



# Digital Infrastructure Co

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# Digital Infrastructure Co

Singtel possesses an extensive and unique portfolio of digital infrastructure assets across Asia, being a **key differentiator** for the Group.

As the global significance digital infrastructure grows, Digital InfraCo is **well-positioned** to drive substantial growth.



## Vision

To develop and grow the industry greenest and most sustainable next generation digital assets



Design, build and operate green and sustainable infrastructures



Leverage strategic partnerships to scale



Hardened physical & cyber secured platforms



Innovation led differentiation



Strategic & aligned investors engagement

# Robust growth driven by broad base digitalisation needs

SEA DC growth expected to be >20% CAGR

## Key demand drivers

### Rapid digitalisation

*Elevated demand to facilitate storage and processing of extensive digital information*

### Significant growth in cloud services

*Prioritization of cloud-first, cloud-native strategies in IT planning*

### Rapid rise in AI adoption

*Increasing maturity of algorithms driving big-data use cases and early adoption of liquid-cooling*

## Key challenges & opportunities

### Global supply chain amidst rising demand

*Resulting in longer lead time in deliveries and higher costs*

### Energy constraint

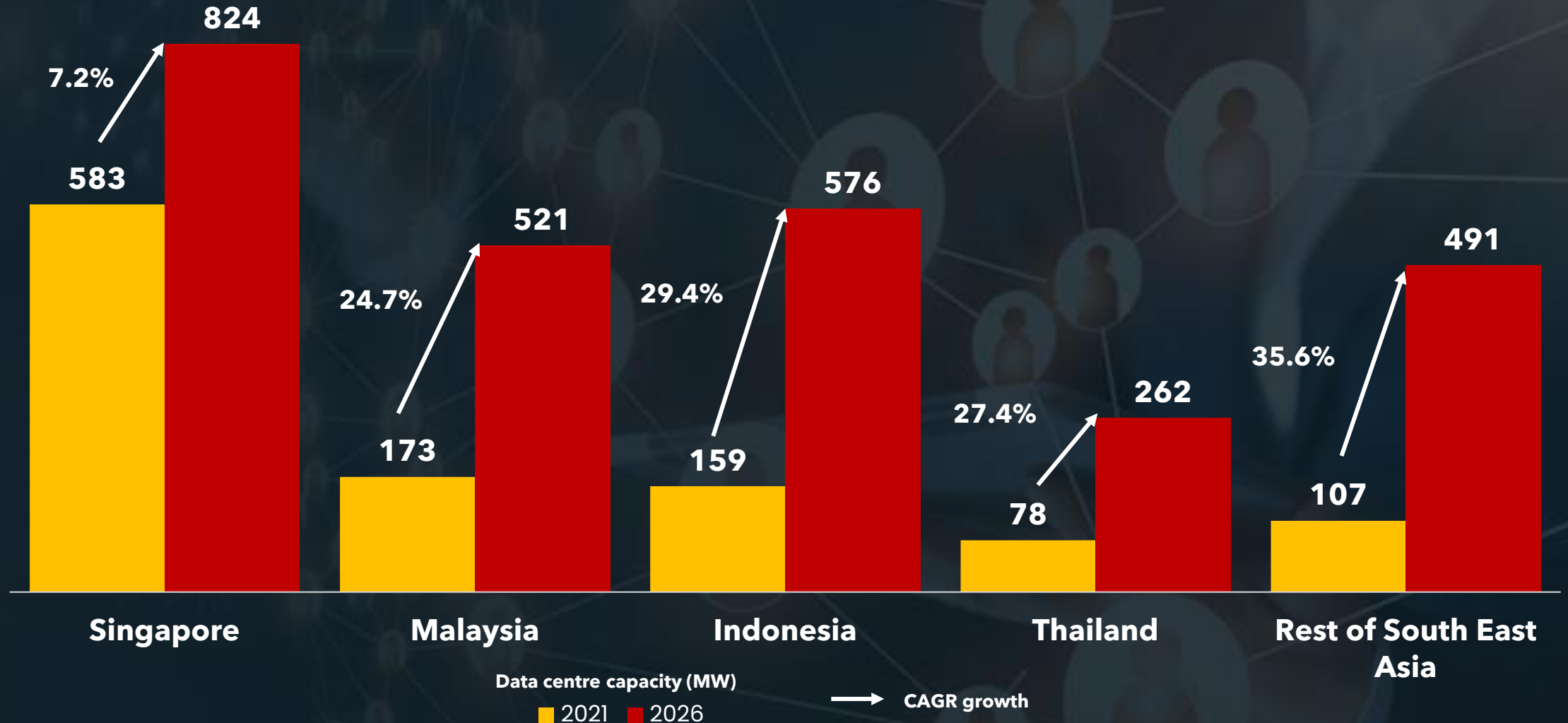
*High carbon footprint issues with DCs and need to improve efficiency and transition to green energy sources*

