EQUINIX

# Q1 2024 Earnings Conference Call

NASDAQ: EQIX

Presented on **May 8, 2024**

# Public Disclosure Statement

## Forward-Looking Statements

Except for historical information, this presentation contains forward-looking statements which include words such as “believe,” “anticipate,” and “expect”. These forward-looking statements involve risks and uncertainties that may cause Equinix’s actual results to differ materially from the expectations discussed in such forward-looking statements. Factors that might cause such differences include, but are not limited to, risks to our business and operating results related to the current inflationary environment; increased costs to procure power and the general volatility in the global energy market; foreign currency exchange rate fluctuations; stock price fluctuations, the challenges of acquiring, operating and constructing IBX data centers and developing, deploying and delivering Equinix products and solutions; unanticipated costs or difficulties relating to the integration of companies we have acquired or will acquire into Equinix; a failure to receive significant revenues from customers in recently built-out or acquired data centers; failure to complete any financing arrangements contemplated from time to time; competition from existing and new competitors; the ability to generate sufficient cash flow or otherwise obtain funds to repay new or outstanding indebtedness; the loss or decline in business from our key customers; risks related to potential cybersecurity breaches; risks related to our taxation as a REIT; risks related to regulatory inquiries or litigation and other risks described from time to time in Equinix filings with the Securities and Exchange Commission. Refer to our annual report on Form 10-K filed with the SEC on February 16, 2024 and our quarterly report on Form 10-Q filed with the SEC on May 8, 2024. In addition, Equinix does not assume any obligation to update the forward-looking information contained in this presentation.

## Non-GAAP Information

This presentation contains references to certain non-GAAP financial measures. For definitions of terms including, but not limited to, “Cash Gross Profit,” “Cash Gross Margins,” “Cash SG&A,” “Adjusted EBITDA,” “Funds From Operations,” “Adjusted Funds From Operations,” and “Adjusted Net Operating Income,” and a detailed reconciliation between the non-GAAP financial results presented in this presentation and the corresponding GAAP measures, please refer to the supplemental data and the appendix of this presentation.

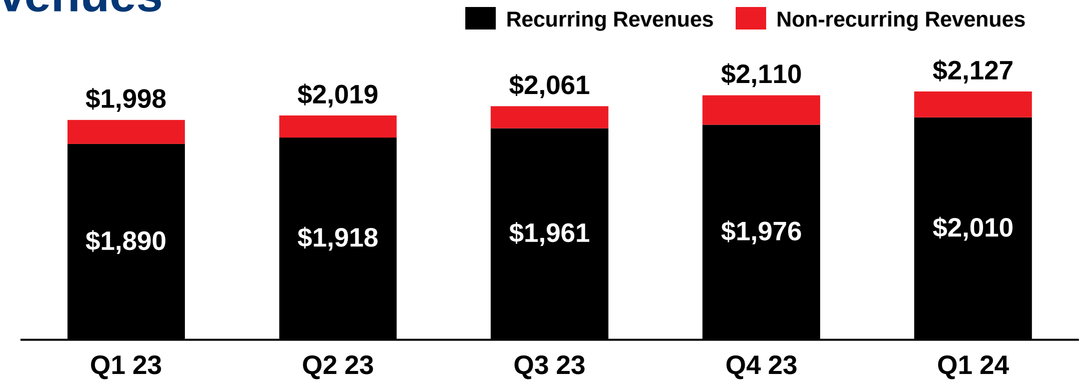
## Changes to Prior Period

We converted the presentation of disclosures from thousands to millions in the first quarter of 2024. Certain rounding adjustments have been made to prior period disclosed amounts.

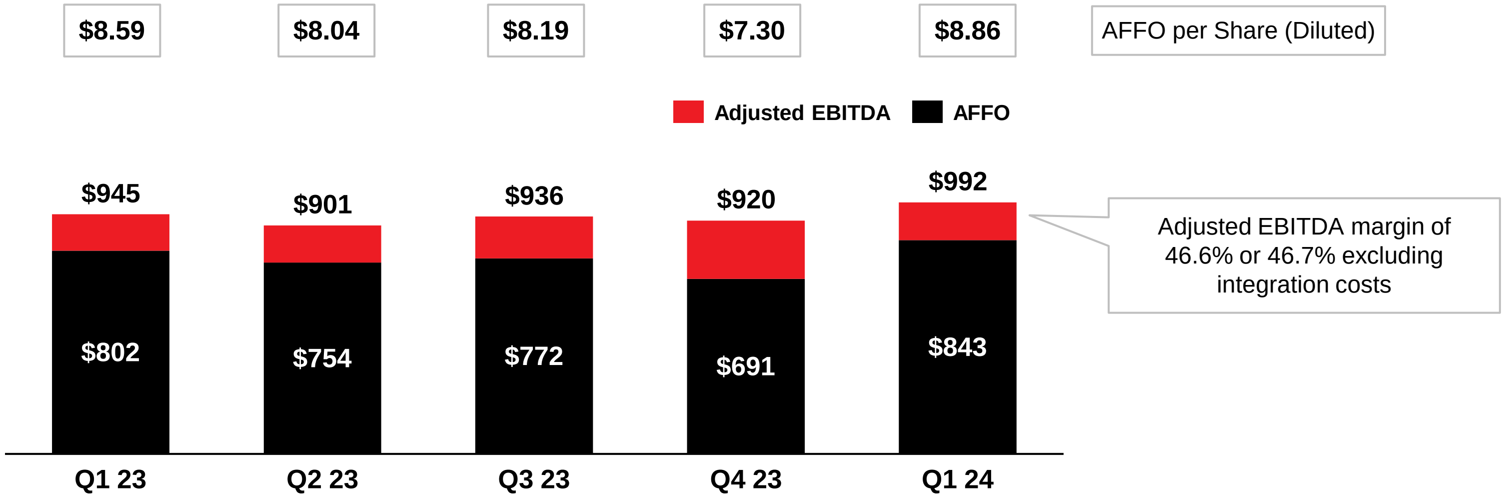
# Q1 2024 Financial Highlights

## Revenues

($M)




## Adjusted EBITDA & AFFO




| Revenues Growth | Q1 24 QoQ | Q1 24 YoY |
|---|---|---|
| As-reported | ▲ 1% | ▲ 6% |
| Normalized and Constant Currency (1) | ▬ 0% | ▲ 7% |
| Normalized MRR (1) | ▲ 1% | ▲ 7% |

| Adjusted EBITDA Growth | Q1 24 QoQ | Q1 24 YoY |
|---|---|---|
| As-reported | ▲ 8% | ▲ 5% |
| Normalized and Constant Currency (1) | ▲ 6% | ▲ 6% |

| AFFO Growth | Q1 24 QoQ | Q1 24 YoY |
|---|---|---|
| As-reported | ▲ 22% | ▲ 5% |
| Normalized and Constant Currency (1) | ▲ 21% | ▲ 8% |

**Solid start to 2024, driven by strong gross bookings, continued favorable pricing dynamics, and lower than expected churn, resulting in our 85th consecutive quarter of top-line revenue growth**

(1) Revenues and adjusted EBITDA normalized for acquisitions, integration costs and other adjustments. Normalized MRR excludes non-recurring revenues. AFFO normalized for the incremental net interest expense related to acquisition financing and other gains and losses. Constant currency assumes average FX rates used in our financial results remain the same over the comparative periods and removes the impact of gains or losses related to balance sheet remeasurement

# Q1 2024 Consolidated Results

| $M except for AFFO per Share and Non-Financial Metrics | Q1 24 | | | |
|---|---|---|---|---|
| | Guidance | Actual | QoQ | YoY |
| **Revenues** [1] | **$2,127 - 2,147** | **$2,127** | 1% | 6% |
| **Cash Gross Profit** | | **$1,413** | 4% | 6% |
| *Cash Gross Margin %* | | *66.4%* | | |
| **Cash SG&A** | | **$421** | -3% | 9% |
| *Cash SG&A %* | | *19.8%* | | |
| **Adjusted EBITDA** [2] | **$960 - 980** | **$992** | 8% | 5% |
| *Adjusted EBITDA Margin %* | *45-46%* | *46.6%* | | |
| **Net Income** | | **$231** | 2% | -11% |
| *Net Income Margin %* | | *10.9%* | | |
| **Adjusted Funds from Operations (AFFO)** | | **$843** | 22% | 5% |
| **AFFO per Share (Diluted)** | | **$8.86** | 21% | 3% |
| **Recurring Capital Expenditures** | **$14 - 34** | **$21** | -80% | -2% |
| **Cabs Billing** [3] | | **286,600** | 0% | 1% |
| **MRR per Cab** [3][4] | | **$2,258** | 1% | 6% |
| **Total Interconnections** [3] | | **468,400** | 1% | 4% |

(1) Q1 24 Actual includes a foreign currency benefit of approximately $24 million when compared to Q4 23 average FX rates, a negative foreign currency impact of approximately $14 million when compared to our prior FX guidance rates, and a negative foreign currency impact of approximately $79 million when compared to Q1 23 average FX rates, including the net effect from our hedging transactions

(2) Q1 24 Actual includes a foreign currency benefit of approximately $12 million when compared to Q4 23 average FX rates, a negative foreign currency impact of approximately $6 million compared to our prior FX guidance rates, and a negative foreign currency impact of approximately $39 million when compared to Q1 23 average FX rates, including the net effect from our hedging transactions

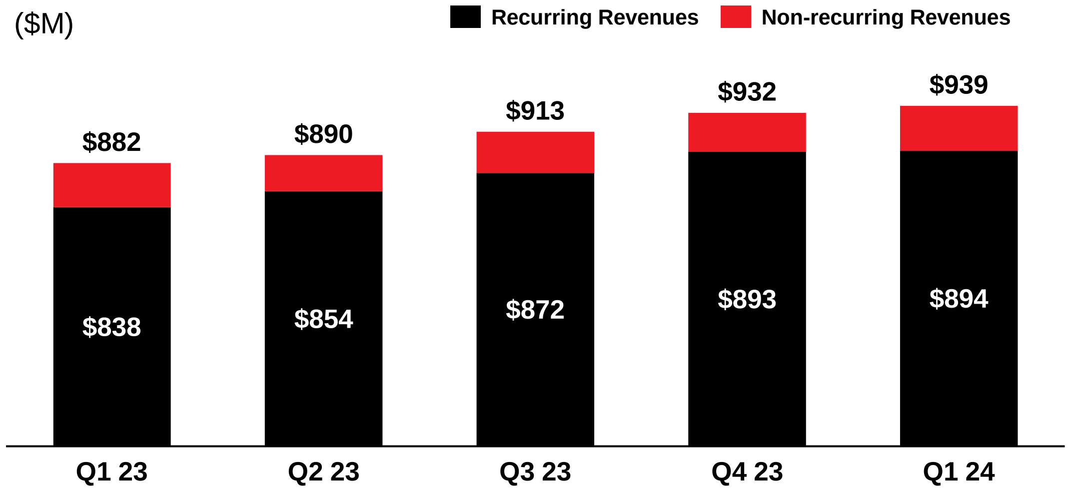
(3) All non-financial metrics exclude assets sold to the xScale Joint Ventures ("JVs"), Equinix Metal and assets acquired from MainOne

(4) MRR per Cab excludes xScale JVs, Equinix Metal, Infomart non-IBX tenant income and MainOne acquisition. MRR per Cab up $31 QoQ and $126 YoY on an as-reported basis and up $12 QoQ and $119 YoY on a normalized constant currency basis excluding the impact net power price decreases in EMEA and APAC. Constant currency basis assumes average FX rates used in our financial results remain the same over the comparative periods

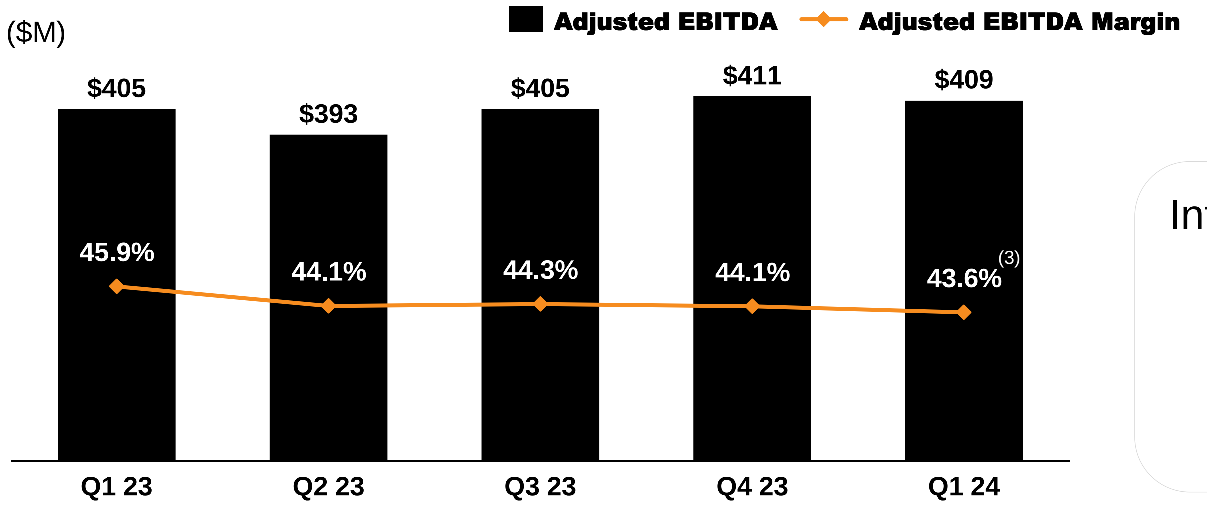
# Americas Performance

## Revenues




| Revenues Growth | Q1 24 QoQ | Q1 24 YoY |
|---|---|---|
| As-reported | ▲ 1% | ▲ 6% |
| Normalized and Constant Currency(1) | ▬ 0% | ▲ 6% |
| Normalized and Constant Currency MRR(2) | ▬ 0% | ▲ 6% |

## Adjusted EBITDA




| Adjusted EBITDA Growth | Q1 24 QoQ | Q1 24 YoY |
|---|---|---|
| As-reported | ▬ 0% | ▲ 1% |
| Normalized and Constant Currency(1) | ▼ 1% | ▬ 0% |

| Interconnections | Cabs Billing | MRR per Cab(4) | Utilization |
|---|---|---|---|
| **207,000** | **114,000** | **$2,514** | **78%** |
| ▲ **2%** QoQ | ▲ **1%** QoQ | Normalized and Constant Currency QoQ ▼ **$18**<br>As-reported QoQ ▼ **$13** | ▬ **0%** QoQ |

(1) Constant currency assumes average FX rates used in our financial results remain the same over the comparative periods. Normalized for acquisitions and integration costs

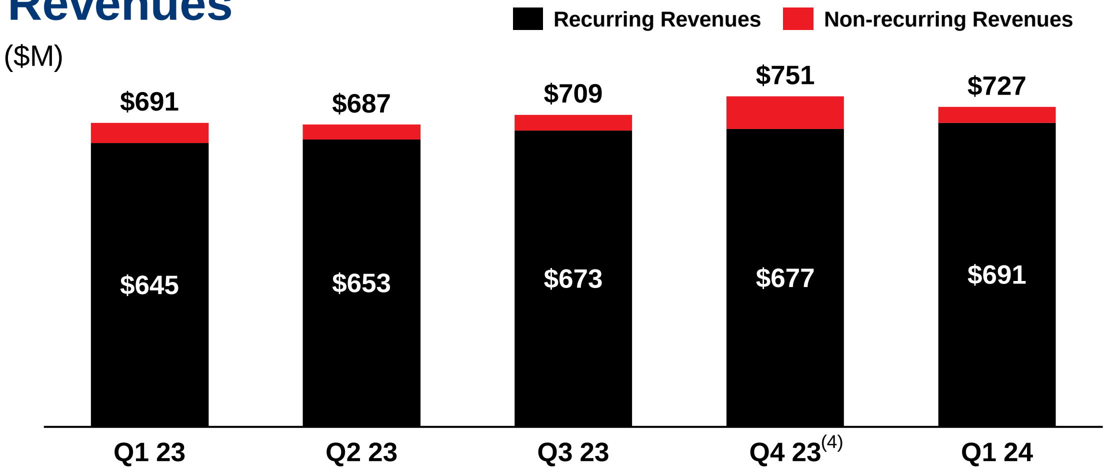
(2) Excludes non-recurring revenues

(3) Impacted by higher S&B costs, in part due to timing of costs incurred, seasonal FICA costs and other one-time items

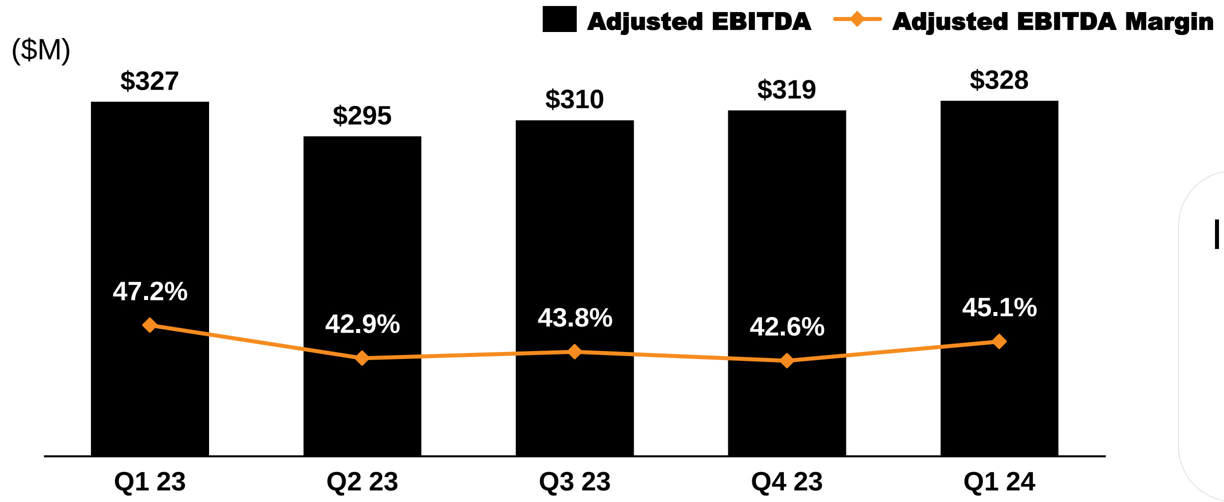
(4) MRR per Cab excludes Infomart non-IBX tenant income, Equinix Metal, xScale JV fee; Q1 step-down driven by one-off adjustments in prior quarter

# EMEA Performance

## Revenues




## Adjusted EBITDA




| Revenues Growth | Q1 24 QoQ | Q1 24 YoY |
|---|---|---|
| As-reported | ▼ 3%[4] | ▲ 5% |
| Normalized and Constant Currency[1][2] | ▼ 5%[4] | ▲ 6% |
| Normalized and Constant Currency MRR[3] | ▬ 0% | ▲ 8% |

| Adjusted EBITDA Growth | Q1 24 QoQ | Q1 24 YoY |
|---|---|---|
| As-reported | ▲ 2% | ▬ 0% |
| Normalized and Constant Currency[1] | ▬ 0% | ▲ 2% |

