

ersonal use only

# 2024

## 14<sup>th</sup> ANNUAL GENERAL MEETING

Friday, November 22, 2024



NEXTDC



# BOARD OF DIRECTORS



**DOUGLAS FLYNN**  
NON-EXECUTIVE  
CHAIRMAN



**STUART DAVIS**  
NON-EXECUTIVE  
DIRECTOR



**DR GREGORY CLARK AC**  
NON-EXECUTIVE  
DIRECTOR



**JENNIFER LAMBERT**  
NON-EXECUTIVE  
DIRECTOR



**DR EILEEN DOYLE**  
NON-EXECUTIVE  
DIRECTOR



**STEVE SMITH**  
NON-EXECUTIVE  
DIRECTOR



**MARIA LEFTAKIS**  
NON-EXECUTIVE  
DIRECTOR



**CRAIG SCROGGIE**  
CHIEF EXECUTIVE OFFICER  
AND MANAGING DIRECTOR

# MEET OUR LEADERS



**CRAIG SCROGGIE**  
CHIEF EXECUTIVE OFFICER  
AND MANAGING DIRECTOR



**DAVID DZIENCIOŁ**  
CHIEF CUSTOMER AND  
COMMERCIAL OFFICER



**SIMON COOPER**  
CHIEF OPERATING  
OFFICER



**OSKAR TOMASZEWSKI**  
CHIEF FINANCIAL  
OFFICER



**MICHAEL HELMER**  
COMPANY SECRETARY AND  
CHIEF RISK OFFICER



**OLIVIA MORIARTY**  
CHIEF OF STAFF



**ELLIE WHITTON**  
HEAD OF PEOPLE  
AND CULTURE



**JEFF VAN ZETTEN**  
CHIEF OF  
ENGINEERING AND DESIGN



**JEFF ARNDT**  
CHIEF INFORMATION  
OFFICER

# AGENDA

WELCOME AND INTRODUCTIONS

CONDUCT OF MEETING

CHAIRMAN'S ADDRESS

CEO'S ADDRESS

RESOLUTIONS

Q&A

ersonal use only

# 2024

14<sup>th</sup> ANNUAL GENERAL MEETING



N E X T D C



NEXTDC

# 2024

14<sup>th</sup> ANNUAL GENERAL MEETING  
**CHAIRMAN'S ADDRESS**



ersonal use only



# VISION

NEXTDC's vision is to help enterprises harness the digital age, improving our society through the advancement of technology

# PURPOSE

NEXTDC's purpose is to be the leading customer-centric data centre services company, delivering solutions that power, secure and connect enterprise and Government customers.





# FY24 HIGHLIGHTS



NET  
REVENUE<sup>1</sup>

**A\$307.9m**

**↑ 10%**



UNDERLYING  
EBITDA<sup>2</sup>

**A\$204.3m**

**↑ 5%**



CONTRACTED  
UTILISATION<sup>3</sup>

**172.6MW**

**↑ 41%**



INTERCONNECTION  
REVENUE

**A\$28.3m**

**↑ 12%**

Note: All percentage increases are expressed relative to FY23 results

1. Comprises total revenue less direct costs

2. Refer page 29 of the NEXTDC FY24 Results Presentation for reconciliation to underlying EBITDA

3. Represents the increase in the pro forma utilisation at 30 June 2024 (as disclosed in NEXTDC's announcement of 6 August 2024)

# FY24 HIGHLIGHTS



## SOLID REVENUE GROWTH

- Total revenue increased A\$42.0m (12%) to A\$404.3m (FY24 Guidance: A\$400m – A\$415m<sup>1</sup>)
- Net revenue<sup>2</sup> grew A\$28.5m (10%) to A\$307.9m (FY24 Guidance: A\$296m – A\$304m<sup>1</sup>)
- Record annual sales of 50.5MW in FY24, with contracted utilisation increasing 41% to 172.6MW<sup>3</sup>
- Interconnection revenues increased A\$3.0m (12%) to \$28.3m, representing 9.2% of net revenue<sup>2</sup> (FY23: 9.0%)



## RECORD EARNINGS RESULT

- Underlying EBITDA<sup>4</sup> increased A\$10.6m (5%) to A\$204.3m (FY24 Guidance: A\$190m – A\$200m<sup>1</sup>)
- Billing utilisation increased 8.3MW (11%) to 86.0MW
- Record forward order book of 86.6MW<sup>5</sup> to ramp into billing across FY25 to FY29, underpinning future growth in revenues and earnings



## CAPITALISED FOR GROWTH

- Completed an Entitlement Offer of A\$1.3bn to accelerate the development and fit out of NEXTDC's digital infrastructure platform
- Strong liquidity of A\$2.7bn at the end of June 2024, including cash of A\$1.2bn and undrawn debt facilities of A\$1.5bn
- Best-in-class data centres in prime metropolitan locations across major capital cities underpin approximately A\$5.2bn of total assets
  - Includes A\$2.4bn of property (land and buildings)<sup>6</sup>



## NETWORK EXPANSION CONTINUES

- Strategic focus on development activity and asset positioning for accelerated growth with ~A\$1.0bn of capex invested in FY24
- 32MW of built capacity added across Australia with an additional 72MW of fit-out in progress globally
- **D1 Darwin & NE1 Newman** facilities operational, **S6 Sydney** fit-out on track for 1HFY25 completion, **A1 Adelaide** opening on 4 Sept 2024
- International expansion continues with early works commenced for **KL1 Kuala Lumpur** and **AK1 Auckland** planning works well advanced

