NEXTDC

next generation data centres

Business Update

September 2012

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Our Vision

"To become the most **recognised**, **connected** & **trusted** data centre brand in Australia and New Zealand."

Execution Priorities

People: Key leadership, sales and technical appointments to accelerate growth

Sales: Building the ecosystem by development of the largest cloud, carrier and vendor neutral base nationally

Development: Completion of S1 and P1 construction programs to bring the national network scale to market

Innovation: Continue to lead the industry with unique value in ONEDC remote DCaaS real time analytics, energy management and security

Capital Recycling: Successful completion of the Asia Pacific Data Centre Ltd Listed Property Trust

Our Difference

National Capability

Delivering Australia's first national network of independent data centres for our customers

Facility	B1 Brisbane	M1 Melbourne	C1 Canberra	S1 Sydney	P1 Perth
Location	Brisbane CBD	Port Melbourne	Bruce	Macquarie Park	Malaga
Facility Size	3,000m^2	17,500m^2	6,000m^2	17,650m^2	10,500m^2
Technical Space	1,800m^2	6,000m^2	2,000m^2	5,600m^2	3,000m^2
Capacity	5 MVA	22.5 MVA	8.0 MVA	20.0 MVA	14.0 MVA
IT Load	2.25 MW	12.0 MW	4.0 MW	11.0 MW	6.0 MW
Target PUE	1.6	1.4	1.4	1.3	1.3
Operational	Now	Now	Now	Q3 2013 CY*	Q4 2013 CY*

* Approximate only and subject to change.

One Simple Solution

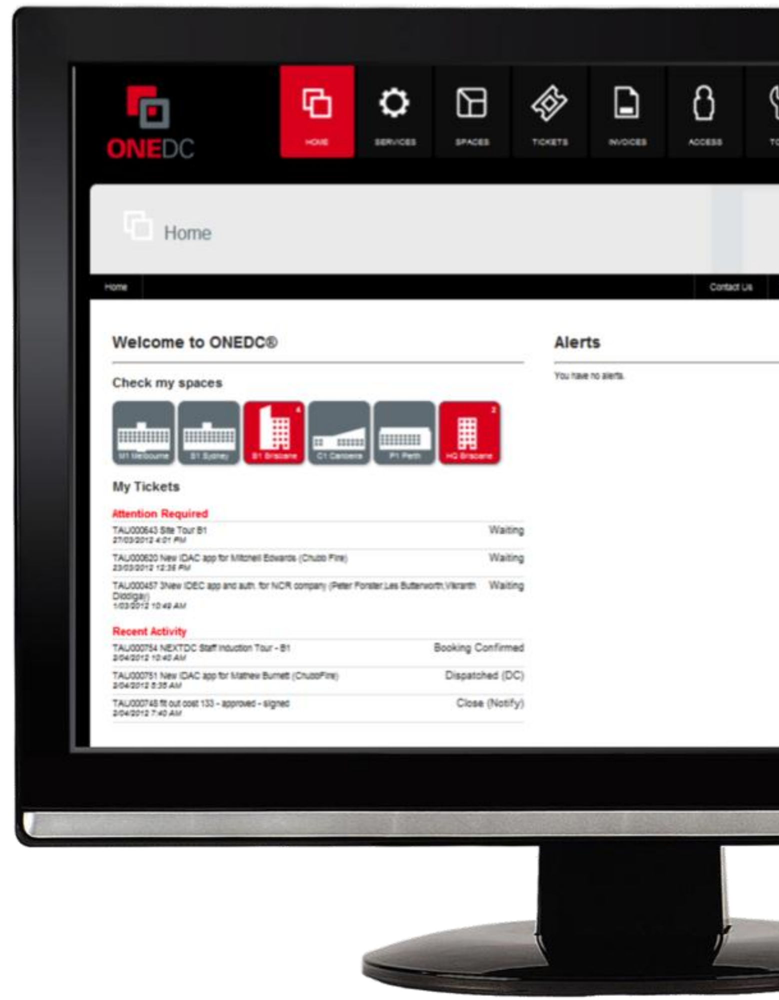
NEXTDC offers national data centre capability under a simple, single supply agreement which streamlines the procurement of services regardless of location.

