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# Agenda

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# CDC Overview



# Overview

Established in 2007, CDC has grown to become a leading owner, developer and operator of large-scale, secure and sovereign data centres in Australia and New Zealand



**Availability** – 100% uptime guaranteed, resilient and modern facilities



**Interconnection** – powerful ecosystem, direct customer and cloud provider connectivity within and across CDC's campuses



**Sovereignty & Security** – Certified Strategic Provider under Hosting Certification Framework, Government security accreditation, 24x7x365 on-site guards, security cleared personnel



**Optionality** – service flexibility; modular, efficient and future-proof infrastructure



**Sustainability** – leading water and electricity sustainability practices, strong environmental, sustainability and governance credentials

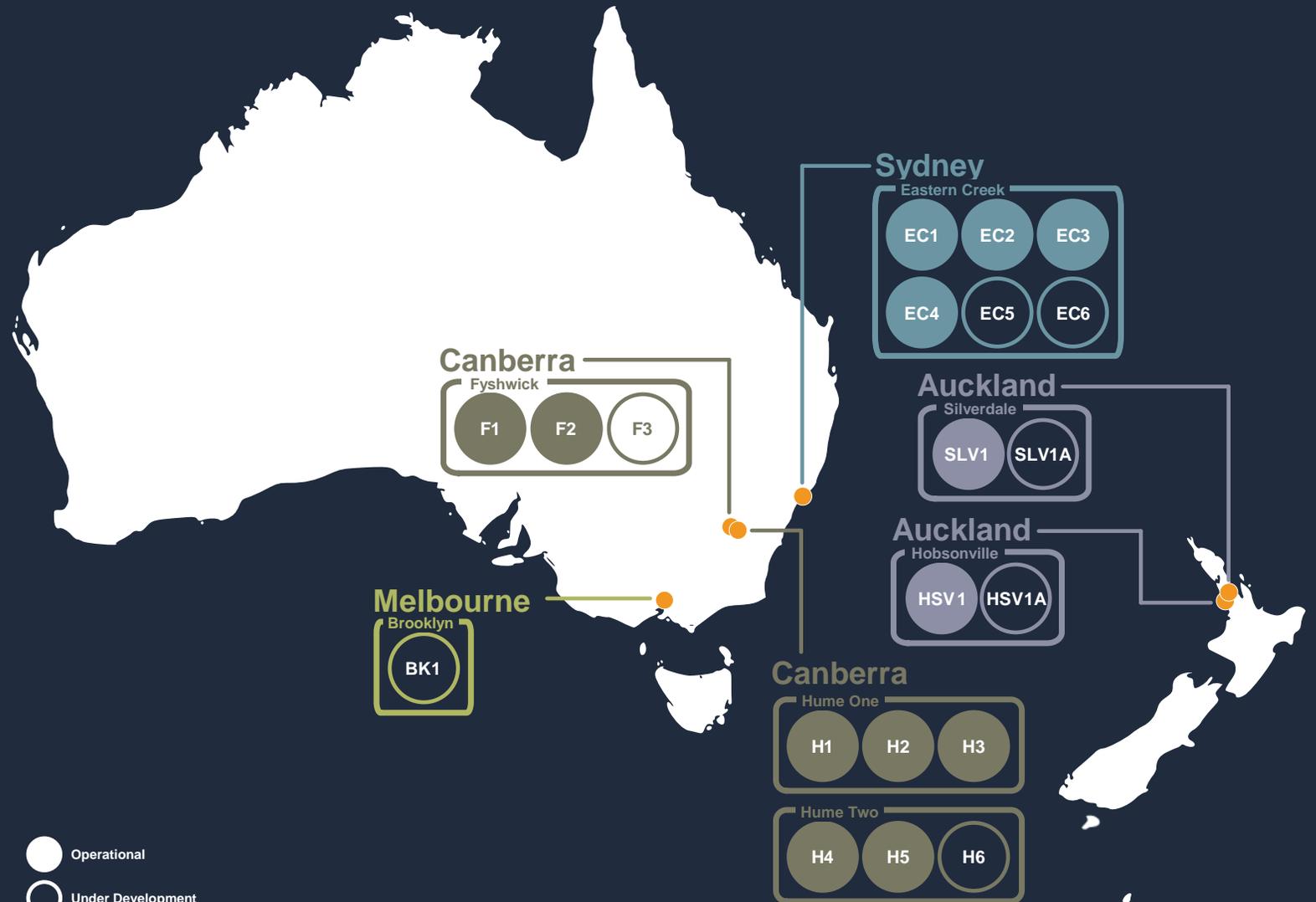


*Pictured:* CDC Silverdale (Auckland) – completed in August 2022

# Operating Footprint

CDC boasts a broad footprint of data centres in Australia and New Zealand servicing a wide range of Government, Hyperscale and Commercial clients

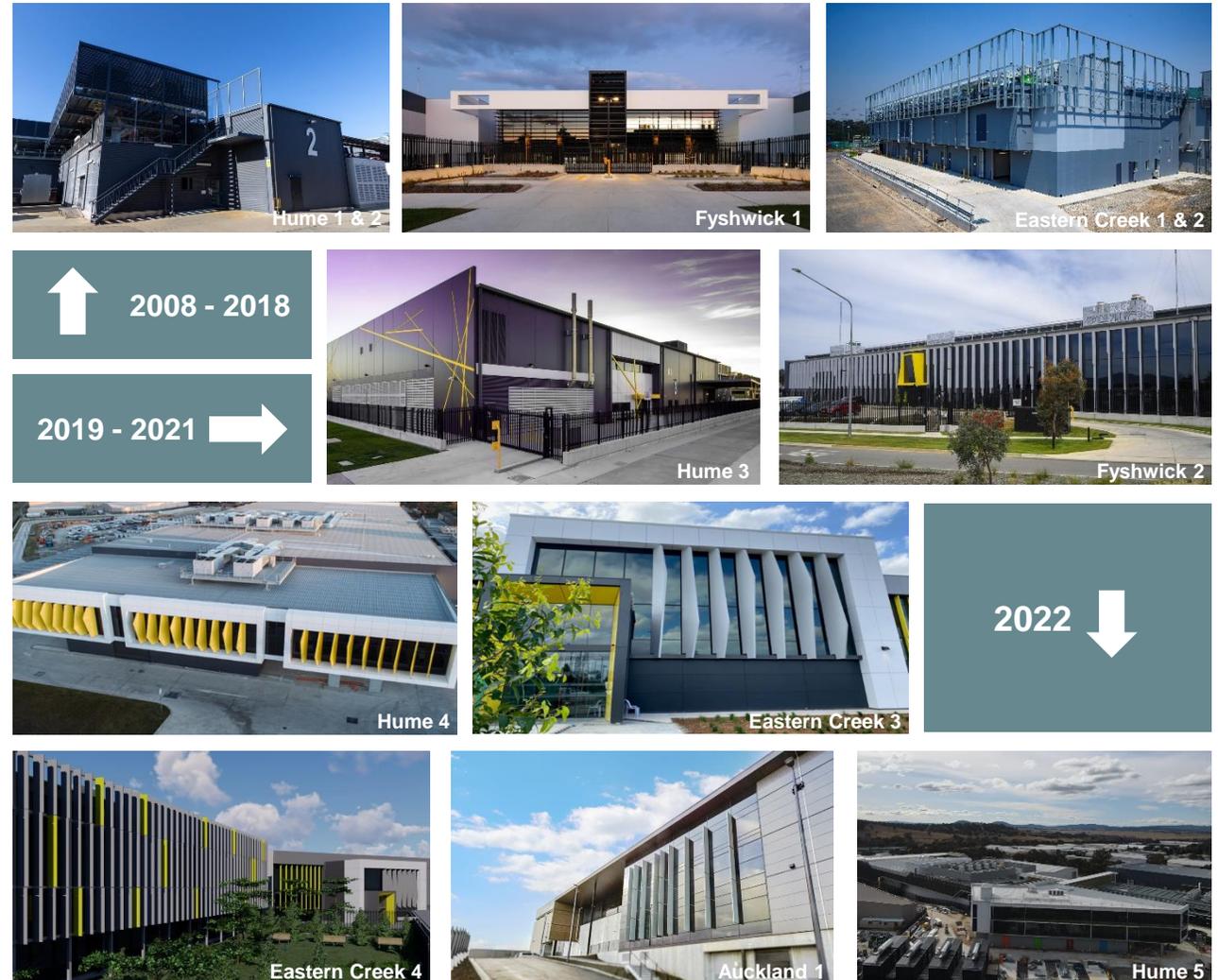
The combination of high credit quality clients and large contracts with long Weighted Average Lease Expiries is unique globally in the data centre industry