**Interconnections**
**161,300**
▲ **1%** QoQ

**Cabs Billing**
**107,800**
▼ **1%** QoQ

**MRR per Cab[5]**
**$2,050**
Normalized and Constant Currency[6] QoQ ▲ **$25**
As-reported QoQ ▲ **$59**

**Utilization**
**79%**
▼ **1%** QoQ

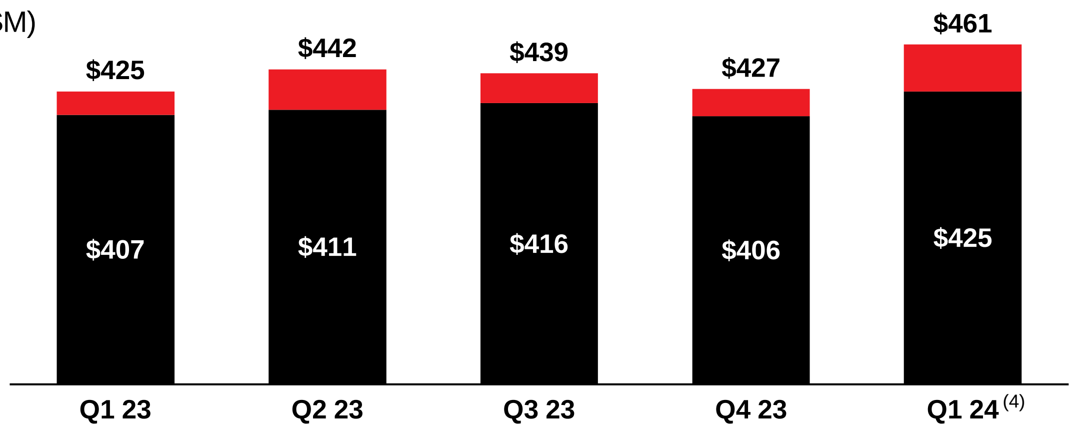
(1) Constant currency assumes average FX rates used in our financial results remain the same over the comparative periods. Normalized for integration costs and other adjustments
(2) Revenue growth up 6% YoY on a normalized and constant currency basis excluding the YoY impact of the net power pass-through
(3) Excludes non-recurring revenues
(4) Impacted by approximately $40M of xScale NRR fees associated with leasing activity in Q4 23
(5) MRR per Cab excludes MainOne acquisition and xScale JV fee income
(6) Normalized MRR per Cab excludes the QoQ impact of net power price decreases

# Asia-Pacific Performance

## Revenues

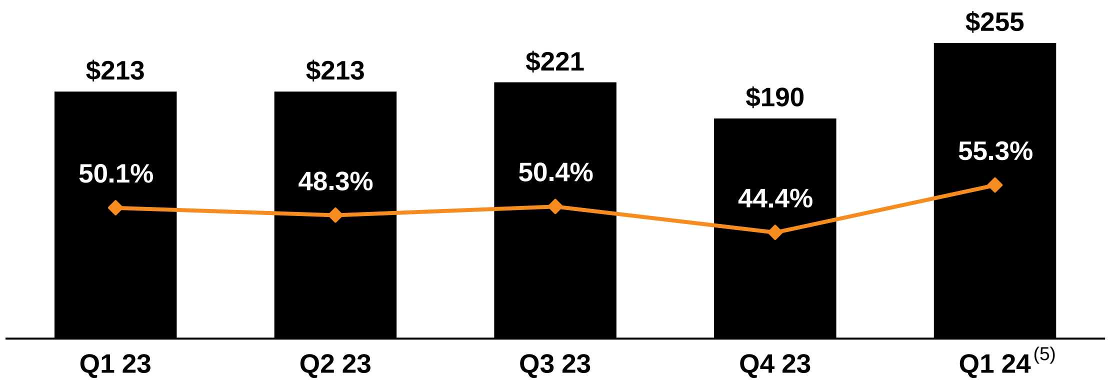
($M)




| Revenues Growth | Q1 24 QoQ | Q1 24 YoY |
|---|---|---|
| As-reported | ▲8% | ▲9% |
| Normalized and Constant Currency (1) (2) | ▲6% | ▲12% |
| Normalized and Constant Currency MRR (3) | ▲3% | ▲8% |

## Adjusted EBITDA

($M)




| Adjusted EBITDA Growth | Q1 24 QoQ (5) | Q1 24 YoY |
|---|---|---|
| As-reported | ▲ 35% | ▲ 20% |
| Normalized and Constant Currency (1) | ▲ 31% | ▲ 23% |

| Interconnections | Cabs Billing | MRR per Cab (6) | Utilization |
|---|---|---|---|
| **100,100** | **64,800** | **$2,159** | **79%** |
| ▲**1%** QoQ | ▼**1%** QoQ | Normalized and Constant Currency (7) QoQ ▲**$33**<br>As-reported QoQ ▲**$55** | ▼**2%** QoQ |

(1) Constant currency assumes average FX rates used in our financial results remain the same over the comparative periods. Normalized for integration costs

(2) Revenue growth up 11% YoY on a normalized and constant currency basis excluding the YoY impact of the net power pass-through

(3) Excludes non-recurring revenues

(4) Includes approximately $20M of xScale NRR fees associated with leasing activity in Q1 24

(5) Impacted by favorable revenue flow through and timing of spend

(6) MRR per Cab excludes xScale JV fee income

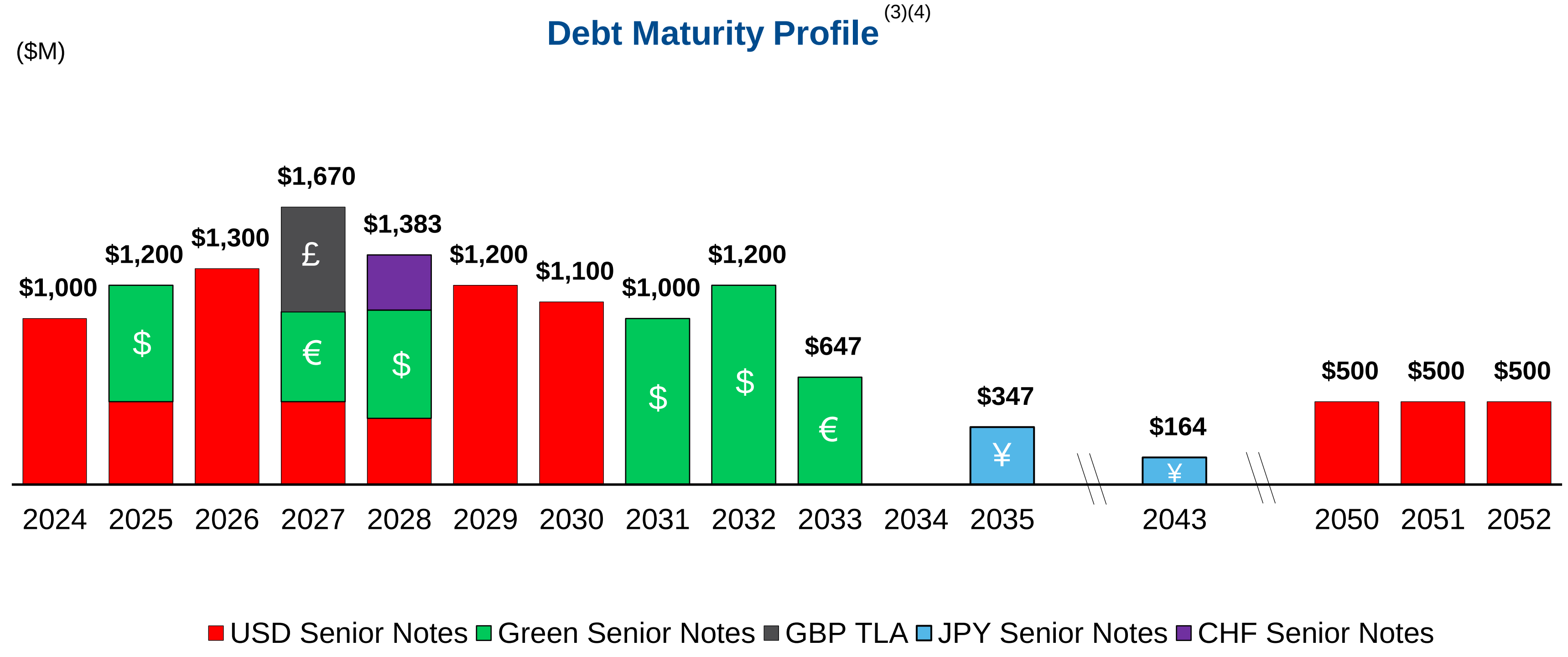
(7) Normalized MRR per Cab excludes the QoQ impact of net power price decreases

# Capital Structure (1)

Strong balance sheet driven by excellent liquidity, low leverage, and a predominantly fixed rate debt profile

Published new Green Finance Framework in March which includes three new use of proceeds categories




Available Liquidity[2]

**$5.9B**

Ratings

**Baa2 / BBB / BBB+**

Net Leverage Ratio[6]

**3.6x**

Total Gross Debt[3][6]

**$13.4B**

Green Notes[5]

**$4.9B**

Blended Borrowing Rate[3][6]

**2.25%**

Weighted Average Maturity[3]

**7.3 years**

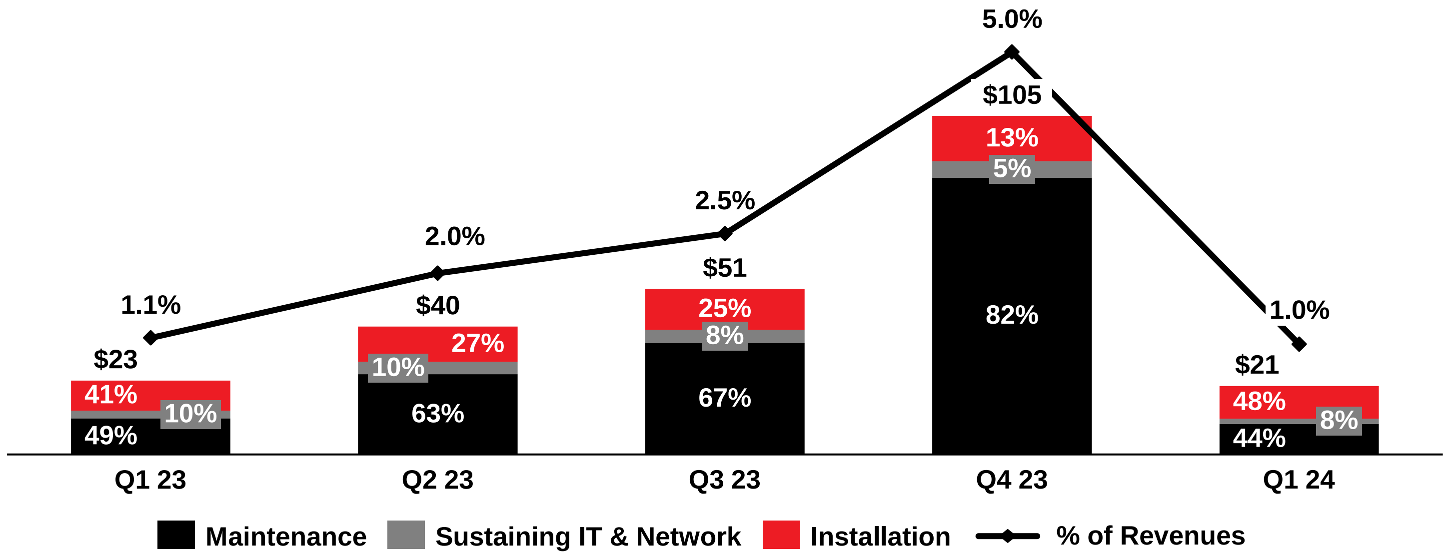
Fixed Rate Debt[3][6]

**96%**

(1) Based on balances as of March 31, 2024
(2) Includes cash, cash equivalents, our undrawn revolver, and ~$500M of unsettled ATM proceeds; excludes restricted cash
(3) Excludes leases
(4) Excludes mortgages payable and other loans payable
(5) Value of EUR Green Notes based on EUR-USD exchange rate at time of issuance
(6) Includes the impact of debt hedging derivatives

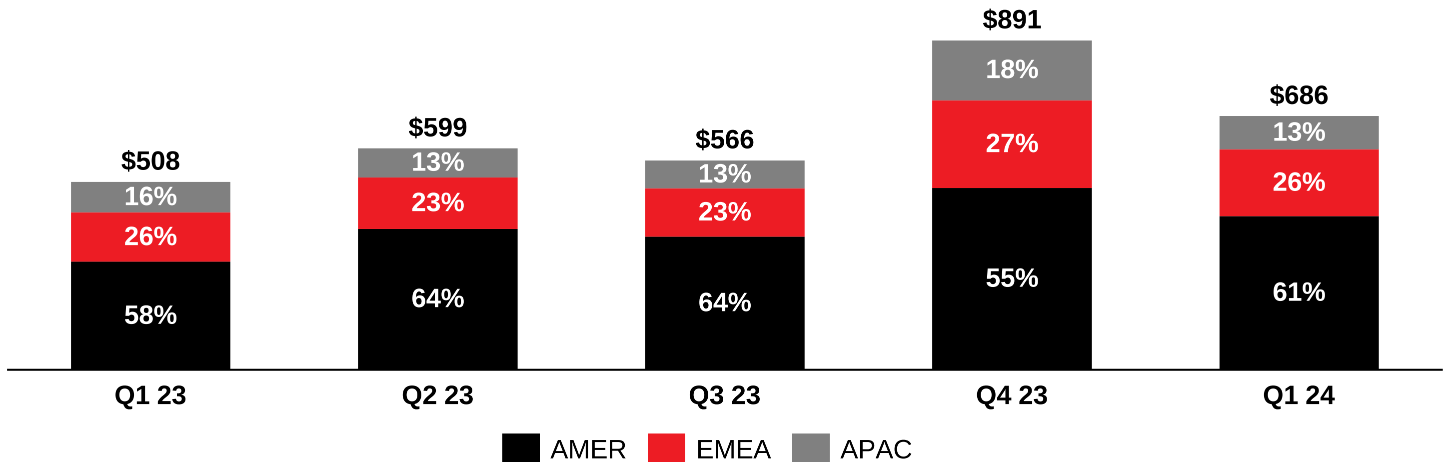
# Capital Expenditures

## Recurring Capital Expenditures ($M)




- Recurring capital expenditures have historically trended between 2% and 5% of revenues, annually
- Maintenance capital expenditures can vary by quarter based on maintenance schedules and payment terms

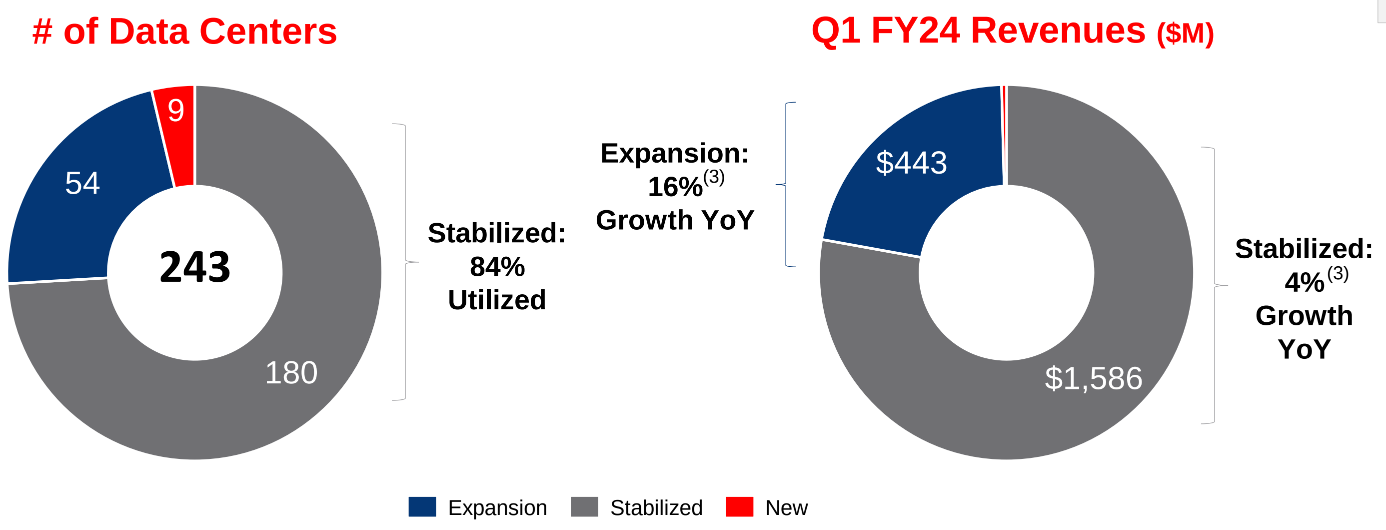
## Non-recurring Capital Expenditures ($M)



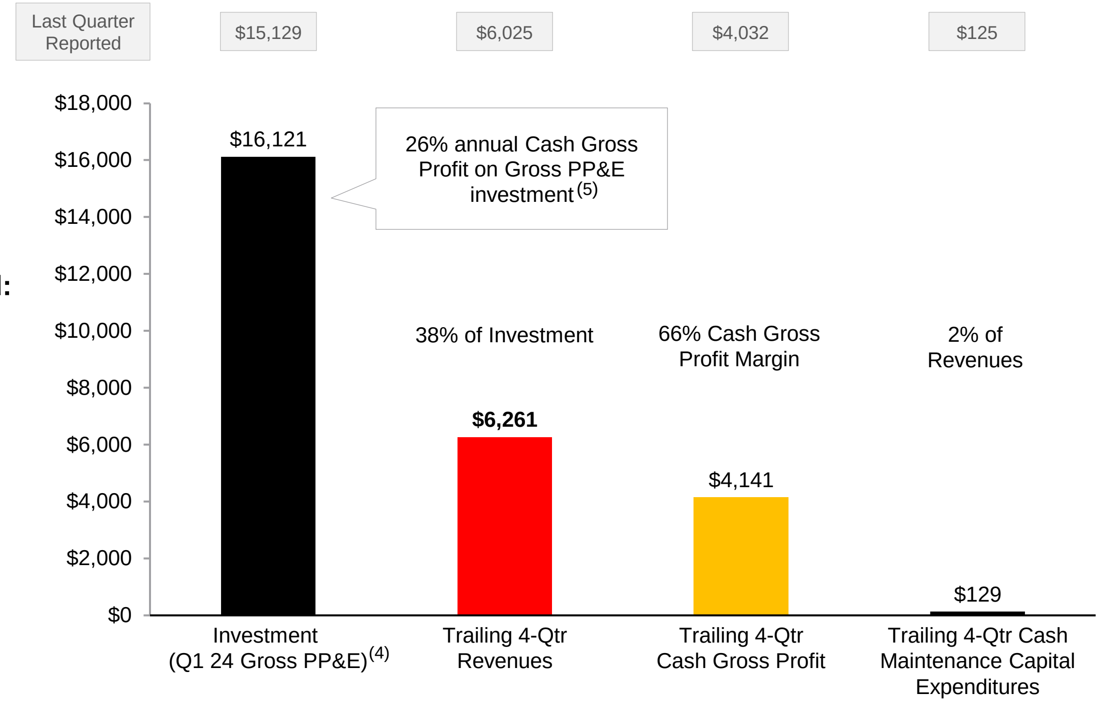

- Major projects opened include Mexico City, Mumbai and Paris since last earnings call
- 60%+ of retail expansion capital is supporting capacity in major metros, where we have strong visibility to pipeline and fill-rates
- 90%+ of expansion project spend is on owned land or owned buildings with long-term ground leases

