



ASX Release

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360 Capital Digital Infrastructure Fund (ASX:TDI)

14 December 2020

ETIX Everywhere Closing Investor Presentation

Page 1 of 1

Following the announcement in relation to the successful completion of the acquisition of Etix Everywhere edge data centre assets, enclosed is a closing Investor Presentation.

Authorised for release by Kimberley Child, Company Secretary, 360 Capital FM Limited.

More information on TDI can be found on the ASX's website at www.asx.com.au using the Group's ASX code "TDI", on 360 Capital's website www.360capital.com.au, by calling the 360 Capital investor enquiry line on 1300 082 130 or by emailing investor.relations@360capital.com.au

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About 360 Capital Digital Infrastructure Fund (ASX: TDI)

360 Capital Digital Infrastructure Fund aims to take advantage of the unique once in lifetime investment cycle by investing in technology infrastructure assets projects, targeting an internal rate of return of 10% per annum. TDI is managed by 360 Capital Digital Management Pty Limited which is a joint venture between 360 Capital Group (ASX: TGP) and Mr David Yuile, Managing Director of the Investment Manager.

About 360 Capital Group (ASX: TGP)

360 Capital Group is an ASX-listed, investment and funds management group, focused on strategic and active investment management of alternative assets. Led by a highly experienced team, the Group operates in Australian and global markets investing across real estate, public and private equity and credit strategies. We partner with our stakeholders to identify, invest and realise on opportunities.

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360 Capital Digital Infrastructure Fund (ASX: TDI)

ETIX EVERYWHERE UPDATE

14th December 2020

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TDI continues to successfully execute on its stated strategy to pursue long term value enhancing investments, with a core focus on data centres, through investing and actively operating data centres on the global stage

Further to the announcement on 6 October 2020, TDI is pleased to announce that it has now successfully completed its acquisition of ETIX Everywhere (“EE”) edge data centre assets located in France, Belgium and Colombia¹

TDI Managing Director, David Yuile said he was pleased to take ownership of a business with a great management team led by Louis Blanchot.

“We believe data centres are the factories of the future and this platform will provide us further global growth opportunities especially in Europe and Latin America.”

“The **digital revolution** is creating a **once in lifetime investment cycle** in technology infrastructure assets to support the inexorable growth of cloud, Internet of Things and a hyper connected world.

In this new economy, **data centres are the factories of the future**”

David Yuile
Managing Director
360 Capital Digital Infrastructure



→ ETIX Everywhere

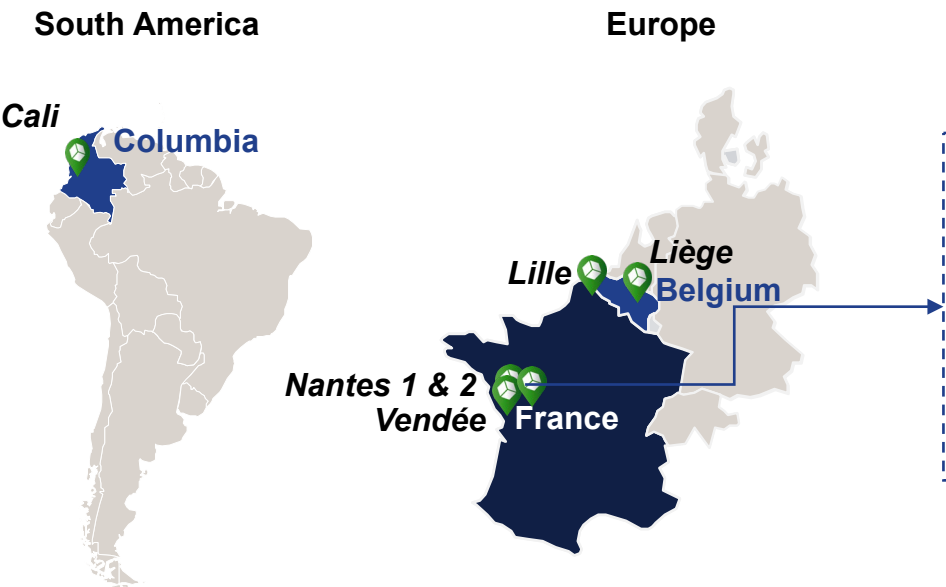
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ETIX Everywhere Highlights

