

ersonal use only

2024

14th ANNUAL GENERAL MEETING

Friday, November 22, 2024



NEXT DC



BOARD OF DIRECTORS



DOUGLAS FLYNN
NON-EXECUTIVE
CHAIRMAN



STUART DAVIS
NON-EXECUTIVE
DIRECTOR



DR GREGORY CLARK AC
NON-EXECUTIVE
DIRECTOR



JENNIFER LAMBERT
NON-EXECUTIVE
DIRECTOR



DR EILEEN DOYLE
NON-EXECUTIVE
DIRECTOR



STEVE SMITH
NON-EXECUTIVE
DIRECTOR



MARIA LEFTAKIS
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
OFFICER



OSKAR TOMASZEWSKI
CHIEF FINANCIAL
OFFICER



MICHAEL HELMER
COMPANY SECRETARY AND
CHIEF RISK OFFICER



OLIVIA MORIARTY
CHIEF OF STAFF



ELLIE WHITTON
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



2024

14th ANNUAL GENERAL
MEETING



N E X T D C



NEXTDC

2024

14th 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.



FY24 HIGHLIGHTS



NET
REVENUE¹

A\$307.9m

↑ 10%



UNDERLYING
EBITDA²

A\$204.3m

↑ 5%



CONTRACTED
UTILISATION³

172.6MW

↑ 41%



INTERCONNECTION
REVENUE

A\$28.3m

↑ 12%

Note: All percentage increases are expressed relative to FY23 results

1. Comprises total revenue less direct costs

2. Refer page 29 of the NEXTDC FY24 Results Presentation for reconciliation to underlying EBITDA

3. Represents the increase in the pro forma utilisation at 30 June 2024 (as disclosed in NEXTDC's announcement of 6 August 2024)

FY24 HIGHLIGHTS



SOLID REVENUE GROWTH

- Total revenue increased A\$42.0m (12%) to A\$404.3m (FY24 Guidance: A\$400m – A\$415m¹)
- Net revenue² grew A\$28.5m (10%) to A\$307.9m (FY24 Guidance: A\$296m – A\$304m¹)
- Record annual sales of 50.5MW in FY24, with contracted utilisation increasing 41% to 172.6MW³
- Interconnection revenues increased A\$3.0m (12%) to \$28.3m, representing 9.2% of net revenue² (FY23: 9.0%)



RECORD EARNINGS RESULT

- Underlying EBITDA⁴ increased A\$10.6m (5%) to A\$204.3m (FY24 Guidance: A\$190m – A\$200m¹)
- Billing utilisation increased 8.3MW (11%) to 86.0MW
- Record forward order book of 86.6MW⁵ to ramp into billing across FY25 to FY29, underpinning future growth in revenues and earnings



CAPITALISED FOR GROWTH

- Completed an Entitlement Offer of A\$1.3bn to accelerate the development and fit out of NEXTDC's digital infrastructure platform
- Strong liquidity of A\$2.7bn at the end of June 2024, including cash of A\$1.2bn and undrawn debt facilities of A\$1.5bn
- Best-in-class data centres in prime metropolitan locations across major capital cities underpin approximately A\$5.2bn of total assets
 - Includes A\$2.4bn of property (land and buildings)⁶



NETWORK EXPANSION CONTINUES

- Strategic focus on development activity and asset positioning for accelerated growth with ~A\$1.0bn of capex invested in FY24
- 32MW of built capacity added across Australia with an additional 72MW of fit-out in progress globally
- **D1** Darwin & **NE1** Newman facilities operational, **S6** Sydney fit-out on track for 1HFY25 completion, **A1** Adelaide opening on 4 Sept 2024
- International expansion continues with early works commenced for **KL1** Kuala Lumpur and **AK1** Auckland planning works well advanced

