

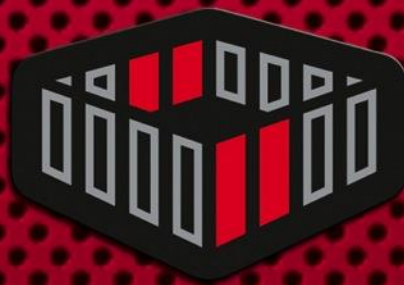
Welcome



NEXTDC

5th ANNUAL GENERAL MEETING

24 November 2015



CHAIRMAN'S ADDRESS

2015 ANNUAL GENERAL MEETING



N E X T D C

24 NOVEMBER 2015

NEXTDC LIMITED ACN 143 582 521

NEXTDC IS ENABLING BUSINESS TRANSFORMATION

Through innovative data centre outsourcing solutions, connectivity services and infrastructure management software.



NEXTDC

FY15 highlights



Strong sales performance

- Revenue from continuing operations up \$28.1m¹ (85%) to \$60.9m
- Contracted utilisation up 9.8MW² (83%) to 21.7MW²
- Annualised contracted recurring revenue up \$27.9m (67%) to \$69.6m^{2,3}
- Interconnection up 1,405 (94%) to 2,893, representing ~4% of recurring revenue⁴



Significant operating leverage

- Underlying EBITDA up \$24.1m⁵ to \$8.0m
- Fixed costs of \$44.9m⁶, in line with guidance (\$44.0m - \$46.5m)⁷
- Direct costs of \$5.6m, or 9.6% of data centre services revenue of \$58.7m
- Operating cash flow up \$16.9m to \$6.9m



Network footprint expands

- Capital expenditure of \$29.6m, with new halls opened at S1 and P1
- Contracted utilisation brings forward planned capital investment at M1 & S1
- High density customer requirements provides opportunity to utilise Project Plus

1. FY14 revenue excludes data centre development revenue of \$15.5m
2. Pro forma for Federal Government contract announced 10 August 2015
3. Includes contracts with deferred contract commencement dates. Does not factor in potential contracted price escalations over time, cross connect revenues or electricity recharges.
4. Interconnection (cross connects) represented 4.4% of recurring data centre services revenue in FY15
5. FY14 underlying EBITDA excludes building development profit, APDC distributions and fund raising advisory fees
6. Fixed costs include facility costs and corporate overheads
7. Company issued guidance dated 26 February 2015

Our Partner Ecosystem

A GROWING NETWORK OF 200+ LEADING COMPANIES



PREMIER PARTNERS

CONTENT
DISTRIBUTORS

SOLUTIONS
INTEGRATORS

CLOUD
SERVICES

CARRIER
NETWORKS





Cloud driving data centre traffic 32% CAGR

Cloud accounted for

54%

of total data centre traffic

In 2013

Cloud will grow to

76%

of total data centre traffic

By 2018

*Cisco Global Cloud Index: Forecast and
Methodology 2013–2018 White Paper*



Businesses are moving to Hybrid cloud

In 2018

\$1.7B

predicted to be spent on public cloud IT services in Australia, double the 2014 spend

IDC report, Australian Public IT Cloud Services 2014-2018

81%

of companies choose hybrid cloud deployments for flexibility and scalability

State of Hybrid Cloud 2015, IDG Connect

40%

of all Australian enterprises will be using hybrid cloud by the end of 2019

Telsyte Australian Infrastructure & Cloud Computing Market Study 2015

Successful corporate culture

Having an engaged workforce is vital to achieving our strategic objectives on an ongoing basis.



