

Equinix Analyst Day 2023

NY5 New York IBX[®] Data Center Tour

June 22, 2023

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.

Equinix Analyst Day 2023: Key themes and takeaways

1

Track record of delivery

- 20+ years of consecutive top-line growth through varying market cycles
- Diversified revenues mix across industry, location and business size lowers exposure to macro environment volatility
- Strong bookings with 35%+ channel sell-through and healthy pricing
- Low MRR churn at the bottom of range
- Equinix Fabric® \$200M+ revenue line with 35%+ attach rates

2

Expanding market opportunity

- Leading interconnection platform with rich global ecosystems including 2,000+ networks and 3,000+ Cloud and IT Service Providers
- Home of the hybrid multi-cloud with 210 native on-ramps to the leading CSPs
- Strategically important assets with an expanding 70+ market reach
- Disciplined capital allocation strategy delivering durable long-term shareholder value

3

Managing through a complex and dynamic environment

- Investing in our digital infrastructure offerings to support the current and future needs of digital leaders
- Best-in-class procurement and strategic sourcing teams to manage supply chain
- Significant development capacity to support rapidly expanding addressable market
- Sophisticated risk management team to mitigate commodity and currency volatility

4

Durable advantages and a strong balance sheet

- Excellent liquidity and balance sheet to support scale and growth through changing economic cycles
- Diverse and opportunistic access to all forms of capital; investment-grade rated
- 190MW+ of xScale® leasing to date, deepening critical strategic relationships and unlocking the opportunity of Platform Equinix®
- Low AFFO payout ratio of ~43% lowering external funding needs