# Stabilized Data Center Growth (1) (2)

## Stabilized, Expansion & New Data Centers




## Stabilized Data Center Profitability ($M)




(1) Refer to appendix for data center definitions of Stabilized, Expansion and New
(2) Excludes Equinix Metal, Infomart non-IBX tenant income, non-data center assets and xScale JVs
(3) YoY growth on a constant currency basis assumes average FX rates used in our financial results remain the same over comparative periods
(4) Includes real estate acquisition costs, finance leases and all capital expenditures associated with stabilized data centers since opening
(5) Cash generated on gross investment calculated as trailing four quarters as-reported cash gross profit divided by Gross PP&E as of Q1 24

# 2024 Financial Guidance

| ($M except AFFO per Share) | FY 2024 | Q2 2024 |
|---|---|---|
| Revenues | $8,692 - 8,792 (1) | $2,148 - 2,168 (2) |
| Adjusted EBITDA<br>Adjusted EBITDA Margin % | $4,044 - 4,124 (3)<br>~47% | $1,019 - 1,039 (4)<br>47 - 48% |
| Recurring Capital Expenditures<br>% of revenues | $210 - 230<br>2 - 3% | $38 - 58<br>2 - 3% |
| Non-recurring Capital Expenditures<br>(includes xScale) | $2,570 - 2,800 (5) | |
| AFFO | $3,290 - 3,370 (6) | |
| AFFO per Share (Diluted) | $34.45 - 35.29 (6) | |
| Expected Cash Dividends | ~$1,618 | |

(1) Guidance includes a negative foreign currency impact of approximately $101M compared to Q1 24 FX guidance rates, including the net effect from our hedging transactions

(2) Guidance includes a negative foreign currency impact of approximately $29M compared to Q1 24 FX guidance rates and a negative foreign currency impact of approximately $7M compared to Q1 24 average FX rates, including the net effect from our hedging transactions

(3) Guidance includes a negative foreign currency impact of approximately $50M compared to Q1 24 FX guidance rates, including the net effect from our hedging transactions and $20M of estimated integration costs related to acquisitions

(4) Guidance includes a negative foreign currency impact of approximately $15M compared to Q1 24 FX guidance rates and a negative foreign currency impact of $4M compared to Q1 24 average FX rates, including the net effect from our hedging transactions and $6M of estimated integration costs related to acquisitions

(5) Includes xScale non-recurring capital expenditures guidance of $12 - 52M which we expect will be reimbursed from the xScale JVs

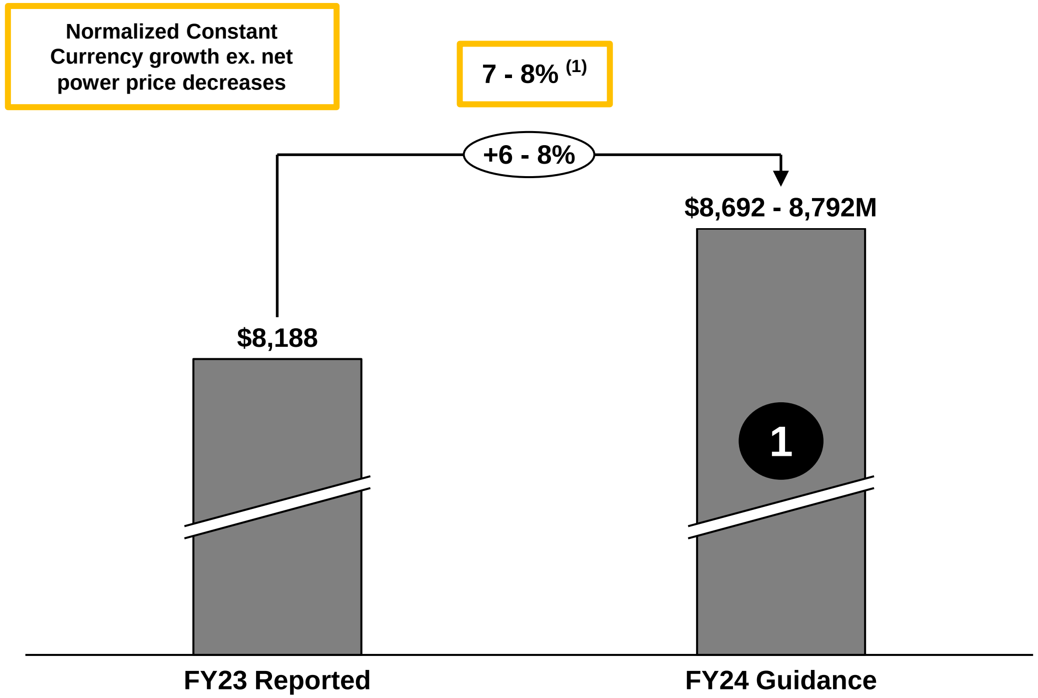
(6) Includes $20M of estimated integration costs related to acquisitions. Guidance excludes any future capital markets activities the Company may undertake in the future including the settlement of forward ATM sales

# FY24 Guidance

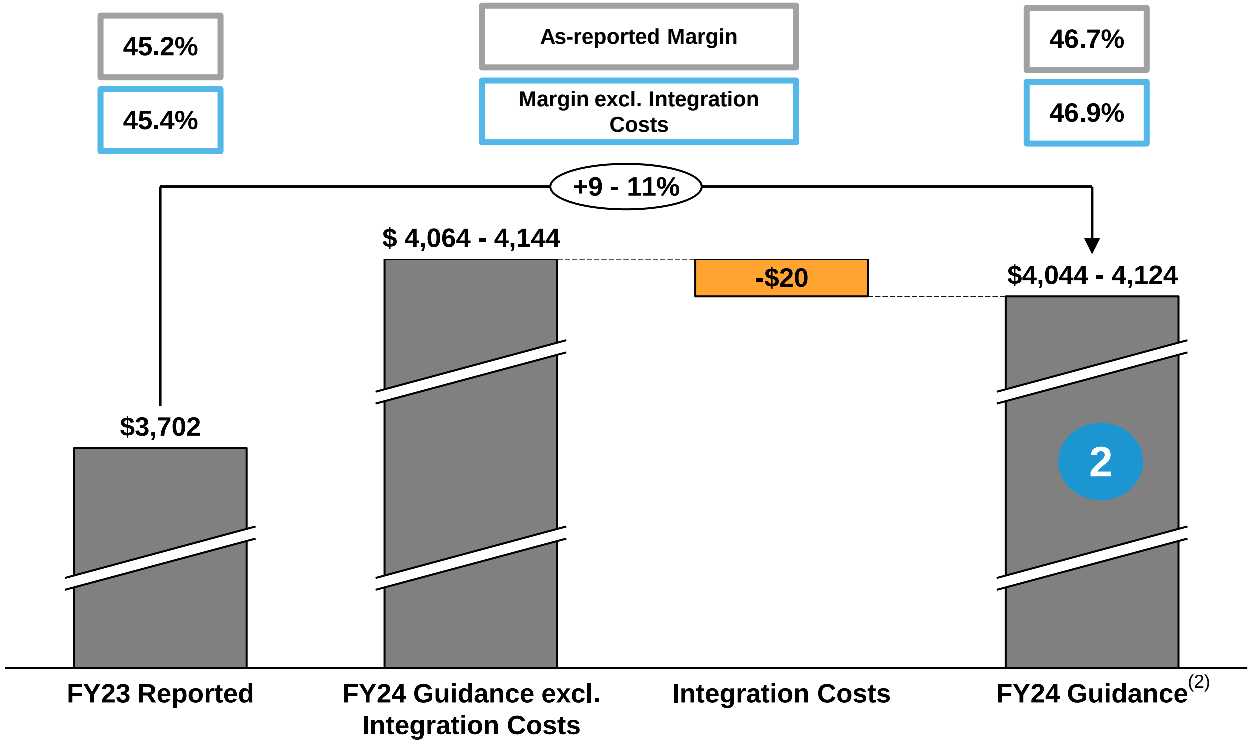
## Revenues ($M)

On track to deliver full year guidance




## Adjusted EBITDA ($M)

Raise underlying adjusted EBITDA guidance by $5M




**1 Maintain full year underlying revenues guidance**

| | |
|---|---|
| Prior Full Year Guidance | $8,793 - 8,893M |
| Foreign Exchange | ($101M) |
| **Current Guidance** | **$8,692 - 8,792M** |

**2 Raise full year underlying adjusted EBITDA guidance**

| | |
|---|---|
| Prior Full Year Guidance | $4,089 - 4,169M |
| Foreign Exchange | ($50M) |
| Integration Cost Adjustment | +$5M |
| **Current Guidance** | **$4,044 - 4,124M** |

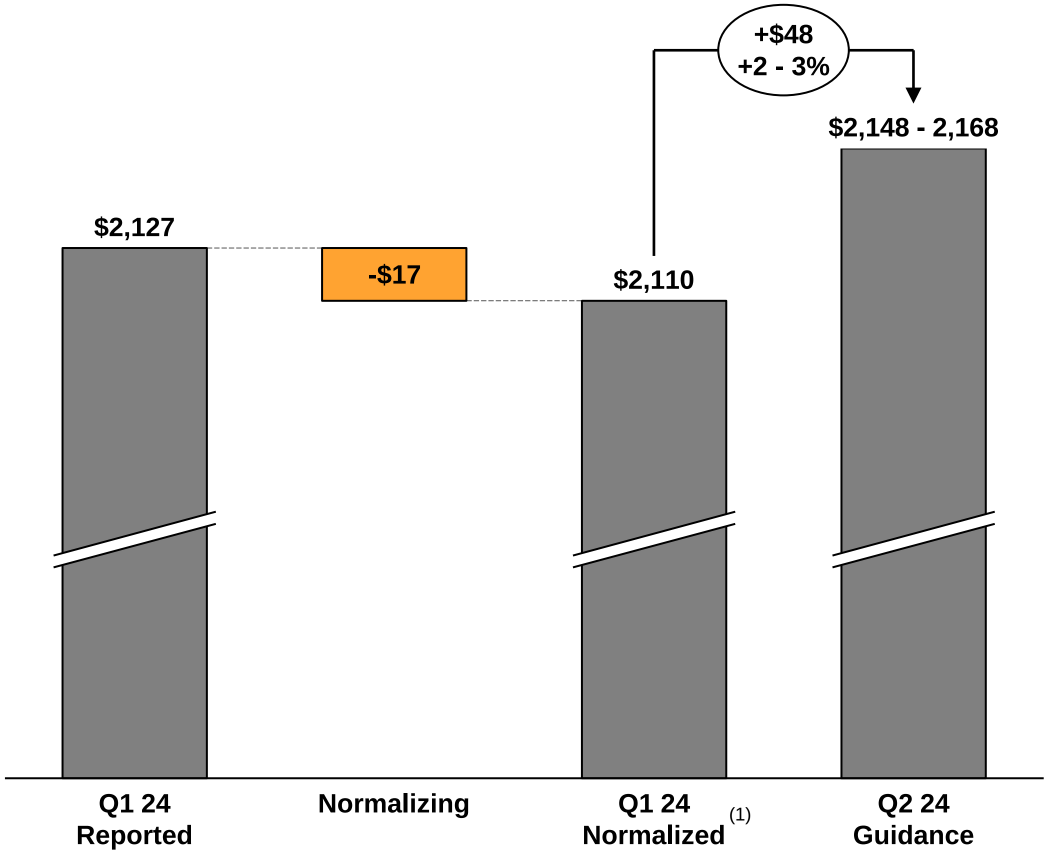
(1) Normalized for net power price decreases of $68M issued in FY24 offset by $45M annualized impact of FY23 mid-year price increases and a negative foreign currency impact of approximately $18M between December 31st, 2023 spot rates and FY23 average FX rates

(2) Includes integration costs of $20M related to acquisitions

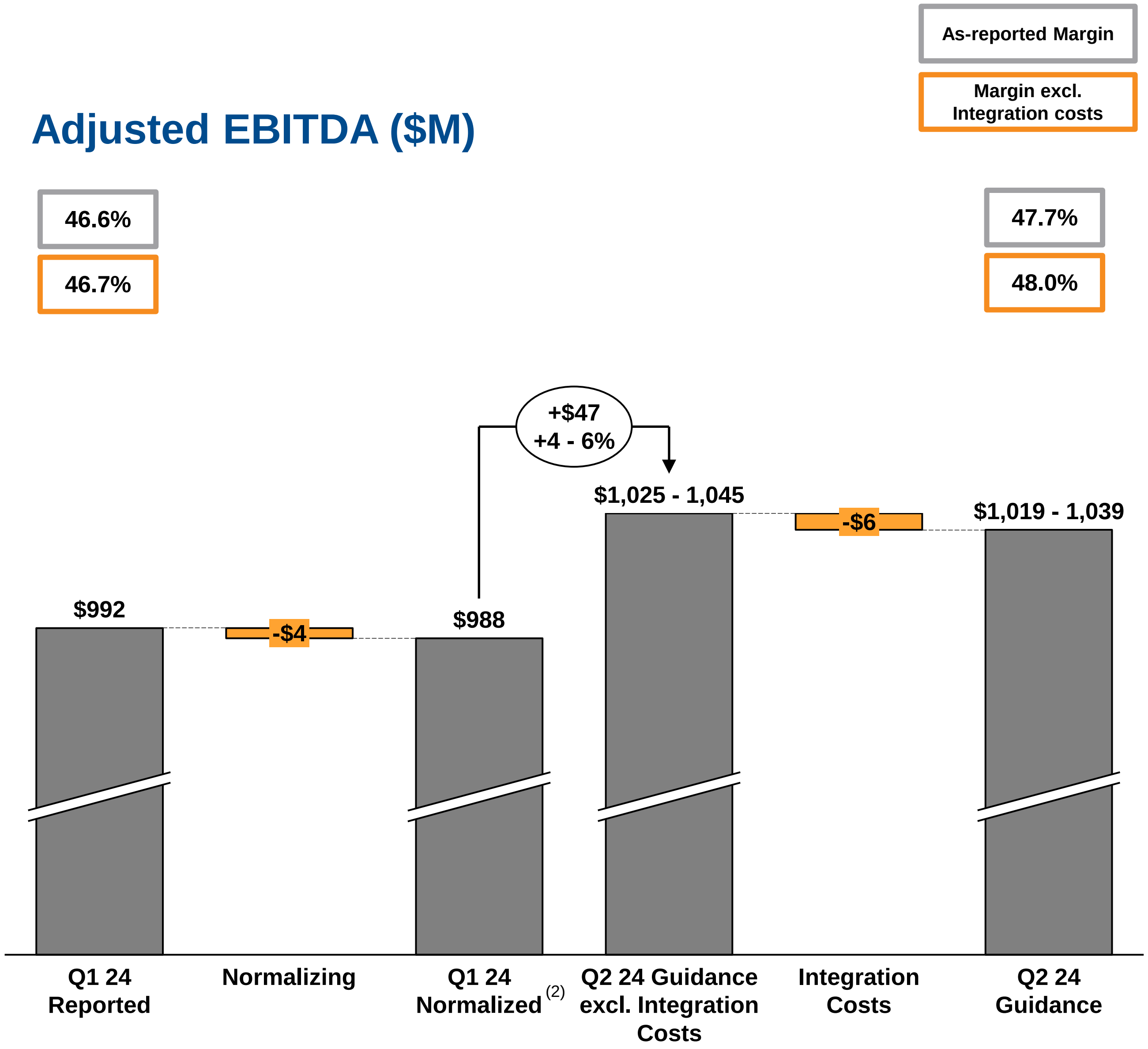
 

# Q2 24 Guidance

## Revenues ($M)



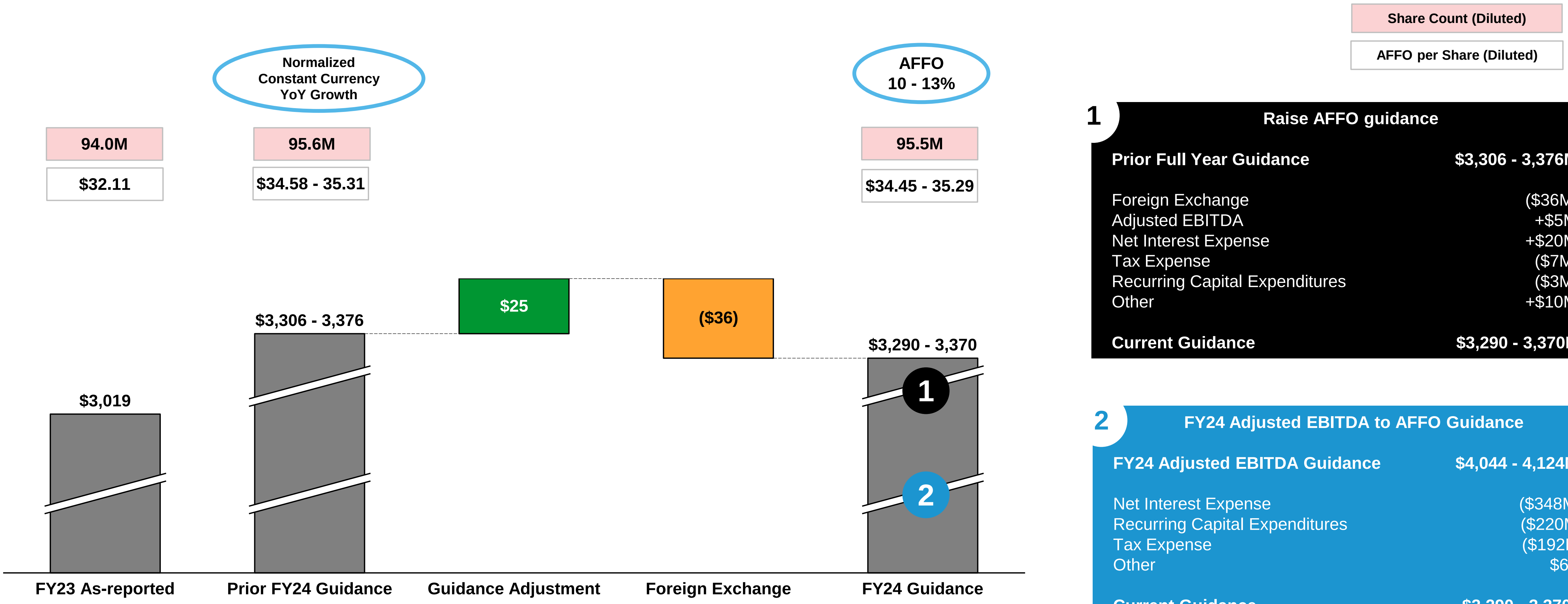

## Adjusted EBITDA ($M)




(1) Q1 24 revenues normalized for a negative foreign currency impact of $8M between Q2 24 FX guidance rates and Q1 24 average FX rates and $9M QoQ net power price decreases
(2) Q1 24 adjusted EBITDA normalized for a negative foreign currency impact of $5M between Q2 24 FX guidance rates and Q1 24 average FX rates and $1M of integration costs

