

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 2008

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____

Commission File Number 000-31293

EQUINIX, INC.

(Exact name of registrant as specified in its charter)

Delaware
(State of incorporation)

77-0487526
(I.R.S. Employer Identification No.)

301 Velocity Way, Fifth Floor, Foster City, California 94404
(Address of principal executive offices, including ZIP code)

(650) 513-7000
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) Yes No and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

The number of shares outstanding of the registrant's Common Stock as of March 31, 2008 was 36,766,800.

[Table of Contents](#)

EQUINIX, INC.

INDEX

| | <u>Page No.</u> |
|--|---------------------|
| <u>Part I - Financial Information</u> | |
| Item 1. Financial Statements (unaudited): | 3 |
| Condensed Consolidated Balance Sheets as of March 31, 2008 and December 31, 2007 | 3 |
| Condensed Consolidated Statements of Operations for the Three Months Ended March 31, 2008 and 2007 | 4 |
| Condensed Consolidated Statements of Cash Flows for the Three Months Ended March 31, 2008 and 2007 | 5 |
| Notes to Condensed Consolidated Financial Statements | 6 |
| Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations | 24 |
| Item 3. Quantitative and Qualitative Disclosures About Market Risk | 34 |
| Item 4. Controls and Procedures | 35 |
| <u>Part II - Other Information</u> | |
| Item 1. Legal Proceedings | 35 |
| Item 1A. Risk Factors | 37 |
| Item 2. Unregistered Sales of Equity Securities and Use of Proceeds | 51 |
| Item 3. Defaults Upon Senior Securities | 51 |
| Item 4. Submission of Matters to a Vote of Security Holders | 51 |
| Item 5. Other Information | 51 |
| Item 6. Exhibits | 52 |
| Signatures | 57 |
| Index to Exhibits | 58 |

[Table of Contents](#)

PART I - FINANCIAL INFORMATION

Item 1. Condensed Consolidated Financial Statements

EQUINIX, INC.
Condensed Consolidated Balance Sheets
(in thousands)

| | March 31, 2008 | December 31, 2007 |
|---|---------------------|----------------------|
| | (unaudited) | |
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 260,834 | \$ 290,633 |
| Short-term investments | 37,694 | 63,301 |
| Accounts receivable, net | 59,156 | 60,089 |
| Prepays and other current assets | 16,523 | 12,738 |
| Total current assets | 374,207 | 426,761 |
| Long-term investments | 26,998 | 29,966 |
| Property and equipment, net | 1,284,395 | 1,162,720 |
| Goodwill | 461,347 | 442,926 |
| Intangible assets, net | 73,052 | 67,207 |
| Debt issuance costs, net | 20,253 | 21,333 |
| Other assets | 46,535 | 30,955 |
| Total assets | <u>\$ 2,286,787</u> | <u>\$ 2,181,868</u> |
| Liabilities and Stockholders' Equity | | |
| Current liabilities: | | |
| Accounts payable and accrued expenses | \$ 70,230 | \$ 65,096 |
| Accrued property and equipment | 77,852 | 76,504 |
| Current portion of capital lease and other financing obligations | 3,629 | 3,808 |
| Current portion of mortgage and loans payable | 28,319 | 16,581 |
| Current portion of convertible debt | 32,250 | — |
| Other current liabilities | 32,619 | 29,473 |
| Total current liabilities | 244,899 | 191,462 |
| Capital lease and other financing obligations, less current portion | 98,405 | 93,604 |
| Mortgage and loans payable, less current portion | 353,585 | 313,915 |
| Convertible debt, less current portion | 645,986 | 678,236 |
| Deferred tax liabilities | 29,442 | 25,955 |
| Deferred rent and other liabilities | 71,340 | 64,264 |
| Total liabilities | <u>1,443,657</u> | <u>1,367,436</u> |
| Stockholders' equity: | | |
| Common stock | 37 | 37 |
| Additional paid-in capital | 1,396,525 | 1,376,915 |
| Accumulated other comprehensive loss | (221) | (3,888) |
| Accumulated deficit | (553,211) | (558,632) |
| Total stockholders' equity | <u>843,130</u> | <u>814,432</u> |
| Total liabilities and stockholders' equity | <u>\$ 2,286,787</u> | <u>\$ 2,181,868</u> |

See accompanying notes to condensed consolidated financial statements

[Table of Contents](#)

EQUINIX, INC.
Condensed Consolidated Statements of Operations
(in thousands, except per share data)

| | Three months ended March 31, | |
|--|---------------------------------|-------------------|
| | 2008 | 2007 |
| | (unaudited) | |
| Revenues | \$ 158,218 | \$ 85,109 |
| Costs and operating expenses: | | |
| Cost of revenues | 94,486 | 52,765 |
| Sales and marketing | 15,351 | 9,076 |
| General and administrative | 34,376 | 22,462 |
| Total costs and operating expenses | 144,213 | 84,303 |
| Income from operations | 14,005 | 806 |
| Interest income | 3,441 | 1,949 |
| Interest expense | (13,594) | (3,592) |
| Other income | 2,040 | 130 |
| Loss on debt extinguishment and conversion | — | (3,395) |
| Income (loss) before income taxes | 5,892 | (4,102) |
| Income taxes | (471) | (354) |
| Net income (loss) | <u>\$ 5,421</u> | <u>\$ (4,456)</u> |
| Net income (loss) per share: | | |
| Basic net income (loss) per share | <u>\$ 0.15</u> | <u>\$ (0.15)</u> |
| Weighted average shares | <u>36,277</u> | <u>29,702</u> |
| Diluted net income (loss) per share | <u>\$ 0.15</u> | <u>\$ (0.15)</u> |
| Weighted average shares | <u>37,259</u> | <u>29,702</u> |

See accompanying notes to condensed consolidated financial statements

[Table of Contents](#)

EQUINIX, INC.
Condensed Consolidated Statements of Cash Flows
(in thousands)

| | Three months ended March 31, | |
|--|---------------------------------|-------------------|
| | 2008 | 2007 |
| | (unaudited) | |
| Cash flows from operating activities: | | |
| Net income (loss) | \$ 5,421 | \$ (4,456) |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: | | |
| Depreciation | 33,684 | 20,097 |
| Stock-based compensation | 12,341 | 10,498 |
| Amortization of intangible assets | 1,775 | 80 |
| Amortization of debt issuance costs | 1,403 | 389 |
| Accretion of asset retirement obligation and accrued restructuring charges | 399 | 832 |
| Other items | 450 | (172) |
| Changes in operating assets and liabilities: | | |
| Accounts receivable | 2,506 | (916) |
| Prepays and other assets | (2,098) | (1,326) |
| Accounts payable and accrued expenses | 1,107 | (2,657) |
| Accrued restructuring charges | (745) | (3,543) |
| Other liabilities | 6,741 | 1,024 |
| Net cash provided by operating activities | <u>62,984</u> | <u>19,850</u> |
| Cash flows from investing activities: | | |
| Purchases of investments | (11,531) | (12,760) |
| Sales of investments | 9,669 | — |
| Maturities of investments | 30,780 | 22,275 |
| Purchase of San Jose IBX property | — | (6,500) |
| Purchase of Virtu, net of cash acquired | (23,241) | — |
| Purchases of other property and equipment | (125,643) | (67,056) |
| Accrued property and equipment | (3,065) | 16,454 |
| Purchase of restricted cash | (13,169) | (470) |
| Net cash used in investing activities | <u>(136,200)</u> | <u>(48,057)</u> |
| Cash flows from financing activities: | | |
| Proceeds from employee equity awards | 7,238 | 10,286 |
| Proceeds from convertible debt | — | 250,000 |
| Proceeds from loans payable | 41,882 | 24,607 |
| Repayment of capital lease and other financing obligations | (966) | (465) |
| Repayment of mortgage and loans payable | (3,092) | (497) |
| Debt issuance costs | (464) | (10,678) |
| Net cash provided by financing activities | <u>44,598</u> | <u>273,253</u> |
| Effect of foreign currency exchange rates on cash and cash equivalents | (1,181) | 51 |
| Net increase (decrease) in cash and cash equivalents | (29,799) | 245,097 |
| Cash and cash equivalents at beginning of period | 290,633 | 82,563 |
| Cash and cash equivalents at end of period | <u>\$ 260,834</u> | <u>\$ 327,660</u> |
| Supplemental cash flow information: | | |
| Cash paid for taxes | <u>\$ 276</u> | <u>\$ 173</u> |
| Cash paid for interest | <u>\$ 8,399</u> | <u>\$ 5,048</u> |

See accompanying notes to condensed consolidated financial statements

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1. Basis of Presentation and Significant Accounting Policies

The accompanying unaudited condensed consolidated financial statements have been prepared by Equinix, Inc. (“Equinix” or the “Company”) and reflect all adjustments, consisting only of normal recurring adjustments, which in the opinion of management are necessary to fairly state the financial position and the results of operations for the interim periods presented. The balance sheet at December 31, 2007 has been derived from audited financial statements at that date. The financial statements have been prepared in accordance with the regulations of the Securities and Exchange Commission (“SEC”), but omit certain information and footnote disclosure necessary to present the statements in accordance with generally accepted accounting principles. For further information, refer to the Consolidated Financial Statements and Notes thereto included in Equinix’s Form 10-K as filed with the SEC on February 27, 2008. Results for the interim periods are not necessarily indicative of results for the entire fiscal year.

The preparation of consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the condensed consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from these estimates.

Certain amounts in the accompanying condensed consolidated financial statements have been reclassified to conform to the condensed consolidated financial statement presentation as of and for the three months ended March 31, 2008.

Consolidation and Foreign Currency Transactions

The accompanying unaudited condensed consolidated financial statements include the accounts of Equinix and its subsidiaries, including the operations of IXEurope from September 14, 2007 and Virtu from February 5, 2008 (see Note 2). All significant intercompany accounts and transactions have been eliminated in consolidation. Foreign exchange gains or losses resulting from foreign currency transactions, including intercompany foreign currency transactions that are anticipated to be repaid within the foreseeable future, are reported within other income (expense) on the Company’s accompanying statements of operations.

Revenue Recognition and Allowance for Doubtful Accounts

Equinix derives more than 90% of its revenues from recurring revenue streams, consisting primarily of (1) colocation services, such as from the licensing of cabinet space and power; (2) interconnection services, such as cross connects and Equinix Exchange ports; (3) managed infrastructure services, such as Equinix Direct and bandwidth and (4) other services consisting of rent. The remainder of the Company’s revenues are from non-recurring revenue streams, such as from the recognized portion of deferred installation revenues, professional services, contract settlements and equipment sales. Revenues from recurring revenue streams are billed monthly and recognized ratably over the term of the contract, generally one to three years for IBX space customers. Non-recurring installation fees, although generally paid in a lump sum upon installation, are deferred and recognized ratably over the longer of the term of the related contract or expected life of the installation. Professional service fees are recognized in the period in which the services were provided and represent the culmination of a separate earnings process as long as they meet the criteria for separate recognition under EITF No. 00-21, “Revenue Arrangements with Multiple Deliverables.” Revenue from bandwidth and equipment sales is recognized on a gross basis in accordance with EITF No. 99-19, “Recording Revenue as a Principal versus Net as an Agent”, primarily because the Company acts as the principal in the transaction, takes title to products and services and bears inventory and credit risk. To the extent the Company does not meet the criteria for gross basis accounting for bandwidth and equipment revenue, the Company records the revenue on a net basis. Revenue from contract settlements, when a customer wishes to terminate their contract early, is generally recognized on a cash basis, when no remaining performance obligations exist, to the extent that the revenue has not previously been recognized.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

The Company occasionally guarantees certain service levels, such as uptime, as outlined in individual customer contracts. To the extent that these service levels are not achieved, the Company reduces revenue for any credits given to the customer as a result. The Company generally has the ability to determine such service level credits prior to the associated revenue being recognized, and historically, these credits have generally not been significant. There were no significant service level credits issued during the three months ended March 31, 2008 and 2007.

Revenue is recognized only when the service has been provided and when there is persuasive evidence of an arrangement, the fee is fixed or determinable and collection of the receivable is reasonably assured. It is customary business practice to obtain a signed master sales agreement and sales order prior to recognizing revenue in an arrangement. Taxes collected from customers and remitted to governmental authorities are reported on a net basis and are excluded from revenue.

The Company assesses collection based on a number of factors, including past transaction history with the customer and the credit-worthiness of the customer. The Company generally does not request collateral from its customers although in certain cases the Company obtains a security interest in a customer's equipment placed in its IBX centers or obtains a deposit. If the Company determines that collection of a fee is not reasonably assured, the fee is deferred and revenue is recognized at the time collection becomes reasonably assured, which is generally upon receipt of cash. In addition, the Company also maintains an allowance for doubtful accounts for estimated losses resulting from the inability of its customers to make required payments for which the Company had expected to collect the revenues. If the financial condition of the Company's customers were to deteriorate or if they became insolvent, resulting in an impairment of their ability to make payments, greater allowances for doubtful accounts may be required. Management specifically analyzes accounts receivable and current economic news and trends, historical bad debts, customer concentrations, customer credit-worthiness and changes in customer payment terms when evaluating revenue recognition and the adequacy of the Company's reserves. A specific bad debt reserve of up to the full amount of a particular invoice value is provided for certain problematic customer balances. An additional reserve is established for all other accounts based on the age of the invoices and an analysis of historical credits issued. Delinquent account balances are written-off after management has determined that the likelihood of collection is not probable.

