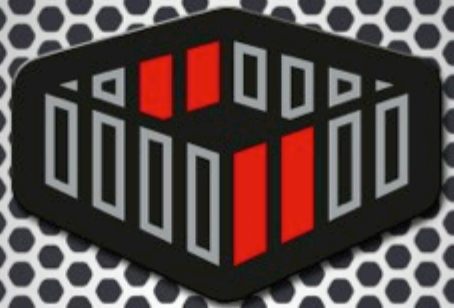
For personal use only



NEXT DC

where the cloud lives™

2014 Full Year Results

25 August 2014

NEXTDC LIMITED ACN 143 582 521

FY14 highlights

Inflection point reached



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 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

For personal use only



Agenda

- **FY14** Financial results
- **FY14** Key performance metrics
- **FY14** Operational highlights
- **FY15** Outlook – EBITDA positive
- Appendices

For personal use only

For personal use only



FY2014
Full Year Results

Financial results

Full year profit and loss summary

Statutory financial results:	FY14 ($m)	FY13 ($m)	Change ($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)

Increase in data centre services revenue with contribution from all 5 operating data centres from February 2014

Base building development for P1 Perth ($8.3m accrued in FY13 for $23.8m total). No new base building development currently in progress

Result reflects increase in operating costs with 2 additional data centres commencing operations during FY14

FY13 includes gain on disposal of controlling interest held in Asia Pacific Data Centre Group (ASX: AJD) of $14.6m

For personal use only

Full year profit and loss summary – underlying

For personal use only

	FY14	FY13	Change
Non-statutory financial metrics for the year include[1]:	($m)	($m)	($m)
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)
Operating costs[2]:			
Direct costs (power and consumables)	3.9	1.7	2.2
Facility costs (data centre rent, property costs, maintenance, facility staff, other)	22.0	10.2	11.8
Corporate overheads	20.6	17.8	2.8
Total operating costs:	46.5	29.7	16.8

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)

FY13 EBITDA included gain on APDC disposal of $14.6m and $6.2m building development profit, both removed to reflect underlying EBITDA

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

FY14 facility costs reflects rent and maintenance for 5 operating data centres from February 2014

FY13 facility costs includes rent expense to APDC for M1, S1 and P1 for part year from December 2012

Corporate overheads includes non-facility staff, professional fees, sales and marketing, office and administrative costs

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 utilisation levels

For personal use only

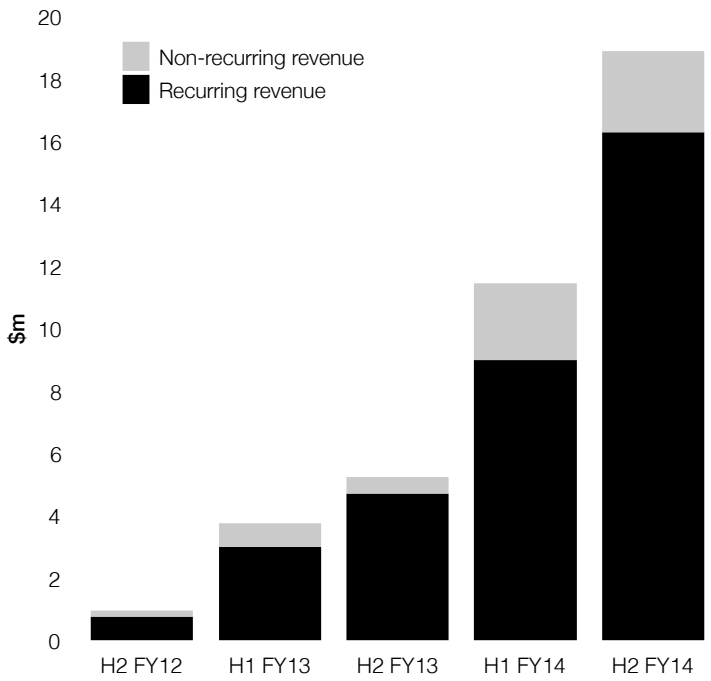
FY14 data centre services revenue of $30.4m

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

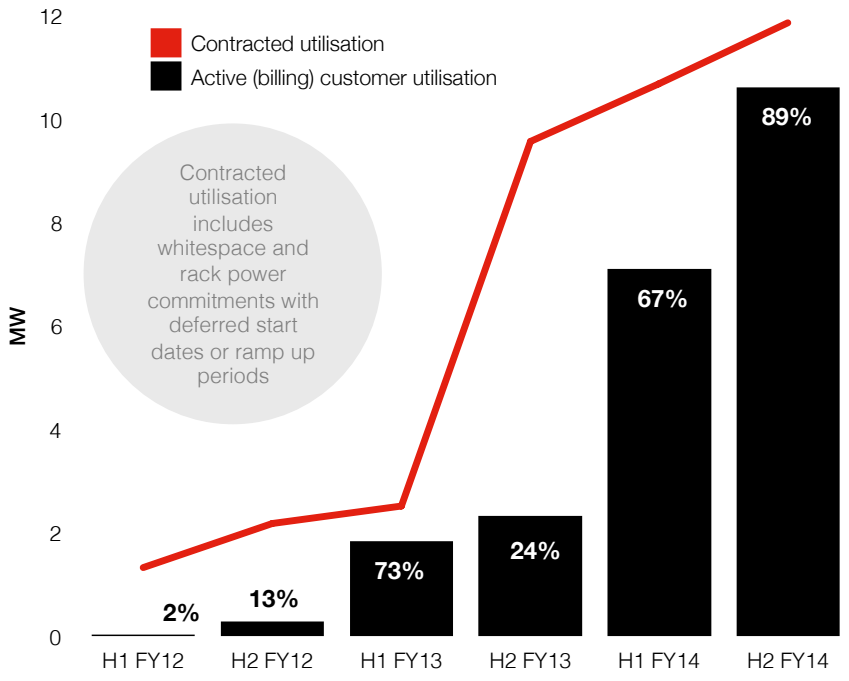
FY14 contracted utilisation of 11.9MW

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

Recurring and non-recurring revenue



Active[1] vs contracted utilisation



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

Strong balance sheet

	Note	30 June 2014 ($m)	30 June 2013 ($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

