# **DIGITAL** COREREIT

# **Investor Presentation**

June 2025



# **IMPORTANT NOTICE**

This presentation is for information purposes only and does not constitute or form part of an offer, invitation or solicitation of any offer to purchase or subscribe for any securities of Digital Core REIT in Singapore or any other jurisdiction nor should it or any part of it form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. The value of units in Digital Core REIT ("Units") and the income derived from them may fall as well as rise. The Units are not obligations of, deposits in, or guaranteed by Digital Core REIT Management Pte. Ltd. (as manager of Digital Core REIT (the "Manager")), Perpetual (Asia) Limited (as trustee of Digital Core REIT) or any of their respective affiliates. The past performance of Digital Core REIT is not necessarily indicative of the future performance of Digital Core REIT.

This presentation may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. These forward-looking statements speak only as at the date of this presentation. No assurance can be given that future events will occur, that projections will be achieved, or that assumptions are correct. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, competition from similar developments, shifts in expected levels of property rental revenue, changes in operating expenses, property expenses, governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business.

Investors are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager's current view of future events.

Holders of Units ("Unitholders") have no right to request that the Manager redeem or purchase their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the "SGX-ST"). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

# DIGITAL COREREIT

Pure-Play Data Centre S-REIT with Unparalleled Pipeline Sponsored by Leading Global Owner and Operator



# TABLE OF CONTENTS

**1** Business & Operational Update

2 Portfolio Overview

3 Financial Overview

4 Data Centre Market Information

Appendix: Additional Information



5



# BUSINESS & OPERATIONAL UPDATE



# **KEY HIGHLIGHTS**

Dedicated Core Data Centre REIT Focused on Driving Sustainable Growth							
CORE		SUSTAINABLE			GROWTH		
	<b>\$11.7 mm</b> Distributable Income	Artificial Intelligence & Digital Economy	Al expected to contribute to continued growth in digital spending		Acquisition Complete	Completed acquisition of 20.0% interest in second data centre on Sponsor's Osaka connected data centre campus	
<b>\$1.7 Bn</b> AUM <sup>(1)</sup>	<b>11</b> Data Centres	×	Established \$750 million medium-term note programme, opening access to public debt capital markets		Unit Buyback	Repurchased 1.8 million units at an average price of \$0.565 in 1Q2025, delivering <b>0.1% DPU accretion</b>	
<b>4.7 Years</b> WALE	<b>98%</b> Occupancy	<b>4.5 Years</b> Weighted Avg. Debt Maturity	Recast multi-currency credit facilities in 4Q24, extending weighted- average debt maturity to more than four years		<b>38.0%</b> Aggregate Leverage <sup>(2)</sup>	<b>\$438 mm</b> Debt Headroom (at 50% Aggregate Leverage)	

# MARKET AND PORTFOLIO UPDATE

## Capitalising on Favorable Fundamentals to Proactively Manage Portfolio with Strong Support from Sponsor's Global Platform

SUSTAINED LEASING MOMENTUM







**1Q25 Leasing Activity** 





## NORTHERN VIRGINIA SPOTLIGHT





24-MW Substation

32-Acre



# **EXPANDING PRESENCE IN APAC**

## Purpose-Built, High-Quality Data Centre Located in Osaka 100% Occupied by Investment Grade Customers



1) For further information, please refer to the 26 March 2025 announcement titled <u>"Acquisition of a 20.0% Interest in a Data Centre Located in Osaka, Japan"</u>

2) The stated value was negotiated on a willing-buyer and willing-seller basis and takes into account the independent valuation.

3) Based on annualized rent as at 31 March 2025.

# ESTABLISHING MEDIUM TERM NOTE PROGRAMME

Key Milestone in Evolution of Business and Balance Sheet



# **BUSINESS AND BALANCE SHEET BUILT FOR RESILIENCE**

**Proactive Management Positions Defensive Business to Successfully Navigate Turbulent Macro Environment** 



## FAVORABLE FUNDAMENTALS AT DISCOUNTED VALUATION

**Relative Valuation Gap Widening Further on Outsized NAV Growth** 



Source: Company filings and FactSet.

