

2022

12th ANNUAL GENERAL MEETING

Friday, November 18, 2022.



NEXTDC



BOARD OF DIRECTORS



DOUGLAS FLYNN
NON-EXECUTIVE
CHAIRMAN



STUART DAVIS
NON-EXECUTIVE
DIRECTOR



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STEVE SMITH
NON-EXECUTIVE
DIRECTOR



CRAIG SCROGGIE
CHIEF EXECUTIVE OFFICER
AND MANAGING DIRECTOR

MEET OUR LEADERS



CRAIG SCROGGIE
CHIEF EXECUTIVE OFFICER
AND MANAGING DIRECTOR



DAVID DZIENCIOŁ
CHIEF CUSTOMER AND
COMMERCIAL OFFICER



SIMON COOPER
CHIEF OPERATING
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CHIEF FINANCIAL
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CHIEF OF STAFF



ERIN JAKUBANS
HEAD OF PEOPLE
AND CULTURE



JEFF VAN ZETTEN
CHIEF OF
ENGINEERING AND DESIGN



JEFF ARNDT
CHIEF INFORMATION
OFFICER

AGENDA

WELCOME AND INTRODUCTIONS

CONDUCT OF MEETING

CHAIRMAN'S ADDRESS

CEO'S ADDRESS

RESOLUTIONS

Q&A



2022

12th ANNUAL GENERAL
MEETING



NEXTDC



NEXTDC

2022

12th ANNUAL GENERAL MEETING CHAIRMAN'S ADDRESS





VISION

NEXTDC's vision is to help enterprises harness the digital age, improving our society through the advancement of technology

PURPOSE

NEXTDC's purpose is to be the leading customer-centric data centre services company, delivering solutions that power, secure and connect enterprise and Government customers.





100% UPTIME GUARANTEE

POWER. SECURE. CONNECT.

FY22 HIGHLIGHTS



DATA CENTRE
SERVICES REVENUE

A\$291.0m

↑ 18%



UNDERLYING
EBITDA¹

A\$169.0m

↑ 26%



CONTRACTED
UTILISATION

83.0MW

↑ 10%



INTER-
CONNECTIONS²

16,613

↑ 13%

Note: All percentage increases are expressed relative to the FY21 results:

1. Refer to page 32 of the NEXTDC FY22 results presentation for reconciliation to underlying EBITDA

2. Comprises both physical and elastic cross connects

FACILITIES CAPACITY AND CONTRACTED UTILISATION

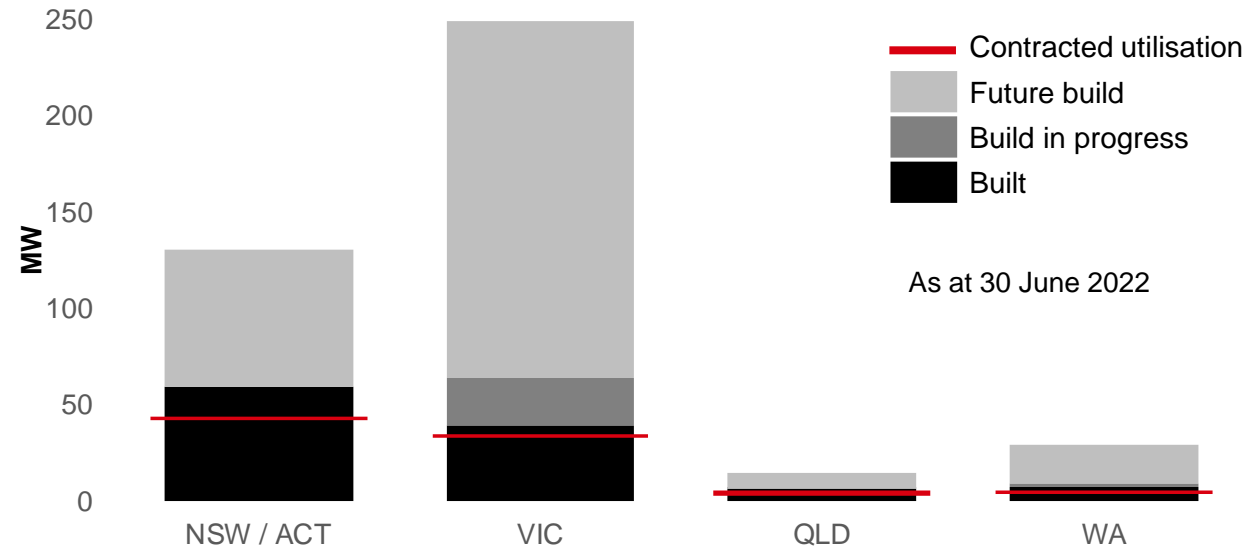
- NEXTDC's expansion potential continues to grow, with total planned capacity of over 441MW¹, before S4, new regions in Darwin and Adelaide as well as future planned Edge locations
- **S3 Sydney:** Building construction completed on time and budget, with 12MW of new capacity available
- **M2 Melbourne:** 6MW of new capacity built. Total planned capacity has now increased by 40MW (67%) to 100MW
- **M3 Melbourne:** Building construction progressing on time and budget for 1H23 open with 13.5MW of initial built capacity. Additional 4.5MW of capacity being brought forward

1. Includes only those facilities which are open or under construction

2. MW built includes the designed power capacity of the data halls fitted out at each facility. Further investment into customer related infrastructure, such as backup power generation, cooling equipment or rack infrastructure may be made in line with customer requirements

3. Excludes site selection and other due diligence-related costs for planned data centre developments, which are included in corporate overheads

