



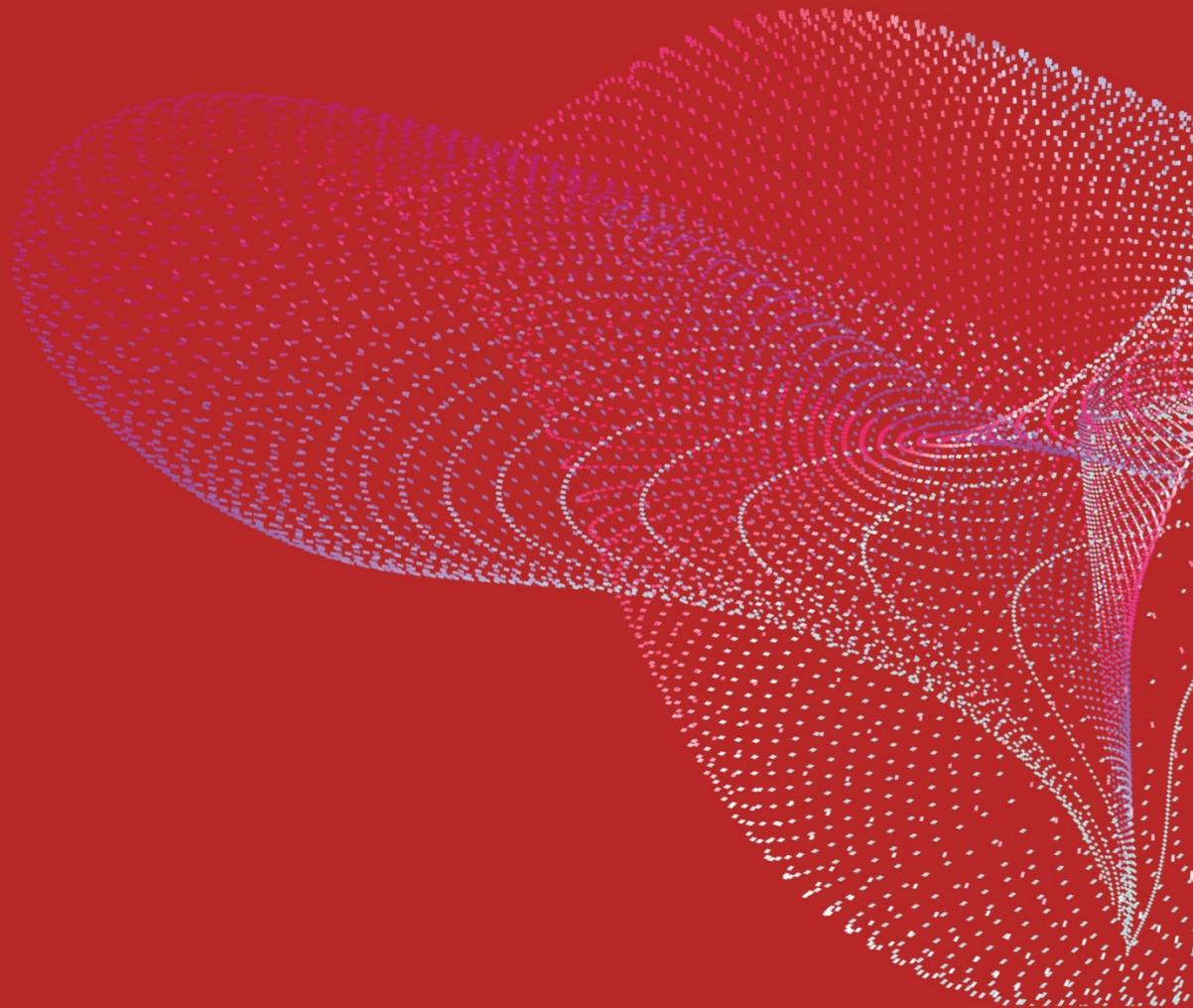
GDS万国数据

3Q20 Earnings Call

17 Nov 2020

NASDAQ: GDS

HKEX: 9698





DISCLAIMER

This presentation contains forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and as defined in the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as “may,” “will,” “expect,” “anticipate,” “aim,” “estimate,” “intend,” “plan,” “believe,” “potential,” “continue,” “is/are likely to” or other similar expressions. Such statements are based upon management’s current expectations and current market and operating conditions, and relate to events that involve known or unknown risks, uncertainties and other factors, all of which are difficult to predict and many of which are beyond the Company’s control, which may cause the Company’s actual results, performance or achievements to differ materially from those in the forward-looking statements. Further information regarding these and other risks, uncertainties or factors is included in the Company’s filings with the U.S. Securities and Exchange Commission. The Company does not undertake any obligation to update any forward-looking statement as a result of new information, future events or otherwise, except as required under law.

In addition to U.S. GAAP financials, this presentation includes certain non-GAAP financial measures. These non-GAAP financial measures are not defined under U.S. GAAP and are not presented in accordance with U.S. GAAP. The non-GAAP measures have limitations as analytical tools and you should not consider them in isolation or as a substitute for an analysis of the Company’s results under U.S. GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalent. First, adjusted GP, adjusted GP margin, adjusted EBITDA and adjusted EBITDA margin are not substitutes for gross profit, net income (loss), cash flows provided by (used in) operating activities or other consolidated statements of operation and cash flow data prepared in accordance with U.S. GAAP. Second, other companies may calculate these non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of these non-GAAP financial measures as tools for comparison. Finally, these non-GAAP financial measures do not reflect the impact of net interest expenses, incomes tax expenses (benefits), depreciation and amortization, operating lease cost relating to prepaid land use rights, accretion expenses for asset retirement costs, share-based compensation expenses, and gain from purchase price adjustment, each of which have been and may continue to be incurred in the Company’s business. See the Appendix for reconciliation between our adjusted GP and adjusted EBITDA to the most directly comparable financial measures calculated and presented in accordance with U.S. GAAP, which is gross profit and net income or net loss, respectively.



Business Strategy & Performance Highlights

William Huang, Chairman & CEO





3Q20 HIGHLIGHTS ⁽¹⁾⁽²⁾

Sales Momentum

- Organic net additional total area committed of +23,884 sqm
- Total area committed increased by 47.4% y/y to 357,344 sqm

Capacity Expansion

- Total capacity (in service + under construction) grew by 46.9% y/y to 415,489 sqm
- +107,220 sqm of secured pipeline (including Langfang Land Site 3 and Huidong Land ⁽³⁾)

Financial Results

- Total revenue grew by 43.0% y/y to Rmb 1,524.7 mn (\$224.6 mn)
- Adjusted EBITDA grew by 48.3% y/y to Rmb 717.1 mn (\$105.6 mn) and margin of 47.0%

Financing Activities

- Obtained new project debt financing or refinancing facilities of Rmb 4,662 mn (\$686.6 mn)
- Recently completed Hong Kong Initial Public Offering, raising \$1,868.4 mn of equity ⁽⁴⁾

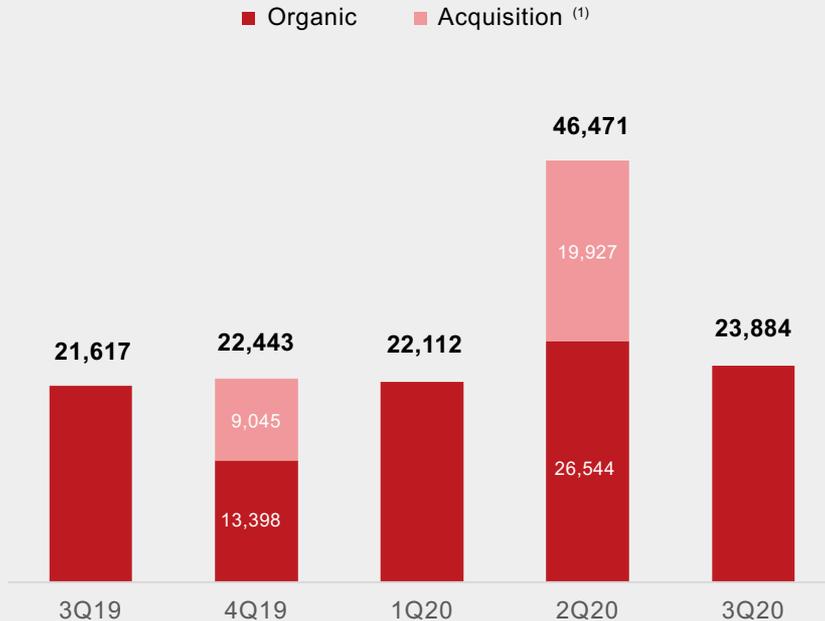
Note:

1. Exchange rate of 6.7896:1 (RMB:USD) is used throughout this presentation.
2. Operating KPIs exclude Managed BTS Data Centers.
3. Huidong land acquisition is a recent development in 4Q20.
4. Net of underwriters' discounts and commissions, and before other expenses.



