

Goldman Sachs



# 2021 Q1 Investor Presentation

May 20, 2021





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# Quarterly Updates



# Leading Hyperscale Data Center Solution Provider in Emerging Markets

## 2021 Q1 Highlights



**337 MW**

IT Capacity in Service  
(+46MW vs.FY20Q4)



**154 MW**

IT Capacity under Construction  
(198MW in FY20Q4)



**348 Mn kwh**

YTD total Power Consumption



**231**

Approved Patents and Pending Patents,+15 vs. FY20Q4



**643mn RMB**

FY21Q1 revenue, +63.9% Y/Y,  
historical high



**109mn RMB**

FY21Q1 adjusted net income,  
+175.8% Y/Y, historical high



**PUE 1.19**

YTD average PUE  
(1.22 in full year 2020)



**<3.0 Mn<sup>(2)</sup>**

Average Construction Cost per IT  
MW for All In-service Data Centers

**Notes:** 1. Data as of March 31, 2021  
2. in US Dollar



# Quarterly Operation Performance



# Data Center Footprint



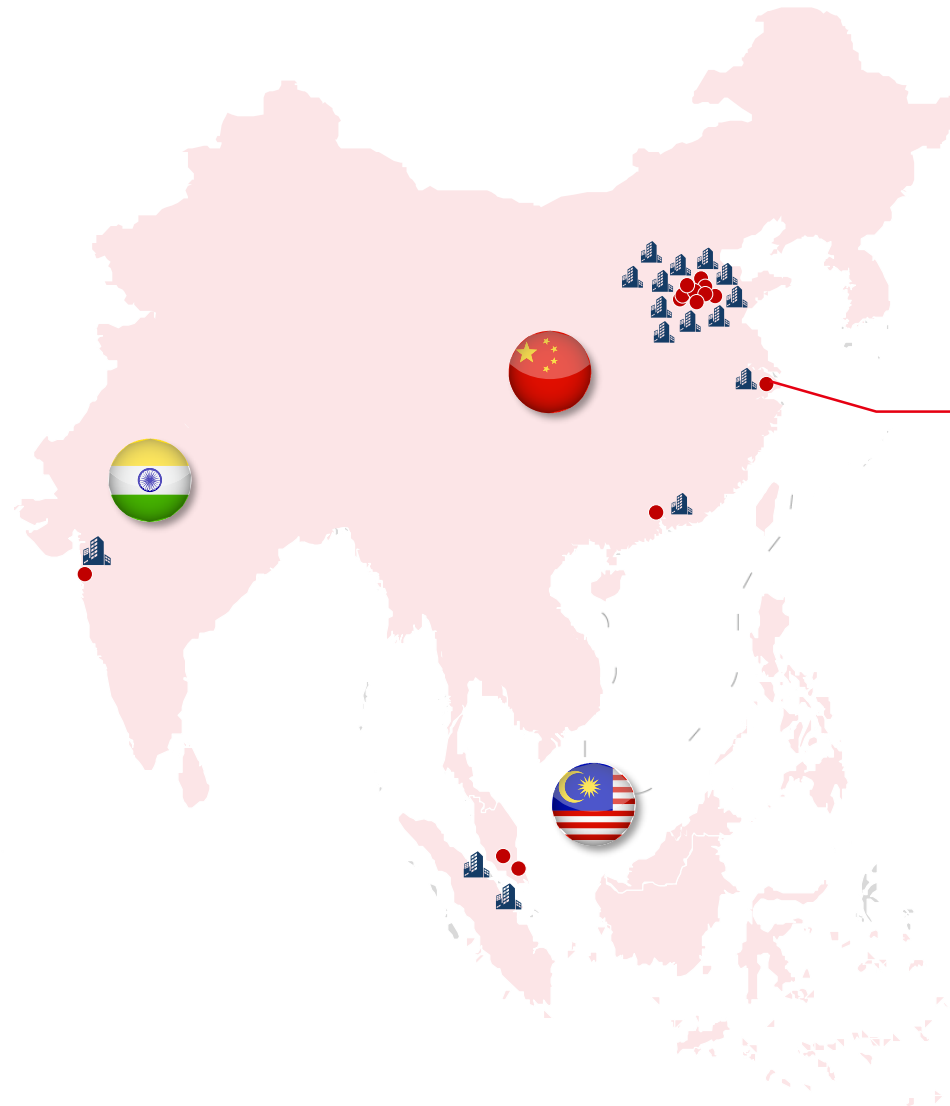
In Service

**14 Data Centers**  
**337 MW (vs. 291MW in 20Q4)**  
**95.4% self-owned capacity**



Under Construction

**7 Data Centers**  
**154 MW (vs. 198MW in 20Q4)**  
**91.5% self-owned capacity**



**China**



**+ 46 MW** new in-service capacity  
[CN09]



**+ 17 MW** new utilized capacity  
[CN01, CN06, CN08, CN11-A,  
CS01, CN09]



**+ 15 MW** new contracted capacity, with 11MW of which converted from IOI capacity.  
[CN06,CN08]

## Notes:

1. Data as of March 31, 2021

# Asset Overview

as of March 31, 2021

Data Center	Type	Leased/ Owned	Designed IT capacity (MW)	Contracted IT capacity (MW)	IOI IT capacity (MW)	Contracted+IOI IT capacity (MW)	Utilized IT capacity (MW)	Ready for Service
<b>In-Service</b>								
CN01	Hyperscale	Owned	36	36	-	36	36	2019Q2
CN02	Wholesale	Leased	11	8	-	8	8	2017
CN03	Hyperscale	Owned	17	17	-	17	17	2017Q3
CN04	Hyperscale	Owned	28	27	-	27	27	2018Q4
CN05	Hyperscale	Owned	23	21	-	21	21	2019Q2
CN06	Hyperscale	Owned	29	28	-	28	27	2019Q2
CN07	Hyperscale	Owned	29	27	-	27	27	2019Q4
CN08	Hyperscale	Owned	51	51	-	51	39	2020Q3
CN09	Hyperscale	Owned	45	39	-	39	2	2021Q1
CN10	Hyperscale	Owned	3	3	-	3	3	2020Q3
CN11-A	Hyperscale	Owned	23	23	-	23	18	2020Q4
CE01	Hyperscale	Owned	18	4	3	7	4	2020Q4
