



Data Center Industry – Northern Virginia

September 12th, 2022



DIGITAL REALTY

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Data Center 101

What is a Data Center?



DIGITAL REALTY

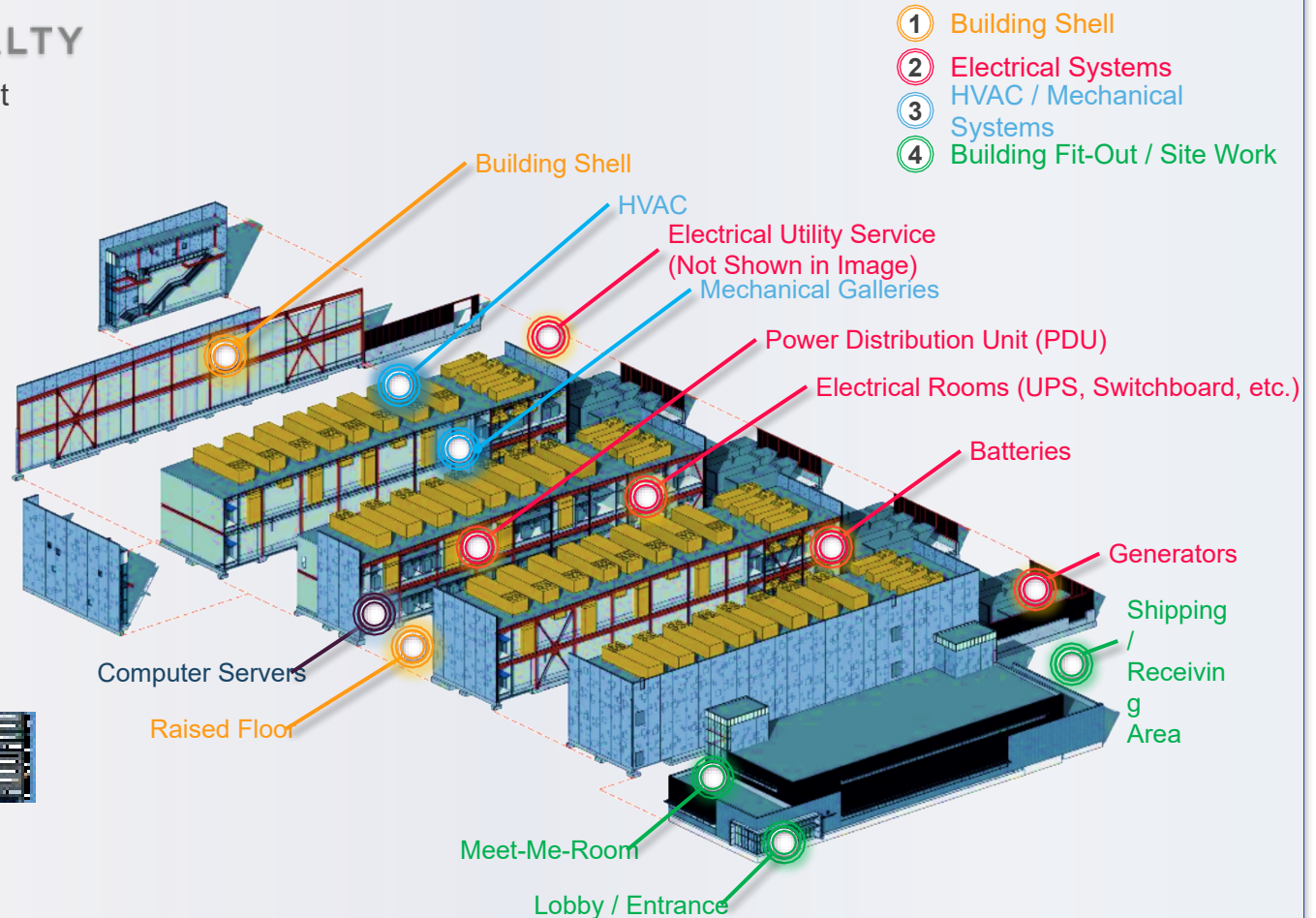
Data Center Layout

Data Centers

Data centers are designed to house servers and network equipment. Data centers provide a highly reliable, secure environment with redundant mechanical, cooling, electrical power systems and network communication connections.

Servers

Computer servers, which process and store data, are supplied and owned by customers.