# FY24 AFFO and AFFO per Share Guidance (1)(2)(3)

Raise underlying AFFO guidance by $25M against FX headwind of $36M; AFFO per share growth of 8 - 11%




**1 Raise AFFO guidance**

| | |
|---|---|
| **Prior Full Year Guidance** | **$3,306 - 3,376M** |
| Foreign Exchange | ($36M) |
| Adjusted EBITDA | +$5M |
| Net Interest Expense | +$20M |
| Tax Expense | ($7M) |
| Recurring Capital Expenditures | ($3M) |
| Other | +$10M |
| **Current Guidance** | **$3,290 - 3,370M** |

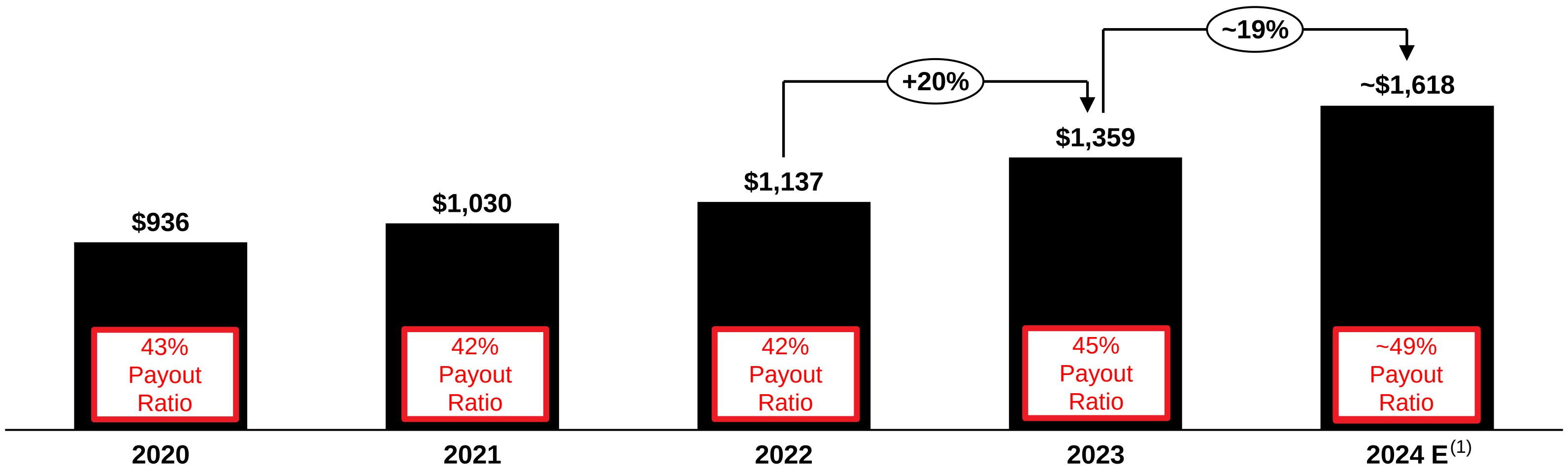
**2 FY24 Adjusted EBITDA to AFFO Guidance**

| | |
|---|---|
| **FY24 Adjusted EBITDA Guidance** | **$4,044 - 4,124M** |
| Net Interest Expense | ($348M) |
| Recurring Capital Expenditures | ($220M) |
| Tax Expense | ($192M) |
| Other | $6M |
| **Current Guidance** | **$3,290 - 3,370M** |

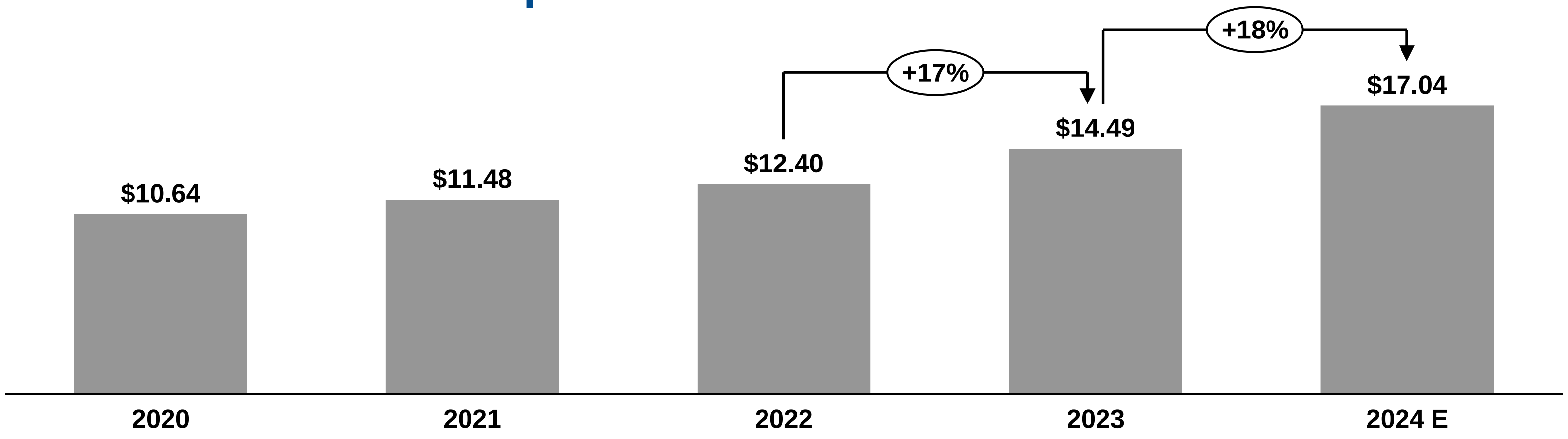
(1) AFFO and AFFO per share guidance excludes any future capital market activities the Company may undertake including any forward ATM sale settlements
(2) In $M except AFFO per share
(3) AFFO growth and AFFO per Share growth normalized for $20M of integration costs related to acquisitions, foreign exchange impact and other adjustments

# Dividend Outlook

## Annual Cash Dividend ($M)




## Annual Cash Dividend per Share




## 2024E Cash Dividend of ~$1,618M

- Nine years of continued cash dividend growth since REIT conversion in 2015
- Second quarter dividend of $4.26 to be paid on June 19th, 2024.
- 2024E cash dividend payout of ~$1,618M (▲19% YoY) and $17.04 per share (▲18% YoY)

(1) Excludes future financing activity

# Supplemental Financial and Operating Data

PLATFORM EQUINIX®

## All the Right **PLACES**

### Place Infrastructure Wherever You Need It

**Global Footprint**
260 data centers across 71 metros in 33 countries on 6 continents

**Resilient Platform**
99.999%+ uptime and 5-layer physical security

**Sustainability Leader**
First data center company to commit to supply 100% clean and renewable energy

## All the Right **PARTNERS**

### Connect to Everything You Need to Succeed

**Global Ecosystem**
The most dynamic global ecosystem of 10,000+ companies including 55%+ of Fortune 500

**Service Providers**
2,000+ networks and 3,000+ cloud and IT service providers

**Interconnection Services**
Award-winning portfolio of physical and virtual interconnections, including the worldwide reach of Equinix Fabric™. In total, 468,000+ connections globally

## All the Right **POSSIBILITIES**

### Seize Opportunity with Agility, Speed and Confidence

**Experience**
25+ years of deep expertise designing and implementing customer architectures

**Self-Service**
Digital tools and services to secure, control and manage your hybrid environment

**Insight**
We can help customers benchmark their progress and accelerate it through proven best practices and insights derived from industry and customer trends

# Equinix Overview [1]

| | |
|---|---|
| **Unique Portfolio of Data Center Assets** | • Global footprint: 260 data centers in 71 metros<br>• Network dense: 2,000+ networks; 100% of Tier 1 Network Routes<br>• Cloud dense: 3,000+ Cloud & IT service providers<br>• Interconnected ecosystems: 468,000+ Total Interconnections |
| **Attractive Growth Profile** | • 2024 expected YoY revenues growth of 7-8% on a normalized and constant currency basis [2]<br>• 21 years of consecutive quarterly revenue growth<br>• 5% [3] same store recurring revenues growth, 66% cash gross margin [4] |
| **Proven Track Record** | • Industry-leading development yields<br>• ~26% yield on gross PP&E invested on stabilized assets<br>• 10-year total annualized equity return including reinvested dividends as of YE 2023 was ~18% |
| **Long-term Control of Assets** | • Own 155 of 260 Data Centers, 22.3M of 31.5M gross sq. ft.<br>• Owned assets generate 67% of recurring revenues [5]<br>• Average remaining lease term of >18 years including extensions |
| **Development Pipeline** | • Long history of development success through expansions, campuses and known demand pipeline<br>• Expect typical new build to be >80% utilized in 2-5 years<br>• Expect typical new build to be cash flow breakeven within 6-12 months |
| **Balance Sheet Flexibility** | • Investment grade corporate credit ratings by S&P (BBB), Fitch (BBB+) and Moody's (Baa2)<br>• Conservative leverage levels with significant access to capital and financial flexibility<br>• Leverage of 3.6x (net debt to LQA adjusted EBITDA) |
| **Stable Yield** | • Strong yield (MRR per cabinet) across all regions and expect yields to remain firm<br>• Traditional levers on yield: 2-5%+ pricing escalators on existing contracts, interconnection and power density |

(1) All statistics are as of Q1 24
(2) Normalized for net power price decreases of $68M issued in FY24 offset by $45M annualized impact of FY23 mid-year price increases and a negative foreign currency impact of approximately $18M between December 31st, 2023 spot rates and FY23 average FX rates
(3) YoY same store recurring revenues growth on a constant currency basis assumes average FX rates used in our financial results remain the same over the comparative periods
(4) Trailing 4-Qtr cash gross profit
(5) Excludes xScale JVs

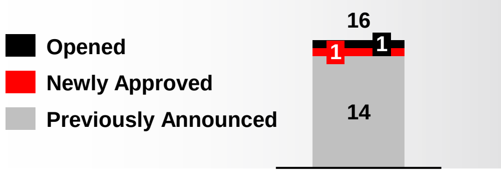
# Pressing Our Advantage in All Markets

Equinix global reach expands to 71 metro areas and 33 countries

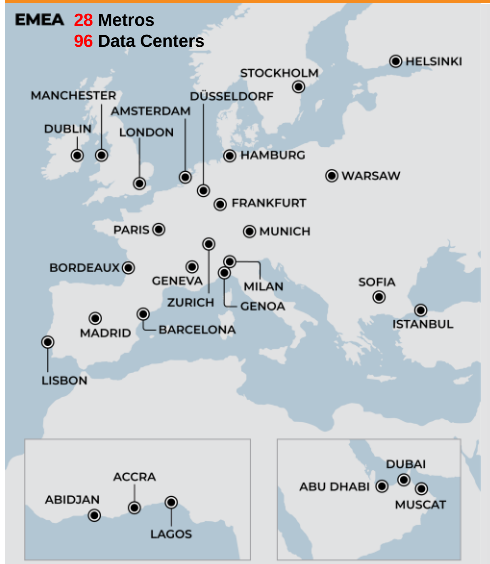
**6** Continents | **33** Countries | **71** Metro areas | **260** Data centers

## AMERICAS

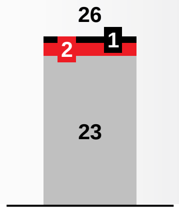

### Approved Expansions(2)




## EMEA

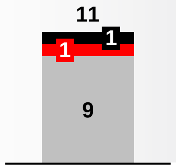



### Approved Expansions(2)




## ASIA-PACIFIC


### Approved Expansions(2)




## % of Customers in Multiple Locations(1)

Multi-Metro Customers

**90%**

Multi-Region Customers

**76%**

All Regions

**64%**

## Platform Equinix

- Geographic footprint is unmatched and remains a unique differentiator
- Multi-region deployments outpace single-region deployments

## Expansion strategy

- Capture first-mover advantage in future global hubs
- Use unique market intelligence for prudent capital allocation

(1) Derived from Q1 24 recurring revenues; excludes Equinix Metal and MainOne acquisition

(2) Includes xScale JVs

# xScale: Amplifying Our Balance Sheet to Extend Cloud Leadership

## Recent Leasing Activity

- Leased **48MW** of capacity since our last earnings call including ~14MW of capacity in EMEA and ~34MW of capacity in APAC

## Overview

- Equinix owns 20% of the JVs while receiving fees for managing and operating the xScale facilities
- Our global xScale portfolio will represent more than $8 billion invested and greater than 725 megawatts of power capacity when fully built out

## Benefits

- JV operating structures enable the company to pursue strategic Hyperscale deployments while minimizing dilution to Equinix returns and preserving the company's balance sheet and investment capacity

| Region | Facility | JV Status | Phase Opening | Cost ($M) | Phase Capacity (MW) | Phase Leasing (MW) |
|---|---|---|---|---|---|---|
| AMER | Silicon Valley 12x-1 | JV | Q2 2024 | $293 | 14 | 5 |
| AMER | Mexico City 3x-1 | JV | Q1 2025 | $61 | 4 | 0 |
| EMEA | Madrid 3x-1 (1) | JV | Open | $110 | 7 | 7 |
| EMEA | Paris 13x-1 | JV | Open | $247 | 14 | 14 |
| EMEA | Warsaw 4x-1 | JV | Q2 2024 | $113 | 5 | 5 |
| EMEA | Warsaw 4x-2 | JV | Q2 2024 | $23 | 5 | 5 |
| EMEA | Milan 7x-2 | JV | Q3 2024 | $32 | 5 | 5 |
| EMEA | Madrid 3x-2 | JV | Q3 2024 | $45 | 5 | 5 |
| EMEA | Madrid 3x-3 | JV | Q3 2024 | $9 | 2 | 0 |
| EMEA | Frankfurt 10x-1 | JV | Q1 2025 | $206 | 14 | 14 |
| EMEA | Madrid 4x-1 | JV | Q1 2025 | $119 | 10 | 10 |
| EMEA | Milan 7x-3 | JV | Q1 2025 | $67 | 10 | 10 |
| EMEA | Frankfurt 16x-1 | JV | Q2 2025 | $192 | 14 | 14 |
| EMEA | Warsaw 4x-3 | JV | Q2 2025 | $74 | 10 | 10 |
| APAC | Seoul 2x-1 (2) | JV | Open | $166 | 12 | 2 |
| APAC | Osaka 4x-1 | JV | Q2 2024 | $150 | 14 | 14 |
| APAC | Osaka 5x-1 | JV | Q1 2027 | $177 | 19 | 19 |
| Total Portfolio | Capacity Under Development (3) | | | | 165 | 139 |
| Total Portfolio | Operational Data Centers (4) | JV | Open | | 220 | 209 |
| Total Portfolio | Total Portfolio (3) (5) | | | | 384 | 348 |

(1) Equinix is leasing MD6, a portion of Madrid 3x from the EMEA 2 JV
(2) Equinix is leasing SL4, a portion of Seoul 2x from the APAC 3 JV
(3) Totals may not sum due to rounding
(4) Operational data centers include 14 open xScale facilities
(5) Includes all operational xScale facilities and announced projects

# Customer Diversity

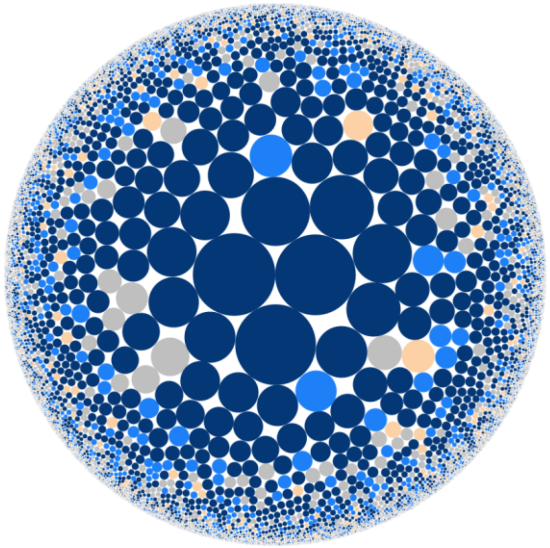
## Diversified revenues across business size and industry reduces exposure to macro volatility

Bubble Size: 1Q24 MRR[1] with Equinix

### Large, established businesses constitute majority of revenue…

*By Company Size[2] (Sales Volume)*

$1B+ | $100M-$1B | $50M-$100M | <$50M

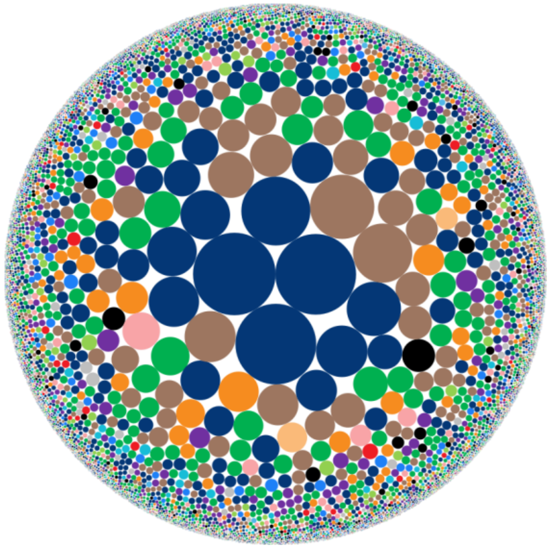


**% of Total:** 69% 13% 3% 15%

### Customers come from a diverse set of Industries…

*By Industry Classification*

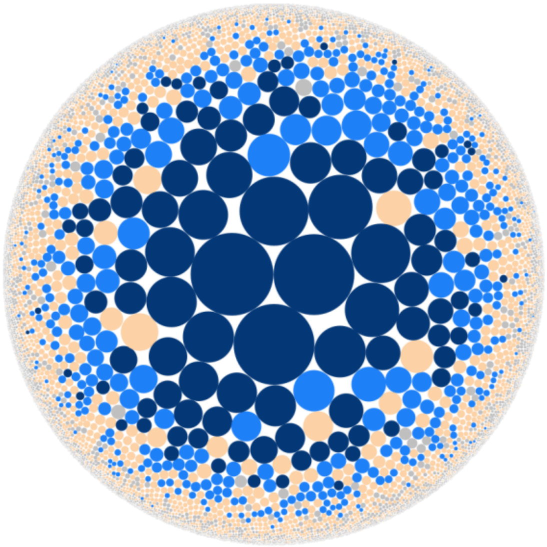
NWK | CIT | CDM | FIN | GOV | MFG | Prof. Svcs | Healthcare | Consumer Svcs | Retail, Wholesale | Ind. Svcs | Energy | Other



