



# Special Investor Conference

December, 2021





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## SECTION 1

# Management Introduction



# Visionary and Experienced Management Team



**Michael Foust**

*Chairman*



GI PARTNERS



**35+ Years**  
of Experience in  
Data Center & Real Estate



**Fei Xu**

*Interim CEO*



**Sandy Xiao**

*COO*



**Nick Wang**

*CFO*



国家电网公司  
STATE GRID  
CORPORATION OF CHINA



DAIMLER

# Visionary and Experienced Management Team



**Huapeng Wu**

*China President*



**Zoe Zhuang**

*VP of Finance*



**Mingjiang Li**

*VP of Site Operation*



**Eric Fan**

*VP of Business Operation*



**Joy Zhang**

*General Counsel*

KIRKLAND & ELLIS

# Visionary and Experienced Management Team



**Dz Shing Lim**

*President of Overseas Business*



**Patrick Png**

*VP of Design & Construction*



**Omar M F Muhiaddin**

*VP of Engineering & Construction,  
Overseas Business*



**Lye Yit Tho**

*VP of Design, Overseas Business*





SECTION 2

Business Update





# Asset Overview-In Service

as of September 30, 2021

Data Center	Country	Type	Leased/ Owned	Designed IT capacity (MW)	Contracted IT capacity (MW)	IoI IT capacity (MW)	Contracted+IoI IT capacity (MW)	Utilized IT capacity (MW)	Ready for Service
<b>In-Service</b>									
CN01	China	Hyperscale	Owned	36	36	-	36	36	2019Q2
CN02	China	Wholesale	Leased	11	5	-	5	5	2017
CN03	China	Hyperscale	Owned	17	17	-	17	17	2017Q3
CN04	China	Hyperscale	Owned	28	27	-	27	27	2018Q4
CN05	China	Hyperscale	Owned	23	21	-	21	21	2019Q2
CN06	China	Hyperscale	Owned	30	29	-	29	28	2019Q2
CN07	China	Hyperscale	Owned	29	27	-	27	27	2019Q4
CN08	China	Hyperscale	Owned	51	51	-	51	42	2020Q3
CN09	China	Hyperscale	Owned	52	39	-	39	16	2021Q1
CN10	China	Hyperscale	Owned	3	3	-	3	3	2020Q3
CN11-A	China	Hyperscale	Owned	24	23	-	23	21	2020Q4
CN11-B	China	Hyperscale	Owned	24	23	-	23	8	2021Q2
CE01	China	Hyperscale	Owned	19	7	-	7	7	2020Q4
CS01	China	Wholesale	Leased	5	3	-	3	3	2017
MY0102	Malaysia	Hyperscale	Owned	20	16	-	16	7	2018Q2
<b>Subtotal</b>				<b>370</b>	<b>327 (88%)</b>	<b>-</b>	<b>327 (88%)</b>	<b>268 (72%)</b>	



In Service

**15** Data Centers

**370**MW (vs. 361MW in 21Q2)

**95.8%** Self-Owned Capacity

 New data centers in service and under construction

( ) Contracted / Utilization Ratio

 Data centers with new contracted and/or IOI capacities

 Data centers with new utilized capacities >0.5MW

1. Capacity (MW) numbers are rounded to zero. Subtotals, total and changes are calculated with original numbers and rounded to zero.

# Asset Overview-Under Construction

as of September 30, 2021

Data Center	Country	Type	Leased/ Owned	Designed IT capacity (MW)	Contracted IT capacity (MW)	IoI IT capacity (MW)	Contracted+IoI IT capacity (MW)	Utilized IT capacity (MW)	Ready for Service
<b>Under Construction</b>									
CN11-C	China	Hyperscale	Owned	57	57	-	57	-	2022Q1
CN12	China	Hyperscale	Owned	6	5	-	5	-	2022Q1
CE02	China	Hyperscale	Owned	19	-	-	-	-	2022
CE03	China	Hyperscale	Owned	32	-	8	8	-	2022Q4
CN13	China	Hyperscale	Leased	13	13	-	13	-	2021Q4
CN14	China	Hyperscale	Owned	18	-	18	18	-	2022Q3
CN15	China	Hyperscale	Owned	37	-	37	37	-	2022Q1
MY03	Malaysia	Hyperscale	Owned	16	8	-	8	-	2022Q3
BBY01	India	Hyperscale	Owned	20	20	-	20	-	2021Q4
<b>Subtotal</b>				<b>218</b>	<b>103 (47%)</b>	<b>63</b>	<b>166 (76%)</b>	<b>-</b>	
<b>Total</b>				<b>588</b>	<b>430 (73%)</b>	<b>63</b>	<b>493 (84%)</b>		