Ecosystem

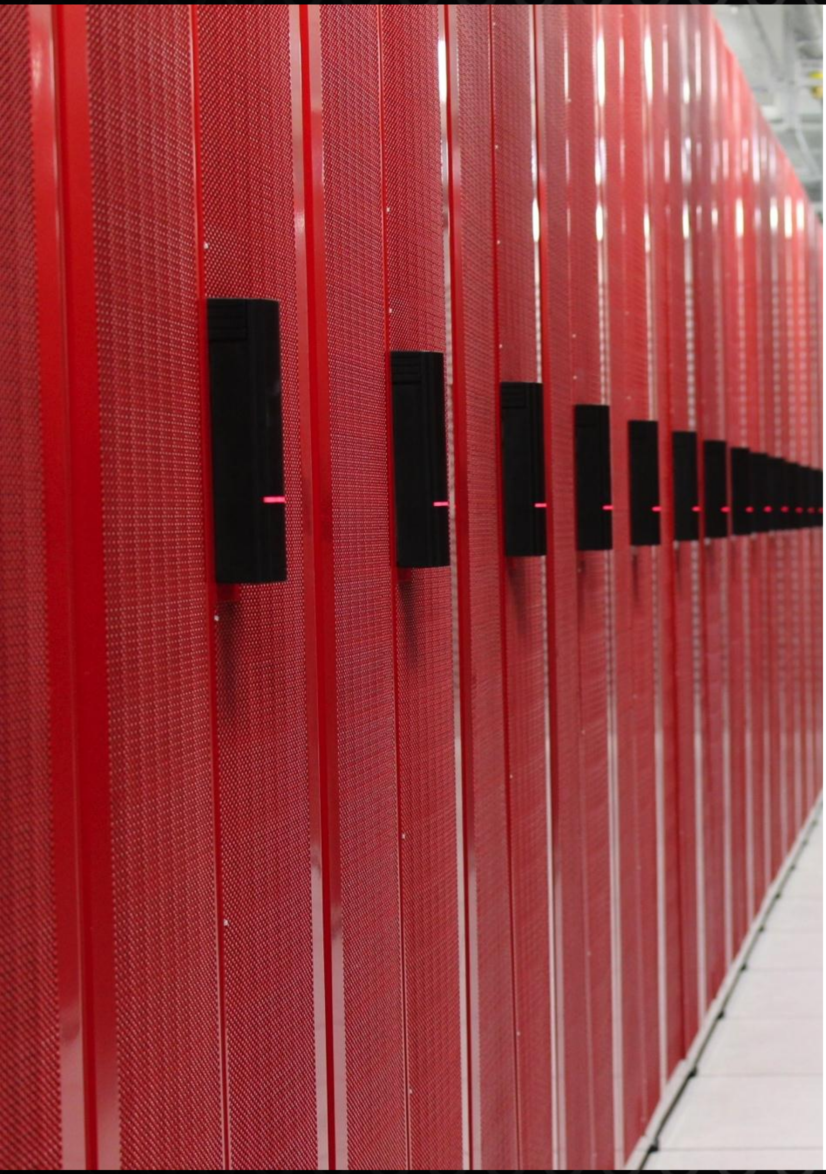
AAPT
anittel
amcom
AUSCRIPT FASTER, BETTER EVIDENCE DELIVERY SINCE 1921
BigAir
BKB
cloudcentral scale your data center in the cloud
CPT Global
Colliers INTERNATIONAL
CLOUDplus
exetel
eftel LIMITED
GLASSHOUSE
HARBOUR MSP PTY LTD a frontline company
HARBOUR IT
iTelecom | Wholesale
insentra Technology Services
IntoCLOUDConsulting
INVOTEC TECHNOLOGY SOLUTIONS AND CONSULTANCY
iinet connect better
jav | I.T. GROUP
LAZU
m2 telecommunications
MDS MANAGED data solutions
nextgen pure-data
NTT Communications
O2 NETWORKS
ONTHENET SECURE ONLINE BACKUP
POWERNET IT CONSULTANTS SIMPLIFIED TECHNOLOGY
pipenetworks
QUINTICON
ServersAustralia
SOUTHERN CROSS Business Partnerships, IT Excellence
stratusblue
sigtec
Sprint
TATA COMMUNICATIONS
TMS OFFSITE DATA STORAGE
uecomm Powering Network Convergence
ventraip group
verizon
VOCUS communications
WESTERN AUSTRALIAN INTERNET ASSOCIATION
'yes' OPTUS
Telstra

Customer Experience

ONEDC® allows customers to monitor their racks anytime from anywhere.