### Majority of revenue comes from customers deployed in >3+ IBXs…

*By IBX Count*

More than 30 | 11 - 30 | 3 - 10 | 1 or 2



**% of Total:** 41% 25% 24% 10%

(1) Excludes Equinix Metal

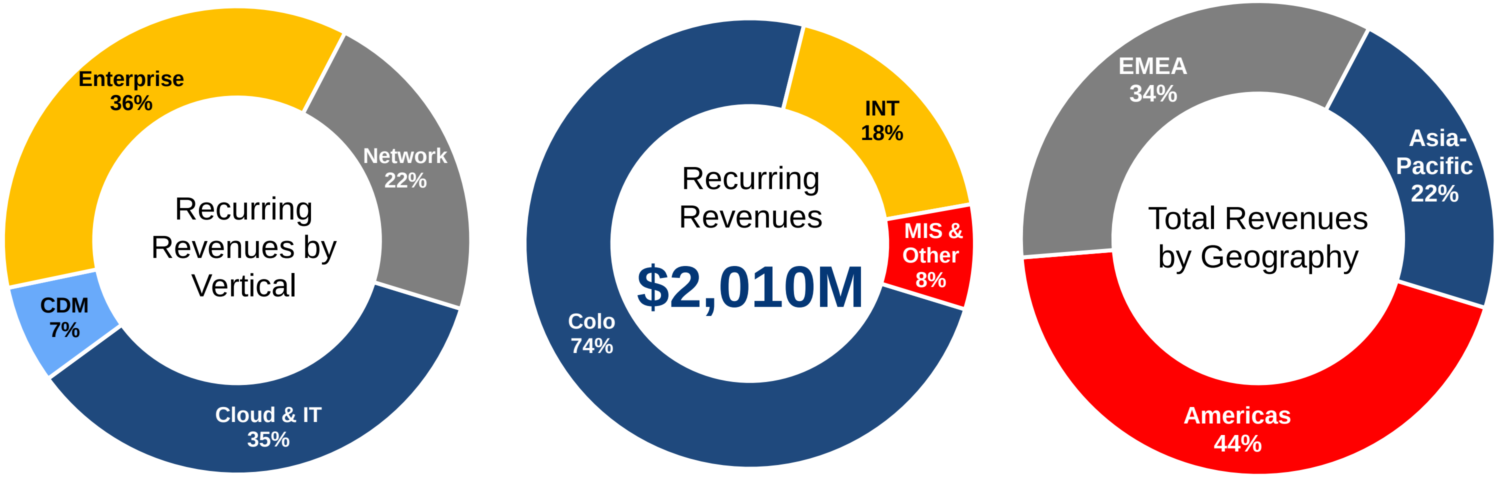
(2) Company size based on annual sales from FactSet; those with unknown sales volume, including government entities, bucketed under "<$50M"

# Customer Revenues Mix

Diversified Revenues across Customer, Region and Industry segments

## Q1 24 Revenues Mix




## Customers and Churn

**Top 10 Customers** (1)

| Rank | Type of Customer | %MRR | Region Count | IBX Count |
|---|---|---|---|---|
| 1 | Cloud & IT | 2.7% | 3 | 79 |
| 2 | Cloud & IT | 2.6% | 3 | 56 |
| 3 | Cloud & IT | 2.6% | 3 | 77 |
| 4 | Cloud & IT | 1.9% | 3 | 83 |
| 5 | Network | 1.7% | 3 | 148 |
| 6 | Network | 1.3% | 3 | 135 |
| 7 | Cloud & IT | 1.2% | 3 | 30 |
| 8 | Cloud & IT | 1.1% | 3 | 43 |
| 9 | Cloud & IT | 1.0% | 3 | 35 |
| 10 | Cloud & IT | 1.0% | 3 | 91 |
| | **Top 10** | **17.1%** 17.7% (2) | | |
| | **Top 50** | **37.5%** 38.3% | | |

**Global New Customer Count & Churn %**

| | Q1 23 | Q2 23 | Q3 23 | Q4 23 | Q1 24 |
|---|---|---|---|---|---|
| Gross New Global Customers (3) | 220 | 230 | 240 | 260 | 240 |
| MRR Churn (4) | 2.0% | 2.3% | 2.2% | 2.4% | 2.1% |

(1) Top Customers as of Q1 24; excludes Equinix Metal and MainOne acquisition
(2) Top Customers as of Q1 23
(3) Gross New Global Customers excludes acquisitions and customers added through the channel and is based on the count of unique global parents
(4) MRR Churn is defined as a reduction in term-based contracted MRR attributed to customer terminations divided by MRR billing at the beginning of the quarter. Excludes usage-based services and MainOne acquisition

# Non-Financial Metrics (1)

| | FY2023 | | | | FY2024 | |
|---|---|---|---|---|---|---|
| | Q1 | Q2 | Q3 | Q4 | Q1 | QoQ |
| **Interconnections** | | | | | | |
| Americas | 198,500 | 199,900 | 201,900 | 203,600 | 207,000 | 3,400 |
| EMEA | 159,600 | 160,800 | 161,700 | 159,800 | 161,300 | 1,500 |
| Asia-Pacific | 94,100 | 95,600 | 96,900 | 98,800 | 100,100 | 1,300 |
| **Total Interconnections** | **452,200** | **456,300** | **460,500** | **462,200** | **468,400** | **6,200** |
| **Worldwide Cross Connections** | **403,700** | **405,400** | **408,100** | **408,100** | **412,000** | **3,900** |
| **Worldwide Virtual Connections** | **48,500** | **50,900** | **52,400** | **54,100** | **56,400** | **2,300** |
| **Internet Exchange Provisioned Capacity** | | | | | | |
| Americas | 108,000 | 111,300 | 114,600 | 117,900 | 121,900 | 4,000 |
| EMEA | 26,700 | 27,500 | 28,400 | 29,500 | 29,800 | 300 |
| Asia-Pacific | 74,000 | 77,000 | 81,500 | 86,100 | 88,500 | 2,400 |
| **Worldwide** | **208,700** | **215,800** | **224,500** | **233,500** | **240,200** | **6,700** |
| **Worldwide Internet Exchange Ports** | **6,800** | **6,770** | **6,830** | **6,830** | **6,790** | **(40)** |
| **Cabinet Equivalent Capacity** | | | | | | |
| Americas | 134,000 | 134,700 | 139,900 | 145,400 | 145,600 | 200 |
| EMEA | 132,200 | 134,100 | 136,200 | 136,200 | 136,300 | 100 |
| Asia-Pacific | 79,900 | 80,500 | 80,400 | 80,900 | 82,100 | 1,200 |
| **Worldwide** | **346,100** | **349,300** | **356,500** | **362,500** | **364,000** | **1,500** |
| **Cabinet Billing** | | | | | | |
| Americas | 109,500 | 109,400 | 109,500 | 112,900 | 114,000 | 1,100 |
| EMEA | 110,000 | 109,700 | 109,200 | 109,100 | 107,800 | (1,300) (2) |
| Asia-Pacific | 64,200 | 65,000 | 65,200 | 65,300 | 64,800 | (500) (2) |
| **Worldwide** | **283,700** | **284,100** | **283,900** | **287,300** | **286,600** | **(700)** |
| **MRR per Cab** (3) | | | | | | |
| Americas | $2,415 | $2,450 | $2,508 | $2,527 | $2,514 | ($13) |
| EMEA | $1,872 | $1,890 | $1,976 | $1,991 | $2,050 | $59 |
| Asia-Pacific | $2,099 | $2,108 | $2,118 | $2,104 | $2,159 | $55 |
| **Worldwide** | **$2,132** | **$2,156** | **$2,214** | **$2,227** | **$2,258** | **$31** |
| **Quarter End Utilization** | | | | | | |
| Americas | 82% | 81% | 78% | 78% | 78% | |
| EMEA | 83% | 82% | 80% | 80% | 79% | |
| Asia-Pacific | 80% | 81% | 81% | 81% | 79% | |
| **Worldwide** | **82%** | **81%** | **80%** | **79%** | **79%** | |

(1) All non-financial metrics exclude assets sold to the xScale Joint Ventures (“JVs”), Equinix Metal and assets acquired from MainOne
(2) Impacted by timing of cabinet installation and churn
(3) MRR per Cab excludes xScale JVs, Equinix Metal, Infomart non-IBX tenant income and MainOne acquisition

# Equinix Announced Retail IBX Expansions

## Expansion Highlights

- **We have 50 major builds underway across 34 markets in 21 countries including 14 xScale builds**
- **We had 3 openings in 3 metros – Mexico City, Mumbai and Paris**
- **Estimated FY24 ending cabinet equivalent capacity of ~382,000**

## AMER

| IBX Data Center | Status | 2024 Q1 | 2024 Q2 | 2024 Q3 | 2024 Q4 | 2025 Q1 | 2025 Q2 | 2025 Q3 | 2025 Q4 | 2026 Q1 | 2026 Q2 | 2026 Q3 | Total Capex[1] $US millions | Ownership | Cabinet[1] Equivalent Capacity In Future Phases |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| MX2 phase 3 (Mexico City) | Open | | 1,200 | | | | | | | | | | $57 | Owned | - |
| NY11 Phase 4 (New York) | Previously Announced | | 550 | | | | | | | | | | $87 | Owned | 550 |
| NY3 phase 1 (New York) | Previously Announced | | | 1,200 | | | | | | | | | $250 | Owned* | 3,850 |
| MI1 phase 3 (Miami) | Previously Announced | | | | | 1,050 | | | | | | | $86 | Owned | 1,000 |
| SP4 phase 4 (São Paulo) | Previously Announced | | | | | 750 | | | | | | | $22 | Owned | 750 |
| ST2 phase 2 (Santiago) | Previously Announced | | | | | 425 | | | | | | | $46 | Owned | - |
| RJ3 phase 1 (Rio de Janeiro) | Previously Announced | | | | | 550 | | | | | | | $94 | Owned | 550 |
| DA11 phase 3 (Dallas) | Previously Announced | | | | | | 2,000 | | | | | | $186 | Owned | 1,875 |
| TR6 phase 2 (Toronto) | Previously Announced | | | | | | 900 | | | | | | $123 | Owned | 1,575 |
| MO2 phase 1(Monterrey) | Previously Announced | | | | | | | 725 | | | | | $79 | Owned | 1,450 |
| DC2 Redevelopment (Washington, D.C.)[2] | Previously Announced | | | | | | | | 425 | | | | $56 | Owned | - |
| DC22 phase 1 (Washington, D.C.) | Previously Announced | | | | | | | | 2,125 | | | | $260 | Owned | 6,375 |
| SP6 phase 1 (São Paulo) | Previously Announced | | | | | | | | | 1,125 | | | $110 | Owned | 2,250 |
| SV18 phase 1 (Silicon Valley) | Newly Approved | | | | | | | | | | | 1,350 | $260 | Owned | 1,350 |
| **Americas Sellable IBX Cabinet Adds** | | **-** | **1,750** | **1,200** | **-** | **2,775** | **2,900** | **725** | **2,550** | **1,125** | **-** | **1,350** | **$1,715** | | |

(1) Sellable cabinet equivalents and capital expenditures are approximate and may change based on final construction details

(2) DC2 is a key networking ecosystem facility first opened in 2000 with 8,500+ interconnections. As part of this project, Equinix Is investing approximately $56M of redevelopment capex in infrastructure upgrades (e.g. mechanical, electrical, cooling, etc.) to expand the revenue capacity, efficiency and operating standards of the building as well as approximately $20M of recurring capex for works to maintain existing revenue streams (e.g. roofing, super structure, exterior walls)

* Subject to long-term ground lease

# Equinix Announced Retail IBX Expansions

## EMEA / APAC

| IBX Data Center | Status | 2024 Q1 | 2024 Q2 | 2024 Q3 | 2024 Q4 | 2025 Q1 | 2025 Q2 | 2025 Q3 | 2025 Q4 | 2026 Q1 | 2026 Q2 | 2026 Q3 | Total Capex(1) $US millions | Ownership | Cabinet(1) Equivalent Capacity In Future Phases |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| PA10 phase 2 (Paris) | Open | 700 | | | | | | | | | | | $32 | Owned | - |
| HH1 phase 2 (Hamburg) | Previously Announced | | 325 | | | | | | | | | | $9 | Owned | - |
| LG2 phase 2 (Lagos) | Previously Announced | | 150 | | | | | | | | | | $9 | Owned | - |
| MU4 phase 2 (Munich) | Previously Announced | | 750 | | | | | | | | | | $22 | Owned | 2,950 |
| BA2 phase 1 (Barcelona) | Previously Announced | | | 650 | | | | | | | | | $56 | Owned | 375 |
| BX1 phase 2 / 3 / 4 (Bordeaux) | Previously Announced | | | 800 | | | | | | | | | $64 | Owned | - |
| JN1 phase 1(Johannesburg) | Previously Announced | | | 700 | | | | | | | | | $21 | Leased | 2,775 |
| IL4 phase 1 (Istanbul) | Previously Announced | | | 1,125 | | | | | | | | | $64 | Owned | - |
| MA5 phase 2 (Manchester) | Previously Announced | | | | 775 | | | | | | | | $39 | Owned | - |
| SN1 phase 1 (Salalah) | Previously Announced | | | | 125 | | | | | | | | $14 | Owned / JV | 125 |
| LG2 phase 3 (Lagos) | Previously Announced | | | | | 275 | | | | | | | $29 | Owned | - |
| LS2 phase 1 (Lisbon) | Previously Announced | | | | | 625 | | | | | | | $53 | Owned | 325 |
| LD10 phase 4 (London) | Previously Announced | | | | | | | 850 | | | | | $63 | Leased | - |
| LG3 phase 1 (Lagos) | Previously Announced | | | | | | | 225 | | | | | $22 | Owned | - |
| MD5 phase 1 (Madrid) | Previously Announced | | | | | | | 1,700 | | | | | $115 | Owned | - |
| FR8 phase 2 (Frankfurt) | Previously Announced | | | | | | | | | 1,400 | | | $193 | Owned | 1,400 |
| **EMEA Sellable IBX Cabinet Adds** | | **700** | **1,225** | **3,275** | **900** | **900** | **-** | **2,775** | **-** | **1,400** | **-** | **-** | **$804** | | |
| KL1 phase 1 (Kuala Lumpur) | Open | 450 | | | | | | | | | | | $16 | Leased | 450 |
| SL4 phase 1 (Seoul) | Open | 475 | | | | | | | | | | | $6 | Leased | - |
| MB4 phase 1 (Mumbai) | Open | 350 | | | | | | | | | | | $3 | Leased | 350 |
| JH1 phase 1 (Johor) | Previously Announced | | 500 | | | | | | | | | | $38 | Owned | - |
| OS3 phase 3 (Osaka) | Previously Announced | | 600 | | | | | | | | | | $20 | Leased | 600 |
| SY5 phase 3 (Sydney) | Previously Announced | | 2,675 | | | | | | | | | | $121 | Owned | 2,675 |
| CN1 phase 1 (Chennai) | Previously Announced | | | 850 | | | | | | | | | $65 | Owned | 1,525 |
| ME2 phase 3 (Melbourne) | Previously Announced | | | 1,500 | | | | | | | | | $39 | Owned | - |
| TY15 phase 1 (Tokyo) | Previously Announced | | | 1,200 | | | | | | | | | $115 | Leased | 2,500 |
| JK1 phase 1 (Jakarta) | Previously Announced | | | | 575 | | | | | | | | $32 | Leased / JV | 1,050 |
| MB3 phase 1 (Mumbai) | Previously Announced | | | | 1,375 | | | | | | | | $86 | Owned | 4,150 |
| **Asia-Pacific Sellable IBX Cabinet Adds** | | **1,275** | **3,775** | **3,550** | **1,950** | **-** | **-** | **-** | **-** | **-** | **-** | **-** | **$541** | | |
| **Global Sellable IBX Cabinet Adds** | | **1,975** | **6,750** | **8,025** | **2,850** | **3,675** | **2,900** | **3,500** | **2,550** | **2,525** | **-** | **1,350** | **$3,060** | | |

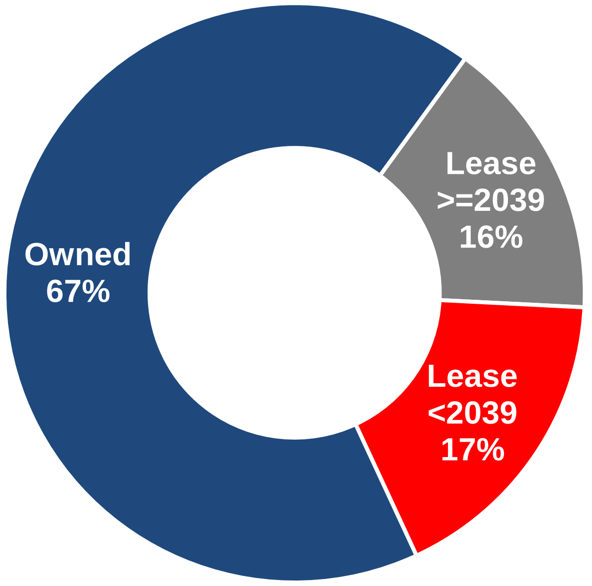
(1) Sellable cabinet equivalents and capital expenditures are approximate and may change based on final construction details

* Subject to long-term ground lease

# Real Estate Ownership and Long-Term Leases

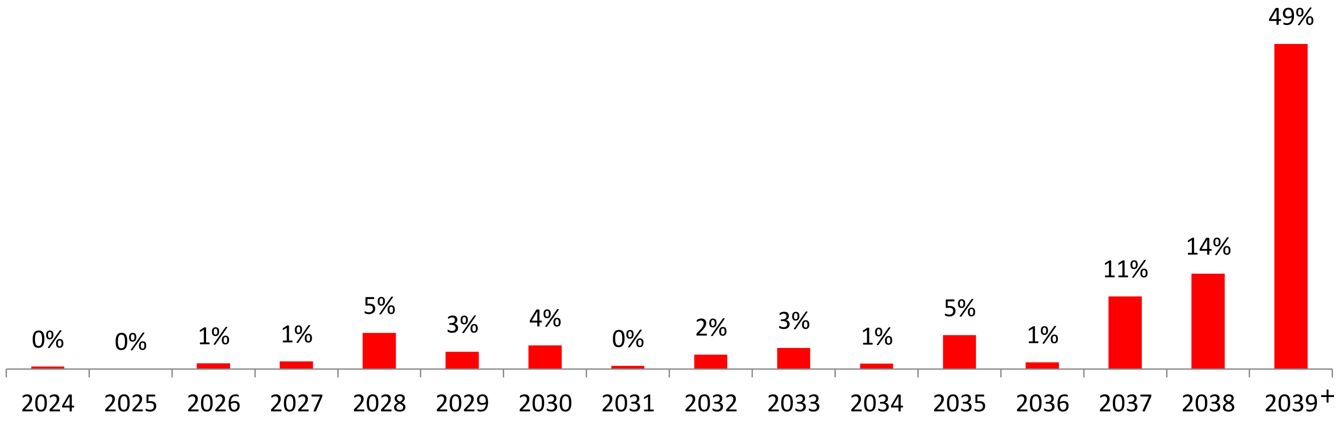
Own 155 of 260 Data Centers, totaling 22.3M of 31.5M total gross square feet [(1)]

## Recurring Revenues by Ownership [(2)]




## Global Lease Portfolio Expiration Waterfall [(3)]

**% Leases Renewing by Square Footage**
**Last Possible Expiration Date**




- Weighted average lease maturity greater than 18 years including extensions
- Only 0.9M square feet up for renewal prior to 2030