1) Unit prices as at 6 June 2025.

Gearing (%)

NAV per share as of most recent company filings/presentations/announcements. 2)

3) Excludes properties under development.

Calculated based on dividing the sum of net attributable lettable area of freehold data centre assets by total 4) attributable area based on most recent company filings/presentations/announcements/ annual report. Excludes properties under development.

5) Adjusted for Keppel DC REIT's pro forma effects post Acquisition and equity fund raising. Actual aggregate leverage as at 31 March 2025 was 30.2%.

6) Adjusted for proposed acquisition of one data centre and one business space property in Singapore, as announced on 28 May 2025. Actual aggregate leverage as at 31 March 2025 was 38.9%.

7) Adjusted for proposed divestment of three industrial buildings in Singapore, as announced on 16 May 2025. Actual aggregate leverage as at 31 March 2025 was 40.1%.

# **EXTERNAL GROWTH PROFILE**



- 1) Based on contractual annualised base rent before abatements under existing leases as at 31 March 2025.
- 2) Stabilised income-producing real estate asset in relation to the investment mandate shall mean an operating real estate asset which meets the following criteria as at the date of the proposed offer: 1) achieved a minimum occupancy of at least 90%; 2) achieved an average rental rate at least comparable to the market rental rate for similar assets as determined by the valuer commissioned for the latest valuation of such asset; 3) Digital Core REIT being satisfied that there are no material asset enhancement initiatives required within two years of the acquisition of such asset; and 4) is suitable for acquisition by Digital Core REIT taking into account market conditions at the time of the proposed offer.



# PORTFOLIO **OVERVIEW**



# **PORTFOLIO HIGHLIGHTS**

Portfolio of High-Quality, Mission-Critical Data Centres Concentrated in Key Metros across U.S., Canada, Germany and Japan



Note: Portfolio statistics and figures shown at share.

1) Based on portfolio valuation at share as at 31 December 2024.

2) Based on annualised rent as at 31 March 2025.

# **CUSTOMER PROFILE**

## Strategically Important Customers with Numerous Deployments across Sponsor's Global Platform



TOP 10 CUSTOMERS						
(in USD thousands)			Number of	Annualised	% of	
Customer	Trade Sector	Credit Rating	Locations	Rent	Total	
1. Fortune 50 Software Company	Hyperscale CSP	AAA / Aaa	5	\$39,546	36.9%	
2. Fortune 25 Tech Company	Hyperscale CSP	AA+ / Aa2	2	14,390	13.4%	
3. Social Media Platform	Social Media	AA- / Aa3	1	12,604	11.8%	
4. Global Technology Solutions Provider	Hyperscale CSP	A- / A3	2	6,649	6.2%	
5. Global Cloud Provider	Hyperscale CSP	AA / A1	3	4,808	4.5%	
6. Global Colocation Data Centre Provider	Colocation / IT SP	Unrated	1	4,308	4.0%	
7. Next-Generation AI Computing Developer	Other	Unrated	1	3,834	3.6%	
8. Listed Software Developer	Other	Unrated	2	2,598	2.4%	
9. Global Cloud and Software Service Provider	Hyperscale CSP	BBB / Baa2	2	2,505	2.3%	
10. Global Content Delivery Network	Other	BBB+ / Baa2	2	2,086	1.9%	
Others			5	13,796	12.9%	
Total / Weighted Average     \$107,125						