9 Data Centers

218MW (vs. 217MW in 21Q2)

94.0% Self-Owned Capacity

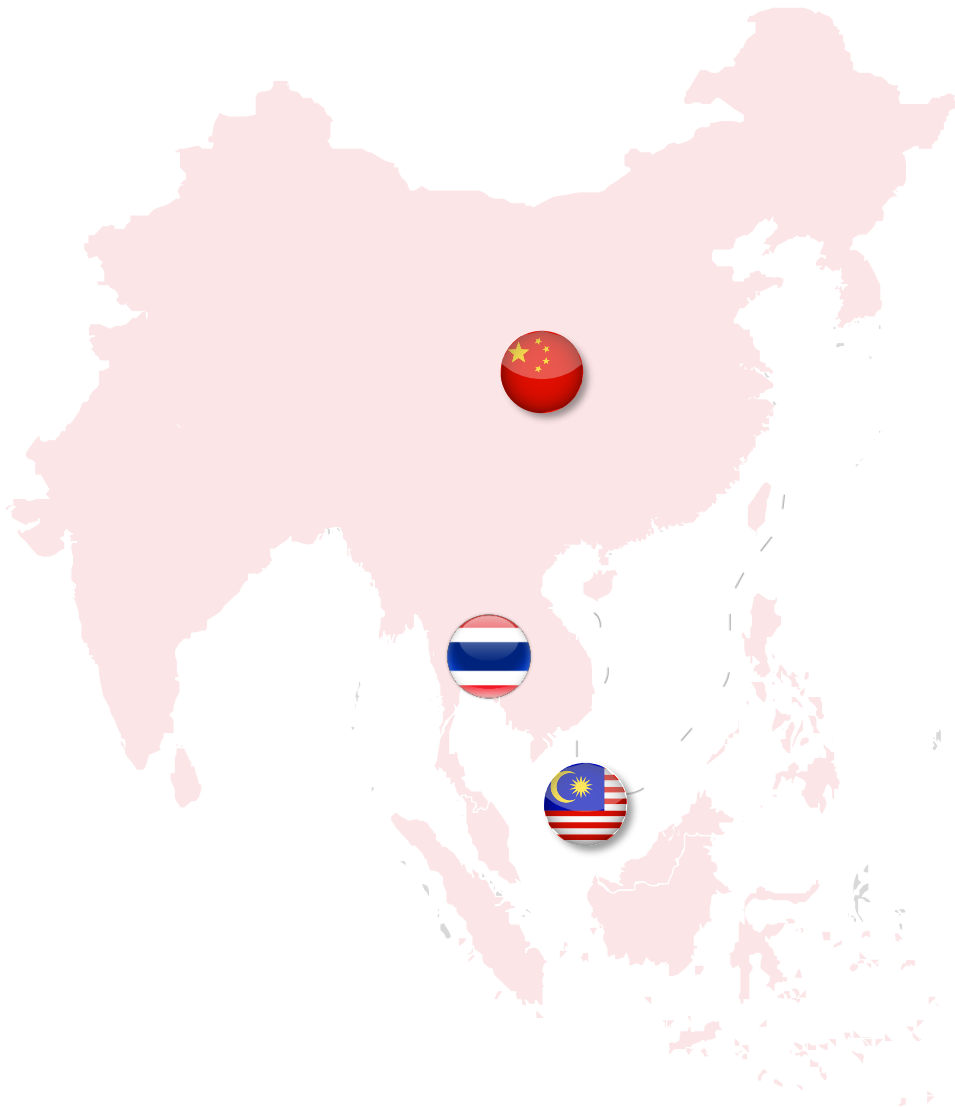
■ New data centers in service and under construction  
( ) Contracted / Utilization Ratio

A Data centers with new contracted and/or IOI capacities

A Data centers with new utilized capacities >0.5MW

1. Capacity (MW) numbers are rounded to zero. Subtotals, total and changes are calculated with original numbers and rounded to zero.