83% of our recurring revenue [(2)] is generated by either owned properties or properties where our lease expirations extend to 2039 and beyond

(1) Owned assets defined as fee-simple ownership or owned building on long-term ground lease
(2) Excludes xScale JV sites
(3) Lease expiration waterfall represents when leased square footage, including xScale, expires assuming all available renewal options are exercised. Square footage represents area in operation based on customer ready date

# Same Store Operating Performance[1]

| | | Revenues ($M) | | | | | | Cash Cost, Gross Profit and PP&E ($M) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Category | | Colocation | Inter-connection | Services/ Other | Total Recurring | Non-Recurring | Total Revenues | Cash Cost of Revenues | Cash Gross Profit | *Cash Gross Margin %* | Gross PP&E | *Trailing 4-Qtr Cash Return on Gross PP&E %* |
| Q1 2024 | Stabilized | $1,144 | $294 | $90 | **$1,528** | $57 | **$1,586** | $512 | **$1,074** | *68%* | $16,121 | *26%* |
| Q1 2023 | Stabilized | $1,117 | $272 | $91 | **$1,480** | $62 | **$1,542** | $494 | **$1,048** | *68%* | $15,910 | *25%* |
| **Stabilized YoY %** | | ***2%*** | ***8%*** | ***-1%*** | ***3%*** | ***-7%*** | ***3%*** | ***4%*** | ***2%*** | ***0%*** | ***1%*** | ***0%*** |
| Stabilized @ CC YoY %[2] | | *4%* | *8%* | *5%* | *5%* | *-8%* | *4%* | *5%* | *4%* | ***0%*** | ***3%*** | ***1%*** |
| Q1 2024 | Expansion | $330 | $72 | $17 | **$419** | $24 | **$443** | $155 | **$288** | *65%* | $7,556 | *14%* |
| Q1 2023 | Expansion | $277 | $62 | $14 | **$354** | $27 | **$380** | $134 | **$247** | *65%* | $6,378 | *14%* |
| **Expansion YoY %** | | ***19%*** | ***16%*** | ***19%*** | ***18%*** | ***-10%*** | ***16%*** | ***16%*** | ***17%*** | ***0%*** | ***18%*** | ***0%*** |
| Q1 2024 | Total | $1,475 | $366 | $107 | **$1,947** | $81 | **$2,029** | $667 | **$1,362** | *67%* | $23,677 | *22%* |
| Q1 2023 | Total | $1,394 | $334 | $105 | **$1,834** | $88 | **$1,922** | $628 | **$1,295** | *67%* | $22,288 | *22%* |
| **Total YoY %** | | ***6%*** | ***9%*** | ***1%*** | ***6%*** | ***-8%*** | ***6%*** | ***6%*** | ***5%*** | ***0%*** | ***6%*** | ***0%*** |

(1) Excludes Equinix Metal, Infomart non-IBX tenant income and xScale JVs

(2) YoY growth on a constant currency basis assumes average FX rates used in our financial results remain the same over comparative periods

# Consolidated Portfolio Operating Performance [1]

| | | Cabinets Billed | | | Q1 24 Revenues ($M) | |
|---|---|---|---|---|---|---|
| Category | # of Data Centers | Total Cabinet Capacity | Cabinets Billed | Cabinet Utilization % | Total Recurring | Owned % of Total Recurring |
| **Americas** | | | | | | |
| Owned [2] | 68 | 113,600 | 87,600 | 77% | **$653** | |
| Leased | 40 | 32,000 | 26,400 | 83% | **$202** | |
| **Americas Total** | **108** | **145,600** | **114,000** | **78%** | **$855** | **76%** |
| **EMEA** | | | | | | |
| Owned [2][3] | 51 | 102,400 | 80,700 | 79% | **$501** | |
| Leased | 33 | 33,900 | 27,100 | 80% | **$179** | |
| **EMEA Total** | **84** | **136,300** | **107,800** | **79%** | **$680** | **74%** |
| **Asia-Pacific** | | | | | | |
| Owned [2] | 21 | 33,800 | 27,200 | 80% | **$148** | |
| Leased | 30 | 48,300 | 37,600 | 78% | **$268** | |
| **Asia-Pacific Total** | **51** | **82,100** | **64,800** | **79%** | **$416** | **36%** |
| **EQIX Total** | **243** | **364,000** | **286,600** | **79%** | **$1,951** | **67%** |
| **Other Real Estate** | | | | | | |
| Owned [4] | - | - | - | - | **$9** | |
| **Other Real Estate Total** | **-** | - | - | - | **$9** | **100%** |
| **Acquisition Total** | **-** | - | - | - | **$0** | |
| **Combined Total** | **243** | **364,000** | **286,600** | **79%** | **$1,960** | **67%** |

(1) Excludes Equinix Metal, non-data center assets and xScale JVs. Data center acquisition-level financials are based on allocations which will be refined as integration activities continue
(2) Owned assets include those subject to long-term ground leases
(3) Includes MainOne in data center count; cabinet counts are excluded
(4) Includes non-IBX tenant income

# Data Center Portfolio Composition

| Metro | Count | Stabilized | Expansion | New | xScale | Owned | Leased |
|---|---|---|---|---|---|---|---|
| Atlanta | 5 | AT2, AT3, AT4, AT5 | AT1 | | | AT4 | AT1, AT2, AT3, AT5 |
| Bogota | 2 | BG1 | | BG2 | | BG1, BG2 | |
| Boston | 1 | | BO2 | | | BO2 | |
| Calgary | 3 | CL1, CL2 | CL3 | | | CL3 | CL1, CL2 |
| Chicago | 5 | CH1, CH2, CH3, CH4, CH7 | | | | CH3, CH7 | CH1, CH2, CH4 |
| Culpeper | 4 | CU1,CU2, CU3 | CU4 | | | CU1, CU2, CU3, CU4 | |
| Dallas | 8 | DA1, DA2, DA3, DA4, DA6, DA7, DA9 | DA11 | | | DA1, DA2, DA3, DA6, DA9, DA11 | DA4, DA7 |
| Washington DC/Ashburn | 16 | DC1, DC3, DC4, DC5, DC6, DC7, DC10, DC11, DC12, DC13, DC14, DC15, DC97 | DC2, DC21 | DC16 | | DC1, DC2, DC4, DC5, DC6, DC11, DC12, DC13, DC14, DC15, DC16, DC21 | DC3, DC7, DC10, DC97 |
| Denver | 2 | DE1 | DE2 | | | DE2 | DE1 |
| Houston | 1 | | HO1 | | | HO1 | |
| Kamloops | 1 | | KA1 | | | KA1 | |
| Lima | 1 | LM1 | | | | LM1 | |
| Los Angeles | 5 | LA1, LA2, LA3, LA7 | LA4 | | | LA4, LA7 | LA1, LA2, LA3 |
| Mexico City | 2 | MX1 | MX2 | | | MX1, MX2 | |
| Miami | 4 | MI2, MI3, MI6 | MI1 | | | MI1, MI6 | MI2, MI3 |
| Monterrey | 1 | MO1 | | | | | MO1 |
| Montreal | 2 | | MT1 | MT2 | | MT1, MT2 | |
| New York | 9 | NY1, NY2, NY4, NY5, NY6, NY7, NY9, NY13 | NY11 | | | NY2, NY4*, NY5*, NY6*, NY11 | NY1, NY7, NY9, NY13 |
| Ottawa | 1 | | OT1 | | | OT1 | |
| Philadelphia | 1 | PH1 | | | | | PH1 |
| Rio de Janeiro | 2 | RJ1, RJ2 | | | | RJ2* | RJ1 |
| Santiago | 4 | ST1, ST3, ST4 | ST2 | | | ST1, ST2, ST3, ST4 | |
| Sao Paulo | 5 | SP1, SP2, SP3 | SP4 | | SP5x | SP1, SP2, SP3, SP4, SP5x | |
| Seattle | 3 | SE2, SE3 | SE4 | | | SE4 | SE2, SE3 |
| Silicon Valley | 12 | SV1, SV2, SV3, SV4, SV5, SV8, SV10, SV14, SV15, SV16, SV17 | SV11 | | | SV1, SV5, SV10, SV11, SV14, SV15, SV16 | SV2, SV3, SV4, SV8, SV17 |
| St. John | 1 | SJ1 | | | | SJ1 | |
| Toronto | 6 | TR1, TR2, TR4, TR5 | TR6, TR7 | | | TR2, TR6, TR7 | TR1, TR4, TR5 |
| Vancouver | 1 | VA1 | | | | | VA1 |
| Winnipeg | 1 | WI1 | | | | | WI1 |
| **Americas** | **109** | **83** | **22** | **3** | **1** | **69** | **40** |

## Change Summary (1)

**Expansion to Stabilized**
TR2

**Stabilized to Expansion**
DC2

Status Change

* Subject to long-term ground lease

(1) Stabilized/Expansion/New data center categorization are reset annually in Q1

# Data Center Portfolio Composition

| Metro | Count | Stabilized | Expansion | New | xScale | Owned | Leased |
|---|---|---|---|---|---|---|---|
| Abidjan | 1 | | AB1 | | | AB1 | |
| Abu Dhabi | 1 | AD1 | | | | | AD1 |
| Accra | 1 | AC1 | | | | AC1 | |
| Amsterdam | 9 | AM1, AM2, AM3, AM4, AM5, AM6, AM7, AM8, AM11 | | | | AM1*, AM2*, AM3*, AM4*, AM5, AM6, AM7* | AM8, AM11 |
| Barcelona | 1 | BA1 | | | | | BA1 |
| Bordeaux | 1 | | BX1 | | | BX1 | |
| Dubai | 3 | DX1, DX2 | | DX3 | | DX3* | DX1, DX2 |
| Dublin | 6 | DB1, DB2, DB3, DB4 | | | DB5x, DB6x | DB1, DB2, DB3, DB4, DB5x*, DB6x | |
| Dusseldorf | 1 | DU1 | | | | DU1 | |
| East Netherlands | 2 | EN1, ZW1 | | | | | EN1, ZW1 |
| Frankfurt | 9 | FR2, FR4, FR6, FR7 | FR5, FR8 | FR13 | FR9x, FR11x | FR2, FR4, FR5, FR6, FR8, FR9x, FR11x, FR13 | FR7 |
| Geneva | 2 | GV2 | GV1 | | | GV2 | GV1 |
| Genoa | 1 | | GN1 | | | GN1 | |
| Hamburg | 1 | | HH1 | | | HH1 | |
| Helsinki | 5 | HE3, HE4, HE5, HE6 | HE7 | | | HE6, HE7 | HE3, HE4, HE5 |
| Istanbul | 1 | IL2 | | | | IL2 | |
| Lagos | 2 | LG1 | LG2 | | | LG1, LG2 | |
| Lisbon | 1 | | LS1 | | | LS1 | |
| London | 10 | LD3, LD4, LD5, LD6, LD7 | LD8, LD9, LD10 | | LD11x, LD13x | LD4*, LD5*, LD6*, LD7*, LD8 | LD3, LD9, LD10, LD11x, LD13x |
| Madrid | 4 | MD1, MD2 | | MD6 | MD3x | MD3x | MD1, MD2, MD6 |
| Manchester | 4 | MA1, MA3, MA4 | MA5 | | | MA5 | MA1, MA3, MA4 |
| Milan | 4 | ML2, ML3 | ML5 | | ML7x | ML3, ML5, ML7x | ML2 |
| Munich | 3 | MU1, MU3 | MU4 | | | MU4 | MU1, MU3 |
| Muscat | 1 | | MC1 | | | MC1 | |
| Paris | 10 | PA2, PA3, PA4, PA5, PA6, PA7 | PA10 | | PA8x, PA9x, PA13x | PA2, PA3, PA4, PA8x, PA9x*, PA10, PA13x | PA5, PA6, PA7 |
| Sofia | 2 | SO1 | SO2 | | | SO1, SO2 | |
| Stockholm | 3 | SK1, SK2, SK3 | | | | SK2, SK3 | SK1 |
| Warsaw | 3 | WA1, WA2 | WA3 | | | WA3 | WA1, WA2 |
| Zurich | 3 | ZH2 | ZH4, ZH5 | | | ZH5 | ZH2, ZH4 |
| **EMEA** | **95** | **59** | **22** | **3** | **11** | **60** | **35** |
| Adelaide | 1 | AE1 | | | | AE1 | |
| Brisbane | 1 | BR1 | | | | BR1 | |
| Canberra | 1 | CA1 | | | | CA1* | |
| Hong Kong | 5 | HK2, HK3, HK4, HK5 | HK1 | | | | HK1, HK2, HK3, HK4, HK5 |
| Kuala Lumpur | 1 | | | KL1 | | | KL1 |
| Melbourne | 4 | ME1, ME4, ME5 | ME2 | | | ME1, ME2, ME4, ME5 | |
| Mumbai | 3 | MB1, MB2 | | MB4 | | MB2 | MB1, MB4 |
| Osaka | 3 | OS1 | OS3 | | OS2x | OS2x | OS1, OS3 |
| Perth | 3 | PE1, PE2 | PE3 | | | PE1, PE2*, PE3* | |
| Seoul | 3 | SL1 | | SL4 | SL2x | SL2x | SL1, SL4 |
| Singapore | 5 | SG1, SG2, SG3 | SG4, SG5 | | | SG3, SG5 | SG1, SG2, SG4 |
| Shanghai | 5 | SH1, SH2, SH3, SH5 | SH6 | | | SH3 | SH1, SH2, SH5, SH6 |
| Sydney | 8 | SY1, SY2, SY3, SY4, SY7 | SY5, SY6 | | SY9x | SY1, SY2, SY4*, SY5, SY6, SY7, SY9x | SY3 |
| Tokyo | 13 | TY1, TY2, TY3, TY4, TY5, TY6, TY7, TY8, TY9, TY10 | TY11 | | TY12x, TY13x | TY10*, TY12x, TY13x | TY1, TY2, TY3, TY4, TY5, TY6, TY7, TY8, TY9, TY11 |
| **APAC** | **56** | **38** | **10** | **3** | **5** | **26** | **30** |
| **Total** | **260** | **180** | **54** | **9** | **17** | **155** | **105** |

## Change Summary [1]

**New IBX**
MB4

**Expansion to Stabilized**
AC1
GV2
IL2
LD7
MD2
ME4
SK1
SK2

**New to Expansion**
GN1
MA5
MU4
PA10
PE3

**Stabilized to Expansion**
GV1

**Leased to Owned**
DB2
MB2
SK3

**Closed IBX**
MA2

Status Change

* Subject to long-term ground lease

(1) Stabilized/Expansion/New data center categorization are reset annually in Q1

# Adjusted Corporate NOI [1] ($M, except # of Data Centers)

| Calculation Of Adjusted Corp NOI | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
|---|---|---|---|---|---|
| # of Data Centers [1] | 243 | 243 | 239 | 238 | 237 |
| Recurring Revenues [2] | $1,960 | $1,930 | $1,921 | $1,878 | $1,843 |
| Recurring Cash Cost of Revenues Allocation | (619) | (663) | (639) | (634) | (579) |
| Cash Net Operating Income | 1,341 | 1,267 | 1,283 | 1,244 | 1,264 |
| Operating Lease Rent Expense Add-back [3] | 49 | 47 | 48 | 49 | 44 |
| Regional Cash SG&A Allocated to Properties | (194) | (208) | (196) | (199) | (191) |
| Adjusted Cash Net Operating Income [3] | $1,196 | $1,105 | $1,135 | $1,095 | $1,116 |
| Adjusted Cash NOI Margin | *61.0%* | *57.3%* | *59.0%* | *58.3%* | *60.6%* |
| **Reconciliation of NOI Cost Allocations** | | | | | |
| Non-Recurring Revenues (NRR) [2] | $86 | $83 | $87 | $84 | $88 |
| Non-Recurring Cash Cost of Revenues Allocation | (59) | (56) | (52) | (52) | (55) |
| Net NRR Operating Income | $27 | $27 | $36 | $32 | $33 |
| Total Cash Cost of Revenues [2] | $678 | $719 | $691 | $686 | $634 |
| Non-Recurring Cash Cost of Revenues Allocation | (59) | (56) | (52) | (52) | (55) |
| Recurring Cash Cost of Revenues Allocation | $619 | $663 | $639 | $634 | $579 |
| Regional Cash SG&A Allocated to Stabilized & Expansion Properties | $189 | $202 | $192 | $196 | $189 |
| Regional Cash SG&A Allocated to New Properties | 4 | 7 | 4 | 2 | 2 |
| Total Regional Cash SG&A | 194 | 208 | 196 | 199 | 191 |
| Corporate Cash SG&A in HQ Functions Not Allocated to Regions NOI [4] | 214 | 205 | 189 | 182 | 182 |
| Total Cash SG&A [5] | $407 | $413 | $385 | $380 | $373 |
| Corporate HQ SG&A as a % of Total Revenues | *10.0%* | *9.7%* | *9.2%* | *9.0%* | *9.1%* |

(1) Excludes Equinix Metal, non-data center assets and xScale JVs
(2) Excludes revenues and cash cost of revenues from Equinix Metal, non-data center assets and xScale JVs
(3) Adjusted NOI excludes operating lease expenses
(4) SG&A costs not directly supporting a regional portfolio
(5) Excludes SG&A related to non-data center assets, xScale JVs and integration costs

# Adjusted NOI Composition – Organic [1]

| Category | # of Data Centers | Total Cabinet Capacity | Cabinets Billed | Cabinet Utilization % | Q1 2024 Recurring Revenues ($M) | Q1 2024 Quarterly Adjusted NOI ($M) | % NOI |
|---|---|---|---|---|---|---|---|
| **Stabilized** | | | | | | | |
| Owned [2] | 91 | 170,900 | 145,100 | 85% | $990 | $630 | 53% |
| Leased | 89 | 89,900 | 73,800 | 82% | $538 | $332 | 28% |
| **Stabilized Total** | **180** | **260,800** | **218,900** | **84%** | **$1,528** | **$962** | **80%** |
| **Expansion** | | | | | | | |
| Owned [2] | 44 | 72,200 | 49,200 | 68% | $308 | $179 | 15% |
| Leased | 10 | 22,400 | 17,100 | 76% | $111 | $55 | 5% |
| **Expansion Total** | **54** | **94,600** | **66,300** | **70%** | **$419** | **$235** | **20%** |
| **New** | | | | | | | |
| Owned [2] | 5 | 6,700 | 1,200 | 18% | $3 | -$4 | 0% |
| Leased | 4 | 1,900 | 200 | 11% | $1 | -$1 | 0% |
| **New Total** | **9** | **8,600** | **1,400** | **16%** | **$4** | **-$5** | **0%** |
| **Other Real Estate** | | | | | | | |
| Owned [3] | - | - | - | - | $9 | $4 | 0% |
| **Other Real Estate Total** | **-** | **-** | **-** | **-** | **$9** | **$4** | **0%** |
| **Combined** | | | | | | | |
| Owned [2] | **140** | **249,800** | **195,500** | **78%** | $1,311 | $810 | **68%** |
| Leased | **103** | **114,200** | **91,100** | **80%** | $649 | $386 | **32%** |
| **Combined Total** | **243** | **364,000** | **286,600** | **79%** | **$1,960** | **$1,196** | **100%** |