Data Center Industry Impact

Virginia Investment and Taxes

Loudoun County

- 100+ data center projects
- Comprises over 24 million sq ft
- \$26.6 billion in capital investment since 2015
- Data centers will contribute an estimated \$575 million in FY2022 General Fund revenues (31% of the FY 2022 General Fund budget)*
- Data centers account for almost half of the County's healthy commercial property portfolio, generating an estimated \$105.5 million in County real estate taxes*

*Per Loudoun County Staff

Source: Loudoun County Department of Economic Development

Prince William County

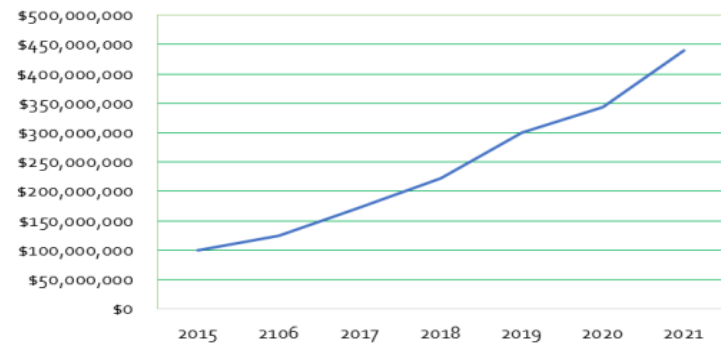
- 50+ data center projects
- Comprises over 7.2 million sq ft
- Over \$7.5 billion in capital investment since 2015

Source: Prince William County Department of Economic Development

Data Center Benefits

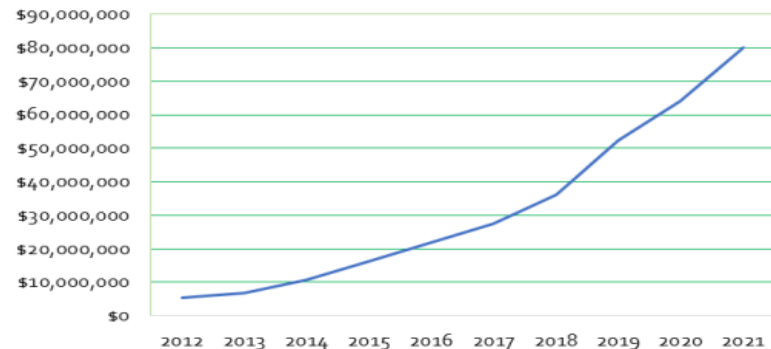
- Significant capital investment
- Tax revenue
- High wage sustaining jobs
- Substantial amount of construction jobs
- Build and strengthen tech ecosystem

Loudoun County Annual Business Property Tax From Data Centers (Tax Year 2015-2021)



