# DIGITAL COREREIT

# Citi's 2025 Global Property CEO Conference

March 2025



# DIGITAL REALTY

Data Center Solutions

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# BUSINESS & OPERATIONAL UPDATE



# **KEY HIGHLIGHTS**

| Dedicated Core Data Centre REIT Focused on Driving Sustainable Growth |                                        |                                                    |                                                                                                                                                                                |                                                      |                                                                                                                                                                          |  |  |
|-----------------------------------------------------------------------|----------------------------------------|----------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|
| CORE                                                                  |                                        | SUS                                                | TAINABLE                                                                                                                                                                       | GROWTH                                               |                                                                                                                                                                          |  |  |
|                                                                       | <b>0 U.S. cents</b><br>24 Distribution | Artificial<br>Intelligence<br>& Digital<br>Economy | AI expected to contribute<br>to continued growth in<br>digital spending                                                                                                        | Investment                                           | Invested <b>+\$250 million</b> to<br>increase ownership stakes<br>in Frankfurt and Osaka,<br>achieving scale and<br>diversification while<br>enhancing portfolio quality |  |  |
| <b>\$1.6 Bn</b><br>AUM <sup>(1)</sup>                                 | <b>10</b><br>Data Centres              | <b>L</b><br>Balance Sheet                          | Strengthened balance<br>sheet with <b>\$280 million</b> of<br>proceeds from asset sales<br>and equity fundraising<br>while <b>doubling weighted</b> -<br>average debt maturity | Unit Buyback                                         | Repurchased 27 million units<br>at an average price of \$0.576<br>in FY2024, <b>delivering 1.8%</b><br><b>DPU accretion</b>                                              |  |  |
| <b>4.8 Years</b><br>WALE                                              | <b>97%</b><br>Occupancy                | Valuations                                         | Generated <b>20% year-</b><br><b>over-year AUM growth,</b><br>driven by robust leasing<br>and market rent growth<br>across global portfolio                                    | <b>34.0%</b><br>Aggregate<br>Leverage <sup>(2)</sup> | +\$540 mm<br>Debt Headroom<br>(at 50% Aggregate Leverage)                                                                                                                |  |  |

# MARKET AND PORTFOLIO UPDATE

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

# Toronto FY2024 Leasing Activity

**ROBUST NEW + RENEWAL LEASING VOLUME** 



# Los Angeles

\$74 mm

**Annualised Rent** 

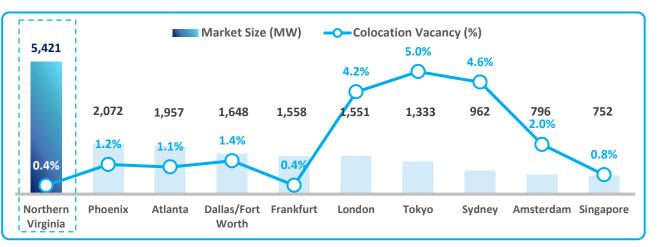
New + Renewal Leases <sup>(1)</sup>

+4.3%

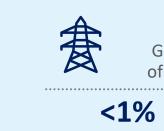
Cash

**Rental Reversion** 

#### **RECORD LOW VACANCIES ACROSS CORE GLOBAL MARKETS**



#### **Northern Virginia Market Overview**



Gigawatts of Capacity

5.4



>2.5x Next-Largest Market

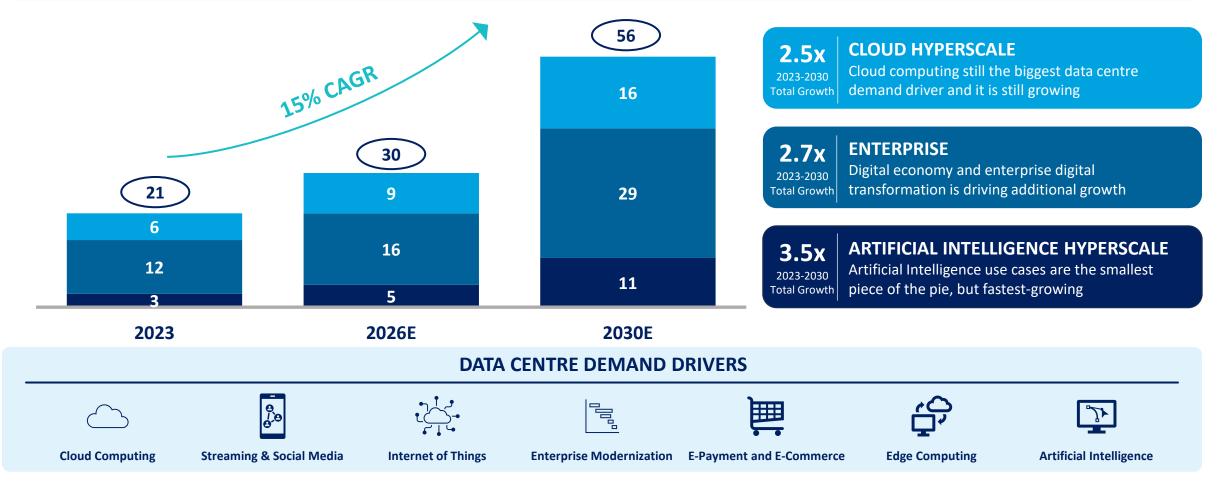


Source: datacenterHawk as of January 2025. 1) Annualized rent at share for new and renewal leases signed in FY2024.

# AI AUGMENTING DIGITAL TRANSFORMATION DEMAND

#### Data Centre Demand by Workload in North America (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.

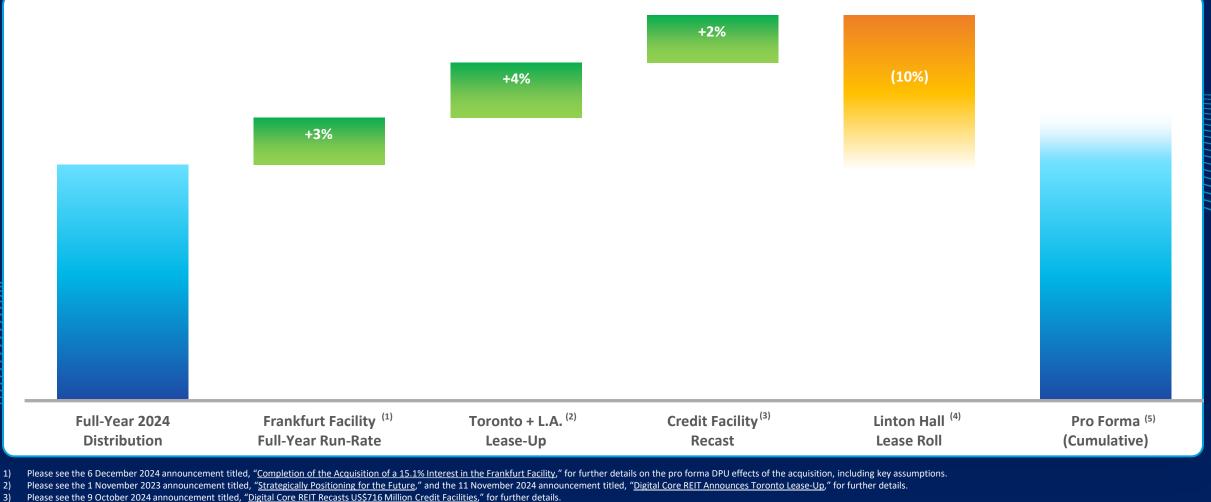
1. There can be no guarantee that historical trends, developments or projections will continue or materialize over the life of the Fund. Any estimates, expectations or projections are provided for information purposes only and are not necessarily indicative, or a guarantee, of future results.

# **DISTRIBUTION AND AGM DETAILS**

Annual Report to be Published in March, Annual General Meeting Slated for April **DISTRIBUTION DETAILS UPCOMING AGM DETAILS** (U.S. cents per Unit) al a 3.60 • Report full-year 2024 financial results and unaudited financial statements February 1.80 1.80 2025 \_ . 1H24 2H24 Full-Year 2024 Publish annual report and sustainability report Distribution March 2025 **Distribution Timetable Ex-Date** 19 February 2025 Conduct annual general meeting **Record Date** 20 February 2025 April 2025 **Distribution Payment Date** 28 March 2025

# **BUILDING BLOCKS OF DPU GROWTH**

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

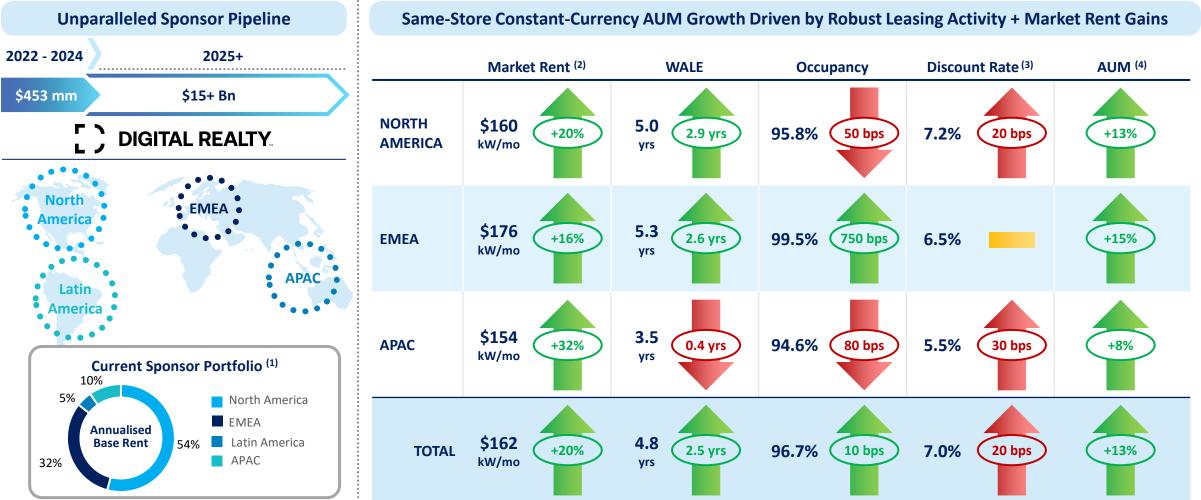


- Please see the 2 January 2025 announcement titled, "Update on Northern Virginia Renewal Option," for further details. 4)

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.