4. Excludes any capital expenditures for Darwin, Adelaide or any other regional locations

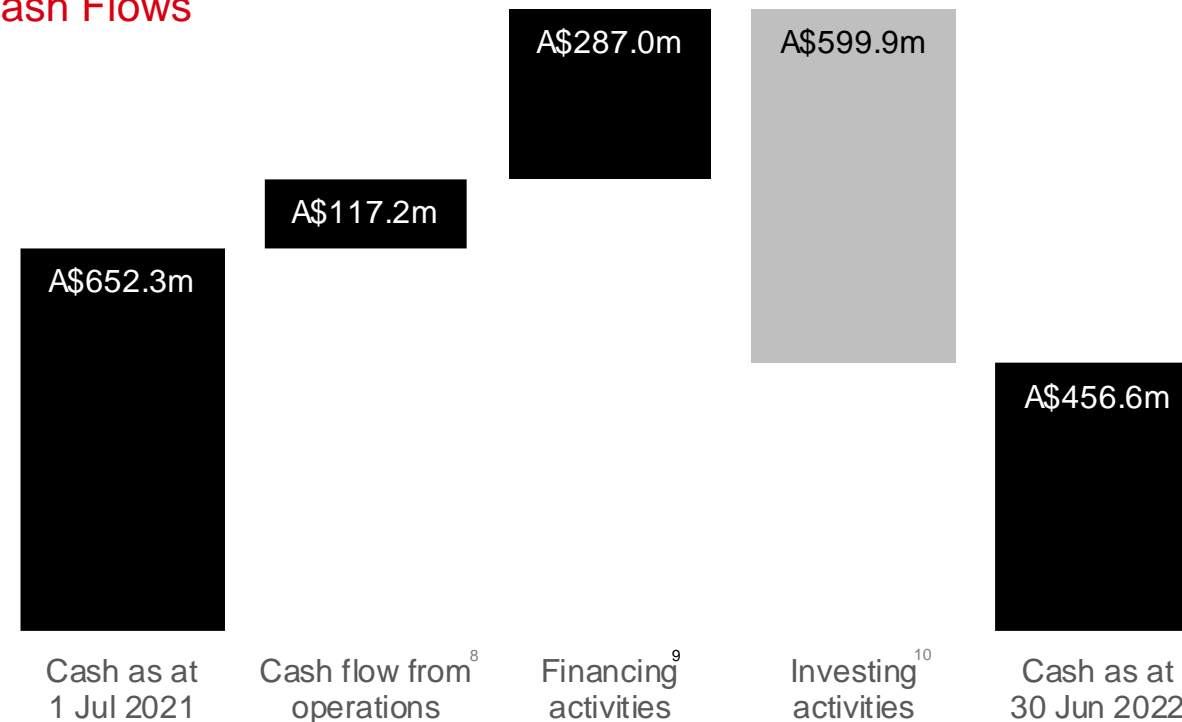


	NSW/ACT	VIC	WA	QLD	Total
Total power planned (MW) ¹	130.8	265.0	30.0	15.3	441.1
Built capacity ² (MW)	60.0	40.0	7.5	6.4	113.9
Land and building capex to date ^{3,4}	A\$625m	A\$440m	A\$171m	A\$93m	A\$1,330m
Fit-out capex to date ³	A\$607m	A\$451m	A\$128m	A\$90m	A\$1,276m
Contracted utilisation (MW)	42.3	33.3	3.8	3.5	83.0
% of total power planned	32%	13%	13%	23%	19%
% of built capacity	71%	83%	51%	55%	73%
Capacity available for sale (MW)	88.5	231.7	26.2	11.7	358.1

WELL CAPITALISED FOR GROWTH

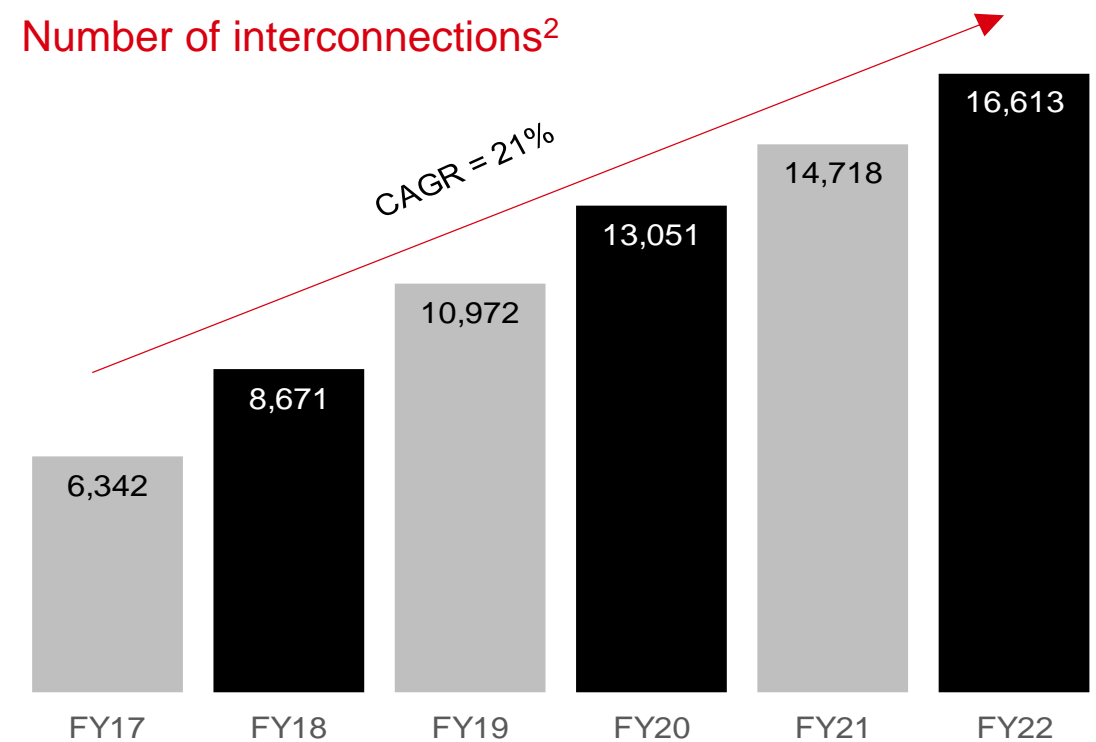
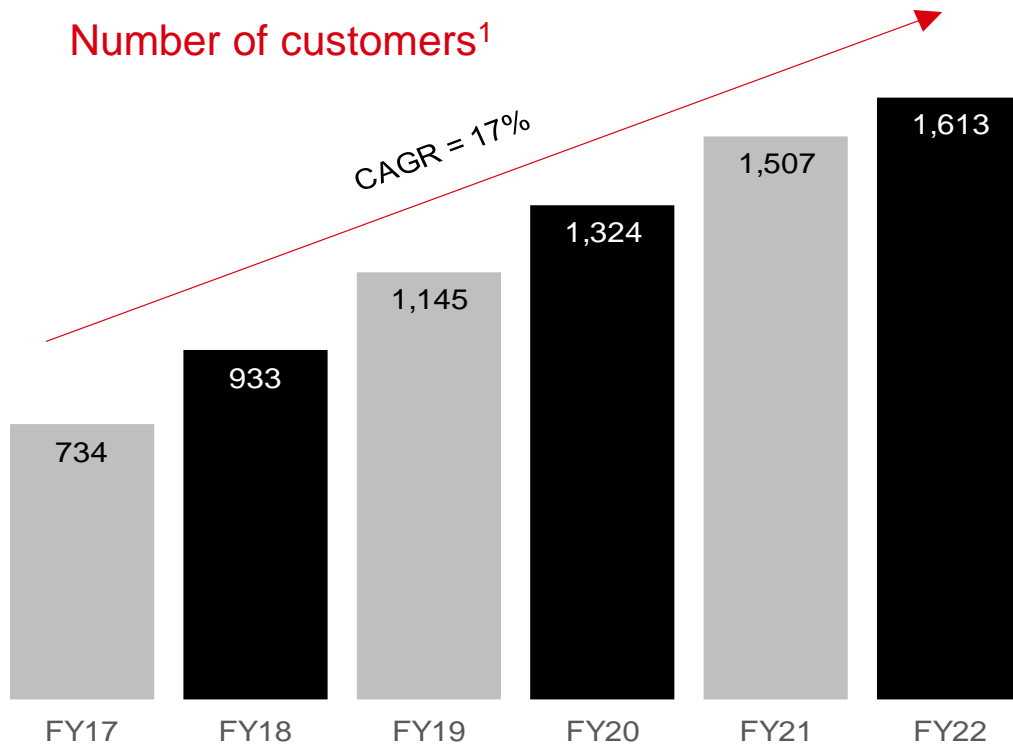
	30 June 22	30 June 21 ¹
Balance sheet summary (A\$m)		
Cash	457	652
Property (land and buildings) ²	1,302	996
Plant and equipment	959	783
Other assets	259	210
Total assets	2,977	2,641
Borrowings ³	1,059	783
Other liabilities	219	198
Total liabilities	1,278	981
Net assets	1,699	1,660
Debt metrics summary		
Gearing ⁴	24.9%	7.3%
Available liquidity ⁵ (A\$m)	1,857	1,702
Weighted average cost of debt ⁶	2.5%	3.2%
Weighted average duration (years)	5.0	4.4
Hedged debt ⁷	100%	100%