Sales Achievement

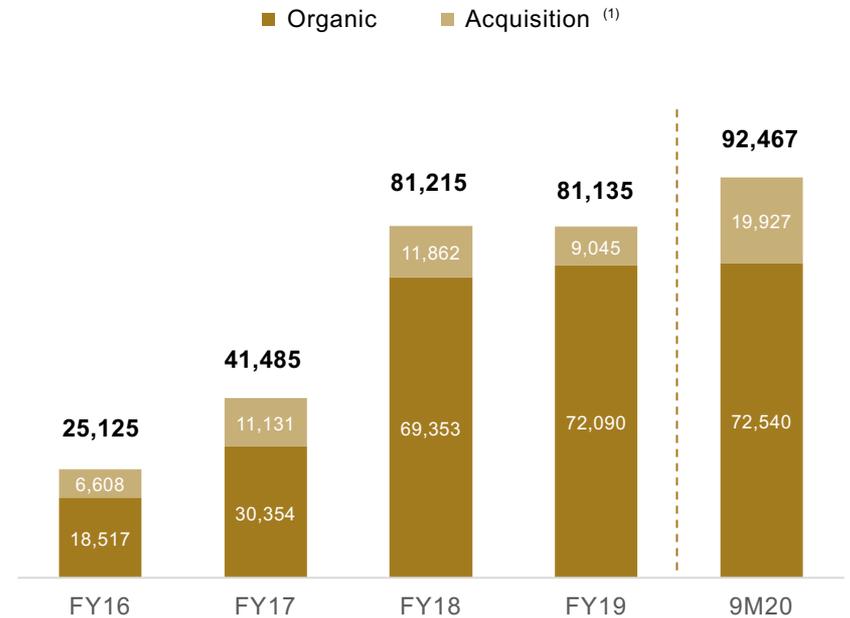
Net Additional Total Area Committed (Sqm) – By Quarter



Note:

- 1. Refers to customer agreements remaining in effect at the closing of the acquisition.
- 2. Numbers for area committed exclude Managed BTS Data Centers.

Net Additional Total Area Committed (Sqm) – By Year



Hyperscale Orders

Hyperscale Orders Obtained In 3Q20

Data Center	Area Committed (Sqm)	IT Power Committed (MW)	Contract Commences
GZ6	4,573	8.0	4Q20
LF4	7,416	12.9	2H21
LF9	10,830	25.8	1H21

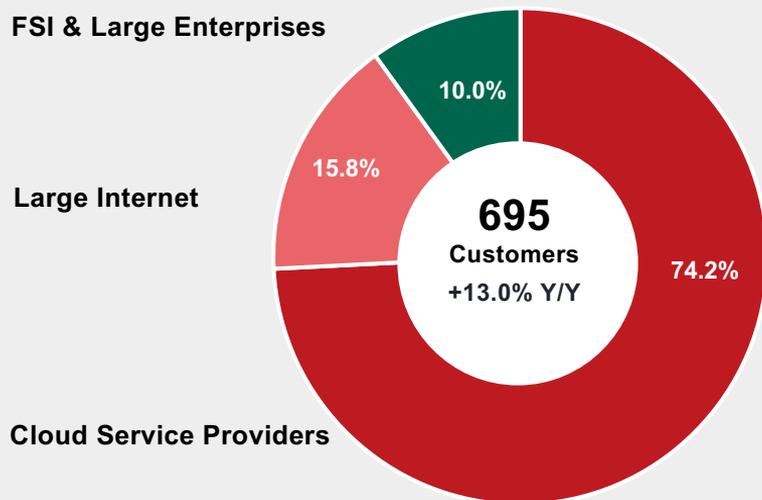
Langfang 9 – Under Construction





Customer Diversification

Customer Segment Breakdown By Total Area Committed



Leading CSP / Large Internet Customer Additions



Notes:

1. Azure China is operated by a subsidiary of 21Vianet.

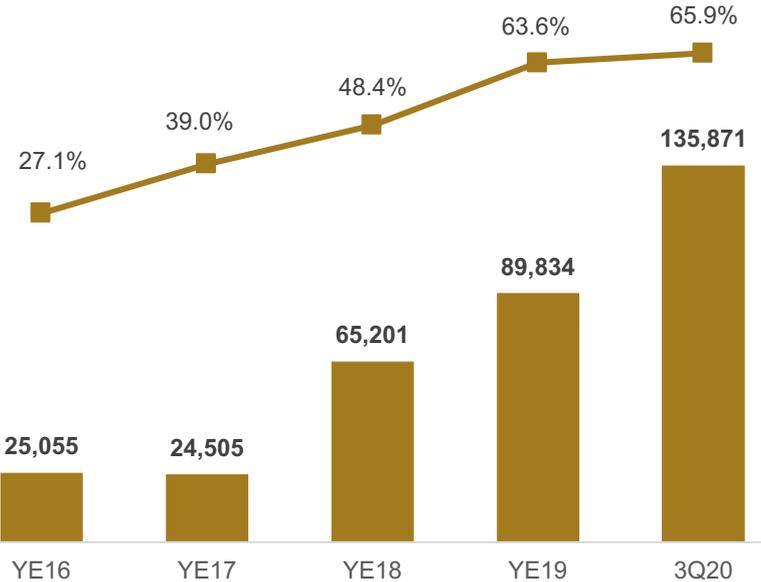
2. AWS Ningxia region is operated by NWCD and AWS Beijing region is operated by Sinnet.



Growing Construction Pipeline – Area Under Construction (U/C)

Area U/C (Sqm) & Pre-Commitment Rate – By Quarter

Area U/C (Sqm) & Pre-Commitment Rate – By Year

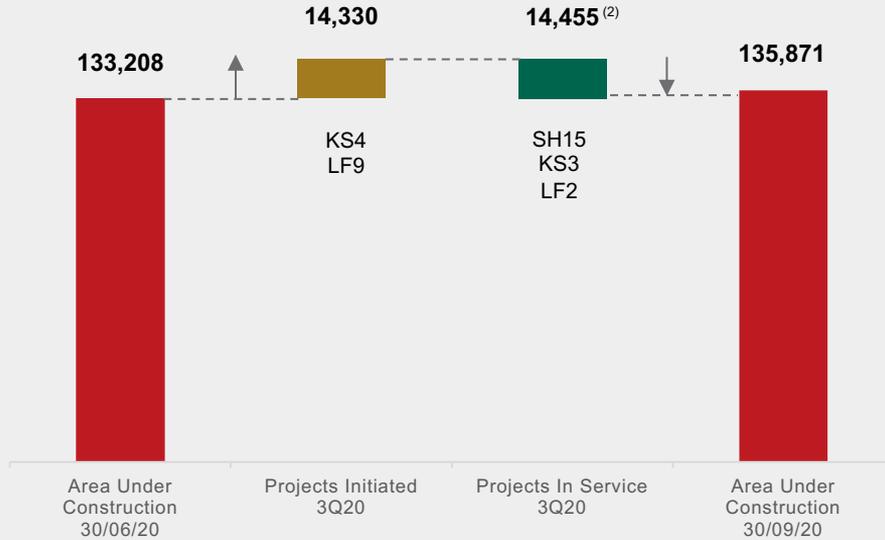


Note: Numbers exclude Managed BTS Data Centers.



Resource Progress

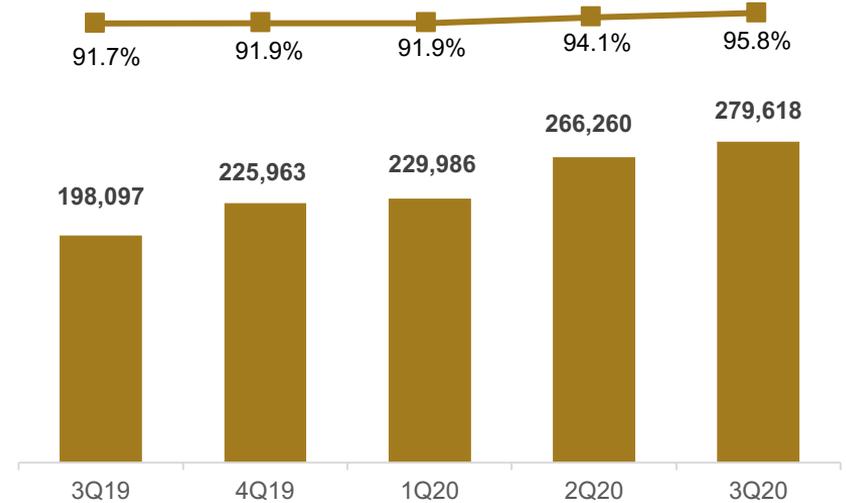
Organic Capacity Expansion 3Q20⁽¹⁾ (Sqm)



Notes:

- All area is based on the latest design net floor area of each project. Discrepancies from the previous quarters may arise from capacity adjustment. Please refer to historical earnings presentation for any prior adjustments.
- Area in service adjustments from construction completion include: KS3: +2,120 sqm, SH15: +69 sqm, LF2: +599 sqm. Other area in service adjustments compared with previous quarter include: SH4: -20 sqm, SH11: +301 sqm, 3rd Party: -1,378 sqm

Area In Service (Sqm) & Commitment Rate



Note: Numbers exclude Managed BTS Data Centers.



Self-Developed Data Center Capacity Overview

By Market ⁽¹⁾

As At 3Q20 (Sqm)	Area In Service	Area Under Construction	Held For Future Development	Total Developed & Developable Capacity	
Beijing	83,132	76,848	90,750	250,730	32.7%
Shanghai	86,351	44,962	131,382	262,695	34.3%
Greater Bay Area	69,023	14,061	81,596	164,680	21.5%
Chengdu / Chongqing	14,512	0	54,506	69,018	9.0%
Remote	18,468	0	0	18,468	2.4%
Total	271,486	135,871	358,234	765,591	100%

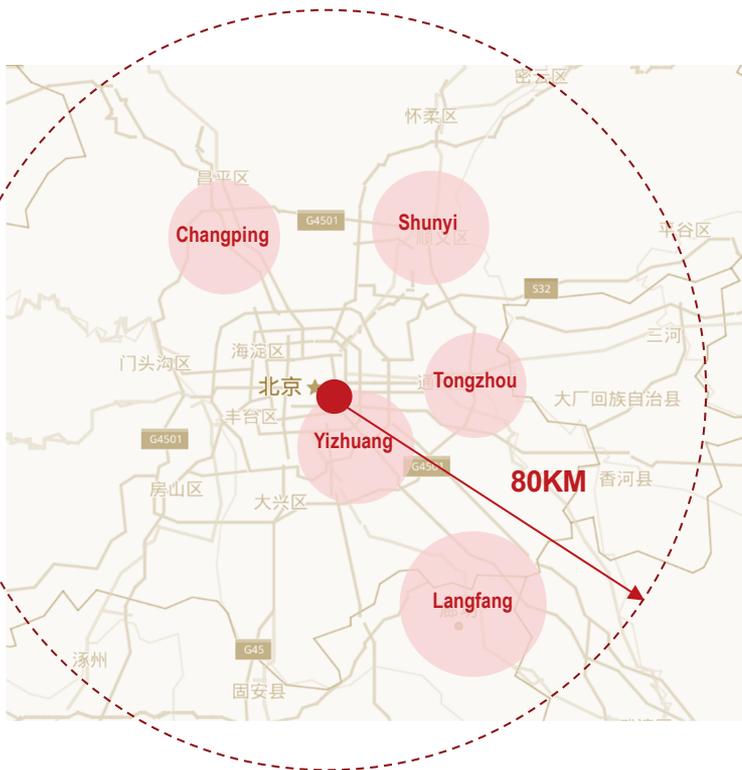
Note:
1. Excludes Managed BTS Data Centers. Excludes 3rd party data center capacity of 8,132 sqm in service, zero under construction and zero held for future development.

