

Data Center Services

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Public Disclosure Statement

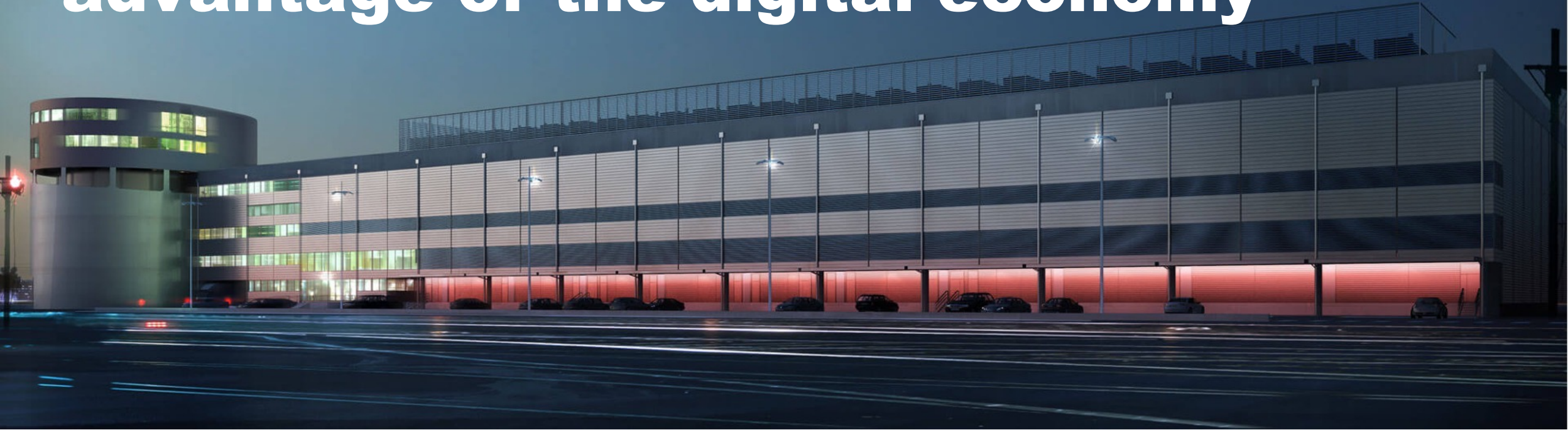
Forward-Looking Statements

- Except for historical information, these presentation slides and related webcast contain 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 may affect Equinix’s results are summarized in our annual report on Form 10-K filed on February 17, 2023, and in our quarterly report on Form 10-Q filed on May 5, 2023, with the Securities and Exchange Commission. All statements contained in these presentations and related webcast are made only as of the date set forth at the beginning of this presentation. Equinix undertakes no obligation to update the information contained in these presentation slides and related webcast in the event facts or circumstances subsequently change.

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 appendix that accompanies these presentation slides and related webcast.

Empowering customers to take advantage of the digital economy¹



Global physical footprint

Multi-tenant leasing of space and power with a physical footprint of 237 IBX[®] and 11 xScale[®] facilities across 71 metros and 32 countries

Interconnected partner ecosystem

Global network of interconnected servers, data centers, and metros deliver a world-class ecosystem. In Q123, customers made over 452,000 interconnections on Platform Equinix[®]

Enabling services

On-site operational support and on-demand monitoring and reporting with 99.9999%² uptime



Scaling to meet our customers' global infrastructure needs

Providing value

Refining our offerings, services and customer experience to support premium pricing and inspire customer loyalty

Expanding reach

Extending our footprint where our customers need us with 8 new metros and 6 new countries added since Analyst Day 2021

Radically simplifying

Making it easier to find, buy, deploy and manage Equinix products and services

Driving sustainability

Advancing our industry-leading “Future First” sustainability agenda with 96% renewable energy coverage in 2022

Customers are amplifying their business through AI — powered by Platform Equinix

Business leaders are leveraging Equinix's digital infrastructure to accelerate AI adoption

With compute and storage at the edge, cloud proximity, low-latency interconnectivity, and the power to automate, Equinix helps customers meet all the requirements they need to capitalize on the potential of AI

