

ASX Release

29 August 2022

FY22 Record Results – Exceeds FY22 EBITDA Guidance

NEXTDC Limited (**ASX: NXT**) (“**NEXTDC**” or “**the Company**”) today announced its financial results for the financial year ended 30 June 2022 (“**FY22**”).

FY22 financial highlights

- › Data centre services revenue up A\$45.0 million (18%) to A\$291.0 million (FY21: A\$246.1 million)
- › Underlying EBITDA^{1,2} increased A\$34.5 million (26%) to A\$169.0 million (FY21: A\$134.5 million)
 - exceeding top-end of upgraded FY22 Guidance range of A\$163 million to A\$167 million
- › Statutory net profit (loss) after tax of A\$9.1 million (FY21: (A\$23.6) million)
- › Balance sheet now underpinned by A\$2.4 billion in Property, Plant and Equipment
 - capital expenditure of A\$604.8 million largely invested in new developments at S3, M2 and M3
- › Liquidity of A\$1.9 billion at 30 June 2022
 - new A\$2.5 billion senior syndicated debt facilities in December 2021, offering an extra A\$650 million of liquidity
- › Inflation well managed and assisting with revenue growth
 - key components of ongoing development activity contracted
 - strong pricing performance and majority of customer contracts have price escalation clauses and/or power pass-through mechanisms

NEXTDC Chief Executive Officer and Managing Director, Craig Scroggie, commented on the FY22 results:

“We are pleased to deliver another record result in FY22, with the Company’s underlying EBITDA performance coming in ahead of the upgraded guidance range provided at the time of NEXTDC’s 1H22 results in February.

In FY22, NEXTDC continued to grow its connection-rich customer ecosystem and remains ideally positioned to capture the benefits of prevailing industry tailwinds driven by the growth in cloud computing and accelerated digitisation.

In a high-inflation and supply constrained economic environment, the continued performance of NEXTDC’s leading national portfolio of premium data centres reinforces the highly resilient nature of the Company’s digital infrastructure assets.”

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 financial report

² Refer to page 32 of the FY22 Results Presentation for the reconciliation to Underlying EBITDA

Business performance

For FY22:

- › Contracted utilisation increased 7.5MW (10%) to 83.0MW
 - Record performance in key partner, network and enterprise sectors
 - Strong growth in pipeline visibility across the portfolio
- › Total customers grew by 106 (7%) to 1,613 (30 June 2021: 1,507³)
- › Interconnections⁴ increased by 1,895 (13%) to 16,613, representing 7.7% of recurring revenue

Development activity

- › S3 Sydney open on time and budget, with 12MW of capacity built during FY22
- › M2 Melbourne fitout continued with 6MW of capacity added to support customer requirements with building expansion works continuing on time and budget
- › Target capacity at M2 Melbourne now expanded from 60MW to 100MW
- › M3 Melbourne building construction on time, on budget, with practical completion of Stage 1 (13.5MW of initial capacity) on target for 1H23
- › An additional 4.5MW of capacity is being added at M3 Melbourne to support early customer contracted requirements
- › Continued expansion works at NEXTDC's newly acquired first edge data centre SC1 Sunshine Coast
- › Planning and design works for new D1 Darwin and A1 Adelaide facilities underway

FY23 Guidance

NEXTDC provides the following guidance for FY23:

- › Data centre services revenue in the range of A\$340 million to A\$355 million (FY22: A\$291 million)
- › Underlying EBITDA⁵ in the range of A\$190 million to A\$198 million (FY22: A\$169 million)
- › Capital expenditure in the range of A\$380 million to A\$420 million (FY22: \$603 million)

NEXTDC Chief Executive Officer and Managing Director, Craig Scroggie, commented on the FY23 guidance:

"We continue to see digital transformation driving outperformance in our partner and network sectors, as they support the enterprise in their shift to hybrid and multi-cloud."

NEXTDC's world class efficiency standards and rich ecosystem is driving further acceleration in our customer's transition from expensive legacy infrastructure to highly efficient, secure and reliable vendor neutral co-location.

Authorised for release by the Board of NEXTDC Limited.

ENDS

³ Historical customer numbers have been updated to reflect a data cleansing exercise undertaken in FY22 as part of an ERP replacement project

⁴ Comprises both physical and elastic cross connections

⁵ FY23 underlying EBITDA excludes costs related to review works into potential data centre investments in Asia, acquisition opportunities as well as investment in associates



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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 *Climate Active* Carbon Neutral Standard.

Our Cloud Centre partner ecosystem is Australia's most dynamic digital marketplace, comprising 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