Next Generation Design



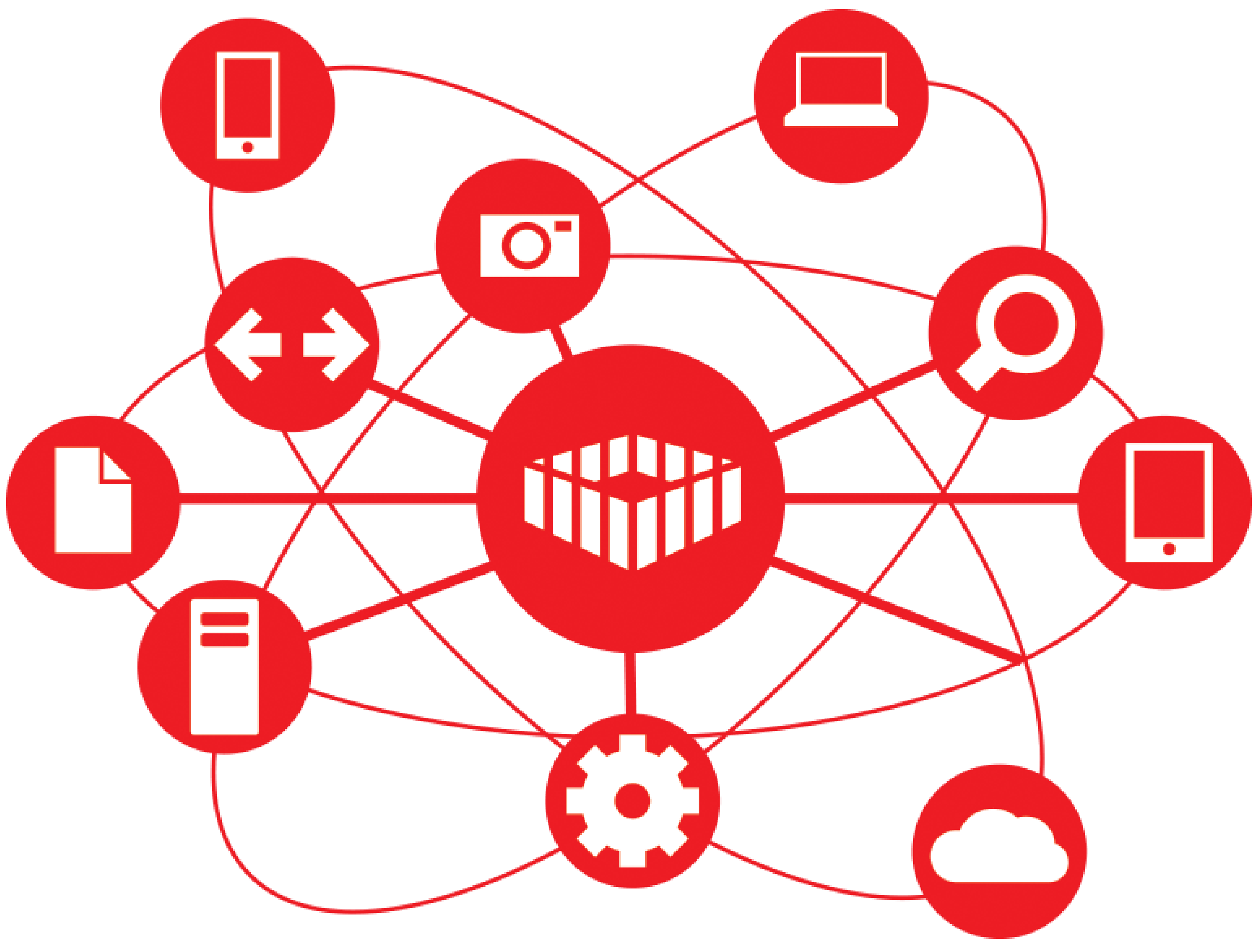
- Cutting-edge design
- Low PUE*
- Purpose built incorporating energy efficiency
- Highly secure
- Alternative energy sources (Trigen, Solar)

