NEXTDC

FY25

HALF-YEAR RESULTS

24 February 2025

AGENDA

1H25 RESULTS

1H25

HIGHLIGHTS

1H25 HIGHLIGHTS

NET REVENUE[1]

A$167.8m

↑ 13%

UNDERLYING EBITDA[2]

A$105.4m

↑ 3%

CONTRACTED UTILISATION

176.0MW

↑ 18%

INTERCONNECTION REVENUES

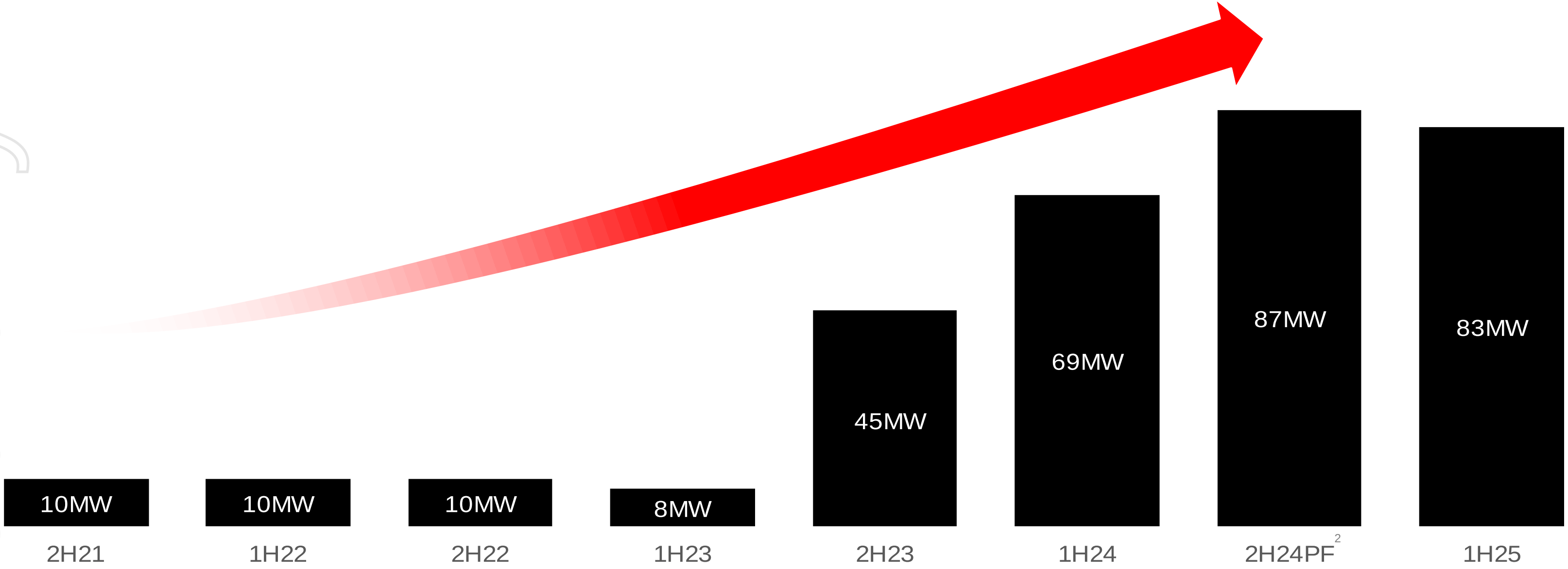
A$15.0m

↑ 7%

Note: All percentage increases are expressed relative to the 1H24 results
1. Comprises total revenue less direct costs
2. Refer page 28 for reconciliation to Underlying EBITDA

STRONG FORWARD ORDER BOOK

Forward Order Book[1]



Forward order book of 83MW will deliver strong growth in net revenue through to FY29 as contracts convert to billing

1. Forward order book represents the difference between contracted utilisation and billing utilisation at end of period
2. Reflects the difference between pro forma contracted utilisation of 172.6MW disclosed in NEXTDC's announcement of 6 August 2024 and billing utilisation of 86.0MW at 30 June 2024

1H25 HIGHLIGHTS

SOLID REVENUE GROWTH

- Net revenue[1] grew 13% to A$167.8m (1H24: A$149.1m)
- Contracted utilisation increased 27.0MW (18%) to 176.0MW
- Interconnection revenues increased A$0.9m (6.6%) to A$15.0m, representing 8.9% of net revenue[1]

RECORD EARNINGS RESULT

- Underlying EBITDA[2] increased A$3.4m (3%) to A$105.4m
- Billing utilisation increased 12.8MW (16%) to 93.0MW
- Strong forward order book of 83.0MW[3] projected to continue to ramp into billing through to FY29, underpinning future growth in revenues & earnings

CAPITALISED FOR GROWTH

- Completed a pro rata institutional placement and retail share purchase plan, raising $678m to secure new data centre sites in Asia and further accelerate the development and fitout of NEXTDC's digital infrastructure platform
- Refinanced senior debt facilities, providing additional flexibility to fund long term growth ambitions through bank and bond markets
- Finished 1H25 with liquidity of A$2.5bn, comprising of A$373m cash and undrawn debt facilities of A$2.1bn
- Best-in-class data centres in prime metropolitan locations across major capital cities underpin approximately A$5.2bn of total assets, including A$3.1bn of property (land and buildings)[4]

