



Infratil Investor Day Presentation

24 March 2023

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Performance

Overview

CDC is Australia and New Zealand's leading provider of critical digital infrastructure for safeguarding the critical data and systems that drive national progress, innovation and prosperity



1. DTA Hosting Certification Framework, Australian Government

FY2023 achievements to date

CDC continues to deliver on its commitments to customers, people, new developments and financial targets



CUSTOMERS

Onboard new contracted customers in Auckland, Canberra and Sydney
Continue to grow and diversify National Critical Infrastructure and Commercial client base
Exceed client expectations

On track



PEOPLE

Foster high performance culture
Build the team to meet corporate goals and planned growth
Enhance organisational skill base through CDC Academy

On track



DEVELOPMENT

Accelerate construction in Melbourne and Auckland
Plan for more new data centre developments in Auckland, Canberra and Sydney
Explore additional strategic growth opportunities in Australia and New Zealand

On track



FINANCE

Deliver 30%+ YoY revenue and earnings growth
Maintain prudent cost controls in inflationary environment
Expand capital structure to fund investment plans

On track

Two significant CDC data centre openings

CY2022 culminated in two milestone events: the official openings of the Tāmaki Makaurau Silverdale and Hobsonville hyperscale data centres in Aotearoa New Zealand, and the flagship Eastern Creek Campus in Sydney, Australia

Aotearoa New Zealand

Tāmaki Makaurau Silverdale and Hobsonville Campuses



RESSELLERNEWS

CDC Data Centres opens hyperscale facilities in Auckland, buys land for more

CDC is already increasing capacity at its first two brand new data centres.

Australia

Eastern Creek Campus



ARN

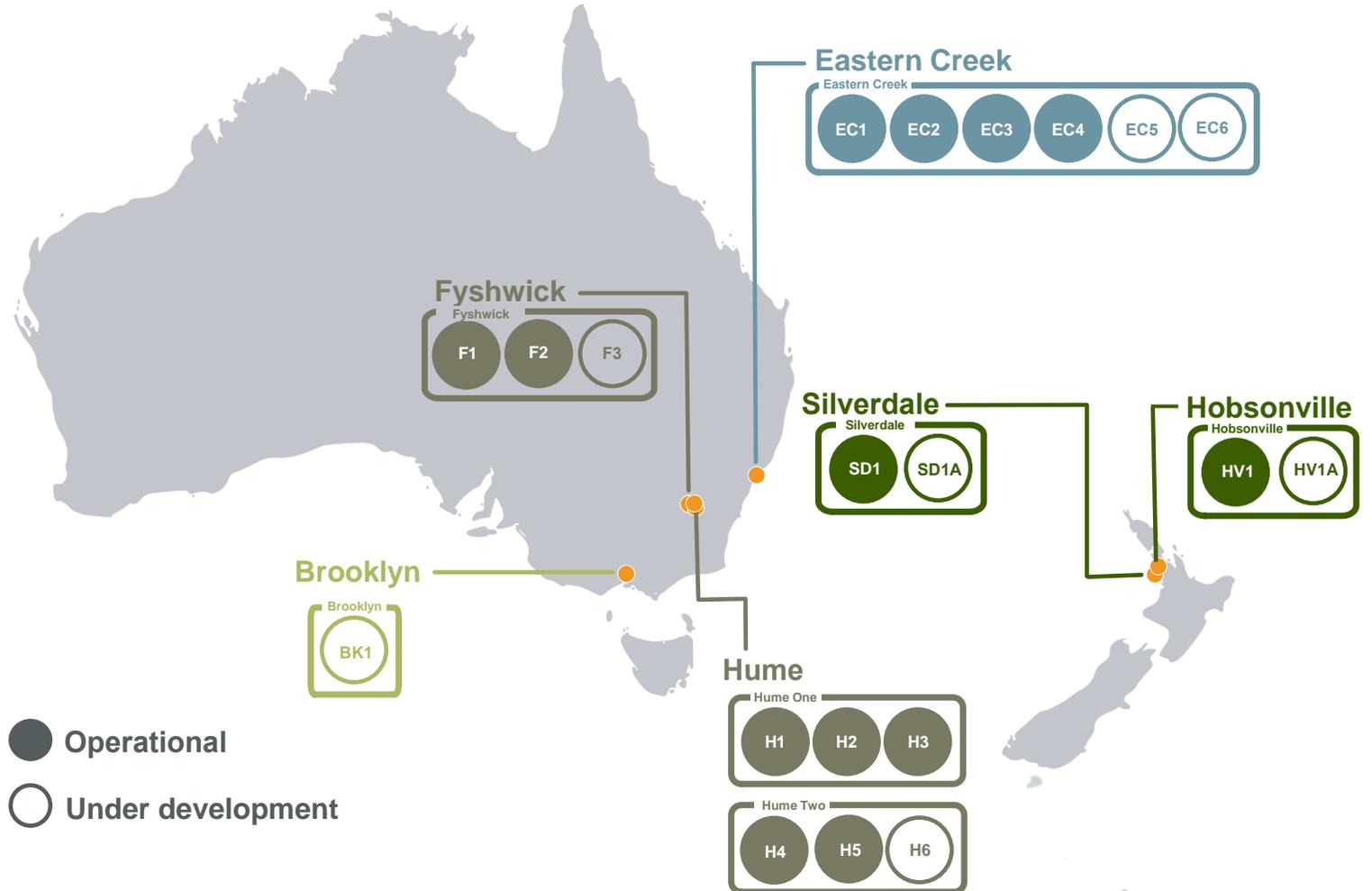
CDC officially opens \$1.5B Eastern Creek data centre

