. Refer to page 43 for reconciliation to underlying EBITDA

5. Reflects 31 December 2022 cash position of A\$364 million, A\$100m of incremental debt due drawn at Financial Close of the New Debt Facility announced on 13 January 2023 and a further A\$1.5 billion of undrawn capacity

1H23

FINANCIAL RESULTS



1H23 PROFIT AND LOSS SUMMARY

	Note	1H23 (A\$m)	1H22 (A\$m)	Change (A\$m)	(%)
Data centre services revenue		159.7	144.5	15.2	10.5%
Direct costs (power and consumables)		21.3	22.7	(1.4)	(6.1)%
Facility costs (property costs, maintenance, facility staff)		16.1	13.3	2.7	20.6%
Corporate costs		24.8	22.7	2.2	9.6%
Total operating costs		62.2	58.7	3.5	6.0%
EBITDA	1,2	91.9	82.4	9.5	11.6%
Underlying EBITDA	1	97.5	85.0	12.5	14.7%
EBIT	1,2	25.8	31.3	(5.4)	(17.3)%
Profit / (loss) before tax	2	(0.9)	10.3	(11.2)	<i>nmf</i>
Profit / (loss) after tax	2	(2.8)	10.3	(13.0)	<i>nmf</i>

Data centre services

REVENUE

↑10%

Underlying

EBITDA¹

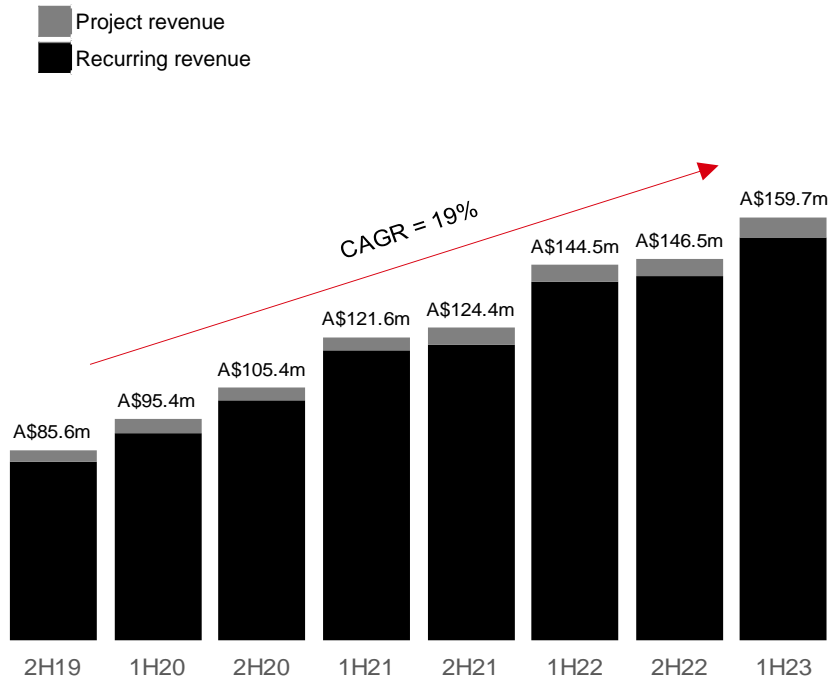
↑15%

- Energy consumption increased in line with customer usage of contracted capacity, offset by lower power costs in 1H23 compared to 1H22
- Facility cost increases are driven by NEXTDC's growing data centre footprint, including property holding costs from new data centre locations
- Corporate costs include sales and marketing, centralised customer support, project management and product development, insurance, site selection due diligence and sundry project costs, IT support and maintenance including supporting new site growth, as well as investments in other growth initiatives including partner development, customer experience and systems

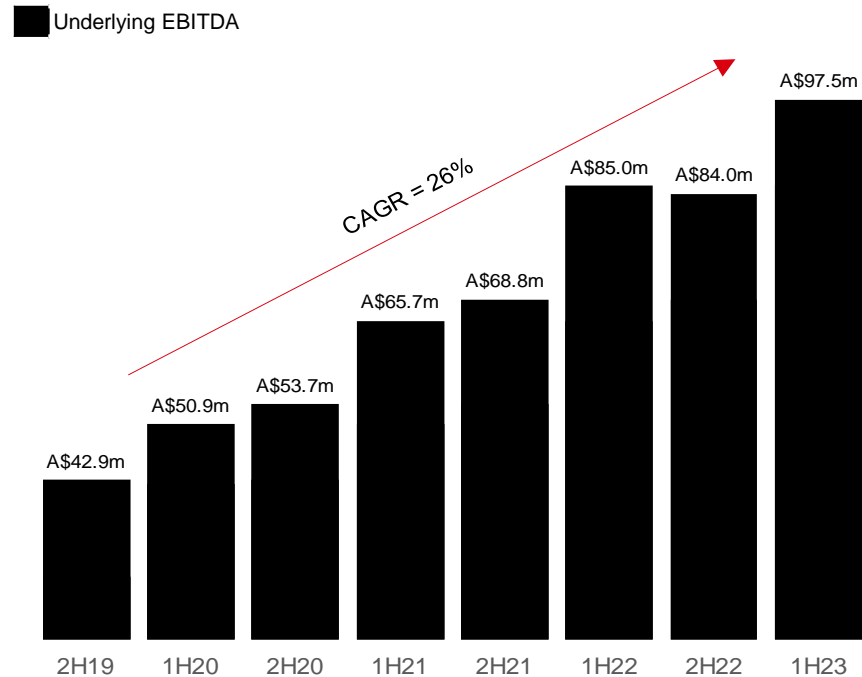
1. Refer to page 43 for reconciliation to underlying EBITDA
2. Excludes underlying adjustments referred to in Note 1