NETWORK EXPANSION CONTINUES

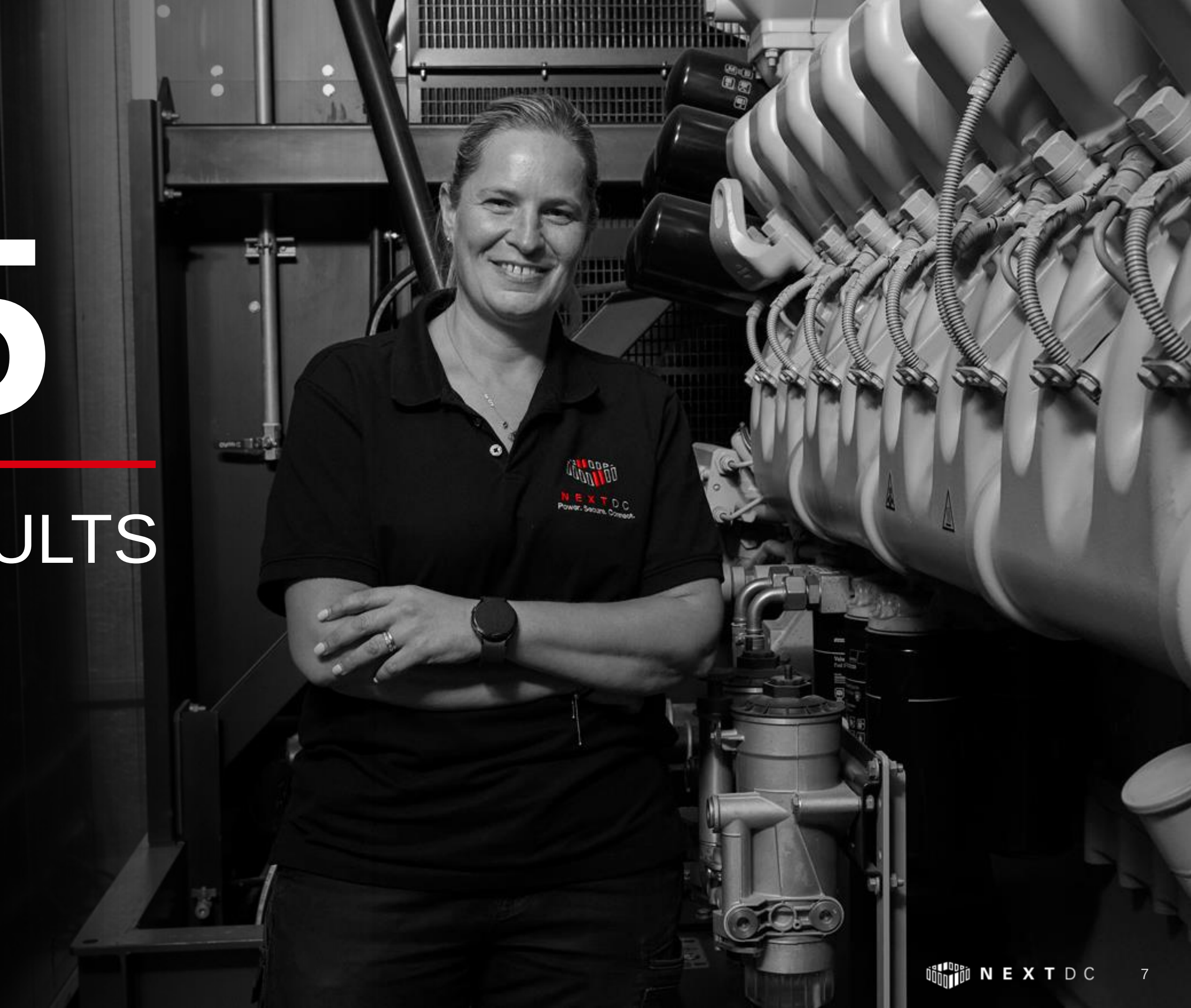
- Land acquired for new 550MW+ S7 Sydney data centre
- 24MW of built capacity added during 1H25 across S3 Sydney, M2 Melbourne and B2 Brisbane, with 70MW of fit out in progress
- A1 Adelaide, D1 Darwin and S6 Sydney open to customers, with planning works progressing at SC2 Sunshine Coast and GE1 Geelong
- International expansion on track with construction works commencing for KL1 Kuala Lumpur, AK1 Auckland planning works progressing and potential new data centre sites across Asia identified

Note: all percentage increases are expressed relative to 1H24 results

1. Comprises total revenue less direct costs
2. Refer to page 28 for reconciliation to Underlying EBITDA
3. Forward order book represents the difference between contracted utilisation (176.0MW) and billing utilisation (93.0MW) at the end of 1H25
4. Reflects written down value and excludes right-of-use lease assets not owned by NEXTDC but reported as assets under AASB 16

1H25

FINANCIAL RESULTS



1H25 PROFIT AND LOSS SUMMARY

	Note	1H25 (A$m)	1H24[2] (A$m)	Change (A$m)	Change (%)
Total revenue		**205.5**	**209.1**	**(3.6)**	**(2)%**
Direct costs		(37.7)	(60.0)	22.3	37%
Net revenue	**1**	**167.8**	**149.1**	**18.7**	**13%**
Facility costs	3	30.0	21.1	8.9	42%
Corporate costs	3	33.1	25.8	7.3	28%
Total operating costs		**63.0**	**46.9**	**16.2**	**35%**
EBITDA	**4**	**96.3**	**96.8**	**(0.5)**	**(0.5)%**
Underlying EBITDA	**3**	**105.4**	**102.0**	**3.4**	**3%**
EBIT	**4**	**(0.6)**	**16.5**	**(17.1)**	***nmf***
Profit / (loss) before tax	4	(37.2)	(15.1)	(22.1)	*nmf*
Profit / (loss) after tax	**4**	**(42.7)**	**(21.5)**	**(21.2)**	***nmf***

