

**N E X T D C**  
where the cloud lives™

US investor roadshow

**October 2014**  
NEXTDC LIMITED ACN 143 582 521

A photograph of a long row of orange electrical distribution boards (DBs) in a server room. Each board has a black handle and a label. The labels include 'SUBMAIN CONTROL DISTRIBUTION BOARD GL&P 2-B GROUND FLOOR - OFFICES', 'SUBMAIN CONTROL DISTRIBUTION BOARD GL&P 4-B GROUND FLOOR - DATA HALL (EAST CORRIDOR)', and 'DANGER ELECTRICAL HAZARD AUTHORISED PERSONNEL ONLY'. There are also yellow warning labels with a lightning bolt symbol and the text 'RISK OF ELECTRIC SHOCK'. The boards are arranged in a perspective view, receding into the distance.

NEXTDC is building Australia's leading independent market place for the digital economy

Australia's leading independent **DCaaS** Data-Centre-as-a-Service provider.

Our vision is to become the most recognised, connected and trusted data centre brand in Asia Pacific.

We are defining the next generation Data-Centre-as-a-Service through technological innovations and access to the most highly connected, diverse networks of service providers in the Asia Pacific region.



**Group**

Current capacity:  
**19.65MW**  
Target capacity:  
**35.35MW**  
Target facility size:  
**18,460m<sup>2</sup>**



**P1 PERTH**  
Current capacity:  
0.8 MW  
Target capacity:  
5.5 MW  
Target facility size:  
3,000m<sup>2</sup>



**M1 MELBOURNE**  
Current capacity:  
10.0 MW  
Target capacity:  
12.0 MW  
Target facility size:  
6,000m<sup>2</sup>



**C1 CANBERRA**  
Current capacity:  
0.7 MW  
Target capacity:  
4.1 MW  
Target facility size:  
2,260m<sup>2</sup>



**S1 SYDNEY**  
Current capacity:  
5.9 MW  
Target capacity:  
11.5 MW  
Target facility size:  
5,600m<sup>2</sup>



**B1 BRISBANE**  
Current capacity:  
2.25 MW  
Target capacity:  
2.25 MW  
Target facility size:  
1,600m<sup>2</sup>

# The NEXT generation data centre



## National

As the only Australian carrier neutral data centre provider with a national footprint of enterprise-class colocation facilities, our data centres are centrally located with access to significant infrastructure, while providing convenience to our customers.



## 100% carrier and vendor neutral ecosystem

Our customers enjoy the freedom to selectively source services through our unique and highly diverse ecosystem of global and local service providers operating from NEXTDC's facilities across the country, easily accessed via our cross connect services.



## One national contract, SLA and pricing

Expand your data centre footprint through our national network under a single master agreement, with consistent service levels and pricing to make it easy for you to manage your business with us.



## Real-time analytics and customer portal

ONEDC® provides a single web-based portal for managing services nationally. With real-time operating information, remote unlocking, secure ticketing, access permissions and audit records your customers will enjoy visibility and control over their data centre service.



## Scale

With high power density and large facilities across the country, we provide you and your customers the ability to scale your services to suit your business' growing needs. From rack ready, BYO racks to whitespace or a customised private suite we can tailor your data centre requirements to meet your specific needs.



## Standards

**Next generation facilities and 100% availability.** We design and build our new data centres to the UTI's industry benchmark Tier III standards, our core infrastructure built with a minimum of N+1 redundancy on all IT critical support systems. Our facilities are built to ISO 9001 standards for the design, development and provision of secured data centre infrastructure and associated services.



## Security

NEXTDC's facilities are protected by strict physical security systems and protocols featuring a multi-layered security access system with individual authentication via biometric fingerprint readers and ID access cards. ISO 27001 Information Security Management System certification ensures NEXTDC meets the contractual demands from our local and international customers.



## Energy efficiency and sustainability

Our design innovation has seen our data centres' power usage effectiveness (PUE) target set at 1.3. Initiatives supporting our commitment to sustainability and renewable energy include installing the largest privately owned photovoltaic rooftop solar system in Australia at our M1 facility. NEXTDC is committed to the National Australian Built Environment Rating System (NABERS) Energy for data centres rating tools.



## Onsite services and amenities

All NEXTDC facilities offer customers access to 24-hour technical assistance, secure car parking, storage and delivery services, meeting rooms, staging rooms for testing equipment installations and chill-out rooms including kitchen, lounge, TV, Wi-Fi and credit card enabled vending machines stocked with spare parts.



## Support

NEXTDC NXTech services offers customers first class, on-the-ground technical assistance, from planning and making your move, to handing over your new data centre space and everything in between, NXTech makes our customers experience world-class. From your premises to our facilities, we do it all for you.

# Fully certified Tier III provider

## Uptime Institute Tier III certification



Sydney (September 2013) and P1 Perth (February 2014) achieved UTI Tier III certification for design and construction.

M1 Melbourne (October 2013) achieved UTI Tier III certification for design.

Certification demonstrates the ability to support extremely high levels of service availability, critical for attracting and retaining key customers.



Quality  
ISO 9001

## ISO 9001:2008 Quality Management System Certification

ISO 9001 quality management system was completed across all 5 of NEXTDC's data centres and its Brisbane head office, with P1 Perth and S1 Sydney being added during FY14.

Certification demonstrates NEXTDC's ability to operate a quality management system which complies with the requirements of ISO9001:2008 for the design, development and provision of secured data centre infrastructure and associated services.



Information  
Security  
ISO 27001

## ISO 27001:2005 Information Security Management System (ISMS) certification

In July 2014 NEXTDC achieved ISO 27001:2005 Information Security Management System certification for the operations and maintenance of the S1 Sydney and M1 Melbourne data centres, supported by the Brisbane head office.

Certification helps us meet the contractual requirements of both domestic and international customers who demand the highest global information security standards.

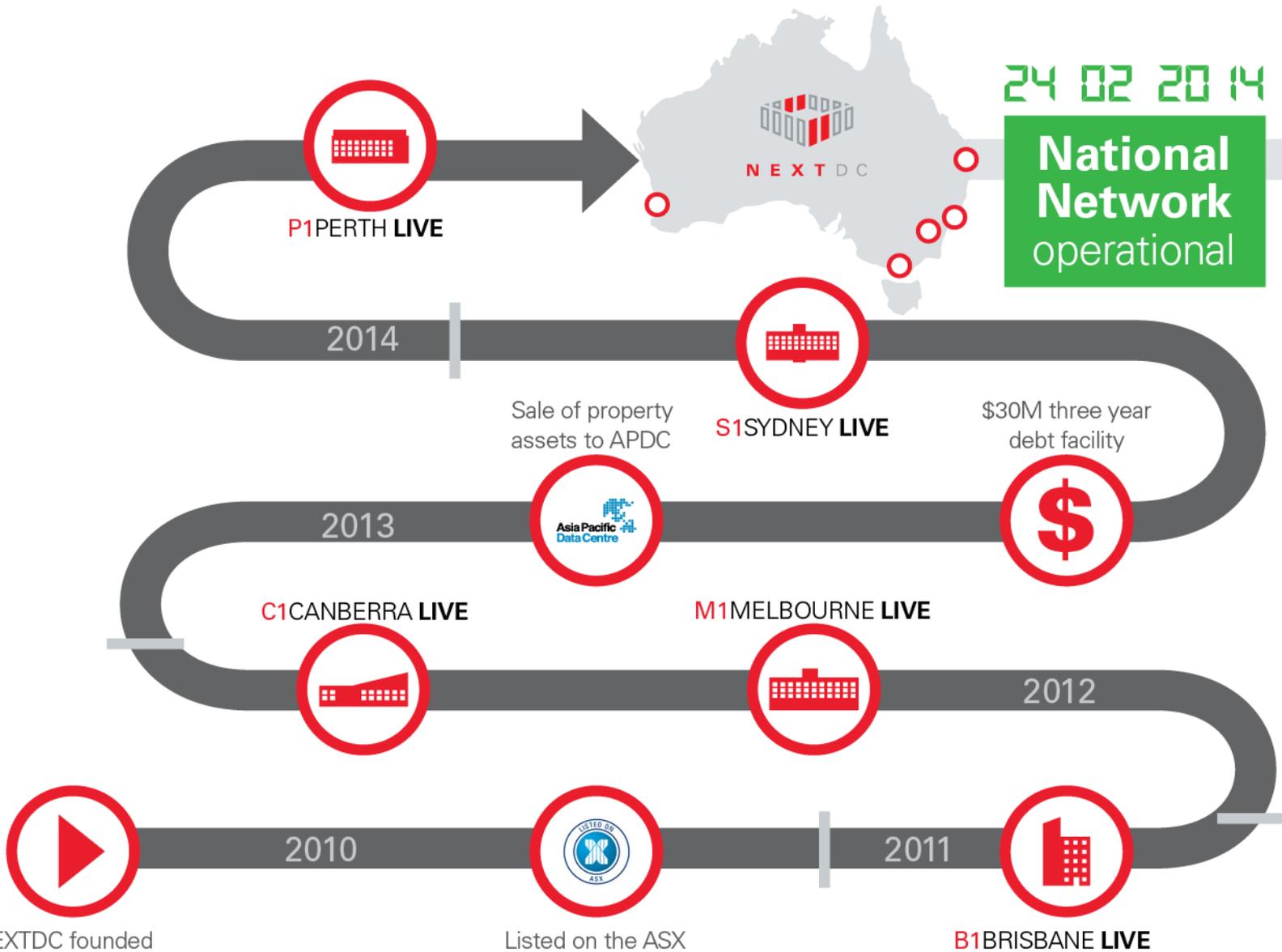


Australian Government  
Department of Finance

## Australian Government Data Centre Facilities Supplies Panel

Admission to the DCFS Panel enables NEXTDC the ability to contract with Commonwealth entities for the supply of data centre services at any of our five data centre facilities. The Panel arrangements will be in place for an initial period of five years with options for further periods of up to five years.