# **CORE | SUSTAINABLE | GROWTH**

Focused on Delivering Long-Term, Sustainable Value for All Stakeholders



Source: Company data and company filings.

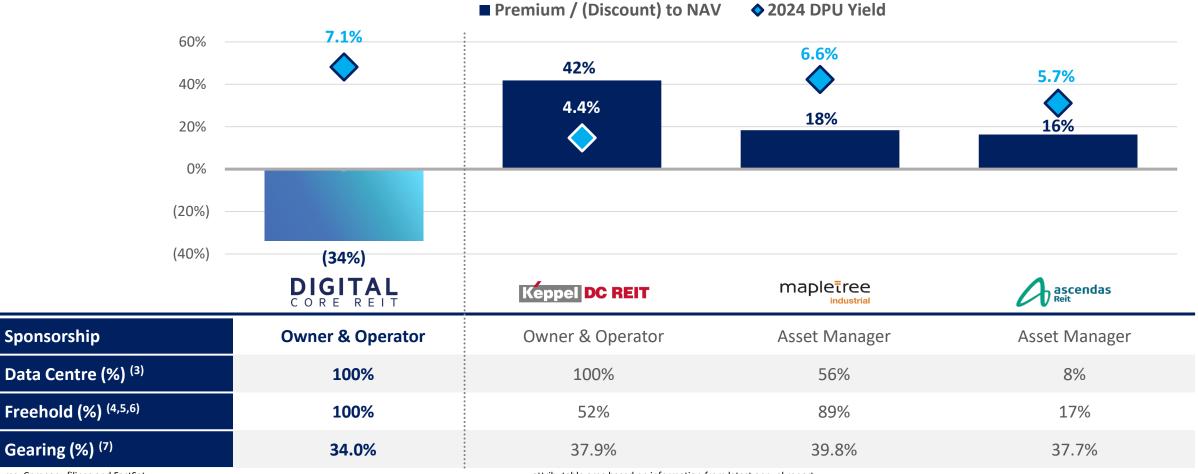
1) Based on contractual annualised base rent before abatements under existing leases as at 31 December 2024.

2) Data provided by appraisal reports. Constant-currency basis and weighted average by portfolio valuation.

- 3) Midpoint discount rate from appraisal reports.
- 4) Year-over-year change in same-store portfolio valuation on a constant-currency basis.

## **FAVORABLE FUNDAMENTALS AT DISCOUNTED VALUATION**

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



Source: Company filings and FactSet.

1) Unit prices as at 11 February 2025.

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

3) Excludes properties under development.

4) Calculated based on dividing the sum of net attributable lettable area of freehold data centre assets by total attributable area based on information as at 31 December 2024.

5) Calculated based on dividing the sum of net lettable area of freehold data centre assets (at share) by total

attributable area based on information from latest annual report.

6) Calculated based on dividing the sum of net attributable lettable area of freehold data centre assets by total attributable area based on information from latest annual report. Excludes properties under development.

7) Based on pro forma effects assuming (I) the Proposed Shares and Notes Transactions, (II) the exercise of the Call Option, and (III) Land Tenure Lease Extension(1), assuming tax transparency as at 30 September 2024. Actual aggregate leverage as at 31 December 2024 is 31.5%.

MARCH 2025 | 11

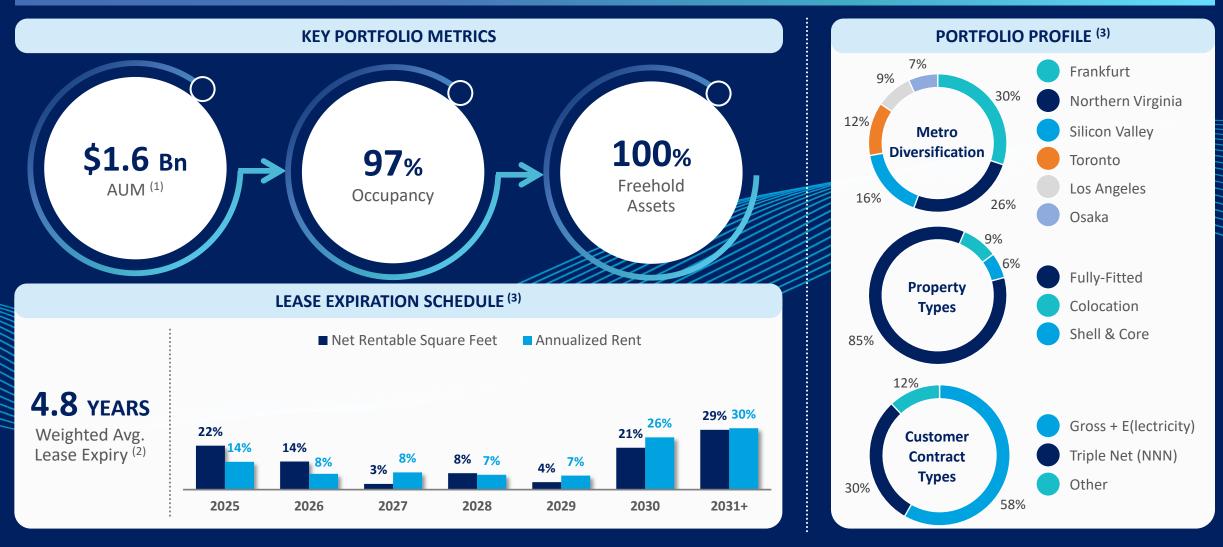


# PORTFOLIO OVERVIEW



# **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.
Based on portfolio valuation at share as at 31 December 2024.
Based on annualised rent as at 31 December 2024.

# **CUSTOMER PROFILE**

Strategically Important Customers with Numerous Deployments across Digital Realty'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     | 4         | \$36,133   | 35.6%  |  |  |  |
| 2. Fortune 25 Tech Company                    | Hyperscale CSP     | AA+ / Aa2     | 2         | 13,965     | 13.8%  |  |  |  |
| 3. Social Media Platform                      | Social Media       | AA- / Aa3     | 1         | 12,357     | 12.2%  |  |  |  |
| 4. Global Technology Solutions Provider       | Hyperscale CSP     | A- / A3       | 2         | 6,692      | 6.6%   |  |  |  |
| 5. Global Colocation Data Centre Provider     | Colocation / IT SP | Unrated       | 1         | 4,308      | 4.2%   |  |  |  |
| 6. Global Cloud and Software Service Provider | Hyperscale CSP     | BBB / Baa2    | 2         | 3,882      | 3.8%   |  |  |  |
| 7. Next-Generation AI Computing Developer     | Other              | Unrated       | 1         | 3,849      | 3.8%   |  |  |  |
| 8. Global Cloud Provider                      | Hyperscale CSP     | AA / A1       | 2         | 3,760      | 3.7%   |  |  |  |
| 9. Listed Software Developer                  | Other              | Unrated       | 2         | 2,667      | 2.6%   |  |  |  |
| 10. Global Content Delivery Network           | Other              | BBB+ / Baa2   | 2         | 2,086      | 2.1%   |  |  |  |
| Others                                        |                    |               | 5         | 11,801     | 11.6%  |  |  |  |
| Total / Weighted Average                      |                    |               |           | \$101,500  | 100.0% |  |  |  |

# **CORE DATA CENTRE PORTFOLIO**

#### **PORTFOLIO SUMMARY (As at 31 December 2024)**

| (in USD thousands)                          |               |               |                     |                                |                     |              | At Share     |            |           |           |
|---------------------------------------------|---------------|---------------|---------------------|--------------------------------|---------------------|--------------|--------------|------------|-----------|-----------|
|                                             |               |               | Appraised Value (1) | Portfolio Value <sup>(1)</sup> | WALE <sup>(2)</sup> | Net Rentable | Customer     | Annualised | Occu      | pancy     |
| Property                                    | Property Type | Ownership (%) | (at 100%)           | (at Share)                     | (in Years)          | Square Feet  | IT Load (kW) | Rent       | 31-Dec-24 | 30-Sep-24 |
| Northern Virginia                           |               |               |                     |                                |                     |              |              |            |           |           |
| 44520 Hastings Drive                        | Fully-Fitted  | 90.0%         | \$414,000           | \$372,600                      | 8.4                 | 132,299      | 12,510       | \$14,309   | 100.0%    | 100.0%    |
| 8217 Linton Hall Road                       | Fully-Fitted  | 90.0%         | 243,100             | 218,790                        | 0.5                 | 207,002      | 8,640        | 9,860      | 100.0%    | 100.0%    |
| 43831 Devin Shafron Drive                   | Shell & Core  | 90.0%         | 62,400              | 56,160                         | 1.3                 | 105,364      | -            | 1,727      | 100.0%    | 100.0%    |
| Northern Virginia: Total / Weighted Average |               | 90.0%         | \$719,500           | \$647,550                      | 4.9                 | 444,665      | 21,150       | \$25,895   | 100.0%    | 100.0%    |
| Silicon Valley                              |               |               |                     |                                |                     |              |              |            |           |           |
| 3011 Lafayette Street                       | Fully-Fitted  | 90.0%         | \$172,000           | \$154,800                      | 5.1                 | 81,702       | 5,400        | \$12,425   | 100.0%    | 100.0%    |
| 1500 Space Park Drive                       | Shell & Core  | 90.0%         | 112,300             | 101,070                        | 9.7                 | 46,454       | -            | 4,308      | 100.0%    | 100.0%    |
| Silicon Valley: Total / Weighted Average    |               | 90.0%         | \$284,300           | \$255,870                      | 6.3                 | 128,156      | 5,400        | \$16,733   | 100.0%    | 100.0%    |
| Toronto                                     |               |               |                     |                                |                     |              |              |            |           |           |
| 371 Gough Road                              | Fully-Fitted  | 90.0%         | \$136,051           | \$122,446                      | 3.4                 | 93,877       | 6,075        | \$12,688   | 100.0%    | 65.6%     |
| Toronto: Total / Weighted Average           |               | 90.0%         | \$136,051           | \$122,446                      | 3.4                 | 93,877       | 6,075        | \$12,688   | 100.0%    | 65.6%     |
| Los Angeles                                 |               |               |                     |                                |                     |              |              |            |           |           |
| 200 North Nash Street                       | Colocation    | 90.0%         | \$61,100            | \$54,990                       | 1.8                 | 102,245      | 2,430        | \$5,403    | 86.8%     | 100.0%    |
| 3015 Winona Avenue                          | Colocation    | 90.0%         | 49,500              | 44,550                         | 3.2                 | 74,620       | 1,638        | 3,253      | 70.6%     | 100.0%    |
| Los Angeles: Total / Weighted Average       |               | 90.0%         | \$110,600           | \$99,540                       | 2.4                 | 176,865      | 4,068        | \$8,656    | 80.0%     | 100.0%    |
| Frankfurt                                   |               |               |                     |                                |                     |              |              |            |           |           |
| Wilhelm-Fay-Straße 15 and 24                | Fully-Fitted  | 65.0%         | \$601,570           | \$391,021                      | 5.3                 | 292,205      | 22,100       | \$30,551   | 99.5%     | 98.5%     |
| Frankfurt: Total / Weighted Average         |               | 65.0%         | \$601,570           | \$391,021                      | 5.3                 | 292,205      | 22,100       | \$30,551   | 99.5%     | 98.5%     |
| <u>Osaka</u>                                |               |               |                     |                                |                     |              |              |            |           |           |
| Digital Osaka 2                             | Fully-Fitted  | 20.0%         | \$538,141           | \$107,628                      | 3.5                 | 22,988       | 5,100        | \$6,977    | 94.6%     | 95.3%     |
| Osaka: Total / Weighted Average             |               | 20.0%         | \$538,141           | \$107,628                      | 3.5                 | 22,988       | 5,100        | \$6,977    | 94.6%     | 95.3%     |
| Portfolio: Total / Weighted Average         |               |               | \$2,390,161         | \$1,624,054                    | 4.8                 | 1,158,756    | 63,893       | \$101,500  | 96.7%     | 96.6%     |