NET REVENUE[1]
↑13%

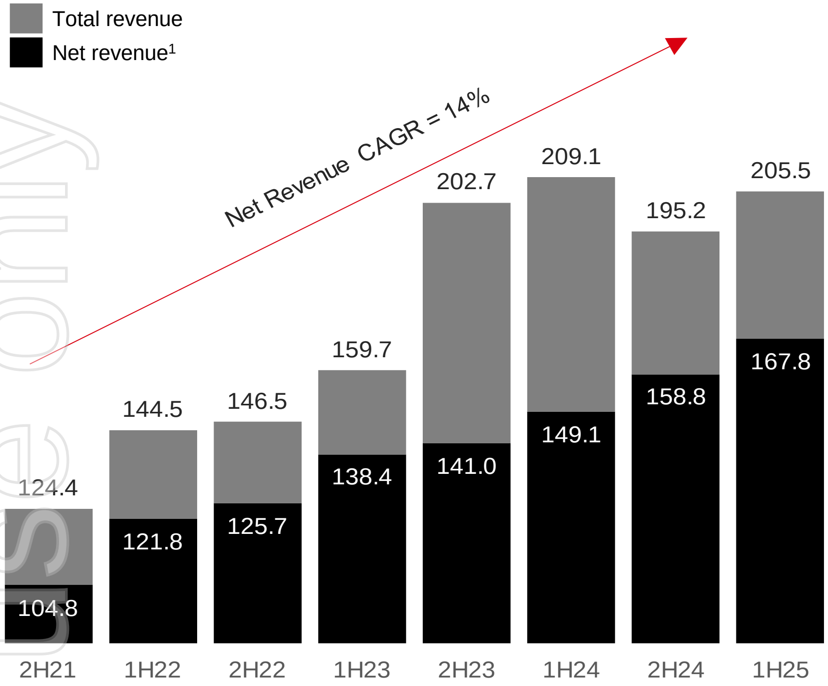
UNDERLYING EBITDA[3]
↑3%

- Direct costs for 1H25 benefited from lower contracted energy prices when compared to 1H24
- Net revenue[1] up 13% on 1H24 in line with growth in billing capacity, with 83.0MW remaining in the forward order book at the end of 1H25
- Facility cost growth for 1H25 vs 1H24 reflects increases in:
  - Maintenance costs related to a material increase in built and operating capacity in line with customer demand
  - Facility staff costs related to new data centre openings, growth in facility capacity as well as key investments into physical security and systems
  - Water and sewerage costs increasing in line with customer consumption
  - Property costs relating to land banks, new site locations and land revaluations
- Corporate costs increased broadly in line with increased headcount and systems investment to accelerate and support new site expansion and customer delivery capability

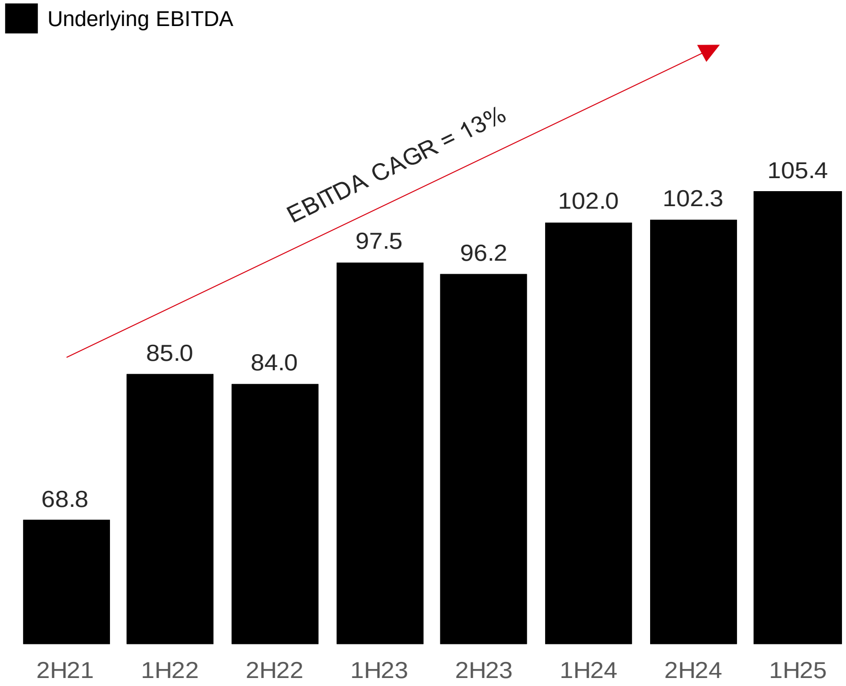
1. Net revenue refers to total revenue less direct costs
2. 1H24 figures have been restated to reflect the prior period error in relation to the capitalisation of borrowing costs during the construction of qualifying assets. Refer to note 1(b) of the 1H25 Financial Report for further details
3. Refer to page 28 for reconciliation to Underlying EBITDA
4. Excludes underlying EBITDA adjustments

STRONG REVENUE AND EBITDA GROWTH

Revenue (A$m)



Underlying EBITDA[2] (A$m)

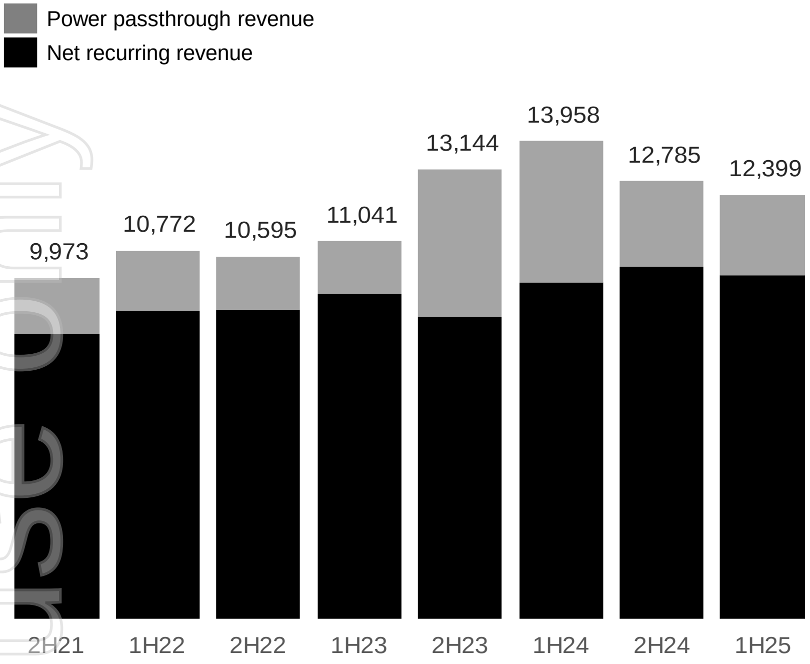


- Upfront investments in people, data hall fitout and strategic land bank will enable customer growth plans and the conversion of customer contracts into significantly higher rates of billing for NEXTDC

