**EQUINIX**

# Where Networks Meet the World: Leveraging Equinix's Global Ecosystem
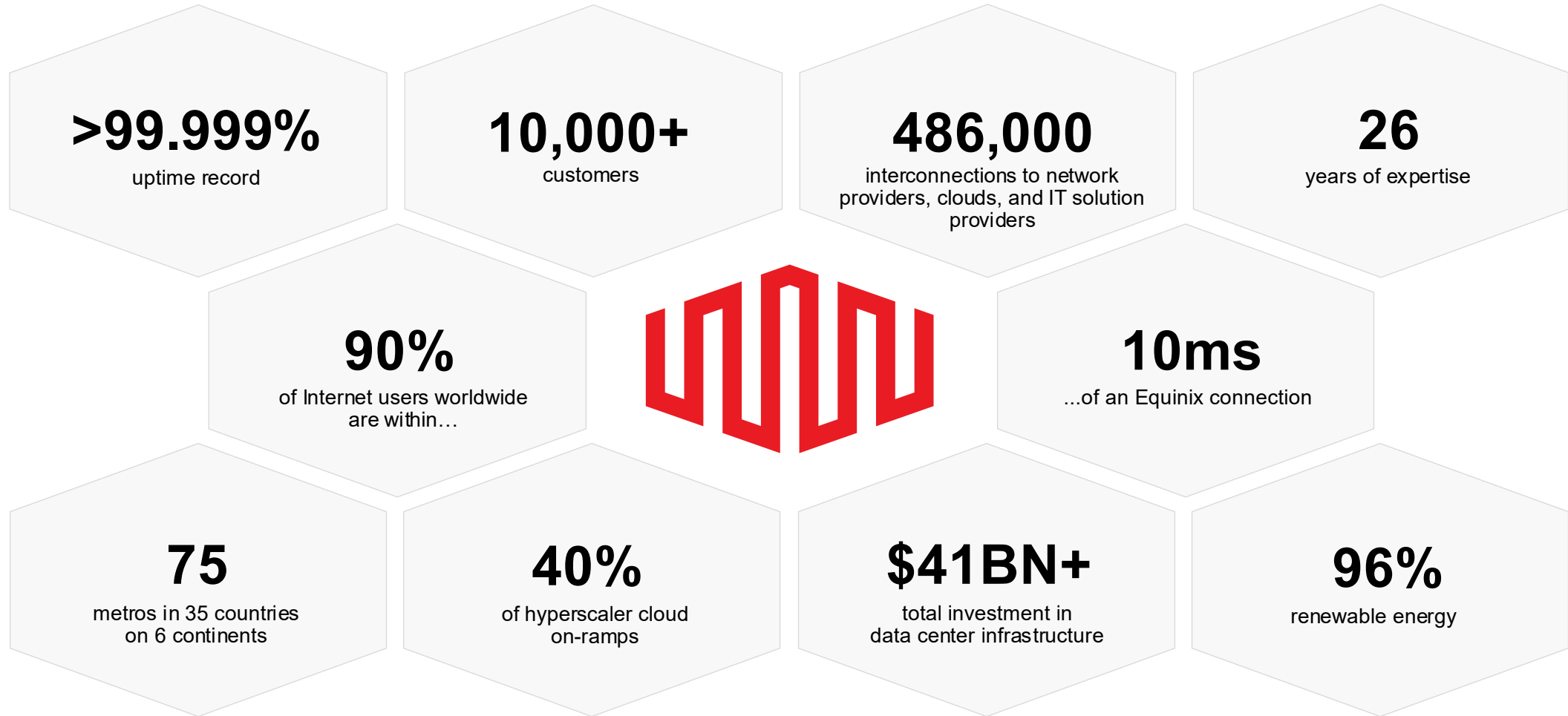
Nick Kraal
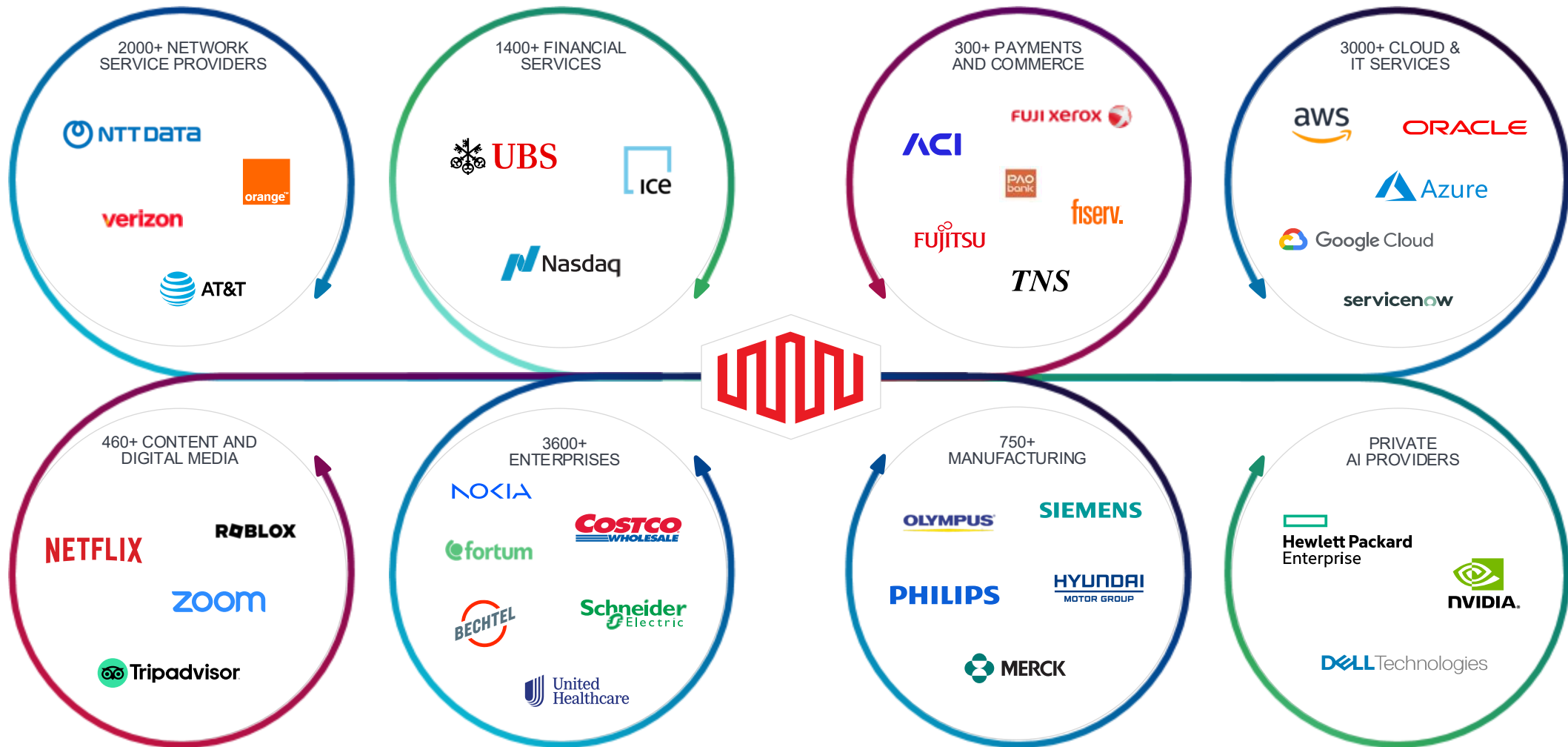
# Agenda