Net Income (Loss) per Share

The Company computes net income (loss) per share in accordance with SFAS No. 128, "Earnings per Share;" SEC Staff Accounting Bulletin ("SAB") No. 98; EITF Issue 03-6, "Participating Securities and the Two-Class Method Under FASB 128;" EITF Issue 04-8 "The Effect of Contingently Convertible Instruments on Diluted Earnings per Share" and SFAS No. 123(R), "Share-Based Payment." Basic net income (loss) per share is computed using net income (loss) and the weighted-average number of common shares outstanding. Diluted net income (loss) per share is computed using net income (loss), adjusted for interest expense as a result of the assumed conversion of the Company's Convertible Subordinated Debentures, 2.50% Convertible Subordinated Notes and 3.00% Convertible Subordinated Notes, if dilutive, and the weighted-average number of common shares outstanding plus any dilutive potential common shares outstanding. Dilutive potential common shares include the assumed exercise, vesting and issuance activity of employee equity awards using the treasury stock method, as well as warrants and shares issuable upon the conversion of the Convertible Subordinated Debentures, 2.50% Convertible Subordinated Notes and 3.00% Convertible Subordinated Notes.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

The following table sets forth the computation of basic and diluted net income (loss) per share for the periods presented (in thousands, except per share amounts):

| | Three months ended | |
|--|--------------------|-------------------|
| | March 31, | |
| | 2008 | 2007 |
| Numerator: | | |
| Numerator for basic net income (loss) per share | \$ 5,421 | \$ (4,456) |
| Effect of assumed conversion of convertible debt: | | |
| Interest expense, net of tax | — | — |
| Numerator for diluted net income (loss) per share | <u>\$ 5,421</u> | <u>\$ (4,456)</u> |
| Denominator: | | |
| Weighted-average shares | 36,691 | 30,119 |
| Weighted-average unvested restricted shares issued subject to forfeiture | (414) | (417) |
| Denominator for basic net income (loss) per share | <u>36,277</u> | <u>29,702</u> |
| Effect of dilutive securities: | | |
| Convertible subordinated debentures | — | — |
| 2.50% convertible subordinated notes | — | — |
| 3.00% convertible subordinated notes | — | — |
| Employee equity awards | 982 | — |
| Warrants | — | — |
| Total dilutive potential shares | <u>982</u> | <u>—</u> |
| Denominator for diluted net income (loss) per share | <u>37,259</u> | <u>29,702</u> |
| Net income (loss) per share: | | |
| Basic | <u>\$ 0.15</u> | <u>\$ (0.15)</u> |
| Diluted | <u>\$ 0.15</u> | <u>\$ (0.15)</u> |

The following table sets forth potential shares of common stock that are not included in the diluted net income (loss) per share calculation above because to do so would be anti-dilutive for the periods indicated (in thousands):

| | March 31, | |
|--|--------------|--------------|
| | 2008 | 2007 |
| Shares reserved for conversion of convertible subordinated debentures | 816 | 816 |
| Shares reserved for conversion of 2.50% convertible subordinated notes | 2,232 | 2,232 |
| Shares reserved for conversion of 3.00% convertible subordinated notes | 2,945 | — |
| Unvested restricted shares issued subject to forfeiture | — | 421 |
| Common stock warrants | 1 | 9 |
| Common stock related to stock-based compensation plans | 1,896 | 4,053 |
| | <u>7,890</u> | <u>7,531</u> |

Income Taxes

Income taxes are accounted for under the asset and liability method. Under this method, deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax bases. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

income in the year in which those temporary differences are expected to be recovered or settled. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. Valuation allowances are established when necessary to reduce deferred tax assets to the amounts that are expected more likely than not to be realized in the future.

The Company recorded an additional deferred tax liability with an increase to goodwill as a result of the Virtu Acquisition. The deferred tax liability recognized is primarily attributable to the identifiable intangible assets that were recorded for the purchase.

The Company will continue to provide a valuation allowance for the net deferred tax assets, other than the deferred tax assets associated with its Singapore and Switzerland subsidiaries, until it becomes more likely than not that the net deferred tax assets will be realizable. For the three months ended March 31, 2008 and 2007, the Company recorded a tax provision of \$471,000 and \$354,000, respectively. The tax provision recorded in the periods ended March 31, 2008 and 2007 was primarily attributable to the Company's foreign operations. The tax provision for the three months ended March 31, 2008 includes a tax benefit of \$185,000 the Company recorded due to a tax settlement with a state in which it operated. The Company did not record any excess tax benefit associated with the stock options exercised by employees during the three months ended March 31, 2008 and 2007.

In January 2007, the Company adopted the provisions of FIN 48, "Accounting for Uncertainty in Income Taxes" ("FIN 48"), which clarifies the accounting for uncertainty in income taxes recognized in the condensed consolidated financial statements in accordance with FASB Statement No. 109, "Accounting for Income Taxes." FIN 48 prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. FIN 48 also provides guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition. The adoption of FIN 48 resulted in no cumulative effect of a change in accounting principle being recorded on the Company's condensed consolidated financial statements during the three months ended March 31, 2007. Prior to the adoption of FIN 48, the Company recorded liabilities related to uncertain income tax position based upon SFAS No. 5, "Accounting for Contingencies."

During the three months ended March 31, 2008, the Company reached a final agreement with a state in which it operated to close an appeal filed by the Company in that state's tax court. The Company filed the appeal in 2006 to contest the decision made by the state auditor disallowing the refundable research and capital goods credits. The executed Closing Settlement specifies that the state will credit the Company \$357,000 plus interest, which was received. As a result of the settlement, the total unrecognized tax benefits decreased by \$1,373,000 in the three months ended March 31, 2008. A majority of the unrecognized tax benefits, if subsequently recognized, will affect the Company's effective tax rate at the time of recognition. The Company will continue to classify the interest and penalties recognized in accordance with paragraphs 15 and 16, respectively, of FIN 48 in the financial statements as income tax. The Company's income tax returns for all tax years remain open to examination by federal and various state taxing authorities due to the Company's Net Operating Loss ("NOL") carry-forward. In addition, the Company's tax years of 2001 through 2007 also remain open and subject to examination by local tax authorities in the foreign jurisdictions in which the Company has major operations.

Construction in Progress

Construction in progress includes direct and indirect expenditures for the construction and expansion of IBX centers and is stated at original cost. The Company has contracted out substantially all of the construction and expansion efforts of its IBX centers to independent contractors under construction contracts. Construction in progress includes certain costs incurred under a construction contract including project management services, engineering and schematic design services, design development, construction services and other construction-related fees and services. In addition, the Company has capitalized certain interest costs during the construction phase. Once an IBX center or expansion project becomes operational, these capitalized costs are allocated to certain property and equipment categories and are depreciated at the appropriate rates consistent with the estimated useful life of the underlying assets.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

Interest incurred is capitalized in accordance with SFAS No. 34, “Capitalization of Interest Costs.” Total interest cost incurred and total interest cost capitalized during the three months ended March 31, 2008 was \$14,936,000 and \$1,342,000, respectively. Total interest cost incurred and total interest cost capitalized during the three months ended March 31, 2007 was \$5,104,000 and \$1,512,000, respectively.

Stock-Based Compensation

The Company accounts for stock-based compensation in accordance with, SFAS No. 123(R), “Share-Based Payment,” and related pronouncements (“SFAS 123(R)”). Under the fair value recognition provisions of this statement, stock-based compensation cost is measured at the grant date for all stock-based awards made to employees and directors based on the fair value of the award and is recognized as expense over the requisite service period, which is generally the vesting period. SFAS 123(R) supersedes the Company’s previous accounting under Accounting Principles Board Opinion No. 25, Accounting for Stock Issued to Employees,” (“APB 25”) for periods beginning in fiscal year 2006. Commencing in March 2008, the Company no longer plans to grant stock options as it moves towards granting restricted stock units instead.

In January 2008, the Compensation Committee of the Board of Directors approved the issuance of an aggregate of 123,000 shares of restricted stock units to executive officers pursuant to the 2000 Equity Incentive Plan. In addition, in February 2008, the Stock Award Committee of the Board of Directors approved the issuance of 308,267 restricted stock units to certain employees, excluding executive officers, as part of the Company’s annual refresh program. All awards are subject to vesting provisions. All such equity awards described in this paragraph have a total fair value as of the date of grants, net of estimated forfeitures, of \$28,565,000, which is expected to be amortized over a weighted-average period of 3.23 years. During the three months ended March 31, 2008, the Company had amortized \$1,764,000, net of estimated forfeitures, of the total fair value of such equity awards.

The following table presents, by operating expense, the Company’s stock-based compensation expense recognized in the Company’s condensed consolidated statement of operations (in thousands):

| | Three Months Ended | |
|----------------------------|--------------------|-----------------|
| | March 31, | |
| | 2008 | 2007 |
| Cost of revenues | \$ 970 | \$ 1,137 |
| Sales and marketing | 2,301 | 2,484 |
| General and administrative | 9,070 | 6,877 |
| | <u>\$12,341</u> | <u>\$10,498</u> |

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

Goodwill and Other Intangible Assets

Goodwill and other intangible assets, net, consisted of the following (in thousands):

| | March 31, 2008 | December 31, 2007 |
|---------------------------------------|-------------------|----------------------|
| Goodwill: | | |
| Asia-Pacific | \$ 18,874 | \$ 18,010 |
| Europe | 442,473 | 424,916 |
| | <u>461,347</u> | <u>442,926</u> |
| Other intangibles: | | |
| Intangible asset – customer contracts | 76,667 | 69,209 |
| Intangible asset – leases | 5,496 | 5,254 |
| Intangible asset – tradename | 441 | 361 |
| Intangible asset – workforce | 160 | 160 |
| Intangible asset – lease expenses | 111 | 111 |
| Intangible asset – non-compete | 73 | — |
| | <u>82,948</u> | <u>75,095</u> |
| Accumulated amortization | (9,896) | (7,888) |
| | <u>73,052</u> | <u>67,207</u> |
| | <u>\$534,399</u> | <u>\$ 510,133</u> |

As a result of the Virtu Acquisition, the Company recorded goodwill of \$16,973,000 and intangible assets, comprised primarily of customer contracts, of \$7,195,000. The customer contacts intangible asset is being amortized over an estimated useful life of 12 years. The Company's goodwill and intangible assets in Europe are assets denominated in British pounds and Euros and are subject to foreign currency fluctuations. The Company's goodwill in Asia-Pacific is an asset denominated in Singapore dollars and is also subject to foreign currency fluctuations. The Company's foreign currency translation gains and losses, including goodwill and other intangibles, are a component of other comprehensive income and loss.

For the three months ended March 31, 2008 and 2007, the Company recorded amortization expense of \$1,775,000 and \$80,000, respectively. The Company expects to record the following amortization expense during the remainder of 2008 and beyond (in thousands):

| Year ending: | |
|------------------------------|-----------------|
| 2008 (nine months remaining) | \$ 5,293 |
| 2009 | 6,927 |
| 2010 | 6,888 |
| 2011 | 6,779 |
| 2012 | 6,759 |
| 2013 and thereafter | 40,406 |
| Total | <u>\$73,052</u> |

Fair Value Measurements

Effective January 1, 2008, the Company adopted SFAS No. 157, "Fair Value Measurements" ("SFAS 157"). This standard establishes a framework for measuring fair value and expands disclosure about fair value measurements. The Company did not elect to adopt fair value accounting for any assets or liabilities allowed by SFAS No. 159, "The Fair Value Option for Financial Assets and Financial Liabilities" ("SFAS 159"). The adoption of SFAS 157 did not have a material impact on the Company's financial position, results of operations or operating cash flow.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

To increase consistency and comparability in fair value measurements, SFAS 157 establishes a fair value hierarchy to prioritize the inputs used in valuation techniques. There are three broad levels to the fair value hierarchy of inputs to fair value: Level 1 is the highest priority and Level 3 is the lowest priority and are as follows:

- Level 1: Observable inputs that reflect quoted prices (unadjusted) for identical assets or liabilities in active markets.
- Level 2: Inputs reflect quoted prices for identical assets or liabilities in markets that are not active; quoted prices for similar assets or liabilities in active markets; inputs other than quoted prices that are observable for the asset or the liability; or inputs that are derived principally from or corroborated by observable market data by correlation or other means.
- Level 3: Unobservable inputs reflecting the Company's own assumptions incorporated in valuation techniques used to determine fair value. These assumptions are required to be consistent with market participant assumptions that are reasonably available.

The Company measures and reports certain financial assets and liabilities at fair value on a recurring basis, including its investments in money market funds and available-for-sale debt investments in other public companies, governmental units and other agencies.

The Company's assets measured at fair value at March 31, 2008 were as follows (in thousands):

| | Fair value at March 31, 2008 | Fair value measurement using | | |
|----------------------------------|------------------------------------|------------------------------|-----------------|-------------|
| | | Level 1 | Level 2 | Level 3 |
| Assets: | | | | |
| Money market funds | \$ 228,142 | \$228,142 | \$ — | \$ — |
| Other cash equivalent securities | 4,793 | — | 4,793 | — |
| Short-term investments | 33,686 | — | 33,686 | — |
| Long-term investments | 26,998 | — | 26,998 | — |
| | <u>\$ 293,619</u> | <u>\$228,142</u> | <u>\$65,477</u> | <u>\$ —</u> |

The fair value of the Company's investment in available-for-sale money market funds approximates their face value. Such instruments are included in cash and cash equivalents. Cash equivalent securities include available-for-sale debt investments related to the Company's investments in the securities of other public companies, governmental units and other agencies. The fair value of these investments is based on the quoted market price of the underlying shares. Such investments are included in short-term investments and in long-term investments.

The Company has no Level 3 investments.

Valuation Methods

Fair value estimates are made as of a specific point in time based on estimates using present value or other valuation techniques. These techniques involve uncertainties and are affected by the assumptions used and the judgments made regarding risk characteristics of various financial instruments, discount rates, estimates of future cash flows, future expected loss experience and other factors.

The Company's money market fund instruments are classified within Level 1 of the fair value hierarchy because they are valued using quoted prices for identical instruments in active markets.

The types of instruments valued based on other observable inputs include available-for-sale debt investments in other public companies, governmental units and other agencies. Such instruments are generally classified within Level 2 of the fair value hierarchy.