Equinix connects AI workloads to the digital ecosystem

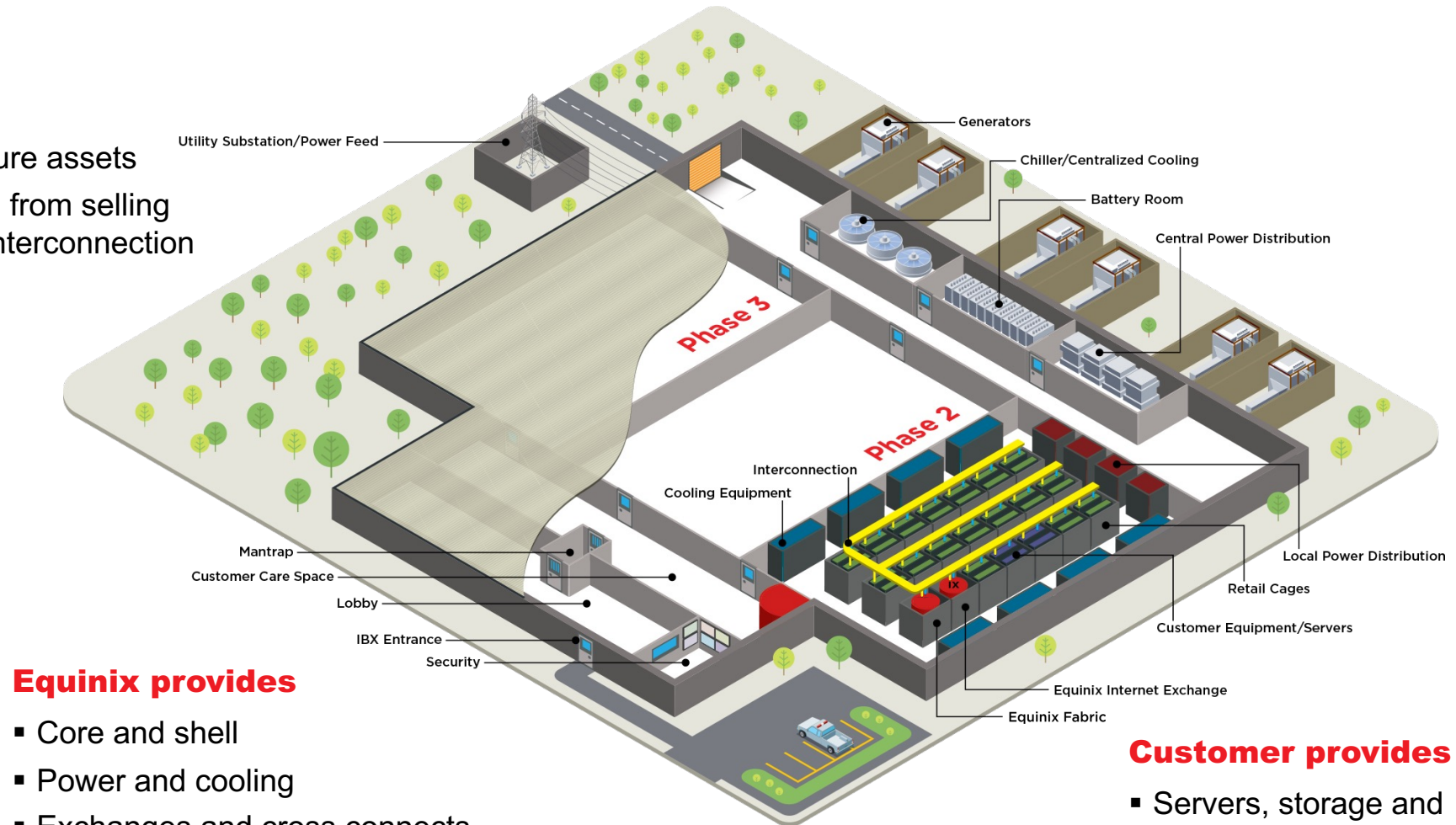
Where you put your data matters. Equinix's infrastructure connects highly distributed data while keeping AI inference engines and large language models close to users at the edge

Equinix data center at a glance

Secure, reliable facility for servers, data storage and networking equipment

Secured assets

- Long-life infrastructure assets
- Revenue generated from selling space, power and interconnection



Equinix provides

- Core and shell
- Power and cooling
- Exchanges and cross connects

Customer provides

- Servers, storage and networking equipment

Compelling development economics

- Equinix has achieved attractive returns of ~30% on its prior developments
- Development economics remain appealing and support an active development pipeline

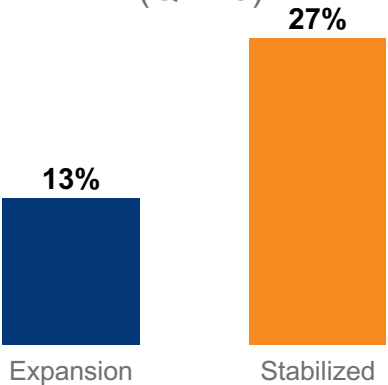
Build Economics: 2,000 cab example

Component	Total \$	\$/Cab	% of Total
Core & Shell ¹	\$24M	\$12K	20%
Building Improvements ¹	\$60M	\$30K	50%
Equipment ¹	\$30M	\$15K	25%
Other ¹	\$6M	\$3K	5%
Total Investment	\$120M	\$60K	100%