** Power Utilisation Efficiency*

Market Drivers

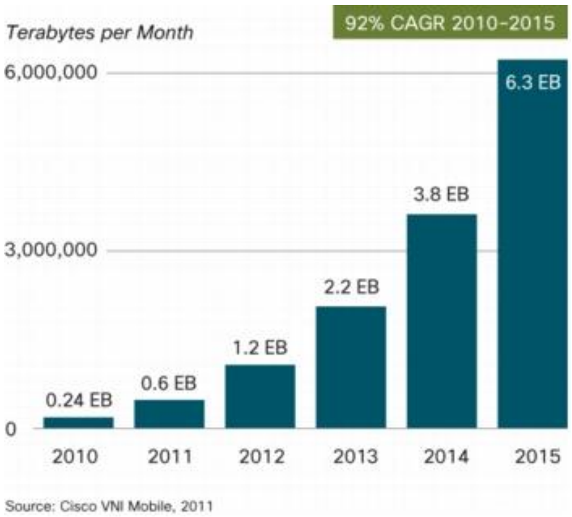
Industry Megatrends

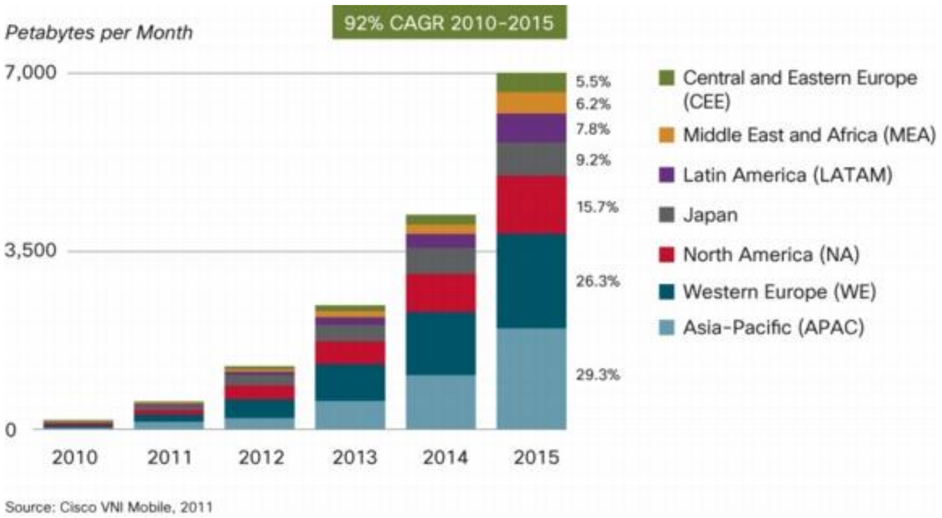
- Mobile Computing
- Social Media
- Cloud Computing
- Virtualisation
- Big Data
- Data Centre Outsourcing



Big Data

Global mobile data traffic will increase 26 times from 2010 to 2015 and APAC will generate nearly one third of all mobile data traffic by 2015





Target Market

We focus on offering services to high-growth customers across all industry verticals. Due to wider acceptance of cloud computing, we expect that approximately half of our revenue (in long term) will come from cloud/ICT providers.

End Customers

Enterprise and Government

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Cloud/ICT Providers

Telecommunications providers

Content delivery networks providers

System integrators

Managed services providers

SaaS Providers

Infrastructure as a service providers

Platform as a service providers

Application as a service providers

The story so far

Journey

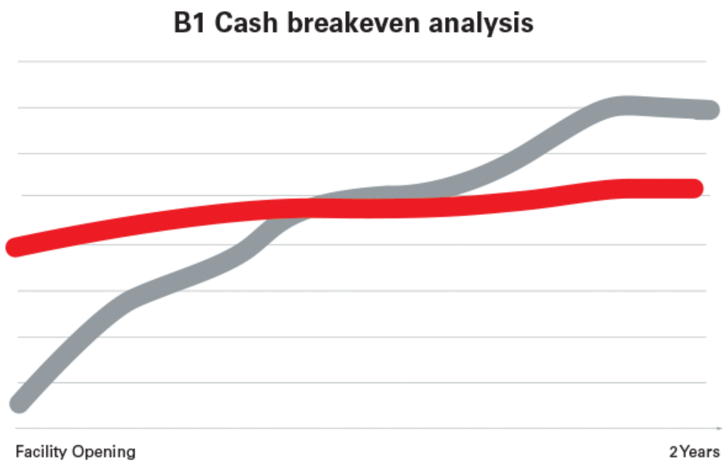
Bringing capacity to market is our key focus

