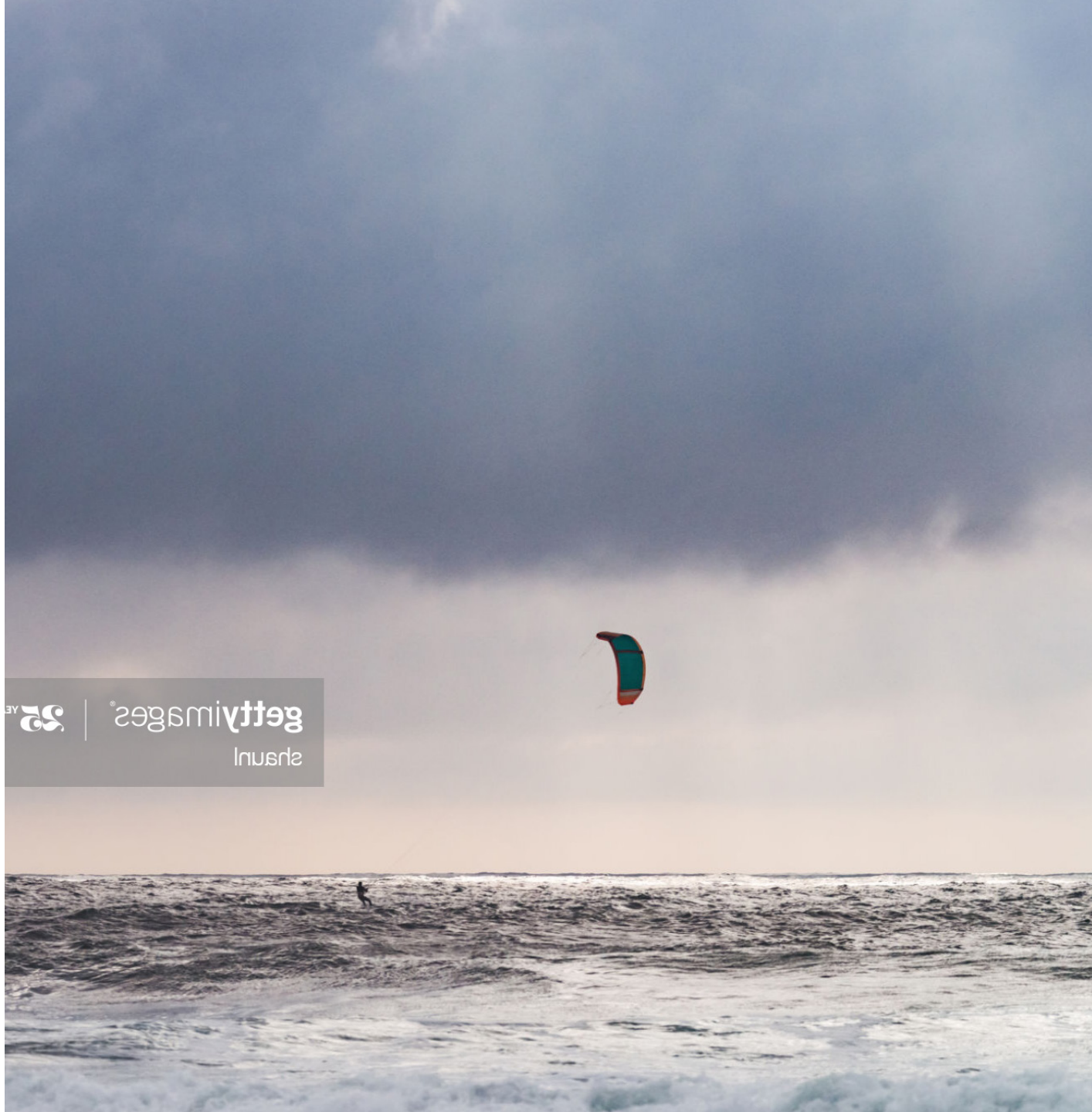
Q2 Quarterly Business Review

Fusion 2020

- In the midst of the storm, the wind is still in our sails

EQUINIX



AGENDA Q2 2020

Monday, July 20

7:00 – 7:15 am
INTRODUCTION
George Leng

7:15 – 7:35 am
MARKET & COMPETITOR
Jeff Fidacaro

7:35 – 8:25 am
TOPLINE METRICS
Karl, Mike

7:25 – 9:15 am
CUSTOMER
Claire

15 MIN BREAK

9:00 – 10:20 am
PRODUCT
Sara

10:20 – 11:00 am
OPERATIONS
Mike, Tara & Raouf

Tuesday, July 21

7:30 – 8:20 am
APAC
Jeremy, Diarmid

7:20 – 9:15 am
EMEA
Eugene, Johan

9:15 – 10:00 am
AMER
Jon, Arquelle

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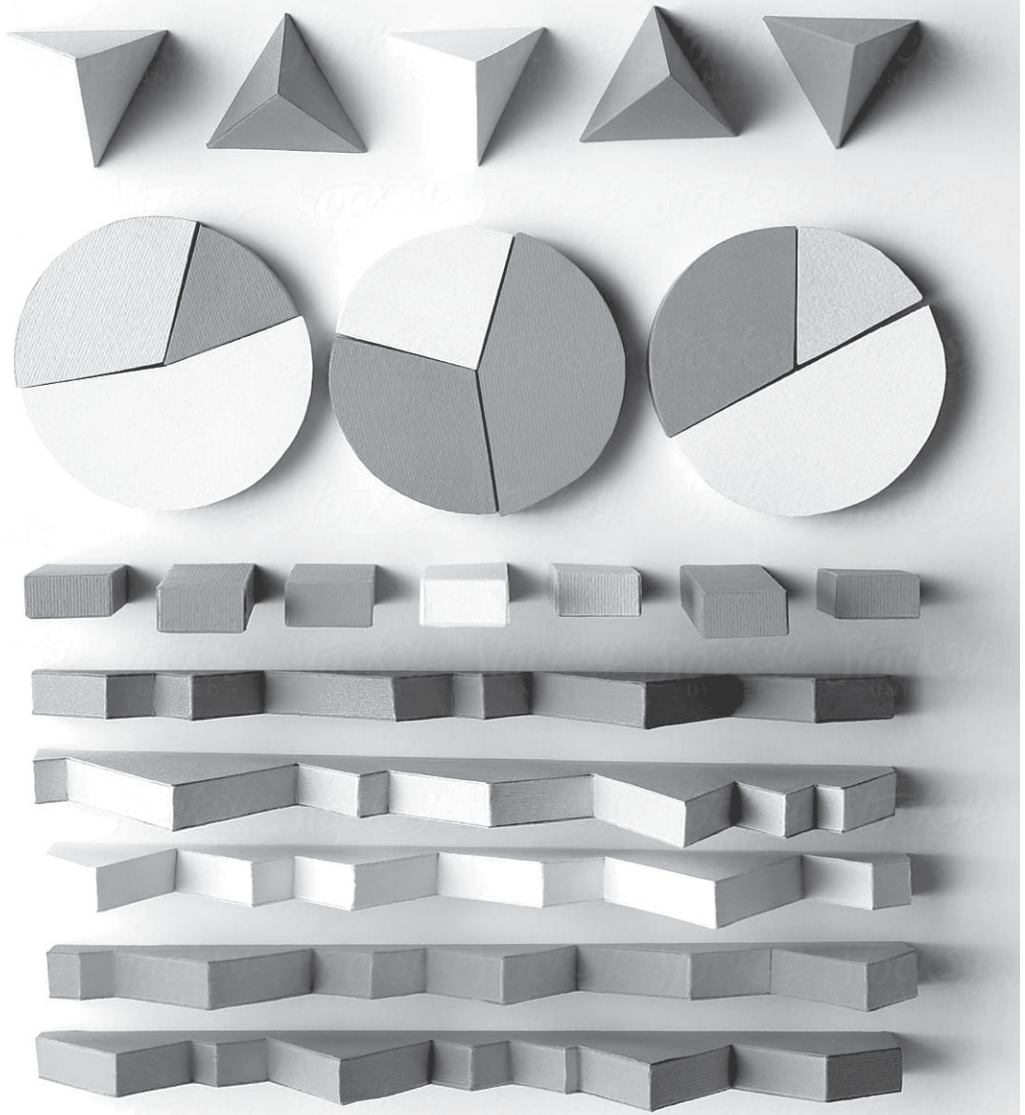
AGENDA Q2 2020