Local Engineering expertise

Our engineering
team design
industry-leading
facilities

In-house engineering team

Design custom installations

Consultancy and advice

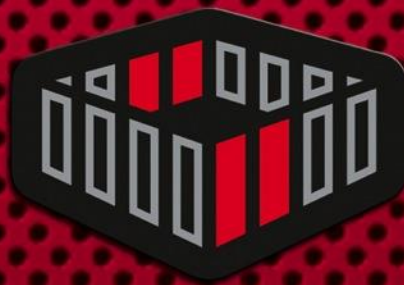


Brill Awards for Efficient IT™ 2015
UptimeInstitute®

2015 Winner

Brill Award for Efficient IT
Product Solutions category
APAC region





CEO'S ADDRESS

2015 ANNUAL GENERAL MEETING

24 NOVEMBER 2015

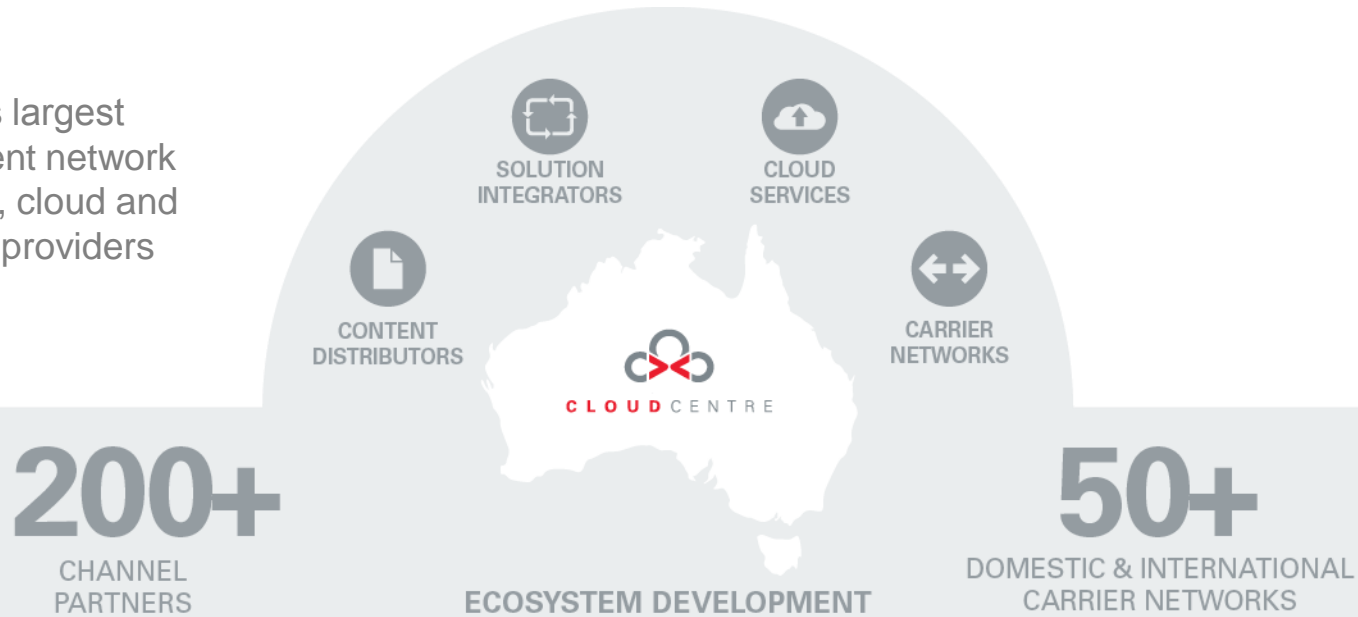
NEXTDC LIMITED ACN 143 582 521



NEXTDC

Channel-first sales strategy

Australia's largest independent network of carriers, cloud and IT service providers