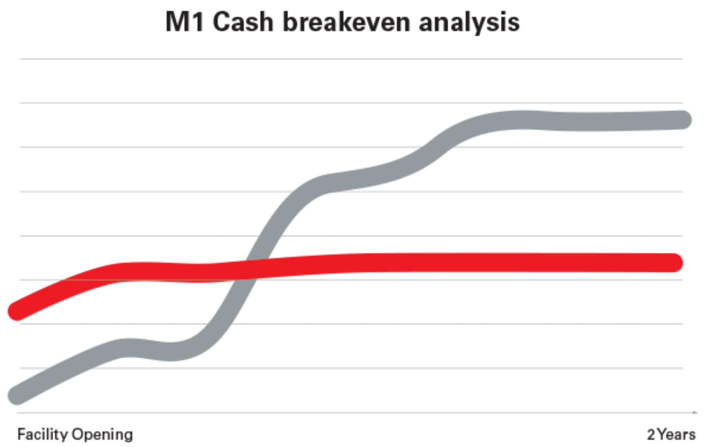
MAY 2010	OCT 2011	FEB 2012	JUL 2012	AUG 2012	Q3 2013*	Q4 2013*
NEXTDC ESTABLISHED	B1 OPENS WITH INITIAL CAPACITY OF 0.7MW	ANNOUNCE B1 EXPANSION	ANNOUNCE M1 OPENING WITH INITIAL CAPACITY OF 6MW	ANNOUNCE C1 OPENING WITH INITIAL CAPACITY OF 1MW	EXEPECTED S1 OPENING WITH INITIAL CAPACITY OF 2.8MW	EXEPECTED P1 OPENING WITH INITIAL CAPACITY OF 2MW

* Current estimate and subject to change.

Execution

	B1	M1	C1
Facility opened	✓	✓	✓
Ecosystem established	✓	✓	-
Existing facility operational costs covered by contracted revenues	✓	✓	-





Note: Unaudited and subject to change, based on customer take-up profile.
Excludes power revenue, associated costs for whitespace and future resources.
B1 - includes rent expense.
M1 – based upon facility ownership by NEXTDC

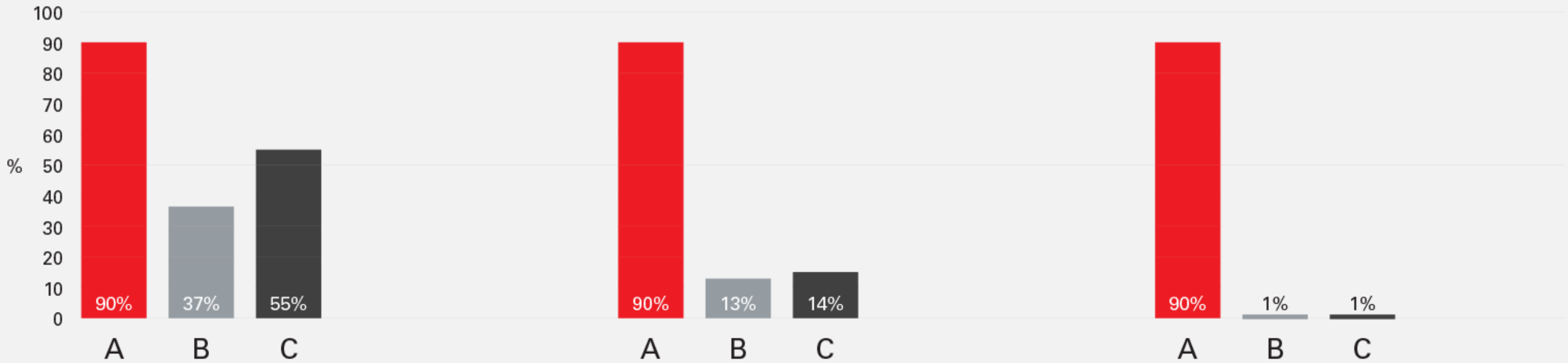
GREY line represents current contracted revenue
RED line represents current committed expense