# **CORE DATA CENTRE PORTFOLIO**

## PORTFOLIO SUMMARY (As at 31 March 2025)

(in USD thousands)							At Share			
			Appraised Value <sup>(1)</sup>	Portfolio Value <sup>(1)</sup>	<b>WALE</b> <sup>(2)</sup>	Net Rentable	Customer	Annualized	Occupar	<u>асу (3)</u>
Property	Property Type	Ownership (%)	(at 100%)	(at Share)	(in Years)	Square Feet	IT Load (kW)	Rent	31-Mar-25	31-Dec-24
Northern Virginia										
44520 Hastings Drive	Fully-Fitted	90.0%	\$414,000	\$372,600	8.1	132,299	12,510	\$14,309	100.0%	100.0%
8217 Linton Hall Road	Fully-Fitted	90.0%	243,100	218,790	0.2	207,002	8,640	9,860	100.0%	100.0%
43831 Devin Shafron Drive	Shell & Core	90.0%	62,400	56,160	1.1	105,364	-	1,727	100.0%	100.0%
Northern Virginia: Total / Weighted Average		90.0%	\$719,500	\$647,550	4.7	444,665	21,150	\$25 <i>,</i> 895	100.0%	100.0%
Silicon Valley										
3011 Lafayette Street	Fully-Fitted	90.0%	\$172,000	\$154,800	4.9	81,702	5,400	\$12,672	100.0%	100.0%
1500 Space Park Drive	Shell & Core	90.0%	112,300	101,070	9.4	46,454	-	4,308	100.0%	100.0%
Silicon Valley: Total / Weighted Average		90.0%	\$284,300	\$255,870	6.0	128,156	5,400	\$16,980	100.0%	100.0%
Toronto										
371 Gough Road	Fully-Fitted	90.0%	\$136,051	\$122,446	3.2	93,877	6,075	\$11,163	100.0%	100.0%
Toronto: Total / Weighted Average		90.0%	\$136,051	\$122,446	3.2	93,877	6,075	\$11,163	100.0%	100.0%
Los Angeles										
200 North Nash Street	Colocation	90.0%	\$61,100	\$54,990	1.6	102,245	2,430	\$5,754	90.4%	86.8%
3015 Winona Avenue	Colocation	90.0%	49,500	44,550	3.7	74,620	1,494	3,809	79.3%	70.6%
Los Angeles: Total / Weighted Average		90.0%	\$110,600	\$99,540	2.4	176,865	3,924	\$9,563	85.7%	80.0%
<u>Frankfurt</u>										
Wilhelm-Fay-Straße 15 and 24	Fully-Fitted	65.0%	\$601,570	\$391,021	5.1	292,205	22,100	\$30,841	99.6%	99.5%
Frankfurt: Total / Weighted Average		65.0%	\$601,570	\$391,021	5.1	292,205	22,100	\$30,841	99.6%	99.5%
<u>Osaka</u>										
Digital Osaka 2 (KIX11)	Fully-Fitted	20.0%	\$538,141	\$107,628	3.4	48,289	5,100	\$7,319	95.7%	94.6%
Digital Osaka 3 (KIX12)	Fully-Fitted	20.0%	\$433 <i>,</i> 333	\$86,667	7.7	38,707	3,980	5,363	100.0%	N/A
Osaka: Total / Weighted Average		20.0%	\$971,474	\$194,295	5.2	86,996	9,080	\$12,682	97.6%	94.6%
Portfolio: Total / Weighted Average			\$2,823,495	\$1,710,721	4.7	1,222,763	67,187	\$107,125	97.7%	96.7%

The appraised values and portfolio values (at share) are based on the last appraised value as at 31 December 2024 and do not include any capitalised transaction costs, straight-line rent or property additions.
 Based on annualised rent as at 31 March 2025.
 Portfolio occupancy as at 31 December 2024 excludes Digital Osaka 3.



# FINANCIAL **OVERVIEW**



# **STABLE EARNINGS PROFILE**

**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME** (Unaudited)

in USD thousands, except per unit) Quarter Ended			
	Actual 1Q25	Actual 1Q24	Variance (%)
Revenue	\$44,225	\$24,579	79.9%
Property Expenses	(21,831)	(8,785)	>100
Net Property Income	\$22,394	\$15,794	41.8%
Cash Net Property Income <sup>(1)</sup>	\$22,398	\$15,512	44.4%
Other Income	201	4,941	(95.9%)
Finance Expenses	(6,450)	(6,874)	(6.2%)
Trust and Other Expenses	(3,194)	(3,027)	5.5%
Unrealised foreign exchange	(4,390)	685	NM
Share of Result of Associate	940	1,176	(20.1%)
Fair value change in derivatives	(25)	-	NM
Tax Expense	(4,106)	(2,547)	61.2%
Profit for the Period	\$5,370	\$10,148	(47.1%)
Profit Attributable to Non-Controlling Interests	(3,293)	(1,437)	>100
Net Profit Attributable to Unitholders	\$2,077	\$8,711	(76.2%)
Distribution Adjustments	9,610	1,923	>100
Distributable Income Attributable to Unitholders	\$11,687	\$10,634	9.9%