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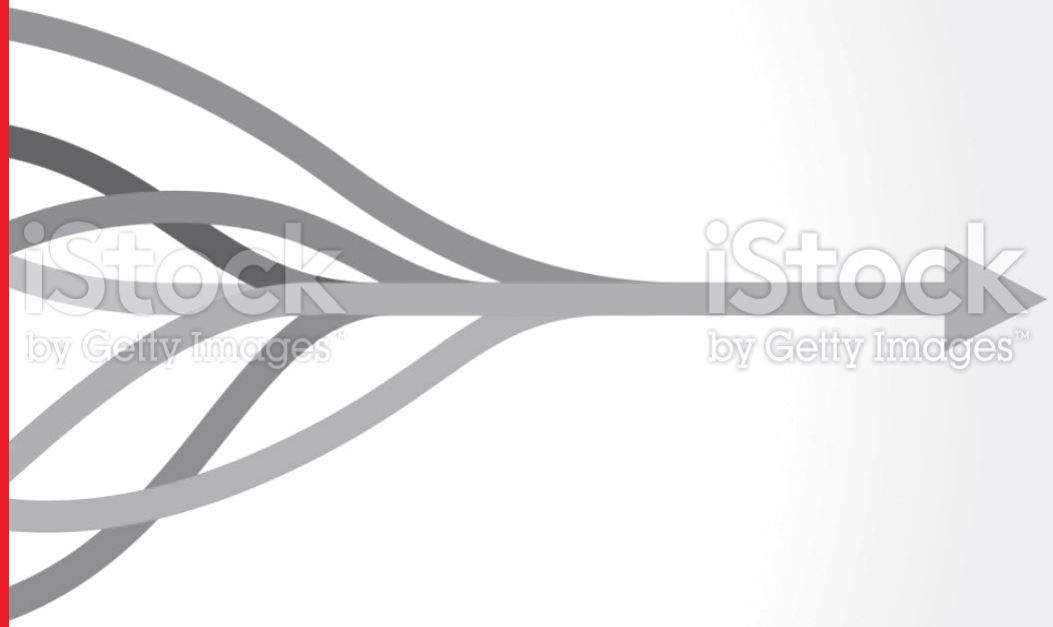

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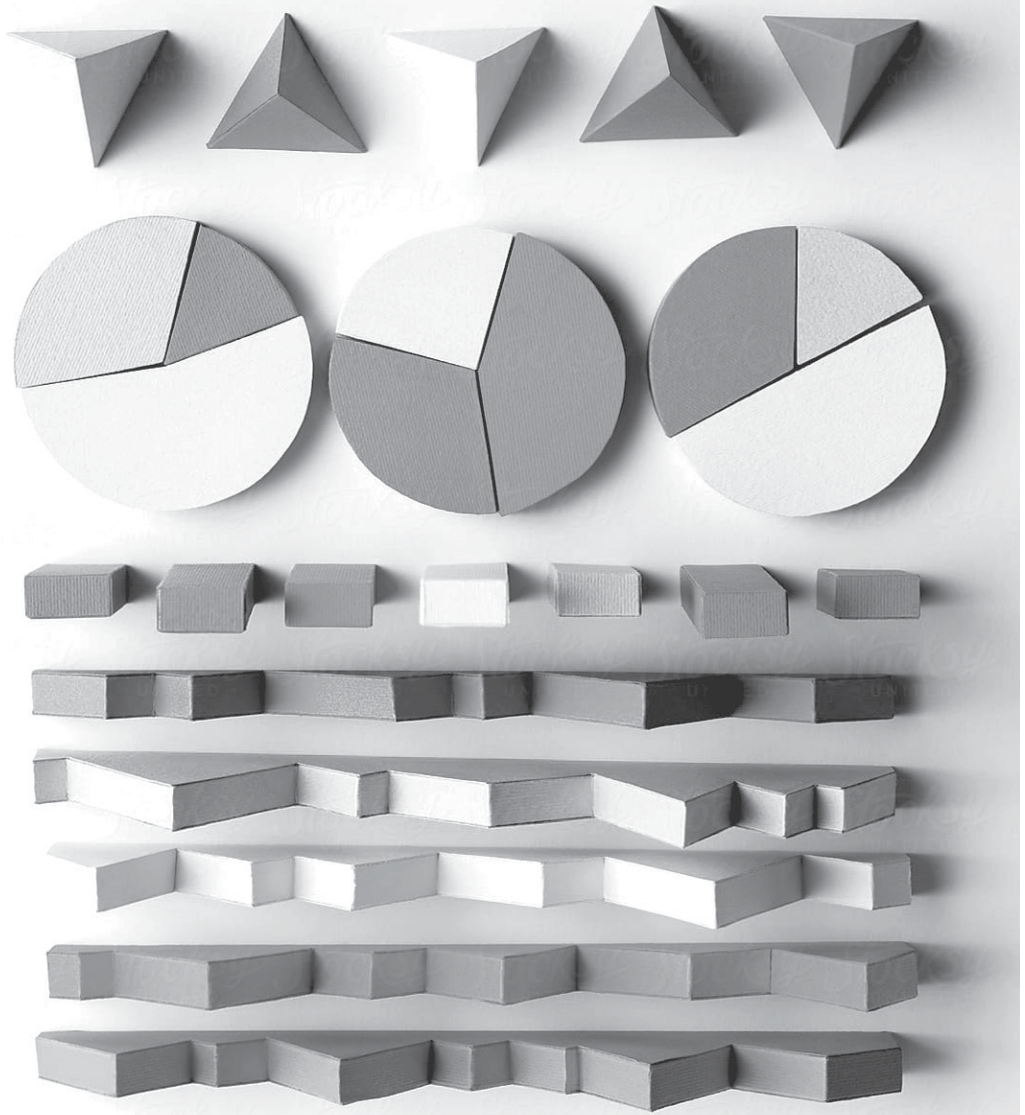

If everyone is moving forward together, then success takes care of itself

CORP FP&A

Yemi Omo
Robert Lindgren
Vicky Balanov

CHANNEL

Dave Crew
Osman Kafray

COMM FINANCE

Eric Lucking
Michael Stokes
Pourav Patel

COMM SOLUTIONS

Kelsey Shaffer Purse
Andy Peoples

GCCX

Tasha Makovskaya
Steve Irvine
Madelyn Smith

MKT

Andrew Bruckner
Christine Lam
Renee Potter
Jay Liau

OPS

Laurie Harris
Anil Kamath

PRODUCT

Katrine Haugerud
Rob Rupprath
Brian List
George Goodman

SALES COMP

June Espinosa

SALES OPS

Jo Hitchon
Dave Verbarg

AMER

Brock Bryan
Johnna Shaver
Otavio Ericson
Stephen Katona
Neil Chang

EMEA

Rene Smit
Bram Koole
Brad Vocke
Mark Heighway

APAC

Lee Cheng Eng
Ronald Khoo
Chris Johnston
Pei Yun Tan
Evelyn Loo
Elvira Lai
KK Ng
Amber Lee
Suki Tse
Eva Hung
Horatio Chan
Maggie Tam

AMER REGIONAL UPDATE SUMMARY

Intro or an overarching key insight is positioned here

MARKET LANDSCAPE
Jeffrey Fidacaro

SUCCESSES		CHALLENGES	
Channel	The Channel generated 58% of New Logos, the highest proportion reported, including for XL and STAR accounts.	**Digital Marketing**	Increase understanding of the combinations of the digital marketing tactics that will yield better opportunity conversion and sales pipeline growth.
STAR[1]	The STAR engine is continuing to improve with accounts landing higher and expanding faster in terms of MRC and deployments; STAR accounts also take relatively similar times to close vs. non-STARs.	**Sales Coverage**	Increase understanding of the contribution field/ corporate sales teams make to land and expand channel new logos.
Customer Expansion	Equinix is continuing to increase the deployments of our customer base, with customers in all 3 regions now representing 62% of revenue, up 1% Q/Q.	**End User Insight**	Improve channel data visibility with respect to bookings, deployments and churns of the ultimate end users, not the billed partners (Channel Acceleration Committee is taking action).
MQL	Demand capture is increasing, with 43% Q/Q growth in MQLs, leading to 13% Q/Q growth in Stage 2 opportunities.	**Next 10 Metros**	Consistent alignment of CRO resources upon agreed prioritization of metros (Next ~10 Metros project).

SPECIAL UPDATES »

- Revise how EQIX reports verticals, & provide alternative market verticals to ensure companies are grouped based on behavioral similarities.
- Creating the CRO action plan to boost growth in the “Next ~10 Metros;” AMER: Atlanta, Los Angeles, Toronto; EMEA: Madrid, Paris, Zurich; APAC: Melbourne, Osaka, Seoul.
- Drive digital demand generation and awareness to improve pipeline progression of MQLs to converted opportunities.
- Segmentation uplift identifying previously underscored firms, adding ~1k more STARs (31st Aug) and supporting 2021 sales planning to improve coverage.

3Q FOCUS AREAS »

- **Project Lightning** Launching in September that positions Equinix as a digital infrastructure company.
- **Packet Re-Brand** Launching Equinix branded version of Packet in limited availability release September / October, aligned with Lightning positioning).
- **GXI 4.0** GXI 4.0 (October) commenting on COVID-19 impact and trends in new digital format to encourage greater engagement (aligned with Lightning positioning).