Cash Flows



1. FY21 figures have been updated to reflect the restatement of prior period depreciation. Refer to note 26(b) of the FY22 financial statements for further detail
2. Property reflects written down value and excludes right-of-use lease assets not owned by NEXTDC but reported as assets under AASB 16
3. Borrowings includes capitalised transaction costs which are amortised over the term of the debt instruments; exclude right of use lease liabilities under AASB 16
4. Net debt / (net debt + equity) based on book value of cash and cash equivalents, borrowings, derivative financial instruments and total equity
5. Undrawn facilities of A\$1.4bn plus cash and cash equivalents
6. Weighted average at the end of the period, inclusive of fees and margins on a drawn basis
7. As at the end of the period with fixed interest debt treated as hedged
8. Cash flows from operating activities include net interest paid of A\$40.9m
9. Cash flows from financing activities reflect the drawdown of incremental debt and include transaction costs associated with debt refinancing
10. Includes investment of A\$18.1m into Sovereign Cloud Holdings Ltd (ASX:SOV)

STRONG GROWTH IN CUSTOMERS AND INTERCONNECTIONS



- Strong ongoing growth in customers and interconnections, with 10.3 average interconnections per customer in FY22
- Growth in average interconnections per customer over time highlights the increasing use of hybrid cloud and connectivity both inside and outside the data centre as customers expand their ecosystems
- Ecosystem growth drives higher margin and improves customer retention

1. Historical customer numbers have been updated to reflect a data cleansing exercise undertaken in FY22 as part of an ERP replacement project

2. Comprises both physical and elastic cross connects

CARBON NEUTRALITY



N E X T D C

FOUNDATIONS FOR SUSTAINABLE OPERATIONS



Power

NEXTDC data centres run at some of the lowest Power Usage Efficiency (PUE) ratings in the country.



Cooling

Free airside cooling and the use of recycled air supply to reduce the need for power driven cooling.



Renewables

NEXTDC invests in renewable and sustainable energy sources to reduce the overall need for use of power from the grid.



Carbon Offsetting

100% of our corporate operations are offset under our partnership with Qantas Future Planet.