For personal use only

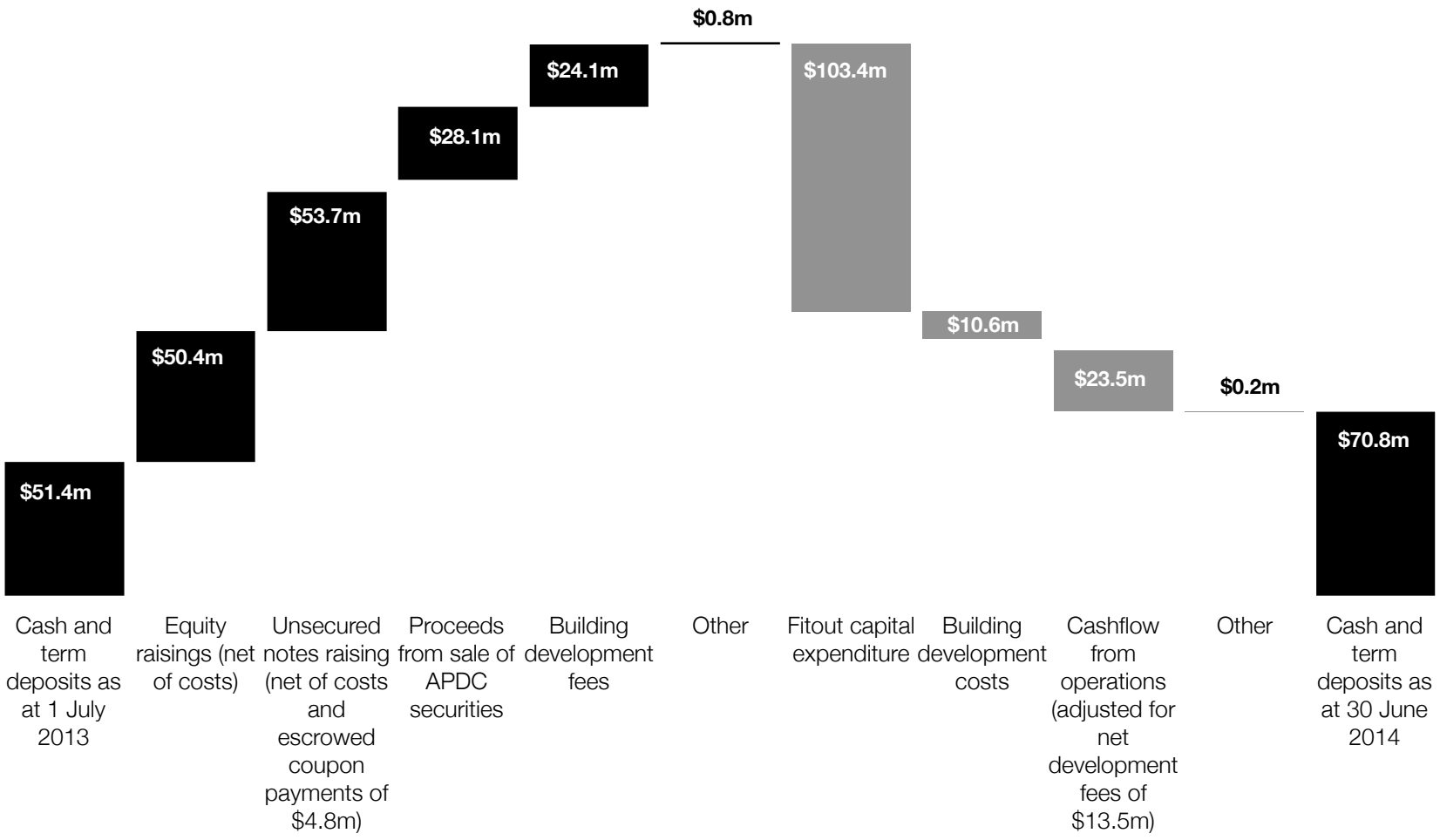
FY14 cash flow profile

Increased cash balance

For personal use only

Sources

Uses

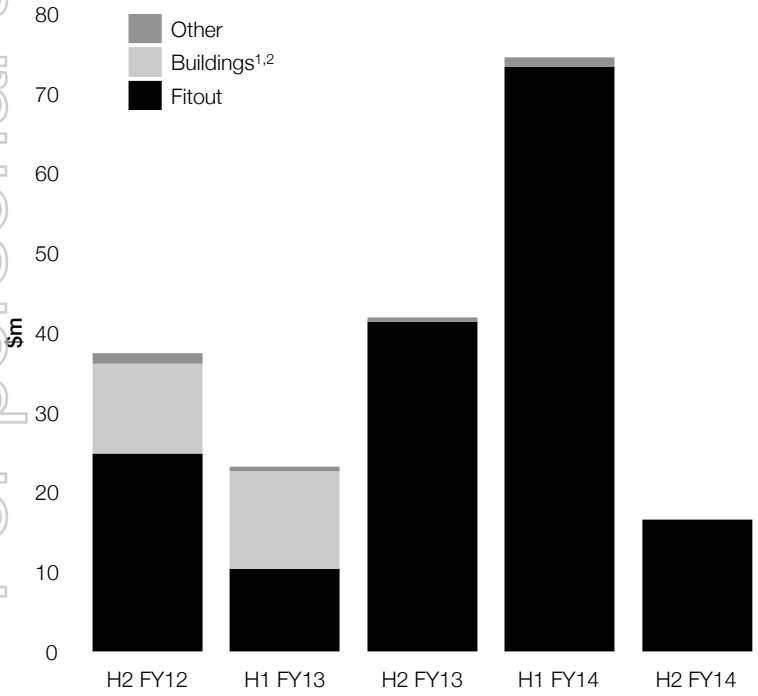


Growth platform in place

Historical capital expenditure

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

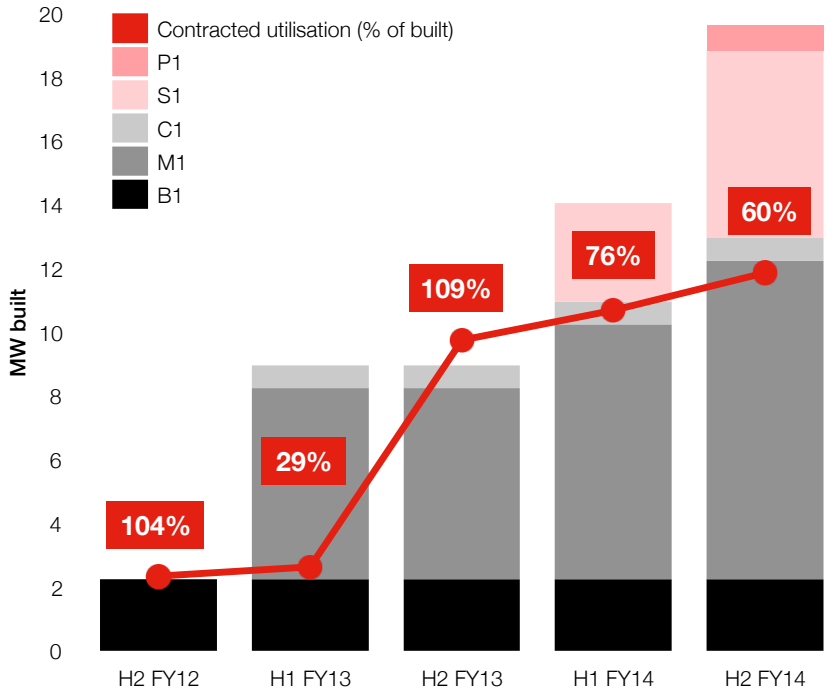
- $214m fitout expenditure to date delivering 19.65MW of capacity
- S1 Sydney and P1 Perth open
- Expansions at M1 Melbourne and S1 Sydney



Installed capacity vs contracted utilisation

FY14 capacity added of 10.7MW

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



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

For personal use only

For personal use only



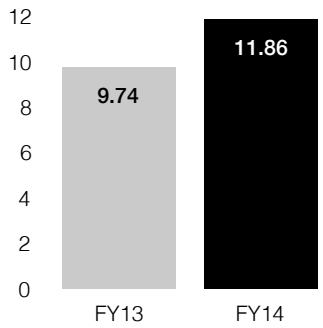
FY2014
Full Year Results

Key performance metrics

Strong development in sales finance metrics

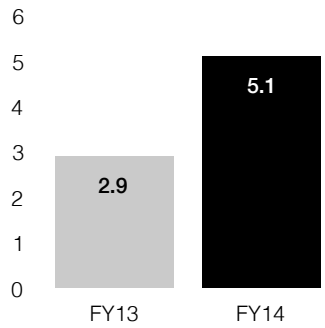
For personal use only

Cumulative contracted MW



Contracted MW up 22%

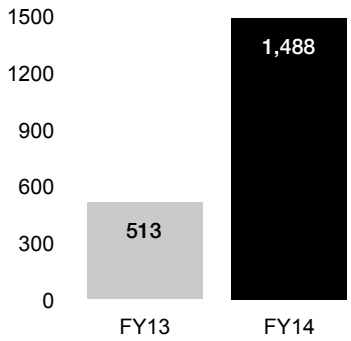
Incremental $m per MW achieved



$5.1m per MW average

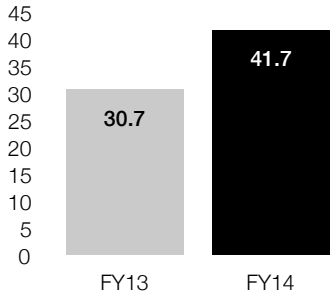
Interconnection

(number of cross connects)



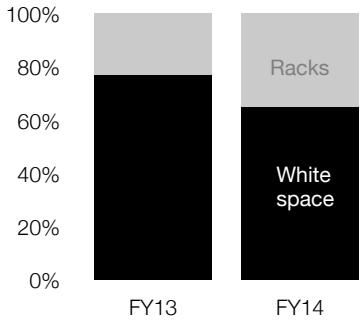
190% growth in interconnection

Annualised contracted recurring revenue ($m)