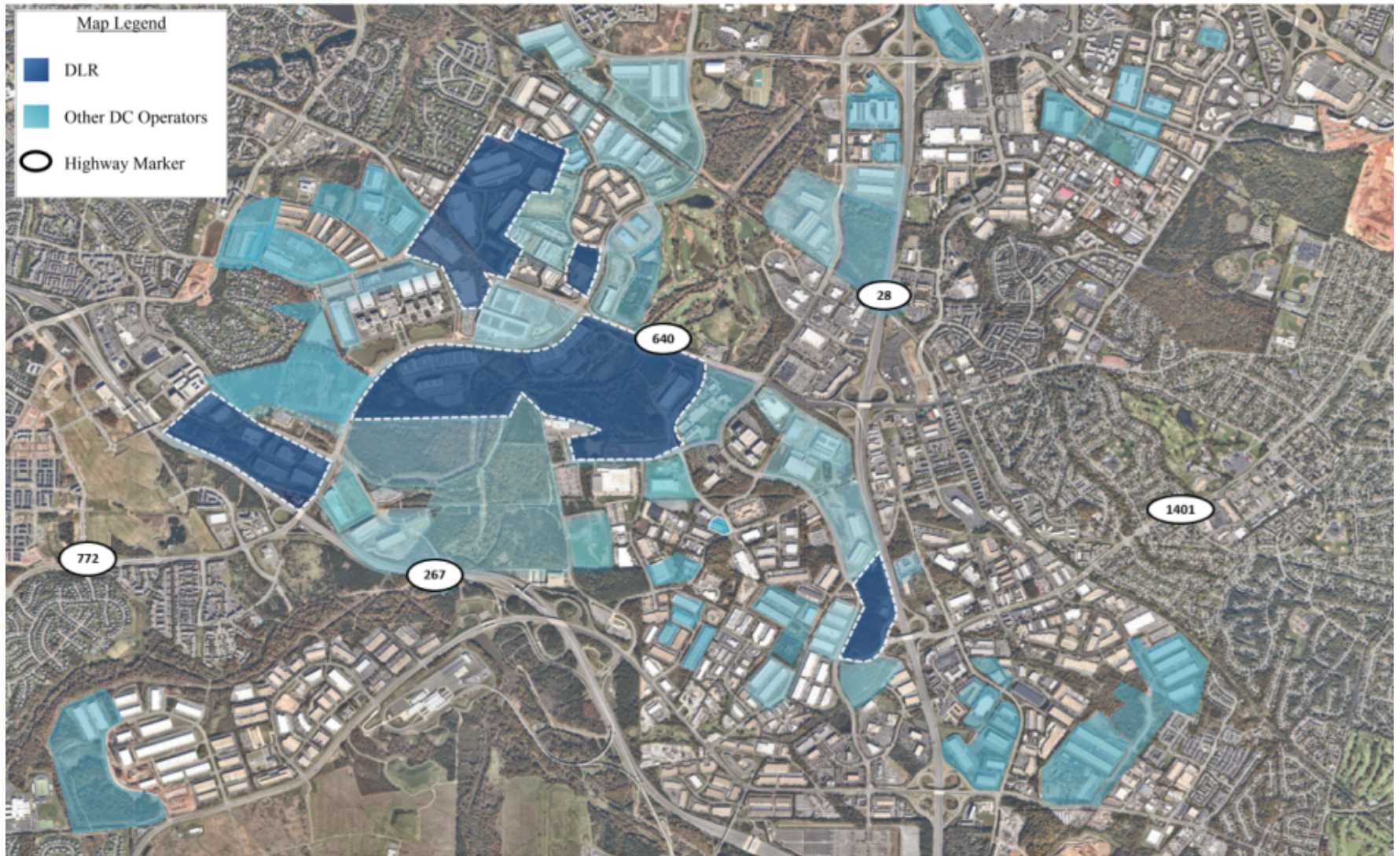
Source: Loudoun County Department of Finance

Prince William County Annual Total Tax Revenue From Data Centers (Tax Year 2012-2021)



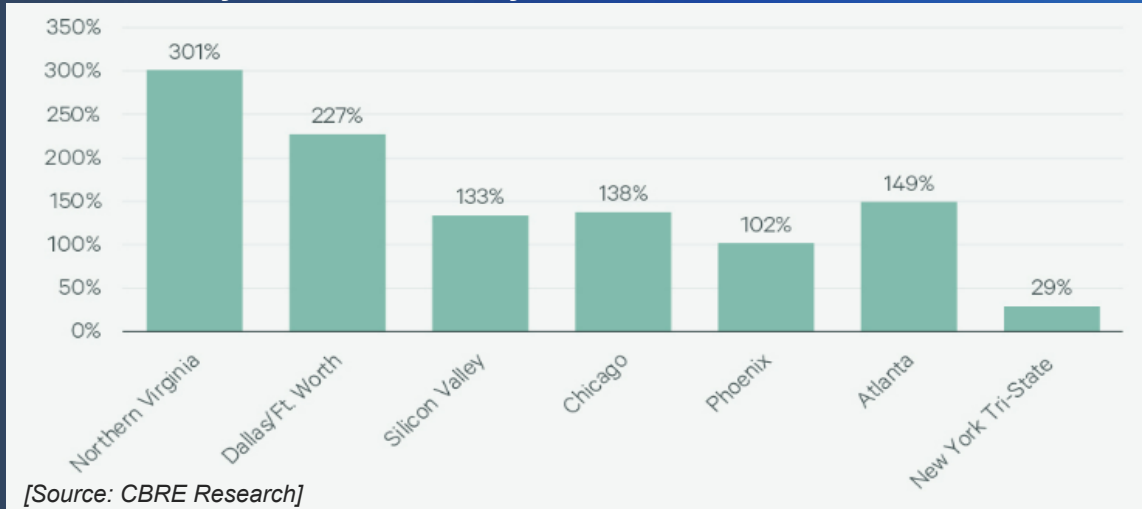
Source: Prince William County Department of Finance