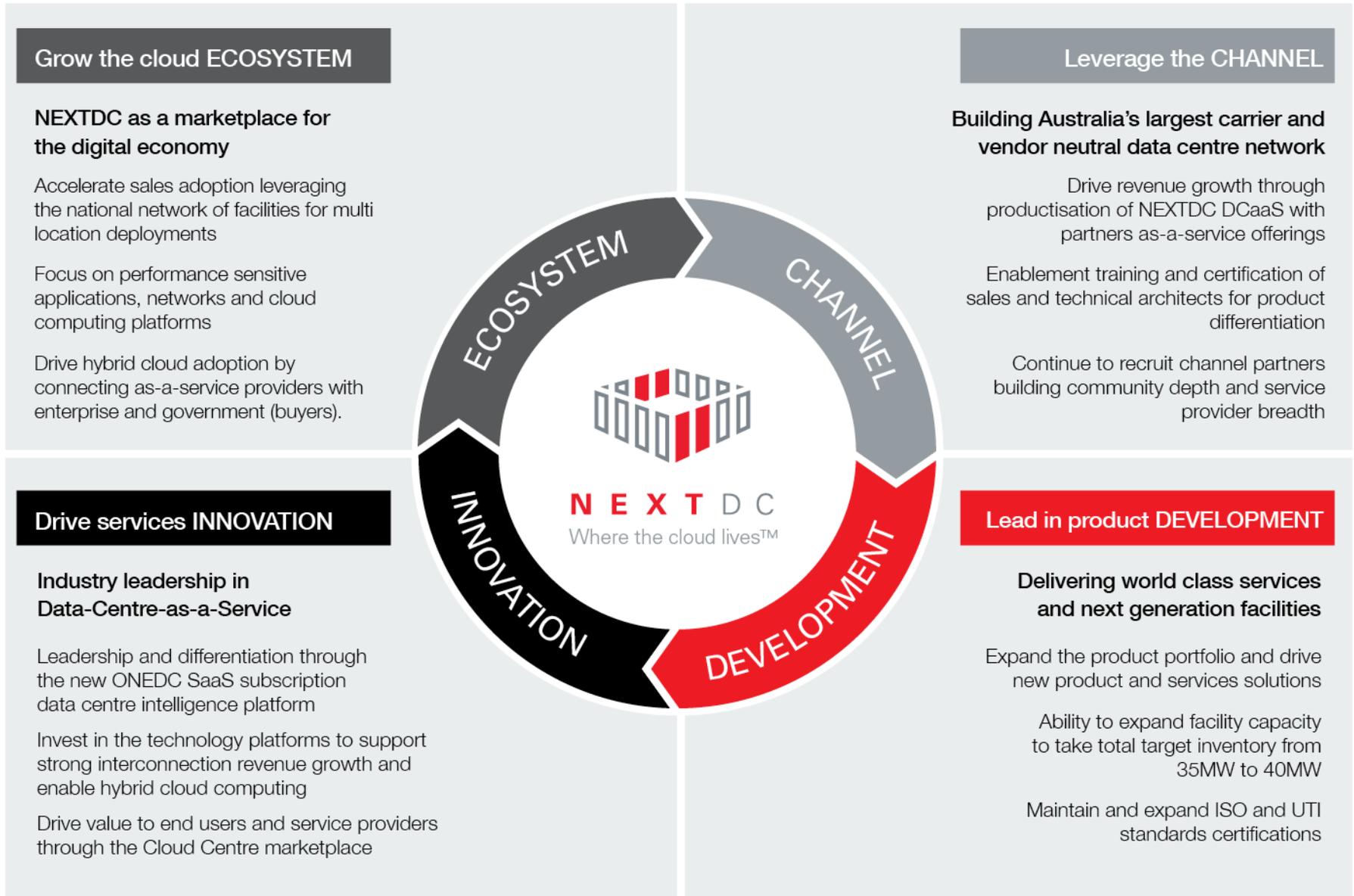
# NEXTDC has come a long way in a short space of time...





NEXTDC's strategy and product suite is a key differentiator from other providers

# NEXTDC's strategic focus



# NEXTDC data centres are a marketplace for the digital economy

## Ecosystem development

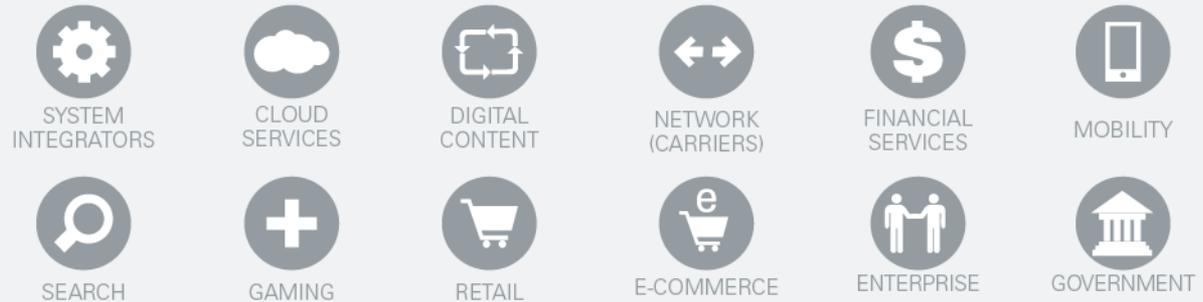
NEXTDC is home to some of the largest global cloud computing providers, domestic enterprises and government. Our ecosystem value grows through interconnectedness.

## The data centre is the heart of cloud computing

The movement by companies to selective sourcing of public and private cloud computing solutions does not diminish but enhances the strategic value of large scale, high power, high specification, colocation facilities such as ours.

Without carrier neutral data centres providing a place to build internet exchanges, the internet, private networks and cloud computing would not exist in their current forms.

## Our target market customers include:



## DCaaS Data-Centre-as-a-Service



# NEXTDC is Where the cloud lives™

Consumption economics is a powerful driver of hybrid cloud and colocation



Source: Magic quadrant for cloud infrastructure-as-a-service – Gartner 2014. As at May 2014

NEXTDC customers enjoy a wide choice of public, private and hybrid cloud solutions through our nationwide community of interconnected cloud buyers and sellers. They can importantly leverage the largest carrier, vendor and integrator neutral ecosystem in Australia.

## Public and private cloud

Our enterprise and government customers leverage the economic advantages of public and private clouds. Consumption based computing is a key driver of why customers shift to colocation data centres. 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.

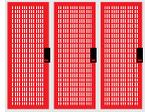
## Hybrid cloud

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 will 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.

## Networking the cloud

Connectivity is available through the internet or by secure private connection in the data centre to cloud solutions through NEXTDC interconnection services and our network of NEXTDC carrier 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.

# NEXTDC product and services portfolio



## Rack Ready

Energy-efficient hot or cold aisle containment, electronic locks & PDUs.



## Whitespace

Our custom whitespace offers complete privacy in a dedicated customisable secure area, suited to bespoke data centre requirements.



## Cross Connects

One-to-one, secure connectivity for customers to connect to our dynamic ecosystem of world-class carriers and service providers.

## NXTech

### Services

Technical services, planning, project management, data centre migration, deliveries, building, and operating infrastructure.



## ONEDC

### Portal & Mobile

Our award winning ONEDC® portal has revolutionised the way our customers manage their data-centre environment.

## NXTdesk

### BCP space

NXTdesk features highly secure space for shared or customizable BCP.

## NEW IN FY15



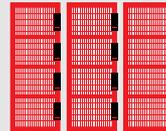
### oBIX community

NEW: Available Q1  
The ONEDC® oBIX (Open Building Information Xchange) open-source DCIM developer program.



### Fast Start Colo

NEW: Available Q1  
Introducing Fast Start customisable colocation bundles offering full, ¼ and ½ rack solutions.



### ¼ and ½ racks

NEW: Available Q1  
Energy-efficient hot or cold aisle containment ¼ and ½ racks with electronic locks & PDUs.



### VXConnection

NEW: Available Q2  
Introducing one-to-many virtual connectivity to our dynamic ecosystem of world-class carriers and service providers.



### SaaS

NEW: Available Q2  
ONEDC® SaaS subscription data centre intelligence telemetry for NEXTDC and third party data centre facilities.

Australia's leading independent **DCaaS** Data-Centre-as-a-Service provider.



# The NEXTDC Partner Program advantage



The NEXTDC Cloud Centre Community

Cloud Centre is the driving force behind our ecosystem. It's here businesses connect and leverage the combined capacity of the enterprises hard at work in this diverse and rapidly growing commercial environment.

-  **Profile** created by members:
  - Viewed by potential customers
  - They can connect directly regarding service offers
-  **Search** based on:
  - IT organization type
  - NEXTDC data centre location
-  **Message** members directly to:
  - Partner on shared projects
  - Tell NEXTDC the type of connections you're looking for.

## Premier Partner

Sell Through

Partner productises NEXTDC Data-Centre-as-a-Service and sells full suite of NEXTDC solutions.

## Solutions Partner

Sell With

Solutions partner works alongside NEXTDC to demonstrate their respective unique business value to customers.

## Service Provider Partner

Sell To

Partner buys racks, blocks or whitespace for hosting their cloud computing infrastructure at NEXTDC.

## Carrier Partner

Connect With

NEXTDC provide the largest carrier neutral network of datacentre across Australia. Interconnection drives the ecosystem.

## Advisory Partner

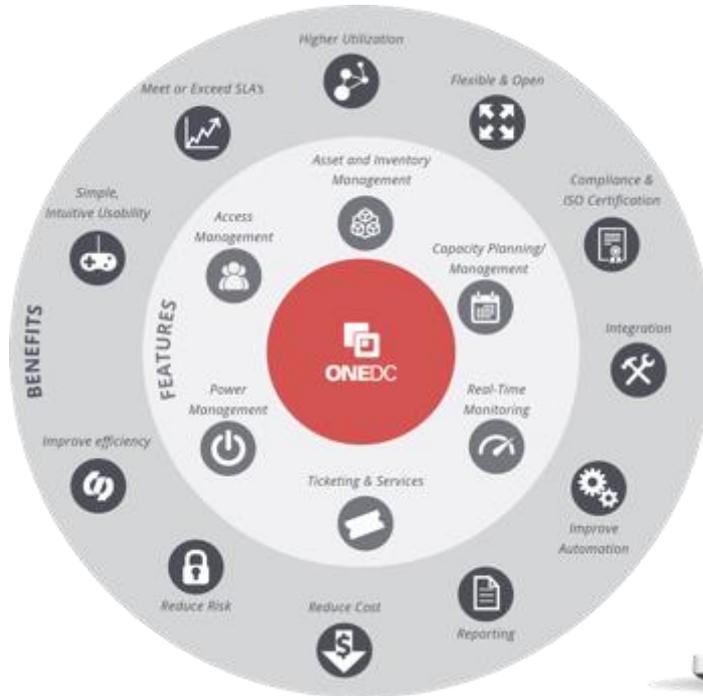
Consult With

Advisory partners play a key role with customers when they work through business case analysis, project planning and migration.



# Announcing ONEDC® Software-as-a-Service

ONEDC® is an open, vendor-independent, subscription SaaS platform for managing data centre intelligence (DCI). We're focused on helping our customers efficiently manage their IT infrastructure stored in data centres anywhere in the world while leveraging an open sourced community and an open set of APIs.



