Who is Equinix?

All about Equinix

25+ years of experience

Founded in 1998, we are a global leader in digital infrastructure

$72.7B market cap[1]

Listed on NASDAQ

10,000+ customers

Creating robust ecosystem

40%+ cloud edge nodes in Equinix data centers

Over 40% of listed hyperscale cloud edge nodes are in Equinix (based on markets where Equinix is located).

260 data centers worldwide

Our global footprint spans 6 continents, 33 countries and 71 metro areas.

11,000+ employees

468,000+ interconnections [2]

Our ecosystem generates significant traffic and continues to rapidly grow.

$8B+ revenue

85 quarters of consecutive top-line growth

100% renewable power pledge

96% Renewable Coverage globally against our 100% goal
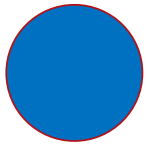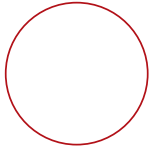
1. *As of May 2024*
2. *Total interconnections include both physical cross connections and virtual connections.*

Is Equinix an Data Center?

Equinix is an Interconnection Data Center

Digital businesses choose Equinix robust private connectivity to their service providers and business partners

Types of data center	Core activity	Level of Interconnection
EQUINIX **Retail**	**Direct and private interconnection** between a **large number of diverse end-customers**, each housing small but mission-critical networking & computing deployments in need of exchange of data	●
Wholesale colocation	Hosting of digital infrastructure for a **limited number of end customers**, each occupying a large amount of space within the data center, and **interconnecting infrequently**	◔
Hyperscaler	Housing of digital infrastructure for **a single company's business operations**. No provision of direct private connectivity between end customers.	○

Average APAC customer profile

6%

7%-10%

Content, digital, and media

33%

19%-53%

Cloud and IT

35%

15%-54%

Enterprise

25%

11%-65%

Network

65%

in all regions

(AMER, EMEA, APAC)

76%

in multiple regions

89%

in multiple metros

What is Interconnection ?

Equinix is uniquely positioned to help you succeed

Digital Infrastructure Services

Network Edge

Equinix Metal™

Equinix Precision Time™

Interconnection Services

Equinix Fabric™

Equinix Internet Exchange®

Equinix Connect

Cross Connects

Data Center Services
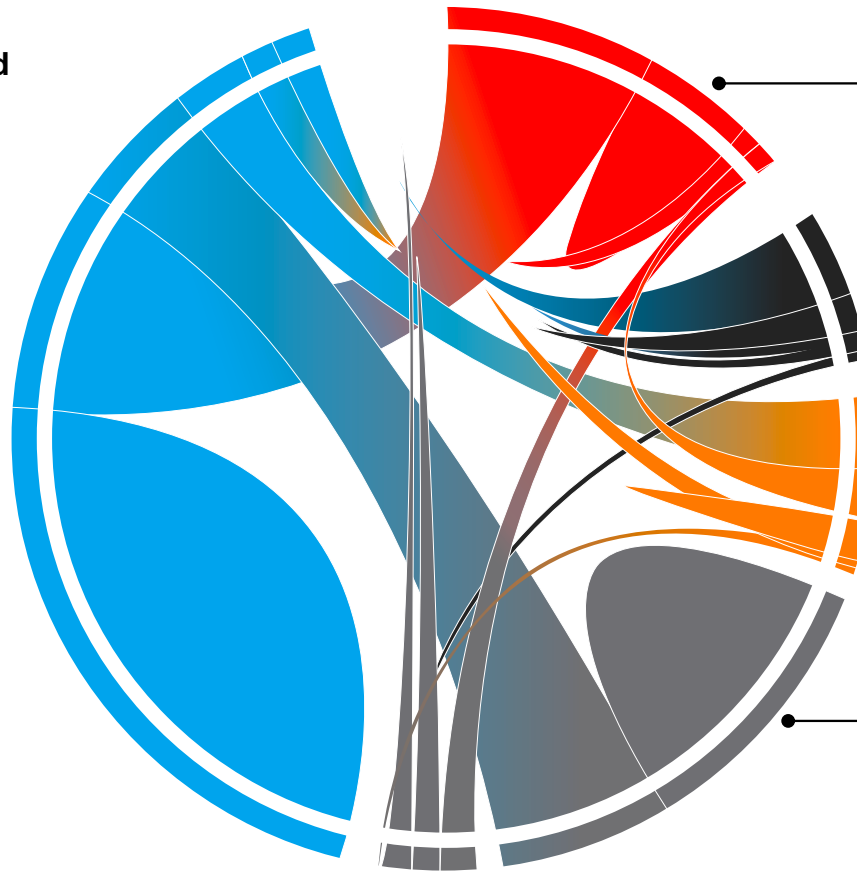
IBX® Data Centers

IBX SmartView®

xScale™ Data Centers

How does Interconnections look like in a Data Center

This illustration represents a single location with over 40,000 interconnections between Network, Content, Cloud and Enterprise participants in a typical colocation hub.