### Increased focus on sustainability

*Need to address this holistically with customers, partners and vendors*

# DC supply in SEA region

Overall DC supply capacity projected to grow at CAGR ~19%



# Building a regional green DC platform

To be the leading green and sustainable DC Service Provider with the best inter-connectivity in the SEA region

## Current portfolio

## Pipeline



DCW (41MW)



KC2 (21MW)



DC Tuas (58MW)



**JV Co set up with Gulf (40%), AIS (25%), Singtel (35%)**  
Ground-breaking in Jan 2023  
1st phase: 20MW



GSA DC JV, Total 40MW



**JV Co to be set up with PT Telkom (60%), Singtel (35%), Medco (5%)**  
Ground -breaking in Dec 2022  
1st phase: 17MW












JV with Telkom, Singtel & Medco, Total 51MW

**TOTAL**  
**>200MW+**  
Combined capacity

- Innovating to develop the green DC offerings
- Bringing regional connectivity leadership and synergies with DCs while offering carrier neutrality
- Organic new growth through new markets (e.g. Malaysia and Vietnam)
- Selective inorganic opportunities

# Differentiation to win in a competitive regional market

<b>1</b> <b>Deep Singapore Presence</b>	<b>14%</b> market share <sup>(1)</sup> <b>leader</b> in Singapore	<b>20+</b> years of data centre experience	 <b>ISO 27001</b>	 <b>ISO 22301</b>	 <b>ISO 9001</b>	 <b>SS 507</b>	 <b>MAS OSPAR Audit</b>
<b>2</b> <b>Leadership in International &amp; Domestic Interconnectivity</b>	Anchored by Singapore's <b>extensive subsea cable network</b> and <b>financial hub status</b>		<b>Carrier Neutral</b> with access to Singtel-wide connectivity, IT/managed services and cybersecurity solutions			<b>25</b> Connectivity nodes	
<b>3</b> <b>Global Market Access</b>	<b>Diverse Customer Base</b> comprising hyperscalers, OTTs and enterprises	<b>10+</b> years of average customer tenure	<b>GTM Partnerships</b> Leveraging long standing relationships with strategic partners				
<b>4</b> <b>Scaling Low PUE &amp; Highly Efficient DCs into the Region with Partners</b>	<b>DC Tuas</b> <b>PUE 1.2+</b> Tropical Data Centre with <b>smart IOT ops</b> Incorporation of next-gen cooling capabilities to support higher rack density		 		 Telkom Indonesia <i>the world in your hand</i>		
<b>5</b> <b>Commitment to Innovation &amp; Sustainability</b>	<b>Singtel Group Targets</b> Net Zero by 2045 <sup>(2)</sup>		<b>Renewable Energy</b> focused through partnerships			 <b>BCA Green Mark Award Platinum</b>	

Notes: (1) : Structured Research (2) Reduce absolute Scope 1 & 2 by 25% by 2025 and 42% by 2030 Reduce Scope 3 by 30% by 2030

# Developing energy and water efficient green DCs across the region

Transforming the resource-intensive nature of DC



## Building & Design

*Green roofs, recyclable materials and advanced technologies to minimise carbon footprint and improve building efficiency metrics*