Short-Term and Long-Term Investments. The Company uses the specific identification method in computing realized gains or losses. Short-term and long-term investments are classified as "available-for-sale" and are carried at fair value based on quoted market prices with unrealized gains and losses reported in stockholders' equity as a component of other comprehensive income or loss. The Company reviews its investment portfolio quarterly to determine if any securities may be other-than-temporarily impaired due to increased credit risk, changes in industry or sector of a certain instrument or ratings downgrades over an extended period of time. The Company determined that these quoted market prices qualify as Level 1 and Level 2.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

2. Virtu Acquisition

On February 5, 2008, a wholly-owned subsidiary of the Company acquired all of the issued and outstanding share capital of Virtu Secure Webservices B.V. (“Virtu”), a provider of network-neutral data center services in the Netherlands, for a cash payment of \$23,345,000, including closing costs (the “Virtu Acquisition”). Under the terms of the Virtu Acquisition, the Company may also pay additional future contingent consideration, which will be payable in the form of up to 20,000 shares of the Company’s common stock and cash of up to 1,500,000 Euros, contingent upon meeting certain pre-determined future annual operating targets from 2008 to 2011. Virtu, a similar business to that of the Company, operates data centers in the Netherlands, supplementing the Company’s existing European operations. The combined company predominantly operates under the Equinix name and the current Virtu management team joined the Company’s existing European management team in running the Company’s operations in the Netherlands. The results of operations for Virtu are insignificant; therefore, the Company does not present pro forma combined results of operations.

3. IBX Acquisitions and Expansions

Sydney IBX Expansion Project

In January 2008, the Company entered into a long-term lease for a new building located adjacent to its existing Sydney IBX center and at the same time terminated the existing lease for the Company’s original Sydney IBX center by incorporating it into the new lease. The Company extended the original lease term for an additional seven years in a single, revised lease agreement for both buildings (collectively, the “Building”). Minimum payments under this lease total 18,260,000 Australian dollars, or approximately \$16,000,000, in cumulative lease payments with monthly payments that commenced in January 2008, of which 12,202,000 Australian dollars, or approximately \$10,700,000, is incremental to the previous lease. As a result of the Company significantly altering the Building’s footprint in order to meet the Company’s IBX center needs, the Company followed the accounting provisions of EITF 97-10, “The Effect of Lessee Involvement in Asset Construction” (“EITF 97-10”). Pursuant to EITF 97-10, the Building is considered a financed asset (the “Sydney IBX Building Financing”) and subject to a ground lease for the underlying land, which is considered an operating lease. Pursuant to the Sydney IBX Building Financing, the Company recorded the Building asset and a corresponding financing obligation liability totaling 5,805,000 Australian dollars (or approximately \$5,300,000) in January 2008. Payments under the Sydney IBX Building Financing are made monthly, commencing in January 2008, and are payable through December 2022, at an effective interest rate of approximately 7.90% per annum.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

IBX Expansion Project Summary

The following table sets forth approximate balances of total cumulative capital expenditures incurred on the Company's significant expansion projects currently underway as of the following dates (in thousands):

| | March 31, 2008 | December 31, 2007 |
|--|-------------------|----------------------|
| <i>U.S. Expansion Projects:</i> | | |
| Washington, D.C. Metro Area Fifth IBX Center Expansion Project (DC5) | \$ 61,942 | \$ 20,000 |
| Silicon Valley Metro Area IBX Expansion Project (SV2 Phase II) | 37,819 | 25,283 |
| Los Angeles Metro Area IBX Expansion Project (LA4) | 6,417 | 4,321 |
| | <u>106,178</u> | <u>49,604</u> |
| <i>Asia-Pacific Expansion Projects:</i> | | |
| Tokyo IBX Expansion Project (TY2) | 26,231 | 16,600 |
| Singapore IBX Expansion Project (SG1 Expansion Phase II and III) | 16,999 | 15,500 |
| Sydney IBX Expansion Project (SY2) | 1,570 | — |
| Hong Kong IBX Expansion Project (HK1 Phase II) | — | — |
| | <u>44,800</u> | <u>32,100</u> |
| <i>Europe Expansion Projects:</i> | | |
| Paris IBX Expansion Project (PA2 Phase II and III) | 24,357 | 8,513 |
| Frankfurt IBX Expansion Project (FR2 Phase II(a) and II(b)) | 14,399 | 4,177 |
| London IBX Expansion Project (LD4 Phase II) | 27,238 | 5,529 |
| Amsterdam IBX Expansion Project (AM1) | 2,826 | — |
| | <u>68,820</u> | <u>18,219</u> |
| | <u>\$219,798</u> | <u>\$ 99,923</u> |

The Company's planned capital expenditures during the remainder of 2008 in connection with the expansion efforts described above are substantial. For further information, refer to "Other Purchase Commitments" in Note 11.

4. Related Party Transactions

A significant amount of the Company's Asia-Pacific revenues are generated in Singapore and a significant portion of the business in Singapore is transacted with entities affiliated with STT Communications, which is the one of the Company's largest stockholders (owning approximately 11.7% of the Company's outstanding common stock as of March 31, 2008). For the three months ended March 31, 2008 and 2007, revenues recognized with related parties, primarily entities affiliated with STT Communications, were \$2,099,000 and \$1,409,000, respectively, and as of March 31, 2008 and 2007, accounts receivable with these related parties were \$1,581,000 and \$1,079,000, respectively. For the three months ended March 31, 2008 and 2007, costs and services procured with related parties, primarily entities affiliated with STT Communications, were \$755,000 and \$315,000, respectively, and as of March 31, 2008 and 2007, accounts payable with these related parties were \$131,000 and \$91,000, respectively.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

5. Accounts Receivable

Accounts receivables, net, consisted of the following (in thousands):

| | March 31, 2008 | December 31, 2007 |
|---------------------------------|-------------------|----------------------|
| Accounts receivable | \$102,482 | \$ 98,141 |
| Unearned revenue | (42,433) | (37,606) |
| Allowance for doubtful accounts | (893) | (446) |
| | <u>\$ 59,156</u> | <u>\$ 60,089</u> |

Trade accounts receivable are recorded at the invoiced amount and do not bear interest. Unearned revenue consists of pre-billing for services that have not yet been provided, but which have been billed to customers ahead of time in accordance with the terms of their contract. Accordingly, the Company invoices its customers at the end of a calendar month for services to be provided the following month.

6. Property and Equipment

Property and equipment consisted of the following (in thousands):

| | March 31, 2008 | December 31, 2007 |
|---------------------------------|--------------------|----------------------|
| IBX plant and machinery | \$ 531,898 | \$ 503,755 |
| Leasehold improvements | 485,102 | 481,409 |
| Buildings | 158,143 | 153,692 |
| IBX equipment | 133,882 | 128,423 |
| Site improvements | 97,038 | 96,041 |
| Computer equipment and software | 64,946 | 60,881 |
| Land | 51,207 | 50,979 |
| Furniture and fixtures | 6,633 | 5,698 |
| Construction in progress | 243,365 | 133,501 |
| | 1,772,214 | 1,614,379 |
| Less accumulated depreciation | (487,819) | (451,659) |
| | <u>\$1,284,395</u> | <u>\$1,162,720</u> |

Leasehold improvements, IBX plant and machinery, computer equipment and software and buildings recorded under capital leases aggregated \$40,816,000 and \$40,486,000 at March 31, 2008 and December 31, 2007, respectively. Amortization on the assets recorded under capital leases is included in depreciation expense and accumulated depreciation on such assets totaled \$8,739,000 and \$5,306,000 for the three months ended March 31, 2008 and 2007, respectively.

As of March 31, 2008 and December 31, 2007, the Company had accrued property and equipment expenditures of \$77,852,000 and \$76,504,000, respectively. The Company's planned capital expenditures during the remainder of 2008 in connection with recently acquired IBX properties and expansion efforts are substantial. For further information, refer to "Other Purchase Commitments" in Note 11.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

7. Accounts Payable and Accrued Expenses

Accounts payable and accrued expenses consisted of the following (in thousands):

| | March 31, 2008 | December 31, 2007 |
|-----------------------------------|-------------------|----------------------|
| Accounts payable | \$ 17,357 | \$ 14,816 |
| Accrued compensation and benefits | 14,900 | 18,875 |
| Accrued interest | 10,774 | 6,461 |
| Accrued utility and security | 9,995 | 8,709 |
| Accrued taxes | 8,457 | 6,925 |
| Accrued professional fees | 1,894 | 2,094 |
| Accrued other | 6,853 | 7,216 |
| | <u>\$ 70,230</u> | <u>\$ 65,096</u> |

8. Other Current Liabilities

Other current liabilities consisted of the following (in thousands):

| | March 31, 2008 | December 31, 2007 |
|-------------------------------|-------------------|----------------------|
| Deferred installation revenue | \$ 17,853 | \$ 16,295 |
| Customer deposits | 5,509 | 4,643 |
| Deferred recurring revenue | 4,914 | 3,811 |
| Accrued restructuring charges | 3,669 | 3,973 |
| Deferred rent | 400 | 400 |
| Other current liabilities | 274 | 351 |
| | <u>\$ 32,619</u> | <u>\$ 29,473</u> |

9. Deferred Rent and Other Liabilities

Deferred rent and other liabilities consisted of the following (in thousands):

| | March 31, 2008 | December 31, 2007 |
|--|-------------------|----------------------|
| Deferred rent, non-current | \$ 29,367 | \$ 26,512 |
| Deferred installation revenue, non-current | 12,034 | 10,241 |
| Asset retirement obligations | 10,451 | 8,759 |
| Accrued restructuring charges, non-current | 7,912 | 8,167 |
| Deferred recurring revenue, non-current | 6,221 | 5,745 |
| Other liabilities | 5,355 | 4,840 |
| | <u>\$ 71,340</u> | <u>\$ 64,264</u> |

The Company currently leases the majority of its IBX centers and certain equipment under non-cancelable operating lease agreements expiring through 2027. The centers' lease agreements typically provide for base rental rates that increase at defined intervals during the term of the lease. In addition, the Company has negotiated rent expense abatement periods for certain properties to better match the phased build-out of its centers. The Company accounts for such abatements and increasing base rentals using the straight-line method over the life of the lease. The difference between the straight-line expense and the cash payment is recorded as deferred rent.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

10. Debt Facilities and Other Financing Obligations

Chicago IBX Financing

During the three months ended March 31, 2008, the Company received additional advances totaling \$1,663,000, bringing the cumulative loan payable to date to \$107,275,000, leaving approximately \$2,725,000 of available balance to borrow under the Chicago IBX Financing. The loan payable under the Chicago IBX Financing bears interest at a floating rate. As of March 31, 2008, the loan payable carried an approximate interest rate of 5.88% per annum.

Asia-Pacific Financing

In January 2008, the Asia-Pacific Financing was amended to enable the Company's subsidiary in Australia to borrow up to 32,000,000 Australian dollars under the same general terms, amending the Asia-Pacific Financing into an approximately \$75,000,000 (as translated using exchange rates at March 31, 2008) multi-currency credit facility agreement. Loans payable under the Asia-Pacific Financing bear interest at floating rates.

As of March 31, 2008, the Company had borrowed 18,282,000 Singapore dollars at an approximate interest rate per annum of 3.41%, 2,118,932,000 Japanese yen at an approximate interest rate per annum of 2.70% and 3,162,000 Australian dollars at an approximate interest rate per annum of 9.74%. Collectively, the total amount borrowed was approximately equal to \$37,433,000, leaving approximately \$37,567,000 of available balance to borrow under the Asia-Pacific Financing. As of March 31, 2008, the Company was in compliance with all financial covenants associated with the Asia-Pacific Financing.

European Financing

During the three months ended March 31, 2008, the Company received additional advances totaling 15,601,000 British pounds, or approximately \$30,948,000, under the European Financing, bringing the cumulative loan payable to date to 58,749,000 British pounds, or approximately \$116,541,000, with an approximate blended interest rate of 7.27% per annum. As a result, the amount available to borrow under the European Financing totaled 23,251,000 British pounds, or approximately \$46,122,000, as of March 31, 2008. Loans payable under the European Financing bear interest at floating rates. The European Financing is available to fund the Company's expansion projects in France, Germany, Switzerland and the United Kingdom. As of March 31, 2008, the Company was in compliance with all financial covenants associated with the European Financing.

Netherlands Financing

In February 2008, as a result of the Virtu Acquisition, a wholly-owned subsidiary of the Company assumed senior credit facilities totaling 5,500,000 Euros (the "Netherlands Financing") bearing interest a floating rate (three month EURIBOR plus 1.25%). As of March 31, 2008, a total of 5,082,000 Euros, or approximately \$8,023,000, was outstanding under the Netherlands Financing with an approximate blended interest rate of 5.62% per annum. As a result, as of March 31, 2008, a total of 418,000 Euros, or approximately \$660,000, remained available to borrow under the Netherlands Financing. The Netherlands Financing contains several financial covenants, which must be complied with on an annual basis. As of March 31, 2008, the Company's wholly-owned subsidiary in the Netherlands was not in compliance with the December 31, 2007 financial covenants; however, in April 2008, the Company obtained a waiver from the lender for such non-compliance. As of March 31, 2008, the total amount outstanding under the Netherlands Financing is reflected as a current liability within the current portion of mortgage and loans payable on the accompanying balance sheet. This is due to the fact that the Netherlands Financing is not a committed facility and is, therefore, callable by the lender.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

Silicon Valley Bank Credit Line

In February 2008, the Company terminated the Silicon Valley Bank Credit Line. As a result, all letters of credit previously issued under the Silicon Valley Bank Credit Line, totaling \$12,144,000, were cash collateralized. The Company reports such restricted cash within other assets on the accompanying balance sheets. As of the termination date, the Company had no borrowings outstanding under the Silicon Valley Bank Credit Line and no termination penalties were incurred.

Maturities

Combined aggregate maturities for the Company's various debt facilities and other financing obligations as of March 31, 2008 was as follows (in thousands):

| | Convertible debt ⁽¹⁾ | Mortgage and loans payable ⁽¹⁾ | Capital lease and other financing obligations ⁽²⁾ | Total |
|--|------------------------------------|---|---|---------------------|
| 2008 (nine months remaining) | \$ — | \$ 24,782 | \$ 9,029 | \$ 33,811 |
| 2009 | 32,250 | 31,746 | 12,075 | 76,071 |
| 2010 | — | 136,318 | 12,100 | 148,418 |
| 2011 | — | 28,488 | 12,187 | 40,675 |
| 2012 | 250,000 | 21,023 | 11,806 | 282,829 |
| 2013 and thereafter | 395,986 | 139,547 | 113,029 | 648,562 |
| | <u>678,236</u> | <u>381,904</u> | <u>170,226</u> | <u>1,230,366</u> |
| Less amount representing interest | — | — | (79,131) | (79,131) |
| Plus amount representing residual property value | — | — | 10,939 | 10,939 |
| | <u>678,236</u> | <u>381,904</u> | <u>102,034</u> | <u>1,162,174</u> |
| Less current portion of principal | <u>(32,250)</u> | <u>(28,319)</u> | <u>(3,629)</u> | <u>(64,198)</u> |
| | <u>\$ 645,986</u> | <u>\$ 353,585</u> | <u>\$ 98,405</u> | <u>\$ 1,097,976</u> |

(1) Represents principal only.