“The NEXTDC ‘ONEDC®’ product gives us control of monitoring our equipment within numerous NEXTDC data centres, through our web-enabled mobile devices or through a very easy-to-use web portal. We are able to check power consumption, temperature and access security logs at the touch of a button. The NEXTDC ONEDC® portal has proven to be invaluable in managing our substantial data centre footprint”



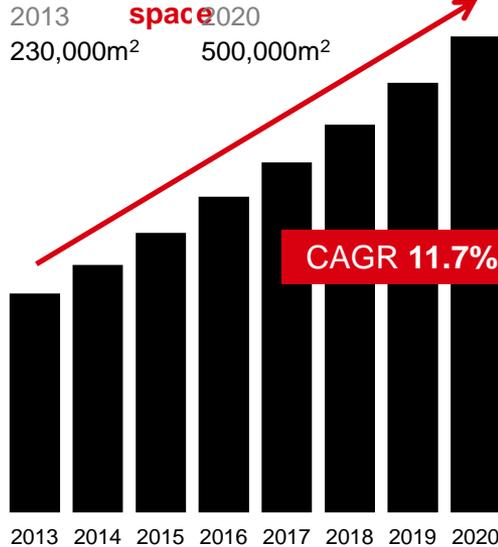


Attractive market fundamentals will drive long term growth

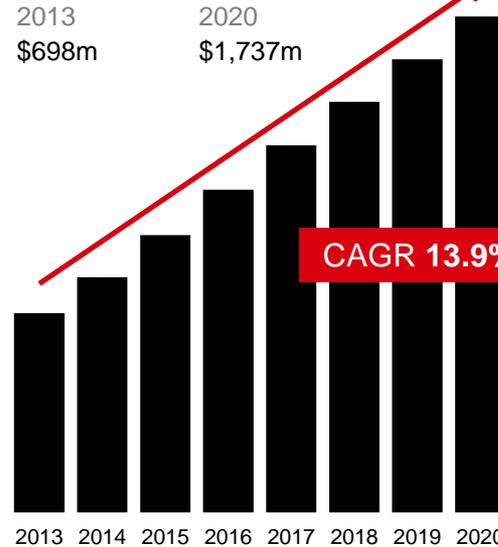
# Australian colocation data centre growth

Frost & Sullivan Australian Data Centre Services  
2014

## Outsourced data centre space



## Revenue



At the end of 2013 the DC Services market grew to \$698m representing 17% growth over the course of the year.

DC footprint increased in 2013 to approx. 231,000m<sup>2</sup> of outsourced DC space – increasing by 31,000m<sup>2</sup> or 16% from 2012.

Australia accounts for less than 1% of the total global DC space so significant growth is still expected.

The DC services market is expected to grow to \$1.74b by 2020.

This represents 13.9% CAGR so just shy of \$800b by end of 2014.

Of that \$1.74b, colo makes up \$1.12b of that growing at 12.7% CAGR, however Managed Hosting is expected to outpace the growth of colo with an expected growth rate of 16.3% CAGR.



A growing trend is for telcos and managed IT service providers to acquire data centre space in carrier neutral providers to supplement their existing data centres. The main carrier neutral data centre service providers, especially NEXTDC ... will be key drivers of growth.



# What's driving the move to colocation data centres

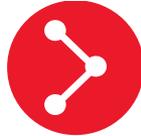
Key drivers of data centre growth and investment in Australia  
By % of surveyed Australian organisations

73%



Network connectivity options

61%



Access to cloud, MSPs or other partners

59%



Cost of energy

51%



Big data

39%



Virtualisation

37%



Business continuity

Source: Digital Realty's 2014 survey of data centre trends in APAC by Forrester Research

What's driving the move to cloud computing

33%



Compute costs  
1990-2013

38%



Storage costs  
1992-2013

27%

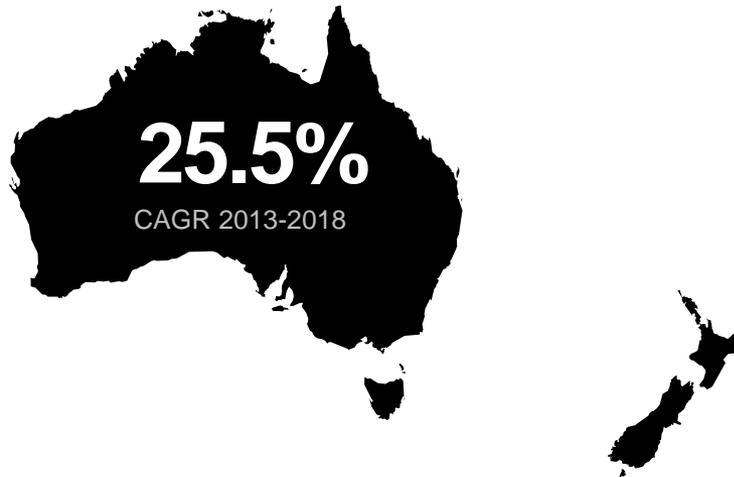


Bandwidth costs  
1999-2013

Source: KPCB partner Mary Meeker, Internet trends 2014

# Australia's cloud computing growth

## ANZ region cloud computing market growth



## Total Australia public cloud services growth



Infiniti Research Ltd, Cloud Computing Market in the ANZ Region 2014-2018  
IDC 2013 Australia End-User Cloud Survey

65% of respondents expect investments to centre on private or a hybrid cloud approach over the next 12-18 months.<sup>1</sup>

Nearly half of large enterprises will have hybrid cloud deployments by the end of 2017.<sup>2</sup>

Hybrid cloud model which will be in use by some 30% of all enterprises by 2018.<sup>2</sup>

86% of large Australian enterprises (500+ employees) are currently using cloud computing, up from 71%.<sup>3</sup>

Enterprises adopting Infrastructure-as-a-Service (IaaS) in 2013 doubled.<sup>4</sup>

More than half of all organisations greater than 20 employees are now using public cloud IaaS.<sup>4</sup>

1. VMware Cloud Index 2013: Asia Pacific Summary Report by Forrester Consulting
2. Gartner Press Release: Gartner Says Cloud Computing Will Become the Bulk of New IT Spend by 2016, October 24 2013
3. IDC 2013 Australia End-User Cloud Survey
4. Telsyte Australian Infrastructure & Cloud Computing Market Study 2014

# Australian DC colocation market landscape

Total Australian market share by size (m<sup>2</sup>)



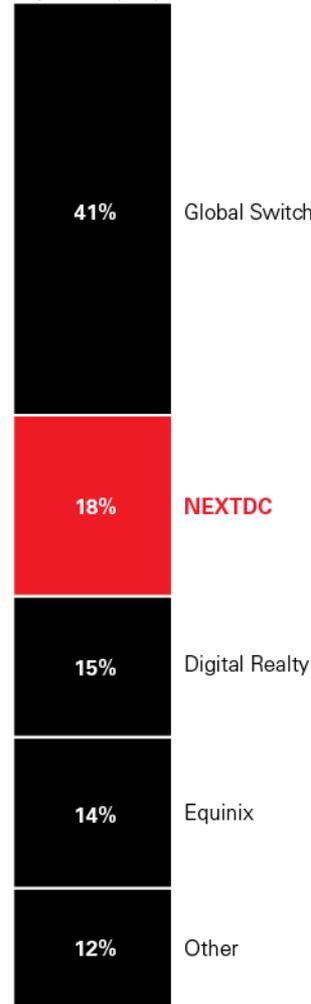
Market size

**250,000m<sup>2</sup>+**

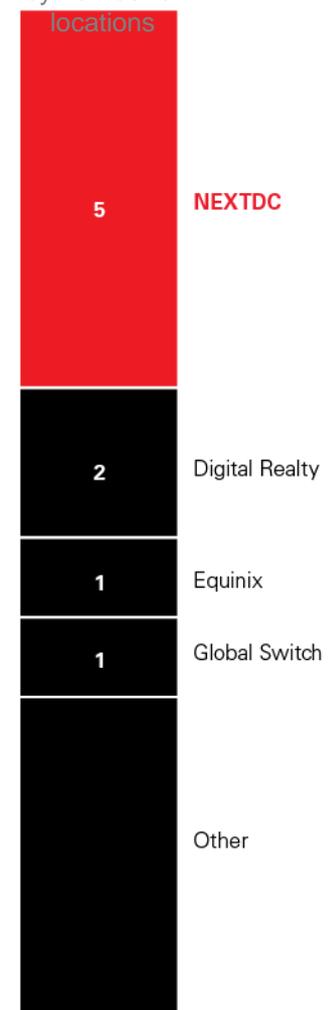
“[NEXTDC] is the only true carrier neutral data centre operator with a strategic footprint in all major Australian cities.”

Australian carrier neutral market share

by size (m<sup>2</sup>)



by number of locations



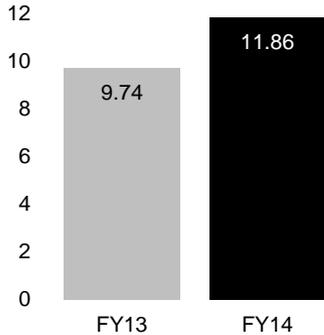
Frost & Sullivan Australian Data Centre Services 2014

NEXTDC has achieved strong growth across key operating metrics



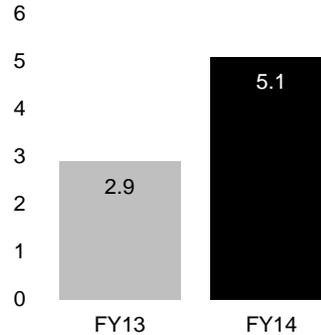
# Strong development in sales finance metrics

Cumulative contracted MW



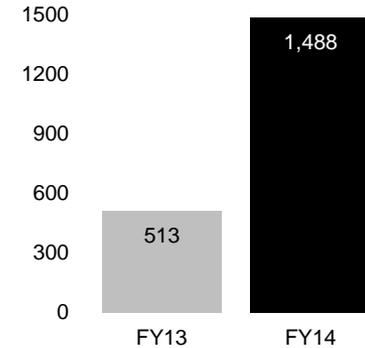
Contracted MW up 22%

Incremental \$m per MW achieved



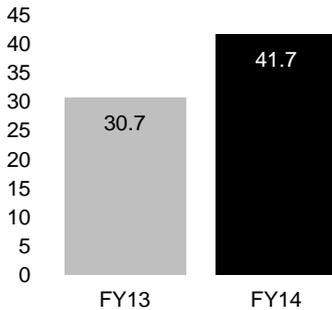
\$5.1m per MW average

Interconnection (number of cross connects)