# World Class Data Centre Portfolio

CDC data centres are renowned for their extremely high performance, technical and security standards at all locations

Facility	Status	Build Capacity (MW)	Commission Date
Hume 1 & 2	Operating	12	2008 & 2011
Fyshwick 1	Operating	19	2015
Hume 3	Operating	9	2016
Eastern Creek 1	Operating	7	2018
Fyshwick 2	Operating	26	2018
Hume 4	Operating	29	2019
Eastern Creek 2	Operating	20	2019
Eastern Creek 3	Operating	42	2020
Eastern Creek 4	Operating	54	2022
Hume 5	Operating	22	2022
Silverdale 1	Operating	14	2022
Hobsonville 1	Operating	14	2022
<b>Total Operating Capacity</b>		<b>268</b>	
Brooklyn 1	Under Construction	30	2023
Auckland	Under Construction	12	2024
<b>Total Construction Capacity</b>		<b>42</b>	
Sydney	Future Build	108	
Canberra	Future Build	178	
Melbourne	Future Build	120	
Auckland	Future Build	70	
<b>Total Future Capacity</b>		<b>476</b>	
<b>Total Capacity</b>		<b>786</b>	

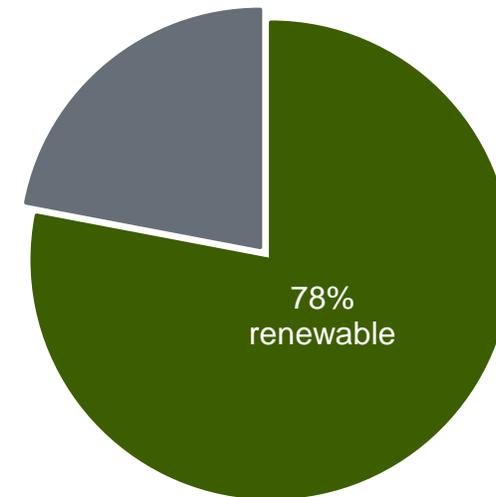


# ESG Leadership – Energy

CDC sources renewable energy for 78% of its data centres and is working to have 100% renewable energy

- More than 70% of the National Electricity Market in Australia is powered by fossil fuels (coal and gas). In New Zealand this is less than 20% due to its vast hydroelectric generation infrastructure
- In stark contrast, 78% of CDC's data centre electricity is from renewable energy sources – hydro, solar and wind
- CDC's aspiration is to achieve net zero emissions by 2030 and is well advanced with its current operating and procurement practices

CDC total electricity mix



■ Renewable Canberra / Sydney / Auckland ■ Non-renewable Sydney

- 100% renewable and “carboNZero certified” electricity in Auckland, New Zealand
- 100% renewable electricity in all ACT sites
- The ambition is for 100% of NSW and VIC electricity to be sourced from renewable sources going forward