## Infrastructure & Technology

*Adopt high energy & water efficiency technology (e.g. Liquid Cooling)*



## Operations & Maintenance

*Benchmarking & tracking of key sustainability metrics throughout lifespan of DC  
Incorporation of AI/ML and IoT technologies for efficient monitoring & operations*



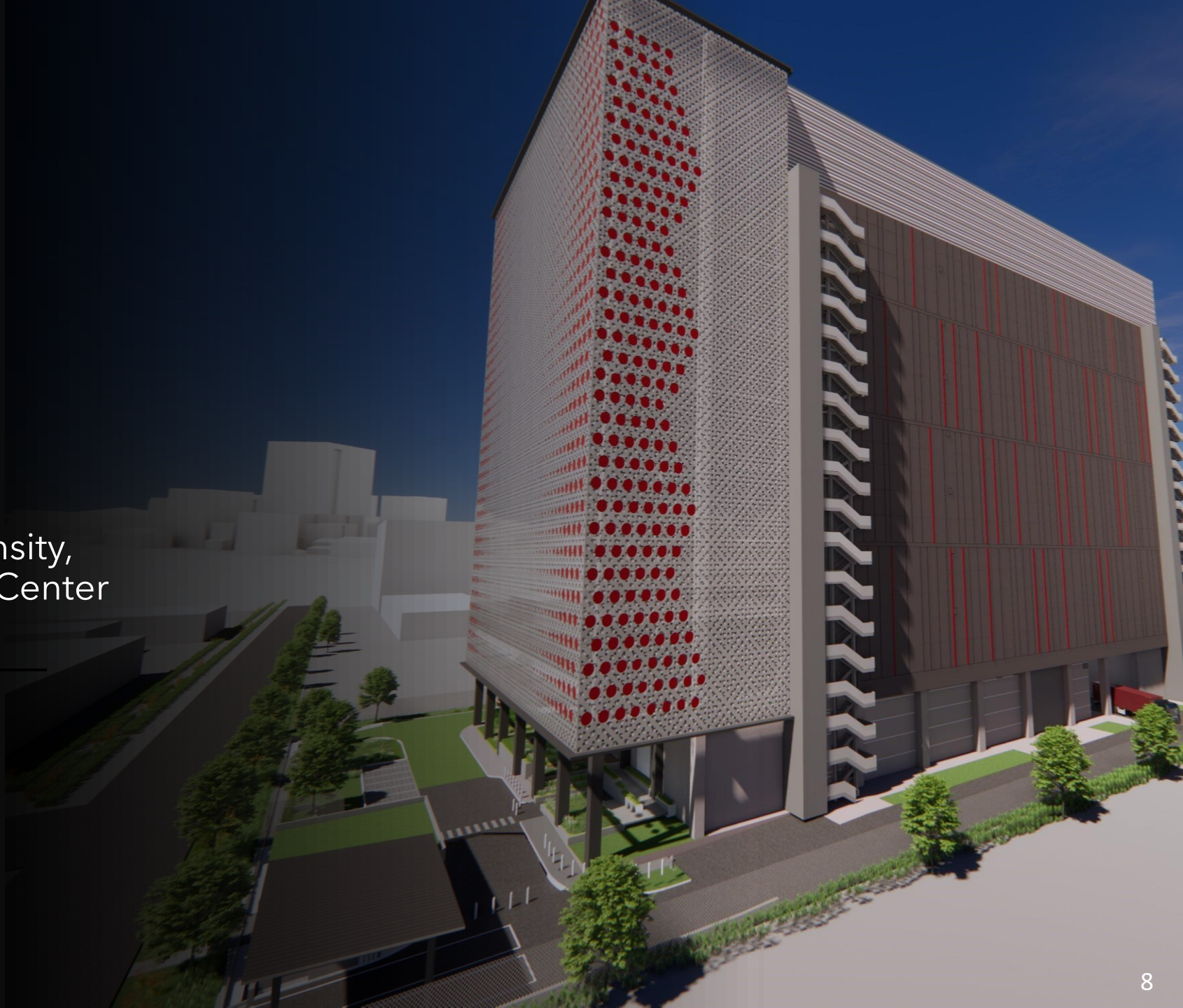
## Green Energy

*Working with strategic partners and customers to increase green energy transition and adoption*