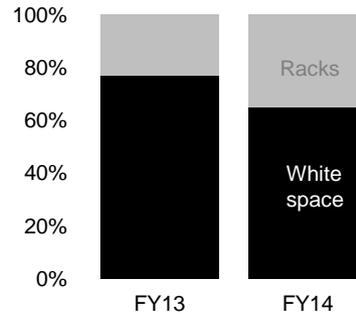
190% growth in interconnection

Annualised contracted recurring revenue (\$m)



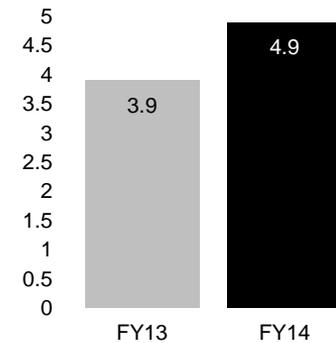
Contracted revenue up 36%

Racks vs whitespace



Growth in higher yield product mix

Interconnections per customer

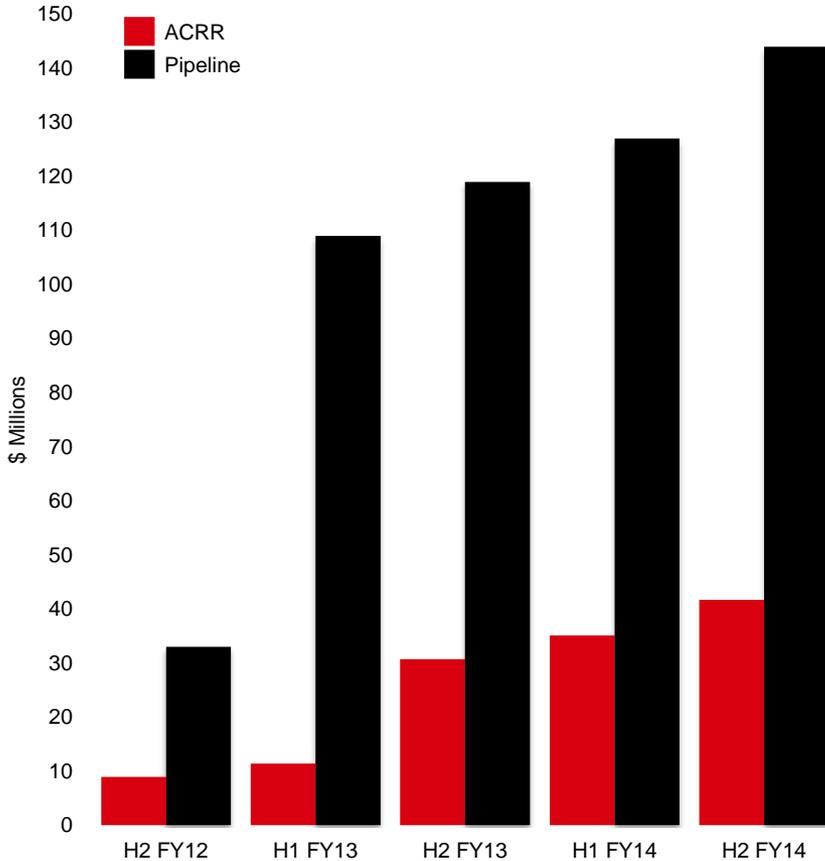


4.9 interconnections per customer

# Pipeline conversion

## Pipeline and annualized contracted recurring revenue

- Annualized unweighted pipeline at 30 June of \$144m<sup>1</sup>
- 21% growth in annualized unweighted pipeline
- Annualized contracted recurring revenue at 30 June of \$41.7m<sup>2</sup>

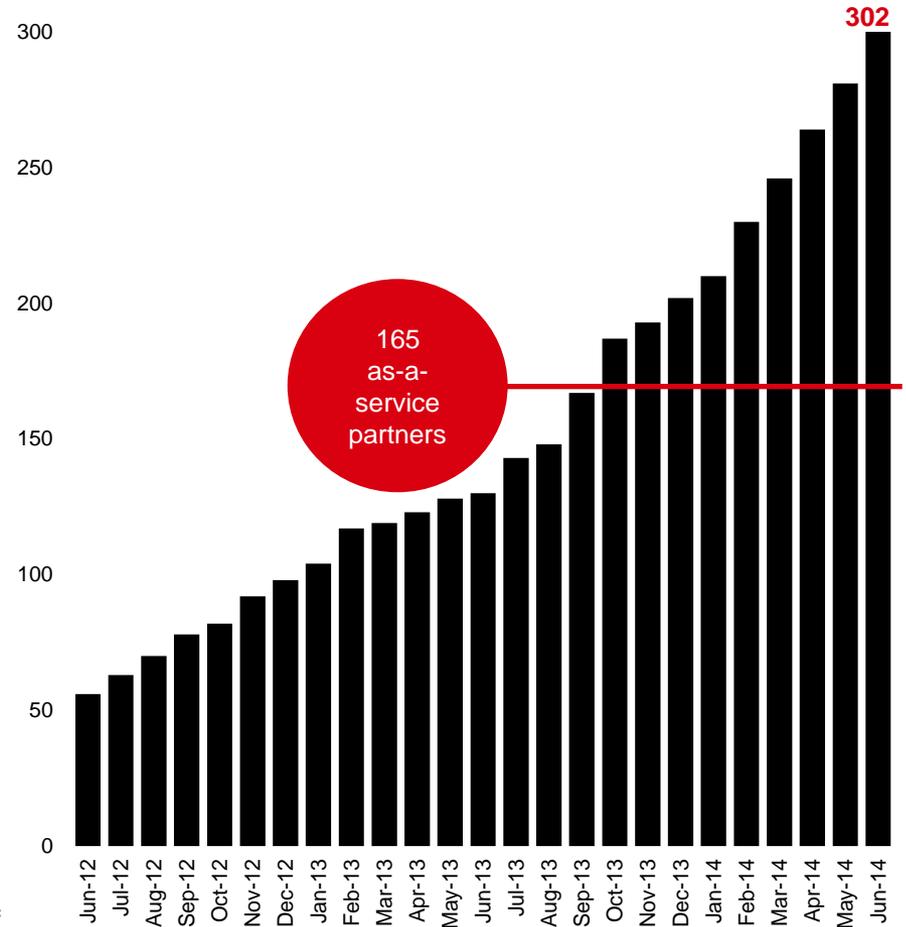


1. Annualized unweighted pipeline represents the value of known market opportunities, where a specific requirement has been matched to a particular customer. It has not been adjusted for risk and includes opportunities which may commence beyond FY15. Pipeline is not an indicator of future sales.

2. Not a forecast. Excludes interconnection and power recharges for whitespace customers. Includes customers with deferred contract commencement dates.

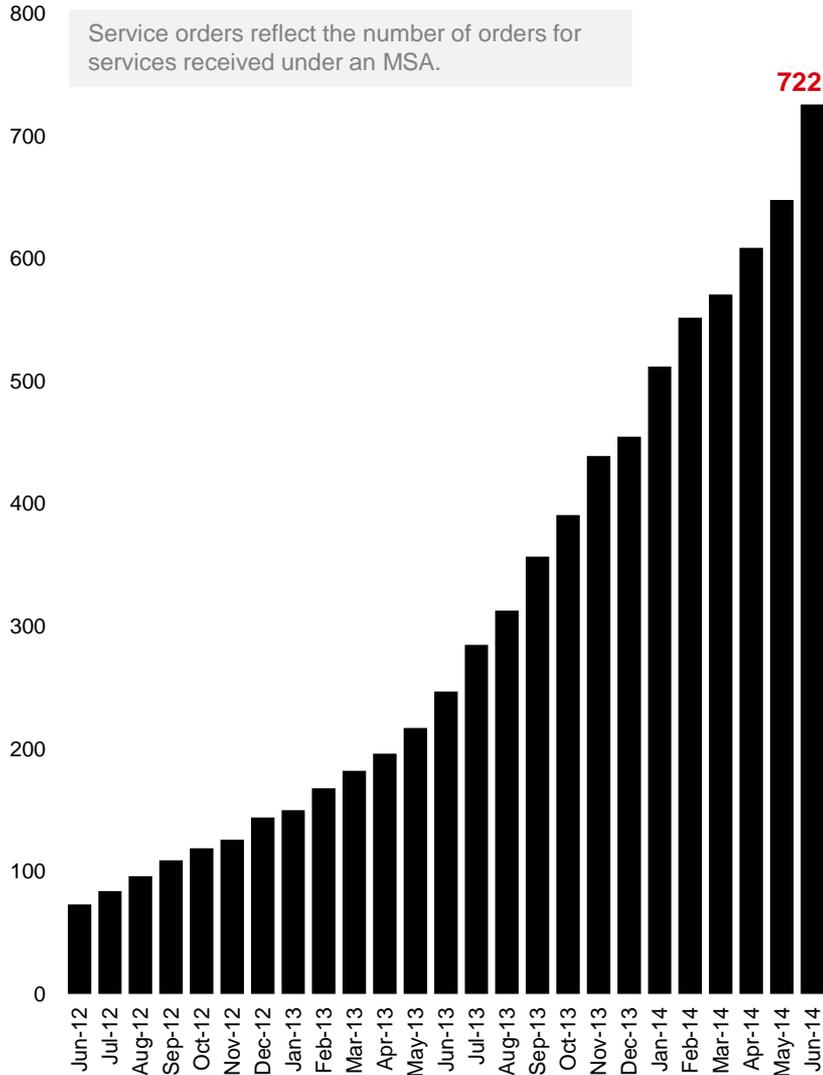
## Customer agreements

The Master Services Agreement (MSA) sets out the general terms and conditions upon which NEXTDC will agree to supply services to its customers