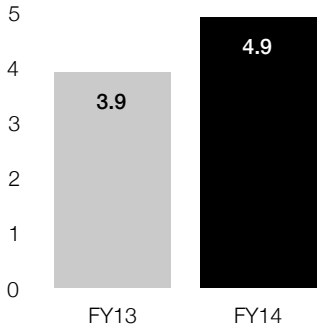
Contracted revenue up 36%

Racks vs whitespace



Growth in higher yield product mix

Interconnections per customer

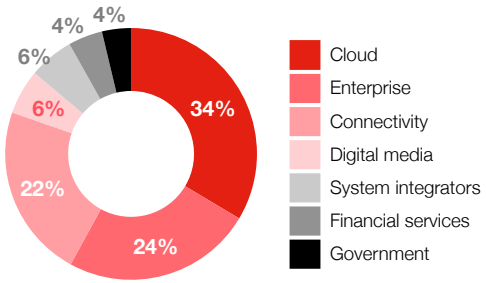


4.9 interconnections per customer

Diversified recurring revenue model

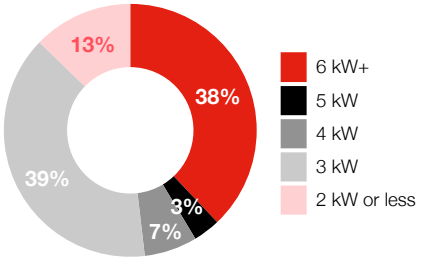
Metrics calculated as at 30 June 2014

Customer by industry



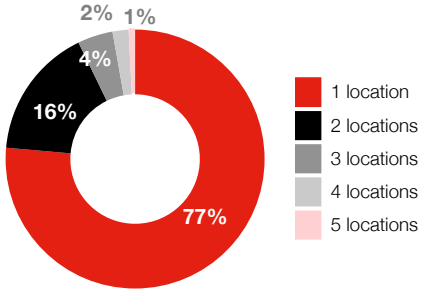
Cloud, connectivity and as-a-service partners drive strong ecosystem growth

Utilisation by density



Power continues to increase as technologies like virtualisation drive higher density

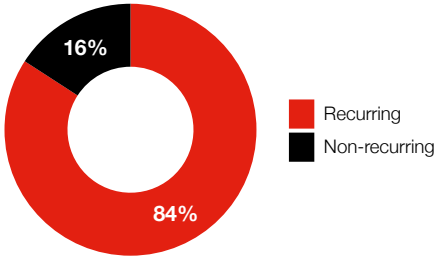
National coverage



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

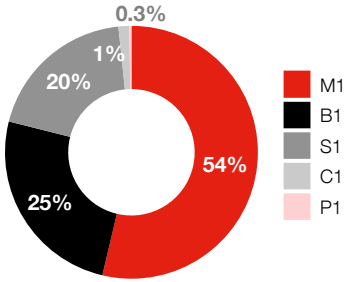
Data centre services revenue for the year ended 30 June 2014

Recurring vs non-recurring



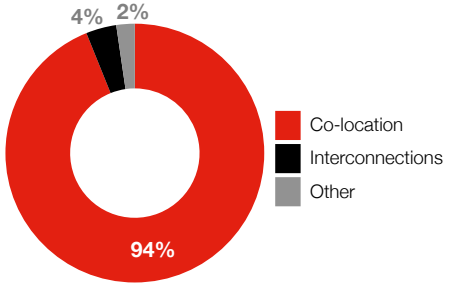
Significant recurring revenue stream with average contract term greater than four years

Revenue by facility



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

Recurring revenue by product category



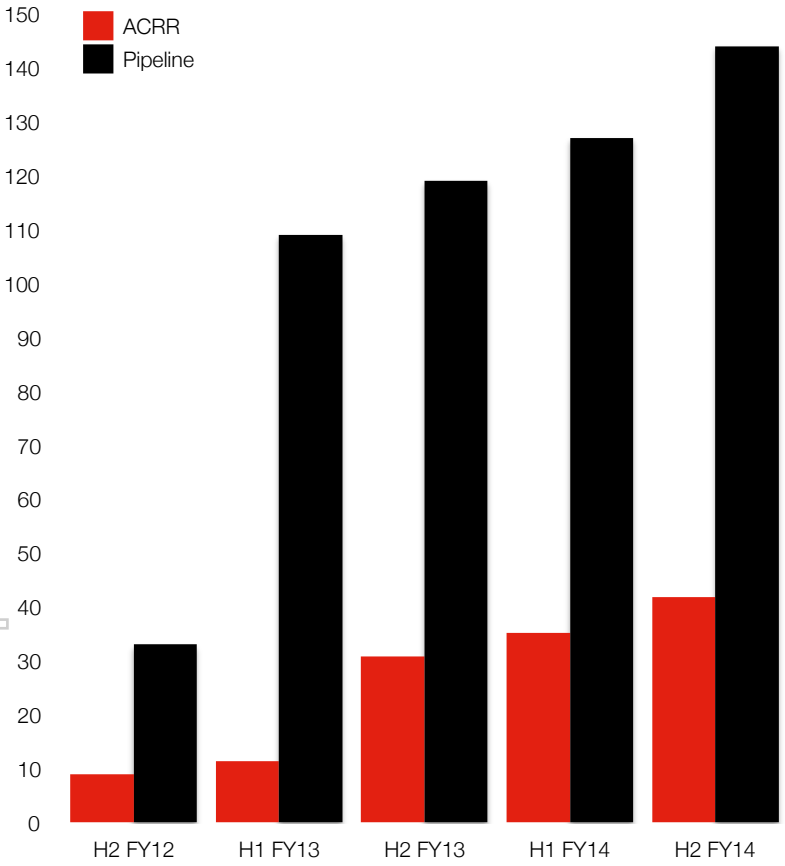
94% of recurring revenue from colocation services with strong growth from interconnection revenue

For personal use only

Pipeline conversion

Pipeline and annualised contracted recurring revenue

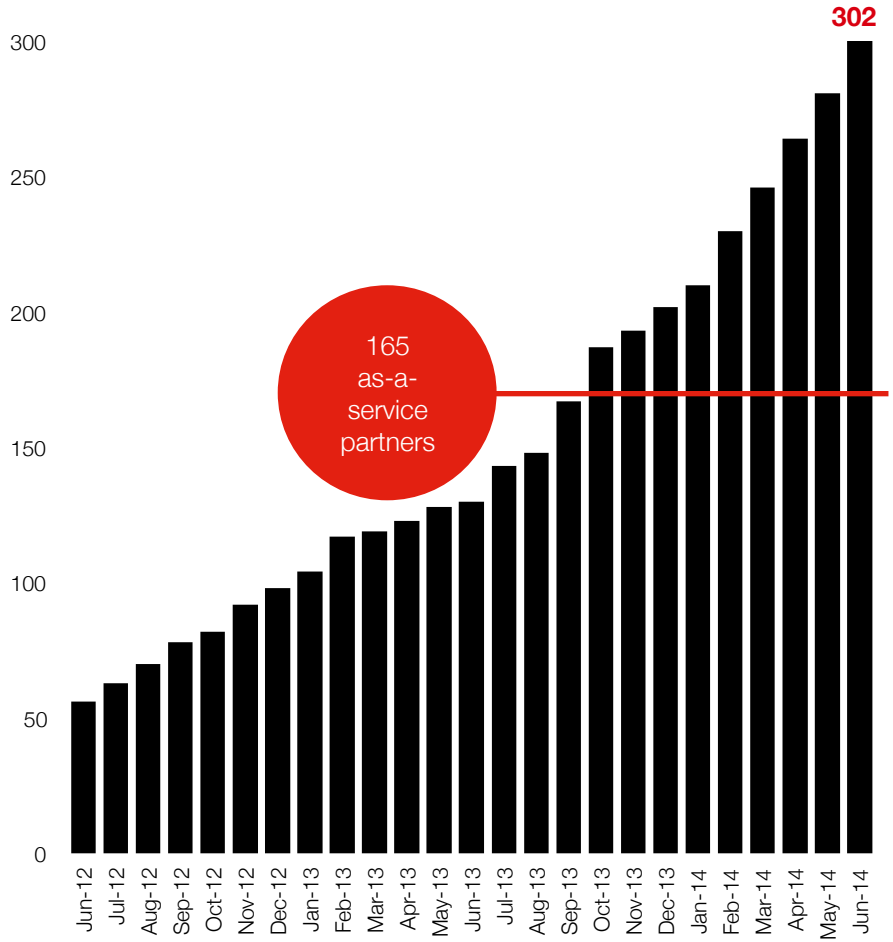
- Annualised unweighted pipeline at 30 June of $144m[1]
- 21% growth in annualised unweighted pipeline
- Annualised contracted recurring revenue at 30 June of $41.7m[2]