The operator plans to further expand the campus with an additional \$1 billion investment.

CDC locations: current and under development

CDC's unique, highly interconnected and shareable ecosystem offers government, hyperscale and commercial clients opportunities to connect and collaborate securely, according to their strategic needs.

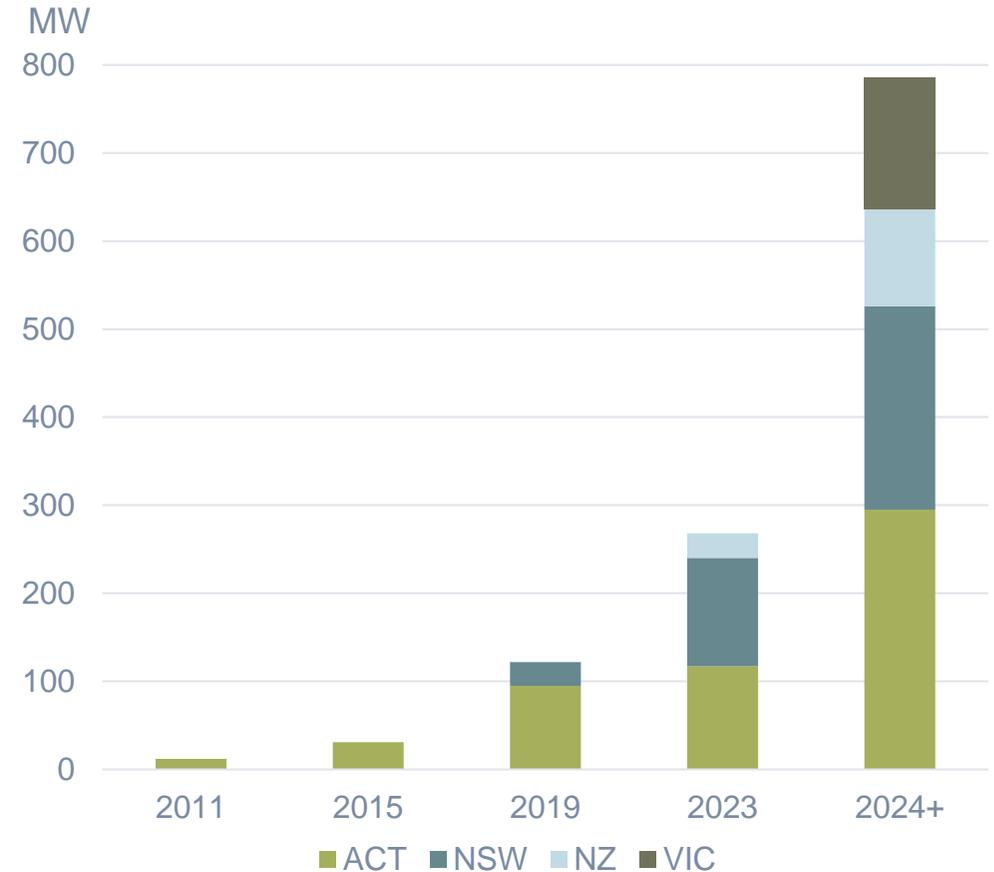
The combination of high credit quality clients and large contracts with long Weighted Average Lease Expiries is unique globally in the data centre industry.