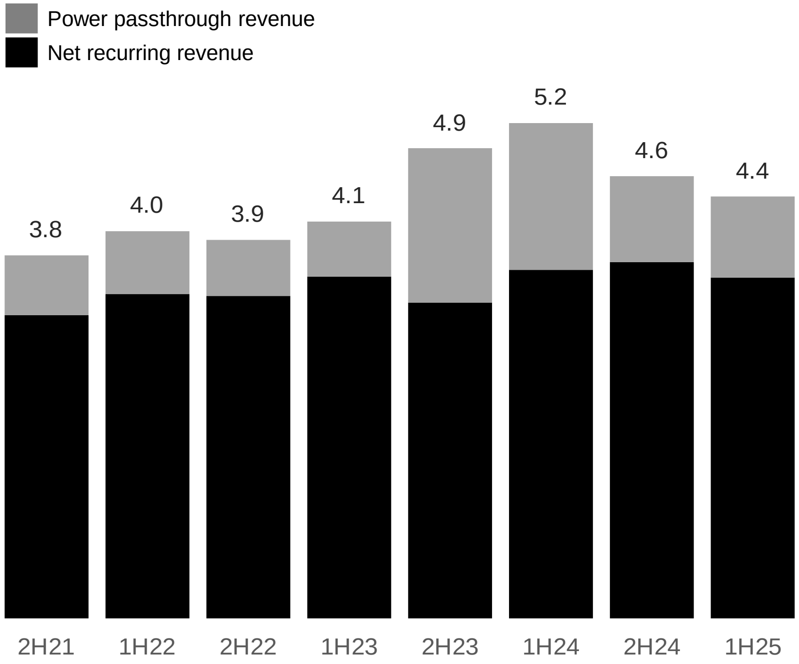
1. Comprises total revenue less direct costs
2. Refer to page 28 for reconciliation to underlying EBITDA

REVENUE PER UNIT METRICS

Annualised revenue per square metre[1,2,3] (A$)



Annualised revenue per MW[1,2,4] (A$m)



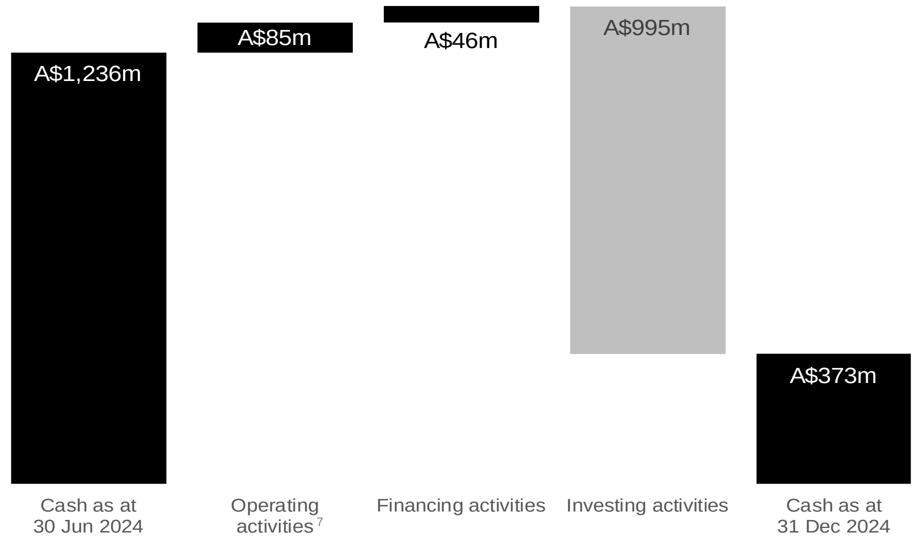
- New facility developments and expansions are designed to take advantage of higher power density requirements
- As customer deployments mature, they use more power, faster connectivity and ancillary services

1. Power passthrough revenue reflects power recharges for customers who have their power consumption metered and charged separately
2. Net recurring revenue excludes power passthrough and establishment fees
3. Square metres are the total weighted average square metres utilised during the period
4. MW (megawatt) reflects the total weighted average megawatt months billed over the period

WELL CAPITALISED FOR GROWTH

Balance sheet summary (A$m)	31 Dec 24	30 Jun 24
Cash	373	1,236
Property (land and buildings)[1]	3,059	2,394
Plant and equipment	1,577	1,332
Other assets	235	255
Total assets	**5,244**	**5,217**
Borrowings[2]	778	1,375
Other liabilities[3]	268	274
Total liabilities	**1,046**	**1,650**
Net assets	**4,198**	**3,567**
Debt metrics summary		
Gearing[4]	8.8%	3.4%
Available liquidity (A$m)	2,473	2,736
Weighted average cost of debt[5]	5.3%	6.2%
Weighted average duration (years)	5.9	2.9
Hedged debt[6]	100%	100%

Cash Flows



1. Property reflects written down value and excludes right-of-use lease assets not owned by NEXTDC but reported as assets under AASB 16
2. Reflects A$800 million drawn debt as at 31 December 2024 less capitalised transaction costs which are amortised over the term of the debt instruments; excludes right of use lease liabilities under AASB 16
3. Numbers may not add due to rounding
4. Net debt / (net debt + equity) based on book value of cash and cash equivalents, borrowings, derivative financial instruments and total equity
5. Weighted average at the end of the period, inclusive of fees and margins on a drawn basis
6. As at the end of the period
7. Cash flows from operating activities include net interest paid of A$18m