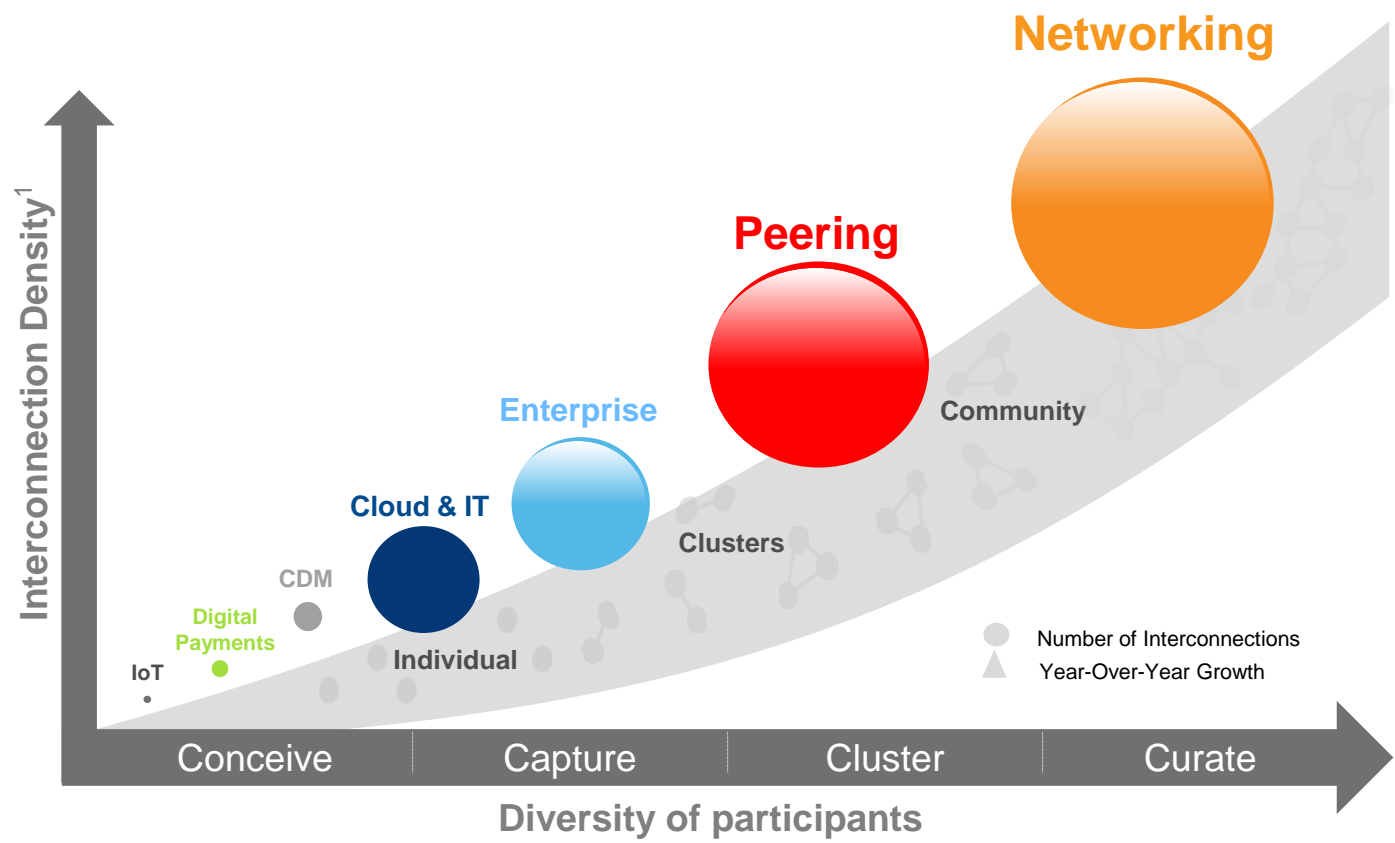
5

Sustained value creation

- Track record of strong operating execution
- Attractive revenue and AFFO per share growth
- On track to 100% clean and renewable energy coverage
- Creating a culture where everyone can confidently say, “I’m safe, I belong, and I matter”
- Strong commitment to Environmental, Social and Governance initiatives

Incubating and curating rich ecosystems in a cloud-first world

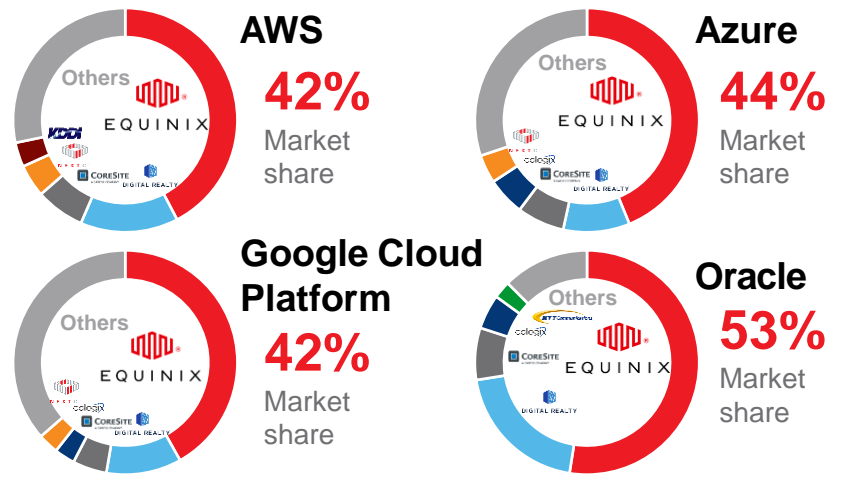
Curating Interconnection Ecosystems Remains a Strategic Priority with 2022 Interconnection Revenue Growing 13% Year Over Year⁴



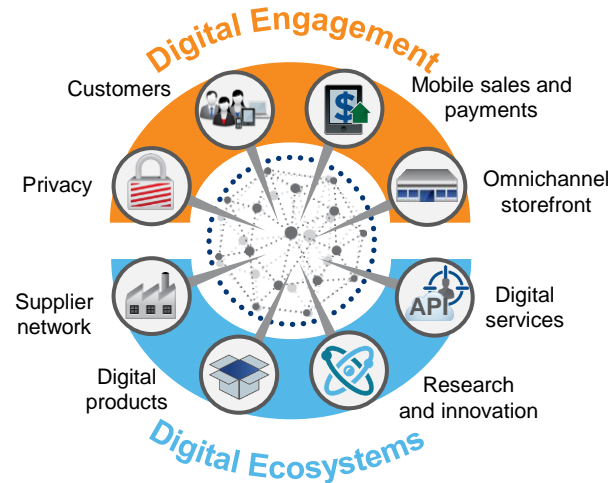
Notes: ¹Based on Ecosystem Insight Product YE 22 data | ²Percentage of Cloud Edge Nodes only includes markets where Equinix has an IBX | ³Cloud Provider Websites as of December 2022 | ⁴Year-over-year growth rate on a normalized and constant currency basis



40%+ of Hyperscale Cloud On-Ramp Nodes are in Equinix²
(Public Multicloud and Network Density)³