Note: All percentage increases are expressed relative to FY23 results

1. NEXTDC FY24 guidance dated 11 April 2024

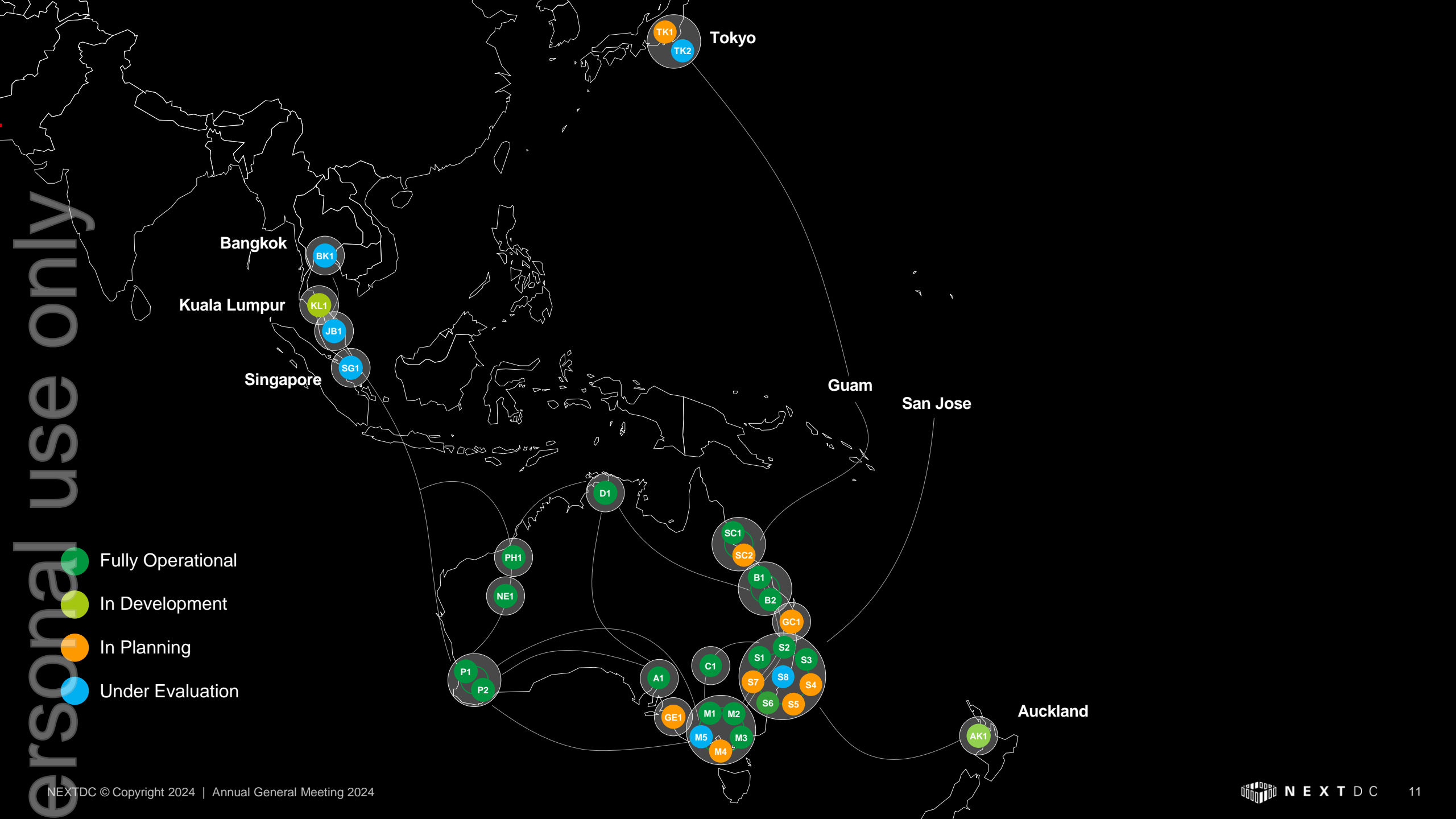
2. Comprises total revenue less direct costs

3. Pro forma increase in utilisation over 12-months to 30 June 2024 disclosed in NEXTDC's ASX announcement of 6 August 2024

4. Refer to page 29 of the NEXTDC FY24 Results Presentation for reconciliation to underlying EBITDA

5. Forward order book represents the difference between pro forma contracted utilisation 172.6MW and billing utilisation 86.0MW at the end of FY24

6. Reflects written down value and excludes right-of-use lease assets not owned by NEXTDC but reported as assets under AASB 16



- Fully Operational
- In Development
- In Planning
- Under Evaluation

# Enabling the digital economy in critical new markets

## A1 ADELAIDE

### TECHNICAL SPECIFICATIONS

Technical space	~3,000sqm
Total power planned	~5MW
Location	125 Frome St, Adelaide
Status	Operational
Design and construction standards	UI Tier IV Design UI Tier IV Constructed Facility



## D1 DARWIN

### TECHNICAL SPECIFICATIONS

Technical space	~3,000sqm
Total power planned	~8MW
Location	8 Ryko Court, Darwin City, NT
Status	Operational
Design and construction standards	UI Tier IV Design UI Tier IV Constructed Facility



Personal use only

# S7 SYDNEY EXPANSION

NEXTDC's metropolitan data centres offer superior network connectivity when it comes to bridging the distance and latency between your primary location and DR site, enabling you to failover in as little as a nanosecond.