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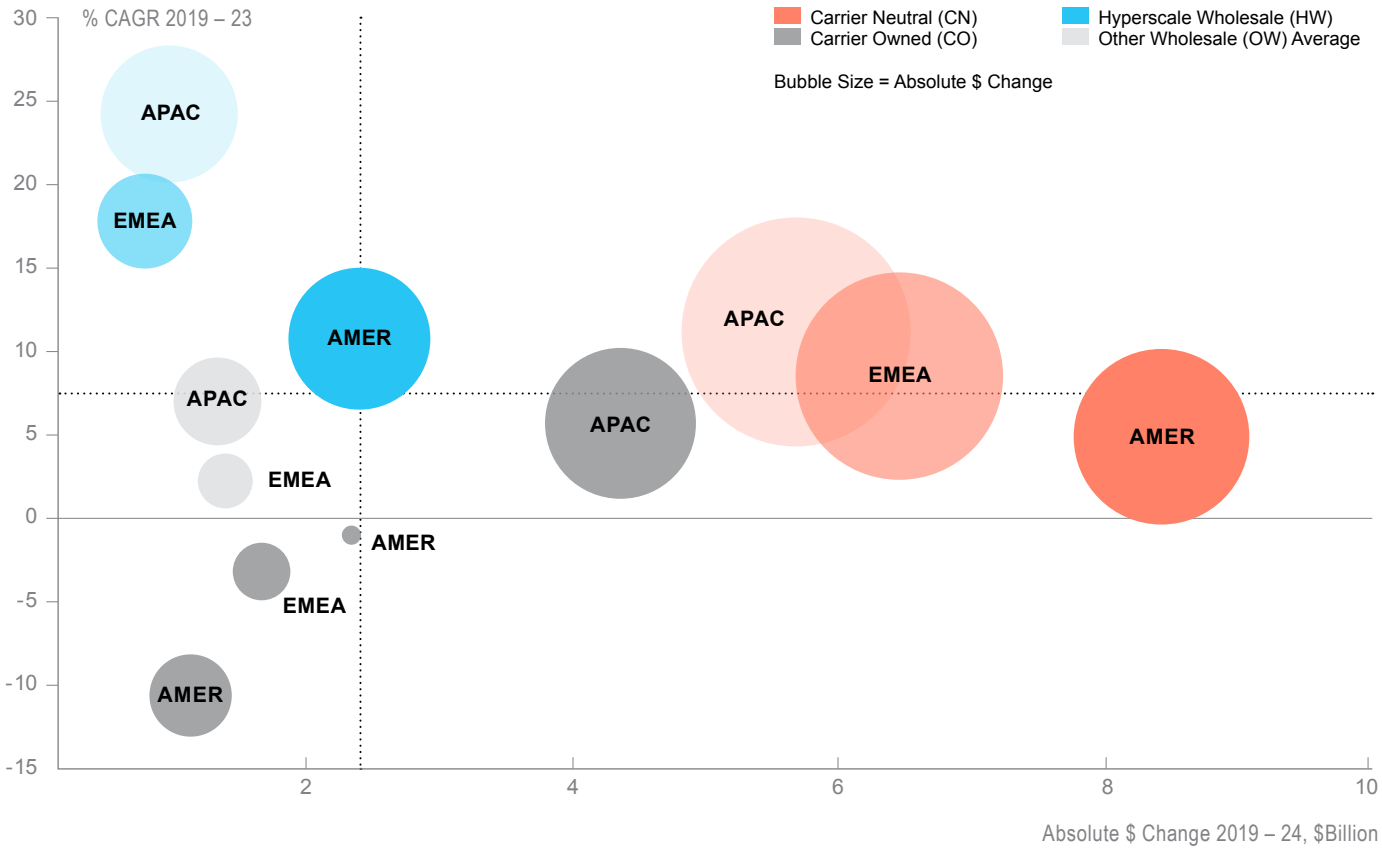
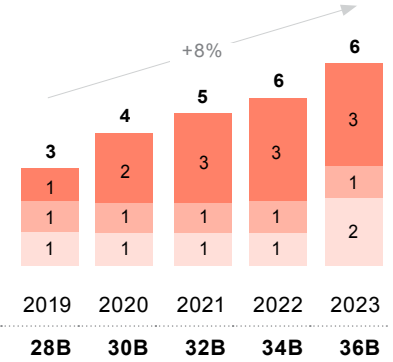
COLOCATION MARKET SIZE & FORECAST

No change in forecasts since April update

Revenue / Growth Opportunuty by Market Segment

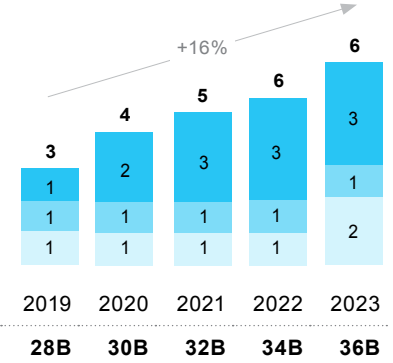


Carrier Neutral Retail (CN)



	2019 Mix	2023 Mix	2019 Growth	2019-23 CAGR Growth
AMER	64%	55%	18%	5%
EMEA	16%	17%	121%	19%
APAC	21%	28%	40%	25%
Total	**9%**	**58%**	**10%**	**8%**

Hyperscale Wholesale (HW)



	2019 Mix	2023 Mix	2019 Growth	2019-23 CAGR Growth
AMER	41%	37%	8%	5%
EMEA	31%	32%	10%	19%
APAC	28%	31%	14%	11%
Total	**56%**	**58%**	**10%**	**8%**

KEY INSIGHTS

1. Carrier neutral adding $9B from ’19-’24; 95% of total retail growth – largest increase of all colo market segments.
2. Tier 1 metros continue to dominate in AMER & EMEA, making up ~2/3 of carrier neutral opportunity with no foreseeable changes.
3. APAC expected to comprise 43% of total carrier neutral dollar growth (vs 36% in prior 4 yrs) from robust uptake in emerging countries (i.e. CN & IN).
4. Hyperscale wholesale represents a $4B growth opportunity with top 5 countries (US, CN, UK, DE, SG) making up ~80% of total.

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Notes: 1. AMER pro forma excludes Verizon, Axtel through 1Q20. 2. Rest of Carrier Neutral normalized to exclude Equinix and Evoque, Aptum and STT GDC (as they were reclassified from Carrier Owned segment) 3. Metronode acquisition closed April 2018 4. Verizon acquisition closed May 2017

COLOCATION MARKET SIZE & FORECAST

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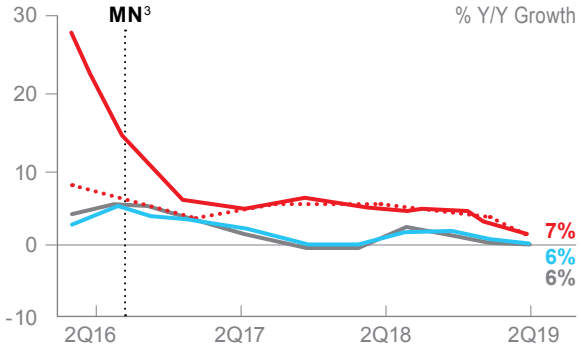
Jeffrey Fidacaro

WW

	2019 Rev $Billion	Y/Y	WW
Retail	6.9	6%	100%
Carrier Natural	5.0	9%	100%
EQUIX	1.2	410%	100%



Top Retail Share Gainers	1Q20 Rev	Y/Y	Mkt Sh	Sh Y/Y
EQUIX	$1,277	7%	18%	0.2%
Rostelecom	$28	109%	<1%	19%
CT	$269	10%	4%	0.1%
CU	$106	13%	2%	0.1%
21 Vianet	$116	12%	10%	0.1%

AMER

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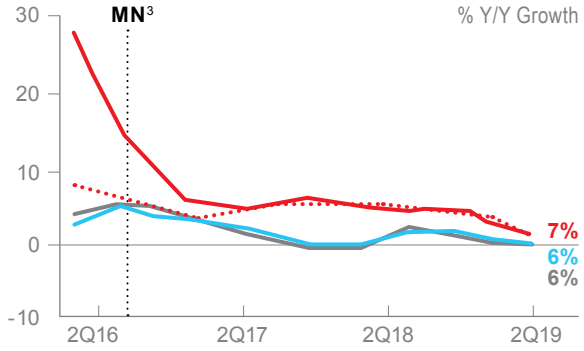

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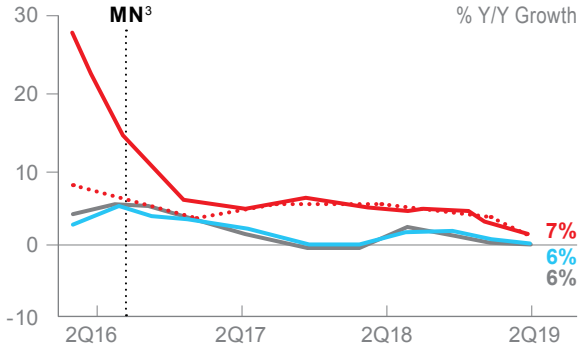

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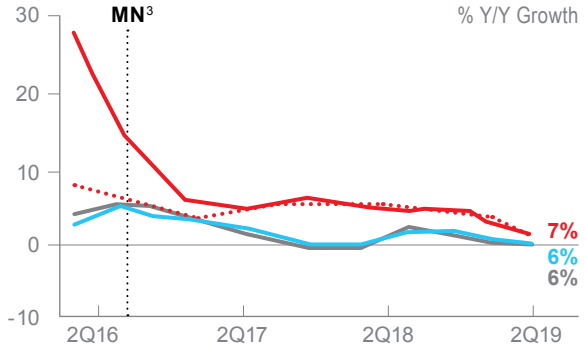