- Equinix Overview

- Introduction to Equinix Malaysia Team and Malaysia's IBXs

- Equinix IBX and Fabric Services

- Use Cases

- Q&A
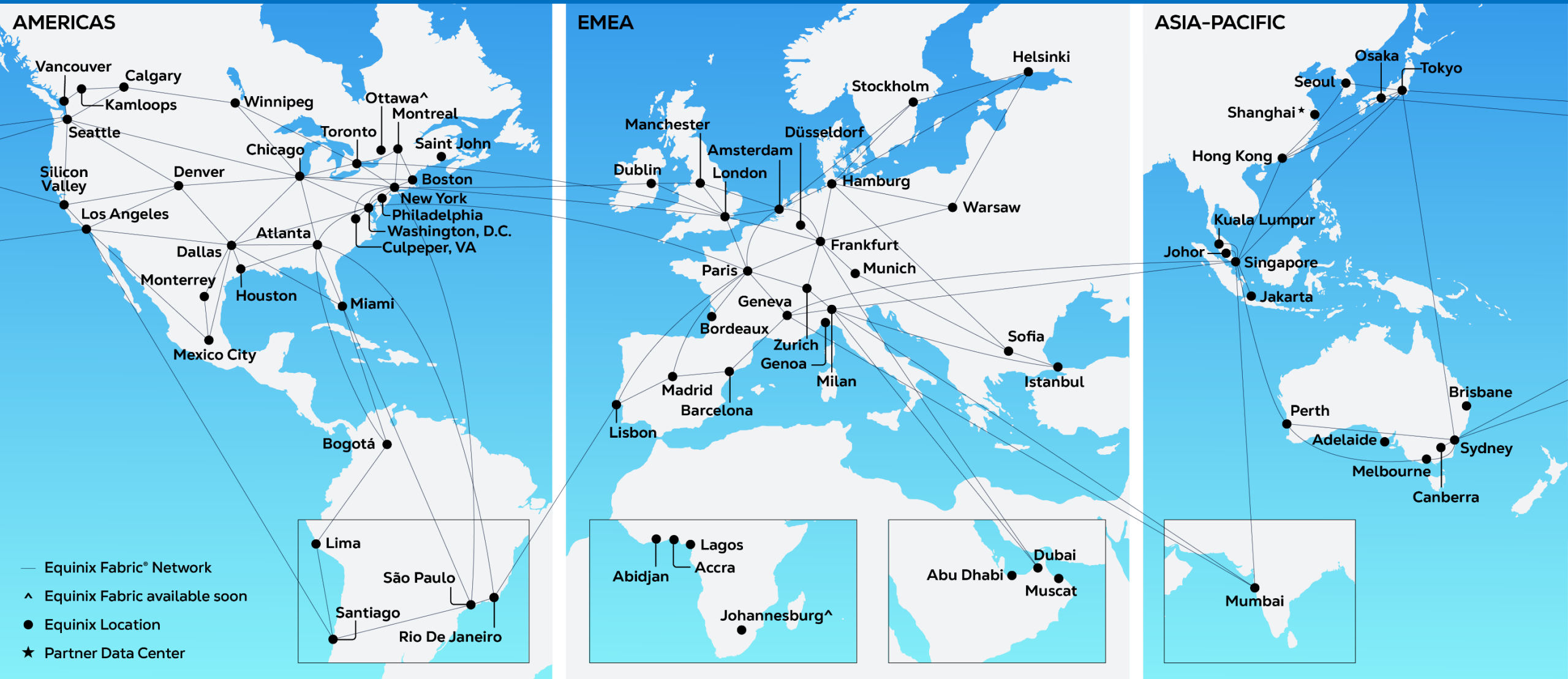
# Equinix is the world's digital infrastructure company®