1) Cash net property income excludes effects of straight-line rent and amortization of lease commissions

# **INITIAL SCALE POSITIONED FOR SUBSTANTIAL GROWTH**

## **CONSOLIDATED STATEMENT OF FINANCIAL POSITION** (Unaudited)

(in USD thousands, except per unit)		As at		
	31-Mar-25	31-Dec-24	Variance (%)	
Investment Properties	1,882,448	1,852,018	1.6%	
Other investments	163,719	94,632	73.0%	
Other Assets	80,534	68,019	18.4%	
Total Assets	\$2,126,701	\$2,014,669	5.6%	
Gross Borrowings	645,169	552,349	16.8%	
Shareholder loan	109,866	105,174	4.5%	
Other Liabilities	96,663	77,772	24.3%	
Total Liabilities	\$851,698	\$735,295	15.8%	
Unitholders' Funds	\$1,033,279	\$1,044,049	(1.0%)	
Non-controlling interests	241,724	235,325	2.7%	
Total Equity	\$1,275,003	\$1,279,374	(0.3%)	
Total Liabilities and Equity	\$2,126,701	\$2,014,669	5.6%	
Units in issue and issuable (in thousands)	1,323,437	1,321,588	0.1%	
Net Asset Value per Unit (US\$)	\$0.78	\$0.79	(1.3%)	
Adjusted Net Asset Value per Unit (US\$) <sup>(1)</sup>	\$0.77	\$0.77	-	
Unit Price (as at Reporting Date) (US\$)	\$0.530	\$0.580	(8.6%)	

1) Excludes distributable income

# SIGNIFICANT DEBT CAPACITY AND FLEXIBILITY TO GROW



<sup>5)</sup> Interest coverage ratio ("ICR") reflects performance for the last twelve months as defined under the CIS code.



# DATA CENTRE MARKET

Provided By:





# **NORTHERN VIRGINIA**

## **KEY DEVELOPMENTS**

#### Northern Virginia Data Centre Growth Shift Southward Amid Power Constraints and Rising Tax Revenue

Northern Virginia continues to dominate the global data center market, but soaring demand has spotlighted power constraints, prompting renewed focus on long-term utility planning. Dominion Energy reported over 40GW of contracted data center power as of December 2024 nearly double the figure from just five months earlier. To meet this demand, Dominion and PJM Interconnection are investing in major transmission infrastructure upgrades, expected to come online from 2026.

The region's growth is expanding southward. In Q1 2025, Stack Infrastructure announced a 500-acre, 1.1GW campus in Stafford and a 144MW project in Ashburn. AWS and others are building in counties beyond traditional hubs, signaling a shift toward a broader geographic footprint.

Prince William County is also seeing financial benefits. Its data center tax revenue surged 68% in 2024 to \$280.2 million, driven by a hike in the computer and peripherals tax rate. The county plans further increases in 2026, as data centers continue to bolster regional economies and redefine development priorities.

#### 1Q 2025 Northern Virginia Development Activity:

- AWS is developing data center projects across counties between Northern Virginia and Richmond, including new campuses in Spotsylvania and Caroline
- Stack is pursuing two major campuses—one in Fredericksburg (up to 12 data centers on 250 acres) and another in Stafford (1.1GW across 500 acres), both dependent on utilities and entitlements
- Blackstone bought the 774MW Potomac Energy Center in Loudoun County for ~\$1B, emphasizing power demand near data center hubs

### **ABSORPTION AND SUPPLY**



Source: datacenterHawk as of April 2025.

1) Calculated based on the change in commissioned power quarter over quarter.

2) Wholesale pricing represents deals with a deployment size from 250kW to 4MW and hyperscale pricing represents deals greater than 4MW.