Note: All percentage increases are expressed relative to FY23 results

1. NEXTDC FY24 guidance dated 11 April 2024

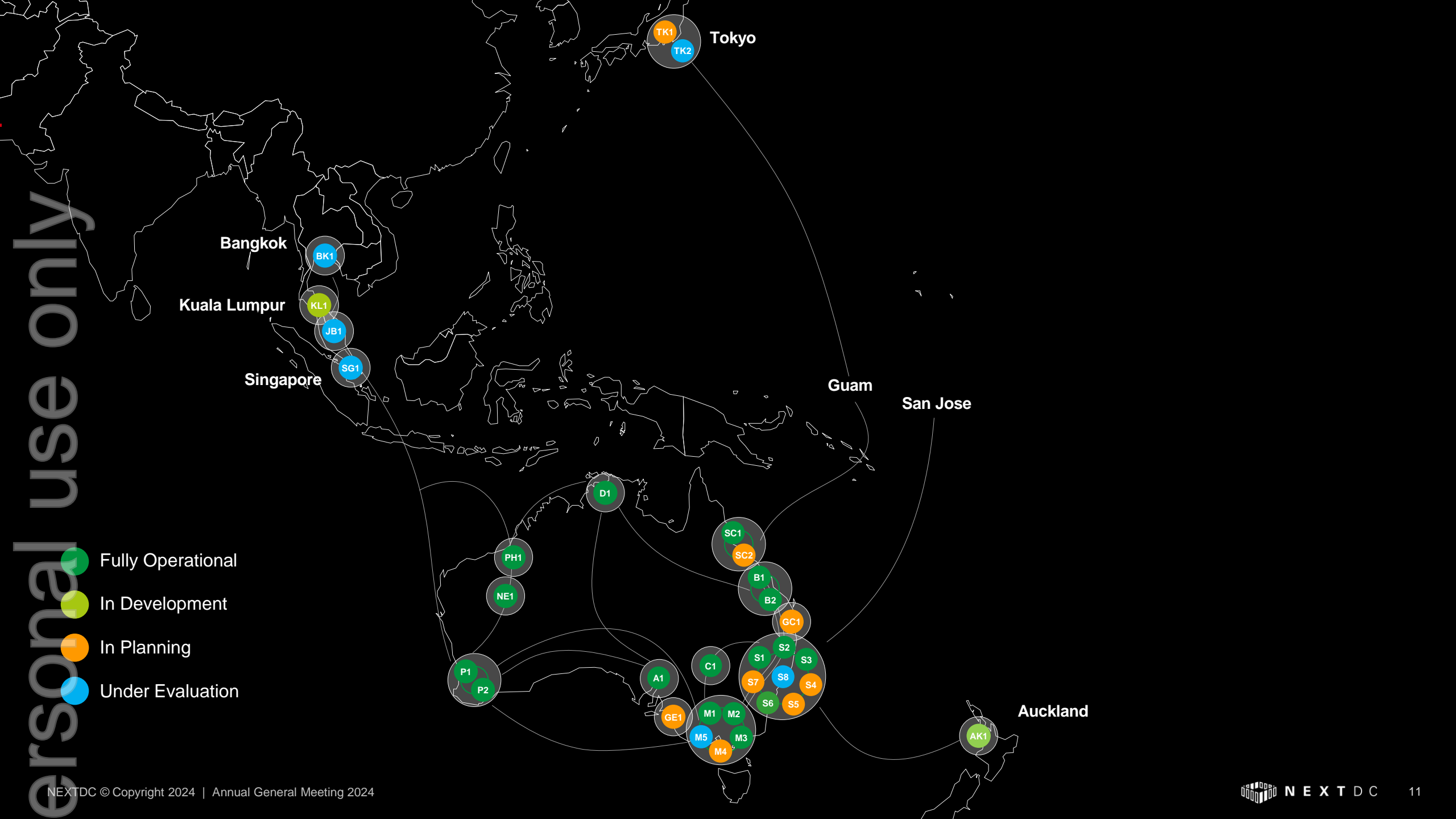
2. Comprises total revenue less direct costs

3. Pro forma increase in utilisation over 12-months to 30 June 2024 disclosed in NEXTDC's ASX announcement of 6 August 2024

4. Refer to page 29 of the NEXTDC FY24 Results Presentation for reconciliation to underlying EBITDA

5. Forward order book represents the difference between pro forma contracted utilisation 172.6MW and billing utilisation 86.0MW at the end of FY24

6. Reflects written down value and excludes right-of-use lease assets not owned by NEXTDC but reported as assets under AASB 16



Enabling the digital economy in critical new markets

A1 ADELAIDE

TECHNICAL SPECIFICATIONS

Technical space	~3,000sqm
Total power planned	~5MW
Location	125 Frome St, Adelaide
Status	Operational
Design and construction standards	UI Tier IV Design UI Tier IV Constructed Facility



D1 DARWIN

TECHNICAL SPECIFICATIONS

Technical space	~3,000sqm
Total power planned	~8MW
Location	8 Ryko Court, Darwin City, NT
Status	Operational
Design and construction standards	UI Tier IV Design UI Tier IV Constructed Facility



S7 SYDNEY EXPANSION

NEXTDC's metropolitan data centres offer superior network connectivity when it comes to bridging the distance and latency between your primary location and DR site, enabling you to failover in as little as a nanosecond.