# Recent Development-Client and Overseas Layout



## China

★ **27MW** project bidding winning and demand confirmed from a **Leading Chinese Cloud Computing Service Provider** in November, a **NEW** client.

## Johor, Malaysia

★ **>80MW** MOU capacity of built-to-suit hyperscale greenfield project launched, confirmed client and to be delivered in several phases starting from 2022.

★ **Export of self-designed pre-fabricated datacenter modules**, including high efficiency cooling technology, etc.

## Bangkok, Thailand

★ **Business acquisition** in finalization.

★ **5MW** IT capacity to be established upon completion of technical upgrade.

1. Capacity (MW) numbers are rounded to zero. Subtotals, total and changes are calculated with original numbers and rounded to zero.

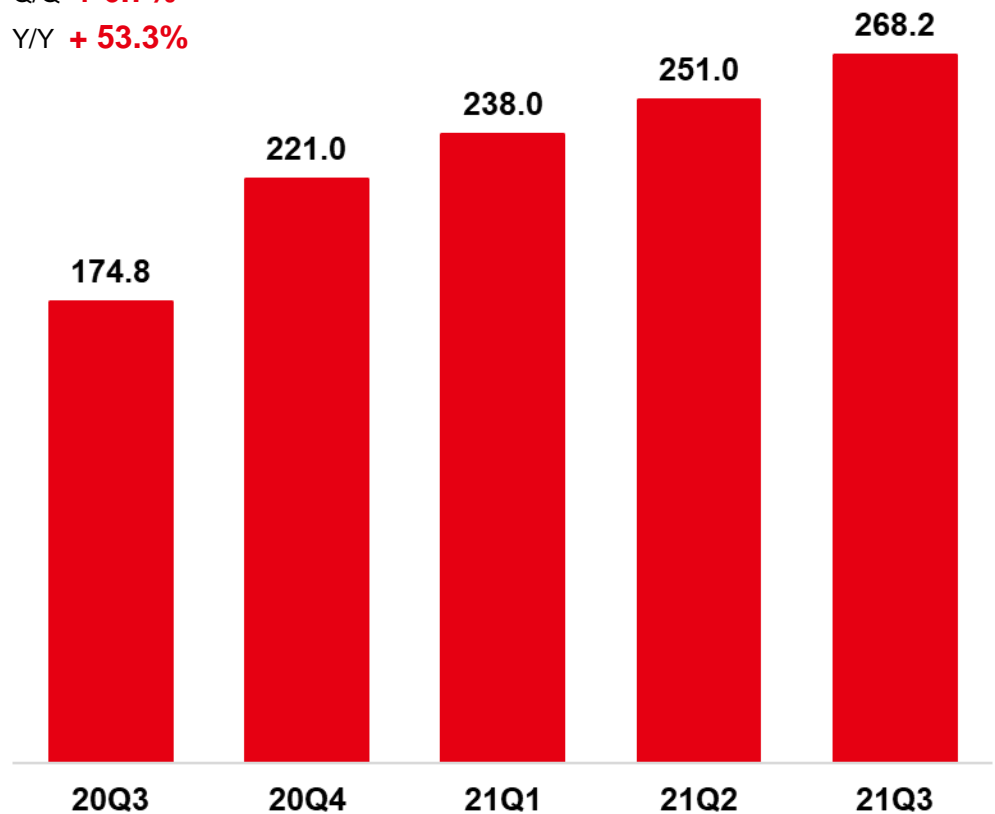
# Business Scale Grows Rapidly

## Utilized Capacity

(MW)