Cloud & IT Providers are directly peering with **Network Providers** and other digital providers in order to deliver composable services across Enterprise and Financial Services.

Content & Digital Media providers are interconnecting delivery networks to meet the omnichannel requirements for streaming, gaming and interactive content.

Network Providers creating direct connections to other providers, scaling capacity for the internet, and provisioning bandwidth to Clout & IT Services.

Enterprise leaders are directly connecting with multiple Network and **Cloud & IT Providers** as well as their business ecosystems including Payments, FinTech, InsurTech, HealthTech, AI, and Manufacturing ecosystems.

Financial Services leaders are directly connecting with **Network Providers** and Financial leaders from capital markets, FinTech and digital banking ecosystems.

GXI 2024
Interconnection: Digital Economy

Legend:
- Network Providers
- Cloud Providers
- Content & Digital Media
- Enterprise
- Financial Services

Locations: Silicon Valley, New York, London, Frankfurt, Tokyo, Singapore
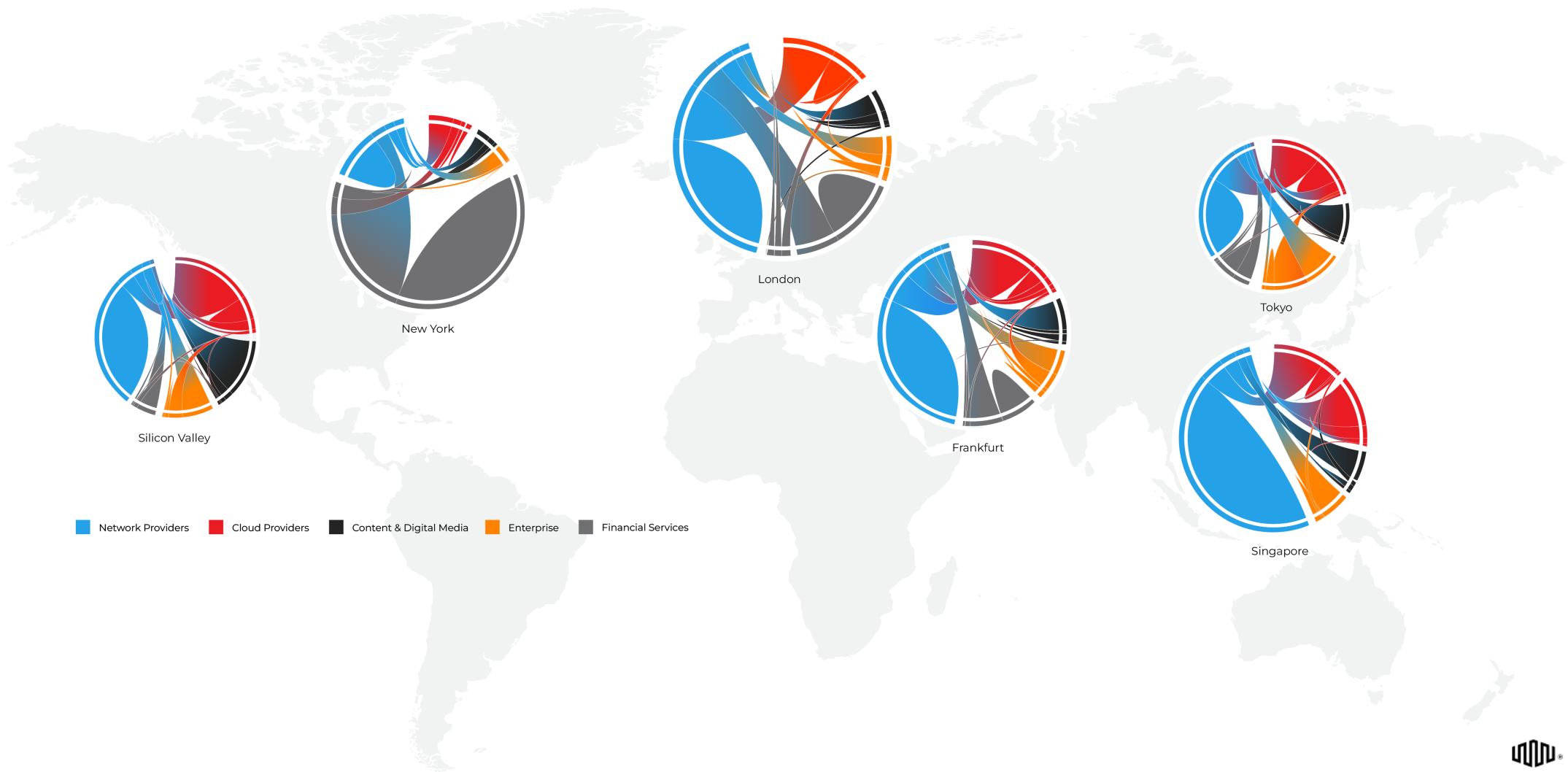
How is Equinix relevant to NSP?