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EQIX (Synergy) ···· EQIX Proforma[1] Rest of Carrier Neutral Rest of Retail

KEY INSIGHTS

1. AMER outperformed on a stated basis, and continued to grow well above market at 6% excluding the impact from Verizon churn
2. Continued broad outperformance in EMEA, outgrowing the market by nearly 4x with double-digit growth in AM, LD, PA and outside FLAP markets
3. Softness in SG, SY, HK, owing partly to capacity constraints, contributed to underperformance in APAC versus rest of the market

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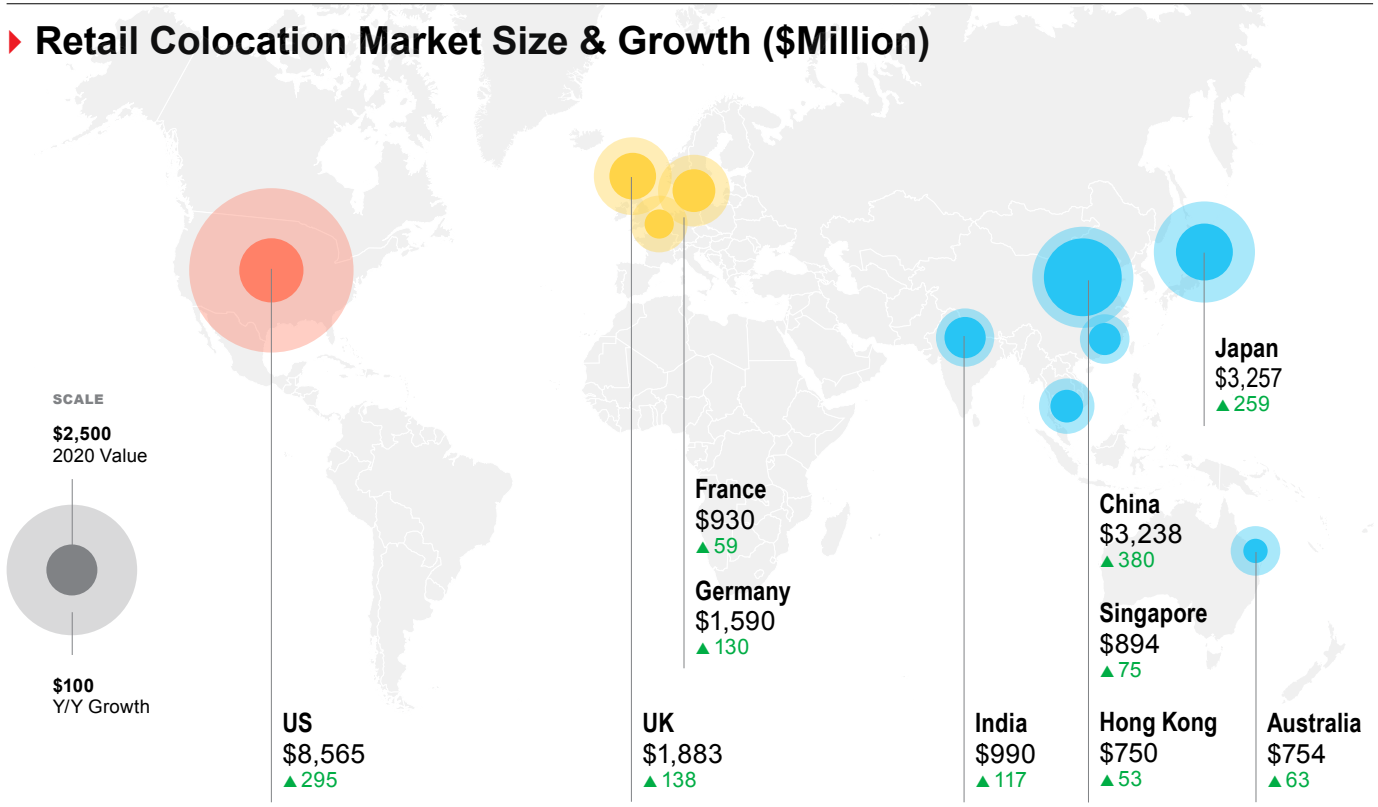
LOREM IPSUM DOLOR SIT AMET

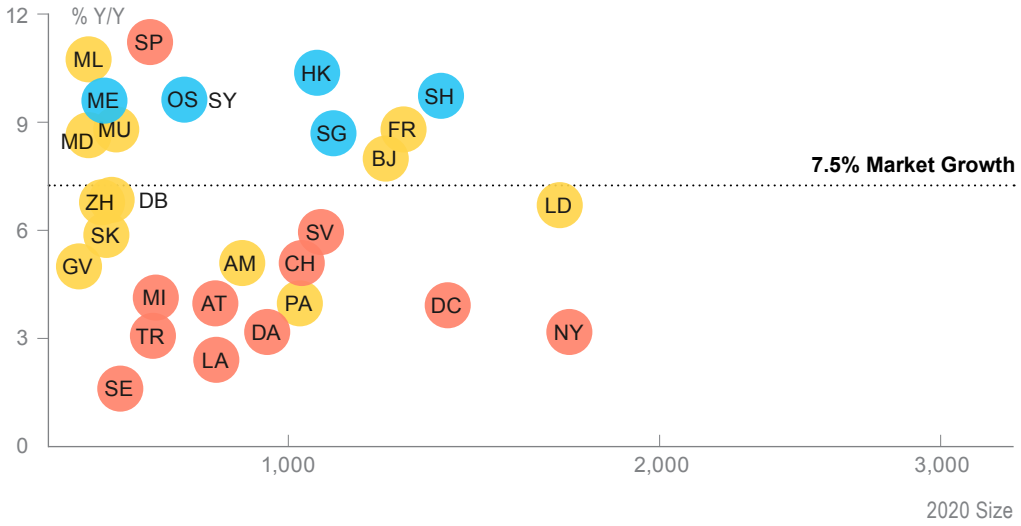
An overarching key insight is positioned here

Retail Colocation Market Size & Growth ($Million)



	US	Japan	China	UK	Germany	India	France	Singapore	Australia	Hong Kong
2020 Size	$8,565	$3,257	$3,238	$1,883	$1,590	$990	$930	$894	$754	$750
2019 – 20 Y/Y	4%	19%	13%	8%	9%	13%	7%	9%	9%	11%
2020 – 24 CAGR	3%	6%	11%	6%	79%	11%	5%	7%	7%	9%
2020 Share	29%	11%	11%	6%	5%	3%	3%	3%	3%	3%
EQUIX Rank	**1**	**3**	**14**	**1**	**1**	**N/A**	**1**	**1**	**1**	**1**
EQUIX Share	**26%**	**10%**	**1%**	**27%**	**25%**	**N/A**	**22%**	**39%**	**32%**	**28%**

Top 30 Metros



1	Tokyo	11	Chicago	21	Sao Paulo
2	New York	12	Paris	22	Seattle
3	London	13	Dallas	23	Dublin
4	Washington	14	Amsterdam	24	Madrid
5	Shanghai	15	Atlanta	25	Melborne
6	Frankfurt	16	Los Angeles	26	Stockholm
7	Beijing	17	Sydney	27	Zurich
8	Singapore	18	Osaka	28	Munich
9	Silicon Valley	19	Miami	29	Milan
10	Hong Kong	20	Toronto	30	Geneva

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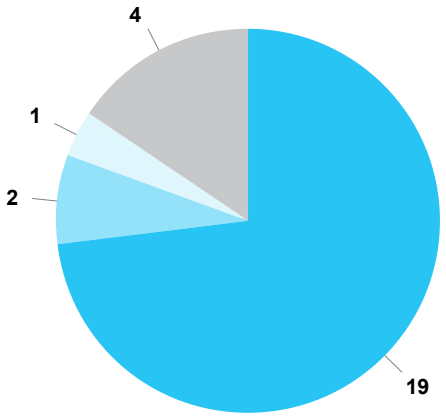
EQUINIX COLOCATION COUNTRY RANKING, RETAIL ONLY

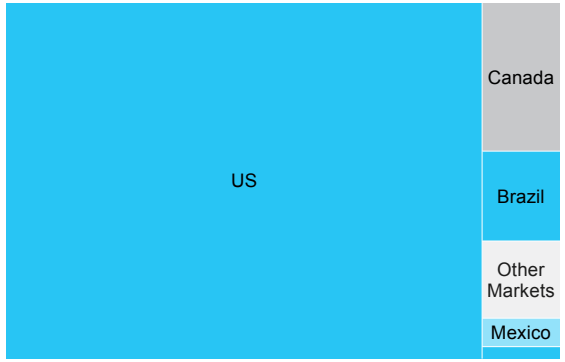
No. 1 in 18 out of 26 countries (ex-HK), debuted at No. 2 in Mexico

Market Rank[1]



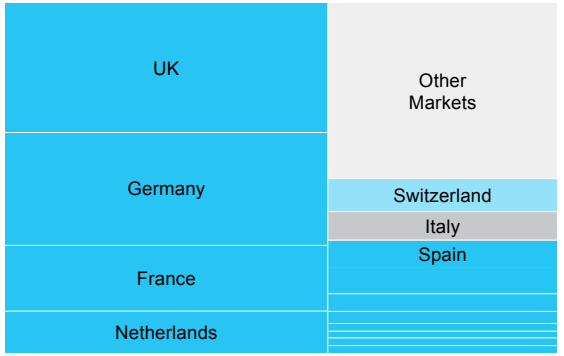
No. 1
No. 2
No. 3
Other Ranks
Other Markets