1. Annualised 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

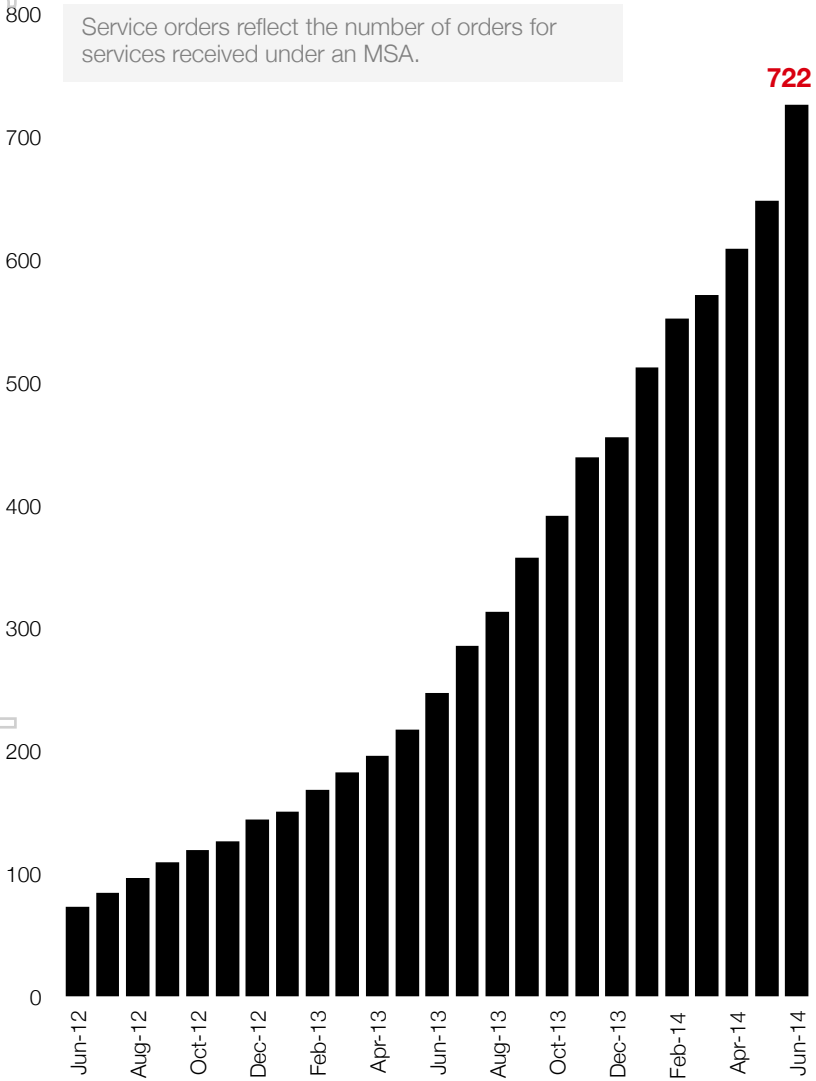


For personal use only

Ecosystem growth

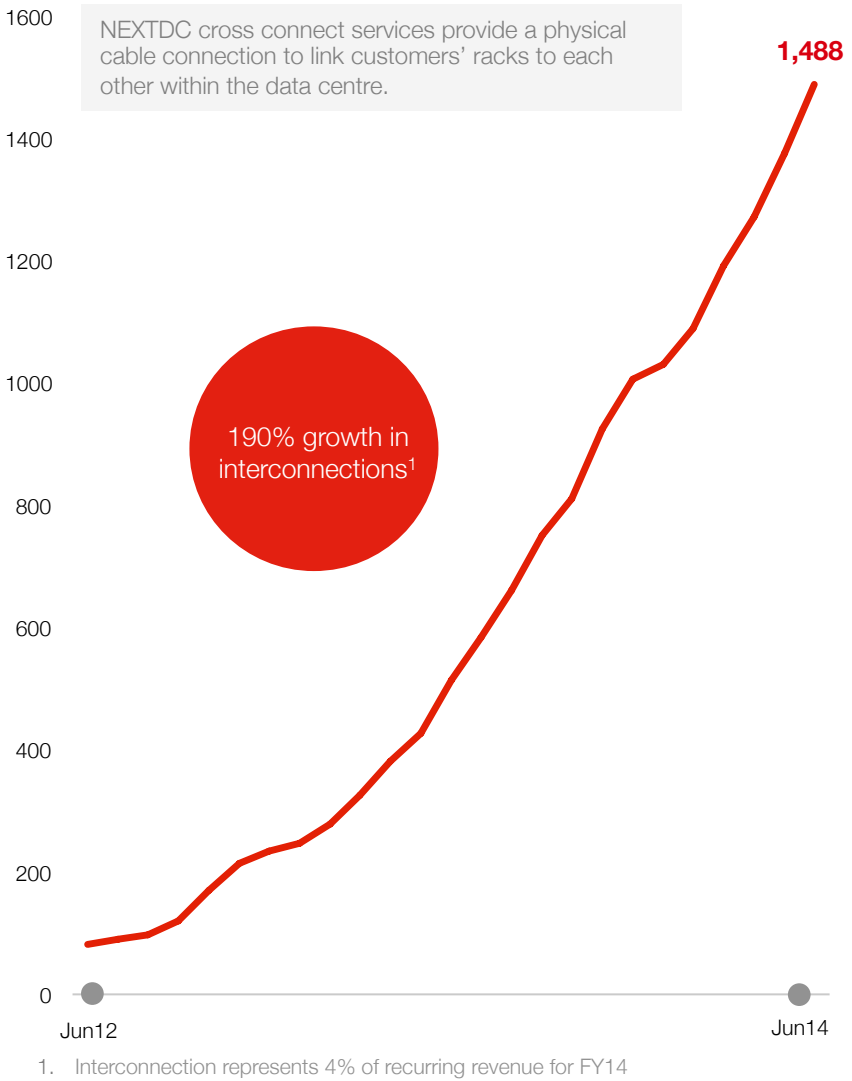
Customer Service Orders

Service orders reflect the number of orders for services received under an MSA.



Cross Connects (interconnections)

NEXTDC cross connect services provide a physical cable connection to link customers' racks to each other within the data centre.



1. Interconnection represents 4% of recurring revenue for FY14

For personal use only

For personal use only

FY2014
Full Year Results

Operational highlights

Facilities' capacities and contracted utilisation

As at 30 June 2014

For personal use only

M1 Melbourne

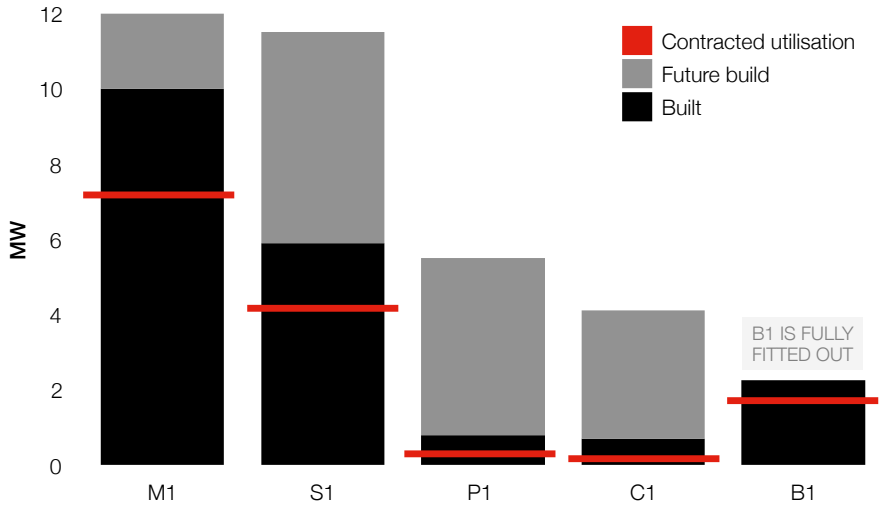
- Two data hall additions, adding 4MW capacity