STRONG REVENUE AND EBITDA GROWTH

Data centre services revenue



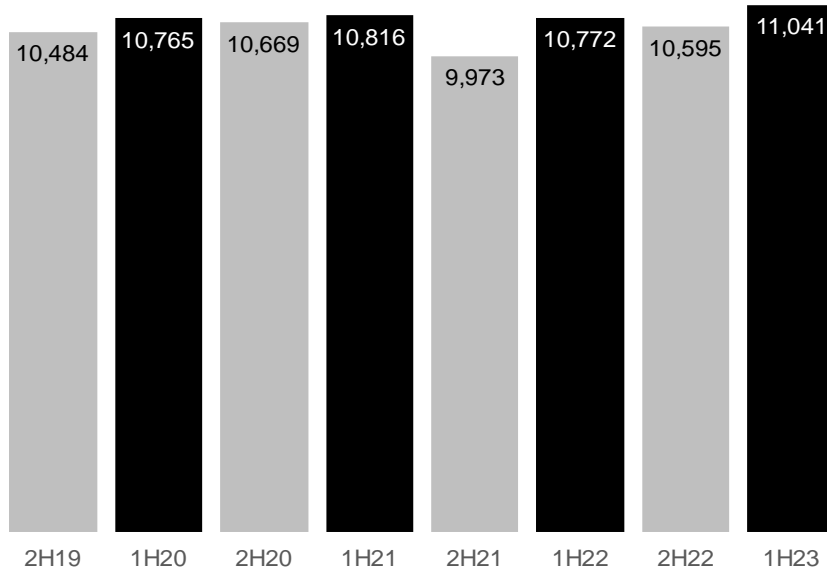
Underlying EBITDA¹



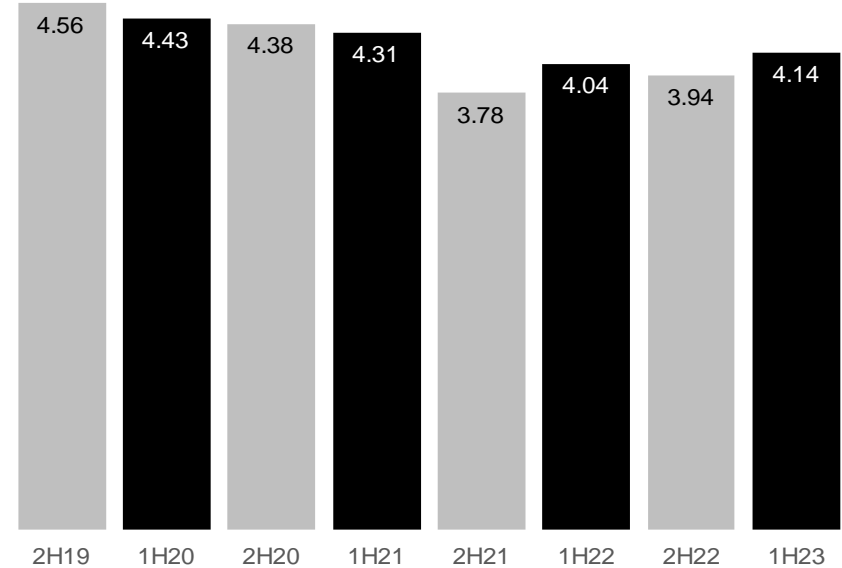
1. Refer to page 43 for reconciliation to underlying EBITDA

REVENUE PER UNIT METRICS

Annualised revenue per square metre^{1,2} (A\$)



Annualised revenue per MW^{1,3} (A\$m)



- The deployment of large, high density, ecosystem enhancing customer contracts continues to drive strong revenue per square metre metrics
- New metro facility developments are designed to take advantage of industry movements toward higher density requirements
- Revenues from larger customer orders increase over time as they consume more power, use more cross connects and ancillary services

1. Based on recurring revenue, which is data centre services revenue less project revenue

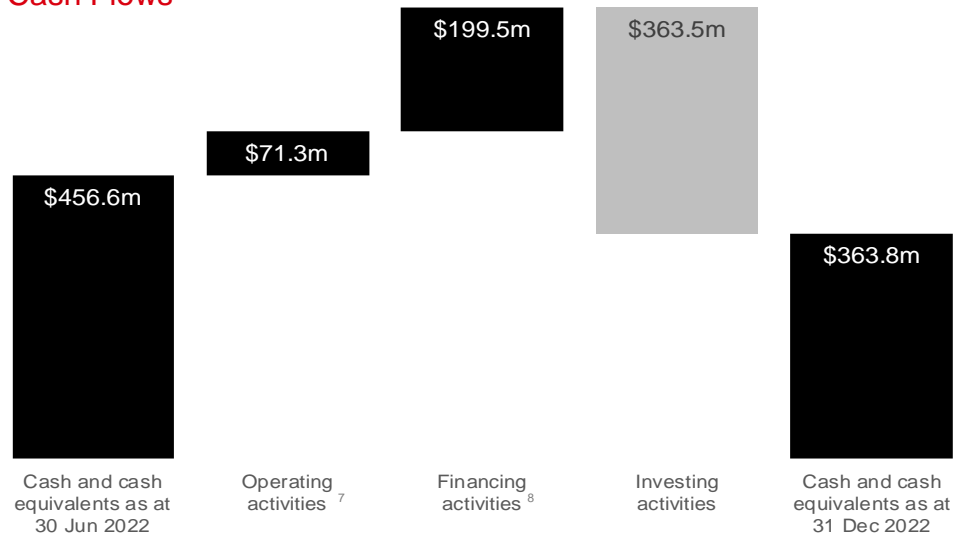
2. Square metres are the total weighted average square metres utilised during the period

3. MW (megawatt) reflects the total weighted average megawatt months billed over the period

WELL CAPITALISED FOR GROWTH

	31 Dec 22	30 Jun 22
Balance sheet summary (A\$m)		
Cash	364	457
Property (land and buildings) ¹	1,551	1,302
Plant and equipment	958	959
Other assets	280	259
Total assets	3,153	2,977
Borrowings ²	1,263	1,059
Other liabilities	196	219
Total liabilities	1,459	1,278
Net assets	1,693	1,699
Debt metrics summary³		
Gearing ⁴	33.9%	24.9%
Available liquidity (A\$m)	1,964	1,857
Weighted average cost of debt ⁵	4.7%	2.5%
Weighted average duration (years)	4.4	5.0
Hedged debt ⁶	100%	100%

Cash Flows



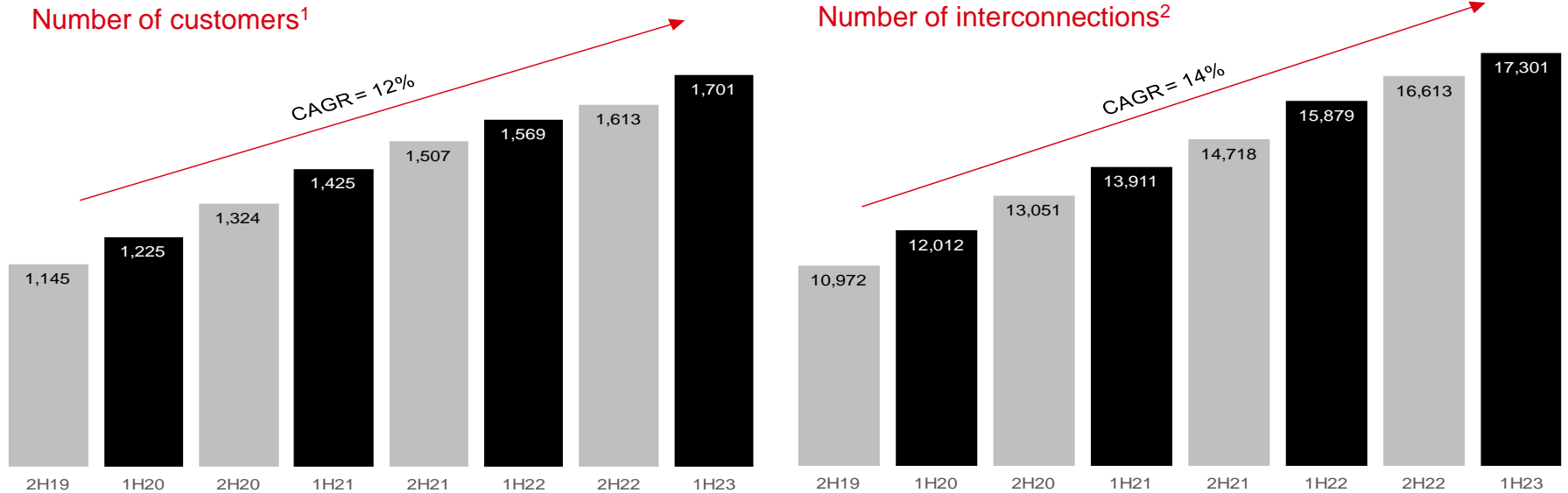
- Property reflects written down value and excludes right-of-use lease assets not owned by NEXTDC but reported as assets under AASB 16
- Reflects \$1.3 billion drawn debt as at 31 December 2022 less capitalised transaction costs which are amortised over the term of the debt instruments; excludes right of use lease liabilities under AASB 16
- Debt metrics reflect 31 December 2022 cash position of A\$364 million, A\$100m of incremental debt due to be drawn at the time of Financial Close of the Incremental New Debt Facility announced on 13 January 2023 and a further A\$1.5 billion of undrawn capacity
- Net debt / (net debt + equity) based on book value of cash and cash equivalents, borrowings, derivative financial instruments and total equity
- Weighted average at the end of the period, inclusive of fees and margins on a drawn basis
- As at the end of the period with fixed interest debt treated as hedged
- Cash flows from operating activities include net interest paid of A\$16.2m
- Cash flows from financing activities reflect the drawdown of incremental debt

