

ASX Release

27 August 2020

FY20 Record Results

NEXTDC Limited (**ASX: NXT**) ("**NEXTDC**" or "**the Company**") today announced its financial results for the financial year ended 30 June 2020 ("**FY20**").

FY20 financial highlights

- › Total revenue grew \$26.0 million (14%) to \$205.2 million (Guidance: \$200 million to \$206 million)
- › Underlying EBITDA^{1,2} up \$19.5 million (23%) to \$104.6 million (Guidance: \$100 million to \$105 million)
- › Operating cash flow up \$14.6 million (37%) to \$53.9 million
- › Capital expenditure³ up \$40 million (11%) to \$418 million (Guidance: \$340 million to \$380 million)
 - Build progress accelerated towards year end, and the land acquisition for M3 Melbourne was settled (\$22m)
- › Liquidity (cash and undrawn debt facilities) of \$1,193 million at 30 June 2020

During the year, the Company raised a total of \$862 million and became a member of the S&P/ASX 100 Index for the first time.

NEXTDC Chief Executive Officer and Managing Director, Craig Scroggie, commented on the FY20 results:

"Today's results are a testament to the Company's pursuit of excellence to provide the industry's highest standard of data centre services. Whilst everyone is adjusting to the new normal presented by the COVID-19 global pandemic, it is pleasing that NEXTDC has been able to continue delivering on market expectations, with its FY20 result coming in at the top-end of earnings guidance provided at the start of the financial year."

Business performance

For the financial year ended 30 June 2020:

- › Contracted utilisation grew 17.4MW (33%) to 70.0MW, with new sales of 17.8MW before adjusting for a one-off clawback of wholesale capacity of 0.4MW
- › Number of customers increased by 180 (15%) to 1,364
- › Interconnections⁴ rose 2,079 (19%) to 13,051, representing 8.1% of recurring revenue

Development activity

- › P2 Perth facility opened to customers just after FY20 year end with installed capacity of 2MW
- › S2 Sydney building completed with four new data halls opened, taking total installed capacity to 22MW
- › S3 Sydney site earthworks commenced in 2H20. Practical completion of Stage 1 scheduled for 2H22
- › M2 Melbourne total target capacity upgraded by 20MW to 60MW
- › M2 Melbourne building expansion works well progressed, with 15MW of new capacity currently being fitted out

¹ EBITDA is a non-statutory financial metric representing earnings before interest, tax, depreciation and amortisation. Non-statutory financial metrics have been extracted from the audited accounts

² Refer page 24 of FY20 Results Presentation for the reconciliation of Underlying EBITDA

³ Cash flows from investing activities of \$404.9m reflects the cash spent in relation to capital expenditure in FY20. Capital expenditure of \$417.9m reflects amounts incurred during FY20

⁴ Comprises both physical and elastic cross connections

- › M3 Melbourne site acquired in 2H20 with works relating to design and planning approvals underway

FY21 guidance

Based on current billing, contracted utilisation levels and expected new customer contracts, NEXTDC provides the following guidance for FY21:

- › Data centre services revenue⁵ in the range of \$242 million to \$250 million (FY20: \$200.8 million)
- › Underlying EBITDA⁶ in the range of \$125 million to \$130 million (FY20: \$104.6 million)
- › Capital expenditure in the range of \$380 million to \$400 million (FY20: \$418 million)

Authorised for release by the Board of NEXTDC Limited.

ENDS

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⁵ Excluding interest revenue

⁶ FY21 underlying EBITDA excludes costs related to review works into potential data centre investments in Asia



About NEXTDC

NEXTDC is an ASX 100-listed technology company and Asia's most innovative Data Centre-as-a-Service provider. We are building the infrastructure platform for the digital economy, delivering the critical power, security and connectivity for global cloud computing providers, enterprise and government.

NEXTDC is recognised globally for the design, construction and operation of Australia's only network of Uptime Institute certified Tier IV facilities, and the only data centre operator in the Southern Hemisphere to achieve Tier IV Gold certification for Operational Sustainability. NEXTDC has a strong focus on sustainability and operational excellence through renewable energy sources and delivering world-class operational efficiency. Our data centres have been engineered to deliver exceptional levels of efficiency and the industry's lowest Total Cost of Operation through NABERS 5-star energy efficiency.

NEXTDC's corporate operations have been certified carbon neutral under the Australian Government's Carbon Neutral Initiative, in line with *National Carbon Offset Standard (NCOS) for Organisations*.

Our Cloud Centre partner ecosystem is Australia's most dynamic digital marketplace, comprising more than 600 carriers, cloud providers and IT service providers, enabling local and international customers to source and connect with cloud platforms, service providers and vendors to build complex hybrid cloud networks and scale their critical IT infrastructure services.

NEXTDC is *where the cloud lives*®.

To learn more, visit www.nextdc.com