(1) Excludes Equinix Metal, non-data center assets and xScale JVs. MainOne cabinet counts are excluded
(2) Owned assets include those subject to long-term ground leases
(3) Includes non-IBX tenant income

# Components of Net Asset Value

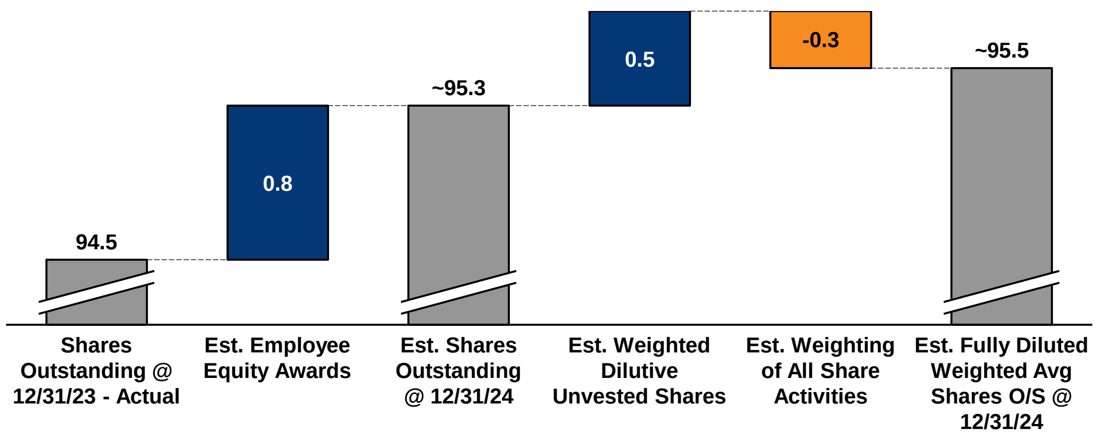
| | Ownership | Reference | Q1 24 Quarterly Adjusted NOI ($M) |
|---|---|---|---|
| Stabilized | Owned | Adjusted NOI Segments | $630 |
| Stabilized | Leased | Adjusted NOI Segments | $332 |
| Expansion | Owned | Adjusted NOI Segments | $179 |
| Expansion | Leased | Adjusted NOI Segments | $55 |
| Other Real Estate | Owned | Adjusted NOI Segments | $4 |
| **Quarterly Adjusted NOI (Stabilized, Expansion & Other Real Estate Only)** | | | $1,201 |
| **Other Operating Income** | | | |
| Quarterly Non-Recurring Operating Income | | | $27 |
| **Unstabilized Properties** | | | |
| New IBX at Cost | | | $672 |
| Development CIP and Land Held for Development | | | $2,284 |
| **Other Assets** | | | |
| Cash and Cash Equivalents | | Balance Sheet | $1,527 |
| Restricted Cash (1) | | Balance Sheet | $3 |
| Accounts Receivable, Net | | Balance Sheet | $1,079 |
| Prepaid Expenses and Other Assets (2) | | Balance Sheet | $1,745 |
| Total Other Assets | | | $4,354 |
| **Liabilities** | | | |
| Book Value of Debt (3) | | Balance Sheet | $13,638 |
| Accounts Payable and Accrued Liabilities (4) | | Balance Sheet | $1,398 |
| Dividend and Distribution Payable | | Balance Sheet | $16 |
| Deferred Tax Liabilities and Other Liabilities (5) | | Balance Sheet | $538 |
| Total Liabilities | | | $15,590 |
| **Other Operating Expenses** | | | |
| Annualized Cash Tax Expense | | | $182 |
| Annualized Cash Rent Expense (6) | | | $399 |
| **Diluted Shares Outstanding (millions)** | | Estimated 2024 Fully Diluted Shares | 96.9 |

(1) Restricted cash is included in other current assets and other assets in the balance sheet
(2) Consists of other current and other noncurrent assets including JV investments less restricted cash, debt issuance costs and contract costs
(3) Excludes finance lease and operating lease liabilities
(4) Consists of accounts payable and accrued expenses and accrued property, plant and equipment
(5) Consists of other current liabilities and other noncurrent liabilities less deferred installation revenue, asset retirement obligations and dividend and distribution payable
(6) Includes operating lease rent payments and finance lease principal and interest payments. Excludes equipment and office leases

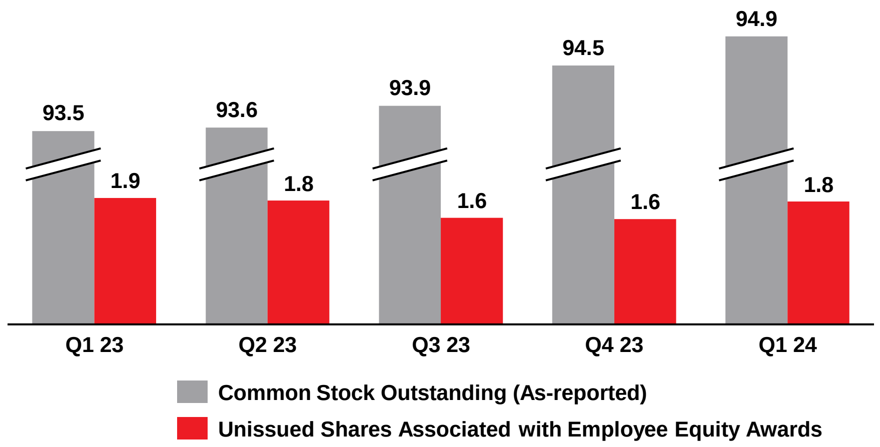
 

# Shares Forecast (M)

## Fully Diluted Weighted Average Shares




## Common Stock Outstanding




| | Actual/Forecasted Shares | Forecasted Shares - Fully Diluted (For NAV) | Weighted-Average Shares - Basic | Weighted-Average Shares - Fully Diluted |
|---|---|---|---|---|
| Shares outstanding at the beginning of the year | 94.48 | 94.48 | 94.48 | 94.48 |
| RSUs vesting [1] | 0.68 | 0.68 | 0.42 | 0.42 |
| ESPP purchases [1] | 0.15 | 0.15 | 0.10 | 0.10 |
| Dilutive impact of unvested employee equity awards | - | 1.55 [2] | - | 0.51 [3] |
| | 0.83 | 2.38 | 0.52 | 1.03 |
| **Shares outstanding - Forecast** [4] | **95.31** | **96.86** | **95.00** | **95.51** |

For Diluted AFFO/Share

(1) Represents forecasted shares expected to be issued for employee equity awards or via the employee stock purchase plan
(2) Represents the dilutive impact of employee equity awards that were granted, but unvested as of year end
(3) Represents the dilutive impact of employee equity awards that were granted, but unvested as of year end and any employee equity awards to be issued in 2024. The weighted-average shares are calculated on the same basis as diluted EPS for U.S. GAAP purposes
(4) Excludes outstanding forwards, any potential sales under ATM program or any additional financings the Company may undertake in the future, whether debt or equity

# Capital Expenditures Profile

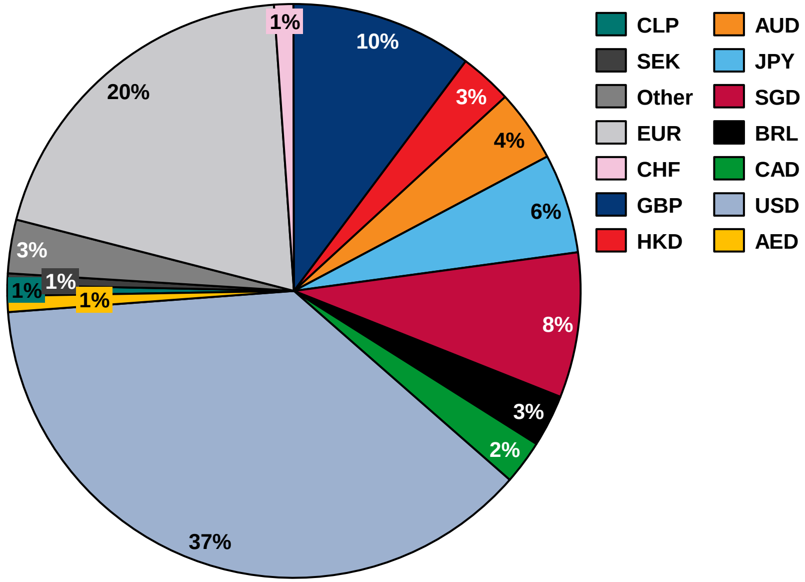
| ($M) | | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
|---|---|---|---|---|---|---|
| **Recurring** | IBX Maintenance | 9 | 86 | 35 | 25 | 11 |
| | Sustaining IT & Network | 2 | 5 | 4 | 4 | 2 |
| | Re-configuration Installation | 10 | 14 | 13 | 11 | 9 |
| | **Subtotal - Recurring** | **21** | **105** | **51** | **40** | **23** |
| **Non-Recurring** | IBX Expansion | 532 | 712 | 445 | 464 | 370 |
| | IBX Redevelopment (1) | 16 | - | - | - | - |
| | Transform IT, Network & Offices | 108 | 133 | 88 | 100 | 110 |
| | Initial / Custom Installation | 30 | 45 | 32 | 35 | 28 |
| | **Subtotal - Non-Recurring** | **686** | **891** | **566** | **599** | **508** |
| **Total** | | **707** | **996** | **618** | **638** | **530** |
| | *Recurring Capital Expenditures as a % of Revenues* | *1.0%* | *5.0%* | *2.5%* | *2.0%* | *1.1%* |

(1) Redevelopment capex for select IBXs where Equinix has determined to invest to further extend facility life beyond original use case and enhance capacity, efficiency and operating standards of the IBXs to be able to drive incremental revenues in the facility. Q1 24 spend relates to DC2 Redevelopment

# FX Rates, Hedging and Currencies

| Revenue FX Rates | | | | | |
|---|---|---|---|---|---|
| Currency | Guidance Rate [1] | Hedge Rate [2] | Blended Guidance Rate [2] | Blended Hedge % [3] | % of Revenues [4] |
| USD | 1.00 | | | | 37% |
| EUR to USD | 1.08 | 1.10 | 1.10 | 66% | 20% |
| GBP to USD | 1.26 | 1.27 | 1.27 | 72% | 10% |
| USD to SGD | 1.35 | | | | 8% |
| USD to JPY | 151 | | | | 6% |
| USD to AUD | 1.53 | | | | 4% |
| USD to HKD | 7.83 | | | | 3% |
| USD to BRL | 5.01 | | | | 3% |
| USD to CAD | 1.35 | | | | 2% |
| CHF to USD | 1.11 | | | | 1% |
| USD to AED | 3.67 | | | | 1% |
| USD to CLP | 980 | | | | 1% |
| USD to SEK | 10.68 | | | | 1% |
| Other [5] | - | | | | 3% |

## Currency % of Revenues [4]




(1) Guidance rate as of close of market on 03/31/2024
(2) Hedge rate and blended guidance rate for Q2 24
(3) Blended hedge percent for combined Equinix business for Q2 24
(4) Currency % of revenues based on combined Q1 2024 revenues
(5) Other includes BGN, CNY, COP, GHS, INR, KRW, MXN, NGN, PEN, PLN, TRY and XOF currencies

# The Three Pillars of ESG (1)

Our Future First sustainability strategy inspires us to dream of a better future

## Environment

**Do what it takes to protect the planet**

- Achieved a **24% Reduction** in operational emissions from 2019 base-line, making material progress toward our **Global 2030 Climate-Neutral Goal** aligned with a **Science-Based Target**
- **96% Renewable Coverage globally** against our 100% Renewable Energy Goal **and over 90% every year since 2018**
- Leveraging Green Finance to align our investments. Since 2020, issued and fully allocated **$4.9B in Green Bonds**
- Equinix was named to **CDP's A List** for second consecutive year

## Social

**Do more for each other to unleash potential**

- Partnered with **47 organizations** to advance digital inclusion funded by Equinix Foundation in the first year of operations
- Building a Diverse and Inclusive Culture and Company with **9 EECNs, 38 WeAreEquinix teams, and 17% increase in women employees globally**
- Promoting Health and Wellness and a Culture where All Employees Thrive, drove higher adoption of our **EAP and aligned global benefits for a diverse workforce**
- Connecting Our Communities with **$1.9M Donations and Grants and 11% increase in employee volunteering hours YoY**

## Governance

**Do what's right to lead the way**

- Board ESG Oversight, with **40% of the Board Members women**
- Global Ethics and Responsibility, **100% completion of Anti-bribery and Corruption Training**
- Aligning **executive compensation for VP-level and above** tied to our sustainability progress
- Public Policy & Advocacy, leader of the **EU Climate-Neutral DC Pact**
- Promoting **Supply Chain Sustainability & Diversity**, engaging suppliers on climate change and ESG

## Awards and recognition

In 2023, we received recognition for our sustainable operations, innovations and commitment to building an ethical, inclusive place to work:

(1) Data derived from FY 2023 Equinix CSR Report published on April 25, 2024

# Industry Analyst Reports

451 Research
S&P Global Market Intelligence
Enterprise Strategy Group by TechTarget
Gartner
Forrester
IDC

| Solution Category | Reports |
|---|---|
| Digital Infrastructure | • Equinix Advances Private AI Infrastructure and Liquid Cooling Technologies – IDC, 12/23<br>• Analyzing the Economics of Equinix Cloud Adjacent Storage – Enterprise Strategy Group, 2/24<br>• Coping with Multicloud: How networking teams enable modern business – Enterprise Strategy Group, 10/23<br>• Streamline Multicloud Networking on a global platform with ondemand digital services & partner ecosystem – Enterprise Strategy Group, 9/23<br>• How to evolve your physical data center to a modern operating model – Gartner, 3/23<br>• Digital Services Total Economic Impact (TEI) – Forrester, 9/22 |
| Interconnection | • IDC Marketscape - WW Datacenter Services 2023 Vendor Assessment – IDC, 10/23<br>• IDC MarketScape - Asia/Pacific Datacenter Operations and Management 2023 Vendor Assessment – IDC, 11/23<br>• Connected Ecosystems, Distributed Infrastructure for Digital-First Business – IDC, 1/23 |
| Edge Computing | • The Economic Benefits of Equinix Metal – Enterprise Strategy Group, 9/23<br>• Create Exceptional Customer Experiences with Data, AI & Edge – IDC, 9/23<br>• Edge Infrastructure Calls for Cloud-Native Agility – S&P Global Market Intelligence/451 Research, 4/23<br>• Building an Edge Computing Strategy – Gartner, 4/23<br>• Enabling the future of connected, autonomous mobility – S&P Global Market Intelligence/451 Research, 3/23 |
| Sustainability | • IDC Infobrief – Turning IT sustainability investments into a business advantage – IDC, 12/23<br>• Growing number of enterprises have net-zero emissions target date – S&P Global Market Intelligence/451 Research, 8/23 |

# Equinix Leadership and Investor Relations

## Executive Team

**Charles Meyers**
Chief Executive Officer and President

**Keith Taylor**
Chief Financial Officer

**Raouf Abdel** - EVP, Global Operations
**Mike Campbell** - Chief Sales Officer
**Nicole Collins** - Chief Transformation Officer
**Scott Crenshaw** - EVP & General Manager, Digital Services
**Justin Dustzadeh** - Chief Technology Officer
**Jon Lin** - EVP & General Manager, Data Center Services
**Simon Miller** - Chief Accounting Officer
**Brandi Galvin Morandi** - Chief Legal and Human Resources Officer
**Kurt Pletcher** - EVP, Global General Counsel and Corporate Secretary
**Milind Wagle** - Chief Information Officer
**Merrie Williamson** - EVP and Chief Customer and Revenue Officer

## Board of Directors

**Peter Van Camp** - Executive Chairman, Equinix
**Charles Meyers** - Chief Executive Officer and President, Equinix
**Nanci Caldwell** - Former CMO, PeopleSoft
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# Appendix: Non-GAAP Financial Reconciliations & Definitions

# Non-GAAP Reconciliations

| CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS - NON-GAAP PRESENTATION | Three Months Ended | | |
|---|---|---|---|
| (unaudited and in milions) | March 31, 2024 | December 31, 2023 | March 31, 2023 |
| We define cash cost of revenues as cost of revenues less depreciation, amortization, accretion and stock-based compensation as presented below: | | | |
| Cost of revenues | $ 1,091 | $ 1,092 | $ 1,006 |
| Depreciation, amortization and accretion expense | (364) | (322) | (329) |
| Stock-based compensation expense | (13) | (13) | (11) |
| **Cash cost of revenues** | **$ 714** | **$ 757** | **$ 666** |
| We define cash gross profit as revenues less cash cost of revenues (as defined above). | | | |
| We define cash gross margins as cash gross profit divided by revenues. | | | |
| We define cash operating expense as selling, general, and administrative expense less depreciation, amortization, and stock-based compensation. We also refer to cash operating expense as cash selling, general and administrative expense or “cash SG&A”. | | | |
| Selling, general, and administrative expense | $ 670 | $ 666 | $ 605 |
| Depreciation and amortization expense | (161) | (140) | (130) |
| Stock-based compensation expense | (88) | (93) | (88) |
| **Cash operating expense** | **$ 421** | **$ 433** | **$ 387** |
| We define adjusted EBITDA as net income excluding income tax expense, interest income, interest expense, other income or expense, gain or loss on debt extinguishment, depreciation, amortization, accretion, stock-based compensation expense, restructuring charges, impairment charges, transaction costs, and gain or loss on asset sales as presented below: | | | |
| Net income | $ 231 | $ 227 | $ 259 |
| Income tax expense | 46 | 43 | 55 |
| Interest income | (24) | (28) | (19) |
| Interest expense | 104 | 103 | 97 |
| Other expense (income) | 6 | 1 | (8) |
| Loss on debt extinguishment | 1 | — | — |
| Depreciation, amortization, and accretion expense | 525 | 462 | 459 |
| Stock-based compensation expense | 101 | 106 | 99 |
| Transaction costs | 2 | 6 | 2 |
| Loss on asset sales | — | — | 1 |
| **Adjusted EBITDA** | **$ 992** | **$ 920** | **$ 945** |

# Non-GAAP Reconciliations

| CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS - NON-GAAP PRESENTATION | Three Months Ended | | | | |
|---|---|---|---|---|---|
| (unaudited and in millions) | March 31, 2024 | December 31, 2023 | September 30, 2023 | June 30, 2023 | March 31, 2023 |
| The geographic split of our adjusted EBITDA is presented below: | | | | | |
| Americas net income (loss) | $ (46) | $ 57 | $ 38 | $ (42) | $ (40) |
| Americas income tax expense (benefit) | 46 | (89) | 20 | 37 | 55 |
| Americas interest income | (15) | (20) | (18) | (19) | (15) |
| Americas interest expense | 89 | 87 | 87 | 84 | 84 |
| Americas other expense (income) | (37) | 51 | (39) | 8 | 4 |
| Americas depreciation, amortization, and accretion expense | 305 | 251 | 252 | 252 | 245 |
| Americas stock-based compensation expense | 66 | 71 | 64 | 69 | 68 |
| Americas transaction costs | 1 | 3 | 1 | 3 | 1 |
| Americas loss on asset sales | — | — | — | 1 | 3 |
| **Americas adjusted EBITDA** | **$ 409** | **$ 411** | **$ 405** | **$ 393** | **$ 405** |
| EMEA net income | $ 135 | $ 174 | $ 126 | $ 152 | $ 199 |
| EMEA income tax expense | — | 49 | — | — | — |
| EMEA interest income | (5) | (4) | (3) | (3) | (3) |
| EMEA interest expense | 4 | 5 | 4 | 5 | 4 |
| EMEA other expense (income) | 39 | (54) | 42 | (3) | (16) |
| EMEA depreciation, amortization and accretion expense | 133 | 125 | 126 | 123 | 125 |
| EMEA stock-based compensation expense | 21 | 21 | 21 | 22 | 19 |
| EMEA transaction costs | 1 | 3 | (2) | 2 | 1 |
| EMEA gain on asset sales | — | — | (4) | (3) | (2) |
| **EMEA adjusted EBITDA** | **$ 328** | **$ 319** | **$ 310** | **$ 295** | **$ 327** |

# Non-GAAP Reconciliations

| CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS - NON-GAAP PRESENTATION | Three Months Ended | | | | |
|---|---|---|---|---|---|
| (unaudited and in millions) | March 31, 2024 | December 31, 2023 | September 30, 2023 | June 30, 2023 | March 31, 2023 |
| Asia-Pacific net income (loss) | $ 142 | $ (4) | $ 112 | $ 97 | $ 100 |
| Asia-Pacific income tax expense | — | 83 | — | — | — |
| Asia-Pacific interest income | (4) | (4) | (2) | (2) | (1) |
| Asia-Pacific interest expense | 11 | 11 | 11 | 11 | 9 |
| Asia-Pacific other expense | 4 | 4 | 3 | 7 | 4 |
| Asia-Pacific loss on debt extinguishment | 1 | — | — | — | — |
| Asia-Pacific depreciation, amortization and accretion expense | 87 | 86 | 84 | 86 | 89 |
| Asia-Pacific stock-based compensation expense | 14 | 14 | 13 | 13 | 12 |
| Asia-Pacific transaction costs | — | — | — | 1 | — |
| **Asia-Pacific adjusted EBITDA** | **$ 255** | **$ 190** | **$ 221** | **$ 213** | **$ 213** |
| **Adjusted EBITDA** | **$ 992** | **$ 920** | **$ 936** | **$ 901** | **$ 945** |

We define adjusted EBITDA margin as adjusted EBITDA divided by revenues.