Greater Bay Area – Huidong Land



- Greenfield site in Huidong County
- One of the key areas identified for data center development under New Infrastructure plan
- 24 km away from SZ4
- 115,000 sqm of land area; 72,000 sqm of NFA

Beijing – Langfang Update



	Tenure	Status	Capacity (Sqm)	Area Committed (Sqm)	Commitment Rate
LF1	Lease	In Service	4,949	4,949	100%
LF2	Lease	In Service	5,458	5,458	100%
LF3	Own	Under Construction	11,664	11,664	100%
LF4	Own	Under Construction	14,832	14,832	100%
LF5	Own	Under Construction	14,832	7,665	51.7%
LF6	Lease	In Service	3,787	3,787	100%
LF7	Lease	In Service	5,558	5,558	100%
LF8	Lease	Under Construction	2,663	2,663	100%
LF9	Lease	Under Construction	10,830	10,830	100%
LF Land Site 1 Phase 3	Own	Held For Future Development	30,000	--	--
LF Land Site 2	Own	Held For Future Development	24,000	--	--
LF Land Site 3	Own	Held For Future Development	18,750	--	--
Total			147,323	67,406	



Shanghai – Kunshan / Changshu Update



	Tenure	Status	Capacity (Sqm)	Area Committed (Sqm)	Commitment Rate
KS1	Own	In Service	6,546	6,464	98.7%
KS2	Own	In Service	7,771	7,771	100%
KS3	Own	In Service	7,410	7,410	100%
KS4	Lease	Under Construction	3,500	0	0.0%
KS5 & KS6	Lease	Held For Future Development	12,800	--	--
CS1	Own	Under Construction	11,088	6,060	54.7%
CS Land Remaining Phases	Own	Held For Future Development	54,614	--	--
Total			103,729	27,705	

M&A Update

BJ13 – Jul 2020



- Located in Tongzhou, new seat of Beijing Municipal Government
- 18,000 sqm of NFA with owned land
- Strong customer interest to take all capacity
- JV with CPE for development phase

BJ14 – Sep 2020



- ~19,000 sqm of NFA
- Adjacent to existing BJ5 data center
- Fully committed by five hyperscale customers
- Expected to close in 1H21

SH19 – 4Q20



- Located in Waigaoqiao cluster
- ~12,789 sqm of NFA
- Phase 1 of 7,963 in service and fully committed
- Total acquisition and development cost of RMB 778 mn



Managed Build-To-Suit (“BTS”) Data Centers

Note: These projects are not included in our KPIs.

As At 3Q20	Number of Data Centers	Total Planned Net Floor Area (Sqm)
Customer 1 (GIC JV Data Centers)		
Projects Under Construction	5	19,442
Projects In Service Held For Sale	3	11,665
Projects In Service Held By GIC JV	0	0
Customer 2		
Projects Under Construction	1	3,440
Customer 3		
Projects Under Construction	1	10,672



Financial & Operating Review

Dan Newman, CFO





3Q20 P&L Analysis

Quarterly Financial Review

Rmb'000 (unless indicated)	3Q19	2Q20	3Q20	Y/Y	Q/Q
Service Revenue	1,058,921	1,334,475	1,522,353	43.8%	14.1%
Equipment Sales	7,267	7,730	2,396	(67.0%)	(69.0%)
Total Net Revenue	1,066,188	1,342,205	1,524,749	43.0%	13.6%
Cost of Revenue	(791,963)	(981,103)	(1,115,784)	40.9%	13.7%
Add Back: D&A, SBC & Asset Retirement Cost	296,815	359,898	403,312	35.9%	12.1%
Adjusted GP⁽¹⁾	571,040	721,000	812,277	42.2%	12.7%
<i>Adjusted GP Margin</i>	53.6%	53.7%	53.3%	(0.3 pts)	(0.4 pts)
SG&A	(144,313)	(196,677)	(249,637)	73.0%	26.9%
Add Back: D&A, SBC & Operating lease cost relating to prepaid land use rights	55,163	102,663	144,130	161.3%	40.4%
FX Change Gain (Loss) & Others, Net	1,806	6,401	10,347	472.9%	61.6%
Adjusted EBITDA⁽²⁾	483,696	633,387	717,117	48.3%	13.2%
<i>Adjusted EBITDA margin</i>	45.4%	47.2%	47.0%	1.6 pts	(0.2 pts)

Notes:

- Adjusted Gross Profit ("Adjusted GP") is defined as gross profit excluding depreciation and amortization, accretion expenses for asset retirement costs and share-based compensation expenses allocated to cost of revenue. Previously known as Adjusted NOI.
- Adjusted EBITDA is defined as net loss excluding net interest expenses, income tax expenses (benefits), depreciation and amortization, operating lease cost relating to prepaid land use rights, accretion expenses for asset retirement costs, share-based compensation expenses, and gain from purchase price adjustment.



3Q20 Underlying Trends

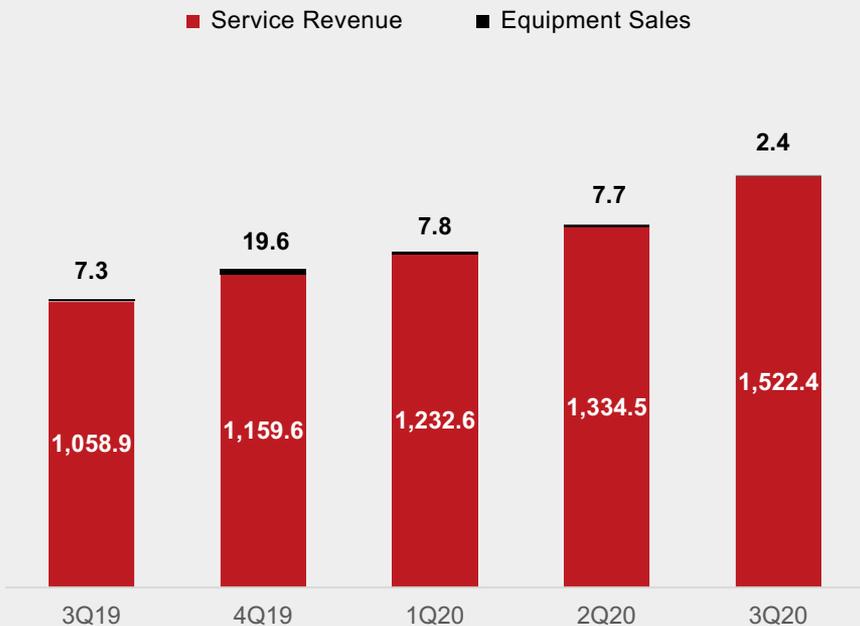
Quarterly Financial Review

Rmb'000 (unless indicated)	3Q19	2Q20	3Q20	Y/Y	Q/Q
Total Net Revenue	1,066,188	1,342,205	1,524,749	43.0%	13.6%
Less: Equipment Sales	7,267	7,730	2,396	(67.0%)	(69.0%)
Service Revenue	1,058,921	1,334,475	1,522,353	43.8%	14.1%
Adjusted GP	571,040	721,000	812,277	42.2%	12.7%
Less: Equipment Profit	923	453	52	(94.4%)	(88.5%)
Underlying Adjusted GP	570,117	720,547	812,225	42.5%	12.7%
<i>Underlying Adjusted GP Margin</i>	<i>53.8%</i>	<i>54.0%</i>	<i>53.4%</i>	<i>(0.4 ppts)</i>	<i>(0.6 ppts)</i>
Adjusted EBITDA	483,696	633,387	717,117	48.3%	13.2%
Less: Equipment Profit	923	453	52	(94.4%)	(88.5%)
Less: FX Change Loss	(2,796)	(4,587)	(134)	(95.2%)	(97.1%)
Underlying Adjusted EBITDA	485,569	637,521	717,199	47.7%	12.5%
<i>Underlying Adjusted EBITDA Margin</i>	<i>45.9%</i>	<i>47.8%</i>	<i>47.1%</i>	<i>1.2 ppts</i>	<i>(0.7 ppts)</i>

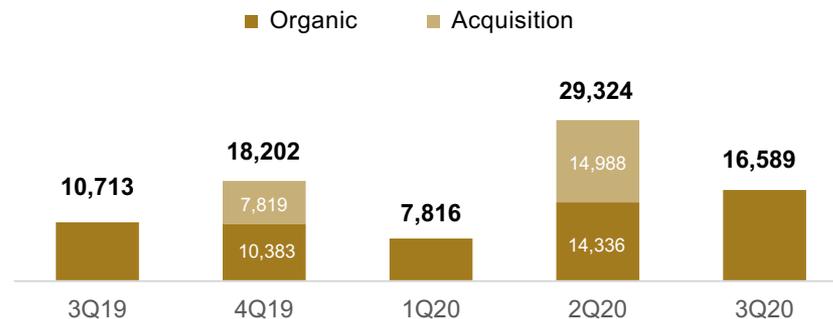


Revenue & Area Utilized

Revenue (Rmb Mn)