2

# What sets us apart

**>99.999%**
uptime record

**10,000+**
customers

**486,000**
interconnections to network providers, clouds, and IT solution providers

**26**
years of expertise

**90%**
of Internet users worldwide are within…

**10ms**
...of an Equinix connection

**75**
metros in 35 countries on 6 continents

**40%**
of hyperscaler cloud on-ramps

**$41BN+**
total investment in data center infrastructure

**96%**
renewable energy

# Interconnecting industries, ecosystems and partners for 26+ years

# Equinix: Key Products & Services Offered

| Data Center Services | Interconnection Services | Digital Infrastructure Services |
|---|---|---|
| Building on our strategic advantage with the world's largest footprint | Fueling the robust ecosystems that are a durable differentiator for our business | Making deployment of private cloud infrastructure simple and easy |
| IBX® Data Centers | Equinix Fabric™ | Equinix Managed Services |
| Smart Hands® | Equinix Internet Exchange® | Network Edge |
| IBX Smartview® | Equinix Internet Access | |
| xScale™ | Cross Connects | |

# Equinix IBX

Green and Highly Resilient DC in Kuala Lumpur and Johor Bahru

# Equinix Malaysia Team

**Executive Sponsors**

**Tat Inn Cheam**
**Managing Director – Malaysia**
tcheam@ap.equinix.com

**David Bate**
**Senior Vice President, Sales – APAC**
dbate@ap.equinix.com

**Carol Wang**
**Country Sales Director**
cawang@ap.equinix.com

**Operations Team at KL1 and JH1**
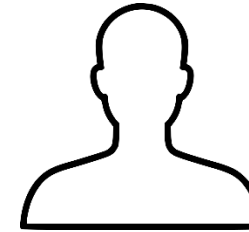
**TBA**
**IBX Manager – KL1**

Supporting team : 15 staff (24/7)