# **NORTHERN CALIFORNIA**

### **KEY DEVELOPMENTS**

#### Northern California Market Faces Power Headwinds

Northern California remains a critical hub for the data center industry due to its proximity to Silicon Valley, low-latency connectivity, and concentration of technology users. However, the region also presents significant challenges—high land and power costs, extensive regulatory oversight, and a saturated grid environment. Power delivery timelines in key areas like Santa Clara and San Jose now stretch six to seven years, making it increasingly difficult for providers to secure timely infrastructure for new builds.

As a result, developers are actively exploring alternative strategies, including on-site generation and geographic shifts to less congested areas such as Sacramento and Fresno. These markets offer lower costs, faster development timelines, and fewer regulatory hurdles, while still maintaining proximity to core West Coast demand. The evolving conditions in Northern California underscore the growing need for longterm power planning and flexibility in site selection. For data center operators and investors, the trade-offs between strategic location and development feasibility are more pronounced than ever.

#### 1Q 2025 Northern California Development Activity:

- Prime files to build second data center building at McClellan Business Park in Sacramento. Administrative and generator buildings were included in the filing to be built there as well
- Colovore's fully leased, SJC02 goes live, offering densities up to 250kW per cabinet for AI workloads



### **ABSORPTION AND SUPPLY**

Source: datacenterHawk as of April 2025.

1) Calculated based on the change in commissioned power quarter over quarter.

2) Wholesale pricing represents deals with a deployment size from 250kW to 4MW and hyperscale pricing represents deals greater than 4MW.

# LOS ANGELES

## **KEY DEVELOPMENTS**

#### Market growth in Los Angeles continues with a focus on Vernon

Expensive land, power, and government oversight have contributed to the Los Angeles market being relatively stagnant for the last couple of years, but now LA is starting to see growth increase with Vernon taking the spotlight. Prime's recently completed facility in Vernon is a block away from CoreSite's planned LA5, and only a few blocks from Goodman's planned campus. These 3 projects make the entire submarket for Vernon, that when completed will make up about 36% of the Los Angeles market. In LA proper, Digital Realty continues working on permitting for planned LAX13. East of LA, in Monterey Park, DigiCo REIT plans a campus split by Saturn Street.

#### 1Q 2025 Los Angeles Development Activity:

- DigiCo REIT plans 2 data center campus in Monterey Park, CA as part of their initial portfolio offering on the Australian stock market
- Goodman plans 3, 32 MW data centers at 3094 Vernon Avenue in Vernon, CA
- Meta plans 12,000km subsea cable connecting Toucheng, Taiwan to California. California will have 2 termination points, Hermosa beach and Manchester. The cable is expected to be ready for service 1Q 2027 with a capacity of 12.8Tbps per fiber pair



**ABSORPTION AND SUPPLY** 

#### Source: datacenterHawk as of April 2025.

Calculated based on the change in commissioned power quarter over quarter. 1)

2) Wholesale pricing represents deals with a deployment size from 250kW to 4MW and hyperscale pricing represents deals greater than 4MW.

8%

6%

4%

2%

# TORONTO

## **KEY DEVELOPMENTS**

#### Toronto Charts Sustainable Course Amid Al-Driven Power Demand

The surge in AI adoption following ChatGPT's 2022 release has complicated climate goals for many organizations and governments but Toronto remains committed to a clean energy future. Despite mounting electricity demand from data centers and high-performance computing, the Independent Electricity System Operator (IESO) continues to align with Ontario's broader sustainability objectives.

Environmental Defence Canada recently proposed a roadmap to phase out natural gas generation by 2035 while still meeting Toronto's growing power needs. The plan outlines a diversified strategy: scaling rooftop solar PV, battery storage, wind generation, district heating, and demand response programs to increase grid efficiency. According to the analysis, more than half of the city's future power requirements can be met through these sustainable, distributed energy solutions. For data center operators and energy-intensive users, Toronto's approach signals a market where growth and environmental responsibility must go hand in hand.