CS01	Wholesale	Leased	5	3	-	3	3	2017
MY0102	Hyperscale	Owned	20	16	-	16	7	2018Q2
<b>Subtotal</b>			<b>337</b>	<b>304 (90%)</b>	<b>3</b>	<b>307 (91%)</b>	<b>238</b>	
<b>Under Construction</b>								
CN11-B	Hyperscale	Owned	23	23	-	23	-	2021Q1
CN11-C	Hyperscale	Owned	57	57	-	57	-	2022Q1
CN12	Hyperscale	Owned	6	-	3	3	-	2022Q1
CE02	Hyperscale	Owned	19	-	-	-	-	2022
CN13	Hyperscale	Leased	13	-	13	13	-	2021Q4
MY03	Hyperscale	Owned	16	8	-	8	-	2022Q3
BBY01	Hyperscale	Owned	20	20	-	20	-	2021Q4
<b>Subtotal</b>			<b>154</b>	<b>108 (70%)</b>	<b>16</b>	<b>123 (80%)</b>	<b>-</b>	
<b>Total</b>			<b>491</b>	<b>411 (84%)</b>	<b>18</b>	<b>430 (88%)</b>		

■ New data centers in service and under construction

▲ Data centers with new contracted and/or IOI capacities

▲ Data centers with new utilized capacities

( ) Contracted Ratio

## Notes:

1. Numbers are rounded to zero. Subtotals and Total are calculated with original numbers and rounded to zero.



CHINDATA  
GROUP

ESG





# Our ESG Initiatives and Achievements to Date



**#1 Data center player**  
with more than 50%  
clean energy in its  
procured power  
capacity



**#1 Tech player** in  
terms of renewable  
energy performance in  
China, 2019 and 2020



**#1 Chinese IT  
company** to formulate  
a detailed roadmap for  
carbon neutrality



Global Operators  
Best Project



MIIT “National  
Green Data Centers”

## Our ESG Initiatives

01

Tech-driven operations system  
with computing power  
optimization to improve PUE

2016



2015

03

Long-term commitment to 100%  
renewable energy consumption  
through optimization and upgrade



2019

05

Investment in and development of  
renewable energy power plant



2020



2030

02

Source of energy as a key factor for site  
selection and consumption of renewable  
energy as a priority for operations

04

Renewable Energy BU  
upgraded into Chinpower

06

All next-gen hyper-scale datacenters will be  
operated using 100% integrated renewable  
energy solutions and investment of installed  
renewable power capacity of no less than 2GW

Source: Ranking cited from Greenpeace, “Clean Cloud 2020: Tracking Renewable Energy Use in China’s Tech Industry”