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 December 2024.

# **PORTFOLIO VALUATION UPDATE**

| 8217 Linton Hall Road227,1002143831 Devin Shafron Drive55,80056Northern Virginia: Total\$604,600\$66Silicon Valley3011 Lafayette Street\$166,500\$113001 Lafayette Street101,40010102401 Walsh Avenue (3)110,00012403 Walsh Avenue (3)68,000Silicon Valley: Total\$445,900\$44Toronto571 Gough RoadC\$183,800\$11Toronto: TotalC\$183,800\$11Los Angeles39,200\$12Subtotal\$103,600\$14SubtotalNM\$1,22FrankfurtWilhelm-Fay-Straße 15 and 24\$504,100\$15                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Ownership           Percentage           21,700         90.           27,100         90.           55,800         90.           94,600         90.           56,500         90.           01,400         90.           58,000         90. | 3%         204,390           3%         50,220           3%         \$544,140           3%         \$149,850           3%         91,260           3%         99,000 | Local<br>Currency<br>\$414,000<br>243,100<br>62,400<br>\$719,500<br>\$172,000<br>112,300 | USD <sup>(2)</sup><br>\$414,000<br>243,100<br>62,400<br>\$719,500<br>\$172,000<br>112,300 | Ownership<br>Percentage<br>90.0%<br>90.0%<br>90.0%<br>90.0%<br>90.0% | USD<br>at Share<br>\$372,600<br>218,790<br>56,160<br>\$647,550<br>\$154,800<br>101,070 | Local<br>\$83,070<br>14,400<br>5,940<br>\$103,410<br>\$4,950<br>9,810 | at Share<br>Local (%)<br>28.7%<br>7.0%<br>11.8%<br>19.0%<br>3.3%<br>10.7% | USD<br>\$83,070<br>14,400<br>5,940<br>\$103,410<br>\$4,950 | 7.0%<br>11.8%<br><b>19.0%</b><br>3.3%          |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------|----------------------------------------------------------------------|----------------------------------------------------------------------------------------|-----------------------------------------------------------------------|---------------------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------|
| Northern Virginia           44520 Hastings Drive         \$321,700         \$3           8217 Linton Hall Road         227,100         2           43831 Devin Shafron Drive         55,800         5           Northern Virginia: Total         \$604,600         \$66           Silicon Valley         3011 Lafayette Street         \$166,500         \$11           3011 Lafayette Street         \$166,500         \$11           1500 Space Park Drive         101,400         10           2401 Walsh Avenue <sup>(3)</sup> 110,000         1           2403 Walsh Avenue <sup>(3)</sup> 68,000         \$44           Toronto         371 Gough Road         C\$183,800         \$11           Toronto: Total         C\$183,800         \$11           Los Angeles         200 N. Nash Street         \$64,400         \$12           Subtotal         \$103,600         \$11           Subtotal         NM<\$1,21         \$12,21           Frankfurt         Wilhelm-Fay-Straße 15 and 24         €504,100         \$55 | 21,700       90.         27,100       90.         35,800       90.         34,600       90.         56,500       90.         91,400       90.         91,400       90.                                                                    | 0%       \$289,530         0%       204,390         0%       50,220 <b>0%       \$544,140</b> 0%       \$149,850         0%       91,260         0%       99,000     | \$414,000<br>243,100<br>62,400<br><b>\$719,500</b><br>\$172,000                          | \$414,000<br>243,100<br>62,400<br><b>\$719,500</b><br>\$172,000                           | 90.0%<br>90.0%<br>90.0%<br><b>90.0%</b><br>90.0%                     | \$372,600<br>218,790<br>56,160<br><b>\$647,550</b><br>\$154,800<br>101,070             | \$83,070<br>14,400<br>5,940<br><b>\$103,410</b><br>\$4,950<br>9,810   | 28.7%<br>7.0%<br>11.8%<br><b>19.0%</b><br>3.3%                            | \$83,070<br>14,400<br>5,940<br><b>\$103,410</b><br>\$4,950 | 28.7%<br>7.0%<br>11.8%<br><b>19.0%</b><br>3.3% |
| 44520 Hastings Drive       \$321,700       \$3         8217 Linton Hall Road       227,100       2         43831 Devin Shafron Drive       55,800       5         Northern Virginia: Total       \$604,600       \$66         Silicon Valley       3       3       3         3011 Lafayette Street       \$166,500       \$1         1500 Space Park Drive       101,400       10         2401 Walsh Avenue <sup>(3)</sup> 110,000       1         2403 Walsh Avenue <sup>(3)</sup> 68,000       5         Silicon Valley: Total       \$445,900       \$44         Toronto       3       5       5         371 Gough Road       C\$183,800       \$1         Toronto: Total       C\$183,800       \$1         Los Angeles       3015 Winona Avenue       39,200       5         200 N. Nash Street       \$64,400       \$1         Subtotal       NM       \$1,2         Frankfurt       Wilhelm-Fay-Straße 15 and 24       €504,100       \$5                                                                                  | 27,100     90.       55,800     90.       04,600     90.       56,500     90.       01,400     90.       10,000     90.                                                                                                                   | 3%         204,390           3%         50,220           3%         \$544,140           3%         \$149,850           3%         91,260           3%         99,000 | 243,100<br>62,400<br>\$719,500<br>\$172,000                                              | 243,100<br>62,400<br>\$719,500<br>\$172,000                                               | 90.0%<br>90.0%<br><b>90.0%</b><br>90.0%                              | 218,790<br>56,160<br>\$647,550<br>\$154,800<br>101,070                                 | 14,400<br>5,940<br>\$103,410<br>\$4,950<br>9,810                      | 7.0%<br>11.8%<br><b>19.0%</b><br>3.3%                                     | 14,400<br>5,940<br><b>\$103,410</b><br>\$4,950             | <b>19.0%</b><br>3.3%                           |
| 8217 Linton Hall Road       227,100       22         43831 Devin Shafron Drive       55,800       56         Northern Virginia: Total       \$604,600       \$66         Silicon Valley       3011 Lafayette Street       \$166,500       \$11         1500 Space Park Drive       101,400       10         2401 Walsh Avenue <sup>(3)</sup> 110,000       11         2403 Walsh Avenue <sup>(3)</sup> 68,000       56         Silicon Valley: Total       \$445,900       \$44         Toronto       371 Gough Road       C\$183,800       \$11         Toronto: Total       C\$183,800       \$11         Los Angeles       200 N. Nash Street       \$64,400       \$12         3015 Winona Avenue       39,200       51         Los Angeles: Total       \$103,600       \$11         Subtotal       NM       \$1,22         Frankfurt       Wilhelm-Fay-Straße 15 and 24       €504,100       \$15                                                                                                                            | 27,100     90.       55,800     90.       04,600     90.       56,500     90.       01,400     90.       10,000     90.                                                                                                                   | 3%         204,390           3%         50,220           3%         \$544,140           3%         \$149,850           3%         91,260           3%         99,000 | 243,100<br>62,400<br>\$719,500<br>\$172,000                                              | 243,100<br>62,400<br>\$719,500<br>\$172,000                                               | 90.0%<br>90.0%<br><b>90.0%</b><br>90.0%                              | 218,790<br>56,160<br>\$647,550<br>\$154,800<br>101,070                                 | 14,400<br>5,940<br>\$103,410<br>\$4,950<br>9,810                      | 7.0%<br>11.8%<br><b>19.0%</b><br>3.3%                                     | 14,400<br>5,940<br><b>\$103,410</b><br>\$4,950             | 7.0%<br>11.8%<br><b>19.0%</b><br>3.3%          |
| 43831 Devin Shafron Drive55,800Northern Virginia: Total\$604,600Silicon Valley3011 Lafayette Street\$166,5001500 Space Park Drive101,400100 Space Park Drive101,4002401 Walsh Avenue <sup>(3)</sup> 68,0002403 Walsh Avenue <sup>(3)</sup> 68,000Silicon Valley: Total\$445,900371 Gough RoadC\$183,800Toronto: TotalC\$183,800200 N. Nash Street\$64,4003015 Winona Avenue39,200Los Angeles: Total\$103,600SubtotalNMFrankfurtWillelm-Fay-Straße 15 and 24€504,100                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 55,800 90.<br><b>14,600 90.</b><br>56,500 90.<br>11,400 90.<br>10,000 90.                                                                                                                                                                 | %         50,220           %         \$544,140           %         \$149,850           %         91,260           %         99,000                                   | 62,400<br>\$719,500<br>\$172,000                                                         | 62,400<br>\$719,500<br>\$172,000                                                          | 90.0%<br><b>90.0%</b><br>90.0%                                       | 56,160<br><b>\$647,550</b><br>\$154,800<br>101,070                                     | 5,940<br><b>\$103,410</b><br>\$4,950<br>9,810                         | 11.8%<br><b>19.0%</b><br>3.3%                                             | 5,940<br><b>\$103,410</b><br>\$4,950                       | 11.8%<br><b>19.0%</b><br>3.3%                  |
| Northern Virginia: Total\$604,600\$60Silicon Valley3011 Lafayette Street\$166,500\$111500 Space Park Drive101,400102401 Walsh Avenue (3)100,00012403 Walsh Avenue (3)68,0005Silicon Valley: Total\$445,900\$44Toronto371 Gough RoadC\$183,800\$11Toronto: TotalC\$183,800\$11Los Angeles3015 Winona Avenue39,200\$11SubtotalNM\$1,21FrankfurtYung Straße 15 and 24\$504,100\$5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <b>94,600 90</b> .<br>56,500 90.<br>91,400 90.                                                                                                                                                                                            | %         \$544,140           0%         \$149,850           0%         91,260           0%         99,000                                                           | <b>\$719,500</b><br>\$172,000                                                            | <b>\$719,500</b><br>\$172,000                                                             | <b>90.0%</b>                                                         | <b>\$647,550</b><br>\$154,800<br>101,070                                               | <b>\$103,410</b><br>\$4,950<br>9,810                                  | <b>19.0%</b><br>3.3%                                                      | <b>\$103,410</b><br>\$4,950                                |                                                |
| Silicon Valley3011 Lafayette Street\$166,500\$113000 Space Park Drive101,400102401 Walsh Avenue100,000102403 Walsh Avenue68,000103013 Walsh Avenue68,00010Silicon Valley: Total\$445,900\$44Toronto712453,800\$11371 Gough RoadC\$183,800\$11Toronto: TotalC\$183,800\$11Los Angeles3015 Winona Avenue39,200\$12SubtotalNM\$1,21FrankfurtY504,100\$55                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 56,500 90.<br>01,400 90.<br>10,000 90.                                                                                                                                                                                                    | 0% \$149,850<br>0% 91,260<br>0% 99,000                                                                                                                               | \$172,000                                                                                | \$172,000                                                                                 | 90.0%                                                                | \$154,800<br>101,070                                                                   | \$4,950<br>9,810                                                      | 3.3%                                                                      | \$4,950                                                    | 3.3%                                           |
| 3011 Lafayette Street       \$166,500       \$11         30011 Lafayette Street       \$166,500       \$11         1500 Space Park Drive       101,400       10         2401 Walsh Avenue       110,000       1         2403 Walsh Avenue       68,000       1         2403 Walsh Avenue       68,000       1         Silicon Valley: Total       \$445,900       \$44         Toronto       371 Gough Road       C\$183,800       \$11         Toronto: Total       C\$183,800       \$11         Los Angeles       200 N. Nash Street       \$64,400       \$13         3015 Winona Avenue       39,200       31         Los Angeles: Total       \$103,600       \$11         Subtotal       NM       \$1,22         Frankfurt       Wilhelm-Fay-Straße 15 and 24       €504,100       \$55                                                                                                                                                                                                                                     | 901,400 90.<br>10,000 90.                                                                                                                                                                                                                 | 91,260           9%         99,000                                                                                                                                   |                                                                                          |                                                                                           |                                                                      | 101,070                                                                                | 9,810                                                                 |                                                                           |                                                            | 3.3%                                           |
| 1500 Space Park Drive       101,400       10         2401 Walsh Avenue <sup>(3)</sup> 110,000       1         2403 Walsh Avenue <sup>(3)</sup> 68,000       5         Silicon Valley: Total       \$445,900       \$44         Toronto       5       5         371 Gough Road       C\$183,800       \$1         Toronto: Total       C\$183,800       \$1         Los Angeles       200 N. Nash Street       \$64,400       \$1         3015 Winona Avenue       39,200       \$1         Los Angeles: Total       \$103,600       \$11         Subtotal       NM       \$1,2         Frankfurt       Wilhelm-Fay-Straße 15 and 24       €504,100       \$5                                                                                                                                                                                                                                                                                                                                                                       | 901,400 90.<br>10,000 90.                                                                                                                                                                                                                 | 91,260           9%         99,000                                                                                                                                   |                                                                                          |                                                                                           |                                                                      | 101,070                                                                                | 9,810                                                                 |                                                                           |                                                            |                                                |
| 2401 Walsh Avenue <sup>(3)</sup> 110,000       1         2403 Walsh Avenue <sup>(3)</sup> 68,000       68,000         Silicon Valley: Total       \$445,900       \$44         Toronto       371 Gough Road       C\$183,800       \$11         Toronto: Total       C\$183,800       \$11         Los Angeles       200 N. Nash Street       \$64,400       \$13         3015 Winona Avenue       39,200       \$10         Los Angeles: Total       \$103,600       \$11         Subtotal       NM       \$1,2         Frankfurt       ¥04,100       \$15                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 10,000 90.                                                                                                                                                                                                                                | 99,000                                                                                                                                                               | 112,300<br>_<br>_                                                                        | 112,300<br>_                                                                              | 90.0%                                                                |                                                                                        | -                                                                     | 10.7%                                                                     | 0.010                                                      | 10 70/                                         |
| 2403 Walsh Avenue <sup>(3)</sup> 68,000         Silicon Valley: Total       \$445,900         Toronto       371 Gough Road       C\$183,800         371 Gough Road       C\$183,800       \$11         Toronto: Total       C\$183,800       \$11         Los Angeles       200 N. Nash Street       \$64,400       \$13         3015 Winona Avenue       39,200       \$14         Los Angeles: Total       \$103,600       \$11         Subtotal       NM       \$1,21         Frankfurt       Wilhelm-Fay-Straße 15 and 24       €504,100       \$55                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                           |                                                                                                                                                                      | -                                                                                        | -                                                                                         | -                                                                    |                                                                                        |                                                                       |                                                                           | 9,810                                                      | 10.7%                                          |