Loudoun County Data Centers and Land Holdings



Northern Virginia Market Overview

Inventory Growth of Primary NA Data Center Markets Since 2015



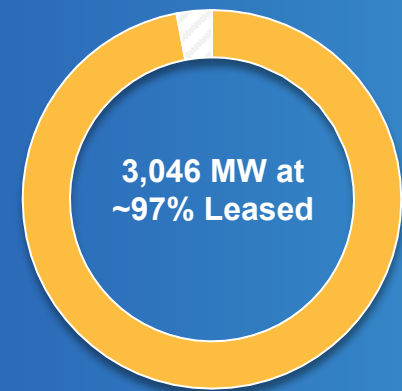
[Source: CBRE Research]

2021 Net Absorption vs. Under Construction by Primary NA Market



[Source: CBRE Research]

Northern Virginia Market Capacity and Occupancy

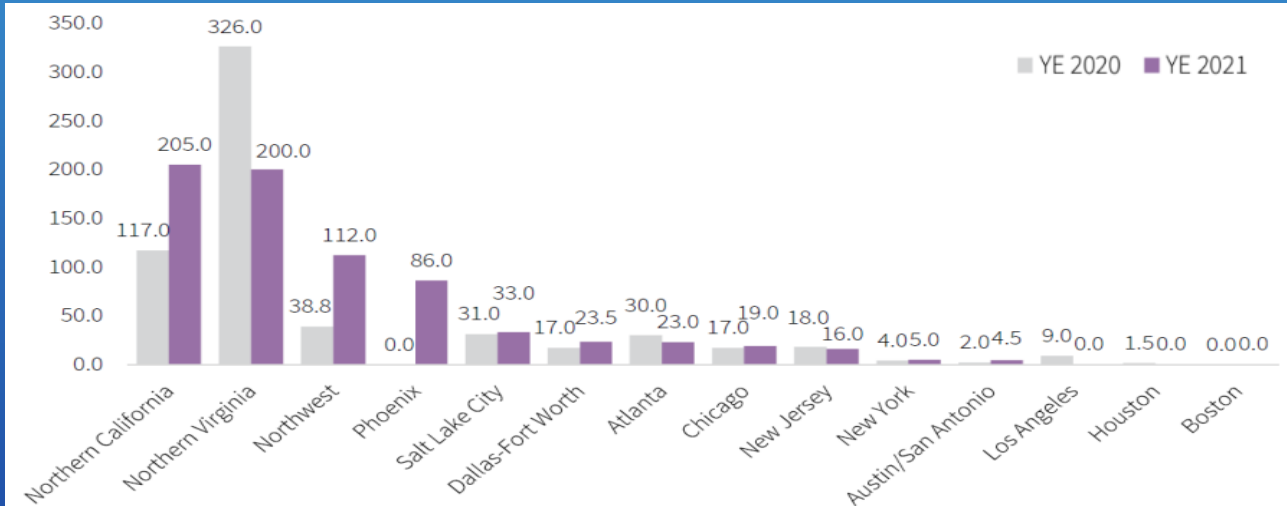


■ Leased ■ Vacant

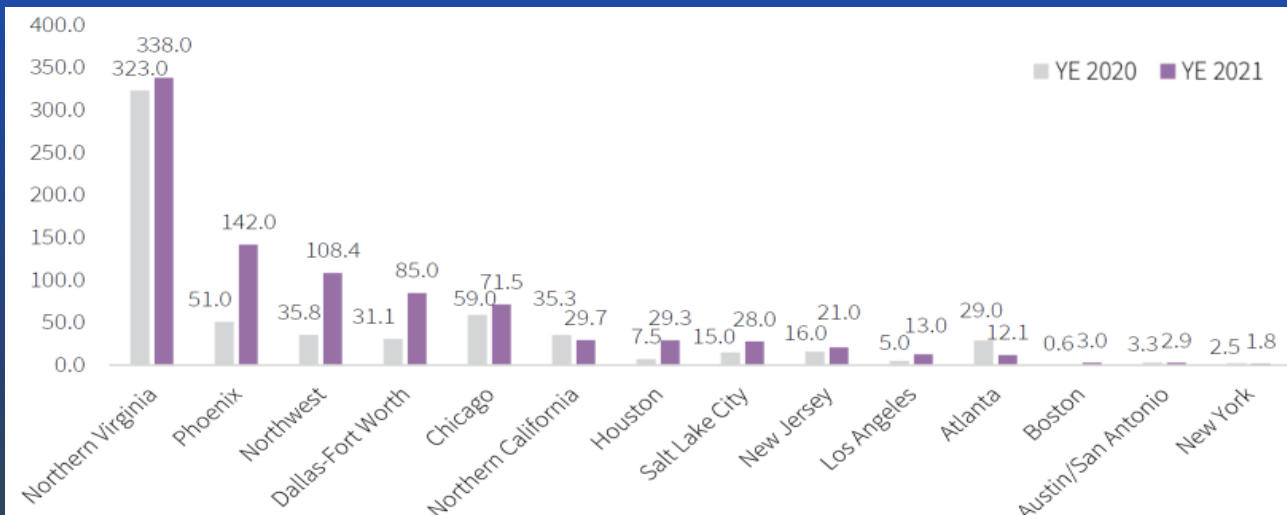
[Source: JLL Research]