#### 1Q 2025 Toronto Development Activity:

 Yondr breaks ground on 25 MW, 4.5-acre site, north of Toronto on Steeles Avenue in Markham, ON. The three-story facility is expected to be ready for service the middle of 2026



**ABSORPTION AND SUPPLY** 

#### Source: datacenterHawk as of April 2025.

1) Calculated based on the change in commissioned power quarter over quarter.

2) Wholesale pricing represents deals with a deployment size from 250kW to 4MW and hyperscale pricing represents deals greater than 4MW.

# FRANKFURT

## **KEY DEVELOPMENTS**

#### Robust, but challenges loom

Despite some projects being placed on hold, Frankfurt consistently performs as a leading Tier 1 market. As pre-leasing activity remains the key driver for new campus developments, vacancy rates will continue to remain low for the foreseeable future. New proposals put forward by energy regulator, The Federal Network Agency, will make securing all of the power for large campus developments more challenging. Operators would need to prove they hold the rights of use for the land that the application is for, and provide evidence that all planning applications have been submitted. Linking the grid application with the planning application, may hinder future powered land deals. Should the new proposals become law, failure to comply may result in exclusion from the process and the operator would need to submit a new request

#### 1Q 2025 Frankfurt Development Activity:

- Stadtwerke Ulm/Neu-Ulm GmbH has launched a data center in the Ulm Science Park, offering 15,400 sq ft of space for 150 cabinets, a PUE below 1.3, and 1.6MW of backup diesel generation
- The University of Mannheim has begun construction on a three-story data center in the A5 district of Mannheim, Germany
- Digital Realty has launched its FRA18 data center at the Digital Park Fechenheim campus in Frankfurt, with an initial 6.4MW capacity and an additional 9.6MW planned for future phases
- ITZBund is developing a data center in Frankfurt Rhine-Main to support federal IT operations, including cloud and AI platforms
- Global Switch is seeking to develop a new data center at its Frankfurt campus, but the City of Frankfurt has restricted construction on its land under recently formalized urban development plans



**ABSORPTION AND SUPPLY** 

Source: datacenterHawk as of April 2025.

1) Calculated based on the change in commissioned power quarter over quarter.

2) Price ranges in local currency remains stable from 2024 through today. The anomaly is due to EUR-USD exchange rate fluctuation. Wholesale pricing represents deals with a deployment size from 250kW to 4MW and hyperscale pricing represents deals greater than 4MW.

3%

2%

1%

# **OSAKA**

## **KEY DEVELOPMENTS**

## Osaka Emerges as a Data Center Hub with Major AI and Green Energy Investments

Osaka is solidifying its position as a major destination for data center expansion in Japan, particularly driven by AI infrastructure and green energy initiatives. Companies like SoftBank and KDDI are investing heavily in transforming existing facilities, such as a former Sharp plant, into large-scale AI data centers, with more than 300MW slated for development on that brownfield site alone. Additionally, global players like AWS and CapitaLand are making significant investments, including the use of sustainable construction materials and a focus on eco-friendly infrastructure.

#### 1Q 2025 Osaka Development Activity:

- Japan'salt Inc. & Highreso launched largest GPU-based AI cloud using Nvidia H100/H200 GPUs, targeting LLMs and advanced AI workloads
- CapitaLand is investing US\$700M in a 50MW data center in Osaka, its first in Japan, expanding its Asia data center footprint
- Vantage Data Centers has topped out first building of its 68MW KIX1 campus, featuring sustainable chilled water cooling, completing in early 2026
- EdgeConneX is expanding and developing a 140MW Osaka-Kyoto data center with Kagoya, operational by 2027 to support APAC AI growth
- Optage is launching nuclear-powered pods which will host servers equipped with GPUs, catering to AI training workloads by end-2026
- SoftBank is repurposing a former Sharp factory into a 150MW AI data center with potential expansion to 400MW
- Amazon secured two solar power purchase agreements in Japan to power AWS's growing data center needs in the region

ABSORPTION AND SUPPLY



#### Source: datacenterHawk as of April 2025.

1) Calculated based on the change in commissioned power quarter over quarter.

2) Price ranges in local currency remains stable from 2024 through today. The anomaly is due to USD-JPY exchange rate fluctuation. Wholesale pricing represents deals with a deployment size from 250kW to 4MW and hyperscale pricing represents deals greater than 4MW.