| Silicon Valley: Total\$445,900\$44Toronto371 Gough RoadC\$183,800\$11Toronto: TotalC\$183,800\$11Los Angeles200 N. Nash Street\$64,400\$13015 Winona Avenue39,200\$1Los Angeles: Total\$103,600\$11SubtotalNM\$1,21Frankfurt¥504,100\$5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 58,000 90.                                                                                                                                                                                                                                | 0% 61,200                                                                                                                                                            | -                                                                                        |                                                                                           |                                                                      | _                                                                                      | (99,000)                                                              | NM                                                                        | (99,000)                                                   | NM                                             |
| Toronto371 Gough RoadC\$183,800\$1Toronto: TotalC\$183,800\$1Los Angeles200 N. Nash Street\$64,400\$13015 Winona Avenue39,200\$1Los Angeles: Total\$103,600\$11SubtotalNM\$1,2Frankfurt¥104,100\$5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                           |                                                                                                                                                                      |                                                                                          | -                                                                                         | -                                                                    | -                                                                                      | (61,200)                                                              | NM                                                                        | (61,200)                                                   | NM                                             |
| 371 Gough RoadC\$183,800\$1.Toronto: TotalC\$183,800\$1.Los Angeles200 N. Nash Street\$64,400\$1.3015 Winona Avenue39,200\$1.Los Angeles: Total\$103,600\$1.SubtotalNM\$1,2:Frankfurt\$104,100\$5.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 15,900 90.                                                                                                                                                                                                                                | 9% \$401,310                                                                                                                                                         | \$284,300                                                                                | \$284,300                                                                                 | 90.0%                                                                | \$255,870                                                                              | (\$145,440)                                                           | (36.2%)                                                                   | (\$145,440)                                                | (36.2%)                                        |
| Toronto: TotalC\$183,800\$12Los Angeles\$200 N. Nash Street\$64,400\$3015 Winona Avenue39,200\$Los Angeles: Total\$103,600\$11SubtotalNM\$1,22Frankfurt\$\$504,100\$5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                           |                                                                                                                                                                      |                                                                                          |                                                                                           |                                                                      |                                                                                        |                                                                       |                                                                           |                                                            |                                                |
| Los Angeles200 N. Nash Street\$64,400\$13015 Winona Avenue39,200\$1Los Angeles: Total\$103,600\$11SubtotalNM\$1,21FrankfurtY\$100,000Wilhelm-Fay-Straße 15 and 24€504,100\$5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 38,787 90.                                                                                                                                                                                                                                | \$124,909                                                                                                                                                            | C\$195,700                                                                               | \$136,051                                                                                 | 90.0%                                                                | \$122,446                                                                              | C\$10,710                                                             | 6.5%                                                                      | (\$2,463)                                                  | (2.0%)                                         |
| 200 N. Nash Street\$64,400\$3015 Winona Avenue39,2003Los Angeles: Total\$103,600\$10SubtotalNM\$1,20Frankfurt\$Wilhelm-Fay-Straße 15 and 24€504,100\$5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 88,787 90.                                                                                                                                                                                                                                | \$124,909                                                                                                                                                            | C\$195,700                                                                               | \$136,051                                                                                 | 90.0%                                                                | \$122,446                                                                              | C\$10,710                                                             | 6.5%                                                                      | (\$2,463)                                                  | (2.0%)                                         |
| 3015 Winona Avenue       39,200         Los Angeles: Total       \$103,600         Subtotal       NM         Frankfurt         Wilhelm-Fay-Straße 15 and 24       €504,100                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                           |                                                                                                                                                                      |                                                                                          |                                                                                           |                                                                      |                                                                                        |                                                                       |                                                                           |                                                            |                                                |
| Los Angeles: Total\$103,600\$10SubtotalNM\$1,20Frankfurt¥100\$50Wilhelm-Fay-Straße 15 and 24€504,100\$50                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 54,400 90.                                                                                                                                                                                                                                | )% \$57,960                                                                                                                                                          | \$61,100                                                                                 | \$61,100                                                                                  | 90.0%                                                                | \$54,990                                                                               | (\$2,970)                                                             | (5.1%)                                                                    | (\$2,970)                                                  | (5.1%)                                         |
| SubtotalNM\$1,2FrankfurtWilhelm-Fay-Straße 15 and 24€504,100\$5.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 9,200 90.                                                                                                                                                                                                                                 | 35,280                                                                                                                                                               | 49,500                                                                                   | 49,500                                                                                    | 90.0%                                                                | 44,550                                                                                 | 9,270                                                                 | 26.3%                                                                     | 9,270                                                      | 26.3%                                          |
| Frankfurt<br>Wilhelm-Fay-Straße 15 and 24 €504,100 \$5.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 90.                                                                                                                                                                                                                                       | \$93,240                                                                                                                                                             | \$110,600                                                                                | \$110,600                                                                                 | 90.0%                                                                | \$99,540                                                                               | \$6,300                                                               | 6.8%                                                                      | \$6,300                                                    | 6.8%                                           |
| Wilhelm-Fay-Straße 15 and 24 €504,100 \$5.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 92,887                                                                                                                                                                                                                                    | \$1,163,599                                                                                                                                                          | NM                                                                                       | \$1,250,451                                                                               |                                                                      | \$1,125,406                                                                            | NM                                                                    | (0.9%)                                                                    | (\$38,193)                                                 | (3.3%)                                         |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                           |                                                                                                                                                                      |                                                                                          |                                                                                           |                                                                      |                                                                                        |                                                                       |                                                                           |                                                            |                                                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 56,480 25.                                                                                                                                                                                                                                | )% \$139,120                                                                                                                                                         | €581,000                                                                                 | \$601,570                                                                                 | 65.0%                                                                | \$391,021                                                                              | €251,625                                                              | 199.7%                                                                    | \$251,901                                                  | 181.1%                                         |
| Frankfurt: Total €504,100 \$5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 6,480 25.                                                                                                                                                                                                                                 | \$139,120                                                                                                                                                            | €581,000                                                                                 | \$601,570                                                                                 | 65.0%                                                                | \$391,021                                                                              | €251,625                                                              | 199.7%                                                                    | \$251,901                                                  | 181.1%                                         |
| <u>Osaka</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                           |                                                                                                                                                                      |                                                                                          |                                                                                           |                                                                      |                                                                                        |                                                                       |                                                                           |                                                            |                                                |
| Digital Osaka 2 ¥78,000,000 \$5.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                           | )% \$55,302                                                                                                                                                          | ¥84,600,000                                                                              | \$538,141                                                                                 | 20.0%                                                                | \$107,628                                                                              | ¥9,120,000                                                            | 116.9%                                                                    | \$52,326                                                   | 94.6%                                          |
| Osaka: Total ¥78,000,000 \$5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 53,020 10.                                                                                                                                                                                                                                | )% \$55, <b>30</b> 2                                                                                                                                                 | ¥84,600,000                                                                              | \$538,141                                                                                 | 20.0%                                                                | \$107,628                                                                              | ¥9,120,000                                                            | 116.9%                                                                    | \$52,326                                                   | 94.6%                                          |