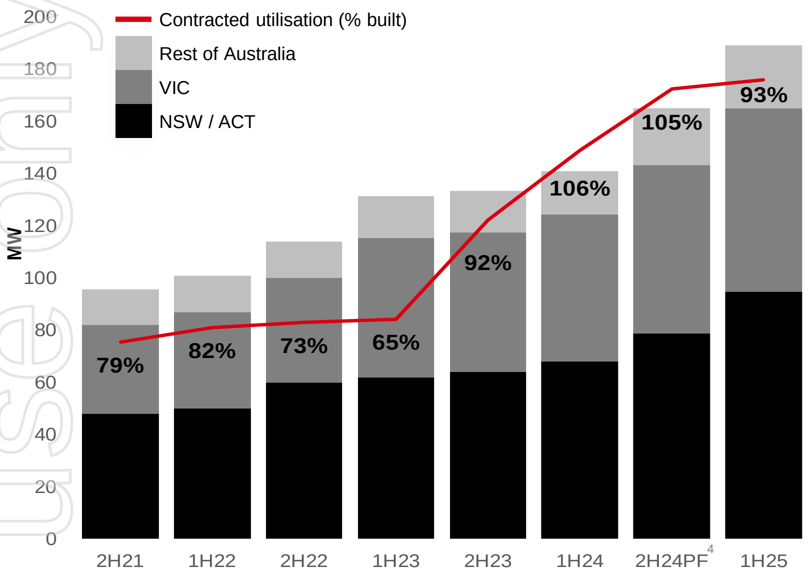
1H25

BUSINESS PERFORMANCE

UTILISATION

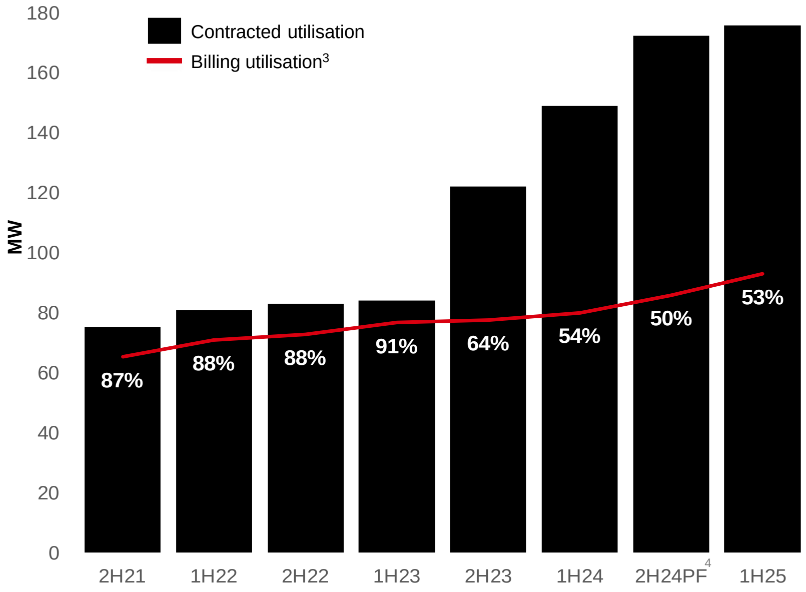
Built capacity[1] vs contracted utilisation[2]

- 93% of built capacity was contracted at 31 December 2024
- 24.0MW of new built capacity added in 6 months to 31 December 2024



Contracted vs billing utilisation[3]

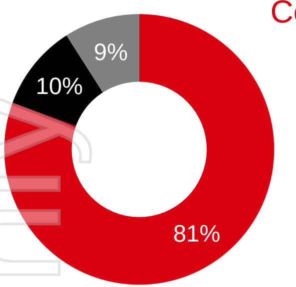
- Contracted utilisation up 27.0MW (18%) to 176.0MW since 31 December 2023[2]
- Billing utilisation up 12.8MW (16%) to 93.0MW since 31 December 2023, leaving a forward order book of 83.0MW



1. Built capacity includes the designed power capacity of the data halls fitted out at each facility. Further investment into customer related infrastructure, such as backup power generation, cooling equipment or rack infrastructure, may be made in line with customer requirements
2. Contracted utilisation includes whitespace and rack power commitments with deferred start dates or ramp up periods and excludes options and reservations
3. Billing utilisation refers to the sold capacity for which revenue is currently being recognised as at the end of the period
4. Represents pro forma utilisation at 30 June 2024 (as disclosed in NEXTDC's ASX announcement dated 6 August 2024)

UTILISATION BY CATEGORY

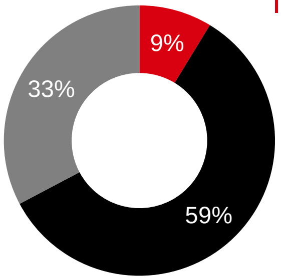
Contracted MW by customer category[1]



- Cloud & AI
- ICT Providers
- Enterprise & Government

Cloud and AI deployments are showing strong growth in size and scale as demand accelerates

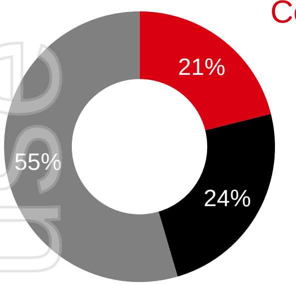
Interconnection by customer category[1,2,3]



- Cloud & AI
- ICT Providers
- Enterprise & Government

Ecosystem benefits are increasingly driven by ICT provider alliances and partnerships as they deliver critical services to Enterprise & Government customers

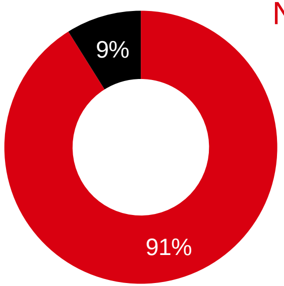
Contracted MW by power density[1]



- < 4kW
- 5kW to 8kW
- > 9kW

High density cloud and AI are increasingly influencing data centre design, enabling operational, network and scale efficiencies for all customers

Net revenue mix[4]



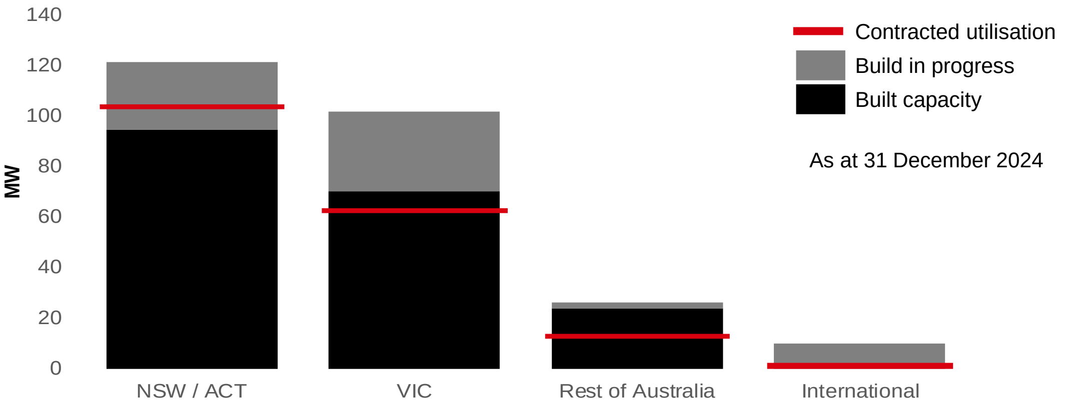
- Other net revenue
- Interconnection revenue

Growth in service offerings drives increased connectivity and enhanced returns

1. As at 31 December 2024
2. Percentages may not total to 100% due to rounding
3. By number of cross connects, including physical and virtual
4. Expressed as a percentage of 1H25 net revenue, which is total revenue less direct costs

