

ASX Release

28 February 2023

1H23 Record Results

NEXTDC Limited (**ASX: NXT**) ("**NEXTDC**" or "**the Company**") today announced its financial results for the half-year ended 31 December 2022 ("**1H23**").

1H23 financial highlights

- > Data centre services revenue increased A\$15.2 million (10%) to A\$159.7 million (1H22: A\$144.5 million)
- > Underlying EBITDA^{1,2} increased A\$12.5 million (15%) to A\$97.5 million (1H22: A\$85.0 million)
- > Operating cash flow increased A\$1.8 million (3%) to A\$71.3 million
- > Pro forma liquidity (cash and undrawn debt facilities) of A\$2.0 billion at 31 December 2022³
 - New Debt Facility secured post 31 December 2022, including an incremental A\$400 million of capacity as well as favourable amendments to existing financial covenants and terms

NEXTDC Chief Executive Officer and Managing Director, Craig Scroggie, commented on the 1H23 results:

"We are pleased to deliver another record result in 1H23, with the business reporting strong metrics across the board."

NEXTDC's upsized liquidity position and record forward sales pipeline provides the Company with a strong position to not only achieve its FY23 guidance but to accelerate its growth in the medium term."

The Company's record financial performance and outlook is a testament to the quality of NEXTDC's leading national digital infrastructure platform."

Business performance

For the 12 months to 31 December 2022:

- > Contracted utilisation increased 3.2MW⁴ (4%) to 84.2MW
- > Customer numbers grew by 132 (8%) to 1,701 (31 December 2021: 1,569)
- > Interconnections⁵ rose 1,422 (9%) to 17,301, representing 7.9% of recurring revenue

Development activity

- > M3 Melbourne open on time and budget with 13.5MW of initial capacity as well as further work underway to add an incremental 4.5MW to support early customer contracted requirements
- > Ongoing work to complete the S3 Sydney base building (Phase 2), with a further 10MW of capacity now in plan
- > Uptime Institute Tier IV certifications for Constructed Facility were received for M3 Melbourne and S3 Sydney

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 interim financial report

² Refer to page 43 of the 1H23 Results Presentation for a reconciliation to Underlying EBITDA

³ Reflects 31 December 2022 cash position of \$364 million, \$100m of incremental debt drawn Financial Close of the New Debt Facility announced on 13 January 2023 and a further \$1.5 billion of undrawn capacity

⁴ Represents pro-forma increase in utilisation over the 12-month period from 31 December 2021 (as disclosed in NEXTDC's ASX announcement on 31 January 2022) to 31 December 2022

⁵ Comprises both physical and elastic cross connections

- › New sites secured for Sydney and Melbourne availability zones:
 - S5 provides future expansion in the Macquarie Park availability zone and was settled during 1H23
 - M4 provides future expansion in the Port Melbourne availability zone and was settled in early 2H23

Updated FY23 guidance

Based on current billing, contracted utilisation levels and expected new customer contracts, NEXTDC provides the following upgraded guidance for FY23:

- › Data centre services revenue towards the top end of A\$340 million to A\$355 million (range unchanged)
- › Underlying EBITDA in the range of A\$190 million to A\$198 million (unchanged)
- › Capital expenditure in the range of A\$620 million to A\$670 million (upgraded from A\$380 million to A\$420 million)
 - This range has been updated to reflect the recent M4 and S5 land acquisitions, resulting in higher spend than originally forecast, as well as amongst other things, having received development approval for A1 Adelaide as well as the anticipated development approval of D1 Darwin and PH1 Port Hedland

Commenting on the updated FY23 guidance, Mr Scroggie said:

“NEXTDC remains on track to deliver another record financial performance in FY23 on the back of strong performance in 1H23. With total liquidity of A\$2 billion and record sales pipeline, the Company remains in an outstanding position to take advantage of further customer growth.”

Authorised for release by the Board of NEXTDC Limited.

ENDS

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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