# DC Tuas

Video

Singapore's Highest Power Density,  
Hyper-Connected Green Data Center





# Financial highlights

**FY23<sup>1</sup>**

**FY24 Q1**

**Operating Revenue (S\$'M)**

**Operating Revenue (S\$'M)**

**273**

**72**

YoY ▲ 14%

**EBITDA (S\$'M)**

**EBITDA (S\$'M)**

**172**

**44**

YoY stable

**Asset Yield (%)<sup>2</sup>**

**Asset Yield (%)<sup>2</sup>**

**14.5**

**14.7**

## High quality DCs & revenue base

- 99% utilisation for 62MW in Singapore
- Balanced revenue mix from hyperscalers and enterprises
- 10+ years<sup>3</sup> of average customer tenure

## Healthy expansion pipelines

- 58MW in Singapore and 37MW in the region under construction
- Strong interest from customers to secure capacity
- First 8MW for Singapore project signed and in active discussions for remaining capacity

## Strong EBITDA fundamentals

- Continued revenue growth from annual contractual inflationary price escalation as well as renewal price uplift
- Healthy EBITDA margin above industry average
- Most utilities costs are on pass-through basis

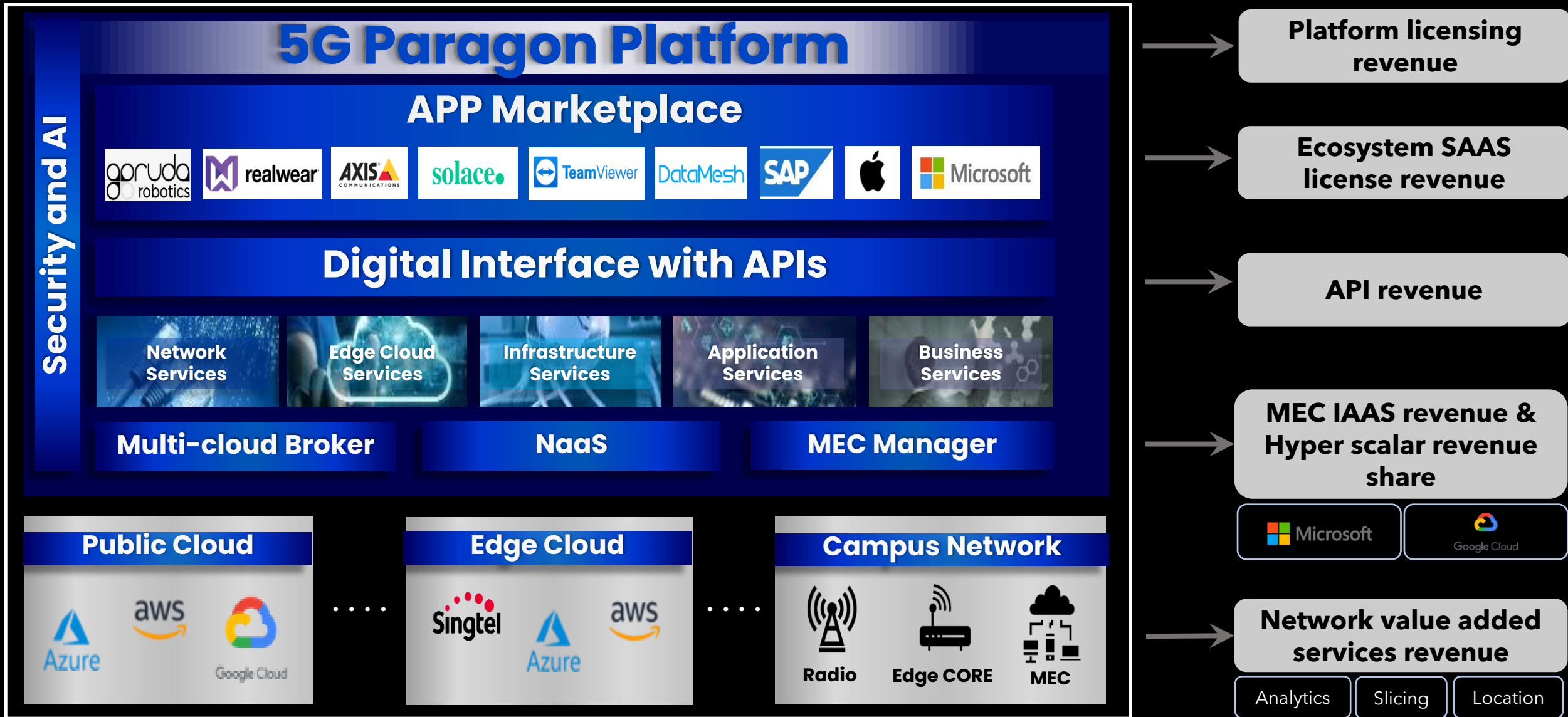
<sup>1</sup> RDC set up in FY23 & has no YOY comparative.