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



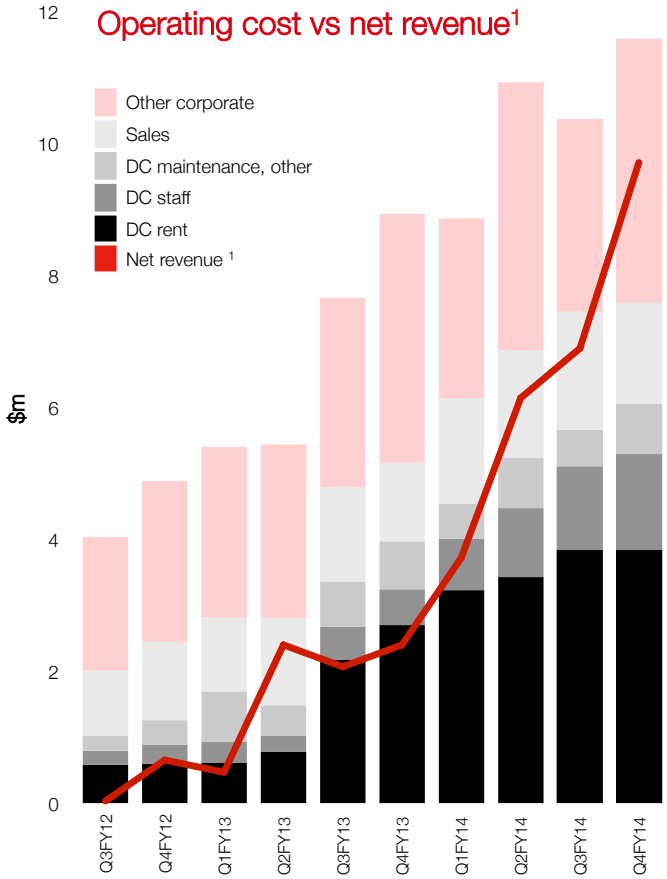
	M1	S1	P1	C1	B1	Total
Commenced operations	Sep 2012	Sep 2013	Feb 2014	Aug 2012	Oct 2011	
Total power planned	12.0MW	11.5MW	5.5MW	4.1MW	2.25MW	**35.35MW**
MW built	10.0MW	5.9MW	0.8MW	0.7MW	2.25MW	**19.65MW**
Contracted utilisation	6.4MW	3.7MW	0.2MW	0.1MW	1.6MW	**11.9MW**
% of total power planned	53%	32%	3%	2%	69%	**34%**
% of MW built	64%	62%	20%	11%	69%	**60%**
Active (billing) customer utilisation	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**

Scale drives operating leverage

Q4 FY14 net revenue[1] up to 84% of normalised operating costs

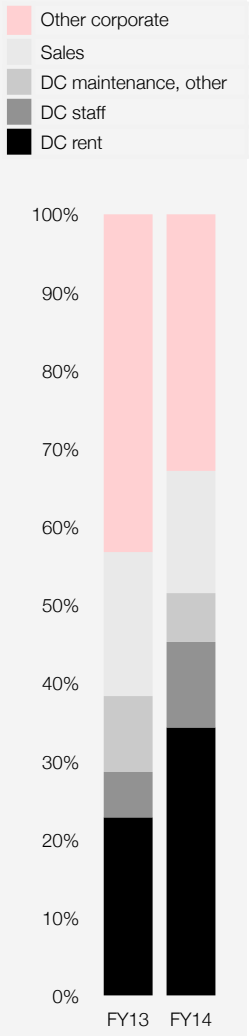
- Net revenue rapidly approaching operating cost base

Operating cost vs net revenue[1]



1. Net revenue is data centre services revenue less direct costs

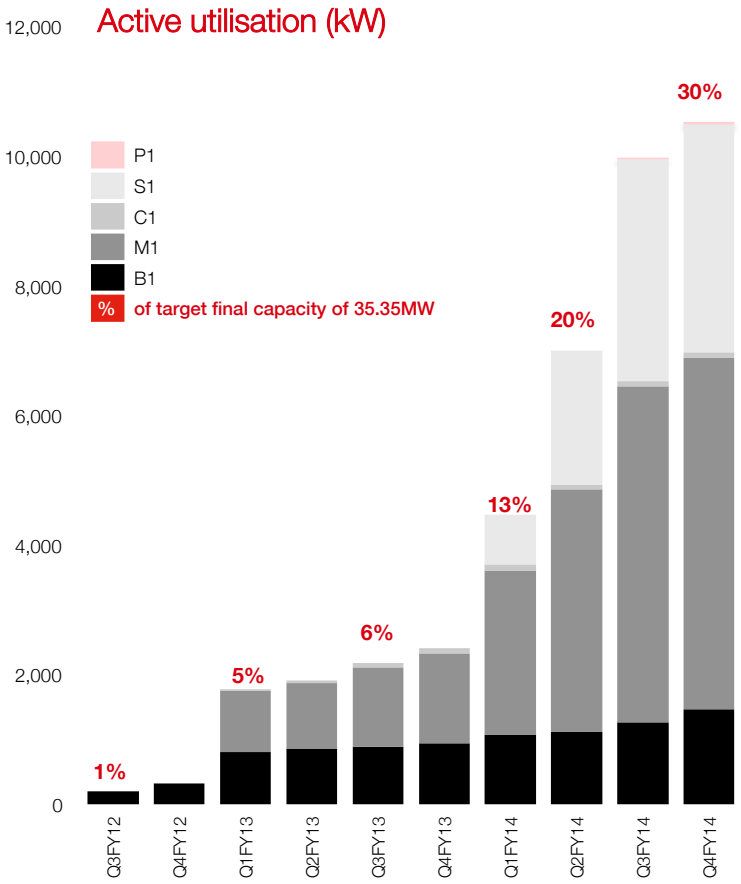
Costs in context



Closing active (billing) utilisation reaches 30%

- Stable cost base creates EBITDA leverage

Active utilisation (kW)