**Azrul Shahmi**
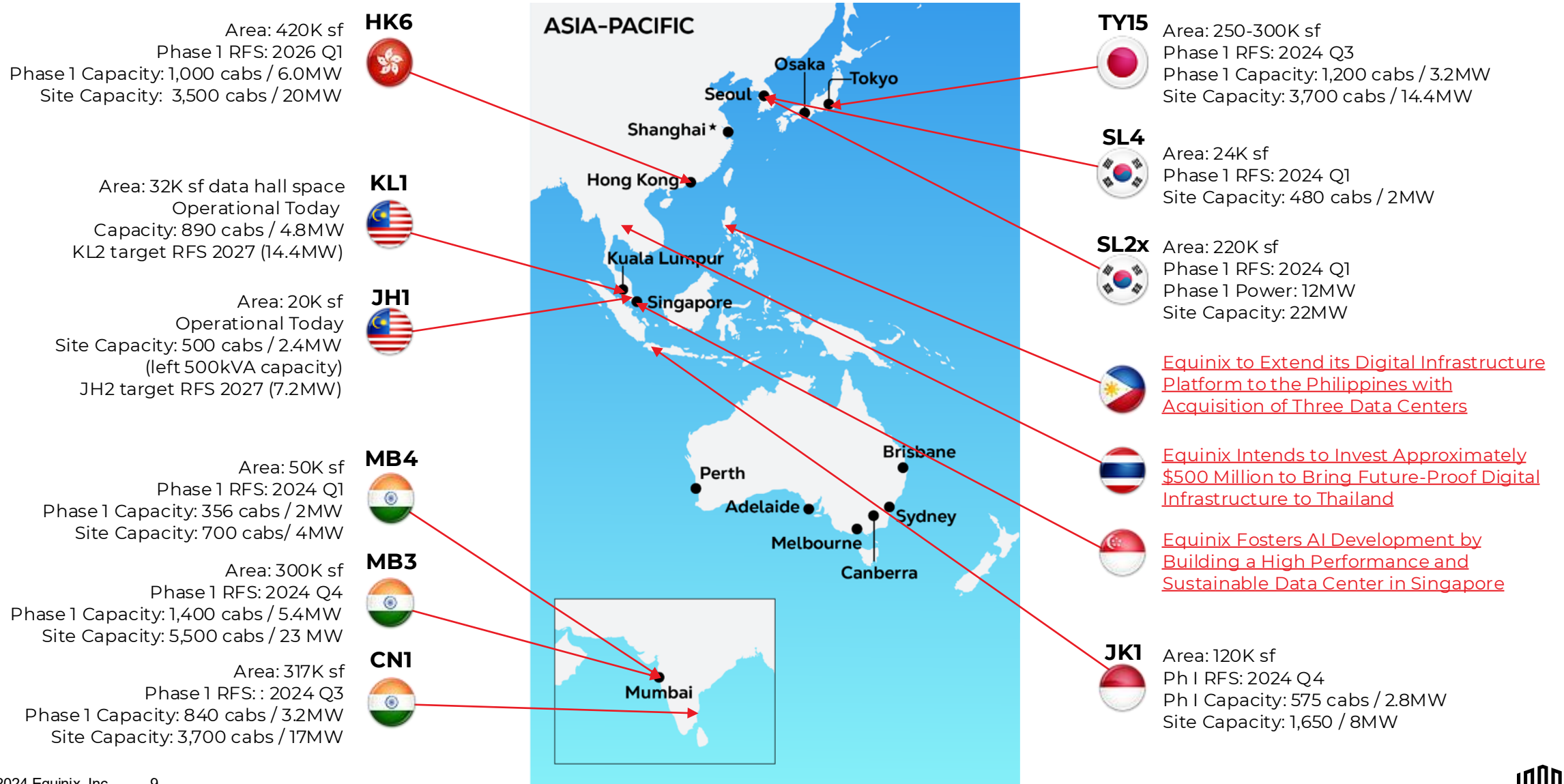**IBX Manager – JH1**
amansur@ap.equinix.com

Supporting team : 14 staff (24/7)

**Customer Success Manager (After Sales Support)**

**Puteri Bustami**
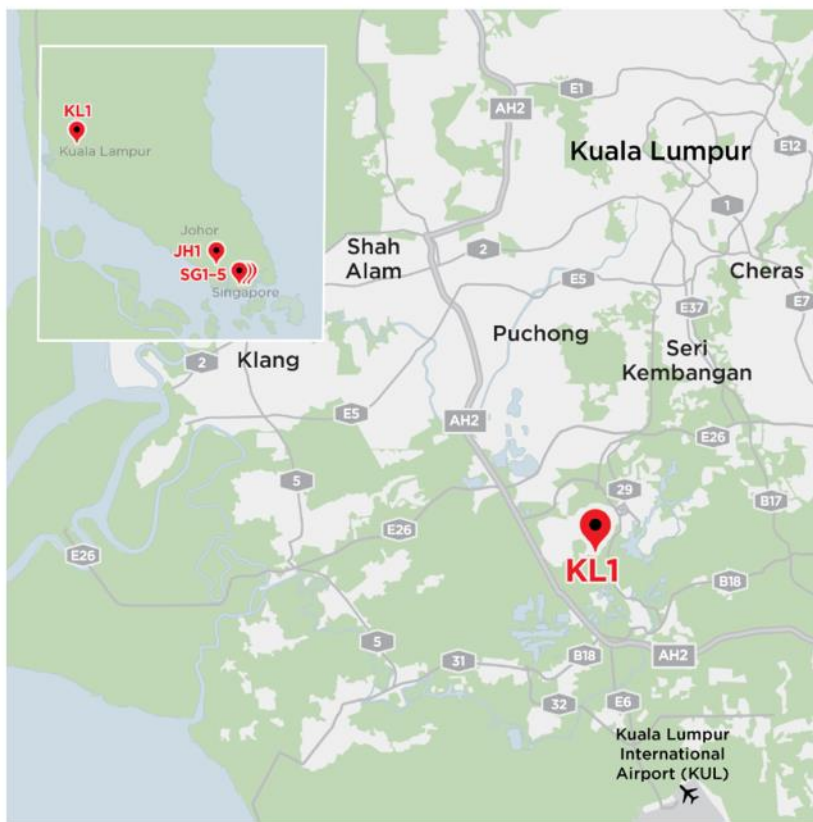**Customer Success Manager**
pmohdbustami@ap.equinix.com

**Sales and Pre Sales Team**

**Rueben Thomas**
**Sr. Account Executive**
ruthomas@ap.equinix.com

**Ivan Butt**
**Account Executive**
ibutt@ap.equinix.com

**Wei Haw**
**Senior Lead Sales Engineer**
wechong@ap.equinix.com

**Vincent Chew**
**Senior Solution Architect**
vechew@ap.equinix.com

# Equinix expanding fast in Asia



**HK6**
Area: 420K sf
Phase 1 RFS: 2026 Q1
Phase 1 Capacity: 1,000 cabs / 6.0MW
Site Capacity: 3,500 cabs / 20MW

**KL1**
Area: 32K sf data hall space
Operational Today
Capacity: 890 cabs / 4.8MW
KL2 target RFS 2027 (14.4MW)

**JH1**
Area: 20K sf
Operational Today
Site Capacity: 500 cabs / 2.4MW
(left 500kVA capacity)
JH2 target RFS 2027 (7.2MW)