Integrated with Dynamic Hybrid Applications



Pressing our advantage in all markets

6

Continents

32

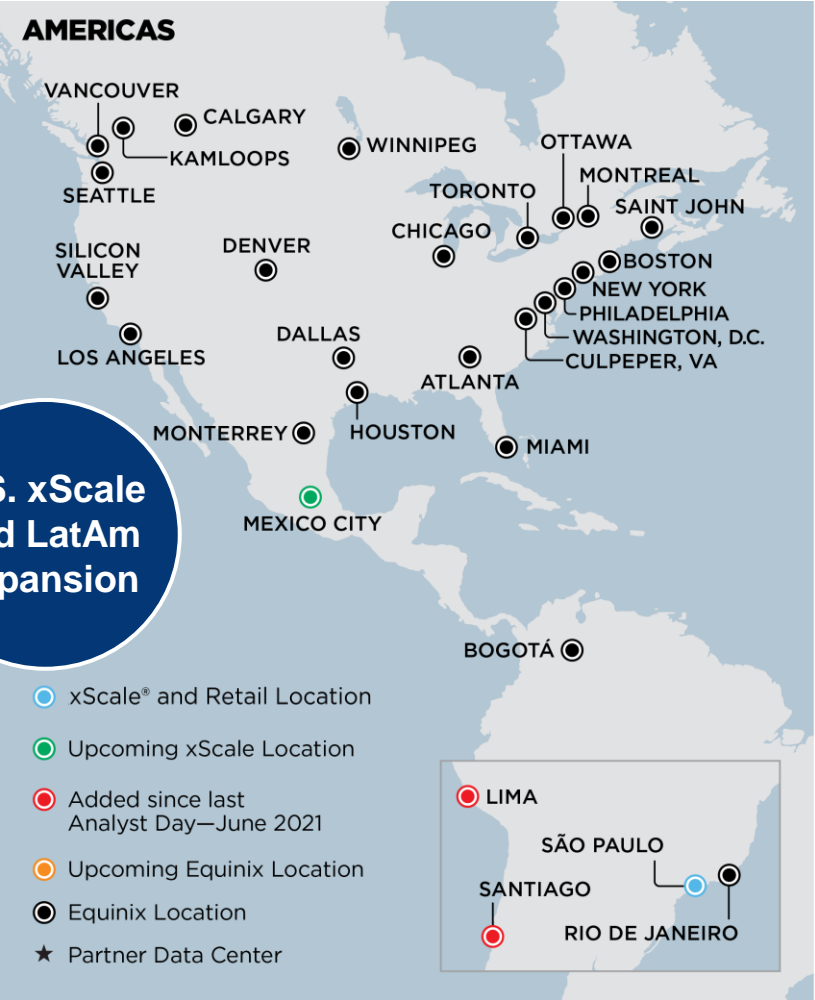
Countries

71

Metro Areas

248

Data Centers



Why Equinix?¹

#1 Colocation Provider **110+** Networks

35+ Local CSPs Accessible **165+** G2000 Companies

- #1 colocation provider in the metro across 9 data centers providing 729,000+ sq. ft. of colo space
- Equinix's NY facilities provide native cloud on-ramps to AWS, Azure, Google and IBM
- Equinix's NY campuses host a rich ecosystem of financial services in the world's largest financial center and ad-tech customers directly connecting within Equinix's Ad-IX®
- Secaucus campus contains 4 data centers and provides direct access to NY carrier hotels via Equinix Fabric

Products Available



Equinix Fabric®



Equinix Metal®



Network Edge



Smart Hands®



Equinix Internet Exchange®



IBX SmartView®

New York



Why New York?

- **#1** largest metro area population and highest GDP within the U.S.
- **#1** top financial center in the world and home to the top two stock exchanges
- **#1** highest concentration of F500 HQs in the U.S. at 62 companies
- **#2** largest tech workforce in the U.S. with over 344,000 workers
- NYC ranks **#2** in the world for the best startup ecosystem
- **#3** busiest port in the U.S. – Port of New York and New Jersey
- Metro area has 18 subsea cable landing points which allow international connectivity, particularly to Europe
- NY/NJ metro has distinct submarkets that cater to different types of colo demand to meet customer needs

Equinix New York metro footprint

The **Secaucus campus NY2/4/5/6** provides access to the rich ecosystems in New York carrier hotels via Fiber Connect