Target zero waste and 100% renewable by 2030



Great Barrier Reef Restoration Project

Native Vegetation
and Reforestation



West Arnhem Land Fire Abatement Project

Cool Fire
Burning



Maharashtra Wind Power Project

Renewable
Energy



NEXTne^otral

CARBON NEUTRAL COLOCATION SOLUTIONS

For more information visit nextdc.com



NEXTDC

2022

12th ANNUAL GENERAL MEETING
CEO'S ADDRESS

BUSINESS CONTINUITY & DISASTER RECOVERY



OUR BRAND PROMISE



POWER

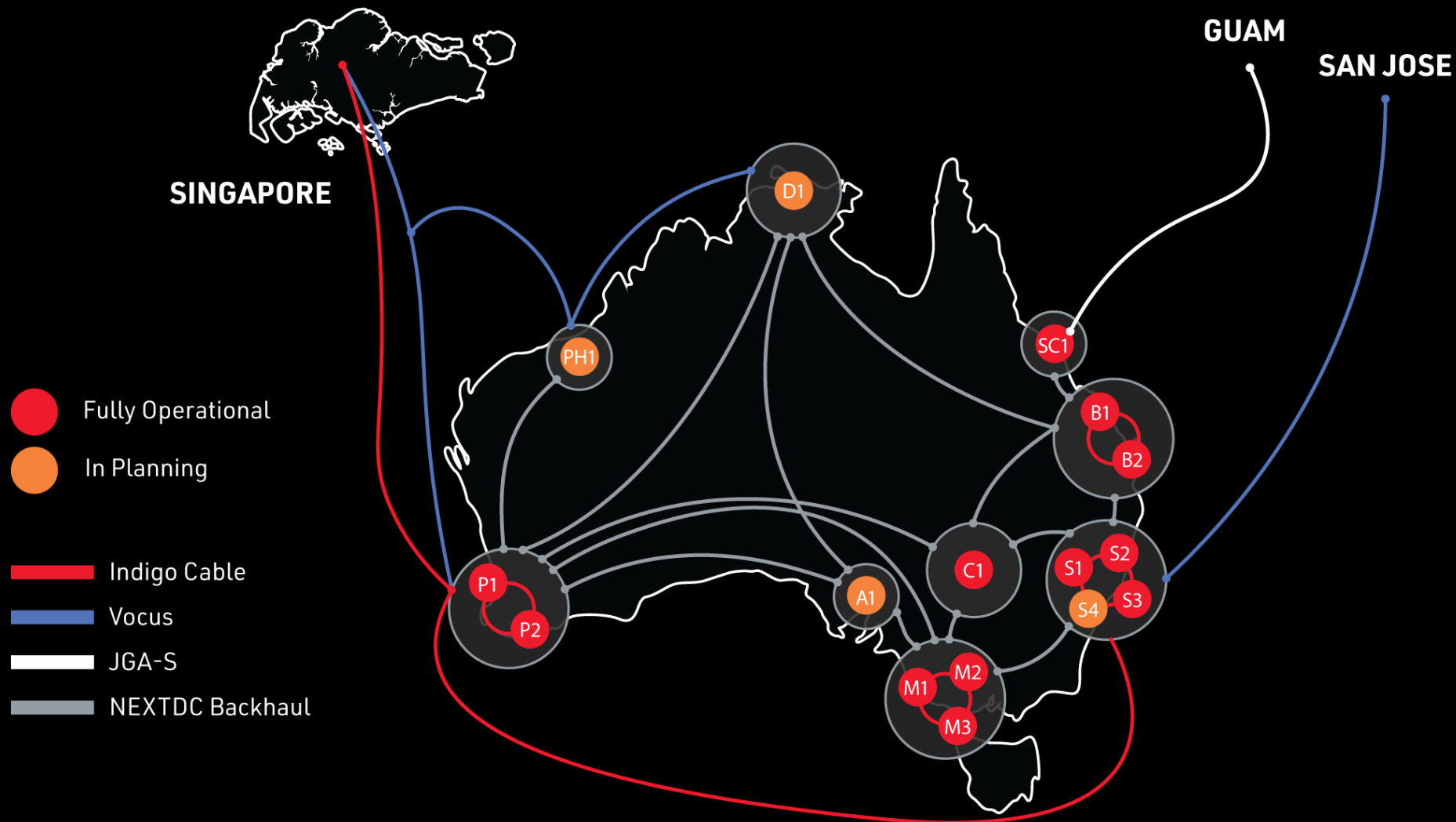


SECURE



CONNECT

AUSTRALIA'S LEADING DIGITAL INFRASTRUCTURE PLATFORM



MEGA TRENDS

Networks

Blockchain

Sustainability

Remote Operations

Renewable Energy

Digital HQ

Sovereign Secured

Gaming

Internet of Things

Artificial Intelligence

Health

Cloud Computing

Decentralised Fin

Crypto

Edge Computing

Virtual Reality

Geopolitical Security

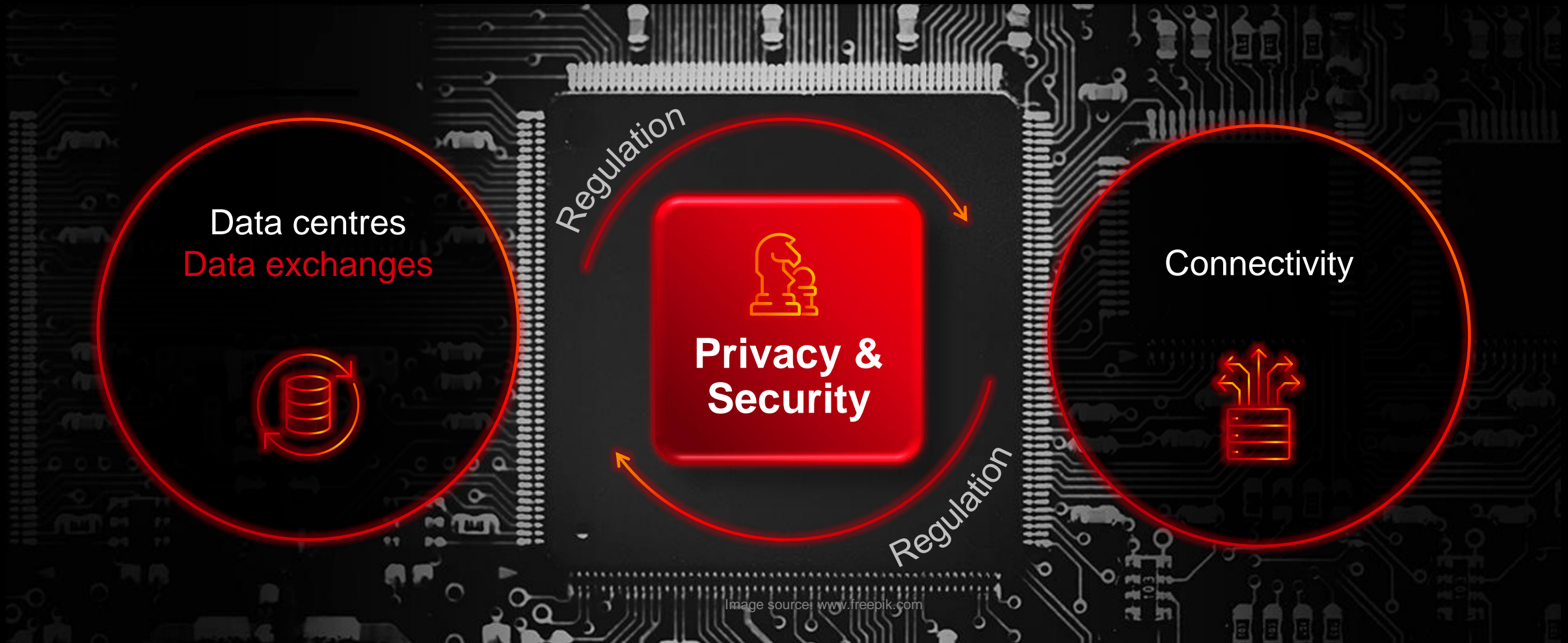
Automation

3D printing

5G

Cybersecurity

CYBER SECURITY AND DATA SOVEREIGNTY



FEDERAL GOVERNMENT DTA CERTIFIED STRATEGIC

CERTIFIED STRATEGIC by the Australian Federal Government's DTA to protect and secure the sovereignty of Government systems and data.

To better serve public sector customers, and the digital services providers that support Government.

A NATIONAL FLEET
OF CERTIFIED STRATEGIC
DATA CENTRES



Australian Government
Digital Transformation Agency





10%

of organisations have closed their on-premise data centres and moved to colocation and cloud. Gartner predict this would move to as high as 80% over the next few years