Net Additional Area Utilized (Sqm) ⁽¹⁾ & MSR



MSR (Rmb / Sqm / Month)

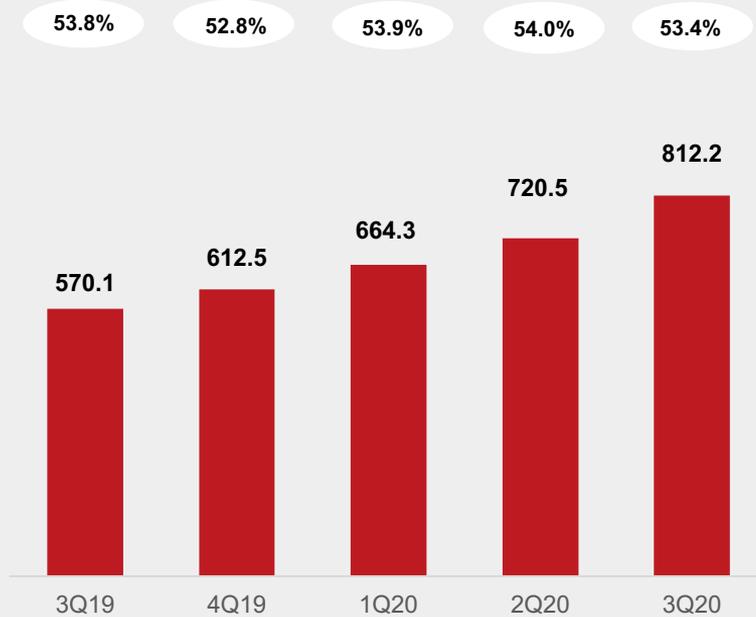


Note:
1. Excluding Managed BTS Data Centers.

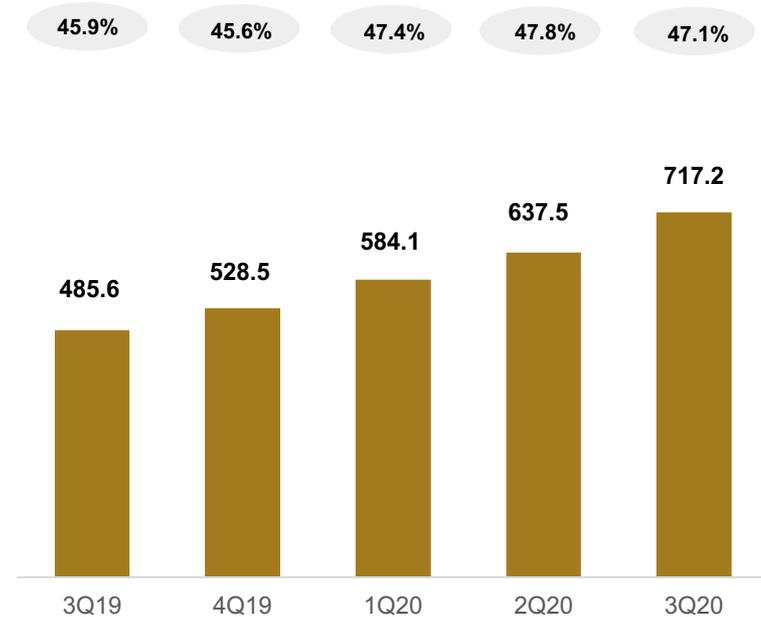


Underlying Adjusted GP & Adjusted EBITDA

Underlying Adjusted GP (Rmb Mn) & Margin



Underlying Adjusted EBITDA (Rmb Mn) & Margin





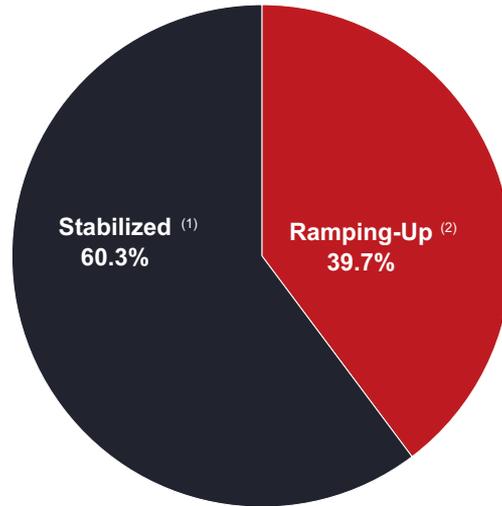
Stabilized vs. Ramping-Up Data Centers

Breakdown Of Area In Service As At 3Q20

Stabilized Data Centers

	Area In Service (Sqm)	Commitment Rate	Utilization Rate
KS1	6,546	98.7%	94.6%
SH1	6,432	98.2%	95.0%
SH2	7,712	92.8%	91.4%
SH3	7,950	99.9%	98.1%
SH4	8,395	98.1%	92.0%
SH8	4,924	88.6%	87.1%
SH9	3,330	100%	94.2%
SZ1	4,286	99.7%	99.2%
SZ2	4,308	100%	100.0%
SZ3	2,678	99.5%	95.8%
SZ5	20,583	100%	96.9%
GZ1	6,548	99.8%	99.7%
GZ2	6,131	100%	99.1%
GZ3 Phase 1	7,648	100%	98.5%
GZ3 Phase 2	3,423	100%	100%
BJ1	2,435	98.6%	96.5%
BJ2	5,819	99.0%	94.3%
BJ3	3,144	100%	96.5%
BJ5	13,366	99.0%	87.0%
BJ9	8,029	95.9%	94.5%
BJ10	6,440	100%	95.1%
BJ11	6,471	100%	94.2%
ZB1	5,132	100%	94.9%
ZB2	4,662	100%	94.5%
ZB3	4,662	100%	94.6%
ZB4	4,012	100%	85.8%
3rd Party	3,421	95.2%	92.8%
Total	168,487	98.7%	94.7%

Area In Service



Notes:

1. "Stabilized" is defined as Utilization Rate above 80%.
2. "Ramping-Up" is defined as Utilization Rate below 80%.
3. Numbers exclude Managed BTS Data Centers.

Ramping-Up Data Centers

	Area In Service (Sqm)	Commitment Rate	Utilization Rate
KS2	7,771	100%	77.7%
KS3	7,410	100%	0.0%
SH5	2,062	77.4%	74.5%
SH6	7,620	94.5%	49.6%
SH7	6,352	46.4%	21.6%
SH10	3,745	100%	57.0%
SH11	4,515	100%	76.9%
SH15	1,587	100%	0.0%
SZ4 Phase 1	4,677	100%	72.5%
SZ6	2,133	2.8%	0.8%
GZ6	6,608	91.6%	0.8%
BJ4	4,695	66.8%	42.8%
BJ6	5,965	97.0%	70.4%
BJ12	7,016	100%	63.6%
LF1	4,949	100%	44.4%
LF2	5,458	100%	0.0%
LF6	3,787	100%	61.4%
LF7	5,558	100%	62.1%
CD1	6,262	95.6%	75.5%
CD2 Phase 1	8,250	100%	22.3%
3rd Party	4,711	85.7%	67.9%
Total	111,131	91.4%	45.2%



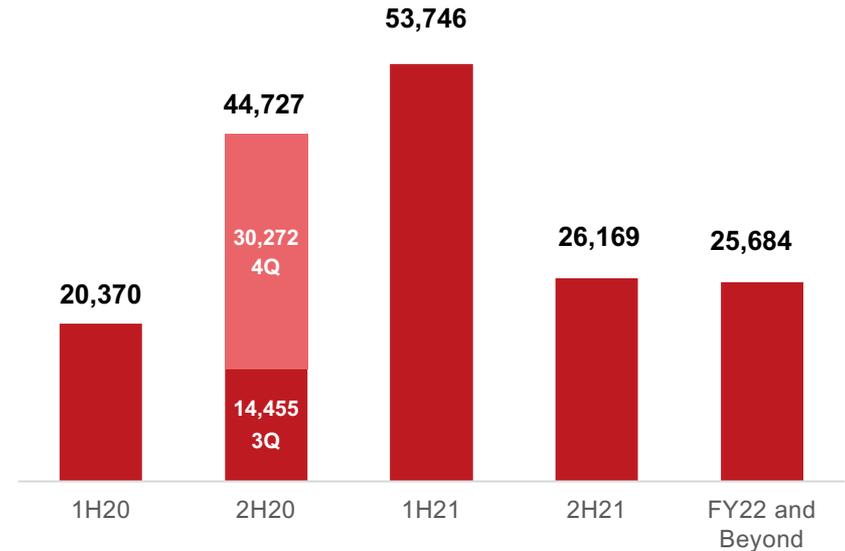
Construction Program

Self-Developed Data Centers

	RFS Date	Tenure	Type	Area Under Construction (Sqm)	Pre-Commitment Rate (%)
SH13	4Q20	Lease	Convert	6,493	65.5%
SH14 Phase 1 ⁽¹⁾	4Q20	Own	Convert	7,000	100%
SH16	4Q20	Own	Convert	3,000	0.0%
BJ7	4Q20	Lease	Convert	11,116	34.7%
LF8	4Q20	Lease	Convert	2,663	100%
SH12	1H21	Lease	Brownfield	3,653	100%
SH17 Phase 1	1H21	Own	Convert	6,188	100%
KS4	1H21	Lease	Convert	3,500	0.0%
BJ8	1H21	Lease	Convert	10,911	100%
GZ4	1H21	Lease	Convert	7,000	0.0%
LF3	1H21	Own	Greenfield	11,664	100%
LF9	1H21	Lease	Convert	10,830	100%
CS1	2H21	Own	Greenfield	11,088	54.7%
LF4 Phase 1 ⁽¹⁾	2H21	Own	Greenfield	7,416	100%
LF5 Phase 1 ⁽¹⁾	2H21	Own	Greenfield	7,665	100%
SH14 Phase 2 ⁽¹⁾	1H22	Own	Convert	4,040	0.0%
LF4 Phase 2 ⁽¹⁾	1H22	Own	Greenfield	7,416	100%
LF5 Phase 2 ⁽¹⁾	1H22	Own	Greenfield	7,167	0.0%
HK1	2H22	Own	Brownfield	7,061	0.0%
Total	--			135,871	65.9%

Note:
1. SH14, LF4 and LF5 were split into two phases to better reflect the data center design and construction plan. Typically data center developments split into two phases have two separate entrances and / or power will be activated in phases.