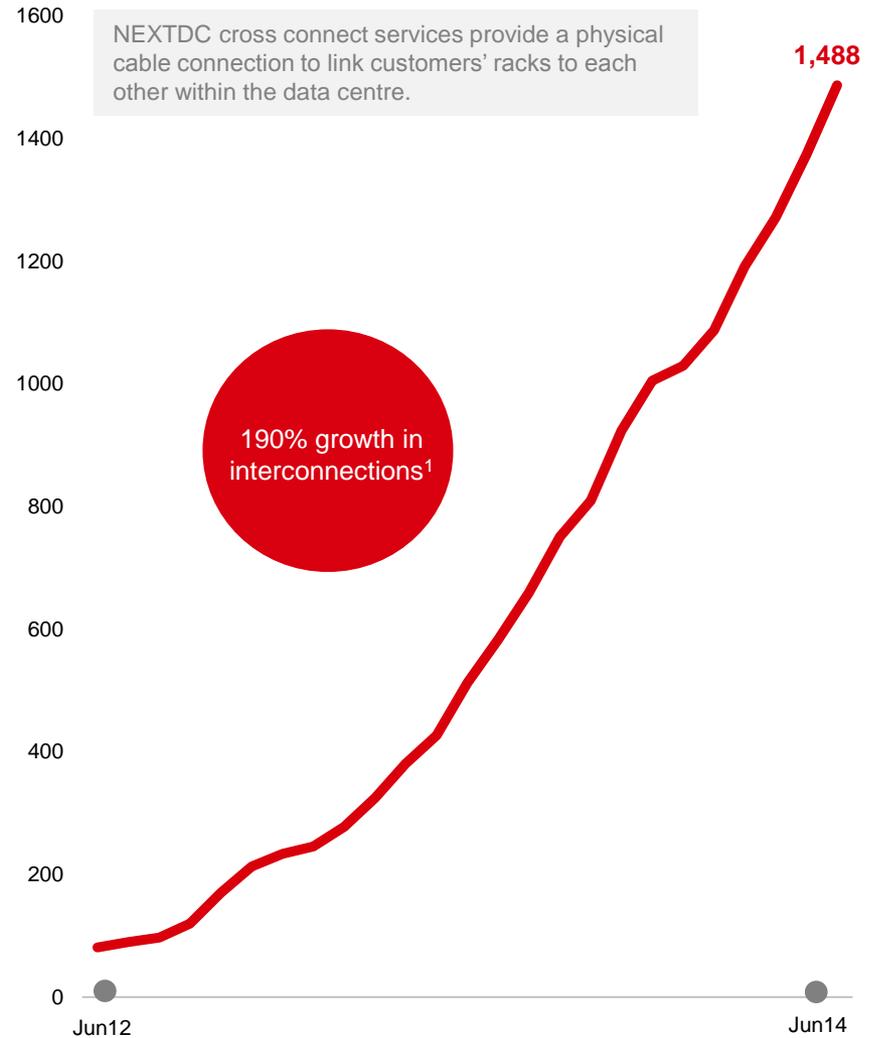


# Ecosystem growth

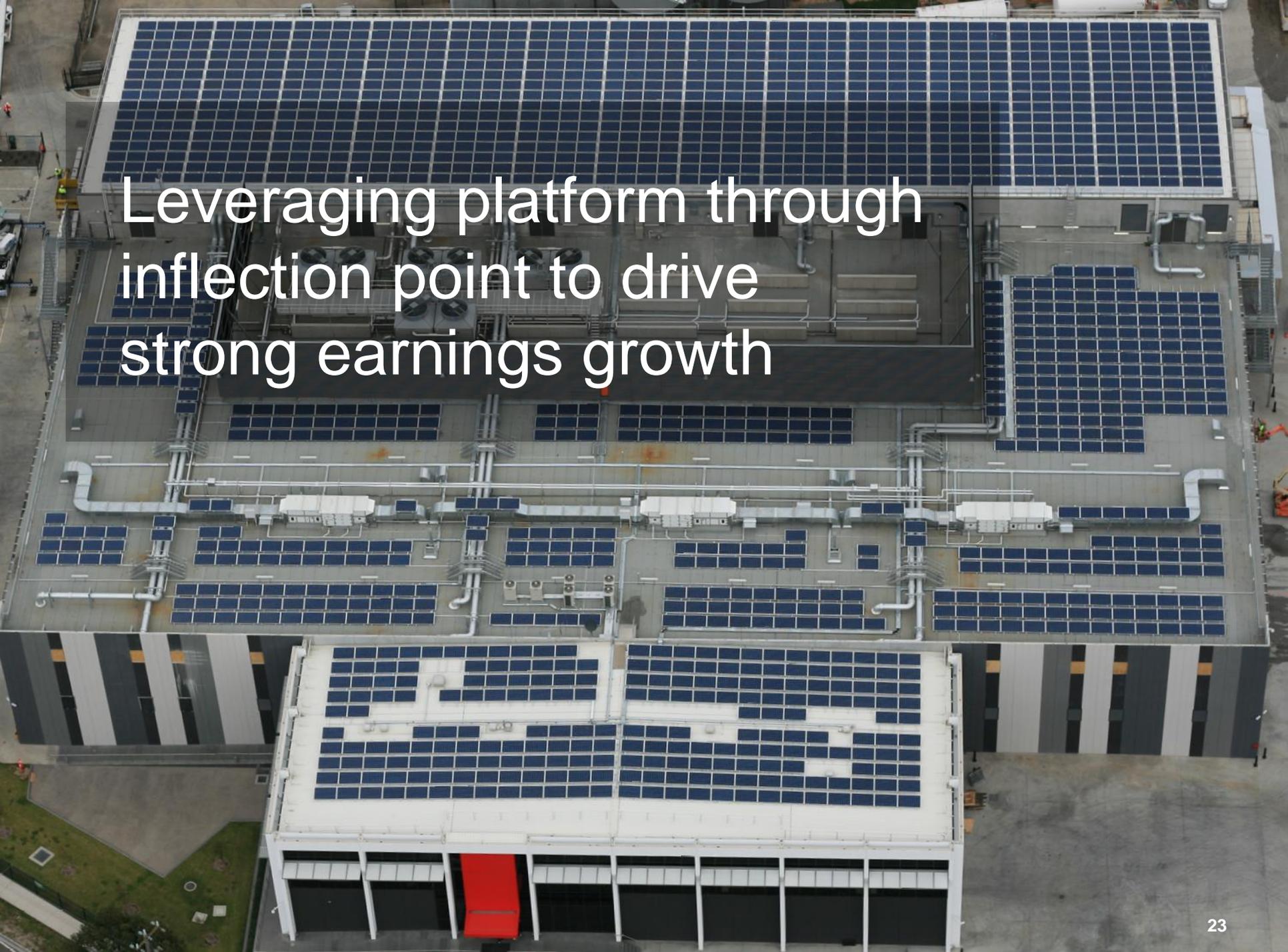
## Customer Service Orders



## Cross Connects (interconnections)



1. Interconnection represents 4% of recurring revenue for FY14



Leveraging platform through  
inflection point to drive  
strong earnings growth

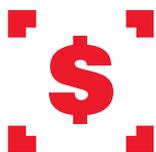
# Outlook for FY15



Rate  
of sales  
increasing

## **New sales for FY15 between 2.4MW and 3.0MW<sup>1</sup>**

- FY15 Q1 sales progress (1 July to 22 August) 621kW, with P1 Perth contributing 257kW
- More than 250 cross connects added since 1 July
- Leveraging benefits of scale – national footprint, service provider ecosystem, Australian Government panel admission and focus on international and domestic cloud providers
- Strategic whitespace deals will be pursued where they enhance our ecosystem



Scale driving  
fixed cost  
leverage

## **Fixed costs between \$44m and \$46.5m**

- Includes rent, maintenance and facility staff expenses for all five data centre facilities
- Reduction in corporate overheads
- Fixed costs exclude direct costs (power and consumables) which are expected to grow in line with customer consumption (FY14: \$3.9m)



Capital  
investment  
is customer  
driven

## **Capital expenditure between \$30.0m and \$35.0m<sup>1</sup>**

- New fitout expenditure linked to customer demand
- Flexibility to fund ongoing expansion within existing footprint, with \$70.8m in cash and term deposits at year end, an unused \$20.0m debt facility and forecast positive operating cash flows from FY15 onwards

**FY15**

FY15  
guidance  
for growth

## **Operating leverage leads to improved performance**

- FY15 revenue from ordinary activities to be between \$51.0m and \$55.0m<sup>1,2</sup>
- EBITDA positive for FY15 and EBITDA breakeven in 1H FY15
- Substantial scope for earnings growth with 23MW+ of capacity headroom

1. Excludes incremental large whitespace or major deals.

2. Revenue from ordinary activities in FY14 (\$48.3m) included data centre development revenue of \$15.5m. Revenue from ordinary activities in FY15 will predominantly consist of revenue from data centre services as no new base building development is currently in progress.



## In summary...

- NEXTDC is Australia's leading independent Data-Centre-as-a-Service provider
- NEXTDC's strategy and product suite is a key differentiator from other providers
- Attractive market fundamentals will drive long term growth
- NEXTDC is achieving strong growth across its key operating metrics
- NEXTDC is now leveraging its platform through the inflection point to drive strong earnings growth

# Appendices



# Facilities' capacities and contracted utilization

As at 30 June 2014

## M1 Melbourne

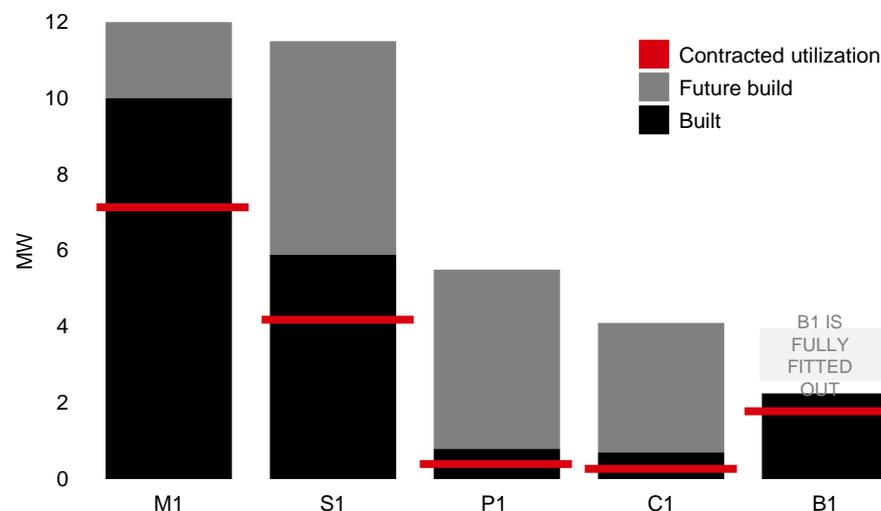
- Two data hall additions, adding 4MW capacity

## S1 Sydney

- Commenced operations in September 2013 with 3.1 MW capacity
- Second data hall addition, adding 2.8MW capacity