## S1

6-8 Giffnock Avenue  
Macquarie Park  
NSW 2113

## S2

4 Eden Park Drive  
Macquarie Park  
NSW 2113

## S3

2 Broadcast Way  
Artarmon  
NSW 2064

## S6

3 Broadcast Way  
Artarmon  
NSW 2064

## S5

269 Lane Cove Rd  
Macquarie Park  
NSW 2113

## S7

Eastern Creek

## S4

Horsley Park  
NSW 2175



Western Sydney Airport



Sydney Airport

44km

51km

750m

9.3km

9km

Personal use only

# KL1 KUALA LUMPUR

## TECHNICAL SPECIFICATIONS

Land area	~42,000sqm
Total target IT capacity	~18,250sqm
Total Power Planned	65MW <sup>1</sup>
Target PUE	1.35
Design & construction standard	UI Tier IV Design and Construct UI Tier IV Constructed Facility UI Tier IV Gold for Operational Sustainability
Initial capital expenditure	~A\$250 million
Practical completion	1H FY26

- KL1 will be 100% owned by NEXTDC
- Located ~10km from Kuala Lumpur CBD
- Access to supporting infrastructure

1. Initial capital expenditure for Phase 1 of KL1 is projected to deliver IT capacity of 7.5MW.



# Hyperscale colocation is key to energy efficiency

New report busts myths about data centre energy consumption



Data centres currently using **~1% of nation's power**

Centralising power usage to colocation data centres results in

**2 TWh of electricity saved**

Hyperscale data centres up to **27% more efficient** than on-premise infrastructure

ersonal use only

# A NEW BENCHMARK FOR SUSTAINABILITY

We are dedicated to driving continuous improvements and global leadership in energy efficiency and sustainability.





# ESG HIGHLIGHTS

- **Head of Sustainability and Head of Energy** leadership positions recruited to drive sustainability objectives including NEXTDC's Net Zero pathway
- **ESG Council** launched to provide strategic oversight of sustainability initiatives
- **Commitment to Diversity, Equity and Inclusion**, 31% female workforce participation and 38% female at Board level; 40:40 Vision signatory, Work180 endorsement as 2024 Employer of Choice for women, women in leadership programs continue and Reflect Reconciliation Action Plan (RAP) has commenced
- **Carbon Lifecycle Analysis** including whole-of-life embodied carbon assessments for new builds completed, establishing a template for future projects and enabling more effective supplier engagement for Net Zero initiatives
- **Energy Efficiency** improvements through data-driven adjustments to environmental temperature settings without compromising performance or equipment safety
- **Transparent Reporting** inaugural alignment of our sustainability strategy with the UN SDG and TNFD frameworks
- Issued the first independent **Climate and Nature Report** detailing our environmental impact, including dependencies, risks, and how we integrate these considerations into decision-making
- **NEXTneutral** continues to provide a platform for customers to offset their IT-related carbon emissions with the simple click of a button



## Sustainability Certifications:

- Corporate operations certified by the Australian Government's Climate Active program as carbon-neutral
- Australia's first colocation data centre to achieve **NABERS 5\*** (S1, M1)
- Australia's first **TRUE** (Total Resource Use and Efficiency) Zero Waste Certified Data centre (S1)
- **ISO14001/ ISO45001** certified facilities



# Investor Confidence, Good Governance

---

Completed an **Entitlement Offer of A\$1.3 billion** to support customer growth requirements with accelerated development and expansions

ersonal use only



NEXTDC

N E T D

# 2024

14<sup>th</sup> ANNUAL GENERAL MEETING  
**CEO'S ADDRESS**



ersonal use only

# MEGA TRENDS

Elastic Networks

Blockchain and Crypto

Sustainability

Remote Operations

Renewable Energy

Digital HQ

Sovereign Secured

Gaming

Internet of Things

Digital Health

Artificial Intelligence

Cloud Computing

Decentralised Finance

Satellite

Edge Computing

Virtual and Augmented  
Reality

5G

Automation

3D printing

Geopolitical Security

Cybersecurity

# The future will be driven by Artificial Intelligence (AI)?

Generative artificial intelligence

Cognitive Cyber Security

Robotic personal assistants

Autonomous surgical robotics

Nextgen cloud robotics

Thought controlled gaming

Real time universal translation

Natural language processing

Autonomous systems

Machine learning

Deep learning

Neural networks

Pattern recognition

Virtual companions

Real time emotion analytics

Chatbots



ersonal use only

# THE IMPACT OF **CLOUD AND AI** CANNOT BE OVERSTATED

**US\$19 trillion**

AI's contribution to global economy by 2030

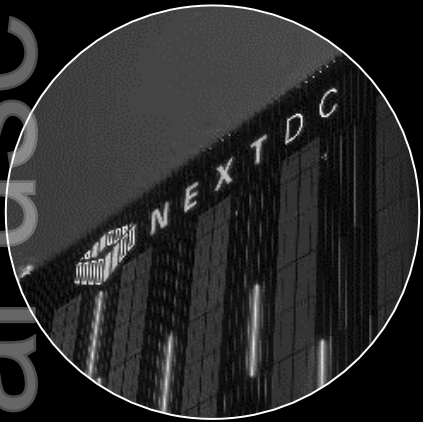
By **2030** AI will drive 3.5% of global GDP

**US\$1 trillion**

Spend in next four years on building and upgrading data centres – **Jensen Huang**