Organic Capacity Delivery Schedule (Sqm)



Note: Numbers exclude Managed BTS Data Centers.



Capital Expenditure

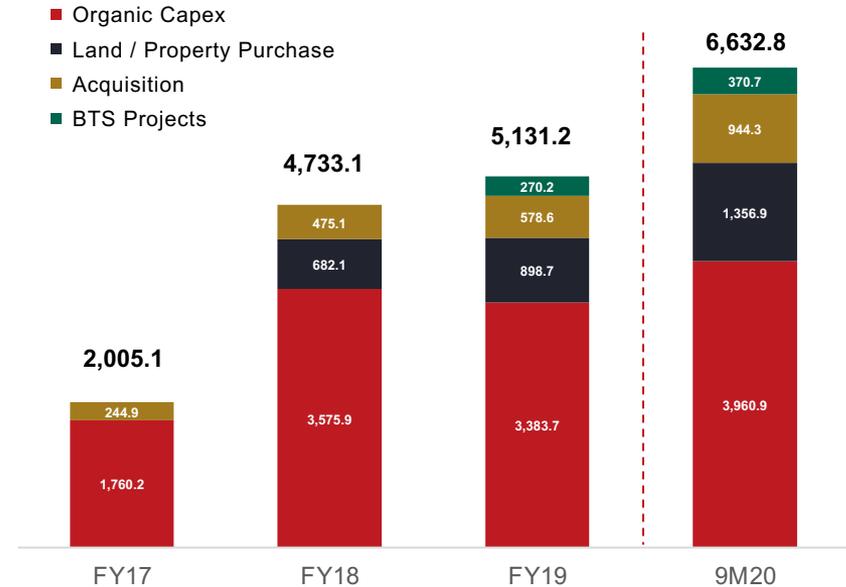
Capex Paid – By Quarter (Rmb Mn) ⁽¹⁾

Rmb Mn	3Q19	4Q19	1Q20	2Q20	3Q20
Organic Capex	957.9	1,222.8	1,048.7	936.8	1,975.4
Land / Property	80.4	770.2	1,342.7	4.2	10.0
Acquisition	36.1	515.4	10.3	327.0	607.0
BTS Projects	76.0	98.8	134.2	80.9	155.6
Total	1,150.4	2,607.2	2,535.9	1,348.9	2,748.0

Note:

1. Refers to net cash used in investing activities, including premium paid for acquisitions.

Capex Paid – By Year (Rmb Mn) ⁽¹⁾





Financing Obligations & Liquidity

Debt & Cash Outstanding

	30/09/19	30/06/20	30/09/20	
	Rmb Mn	Rmb Mn	Rmb Mn	/ LQA Adjusted EBITDA
Total Loan	8,358.6	11,019.7	11,930.3	4.1
Convertible Bond	2,075.0	2,086.2	2,009.8	0.7
Finance Lease	4,684.0	7,332.1	8,213.9	2.9
Gross Debt	15,117.6	20,438.0	22,154.0	7.7
Cash	5,752.8	7,742.1	6,004.5	2.1
Net Debt	9,364.8	12,695.9	16,149.5	5.6
<i>Pro Forma of Proceeds from Hong Kong Initial Public Offering</i>				
Cash Proceeds from HK IPO ⁽¹⁾			12,723.7	4.4
Net Debt			3,425.8	1.2

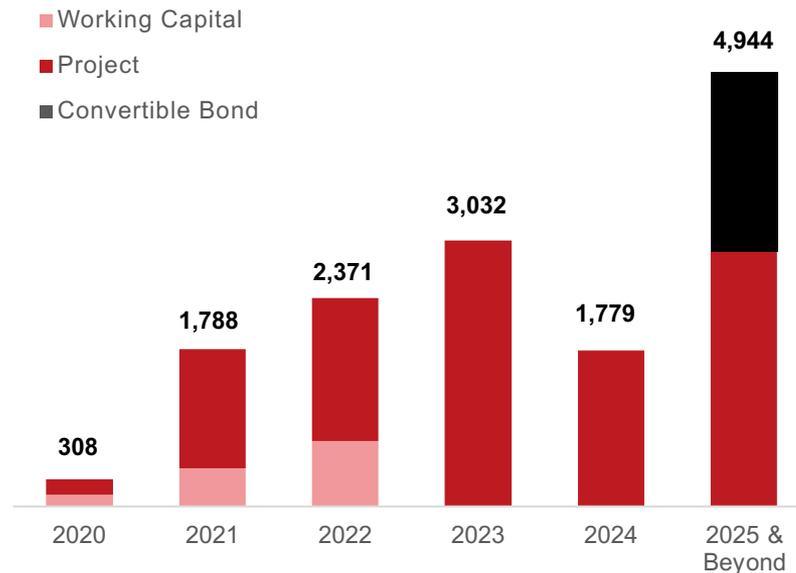
	3Q19	4Q19	1Q20	2Q20	3Q20
Net Debt / LQA Adj. EBITDA	4.8	4.9	5.8	5.0	5.6
Interest Coverage Ratio ⁽²⁾	2.01	2.26	2.19	2.11	2.11
Effective Interest Rate ⁽³⁾	6.6%	6.0%	6.3%	6.4%	6.4%

LQA Adjusted EBITDA = Rmb 717.1 mn *4 = Rmb 2,868.5 mn

Notes:

1. Net of underwriters' discounts and commissions, before other expenses.
2. Interest Coverage Ratio = Adjusted EBITDA / Reported Net Interest Expense.
3. Effective Interest Rate = Quarterly Net Interest Expenses *4 / Average Gross Debt

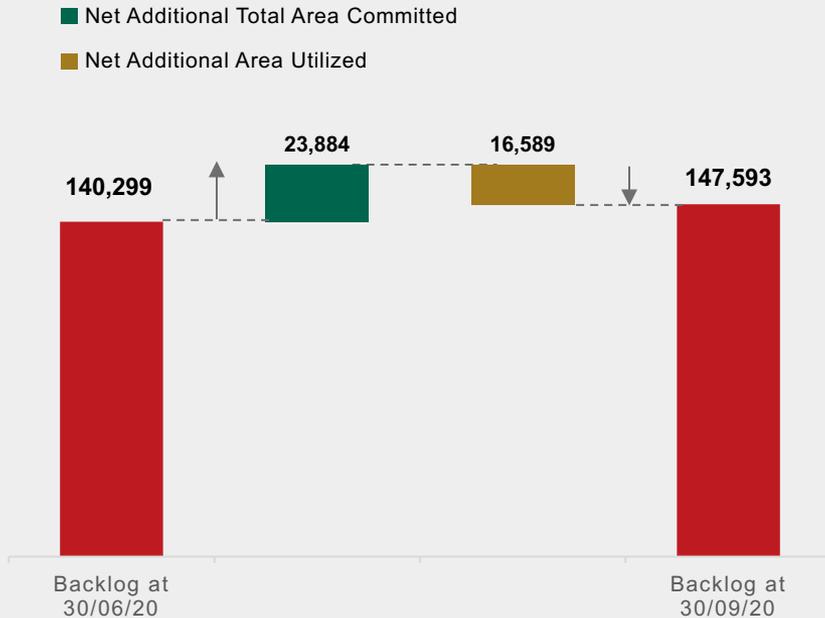
Loan Maturity Schedule As At 30/09/20 (Rmb Mn)





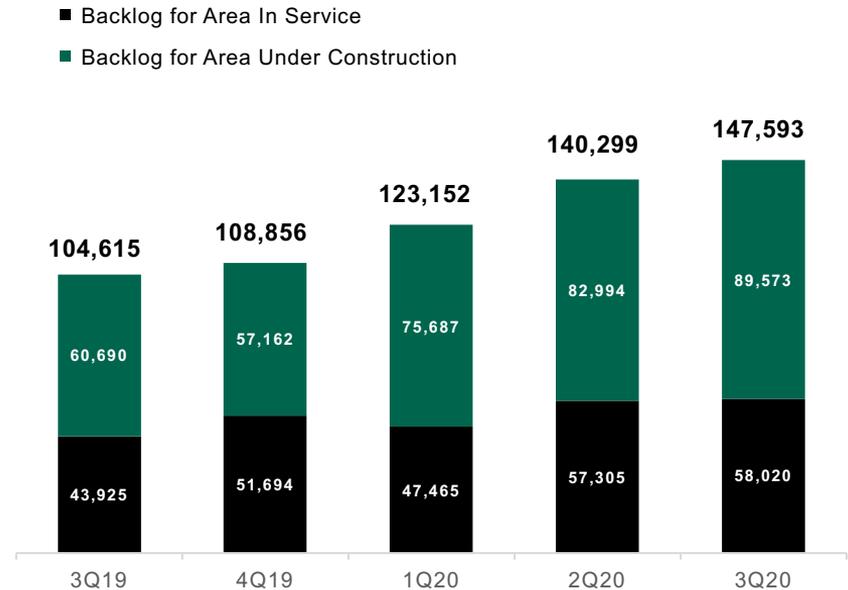
Backlog & Move-In Analysis

Backlog Build-Up For 3Q20 (Sqm)



Note: Numbers exclude Managed BTS Data Centers.