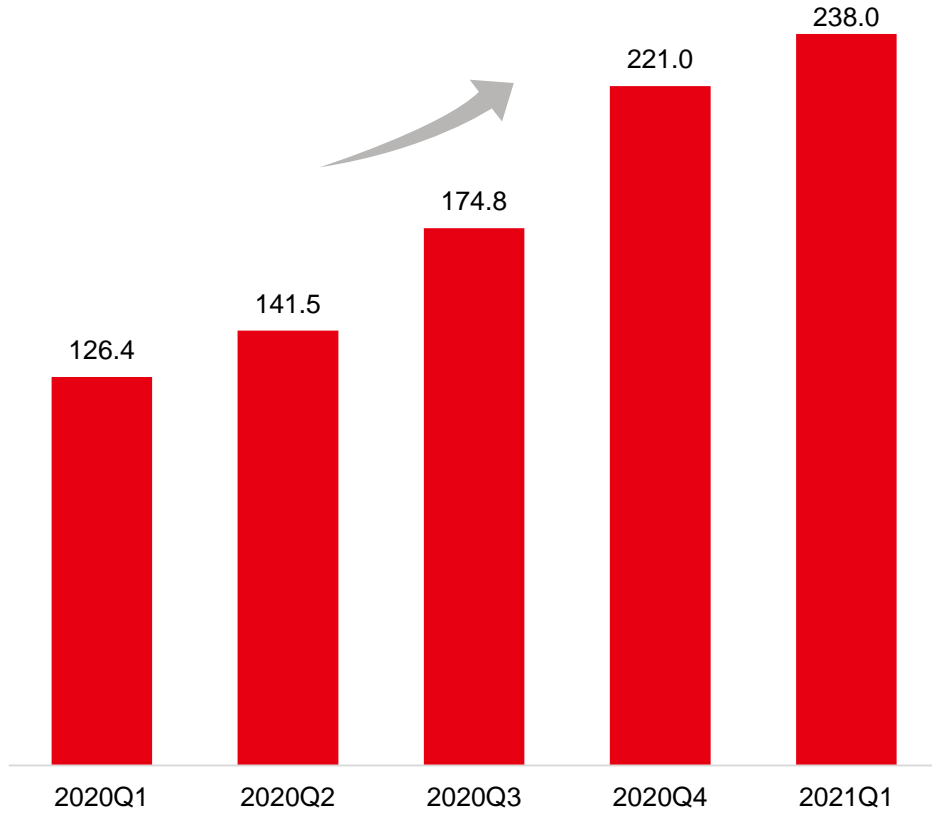
# Quarterly Financial Overview



# Continuous Revenue Growth

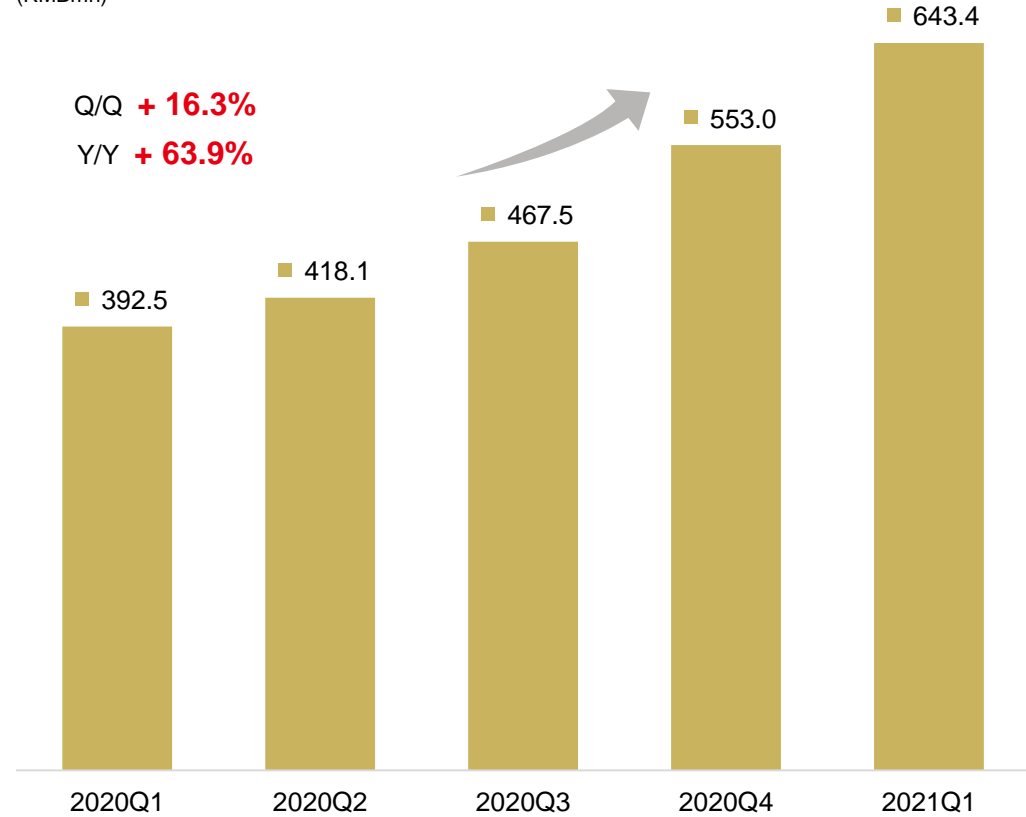
Quarter end utilized IT capacity

(MW)



Revenue

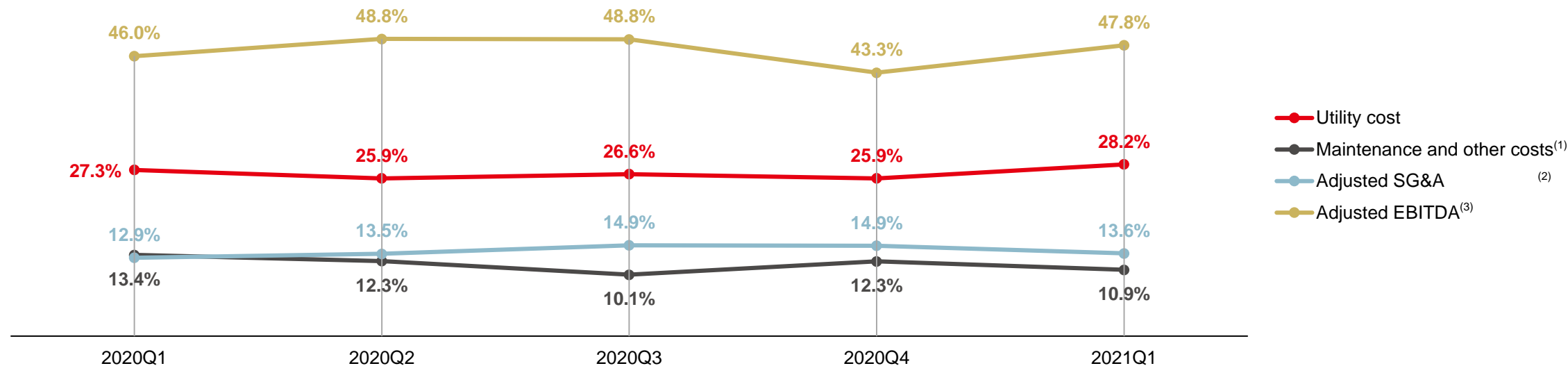
(RMBmn)



