

# ASX Release

1 May 2020

## Victoria – Material Customer Contract Wins

NEXTDC Limited (**ASX: NXT**) (“**NEXTDC**” or “**the Company**”) is pleased to advise that contracted commitments at its Victorian data centre facilities have now increased by approximately 6MW to more than 27MW since the Company’s ASX announcement of 4 March 2020.

Contracted customer commitments plus expansion options at our Victorian data centres are now approximately 60MW.

Following these new customer commitments, NEXTDC will bring forward 3MW of incremental capacity in the fourth stage of construction, increasing the M2 total to 25MW and total Victorian capacity to 40MW.

Revenue recognition for these new contracted commitments is expected to commence during 2HFY21, after completion and commissioning of the associated data halls at M2.

Commenting on the new contracted commitments in Victoria and development activity at M2, Mr Craig Scroggie, NEXTDC’S Chief Executive Officer and Managing Director said:

*“This announcement further accelerates the exponential growth of NEXTDC’s Victorian operations. We advised the market at the time of our recent capital raising, that the Company’s sales pipeline was very strong with expectations of material customer contract wins in the near term. We are very pleased to have now locked in further material commitments against these expectations.*

*The demand for our data centre services continues to accelerate and requires discipline and patience as the nexus between hyperscale capacity planning, site development, infrastructure deployment and revenue recognition can, in practice, be up to 2-3 years. This reflects the nature of NEXTDC’s digital infrastructure business model, which continues to build long term value through contracted capacity and tangible asset backing.*

Capital expenditure guidance for FY20 has been increased to a range of \$340 million to \$380 million (previously \$320 million to \$340 million).

Authorised for release by the Board of NEXTDC Limited.

**ENDS**

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## About NEXTDC

NEXTDC is an ASX200-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 Carbon Neutral Initiative, in line with *National Carbon Offset Standard (NCOS) for Organisations*.

Our Cloud Centre partner ecosystem is Australia's most dynamic digital marketplace, comprising more than 590 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](http://www.nextdc.com)