An established and branded data centre operating business in Western Europe with a foothold in LATAM. The final consideration for the acquisition was A\$38.2m

- Portfolio of 6 operating data centres with 2 wholly owned and 4 in 50/50 JVs
- Experienced management of team of 5 led by Louis Blanchot
- 1.65 MW of capacity deployed with expansion potential up to 3.5 MW, ~1,400 rack equivalents
- Current gearing at approximately mid 20% level, with future gearing capacity to support platform growth
- Broad base of 250+ customers with most of the revenue from colocation
- Platform offers a proven and replicable design with 100% uptime track record that can be rolled out across other locations

Data Centre Locations





ETIX EVERYWHERE
Smart Data Centers

ETIX Everywhere Management Team¹



Established and experienced Senior Management team supported by 11 employees with offices across 3 regions covering Europe, Latin American and Asia Pacific





Louis Blanchot
GROUP CEO


- 1st employee of EE
- Launched the first JV project and has managed the business and operation in Europe for over 8 years
- Based in Sydney for the last year to develop the Asian region
- Master's degrees in General Engineering at ESTP Paris






Sébastien Menoreau
MD FRANCE


- Over 20 years telco
- Joined EE in 2018 via NeoCenter Ouest acquisition
- Strong technical and sales expertise of the IT business
- Managed the business in France and Belgium for more than 1 year delivering strong results (+30% revenue growth)






Gonzalo de la Cuadra
CEO LATAM


- Joined EE over 4 years ago serving mainly as CEO of LATAM
- In 2017, secured anchor customers, partner and resources to launch Cali #1.
- Prior to EE, spent more than 10 years in Entrepreneurship and Forbes 500 companies
- MBA from SHU (U.S.A.) with specialization in Negotiations & Business Strategy






Thomas Hombert
MD LATAM

- Over 4 years with EE as business development in France and SVP LATAM
- Based in Cali for the last 2 years for launching the development of EE in LATAM region
- Previously spent more than 5 years as PM in a Top ranked French engineering firm.
- Master's degrees in General Engineering at ESTP Paris





Pierre Patris
CEO ASIA

- Over 4 years with EE serving as Regional Manager then CEO of Asia
- In 2019, signed of a Master Service Agreement with one major CSP for colocation service in Asia
- Over 7 years in European tech startups in business development roles
- MSc Corporate Finance at Business School Paris.

Notes: 1. National flags represent location bases across Australia, France, Colombia and Hong Kong.

Consolidate existing local regions and expand quickly into underdeveloped markets



Optimise existing assets

- Leasing the full fitted out capacity of the existing DCs in Europe
- In line with business growth add new modules at existing sites
- Launch into Columbia with our JV partner by leveraging the opening of our Cali DC

Develop local DC clusters

- Build clusters of interconnected DCs to offer DR solutions
- Invest in dark fiber between facilities to improve our USP and grow communication revenue
- Develop a deep regional services ecosystem