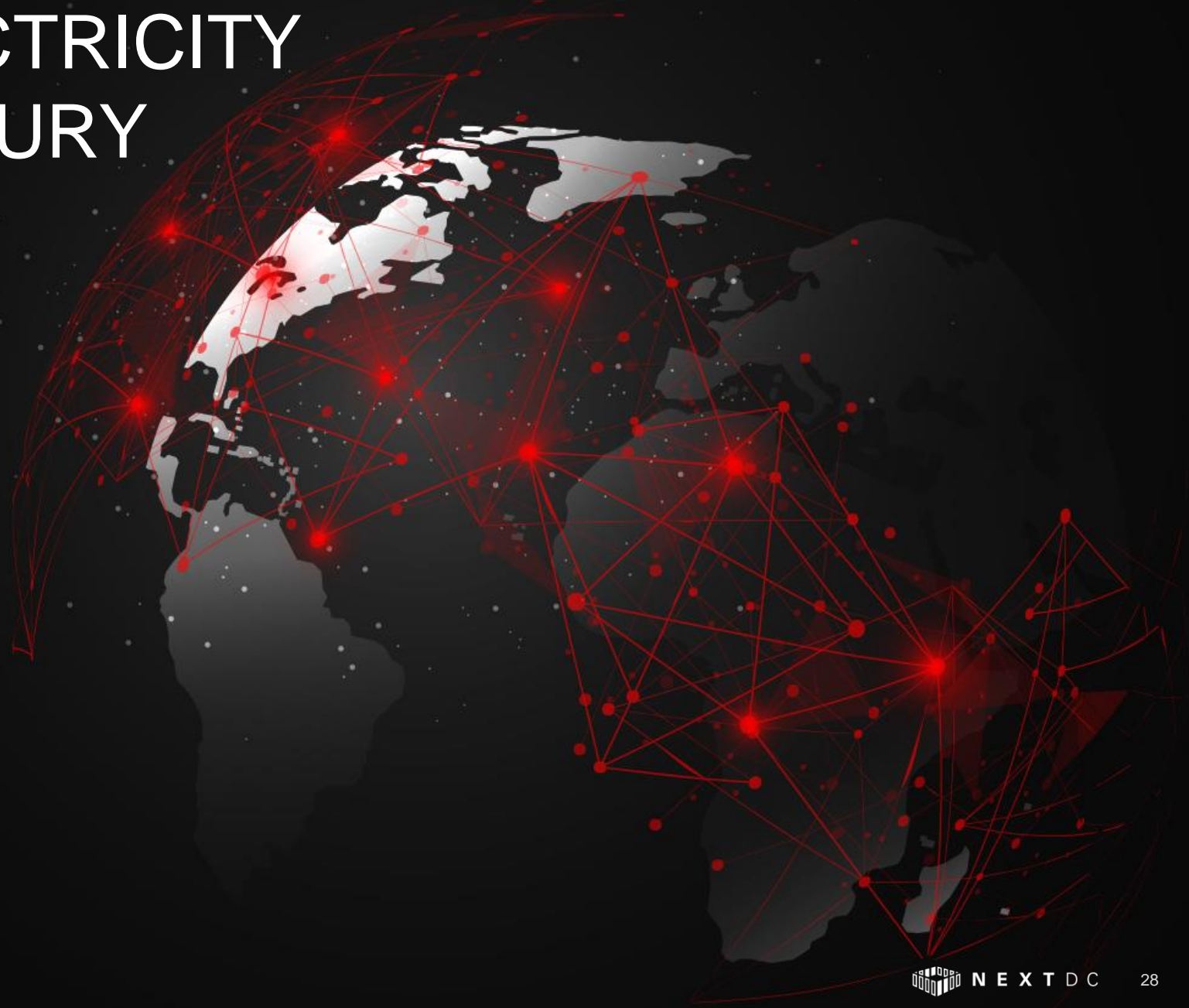


THE FUTURE IS NOW

DATA IS THE ELECTRICITY OF THE 21st CENTURY

90%

of the world's data
was generated in the
last two years



THE FOURTH INDUSTRIAL REVOLUTION

1st

Mechanisation,
water power,
steam power

2nd

Mass production,
assembly line,
electricity

3rd

Computer and
automation

4th

Cyber physical
systems

“The past 250 years has seen a few select inventions, namely the steam engine, electrification and the microprocessor, spur the past three industrial revolutions and ‘catalysed human progress’.

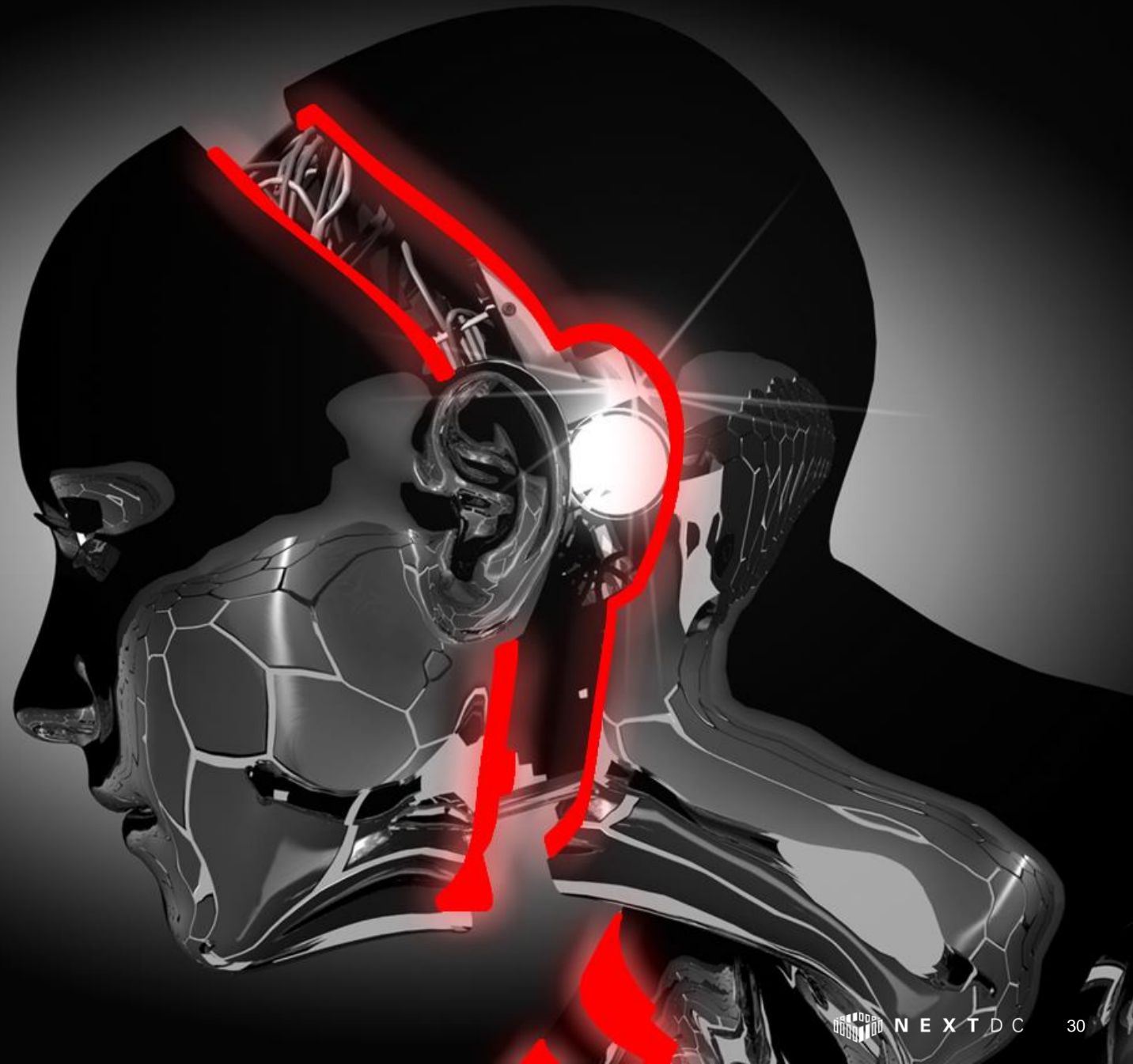
The fourth will be driven by data – ‘the electricity of our age’, as well as the data centres that will make this massive use of data possible.”