1H23

BUSINESS PERFORMANCE



STRONG GROWTH IN CUSTOMERS AND INTERCONNECTIONS

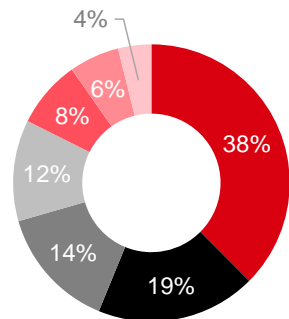


- Strong ongoing growth in customers and interconnections, with 10.2 average interconnections per customer in 1H23 (10.1 in 1H22)
- Growth in average interconnections per customer over time highlights the increasing use of hybrid cloud and connectivity both inside and outside the data centre as customers expand their ecosystems
- Ecosystem growth drives higher margin and improves customer retention

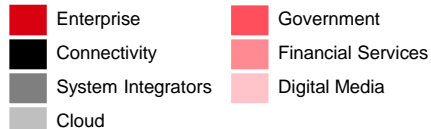
1. Historical customer numbers have been updated to reflect a data cleansing exercise undertaken in FY22 as part of an ERP replacement project

2. Comprises both physical and elastic cross connects

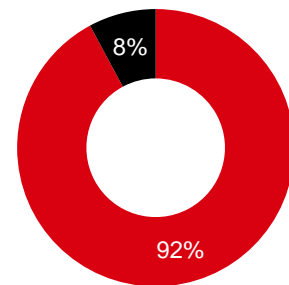
DIVERSIFIED RECURRING REVENUE MODEL



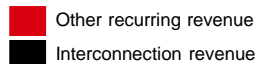
Customers by industry^{1,2,3}



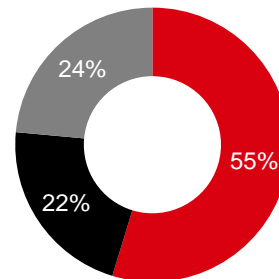
Cloud, Systems Integrators and Connectivity segments drive strong ecosystem growth



Recurring revenue mix⁵



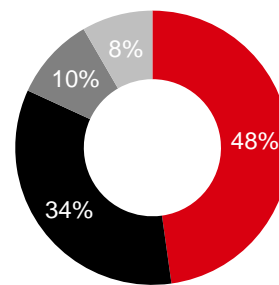
Interconnection growth driven by our evolving ecosystem of partners and consumers



Utilisation by power density^{1,3,4}



Customer power requirements continue to increase leading to greater density



Recurring revenue by region⁵



Revenue concentrated in key Australian metro markets

1. As at 31 December 2022

2. Percentages refer to the number of customers belonging to each industry

3. Percentages may not total 100% due to rounding

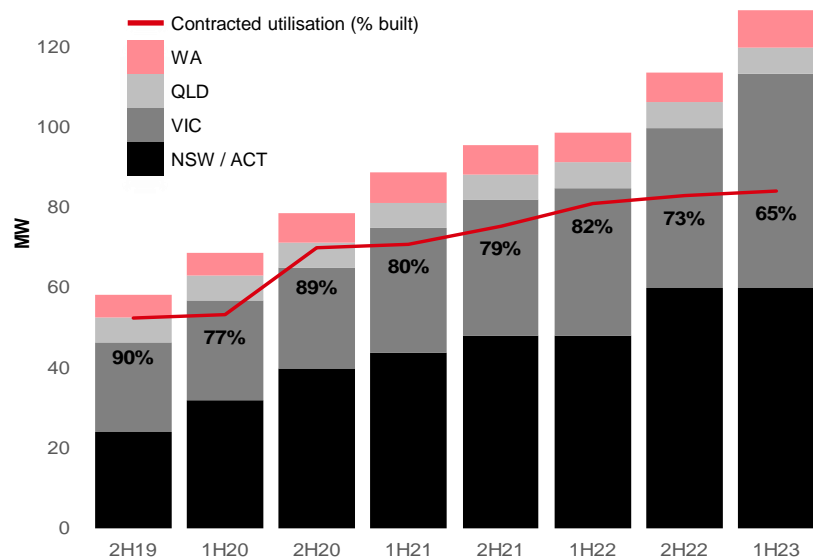
4. Density per rack equivalent. Percentages refer to the proportion of rack equivalents contracted at each density

5. Expressed as a percentage of 1H23 recurring revenue, which is data centre services revenue less project revenue

UTILISATION

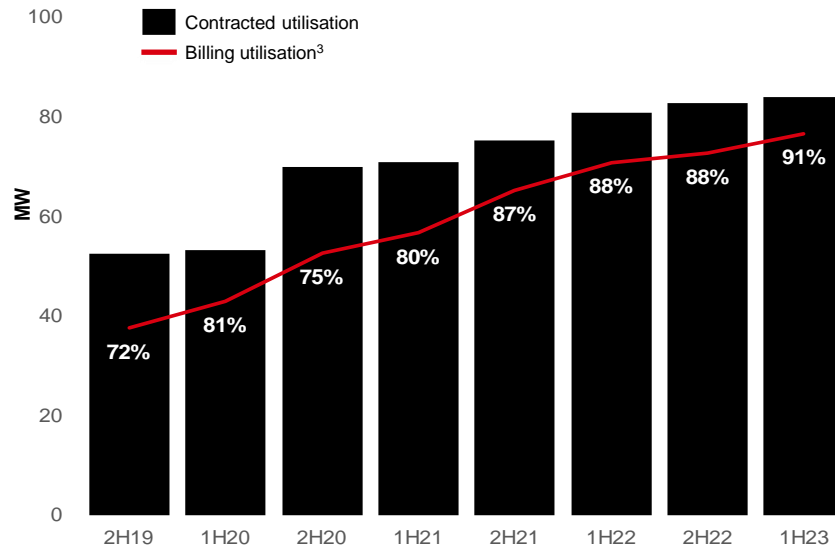
Built capacity¹ vs contracted utilisation²