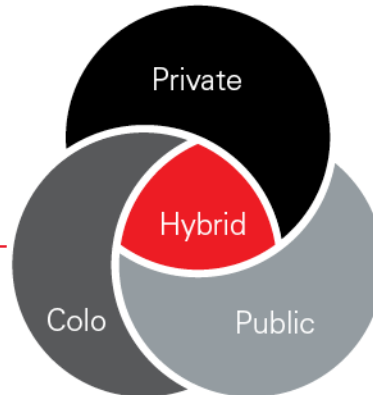
BENEFITS FOR NEXTDC

4000+

Sales people selling solutions including NEXTDC colocation

Extended reach across all market segments and geographies

Visibility of all market opportunities



BENEFITS FOR CUSTOMERS

AGILITY

Freedom to choose from best of breed services

Suppliers all in one place, allow easy connection

Seamless hybrid cloud

Partners tailor solutions with NEXTDC data centre services



FY15 highlights

NEW SALES¹



9.8MW

Up 362% on FY14

Includes three
material contract
wins

REVENUE



\$60.9m

Up 85% on FY14²

Above top end of
guidance range of
\$55 - 60m³

EBITDA



\$8.0m

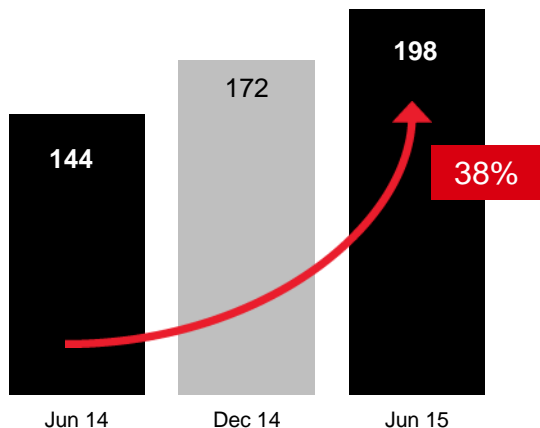
Up \$24.1m on FY14⁴

Top end of
guidance range of
\$6 - 8m³

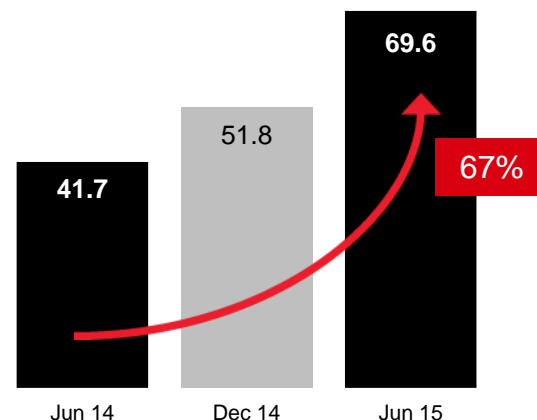
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2. FY14 excludes data centre development revenue of \$15.5m
3. Company issued guidance dated 26 February 2015
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Strong growth in sales metrics

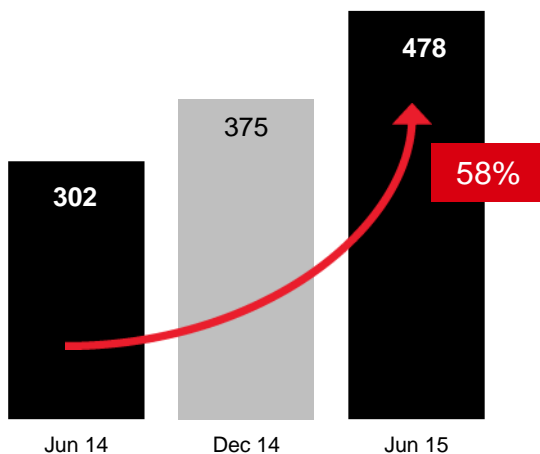
Annualised unweighted pipeline (\$m)¹



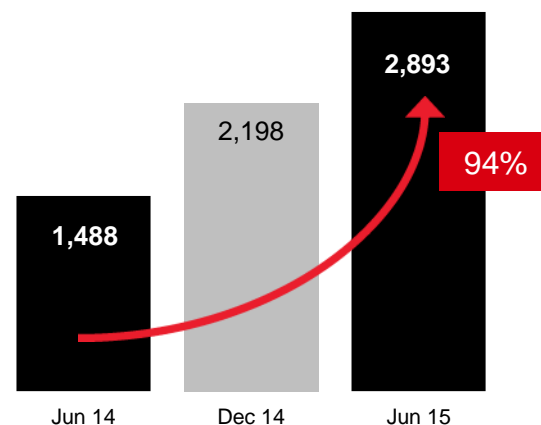
Annualised contracted recurring revenue (\$m)^{2,3}



Customers²



Interconnection
(number of cross connects)



1. Excludes Federal Government contract announced on 10 August 2015
2. Pro forma for Federal Government contract announced on 10 August 2015
3. Includes contracts with deferred contract commencement dates. Does not factor in potential contracted price escalations over time, cross connect revenues or electricity recharges.