# Cost and expense

## Cost and expense breakdown

(% of revenue)



(RMB mn)	2020Q1	2020Q2	2020Q3	2020Q4	2021Q1	Q/Q	Y/Y
Revenue	392.5	418.1	467.5	553.0	643.4	16.3%	63.9%
Utility cost	107.1	108.4	124.4	143.5	181.6	26.6%	69.6%
Maintenance and other costs <sup>(1)</sup>	52.4	51.6	47.2	67.9	70.4	3.7%	34.5%
Adjusted SG&A <sup>(2)</sup>	50.6	56.6	69.8	82.2	87.8	6.7%	73.7%
Others <sup>(2)</sup>	1.8	-2.7	-1.9	20.0	-4.2	-121.2%	-333.5%
Adjusted EBITDA <sup>(3)</sup>	180.6	204.2	228.0	239.4	307.8	28.6%	70.4%

Note:

1. Maintenance and other cost includes maintenance cost, resource cost, labor costs (excluding share-based compensation) and operating lease cost and etc.

2. Adjusted SG&A and others includes operating expenses without depreciation and amortization, share-based compensation expenses, and one-off management consulting fee.

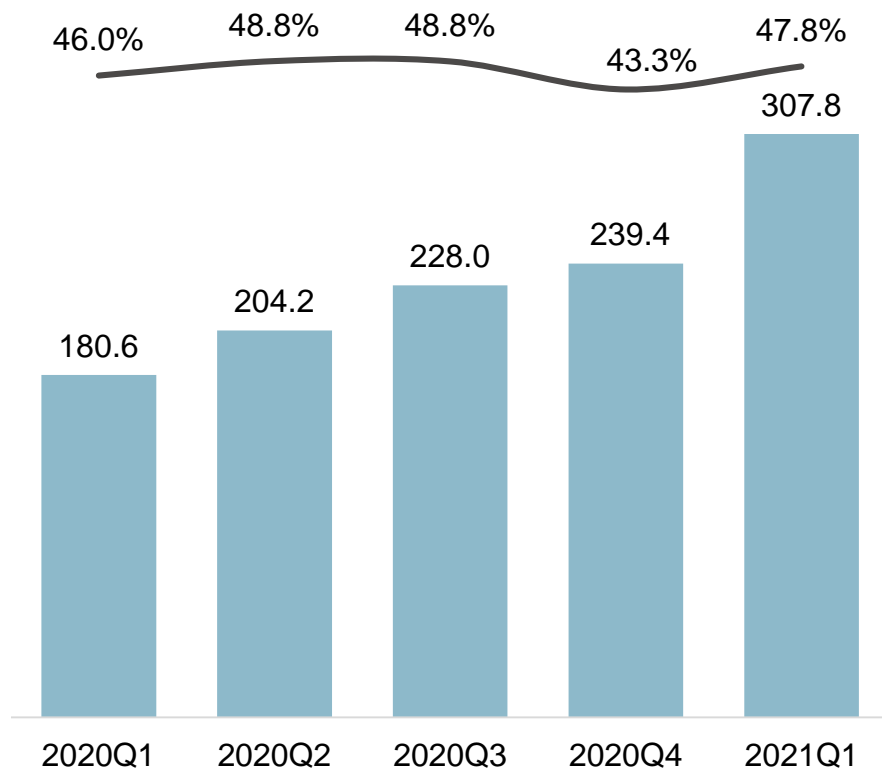
3. Adjusted EBITDA is defined as net income excluding depreciation and amortization, net interest expenses, income tax expenses, share-based compensation, management consulting services fee, change in fair value of financial instruments, foreign exchange (gain) loss and non-cash operating lease cost relating to prepaid land use rights.

# Adjusted EBITDA and Net Income

## Adjusted EBITDA (Non-GAAP EBITDA)

(RMBmn)