JUNE 2025 | 27



# APPENDIX ADDITIONAL INFORMATION



# AI AUGMENTING DIGITAL TRANSFORMATION DEMAND

## North America Data Centre Demand by Workload (GW)

Cloud + Digital Transformation Fundamentals Remain Robust, While Artificial Intelligence Has Dramatically Accelerated Global Data Centre Demand<sup>(1)</sup>



Source: McKinsey & Company report "Impact of datacenters on US energy consumption", March 2024.

1. There can be no guarantee that historical trends, developments or projections will continue or materialize over the life of the Fund. Any estimates, expectations or projections are provided for information purposes only and are not necessarily indicative, or a guarantee, of future results.

## **BUILDING BLOCKS OF DPU GROWTH**

Robust 2024 Leasing, Financing, Investment Activity Substantially Bridge 2025 Gap to 2026 Reversion Potential



- Please see the 2 January 2025 announcement titled, "Update on Northern Virginia Renewal Option," for further details. 4)

5) Pro Forma DPU after adjusting for: (i) the acquisition of a 15.1% interest in the Frankfurt Facility; (ii) the L.A. and Toronto lease-up; (iii) interest savings from the October 2024 recast of the multi-currency global credit facilities; and (iv) the expiration of the customer renewal option at 8217 Linton Hall Road in Virginia. For the avoidance of doubt, this is not a DPU forecast but the pro forma DPU prepared based on financial statements for the financial year ended 31 December 2024 and is strictly for illustrative purposes.

# EXPANSION IN ATTRACTIVE CORE DATA CENTRE MARKET



Source: Synergy Research.

1) Synergy Research as at 2025.

# **CONNECTED DATA CENTRE CAMPUS IN CORE MARKET**

## AOIWASAKA 粟生岩阪

## <u>KIX12</u>

- Third data centre built on Osaka campus
- Completed in 2021
- Digital Core REIT owns 20% interest

## <u>KIX13</u>

- Fourth data centre built on Osaka campus
- Completed in 2023
- Certified NVIDIA DGX H100-ready
- Offers high-speed access to support accelerated AI workload deployments

## <u>KIX11</u>

- Second data centre built on Osaka campus
- Completed in 2019
- Digital Core REIT owns 20% interest

## <u>KIX10</u>

- First data centre built on Osaka campus
- Completed in 2017



Leading GLOBAL data centre provider dedicated to the full customer spectrum from ENTERPRISE colocation to HYPERSCALE



- 2) As of March 31, 2025.
- Total enterprise value calculated as the market value of common equity as of March 31, 2025, plus liquidation value of preferred equity and total debt at balance sheet carrying value as of March 31, 2025.
- 4) U.S. REITs within the RMZ. Ranked by market cap as of March 31,2025. Source: Bloomberg.

These credit ratings may not reflect the potential impact of risks relating to the structure or trading of the Company's securities and are provided solely for informational purposes. Credit ratings are not recommendations to buy, sell or hold any security, and may be revised or withdrawn at any time by the issuing organization in its sole discretion. The Company does not undertake any obligation to maintain the ratings or to advise of any change in ratings. Each agency's rating should be evaluated independently of any other agency's rating. An explanation of the significance of the ratings may be obtained from each of the rating agencies.

# BEST-IN-CLASS GLOBAL DATA CENTRE SPONSORSHIP

Industry-Leading Sponsor with Unparalleled Global Data Centre and Public Company Expertise, Experience and Track Record

Digital Core REIT is the only data centre S-REIT sponsored by a global best-in-class pure-play listed data centre owner/operator



**Data Centre Expertise** 

> + Largest data centre owner and operator

+ 16 years of "five nines" of uptime<sup>(1)</sup>

+ Full product spectrum spanning interconnection, colocation and hyperscale offerings

+ Serving **5,000**+ customers

- **Public Company Track Record**
- + 20 years on NYSE
- + 7<sup>th</sup> largest US REIT and S&P 500 company

+ Raised over US\$38 Bn<sup>(2)</sup> of equity capital since 2009

**Organizational** Depth

**Digital Core REIT is the exclusive S-REIT vehicle for Digital Realty** 

- + Serving **50+** markets across 25+ countries on **six** continents
- + 3,500+ full-time employees throughout global organization
- + Global teams focused on design & construction, data centre operations and sales & marketing

Source: Company data.
1) Uptime metrics are based on a comprehensive evaluation of data centre suites owned and operated by Digital Realty worldwide, including facilities operated by Interxion: A Digital Realty Company, using standard industry methodology.As of March 31, 2025.