Local currency figures as at 31 December 2023 converted based on a CAD:USD exchange rate of 0.76, a EUR:USD exchange rate of 1.10 and a JPY:USD exchange rate of 0.007.
 Local currency figures as at 31 December 2024 converted based on a CAD:USD exchange rate of 0.70, a EUR:USD exchange rate of 1.04 and a JPY:USD exchange rate of 0.006.
 Disposed on 12 January 2024.



# FINANCIAL **OVERVIEW**



## **STABLE EARNINGS PROFILE**

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

| (in USD thousands, except per unit)              | Full Year Ended  |                  |              |  |  |  |
|--------------------------------------------------|------------------|------------------|--------------|--|--|--|
|                                                  | 31 December 2024 | 31 December 2023 | Variance (%) |  |  |  |
| Revenue                                          | \$102,274        | \$102,591        | (0.3%)       |  |  |  |
| Property Expenses                                | (40,442)         | (39,541)         | 2.3%         |  |  |  |
| Net Property Income ("NPI")                      | \$61,832         | \$63,050         | (1.9%)       |  |  |  |
| Cash NPI                                         | \$61,485         | \$66,123         | (7.0%)       |  |  |  |
| Cash NPI "same store basis" <sup>(1)</sup>       | \$59,092         | \$58,688         | 0.7%         |  |  |  |
| Other Income <sup>(2)</sup>                      | 13,163           | 6,106            | >100         |  |  |  |
| Finance Expenses                                 | (25,122)         | (26,190)         | (4.1%)       |  |  |  |
| Trust and Other Expenses                         | (10,128)         | (11,544)         | (12.3%)      |  |  |  |
| Unrealised foreign exchange                      | 8,597            | (2,722)          | NM           |  |  |  |
| Share of Result of Associates <sup>(2)</sup>     | 16,601           | (15,881)         | NM           |  |  |  |
| Remeasurement loss                               | (11,144)         | -                | NM           |  |  |  |
| Fair value change in derivatives                 | 71               | -                | NM           |  |  |  |
| Net Fair Value Change Investment Properties      | 251,601          | (139,197)        | NM           |  |  |  |
| Tax Expense                                      | (40,021)         | 9,648            | NM           |  |  |  |
| Profit for the Period                            | \$265,450        | (\$116,730)      | NM           |  |  |  |
| Profit Attributable to Non-Controlling Interests | (60,069)         | 8,145            | NM           |  |  |  |
| Net Profit Attributable to Unitholders           | \$205,381        | (\$108,585)      | NM           |  |  |  |
| Distribution Adjustments                         | (159,390)        | 150,069          | NM           |  |  |  |
| Distributable Income Attributable to Unitholders | \$45,991         | \$41,484         | 10.9%        |  |  |  |
| Units in Issue                                   | 1,300,294        | 1,126,098        | 15.5%        |  |  |  |
| Distribution per Unit (U.S. cents)               | 3.60             | 3.70             | (2.7%)       |  |  |  |
| Unit Price (Closing)                             | \$0.580          | \$0.645          | (10.1%)      |  |  |  |
| Distribution Yield (%)                           | 6.21%            | 5.74%            | 47 bps       |  |  |  |

Excludes the effects of the straight-line rents and the respective contributions from the newly acquired Frankfurt Facility and the divested 2401 Walsh Avenue and 2403 Walsh Avenue.
 Variance primarily due to the pro-rata share of the fair value gain in investment property of Digital Osaka 2.

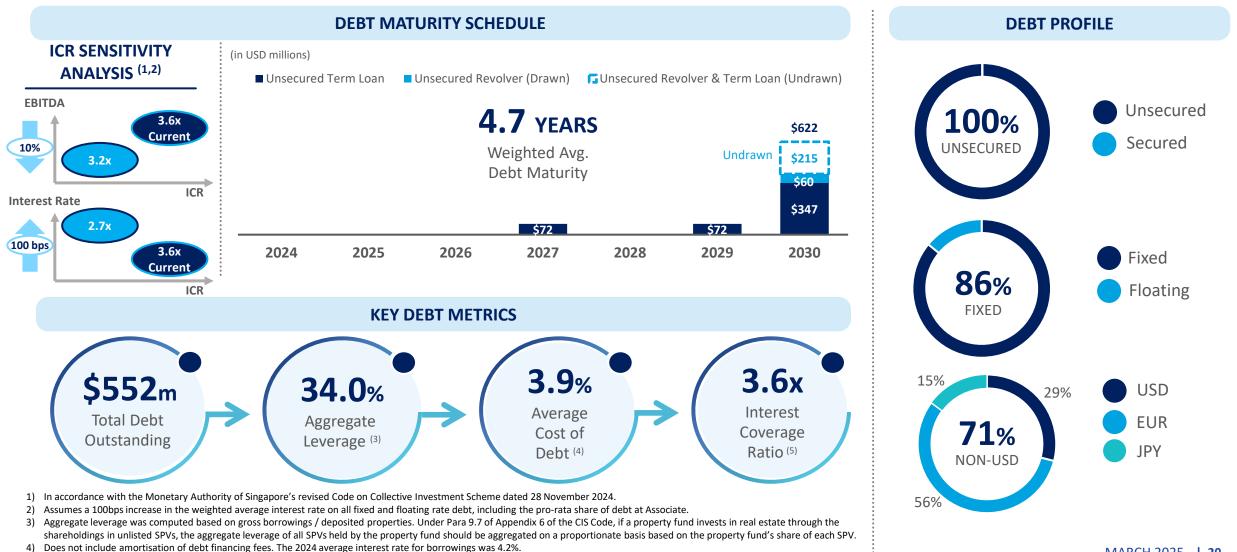
# **INITIAL SCALE POSITIONED FOR SUBSTANTIAL GROWTH**

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

| (in USD thousands, except per unit)                     | As at            |                  |              |  |  |
|---------------------------------------------------------|------------------|------------------|--------------|--|--|
|                                                         | 31 December 2024 | 31 December 2023 | Variance (%) |  |  |
| Investment Properties                                   | 1,852,018        | 1,114,887        | 66.1%        |  |  |
| Investment Properties held for sale                     | -                | 178,000          | (100%)       |  |  |
| Other investments                                       | 94,632           | 188,613          | (49.8%)      |  |  |
| Other Assets                                            | 68,019           | 27,537           | >100%        |  |  |
| Total Assets                                            | \$2,014,669      | \$1,509,037      | 33.5%        |  |  |
| Gross Borrowings                                        | 552,349          | 558,915          | (1.2%)       |  |  |
| Shareholder Loan                                        | 105,174          | -                | NM           |  |  |
| Other Liabilities                                       | 77,772           | 30,491           | >100%        |  |  |
| Total Liabilities                                       | \$735,295        | \$589,406        | 24.8%        |  |  |
| Unitholders' Funds                                      | \$1,044,049      | \$790,475        | 32.1%        |  |  |
| Non-controlling interests                               | 235,325          | 129,156          | 82.2%        |  |  |
| Total Equity                                            | \$1,279,374      | \$919,631        | 39.1%        |  |  |
| Total Liabilities and Equity                            | \$2,014,669      | \$1,509,037      | 33.5%        |  |  |
| Units in issue and issuable (in thousands)              | 1,321,588        | 1,142,626        | 15.7%        |  |  |
| Net Asset Value per Unit (US\$)                         | \$0.79           | \$0.69           | 14.5%        |  |  |
| Adjusted Net Asset Value per Unit (US\$) <sup>(1)</sup> | \$0.77           | \$0.67           | 14.9%        |  |  |
| Unit Price (as at Reporting Date) (US\$)                | \$0.580          | \$0.645          | (10.1%)      |  |  |

# SIGNIFICANT DEBT CAPACITY AND FLEXIBILITY TO GROW

Healthy Leverage and Flexible Capital Structure Positioned to Fuel Growth



5) 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**

Sprawl Continues, but Q4 was all about Core Ashburn

Activity in Northern Virginia remains focused on site selection, with Dominion enhancing its transmission network and providers migrating south toward Henrico County. Limited space and power in core Ashburn persist, driven by hyperscale demand and AI developments.