S1

6-8 Giffnock Avenue
Macquarie Park
NSW 2113

S2

4 Eden Park Drive
Macquarie Park
NSW 2113

S3

2 Broadcast Way
Artarmon
NSW 2064

S6

3 Broadcast Way
Artarmon
NSW 2064

S5

269 Lane Cove Rd
Macquarie Park
NSW 2113

S4

Horsley Park
NSW 2175

S7

Eastern Creek



Western Sydney
Airport



Sydney Airport

KL1 KUALA LUMPUR

TECHNICAL SPECIFICATIONS

Land area	~42,000sqm
Total target IT capacity	~18,250sqm
Total Power Planned	65MW ¹
Target PUE	1.35
Design & construction standard	UI Tier IV Design and Construct UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Initial capital expenditure	~A\$250 million
Practical completion	1H FY26

- KL1 will be 100% owned by NEXTDC
- Located ~10km from Kuala Lumpur CBD
- Access to supporting infrastructure

1. Initial capital expenditure for Phase 1 of KL1 is projected to deliver IT capacity of 7.5MW.



Hyperscale colocation is key to **energy efficiency**

New report busts myths about **data centre energy consumption**



Data centres currently using **~1% of nation's power**

Centralising power usage to colocation data centres results in

2 TWh of electricity saved

Hyperscale data centres up to **27% more efficient** than on-premise infrastructure

A NEW BENCHMARK FOR SUSTAINABILITY

We are dedicated to driving continuous improvements and global leadership in energy efficiency and sustainability.



ESG HIGHLIGHTS

- **Head of Sustainability and Head of Energy** leadership positions recruited to drive sustainability objectives including NEXTDC's Net Zero pathway
- **ESG Council** launched to provide strategic oversight of sustainability initiatives
- **Commitment to Diversity, Equity and Inclusion**, 31% female workforce participation and 38% female at Board level; 40:40 Vision signatory, Work180 endorsement as 2024 Employer of Choice for women, women in leadership programs continue and Reflect Reconciliation Action Plan (RAP) has commenced
- **Carbon Lifecycle Analysis** including whole-of-life embodied carbon assessments for new builds completed, establishing a template for future projects and enabling more effective supplier engagement for Net Zero initiatives
- **Energy Efficiency** improvements through data-driven adjustments to environmental temperature settings without compromising performance or equipment safety
- **Transparent Reporting** inaugural alignment of our sustainability strategy with the UN SDG and TNFD frameworks
- Issued the first independent **Climate and Nature Report** detailing our environmental impact, including dependencies, risks, and how we integrate these considerations into decision-making
- **NEXTneutral** continues to provide a platform for customers to offset their IT-related carbon emissions with the simple click of a button



Sustainability Certifications:

- Corporate operations certified by the Australian Government's Climate Active program as carbon-neutral
- Australia's first colocation data centre to achieve **NABERS** 5* (S1, M1)
- Australia's first **TRUE** (Total Resource Use and Efficiency) Zero Waste Certified Data centre (S1)
- **ISO14001/ ISO45001** certified facilities



Investor Confidence, Good Governance

Completed an **Entitlement Offer of A\$1.3 billion** to support customer growth requirements with accelerated development and expansions



NEXTDC

2024

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CEO'S ADDRESS



MEGA TRENDS

Elastic Networks

Blockchain and Crypto

Sustainability

Remote Operations

Renewable Energy

Digital HQ

Sovereign Secured

Gaming

Internet of Things

Digital Health

Artificial Intelligence

Cloud Computing

Decentralised Finance

Satellite

Edge Computing

Virtual and Augmented
Reality

5G

Automation

3D printing

Geopolitical Security

Cybersecurity

The future will be driven by Artificial Intelligence (AI)?

Generative artificial intelligence

Cognitive Cyber Security

Robotic personal assistants

Autonomous surgical robotics

Nextgen cloud robotics

Thought controlled gaming

Real time universal translation

Natural language processing

Autonomous systems

Machine learning

Deep learning

Neural networks

Pattern recognition

Virtual companions

Real time emotion analytics

Chatbots



THE IMPACT OF **CLOUD AND AI** CANNOT BE OVERSTATED

US\$19 trillion

AI's contribution to global economy by 2030

By **2030** AI will drive 3.5% of global GDP

US\$1 trillion

Spend in next four years on building and upgrading data centres – **Jensen Huang**

