





Proposed Acquisition of a Portfolio of 11 Data Centres in Europe 17 March 2021

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Agenda

- Acquisition and Portfolio Overview
- Key Merits of the Investment
- Asset Management
- Funding and Forex Risk Management
- Pro Forma Financial & Portfolio Impact
- Benefits to Ascendas Reit & Unitholders
- Appendix: Property Details

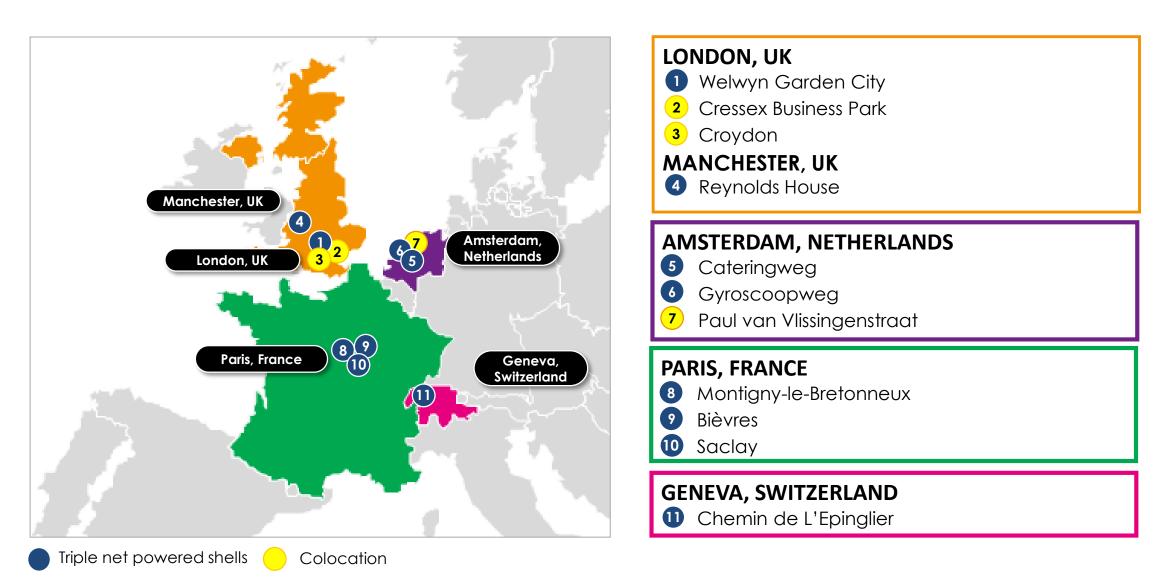
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Acquisition and Portfolio Overview

Well-located in Tier 1 cities in Europe





Acquisition Overview



Portfolio	11 Data Centres
Total Consideration ⁽¹⁾	\$\$904.6 m 4 data centres in UK: £250.25 m 7 data centres in Netherlands/France/Switzerland: €276.85 m
Acquisition Fee ⁽²⁾ , Stamp Duty and Other Transaction Costs	\$\$55.4 m
Total Acquisition Cost	\$\$960.0 m
Vendor	Subsidiaries of Digital Realty Trust, Inc.
Valuation ⁽³⁾	S\$905.0 m 4 data centres in UK: £250.25 m 7 data centres in Netherlands/France/Switzerland: €277.10 m
Land Tenure	6 data centres: freehold ⁽⁴⁾ 5 data centres: leasehold with weighted average land lease expiry of 42.9 years
Land Area	136,816 sqm
Net lettable area (NLA)	61,637 sqm
Net Property Income (NPI)	\$\$54.5 m
NPI Yield	6.0% (Pre-Cost), 5.7% (Post-Cost)
Occupancy Rate	97.9%
Weighted Average Lease to Expiry (WALE) (by rental income as at 31 Dec 2020	4.6 years (4.2 years to break)
Asset Type	8 triple net powered shells and 3 colocation assets
No. of customers	14

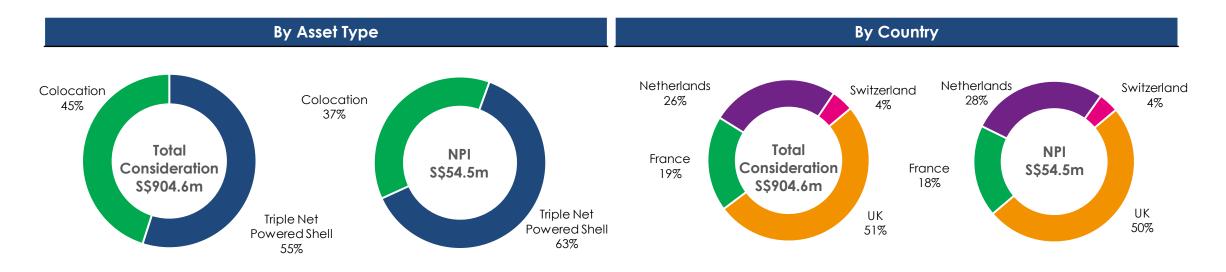
(1) Illustrative exchange rates of £1.0000: \$\$1.8395 and €1.0000: \$\$1.6047 have been used for all conversions from Pounds Sterling and Euro amounts into Singapore Dollar respectively in this presentation.