AMER[2]



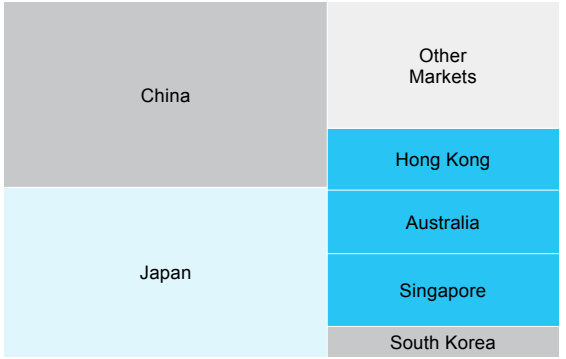
	LTM Rev	Rank[3]	Share[3]
US	$8,332	1	26%
Canada	$573	4	6%
Canada incl. BCE	$573	▲3 1	▲18 24%
Brazil	$343	1	▼1 46%
Mexico	$110	2	17%
Colombia	$45	1	▼1 23%

EMEA



	LTM Rev	Rank[3]	Share[3]
UK	$1,332	1	27%
Germany	$1,487	1	▲1 25%
France	$871	1	22%
Netherlands	$681	1	▼1 43%
Switzerland	$313	2	14%
Italy	$266	6	5%
Spain	$266	1	23%
Sweden	$211	1	21%
Ireland	$201	1	26%
Poland	$82	1	▲3 14%
Finland	$78	1	29%
Turkey	$72	1	13%
UAE	$66	1	28%
Portugal	$59	1	16%
Bulgaria	$45	1	21%

APAC



	LTM Rev	Rank[3]	Share[3]
China	$2,948	14	1%
Japan	$2, 654	3	10%
Singapore	$825	1	39%
Australia	$697	1	32%
Hong Kong	$691	1	28%
South Korea	$360	6	4%
Indonesia	$123	N/A	N/A

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INTERCONNECTION SHARE & GROWTH

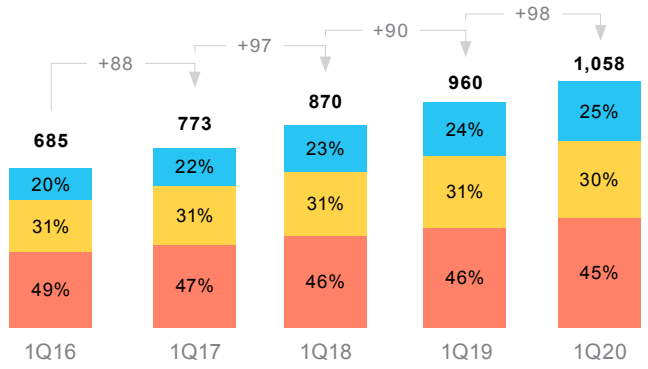
2x greater than combined DLR-INXN in both AMER and EMEA; DLR acquired 10K interconnects

Interconnection Count & Share

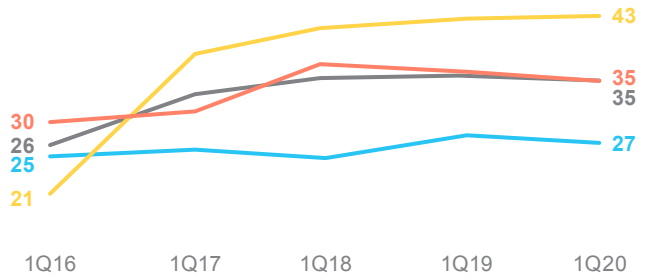
Market Rank		1Q20 (k)[2]	Total	Y/Y Qty	Y/Y	Growth Q/Q (k)[2]	Q/Q	Market Share	EQUIX/ Comp IC
1	Equinix	166 / 135 / 69	370	29	9%	7.4 7.0 8.5 6.9 6.8	2%	35%	–
2	Interxion	85 / 60	145	16	13%	1.4 1.2 2.1 2.1 10.7	8%	14%	3x
3	Cyxtera	38	41	2	6%	0.8 1.0 0.9 0.1 0.1	–	4%	9x
4	NTT		38	4	11%	1.5 0.3 0.9 1.7 1.0	3%	4%	10x
5	CoreSite		29	1	2%	0.1 0.2 0.2 0.2 0.1	–	3%	13x
6	KDDI		28	2	6%	0.4 0.4 0.5 0.7 0.2	1%	3%	13x
7	CyrusOne		23	3	16%	0.6 1.4 0.7 0.5 0.5	2%	2%	16x
9	QTC		14	1	6%	0.2 0.2 0.2 0.2 0.2	1%	1%	26x
11	NextDC		12	2	17%	0.7 0.3 0.6 0.4 0.5	4%	1%	30x
13	Megaport		9	3	61%	0.8 0.7 0.8 0.6 1.0	14%	1%	43x

WW AMER EMEA APAC

Total Count, Y/Y



Equinix Share Trend, %Y/Y



KEY INSIGHTS

1. Steady EQIX Q/Q adds sustained 3x lead over the next largest competitor, however our pace of growth not accelerating versus the market.
2. Digital Realty acquired +10k ICs with Westin Building Exchange in AMER; organically DLR added total of ~2.6k Q-Q and grew 5% Y/Y.
3. EMEA continued to expand share gains with no impact from DLR-INXN.

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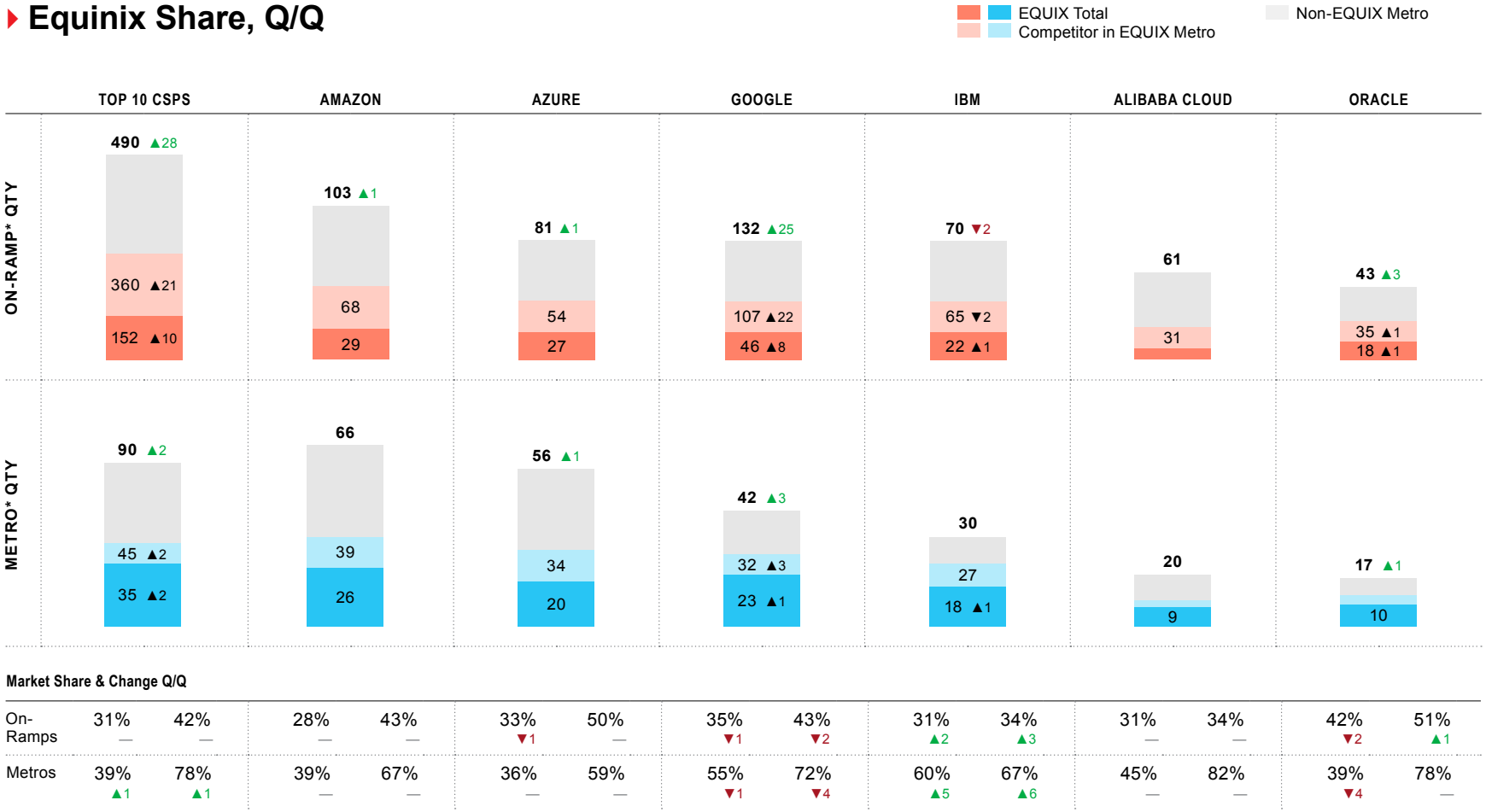
CLOUD ON-RAMP SHARE & GROWTH