DATA CENTRES ARE THE FOUNDATION OF DIGITAL ACCELERATION STRATEGY

How we deliver customer value and support transformation



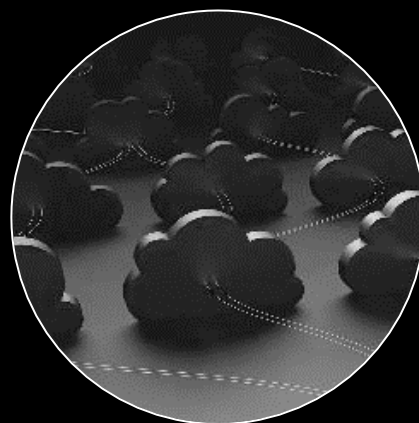
Tier IV, fault tolerant
infrastructure



Gold operational best
practices



Near and native
access to cloud



Geo-diverse cloud
interconnections

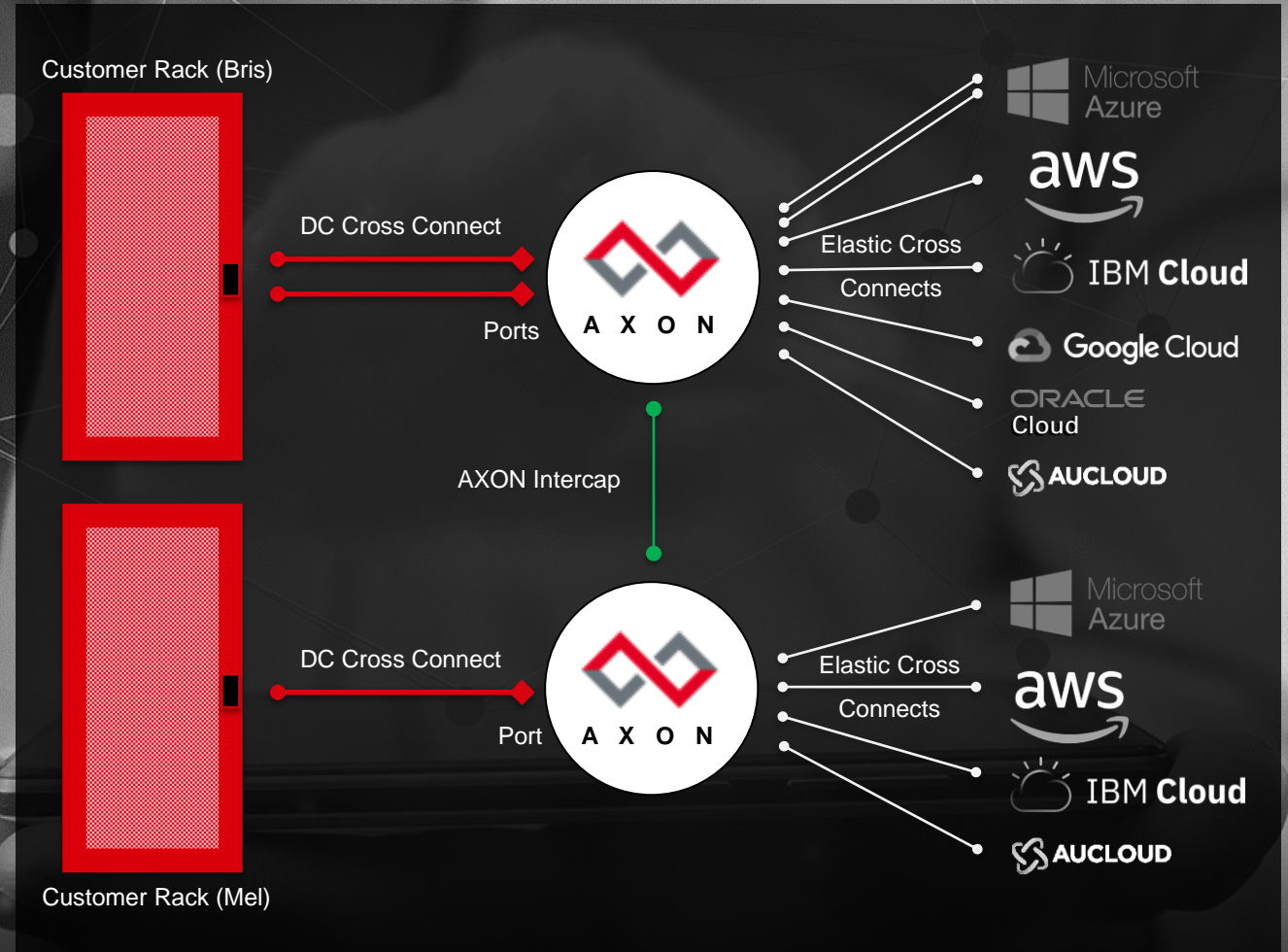


Tailored, flexible,
scalable solutions

AXON FOR CLOUD AND AI CONNECTIVITY

Direct interconnections
for clouds, data, people,
locations and ecosystems with:

- Agile and flexible
- Performance and security



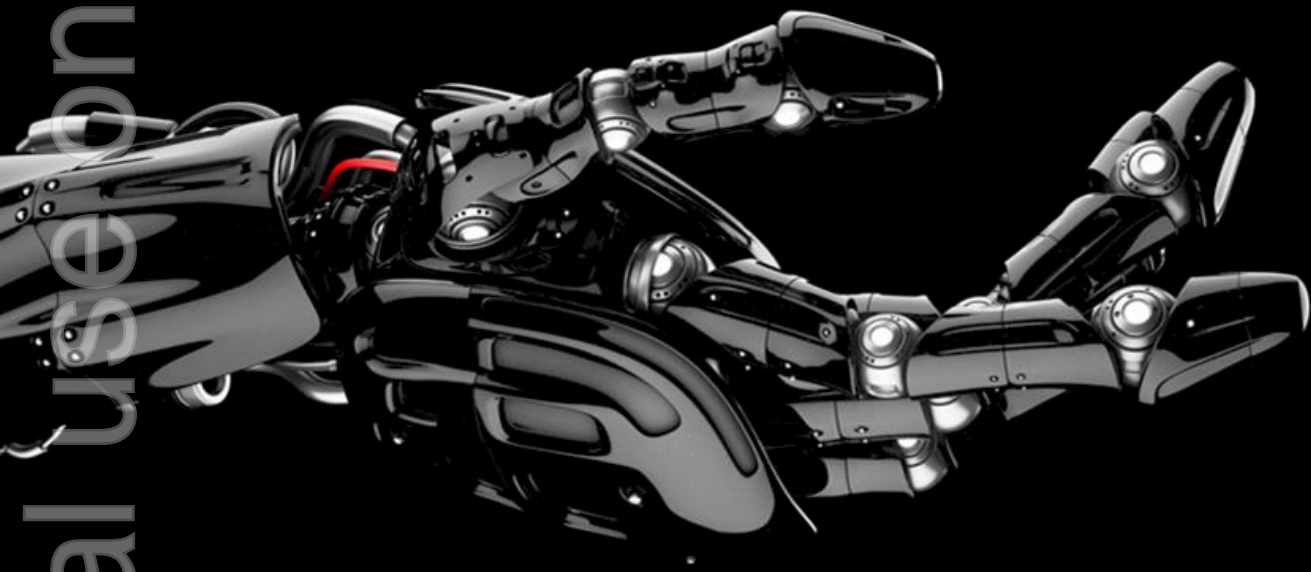
AI set to boom in Australia

AI market in Australia

projected to hit **AU\$4.8 billion** in 2024 – **Statista**

29% CAGR through to **2030**

In **2027** Australian IaaS market is predicted to reach
\$8 billion – **Telsyte**