(2) In accordance with Ascendas Reit's Trust Deed, the Manager is entitled to receive an acquisition fee of 1.0% of the Total Consideration, which will be paid by cash.

(3) The valuations dated October 2020/February 2021, were commissioned by HSBC Institutional Trust Services (Singapore) Limited (in its capacity as trustee of Ascendas Reit), and were carried out by Newmark Knight Frank Valuation & Advisory, LLC, using the using the sales comparison and income capitalisation approaches. Please refer to the announcement titled "Proposed Acquisition of a Portfolio of 11 Data Centres in Europe" dated 17 March 2021 for the exact dates of the valuations.

Portfolio Breakdown





	Triple Net Powered Shell	Colocation	Total
No. of Properties	8	3	11
NLA	48,393 sqm	13,244 sqm	61,637 sqm
Occupancy Rate	100%	90.4%	97.9%
WALE (as at 31 Dec 2020)	5.5	3.6	4.6
Land Tenure	4 freeholds, 4 leaseholds	2 freeholds, 1 leasehold	6 freeholds, 5 leaseholds ⁽¹⁾

Croydon, United Kingdom

Key Merits of the Investment

Key Merits

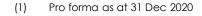


In line with Ascendas Reit's investment and acquisition growth strategy



Enlarges Ascendas Reit's exposure to the resilient data centre asset class 93% of the Portfolio is located in key European data centre markets Strong capacity growth driven by robust take-up levels

Provides stable and sustainable income stream Diversified and high-quality customer base



Key Merits: Enlarges Ascendas Reit's exposure to the resilient data centre asset class

• **Demand is expected to grow** due to increasing reliance on data/online applications and accelerating digitisation across industries:



Increasing adoption of cloud computing e.g. ondemand computing services -- from applications to storage and processing power



Fast-growing technology trends such as big data analytics, Internet of Things (IoT), Industry 4.0, 5G network, e-commerce, streaming video services etc.



Growing number of internet users, mobile devices, data storage requirements

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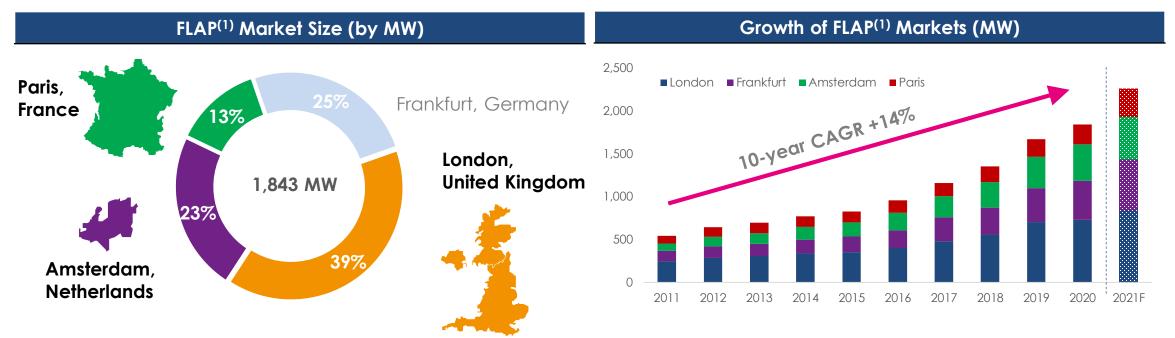
- Data sovereignty requirements e.g. EU's
 General Data Protection Regulation is expected to drive demand for more EU located data centres as organisations seek to store data locally
- High barriers to entry include power availability, connectivity, high infrastructure costs etc.

Complements Ascendas Reit's data centre portfolio in Singapore, expanding the segment's contribution from 4% (S\$0.5b) to 10% (S\$1.5b) ⁽¹⁾

Key Merits: 93% of the Portfolio is located in key European data centre markets



- 9 out of 11 data centres (or 93% by asset value) are strategically located in London (3 data centres), Amsterdam (3 data centres) and Paris (3 data centres)
- London, Amsterdam and Paris are ranked 1st, 3rd and 4th largest colocation markets in Europe with a combined market size of ~1,383 MW (as at 31 Dec 2020)
- FLAP markets (Frankfurt, London, Amsterdam and Paris) are the top tier data centre markets in Europe that benefit from being close to large population centres and have the connectivity and infrastructure to attract data centre providers

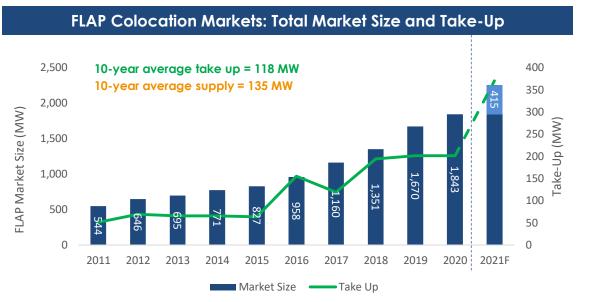


(1) "**FLAP**" refers to the four largest colocation markets in Europe: Frankfurt, London, Amsterdam and Paris. Source: CBRE Research, Q4 2020. Data is for carrier-neutral colocation market in each city.