# DATA CENTRES ARE THE FOUNDATION OF DIGITAL ACCELERATION STRATEGY

How we deliver customer value and support transformation



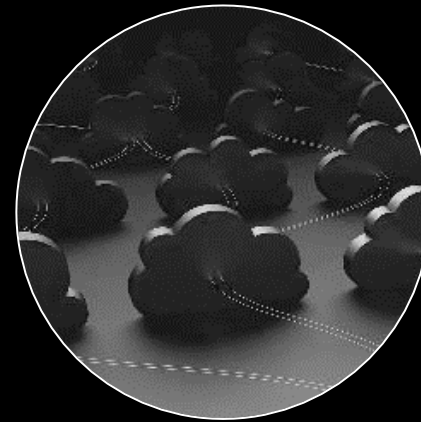
Tier IV, fault tolerant infrastructure



Gold operational best practices



Near and native access to cloud



Geo-diverse cloud interconnections

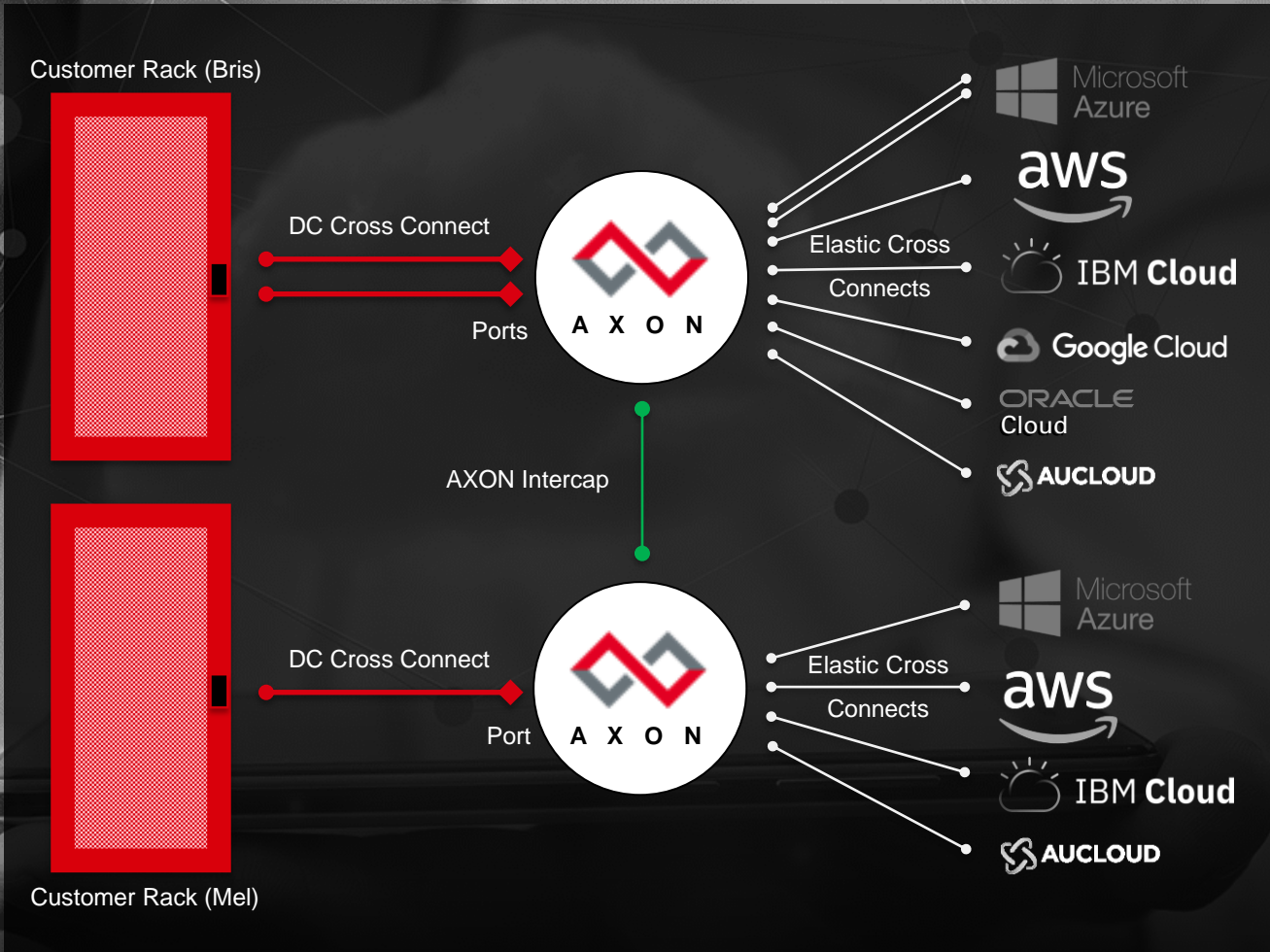


Tailored, flexible, scalable solutions

# AXON FOR CLOUD AND AI CONNECTIVITY

Direct interconnections  
for clouds, data, people,  
locations and ecosystems with:

- Agile and flexible
- Performance and security



ersonal use only



# AI set to boom in Australia

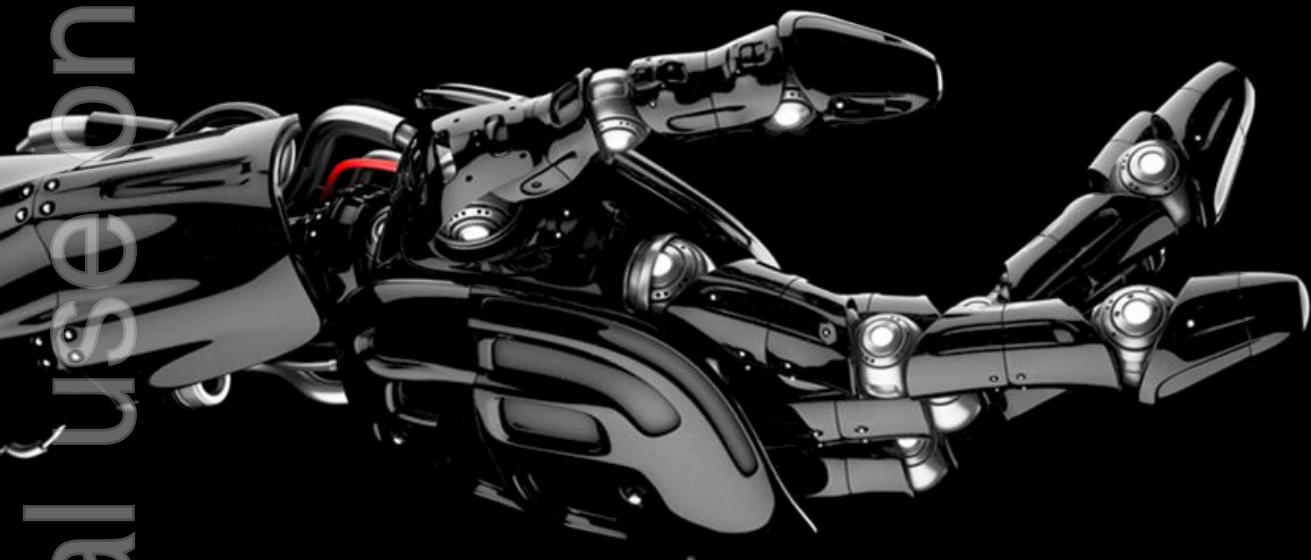
## AI market in Australia

projected to hit **AU\$4.8 billion** in 2024 – Statista

**29% CAGR** through to **2030**

In **2027** Australian IaaS market is predicted to reach \$8 billion – Telsyte

ersonal use only



N E X T D C

# Where AI Thrives

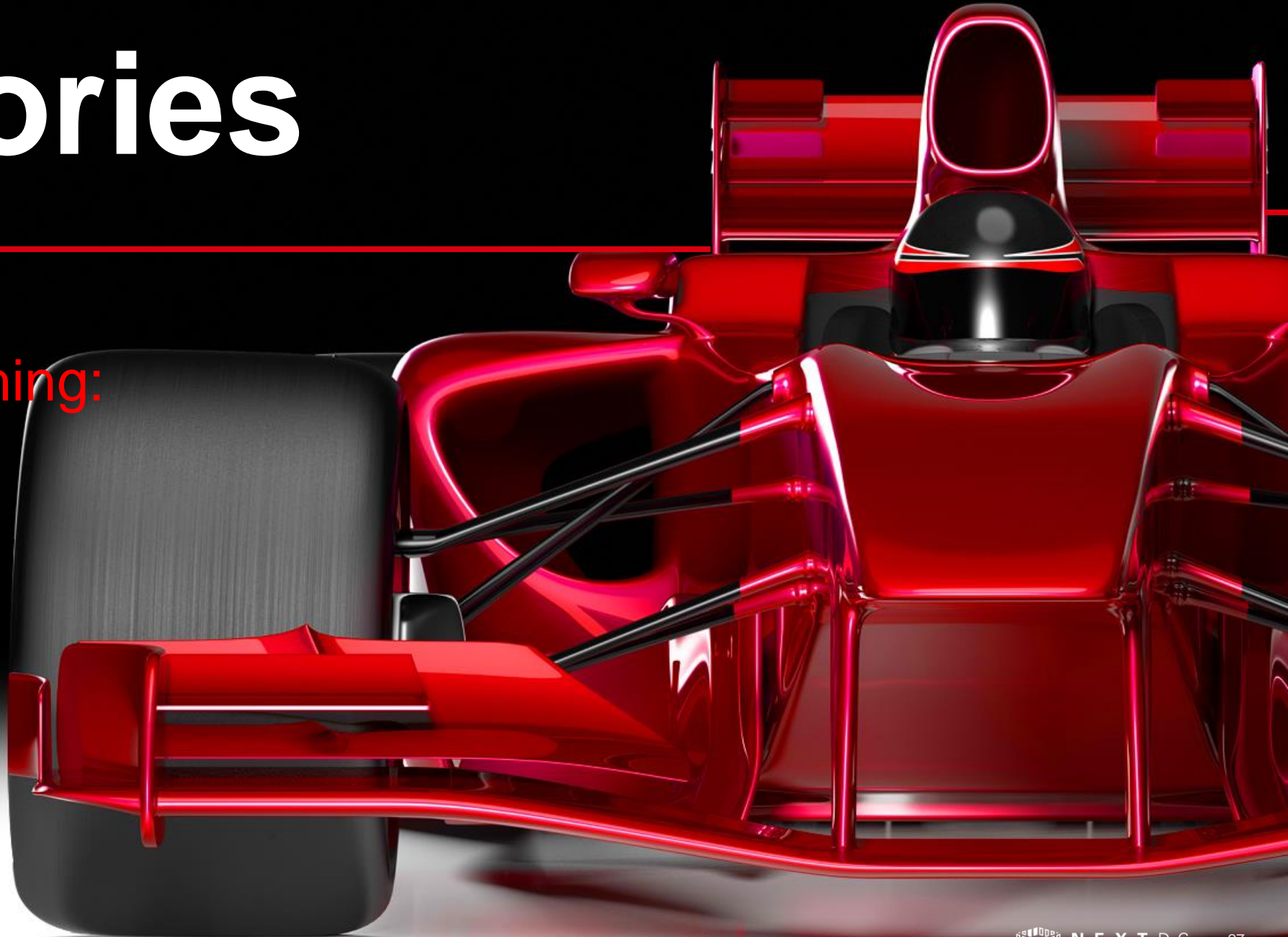


PREFERRED  
PARTNER

# AI Factories

AI changes everything:

