

# AGM PRESENTATION

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November 2021



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  - *Data Centre Portfolio*





# Our Vision and Mission Statements:



## Vision Statement

To define the EDGE by bringing critical communication infrastructure closer to our customers by *making global local*



## Mission Statement

To be Australia's leading edge infrastructure company for colocation and turnkey solutions.  
Safely building the highest quality modular solutions and creating value for our customers, staff and shareholders.

## At DXN Limited we value

- ✓ Safety and health above all else
- ✓ Customer Centricity as the core of our business
- ✓ Ownership and Accountability to deliver results
- ✓ Teamwork because it binds us together

# Executive summary

## Two years of strong progress

### Financial

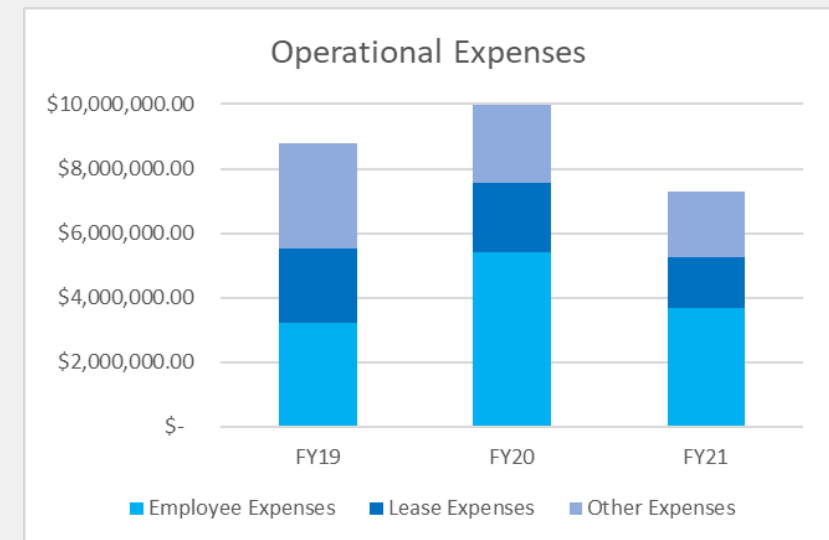
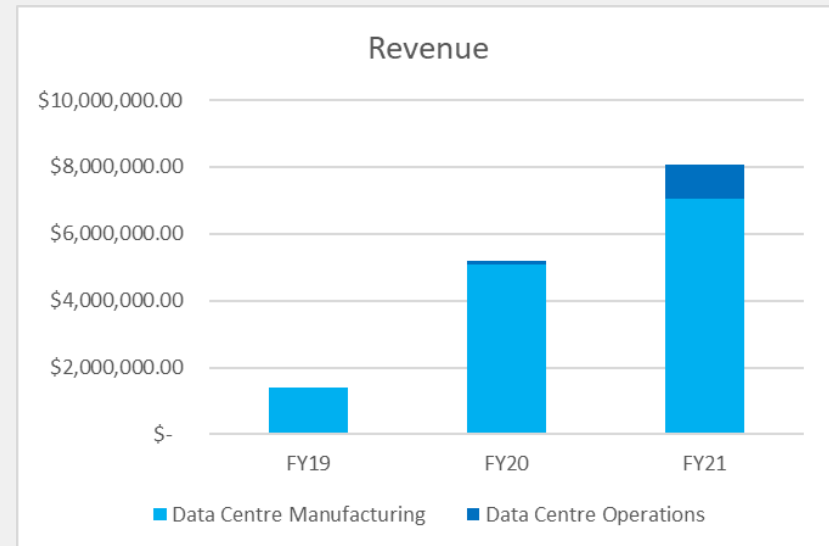
- Revenue growth from \$1.4m to \$8m
  - Underpinned by strong Modular Manufacturing sales
  - Increased Data Centre Operations revenue
- Operational expenses reduced across key areas
  - Employee Expenses \$3.6m reduced from peak of \$5.4m
  - Property lease costs reduced to \$1.6m from a peak of \$2.3m
  - Other overhead expenses reduced to \$2m from a peak of \$3.2m

### Data Centre Operations


- Acquired Tasmanian DC (TAS01) May 2020
- Acquired Darwin DC (SDC) October 2021
- Working towards a strategic alliance Perth (DCA) September 2021

### Capital Restructure

- New equity raised
- Debt consolidation with PURE asset management
  - Payout of ANZ
  - Payout of Export Finance