Business Development

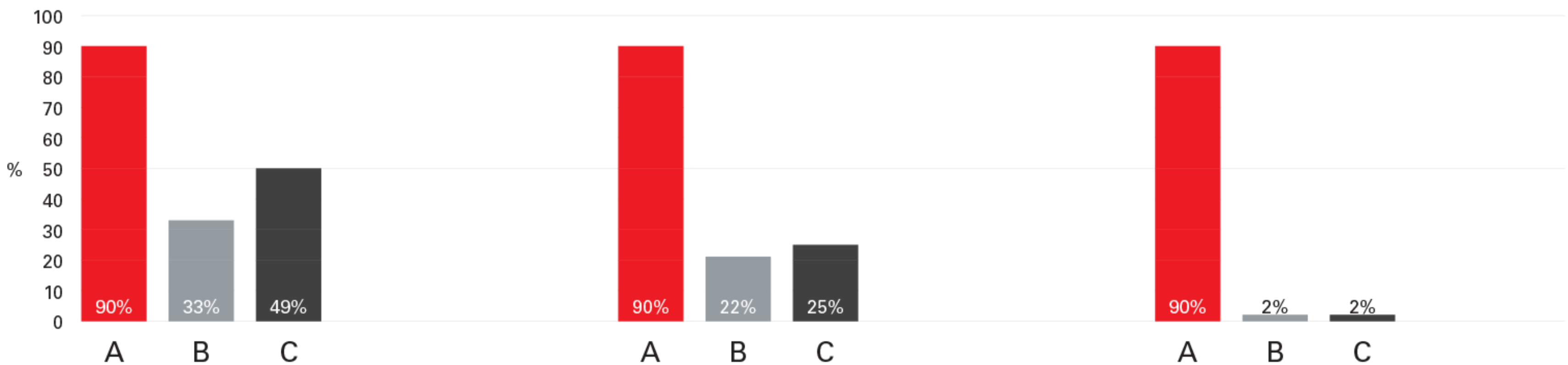
- Solid sales pipelines across all facilities
- Industrial relations issues in Victoria caused delays in M1 timeline and importantly consumed managements resources on the delivery of NEXTDC's flagship facility
- This delay impacted timing of sales conversion in Melbourne. However, key opportunities were deferred (not lost) and are expected to be closed in coming quarters
- Sales resources are being bolstered as new facilities are opened

Power and Space Utilisation

Power Utilisation: B1 Brisbane | **Power Utilisation:** M1 Melbourne | **Power Utilisation:** C1 Canberra



Space Utilisation: B1 Brisbane | **Space Utilisation:** M1 Melbourne | **Space Utilisation:** C1 Canberra



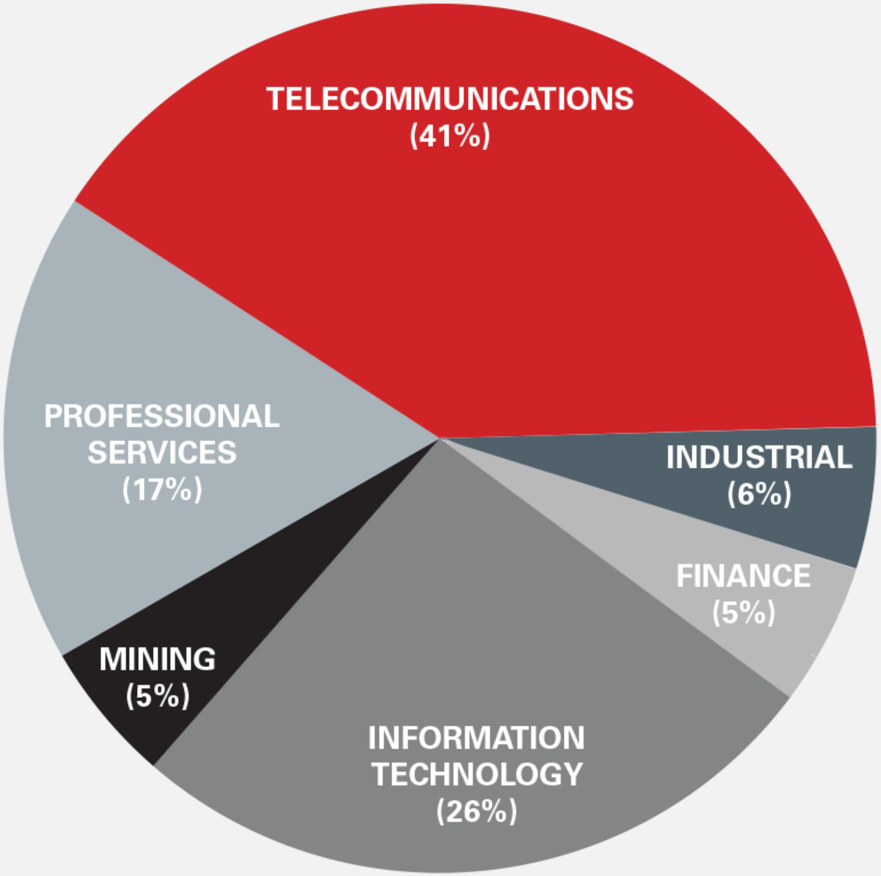
A. Target utilisation
B. Contracted utilisation (vs overall capacity)
C. Contracted + options (FROR + reserved) (vs overall capacity)