EQIX gained two new metros in LATAM; active quarter for GCP

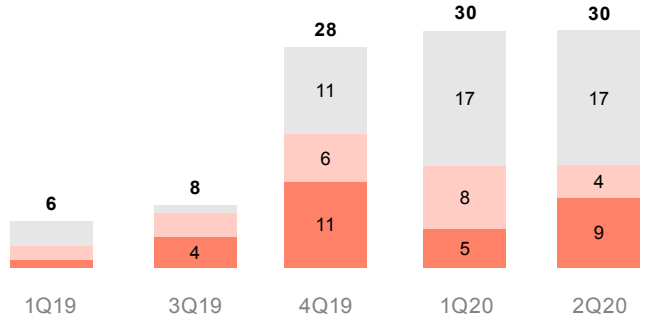
Equinix Share, Q/G



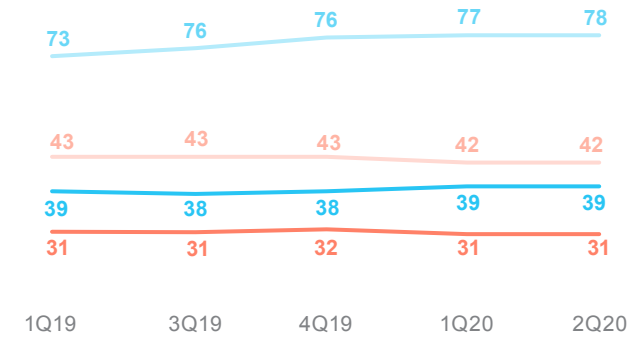
Market Share & Change Q/Q

	TOP 10 CSPS		AMAZON		AZURE		GOOGLE		IBM		ALIBABA CLOUD		ORACLE	
On-Ramps	31% —	42% —	28% —	43% —	33% ▼1	50% —	35% ▼1	43% ▼2	31% ▲2	34% ▲3	31% —	34% —	42% ▼2	51% ▲1
Metros	39% ▲1	78% ▲1	39% —	67% —	36% —	59% —	55% ▼1	72% ▼4	60% ▲5	67% ▲6	45% —	82% —	39% ▼4	78% —

Total Adds Q/Q



Market Share Over Time, % Q/G



KEY INSIGHTS

1. EQIX gained +10 on-ramps in 2Q20: Oracle in LD; GCP in SY, SP, BG (2), OS, AM, SG, SK; IBM in MX, and +2 new metros: MX & BG.
2. Of the +21 new w/ competitors, 17 (81%) redundant to EQIX or in non-EQIX metros.
3. GCP led new deployments at +25 (83%); but only 4 (all in Jakarta) were truly competitive.

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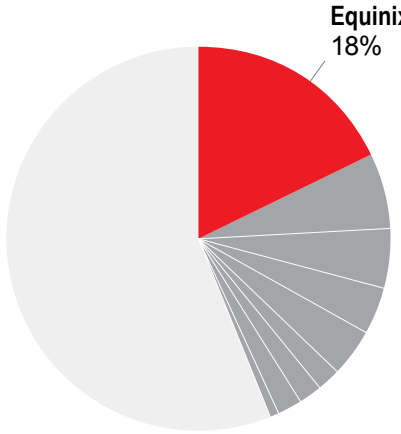
Notes: 1. AMER pro forma excludes Verizon, Axtel through 1Q20. 2. Rest of Carrier Neutral normalized to exclude Equinix and Evoque, Aptum and STT GDC (as they were reclassified from Carrier Owned segment) 3. Metronode acquisition closed April 2018 4. Verizon acquisition closed May 2017

COLOCATION MARKET SHARE, RETAIL ONLY

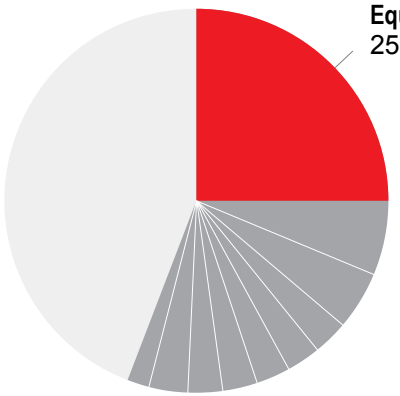
EQIX inching closer to No.1 across all 3 regions (with downward adjustments to NTT); BCE raises to 19% WW & 26% AMER

WW



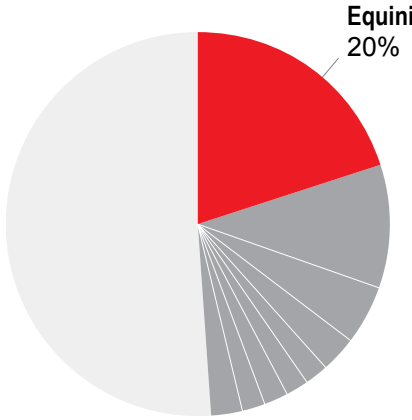
	Mkt Sh
Equinix Y/Y[1] 0.2%	**18%**
NTT	6%
Digital Realty/Interxion	5%
China Telecom	4%
KDD	4%
Cyxtera	2%
21 Vianet	2%
China Unicom	2%
@Tokyo	1%
Sungard Y/Y[1] -0.2%	1%
Top 10 Concentration Total Y/Y 1.8%	**44%**

AMER



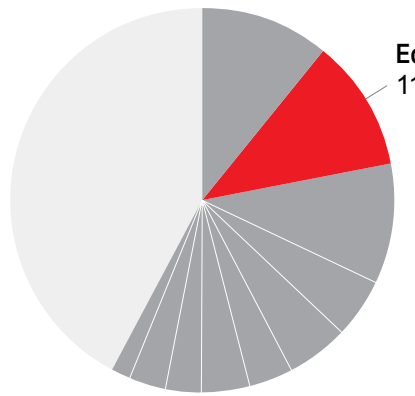
	Mkt Sh
Equinix Y/Y[1] 0.2%	**25%**
Cyxtera	6%
Digital Realty/Interxion	5%
Sungard	3%
Switch	3%
Century Link	3%
CoreSite Y/Y[1] -0.2%	3%
Evoque	3%
NTT	3%
CyrusOne	2%
Top 10 Concentration Total Y/Y -0.4%	**56%**

EMEA



	Mkt Sh
Equinix Y/Y[1] 1.3%	**20%**
Digital Realty/Interxion	10%
KDDI	5%
Deutsche Telecom	3%
NTT	2%
BT	2%
Orange	2%
Colt	1%
Rostelecom	1%
Telecom Italia	1%
Top 10 Concentration Total Y/Y -0.1%	**49%**

APAC



	Mkt Sh
NTT	10%
Equinix Y/Y[1] 1.3%	**11%**
China Telecom	10%
KDDI	5%
21 Vianet	5%
China Unicom	4%
@Tokyo	4%
Singtel Y/Y -0.2%	3%
China Mobile	3%
SoftBank	2%
Top 10 Concentration Total Y/Y -0.1%	**58%**

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Notes: 1. Based on Synergy reported colocation and interconnection only revenue; includes acquisitions; if share change <+/-0.2%, no change is shown.
Source: Synergy Research, 1Q20 update.

CLOUD ON-RAMP DENSITY

No meaningful change in lead

Available CSPs per Metro

AMER[2]

MTDC Provider	DC	SV	CH	SP	MT[1]	TR	DA	NY	SE	LA	MI	AT	DE	LV[1]
Equinix	6	5	5	5			4	3	3	2	4	2		
Digital Realty	2			2								3		
CoreSite	5	2								4			4	
Global Switch														
NEXTDC														
Cologix					5	4								
NTT														
Switch														3
CSPs in Metro[2]	**6**	**5**	**5**	**5**	**5**	**5**	**4**	**4**	**4**	**4**	**4**	**4**	**4**	**3**

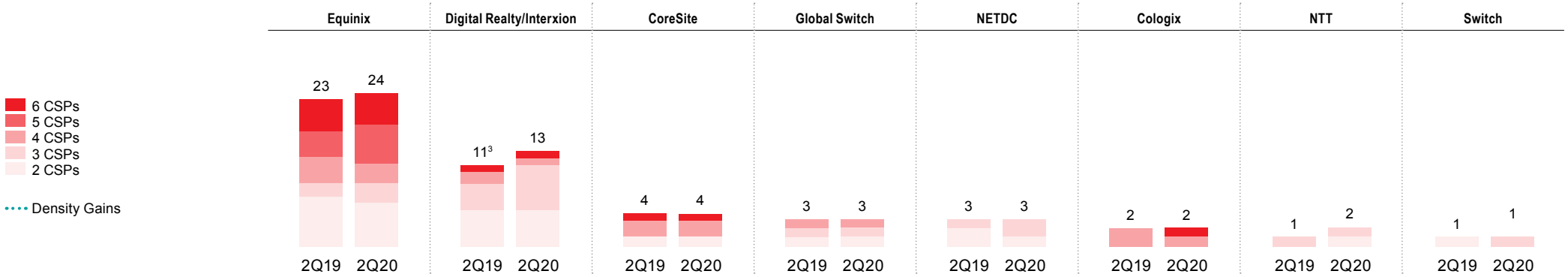
EMEA

LD	FR	AM	PA	SK	ZH	DX	MR[1]	MD	MU	CP[1]
6	6	5	2	3	2	2		2	2	
4	5	3	3	3	3		3	2		2
			2							
	3									
6	**6**	**5**	**4**	**4**	**4**	**3**	**3**	**2**	**2**	**2**