NEXTDC

Where AI Thrives

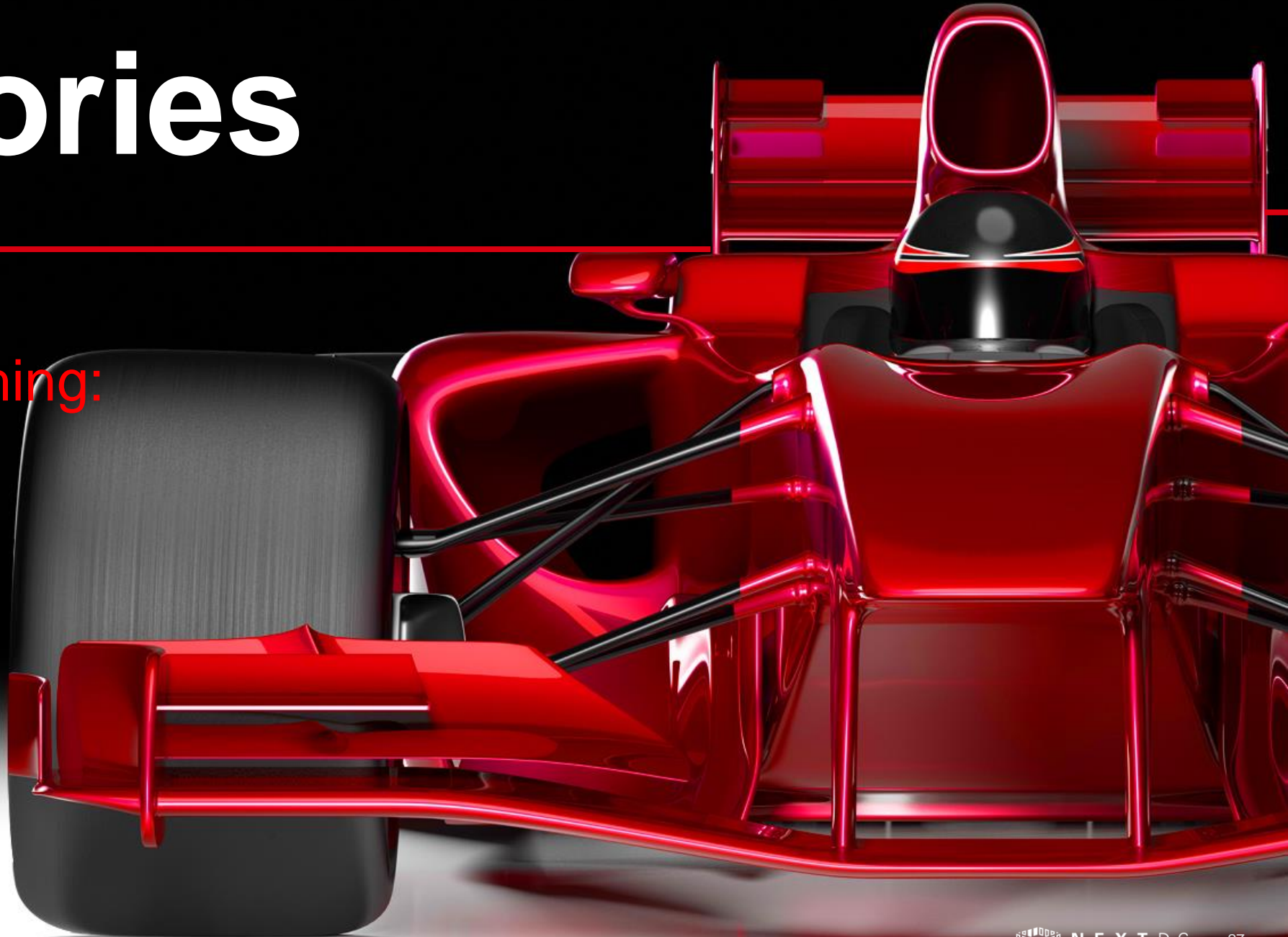


PREFERRED
PARTNER

AI Factories

AI changes everything:

- More power
- More cooling
- More security
- More ecosystem interconnection

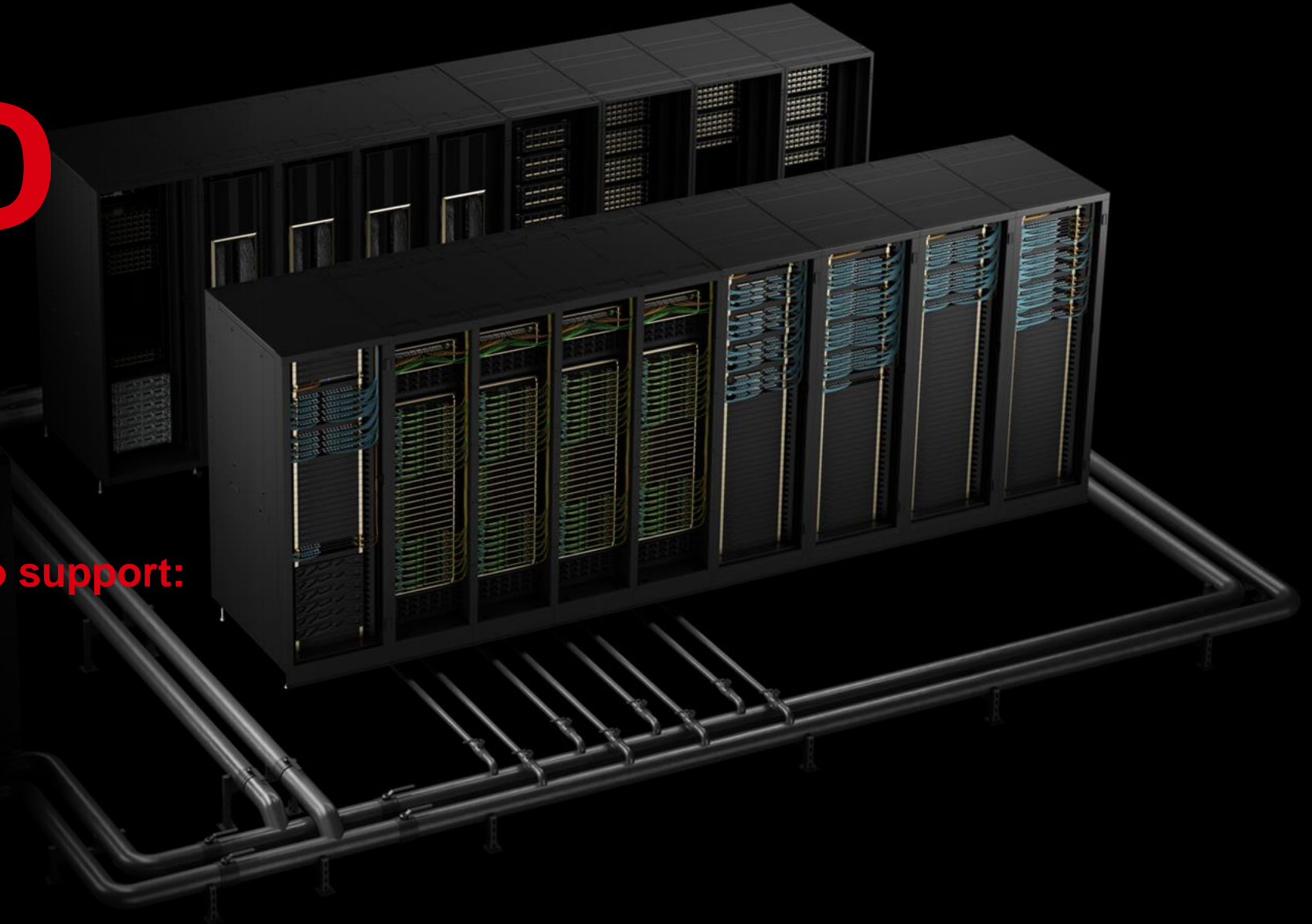


LIQUID

COOLING

Customised by NEXTDC to support:

- Direct-to-Chip
- Immersion and
- Rear-Door Heat Exchanger

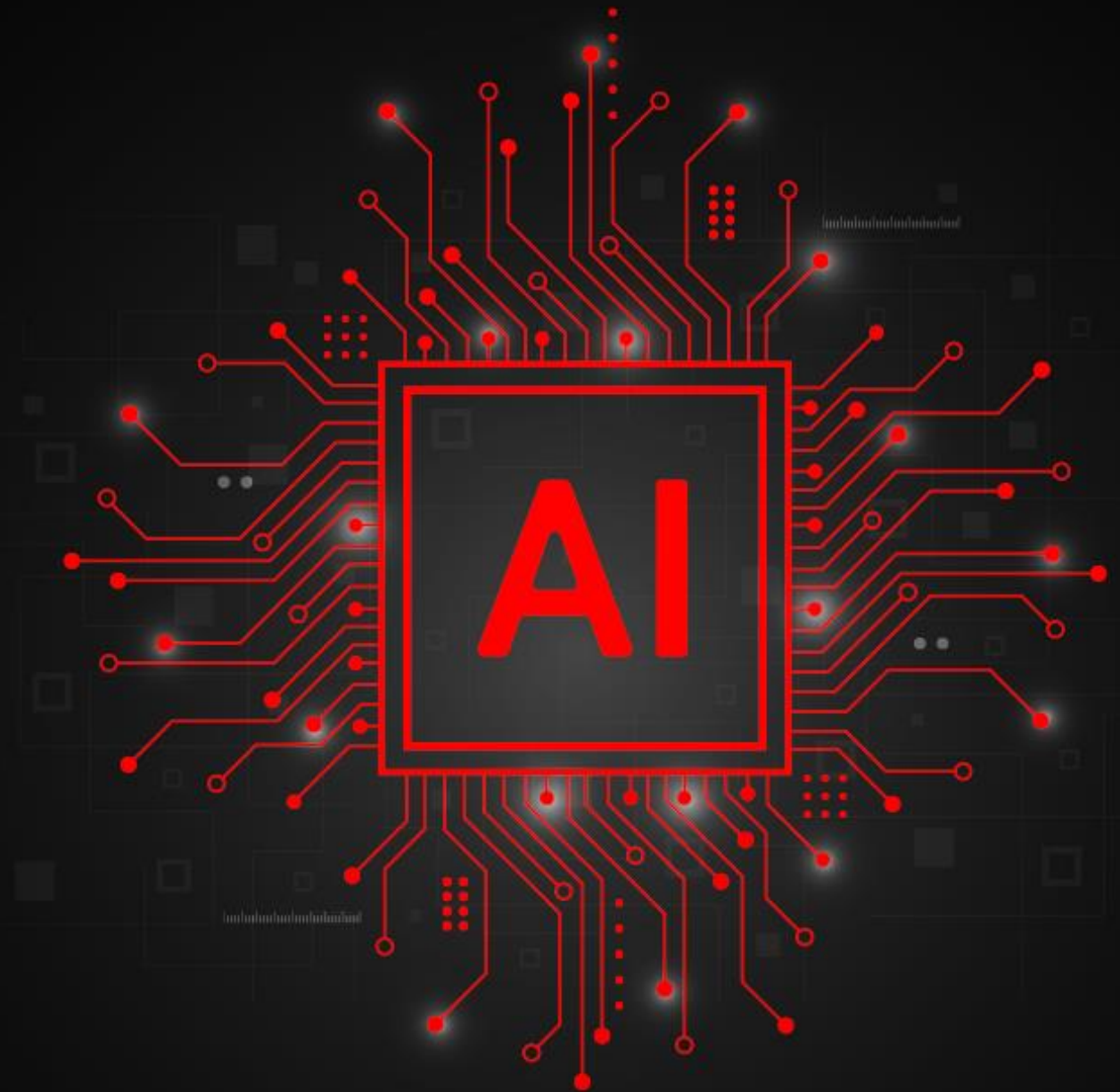


The AI opportunity

Where **NEXTDC's** resilience and sustainability **innovations matter**



N E X T D C





NEXTDC

FUELLING THE DIGITAL ECONOMY

Australia's leading digital
infrastructure platform



NEXTDC

THE NEXT 10

Gates' Law: How Progress Compounds and Why It Matters



Most people overestimate what they can achieve in a year
and underestimate what they can achieve in ten years.





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2024

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General Business of the Meeting



NEXTDC

2024

First Item of Business

Financial Statements & Reports



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 2024”

FOR

423,660,131

AGAINST

24,101,255

OPEN

2,667,302

RESOLUTION 2

Re-election of Mr Douglas Flynn, as a Director

“That Mr Douglas Flynn, who retires in accordance with the ASX Listing Rules and Article 58 of the Company’s Constitution and, being eligible, offers himself for re-election, and is re-elected as a Director of the Company.”