Expand into to new markets

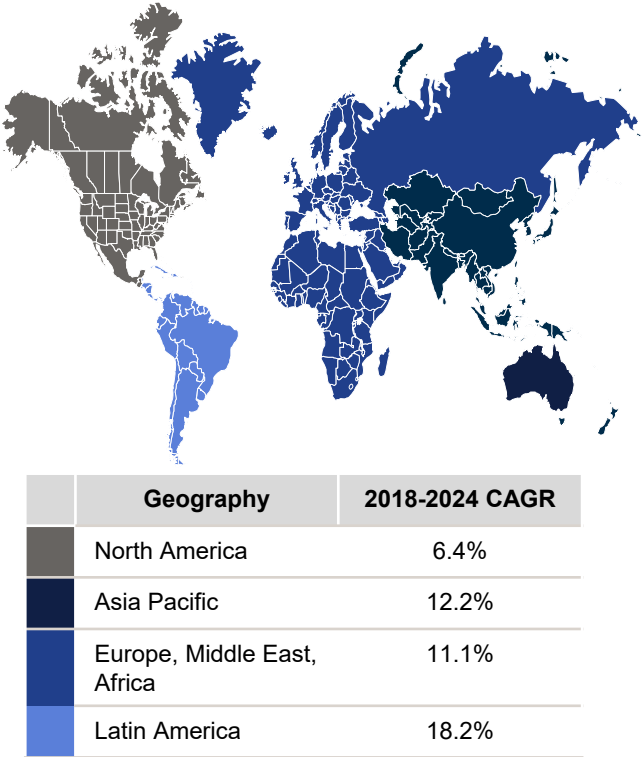
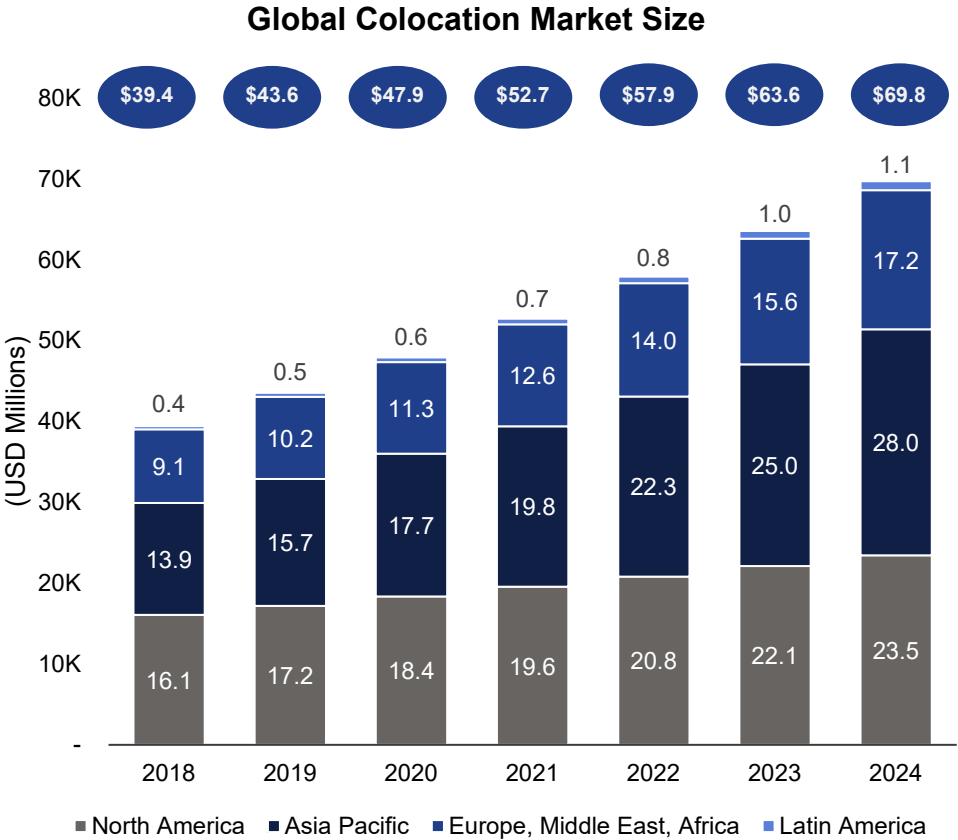
- Europe through M&A driving off a strong base in France and Belgium
- LATAM with our partner through identified greenfield opportunities
- Expansion in APAC with pan Asian partners