APAC

TY	SY	SG	HK	OS	ME	PE	Total
6	6	5	5	4			**24**
		2					**13**
							4
	3	4					**3**
	3				3	2	**3**
							2
				2			**2**
							1
6	**6**	**5**	**5**	**4**	**3**	**3**	

Multicloud On-Ramp Metros by MTDC Provider



KEY INSIGHTS

1. EQIX has 2x the metros as combined DLR-INXN – who saw no increase in dense metro count.

2. All density additions occurred in AMER and gained 45% of net new on-ramps in 2Q20.

3. Outside of top on-ramp providers, CONE gained density in Phoenix.

Notes: 1. Markets where Equinix is not present 2. Total number of CSP vendors among the top six that have an on-ramp available in the metro (metros sorted by total on-ramp density); single on-ramp metros not shown 3. Standalone DLR had 4 and Interxion had 7 metros.
Source: On-ramp provider websites as of May 2020. Includes the six largest providers of direct Cloud on-ramps (AWS, Azure, GCP, IBM, Oracle, Alibaba)

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REVENUE (MRR): TOP CUSTOMERS

Three new customers in vertical top 10 lists; Verizon continued to churn for the 8th consecutive quarter

Jeffrey Fidacaro

Top 10 Customers

1	Verizon
2	Amazon
3	Microsoft
4	Oracle
5	Apple
6	AT&T
7	Google
8	CenturyLink
9	Tencent
10	SAP

Top 10 Customers by Vertical

Top 10 Customers · New to List

$K QRR	1	2	3	4	5	6	7	8	9	10	
CIT	**Amazon** $32,597 Q/Q: 3% % of Seg: 9%	**Microsoft** $30,594 Q/Q: 2% % of Seg: 8%	**Oracle** $29,625 Q/Q: 7% % of Seg: 8%	**SAP** $14,140 Q/Q: -4% % of Seg: 4%	**IBM** $14,083 Q/Q: 17% % of Seg: 4%	**DXC. Tech** $13,561 Q/Q: 0% % of Seg: 4%	**T-Systems** $10,053 Q/Q: -2% % of Seg: 3%	**Cisco** $9,543 Q/Q: 8% % of Seg: 3%	**ServiceNow** $5,479 Q/Q: 3% % of Seg: 1%	**ZenLayer** $4,671 Q/Q: 14% % of Seg: 1%	Contribution 44% Seg Total $376
CDM	**Google** $22,095 Q/Q:15% % of Seg: 12%	**Tencent** $16,199 Q/Q:1% % of Seg: 9%	**Alibaba** $8,013 Q/Q:13% % of Seg: 5%	**Facebook** $7,795 Q/Q: -10% % of Seg: 4%	**Akamai** $87,721 Q/Q:13% % of Seg: 5%	**Criteo** $6,740 Q/Q:11% % of Seg: 4%	**Bookings.Hlgs** $6,521 Q/Q: -2% % of Seg: 14%	**Naver** $4,088 Q/Q: 6% % of Seg: 2%	**S&P** $3,534 Q/Q: 1% % of Seg: 2%	**Limelight** $3,477 Q/Q: 3% % of Seg: 2%	Contribution 49% Seg Total $177
ENT	**Apple** $28,120 Q/Q: 3% % of Seg: 11%	**US Gov** $11,874 Q/Q: 5% % of Seg: 5%	**Logius** $10,931 Q/Q: 0% % of Seg: 4%	**Samsung** $5,412 Q/Q: -1% % of Seg: 2%	**Ericsson** $3,519 Q/Q: 3% % of Seg: 13%	**Dell** $3,329 Q/Q: -7% % of Seg: 1%	**Nokia** $3,175 Q/Q: 4% % of Seg: 1%	**Raytheon** $2,347 Q/Q: -6% % of Seg: 1%	**BP** $2,318 Q/Q: 6% % of Seg: 1%	**EY** $2,162 Q/Q: -15% % of Seg: 1%	Contribution 30% Seg Total $247
FIN	**CityGroup** $7,531 Q/Q: 2% % of Seg: 4%	**NASDAQ** $6,486 Q/Q: 0% % of Seg: 3%	**Citadel** $6,154 Q/Q: 9% % of Seg: 3%	**MS** $5,967 Q/Q: 2% % of Seg: 3%	**JP Morgan** $5,057 Q/Q: -6% % of Seg: 2%	**Virtu** $4,843 Q/Q: 0% % of Seg: 2%	**Pico** $4,804 Q/Q: 2% % of Seg: 2%	**ICE** $3,983 Q/Q: 0% % of Seg: 3%	**UBS** $3,841 Q/Q: -2% % of Seg: 2%	**Goldman** $3,488 Q/Q: -11% % of Seg: 2%	Contribution 25% Seg Total $212
NWK	**Verizon** $38,369 Q/Q: -4% % of Seg: 12%	**AT&T** $22,875 Q/Q: 3% % of Seg: 7%	**CenturyLink** $20,299 Q/Q: -7% % of Seg: 6%	**Zayo** $10,189 Q/Q: -5% % of Seg: 3%	**NTT** $9,935 Q/Q: 6% % of Seg: 3%	**GTT** $9,847 Q/Q: 0% % of Seg: 3%	**Orange** $9,294 Q/Q: 0% % of Seg: 3%	**Charter** $7,365 Q/Q: -1% % of Seg: 2%	**BT** $6,429 Q/Q: 2% % of Seg: 2%	**China Mobile** $6,279 Q/Q: 55% % of Seg: 2%	Contribution 43% Seg Total $329

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CUSTOMER USE CASES

Intro or an overarching insight is positioned here

Customers[1]	Channel	STAR	Lighthouse	Vertical	Deployment		Use Cases
Moody's		✓	G2000	CDM	Status	**New Logo**	Moody's, a top 3 global credit agency, is optimizing its network to increase performance and improve end-user experience, which includes the use of ECX Fabric. Further, in this deal Moody's will be migrating into SV5 and out of one of DLR's facilities.
					MRR[2]	**$28K**	
					Locations	**9**	
Proximo	✓			ENT	Status	**New Logo**	Proximo is a global spirits distributor that ran into issues trying to build its own on-prem data center due to COVID-19. Equinix was able to support the company in their needs for a rapid deployment of in our infrastructure, which gave them the speed to market they needed. This deal was brought to us by a sub-agent of Intelisys.
					MRR[2]	**$5K**	
					Locations	**NY**	
Square		✓	G2000	FIN	Status	**Expansion**	Square is a top 10 digital payments company expanding its edge footprint to support multiple product rollouts throughout the world, including its register stand, contactless reader and chip card reader.
					MRR[2]	**$24K**	
					Locations	**SV, TY, DC**	
McDonald's	✓	✓	F500 G2000	ENT	Status	**Expansion**	McDonald's, a top 3 global restaurant chain, needed a partner with a Global presence and the ability to deploy services ubiquitously to support multicloud connectivity to AWS and Azure. Equinix aligned with the Cisco team on the global network architecture strategy and WebEx Edge Connect was a key use case.
					MRR[2]	**$35K**	
					Locations	**8**	
Cisco			F500 G2000	CIT	Status	**Expansion**	Cisco, a Fortune 75 technology company, is utilizing Equinix to scaler their edge infrastructure for Webex, which has seen significant demand increase due to the COVID-19 crisis. As a service provider available on ECX Fabric, customers of Equinix can consume Webex services globally — thereby overcoming challenges around performance, availability, scale and security.
					MRR[2]	**$459K**	
					Locations	**27**	
Riot Games	✓	✓	G2000	CDM	Status	**Expansion**	Riot is a leading mobile gaming developer (including League of Legends) is optimizing its network and utilizing Equinix's hybrid multicloud capabilities to support new product launches and increased user demand.
					MRR[2]	**$150K**	
					Locations	**19**	

Notes: 1. Customer use cases are not externally referenceable 2. MRR for expansion logos represents only MRR booked in 2Q20.

