



# Infratil Investor Day Presentation

FEBRUARY 2022

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# Agenda

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# CDC Overview & Performance



## CDC Data Centres overview

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

CDC builds, owns and operates data centres across a growing footprint of campuses in Australia and New Zealand, offering our customers:



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



**Interconnection** – powerful ecosystem, direct customer and cloud provider connectivity



**Sovereignty & Security** – HCF Certified Strategic Provider, Government security accreditation, 24x7x365 on site guards, security cleared personnel



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



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





### New Hume Campus

Hume 4 construction begins, 66% committed capacity prior to construction start

### Acquisition

Infratil acquires a stake in CDC; construction of Hume 3 completed

### Site expansion

Hume 3 (9MW) construction commences with full committed capacity within 12 months

### Fyshwick campus

Construction of Fyshwick 2 commences

### Fyshwick Campus capacity expansion

Fyshwick 2 data centre goes live



### Campus Growth

EC4 and Hume 5 in construction phase; expansion into Melbourne market

### NZ Expansion

Construction commenced on Campus 1 and 2 in Auckland



### Private equity

Investment by Quadrant



### Fyshwick campus

Construction of Fyshwick 1 commences

### A new campus

Fyshwick Site acquired with plans for 39MW capacity

### The beginning

CDC commences construction of its first DC at the Hume Campus (ACT)



### Geo-diversity

Expansion into Sydney with Eastern Creek site acquisition; EC1 upgrade and EC2 fit out commenced.

### EC Capacity Expansion

EC2 construction complete, EC3 construction commences

### The next wave

EC3 completed with 20% Occupancy committed and 30% FRoR

### Hume capacity expansion

Hume 2 data centre goes live

### Capacity reached

Hume 1 reaches capacity



# Our FY2022 Achievements

We have delivered on all our FY2022 commitments and have laid the foundation for future growth:

## Customers



Grow National Critical Infrastructure and Commercial client base

Expanded National Critical Infrastructure and Commercial client base, including new customer types

Secure new clients and workloads across the CDC portfolio

Increased the number of customers and expanded the footprint of existing customers in our facilities

## Development



Commission both of CDC's New Zealand data centres in early CY 2022

On track to go live in 1H CY 2022, despite COVID constraints in New Zealand

Progress the development of the Eastern Creek and Canberra campuses

Hume 5 & Eastern Creek 4 under construction, with completion expected in CY 2022

Identify & pursue additional strategic opportunities, including in new geographies

Secured land and underway with expansion into Melbourne market

## Our FY2022 Achievements (cont'd)

We have delivered on all our FY 2022 commitments and have laid the foundation for future growth:

### Financial



FY22 will be one of investment and delivery in preparation for the next stage of revenue growth

Development in four geographies during FY 2022 with further expansions planned

Access additional debt via expansion options within existing facilities to support additional growth

Secured additional funding to support growth across multiple geographies

Continue to grow EBITDA year on year with contracted revenue locked in for future years

On track for FY 2022 guidance (\$160m - 170m); revenue generating workloads secured for FY 2023

### People



Recruit and build further depth and breadth in Team CDC to meet these goals and exceed client expectations

Increased headcount in the past 12 months, adding expertise and bandwidth to drive growth and provide industry-leading solutions to our customers

# Development Performance

CDC's data centre developments across four geographies are all progressing well, on-track and within budget:

01

## Auckland New Zealand

- CDC's two 14 MW data centres in New Zealand are nearing completion
- On track to generate revenue in CY 2022

02

## Sydney Australia

- Eastern Creek 4 is on-track to be operational mid CY 2022
- Project was ahead of schedule prior to the COVID lockdowns and construction pause



Auckland 1 – Chiller deck installation



Auckland 2



Eastern Creek 4 – Chiller deck installation

03

## Canberra Australia

- Development of the Hume 5 DC has begun with pre-let contracted capacity upon completion

04

## Melbourne Australia

- Designs completed for CDC's Melbourne expansion with construction to commence in CY 2022
- Highly attractive offering to CDC's clients

# Financial Performance

Profitable growth to continue as new investments in NZ and AU are commissioned and customers onboarded

**CDC has built a loyal customer base comprising Government, Hyperscale and National Critical Infrastructure / Commercial clients**