* Unaudited and approximate only

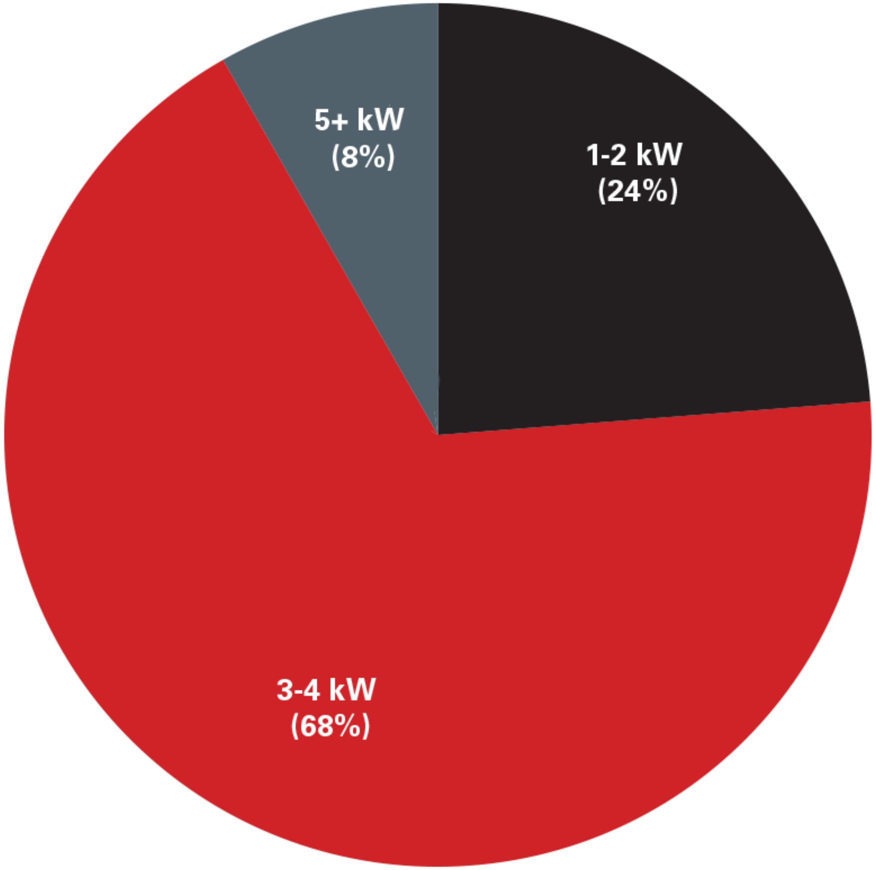
B1 opened in October 2011
M1 opened in July 2012
C1 opened in August 2012

Our Demand Mix

Customer by industry



Utilisation by density



* Unaudited and approximate only. Excludes whitespace.

Looking Ahead

Facility Utilisation

Based upon sales pipeline and the facilities now being opened, NEXTDC Management expects facility utilisation to increase significantly over the next 12-18 months

B1 utilisation is expected to be approximately 80% in 12-18 months

M1 utilisation is expected to be approximately 50% in 12-18 months

As B1 and M1 facilities become operationally break-even any additional revenue within existing fitout delivers substantially higher contribution to margin

What it will deliver to NEXTDC shareholders

- Funding certainty and flexibility to continue our growth
- Recycles capital that can be utilised today to complete the build of S1 and P1
- Flexible lease structure and single landlord relationship

What it will deliver to APDC unitholders

- Opportunity to invest in high quality data centre assets in Australia, with possible expansion into Asia
- Attractive asset-backed yield (8.5% - 9.5%)
- Triple net lease arrangement with a single tenant
- Independent board / management with REIT expertise
- Expected to conclude IPO by end of 2012 calendar year (subject to receiving appropriate regulatory approvals)