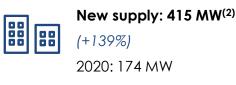
Key Merits:

Strong capacity growth driven by robust take-up levels

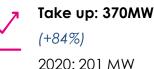
- Take up (201 MW) of colocation data centres outstripped new supply (174 MW) in 2020
 - Demand driven by companies embarking on their digital transformation plans e.g. increasing their consumption of cloud services, in turn driving colocation demand from cloud providers
 - Colocation is also increasingly being used to satisfy companies IT requirements which are growing in scale and complexity
- FLAP markets' vacancy rate improved to 19% (from 21% in 2019)
- Market absorption, which is the number of years it would take for current vacant supply to be fully let ⁽¹⁾ was 2.4 years as at 31 Dec 2020 (down from 3.0 years in 2019)
- The **outlook for 2021 is positive**: FLAP markets' vacancy rate and market absorption are expected to improve to 17% and 2.3 years respectively
- (1) Based on the fixed average take-up of the previous five years (i.e. not including take-up in the current year).
- (2) COVID-19 led to supply delays across the industry, impacting access to sites and supply chains across Europe. In January 2020, CBRE expected to see 234 MW come online across FLAP but the actual was estimated at 174 MW.



Positive Outlook for FLAP Markets in 2021





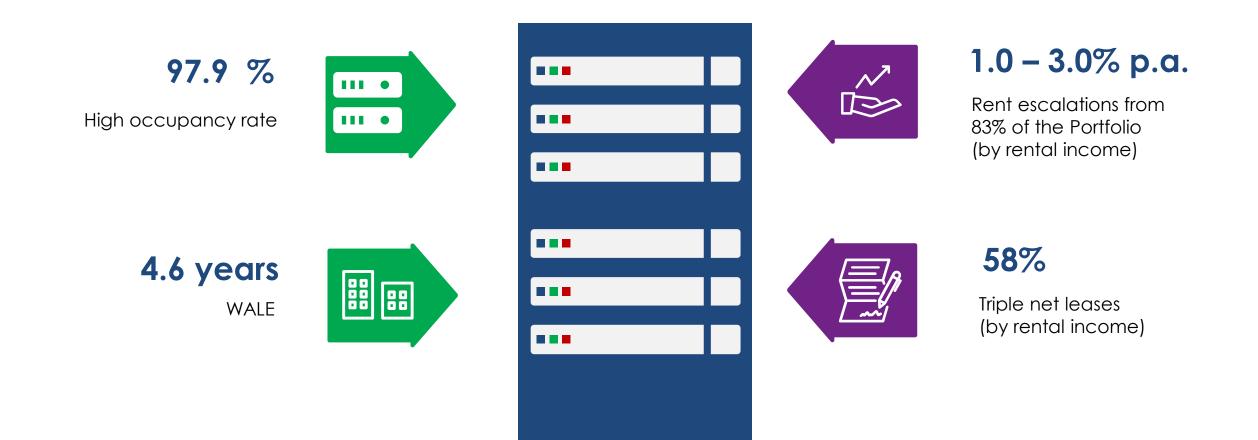






Key Merits: Provides stable and sustainable income stream





Key Merits: Diversified and high quality customers

	Top 10 customers (by rental income)
1	HSBC Bank
2	Entserv UK
3	Bouygues Telecom
4	European subsidiary of one of the largest telecommunications providers in the $\mathrm{US}^{(1)}$
5	IT services provider; subsidiary of US-listed technology and consulting company ⁽¹⁾
6	British Telecommunications
7	Equinix
8	IT services provider, listed company with market cap of ~US\$5 $b^{\scriptscriptstyle(1)}$
9	euNetworks Data Centres B.V.
10	Interoute Managed Services Switzerland Sarl

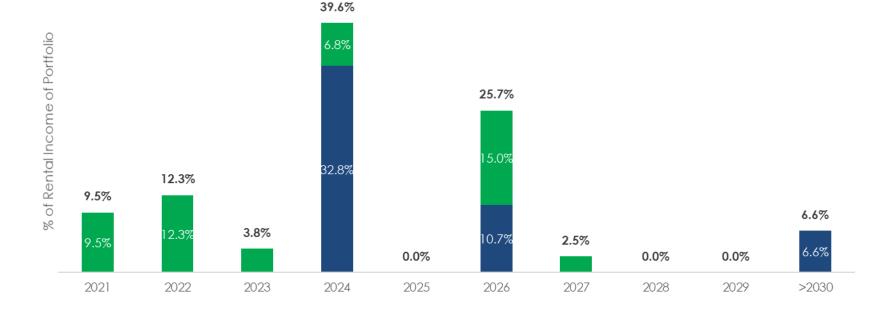


- 14 high-quality and established customers
- The customers operate in a range of industries such as financial services, telecommunications, information technology, retail (supermarkets) and education and are leasing the properties for their data centre requirements