# Revenue Models

| Modular Manufacturing  | Cross Over Services   | Data Centre Operations   |
|------------------------|---|--|
| Engineering Design     |  <p data-bbox="922 554 1149 592"><b>Maintenance</b></p> <p data-bbox="859 716 1212 755"><b>Operations support</b></p> <p data-bbox="895 878 1176 916"><b>Hands and Feet</b></p> | Rack and Power Charges   |
| Modular Construction   |   | Cross Connect Charges  |
| Site Commissioning     |   | Network Services <ul style="list-style-type: none"> <li>• Internet</li> <li>• Connectivity Services</li> </ul> |
| <b>Project Revenue</b> | <b>Contracted Annuity Revenues</b>  |  |

# Business Update

## Combined operational revenues for FY21 \$8m

### Modular Manufacturing



- FY21 revenues of ~\$7m
- New contract wins from July to October 2021 ~\$8.5m expected to be delivered in FY22
- Growing reputation as a subsea cable landing station (CLS) provider in region - 10 CLS' Delivered
- Manufacturing projects delivered to 13 Countries
- Well positioned in Perth to support SE ASIA and Africa high growth export markets

### Data Centre Operations



- FY21 Revenues of ~\$1m
- Purchase of SDC (Darwin) adds additional annualised revenue of ~\$1.7m
- National DC footprint– Sydney, Hobart and Darwin
- Sovereign Data Centre clients - Darwin and Tasmania
- Working towards a strategic alliance with DCA to market and promote all data centres including Perth DC



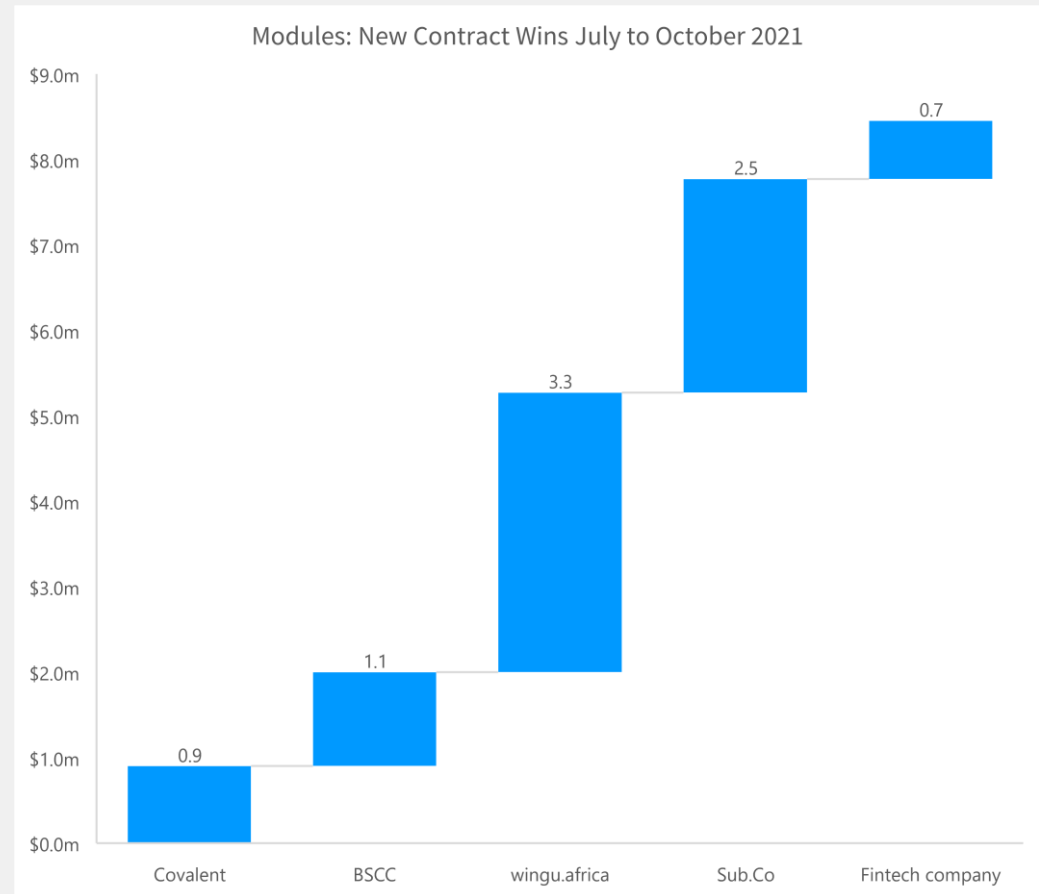
# Modular Manufacturing



# Modules Capacity & Pipeline

## Strong pipeline and capacity to grow

- Focus on key markets of Subsea cables, Mining and EDGE Data Centres delivering results
  - Strong start to FY22 with announcement of ~\$8.55m in sales (*up 470% on \$1.5m sales for same period last year*)
  - Pipeline in these markets continues to be strong
- Current capacity of 100 modules a year with an extra shift and have further capacity growth beyond that
- Maintenance presents a large opportunity to bring in crossover annuity revenues