- More power
- More cooling
- More security
- More ecosystem interconnection



ersonal use only

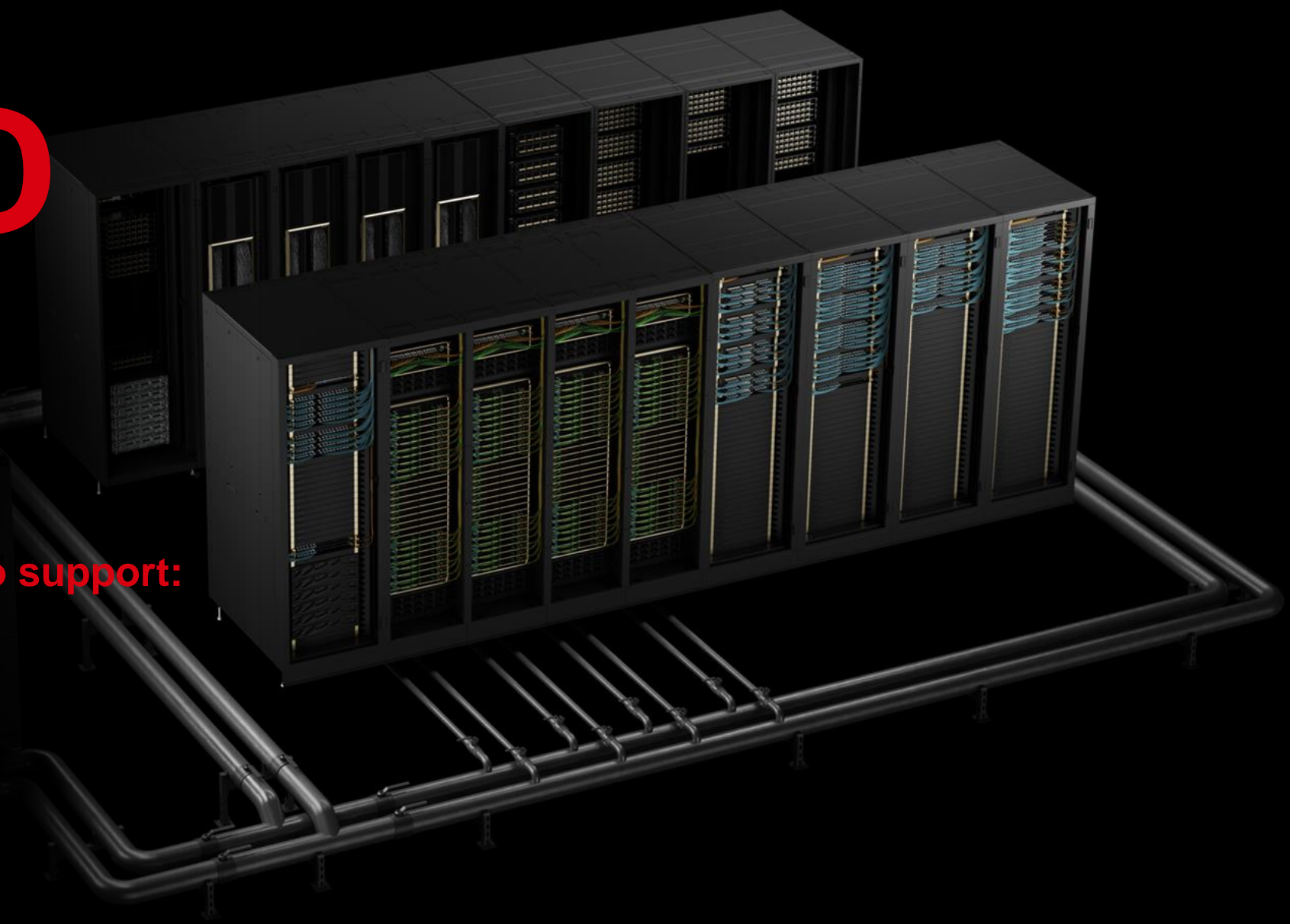
# LIQUID

## COOLING

---

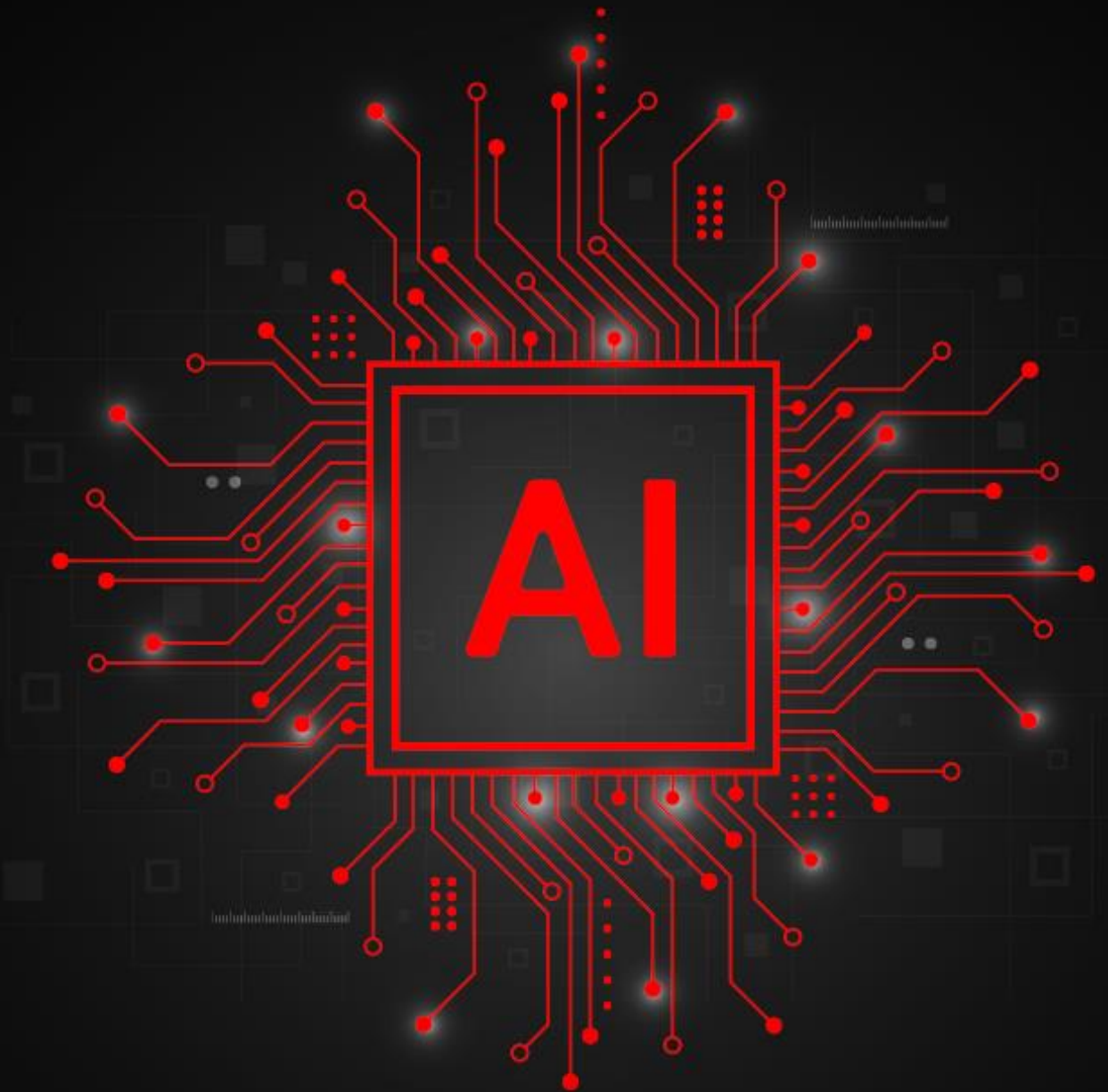
**Customised by NEXTDC to support:**

- Direct-to-Chip
- Immersion and
- Rear-Door Heat Exchanger



# The AI opportunity

Where **NEXTDC's** resilience and sustainability **innovations matter**





N E X T D C

# FUELLING THE DIGITAL ECONOMY

Australia's leading digital  
infrastructure platform



N E X T D C

# THE NEXT 10

---

Gates' Law: How Progress Compounds and Why It Matters



Most people overestimate what they can achieve in a year and underestimate what they can achieve in ten years.





NEXTDC

# 2024

14<sup>th</sup> ANNUAL GENERAL MEETING

General Business of the Meeting





NEXTDC

# 2024

First Item of Business

Financial Statements & Reports

ersonal use only



# RESOLUTION 1

## Remuneration Report

“To adopt the Remuneration Report of the Company (as set out in the Directors’ Report) for the financial year ended 30 June 2024”

**FOR**

423,660,131

**AGAINST**

24,101,255

**OPEN**

2,667,302

# RESOLUTION 2

## Re-election of Mr Douglas Flynn, as a Director

“That Mr Douglas Flynn, who retires in accordance with the ASX Listing Rules and Article 58 of the Company’s Constitution and, being eligible, offers himself for re-election, and is re-elected as a Director of the Company.”

**FOR**

434,204,928

