N E X T D C
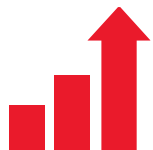
next generation data centres

2014 Annual General Meeting

14 November 2014

NEXTDC LIMITED ACN 143 582 521

FY14 – Growth across all key metrics

Strong revenue growth

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

Impressive key performance drivers

- Contracted customer utilisation up 22% to 11.9MW
- Active (billing) customer utilisation 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[1] 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[2] 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
2. As at 30 June 2014

FY14 results reflect ramp up to reach inflection point

Profit & Loss Statement	FY14	FY13	Change
Statutory financial results:	($m)	($m)	($m)
Revenue from continuing operations:			
Data centre services revenue	30.4	9.0	21.4
Data centre development revenue	15.5	24.4	(8.9)
Other revenue	2.4	2.8	(0.4)
Total revenue from continuing operations	*48.3*	*36.2*	*12.1*
Loss after tax attributable to members	(22.9)	(2.2)	(20.7)
Non-statutory financial metrics for the year include[1]:			
Earnings before interest, tax, depreciation and amortisation (EBITDA)	(10.0)	0.7	(10.7)
Underlying EBITDA (adjusted for non-recurring items)	(16.1)	(20.0)	3.9
Depreciation and amortisation	(10.3)	(5.7)	(4.6)
EBIT	(20.6)	(5.0)	(15.6)

1. Non-statutory financial metrics have not been audited

Financial results

- FY14 result reflects increase in operating costs with two additional data centres commencing operations in FY14
- FY13 includes gain on disposal of controlling interest held in APDC of $14.6m

Balance Sheet	30 June 2014	30 June 2013
	($m)	($m)
Cash and term deposits	70.8	51.4
Property, plant, equipment*	207.8	127.1
Net assets	223.6	196.4

* 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

- Raised over $160m from diversified funding sources
  - $50m through a placement of new shares
  - $60m through a five-year unsecured note offering
  - $52m through development fees and sell down of APDC
- Also secured a $20m debt facility with NAB (undrawn)*

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

Systems, certifications, awards and achievements

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

ISO 9001:2008
Quality Management
System certification

Uptime Institute
Tier III certification

Australian Government
FY15 Data Centre Facilities Supplies Panel
Multi Use List for the provision of Data-Centre-as-a-Service (DcaaS)

Australian Government
Department of Finance

INDUSTRY AWARDS

Master Builders Association
Excellence in Construction Awards
FY15 2014   Winner: S1 Sydney – Communications Buildings

DatacenterDynamics Awards, Asia-Pacific
FY15 2014   Winner: S1 Sydney – Innovation in the Mega-Data Centre

ARN ICT Industry Awards
FY15 2014   Winner: Service Provider of the Year
2013   Winner: Sustainability
2013   Winner: Service Provider of the Year

Deloitte – Technology Fast 50
FY15 2014   Winner 2014 Deloitte Technology Fast 50

WAiTTA INCITE Awards
FY15 2014   Winner: P1 data centre – National iAwards Finalist,
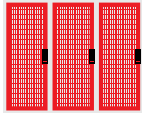Industry Domain – Industrial category

iAwards
2014   QLD and National Merit Award for ONEDC – Tools category
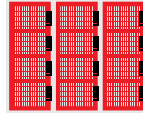
Lord Mayor's Business Awards
2012   Winner: Australia TradeCoast Award for Business Growth
2011   Winner: National Australia Bank Award For New Investment

NEXTDC product and services portfolio

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

¼ Racks
Energy-efficient hot or cold aisle containment Quarter Racks with 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.

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

NEW IN FY15

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

NXTdesk
BCP space
NXTdesk features highly secure space for shared or customisable BCP.

Fast Start Colo
Introducing Fast Start customisable colocation bundles offering full and ¼ rack solutions.

Interconnection
Introducing one-to-many virtual connectivity to our dynamic ecosystem of world-class carriers and service providers.
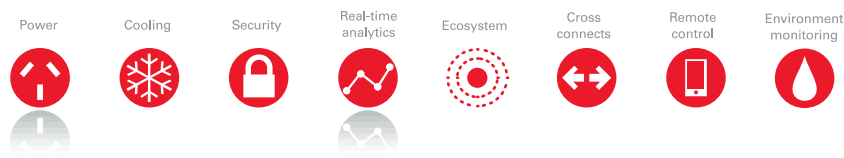
OneDCi
SaaS
OneDCI subscription data centre intelligence platform for NEXTDC and third party data centre facilities.