## P1 Perth

- Commenced operations in February 2014 with 0.8MW capacity

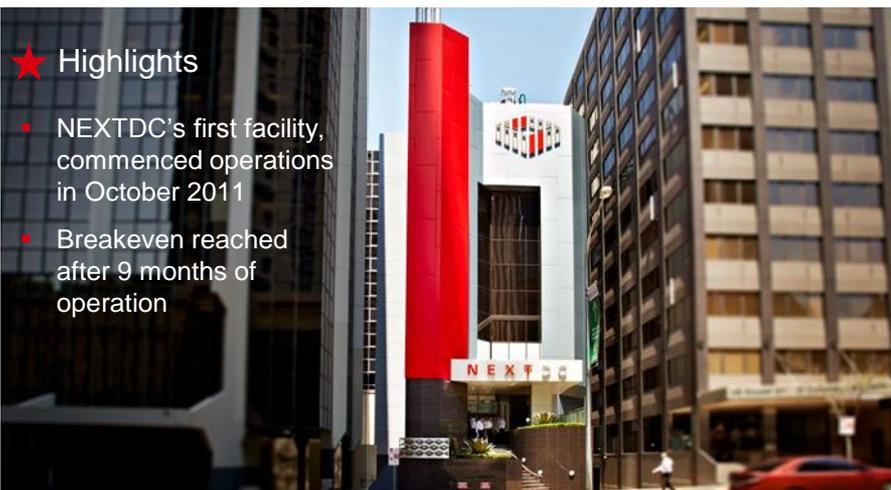


|                                       | M1       | S1       | P1       | C1       | B1       | Total   |
|---------------------------------------|----------|----------|----------|----------|----------|---------|
| Commenced operations                  | Sep 2012 | Sep 2013 | Feb 2014 | Aug 2012 | Oct 2011 |         |
| Total power planned                   | 12.0MW   | 11.5MW   | 5.5MW    | 4.1MW    | 2.25MW   | 35.35MW |
| MW built                              | 10.0MW   | 5.9MW    | 0.8MW    | 0.7MW    | 2.25MW   | 19.65MW |
| Contracted utilization                | 6.4MW    | 3.7MW    | 0.2MW    | 0.1MW    | 1.6MW    | 11.9MW  |
| % of total power planned              | 53%      | 32%      | 3%       | 2%       | 69%      | 34%     |
| % of MW built                         | 64%      | 62%      | 20%      | 11%      | 69%      | 60%     |
| Active (billing) customer utilization | 5.5MW    | 3.5MW    | 0.1MW    | 0.1MW    | 1.5MW    | 10.6MW  |
| % of total power planned              | 46%      | 31%      | 1%       | 2%       | 66%      | 30%     |
| % of MW built                         | 55%      | 60%      | 7%       | 11%      | 66%      | 54%     |
| Capacity available for sale           | 3.6MW    | 2.2MW    | 0.6MW    | 0.6MW    | 0.7MW    | 7.8MW   |
| Fitout capex to date                  | \$84m    | \$64m    | \$33m    | \$6m     | \$27m    | \$214m  |

3 “established”  
facilities generating  
positive EBITDA



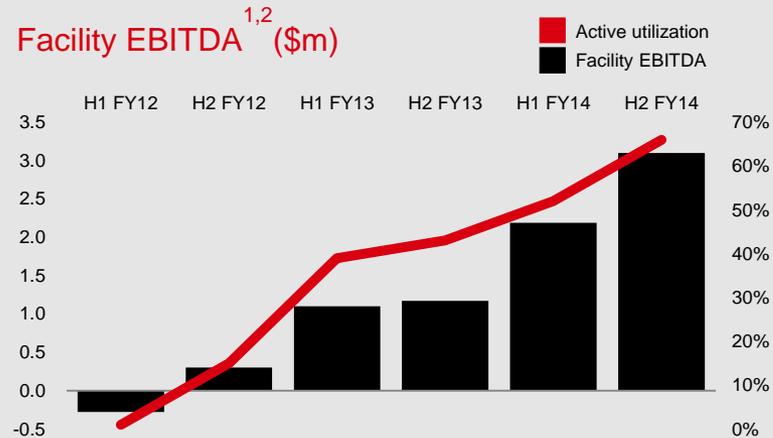
# Case Study – B1 Brisbane



## ★ Highlights

- NEXTDC's first facility, commenced operations in October 2011
- Breakeven reached after 9 months of operation

## Facility EBITDA<sup>1,2</sup> (\$m)



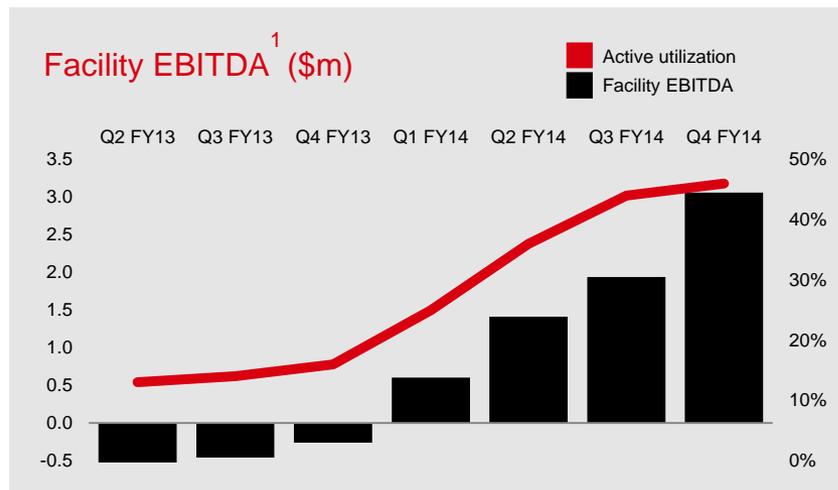
| (\$'000's) Half ended                     | H1 FY12 | H2 FY12 | H1 FY13 | H2 FY13 | H1 FY14 | H2 FY14 |
|---|---------|---------|---------|---------|---------|---------|
| Contracted utilisation                    | 6%      | 36%     | 39%     | 46%     | 58%     | 69%     |
| Active (billing) utilisation <sup>3</sup> | 1%      | 15%     | 39%     | 43%     | 52%     | 66%     |
| Recurring revenue                         | 24      | 752     | 1,776   | 2,005   | 3,051   | 3,902   |
| Non-recurring revenue                     | 234     | 219     | 194     | 131     | 317     | 388     |
| Gross data centre revenue                 | 259     | 971     | 1,970   | 2,136   | 3,367   | 4,290   |
| Direct and facility costs (incl. labour)  | 538     | 671     | 868     | 964     | 1,178   | 1,207   |
| Facility EBITDA <sup>1,2</sup>            | (279)   | 300     | 1,102   | 1,171   | 2,189   | 3,083   |
| % margin                                  | nm      | 31%     | 56%     | 55%     | 65%     | 72%     |

1. Before head office costs

2. Does not include finance lease amortisation

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

# Case Study – M1 Melbourne



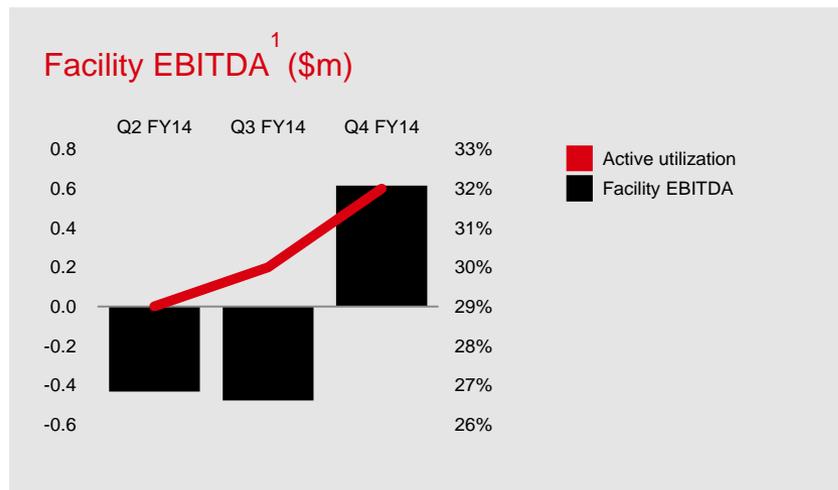
| (\$'000's) Quarter ended                  | Q2 FY13 <sup>2</sup> | Q3 FY13 | Q4 FY13 | Q1 FY14 | Q2 FY14 | Q3 FY14 | Q4 FY14 |
|---|----------------------|---------|---------|---------|---------|---------|---------|
| Contracted utilisation                    | 14%                  | 18%     | 47%     | 49%     | 49%     | 51%     | 53%     |
| Active (billing) utilisation <sup>3</sup> | 13%                  | 14%     | 16%     | 25%     | 36%     | 44%     | 46%     |
| Recurring revenue                         | 874                  | 1,181   | 1,376   | 2,236   | 2,951   | 3,890   | 4,974   |
| Non-recurring revenue                     | 71                   | 135     | 237     | 443     | 786     | 381     | 644     |
| Gross data centre revenue                 | 945                  | 1,317   | 1,613   | 2,679   | 3,737   | 4,270   | 5,618   |
| Direct and facility costs (incl. labour)  | 1,787                | 1,776   | 1,874   | 2,078   | 2,326   | 2,355   | 2,581   |
| Facility EBITDA <sup>1</sup>              | (842)                | (459)   | (261)   | 601     | 1,410   | 1,915   | 3,038   |
| % margin                                  | nm                   | nm      | nm      | 22%     | 38%     | 45%     | 54%     |

1. Before head office costs

2. Normalised for revenue discount amortisation, capital allocations and notional rent

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

# Case Study – S1 Sydney



| (\$'000's) Quarter ended                  | Q2 FY14 | Q3 FY14 | Q4 FY14 |
|---|---------|---------|---------|
| Contracted utilisation                    | 29%     | 30%     | 32%     |
| Active (billing) utilisation <sup>2</sup> | 18%     | 30%     | 31%     |
| Recurring revenue                         | 539     | 1,288   | 2,242   |
| Non-recurring revenue                     | 913     | 273     | 639     |
| Gross data centre revenue                 | 1,452   | 1,561   | 2,881   |
| Direct and facility costs (incl. labour)  | 1,884   | 2,038   | 2,267   |
| Facility EBITDA <sup>1</sup>              | (432)   | (477)   | 614     |
| % margin                                  | nm      | nm      | 21%     |

1. Before head office costs

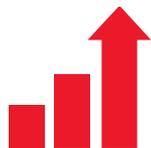
2. Active (billing) utilisation refers to the sold capacity for which revenue is currently being recognised as at the end of the period