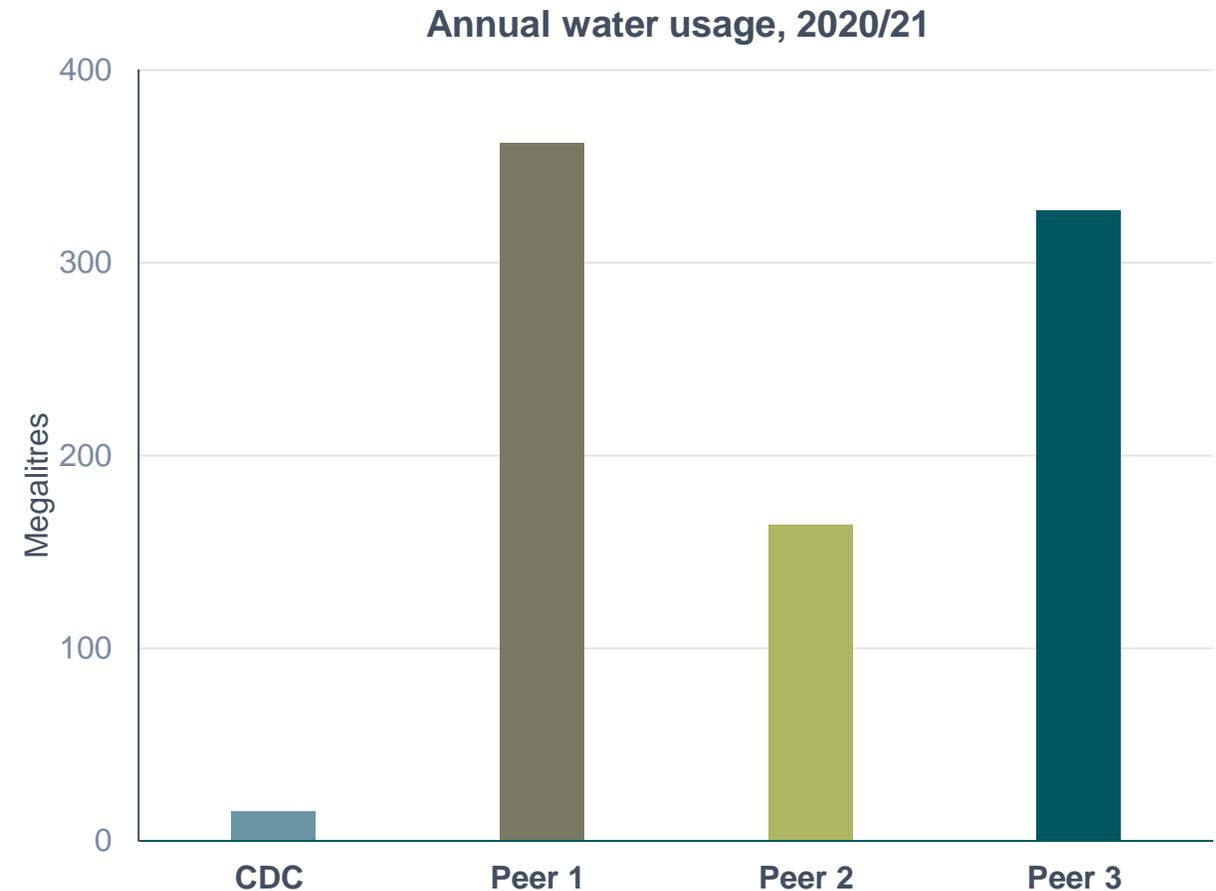


**Pictured:** Electric vehicle charging stations at Eastern Creek

# ESG Leadership – Water

CDC is a leader in the responsible use of water for managing and cooling its data centres

- Compared to CDC, other Australian data centre providers consume ~300 megalitres per annum more water to operate their facilities – equivalent to 120 Olympic-sized swimming pools every year
- CDC-built data centres have an innovative closed-loop cooling system that eliminates water wastage – consuming near zero water
- The closed loop also removes a major potential point of failure in operation as well as being more sustainable and resilient