Data as at 31 Dec 2020

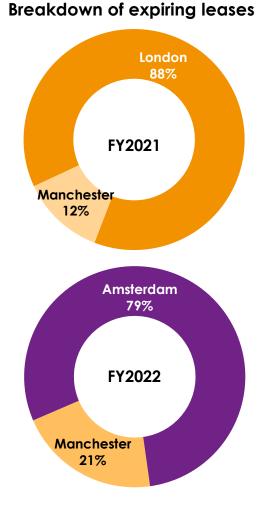


- WALE of 4.6 years (by rental income)
- 9.5% of the portfolio's rental income is due for expiry in FY2021



■ Single-tenant ■ Multi-tenant





Paul van Vlissingenstraat, Amsterdam, Netherlands

Asset Management

Asset Management



- An European DC team (under the Sponsor) will oversee operations, manage customer relationships and grow the portfolio
- To ensure a smooth transition, Digital Realty is providing 1-year of property and facilities management services for the 11 data centres post acquisition
- External Property Manager and Facility Manager will be appointed to take over from Digital Realty after the 1-year transition service ends



Cressex Business Park, UK



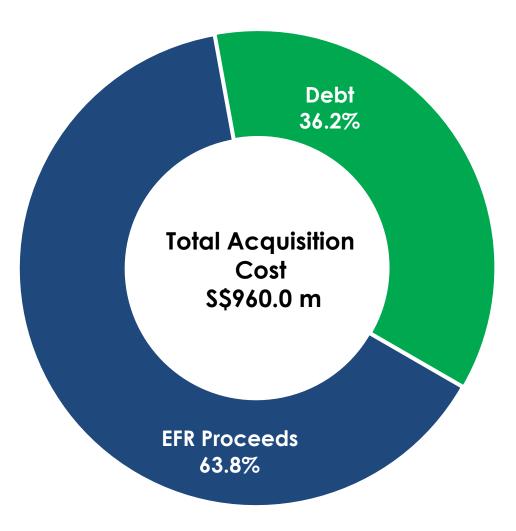
Cateringweg, Amsterdam, Netherlands

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Funding and Forex Risk Management

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Funding and Forex Risk Management



- Total acquisition cost of \$\$960.0 m will be funded by:
 - S\$612.5 m of gross proceeds from the Equity Fund Raising completed on 9 Dec 2020⁽¹⁾

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• \$\$347.5 m via debt and/or internal cash resources

Forex currency management

• EUR and GBP debt will be entered into to eventually achieve a high level of natural hedge to minimize adverse effects of exchange rate fluctuations.

Montigny-Le-Bretonneux, Paris, France

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Pro Forma Financial & Portfolio Impact

Financial Impact: A DPU Accretive Acquisition



	Pro Forma Financial Impact
DPU Impact (1) (pro forma annualised impact)	0.189 Singapore cents +1.3%
Net Property Income Yield – 1 st Year ⁽²⁾	
Pre-transaction cost	6.0%
Post-transaction cost	5.7%

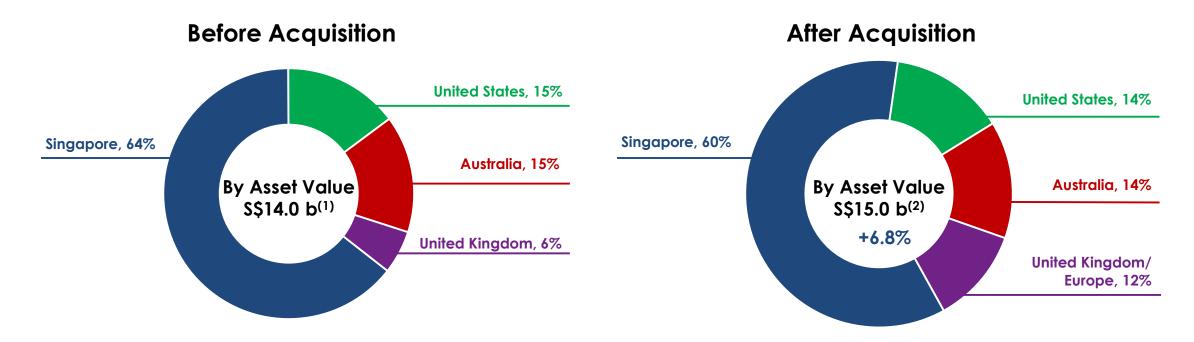
⁽¹⁾ The annualised pro forma DPU impact is calculated based on the following assumptions a) Ascendas Reit had completed the Proposed Acquisition on 1 Jan 2020, held and operated the Properties through 31 Dec 2020, b) the Proposed Acquisition is funded by equity of approximately \$\$612.5 m (approximately 63.8% of Total Acquisition Cost) and additional borrowings of \$\$347.5 m (36.2%) and, c) the Manager elects to receive its base fee 80% in cash and 20% in units.

⁽²⁾ The Net Property Income (NPI) Yield is derived using the estimated NPI expected in the first year of acquisition.