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LIGHTHOUSE PENETRATION

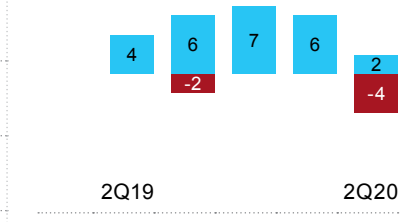
Nearly 80% of the top 100 G2000 companies are our customers

Fortune 500

2Q20 RESULTS

	Qty	Q/Q	Y/Y	Penetration	Q/Q
Top 10	9	0	0	90%	0%
Top 50	42	0	1	84%	0%
Top 100	80	0	2	80%	0%
Top 250	163	0	6	65%	0%
Top 500	263	-2	15	53%	0%

QUARTERLY NET ADDS



	2Q19				2Q20
Total	4	4	7	6	-2

ADDS

Rank	Customer	HQ	MRR[1]	Metros
312	BorgWarner	US	0	SP
383	American Fin Grp	US	$3K	CH, DC

LOSSES

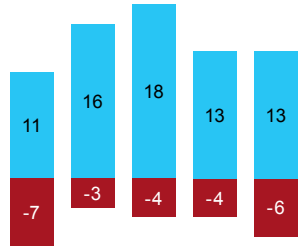
Rank	Customer	HQ	MRR[1]	Metros
280	Fox	US	$77K	CH
324	NRG Energy	US	$2K	EN
409	Insight Ent.	US	$3K	DC
487	Analog Devices	US	$2K	SP, TY

Global 2000

2Q20 RESULTS

	Qty	Q/Q	Y/Y	Penetration	Q/Q
Top 10	6	0	0	60%	0%
Top 50	41	0	0	82%	0%
Top 100	78	2	2	78%	2%
Top 250	514	3	28	51%	0%
Top 500	762	7	45	38%	0%

QUARTERLY NET ADDS



	2Q19				2Q20
Total	4	13	14	9	7

ADDS

Rank	Customer	HQ	MRR[1]	Metros
56	AB Inbev	BE	$1K	SP
93	BHP Group	AU	$1K	DA
361	ASML Honding	NL	0	AM, PA
524	Carrier Global	US	$71K	TY
634	Asahi Kasei	JP	$3K	PA
758	Otis Worldwide	US	$20K	CH, DC
852	American Fin Grp	US	$3K	AM, TY
868	Sandvik	SE	$3K	DC, SV
1008	Skanska	SE	$8K	DE
1053	Terumo	JP	$2K	SP
1156	BorgWarner	US	0	CH, LA
1520	Chipotle Mex. Grill	US	0	FR
1830	Bureau Veritas	FR	$1K	FR

LOSSES

Rank	Customer	HQ	MRR[1]	Metros
364	Swiss Life Holding	CE	$8K	ZH
616	Fox	US	$77K	NY
720	Analog Devices	US	$3K	DC
818	Toshiba	JP	$2K	SP, TY
885	NRG Energy	US	$8K	CH
1524	DCC	IE	$4K	SK

KEY INSIGHTS

1. Overall F500 penetration decreased slightly with the loss of four customers, all outside the top 250.

2. Some Lighthouse losses remain at Equinix despite not having a direct billing relationship: Fox novated under Disney and Analog Devices is now served via AT&T.

3. Equinix has nearly 50% of the AMER HQ'ed G2000 companies as customers, but only 23% of those based in APAC, and 45% of those in EMEA.

4. Proportionally, Equinix is underweight for ENTs in the G2000 (33% of our G2000 CUSTs are ENTs vs. 64% of all of G2000 are ENT), but 12 of the 13 adds in 2Q20 are ENTs.

Notes: 1. 2Q20 quarterly revenue for new customers, and peak quarterly revenue for attrited customers during the 4 quarters before termination

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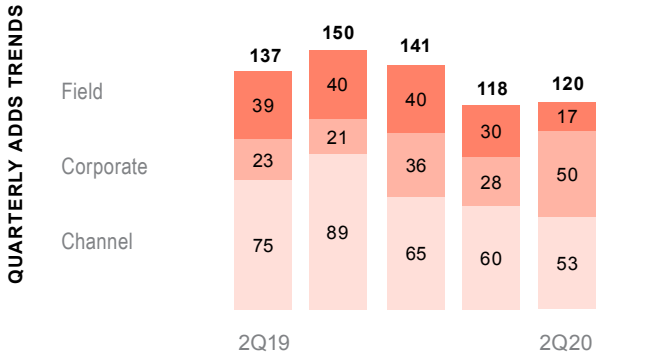
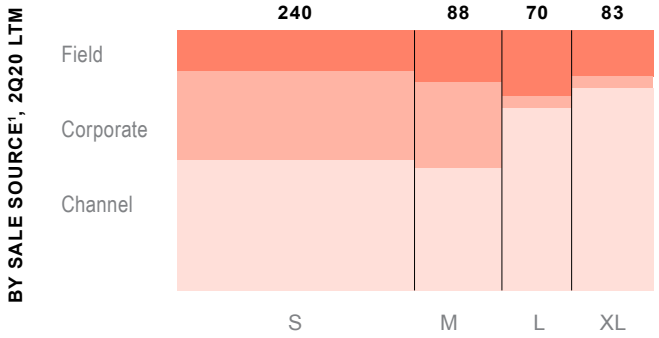
NEW LOGOS: LAND

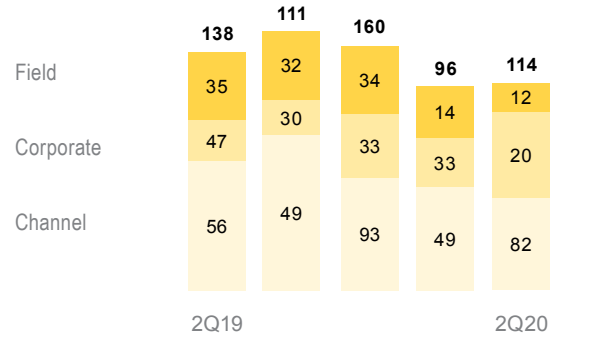
The Channel is fueling STAR and XL new logo growth

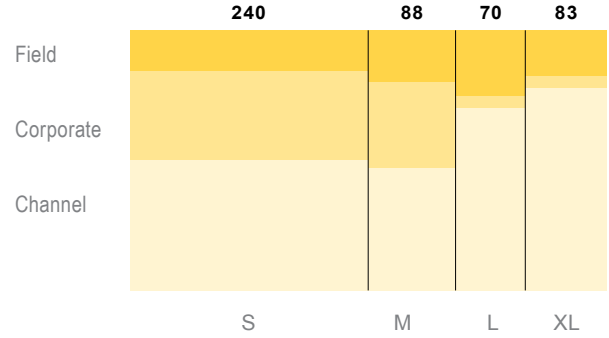
AMER



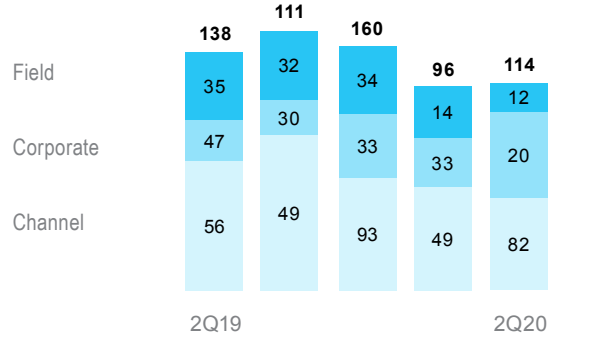


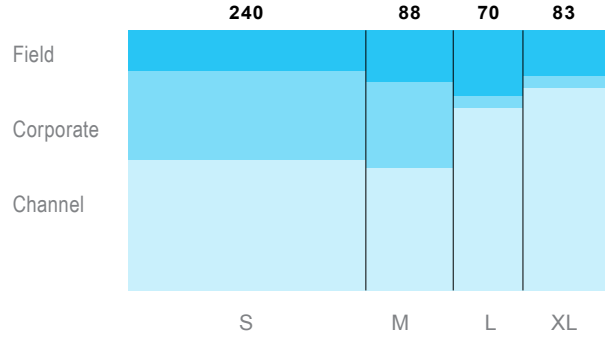
EMEA



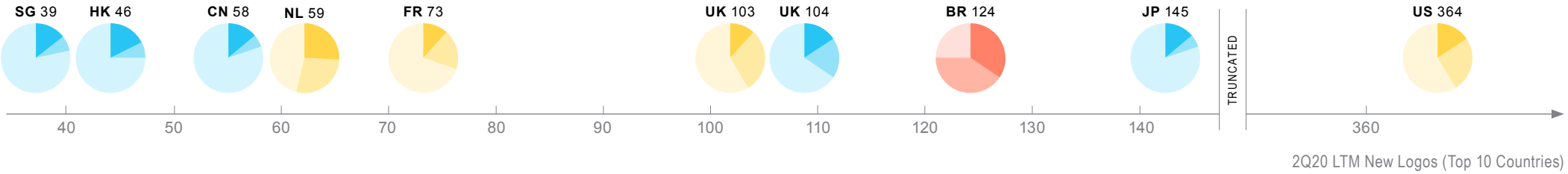


APAC





By HQ Country



KEY INSIGHTS

1. Globally, ~80% of new XL logos (companies with >$1B revenue) came via the Channel

2. In 2Q20, 12% of all new logos were STARs (the highest % in 3 years), and 75% of new STAR logos came via the Channel

3. New logos from companies HQ'ed in US and Japan constituted 50% of all XL logos

4. ENT remains the leading new logo generation engine, with strong adds in Retail, Prof. Svc. and Manuf.

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Notes: 1. Based on annual sales range: XL: >$1B, LG: $100M-$1B, MD: $10M-$100M, SM: <$10M and customers with unknown sales range.