Development yield

Yield Breakdown	Estimate
MRR per Cab ²	\$2,132
Stabilized Margin	~69%
Target Utilization	90%

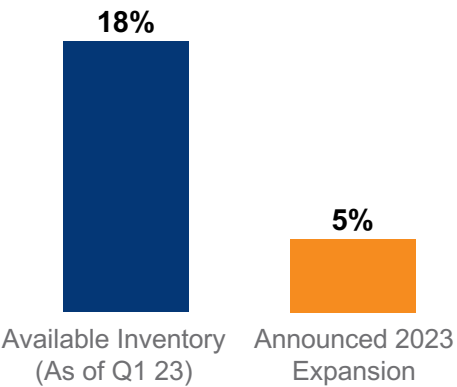
Yield on Total Investment (Q1 23)



Unlevered AFFO Yield on Total Investment³



Cab Inventory % of Total



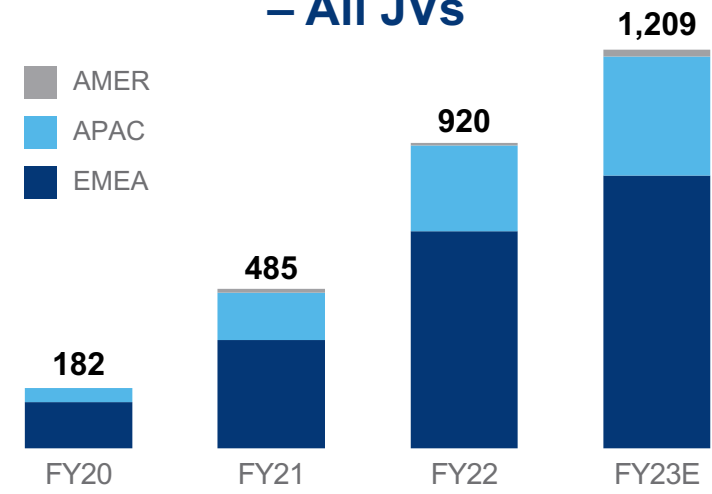
Unprecedented reach

Global Equinix IBX and xScale footprint

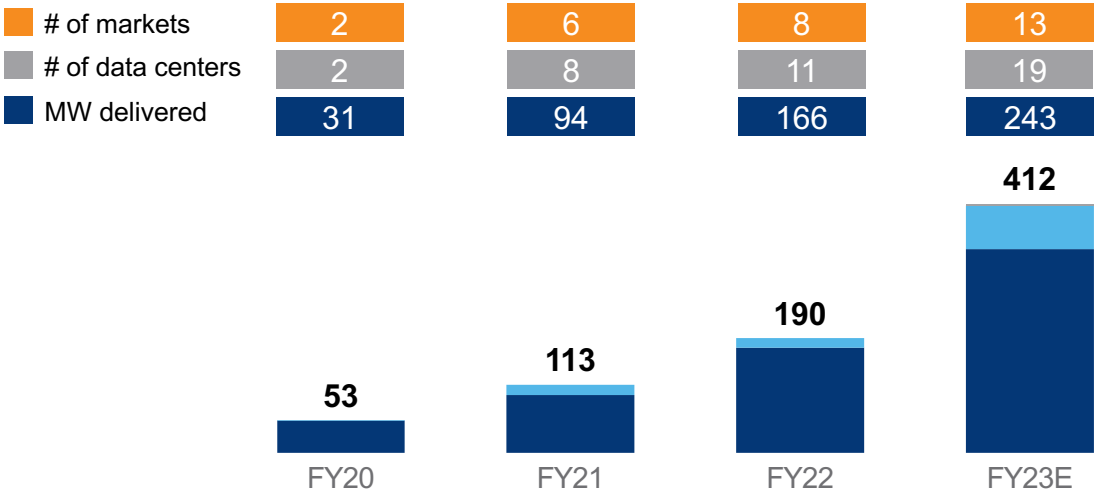


xScale value is substantial







Total Capital Investment by Year
– All JVs



Total Unconsolidated JV Revenues³

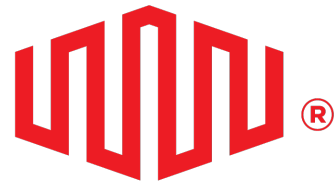


New Projection¹

	Total CAPEX	\$8.0 – \$11.0B
	Equinix equity	20%
	Leverage	~50%
	Implied Equinix investment	\$0.8 – \$1.1B
	Projected Equinix returns ²	12 – 17%
	Projected annual AFFO contribution	3 – 5%

Equinix financial benefits

- JV fee stream – MRR and NRR
- AFFO contribution from 20% ownership
- Future promote fee when assets sold



EQUINIX