(2) Represents principal and interest in accordance with minimum lease payments.

11. Commitments and Contingencies

Legal Matters

On June 29, 2006 and September 18, 2006, shareholder derivative actions were filed in the Superior Court of the State of California, County of San Mateo, naming Equinix as a nominal defendant and several of Equinix's current and former officers and directors as individual defendants. These actions were consolidated, and the consolidated complaint was filed in January 2007. In March 2007, the state court stayed this action in deference to a federal shareholder derivative action filed in the United States District Court for the Northern District of California in October 2006. The federal action named Equinix as a nominal defendant and several current and former officers and directors as individual defendants. This complaint alleged that the individual defendants breached their fiduciary duties and violated California and federal securities laws as a result of purported backdating of stock options, insider trading and the dissemination of false statements. On April 12, 2007, the federal action was voluntarily dismissed without prejudice pursuant to a joint stipulation entered as an order by the court. On May 3, 2007, the state court lifted the stay on proceedings in the state court action and set a briefing schedule permitting the Company to file a motion to dismiss on the grounds that plaintiffs lack standing to sue on the Company's behalf. The Company filed its motion to dismiss on June 4, 2007 and appeared for a hearing on the motion on August 6, 2007. The state court granted the Company's motion to dismiss and granted plaintiffs leave to amend their consolidated

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

complaint. On October 1, 2007, plaintiffs filed an amended consolidated complaint. The Company filed a motion to dismiss the amended consolidated complaint, which the state court granted on February 4, 2008 with leave to amend. On March 3, 2008, a second amended consolidated complaint was filed. The second amended consolidated complaint alleges that the individual defendants breached their fiduciary duties and violated California securities law as a result of purported backdating of stock option grants, insider trading and the preparation and approval of inaccurate financial results. The second amended consolidated complaint seeks to recover, on behalf of Equinix, unspecified monetary damages, corporate governance changes, equitable and injunctive relief, restitution and fees and costs. The Company filed a motion to dismiss the second amended consolidated complaint on April 4, 2008, which is currently pending. In addition to the pending state court derivative action, the Company may be subject to additional derivative or other lawsuits that may be presented on an individual or class basis alleging claims based on its stock option granting practices.

Responding to, investigating and/or defending against civil litigations and government inquiries regarding the Company's stock option grants and practices will present a substantial cost to the Company in both cash and the attention of certain management and may have a negative impact on the Company's operations. In addition, in the event of any negative finding or assertion by a court of law or any third-party claim related to the Company's stock option granting practices, the Company may be liable for damages, fines or other civil or criminal remedies, or be required to restate its prior period financial statements or adjust its current period financial statements. Any such adverse action could have a material adverse effect on the Company's business and current market value.

On July 30, 2001 and August 8, 2001, putative shareholder class action lawsuits were filed against the Company, certain of its officers and directors (the "Individual Defendants"), and several investment banks that were underwriters of the Company's initial public offering (the "Underwriter Defendants"). The cases were filed in the United States District Court for the Southern District of New York. Similar lawsuits were filed against approximately 300 other issuers and related parties. The purported class action alleges violations of Sections 11 and 15 of the Securities Act of 1933 and Sections 10(b), Rule 10b-5 and 20(a) of the Securities Exchange Act of 1934 against the Company and the Individual Defendants. The plaintiffs have since dismissed the Individual Defendants without prejudice. The suits allege that the Underwriter Defendants agreed to allocate stock in the Company's initial public offering to certain investors in exchange for excessive and undisclosed commissions and agreements by those investors to make additional purchases in the aftermarket at pre-determined prices. The plaintiffs allege that the prospectus for the Company's initial public offering was false and misleading and in violation of the securities laws because it did not disclose these arrangements. The action seeks damages in an unspecified amount. On February 19, 2003, the Court dismissed the Section 10(b) claim against the Company, but denied the motion to dismiss the Section 11 claim. On December 5, 2006, the Second Circuit vacated a decision by the district court granting class certification in six "focus" cases, which are intended to serve as test cases. Plaintiffs selected these six cases, which do not include Equinix. On April 6, 2007, the Second Circuit denied a petition for rehearing filed by plaintiffs, but noted that plaintiffs could ask the district court to certify more narrow classes than those that were rejected. On August 14, 2007, plaintiffs filed amended complaints in the six focus cases. On September 27, 2007, plaintiffs moved to certify a class in the six focus cases. On November 14, 2007, the issuers and the underwriters named as defendants in the six focus cases moved to dismiss the amended complaints against them. On March 26, 2008, the district court dismissed the Section 11 claims of those members of the putative classes in the focus cases who sold their securities for a price in excess of the initial offering price and those who purchased outside the previously certified class period. With respect to all other claims, the motions to dismiss were denied. The Company is awaiting a decision from the Court on the class certification motion.

The Company believes that while an unfavorable outcome to these litigations is reasonably possible, a range of potential loss cannot be determined at this time. As a result, the Company has not accrued for any amounts in connection with this legal matter as of March 31, 2008. The Company and its officers and directors intend to continue to defend the actions vigorously.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

Other Purchase Commitments

Primarily as a result of the Company's various IBX expansion projects, as of March 31, 2008, the Company was contractually committed for \$87,645,000 of unaccrued capital expenditures, primarily for IBX equipment not yet delivered and labor not yet provided, in connection with the work necessary to open these IBX centers and make them available to customers for installation. In addition, the Company had numerous other, non-capital purchase commitments in place as of March 31, 2008, such as commitments to purchase power in select locations, primarily in the U.S., Singapore and the United Kingdom, through the remainder of 2008 and thereafter, and other open purchase orders for goods or services to be delivered or provided during the remainder of 2008. Such other miscellaneous purchase commitments totaled \$46,063,000 as of March 31, 2008.

12. Other Comprehensive Income and Loss

The components of other comprehensive income and loss are as follows (in thousands):

| | Three months ended | |
|--|--------------------|------------------|
| | March 31, | |
| | 2008 | 2007 |
| Net income (loss) | \$5,421 | \$(4,456) |
| Unrealized gain on available for sale securities | 196 | 93 |
| Foreign currency translation adjustment | 3,471 | 422 |
| Comprehensive income (loss) | <u>\$9,088</u> | <u>\$(3,941)</u> |

There were no significant tax effects on comprehensive income (loss) for the three months ended March 31, 2008 and 2007.

13. Segment Information

The Company and its subsidiaries are principally engaged in a single reporting segment: the design, build-out and operation of network neutral IBX centers. Virtually all revenues result from the operation of these IBX centers. However, the Company operates in three distinct geographic regions, comprised of the U.S., Asia-Pacific and Europe. The Company's chief operating decision-maker evaluates performance, makes operating decisions and allocates resources based on financial data consistent with the presentation in the accompanying condensed consolidated financial statements and based on these three geographic regions. The Company has evaluated the criteria for aggregation of its geographic regions under SFAS No. 131, "Disclosures about Segments of an Enterprise and Related Information", and believes it meets each of the respective criteria set forth therein. The Company's geographic regions have similar economic characteristics and maintain similar sales forces, each of which offers all of the Company's services due to the similar nature of such services. In addition, the geographic regions utilize similar means for delivering the Company's services and have similarity in the types of customers.

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

While the Company believes it operates in one reporting segment, the Company nonetheless provides the following geographic disclosures (in thousands):

| | Three months ended March 31, | |
|---|---------------------------------|------------------|
| | 2008 | 2007 |
| Total revenues: | | |
| United States | \$ 99,196 | \$ 72,526 |
| Asia-Pacific | 18,173 | 12,583 |
| Europe | 40,849 | — |
| | <u>\$ 158,218</u> | <u>\$ 85,109</u> |
| Total depreciation and amortization: | | |
| United States | \$ 22,844 | \$ 18,607 |
| Asia-Pacific | 3,559 | 1,570 |
| Europe | 9,056 | — |
| | <u>\$ 35,459</u> | <u>\$ 20,177</u> |
| Income from operations: | | |
| United States | \$ 13,278 | \$ 368 |
| Asia-Pacific | 675 | 438 |
| Europe | 52 | — |
| | <u>\$ 14,005</u> | <u>\$ 806</u> |
| Capital expenditures: | | |
| United States | \$ 59,078 | \$ 70,577 |
| Asia-Pacific | 14,156 | 2,979 |
| Europe | 52,409 | — |
| | <u>\$ 125,643</u> | <u>\$ 73,556</u> |

The Company's long-lived assets are located in the following geographic areas (in thousands):

| | March 31, 2008 | December 31, 2007 |
|---------------|---------------------|----------------------|
| United States | \$ 1,003,925 | \$ 959,637 |
| Asia-Pacific | 114,814 | 91,478 |
| Europe | 793,841 | 703,992 |
| | <u>\$ 1,912,580</u> | <u>\$ 1,755,107</u> |

For information on the Company's goodwill, refer to "Goodwill and Other Intangible Assets" in Note 1.

Revenue information on a services basis is as follows (in thousands):

| | Three months ended March 31, | |
|------------------------|---------------------------------|------------------|
| | 2008 | 2007 |
| Colocation | \$ 121,349 | \$ 59,759 |
| Interconnection | 22,148 | 16,720 |
| Managed infrastructure | 6,500 | 4,099 |
| Rental | 362 | 308 |
| Recurring revenues | 150,359 | 80,886 |
| Non-recurring revenues | 7,859 | 4,223 |
| | <u>\$ 158,218</u> | <u>\$ 85,109</u> |

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

No single customer accounted for 10% or greater of the Company's revenues for the three months ended March 31, 2008 and 2007. No accounts receivables accounted for 10% or greater of the Company's gross accounts receivable as of March 31, 2008 and 2007.

14. Restructuring Charges

In December 2004, in light of the availability of fully built-out data centers in select markets at costs significantly below those costs the Company would incur in building out new space, the Company made the decision to exit leases for excess space adjacent to one of the Company's New York metro area IBXs, as well as space on the floor above its original Los Angeles IBX. As a result of the Company's decision to exit these spaces, the Company recorded restructuring charges totaling \$17,685,000, which represents the present value of the Company's estimated future cash payments, net of any estimated subrental income and expense, through the remainder of these lease terms, as well as the write-off of all remaining property and equipment attributed to the partial build-out of the excess space on the floor above its Los Angeles IBX as outlined below. Both lease terms run through 2015.

The Company estimated the future cash payments required to exit these two leased spaces, net of any estimated subrental income and expense, through the remainder of these lease terms and then calculated the present value of such future cash flows in order to determine the appropriate restructuring charge to record. The Company records accretion expense to accrete its accrued restructuring liability up to an amount equal to the total estimated future cash payments necessary to complete the exit of these leases. Should the actual lease exit costs differ from the Company's estimates, the Company may need to adjust its restructuring charges associated with the excess lease spaces, which would impact net income in the period such determination was made.

A summary of the movement in the 2004 accrued restructuring charges from December 31, 2007 to March 31, 2008 is outlined as follows (in thousands):

| | Accrued restructuring charge as of December 31, 2007 | Accretion expense | Cash payments | Accrued restructuring charge as of March 31, 2008 |
|----------------------------|--|----------------------|------------------|---|
| Estimated lease exit costs | \$ 12,140 | \$ 186 | \$ (745) | \$ 11,581 |
| | 12,140 | \$ 186 | \$ (745) | 11,581 |
| Less current portion | (3,973) | | | (3,669) |
| | <u>\$ 8,167</u> | | | <u>\$ 7,912</u> |

As the Company currently has no plans to enter into lease terminations with either of the landlords associated with these two excess space leases, the Company has reflected its accrued restructuring liability as both a current and non-current liability. The Company reports accrued restructuring charges within other current liabilities and deferred rent and other liabilities on the accompanying condensed consolidated balance sheets as of March 31, 2008 and December 31, 2007. The Company is contractually committed to these two excess space leases through 2015.

15. Recent Accounting Pronouncements

In December 2007, the FASB issued SFAS No. 141 (revised 2007), "Business Combinations" ("SFAS 141(R)"). SFAS 141(R) replaces SFAS No. 141, "Business Combinations." SFAS 141(R) establishes principles and requirements for how an acquirer recognizes and measures in its financial statements the

EQUINIX, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (Continued)

identifiable assets acquired, the liabilities assumed, any non-controlling interest in the acquiree and the goodwill acquired or a gain from a bargain purchase. SFAS 141R also determines disclosure requirements to enable the evaluation of the nature and financial effects of the business combination. SFAS 141(R) applies prospectively to business combinations for which the acquisition date is on or after the beginning of a fiscal year that begins on or after December 15, 2008 and there are also implications for acquisitions that occur prior to this date. The Company is currently evaluating the impact that the adoption of SFAS No. 141 (R) will have on its financial position, results of operations and cash flows.

In December 2007, the FASB issued SFAS No. 160, “Non-controlling Interests in Consolidated Financial Statements” (“SFAS 160”). SFAS No. 160 amends ARB 51, Consolidated Financial Statements, and requires all entities to report non-controlling (minority) interests in subsidiaries within equity in the consolidated financial statements, but separate from the parent shareholders’ equity. SFAS 160 also requires any acquisitions or dispositions of non-controlling interests that do not result in a change of control to be accounted for as equity transactions. Further, SFAS 160 requires that a parent recognize a gain or loss in net income when a subsidiary is deconsolidated. SFAS 160 is effective for fiscal years beginning on or after December 15, 2008. As of March 31, 2008, all of the Company’s subsidiaries were wholly-owned. As a result, SFAS 160 is not presently expected to impact the Company.