Inflection point  
reached in FY14

# FY14 highlights

## Inflection point reached



Strong  
revenue  
growth

- Data centre services revenue up 237% to \$30.4m
- Annualized contracted recurring revenue up 36% to \$41.7m
- Average price per MW achieved of \$5.1m



Impressive  
key  
performance  
drivers

- Contracted customer utilization up 22% to 11.9MW
- Active (billing) customer utilization up 359% to 10.6MW
- Interconnection (cross connects) up 190% to 1,488



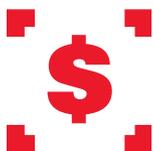
National  
network  
complete

- S1 Sydney live (September 2013) and P1 Perth live (February 2014)
- UTI tier III certifications achieved for S1 Sydney, M1 Melbourne and P1 Perth
- ISO 9001 and ISO 27001<sup>1</sup> certifications achieved as planned



Substantial  
asset backing

- Net assets of \$224m
- Cash and term deposits of \$70.8m and undrawn debt facility of \$20m
- Unsecured note issue of \$60m completed



Significant  
earnings  
leverage

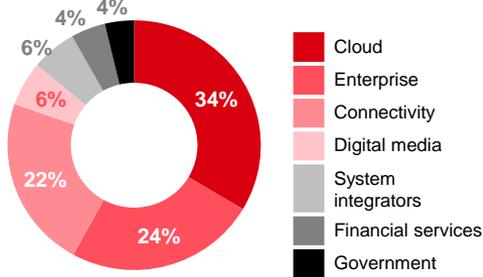
- FY14's capital investment of \$91.0m increased total capacity by 10.7MW to 19.65MW
- 7.8MW available for sale with future expansion tightly tied to revenue growth
- B1 Brisbane, M1 Melbourne and S1 Sydney all EBITDA positive at the facility level

1. ISO 27001 achieved in July 2014

# Diversified recurring revenue model

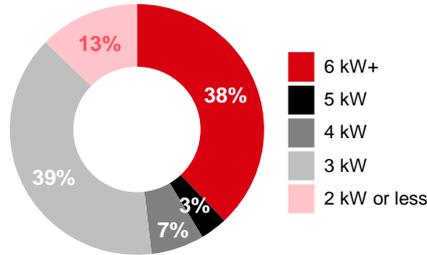
Metrics calculated as at 30 June 2014

## Customer by industry



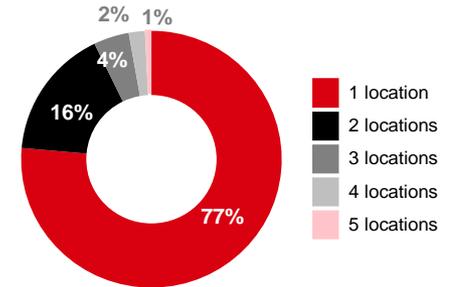
Cloud, connectivity and as-a-service partners drive strong ecosystem growth

## Utilisation by density



Power continues to increase as technologies like virtualization drive higher density

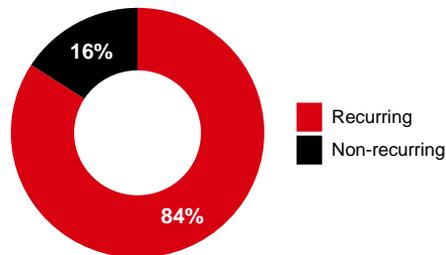
## National coverage



Cross selling opportunity now five locations are operational, national coverage an important differentiator

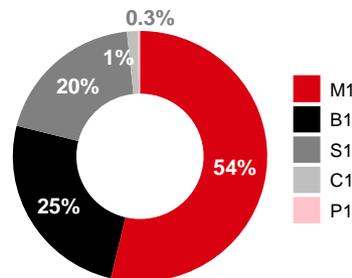
Data centre services revenue for the year ended 30 June 2014

## Recurring vs non-recurring



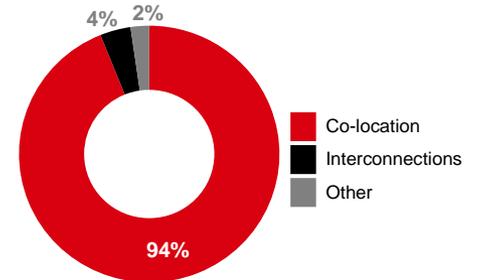
Significant recurring revenue stream with average contract term greater than four years

## Revenue by facility



S1 Sydney and P1 Perth will make full year revenue contributions in FY15

## Recurring revenue by product category



94% of recurring revenue from colocation services with strong growth from interconnection revenue

# FY14 profit and loss summary

|   | <b>FY14</b> | <b>FY13</b> | <b>Change</b> |   |
|---|-------------|-------------|---------------|---|
| <i>Statutory financial results:</i>             | (\$m)       | (\$m)       | (\$m)         |   |
| <i>Revenue from continuing operations:</i>      |             |             |               |   |
| Data centre services revenue                    | 30.4        | 9.0         | 21.4          | Increase in data centre services revenue with contribution from all 5 operating data centres from February 2014   |
| Data centre development revenue                 | 15.5        | 24.4        | (8.9)         | Base building development for P1 Perth (\$8.3m accrued in FY13 for \$23.8m total). No new base building development currently in progress   |
| Other revenue                                   | 2.4         | 2.8         | (0.4)         |   |
| <i>Total revenue from continuing operations</i> | <i>48.3</i> | <i>36.2</i> | <i>12.1</i>   |   |
| Loss after tax attributable to members          | (22.9)      | (2.2)       | (20.7)        | Result reflects increase in operating costs with 2 additional data centres commencing operations during FY14<br><br>FY13 includes gain on disposal of controlling interest held in Asia Pacific Data Centre Group (ASX: AJD) of \$14.6m |

# FY14 profit and loss summary – underlying

|   | FY14   | FY13   | Change |   |
|---|--------|--------|--------|---|
| <i>Non-statutory financial metrics for the year include<sup>1</sup>:</i>              | (\$m)  | (\$m)  | (\$m)  |   |
| Earnings before interest, tax, depreciation and amortization (EBITDA)                 | (10.0) | 0.7    | (10.7) | FY14 EBITDA is a non-statutory financial metric calculated as loss after tax attributable to members (\$22.9m) plus tax (\$3.0m), depreciation (\$10.3m) less net interest revenue (\$0.8m)         |
| Underlying EBITDA (adjusted for non-recurring items)                                  | (16.1) | (20.0) | 3.9    | FY13 EBITDA included gain on APDC disposal of \$14.6m and \$6.2m building development profit, both removed to reflect underlying EBITDA   |
| Depreciation and amortization   | (10.3) | (5.7)  | (4.6)  | Underlying EBITDA for FY14 is calculated as EBITDA less \$4.9m building development profit, \$2.2m in APDC distribution and profit on sale of securities, plus \$1.3m in fund raising advisory fees |
| EBIT  | (20.6) | (5.0)  | (15.6) |   |
| <i>Operating costs<sup>2</sup>:</i>   |        |        |        |   |
| Direct costs (power and consumables)  | 3.9    | 1.7    | 2.2    | FY14 facility costs reflects rent and maintenance for 5 operating data centres from February 2014   |
| Facility costs (data centre rent, property costs, maintenance, facility staff, other) | 22.0   | 10.2   | 11.8   | FY13 facility costs includes rent expense to APDC for M1, S1 and P1 for part year from December 2012  |
| Corporate overheads   | 20.6   | 17.8   | 2.8    | Corporate overheads includes non-facility staff, professional fees, sales and marketing, office and administrative costs  |
| Total operating costs:  | 46.5   | 29.7   | 16.8   | FY14 corporate overheads excludes \$1.3m in fund raising advisory fees  |

1. Non-statutory financial metrics have not been audited
2. Excludes data centre development costs of \$10.6m relating to P1 Perth for APDC

# Significant lift in revenue and utilization levels

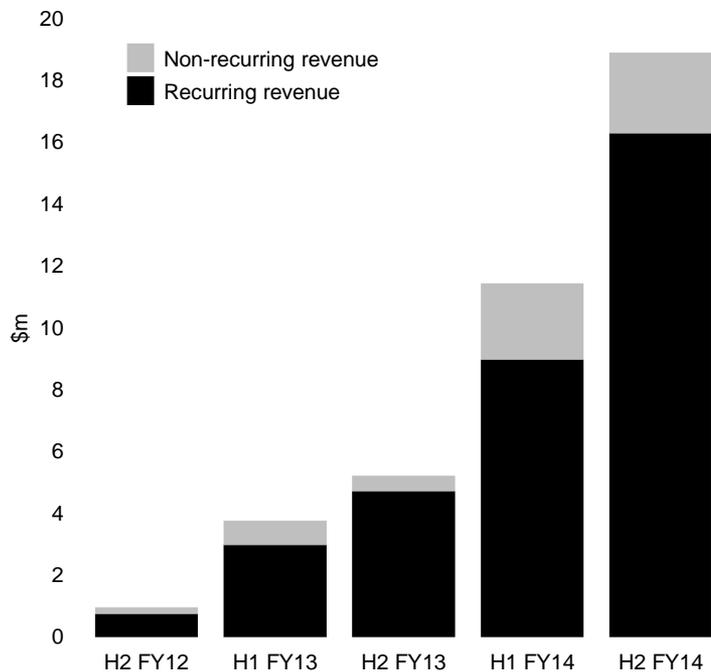
FY14 data centre services revenue of \$30.4m

- Revenue up 65% half on half and 237% year on year
- Recurring revenue represents 84% of total FY14 revenue