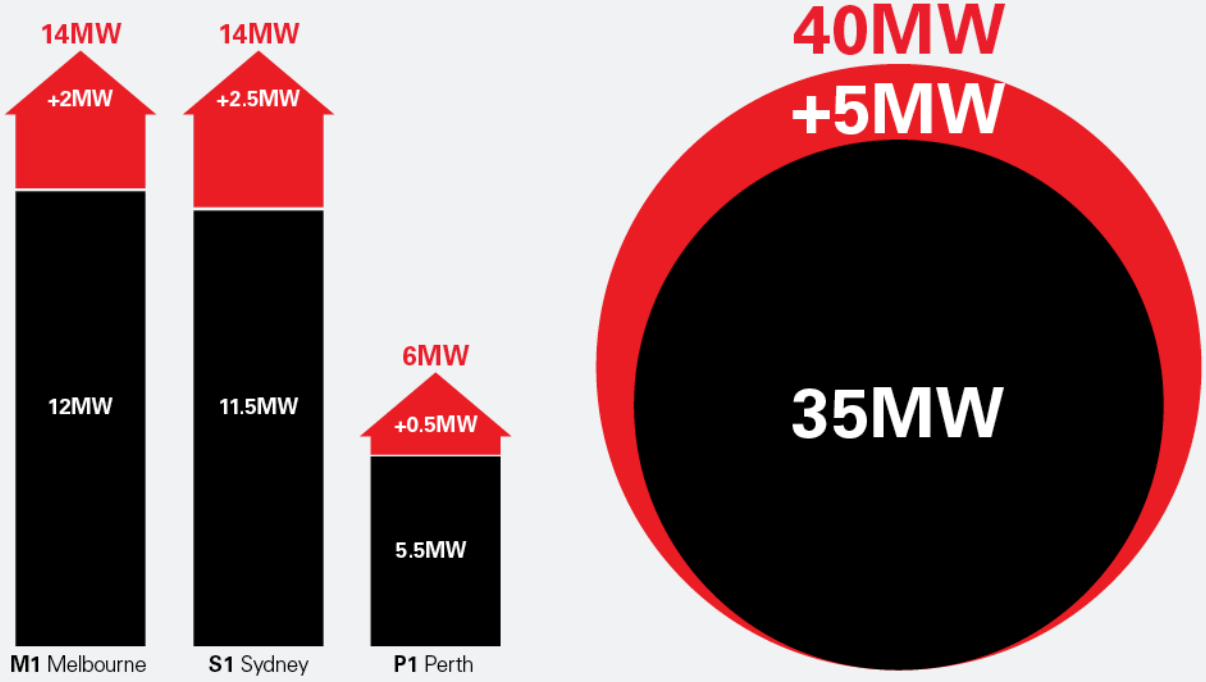
For personal use only

Project PLUS: engineering innovation drives inventory growth

Incremental capacity at two thirds of the current cost per MW

- Capability to expand network capacity by 5MW within existing footprint – no requirement for additional land, buildings or fitout of additional halls
- Through NEXTDC's innovative engineering and design, and as independently verified, the total network capacity can be expanded when current inventory is sold to meet specific customer demand[1]. The existing footprint will deliver up to an additional 5MW
- Limited increase in fixed operating costs (no additional rent or facility staff) means net revenue from additional sold capacity flows to EBITDA
- Expansion in our largest markets, with S1 Sydney and M1 Melbourne capable of having a high density hall at 3kW/m^2, supporting specific needs

Pushing more power through the existing footprint



1. Subject to the applicable electrical grid operator supporting the incremental power need, if required.

For personal use only



FY2015
The road ahead

Outlook

For personal use only

FY15 Outlook – leveraging growth platform

For personal use only



Rate of sales increasing

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

- 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 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 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.



For personal use only

FY14

Inflection point reached

- Strong growth in revenue and key performance drivers
- National network footprint complete
- Substantial asset backing and funding flexibility
- B1 Brisbane, M1 Melbourne and S1 Sydney all facility EBITDA positive

FY15

Leveraging growth platform

- EBITDA breakeven in 1H FY15
- Strong pipeline driving new sales
- Fixed operating cost base in place
- Capital expenditure tied to customer demand
- Forecast revenue of $51m to $55m and EBITDA positive for FY15



FY2014
Full Year Results

Appendices

For personal use only

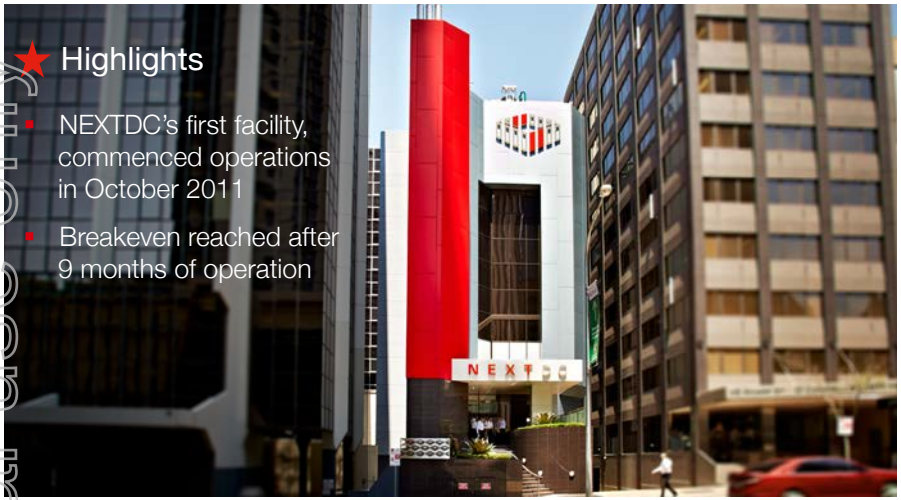
For personal use only

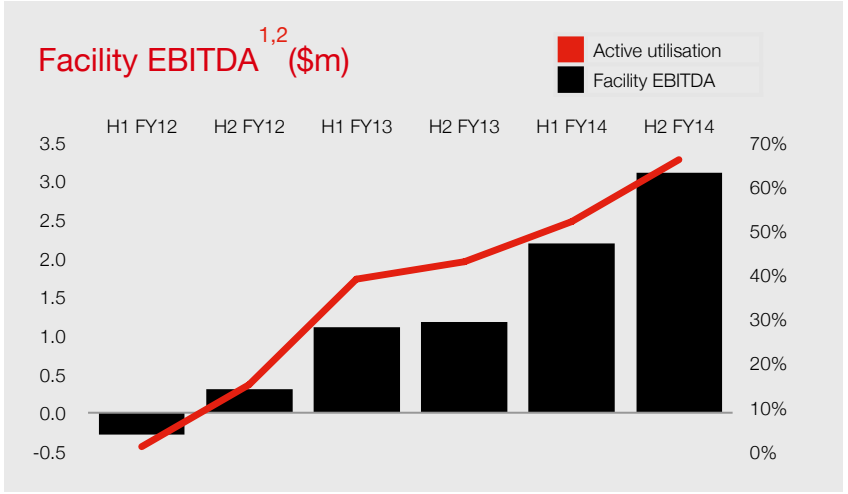


FY2014
Full Year Results

Case studies

Case Study – **B1** Brisbane





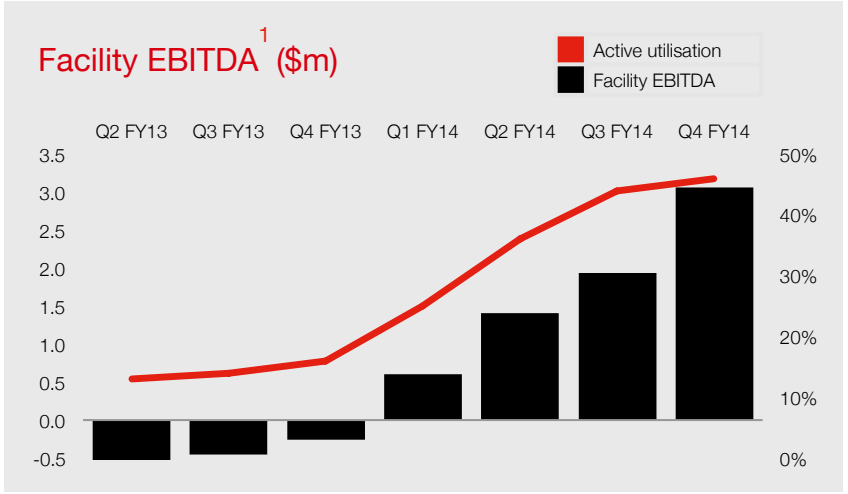
($'000's) Half ended	H1 FY12	H2 FY12	H1 FY13	H2 FY13	H1 FY14	H2 FY14
Contracted utilisation	6%	36%	39%	46%	58%	69%
Active (billing) utilisation[3]	1%	15%	39%	43%	52%	66%
Recurring revenue	24	752	1,776	2,005	3,051	3,902
Non-recurring revenue	234	219	194	131	317	388
Gross data centre revenue	259	971	1,970	2,136	3,367	4,290
Direct and facility costs (incl. labour)	538	671	868	964	1,178	1,207
Facility EBITDA[1,2]	(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

For personal use only

Case Study – **M1** Melbourne





($'000's) Quarter ended	Q2 FY13[2]	Q3 FY13	Q4 FY13	Q1 FY14	Q2 FY14	Q3 FY14	Q4 FY14
Contracted utilisation	14%	18%	47%	49%	49%	51%	53%
Active (billing) utilisation[3]	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[1]	(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

For personal use only

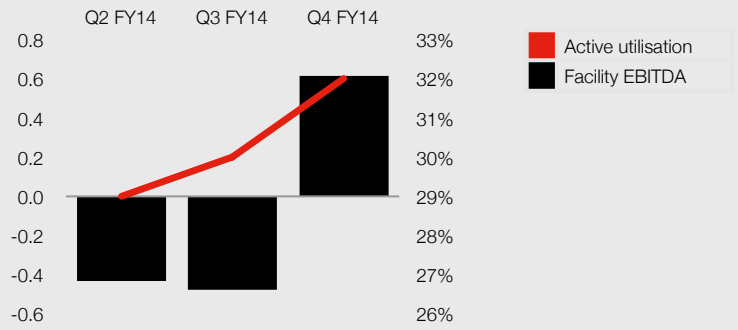
Case Study – **S1** Sydney



Highlights

- NEXTDC's fourth facility, commenced operations in September 2013
- Breakeven reached after 7 months of operation

Facility EBITDA[1] ($m)



($'000's) Quarter ended	Q2 FY14	Q3 FY14	Q4 FY14
Contracted utilisation	29%	30%	32%
Active (billing) utilisation[2]	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[1]	(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

For personal use only

For personal use only

FY2014
Full Year Results

Facility certifications

Systems and certifications

For personal use only

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.