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

| Power | Cooling | Security | Real-time analytics | Ecosystem | Cross connects | Remote control | Environment monitoring |

NEXTDC data centres are a marketplace for the digital economy
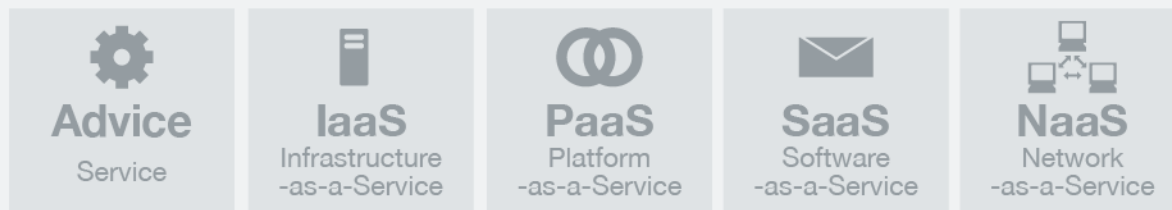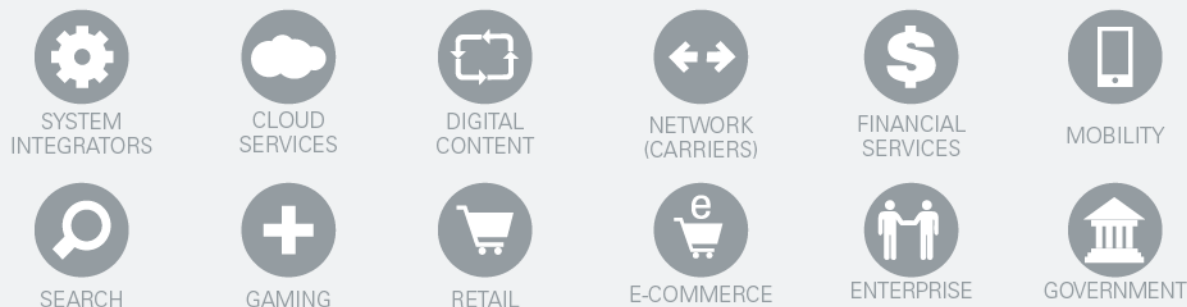
Ecosystem development

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:

SYSTEM INTEGRATORS · CLOUD SERVICES · DIGITAL CONTENT · NETWORK (CARRIERS) · FINANCIAL SERVICES · MOBILITY

SEARCH · GAMING · RETAIL · E-COMMERCE · ENTERPRISE · GOVERNMENT

Advice — Service
IaaS — Infrastructure-as-a-Service
PaaS — Platform-as-a-Service
SaaS — Software-as-a-Service
NaaS — Network-as-a-Service

DCaaS Data-Centre-as-a-Service

Power · Cooling · Security · Real-time analytics · Ecosystem · Cross connects · Remote control · Environment monitoring

Strong start to FY15

	Change since 30.06.14		12.11.14	30.06.14	30.06.13
PIPELINE[1]	⬆	**$26M**	$170M	$144M	$119M
CUSTOMERS	⬆	**55**	357	302	130
ORDERS	⬆	**184**	906	722	240
CROSS CONNECTS	⬆	**603**	2,091	1,488	513
CONTRACTED UTILISATION	⬆	**1.2MW**	13.1MW	11.9MW	9.7MW
BILLING UTILISATION	⬆	**1.6MW**	12.2MW	10.6MW	2.3MW
ACRR[2]	⬆	**$6.5M**	$48.2M	$41.7M	$30.7M
INSTALLED CAPACITY	▬		19.65MW	19.65MW	8.95MW

1. Unweighted and annualised.
2. Annualised contracted recurring revenue: Not a forecast. Excludes power recharges for whitespace customers. Includes customers with deferred contract commencement dates.

FY15 Outlook

Rate of sales increasing

New sales for FY15 between 2.4MW and 3.0MW[1]

- 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 drives 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[1]

- 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 guidance for growth

Operating leverage leads to improved performance

- FY15 revenue from ordinary activities to be between $51.0m and $55.0m[1,2]
- EBITDA positive in 1H FY15 and for FY15 (upgraded from EBITDA break-even in first half)
- Substantial scope for earnings growth with 22MW+ 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.

Thank you

investorrelations@nextdc.com

linkedin.com/company/nextdc

twitter.com/NEXTDC

facebook.com/datacentres

youtube.com/user/nextdatacentre

www.nextdc.com/news-media/blog

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.

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

| Power | Cooling | Security | Real-time analytics | Ecosystem | Cross connects | Remote control | Environment monitoring |