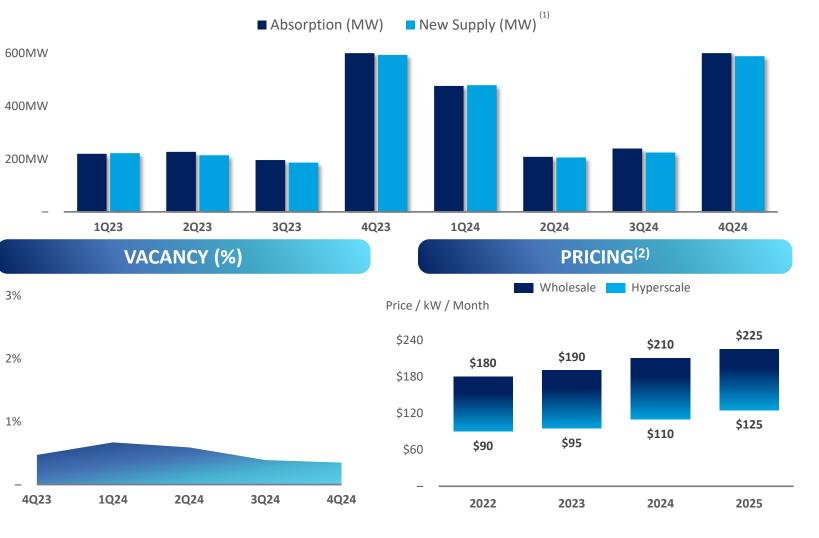
Community concerns about data center projects are growing. In Leesburg, the Greenlin Park project, initially approved by the Planning Commission in July 2024, was restructured after a September public hearing. A planned November vote was postponed by JK Land Holdings. In Prince William County, Stack Infrastructure's project outside the Data Center Overlay District faces delays, with no new review date set, raising questions about local support. In Mecklenburg County, TecFusions postponed its expansion to January 2025 due to rezoning needs and community awareness issues.

Land acquisition for new projects continues. Iron Mountain purchased 40 acres in Manassas for two data centers with 150 MW of power. Avaio Digital Partners secured 452 acres in Appomattox County for a \$3 billion campus, boasting 300 MW of power, though timelines are uncertain.

#### 4Q 2024 Northern Virginia Development Activity:

- JK Land Holdings postpones vote to rezone 81 acres to industrial park for a 2.1 million SF data center and substation between Sycolin Road and Dulles Greenway; a replacement meeting date has not yet been set
- Yondr officially launches first 48 MW of data center on campus in Loudoun County. The second phase, also 48 MW, is currently being constructed at the site
- Iron Mountain purchases 40-acre property in Manassas for \$113,500,000. Iron Mountain plans to build 2 buildings totaling 150 MW and an on-site substation. (\$2,846,124/acre)
- Avaio Digital Partners is planning 300 MW+ data center campus on a 452-acre site at 7561 Richmond Highway, Appomattox, VA





Source: datacenterHawk as of January 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**

#### Pacific Gas and Electric receives \$15 billion loan for grid improvements

The recent boom in data center demand has caused strain on utility providers everywhere. The strain ranges from electricity generation to transmission and distribution. Additional infrastructure needs to be built, and aging infrastructure needs to be replaced. Pacific Gas & Electric Company, a California utility is awarded a \$15 billion loan to draw from and make such improvements. Hydropower generation will be increased as will battery energy storage capacity. Upgrading of transmission capacity will also take place from these funds. The funds come from the Energy Infrastructure Reinvestment project at the US Department of Energy's Loan Programs Office.

#### 4Q 2024 Northern California Development Activity:

- Prime files application for second building at Sacramento campus in McClellan Business Park. The 2-story building is planned to have 18 MW of IT power.
- A Mitigated Negative Declaration is filed for 1977 Saturn Data Center project with CEQA to build a 1-story data center and substation. The project is tied to StratCap who was acquired by HMC Capital early 2024.

#### Absorption (MW) New Supply (MW) 90MW 60MW 30MW 1Q23 3Q23 1Q24 2Q24 4Q24 2023 4Q23 3024 VACANCY (%) PRICING<sup>(2)</sup> Wholesale Hyperscale 6% Price / kW / Month \$245 \$245 \$240 \$210 \$200 4% \$180 \$150 \$150 \$120 \$135 2% \$125 \$60 4Q23 1Q24 2Q24 3Q24 4Q24 2022 2023 2024 2025

#### **ABSORPTION AND SUPPLY**

Source: datacenterHawk as of January 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.

# TORONTO

#### **KEY DEVELOPMENTS**

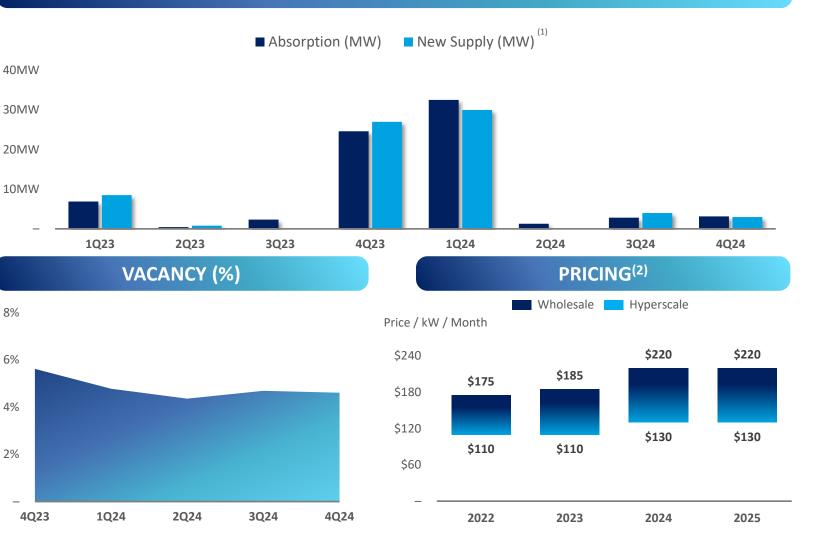
#### **Canada Commits to AI Growth**

The Canadian federal government launched an initiative to fund public supercomputing infrastructure and make computing power available for Canadian AI researchers and companies, named the Canadian Sovereign AI Compute Strategy. This strategy includes CA\$1.3 billion for computing infrastructure and CA\$700 million for AI enabled data centers. Torontobased AI startup Cohere receives the first commitment from the Strategic Innovation Fund in the amount of CA\$240 million. Cohere is partnering with CoreWeave, an American company, to build a multibillion-dollar AI data center. The exact location for this data center has not been specified at this time.

#### 4Q 2024 Toronto Development Activity:

 London-based data center developer and operator, Yondr is developing a 3-story, 27 MW facility at 3125 Steeles Avenue East in Markham, ON. Facility is expected to be ready for service mid-2026

#### **ABSORPTION AND SUPPLY**



Source: datacenterHawk as of January 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**

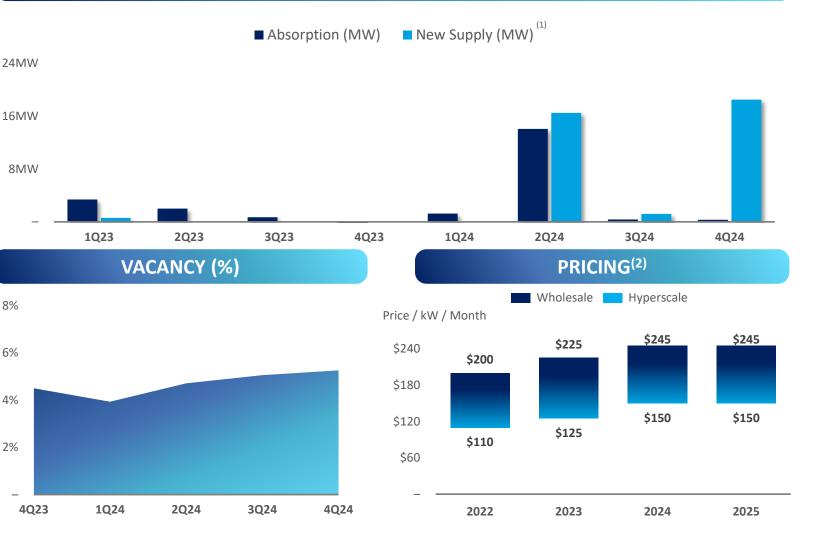
#### **KEY DEVELOPMENTS**

#### Los Angeles market gains traction

After many years with little to no new projects active simultaneously, growth in Los Angeles has picked up. In the city of Vernon, just south of downtown Los Angeles, Coresite and Goodman both own properties on E. Vernon Avenue where data centers are currently being planned. Not far from Coresite's new purchase, Prime finalized construction on their fully preleased facility. In Downtown LA, Digital Realty brings additional capacity online at LAX10 as plans move forward for LAX13. Also downtown, GI Partners 15 MW expansion into additional floors at One Wilshire progresses.