# DEMONSTRATED SPONSOR SUPPORT

**Dedicated Sponsor Fully Committed to Digital Core REIT's Near- and Long-Term Success** 

Toronto



# **TECHNOLOGY PLATFORM SHIFT**

## **Artificial Intelligence Driving Acceleration of Data Centre Demand**



### **Key Takeaways**

- Data centres will continue to support the next generation of AI workloads
- Al is driving new and evolving generation of chips, network equipment and storage infrastructure into the data centre
- Power density (kW per rack) expected continue to increase over time
- End-users expect AI-related CapEx spend to increase ~30% over the next 12 months, driving incremental demand for state-of-the-art data centre solutions

AI Applications <u>Augment</u> Existing Data Centre Workloads

## **SPONSOR'S INTERESTS DIRECTLY ALIGNED WITH UNITHOLDERS**

**REIT Manager incentivized to Maximize Unitholder Value** 





## **DIGITAL CORE REIT ORGANIZATIONAL STRUCTURE**

## Unique Opportunity to Participate in Digital Transformation Trend Alongside Leading Global Data Centre Platform



- 1) Digital Realty holds a deemed 32.0% stake in Digital Core REIT.
- Principal repayments are not subject to U.S. withholding taxes. Interest payments that are finally distributed to Unitholders are not subjected to U.S. withholding taxes, assuming Unitholders qualify for portfolio interest exemption and provide appropriate tax certifications, including an appropriate IRS Form W-8.
- 3) Parent U.S. REIT holds 90% of each U.S. JV with a wholly-owned subsidiary of the Sponsor holding the other 10% of each U.S. JV.
- 4) The asset managers and the property managers are either (i) a joint venture (for the Japan TMK) or (ii) wholly-owned subsidiaries of the Sponsor.

Information as at 27 March 2025. Unitholding in Digital Core REIT is subject to an ownership restriction of 9.8% of the total Units outstanding.

# DIGITAL COREREIT

**Favourable Fundamentals + Sponsor Support Create Virtuous Cycle of Accretive Investment** 

## **Leading Pipeline**

 Largest Sponsor acquisition pipeline of US\$15+ bn

## **Sponsor Funding**

- Sponsor actively employing joint venture partnerships to fund development CapEx
- Established ~\$7 bn hyper-scale development joint venture with Blackstone

## **Sponsor Spending**

 Sponsor expected to spend US\$3.3 bn<sup>(2)</sup> in 2025 to address growing customer demand



## **Investing Accretively**

 Sourced accretive off-market transaction in Japan from existing Sponsor JV partner

## **Enhancing Quality**

- Increased # of markets from four to six, enhanced diversification and portfolio quality with entry into Europe and Asia
- Improved investment grade customer concentration from 69% to 82% <sup>(1)</sup>

## **Accelerating Demand**

 Al trends driving acceleration in global digital infrastructure demand

# **KEY INVESTMENT HIGHLIGHTS**

## Dedicated Data Centre S-REIT with Industry-Leading Pipeline Sponsored by Largest Global Owner / Operator



# ESG FACTORS AND TARGETS

## **Creating a More Sustainable Future**



ISO management certification

Note: For more details on Digital Core REIT's targets and performance, please refer to the Sustainability Report published on 26 March 2025.

- All targets pertain to properties within the reporting scope. 1)
- 2) Relative to 2018 baseline.

JUNE 2025 | 41

**Business Model** 

Resilience

~

888

Data Security

protection with no non-compliance with data privacy laws

100% successful completion of Annual Security Awareness Training