Portfolio Impact: More Geographically Diversified



Overseas exposure will increase to 40% (from 36%) of total asset value



In line with strategy to remain Singapore-centric with the overseas assets in developed markets accounting for **30% – 40%** of portfolio value over time

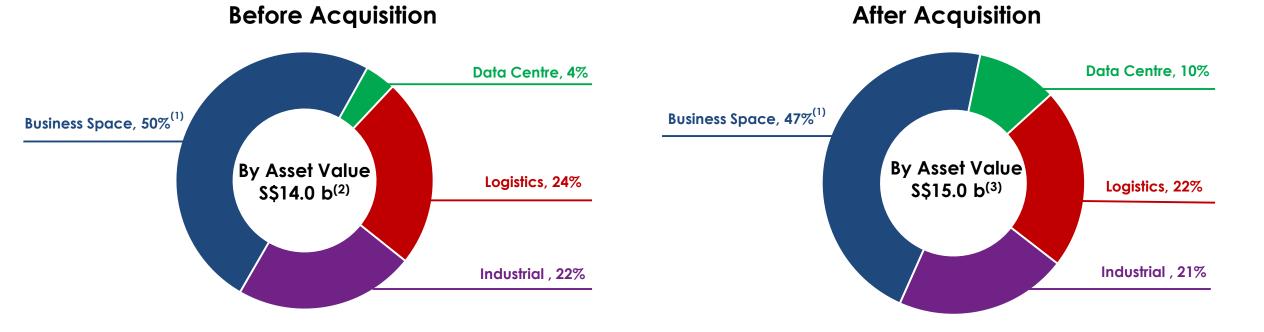
(1) As at 31 Dec 2020, assuming the acquisition of 1-5 Thomas Halt Drive in Sydney, Australia was completed on 31 Dec 2020.

(2) As at 31 Dec 2020, assuming the Proposed Acquisition of 11 data centres and the acquisition of 1-5 Thomas Halt Drive in Sydney, Australia was completed on 31 Dec 2020.

Portfolio Impact: More Data Centres



Data centres will make up 10% of total asset value (from 4%)



(1) Business Space includes Business & Science Park properties, Suburban Offices and Offices.

(2) As at 31 Dec 2020, assuming the acquisition of 1-5 Thomas Halt Drive in Sydney, Australia was completed on 31 Dec 2020.

(3) As at 31 Dec 2020, assuming the Proposed Acquisition of 11 data centres and the acquisition of 1-5 Thomas Halt Drive in Sydney, Australia was completed on 31 Dec 2020.

Portfolio Impact: More Freehold Properties



Proportion of freehold properties will increase to 37.5% (from 35.4%)



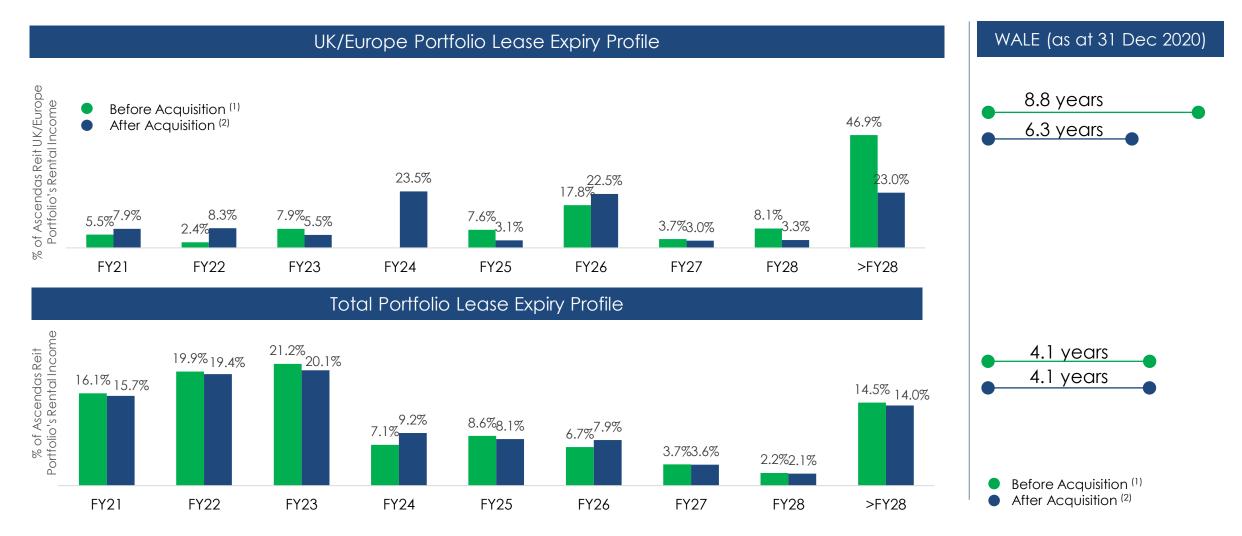
(1) As at 31 Dec 2020, assuming the acquisition of 1-5 Thomas Halt Drive in Sydney, Australia was completed on 31 Dec 2020.

(2) As at 31 Dec 2020, assuming the Proposed Acquisition of 11 data centres and the acquisition of 1-5 Thomas Halt Drive in Sydney, Australia was completed on 31 Dec 2020.

(3) Includes 2 data centres on perpetual leasehold basis.