#### 4Q 2024 Los Angeles Development Activity:

- Prime completes construction of LAX01-01, a three-story, 33 MW facility at 4701 South Santa Fe Avenue. The facility is fully leased between 2 tenants
- CoreSite purchases 7.05-acre industrial site in Vernon for redevelopment. 1925 and 1936 E Vernon Avenue sold for \$61,500,000 (\$8,723,404/acre)
- Digital Realty files Notice of Preparation of Environmental Impact Report for planned facility at 727 S. Grand Avenue, Los Angeles. Public comment period is currently ongoing



#### **ABSORPTION AND SUPPLY**

Source: datacenterHawk as of January 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%

# FRANKFURT

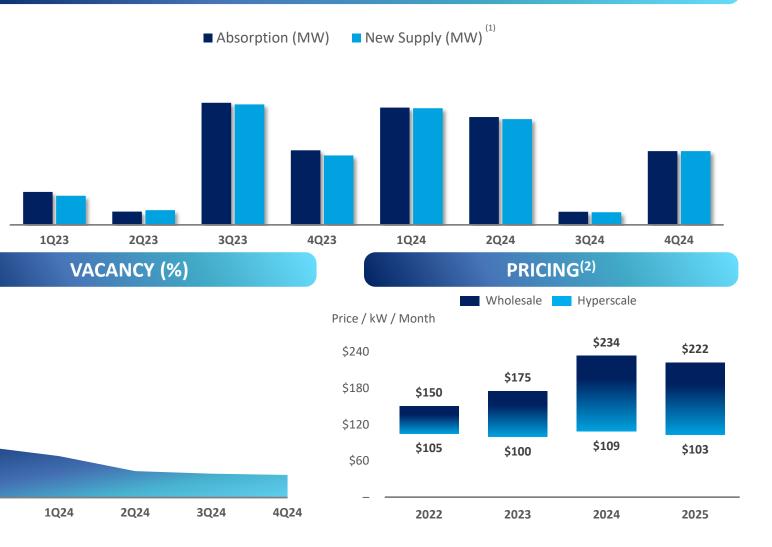
#### **KEY DEVELOPMENTS**

#### Elevated demand driving pre-leasing prior to planning approval

Hyperscale providers continue to drive pre-leasing activity, often on entire planned campus developments. An emerging trend, however, is that many of these campuses are reserved ahead of planning consent, with options for contract cancellation if approval is not received. AI workload demands continue to hamper construction start dates as liquid cooling designs are re-assessed, both from a design and capacity planning perspective. Further afield, Microsoft has announced plans to invest €3.2B in developing a new cloud region in the Rhein-Erft district, west of Cologne.

#### 4Q 2024 Frankfurt Development Activity:

- IBM has launched its second quantum data center in Ehningen, Germany, featuring three systems, including one with its 156-qubit Heron processor, accessible via IBM's cloud service
- Goodman Group received approval to build a 100MW data center, FRA02, in Neu-Isenburg near Frankfurt
- Envia Tel is expanding its Leipzig 2 data center, adding 1,000 sqm to accommodate 20,000 more servers. Commissioning planned for summer 2025
- euNetworks has launched a new long-haul fiber route connecting Frankfurt and Paris, designed to meet growing bandwidth demand between these major European data center hubs
- Yondr Group has completed the first 20MW phase of its 40MW hyperscale data center in Bischofsheim, near Frankfurt
- Rheinbahn, Düsseldorf's public transport operator, plans to build a five-story data center at its Lierenfelder Straße premises
- NorthC Datacenters is expanding its footprint in Frankfurt, with plans for a second data center in Frankfurt. The new facility will offer 1.5 MW in Phase 1, scaling up to a total of 10.5 MW



**ABSORPTION AND SUPPLY** 

#### Source: datacenterHawk as of January 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.

200MW

150MW

100MW

50MW

3%

2%

1%

4Q23

# **OSAKA**

#### **KEY DEVELOPMENTS**

### Japanese authorities signal that nuclear energy is no longer to be minimized in its long term energy planning

Recent developments in the nuclear power industry have positive implications for future power generation nationwide. In November, NE Japan restarted the 825 MW Onagawa No. 2 nuclear reactor, the first Boiling Water Reactor (BWR) to resume operation since the Fukushima Daiichi disaster 13 years ago. This brings the total number of operational reactors to 13 out of 54 pre-accident.

In December, the government released a draft update to its Strategic Energy Plan, dropping its prior commitment to minimizing nuclear dependence. The draft advocates for developing "next-generation advanced reactors," with the finalized plan expected by March 2025.

#### Osaka's growing appeal as a development hub

Osaka is gaining traction as an alternative to Tokyo for development, offering easier power access and more sites. Companies like SoftBank and KDDI are investing in AI data center infrastructure, boosting Osaka's appeal.

#### 4Q 2024 Osaka Development Activity:

- Ares Management acquired GLP Capital Partners' international business (excluding Greater China) to meet growing hyperscale and enterprise data center demand
- DigitalBridge purchased a majority stake in JTower for JPY70.1 billion (US\$466 million) and plans to privatize the company
- NTT Data selected Oracle Alloy to enhance sovereign cloud services in Japan
- SoftBank, GMO Internet Group, KDDI, and other cloud providers are deploying Nvidia AI infrastructure
- KDDI signed an MoU with Sharp Corporation to acquire and convert a former Osaka manufacturing plant into an Al-ready data center

Source: datacenterHawk as of January 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.

80MW

60MW

40MW

20MW

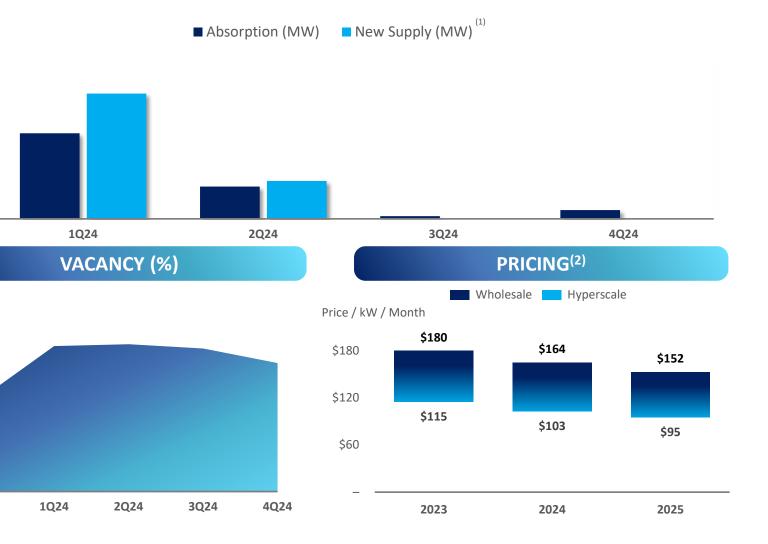
15%

10%

5%

4Q23

#### **ABSORPTION AND SUPPLY**



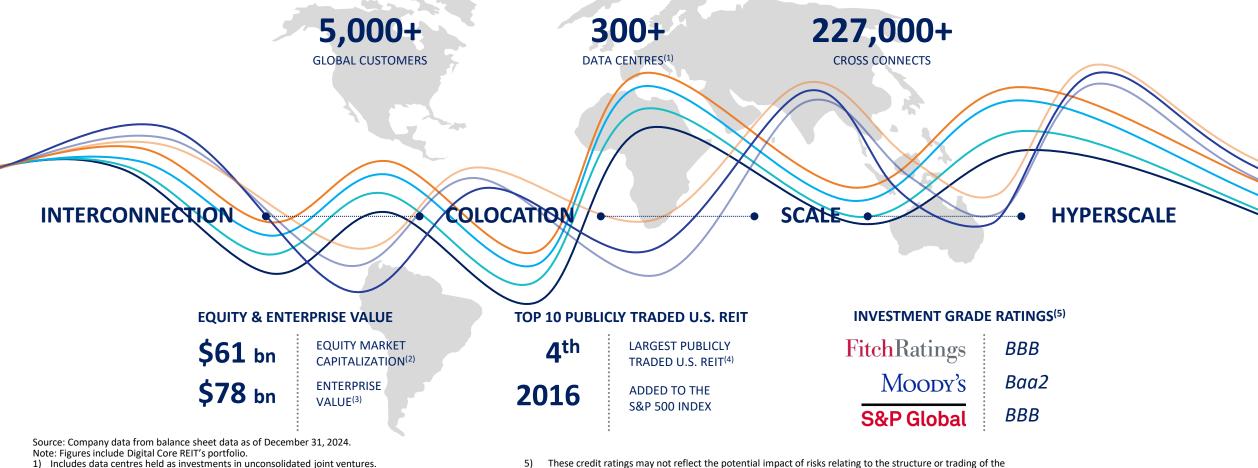


# APPENDIX ADDITIONAL INFORMATION





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



- 2) As of December 31, 2024.
- Total enterprise value calculated as the market value of common equity as of December 31, 2024, plus liquidation value of preferred equity and total debt at balance sheet carrying value as of December 31, 2024.
- 4) U.S. REITs within the RMZ. Ranked by market cap as of December 31, 2024. Source: Bloomberg.