Largest national network of neutral data centres



30 JUNE 2015 CAPACITY

24.4MW

TARGET CAPACITY

42.1MW

TARGET FACILITY SIZE

18,460m²

M1 MELBOURNE



B1 BRISBANE



C1 CANBERRA



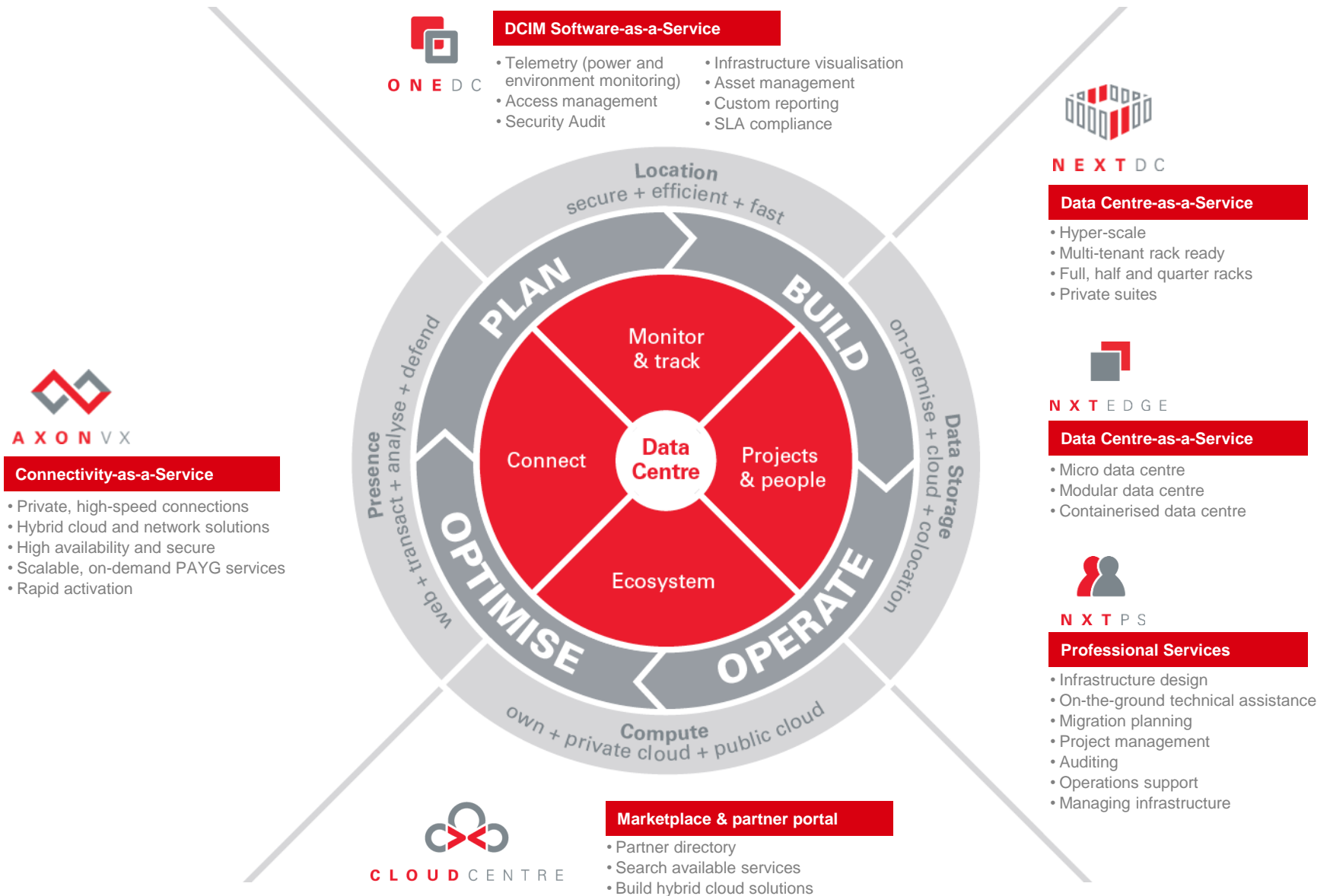
S1 SYDNEY



P1 PERTH



NEXTDC product and services portfolio



Why ONEDC?