Global Colocation Market Trends

ETIX has exposure to markets and segments with a higher forecast growth profile

Key take outs in the global colocation market

- Europe and Asia Pacific have higher forecast growth as they play catch up
- Latin America is starting to follow the pattern albeit from a low base
- Retail market growth is slowing in more mature markets like the US
- Wholesale market growth dominated by Hyperscale scale capacity demand
- Interconnection and carrier neutrality become more critical





→ TDI Portfolio and Summary

TDI's Portfolio of Data Centres



Operating Assets

1 ETIX Everywhere

- Portfolio of **6 operating data centres** with 2 wholly owned and 4 in 50/50 JVs
- **1.65 MW** of capacity already deployed with expansion potential up to 3.5 MW which is about 1400 rack equivalents
- Current gearing at approximately mid 20% level, with future gearing capacity to support platform growth



2 Guam Data Centre

- **Investment in operating company** (Gateway Network Connections) which owns and operates a data centre in Piti, Guam (a US territory)
- Completed mid September 2020
- **Stage 1 will have 107 rack/c.0.8MW** and **Stage 2** will only require fit out to upgrade to racks/1.8MW (an **additional max 140 racks**)
- Stage 1 **leased at about 80%**



Passive Investments

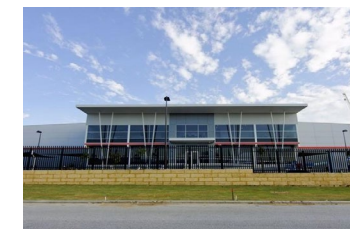
3 Airtrunk Investment

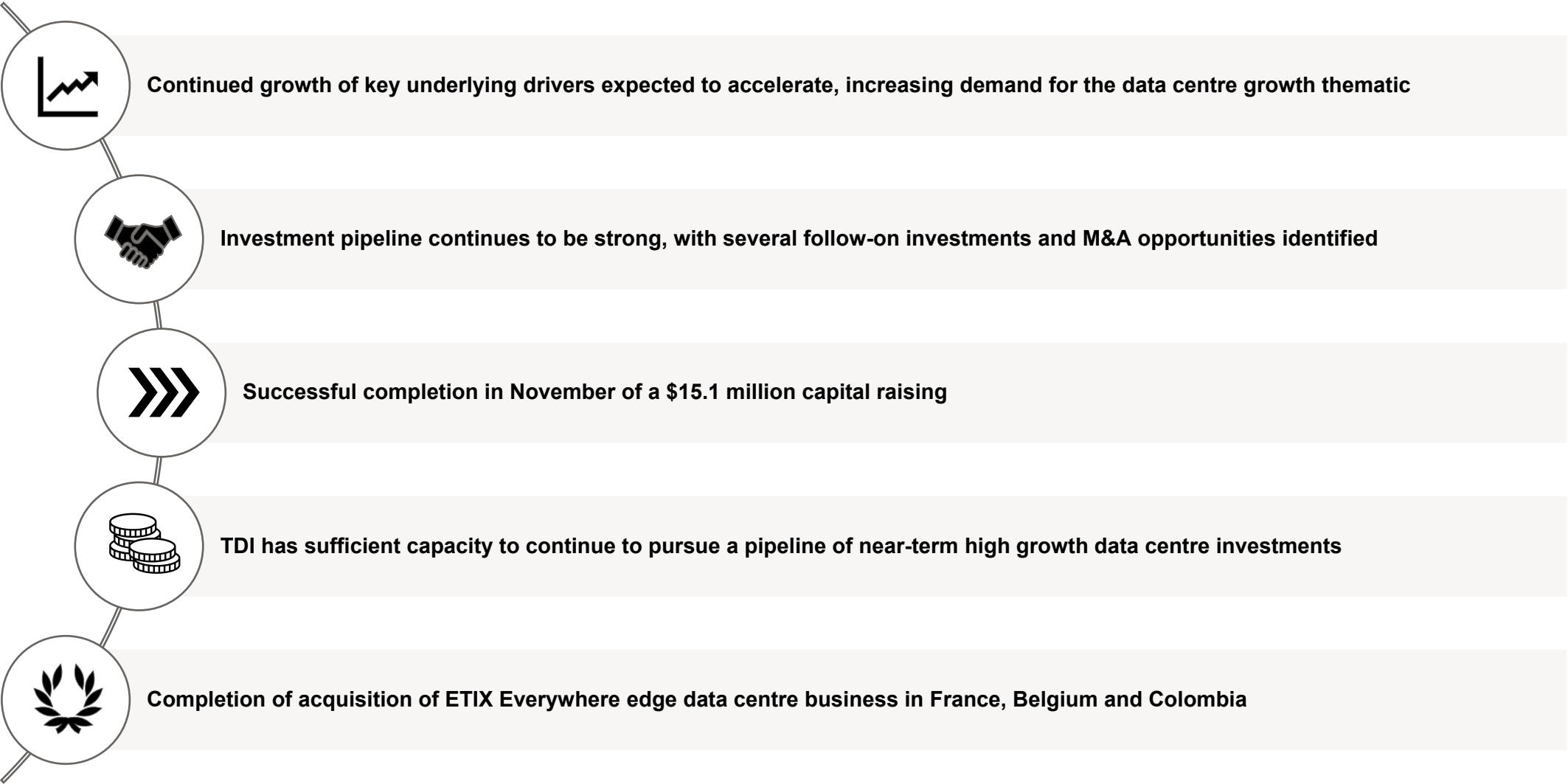
- Initial investment of **~\$25m** in the MIRA led consortium that recently acquired an **88% stake**
- Exposure to a pure hyperscale data centre operator, with substantial operations across Asia Pacific
- The investment in the consortium represents a passive style investment, with the potential for valuation upside