Backlog By Data Center Status (Sqm)





Updated Business Outlook

FY20 Revised Annual Guidance

Rmb Mn	FY19 Actual	Original FY20 Guidance (Mar-20)	Implied Y/Y	Revised FY20 Guidance (Aug-20)	Revised FY20 Guidance (Nov-20)	Implied Y/Y	Vs Original FY20 Guidance
Total Revenue	4,122.4	5,510 – 5,750	33.7% – 39.5%	No Change	5,700 – 5,750	38.3% – 39.5%	+3.4% – 0%
Adjusted EBITDA	1,824.0	2,550 – 2,670	39.8% – 46.4%	No Change	2,660 – 2,670	45.8% – 46.4%	+4.3% – 0%
Capex ⁽¹⁾	5,131.2	~7,500	~46%	~10,000	No Change	+94.9%	+33.3%

Note:

1. Refers to net cash used in investing activities.



Questions & Answers

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Appendix

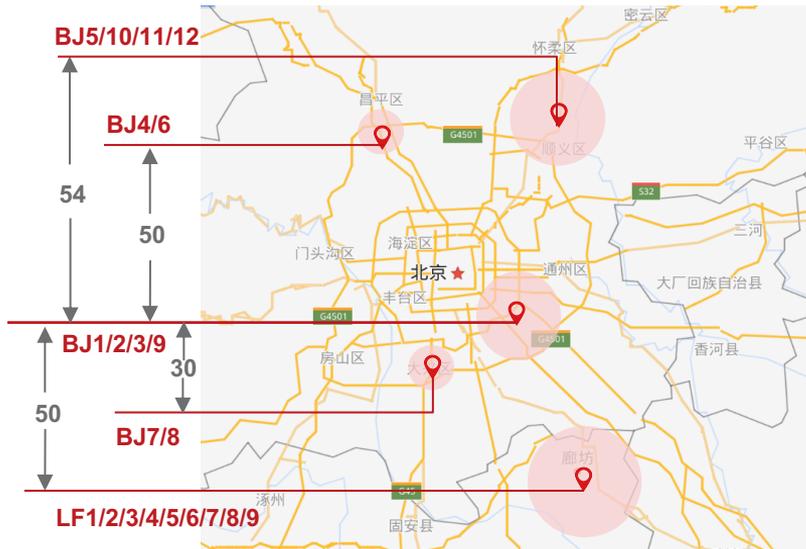




Our Data Center Portfolio – Beijing & Shanghai Markets

Self-Developed Data Centers In Service & Under Construction In Tier 1 Markets (1)

Beijing – 21 DCs



Shanghai – 22 DCs



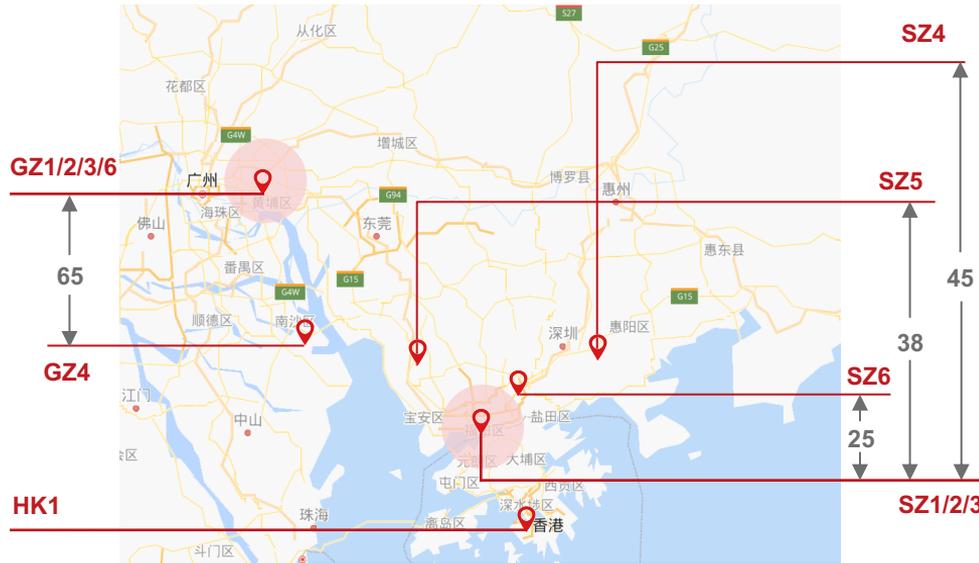
Note:
1. Distance in km..



Our Data Center Portfolio – Greater Bay Area & Chengdu / Chongqing

Self-Developed Data Centers In Service & Under Construction In Tier 1 Markets (1)

Great Bay Area – 12 DCs



Chengdu / Chongqing – 2 DCs



Note:
1. Distance in km.



Key Operating KPIs

Last 8 Quarters

As At	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20
Area In Service (Sqm)	160,356	171,515	180,441	198,097	225,963	229,986	266,260	279,618
Area Under Construction (Sqm)	65,201	65,736	78,373	84,765	89,834	110,706	133,208	135,871
Total Capacity (Sqm)	225,557	237,251	258,814	282,862	315,797	340,692	399,468	415,489
Area Committed (Sqm)	152,163	164,747	169,010	181,745	207,716	211,303	250,467	267,771
Area Pre-Committed (Sqm)	31,580	35,084	51,808	60,690	57,162	75,687	82,994	89,573
Total Area Committed (Sqm)	183,743	199,831	220,818	242,435	264,878	286,990	333,461	357,344
Commitment Rate (%)	94.9%	96.1%	93.7%	91.7%	91.9%	91.9%	94.1%	95.8%
Pre-Commitment Rate (%)	48.4%	53.4%	66.1%	71.6%	63.6%	68.4%	62.3%	65.9%
Area Utilized (Sqm)	108,326	118,050	127,107	137,820	156,022	163,838	193,162	209,751
Utilization Rate %	67.6%	68.8%	70.4%	69.6%	69.0%	71.2%	72.5%	75.0%
Average MSR (Rmb / Sqm / Month)	2,644	2,624	2,679	2,665	2,631	2,569	2,492	2,519

Note: Numbers exclude Managed BTS Data Centers.



Data Center Summary By Market

As At 30/09/20 (Sqm, Unless Indicated)

Market	# of Self-Developed Data Centers	Area In Service	Area Under Construction	Total Capacity	Area Held for Future Development	Area Committed	Area Pre-Committed	Total Area Committed	Area Utilized	Commitment Rate	Pre-Commitment Rate	Utilization Rate
		(1)	(2)	(1 + 2)	--	(3)	(4)	(3 + 4)	(5)	(3 / 1)	(4 / 2)	(5 / 1)
Beijing	21	83,132	76,848	159,980	90,750	80,848	62,422	143,270	60,961	97.3%	81.2%	73.3%
Shanghai	22	86,351	44,962	131,313	131,382	80,571	27,151	107,722	60,632	93.3%	60.4%	70.2%
Greater Bay Area	12	69,023	14,061	83,084	81,596	66,351	0	66,351	58,085	96.1%	0.0%	84.2%
Chengdu / Chongqing	2	14,512	0	14,512	54,506	14,237	0	14,237	6,569	98.1%	0.0%	45.3%
Remote	4	18,468	0	18,468	0	18,468	0	18,468	17,129	100%	0.0%	92.8%
3rd Party	--	8,132	0	8,132	0	7,295	0	7,295	6,376	89.7%	0.0%	78.4%
Total	61	279,618	135,871	415,489	358,234	267,771	89,573	357,344	209,751	95.8%	65.9%	75.0%

Note: Numbers exclude Managed BTS Data Centers.



Self-Developed Data Centers In Service – Beijing

As At 30/09/20 (Sqm, Unless Indicated)

Data Center	Ready For Service	Type	Tenure	Area In Service	Area Committed	Commitment Rate	Area Utilized	Utilization Rate
BJ1	2H15	Convert	Lease	2,435	2,400	98.6%	2,349	96.5%
BJ2	2H17	Convert	Lease	5,819	5,763	99.0%	5,490	94.3%
BJ3	2H17	Convert	Lease	3,144	3,144	100%	3,035	96.5%
BJ4	1H19	Convert	Lease	4,695	3,138	66.8%	2,009	42.8%
BJ5	1H19	Convert	Lease	13,366	13,239	99.0%	11,633	87.0%
BJ6	2H19	Convert	Lease	5,965	5,786	97.0%	4,198	70.4%
BJ9	2H19	Convert	Lease	8,029	7,699	95.9%	7,589	94.5%
BJ10	1H20	Convert	Lease	6,440	6,440	100%	6,125	95.1%
BJ11	1H20	Convert	Lease	6,471	6,471	100%	6,098	94.2%
BJ12	1H20	Convert	Lease	7,016	7,016	100%	4,463	63.6%
LF1	2H19	Convert	Lease	4,949	4,949	100%	2,196	44.4%
LF2	2H20	Convert	Lease	5,458	5,458	100%	0	0.0%
LF6	1H20	Convert	Lease	3,787	3,787	100%	2,324	61.4%
LF7	1H20	Convert	Lease	5,558	5,558	100%	3,451	62.1%



Self-Developed Data Centers In Service – Shanghai

As At 30/09/20 (Sqm, Unless Indicated)