- 65% of built capacity was contracted at 31 December 2022
- 15.5MW of new built capacity added in 6 months to 31 December 2022



Billing vs contracted utilisation²

- Contracted utilisation up 3.2MW (4%) to 84.2MW since 1H22²
- Billing utilisation up 5.7MW (8%) to 76.7MW since 1H22



1. Installed capacity includes the designed power capacity of the data halls fitted out at each facility. Further investment into customer related infrastructure, such as backup power generation, cooling equipment or rack infrastructure, may be made in line with customer requirements

2. Contracted utilisation includes whitespace and rack power commitments with deferred start dates or ramp up periods and excludes options and reservations

3. Billing utilisation refers to the sold capacity for which revenue is currently being recognised as at the end of the period

FACILITIES CAPACITY AND CONTRACTED UTILISATION

- NEXTEC's expansion potential continues to grow with S4, S5 and M4, new regions in Adelaide and Darwin as well as future planned Edge locations including PH1
- **S3 Sydney:** Additional 10MW of capacity now in plan. Phase 2 base building expected completion in FY23
- **M3 Melbourne:** Open on time and budget with 13.5MW of built capacity. Additional 4.5MW of capacity being brought forward
- **Growth secured:** Incremental land acquired in premium availability zone locations of Macquarie Park, Sydney (**S5**) and Port Melbourne (**M4**)
- **Tier IV Certification:** S3 and M3 now certified as Uptime Institute Tier IV Constructed

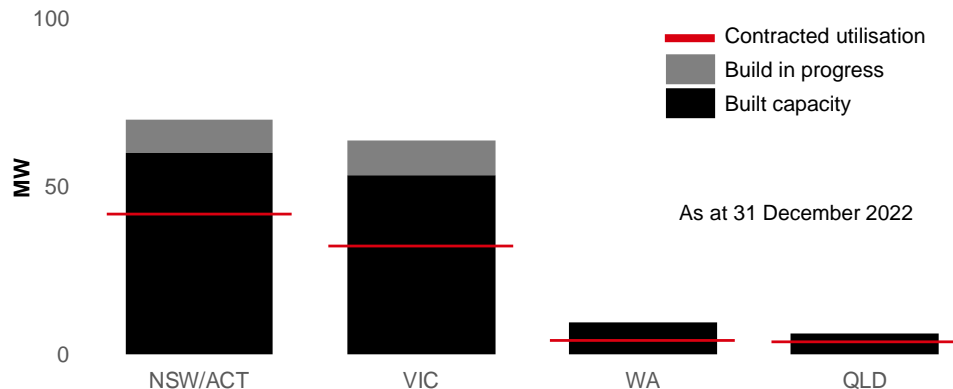
1. Includes only those facilities that are open or under construction

2. MW built includes the designed power capacity of the data halls fitted out at each facility. Further investment into customer related infrastructure, such as backup power generation, cooling equipment or rack infrastructure may be made in line with customer requirements

3. Excludes site selection and other due diligence-related costs for planned data centre developments, which are included in corporate overheads

4. Excludes any capital expenditures for Darwin, Adelaide or any other regional or international locations

5. Includes contracted capacity for Darwin (as part of QLD) and Port Hedland (WA)



	NSW/ACT	VIC	WA	QLD	Total
Total power planned (MW) ¹	130.8	265.0	30.0	15.3	441.1
Built capacity ² (MW)	60.0	53.5	9.5	6.4	129.4
Land and building capex to date ^{3,4}	A\$687m	A\$497m	A\$172m	A\$95m	A\$1,452m
Fit-out capex to date ³	A\$611m	A\$481m	A\$144m	A\$94m	A\$1,330m
Contracted utilisation (MW) ⁵	43.2	33.3	3.9	3.7	84.2
% of total power planned	33%	13%	13%	24%	19%
% of built capacity	72%	62%	41%	58%	65%
Capacity available for sale (MW)	87.6	231.7	26.1	11.6	356.9

1H23

ESG & WHS HIGHLIGHTS



ESG HIGHLIGHTS

- Industry leading energy efficiency, portfolio average PUE of 1.38
- Australia's first NABERS 5-Star data centres for energy efficiency (M1 & S1)
- Active management of water usage for industry leading portfolio average 1.61 WUE
- 100% Carbon Neutral corporate operations certified by Climate Active, our NEXTneutral program allows clients to opt-in to carbon neutral IT
- Free responsible e-waste disposal at all sites, and our Zero Waste program is targeting Australia's first Zero Waste certified data centre in 2H23
- Committed to diversity and gender balance, 33% female participation, Vision 40:40 signatory
- Delivering Corporate Social Responsibility through volunteer days, paid emergency services leave, pledge 1% and workplace giving programs
- Active supply chain monitoring in line with the UN Guiding Principles on Business and Human Rights, released third statement of compliance with the Modern Slavery Act
- Targeting 100% renewable energy by 2030



WHS HIGHLIGHTS

- ZERO Recordable Lost Time Injuries during 1H23
- Safety First corporate goal of zero injuries in the workplace
- Every 'all company' meeting starts with a safety focused 'tool box talk'
- NEXTDC uses Lessons Learnt Program to share all incident and near miss learnings between suppliers, customers and partners to lift industry wide safety standards
- Independent WHS audits standard for all major construction projects and all operational sites
- 25 employees across the company trained under the Mental Health Policy as Mental Health First Aid Officers by Mental Health First Aid Australia with a further 10 employees to be trained in Q3
- Partnership with 'Heart On My Sleeve', equipping people managers to support a team member who has made a mental health disclosure in a human-first way





FY23 GUIDANCE

FY23 GUIDANCE



SOLID REVENUE GROWTH

Data centre services revenue towards the top end of A\$340 million to A\$355 million (range unchanged)

- Continued strong growth in enterprise, network and partner pipeline driving healthy margin
- Revenue growth assisted by higher power passthrough revenues in 2H23 and contract protections including power and price escalation
- Inventory available across all markets to drive further enterprise and network opportunities into FY23 and beyond



SUBSTANTIAL OPERATING LEVERAGE

Underlying EBITDA^{1,2} guidance of A\$190m to A\$198m (unchanged)

- Strong growth in recurring data centre services revenue, particularly stemming from higher margin enterprise customer contracts
- Second generation facilities continue to drive earnings growth as they expand with marginal incremental facility operating costs
- Third generation facilities opening and incurring operational costs, as billing capacity starts to ramp up
- Company continues to invest in growth platforms and expansion, with higher property and holding costs from recent acquisitions expected



CUSTOMER DRIVEN INVESTMENT

Capital expenditure guidance in the range of A\$620m to A\$670m (up from a range of A\$380m to A\$420m)

- New sites secured in 1H23 for S5 Sydney, M4 Melbourne resulting in higher spend than originally forecast
- Expansion works continue at M2 and M3, with Phase 2 building construction at S3 expected to complete in FY23 and further data hall expansion underway
- Anticipated commencement of development at A1, D1 and PH1 in 2H23
- Additional expansion and development works expected to generate revenue benefits in FY24 and beyond