Q/Q **+28.6%**  
Y/Y **+70.4%**

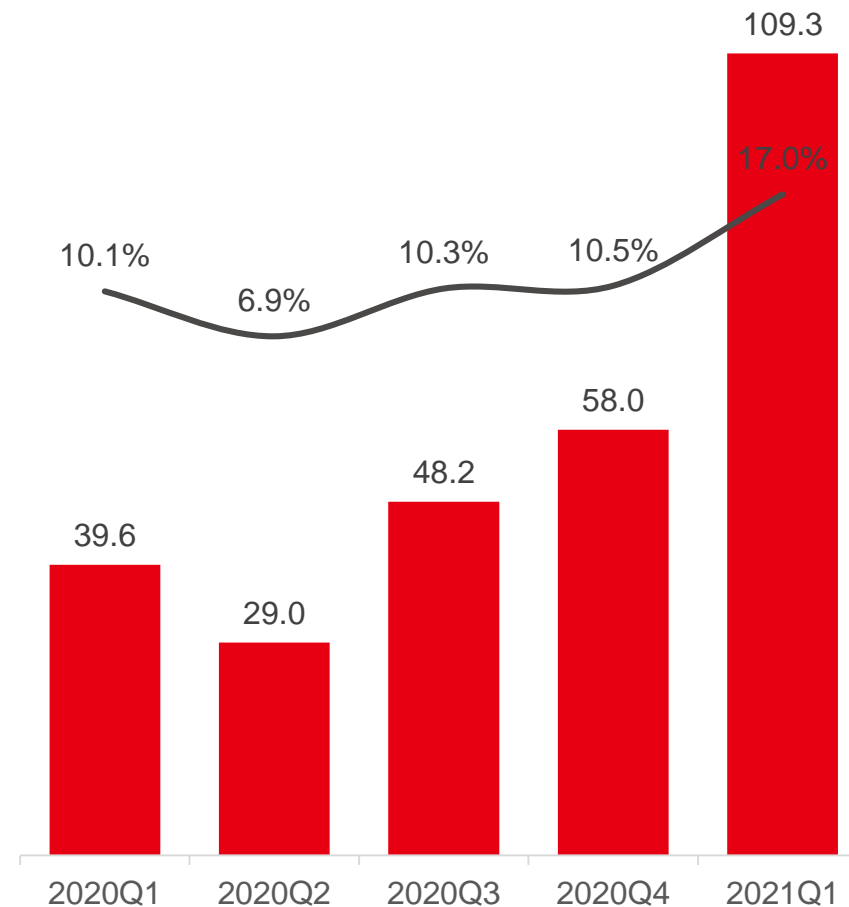


Adjusted EBITDA Adjusted EBITDA margin

## Adjusted Net Income (Non-GAAP Net Income)

(RMBmn)

Q/Q **+88.5%**  
Y/Y **+175.8%**



Adjusted Net Income Adjusted Net Income margin

Note:

1. Adjusted EBITDA is defined as net income excluding depreciation and amortization, net interest expenses, income tax expenses, share-based compensation, management consulting services fee, change in fair value of financial instruments, foreign exchange (gain) loss and non-cash operating lease cost relating to prepaid land use rights.

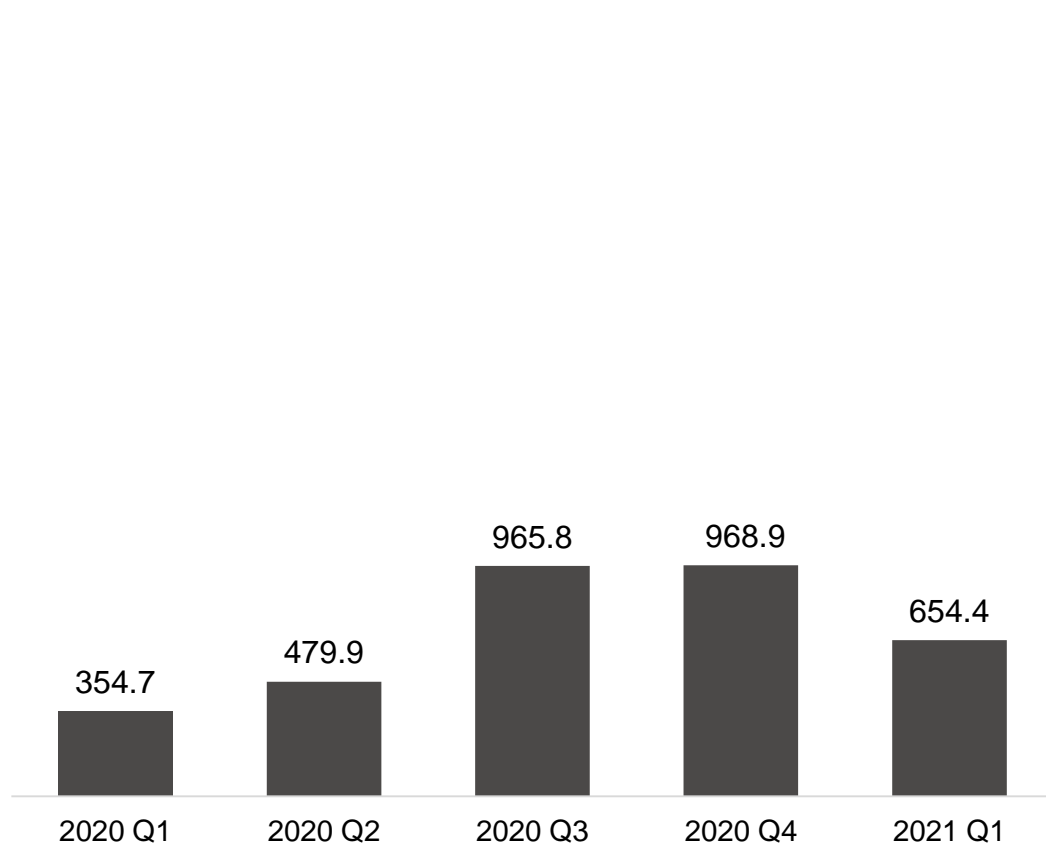
2. Adjusted net income is defined as net income excluding share-based compensation, management consulting services fee, and depreciation and amortization of fixed assets and intangible assets resulting from business combination, as adjusted for the tax effects on Non-GAAP adjustments.