**MB4**
Area: 50K sf
Phase 1 RFS: 2024 Q1
Phase 1 Capacity: 356 cabs / 2MW
Site Capacity: 700 cabs/ 4MW

**MB3**
Area: 300K sf
Phase 1 RFS: 2024 Q4
Phase 1 Capacity: 1,400 cabs / 5.4MW
Site Capacity: 5,500 cabs / 23 MW

**CN1**
Area: 317K sf
Phase 1 RFS: : 2024 Q3
Phase 1 Capacity: 840 cabs / 3.2MW
Site Capacity: 3,700 cabs / 17MW

**ASIA-PACIFIC**

Osaka · Tokyo
Seoul
Shanghai *
Hong Kong
Kuala Lumpur
Singapore
Brisbane
Perth
Adelaide · Sydney
Melbourne
Canberra
Mumbai

**TY15**
Area: 250-300K sf
Phase 1 RFS: 2024 Q3
Phase 1 Capacity: 1,200 cabs / 3.2MW
Site Capacity: 3,700 cabs / 14.4MW

**SL4**
Area: 24K sf
Phase 1 RFS: 2024 Q1
Site Capacity: 480 cabs / 2MW

**SL2x**
Area: 220K sf
Phase 1 RFS: 2024 Q1
Phase 1 Power: 12MW
Site Capacity: 22MW

[Equinix to Extend its Digital Infrastructure Platform to the Philippines with Acquisition of Three Data Centers]

[Equinix Intends to Invest Approximately $500 Million to Bring Future-Proof Digital Infrastructure to Thailand]

[Equinix Fosters AI Development by Building a High Performance and Sustainable Data Center in Singapore]

**JK1**
Area: 120K sf
Ph I RFS: 2024 Q4
Ph I Capacity: 575 cabs / 2.8MW
Site Capacity: 1,650 / 8MW

# **Equinix Malaysia Data Centers:** Kuala Lumpur and Johor



All major global cloud service providers are investing heavily in Malaysia, where the Greater **Kuala Lumpur** region has become one of the prime destinations.

- ➤ Malaysia has emerged as one of the world's fastest-growing data center markets.

- ➤ KL1 and JH1 together enable resilient dual-metro deployments for businesses looking to capitalize on the country's flourishing digital economy.
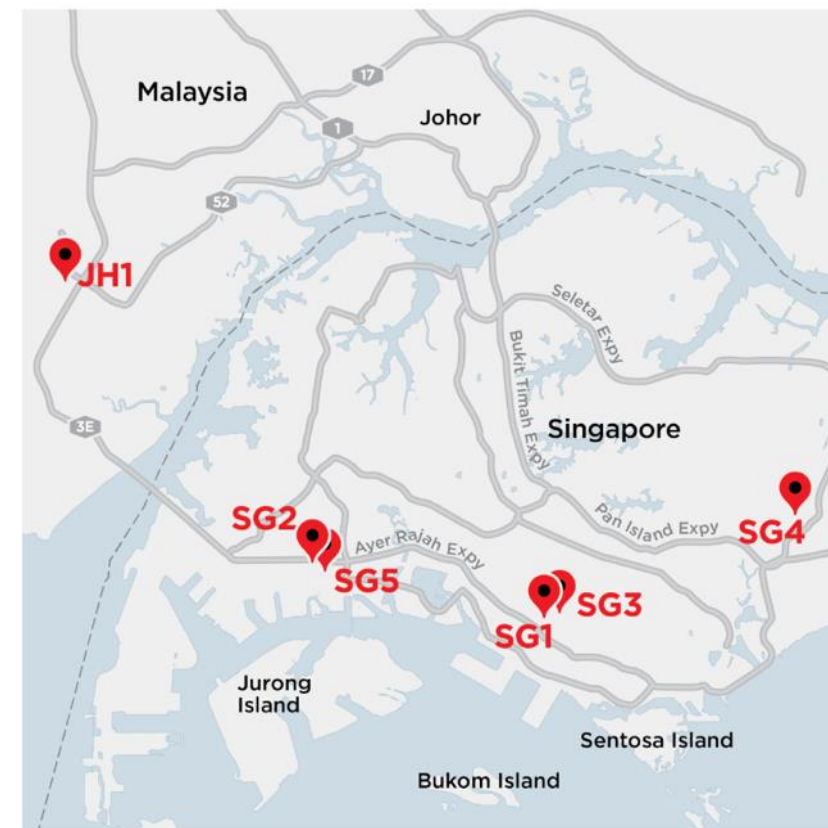


Located in southern Malaysia, **Johor** directly addresses excess demand from neighboring Singapore, while also unlocking opportunities within Malaysia.