BENCHMARK OPERATIONAL EXCELLENCE

Leading the industry on operations, sustainability, safety and security

- Expanding our use of telemetry, free air cooling and water recycling to drive additional gains in water efficiency
- P1 carbon footprint reductions through rooftop solar install, chiller efficiency enhancements and incremental LED lighting upgrades
- Implementation of TCFD reporting continues, with climate scenario analysis now underway
- Targeting Australia's first Zero Waste certified data centre in 2H23

1. Refer to page 43 for reconciliation to underlying EBITDA in relation to 1H23

2. FY23 underlying EBITDA excludes costs related to review works into potential data centre investments in Asia, acquisition opportunities, investment in associates

Q&A

HALF-YEAR RESULTS



A black and white photograph of two women sitting at a desk in a server room. The woman on the left is wearing a black polo shirt with red accents and the NextDC logo and tagline 'Power. Secure. Connect.' on the chest. The woman on the right is wearing a black t-shirt with a large NextDC logo and the word 'NEXTDC' on the chest. They are both smiling and looking at a laptop screen. The background shows server racks and equipment.

APPENDICES

BUSINESS STRATEGY



REGIONAL FOOTPRINT



DIGITAL INFRASTRUCTURE PLATFORM

ONEDC PLATFORM

DIGITAL INFRASTRUCTURE SERVICES PLATFORM



AXON NETWORK CONNECTIVITY SERVICES

CLOUD, CAMPUS, METRO, INTERCAP, SUBSEA



MISSION CRITICAL OPERATIONS CENTRES

5G, SATELLITE, MINING, REMOTE OPERATIONS, FINANCIAL SERVICES, SPACE, SECURITY



HYPERSCALE
100MW – 300MW



MAJOR METRO
10MW – 100MW



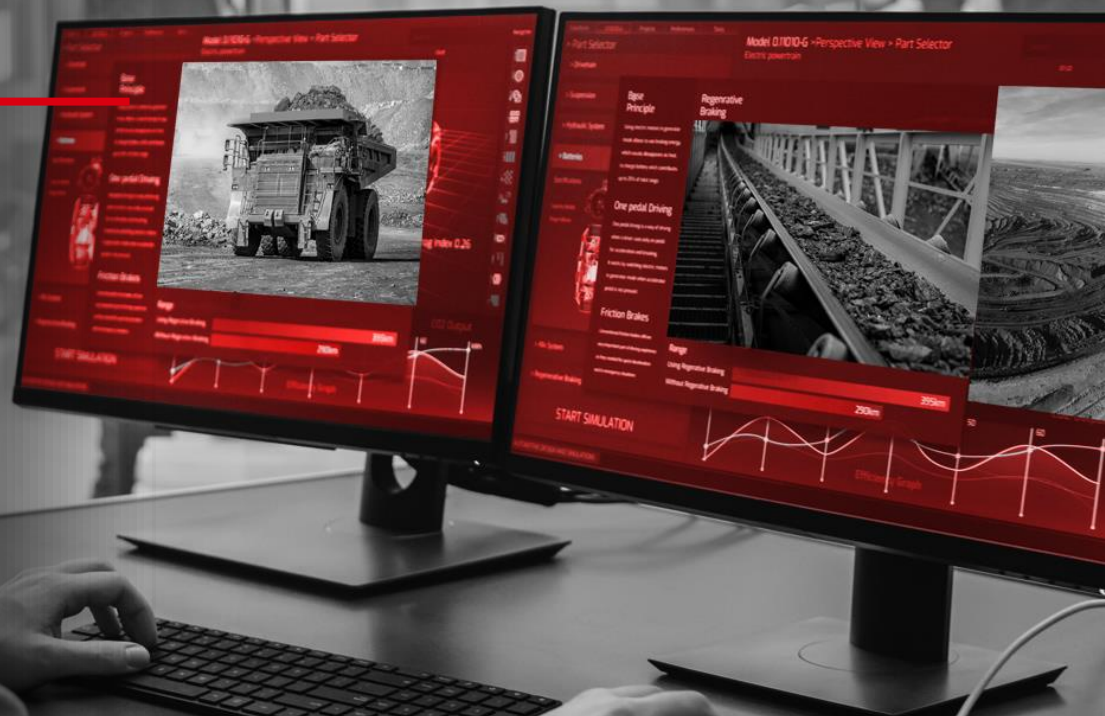
REGION
1MW – 10MW



EDGE
100kW – 1MW

MISSION CRITICAL OPERATIONS

The critical infrastructure
that supports the nerve
centre of your business



AXON ECOSYSTEM

Transforming digitally relies on being supported by an ecosystem of specialist networks and partners.

Australia's most dynamic and network dense partner marketplace – helping customers embrace an agile and flexible ICT environment to support their digital journey.



ONEDC® REAL TIME INTELLIGENCE

COLOCATION AT NEXTDC MEANS CONTROL AND TRANSPARENCY.

Manage your infrastructure on your terms. We give you the tools to empower real-time decision making.





DEVELOPMENT PROJECTS

M2 MELBOURNE

TECHNICAL SPECIFICATIONS

Technical Space	25,000sqm+
Total target IT capacity	100MW
Installed capacity	25MW
Target PUE	1.10 ¹ / 1.28 ²
Design & construction standard	UI Tier IV Design UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Status	Operational

- M2 Mission Critical Operations Centre opened in the first half
- Planned industry leading energy efficiency rating
- Seamless Cross Connect between M1, M2 and M3 through NEXTDC Data Centre Interconnect & AXON
- AXON cloud connect on-ramp available day one for Microsoft ExpressRoute, Amazon Web Services, IBM Cloud and other cloud on ramps

1. Best instantaneous power consumption ratio within a calendar year, dependent on load and optimal environmental conditions

2. Total energy consumption ratio during a full calendar year, dependent on IT load, client design and service agreements and supports a market leading level of energy efficiency