Professor Klaus Schwab:

Founder and Executive Chairman of the World Economic Forum

EXPONENTIAL GROWTH OF COMPUTING

We can express the exponential growth of computing in terms of its accelerating pace: it took 90 years to achieve the first MIPS per 1,000 dollars; now we add 1.2 MIPS per 1,000 dollars every hour.



FY22 HIGHLIGHTS



SOLID REVENUE GROWTH

- Data centre services revenue increased A\$45.0m (18%) to A\$291.0m
- Contracted utilisation increased 7.5MW (10%) to 83.0MW with record sales in key partner, network and enterprise segments
- Interconnections¹ increased 1,895 (13%) to 16,613, representing 7.7% of recurring revenue²



STRONG OPERATING LEVERAGE

- Underlying EBITDA³ increased A\$34.5m (26%) to A\$169.0m
- Operating cash flows decreased A\$16.0m (-12%) to A\$117.2m
- Billing utilisation increased 7.5MW (11%) to 72.8MW



CAPITALISED FOR GROWTH

- Secured new A\$2.5bn senior syndicated debt facility, providing additional liquidity, improved terms, extended tenor and significantly reduced cost
- Liquidity of A\$1.9bn, including undrawn debt facilities of A\$1.4bn
- Best-in-class data centres in prime metropolitan locations across major capital cities underpin approximately A\$3.0bn of total assets



NETWORK EXPANSION CONTINUES

- S3 Sydney open on time and budget, with 12MW of available capacity
- M3 Melbourne construction progressing on time and budget for open in 1H23
- M2 Melbourne target capacity increased by 40MW (67%) to 100MW, with 6MW of capacity added to support customer requirements

Note: all percentage increases are expressed relative to FY21 results

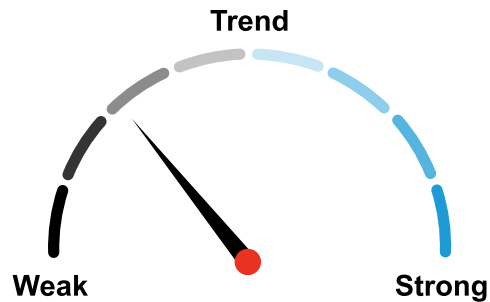
1. Comprises both physical and elastic cross connects

2. Recurring revenue is data centre services revenue less project revenue

3. Refer to page 32 of the NEXTDC FY22 results presentation for reconciliation to underlying EBITDA

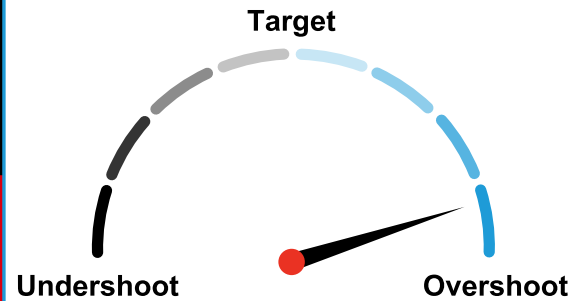
MACROECONOMIC CONDITIONS AND THE DATA CENTRE INDUSTRY

Economic Activity



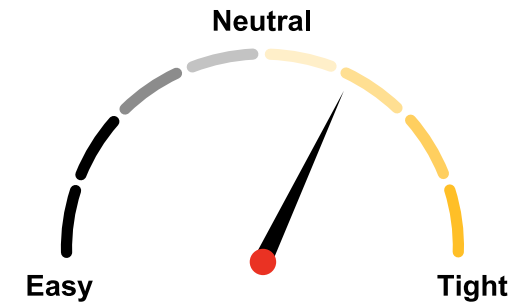
- The global economy has slowed, and there is more slowing to come. Higher rates and tighter financial conditions mean the outlook is increasingly gloomy, with recessions a very real possibility in most major economies.

Inflation



- Inflation has been, is, and likely will be too high for some time to come. We expect inflation to come down eventually, but not until after growth slows and labor markets weaken.

Monetary Policy



- Monetary policy is tightening rapidly around the world and will soon move into restrictive territory—rates will be above neutral. We expect central banks to leave policy restrictive through 2023 at least.

Images sourced from Alliance Bernstein: <https://www.alliancebernstein.com/corporate/en/insights/economic-perspectives/global-macro-outlook-fourth-quarter-2022.html>

S2 SYDNEY

TECHNICAL SPECIFICATIONS

Technical Space	8,700sqm
Total IT capacity	30MW
Installed capacity	22MW
Target PUE	1.15 ¹ / 1.29 ²
Design & construction standard	UI Tier IV Design UI Tier IV Construct UI Tier IV Gold for Operational Sustainability
Status	Operational

- Seamless Cross Connect for S1, S2 and S3 through NEXTDC Data Centre Interconnect & AXON
- AXON cloud connect on ramp available day one for Microsoft ExpressRoute, Amazon Web Services, IBM Cloud and other cloud on ramps
- Indigo subsea cable Singapore to Perth to Sydney

1. Best instantaneous power consumption ratio within a calendar year, dependent on load and optimal environmental conditions

2. Total energy consumption ratio during a full calendar year, dependent on IT load, client design and service agreements and supports a market leading level of energy efficiency



M2 MELBOURNE

TECHNICAL SPECIFICATIONS

Technical Space	25,000sqm+
Total target IT capacity	100MW
Installed capacity	25MW
Target PUE	1.10 ¹ / 1.28 ²
Design & construction standard	UI Tier IV Design UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Status	Operational

- Planned industry leading energy efficiency rating
- Seamless Cross Connect for M1 and M2 through NEXTDC Data Centre Interconnect & AXON
- AXON cloud connect on-ramp available day one for Microsoft ExpressRoute, Amazon Web Services, IBM Cloud and other cloud on ramps

1. Best instantaneous power consumption ratio within a calendar year, dependent on load and optimal environmental conditions
2. Total energy consumption ratio during a full calendar year, dependent on IT load, client design and service agreements and supports a market leading level of energy efficiency



S3 SYDNEY

TECHNICAL SPECIFICATIONS

Technical Space	20,000sqm+
Total IT capacity	80MW
Initial capacity	12MW
Target PUE	1.15 ¹ / 1.29 ²
Design & construction standard	UI Tier IV Design UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Status	Operational

- Seamless Cross Connect for S1, S2 and S3 through NEXTDC Data Centre Interconnect and AXON
- AXON cloud connect on-ramp available day one for Microsoft ExpressRoute, Amazon Web Services, IBM Cloud and other cloud on-ramps
- Dedicated mission critical space will leverage the scale, resilience, security and connectivity of the S3 data centre and support customers' mission critical operations, office and collaboration space
- Indigo subsea cable Singapore to Perth to Sydney