131,000+ sq. ft. of colo space



151,000+ sq. ft. of colo space



129,000+ sq. ft. of colo space



34,000+ sq. ft. of colo space

110+

Network¹

660+

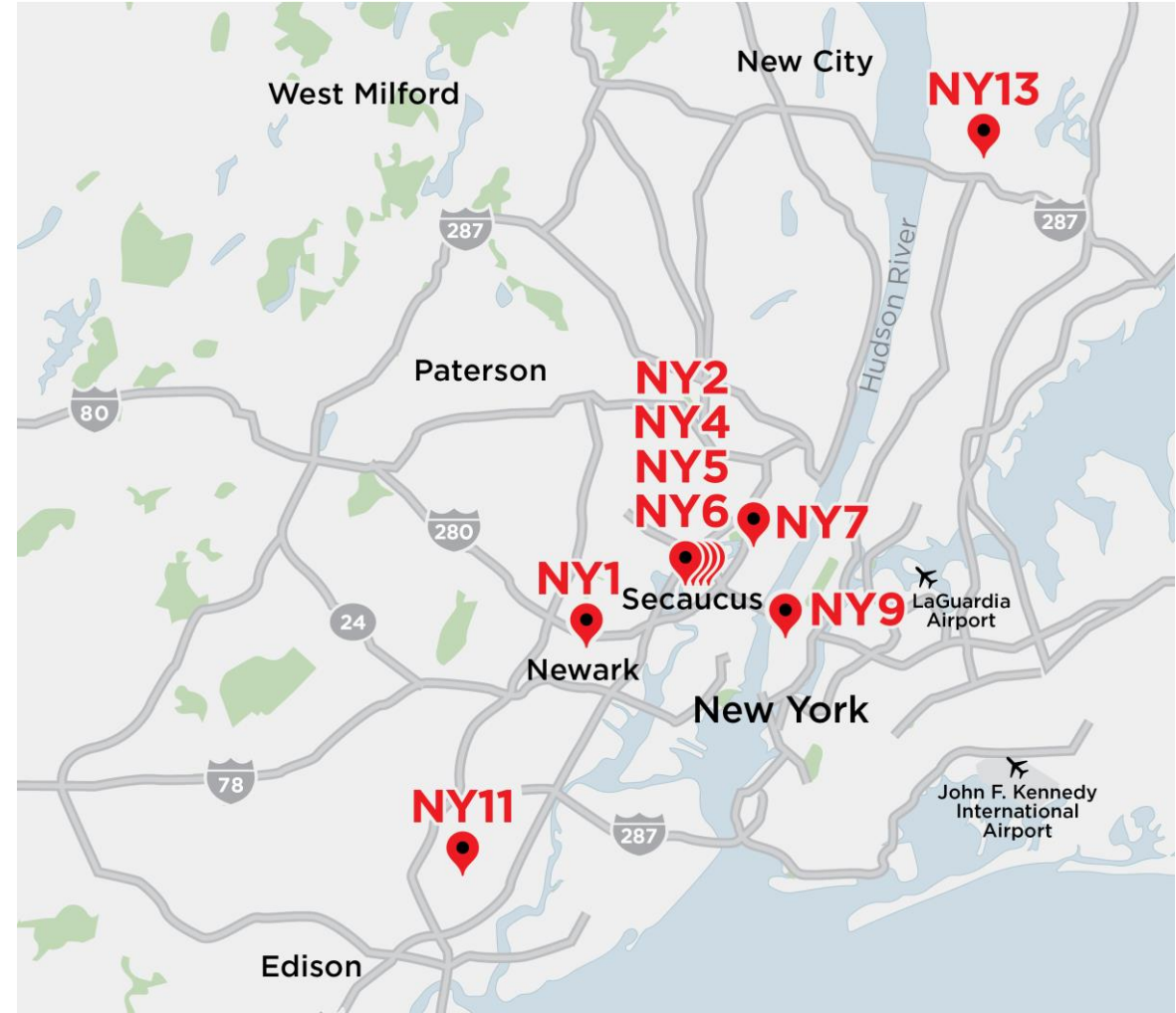
Enterprise

75+

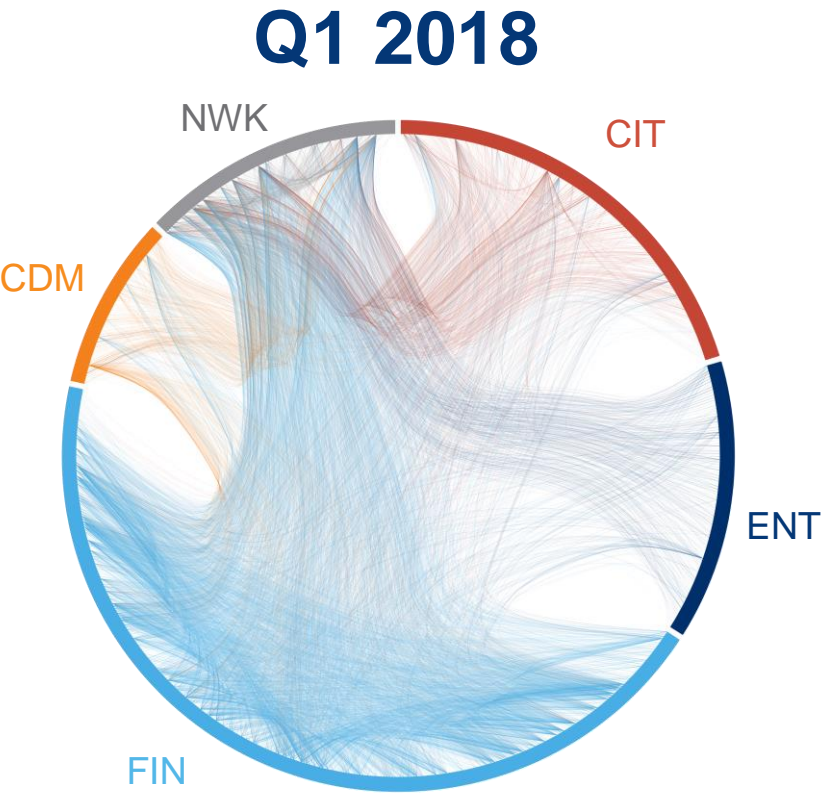
Content and
Digital Media

270

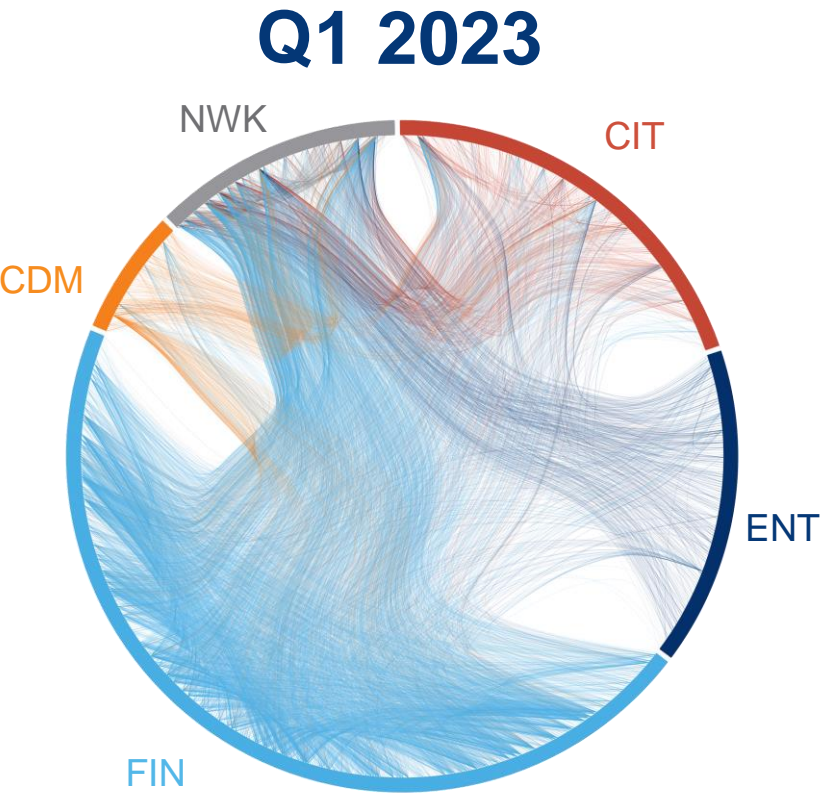
Cloud and
IT Services



The New York ecosystem



28,000+ Interconnections
825+ Customers



32,000+ Interconnections
1,125 Customers

Equinix NY3

New flagship data center in New York in expected in Q3 2024



Secure Cabinet



IBX SmartView®



Private Cage



Antenna



Smart Hands®



IBXflex®



Equinix Infrastructure Services

NY3

NY4

Data Halls
Level 1-2

Antenna Rails

Walkway

IBXflex®



Colocation Space Phase 1
1,200 Cabs



Power Density
4.5 – 5.5 kVA per cabinet



LEED GOLD
(Targeted)



EQUINIX