# Future expansion

## KL2

- Second site acquired to create a KL1 / KL2 campus in Cyberjaya

- RFS in Q1 2027.

## JH2

- JH2 will create a campus that includes JH1 and helps fulfill the Greater Singapore Metro demand.

- Site RFS expected in Q1'27, phase 1 capacity 7.2MW.

- In discussions to acquire additional land for building up to 77MW campus.

- JH2 will have liquid cooling capability for private AI workload.

EQUINIX

# Equinix Fabric

Next Generation Interconnection

# Equinix Fabric™
## Flexible, On-Demand, Global Interconnection

**PLATFORM EQUINIX®**

Physical Colocation

- Colocation
- Servers
- Storage
- Firewall
- Routers

**Fabric Port:**
1/10/100Gbps
*inclusive XC

**①**

Equinix Fabric®
Cloud Router

**Virtual Circuit:**
10Mbps – 50Gbps

**②**

Customer sites

Digital Colocation

- Network Edge
- Managed Solutions

- Google Cloud
- Microsoft Azure
- AWS

- Cisco Webex
- Salesforce
- SAP

61 Metros

Ecosystem of Partners

**Connecting to Cloud Providers**

**Connecting to Service Providers**

**Connecting to Myself or Another Customer**

## Key Highlights:

- **Software-Defined** Network

- Create **On-demand** & **Private** connectivity in **Minutes**

- **No lengthy** Term Contracts

- Backed by **Network SLAs**

- Available in **60+ metros globally**

- Connect you to **360+ Service Providers (Not just to CSPs)**

# Equinix is the global leader of on ramps to the Cloud

Equinix is the top provider of native direct cloud on ramps across all three regions
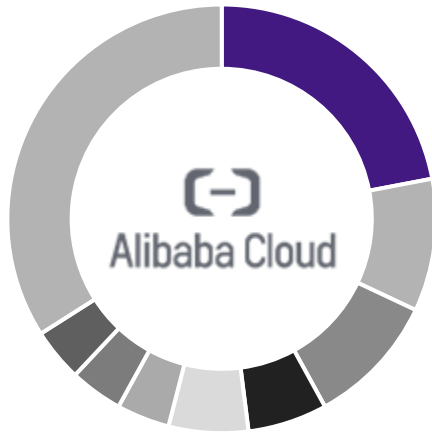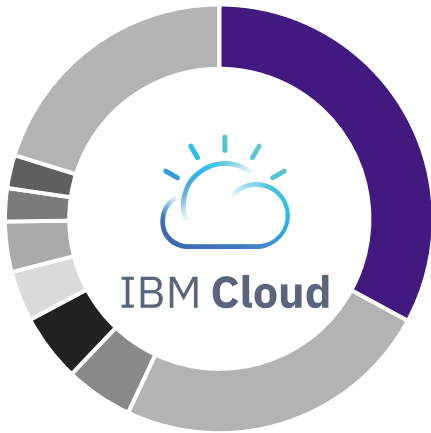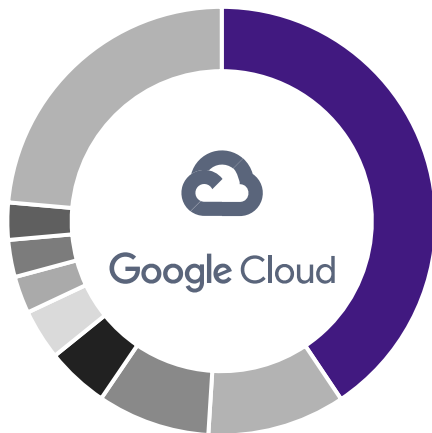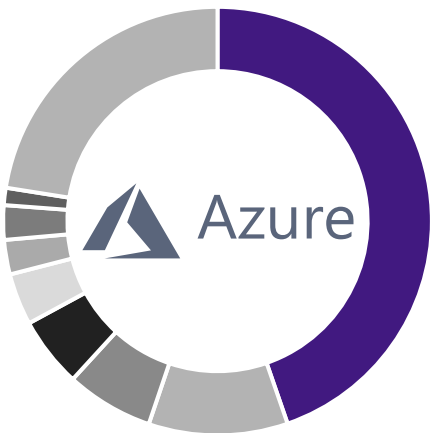


EQIX provides unparalleled cloud coverage with over **222** on-ramps across **45+** metros worldwide as of 2Q24

# Connect to a growing number of ecosystem categories

| Cloud Services | Network | Infrastructure | Application Platforms |
|---|---|---|---|

Cloud Services: Alibaba Cloud, aws, Azure, Google Cloud, IBM, ORACLE Cloud

Network: AT&T, BT, LUMEN, NTT, orange, Telstra, verizon

Infrastructure: Akamai, CLOUDFLARE, DELL Technologies, f5, NETSCOUT, PURE STORAGE

Application Platforms: Anaplan, AVAYA, Cisco webex, Dropbox, RingCentral, salesforce, SAP, servicenow, twilio, zoom