# Capital expenditure and Cash

## Capex by quarter

(RMBmn)

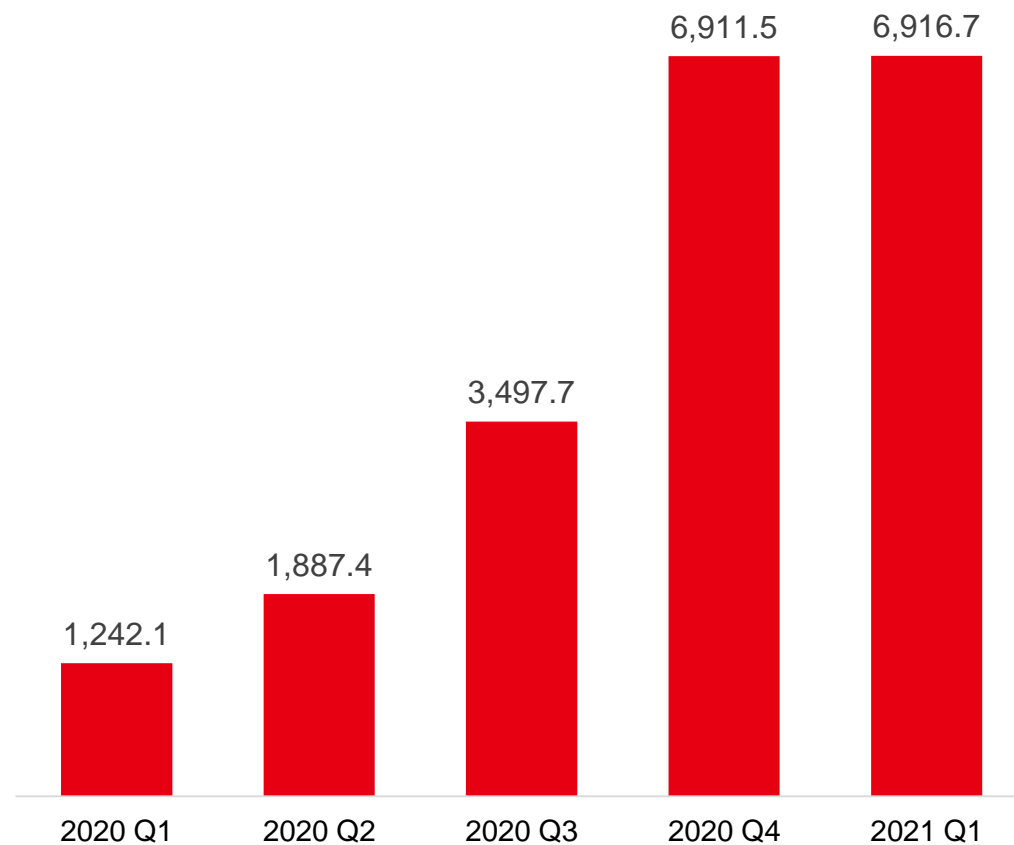
Capex<sup>(1)</sup>



## Cash by quarter

(RMBmn)

Cash, cash equivalents and restricted cash at end of period



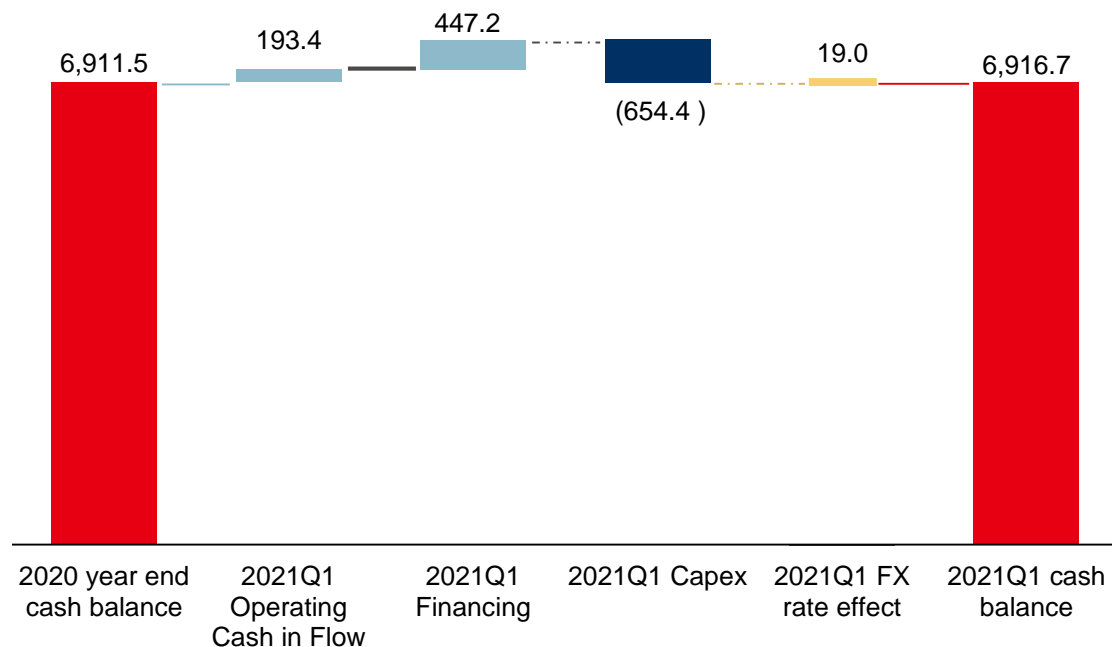
Note:

1. Capex refers to net cash used in investing activities.

# Stable financing liquidity whilst pursuing expansion

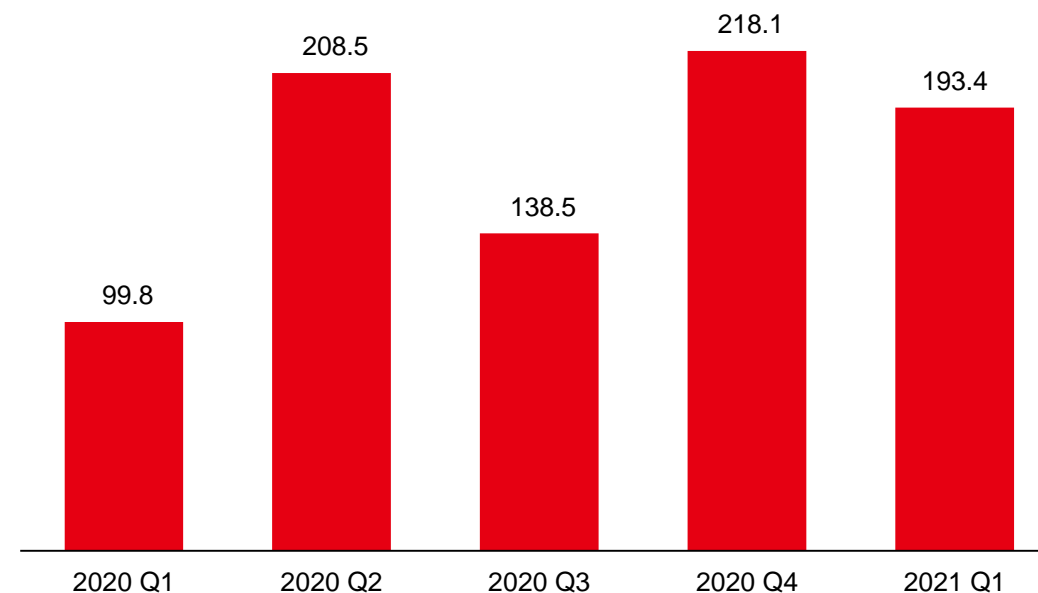
## Liquidity analysis in 2021Q1

(RMBmn)



## Cash Flow from Operation by Quarter

(RMBmn)



Greenfield Development



Potential M&A



Research and Development



Daily Operation

	FY20Q2	FY20Q3	FY20Q4	FY21Q1
Net debt to Adj. EBITDA(1)	2.7	0.7	-2.8	-1.8
Adj. EBITDA to interest(2)	3.2	4.2	5.6	5.3

Note:

1. Adj. EBITDA herein refers to "last quarter annualized adj. EBITDA", equals to last quarter reported adj. EBITDA\*4
2. Net debt = total debt – total cash and equivalents and restricted cash, including finance lease.
3. Interest refers to reported net interest expense of the period, = reported interest expense – reported interest income

# Guidance

RMB Mn	FY2019 Pro Forma	FY2020 Guidance	FY2020 Actual	FY2021 Guidance	<i>Implied YoY</i>
Revenue	1,098	1,770 – 1,790	1,831	2,700 -2,780	47.5% ~51.8%
Adjusted EBITDA	404	830 - 850	852	1,280 -1,330	50.2% ~56.1%





## Question & Answers



## Appendix

# Summary of key P&L items

(RMBmn)	For the three months ended						
	March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021	Q/Q	Y/Y
Colocation services	360.2	385.9	438.1	517.8	600.4	16.0%	66.7%
Colocation rental	32.3	32.2	29.4	31.1	29.0	-6.6%	-10.1%
Others	-	-	-	4.1	14.0	235.2%	#DIV/0!
<b>Total revenue</b>	<b>392.5</b>	<b>418.1</b>	<b>467.5</b>	<b>553.0</b>	<b>643.4</b>	<b>16.3%</b>	<b>63.9%</b>
Cost of revenue	-242.9	-251.4	-277.2	-326.9	-386.9	18.4%	59.3%
<b>Gross profit</b>	<b>149.6</b>	<b>166.7</b>	<b>190.3</b>	<b>226.1</b>	<b>256.5</b>	<b>13.4%</b>	<b>71.4%</b>
Selling and marketing expenses	-15.7	-21.3	-34.5	-27.6	-21.0	-24.0%	33.7%
General and administrative expenses	-84.5	-99.1	-259.7	-121.0	-96.2	-20.4%	13.8%
Research and development expenses	-8.4	-7.4	-12.5	-12.9	-18.2	41.7%	117.4%
Total operating expenses	-108.6	-127.8	-306.7	-161.5	-135.4	-16.1%	24.7%
<b>Operating income</b>	<b>41.0</b>	<b>38.9</b>	<b>-116.4</b>	<b>64.6</b>	<b>121.1</b>	<b>87.1%</b>	<b>195.2%</b>
Net Interest expenses	-49.9	-63.7	-54.6	-42.5	-57.8	35.8%	15.6%
Others	7.7	-4.6	-9.3	-27.1	17.1	-163.0%	121.7%
<b>Net income before taxes</b>	<b>-1.2</b>	<b>-29.4</b>	<b>-180.3</b>	<b>-5.0</b>	<b>80.4</b>	<b>-1692.7%</b>	<b>-6747.3%</b>
Income tax expenses	-12.9	-15.9	-16.5	-22.1	-22.2	0.7%	72.7%
<b>Net income after taxes</b>	<b>-14.1</b>	<b>-45.3</b>	<b>-196.8</b>	<b>-27.1</b>	<b>58.2</b>	<b>-314.6%</b>	<b>-513.3%</b>