M3 MELBOURNE

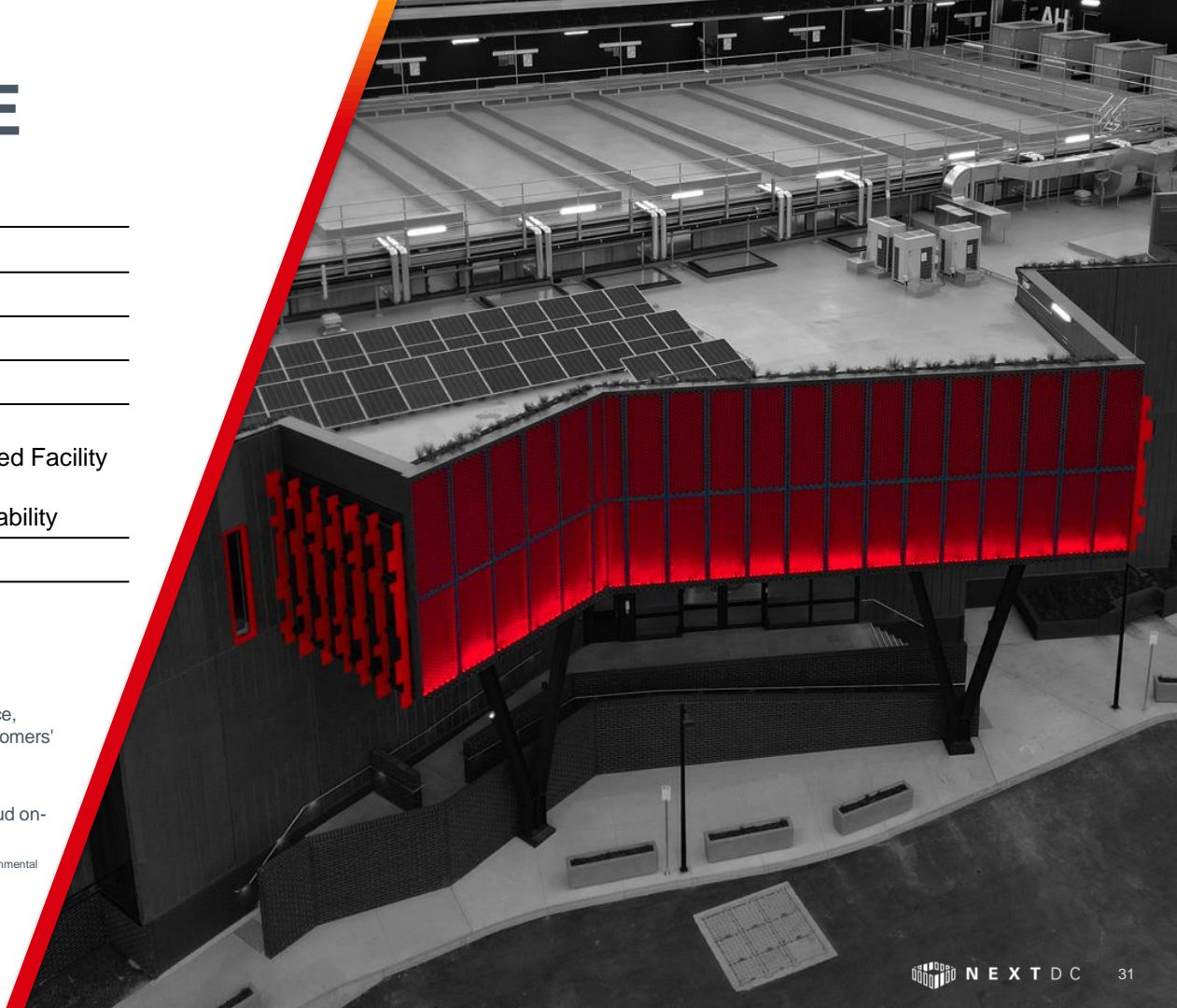
TECHNICAL SPECIFICATIONS

Land area	~100,000sqm
Total target IT capacity	150MW
Installed capacity	13.5MW
Target PUE	1.09 ¹ / 1.25 ²
Design & construction standard	UI Tier IV Design UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Status	Operational

- Planned industry-leading energy efficiency rating
- M1, M2 and M3 Melbourne metropolitan campus; will be interconnected via Data Centre Interconnect and AXON
- Dedicated mission critical space will leverage the scale, resilience, security and connectivity of the M3 data centre and support customers' mission critical operations, office and collaboration space
- AXON cloud connect on-ramp available day one for Microsoft, Amazon Web Services, Google Cloud, IBM Cloud and other cloud on-ramps

1. Best instantaneous power consumption ratio within a calendar year, dependent on load and optimal environmental conditions

2. Total energy consumption ratio during a full calendar year, dependent on IT load, client design and service agreements and supports a market leading level of energy efficiency



S3 SYDNEY

TECHNICAL SPECIFICATIONS

Technical Space	20,000sqm+
Total IT capacity	80MW
Installed capacity	12MW
Target PUE	1.15 ¹ / 1.29 ²
Design & construction standard	UI Tier IV Design UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Status	Operational

- Seamless Cross Connect for S1, S2 and S3 through NEXTDC Data Centre Interconnect and AXON
- AXON cloud connect on-ramp available day one for Microsoft ExpressRoute, Amazon Web Services, IBM Cloud and other cloud on-ramps
- Dedicated mission critical space will leverage the scale, resilience, security and connectivity of the S3 data centre and support customers' mission critical operations, office and collaboration space
- Indigo subsea cable Singapore to Perth to Sydney

1. Best instantaneous power consumption ratio within a calendar year, dependent on load and optimal environmental conditions

2. Total energy consumption ratio during a full calendar year, dependent on IT load, client design and service agreements and supports a market leading level of energy efficiency



S4 SYDNEY

TECHNICAL SPECIFICATIONS

Land Area	~124,000sqm
Proposed IT capacity	~300MW
Development commencement	FY25+

- S1, S2, S3 and S4 Sydney metropolitan campus will be interconnected via Data Centre Interconnect and AXON
- S4 will provide data centre services to Hyperscale Cloud Providers, enterprise and government in a new Availability Zone within the Sydney region
- Dedicated mission critical space will leverage the scale, resilience, security and connectivity of the S4 data centre and support customers' mission critical operations, office and collaboration space
- AXON cloud connect on-ramp available day one for Microsoft, Amazon Web Services, Google Cloud, IBM Cloud and other cloud on-ramps



D1 DARWIN

TECHNICAL SPECIFICATIONS

Land area	~4,000sqm
Target Technical Space	~3,000sqm
Total power planned	7MW+
Development commencement	2H23

- First purpose built commercial data centre in the Northern Territory
- D1 will provide data centre services to Enterprise, Government, and network carriers/subsea cable providers for customers based in the top end of Australia
- Will house customers' mission critical operation centres, mission critical operations offices and collaboration spaces
- AXON cloud connect on-ramp available day one for Microsoft, Amazon Web Services, Google Cloud, IBM Cloud and other cloud on-ramps
- Seamless Connectivity into NEXTDC's existing data centre sites
- Planned Uptime Tier IV and Gold Certification
- Direct, private access to Darwin's major submarine cable infrastructure
- Cyclone rated facilities for critical operations
- SCEC Zone 3 Design



A1 ADELAIDE

TECHNICAL SPECIFICATIONS

Land area	~1,570sqm
Target IT capacity	5MW
Development commencement	2H23

- A1 will provide data centre services to Enterprise and Government customers within the Adelaide region
- It will also house customers' mission critical operation centres, business continuity offices, training and collaboration spaces
- AXON cloud connect on-ramp will be available day one enabling A1 customers to securely connect to Microsoft, Amazon Web Services, Google Cloud, IBM Cloud and other cloud on-ramps across Australia
- Planned Uptime Tier IV and Gold Certification



SC1 SUNSHINE COAST

TECHNICAL SPECIFICATIONS

Land Area	~1,200sqm
Target IT capacity	1MW+
Built capacity	0.2MW
Status	Operational

