## EQUINIX COMPANY FACT SHEET

### Equinix, Inc. (NASDAQ: EQIX)

Global enterprises, content and financial companies, and network service providers rely upon Equinix's insight and expertise to protect and connect their most valued information assets.







#### **Company Summary**

Equinix, Inc. (Nasdaq: EQIX), connects more than 4,000 companies directly to their customers and partners inside the world's most networked data centers. Today, enterprise, cloud, networking, digital media and financial services companies leverage the Equinix interconnection platform in 31 strategic markets across the Americas, EMEA and Asia-Pacific. By connecting directly to their strategic partners and end users, customers are forming dynamic ecosystems inside Equinix. These interconnected ecosystems enable companies to optimize the performance of their content and applications and protect their vital digital assets.

#### **Global Reach**

Equinix is the preferred destination for the mission-critical operations of the world's most demanding businesses. With locations in 31 strategic markets across the Americas, EMEA and Asia-Pacific, Equinix enables customers to rapidly deploy data center operations worldwide. Customers can rely on the same state-of-the-art infrastructure, support and experience of Equinix at any of our IBX center locations across the globe.

#### **Customers**

Customers do business at Equinix as part of a vital ecosystem, where their most critical information assets are protected and connected. More than 950 different networks, carriers and ISPs are accessible at Equinix IBX centers, including the world's largest IP backbone networks. Network and service provider customers include AT&T, British Telecom, Deutsche Telekom, France Telecom, KDDI, NTT, Singtel, Sprint and Verizon. Enterprise and content provider customers include Adobe Software, IBM, Electronic Arts, Facebook, General Electric, HP, Microsoft, Sony and Yahoo!. Equinix serves more than 4,000 customers worldwide.



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#### **Employees**

Globally - 3,300+

Americas: 1,900+EMEA: 850+

· Asia-Pacific: 550+

#### Financial\*

Reported 2012 Revenue – \$1,895.7M Cash, Cash Equivalents and Investments – \$547M Investments in Expansion Capacity and New Markets\*\* – \$7B

- \* As announced on Q4 2012 results call, and as filed on Form 8K, on February 13, 2013. Excludes the impact from the sale of 16 IBX data centers to 365 Main as announced on 9/4/12.
- \*\* Includes all expansion capex and acquisitions since 1998

#### Location Metrics<sup>††</sup>

Data Centers - 95+

Total Global Gross Square Feet –

9M+ ft<sup>2</sup>

Markets - 31 Countries - 15

• Americas: 3

• EMEA: 7

Asia-Pacific: 5

#### Continents – 5

• Americas: 2

EMEA: 1

Asia-Pacific: 2

†† Includes Milan, Italy, which is BCTR only

#### **Geographic Latency**

<10ms to 90% of the population of North America, Western Europe, Top Markets in Asia-Pacific, and Brazil

#### Reliability (2013 YTD through June 30)

- NA Availability was >99.999%
- Global Availability was >99.999%

#### Customers

**Customers** - 4,000+

Americas: 2,000+EMEA: 1,400+

Asia-Pacific: 900+

#### **Networks**

Networks - 950+

Americas: 450+EMEA: 375+

Asia-Pacific: 250+

### Cloud & IT & SIs

Cloud & IT & SIs - 1,200+

• Cloud: 450+

• IT Services: 600+

• SIs: 100+

#### **Financial Services**

Financial Services - 800+

Exchanges: 125+Buy/Sell: 500+

· Technology Providers: 125+

#### **Content and Digital Media**

Content and Media - 500+

- 5 of top 5 web properties (Comscore)
- 4 of top 5 social networks (Alexa)
- 3 of top 5 video sites (Comscore)
- 4 of top 5 video ad properties (Comscore)

#### **Equinix Ethernet Exchange**

Customers – 67

Markets - 17

Coverage - 8M+ lit buildings

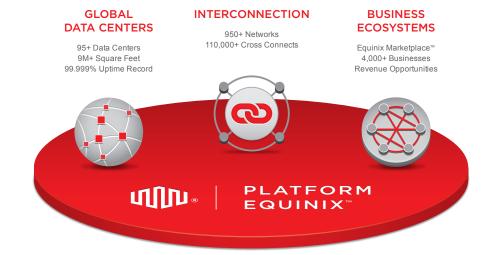
## IX Peak Average Traffic Global IX Peak Average Traffic –

2,087 Gbps

• Americas: 1,710 Gpbs

• EMEA: 64 Gbps

· Asia-Pacific: 313 Gbps



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#### **Executive Officers**

- Stephen Smith President & CEO
- Keith Taylor
   Chief Financial Officer
- Mark Adams
   Chief Development Officer
- Sara Baack
   Chief Marketing Officer
- Peter Ferris
   Chief Sales Officer
- Howard Horowitz
   Sr. Vice President, Global Real Estate
- Sushil (Sam) Kapoor
   Chief Global Operations Officer
- Samuel Lee
   President, Equinix Asia-Pacific
- Brian Lillie
   Chief Information Officer
- Charles Meyers
   President, Equinix Americas
- Brandi Galvin Morandi General Counsel & Corporate Secretary
- Lane Patterson
   Chief Technology Officer
- Garry Ronco
   Sr. Vice President, Global Human
   Resources
- Eric Schwartz
   President, Equinix EMEA
- Brian Thomas
   Chief of Staff, Office of the CEO

#### **Board of Directors**

- Peter Van Camp
   Executive Chairman, Equinix
- Stephen Smith CEO & President, Equinix
- Tom Bartlett
   Chief Financial Officer and Treasurer,
   American Tower Corporation
- Steven (Terry) Clontz
   Corporate Advisor, Temasek, and
   Senior Executive VP, ST Telemedia
- Gary Hromadko
   Venture Partner, Crosslink Capital
- Scott Kriens
   Chairman of the Board,
   Juniper Networks, Inc.
- William Luby
   Managing Partner, Seaport Capital
- Irving F. Lyons, III
   Principal, Lyons Asset Management
- Christopher Paisley
   Dean's Executive Professor,
   Leavey School of Business at
   Santa Clara University

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