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.



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 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.



For personal use only

FY2015
The road ahead

Business strategy

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

For personal use only

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:
18,460m²



P1 PERTH
Current capacity: 0.8 MW
Target capacity: 5.5 MW
Target facility size: 3,000m²

M1 MELBOURNE
Current capacity: 10.0 MW
Target capacity: 12.0 MW
Target facility size: 6,000m²

C1 CANBERRA
Current capacity: 0.7 MW
Target capacity: 4.1 MW
Target facility size: 2,260m²

S1 SYDNEY
Current capacity: 5.9 MW
Target capacity: 11.5 MW
Target facility size: 5,600m²

B1 BRISBANE
Current capacity: 2.25 MW
Target capacity: 2.25 MW
Target facility size: 1,600m²

For personal use only

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.

NEXTDC data centres are a marketplace for the digital economy

For personal use only

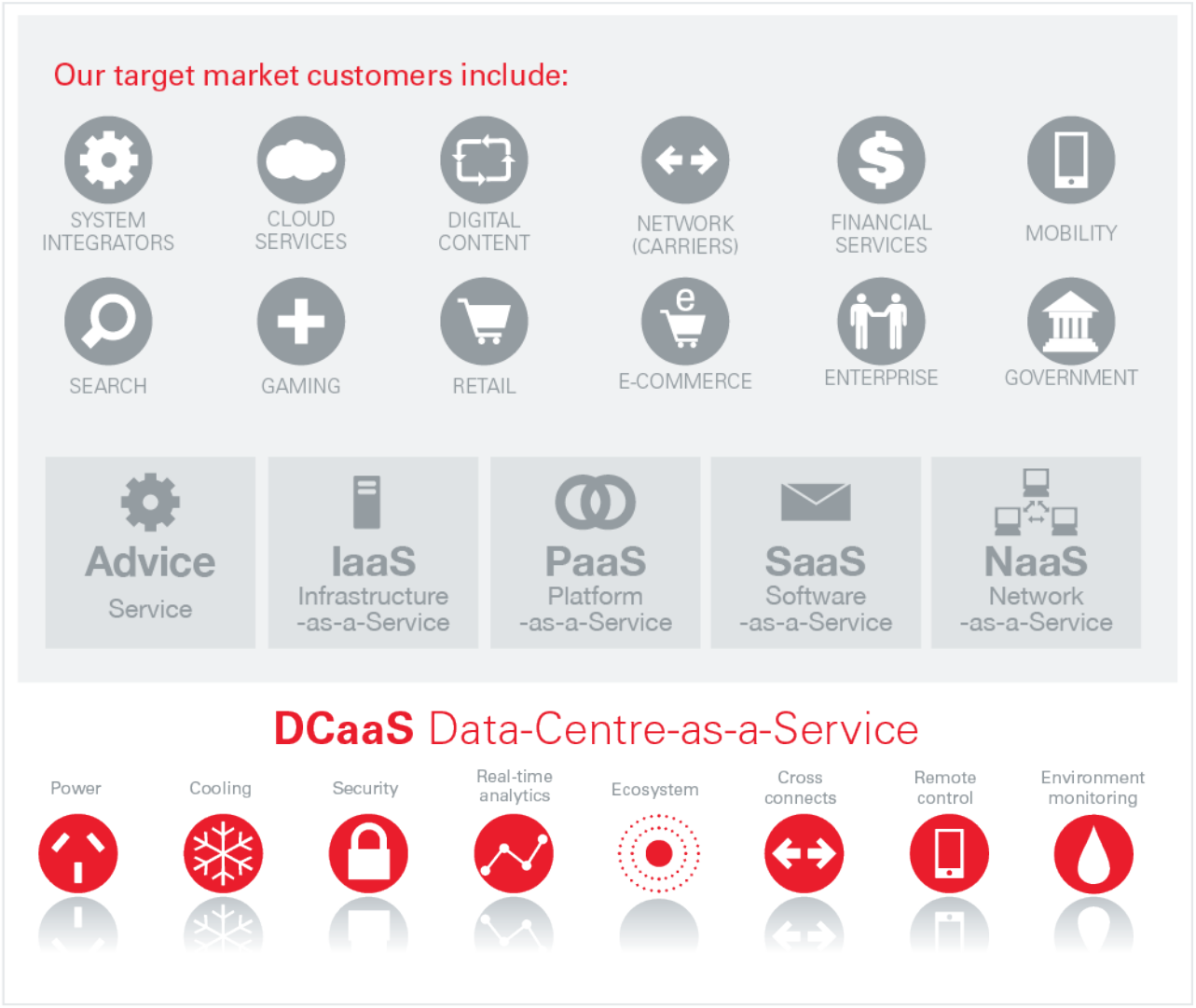
Ecosystem development

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

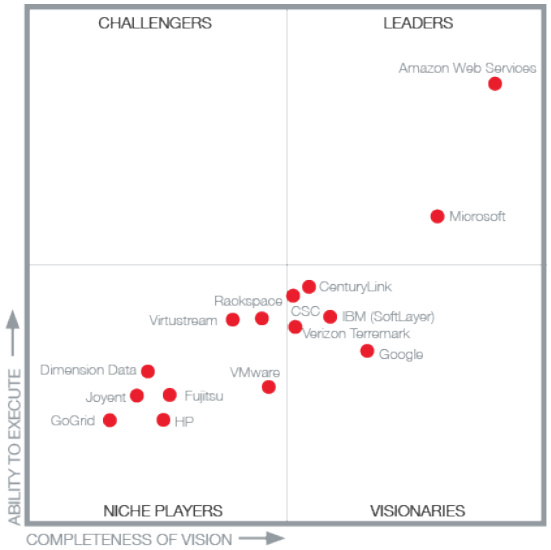
The movement by companies to selective sourcing of public and private cloud computing solutions does not diminish but enhances the strategic value of large scale, high power, high specification, colocation facilities such as ours.

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.



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.

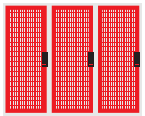
Networking the cloud

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.

For personal use only

NEXTDC product and services portfolio

For personal use only



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 customisable BCP.

NEW IN FY15

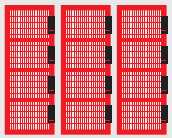
ONEDC oBIX community

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.

ONEDC 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

For personal use only

CLOUDCENTRE

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 organisation 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.

NEXTDC PARTNER PROGRAM

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"

OPTUS yes

For personal use only

NEXTDC's strategic priorities

For personal use only

Grow the cloud ECOSYSTEM

NEXTDC as a marketplace for the digital economy

Accelerate sales adoption leveraging the national network of facilities for multi location deployments

Focus on performance sensitive applications, networks and cloud computing platforms

Drive hybrid cloud adoption by connecting as-a-service providers with enterprise and government (buyers).