DATA CENTRE INTELLIGENCE

.....
Your solution
in the cloud



DCIM SOFTWARE- AS-A-SERVICE

.....
For any
data centre,
anywhere



ONE CENTRAL PLATFORM

.....
One holistic view
of your data
centre assets



REAL-TIME DATA CENTRE INTELLIGENCE

.....
Enabling
real-time
decision making

Why AXONVX?



CARRIER NEUTRAL

=

freedom to choose
your network



RAPID ACTIVATIONS

=

automated
provisioning



ONE PORT TO MANY CLOUDS

=

easy to build
hybrid clouds



ELASTIC CONNECTIVITY

=

pay by the hour



PRIVATE CONNECTIONS

=

highly secure and
reliable



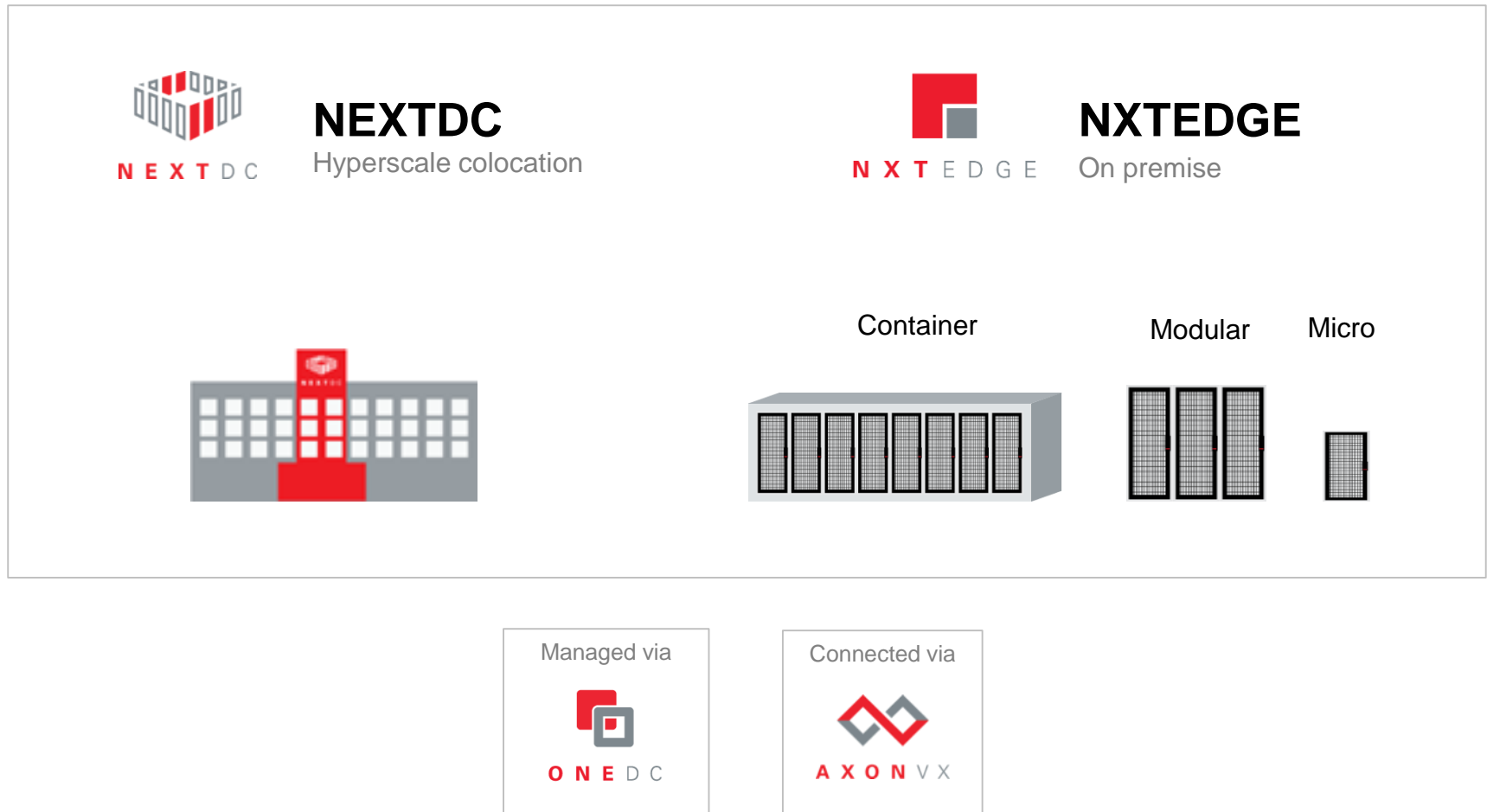
HIGH BANDWIDTH

=

low latency

NXTEDGE Data-centre-as-a-service

Extend your data centre colocation to your own premises



FY16E Guidance confirmed

FY16E Guidance confirmed other than capital expenditure estimates which have been updated to reflect new investment program



Ongoing growth in revenue

Revenue of \$85m to \$90m (up 40% - 48% on FY15)

- FY16E revenues underpinned by significant growth in contracted and recurring revenues
- Expecting further growth in connectivity revenue underpinned by national ecosystem
- New Leading Corporation and Federal Government contracts not at full ramp-up in FY16E



Benefits of operating leverage

EBITDA of \$25m to \$28m (up 213% - 250% on FY15)

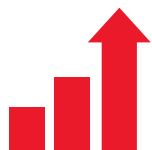
- Operating leverage beginning to become apparent as the business ramps up
- Skew towards second half earnings performance in line with the likely delivery and billing commencement of the New Leading Corporation and Federal Government contracts announced in June and August 2015



Customer driven capital investment

Capital expenditure on existing facilities of between \$75m and \$85m, with a further \$40m to \$50m subject to successfully securing further large customer opportunities

- Capital expenditure on existing facilities of between \$75m to \$85m is expected in FY16
- Further large customer opportunities, if successful, are anticipated to require a further \$40m to \$50m of capital expenditure in FY16