**AGAINST**

13,455,296

**OPEN**

2,670,950

# RESOLUTION 3

## Increase in the maximum aggregate annual Remuneration of Non-Executive Directors

"That, for the purposes of ASX Listing Rule 10.17, Article 61 of the Company's Constitution and for all other purposes, the maximum aggregate annual remuneration that may be paid by the Company as remuneration for the services of Non-Executive Directors be increased by AUD\$200,000 from AUD\$2,000,000 to AUD\$2,200,000 with effect from 1 July 2024."

**FOR**

446,087,936

**AGAINST**

1,277,921

**OPEN**

2,666,362

# RESOLUTION 4

## Ratification of issue of shares under institutional placement

“That, for the purposes of ASX Listing Rule 7.4 and for all other purposes, the issue of 32,069,971 ordinary shares at \$17.15 per share, under an institutional placement on 16 September 2024, is approved.”

**FOR**

348,819,117

**AGAINST**

8,393,582

**OPEN**

1,537,953

# RESOLUTION 5

## Approval of grant of Rights to Mr Craig Scroggie under the FY25 Long Term Incentive Plan.

“That, for the purposes of ASX Listing Rule 10.14 and for all other purposes, approval is given for the grant of 97,206 Performance Rights and 97,206 Restricted Rights to the Managing Director and Chief Executive Officer, Mr Craig Scroggie, for FY25 pursuant to the Company’s long term incentive plan under the NEXTDC Limited Equity Incentive Plan on the terms set out in the Explanatory Memorandum accompanying the Notice of Meeting.”