Top Digital Trends Driving NSP's Transformation

44% of providers rank Cloud technologies and providers (including IaaS, PaaS and SaaS partners) are ranked as the #1 or #2 transformation activities[1]

81% of providers plan to increase their engagement with ecosystem partners in 2023, a doubling over 2022, and ahead of other industries.[2]

54% of providers say *Improving customer experience* is their top transformation goal ahead of cost, agility and revenue generation metrics.[1]

Operational flexibility (22%), rapid innovation (21%) and adding new sources of revenue (20%) are ranked the **top 3 benefits** of ecosystem participation [2]

Equinix Fabric-enabled Metros

AMERICAS

VANCOUVER
CALGARY
KAMLOOPS
WINNIPEG
OTTAWA
MONTREAL
SAINT JOHN
SEATTLE
TORONTO
SILICON VALLEY
DENVER
CHICAGO
BOSTON
NEW YORK
PHILADELPHIA
WASHINGTON, D.C.
CULPEPER, VA
DALLAS
ATLANTA
LOS ANGELES
MONTERREY
HOUSTON
MIAMI
MEXICO CITY
BOGOTÁ
LIMA
SÃO PAULO
SANTIAGO
RIO DE JANEIRO

● Equinix Subsea Enabled
◎ Equinix Location
★ Partner Data Center

EMEA

STOCKHOLM
HELSINKI
MANCHESTER
DÜSSELDORF
AMSTERDAM
DUBLIN
LONDON
HAMBURG
WARSAW
FRANKFURT
PARIS
MUNICH
BORDEAUX
GENEVA
MILAN
SOFIA
MADRID
ZURICH
GENOA
BARCELONA
ISTANBUL
SEVILLE
LISBON
ACCRA
DUBAI
ABIDJAN
ABU DHABI
MUSCAT
LAGOS