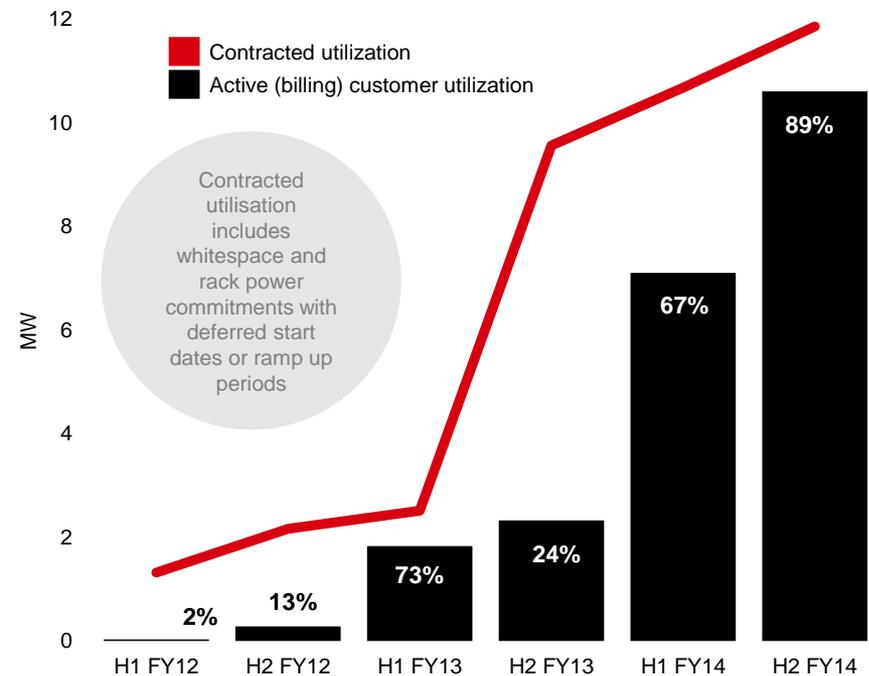
FY14 contracted utilization of 11.9MW

- Contracted utilization up 11% half on half and 22% year on year
- Active (billing) customer utilization up 49% half on half and 358% year on year
- 98% of contracted utilization is from M1 Melbourne, B1 Brisbane and S1 Sydney

## Recurring and non-recurring revenue



## Active<sup>1</sup> vs contracted utilization



1. Active (billing) customer utilisation refers to the sold capacity for which revenue is being billed.

# Strong balance sheet

|                            |      | 30 June 2014 | 30 June 2013 |
|----------------------------|------|--------------|--------------|
|                            | Note | (\$m)        | (\$m)        |
| Cash and term deposits     |      | 70.8         | 51.4         |
| Property, plant, equipment | 1    | 207.8        | 127.1        |
| Net assets                 |      | 223.6        | 196.4        |

Notes:

1. Includes capital work in progress of \$3.3m as at 30 June 2014 (30 June 2013: \$37.0m)

## Investment

\$91.0m invested

- M1 Melbourne halls 4 and 5 fitout completed
- S1 Sydney halls 1 and 3 fitout completed
- P1 Perth hall 1 fitout completed

## Financing

- Cash and term deposits held at 30 June 2014 of \$70.8m
- Raised \$50m through a placement of new shares
- Raised \$60m through a five-year unsecured note offering
- Secured a \$20m debt facility with NAB (undrawn)\*

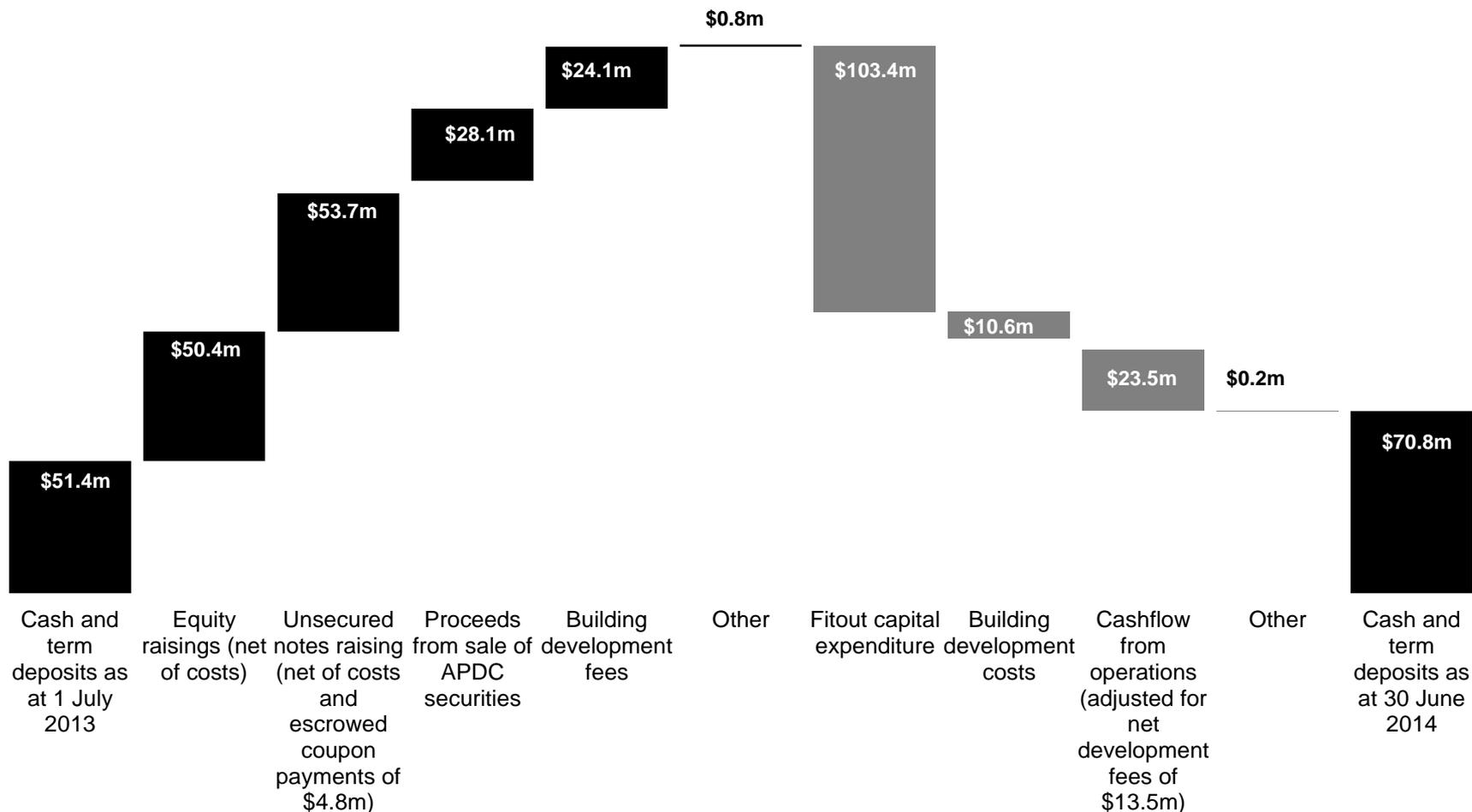
\* \$30m ANZ debt facility replaced. NAB facility subject to customary conditions precedent

# FY14 cash flow profile

## Increased cash balance

Sources

Uses

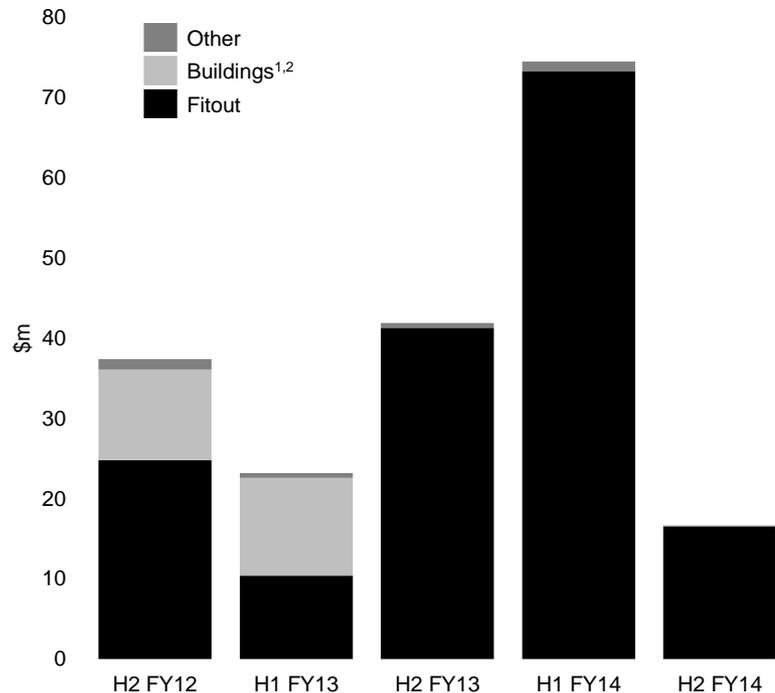


# Growth platform in place

## Historical capital expenditure

Future capital expenditure tied to customer demand to leverage scale of existing facilities

- \$214m fitout expenditure to date delivering 19.65MW of capacity
- S1 Sydney and P1 Perth open
- Expansions at M1 Melbourne and S1 Sydney



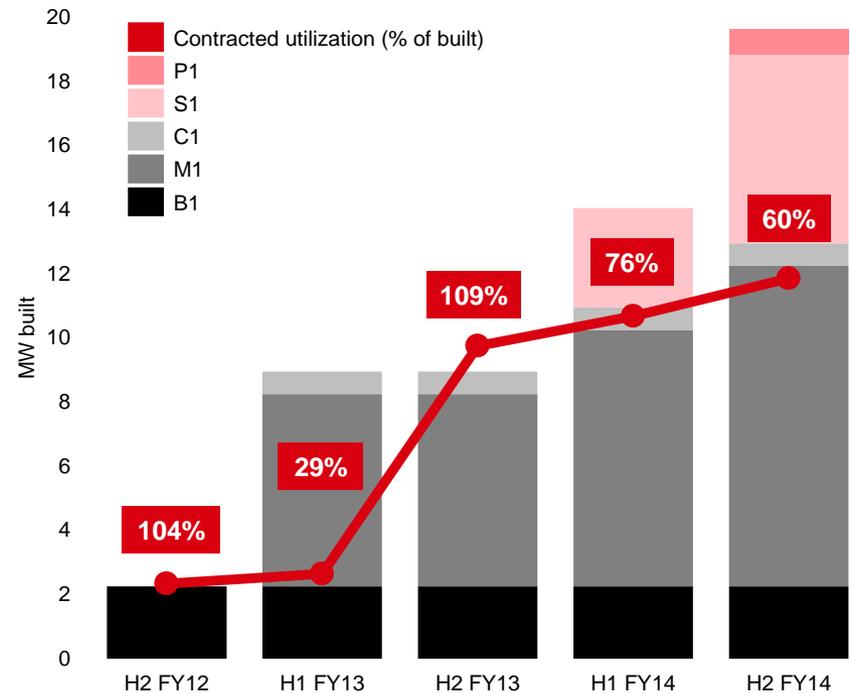
1. Buildings sold to Asia Pacific Data Centre Group (ASX: AJD) in H1 FY13

2. Excludes building development costs from H2 FY13 onwards. No new base building development currently in progress

## Installed capacity vs contracted utilization

FY14 capacity added of 10.7MW

- 7.8MW available for sale
- Capacity additions linked to contracted customer requirements



# More information

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-  [linkedin.com/company/nextdc](https://www.linkedin.com/company/nextdc)
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