4 Perth Data Centre

- **Tier III certified** data centre located in Perth, Australia
- **100% leased for a term of 15 years** to Fujitsu with approximately 5 years remaining on the lease
- **Site area 9,441m²** with a gross lettable area of 6,561m²
- The property was **purchased for \$37.0m** (plus costs) on an **initial passing yield of 6.5%**
- **\$20m of gearing** drawn on the asset





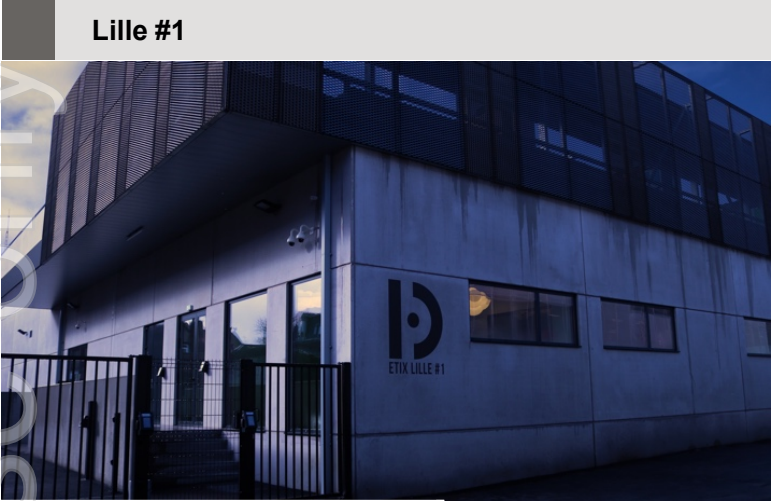


→ Appendices

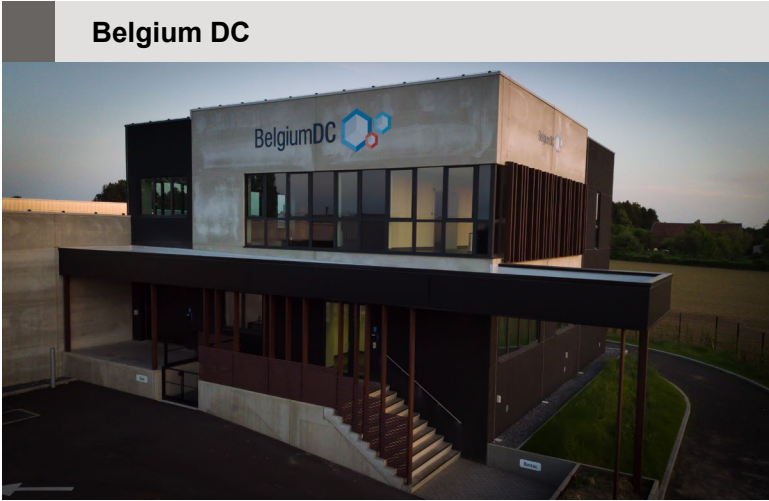
→ Data Centre Portfolio

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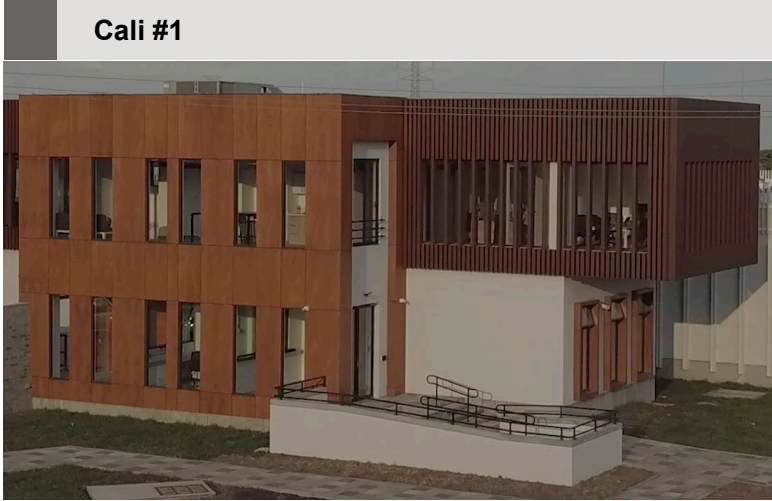
Data Centre Portfolio



Secured Power	2 MVA
IT Room (sqm)	500 sqm
IT Room (kVA)	600 kVA
Uptime Institute Certified	Tier III
Live since	2018
Max Rack Capacity	200 racks
Current Services	Colocation
Ownership	50% through JV
Building and land	50% through JV




2 MVA
750 sqm
900 kVA
Tier III
2017
300 racks
Colocation
50% through JV
50% through JV



1.5 MVA
800 sqm
900 kVA
Tier IV
2020
240 racks
Colocation
50% through JV
50% through JV

Data Centre Portfolio (Continued)

Nantes #1 B	
	
Secured Power	1.5 MVA
IT Room (sqm)	400 sqm
IT Room (kVA)	330 kVA
Uptime Institute Certified	Tier III
Live since	2011
Max Rack Capacity	140
Current Services	Colocation + Connect. Services
Ownership	100%
Building and land	100%

Nantes #2	
	
Secured Power	2 MVA
IT Room (sqm)	750 sqm
IT Room (kVA)	900 kVA
Uptime Institute Certified	Tier III
Live since	2014
Max Rack Capacity	300
Current Services	Colocation + Connectivity Services
Ownership	50% through JV
Building and land	50% through JV

Vendee #1	
	
Secured Power	240 kVA
IT Room (sqm)	240 sqm
IT Room (kVA)	300 kVA
Uptime Institute Certified	Tier III
Live since	2014
Max Rack Capacity	120
Current Services	Colocation + Connectivity Services
Ownership	100%
Building and land	100%

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Further information:

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