World-class data centre portfolio

CDC is sought out and relied upon for its world-class, future-proof, highly secure and interconnected data centre solutions

Campus / Facility	Status	Build Capacity (MW)
Hume Campus 1	Operating	21
Hume Campus 2	Operating	51
Fyshwick	Operating	45
Eastern Creek	Operating	123
Silverdale	Operating	14
Hobsonville	Operating	14
Total Operating Capacity		268
Brooklyn	Under Construction	30
Silverdale and Hobsonville Expansion	Under Construction	12
Total Construction Capacity		42
Sydney	Future Build	108
Canberra	Future Build	178
Melbourne	Future Build	120
Auckland	Future Build	70
Total Future Capacity		476
Total Capacity		786



ESG Leadership

CDC's world-class team works every day to keep CDC the most resilient, sustainable and trusted data services provider, and secure a stable and thriving future for all

Industry-leading ambition	2022-23 achievements
<p>Stable planet</p>  <p>Carbon and energy Net Zero by 2030</p> <p>Water Remain Australia and New Zealand's most water efficient data centre</p> <p>Waste and circularity Zero waste to landfill by 2030</p>	 <p>Toitū enviromark 'Gold' Certification</p> <p>The Toitū certification is an important step towards CDC achieving its aspirations of becoming net zero carbon and zero-waste across all its facilities</p>
<p>Thriving people</p>  <p>Safety and wellbeing The best and safest place to work</p> <p>Diversity and inclusion Become an industry leader in diversity and inclusion</p> <p>Engagement and growth Excellence and purpose-driven team</p> <p>Community impact Make a measurable difference in our communities</p>	 <p>CDC Academy</p> <p>The CDC Academy is CDC's dedicated learning platform of adaptive, flexible and specialised data centre training providing employees with career development and continuous improvement opportunities to excel in their respective fields</p>
<p>Trusted company</p>  <p>Trust and transparency Australia and New Zealand's most trusted data centres</p> <p>Data Security Industry leading integrated security posture</p> <p>Resilience and adaptation Resilience and innovation for changing climate</p>	 <p>Governance</p> <p>CDC continues to set the gold standard for trust and transparency in our industry, building fully redundant data centres and ensuring they exceed the highest certification requirements</p>

Outlook

Strategic customer trends continue to underpin growth plans

CDC's track record of project delivery puts it in the right place at the right time to satisfy accelerating market demand



Increased focus on resilience and security

Driven by increased number, scale and velocity of attacks and threat vectors, as well as the need to customers across all industries to comply with the new suite of government policy, legislative and regulatory actions.



Accelerated customer digitalisation and data growth

Driven by hyperscale cloud adoption and digitalisation, emergence of AI solutions and increased interest in blending classical, high performance and quantum computing across private and public sector customers.



Sovereignty and National Critical Infrastructure requirements

Driven by heightened geopolitical environment tensions, as well as new and emerging government policy, legislative and regulatory requirements.



Greater emphasis on sustainability

Driven by corporate values and commitments, stakeholder and community expectations, alongside emerging government policy developments.

CDC is uniquely positioned to capitalise on these trends to drive continued growth:

- Existing CDC capacity to be reached earlier than expected
- Sustained additional customer demand provides confidence to bring forward capacity expansion
- CDC's unique development approach and landbank portfolio enables high speed to market developments
- CDC continues to identify and develop further strategic growth opportunities across Australia and New Zealand

Looking ahead

The focus for FY2024 is across the 4 key dimensions of Customers, Development, People and Finance



CUSTOMERS

- Address existing customer demand and continue to grow and diversify customer base
- Onboard new contracted customers in Auckland, Melbourne, Canberra and Sydney
- Exceed client expectations and enhance business value for our customers