Northern Virginia Market Overview

Under Construction (MW) by U.S. Market, YE 2021



Absorption (MW) by U.S. Market, YE 2021



[Source: JLL Research]

Digital Realty Company Overview

Digital Realty owns, acquires, develops and operates data centers. The company is focused on providing data center, colocation and interconnection solutions for domestic and international customers across a variety of industry verticals.

Expanding Global Platform
Supporting Customer Growth



Global Platform

2.1+ Gigawatts **4,000+** Customers **300+** Data Centers **50+** Metro Areas **6** Continents

*Stats include JV properties

\$53

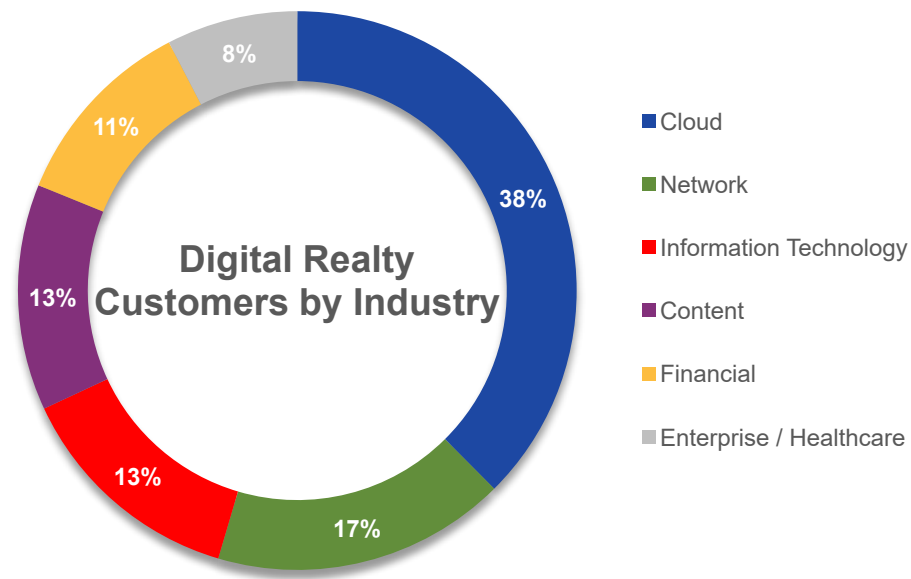
Billion Enterprise
Value

8th

Largest Publicly
Traded US REIT

5

Year Weighted
Average Remaining
Tenant Lease Term



Digital Realty Northern Virginia Footprint

570+
MW

Over 570 MW* of existing capacity across 31 data centers in Northern Virginia which accounts for 27% of Digital's global portfolio (2.1 GW)

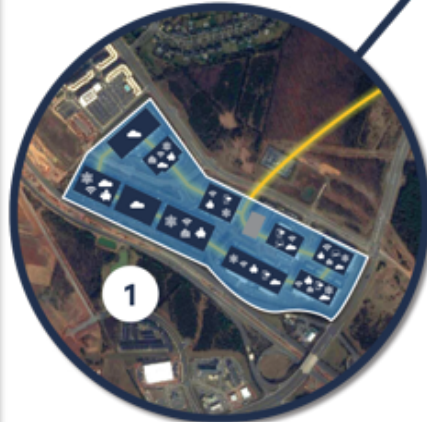
575+
acres

Over 575 acres of land holdings that will support the build-out of another 1,000+ MW