5) 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



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



**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
- + 4<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

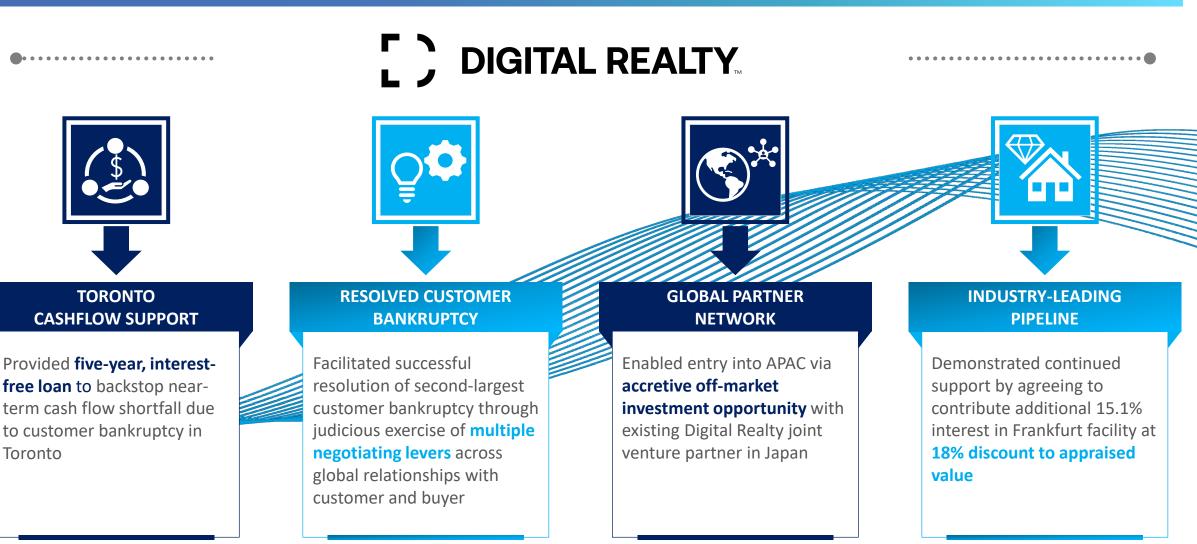
- + Serving **50+** markets across 25+ countries on **six** continents
- + 3,500+ full-time employees throughout global organization
- + Global teams focused on design & construction, data centre operations and sales & marketing

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 2) As of December 31, 2024.

# DEMONSTRATED SPONSOR SUPPORT

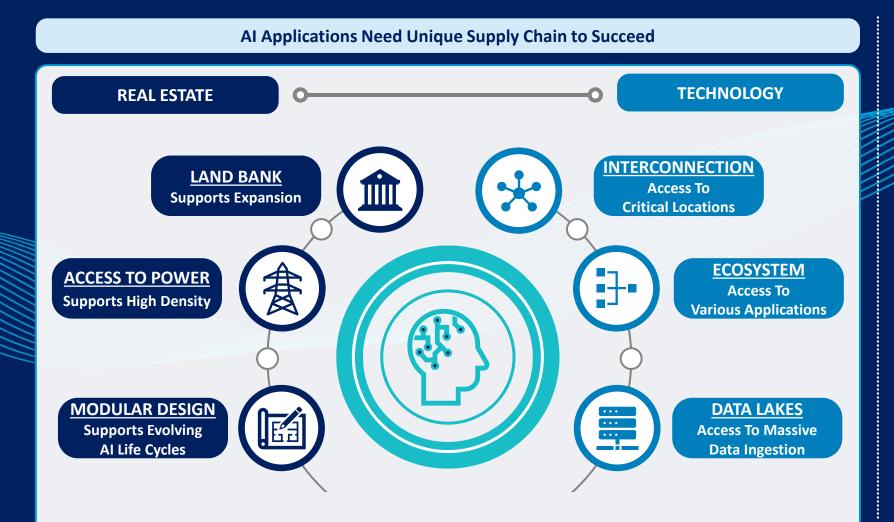
**Dedicated Sponsor Fully Committed to Digital Core REIT's Near- and Long-Term Success** 

Toronto



# **TECHNOLOGY PLATFORM SHIFT**

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



#### **Key Takeaways**

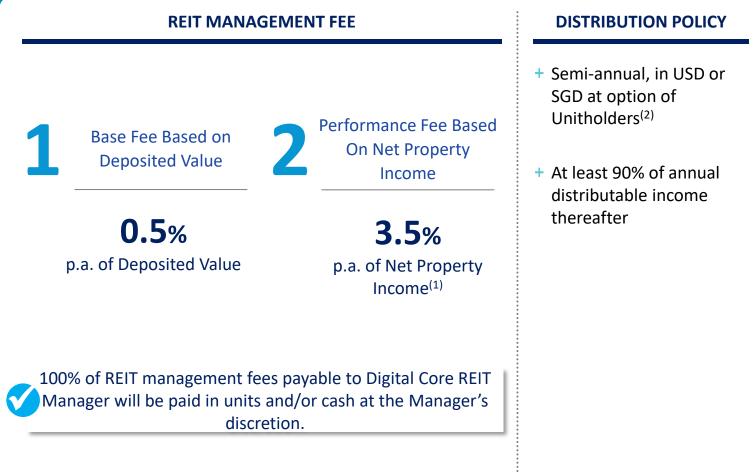
- Data centres will continue to support the next generation of AI workloads
- Al is driving new and evolving generation of chips, network equipment and storage infrastructure into the data centre
- Power density (kW per rack) expected continue to increase over time
- End-users expect Al-related CapEx 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**

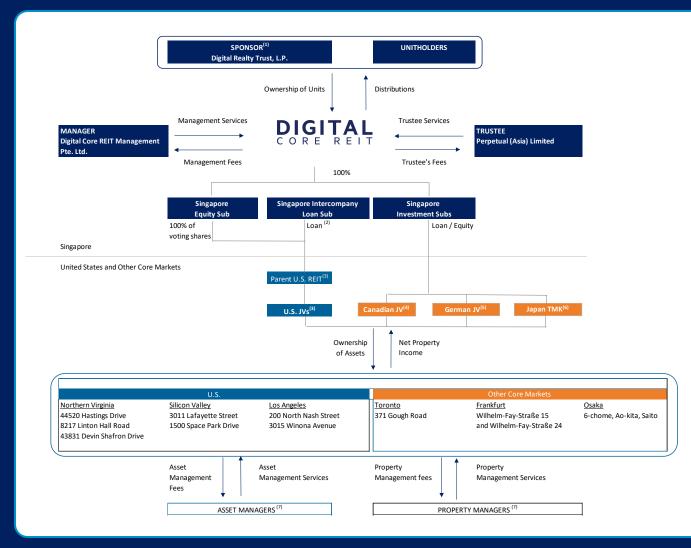
**REIT Manager incentivized to Maximize Unitholder Value** 





## **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.
- 2) 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.
- 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. Each U.S. JV holds 100% of a U.S. Subsidiary, and each such U.S. Subsidiary holds one Property.
- 4) A wholly-owned Singapore Investment Subsidiary holds 90% of the Canadian JV with a wholly-owned subsidiary of the Sponsor holding the other 10% of the Canadian JV. The Canadian JV holds 100% of the Canadian Subsidiary, and the Canadian Property is held by the Canadian Subsidiary on behalf of the Canadian JV (i.e. the registered owner is the Canadian Subsidiary and the beneficial owner is the Canadian JV).
- 5) A wholly-owned Singapore Investment Subsidiary holds 65% of the German JV with a wholly-owned subsidiary of the Sponsor holding the other 45% of the German JV. The German Property is 100% held by the German JV.
- 6) A Japan branch of a wholly-owned Singapore Investment Subsidiary holds 20% of the Japan TMK with a wholly-owned subsidiary of the Sponsor holding the other 50% and Mitsubishi Corporation holding the remaining 30% of the Japan TMK. The Japan Property is 100% held by the Japan TMK.
- 7) The asset managers and the property managers are wholly-owned subsidiaries of the Sponsor.

Information as at 31 December 2024. 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 84%<sup>(1)</sup>

#### **Accelerating Demand**

 AI trends driving acceleration in global digital infrastructure demand

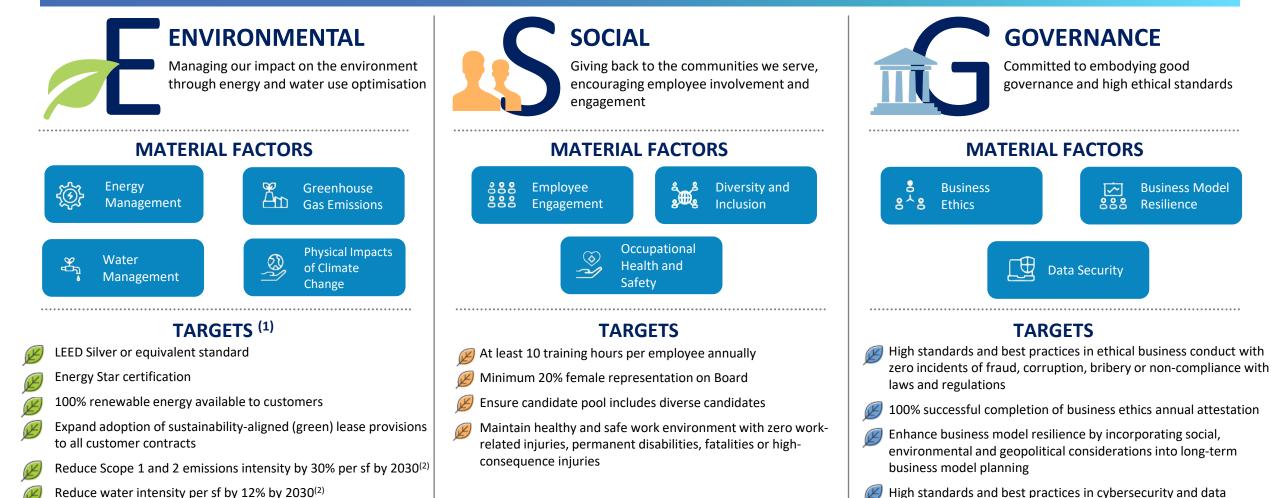
# **KEY INVESTMENT HIGHLIGHTS**

#### 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 3 April 2024.

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

100% successful completion of Annual Security Awareness Training

protection with no non-compliance with data privacy laws

**Business Model** 

Resilience

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

#### AOIWASAKA 粟生岩阪

#### <u>KIX11</u>

- Second data centre built on Osaka campus
- Completed in 2019
- 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>KIX12</u>

- Third data centre built on Osaka campus
- Completed in 2021

#### <u>KIX10</u>

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

# DIGITAL COREREIT

Growth

Core Sustainable