1. Best instantaneous power consumption ratio within a calendar year, dependent on load and optimal environmental conditions
2. Total energy consumption ratio during a full calendar year, dependent on IT load, client design and service agreements and supports a market leading level of energy efficiency



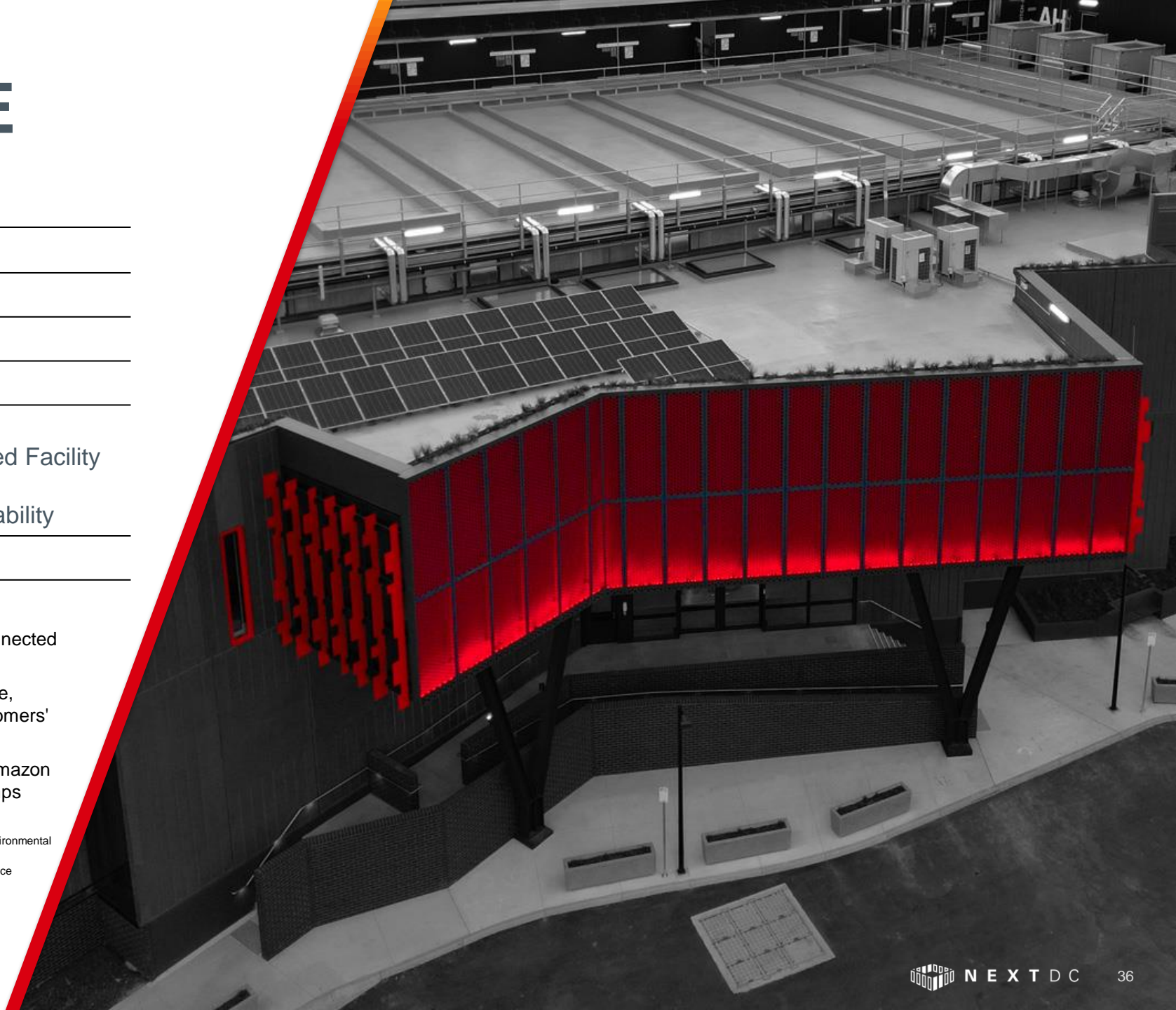
M3 MELBOURNE

TECHNICAL SPECIFICATIONS

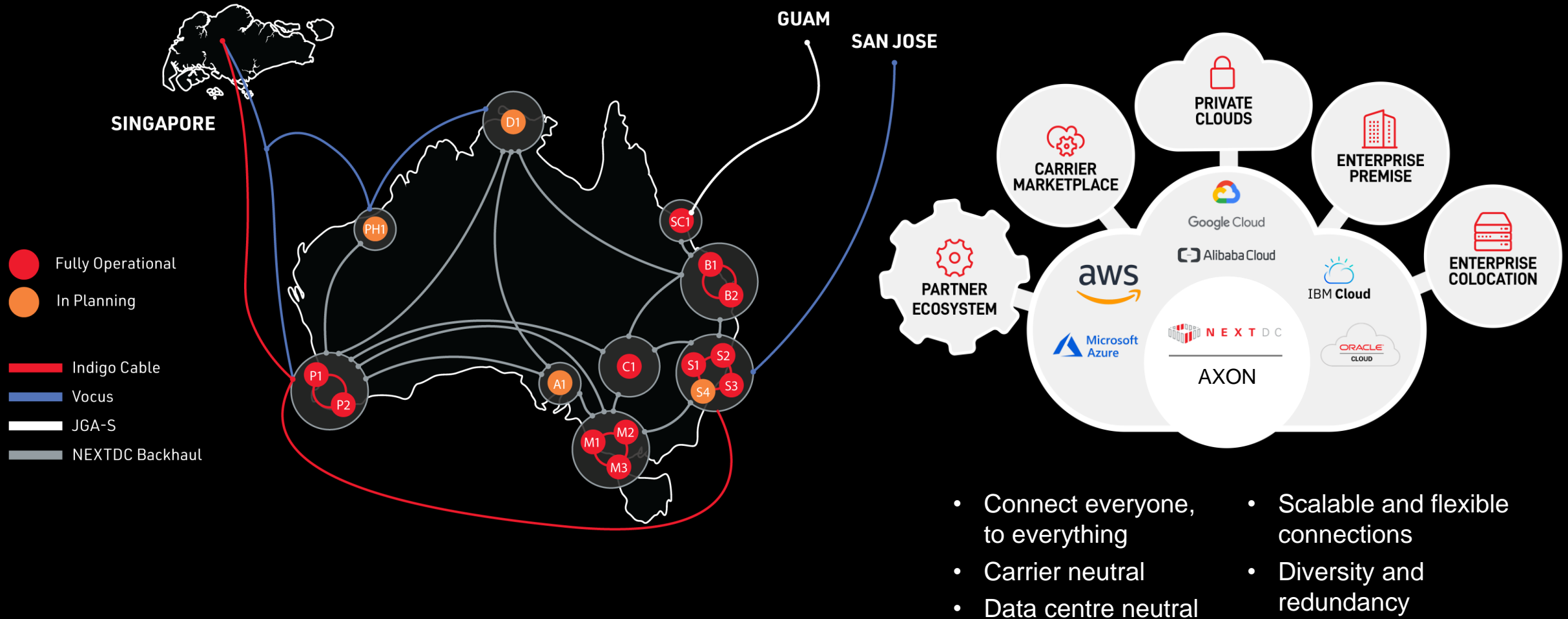
Land area	~100,000sqm
Total target IT capacity	150MW
Initial capacity	13.5MW
Target PUE	1.09 ¹ / 1.25 ²
Design & construction standard	UI Tier IV Design UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Status	Operational