<sup>2</sup> Asset yield excludes asset under construction.

<sup>3</sup> Including customer tenure which started from other Singtel data centres.

# Paragon - Industry's 1st 5G aggregation & orchestration platform








Differentiating our 5G offerings beyond connectivity with Edge Cloud, Applications & Services



# Differentiating, leading and shaping the 5G Enterprise market

 <p><b>Smart Construction Solutions</b> Gammon</p>	 <p><b>Autonomous Environment Service Vehicle</b> NANYANG TECHNOLOGICAL UNIVERSITY SINGAPORE</p>	 <p><b>Disaster Site Management</b></p>	 <p><b>Drone-enabled Remote Inspections</b> goruda robotics SURBANA JURONG</p>	 <p><b>Advanced Manufacturing</b> MICRON Advanced Remanufacturing and Technology Centre ARTC</p>	 <p><b>EV Trials</b> HYUNDAI</p>	 <p><b>5G Aviation Testbed</b> CAAS Civil Aviation Authority of Singapore Enabling opportunities through aviation</p>
<p><b>Autonomous robotics with 3D Lidar, MR overlay with BIM, &amp; livestream drones</b></p>	<p><b>Tele-driving &amp; real-time video streaming to run AESVs on 5G</b></p>	<p><b>Tele-op robotics for surveillance, casualty identification, &amp; patient monitoring</b></p>	<p><b>Real-time live video streaming and remote site inspections on 5G MEC</b></p>	<p><b>Real-time video streaming for defect detection, AR remote assistance</b></p>	<p><b>Meta Factory with smart manufacturing, EV battery subscription service, connected cars</b></p>	<p><b>Boost manpower productivity and raise operational capabilities with 5G</b></p>

**5G@SENTOSA** GOVTECH SINGAPORE

 <p><b>5G Connectivity</b></p>	 <p><b>5G Integrated Command Centre</b> AETOS</p>	 <p><b>Enhanced Surgery &amp; Clinical Care</b> NUHS National University Health System</p>	 <p><b>Singtel &amp; Continental to develop road safety systems</b></p>	 <p><b>Singtel launch of Singapore's first 5G-enabled smart retail showcase</b></p>	 <p><b>Singtel with Intel to launch a 5G multi-access edge compute incubator</b></p>	 <p><b>Singtel partners with Microsoft to rollout Microsoft Azure MEC solutions over 5G</b></p>
<p><b>5G Connectivity</b></p>	<p><b>5G-enabled video analytics for Singapore's largest 3D digital twin</b></p>	<p><b>5G Holomedicine using mixed reality for 3D MRIs</b></p>	<p><b>Singtel &amp; Continental to develop road safety systems</b></p>	<p><b>Singtel launch of Singapore's first 5G-enabled smart retail showcase</b></p>	<p><b>Singtel with Intel to launch a 5G multi-access edge compute incubator</b></p>	<p><b>Singtel partners with Microsoft to rollout Microsoft Azure MEC solutions over 5G</b></p>



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