- Strategically located in proximity to critical telecommunications infrastructure, SC1 hosts the Sunshine Coast International Broadband Network ("SCIBN") Cable Landing Station
- The SCIBN submarine cable connects to the 7,000km Japan Guam Australia South ("JGA S") submarine cable. JGA S is a fibre optic cable consortium that includes AARNet (Australia's Academic and Research Network), Google and RTI (global sub sea cable operator)
- SC1 will provide data centre services to enterprise customers and carrier networks for the Sunshine Coast and Queensland region
- AXON cloud connect on ramp available day one for Microsoft, Amazon Web Services, Google Cloud, IBM Cloud and other cloud on ramps



PH1 PORT HEDLAND

TECHNICAL SPECIFICATIONS

Technical Space	~727sqm
Target IT capacity	1.5MW+
Target Rack Capacity	320
Sustainability Targets	Behind the meter power generation Leveraging in-region renewable energy hubs
Design & construction standard	Designed to Tier III Standards Modular Design & Construction Class Leading for Operational Sustainability
Practical completion	August 2023

- Class Leading Design and Constructed Facility
- Class Leading Operational Sustainability
- NEXTneutral Carbon Offset Program
- High Speed, low latency, fully redundant connectivity via Vocus's NWCS and Horizon Cable Systems
- Seamless Connectivity into NEXTDC's P1 and P2 Sites
- Cloud connect on-ramp (AXON) available day one for Microsoft ExpressRoute, Amazon Web Services, IBM Cloud and other cloud on-ramps
- Dedicated Private Suites available
- Cyclone rated facilities for critical operations
- SCEC Zone 3 Design



NEW SITE ACQUISITIONS



M4 MELBOURNE

TECHNICAL SPECIFICATIONS

Land Area	~58,200sqm
Technical Space	~26,400sqm
Target IT capacity	~80MW ¹
Design & construction standard	UI Tier IV Design and Construct UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Project Status	Detailed Design & Approvals

- UI Tier Design and Constructed Facility
- UI Tier IV Gold Certification of Operational Sustainability
- Seamless Cross Connect through NEXTDC Data Centre Interconnect and AXON
- Mission Critical Operations Centre
- Customer Secure Office Space
- Secure car parking

1. Subject to development approval



PROXIMITY AND PERFORMANCE

NEXTDC's metropolitan data centres offer superior network connectivity when it comes to bridging the distance and latency between your primary location and DR site, enabling you to failover in as little as a nanosecond.



M4

127 Todd Road
Port Melbourne
VIC 3207

M2

75 Sharps Road
Tullamarine
VIC 3043

M3

25 Indwe Street
West Footscray
VIC 3012

M1

826 Lorimer Street
Port Melbourne
VIC 3207

S5 SYDNEY

TECHNICAL SPECIFICATIONS

Land Area	~22,600sqm
Technical Space	~16,000sqm
Target IT capacity	~60MW ⁺¹
Design & construction standard	UI Tier IV Design and Construct UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Status	Detailed Design & Approvals

- UI Tier Design and Constructed Facility
- UI Tier IV Gold Certification of Operational Sustainability
- Seamless Cross Connect through NEXTDC Data Centre Interconnect and AXON
- Mission Critical Operations Centre
- Customer Secure Office Space
- Secure car parking

1. Subject to development approval



PROXIMITY AND PERFORMANCE

NEXTDC's metropolitan data centres offer superior network connectivity when it comes to bridging the distance and latency between your primary location and DR site, enabling you to failover in as little as a nanosecond.

S1

6-8 Giffnock Avenue
Macquarie Park
NSW 2113

S2

4 Eden Park Drive
Macquarie Park
NSW 2113

S3

2 Broadcast Way
Artarmon
NSW 2064

S4

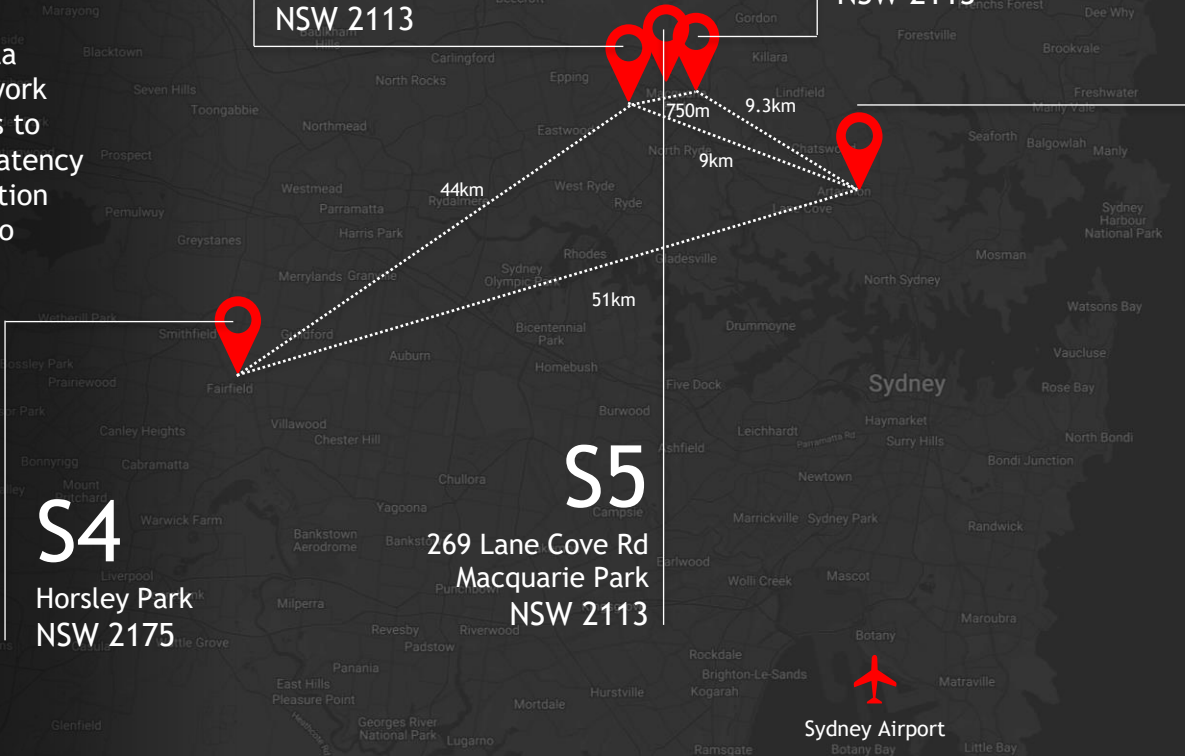
Horsley Park
NSW 2175

S5

269 Lane Cove Rd
Macquarie Park
NSW 2113



Sydney Airport



UNDERLYING EBITDA RECONCILIATION

	1H23	1H22
	(A\$m)	(A\$m)
Net profit / (loss) after tax	(2.8)	10.3
Add: finance costs	31.3	21.6
Less: interest income	(4.5)	(0.6)
Add: income tax expense	1.8	-
Add: depreciation and amortisation	66.0	51.1
EBITDA	91.9	82.4
Add: expensed SaaS costs previously capitalised	-	1.4
Add: Asian market review expenses	1.7	0.2
Add: cost expensed in relation to acquisition opportunities	0.5	0.8
Add: share of loss on investment in associate ¹	2.1	0.3
Add: impairment of investment in associate ²	1.3	-
Underlying EBITDA	97.5	85.0