# Non-GAAP Reconciliations

| CALCULATION OF ADJUSTED EBITDA AND AFFO BY QUARTER (unaudited and in millions) | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
|---|---|---|---|---|---|
| Net income | $ 231 | $ 227 | $ 276 | $ 207 | $ 259 |
| Adjustments: | | | | | |
| Income tax expense | 46 | 43 | 20 | 37 | 55 |
| Interest income | (24) | (28) | (23) | (24) | (19) |
| Interest expense | 104 | 103 | 102 | 100 | 97 |
| Other expense (income) | 6 | 1 | 6 | 12 | (8) |
| Loss on debt extinguishment | 1 | — | — | — | — |
| Depreciation, amortization, and accretion expense | 525 | 462 | 462 | 461 | 459 |
| Stock-based compensation expense | 101 | 106 | 98 | 104 | 99 |
| Transaction costs | 2 | 6 | (1) | 6 | 2 |
| (Gain) loss on asset sales | — | — | (4) | (2) | 1 |
| **Adjusted EBITDA** | **$ 992** | **$ 920** | **$ 936** | **$ 901** | **$ 945** |
| Revenue | $ 2,127 | $ 2,110 | $ 2,061 | $ 2,019 | $ 1,998 |
| Adjusted EBITDA as a % of Revenue | 47 % | 44 % | 45 % | 45 % | 47 % |
| Adjustments: | | | | | |
| Interest expense, net of interest income | (80) | (75) | (79) | (76) | (78) |
| Amortization of deferred financing costs and debt discounts | 5 | 4 | 5 | 5 | 5 |
| Income tax expense | (46) | (43) | (20) | (37) | (55) |
| Income tax expense (benefit) adjustment [(1)] | — | 1 | (16) | 1 | 2 |
| Straight-line rent expense adjustment | 6 | (6) | 6 | 11 | 1 |
| Stock-based charitable contributions | — | — | — | 3 | — |
| Contract cost adjustment | (8) | (16) | (10) | (14) | (7) |
| Installation revenue adjustment | (2) | 1 | (1) | 6 | (2) |
| Recurring capital expenditures | (21) | (105) | (51) | (40) | (23) |
| Other income (expense) | (6) | (1) | (6) | (12) | 8 |
| (Gain) loss on disposition of real estate property | — | 2 | (4) | 1 | 2 |
| Adjustments for unconsolidated JVs' and non-controlling interests | 3 | 9 | 6 | 3 | 5 |
| Adjustments for impairment charges [(1)] | — | — | 2 | — | — |
| Adjustment for gain (loss) on sale of assets | — | — | 4 | 2 | (1) |
| **Adjusted Funds from Operations (AFFO) attributable to common shareholders** | **$ 843** | **$ 691** | **$ 772** | **$ 754** | **$ 802** |

[(1)] Impairment charges relate to the impairment of an indemnification asset resulting from the settlement of a pre-acquisition uncertain tax position, which was recorded as Other Income (Expense) on the Condensed Consolidated Statements of Operations. This impairment charge was offset by the recognition of tax benefits in the same amount, which was included within the Income tax expense adjustment line on the table above.

# Non-GAAP Reconciliations

| (unaudited and in millions, except per share amounts) | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
|---|---|---|---|---|---|
| Net income | $ 231 | $ 227 | $ 276 | $ 207 | $ 259 |
| Adjustments: | | | | | |
| Real estate depreciation | 316 | 290 | 285 | 284 | 284 |
| (Gain) loss on disposition of real estate property | — | 2 | (4) | 1 | 2 |
| Adjustments for FFO from unconsolidated JVs | 6 | 6 | 5 | 3 | 3 |
| **Funds from Operations (FFO) attributable to common shareholders** | **$ 553** | **$ 525** | **$ 562** | **$ 495** | **$ 548** |
| Adjustments: | | | | | |
| Installation revenue adjustment | (2) | 1 | (1) | 6 | (2) |
| Straight-line rent expense adjustment | 6 | (6) | 6 | 11 | 1 |
| Contract cost adjustment | (8) | (16) | (10) | (14) | (7) |
| Amortization of deferred financing costs and debt discounts | 5 | 4 | 5 | 5 | 5 |
| Stock-based compensation expense | 101 | 106 | 98 | 104 | 99 |
| Stock-based charitable contributions | — | — | — | 3 | — |
| Non-real estate depreciation expense | 158 | 121 | 126 | 126 | 121 |
| Amortization expense | 52 | 52 | 52 | 52 | 52 |
| Accretion expense adjustment | (1) | (1) | (1) | (1) | 2 |
| Recurring capital expenditures | (21) | (105) | (51) | (40) | (23) |
| Loss on debt extinguishment | 1 | — | — | — | — |
| Transaction costs | 2 | 6 | (1) | 6 | 2 |
| Impairment charges [1] | — | — | 2 | — | — |
| Income tax expense (benefit) adjustment [1] | — | 1 | (16) | 1 | 2 |
| Adjustments for AFFO from unconsolidated JVs | (3) | 3 | 1 | — | 2 |
| **AFFO attributable to common shareholders** | **$ 843** | **$ 691** | **$ 772** | **$ 754** | **$ 802** |

[1] Impairment charges relate to the impairment of an indemnification asset resulting from the settlement of a pre-acquisition uncertain tax position, which was recorded as Other Income (Expense) on the Condensed Consolidated Statements of Operations. This impairment charge was offset by the recognition of tax benefits in the same amount, which was included within the Income tax expense adjustment line on the table above.

 

# Non-GAAP Reconciliations

| (unaudited and in thousands, except per share amounts) | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
|---|---|---|---|---|---|
| FFO per share: | | | | | |
| Basic | $ 5.84 | $ 5.56 | $ 6.00 | $ 5.29 | $ 5.90 |
| Diluted | $ 5.81 | $ 5.54 | $ 5.97 | $ 5.28 | $ 5.87 |
| AFFO per share: | | | | | |
| Basic | $ 8.91 | $ 7.33 | $ 8.24 | $ 8.06 | $ 8.62 |
| Diluted | $ 8.86 | $ 7.30 | $ 8.19 | $ 8.04 | $ 8.59 |
| Weighted average shares outstanding - basic | 94,665 | 94,268 | 93,683 | 93,535 | 92,971 |
| Weighted average shares outstanding - diluted (1) | 95,156 | 94,667 | 94,168 | 93,857 | 93,340 |
| (1) Reconciliation of weighted-average shares outstanding used in the calculation of diluted FFO per share and diluted AFFO per share: | | | | | |
| Weighted average shares outstanding - basic | 94,665 | 94,268 | 93,683 | 93,535 | 92,971 |
| Effect of dilutive securities: | | | | | |
| Employee equity awards | 491 | 399 | 485 | 322 | 369 |
| **Weighted average shares outstanding - diluted** | **95,156** | **94,667** | **94,168** | **93,857** | **93,340** |

 

# Non-GAAP Reconciliations

| Consolidated NOI calculation | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
|---|---|---|---|---|---|
| (unaudited and in millions) | | | | | |
| Revenues | 2,127 | 2,110 | 2,061 | 2,018 | 1,998 |
| Non-Recurring Revenues (NRR) [1] | 86 | 83 | 87 | 84 | 88 |
| Other Revenues [2] | 81 | 97 | 52 | 57 | 67 |
| Recurring Revenues [1] | 1,960 | 1,930 | 1,921 | 1,878 | 1,843 |
| Cost of Revenues | (1,091) | (1,092) | (1,069) | (1,061) | (1,006) |
| Depreciation, Amortization and Accretion Expense | 364 | 322 | 331 | 328 | 329 |
| Stock-Based Compensation Expense | 13 | 13 | 12 | 12 | 11 |
| Total Cash Cost of Revenues [1] | (714) | (757) | (726) | (721) | (666) |
| Non-Recurring Cash Cost of Revenues Allocation [1] | (59) | (56) | (52) | (52) | (55) |
| Other Cash Cost of Revenues [2] | (36) | (37) | (35) | (35) | (32) |
| Recurring Cash Cost of Revenues Allocation | (619) | (663) | (639) | (634) | (579) |
| Operating Lease Rent Expense Add-back [3] | 49 | 47 | 48 | 49 | 44 |
| Recurring Cash Cost excluding Operating Lease Rent | (570) | (616) | (591) | (585) | (535) |
| Selling, General, and Administrative Expenses | (670) | (666) | (616) | (622) | (605) |
| Depreciation and Amortization Expense | 161 | 140 | 131 | 133 | 130 |
| Stock-based Compensation Expense | 88 | 93 | 86 | 92 | 88 |
| Total Cash SG&A | (421) | (434) | (399) | (397) | (387) |
| Corporate Cash SG&A in HQ Functions Not Allocated to Regions NOI [4] | (214) | (205) | (189) | (182) | (182) |
| Other Cash SG&A [5] | (13) | (21) | (15) | (16) | (15) |
| Regional Cash SG&A Allocated to Properties | (194) | (208) | (196) | (199) | (191) |

(1) Excludes revenues and cash cost of revenues from Equinix Metal and non-data center assets
(2) Includes revenues and cash costs of revenues from Equinix Metal, non-data center assets and xScale JVs
(3) Adjusted NOI excludes operating lease expenses
(4) SG&A costs not directly supporting a regional portfolio
(5) SG&A related to non-data center assets, xScale JVs and integration costs

# Non-GAAP Reconciliations

| (unaudited and in millions) | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 | Q1 2023 |
|---|---|---|---|---|---|
| **Income from Operations** | 364 | 346 | 381 | 332 | 384 |
| Adjustments: | | | | | |
| Depreciation, Amortization and Accretion Expense | 525 | 462 | 462 | 461 | 459 |
| Stock-based Compensation Expense | 101 | 106 | 98 | 104 | 99 |
| Transaction Costs | 2 | 6 | (1) | 6 | 2 |
| (Gain) Loss on Asset Sales | - | (0) | (4) | (2) | 1 |
| Adjusted EBITDA | 992 | 920 | 936 | 901 | 945 |
| Adjustments: | | | | | |
| Non-Recurring Revenues (NRR) [1] | (86) | (83) | (87) | (84) | (88) |
| Other Revenues [2] | (81) | (97) | (52) | (57) | (67) |
| Non-Recurring Cash Cost of Revenues Allocation [1] | 59 | 56 | 52 | 52 | 55 |
| Other Cash Cost of Revenues [2] | 36 | 37 | 35 | 35 | 32 |
| Corporate Cash SG&A in HQ Functions Not Allocated to Regions NOI [3] | 214 | 205 | 189 | 182 | 182 |
| Other Cash SG&A [4] | 13 | 21 | 15 | 16 | 15 |
| Operating Lease Rent Expense Add-back [5] | 49 | 47 | 48 | 49 | 44 |
| Adjusted Cash Net Operating Income | 1,196 | 1,105 | 1,135 | 1,095 | 1,116 |

(1) Excludes revenues and cash cost of revenues from Equinix Metal, non-data center assets and xScale JVs
(2) Includes revenues and cash costs of revenues from Equinix Metal, non-data center assets and xScale JVs
(3) SG&A costs not directly supporting a regional portfolio
(4) SG&A related to non-data center assets, xScale JVs and integration costs
(5) Adjusted NOI excludes operating lease expenses

 

# Non-GAAP Reconciliations

**NAREIT Funds From Operations (NAREIT FFO)**

- We calculate Funds From Operations in accordance with the standards established by the National Association of Real Estate Investment Trusts (“NAREIT”). NAREIT FFO represents net income (loss), excluding gains (or losses) from disposition of real estate property, impairment charges related to depreciable real estate fixed assets, plus real estate related depreciation and amortization expense and after adjustments for unconsolidated joint ventures, and non-controlling interests.

**Adjusted Funds from Operations (AFFO)**

- We calculate AFFO by adding to or subtracting from NAREIT FFO:
    1. Plus: Amortization of deferred financing costs and debt discounts and premiums
    2. Plus: Stock-based compensation expense
    3. Plus: Stock-based charitable contributions
    4. Plus: Non-real estate depreciation, amortization and accretion expenses
    5. Less: Recurring capital expenditures
    6. Less/Plus: Straight line revenues/rent expense adjustments
    7. Less/Plus: Installation revenue adjustment
    8. Less/Plus: Contract cost adjustment
    9. Less/Plus: Gain/loss on debt extinguishment
    10. Plus: Restructuring charges, transaction costs and impairment charges
    11. Less/Plus: Income tax expense adjustment
    12. Less/Plus: Adjustments from discontinued operations, unconsolidated JVs and non-controlling interests

# Definitions: Non-financial Metrics, Data Center growth, REIT and Capital Expenditures

## Non-Financial Metrics

**MRR per Cab:** Monthly recurring revenues per billed cabinet: (current quarter recurring revenues / 3) divided by ((quarter end cabinets billing prior quarter + quarter end cabinets billing current quarter) / 2). xScale JV fee income is excluded. Americas MRR per Cab excludes Infomart non-IBX tenant income and Equinix Metal. EMEA MRR per Cab excludes MainOne

**Virtual connections:** The number of private connections between customers over the Equinix Fabric platform

**Internet Exchange Provisioned Capacity:** The sum of all ports provisioned to customers multiplied by the gigabit bandwidth capacity of each port

## Data Center Growth

**New Data Centers:** Phase 1 began operating after January 1, 2023

**Expansion Data Centers:** Phase 1 began operating before January 1, 2023, and there is an expected expansion of one or more additional phases leveraging the existing capital infrastructure, or a redevelopment of a previous phase. This also includes data centers where a new phase or redevelopment has opened for a previously stabilized data center after January 1, 2023

**Stabilized Data Centers:** The final expansion or redevelopment phase began operating before January 1, 2023

**Unconsolidated Data Centers:** Excludes non-data center assets

## REIT Disclosures

**Adjusted NOI Composition:** Adjusted NOI is calculated by taking recurring revenues, deducting recurring cash costs, adding back operating lease rent expense and deducting cash SG&A allocated to the properties. The impact of operating lease rent expense is removed to reflect an owned income stream. Total cash rent is provided in the components of NAV. Regional SG&A expense is allocated to the properties to reflect the full sales, marketing and operating costs of owning a portfolio of retail colocation properties. In addition, Corporate SG&A is provided to show centralized organization costs that are not property-related and, therefore, excluded from adjusted NOI.

**Components of NAV:** A detailed disclosure of applicable cash flows, assets and liabilities to support a Net Asset Value (NAV). Net asset valuation involves a market-based valuation of assets and liabilities to derive an intrinsic value of equity. Operating cash flows are separated into real estate income (adjusted NOI), non-recurring income and other operating income in order to facilitate discrete composition valuations. New properties and CIP generating unstabilized cash flows are reflected based on gross asset value. Other assets and liabilities include only tangible items with realizable economic value. Balance sheet assets and liabilities without tangible economic value (i.e. goodwill) are excluded. Other ongoing expenses including cash rent and cash tax expenses are disclosed to facilitate a market valuation of those liabilities. Share count is provided on a fully-dilutive basis including equity awards.

## Capital Expenditures

**Recurring Capital Expenditures:** To extend useful life of IBXs or other Equinix assets that are required to support current revenues

- **Sustaining IT & Network:** Capital spending necessary to extend useful life of IT & Network infrastructure assets required to support existing products and business & operations services. This includes hardware & network gear as well as development enhancements that extend useful life to Equinix portal and other system assets
- **IBX Maintenance:** Capital spending that extends useful life of existing IBX data center infrastructure; required to support existing operations
- **Re-Configuration Installation:** Capital spending to support second generation configuration of customer installations; these expenditures extend useful life of existing assets or add new fixed assets. This includes changes to cage build-outs, cabinets, power, network gear and security component installations

**Non-Recurring Capital Expenditures:** Primarily for development and build-out of new IBX capacity (does not include acquisition costs) as well as redevelopment of select IBXs that are near the end of its useful life. Also includes discretionary expenditures for expansions, transformations, incremental improvements to the operating portfolio (e.g. electrical, mechanical and building upgrades), IT systems, network gear or corporate offices which may expand the revenues base and increase efficiency

- **IBX Expansion:** Capital spending to build-out new IBX data centers construction, data center expansion phases or increased capacity enhancements
- **IBX Redevelopment:** Capital spending in select IBXs to enhance the revenue capacity, efficiency and/or operating standards of IBXs data centers that are near the end of their useful life
- **Transform IT, Network & Offices:** Capital spending related to discretionary IT, Network and Office transformation projects that primarily expand revenues or increase margins. This also includes Equinix office space remodeling expenditures
- **Initial / Custom Installation:** Capital spending to support first generation build-out for customer installations; this includes cage configuration, cabinet, power, network gear and security enhancements. This also includes custom installations and flex space installations

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