**Includes JV properties*

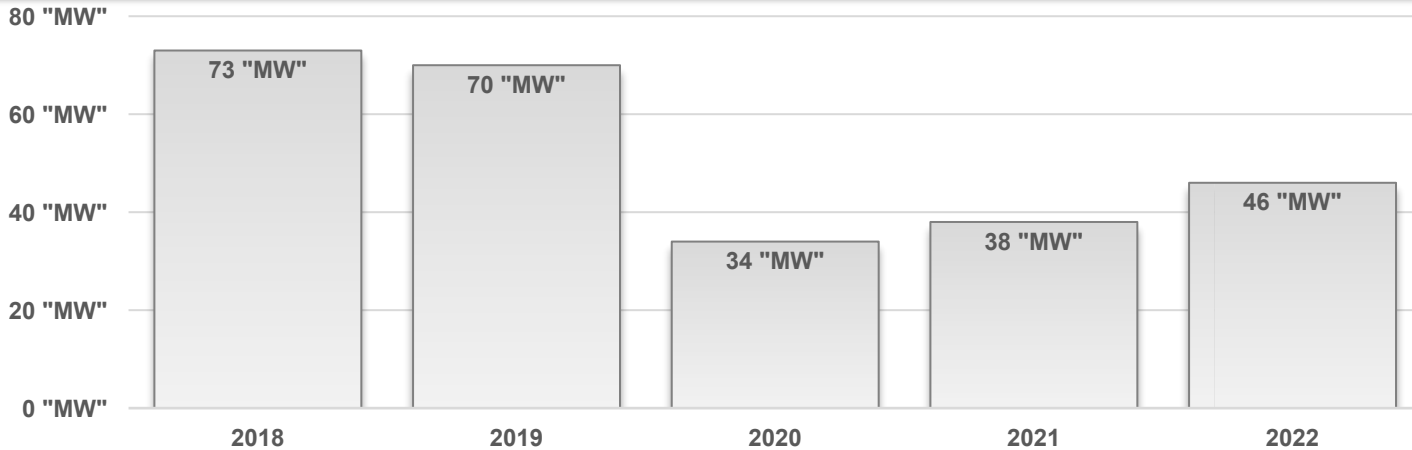
Map Identification

1. Digital Loudoun I & II
2. Digital Loudoun III & IV
3. ACC Campus
4. Digital Sterling
5. Digital Dulles



Digital Realty Growth in Northern Virginia

Historical Deliveries



Future Development

Property	City	Acres	Est. Initial Capacity	Est. Future Capacity	Est. Total Capacity
Digital Dulles	Sterling	447 acres	16 MW	1,056 MW	1,072 MW
Building S	Ashburn	56 acres	8 MW	40 MW	48 MW
Brick Yard	Manassas	62 acres	8 MW	184 MW	192 MW
Digital Filigree	Ashburn	13 acres	8 MW	32 MW	40 MW
ACC11	Ashburn	9 acres	8 MW	40 MW	48 MW
Total		587 acres	48 MW	1,352 MW	1,400 MW

Digital Realty Global Sustainability Leadership



Renewable Energy

LEADING PURCHASER OF RENEWABLE ENERGY

- 100% renewable energy for Europe and US colocation business
- 64% global renewable supply
- 910 MW solar and wind capacity under contract¹
- Global, science-based carbon reduction commitment



Green Buildings

LEADING THE DATA CENTER INDUSTRY IN GREEN BUILDING CERTIFICATIONS

- 50% of Global Portfolio Green Building Certified
- GreenMark Platinum Singapore portfolio
- 60% of certifications gold level and above
- First LEED Platinum data center in Silicon Valley



Energy Efficiency

MORE ENERGY STAR CERTIFICATIONS THAN ANY OTHER DATA CENTER PROVIDER

- ENERGY STAR Partner of the Year Award
- 37% of global water use from non-potable sources
- 70% of U.S. portfolio ENERGY STAR-certified
- Water-free cooling solutions



Green Bond

EXECUTED FIRST DATA CENTER INDUSTRY GREEN BOND

- ~\$6.0 Bn in green bonds issued since 2015
- ~\$4.3 Bn in green bonds allocated to sustainable projects
- Largest US REIT issuer of green bonds

¹ Includes renewable energy dedicated to specific customers