CONTRACTED UTILISATION AND FACILITY CAPACITY

- 70MW in progress, with a further 100MW+ in plan
- **S7** Sydney: Site acquired with 550MW of planned capacity
- **S3** Sydney: 16MW of built capacity added during 1H25, with a further 24MW in progress. Final 12MW in planning
- **S6** Sydney: Opened to customers in 1H25 with 2.7MW of built capacity. 2.7MW in progress with 2.7MW in planning
- **M2** Melbourne: 6MW of built capacity added during 1H25, with 18MW in progress and further building construction underway. Additional 20MW+ in planning
- **M3** Melbourne: Building expansion works underway, with 13.5MW in progress. 50MW+ in planning
- **A1** Adelaide and **D1** Darwin now open to customers
- **B2** Brisbane added 2MW of built capacity, with early construction works for **B2** Brisbane expansion and **P1** Perth expansion to commence with 5MW+ in plan
- Planning works for **S4** Sydney, **S5** Sydney, **M4** Melbourne, **SC2** Sunshine Coast and **GE1** Geelong underway
- Construction works in progress at **KL1** Kuala Lumpur with 10MW in progress and 10MW in planning.
- Planning works for **AK1** Auckland underway and site selection activities for additional Asian sites progressing



	NSW/ACT	VIC	Rest of Australia	International	Total
Total power planned (MW)[1]	1,054.3	366.0	66.3	80.0	1,566.6
In progress (MW)[2]	26.7	31.5	2.2	10.0	70.4
Built capacity (MW)[3]	94.7	70.5	23.9	0.0	189.1
Land & building capex to date[4,5]	A$1,677m	A$917m	A$535m	A$82m	A$3,211m
Fit-out capex to date[5]	A$1,108m	A$679m	A$341m	A$0m	A$2,128m
Contracted utilisation (MW)	102.9	61.4	11.7	0.0	176.0
% of total power planned	10%	17%	18%	0%	11%
% of built capacity	109%	87%	49%	0%	93%
Capacity available for sale (MW)[6]	951.4	304.6	54.6	80.0	1,390.5

1. Includes landbank without DA approvals in place, plus DA approved developments, facilities under construction and facilities that are operational
2. Mechanical and electrical fit-out underway to prepare data halls for customer deployments
3. MW built includes the designed power capacity of the data halls fitted out at each facility. Further investment into customer related infrastructure, such as backup power generation, cooling equipment or rack infrastructure may be made in line with customer requirements
4. Excludes site selection and other due diligence-related costs for planned data centre developments, which are included in corporate overheads. Excludes right-of-use lease assets not owned by NEXTDC but reported as assets under AASB16
5. Includes the capitalisation of borrowing costs during the construction of qualifying assets
6. Includes uncontracted capacity in facilities that are operational or in development

1H25

ESG & WHS HIGHLIGHTS

ESG HIGHLIGHTS

- **Industry First:** M2 achieved Uptime Institute's Sustainability Assessment Award, a first for any data centre in APAC.
- **Embedded Carbon Reduction:** Construction partners are required to conduct embedded carbon assessments and optimise new builds for environmental impact, including recycled content. This applies to new builds (S4, S5) and campus expansion in Melbourne.
- **Project Rise:** Customer engagement program to drive customer adoption of best practice temperature and humidity settings, leading to reductions in power and water consumption.
- **Airflow Upgrades:** S2 fan upgrades to enhance CRAC efficiency and PUE.
- **Circular Economy:** M4 site preparation prioritised circular economy principles. On-site water treatment avoided 100+ truck movements, minimizing risk and enabling water reuse for irrigation. Demolition recovered significant concrete and steel, and foundations retained for reuse.
- **Committed to Diversity, Equity and Inclusion:** 31% female workforce, 38% female at Board level, 40:40 Vision signatory and Work180 endorsed as an Employer of Choice for all women.
- **Developing Leaders:** Partnerships with Executive Central and Women Rising provide coaching and development programs for female leaders.

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 c**ertified facilities

WHS HIGHLIGHTS

- **Operational Excellence:** Achieved ZERO LTIFR and TRIFR across the entire NEXTDC operational footprint.
- **Construction Safety:** Rolling 12-month capital works TRIFR improved from 4.6 to 3.4, and LTIFR from 0.8 to 0.5 from 30 June 2024 to 31 December 2024.
- **Expanded safety team:** Two additional construction safety experts.
- **Planning:** Workshops ahead of high-risk construction activities have contributed to improved safety outcomes.
- **Industry Leadership:** Lessons Learned Program fosters a culture of shared safety across contractors, customers, and partners.
- **Safety Culture:** Executive "Safety Leader Interaction" program continues, emphasising management's commitment. Introducing "SafeTEA" events to further embed safety within the company culture.
- **Employee Wellbeing:** "People at Work" survey results placed NEXTDC in the "Minimal Concern" category. Focus group established to address areas identified for improvement.
- **Mental Health:** 48 out of 333 employees are accredited as Mental Health First Aid Officers, supporting employee mental well-being across NEXTDC locations.

FY25 GUIDANCE

FY25 GUIDANCE REAFFIRMED

SOLID REVENUE GROWTH

Net revenue of A$340 million to A$350 million (unchanged)

- Forward order book of 83.0MW to progressively convert to revenues across FY25 to FY29
- ICT alliances and partners driving strong growth in co-location and hyperscale requirements in line with NEXTDC's go to market model
- Record pipeline, reservations and options driving strong confidence in NEXTDC's short- and long-term growth trajectory

OPERATING LEVERAGE INVESTMENTS

Underlying EBITDA[1,2] guidance of A$210 million to A$220 million (unchanged)

- Key investments in data centre expansion on track to deliver capacity and capability in line with contracted customer commitments
- Land bank investments to convert to operational data centres over time, driving future earnings growth
- Strategic corporate investments to enhance operational capabilities and drive strong improvement in business performance
- Operating leverage to accelerate from FY26 in line with the conversion of the forward order book

CUSTOMER DRIVEN INVESTMENT

Capital expenditure guidance in the range of A$1,300 million to A$1,500 million (unchanged)

- 70MW of built capacity under development with a further 100MW+ of additional developments in plan
- Accelerated expansion works for **S3** Sydney and **M2** Melbourne continue in line with contracted customer requirements
- **S4** Sydney early works to commence**, S5** Sydney and **M4** Melbourne planning underway
- Construction works continue for **KL1** Kuala Lumpur with planning works continuing at **AK1** Auckland
- Additional capacity in plan at **M3** Melbourne, **S6** Sydney, **B2** Brisbane and **P1** Perth in line with record pipeline and strong growth in enterprise, ICT, cloud and AI demand