In March 2008, the FASB issued SFAS No. 161, “Disclosures about Derivative Instruments and Hedging Activities—an amendment of FASB Statement No. 133” (“SFAS 161”). SFAS No. 161 requires enhanced disclosures about an entity’s derivative and hedging activities and, thereby, improves the transparency of financial reporting. SFAS 161 is effective for fiscal years beginning on or after November 15, 2008. The Company is currently evaluating the impact that the adoption of SFAS 161 will have on its financial position, results of operations and cash flows.

16. Subsequent Events

In April 2008, the Company received an additional advance of 377,100,000 Japanese yen, or approximately \$3,600,000, at an approximate interest rate per annum of 2.51% under the Asia-Pacific Financing. Collectively, the total amount borrowed under the Asia-Pacific Financing was approximately \$41,033,000, leaving approximately \$33,967,000 available to borrow.

In April 2008, the Company received additional advances totaling approximately 5,400,000 British pounds, or approximately \$10,720,000, under the European Financing, bringing the cumulative loan payable to date to approximately 61,540,000 British pounds, or approximately \$123,300,000, with a blended interest rate of 7.48% per annum. As a result, the amount available to borrow under the European Financing totals approximately 20,460,000 British pounds or approximately \$40,700,000.

Item 2.

**MANAGEMENT'S DISCUSSION AND ANALYSIS
OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

The information in this discussion contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements are based upon current expectations that involve risks and uncertainties. Any statements contained herein that are not statements of historical fact may be deemed to be forward-looking statements. For example, the words "believes," "anticipates," "plans," "expects," "intends" and similar expressions are intended to identify forward-looking statements. Our actual results and the timing of certain events may differ significantly from the results discussed in the forward-looking statements. Factors that might cause such a discrepancy include, but are not limited to, those discussed in "Liquidity and Capital Resources" below and "Risk Factors" in Item 1A of Part II of this Quarterly Report on Form 10-Q. All forward-looking statements in this document are based on information available to us as of the date of this Report and we assume no obligation to update any such forward-looking statements.

Overview

Equinix provides network neutral colocation, interconnection and managed services to enterprises, content companies, systems integrators and the world's largest network providers. On September 14, 2007, we completed the acquisition of IXEurope Plc, or IXEurope, headquartered in London, U.K., whereby IXEurope became our wholly-owned subsidiary. We refer to this transaction as the IXEurope acquisition. On February 5, 2008, we completed the acquisition of Virtu Secure Webservices B.V., or Virtu, based in the Netherlands, whereby Virtu became our wholly-owned subsidiary. We refer to this transaction as the Virtu acquisition. Virtu, a similar business to ours, operated network neutral data centers in the Netherlands, and the Virtu acquisition supplements our existing European operations. As of March 31, 2008, we operate IBX centers in the Chicago, Dallas, Los Angeles, New York, Silicon Valley and Washington, D.C. metro areas in the United States, Australia, Hong Kong, Japan and Singapore in the Asia-Pacific region, and France, Germany, the Netherlands, Switzerland and the United Kingdom in the Europe region.

Direct interconnection to our aggregation of networks, which serve more than 90% of the world's Internet routes, allows our customers to increase performance while significantly reducing costs. Based on our network neutral model and the quality of our IBX centers, we believe we have established a critical mass of customers. As more customers locate in our IBX centers, it benefits their suppliers and business partners to do so as well to gain the full economic and performance benefits of direct interconnection. These partners, in turn, pull in their business partners, creating a "network effect" of customer adoption. Our interconnection services enable scalable, reliable and cost-effective interconnection and traffic exchange thus lowering overall cost and increasing flexibility. Our focused business model is based on our critical mass of customers and the resulting network effect. This critical mass and the resulting network effect, combined with our strong financial position, continue to drive new customer growth and bookings.

Historically, our market has been served by large telecommunications carriers who have bundled their telecommunications products and services with their colocation offerings. Each of these colocation providers own and operate a network. We do not own or operate a network, yet have greater than 300 networks operating out of our IBX centers. As a result, we are able to offer our customers a substantial choice of networks given our network neutrality thereby allowing our customers to choose from numerous network service providers. We believe this is a distinct and sustainable competitive advantage.

On a consolidated basis, and excluding the impact of the Virtu acquisition, our customer count increased to 1,994 as of March 31, 2008 versus 1,335 as of March 31, 2007, an increase of 49%. This significant increase was primarily due to the IXEurope acquisition in September 2007. Our utilization rate represents the percentage of our cabinet space billing versus net sellable cabinet space available taking into account power limitations. Excluding the impact of the IXEurope and the Virtu acquisitions, our utilization rate increased to 61% as of March 31, 2008 versus 57% as of March 31, 2007; however, excluding the impact of our recent IBX center openings in the Chicago, New York and Washington, D.C. metro areas, our utilization rate would have been 65% as of March 31, 2008. Our utilization rate varies from market to market among our IBX centers in our markets across the U.S., Asia-Pacific and Europe.

Table of Contents

We continue to monitor the available capacity in each of our selected markets. To the extent we have limited capacity available in a given market it may limit our ability for growth in that market. We perform demand studies on an ongoing basis to determine if future expansion is warranted in a market. In addition, power and cooling requirements for most customers are growing on a per unit basis. As a result, customers are consuming an increasing amount of power per cabinet. Although we generally do not control the amount of draw our customers take from installed circuits, we have negotiated power consumption limitations with certain of our high power demand customers. This increased power consumption has driven the requirement to build out our new IBX centers to support power and cooling needs twice that of previous IBX centers. We could face power limitations in our centers even though we may have additional physical cabinet capacity available within a specific IBX center. This could have a negative impact on the available utilization capacity of a given center, which could have a negative impact on our ability to grow revenues, affecting our financial performance, operating results and cash flows.

Strategically, we will continue to look at attractive opportunities to grow our market share and selectively improve our footprint and service offerings. However, we will continue to be very selective with any similar opportunities. As was the case with our recent expansions and acquisitions, our expansion criteria will be dependent on a number of factors such as demand from new and existing customers, quality of the design, power capacity, access to networks, capacity availability in current market location, amount of incremental investment required by us in the targeted property, lead-time to break-even and in-place customers. Like our recent expansions and acquisitions, the right combination of these factors may be attractive to us. Dependent on the particular deal, these transactions may require upfront cash payments and additional capital expenditures or may be funded through long-term financing arrangements in order to bring these properties up to Equinix standards. Property expansion may be in the form of a purchase of real property, long-term leasing arrangements or acquisitions. Future purchases, construction or acquisitions may be completed by us or with partners or potential customers to minimize the outlay of cash, which can be significant.

Our business is based on a recurring revenue model comprised of colocation, interconnection and managed infrastructure services. We consider these services recurring as our customers are generally billed on a fixed and recurring basis each month for the duration of their contract, which is generally one to three years in length. Our recurring revenues are a significant component of our total revenues, comprising greater than 90% of our total revenues. Over the past few years, greater than half of our then existing customers order new services in any given quarter representing greater than half of the new orders received in each quarter.

Our non-recurring revenues are primarily comprised of installation services related to a customer's initial deployment and professional services that we perform. These services are considered to be non-recurring as they are billed typically once and only upon completion of the installation or professional services work performed. The majority of these non-recurring revenues are typically billed on the first invoice distributed to the customer in connection with their initial installation. As a percentage of total revenues, we expect non-recurring revenues to represent less than 10% of total revenues for the foreseeable future.

Our U.S. revenues are derived primarily from colocation and interconnection services while our Asia-Pacific and Europe revenues are derived primarily from colocation and managed infrastructure services. Our Asia-Pacific revenues are generated from Hong Kong, Singapore, Sydney and Tokyo. Our Europe revenues are generated from France, Germany, the Netherlands, Switzerland and the United Kingdom.

The largest cost components of our cost of revenues are depreciation, rental payments related to our leased IBX centers, utility costs, including electricity and bandwidth, IBX employees' salaries and benefits, including stock-based compensation, supplies and equipment and security services. A substantial majority of our cost of revenues is fixed in nature and should not vary significantly from period to period, unless we add or open new IBX centers. However, there are certain costs, which are considered more variable in nature, including utilities and supplies that are directly related to growth in our existing and new customer base. We expect the cost of our utilities, specifically electricity, will increase in the future on a per unit or fixed basis in addition to on a customer growth or variable basis. In addition, the cost of electricity is generally higher in the summer months as compared to other times of the year.

Table of Contents

Sales and marketing expenses consist primarily of compensation and related costs for sales and marketing personnel, including stock-based compensation, sales commissions, marketing programs, public relations, promotional materials and travel, as well as bad debt expense and amortization of customer contract intangible assets.

General and administrative expenses consist primarily of salaries and related expenses, including stock-based compensation, accounting, legal and other professional service fees, and other general corporate expenses such as our corporate headquarters office lease and some depreciation expense.

Critical Accounting Policies and Estimates

Equinix's financial statements and accompanying notes are prepared in accordance with generally accepted accounting principles in the United States of America. Preparing financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. These estimates and assumptions are affected by management's application of accounting policies. On an on-going basis, management evaluates its estimates and judgments. Critical accounting policies for Equinix that affect our more significant judgment and estimates used in the preparation of our condensed consolidated financial statements include accounting for business combinations, accounting for stock-based compensation, accounting for income taxes and accounting for restructuring charges, which are discussed in more detail under the caption "Critical Accounting Policies and Estimates" in our 2007 Annual Report on Form 10-K.

Results of Operations

Our results of operations for the three months ended March 31, 2007 do not include the operations of IXEurope, as the IXEurope acquisition closed on September 14, 2007, or the operations of Virtu, as the Virtu acquisition closed on February 5, 2008. Our results of operations for the three months ended March 31, 2008 include the operations of Virtu from February 5, 2008 to March 31, 2008. As a result, only 56 days of operations are reported from our Virtu operations.

Three Months Ended March 31, 2008 and 2007

Revenues. Our revenues for the three months ended March 31, 2008 and 2007 were split between the following revenue classifications and geographic regions (dollars in thousands):

| | Three months ended | | | | Change | |
|------------------------|--------------------|-------------|-----------------|-------------|-----------------|-------------|
| | March 31, | | 2007 | | \$ | % |
| | 2008 | % | 2007 | % | | |
| U.S: | | | | | | |
| Recurring revenues | \$ 95,118 | 60% | \$69,243 | 81% | \$25,875 | 37% |
| Non-recurring revenues | 4,078 | 3% | 3,283 | 4% | 795 | 24% |
| | <u>99,196</u> | <u>63%</u> | <u>72,526</u> | <u>85%</u> | <u>26,670</u> | <u>37%</u> |
| Asia-Pacific: | | | | | | |
| Recurring revenues | 17,008 | 10% | 11,643 | 14% | 5,365 | 46% |
| Non-recurring revenues | 1,165 | 1% | 940 | 1% | 225 | 24% |
| | <u>18,173</u> | <u>11%</u> | <u>12,583</u> | <u>15%</u> | <u>5,590</u> | <u>44%</u> |
| Europe: | | | | | | |
| Recurring revenues | 38,233 | 24% | — | — | 38,233 | 100% |
| Non-recurring revenues | 2,616 | 2% | — | — | 2,616 | 100% |
| | <u>40,849</u> | <u>26%</u> | <u>—</u> | <u>—</u> | <u>40,849</u> | <u>100%</u> |
| Total: | | | | | | |
| Recurring revenues | 150,359 | 95% | 80,886 | 95% | 69,473 | 85% |
| Non-recurring revenues | 7,859 | 5% | 4,223 | 5% | 3,636 | 86% |
| | <u>\$158,218</u> | <u>100%</u> | <u>\$85,109</u> | <u>100%</u> | <u>\$73,109</u> | <u>86%</u> |

Table of Contents

Revenues

U.S. Revenues. The period over period growth in recurring revenues was primarily the result of an increase in orders from both our existing customers and new customers acquired during the period as reflected in the growth in our customer count and utilization rate, as discussed above, in both our new and existing IBX centers, as well as selective price increases in each of our IBX markets. Most notably, we recorded \$9.9 million of revenues during the three months ended March 31, 2008 from our newly opened IBX centers in the Washington, D.C., New York and Chicago metro areas. We expect our U.S. recurring revenues, particularly from colocation and interconnection services, to remain our most significant source of revenue for the foreseeable future.

Asia-Pacific Revenues. Our revenues from Singapore represented approximately 35% of the regional revenues for both the three months ended March 31, 2008 and 2007. As in the U.S., Asia-Pacific revenue growth is due to an increase in orders from both our existing customers and new customers acquired during the period as reflected in the growth in our customer count and utilization rate, as discussed above, in both our new and existing IBX centers, as well as selective price increases in each of our IBX markets. In addition, during the three months ended March 31, 2008, we recorded \$2.2 million of revenues from our new IBX center in Tokyo, which we acquired in December 2006, and from our IBX center expansion in Singapore. We expect that our Asia-Pacific revenues will continue to grow as a result of expansion activity currently taking place in the Hong Kong, Singapore, Sydney and Tokyo metro areas.

Europe Revenues. Our revenues from the United Kingdom represented approximately 41% of the regional revenues for the three months ended March 31, 2008. We expect our Europe revenues to grow in future periods, both organically and as a result of expansion activity currently taking place in Amsterdam, Frankfurt, London and Paris.