Leverage the CHANNEL

Building Australia's largest carrier and vendor neutral data centre network

Drive revenue growth through productisation of NEXTDC DCaaS with partners as-a-service offerings

Enablement training and certification of sales and technical architects for product differentiation

Continue to recruit channel partners building community depth and service provider breadth



Drive services INNOVATION

Industry leadership in Data-Centre-as-a-Service

Leadership and differentiation through the new ONEDC SaaS subscription data centre intelligence platform

Invest in the technology platforms to support strong interconnection revenue growth and enable hybrid cloud computing

Drive value to end users and service providers through the Cloud Centre marketplace

Lead in product DEVELOPMENT

Delivering world class services and next generation facilities

Expand the product portfolio and drive new product and services solutions

Ability to expand facility capacity to take total target inventory from 35MW to 40MW

Maintain and expand ISO and UTI standards certifications



FY2014
Full Year Results

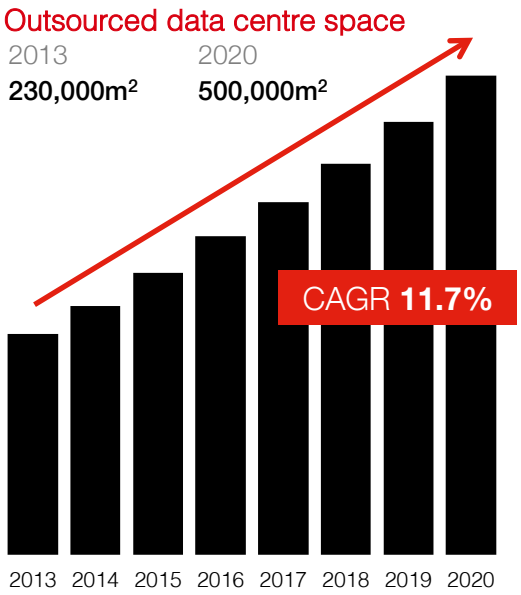
Industry and market drivers

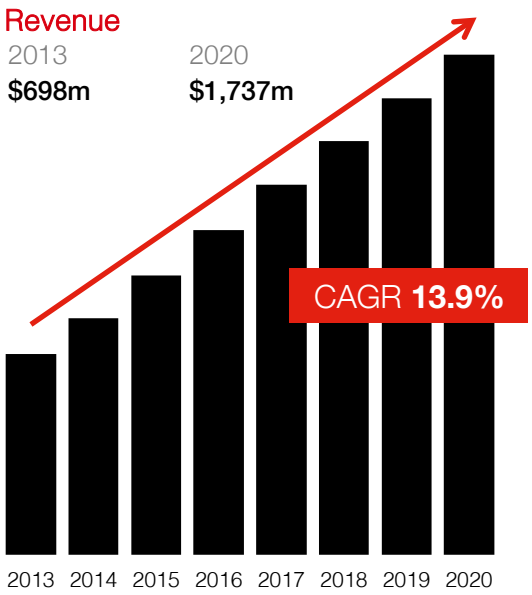
For personal use only

Australian colocation data centre growth

Frost & Sullivan Australian Data Centre Services 2014

For personal use only





"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."

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. 231,000m² of outsourced DC space – increasing by 31,000m² 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.**

What's driving the move to colocation data centres

For personal use only

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

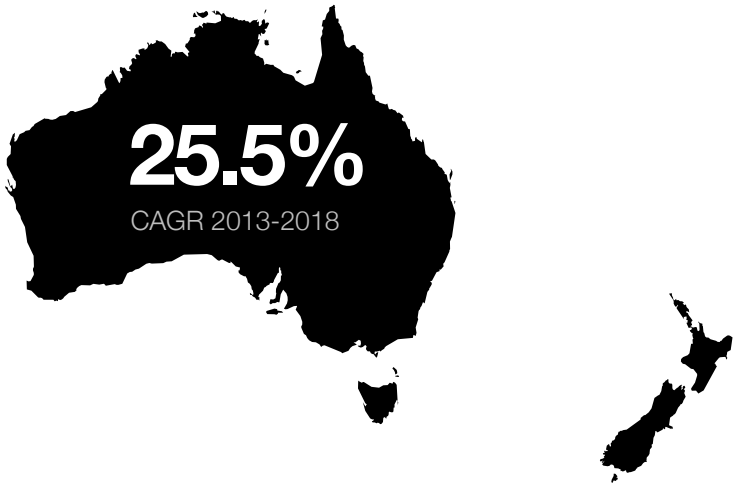
27% Bandwidth costs 1999-2013

Source: KPCB partner Mary Meeker, Internet trends 2014

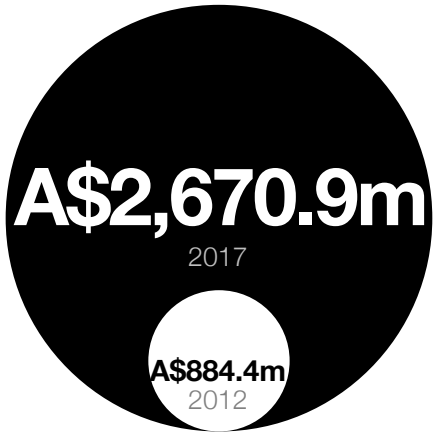
Australia's cloud computing growth

For personal use only

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.[1]

Nearly half of large enterprises will have hybrid cloud deployments by the end of 2017.[2]

Hybrid cloud model which will be in use by some **30%** of all enterprises by 2018.[2]

86% of large Australian enterprises (500+ employees) are currently using cloud computing, up from **71%.**[3]

Enterprises adopting Infrastructure-as-a-Service (IaaS) in 2013 **doubled.**[4]

More than half of all organisations greater than 20 employees are now using public cloud IaaS.[4]

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

For personal use only

Total Australian market share by size (m^2)

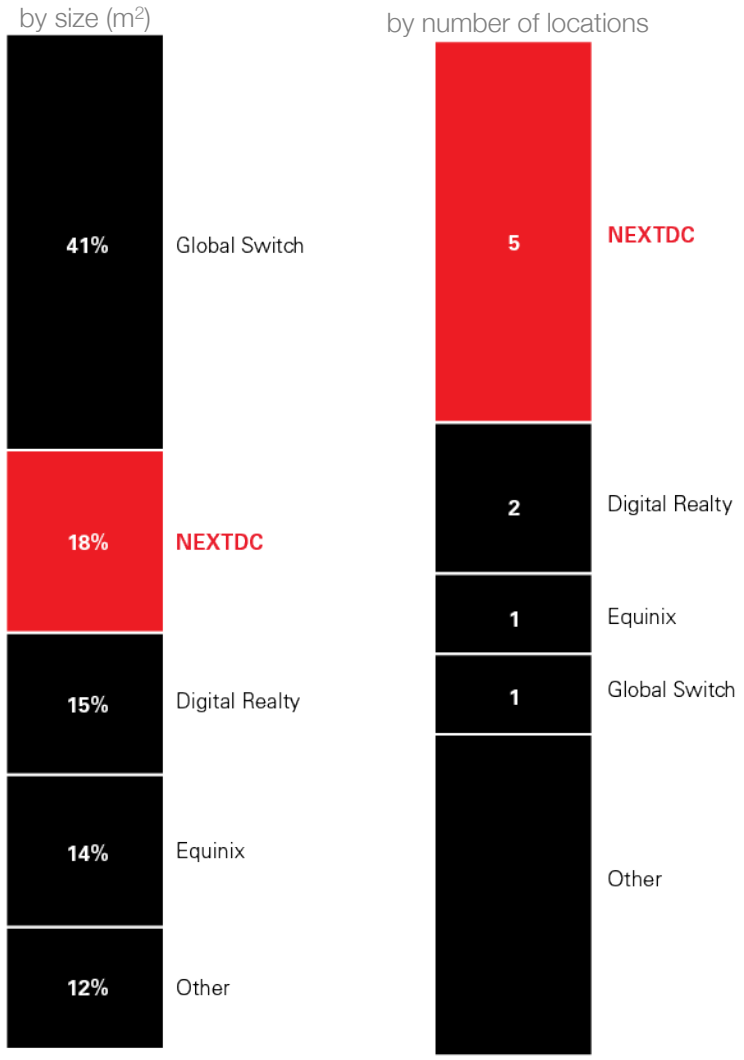


Market size

250,000m^2+

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

Australian carrier neutral market share



Frost & Sullivan Australian Data Centre Services 2014

More information

For personal use only

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.