Data Center	Ready For Service	Type	Tenure	Area In Service	Area Committed	Commitment Rate	Area Utilized	Utilization Rate
SH1	2H11	Purpose-Built	Lease	6,432	6,319	98.2%	6,113	95.0%
SH2	2H15	Purpose-Built	Lease	7,712	7,155	92.8%	7,047	91.4%
SH3	2H16	Purpose-Built	Lease	7,950	7,939	99.9%	7,796	98.1%
SH4	2H17	Purpose-Built	Lease	8,395	8,233	98.1%	7,725	92.0%
SH5	1H18	Converted	Lease	2,062	1,595	77.4%	1,536	74.5%
SH6	2H18	Purpose-Built	Lease	7,620	7,197	94.5%	3,780	49.6%
SH7	2H19	Purpose-Built	Lease	6,352	2,945	46.4%	1,371	21.6%
SH8	2H18	Convert	Lease	4,924	4,365	88.6%	4,288	87.1%
SH9	1H19	Convert	Lease	3,330	3,330	100%	3,137	94.2%
SH10	1H19	Convert	Lease	3,745	3,745	100%	2,134	57.0%
SH11	1H18	Convert	Lease	4,515	4,515	100%	3,472	76.9%
SH15	2H20	Convert	Lease	1,587	1,587	100%	0	0.0%
KS1	2H10	Purpose-Built	Own	6,546	6,464	98.7%	6,194	94.6%
KS2	1H20	Purpose-Built	Own	7,771	7,771	100%	6,039	77.7%
KS3	2H20	Purpose-Built	Own	7,410	7,410	100%	0	0.0%



Self-Developed Data Centers In Service – Greater Bay Area

As At 30/09/20 (Sqm, Unless Indicated)

Data Center	Ready For Service	Type	Tenure	Area In Service	Area Committed	Commitment Rate	Area Utilized	Utilization Rate
SZ1	2H14	Convert	Lease	4,286	4,272	99.7%	4,252	99.2%
SZ2	1H16	Convert	Lease	4,308	4,308	100%	4,308	100%
SZ3	2H16	Convert	Lease	2,678	2,665	99.5%	2,565	95.8%
SZ4 Phase 1	2H17	Convert	Lease	4,678	4,678	100%	3,389	72.5%
SZ5	2H19	Convert	Lease	20,583	20,583	100%	19,939	96.9%
SZ6	2H19	Convert	Lease	2,133	59	2.8%	17	0.8%
GZ1	1H16	Convert	Lease	6,548	6,531	99.8%	6,526	99.7%
GZ2	2H17	Convert	Lease	6,131	6,131	100%	6,074	99.1%
GZ3 Phase 1	1H18	Purpose-Built	Lease	7,648	7,648	100%	7,536	98.5%
GZ3 Phase 2	2H19	Purpose-Built	Lease	3,423	3,423	100%	3,423	100%
GZ6	2H19	Convert	Lease	6,608	6,054	91.6%	55	0.8%



Self-Developed Data Center In Service – Chengdu / Lower Tier Markets

As At 30/09/20 (Sqm, Unless Indicated)

Market	Data Center	Ready For Service	Type	Tenure	Area In Service	Area Committed	Commitment Rate	Area Utilized	Utilization Rate
Chengdu	CD1	1H17	Purpose-Built	Own	6,262	5,987	95.6%	4,731	75.5%
	CD2 Phase 1	2H18	Purpose-Built	Own	8,250	8,250	100%	1,838	22.3%
Remote	ZB1	1H18	Build-To-Suit	Lease	5,132	5,132	100%	4,870	94.9%
	ZB2	2H18	Build-To-Suit	Lease	4,662	4,662	100%	4,404	94.5%
	ZB3	2H18	Build-To-Suit	Lease	4,662	4,662	100%	4,412	94.6%
	ZB4	1H20	Build-To-Suit	Lease	4,012	4,012	100%	3,443	85.8%



Self-Developed Data Centers Under Construction

As At 30/09/20 (Sqm, Unless Indicated)

Market	Data Center	Ready For Service	Type	Tenure	Area Under Construction	Area Pre-Committed	Pre-Commitment Rate
Beijing	BJ7	4Q20	Convert	Lease	11,116	3,857	34.7%
	BJ8	1H21	Convert	Lease	10,911	10,911	100%
	LF3	1H21	Purpose-Built	Own	11,664	11,664	100%
	LF4 Phase 1	2H21	Purpose-Built	Own	7,416	7,416	100%
	LF4 Phase 2	1H22	Purpose-Built	Own	7,416	7,416	100%
	LF5 Phase 1	2H21	Purpose-Built	Own	7,665	7,665	100%
	LF5 Phase 2	1H22	Purpose-Built	Own	7,167	0	0.0%
	LF8	4Q20	Convert	Lease	2,663	2,663	100%
	LF9	1H21	Convert	Lease	10,830	10,830	100%
Shanghai	SH12	1H21	Purpose-Built	Lease	3,653	3,653	100%
	SH13	4Q20	Convert	Lease	6,493	4,250	65.5%
	SH14 Phase 1	4Q20	Convert	Own	7,000	7,000	100%
	SH14 Phase 2	1H22	Convert	Own	4,040	0	0.0%
	SH16	4Q20	Convert	Own	3,000	0	0.0%
	SH17 Phase 1	1H21	Convert	Own	6,188	6,188	100%
	KS4	1H21	Convert	Lease	3,500	0	0.0%
Greater Bay Area	CS1	2H21	Purpose-Built	Own	11,088	6,060	54.7%
	GZ4	1H21	Convert	Lease	7,000	0	0.0%
	HK1	2H22	Purpose-Built	Own	7,061	0	0.0%



Self-Developed Data Center Capacity – Lease Vs Own

As At 30/09/20

Sqm	Area In Service	Area Under Construction	Held For Future Development	Total Developed & Developable Capacity
Lease	235,247	56,166	52,756	344,169
Own	36,239	79,705	305,478	421,422
Total	271,486	135,871	358,234	765,591
% Lease	86.7%	41.3%	14.7%	45.0%
% Own	13.3%	58.7%	85.3%	55.0%

Note: Numbers exclude Managed BTS Data Centers.



Top 5 Customers

By Total Area Committed ⁽¹⁾

End User	% of Total Area Committed as at 3Q20	Number of Data Centers ⁽²⁾
Customer 1	36.2%	27
Customer 2	22.0%	17
Customer 3	6.5%	5
Customer 4	5.6%	10
Customer 5	5.4%	6

By Revenue ⁽¹⁾

End User	% of 3Q20 Total Net Revenue
Customer 1	26.1%
Customer 2	21.4%
Customer 3	8.0%
Customer 4	7.7%
Customer 5	2.7%

Note:

1. Customers listed under "Total Area Committed" do not necessarily correspond to customers listed under "Revenue"

2. Excluding 3rd party data centers



Forthcoming Contract Renewals

Contract Renewal Schedule

Period	Sqm	% of Total Area Committed
4Q20	9,928	2.8%
FY21	28,259	7.9%
FY22	18,577	5.2%
FY23	33,907	9.5%
Thereafter	266,674	74.6%
Total Area Committed As At 30/09/20	357,344	100.0%



Principal Shareholders

As At 30/09/20

	Ordinary Shares ⁽¹⁾	Equivalent ADS	Pro Forma ADS Change ⁽³⁾	Equivalent ADS	% of Total
William Huang ⁽²⁾	80,446,240	10,055,780		10,055,780	5.4%
Directors & Officers	17,830,935	2,228,867		2,228,867	1.2%
STT GDC	437,043,684	54,630,461	+5,030,600	59,661,061	32.1%
Ping An	0	0	+4,213,483	4,213,483	2.3%
Others / Free Float	734,928,456	91,866,057	+17,969,400	109,835,457	59.1%
Total	1,270,249,315	158,781,164	+27,213,483	185,994,647	100%

Notes:

1. Does not include options and RSUs to be exercised or vested within 60 days of 669,000 ordinary shares, or 83,625 ADSs, and after 60 days of 31,573,352 ordinary shares, or 3,946,669 ADSs. Does not include potential 5,815,950 ADSs from the existing Convertible Bonds conversion.

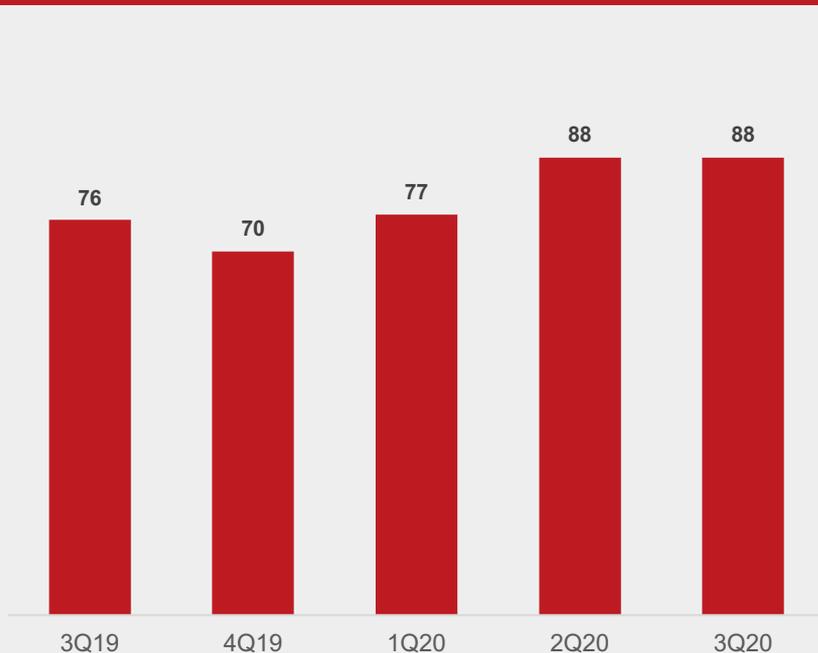
2. Including 67,590,336 Class B ordinary shares, and vested RSU and exercised options of 1,606,988 ADSs representing 12,855,904 Class A ordinary shares. All the other shares held by other shareholders are Class A shares. The voting power of Class B vs Class A is 20:1.