Portfolio Impact: Lease Expiry Profile Remains Well Spread



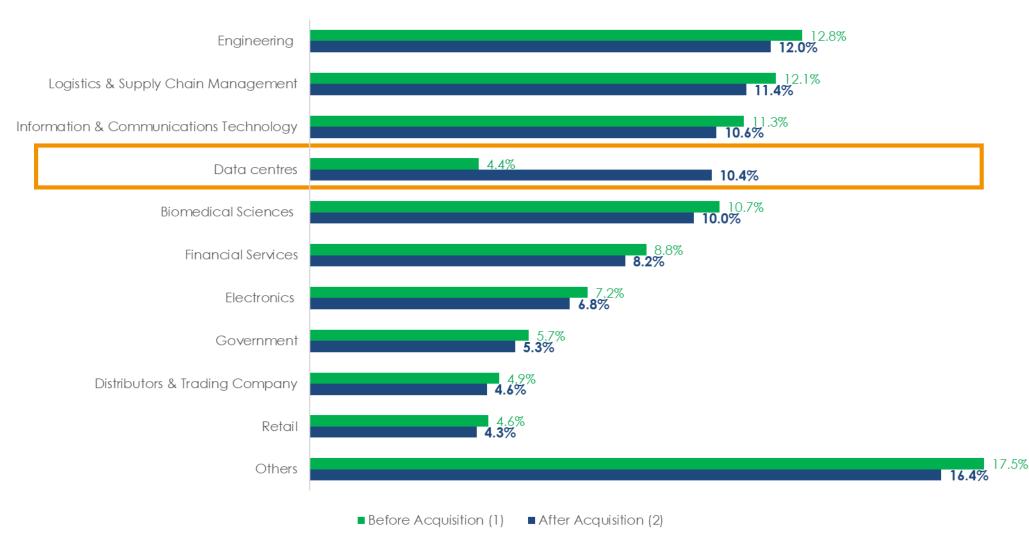


(1) As at 31 Dec 2020, assuming the Acquisitions of 1-5 Thomas Halt Drive in Sydney, Australia was completed on 31 Dec 2020.

(2) As at 31 Dec 2020, assuming the Proposed Acquisition of 11 data centres and the acquisition of 1-5 Thomas Halt Drive in Sydney, Australia was completed on 31 Dec 2020.

Portfolio Impact: Higher contributions from Data Centre customers





(1) As at 31 Dec 2020. By monthly rental income. Assuming the acquisition of 1-5 Thomas Halt Drive in Sydney, Australia was completed on 31 Dec 2020.

(2) As at 31 Dec 2020, assuming the Proposed Acquisition of 11 data centres and the acquisition of 1-5 Thomas Halt Drive in Sydney, Australia was completed on 31 Dec 2020.

Benefits to Ascendas Reit & Unitholders

Benefits to Ascendas Reit & Unitholders



DPU accretive with sustainable returns

- Expects 1st year post-transaction cost NPI yield of 5.7%⁽¹⁾
- DPU accretion of 1.3%⁽²⁾

• Merits of the Properties

- Enlarges Ascendas Reit's exposure to the resilient data centre asset class
- 9 out of 11 assets (93% by asset value) located in key European data centre (FLAP) markets
- Strong capacity growth driven by robust demand
- Attractive contractual terms, providing stable income stream
 - > WALE of 4.6 years by rental income
 - > 58% on triple net lease structure by rental income
 - > Majority of leases with rent escalation of 1-3% per annum (by rental income)
- 97.9% occupied by high quality tenants
- Strengthens Ascendas Reit's portfolio ⁽³⁾
 - Increases proportion of freehold land from 35.4% to 37.5% of asset value
 - Diversified by Geography: Singapore 60%, US 14%, Australia 14% and UK/Europe 12% of asset value
 - Diversified by Asset Class: Business Space 47%, Logistics 22%, Industrial 21% and Data Centre 10%

⁽¹⁾ The Net Property Income (NPI) Yield is derived using the estimated NPI expected in the first year of acquisition.

⁽²⁾ The annualised pro forma DPU impact is calculated based on the following assumptions a) Ascendas Reit had completed the Proposed Acquisition on 1 Jan 2020, held and operated the Properties through 31 Dec 2020, b) the Proposed Acquisition is funded by equity of approximately \$\$612.5 m (approximately 63.8% of Total Acquisition Cost) and additional borrowings of \$\$347.5 m (36.2%) and, c) the Manager elects to receive its base fee 80% in cash and 20% in units.