# Current Deployment Locations

## DXN Modules

|    |                              |    |                              |
|----|------------------------------|----|------------------------------|
| 1  | AGIG                         | 15 | Streamline Connect           |
| 2  | Teletok                      | 16 | Newcrest Mining              |
| 3  | Telcom Niue                  | 17 | SISCC                        |
| 4  | Avaroa Cable Limited         | 18 | Wingu Africa Edge DC and CLS |
| 5  | Southern Cross Cable Network | 19 | BSCC Palau                   |
| 6  | SES   Networks               |    |                              |
| 7  | Synergy                      |    |                              |
| 8  | Resolute                     |    |                              |
| 9  | SES   Networks Project 2     |    |                              |
| 10 | Venues West                  |    |                              |
| 11 | AHG                          |    |                              |
| 12 | SubCo                        |    |                              |
| 13 | Boeing                       |    |                              |
| 14 | Covalent Lithium             |    |                              |



# Targeted Market Segments



**Cable Landing Stations**

- Pre-fab specifically for submarine cable industry
- Rapid deployment 90 days
- Highest quality factory-built surface Protection C4
- Seismic rating
- Cyclone rating



**Mining**

- Purpose built
- High quality Australian design and build
- Dark site management
- Rugged and resilient
- Custom designed



**Micro DC**

- Plug and play, fully integrated solution
- Combining UPS, cooling, security, monitoring and HMI
- Ideal for enterprise
- 5G telco sites where there is a need for solutions closer to the end user

**Current Opportunity**



**EDGE DC**

- 1-3 MW deployment
- 100-400 racks
- Modular solution that allows scale
- 6 month build to any tier rating
- Own and operate options



**Telco and Government**

- Edge deployment
- 20kW to 1MW
- 5-200 rack
- 16-week build
- Satellite earth stations

**Emerging Opportunity**

# Data Centre Operations



# Darwin the gateway to Asia and the USA

- Darwin is the closest point from Australia to Asia
- DXN's Secure Data Centre is the only incumbent with long standing government and corporate customer relationships. Plans to achieve Tier 3 accreditation
- SDC is the highest connectivity point for all Telco's in the NT and terminates many of the domestic cable routes that exist today in the northern territory
- Vocus Australia Singapore cable interconnection into Darwin planned completion 2023
- Hawaiki Cable announced November 3 connecting Darwin to Singapore and the USA
- Darwin is the fastest low-latency connection between Australia and Singapore and provides the fastest route from Singapore to Sydney and Melbourne where most of the cloud's live in Australia
- The Subsea Cable from Vocus that extends from Port Headland to Darwin will now be linked to the ASC cable that extends Australia to Singapore



Source: [Vocus to link up subsea cables to create Darwin-Jakarta-Singapore Cable | ZDNet](#)



Source: [Hawaiki announces new trans-Pacific cable system, Moratelindo as Indonesian partner - Hawaiki Cable](#)

# DXN Data Centre Map

DXN owns and operates three carrier neutral data centres nationally

## SYD01 (Sydney)

- Located at Sydney Olympic Park
- Tier III Data Centre
- Centrally located to all DC's
- Fully interconnected with dark fibre to major DC's in Sydney

## SDC Northern Territory

- Located in Darwin
- Sovereign DC and provides services to Government
- Strong Network coverage with over 15 carriers
- Meet me point for Inter state capital long haul networks and subsea networks

## TAS01 Tasmania

- Located in Hobart,
- Sovereign DC and provides services to Government
- 100% Renewable Power

## DCA Western Australia

- Located in Perth
- Working towards an alliance with DCA to promote and sell Perth and Sydney DC's
- Sovereign DC and provides services to Government
- Tier III data Centre



# Capital-lite Edge Data Centre Model

**DXN will look to offset the capital component of its growth into the Edge DC market**



- DXN will continue to look for brownfield and greenfield opportunities to expand its position in the Edge data centre market
- Large property development groups across Australasia have recently shown a strong appetite to enter the Edge data centre market, often representing major data providers wishing to be closer to their end customers
- DXN believes there is an opportunity to utilise third party capital to facilitate the purchase of brownfields assets and the development of greenfield assets whilst retaining management control