# GAAP to Non-GAAP Reconciliations

## Reconciliation from Net Income (Loss) to Adjusted EBITDA

(RMB mn)	For the three months ended							Q/Q	Y/Y
	March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021				
<b>Net income (loss)</b>	<b>-14.1</b>	<b>-45.3</b>	<b>-196.8</b>	<b>-27.1</b>	<b>58.2</b>	<b>-314.6%</b>	<b>-513.3%</b>		
Add: Depreciation & amortization	96.5	97.0	103.3	118.9	140.6	18.3%	45.7%		
Add: Interest income & expenses	49.9	63.7	54.6	42.5	57.8	35.8%	15.6%		
Add: Income tax (benefit) expenses	12.9	15.9	16.5	22.1	22.2	0.7%	72.7%		
Add: Share-based compensation	40.3	61.0	173.5	75.0	41.0	-45.3%	1.8%		
Add: Management consulting services fee	4.1	3.9	64.9	-	-	-	-100.0%		
Add: Changes in fair value of financial instruments	-9.7	8.2	10.0	4.2	-12.7	-404.8%	32.8%		
Add: Foreign exchange (gain) loss	0.1	-0.9	1.3	3.0	-0.1	-102.1%	-150.0%		
Add: Non-cash operating lease cost relating to prepaid land use rights	0.6	0.7	0.7	0.8	0.8	7.3%	35.9%		
<b>Adjusted EBITDA</b>	<b>180.6</b>	<b>204.2</b>	<b>228.0</b>	<b>239.4</b>	<b>307.8</b>	<b>28.6%</b>	<b>70.4%</b>		
<b>Adjusted EBITDA Margin</b>	<b>46.0%</b>	<b>48.8%</b>	<b>48.8%</b>	<b>43.3%</b>	<b>47.8%</b>	<b>10.5%</b>	<b>4.0%</b>		

# GAAP to Non-GAAP Reconciliations

## Reconciliation from Net Income (Loss) to Adjusted Net Income

(RMB mn)	For the three months ended						Q/Q	Y/Y
	March 31, 2020	June 30, 2020	September 30, 2020	December 31, 2020	March 31, 2021			
Net Income (loss)	-14.1	-45.3	-196.8	-27.1	58.2	-314.6%	-513.3%	
Add: Depreciation and amortization of fixed assets and intangible assets resulting from business combination	12.4	12.4	12.3	12.3	12.3	-0.3%	-0.8%	
Add: Share-based compensation	40.3	61.0	173.5	75.0	41.0	-45.3%	1.8%	
Add: Management consulting services fee	4.1	3.9	64.9	-	-	-	-100.0%	
Add: Tax effects on non-GAAP adjustments	-3.1	-3.0	-5.7	-2.2	-2.2	-0.4%	-25.0%	
<b>Adjusted Net Income</b>	<b>39.6</b>	<b>29.0</b>	<b>48.2</b>	<b>58.0</b>	<b>109.3</b>	<b>88.5%</b>	<b>175.8%</b>	
<b>Adjusted Net Income margin</b>	<b>10.1%</b>	<b>6.9%</b>	<b>10.3%</b>	<b>10.5%</b>	<b>17.0%</b>	<b>1.7%</b>	<b>68%</b>	

## Summary of key balance sheet items

(RMBmn)	As of December 31, 2019	As of December 31, 2020	As of March 31, 2021
	Audited	Audited	Unaudited
<b>Total Asset</b>	<b>7,771.2</b>	<b>16,259.6</b>	<b>16,704.0</b>
Property and equipment	4,404.6	6,423.8	6,640.2
Accounts receivable	304.7	422.2	469.3
Cash, cash equivalents and restricted cash	1,119.8	6,911.5	6,916.7
Net Asset	3,237.2	9,739.5	9,854.4
Liability to asset ratio%	58.3%	40.1%	41.0%
<b>Total Debt</b>	<b>2,822.1</b>	<b>4,253.9</b>	<b>4,720.7</b>
Total Loan	2,755.5	4,189.0	4,657.4
Finance Lease liabilities	66.6	64.9	63.3
<b>Net Debt</b>	<b>1,702.3</b>	<b>-2,657.6</b>	<b>-2,196.0</b>

# Definitions

Terms	Definitions
IT Capacity in service	The total capacity available for utilization; this capacity does not include capacity from our retail data centers
IT Capacity under construction	The total capacity under construction and have not yet reached the stage of being ready for service
Colocation services	Services to store and support IT equipment at data centers facilities for clients
Contracted IT capacity	Capacity for which clients are required to pay us colocation service or rental fees or reservation fees
Contracted ratio	The ratio of contractually committed capacity to capacity in service.
lol IT capacity	Capacity with Indication of Interest”, the capacity for which clients have indicated interest in and had substantial negotiation for binding service agreements with us
lol ratio	The ratio of capacity with indication of interest from customers to capacity in service.
(IT) MW	Megawatts
PUE	Power Usage Effectiveness, a ratio of the total power usage of a data center to the power usage of the IT equipment inside such data center
Utilization ratio	The ratio of utilized capacity as of September 30, 2020 to capacity in service
Utilized IT capacity	Capacity in service that is committed to customers and revenue generating pursuant to the terms of customer agreements remaining in effect

# Analysts Coverage

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**Thank You**