Q/Q + 6.7%

Y/Y + 53.3%

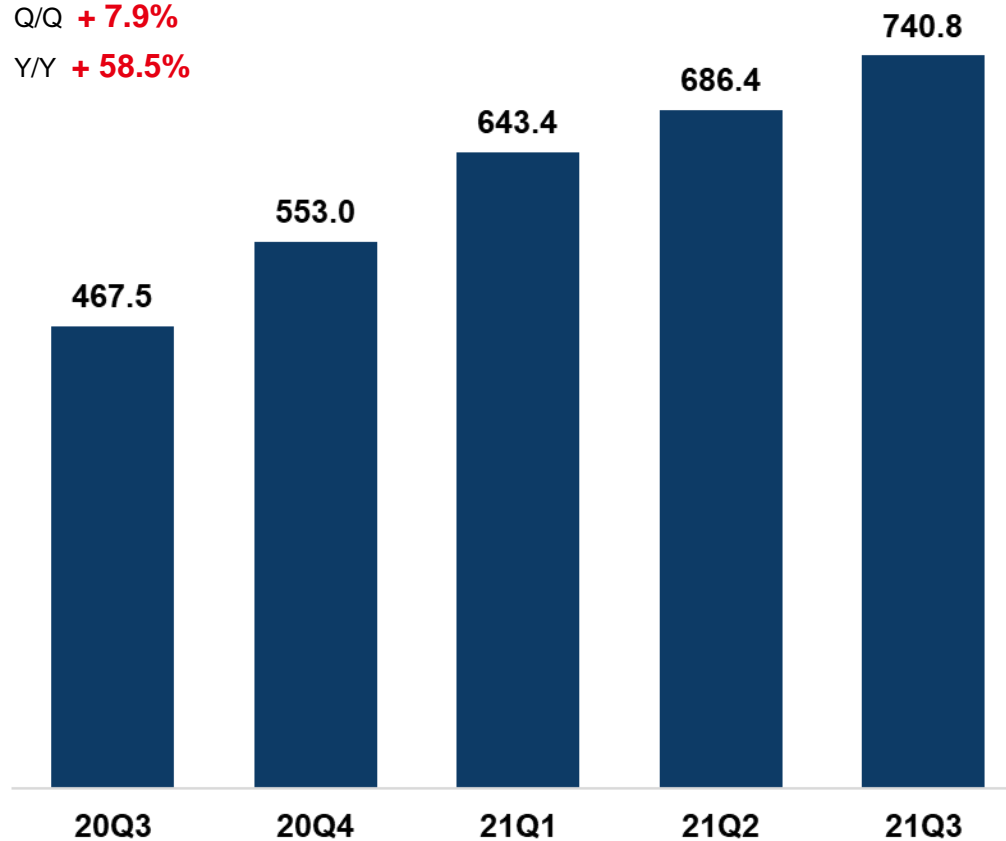


## Revenue

(RMBmn)

