Building a Connected Future: The Power of Interconnection

Tat Inn Cheam
Managing Director, Malaysia
Who is Equinix?
### All about Equinix

#### 25+ years of experience
- Founded in 1998, we are a global leader in digital infrastructure.

#### $72.7B market cap¹
- 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+ interconnections²
- 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

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1. As of May 2024
2. Total interconnections include both physical cross connections and virtual connections.

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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.

<table>
<thead>
<tr>
<th>Types of data center</th>
<th>Core activity</th>
<th>Level of Interconnection</th>
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</thead>
<tbody>
<tr>
<td><strong>Retail</strong></td>
<td><strong>Direct and private interconnection</strong> between a large number of diverse end-customers, each housing small but mission-critical networking &amp; computing deployments in need of exchange of data</td>
<td>🌍</td>
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<tr>
<td><strong>Wholesale colocation</strong></td>
<td>Hosting of digital infrastructure for a limited number of end customers, each occupying a large amount of space within the data center, and <em>interconnecting</em> infrequently</td>
<td>🌍</td>
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<tr>
<td><strong>Hyperscaler</strong></td>
<td>Housing of digital infrastructure for a single company’s <em>business operations</em>. No provision of direct private connectivity between end customers.</td>
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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% 76% 89% in all regions in multiple regions in multiple metros

in (AMER, EMEA, APAC) regions
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.

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

**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.

**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.
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.\(^1\)

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

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

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

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1 Telco Transformation Survey, IDC, 2022 (N. America & W. Europe) (n=50)
2 Future Enterprise Resiliency & Spending Survey - Wave 2, IDC, March 2022
Equinix Fabric-enabled Metros
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.
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

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

**SY5, Sydney**
3rd Phase: 1,500 Cabs
RFS: Q3 2024

**ME2, Melbourne**
3rd Phase: 1,500 Cabs
RFS: Q3 2024
Visit our booth and talk!