

## Primary data centre market fundamentals – H2 2017

| MARKET    | NEW DELIVERIES (MW) | SUPPLY OUTLOOK | ABSORPTION (MW) | DEMAND OUTLOOK | RETAIL RENTAL RATES (kW/mo) | PRICING OUTLOOK |
|-----------|---------------------|----------------|-----------------|----------------|-----------------------------|-----------------|
| Hong Kong | 23.0                | ▲              | 10.1            | ▲              | \$287 - 337                 | ▶               |
| Singapore | 11.6                | ▼              | 21.4            | ▶              | \$282 - 326                 | ▶               |
| Sydney    | 70.0                | ▲              | 18.8            | ▶              | \$312 - 352                 | ▼               |
| Tokyo     | 35.8                | ▲              | 28.3            | ▶              | \$317 - \$375               | ▲               |

## Data centre sub-sectors

| DATA CENTRES   | SUB-TYPE  |                        | OCCUPIERS                           |
|----------------|-----------|------------------------|-------------------------------------|
| Owner-occupier | In-house  | Occupying office space | Small                               |
|                | External  | Dedicated data centre  | Large                               |
| Co-location    | Retail    | Retail carrier colo    | Small, short-term leases (<5 years) |
|                |           | Managed solution       | Small, short-term leases (<5 years) |
|                | Wholesale | Wholesale colo         | Large, long-term leases (>5 years)  |

## Wholesale vs retail co-location

|                                                 | WHOLESALE     | RETAIL              |
|-------------------------------------------------|---------------|---------------------|
| Number of customers (per data centre/ building) | 3 to 10       | 100+                |
| Lease term                                      | 5 to 10 years | 18 to 36 months     |
| Power                                           | Min 500 kW    | Min 1 Rack (4-5 kW) |
| Targeted client                                 | MNC           | SME                 |
| Risk                                            | Few tenants   | Lots of tenants     |
| Utility payment                                 | Metered       | Flat rate           |
| Return (Target ROC)                             | 12-15%        | 25-35%              |

## Asia-Pacific market share by location – H2 2017