Cost of Revenues

| | Three months ended | | | | Change | |
|--------------|--------------------|-------------|-----------------|-------------|-----------------|------------|
| | March 31, | | | | \$ | % |
| | 2008 | % | 2007 | % | | |
| U.S. | \$54,847 | 58% | \$45,557 | 86% | \$ 9,290 | 20% |
| Asia-Pacific | 11,418 | 12% | 7,208 | 14% | 4,210 | 58% |
| Europe | 28,221 | 30% | — | — | 28,221 | 100% |
| Total | <u>\$94,486</u> | <u>100%</u> | <u>\$52,765</u> | <u>100%</u> | <u>\$41,721</u> | <u>79%</u> |

| | Three months ended | | |
|--|--------------------|------|-----|
| | March 31, | | |
| | 2008 | 2007 | |
| <i>Cost of revenues as a percentage of revenues:</i> | | | |
| U.S. | | 55% | 63% |
| Asia-Pacific | | 63% | 57% |
| Europe | | 69% | — |
| Total | | 60% | 62% |

U.S. Cost of Revenues. U.S. cost of revenues for the three months ended March 31, 2008 and 2007 included \$20.6 million and \$17.2 million, respectively, of depreciation expense. Our U.S. cost of revenues for the three months ended March 31, 2008 also included \$8.0 million of incremental cash operating costs not incurred in the prior year associated with the recently opened IBX centers in the Washington, D.C., New York and Chicago metro areas, and the IBX centers under construction in the Los Angeles, Silicon Valley and Washington, D.C. metro areas. Excluding depreciation and the incremental cash costs associated with operating our new IBX centers, U.S. cost of revenues increased period over period to \$24.5 million for the three months ended March 31, 2008 from \$22.9 million for the three months ended March 31, 2007, a 7% increase. This increase is primarily due to an increase in utility costs in line with increasing customer installations and revenues attributed to customer growth. We continue to anticipate that our U.S. cost of revenues will increase in the foreseeable future to the extent that the occupancy levels in our U.S. IBX centers increase and as newly-opened IBX centers in the Chicago, New York and Washington, D.C. metro areas commence operations more fully during the remainder of 2008. However, a portion of our expected increase in U.S. cost of revenues will be partially offset by a reduction in rent expense as a result of our Silicon Valley property acquisition in July 2007.

Table of Contents

Asia-Pacific Cost of Revenues. Asia-Pacific cost of revenues for the three months ended March 31, 2008 and 2007 included \$3.4 million and \$1.5 million, respectively, of depreciation expense. Excluding depreciation expense, Asia-Pacific cost of revenues increased period over period to \$8.0 million for the three months ended March 31, 2008 from \$5.7 million for the three months ended March 31, 2007, a 40% increase. This increase is primarily the result of increasing utility and bandwidth costs in line with increasing customer installations and revenues attributed to customer growth, as well as additional rent expense associated with new leases in connection with Singapore expansion projects opened in the third quarter of 2007 and first quarter of 2008. We anticipate that our Asia-Pacific cost of revenues will increase in the foreseeable future in connection with overall revenue growth and our expansion activity in the Hong Kong, Singapore, Sydney and Tokyo metro areas.

Europe Cost of Revenues. Europe cost of revenues for the three months ended March 31, 2008 included \$7.0 million of depreciation expense. We anticipate our Europe cost of revenues will increase in future periods, both organically and as a result of expansion activity currently taking place in Amsterdam, Frankfurt, London and Paris.

Sales and Marketing Expenses

| | Three months ended March 31, | | | | Change | |
|--------------|---------------------------------|-------------|----------------|-------------|----------------|------|
| | 2008 | % | 2007 | % | \$ | % |
| U.S. | \$ 8,644 | 56% | \$7,498 | 83% | \$1,146 | 15% |
| Asia-Pacific | 2,099 | 14% | 1,578 | 17% | 521 | 33% |
| Europe | 4,608 | 30% | — | — | 4,608 | 100% |
| Total | <u>\$15,351</u> | <u>100%</u> | <u>\$9,076</u> | <u>100%</u> | <u>\$6,275</u> | 69% |

| | Three months ended March 31, | |
|--|---------------------------------|------|
| | 2008 | 2007 |
| <i>Sales and marketing expenses as a percentage of revenues:</i> | | |
| U.S. | 9% | 10% |
| Asia-Pacific | 12% | 13% |
| Europe | 11% | — |
| Total | 10% | 11% |

U.S. Sales and Marketing Expenses. U.S. sales and marketing expenses for the three months ended March 31, 2008 and 2007 included \$2.1 million and \$2.2 million, respectively, of stock-based compensation expense. Excluding stock-based compensation expense, U.S. sales and marketing expenses increased to \$6.6 million for the three months ended March 31, 2008 as compared to \$5.1 million for the three months ended March 31, 2007, a 28% increase. This increase is primarily attributable to increased sales compensation as a result of revenue growth. We expect U.S. sales and marketing spending to increase as we continue to grow our business and invest in various branding initiatives.

Asia-Pacific Sales and Marketing Expenses. The increase in Asia-Pacific sales and marketing expenses was primarily due to an increase in bad debt expense due to the write-off of one specific customer in Tokyo and general salary and sales compensation increases over the prior period associated with the overall growth in this region. We expect that our Asia-Pacific sales and marketing expenses will continue to grow in the foreseeable future.

Europe Sales and Marketing Expenses. Europe sales and marketing expenses for the three months ended March 31, 2008 included \$1.6 million of amortization expense. Our Europe sales and marketing expenses are expected to increase in future periods as a result of our effort to drive increased revenue growth in this region, both organically and through expansion activity.

Table of Contents

General and Administrative Expenses

| | Three months ended March 31, | | | | Change | |
|--------------|---------------------------------|-------------|-----------------|-------------|-----------------|------------|
| | 2008 | % | 2007 | % | \$ | % |
| U.S. | \$22,427 | 65% | \$19,103 | 85% | \$ 3,324 | 17% |
| Asia-Pacific | 3,981 | 12% | 3,359 | 15% | 622 | 19% |
| Europe | 7,968 | 23% | — | — | 7,968 | 100% |
| Total | <u>\$34,376</u> | <u>100%</u> | <u>\$22,462</u> | <u>100%</u> | <u>\$11,914</u> | <u>53%</u> |

| | Three months ended March 31, | |
|--|---------------------------------|------|
| | 2008 | 2007 |
| General and administrative expenses as a percentage of revenues: | | |
| U.S. | 23% | 26% |
| Asia-Pacific | 22% | 27% |
| Europe | 20% | — |
| Total | 22% | 26% |

U.S. General and Administrative Expenses. U.S. general and administrative expenses for the three months ended March 31, 2008 included \$6.9 million of stock-based compensation expense and \$2.1 million of depreciation expense compared to \$5.8 million of stock-based compensation expense and \$1.3 million of depreciation expense for the three months ended March 31, 2007. Excluding stock-based compensation and depreciation expense, U.S. general and administrative expenses increased to \$13.5 million for the three months ended March 31, 2008, as compared to \$12.0 million for the three months ended March 31, 2007, a 12% increase. This increase is primarily due to higher compensation costs, including general salary increases, benefits and headcount growth (226 U.S. general and administrative employees as of March 31, 2008 versus 187 as of March 31, 2007). Going forward, we expect U.S. general and administrative spending to increase as we continue to scale our operations to support our growth.

Asia-Pacific General and Administrative Expenses. The increase in Asia-Pacific general and administrative expenses was primarily due to higher compensation costs, including general salary increases and bonuses. We expect that our Asia-Pacific general and administrative expenses will experience some growth in the foreseeable future.

Europe General and Administrative Expenses. Europe general and administrative expenses for the three months ended March 31, 2008 included \$1.5 million of stock-based compensation expense. Our Europe general and administrative expenses are expected to increase in future periods as this region scales to support anticipated revenue growth and in connection with various integration initiatives related to investments in systems and internal control compliance.

Interest Income. Interest income increased to \$3.4 million for the three months ended March 31, 2008 from \$1.9 million for the three months ended March 31, 2007. Interest income increased due to higher invested balances of cash and cash equivalents held in interest-bearing accounts, partially offset by lower yields on those balances due to lower interest rates. The average yield for the three months ended March 31, 2008 was 2.90% versus 5.25% for the three months ended March 31, 2007. We expect our interest income to decrease for the foreseeable future due to the utilization of our cash to finance our expansion activities and decreasing interest rates.

Interest Expense. Interest expense increased to \$13.6 million for the three months ended March 31, 2008 from \$3.6 million for the three months ended March 31, 2007. The increase in interest expense was primarily due to new financings entered into during 2007 and 2008: (i) our \$110.0 million Chicago IBX financing, which was drawn down during the construction period of the Chicago metro area IBX expansion project, of which \$107.3 million was outstanding as of March 31, 2008 with an approximate interest rate of 5.88% per annum, (ii) our \$250.0 million 2.50% convertible subordinated notes offering in March 2007, (iii) our approximately \$75.0 million Asia-Pacific financing, of which approximately \$37.4 million was

Table of Contents

outstanding as of March 31, 2008 with an approximate blended interest rate of 3.49% per annum, (iv) our \$396.0 million 3.00% convertible subordinated notes offering in September 2007, (v) our approximately \$163.0 million European financing, of which \$116.5 million was outstanding as of March 31, 2008 with an approximate blended interest rate of 7.27% per annum and (vi) our Netherlands financing of approximately \$8.7 million, acquired as a result of the Virtu acquisition, with an approximate blended interest rate of 5.62% per annum. This increase was partially offset by the \$54.0 million partial conversion of our 2.50% convertible subordinated debentures in March 2007 that resulted in a decrease in interest expense. During the three months ended March 31, 2008 and 2007, we capitalized \$1.3 million and \$1.5 million, respectively, of interest expense to construction in progress. Going forward, we expect to incur higher interest expense as we fully utilize or recognize the full impact of our existing financings to fund our expansion efforts and as we complete expansion efforts and cease to capitalize interest expense.

Other Income. For the three months ended March 31, 2008, we recorded \$2.0 million of other income, primarily attributable to foreign currency gains during the period. For the three months ended March 31, 2007, we recorded \$130,000 of other expense, primarily attributable to foreign currency losses during the period.

Loss on Debt Extinguishment and Conversion. During the three months ended March 31, 2007 we retired \$54.0 million of our convertible subordinated debentures in exchange for approximately 1.4 million newly issued shares of our common stock and a \$3.4 million cash inducement fee. As a result, we recognized a loss on debt conversion totaling \$3.4 million in accordance with FASB No. 84, "Induced Conversions of Convertible Debt," due to the inducement fee. During the three months ended March 31, 2008, no loss on debt extinguishment and conversion was recorded in our statement of operations.

Income Taxes. For the three months ended March 31, 2008 and 2007, we recorded \$471,000 and \$354,000, respectively, of income tax expense. The tax provision recorded in both the three months ended March 31, 2008 and 2007 was primarily attributable to our foreign operations. We have not incurred any significant income tax expense since inception and we do not expect to incur any significant cash income tax expense during the remainder of 2008.

Liquidity and Capital Resources

As of March 31, 2008, our total indebtedness was comprised of (i) convertible debt totaling \$678.2 million from our convertible subordinated debentures, our 2.50% convertible subordinated notes and our 3.00% convertible subordinated notes and (ii) non-convertible debt and financing obligations totaling \$483.9 million from our Washington D.C. metro area IBX capital lease, San Jose IBX equipment and fiber financing, Chicago IBX equipment financing, Los Angeles IBX financing, Ashburn campus mortgage payable, Chicago IBX financing, Asia-Pacific financing, European financing, Netherlands financing and other financing obligations.

We believe we have sufficient cash, coupled with anticipated cash generated from operating activities and anticipated cash from financings, to meet our operating requirements for at least the next 12 months. As of March 31, 2008, we had \$325.5 million of cash, cash equivalents and short-term and long-term investments. As of March 31, 2008, we had a total of \$86.4 million of additional liquidity available to us in the event we need additional cash to fund expansion activities, fund working capital requirements or pursue attractive strategic opportunities that may become available in the future, comprised of (i) \$2.7 million available under the Chicago IBX financing for the Chicago metro area IBX expansion project, (ii) \$37.6 million under the Asia-Pacific financing for expansion projects in Singapore, Tokyo and Sydney and (iii) \$46.1 million under the European financing for general working capital and expansion projects in France, Germany, Switzerland and the United Kingdom. In addition, from time to time we assess external financing opportunities, both debt and equity, as alternative sources for financing such activities and opportunities, including any acquisition plans. While we expect that our cash flow from operations will continue to increase, we expect our cash flow used in investing activities, primarily as a result of our expected purchases of property and equipment to complete our announced expansion projects, will also increase and we expect our cash flow used in investing activities to be greater than our cash flows generated from operating activities. Given our limited operating history, additional potential expansion opportunities that we may decide to pursue and other business risks that may cause our operating results to fluctuate; we may not achieve our desired levels of profitability or cash requirements in the future. For further information, refer to "Risk Factors" in Item 1A of Part II of this Quarterly Report on Form 10-Q below.

Table of Contents

Sources and Uses of Cash

| | Three months ended March 31, | |
|---|---------------------------------|-----------|
| | 2008 | 2007 |
| Net cash provided by operating activities | \$ 62,984 | \$ 19,850 |
| Net cash used in investing activities | (136,200) | (48,057) |
| Net cash provided by financing activities | 44,598 | 273,253 |

Operating Activities. The increase in net cash provided by operating activities was primarily due to improved operating results and an improved net working capital position due to strong collections of accounts receivable, management of vendor payments and growth in customer installations, which increases deferred installation revenue, a liability account. We expect that we will continue to generate cash from our operating activities throughout the remainder of 2008 and beyond.

Investing Activities. Net cash used in investing activities for the three months ended March 31, 2008 was primarily due to \$125.6 million of capital expenditures required to bring our recently announced and current IBX expansion projects to Equinix standards, and to support our growing customer base, as well as the Virtu acquisition of \$23.2 million, partially offset by net maturities of our short-term and long-term investments. Net cash used in investing activities for the three months ended March 31, 2007 was primarily due to \$67.1 million of capital expenditures required to bring our IBX expansion projects to Equinix standards, and to support our growing customer base, as well as the deposit of \$6.5 million for the conditional purchase of our San Jose IBX property in January 2007, partially offset by net maturities of our short-term and long-term investments.

Financing Activities. Net cash provided by financing activities for the three months ended March 31, 2008, was primarily the result of gross proceeds from our loans payable in connection with our European financing, Asia-Pacific financing and Chicago IBX financing. Net cash provided by financing activities for the three months ended March 31, 2007, was primarily the result of \$250.0 million in gross proceeds from our convertible subordinated notes offering, \$24.6 million in gross proceeds from our loan payable in connection with the Chicago IBX financing and proceeds from our various employee stock plans, partially offset by debt issuance costs and principal payments for our capital leases and other financing obligations and Ashburn campus mortgage payable.

Debt Obligations

Chicago IBX Financing. During the three months ended March 31, 2008, we received additional advances totaling \$1.7 million, bringing the cumulative loan payable to date to \$107.3 million, leaving approximately \$2.7 million of available balance to borrow under the Chicago IBX financing. As of March 31, 2008, the loan payable carried an approximate interest rate of 5.88% per annum. The loan payable under the Chicago IBX financing bears interest at a floating rate.