1. Represents NXT's 19.99% interest in Sovereign Cloud Holdings Limited (ASX: SOV)

2. Represents reduction in the carrying value of NXT's 19.99% interest in SOV

CASE STUDIES

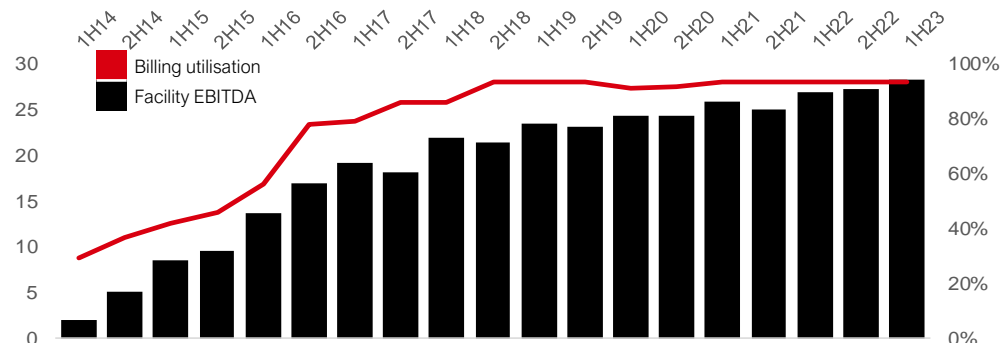


CASE STUDY: M1 MELBOURNE

Highlights

- NEXTDC's second facility, commenced operations in September 2012
- Break-even reached after 11 months of operation

Facility EBITDA¹ (A\$m)



(\$'000s) Period ended	1H14	2H14	1H15	2H15	1H16	2H16	1H17	2H17	1H18	2H18	1H19	2H19	1H20	2H20	1H21	2H21	1H22	2H22	1H23
Billing utilisation ¹	29%	37%	42%	46%	56%	78%	79%	86%	86%	93%	93%	93%	91%	92%	94%	94%	93%	93%	94%
Recurring revenue	5,187	8,864	11,651	13,871	16,524	21,707	23,432	24,761	28,553	30,997	31,341	29,966	31,169	32,006	33,291	30,602	32,585	31,950	33,252
Project revenue	1,229	1,025	1,525	736	2,807	1,503	2,039	1,083	1,567	1,438	852	804	710	794	829	799	867	908	890
Gross data centre revenue	6,416	9,889	13,175	14,607	19,331	23,210	25,471	25,844	30,119	32,435	32,192	30,770	31,879	32,799	34,120	31,401	33,452	32,858	34,142
Facility EBITDA ²	2,011	4,999	8,450	9,597	13,611	17,009	19,116	18,145	22,019	21,515	23,572	23,211	24,310	24,308	25,872	25,035	26,986	27,246	28,302
EBITDA margin %	71%	75%	82%	82%	83%	84%	85%	80%	81%	74%	73%	75%	76%	74%	76%	80%	81%	61%	83%
Fitout capex to date	78	84	85	87	101	120	130	139	143	147	148	150	152	157	160	163	164	166	166
Property value at cost ³												99	99	99	99	99	99	99	99

Note: Not adjusted for differences in accounting standards from FY19 onwards relative to earlier periods, which distorts comparability. NEXTDC adopted new accounting standards AASB 9, AASB 15 and AASB 16 from 1 July 2018

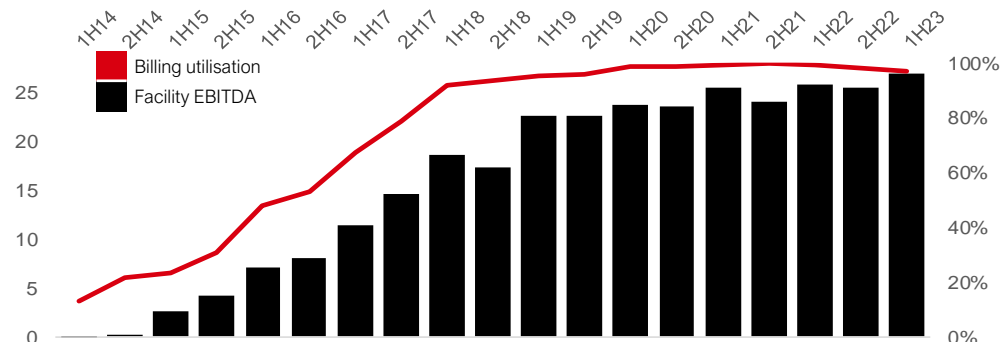
1. Billing utilisation refers to the sold capacity for which revenue is currently being recognised as at the end of the period. 2. Before head office costs. 3. Reflects allocated cost from NEXTDC's acquisition of APDC in October 2018

CASE STUDY: S1 SYDNEY

Highlights

- NEXTDC's fourth facility commenced operations in September 2013
- Break-even reached after 7 months of operation

Facility EBITDA¹ (A\$m)



(\$'000s) Period ended	1H14	2H14	1H15	2H15	1H16	2H16	1H17	2H17	1H18	2H18	1H19	2H19	1H20	2H20	1H21	2H21	1H22	2H22	1H23
Billing utilisation ¹	13%	22%	23%	31%	48%	53%	68%	79%	92%	94%	96%	96%	99%	99%	100%	100%	100%	99%	98%
Recurring revenue	539	3,530	5,238	7,473	9,647	12,548	15,848	18,882	22,983	28,128	29,756	29,334	30,069	31,151	32,831	30,107	32,003	31,634	33,289
Project revenue	913	912	1,895	1,808	2,480	1,667	2,245	4,029	4,303	770	1,405	1,538	2,145	1,096	1,495	1,354	1,168	1,224	1,216
Gross data centre revenue	1,452	4,442	7,133	9,281	12,127	14,215	18,093	22,911	27,286	28,898	31,161	30,872	32,215	32,248	34,325	31,461	33,172	32,858	34,505
Facility EBITDA ²	(432)	137	2,675	4,304	7,110	8,066	11,460	14,623	18,597	17,455	22,642	22,672	23,858	23,607	25,535	24,149	25,842	25,574	27,016
EBITDA margin %	61%	64%	75%	76%	81%	76%	79%	76%	79%	71%	73%	73%	74%	73%	74%	77%	78%	78%	78%
Fitout capex to date	58	64	66	78	95	114	127	135	146	155	157	160	161	163	166	167	168	171	172
Property value at cost ³												118	118	118	118	118	118	118	118

Note: Not adjusted for differences in accounting standards from FY19 onwards relative to earlier periods, which distorts comparability. NEXTDC adopted new accounting standards AASB 9, AASB 15 and AASB 16 from 1 July 2018

1. Billing utilisation refers to the sold capacity for which revenue is currently being recognised as at the end of the period. 2. Before head office costs. 3. Reflects allocated cost from NEXTDC's acquisition of APDC in October 2018

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