3. Pro forma for the Convertible Preferred Shares issued to Ping An and Hong Kong Initial Public Offering.



Working Capital Management

Accounts Receivable Turnover Days (# of Days)



Days Payable Outstanding (DPO) ⁽¹⁾

# of Days	3Q19	4Q19	1Q20	2Q20	3Q20
DPO – Opex	110	99	96	114	107
DPO – Capex	231	66	94	106	136
Total DPO	179	72	95	108	129
Total DPO (Excl. Acquisitions)	169	65	82	89	110

Note:

1. Days Payable Outstanding is calculated as the average payable balance, divided by total purchases in terms of operating and capital expenditures, multiplied by 90 days for quarterly DPO, or 360 days for annual DPO. For DPO – Opex, or DPO – Capex, the numerator and denominator will only cover operating expenditure or capital expenditure incurred, respectively in a consistent way



Historical Financial Results

Condensed Consolidated Statements of Operations

Amounts in thousands	Three Months Ended					
	Sep 30, 2019	Dec 31, 2019	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020	
	RMB	RMB	RMB	RMB	RMB	USD
Net Revenue						
Service revenue	1,058,921	1,159,610	1,232,589	1,334,475	1,522,353	224,218
Equipment sales	7,267	19,577	7,829	7,730	2,396	353
Total net revenue	1,066,188	1,179,187	1,240,418	1,342,205	1,524,749	224,571
Cost of revenue	(791,963)	(884,464)	(890,080)	(981,103)	(1,115,784)	(164,337)
Gross profit	274,225	294,723	350,338	361,102	408,965	60,234
Operating expenses						
Selling and marketing expenses	(32,596)	(39,668)	(30,305)	(29,755)	(35,157)	(5,178)
General and administrative expenses	(105,524)	(120,891)	(117,043)	(156,679)	(203,460)	(29,966)
Research and development expenses	(6,193)	(6,595)	(8,744)	(10,243)	(11,020)	(1,623)
Income from operations	129,912	127,569	194,246	164,425	159,328	23,467
Other income (expenses)						
Net interest expenses	(241,038)	(233,615)	(260,865)	(300,649)	(339,245)	(49,965)
Foreign currency exchange loss, net	(2,796)	(446)	(12,619)	(4,587)	(134)	(20)
Gain from purchase price adjustment	0	0	0	55,154	0	0
Others, net	4,602	6,341	2,916	10,988	10,481	1,544
Loss before income taxes	(109,320)	(100,151)	(76,322)	(74,669)	(169,570)	(24,974)
Income tax benefits (expenses)	678	(3,511)	(15,709)	(26,378)	(35,065)	(5,165)
Net loss	(108,642)	(103,662)	(92,031)	(101,047)	(204,635)	(30,139)



Historical Financial Results

Condensed Consolidated Balance Sheets

Amounts in thousands. As of	Sep 30, 2019	Dec 31, 2019	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020	
	RMB	RMB	RMB	RMB	RMB	USD
Cash	5,752,790	5,810,938	3,611,121	7,742,082	6,004,537	884,373
Accounts receivable, net of allowance for doubtful accounts	952,184	879,962	1,248,279	1,388,535	1,579,257	232,599
Total current assets	7,166,012	7,084,709	5,292,010	9,618,087	8,115,514	1,195,285
Property and equipment, net	16,290,301	19,184,639	20,549,477	24,542,951	27,223,398	4,009,573
Prepaid land use rights, net	774,564	747,187	754,769	747,680	713,613	105,104
Operating lease right-of-use assets	469,407	796,679	1,497,002	1,909,239	2,578,471	379,768
Goodwill and intangible assets, net	2,146,466	2,300,468	2,287,546	2,967,296	2,957,590	435,606
Total assets	28,003,591	31,492,531	31,904,364	41,608,850	43,647,459	6,428,575
Short-term borrowings and current portion of long-term borrowings	916,596	1,137,737	1,406,969	1,681,787	1,811,363	266,785
Operating lease liabilities, current	63,719	55,139	50,924	73,362	82,950	12,217
Finance lease and other financing obligations, current	118,050	222,473	261,093	230,746	235,703	34,715
Total current liabilities	3,578,291	3,999,514	4,013,203	6,468,154	6,708,398	988,040
Long-term borrowings, excluding current portion	7,442,030	8,028,473	8,059,398	9,337,882	10,119,004	1,490,368
Convertible bonds payable	2,075,014	2,049,654	2,084,733	2,086,179	2,009,785	296,009
Operating lease liabilities, non-current	379,789	709,998	748,077	1,141,835	1,272,835	187,468
Finance lease and other financing obligations, non-current	4,565,929	4,751,121	5,055,923	7,101,401	7,978,175	1,175,058
Total liabilities	18,552,566	20,136,969	20,591,113	26,716,051	28,875,534	4,252,906
Redeemable preferred shares	1,063,145	1,061,981	1,065,127	1,064,137	1,023,643	150,766
Redeemable non-controlling interests	0	0	0	0	110,902	16,334
Total mezzanine equity	1,063,145	1,061,981	1,065,127	1,064,137	1,134,545	167,100
Total shareholders' equity	8,387,880	10,293,581	10,248,124	13,828,662	13,637,380	2,008,569



Historical Financial Results

Condensed Consolidated Statements of Cash Flows

Amounts in thousands	Three Months Ended					
	Sep 30, 2019	Dec 31, 2019	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020	
	RMB	RMB	RMB	RMB	RMB	USD
Net cash provided by (used in) operating activities	165,219	72,113	(169,799)	186,037	(7,943)	(1,170)
Net cash used in investing activities	(1,150,440)	(2,607,198)	(2,535,940)	(1,348,896)	(2,747,942)	(404,728)
Net cash provided by financing activities	887,546	2,705,016	604,262	5,268,130	1,154,008	169,967
Effect of exchange rate changes on cash and restricted cash	109,558	(58,508)	25,587	23,900	(151,479)	(22,310)
Net increase (decrease) in cash and restricted cash	11,883	111,423	(2,075,890)	4,129,171	(1,753,356)	(258,241)
Cash and restricted cash at beginning of period	5,849,956	5,861,839	5,973,262	3,897,372	8,026,543	1,182,182
Cash and restricted cash at end of period	5,861,839	5,973,262	3,897,372	8,026,543	6,273,187	923,941



Reconciliation from Gross Profit to Adjusted GP

Adjusted GP

Amounts in thousands	Three Months Ended					
	Sep 30, 2019	Dec 31, 2019	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020	
	RMB	RMB	RMB	RMB	RMB	USD
Gross profit	274,225	294,723	350,338	361,102	408,965	60,234
Depreciation and amortization	282,112	300,422	296,601	341,618	378,291	55,716
Accretion expenses for asset retirement costs	743	813	896	944	1,070	158
Share-based compensation expenses	13,960	17,189	17,103	17,336	23,951	3,528
Adjusted GP	571,040	613,147	664,938	721,000	812,277	119,636
Adjusted GP margin	53.6%	52.0%	53.6%	53.7%	53.3%	53.3%



Reconciliation from Net Loss to Adjusted EBITDA

Adjusted EBITDA

Amounts in thousands	Three Months Ended					
	Sep 30, 2019	Dec 31, 2019	Mar 31, 2020	Jun 30, 2020	Sep 30, 2020	
	RMB	RMB	RMB	RMB	RMB	USD
Net loss	(108,642)	(103,662)	(92,031)	(101,047)	(204,635)	(30,139)
Net interest expenses	241,038	233,615	260,865	300,649	339,245	49,965
Income tax (benefits) expenses	(678)	3,511	15,709	26,378	35,065	5,165
Depreciation and amortization	299,349	319,470	319,026	390,197	450,851	66,403
Operating lease cost relating to prepaid land use rights	0	0	496	4,721	6,914	1,018
Accretion expenses for asset retirement costs	743	813	896	944	1,070	158
Share-based compensation expenses	51,886	74,936	67,143	66,699	88,607	13,050
Gain from purchase price adjustment	0	0	0	(55,154)	0	0
Adjusted EBITDA	483,696	528,683	572,104	633,387	717,117	105,620
Adjusted EBITDA margin	45.4%	44.8%	46.1%	47.2%	47.0%	47.0%



Definition of KPIs

Area In Service	Entire net floor area of data centers (or phases of data centers) which are ready for service
Area Under Construction	Entire net floor area of data centers (or phases of data centers) which are actively under construction and have not yet reached the stage of being ready for service
Area Held For Future Development	Estimated net floor area that we have secured for potential future development by different means, including greenfield and brownfield land which we have acquired or which we expect to acquire pursuant to binding framework agreements with local governments, building shells which we have purpose-built on land which we own, and existing buildings for which we have entered into agreements in connection with their acquisition or lease with the intention of converting or redeveloping into data centers, but which are not actively under construction;
Area Committed	Area in service which is committed to customers pursuant to customer agreements remaining in effect
Area Pre-Committed	Area under construction which is pre-committed to customers pursuant to customer agreements remaining in effect
Total Area Committed	Sum of Area Committed and Area Pre-Committed
Commitment Rate	Ratio of Area Committed to Area In Service
Pre-Commitment Rate	Ratio of Area Pre-Committed to Area Under Construction
Area Utilized	Area in service that is committed to customers and revenue generating pursuant to the terms of customer agreements remaining in effect
Utilization Rate	Ratio of Area Utilized to Area In Service
Managed Build-to-Suit ("BTS") Data Centers	Data centers that we build-to-suit and operate for strategic customers
Joint Venture ("JV") Data Centers	Managed BTS data centers which, on completion, we intend to sell an equity interest to our joint venture partner, GIC



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