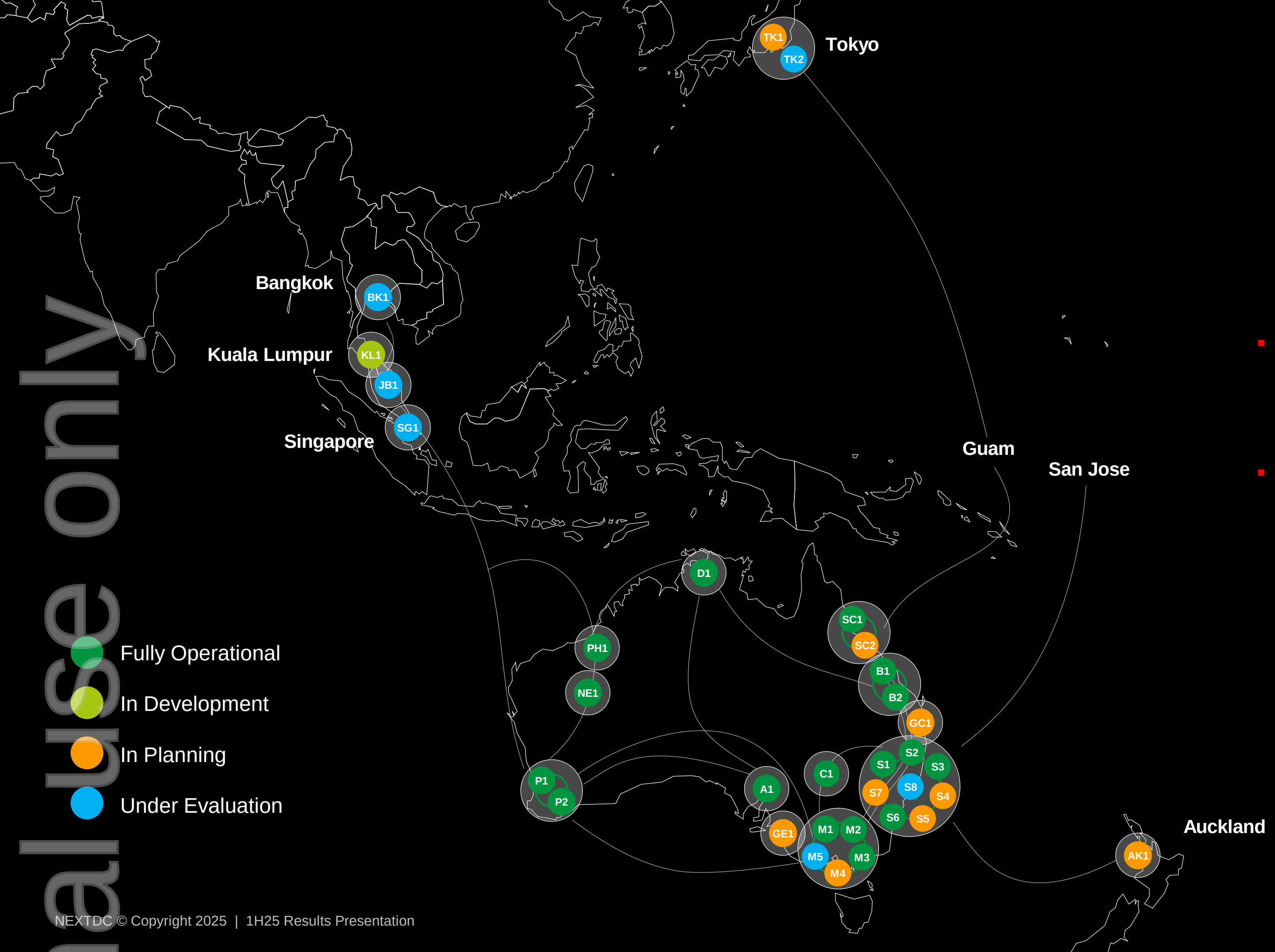
1. Refer to page 28 for reconciliation to underlying EBITDA in relation to 1H25
2. FY25 underlying EBITDA excludes costs related to review works into potential data centre investments in Asia, acquisition opportunities, investment in associates, the Growth Incentive Plan announced on 24 February 2025 and property costs for site acquisitions made during FY25

Q&A

HALF-YEAR RESULTS

APPENDICES

DEVELOPMENT PROJECTS



REGIONAL DATA CENTRE PLATFORM

- A rapidly growing portfolio of operational data centres and development projects across Australia and the APAC region
- Continued expansion reflects NEXTDC's commitment to meeting the growing demand for high-quality, reliable, and secure data centre services across the region

CABLE LANDING STATIONS

NEXTDC hosted cable landing stations and terrestrial landings continues to grow, further enhancing ecosystem, connectivity and redundancy for critical client infrastructure

DEVELOPMENT PROJECTS

S3 SYDNEY

Total power planned	~80MW
Built capacity	44MW + 24MW in progress
Status	Operational

S4 SYDNEY

Total power planned	~300MW+[1]
Built capacity	10MW for Phase 1
Status	Design & Town Planning

S5 SYDNEY

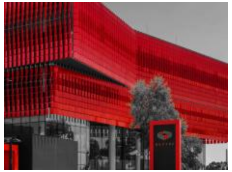
Total power planned	~60MW+[1]
Built capacity	Expected ~20MW for Phase 1
Status	Design & Town Planning

S6 SYDNEY

Total power planned	13.5MW
Built capacity	2.7MW + 2.7MW in progress
Status	Operational

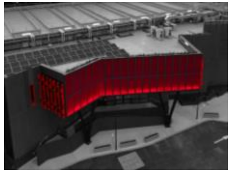
S7 SYDNEY

Total power planned	~550MW+[1]
Built capacity	In planning
Status	Design & Town Planning



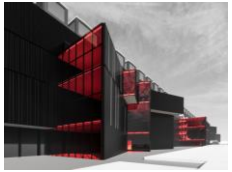
M2 MELBOURNE

Total power planned	120MW
Built capacity	42MW + 18MW in progress
Status	Operational



M3 MELBOURNE

Total power planned	150MW
Built capacity	13.5MW + 13.5MW in progress
Status	Operational



