

ASX Release

27 August 2021

FY21 Record Results

NEXTDC Limited (**ASX: NXT**) ("**NEXTDC**" or "**the Company**") today announced its financial results for the financial year ended 30 June 2021 ("**FY21**").

FY21 financial highlights

- › Data centre services revenue grew \$45.3 million (23%) to \$246.1 million (upgraded guidance: \$246 million to \$251 million)
- › Underlying EBITDA^{1,2} up \$29.9 million (29%) to \$134.5 million (upgraded guidance: \$130 million to \$133 million)
- › Operating cash flow up \$79.5 million³ (148%) to \$133.2 million
- › Capital expenditure⁴ down \$116 million (18%) to \$301 million (guidance: \$380 million to \$400 million)
 - Strong ongoing focus on capital management has allowed the Company to preserve cashflow ahead of expectations
- › Liquidity (cash and undrawn debt facilities) of \$1.7 billion at 30 June 2021

NEXTDC Chief Executive Officer and Managing Director, Craig Scroggie, commented on the FY21 results:

"We are pleased to deliver on market expectations, with the Company's FY21 results coming in ahead of the upgraded guidance provided at the time of NEXTDC's 1H21 results in February. Today's results are a testament to the Company's pursuit of excellence, against a more difficult economic backdrop due to the COVID-19 global pandemic."

Business performance

For the financial year ended 30 June 2021:

- › Contracted utilisation grew 5.5MW (8%) to 75.5MW
- › Number of customers increased by 183 (13%) to 1,547
- › Interconnections⁵ rose 1,667 (13%) to 14,718, representing 7.7% of recurring revenue

Development activity

- › S2 Sydney fitout completed, taking total installed capacity to 30MW
- › S3 Sydney building construction well progressed. Practical completion of Stage 1 on target for 2H22 with 12MW of initial capacity
- › M2 Melbourne fitout continued with 9MW of capacity added to support customer requirements. Building expansion works continue, with 9MW of additional capacity being added to support customer growth

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 audited accounts

² Refer page 25 of the FY21 Results Presentation for the reconciliation of Underlying EBITDA

³ FY20 figure has been restated to reflect the change in accounting policy in relation to costs incurred in configuring or customising SaaS arrangements. Refer to note 26(b) of the FY21 financial statements for further details

⁴ Capital expenditure of \$301m reflects amounts incurred during FY21. Cash flows from investing activities of \$318m reflects the cash spent in relation to capital expenditure in FY21

⁵ Comprises both physical and elastic cross connections



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- › M3 Melbourne's planned capacity has increased to 150MW following the acquisition of adjacent properties, expanding the land size to approximately 100,000 sqm. Groundworks are well progressed and building construction has commenced, on target for practical completion in 1H23 with 13.5MW of initial capacity
- › S4 Sydney land secured, providing long term expansion capacity of 300MW in the NSW market

FY22 guidance

Based on current billing, contracted utilisation levels and expected new customer contracts, NEXTDC provides the following guidance for FY22:

- › Data centre services revenue in the range of \$285 million to \$295 million (FY21: \$246.1 million)
- › Underlying EBITDA⁶ in the range of \$160 million to \$165 million (FY21: \$134.5 million)
- › Capital expenditure in the range of \$480 million to \$540 million (FY21: \$301 million)

Authorised for release by the Board of NEXTDC Limited.

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⁶ FY22 underlying EBITDA excludes costs related to review works into potential data centre investments in Asia, acquisition opportunities as well as the impact of IFRIC's guidance in relation to customisation and configuration spend on cloud software platforms

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 more than 730 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