FOR	AGAINST	OPEN
434,204,928	13,455,296	2,670,950

RESOLUTION 3

Increase in the maximum aggregate annual Remuneration of Non-Executive Directors

"That, for the purposes of ASX Listing Rule 10.17, Article 61 of the Company's Constitution and for all other purposes, the maximum aggregate annual remuneration that may be paid by the Company as remuneration for the services of Non-Executive Directors be increased by AUD\$200,000 from AUD\$2,000,000 to AUD\$2,200,000 with effect from 1 July 2024."

FOR

446,087,936

AGAINST

1,277,921

OPEN

2,666,362

RESOLUTION 4

Ratification of issue of shares under institutional placement

“That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, the issue of 32,069,971 ordinary shares at \$17.15 per share, under an institutional placement on 16 September 2024, is approved.”

FOR

348,819,117

AGAINST

8,393,582

OPEN

1,537,953

RESOLUTION 5

Approval of grant of Rights to Mr Craig Scroggie under the FY25 Long Term Incentive Plan.

“That, for the purposes of ASX Listing Rule 10.14 and for all other purposes, approval is given for the grant of 97,206 Performance Rights and 97,206 Restricted Rights to the Managing Director and Chief Executive Officer, Mr Craig Scroggie, for FY25 pursuant to the Company’s long term incentive plan under the NEXTDC Limited Equity Incentive Plan on the terms set out in the Explanatory Memorandum accompanying the Notice of Meeting.”

FOR

359,189,804

AGAINST

88,755,174

OPEN

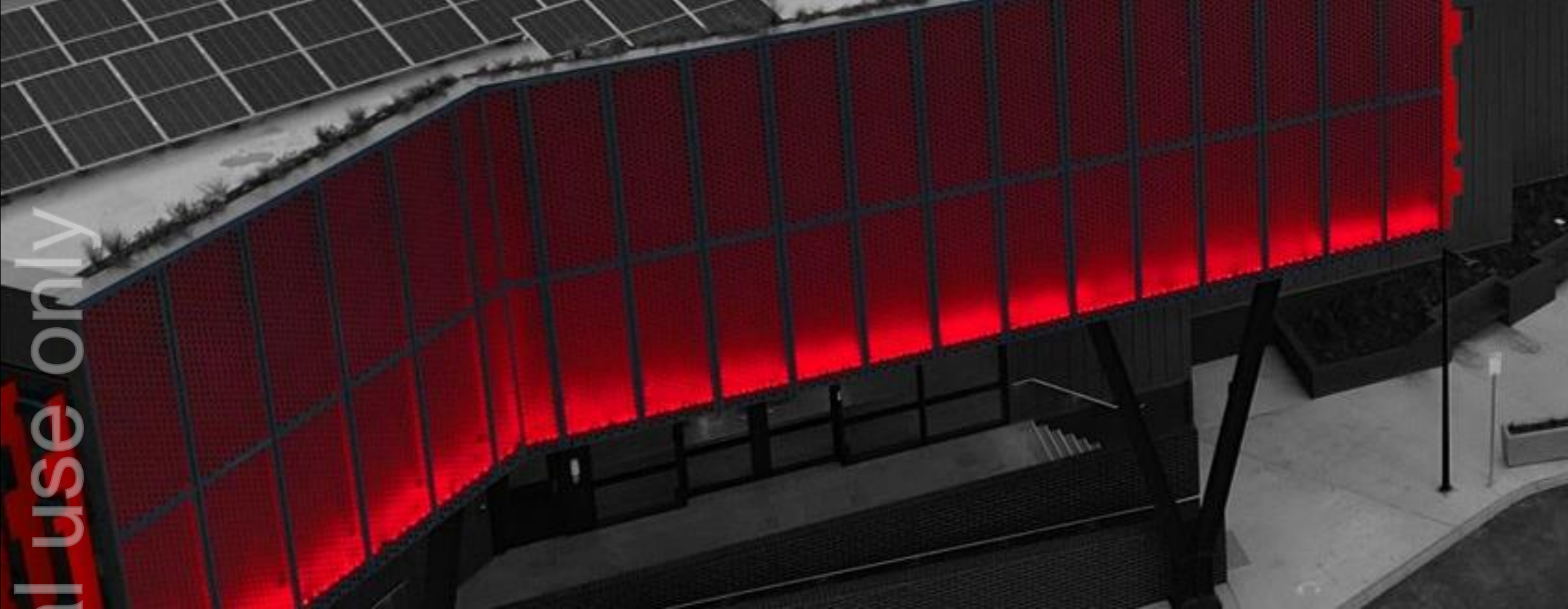
2,699,508



NEXTDC

Q&A

14th ANNUAL GENERAL
MEETING



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This presentation incorporates results on a statutory as well and non-statutory basis with financial results presented in AUD unless otherwise stated. Data used for calculating percentage movements have been based on whole actual numbers and estimates where appropriate. Please also see supplementary notes, footnotes, links and additional terms throughout the presentation.

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