 New customers added to the CDC ecosystem

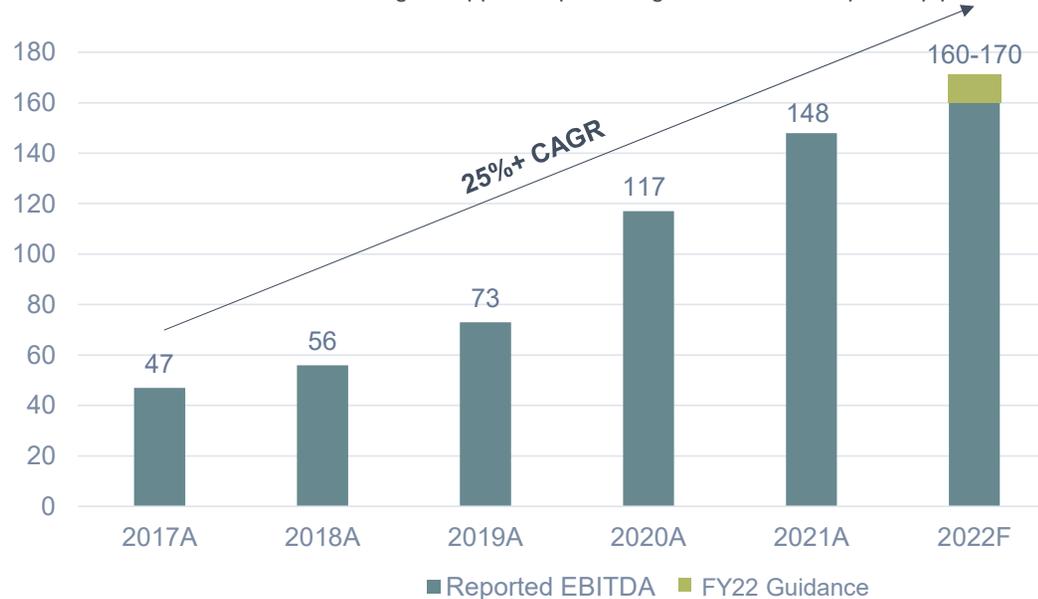
 High quality underlying client base

 Long-term contracts

 Strong track record of renewals and extensions

 Increased Weighted Average Lease Expiry (WALE) of 20+ years with options

- CDC delivered on FY2021 earnings expectations and is on track to achieve FY2022 EBITDA guidance, despite COVID related disruptions
- FY2022 has been a year of investment, with CDC developing four data centre sites which will fuel revenue growth in FY2023 and maintain CDC's longer-term earnings growth
- CDC has secured additional funding to support its planned growth and development pipeline



# CDC Outlook



# Growing customer demand for future projects

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

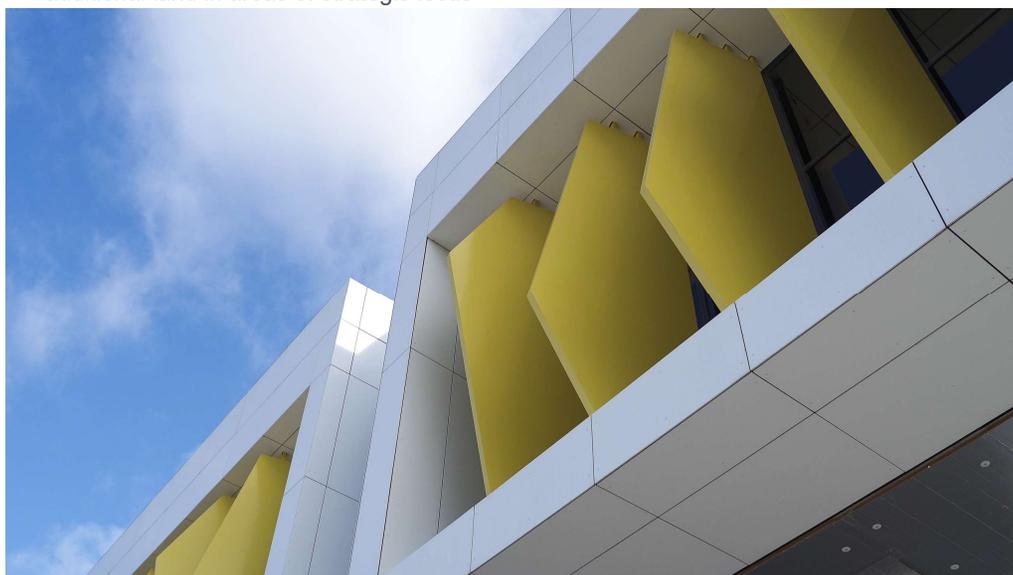


- Additional customer demand continues to bring forward forecast growth and capacity expansion
- Existing CDC capacity to be reached earlier than expected
- CDC continues to identify and pursue strategic growth opportunities

# Portfolio overview and growth outlook

CDC has a clear runway for growth across Australia and New Zealand

- CDC operates 164MW of capacity across nine facilities in three campus locations; rack utilisation continues to increase – up to 75%
- An additional 104MW of capacity expected to be commissioned in CY 2022 across Auckland 1&2, Eastern Creek 4 and Hume 5 facilities
- The future development pipeline is expected to add an additional 400MW+ of capacity across three geographies – Sydney, Canberra and Melbourne
- Development land banks added in the past 12 months, with ongoing work to secure additional land in areas of strategic focus



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
<b>Total Operating Capacity</b>		<b>164</b>	
Hume 5	Under Construction	22	2022
Eastern Creek 4	Under Construction	54	2022
Auckland 1&2	Under Construction	28	2022
<b>Total Construction Capacity</b>		<b>104</b>	
Sydney	Future Build	108	
Canberra	Future Build	178	
Melbourne	Future Build	150	
<b>Total Future Capacity</b>		<b>436</b>	
<b>Total Capacity</b>		<b>704</b>	

## Expanding into Melbourne

CDC is well-positioned to capitalise on Australia's second largest data centre market by providing world-class quality, secure and resilient critical infrastructure solutions

- CDC has secured suitable land to accommodate a development pipeline of 150MW of potential capacity
- Enables CDC to deliver geographic diversity and expand its ecosystem
- Highly attractive to existing clients with data storage needs outside of Canberra and Sydney
- CDC will be able to cater for all its existing customer segments in Melbourne and accommodate expected growth in demand from existing and new customers
- Development Approvals lodged for first phase, with construction expected to start in early CY 2022
- Facilities to be built to the same world-class quality CDC is renowned for



# Looking ahead

The key focus for FY2023 will be to deliver on contracted capacities in Auckland, Canberra and Sydney, and begin CDC's next growth chapter in Melbourne



## Customers

Continue to grow and diversify National Critical Infrastructure and Commercial client base



## Development

Commission four new data centres in Auckland, Canberra and Sydney

Commence development in Melbourne and explore additional strategic growth opportunities



## People

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



## Financial

Deliver increased double-digit revenue and earnings growth

# Questions