- Additional capital expenditures tightly tied to customer growth



Facilitating next stage of growth

Capital expenditure on new data centre developments of between \$60m and \$80m in FY16

- Dependent on securing new sites for B2 and M2
- Land and building ownership to drive further operating leverage and cash flows



NEXTDC

AGM **RESOLUTIONS**

24 November 2015

Resolution 1

Remuneration Report

"To adopt the Remuneration Report of the Company (as set out in the Directors' Report) for the financial year ended 30 June 2015."

FOR	AGAINST	ABSTAIN	PROXY	TOTAL
86,335,242	18,401,848	4,201,896	774,629	105,511,719

Resolution 2

Re-election of Mr Douglas Flynn as a Director

"That Mr Douglas Flynn, the Non-executive Independent Chairman who retires by rotation in accordance with the Listing Rules and Article 58.1 of the Company's Constitution and being eligible, offers himself for re-election, be and is hereby re-elected as a Director of the Company."

FOR	AGAINST	ABSTAIN	PROXY	TOTAL
101,245,934	9,171,769	25,710	764,202	111,181,905

Resolution 3

Election of Ms Elizabeth Gaines as a Director

"That Elizabeth Anne Gaines, Non-executive Independent Director who was appointed by the Board as an additional Director and who retires in accordance with Article 57.2 of the Company's Constitution and being eligible, offers herself for election, be and is hereby elected as a Director of the Company."

FOR	AGAINST	ABSTAIN	PROXY	TOTAL
110,170,993	764,202	31,958	764,202	111,175,657

Resolution 4








Approval of the grant of Performance Rights to Mr Craig Scroggie

"That, for the purposes of Listing Rule 10.14 and for all other purposes, approval is given for the issue of 387,931 Performance Rights to the Executive Director and Chief Executive Officer, Mr Craig Scroggie, under the NEXTDC Executive Incentive Rights Plan on the terms and conditions described in the Explanatory Memorandum accompanying this Notice of Meeting."

FOR	AGAINST	ABSTAIN	PROXY	TOTAL
98,061,046	10,060,108	861,560	730,901	108,852,055

Thank you



-  investorrelations@nextdc.com
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