ASIA-PACIFIC

OSAKA
SEOUL
TOKYO
SHANGHAI *
HONG KONG
KUALA LUMPUR
JOHOR
SINGAPORE
BRISBANE
PERTH
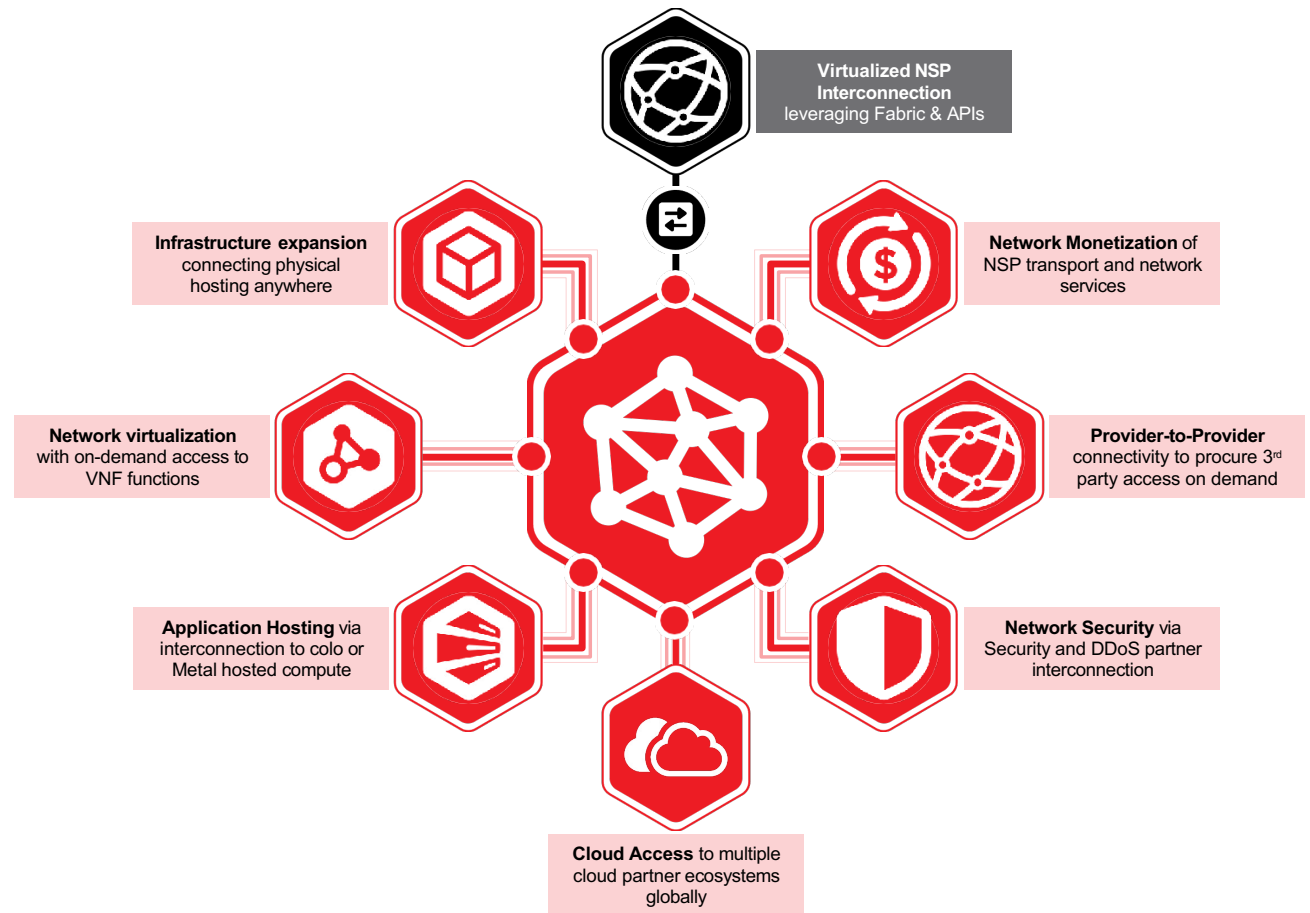ADELAIDE
SYDNEY
MELBOURNE
CANBERRA
MUMBAI

Digital Interconnection to Power the Transformation of NSPs

Digital Interconnection leverages Equinix Fabric to create an **API-enabled interconnection platform upon which NSPs build their next-generation networks and services.**

Digital Interconnection allows NSPs to turn up, and scale, networks on-demand in a primarily **OPEX-based financial model**.

Digital Interconnection creates new ways for NSPs to **monetize their networks** while **connecting to globally deployed hosting infrastructure and procuring access on-demand**.

Virtualized NSP Interconnection leveraging Fabric & APIs

Infrastructure expansion connecting physical hosting anywhere

Network Monetization of NSP transport and network services

Network virtualization with on-demand access to VNF functions

Provider-to-Provider connectivity to procure 3rd party access on demand

Application Hosting via interconnection to colo or Metal hosted compute

Network Security via Security and DDoS partner interconnection

Cloud Access to multiple cloud partner ecosystems globally

APAC - Platform Expansion

4 New Metros, 7 New IBX Builds, 4 Expansions in 2024 + 2025

MB4, Mumbai
1st Phase: 350 Cabs
RFS: Q4 2023

MB3, Mumbai
1st Phase: 1466 Cabs
RFS: Q4 2024

CN1, Chennai
1st Phase: 840 Cabs
RFS: Q2 2024

KL1, Kuala Lumpur
1st Phase: 448 Cabs 2.2MW
RFS: Q1 2024

JK1, Jakarta
1st Phase: 575 Cabs
RFS: Q4 2024

SL2x, SL4, Seoul
SL2x - 1st Phase: 12MW
RFS: Q1 2024
SL4 - 1st Phase: 500 Cabs
RFS: Q1 2024

TY15, Tokyo
1st Phase: 1200 Cabs
RFS: Q3 2024

OS3, Osaka
3rd Phase: 600 Cabs
RFS: Q3 2024

JH1, Johor Bahru
1st Phase: 500 Cabs, 2.4MW
RFS: Q2 2024

SY5, Sydney
3rd Phase: 2,680 Cabs
RFS: Q2 2024

ME2, Melbourne
3rd Phase: 1,500 Cabs
RFS: Q3 2024

Map markers: MB3, MB4, CN1, KL1, JH1, JK1, ME2, SY5, SL2x, SL4, OS3, TY15

EQUINIX

Visit our booth and talk!