Source: Company websites, scaled based on published WUE data

# ESG Leadership – Social and Governance

CDC is committed to leading governance practices and being a positive contributor in the communities where we operate, supporting 17 community and sporting clubs



ISO 9001: 2015 Quality Management System  
 ISO 14001: 2015 Environmental Management System  
 ISO 27001: 2013 Information Security Management System  
 ISO 45001: 2018 Work Health and Safety Management System



PCI DSS

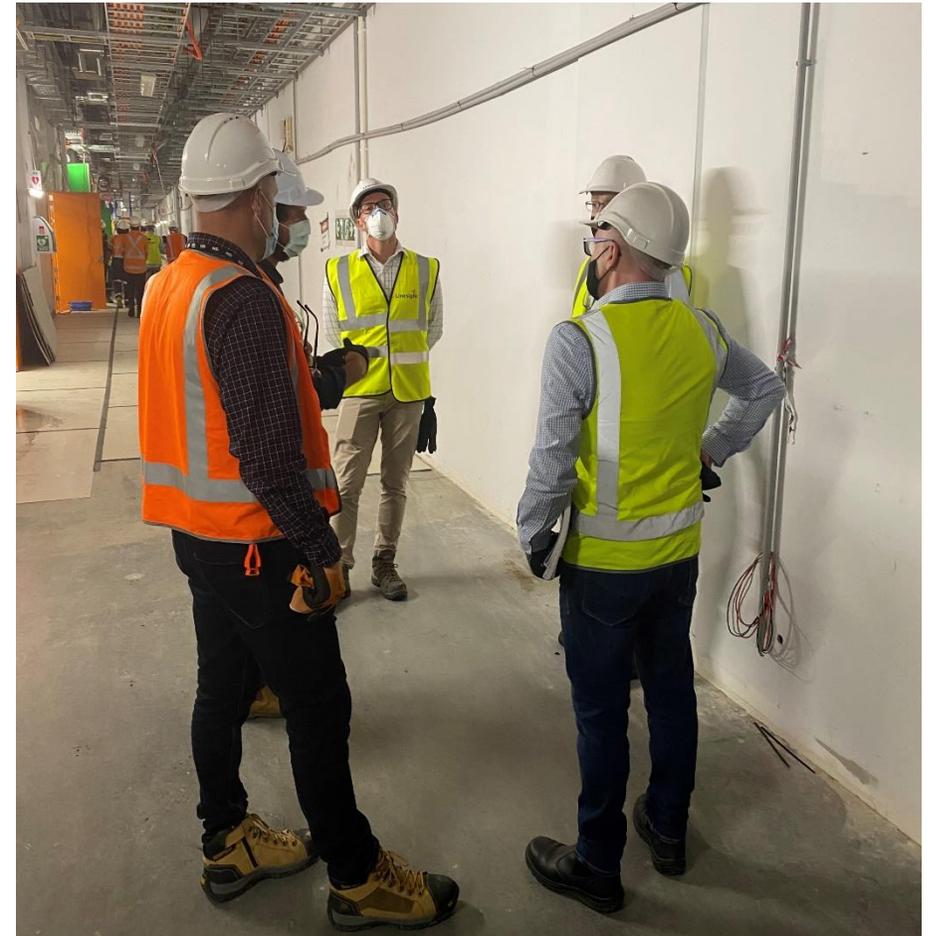


SOC 2 Type II



G R E S B

Global Real Estate Sustainability Benchmark



# CDC Performance



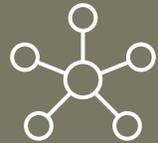
# FY23 Achievements to Date

CDC has delivered on all its promises from February 2022



## Customers

- Continuing to grow and diversify National Critical Infrastructure and Commercial client base



## Development

- Commissioning four new data centres in Auckland, Canberra and Sydney



- Have commenced development in Melbourne
- Exploring additional strategic growth opportunities



## People

- Building the team further to meet organisational goals, broaden capability and exceed client expectations