**or with hundreds more**

# Interconnection Use Cases

# Hybrid Multicloud Connectivity

## Connectivity between data center resources and multiple cloud service providers

Simpler multicloud designs and faster network deployments

220+ native cloud on-ramps with reliable, private connectivity

Low latency cloud-to-cloud paths for improved app performance

99.999% availability when using redundant service components

- Single or multi-metro connections
- Redundant and non-redundant designs

**Benefits :**
- **Single 1-to-many connectivity hub. Set up once, scale for future**
- **Connect to largest ecosystem pool of SaaSPs/CSPs**
- **Simplified data routing between different cloud platforms**

**PLATFORM EQUINIX®**

Singapore

Fabric Cloud Router

Equinix Fabric®

KL

Private Cage

Cloud Router

**AWS**
- Direct Connect

**Azure**
- ExpressRoute

**Google Cloud**
- Cloud Interconnect

**Oracle Cloud**
- Fast Connect
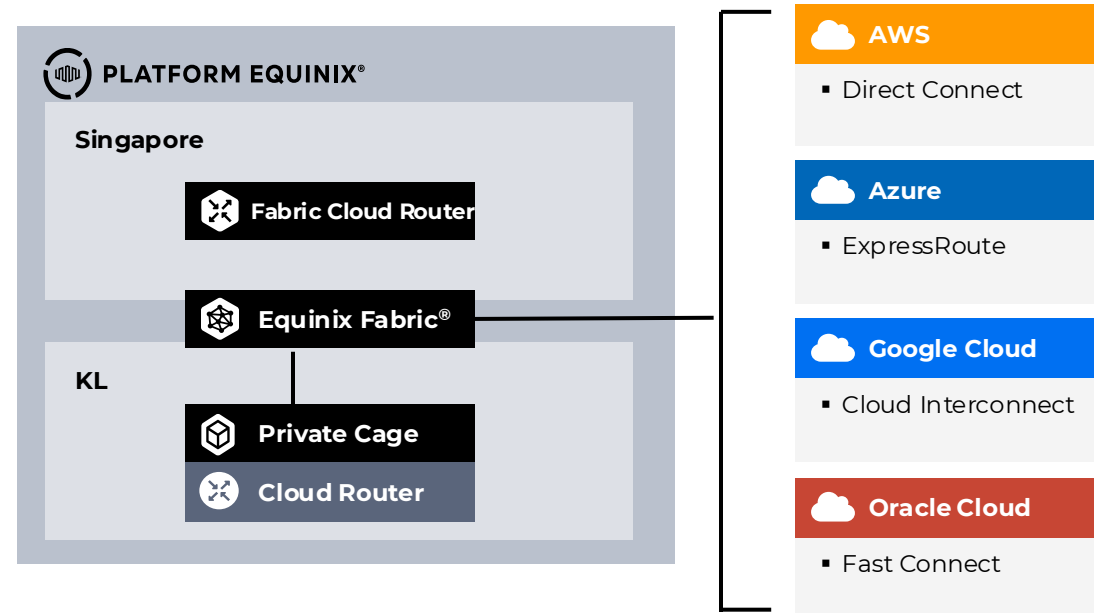
**Securely extend your network to the cloud with a service that offers low latency, on-demand connections to all major cloud providers.**

# Data Center Interconnect

## Facilitate data replication between multiple data centers for BC/DR or Data aggregation use

Scalable, on-demand connections that adapt to changing demands

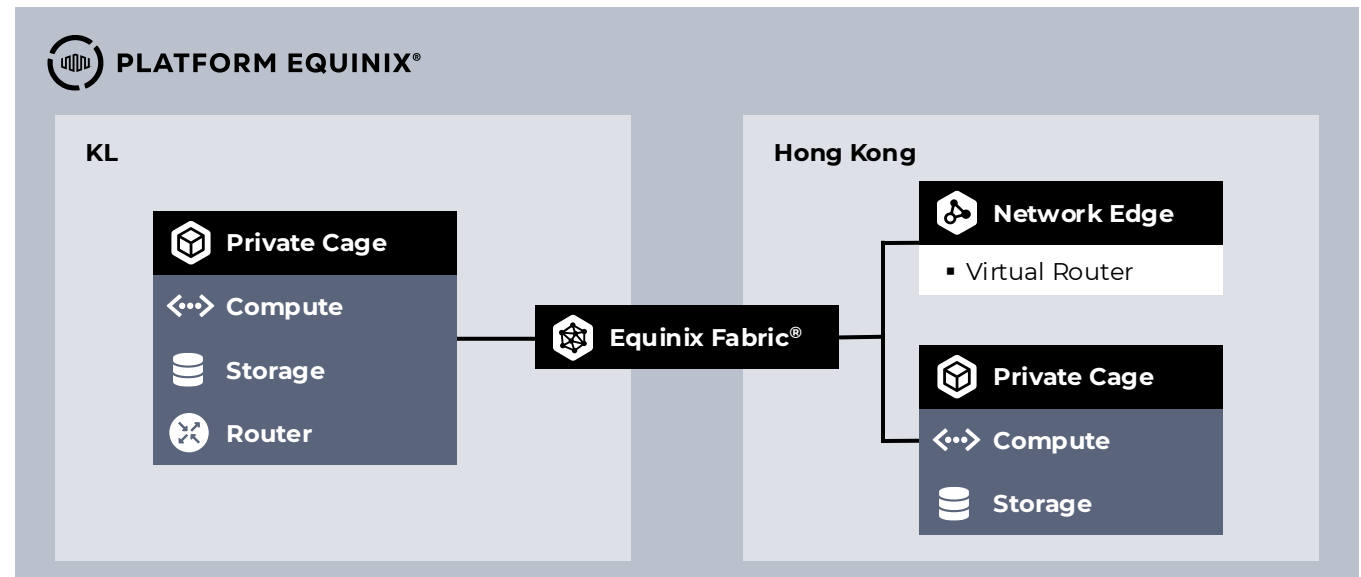Bandwidths of 25 Gbps or more supported between most metros