PEOPLE

- Foster high performance culture
- Build the best team to exceed corporate goals and deliver market leading growth
- Enhance personal development and organisational skill base growth through CDC Academy



DEVELOPMENT

- Execute development and construction program in Melbourne and Auckland
- Plan for more new data centre capacity in Auckland, Canberra, Melbourne and Sydney
- Explore additional strategic growth opportunities aligned to CDC's core offering



FINANCE

- Deliver 20-30% YoY revenue and earnings growth
- Maintain prudent cost controls in inflationary environment
- Expand debt capital market sources to optimise cost of funds and tenor while adding quantum to fund new investments

42MW of capacity under construction across two geographies

CDC continues to bring forward additional capacity in response to strong customer demand and growth opportunities across Australia and New Zealand. CDC remains strongly focused on addressing the needs of government and industries delivering the critical services relied upon for everyday business and life to help secure the future of our nations

New Zealand

Auckland Silverdale



Auckland Hobsonville



Australia

Melbourne Brooklyn



Sydney Eastern Creek



Financial performance and outlook

CDC's business model has very solid foundations, with four key strengths underpinning its strong financial performance. Profitable growth to continue as customers are onboarded into our newly commissioned facilities in New Zealand and Australia, and our customer-driven development pipeline is realised

1

Customers: Loyal customer base and strong track record of renewals and extensions, resulting in 24 year WALE incl. options (Sep 22: 21 years)

2

Operations: Flexible, scalable data centre footprints to meet customer demand and standards

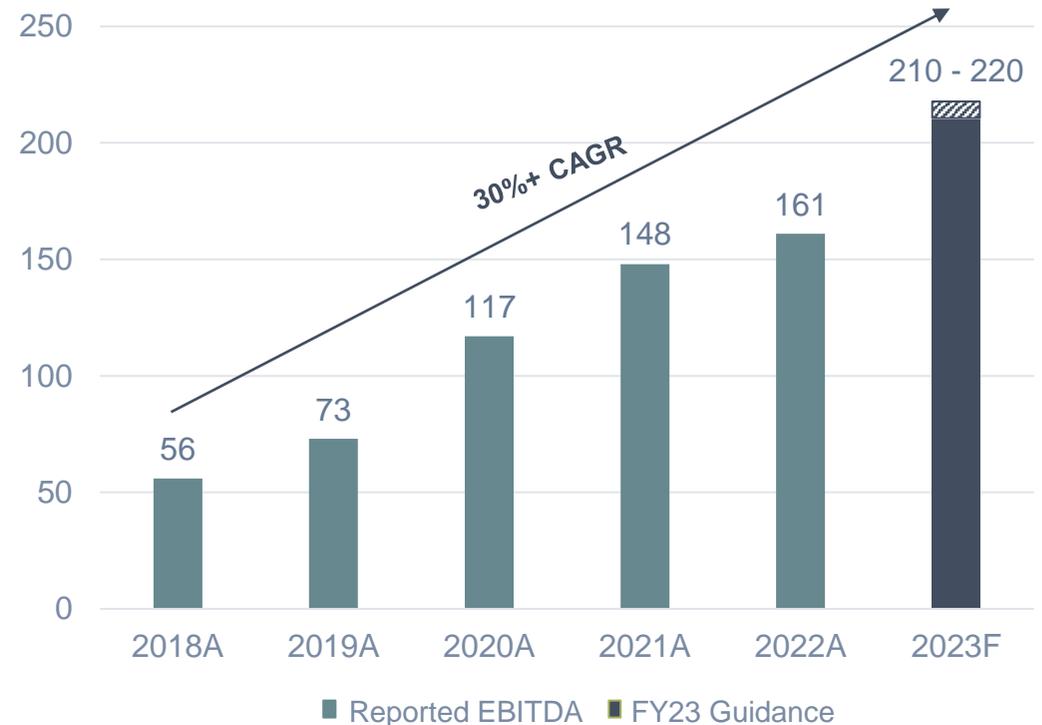
- Rack utilisation to 66.0% (Sep 22: 65.9%)

3

People: Increase in head count and team capabilities to maximise business growth, while maintaining an efficient operating cost structure

4

Development: Best-in-class data centre designs and predictive maintenance programs to optimise total lifecycle costs and ensure reliable operation



Questions