Q/Q + 7.9%

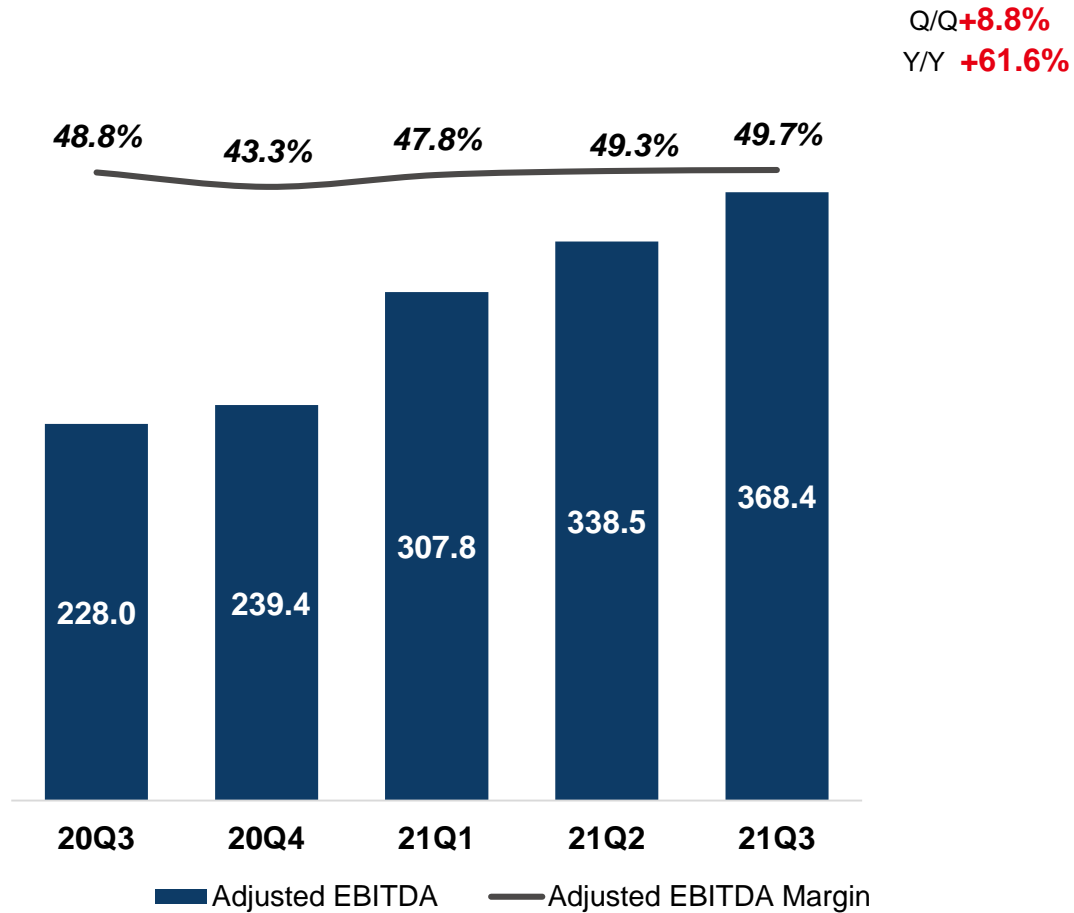
Y/Y + 58.5%



# Profitability Continues to Improve, Cash Reserves Are Sufficient

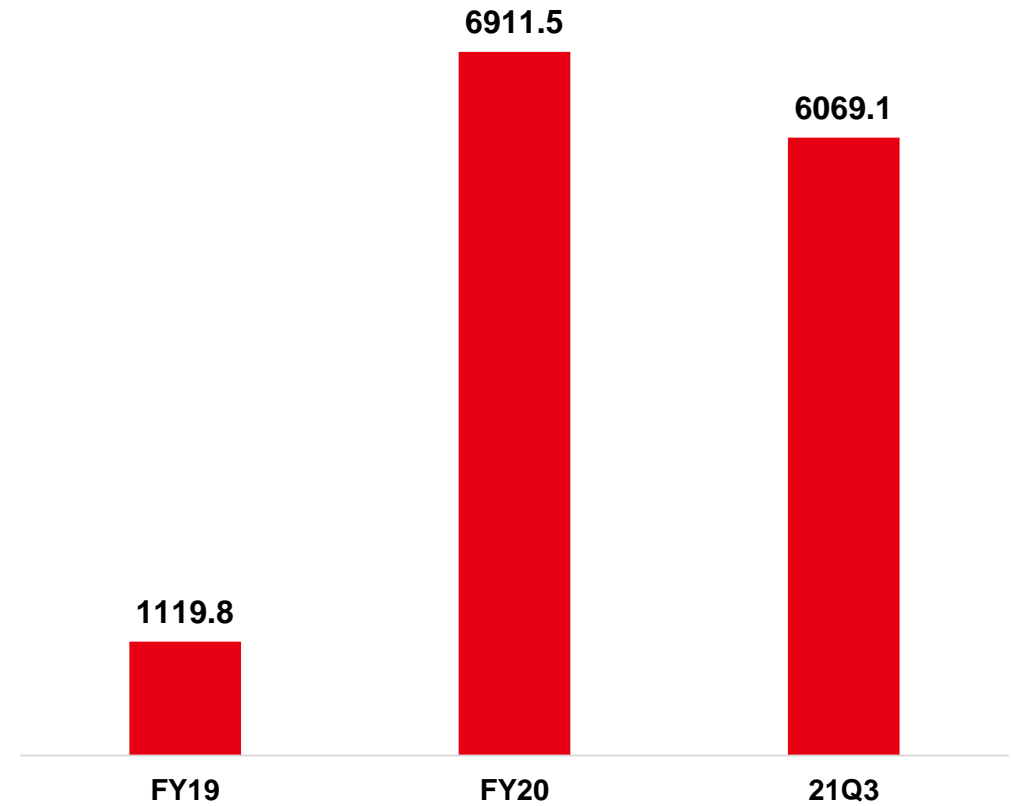
## Adjusted EBITDA (Non-GAAP EBITDA)

(RMBmn)



## Cash & Cash Equivalents and Restricted Cash

(RMBmn)



Note:

1. Adjusted EBITDA is defined as net income excluding depreciation and amortization, net interest expenses, income tax expenses, share-based compensation, management consulting services fee, change in fair value of financial instruments, foreign exchange (gain) loss and non-cash operating lease cost relating to prepaid land use rights.



**CHINDATA**  
GROUP