Reynolds House, Manchester, United Kingdom

Appendix:

Property Details

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London, United Kingdom

Largest and most mature colocation data centre market in Europe

London Properties

No. of properties:3NLA:17,627 sqmOccupancy:92.8%Asset type:1 Triple Net, 2 Colocation

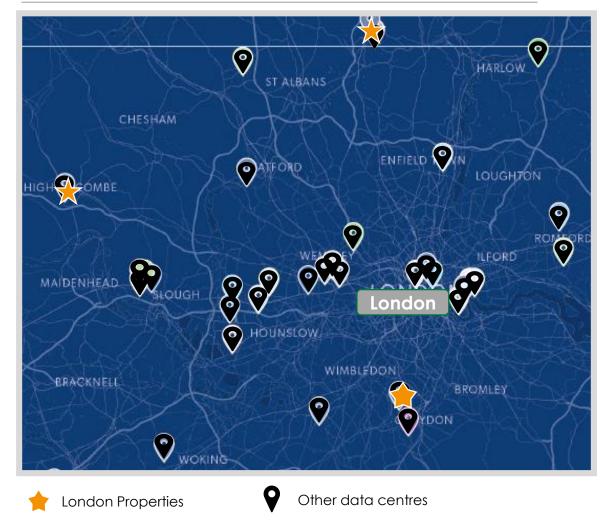
Key Market Highlights



- Largest colocation market in Europe with 40% of FLAP market supply
- Demand is supported by strong financial services and media/telco sectors
- London is experiencing more local cloud adoption and an influx of Hyperscale demand
- Challenges in the market include access to suitable land sites and power supply for data centres

Source: CBRE Research, Q4 2020. Data as at 31 Dec 2020 for carrier-neutral colocation market.

Key Data Centre Locations





London, United Kingdom







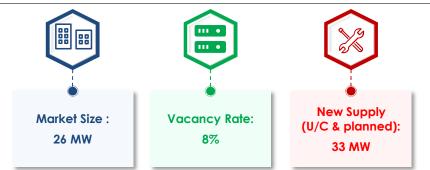


Property	Welwyn Garden City	Cressex Business Park	Croydon
Address	Hertfordshire Data Centre, Mundellst, Welwyn Garden City, AL71GE, UK	Cressex Business Park, 1 Coronation Road, High Wycombe HP12 3TA, UK	Unit B, Beddington Lane, Croydon CR0 4TD, UK
Description	 Built-to-suit single-storey data centre ~35 km north of Central London Transport into London's King Cross and Moorgate Station takes ~ 60 minutes 	 Comprises a single-storey industrial unit and a two-storey office converted into a data centre in 2008/2009 ~49 km north west from the City of London, with fastest train duration into Central London in about 30 minutes 200 m from High Wycombe substation 	 Two-storey data centre Located 19 km south of Central London on the Prologis industrial estate 0.6km from Beddington Lane tram station, 30 km south east of London Heathrow International Airport and 30 km due north of London Gatwick International Airport
Valuation	\$120.52 million (£65.52 million)	\$\$65.28 million (£35.49 million)	\$\$249.42 million (£135.59 million)
Land Tenure	Freehold	Freehold	Freehold
Land Area	37,636 sqm	9,750 sqm	12,190 sqm
NLA	10,541 sqm	1,953 sqm	5,133 sqm
Occupancy	100%	62.4%	89.5%

Manchester, United Kingdom

UK's 2nd largest data centre market after London

Key Market Highlights



- 2nd largest data centre market in the UK outside London
- Since 2012, Manchester has been home to a local hub of the London Internet Exchange (LINX). The exchange is one of the busiest exchanges in Europe

Key Data Centre Locations



Manchester Property



Property	Reynolds House
Address	Plot C1, Birley Fields, Hulme, Manchester
Description	 Three-storey building converted to a data centre in 2003 Located 13km from Manchester International Airport and 290km north west of London
Valuation	\$\$25.11 million (£13.65 million)
Land Tenure	Leasehold (104 years remaining)
Land Area	6,810 sqm
NLA	3,532 sqm
Occupancy	100%



Amsterdam, The Netherlands

Hosts two of the Top 10 largest internet exchanges in the world

Amsterdam Properties

No. of properties:3NLA:17,095 sqmOccupancy:100%Asset type:2 Triple Net, 1 Colocation

Key Market Highlights



- 3rd largest colocation market in Europe after London and Frankfurt, representing 23% of total supply across FLAP markets
- Hosts two of the top10 largest internet exchanges in the world⁽¹⁾ AMS IX (2nd) and NL-IX (7th)
- Supply slowed in 2020 due to a temporary moratorium on new build activity which was subsequently lifted in 2Q 2020