# THANK YOU



# Appendix

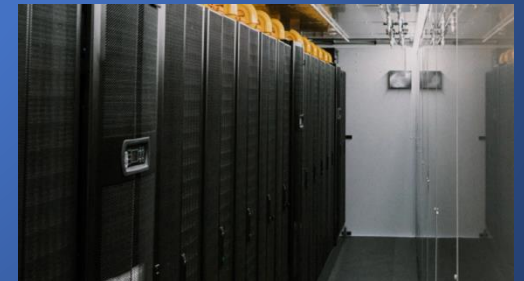
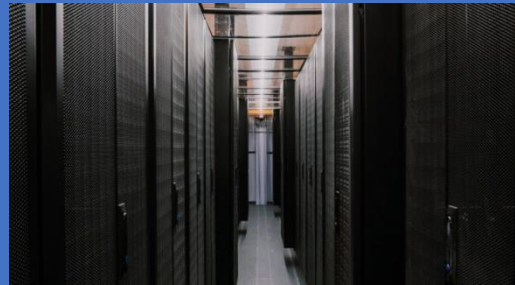


# DXN-SYD01

|                        |                                      |
|------------------------|--------------------------------------|
| Location               | Sydney Olympic Park                  |
| Tier                   | III (Design and Build) & IV (Design) |
| Size of Facility       | 4600 Sqm                             |
| Technical Area         | 3500 Sqm                             |
| Capacity at completion | 6MW                                  |
| Initial Fit Out        | 1MW                                  |
| Live                   | 19 Aug 2019                          |



- ✓ DC is live and ready for business
- ✓ Carrier Neutral Edge DCs build by skilled in-house engineering and manufacturing teams
- ✓ Two purpose built facilities using modular construction that have achieved Tier Ready III (design and TCCF) and Tier (design) Ready IV certification from the Uptime Institute
- ✓ Capacity 725 racks

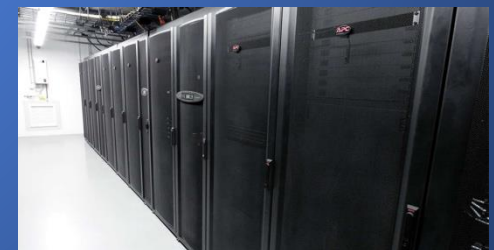
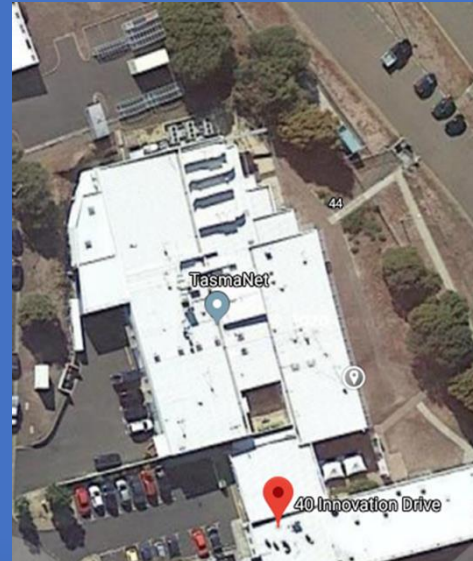


# DXN-TAS01

|                        |                    |
|------------------------|--------------------|
| Location               | Hobart Tasmania    |
| Tier                   | Tier II equivalent |
| Size of Facility       | 1200 Sqm           |
| Technical Area         | 900 Sqm            |
| Capacity at completion | 1.5MW              |
| Initial Fit Out        | 500KW              |



- ✓ The Hobart DC is a modular designed DC currently at Tier II+
- ✓ Government accredited DC and currently provides services to Government
- ✓ Green Data Centre 100% Renewable energy supply
- ✓ Capacity 150 Racks





A DXN LIMITED  
DATA CENTRE

|                               |                     |
|-------------------------------|---------------------|
| <b>Location</b>               | Darwin              |
| <b>Tier</b>                   | Tier III equivalent |
| <b>Size of Facility</b>       | Sqm                 |
| <b>Technical Area</b>         | Sqm                 |
| <b>Capacity at completion</b> | 2 MW                |
| <b>Initial Fit Out</b>        | 500KW               |



- ✓ Sovereign DC and provides services to Government
- ✓ Carrier Neutral with over 15 Telecommunications carriers. Meet me point for RBBP cable well positioned for future subsea cable operators
- ✓ Proven history of 100% availability over 10 years
- ✓ Capacity 300 Racks