Asia-Pacific Financing. In January 2008, the Asia-Pacific financing was amended to enable our subsidiary in Australia to borrow up to 32.0 million Australian dollars under the same general terms, amending the Asia-Pacific financing into an approximately \$75.0 million (as translated using exchange rates at March 31, 2008) multi-currency credit facility agreement. As of March 31, 2008, we had borrowed 18.3 million Singapore dollars at an approximate interest rate per annum of 3.41%, 2.1 billion Japanese yen at an approximate interest rate per annum of 2.70% and 3.2 million Australian dollars at an approximate interest rate per annum of 9.74%. Loans payable under the Asia-Pacific financing bear interest at floating rates. Collectively, the total amount borrowed is approximately equal to \$37.4 million, leaving approximately \$37.6 million of available balance to borrow under the Asia-Pacific financing. As of March 31, 2008, we were in compliance with all financial covenants associated with the Asia-Pacific financing. In April 2008, we received an additional advance of 377.1 million Japanese yen, or approximately \$3.6 million, at an approximate interest rate per annum of 2.51% under the Asia-Pacific financing. Collectively, the total amount borrowed under the Asia-Pacific financing was approximately \$41.0 million, leaving approximately \$34.0 million available to borrow.

Table of Contents

European Financing. During the three months ended March 31, 2008, we received additional advances totaling 15.6 million British pounds, or approximately \$30.9 million, under the European financing, bringing the cumulative loan payable to date to 58.7 million British pounds, or approximately \$116.5 million, with an approximate blended interest rate of 7.27% per annum. As a result, the amount available to borrow under the European financing totaled 23.3 million British pounds, or approximately \$46.1 million, as of March 31, 2008. Loans payable under the European financing bear interest at floating rates. The European financing is available to fund our expansion projects in France, Germany, Switzerland and the United Kingdom. As of March 31, 2008, we were in compliance with all financial covenants associated with the European financing. In April 2008, we received an additional advance of approximately 5.4 million British pounds, or approximately \$10.7 million, bringing the cumulative loan payable to date to approximately 61.5 million British pounds, or approximately \$123.3 million with a blended interest rate of 7.48% per annum.

Netherlands Financing. In February 2008, as a result of the Virtu acquisition, our wholly-owned subsidiary acquired senior credit facilities totaling 5.5 million Euros bearing interest at a floating rate (three month EURIBOR plus 1.25%). As of March 31, 2008, a total of 5.1 million Euros, or approximately \$8.0 million, was outstanding under the Netherlands financing with an approximate blended interest rate of 5.62% per annum. As a result, as of March 31, 2008, a total of 418,000 Euros, or approximately \$660,000, remained available to borrow under the Netherlands financing. The Netherlands financing contains several financial covenants, which must be complied with on an annual basis. As of March 31, 2008, our wholly-owned subsidiary in the Netherlands was not in compliance with the December 31, 2007 financial covenants; however, in April 2008, we obtained a waiver from the lender for such non-compliance. As of March 31, 2008, the total amount outstanding under the Netherlands financing is reflected as a current liability within the current portion of mortgage and loans payable on our accompanying balance sheet. This is due to the fact that the Netherlands financing is not a committed facility and it is, therefore, callable by the lender.

\$75.0 Million Silicon Valley Bank Revolving Credit Line In February 2008, we terminated the \$75.0 million Silicon Valley Bank revolving credit line. As a result, all letters of credit issued and outstanding under the \$75.0 million Silicon Valley Bank revolving credit line, totaling \$12.1 million, were cash collateralized. As of the termination date, we had no borrowings outstanding under the Silicon Valley Bank revolving credit line and no termination penalties were incurred.

Table of Contents

Debt Maturities, Financings, Leases and Other Contractual Commitments

We lease our IBX centers and certain equipment under non-cancelable lease agreements expiring through 2027. The following represents our debt maturities, financings, leases and other contractual commitments as of March 31, 2008 (in thousands):

| | 2008 (9 months) | 2009 | 2010 | 2011 | 2012 | 2013 and thereafter | Total |
|--|--------------------|-------------------|-------------------|-------------------|-------------------|------------------------|---------------------|
| Convertible debt (1) | \$ — | \$ 32,250 | \$ — | \$ — | \$ 250,000 | \$ 395,986 | \$ 678,236 |
| Chicago IBX financing (1) | — | — | 107,275 | — | — | — | 107,275 |
| Asia-Pacific financing (1) | 2,879 | 12,237 | 12,478 | 9,599 | 240 | — | 37,433 |
| European financing (1) | 2,086 | 10,427 | 13,740 | 15,825 | 17,481 | 56,982 | 116,541 |
| Netherlands financing (1) | 8,023 | — | — | — | — | — | 8,023 |
| Interest (2) | 28,228 | 35,517 | 26,697 | 24,549 | 18,260 | 26,206 | 159,457 |
| Mortgage payable (3) | 7,622 | 10,164 | 10,164 | 10,164 | 10,165 | 133,503 | 181,782 |
| Other note payable (3) | 7,500 | 10,000 | — | — | — | — | 17,500 |
| Capital lease and other financing obligations (3) | 9,029 | 12,075 | 12,100 | 12,187 | 11,806 | 113,029 | 170,226 |
| Operating leases under accrued restructuring charges (3) | 2,948 | 4,025 | 4,094 | 4,224 | 4,472 | 11,524 | 31,287 |
| Operating leases (4) | 38,541 | 51,625 | 48,693 | 44,559 | 43,458 | 231,744 | 458,620 |
| Other contractual commitments (4) | 125,101 | 4,280 | 4,327 | — | — | — | 133,708 |
| | <u>\$ 231,957</u> | <u>\$ 182,600</u> | <u>\$ 239,568</u> | <u>\$ 121,107</u> | <u>\$ 355,882</u> | <u>\$ 968,974</u> | <u>\$ 2,100,088</u> |

- (1) Represents principal only.
- (2) Represents interest on convertible debt, Chicago IBX financing, Asia-Pacific financing, European financing and Netherlands financing based on their approximate interest rates as of March 31, 2008.
- (3) Represents principal and interest.
- (4) Represents off-balance sheet arrangements. Other contractual commitments are described below.

Primarily as a result of our various IBX expansion projects, as of March 31, 2008, we were contractually committed for \$87.6 million of unaccrued capital expenditures, primarily for IBX equipment not yet delivered and labor not yet provided, in connection with the work necessary to open these IBX centers prior to making them available to customers for installation. This amount, which is expected to be paid during the remainder of 2008, is reflected in the table above as “other contractual commitments.”

We have other, non-capital purchase commitments in place as of March 31, 2008, such as commitments to purchase power in select locations, primarily in the U.S., Singapore and the United Kingdom, through the remainder of 2008 and thereafter, and other open purchase orders, which contractually bind us for goods or services to be delivered or provided during the remainder of 2008. Such other purchase commitments as of March 31, 2008, which total \$46.1 million, are also reflected in the table above as “other contractual commitments.”

In addition, although we are not contractually obligated to do so, we expect to incur additional capital expenditures of approximately \$100.0 million to \$150.0 million beyond the \$87.6 million contractually committed as of March 31, 2008 in our various IBX expansion projects during the remainder of 2008 in order to complete the work needed to open these IBX centers. These non-contractual capital expenditures are not reflected in the table above.

Recent Accounting Pronouncements

See Note 15 of Notes to Condensed Consolidated Financial Statements in Item 1 of this Quarterly Report on Form 10-Q.

Item 3. Quantitative and Qualitative Disclosures about Market Risk

Market Risk

The following discussion about market risk disclosures involves forward-looking statements. Actual results could differ materially from those projected in the forward-looking statements. We may be exposed to market risks related to changes in interest rates and foreign currency exchange rates and fluctuations in the prices of certain commodities, primarily electricity.

In the past, we have employed foreign currency forward exchange contracts for the purpose of hedging certain specifically identified net currency exposures. The use of these financial instruments was intended to mitigate some of the risks associated with fluctuations in currency exchange rates, but does not eliminate such risks. We may decide to employ such contracts again in the future. We do not use financial instruments for trading or speculative purposes.

Interest Rate Risk

Our exposure to market risk resulting from changes in interest rates relates primarily to our investment portfolio and variable-rate financings in place in the U.S., Asia-Pacific and Europe. All of our cash equivalents and marketable securities are designated as available-for-sale and are therefore recorded at fair market value on our condensed consolidated balance sheets with the unrealized gains or losses reported as a separate component of other comprehensive income or loss. We consider various factors in determining whether we should recognize an impairment charge for our securities, including the length of time and extent to which the fair value has been less than our cost basis and our intent and ability to hold the investment for a period of time sufficient to allow for any anticipated recovery in market value. The fair market value of our marketable securities could be adversely impacted due to a rise in interest rates, but we do not believe such impact would be material. Securities with longer maturities are subject to a greater interest rate risk than those with shorter maturities and as of March 31, 2008 our portfolio maturity was relatively short. If current interest rates were to increase or decrease by 10% from their position as of March 31, 2008, the fair market value of our investment portfolio could increase or decrease by approximately \$84,000.

An immediate 10% increase or decrease in current interest rates from their position as of March 31, 2008 would furthermore not have a material impact on our debt obligations due to the fixed nature of the majority of our debt obligations. However, the interest expense associated with our Chicago IBX financing, Asia-Pacific financing, European financing and Netherlands financing, which bear interest at variable rates tied to local cost of funds or LIBOR/SIBOR/EURIBOR, could be affected. For every 100 basis point change in interest rates, our interest expense could increase or decrease by a total of \$2.7 million based on the total balance of our borrowings under the Chicago IBX financing, Asia-Pacific financing and European financing as of March 31, 2008.

The fair market value of our long-term fixed interest rate debt is subject to interest rate risk. Generally, the fair market value of fixed interest rate debt will increase as interest rates fall and decrease as interest rates rise. These interest rate changes may affect the fair market value of the fixed interest rate debt but do not impact our earnings or cash flows. The fair market value of our convertible subordinated debentures and convertible subordinated notes is based on quoted market prices. The estimated fair value of our convertible subordinated debentures at March 31, 2008 was approximately \$55.5 million. The estimated fair value of our 2.50% convertible subordinated notes at March 31, 2008 was approximately \$225.0 million. The estimated fair value of our 3.00% convertible subordinated notes at March 31, 2008 was approximately \$366.0 million.

We may enter into interest rate hedging agreements in the future to mitigate our exposure to interest rate risk.

[Table of Contents](#)

Foreign Currency Risk

The majority of our recognized revenue is denominated in U.S. dollars, generated mostly from customers in the U.S. However, approximately 36% of our revenues and 40% of our operating costs are in the Europe and Asia-Pacific regions and a large portion of those revenues and costs are denominated in a currency other than the U.S. dollar, primarily the British pound, Euro, Swiss franc, Singapore dollar, Japanese yen and Hong Kong and Australian dollars. As a result, our operating results and cash flows are impacted by currency fluctuations relative to the U.S. dollar. Going forward, we anticipate that approximately 30-40% of our revenues and operating costs will continue to be generated and incurred outside of the U.S. in currencies other than the U.S. dollar. As a result, our operating results and cash flows are impacted by currency fluctuations relative to the U.S. dollar.

Furthermore, to the extent that our international sales are denominated in U.S. dollars, an increase in the value of the U.S. dollar relative to foreign currencies could make our services less competitive in the international markets. Although we will continue to monitor our exposure to currency fluctuations, and when appropriate, may use financial hedging techniques to minimize the effect of these fluctuations, there can be no assurance that exchange rate fluctuations will not adversely affect our financial results in the future.

We may enter into hedging agreements in the future to mitigate our exposure to foreign currency risk.

Commodity Price Risk

Certain operating costs incurred by us are subject to price fluctuations caused by the volatility of underlying commodity prices. The commodities most likely to have an impact on our results of operations in the event of price changes are electricity, supplies and equipment used in our IBX centers. We are closely monitoring the cost of electricity at all of our locations. We have entered into several power contracts to purchase power at fixed prices during 2008 and 2009 in certain locations in the U.S., as well as Singapore and the United Kingdom.

In addition, as we are building new, “greenfield” IBX centers, we are subject to commodity price risk for building materials related to the construction of these IBX centers, such as steel and copper. In addition, the lead-time to procure certain pieces of equipment, such as generators, is substantial. Any delays in procuring the necessary pieces of equipment for the construction of our IBX centers could delay the anticipated openings of these new IBX centers and, as a result, increase the cost of these projects.

We do not currently employ forward contracts or other financial instruments to hedge commodity price risk other than the power contracts discussed above.

Item 4. Controls and Procedures

(a) *Evaluation of Disclosure Controls and Procedures.* Our Chief Executive Officer and our Chief Financial Officer, after evaluating the effectiveness of our “disclosure controls and procedures” (as defined in the Securities Exchange Act of 1934 (the “Exchange Act”) Rules 13a-15(e) or 15d-15(e)) as of the end of the period covered by this quarterly report, have concluded that our disclosure controls and procedures are effective based on their evaluation of these controls and procedures required by paragraph (b) of Exchange Act Rules 13a-15 or 15d-15.