- Planned industry-leading energy efficiency rating
- M1, M2 and M3 Melbourne metropolitan campus; will be interconnected via Data Centre Interconnect and AXON
- Dedicated mission critical space will leverage the scale, resilience, security and connectivity of the M3 data centre and support customers' mission critical operations, office and collaboration space
- AXON cloud connect on-ramp available day one for Microsoft, Amazon Web Services, Google Cloud, IBM Cloud and other cloud on-ramps

1. Best instantaneous power consumption ratio within a calendar year, dependent on load and optimal environmental conditions
2. Total energy consumption ratio during a full calendar year, dependent on IT load, client design and service agreements and supports a market leading level of energy efficiency



INTERCONNECTING CLOUDS FOR DIGITAL SUCCESS



P2 PERTH

WA's only uptime Tier IV certified data centre

TECHNICAL SPECIFICATIONS

Technical Space	12,000sqm
Total power planned (MW)	20MW
Target PUE	1.15 ¹ / 1.29 ²
Design & construction standard	UI Tier IV Design & Construct UI Tier IV Gold for Operational Sustainability
Status	Operational

- Mission Critical Operational spaces
- Seamless Cross Connect for P1 and P2 through NEXTDC Data Centre Interconnect and AXON
- AXON cloud connect on ramp available day one for Microsoft ExpressRoute, Amazon Web Services, IBM Cloud & other cloud on ramps
- Indigo subsea cable termination point linking Singapore to Perth to Sydney
- Access to Vocus Australian Singapore Cable (ASC) linking Western Australia to Asia

1. Best instantaneous power consumption ratio within a calendar year, dependent on load and optimal environmental conditions
2. Total energy consumption ratio during a full calendar year, dependent on IT load, client design and service agreements and supports a market leading level of energy efficiency



B2 BRISBANE

Queensland's only uptime Tier IV certified data centre

TECHNICAL SPECIFICATIONS

Technical Space	6,000sqm
Total power planned (MW)	12MW
Target PUE	1.25 ¹ / 1.34 ²
Design & construction standard	UI Tier IV Design UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Status	Operational

- Mission Critical Operational spaces
- Seamless Cross Connect for B1 and B2 through NEXTDC Data Centre Interconnect and AXON
- AXON cloud connect on ramp available day one for Microsoft ExpressRoute, Amazon Web Services, IBM Cloud & other cloud on ramps

1. Best instantaneous power consumption ratio within a calendar year, dependent on load and optimal environmental conditions
2. Total energy consumption ratio during a full calendar year, dependent on IT load, client design and service agreements and supports a market leading level of energy efficiency



D1 DARWIN

TECHNICAL SPECIFICATIONS

Land area	~4,000sqm
Target Technical Space	~3,000sqm
Total power planned	7MW+
Development commencement	FY23

- First purpose built commercial data centre in the Northern Territory
- D1 will provide data centre services to Enterprise, Government, and network carriers/subsea cable providers for customers based in the top end of Australia
- Will house customers' mission critical operation centres, mission critical operations offices and collaboration spaces
- AXON cloud connect on-ramp available day one for Microsoft, Amazon Web Services, Google Cloud, IBM Cloud and other cloud on-ramps
- Planned Uptime Tier IV and Gold Certification
- Direct, private access to Darwin's major submarine cable infrastructure



A1 ADELAIDE

TECHNICAL SPECIFICATIONS

Land area	~1,570 sqm
Target IT capacity	5 MW
Development commencement	FY23

- A1 will provide data centre services to Enterprise and Government customers within the Adelaide region
- It will also house customers' mission critical operation centres, business continuity offices, training and collaboration spaces
- AXON cloud connect on-ramp will be available day one enabling A1 customers to securely connect to Microsoft, Amazon Web Services, Google Cloud, IBM Cloud and other cloud on-ramps across Australia
- Planned Uptime Tier IV and Gold Certification



EDGE COMPUTING



SC1 SUNSHINE COAST

TECHNICAL SPECIFICATIONS

Technical Space	1,220m ²
Target IT capacity	1MW+
Built capacity	0.2MW
Status	Operational

- Strategically located in proximity to critical telecommunications infrastructure, SC1 hosts the Sunshine Coast International Broadband Network (“SCIBN”) Cable Landing Station
- The SCIBN submarine cable connects to the 7,000km Japan Guam Australia South (“JGA S”) submarine cable. JGA S is a fibre optic cable consortium that includes AARNet (Australia’s Academic and Research Network), Google and RTI (global sub sea cable operator)
- SC1 will provide data centre services to enterprise customers and carrier networks for the Sunshine Coast and Queensland region
- AXON cloud connect on ramp available day one for Microsoft, Amazon Web Services, Google Cloud, IBM Cloud and other cloud on ramps





“

We have customers who have a number of workloads that will live on-premise for a long time and there are lots of different reasons for that, oftentimes they need really low-latency for something that sits on premise, so in a factory or something like that. What they have asked us for is a way to provide AWS services, like compute, like storage, on-premises but in a way that really seamlessly and constantly interacts with the rest of my applications and services in AWS.

Andy Jassy
Amazon CEO

”

PH1 PORT HEADLAND

TECHNICAL SPECIFICATIONS

Technical Space	600m ²
Target IT capacity	1.5MW+
Target Rack Capacity	260
Sustainability Targets	Behind the meter power generation Leveraging in region renewable energy hubs
Design & construction standard	Designed to Tier III Standards Modular Design & Construction Class Leading for Operational Sustainability
Practical completion	August 2023

- Class Leading Design and Constructed Facility
- Class Leading Operational Sustainability
- NEXTneutral Carbon Offset Program
- High Speed, low latency, fully redundant connectivity via Vocus's NWCS and Horizon Cable Systems
- Seamless Connectivity into NEXTDC's P1 and P2 Sites
- Cloud connect on-ramp available day one for Microsoft ExpressRoute, Amazon Web Services, IBM Cloud & other cloud on-ramps
- Dedicated Private Suites available
- Cyclone rated facilities for critical operations
- SCEC Zone 3 Design