Faster transfers for data migration and business continuity projects

Integrated Equinix digital services make metro expansions easier

- Point-to-Point Networks
- Multipoint-to-Multipoint Networks

**Benefits :**
- **Address sporadic data aggregation use cases (business warehouse/AI model training)**
- **Data replication for DRaaS**

**PLATFORM EQUINIX®**

**KL**

**Private Cage**
- Compute
- Storage
- Router

**Equinix Fabric®**

**Hong Kong**

**Network Edge**
- Virtual Router

**Private Cage**
- Compute
- Storage

**Build high-bandwidth interconnects between deployments to get data where it needs to be for your applications, users, and customers.**

# Global WAN Backbone

## Connectivity that joins together multiple regional networks, with pay-as-you-go model for 2nd link or as multiple primary links

100+ Gbps backbone with multiple diverse routes between metros

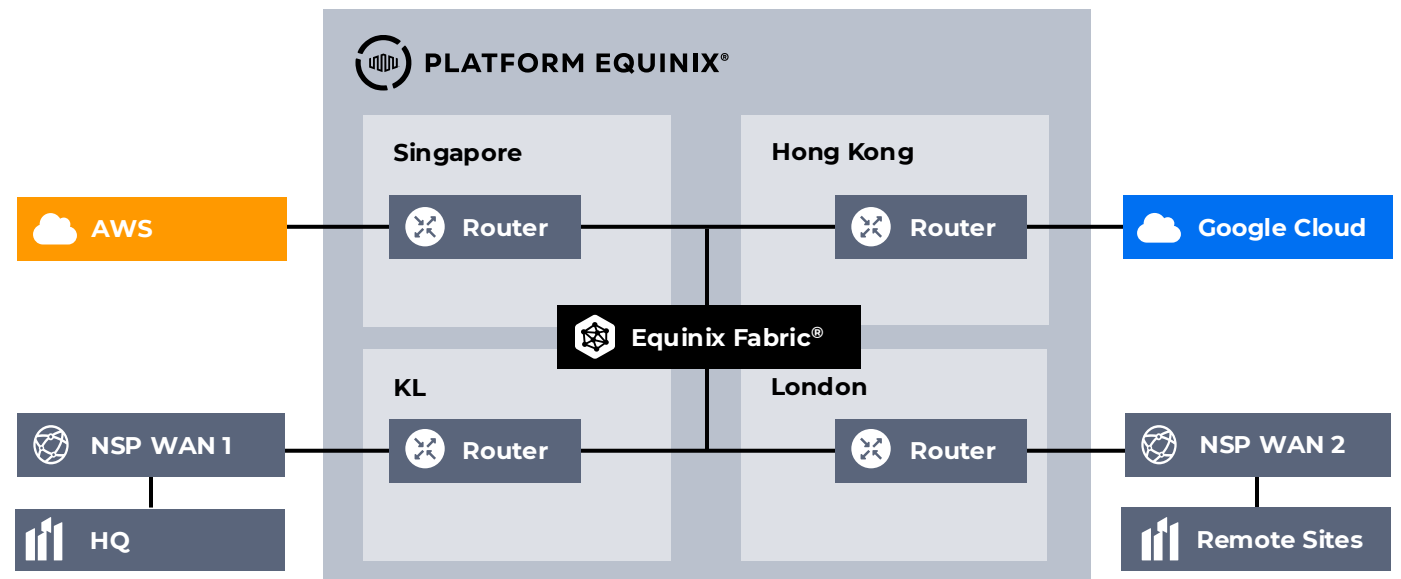Integrations with 400+ network and 750+ service providers

Expanded access for off-net sites, new metros, and M&A activities

Globally consistent approach for deploying connectivity to the edge

- Multipoint-to-Multipoint Networks
- Hub-to-Hub Network Designs

**Benefits :**
- **Reduced 2nd / backup WAN link**
- **As contract free tier2 connectivity link**

### PLATFORM EQUINIX®

| Singapore | Hong Kong |

AWS — Router — Router — Google Cloud

Equinix Fabric®

| KL | London |

NSP WAN 1 — Router — Router — NSP WAN 2

HQ

Remote Sites

**Interconnect your different networks and endpoints with a single backbone that delivers unmatched performance and reliability.**