M4 MELBOURNE

Total power planned	~80MW[1]
Initial capacity	Expected ~10MW for Phase 1
Status	Design & Town Planning

1. Subject to development approval

DEVELOPMENT PROJECTS (CONT)

B2 BRISBANE

Total power planned	~12MW[1]
Initial capacity	~2.0MW
Status	Design & Town Planning

SC2 SUNSHINE COAST

Total power planned	~6MW[1]
Initial capacity	~1.2MW
Status	Design & Town Planning

GC1 GOLD COAST

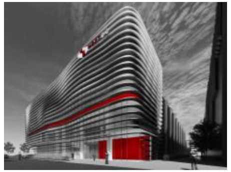
Total power planned	~6MW[1]
Initial capacity	~1.2MW
Status	Design & Town Planning

P1 PERTH

Total power planned	~10MW+
Initial capacity	~2.2MW
Status	Practical Completion FY27

GE1 GEELONG

Total power planned	~1MW[1]
Initial capacity	~0.2MW
Status	Design & Town Planning



KL1 KUALA LUMPUR

Total power planned	65MW+
Initial capacity	10MW+ in progress
Status	Practical Completion FY26

TK1 TOKYO

Total power planned	~28MW[1]
Initial capacity	TBD
Status	Design & Town Planning

AK1 AUCKLAND

Total power planned	~15MW[1]
Initial capacity	~1.7MW
Status	Design & Town Planning

1. Subject to development approval

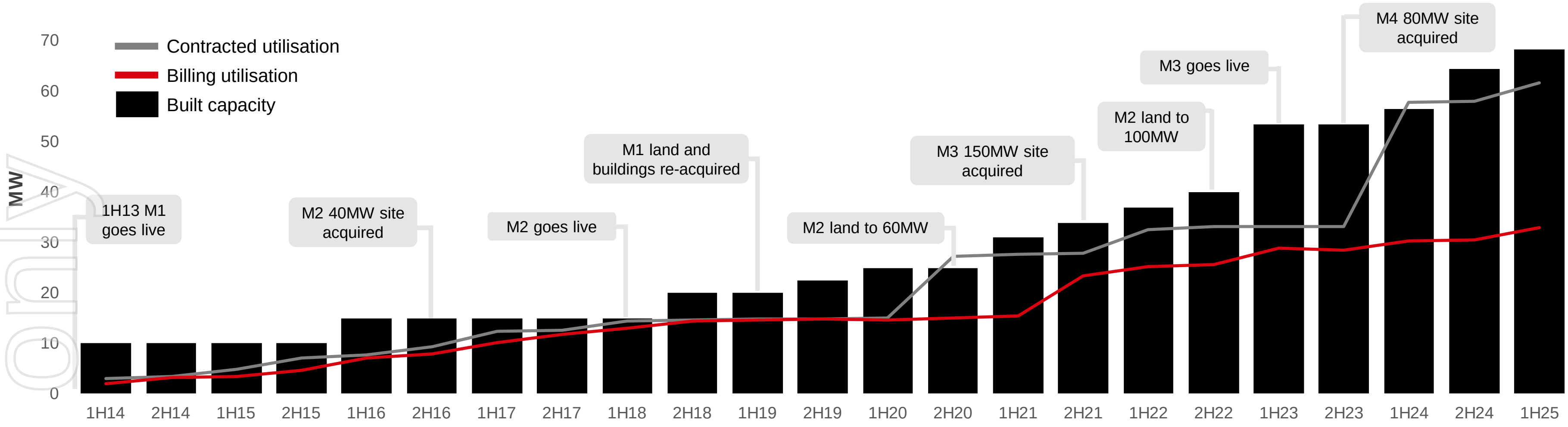
UNDERLYING EBITDA RECONCILIATION

	1H25 (A$m)	1H24[1] (A$m)
Net profit / (loss) after tax	**(42.7)**	**(21.5)**
Add: finance costs	64.5	47.2
Less: interest income	(27.8)	(15.6)
Add: income tax expense	5.4	6.4
Add: depreciation and amortisation	96.9	80.2
EBITDA	**96.3**	**96.8**
Add: early-stage international operating expenses	3.5	1.5
Add: cost expensed in relation to acquisition opportunities	0.6	0.3
Add: share of loss on investment in associate[2]	1.8	3.4
Add: impairment of investment in associate[3]	3.2	-
Underlying EBITDA	**105.4**	**102.0**

1. 1H24 figures have been restated to reflect the prior period error in relation to the capitalisation of borrowing costs during the construction of qualifying assets. Refer to note 1(b) of the 1H25 Financial Report for further details
2. Represents NEXTDC's interest in AUCyber Limited (ASX: CYB). 100% of NEXTDC's interest in CYB was sold on 31 January 2025 following the launch of an unconditional on-market takeover of CYB by 5GN Holdings Limited
3. Represents reduction in the carrying value of NXT's interest in CYB

CASE STUDY

CASE STUDY: VICTORIA



(A$m) Period ended	2H17	1H18	2H18	1H19	2H19	1H20	2H20	1H21	2H21	1H22	2H22	1H23	2H23	1H24	2H24	1H25
Net Revenue	22.3	26.1	27.3	27.9	27.4	29.1	29.9	32.0	39.0	44.2	45.2	47.6	48.4	51.3	53.9	59.4
Facility EBITDA[1]	18.1	21.8	22.6	25.4	25.1	26.6	26.9	29.1	35.5	40.5	41.3	42.6	43.0	45.7	47.2	50.8
EBITDA margin %	81%	84%	83%	91%	92%	92%	90%	91%	91%	92%	91%	90%	89%	89%	88%	85%
Fitout capex to date	154.1	175.4	186.7	199.6	218.0	226.0	237.0	313.5	334.0	358.1	416.4	428.1	431.6	474.2	596.6	678.8
Property value at cost	23.8	35.0	53.2	168.4	175.0	175.0	197.0	205.0	266.5	357.0	470.6	547.7	581.4	591.6	683.4	768.5

Note: Not adjusted for differences in accounting standards from FY19 onwards relative to earlier periods, which distorts comparability. NEXTDC adopted new accounting standards AASB 9, AASB 15 and AASB 16 from 1 July 2018. Includes M1, M2 and M3 (excludes M4)

1. Before head office costs.

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