REIT Team

Asia Pacific Data Centre

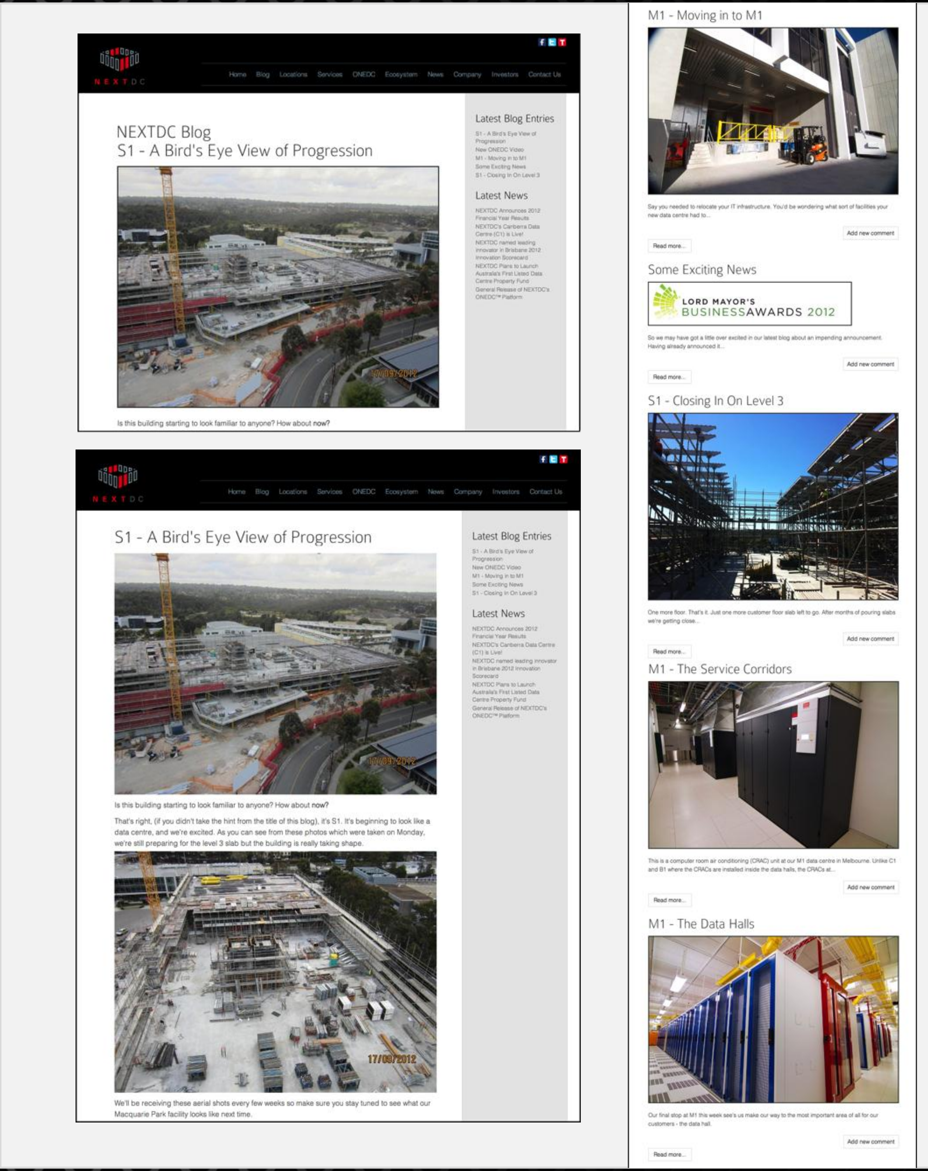
Legal	CLAYTON UTZ	Lawyers McCullough Robertson
Financial	pwc	KPMG
JLMs	RBS Morgans	EVANS & PARTNERS

NEXTDC Blog

The NEXTDC blog has been created to provide a transparent insight into the construction of our data centres and has become a trusted source of information for thousands of readers.

Through our blog we aim to provide helpful and informative posts to our readers, and answer any questions that they may have about the construction process.

Our blog is continually being updated with information, pictures and video, visit **www.nextdc.com/blog** to find out more



Our Management Team

Craig Scroggie	Robin Khuda	Simon Cooper	Bevan Slattery
Chief Executive Officer	Chief Commercial Officer Chief Financial Officer (Acting)	Chief Operations Officer	Founder/Deputy Chairman Chief Information Officer (Acting)
Mr Scroggie has substantial experience within the IT and telecommunications industries including senior leadership positions with Symantec, Veritas Software, Computer Associates, EMC Corporation and Fujitsu Australia & New Zealand.	Mr Khuda has significant experience in managing large and high growth IT and telecommunications companies. Previously, he held leadership positions with PIPE Networks, Fujitsu Australia and New Zealand, SingTel Optus and Cheung Kong Communications Group.	Mr Cooper is responsible for NEXTDC's data centre development and operations functions. Prior to joining NEXTDC, Simon held leadership roles with Tata Communications, Level 3 Communications, and Cable and Wireless.	Mr Slattery is the founder and Deputy Chairman of NEXTDC. He comes from a background in building successful Australian IT and telecommunications companies and an earlier career in administration for local and state government. Prior to establishing NEXTDC, he was co-founder and Director of PIPE Networks Limited and iSeek Communications.
CFO Position currently vacant	**CIO** Position currently vacant	**Human Resources** Annabel Sammut	**General Counsel** Tanya Mangold (Acting)

More Information

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NEXTDC

where the cloud lives