**FOR**

359,189,804

**AGAINST**

88,755,174

**OPEN**

2,699,508

ersonal use only



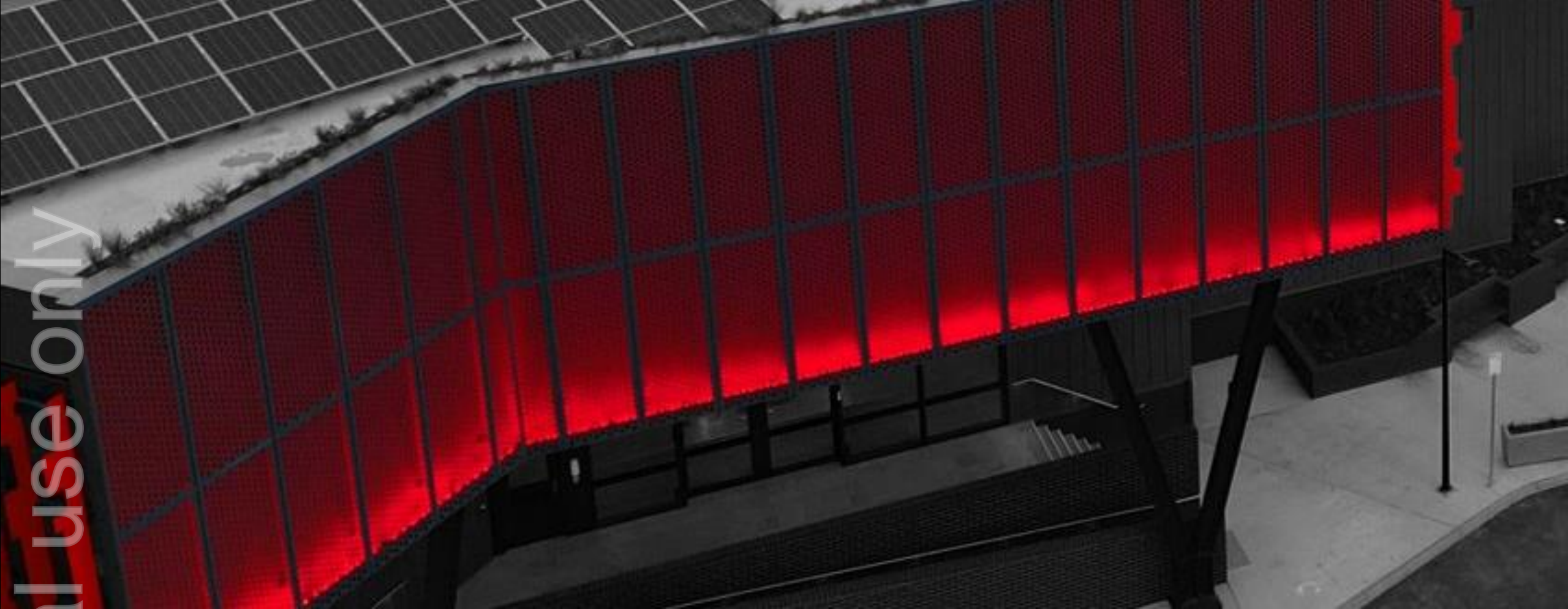
NEXTDC

# Q&A

---

14<sup>th</sup> ANNUAL GENERAL MEETING

ersonal use only



[investorrelations@nextdc.com](mailto:investorrelations@nextdc.com)



13 63 98



[linkedin.com/company/nextdc](https://www.linkedin.com/company/nextdc)



[twitter.com/nextdc](https://twitter.com/nextdc)



[facebook.com/datacentres](https://www.facebook.com/datacentres)



[youtube.com/user/nextdatacentre](https://www.youtube.com/user/nextdatacentre)



# IMPORTANT DISCLAIMER

## DISCLAIMER

This presentation has been prepared by NEXTDC Limited (ACN 143 582 521) ('NEXTDC') and makes statements about it as well as its subsidiaries (together the 'NEXTDC Group'). To the maximum extent permitted by law, no member of NEXTDC Group, or any of its officers, employees, agents or any other party: i) accepts any liability for any loss arising from or in connection with this presentation or the information contained within it, including, without limitation, any liability arising from the fault or negligence relating to its content; ii) makes any representation or warranty and take no responsibility for any part of the presentation or the information contained within it; or iii) makes any representation or warranty, express or implied, as to the accuracy, reliability, completeness or currency of the information contained within it and it does not take into account any individuals investment or financial circumstances. It is not intended to influence any person into dealing with a financial product or provide financial advice and does not constitute an offer to purchase or subscribe for any shares or securities in NEXTDC. Any person contemplating such purchase or subscription is recommended to obtain professional advice.

This presentation contains certain forward-looking statements. Words such as 'continue', 'expect', 'forecast', 'estimated', 'potential', 'likely', 'projected', 'anticipated' or such similar phrases are intended to identify forward looking statements. Similarly, indications of and future guidance on future earning, liquidity and financial position, capex requirements, performance, business performance, project timelines or spend, facility go-live dates, utilisation, initial or total facility capacity or connection rates and projections of these are also forward-looking statements as are statements regarding any internal management estimates and assessments of sales, market competition, service demand and market outlook. Such forward looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the NEXTDC Group, its officers, employees, agents and advisors and which may cause actual results and outcomes to differ materially from those expressed or implied in this presentation or in such statements. There can be no assurance that the actual outcomes discussed in this presentation will not differ materially from these statements. There are usually differences between forecasts and actual results because events and circumstances frequently do not occur as forecast, and these differences may be material at times.

Investors should not place undue reliance on such forward-looking statements, especially in view of the current and challenging economic, market, climate, supply chain and other uncertainty and disruption including the COVID-19 pandemic. Neither NEXTDC, any member of the NEXTDC Group or their officers, employees, agents or any other person gives any warranty, representation or assurance that the occurrence of the events expressed or implied in any forward looking statement will occur or have or accept any responsibility to update or revise any such forward-looking statement to reflect any change in NEXTDC Group's circumstances or financial condition, status or affairs or any change in the events or conditions on which such statements are based, except as required under Australian law.

## BASIS OF PREPARATION

This presentation incorporates results on a statutory as well and non-statutory basis with financial results presented in AUD unless otherwise stated. Data used for calculating percentage movements have been based on whole actual numbers and estimates where appropriate. Please also see supplementary notes, footnotes, links and additional terms throughout the presentation.

ersonal use only



**N E X T** D C