Key Data Centre Locations



Amsterdam Properties

Other data centres



Amsterdam, The Netherlands









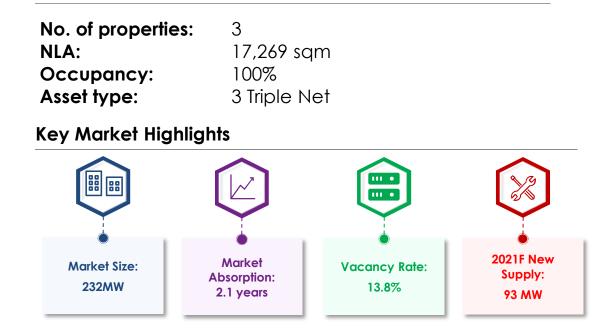


Property	Cateringweg	Gyroscoopweg	Paul van Vlissingenstraat
Address	Cateringweg 5, 1118 AM Schiphol, the Netherlands	Gyroscoopweg 2E and 2F, 1042 AB, Amsterdam, the Netherlands	Paul van Vlissingenstraat 16, 1076 EE and Johann Siegerstraat 9, 1096 BH Amsterdam, the Netherlands
Description	• Two-storey data centre building of steel portal frame construction 20 km south west of central Amsterdam, in close proximity to Schiphol Airport and a motorway heading south towards The Hague and Rotterdam	 Comprises two separate three-storey building of brick construction with metal cladding on the upper floors 7 km north west of central Amsterdam in close proximity to the east and Schiphol airport is located ~17 km to the south west 	 Three-storey data centre 6 km from the centre of Amsterdam, with a train time of 14 mins into Amsterdam Central, Schiphol Airport is located 18 km to the east with a journey time of 15 mins via car
Valuation	\$\$109.12 million (€68.00 million)	\$\$30.00 million (€18.70 million)	\$\$93.07 million (€58.00 million)
Land Tenure	Leasehold (39 years remaining)	Perpetual Leasehold (50-year terms with next expiry on 1 Jan 2042)	Perpetual leasehold (50-year terms with next expiry on 15 April 2054)
Land Area	10,390 sqm	5,228 sqm	6,183sqm
NLA	5,683 sqm	5,254 sqm	6,158 sqm
Occupancy	100%	100%	100%

Paris, France

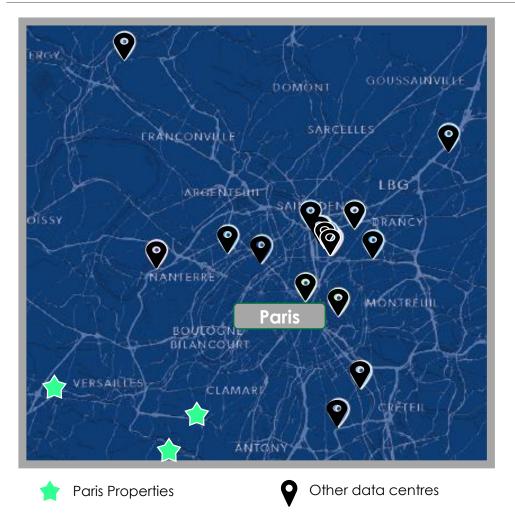
4th Largest colocation market in Europe with increasing hyperscale and enterprise interest

Paris Properties



- France offers resilient, low-latency network connections to all major Internet hubs. Its central geographical location makes France an obligatory passage point for data traffic to Spain, Italy and Portugal
- French companies are moving to the cloud and this is driving colocation demand
- Traditionally serving domestic enterprise companies but there is a heightened demand from hyperscale cloud providers seeking more capacity in the city

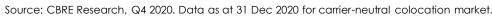
Key Data Centre Locations



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Paris, France



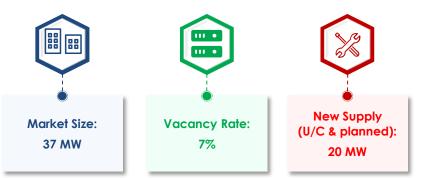


Property	Montigny-le-Bretonneux	Saclay	Bièvres
Address	1 Rue Jean Pierre Timbaud, 78180 Montigny le Bretonneux, Paris, France	Route de Bièvres & Route Nationale 306, 91400 Saclay, Paris, France	127 Rue de Paris, 91570 Biè∨res, Paris, France
Description	 Two-storey data centre with an adjoining three storey office building 23km south west of Paris, in close proximity to a busy intersection where the N12 and A12 motorways meet 	 Comprises two two-storey buildings with a total of 4 IT rooms 19km south west of central Paris, adjacent to the N118 motorway heading north towards Paris and 14km west of Aeroport de Paris-Orly 	 Comprises a four-storey office building and a one-storey data centre 13km south west of central Paris, adjacent to the N118 and N306 motorways
Valuation	\$\$113.93 million (€71.00 million)	\$\$16.69 million (€10.40 million)	\$\$41.72 million (€26.00 million)
Land Tenure	Freehold	Freehold	Freehold
Land Area	16,136 sqm	5,734 sqm	14,797 sqm
NLA	9,714 sqm	1,982 sqm	5,573 sqm
Occupancy	100%	100%	100%

Geneva, Switzerland

One of Europe's fastest growing tier 2 markets

Key Market Highlights



• Fertile ground for data centre industry supported by strong ecosystem of financial institutions, international organisations, life science industry, luxury industry and international HQs of global multinationals (e.g. Procter & Gamble, Oracle, HP etc.)

Key Data Centre Locations



Geneva Property



Property	Chemin de L'Epinglier
Address	Chemin de L'Epinglier 2, 1217 Satigny
Description	 Three-storey modern concrete facility, 8 data rooms Located in Geneva-Meyrin, in close proximity to Geneva's CBD, located 7 km to the east Adjacent to the Swiss/French border and 5 km from Geneva Airport
Valuation	\$\$40.12 million (€25.00 million)
Land Tenure	Leasehold (53 years remaining)
Land Area	11,962 sqm
NLA	6,114 sqm
Occupancy	100%

Source: DC Byte/VIPA Digital (Market data for colocation and Enterprise as at 3Q 2020. Market size refers to Built IT Power) CBRE Research (for data centre locations)





Thank You