## Financial

- On track to deliver 30%+ YoY revenue and earnings growth



# 104 MW of New Capacity Delivered in FY23

CDC has commissioned four new data centres in FY23. These sites meet and improve upon the extremely high standards for which CDC is renowned, attracting strong Day 1 commitments from our customers

**01 Silverdale (Auckland)**  
14MW DC in northern Auckland



Silverdale frontage

**02 Hobsonville (Auckland)**  
14MW DC in western Auckland



Hobsonville street-view

**03 Hume 5 (ACT)**  
22MW DC in Hume Campus 2



H5 Admin Building (front) and H5 (rear-left)

**04 Eastern Creek 4 (NSW)**  
54MW DC, CDC's largest to date



EC4 façade during construction



Silverdale electrical switch room



Hobsonville frontage



H5 Admin Building from H5



EC4 chiller deck

# Financial Performance

**CDC's business model has very solid foundations, with six key strengths underpinning strong financial performance**

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1 CDC has built a loyal customer base comprising Government, Hyperscale and National Critical Infrastructure / Commercial clients
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2 New customers added to the CDC ecosystem
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3 High quality underlying client base
- 

4 Long-term contracts
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5 Strong track record of renewals and extensions
- 

6 Superior Weighted Average Lease Expiry (WALE) of 21+ years including options

	6 months to 30 Sep 22	6 months to 31 Mar 22	6 months to 30 Sep 21
Data Centre capacity (built)	268 MW	164 MW	164 MW
Capacity under construction	42 MW	104 MW	104 MW
Development pipeline	476 MW	436 MW	286 MW
Weighted Average Lease Expiry (including options)	21.1	21.6	22.5
Rack utilisation	65.9%	75.3%	74.0%
Capital expenditure	A\$444m	A\$308m	A\$195m

- CDC has continued to invest in new data centre capacity in 1H of FY23
- New customer contracts signed are in line with forecast, however pandemic impacts and supply chain delays have slowed customers' commencement of operations in some instances
- Inflation impacts on capex are being offset by innovation in construction methods, better procurement practices, and improved site productivity

# CDC Outlook



# Strategic Customer Trends Continue to Underpin Growth Plans

CDC's track record of project delivery puts it in the right place at the right time to satisfy accelerating market demand



# Looking Ahead

The focus for the rest of FY23 is across the 4 key dimensions of Customers, Development, People and Financial



## Customers

- Onboard new contracted customers in Auckland, Canberra and Sydney
- Continue to grow and diversify National Critical Infrastructure and Commercial client base
- Exceed client expectations



## People

- Foster high performance culture
- Build the team to meet corporate goals and planned growth
- Enhance organisational skill base through CDC Academy



## Development

- Accelerate construction in Melbourne and Auckland
- Plan for more new data centre developments in Auckland, Canberra and Sydney
- Explore additional strategic growth opportunities in Australia and New Zealand



## Financial

- Deliver 30%+ YoY revenue and earnings growth
- Maintain prudent cost controls in inflationary environment
- Expand capital structure to fund investment plans

# Development Pipeline – Melbourne

Construction has commenced at CDC's first Melbourne facility, with works progressing at pace. We expect to welcome our first customers in mid-2023



# Financial Outlook

Profitable growth to continue as customers are onboarded into our newly commissioned facilities in New Zealand and Australia, and our customer-driven development pipeline is realised

- CDC generated A\$161.2m of EBITDAF earnings in FY22
- CDC is forecast to deliver FY23 earnings in the A\$210-220m range (ie. +30-37% YoY), slightly below the May 22 guidance of A\$220-230m (+40% at the mid-point)
- The change is mainly due to two factors:
  1. Labour and supply chain challenges in Auckland delaying the completion of the 2 new data centres
  2. Pandemic impacts and supply chain delays slowing customers' commencement of operations in some instances

Both factors pertain to time of onboarding and revenue commencement, and not to opex costs which are tightly controlled
- The new business pipeline is strong and conversions have been very high across all customer categories



# Questions