(b) *Changes in Internal Control over Financial Reporting.* There were no changes in our internal control over financial reporting identified in connection with the evaluation required by paragraph (d) of Exchange Act Rules 13a-15 or 15d-15 that occurred during our last fiscal quarter that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

PART II - OTHER INFORMATION

Item 1. Legal Proceedings

On July 30, 2001 and August 8, 2001, putative shareholder class action lawsuits were filed against us, certain of our officers and directors (the “Individual Defendants”), and several investment banks that were underwriters of our initial public offering (the “Underwriter Defendants”). The cases were filed in the United States District Court for the Southern District of New York. Similar lawsuits were filed against approximately 300 other issuers and related parties. The purported class action alleges violations of Sections 11 and 15 of the Securities Act of 1933 and Sections 10(b), Rule 10b-5 and 20(a) of the Securities

Table of Contents

Exchange Act of 1934 against us and the Individual Defendants. The plaintiffs have since dismissed the Individual Defendants without prejudice. The suits allege that the Underwriter Defendants agreed to allocate stock in our initial public offering to certain investors in exchange for excessive and undisclosed commissions and agreements by those investors to make additional purchases in the aftermarket at pre-determined prices. The plaintiffs allege that the prospectus for our initial public offering was false and misleading and in violation of the securities laws because it did not disclose these arrangements. The action seeks damages in an unspecified amount. On February 19, 2003, the Court dismissed the Section 10(b) claim against us, but denied the motion to dismiss the Section 11 claim. On December 5, 2006, the Second Circuit vacated a decision by the district court granting class certification in six "focus" cases, which are intended to serve as test cases. Plaintiffs selected these six cases, which do not include Equinix. On April 6, 2007, the Second Circuit denied a petition for rehearing filed by plaintiffs, but noted that plaintiffs could ask the district court to certify more narrow classes than those that were rejected. On August 14, 2007, plaintiffs filed amended complaints in the six focus cases. On September 27, 2007, plaintiffs moved to certify a class in the six focus cases. On November 14, 2007, the issuers and the underwriters named as defendants in the six focus cases moved to dismiss the amended complaints against them. On March 26, 2008, the district court dismissed the Section 11 claims of those members of the putative classes in the focus cases who sold their securities for a price in excess of the initial offering price and those who purchased outside the previously certified class period. With respect to all other claims, the motions to dismiss were denied. We are awaiting a decision from the Court on the class certification motion.

Due to the inherent uncertainties of litigation, we cannot accurately predict the ultimate outcome of the matter. We are unable at this time to determine whether the outcome of the litigation would have a material impact on our results of operations, financial condition or cash flows. We intend to continue to defend the action vigorously.

On June 29, 2006 and September 18, 2006, shareholder derivative actions were filed in the Superior Court of the State of California, County of San Mateo, naming Equinix as a nominal defendant and several of Equinix's current and former officers and directors as individual defendants. These actions were consolidated, and the consolidated complaint was filed in January 2007. In March 2007, the state court stayed this action in deference to a federal shareholder derivative action filed in the United States District Court for the Northern District of California in October 2006. The federal action named Equinix as a nominal defendant and several current and former officers and directors as individual defendants. This complaint alleged that the individual defendants breached their fiduciary duties and violated California and federal securities laws as a result of purported backdating of stock options, insider trading and the dissemination of false statements. On April 12, 2007, the federal action was voluntarily dismissed without prejudice pursuant to a joint stipulation entered as an order by the court. On May 3, 2007, the state court lifted the stay on proceedings in the state court action and set a briefing schedule permitting us to file a motion to dismiss on the grounds that plaintiffs lack standing to sue on our behalf. We filed our motion to dismiss on June 4, 2007 and appeared for a hearing on the motion on August 6, 2007. The state court granted our motion to dismiss and granted plaintiffs leave to amend their consolidated complaint. On October 1, 2007, plaintiffs filed an amended consolidated complaint. We filed a motion to dismiss the amended consolidated complaint, which the state court granted on February 4, 2008 with leave to amend. On March 3, 2008, a second amended consolidated complaint was filed. The second amended consolidated complaint alleges that the individual defendants breached their fiduciary duties and violated California securities law as a result of purported backdating of stock option grants, insider trading and the preparation and approval of inaccurate financial results. The second amended consolidated complaint seeks to recover, on behalf of Equinix, unspecified monetary damages, corporate governance changes, equitable and injunctive relief, restitution and fees and costs. We filed a motion to dismiss the second amended consolidated complaint on April 4, 2008, which is currently pending. In addition to the pending state court derivative action, we may be subject to additional derivative or other lawsuits that may be presented on an individual or class basis alleging claims based on our stock option granting practices.

Responding to, investigating and/or defending against civil litigations and government inquiries regarding our stock option grants and practices will present a substantial cost to us in both cash and the attention of certain management and may have a negative impact on our operations. In addition, in the event of any negative finding or assertion by a court of law or any third-party claim related to our stock option granting practices, we may be liable for damages, fines or other civil or criminal remedies, or be required to restate our prior period financial statements or adjust our current period financial statements. Any such adverse action could have a material adverse effect on our business and current market value.

[Table of Contents](#)

Item 1A. Risk Factors

In addition to the other information contained in this report, the following risk factors should be considered carefully in evaluating our business and us:

We may not be able to successfully integrate IXEurope and achieve the benefits we expect from the IXEurope acquisition.

We will only achieve the benefits that are expected to result from the IXEurope acquisition if we can successfully integrate its administrative, finance, operations, sales and marketing organizations, and implement appropriate systems and controls.

The success of the IXEurope acquisition and integration into our operations will involve a number of risks, including, but not limited to:

- the possible diversion of our management's attention from other business concerns, including our previously announced expansion plans in the U.S. and Asia-Pacific regions;
- the potential inability to successfully pursue or realize some or all of the anticipated revenue opportunities associated with the IXEurope acquisition, some of which were anticipated in our purchase price;
- the potential that our existing customer base will not choose us as their global colocation solution as expected;
- the potential inability to maintain our historic levels of stability, uptime and quality for our customers;
- the possible loss of IXEurope's key employees;
- the potential inability to achieve expected operating efficiencies in IXEurope's operations, including through the thorough integration of our operations, marketing, sales and financial systems;
- the increased complexity and diversity of our operations after the IXEurope acquisition compared to our prior operations;
- the impact on our internal controls and compliance with the regulatory requirements under the Sarbanes-Oxley Act of 2002; and
- unanticipated problems, expenses or liabilities.

If we fail to integrate IXEurope successfully and/or fail to realize the intended benefits of the IXEurope acquisition, our results of operations could be materially and adversely affected. In addition, the IXEurope acquisition resulted in a substantial goodwill asset, which will be subject to an annual impairment analysis. If this goodwill were to be impaired in the future, it could have a significant negative impact on our results of operations and financial condition.

Table of Contents

Our substantial debt could adversely affect our cash flows and limit our flexibility to raise additional capital.

We have a significant amount of debt. As of March 31, 2008, our total indebtedness was approximately \$1.2 billion and our stockholders' equity was \$843.1 million.

Our substantial amount of debt could have important consequences. For example, it could:

- require us to dedicate a substantial portion of our cash flow from operations to make payments on our debt, reducing the availability of our cash flow to fund future capital expenditures, working capital, execution of our expansion strategy and other general corporate requirements;
- make it more difficult for us to satisfy our obligations under our various debt instruments;
- increase our vulnerability to general adverse economic and industry conditions and adverse changes in governmental regulations;
- limit our flexibility in planning for, or reacting to, changes in our business and industry, which may place us at a competitive disadvantage compared with our competitors;
- limit our ability to borrow additional funds, even when necessary to maintain adequate liquidity; and
- make us more vulnerable to increases in interest rates because of the variable interest rates on some of our borrowings.

The occurrence of any of the foregoing factors could have a material adverse effect on our business, results of operations and financial condition. In addition, the performance of our stock price may trigger events that would require the write-off of a significant portion of our debt issuance costs related to our convertible debt, which may have a material adverse effect on our results of operations and financial condition.

We have incurred substantial losses in the past and may continue to incur additional losses in the future.

Although we have generated cash from operations since the quarter ended September 30, 2003, for the years ended December 31, 2007, 2006 and 2005, we incurred net losses of \$5.2 million, \$6.4 million and \$42.6 million, respectively. We recorded net income of \$5.4 million for the three months ended March 31, 2008. Although we have generated net income in our first quarter of 2008, we are also currently investing heavily in our future growth through the build-out of several additional IBX centers and IBX center expansions. As a result, we will incur higher depreciation and other operating expenses that will negatively impact our ability to achieve and sustain profitability unless and until these new IBX centers generate enough revenue to exceed their operating costs and cover our additional overhead needed to scale our business for this anticipated growth. In addition, costs associated with the IXEurope acquisition and the integration of the two companies, as well as the additional interest expense associated with debt financing we have undertaken to fund our growth initiatives, may also negatively impact our ability to achieve and sustain profitability. Finally, given the competitive and evolving nature of the industry in which we operate, we may not be able to sustain or increase profitability on a quarterly or annual basis.

We are continuing to invest in our expansion efforts but may not have sufficient customer demand in the future to realize expected returns on these investments.

We are considering the acquisition or lease of additional properties and the construction of new IBX centers beyond those expansion projects already announced. We will be required to commit substantial operational and financial resources to these IBX centers, generally 12–18 months in advance of securing customer contracts, and we may not have sufficient customer demand in those markets to support these centers once they are built. In addition, unanticipated technological changes could affect customer requirements for data centers and we may not have built such requirements into our new IBX centers. Any of these contingencies, if they were to occur, could make it difficult for us to realize expected or reasonable returns on these investments.

[Table of Contents](#)

Our construction of additional new IBX centers could involve significant risks to our business.

In order to sustain our growth in certain of our existing and new markets, we must acquire suitable land with or without structures to build new IBX centers from the ground up. We call these “greenfield builds.” Greenfield builds are currently underway, or being contemplated, in several key markets. A greenfield build involves substantial planning and lead-time, much longer time to completion than an IBX retrofit of an existing data center, and significantly higher costs of construction, equipment and materials, which could have a negative impact on our returns. A greenfield build also requires us to carefully select and rely on the experience of one or more general contractors and associated subcontractors during the construction process. Should a general contractor or significant subcontractor experience financial or other problems during the construction process, we could experience significant delays, increased costs to complete the project and other negative impacts to our expected returns. Site selection is also a critical factor in our expansion plans, and there may not be suitable properties available in our markets with the necessary combination of high power capacity and fiber connectivity.

While we may prefer to locate new IBX centers adjacent to our existing locations, we may be limited by the inventory and location of suitable properties as well as by the need for adequate power and fiber to the site. In the event we decide to build new IBX centers separate from our existing IBX centers, we may provide services to interconnect these two centers. Should these services not provide the necessary reliability to sustain service, this could result in lower interconnection revenue, lower margins and could have a negative impact on customer retention over time.

If we are not able to generate sufficient operating cash flows or obtain external financing, our ability to fund capital expenditures or fulfill our obligations or execute expansion plans may be limited.

Our capital expenditures, together with ongoing operating expenses and obligations to service our debts, will be a substantial drain on our cash flow and may decrease our cash balances. We regularly assess the capital markets for external financing opportunities, including debt and equity. Additional debt or equity financing may not be available when needed or, if available, may not be available on satisfactory terms. Our inability to obtain needed debt and/or equity financing or to generate sufficient cash from operations may require us to abandon projects or curtail capital expenditures. If we curtail capital expenditures or abandon projects, we could be materially adversely affected.

Any failure of our physical infrastructure or services could lead to significant costs and disruptions that could reduce our revenue and harm our business reputation and financial results.

Our business depends on providing customers with highly reliable service. We must protect our customers’ IBX infrastructure and their equipment located in our IBX centers. We continue to acquire IBX centers not built by us. If we discover that these IBX centers and their infrastructure assets are not in the condition we expected when they were purchased, we may be required to incur substantial additional costs to repair or upgrade the centers. The services we provide in each of our IBX centers are subject to failure resulting from numerous factors, including:

- human error;
- physical or electronic security breaches;
- fire, earthquake, flood, tornados and other natural disasters;
- extreme temperatures;
- water damage;
- fiber cuts;

Table of Contents

- power loss;
- terrorist acts;
- sabotage and vandalism; and
- the failure of business partners who provide our resale products.

Problems at one or more of our IBX centers, whether or not within our control, could result in service interruptions or significant equipment damage. We have service level commitment obligations to certain of our customers, including our significant customers. As a result, service interruptions or significant equipment damage in our IBX centers could result in difficulty maintaining service level commitments to these customers and potential claims related to such failures.

If we incur significant financial obligations to our customers in connection with a loss of power, or our failure to meet other service level commitment obligations, our liability insurance may not be adequate. In addition, any loss of service, equipment damage or inability to meet our service level commitment obligations could reduce the confidence of our customers and could consequently impair our ability to obtain and retain customers, which would adversely affect both our ability to generate revenues and our operating results.

Furthermore, we are dependent upon Internet service providers, telecommunications carriers and other website operators in the U.S., Asia-Pacific region, Europe and elsewhere, some of which have experienced significant system failures and electrical outages in the past. Users of our services may in the future experience difficulties due to system failures unrelated to our systems and services. If for any reason, these providers fail to provide the required services, our business, financial condition and results of operations could be materially adversely impacted.

We expect our operating results to fluctuate.

We have experienced fluctuations in our results of operations on a quarterly and annual basis. The fluctuations in our operating results may cause the market price of our common stock to decline. We expect to experience significant fluctuations in our operating results in the foreseeable future due to a variety of factors, including, but not limited to:

- financing or other expenses related to the acquisition, purchase or construction of additional IBX centers;
- mandatory expensing of employee stock-based compensation;
- financing or other expenses related to the IXEurope acquisition;
- demand for space, power and services at our IBX centers;
- changes in general economic conditions, such as the current economic downturn, and specific market conditions in the telecommunications and Internet industries, both of which may have an impact on our customer base;
- costs associated with the write-off or exit of unimproved or underutilized property;

Table of Contents

- the provision of customer discounts and credits;
- the mix of current and proposed products and services and the gross margins associated with our products and services;
- the timing required for new and future centers to open or become fully utilized;
- competition in the markets in which we operate;
- conditions related to international operations;
- increasing repair and maintenance expenses in connection with aging IBX centers;
- lack of available capacity in our existing IBX centers to book new revenue or delays in opening up new or acquired IBX centers that delay our ability to book new revenue in markets which have otherwise reached capacity;
- the timing and magnitude of other operating expenses, including taxes, capital expenditures and expenses related to the expansion of sales, marketing, operations and acquisitions, if any, of complementary businesses and assets; and
- the cost and availability of adequate public utilities, including power.

Any of the foregoing factors, or other factors discussed elsewhere in this report, could have a material adverse effect on our business, results of operations and financial condition. Although we have experienced growth in revenues in recent quarters, this growth rate is not necessarily indicative of future operating results. We have generated net losses every fiscal year since inception. It is possible that we may not be able to generate positive net income on a quarterly or annual basis in the future. In addition, a relatively large portion of our expenses are fixed in the short-term, particularly with respect to lease and personnel expenses, depreciation and amortization and interest expenses. Therefore, our results of operations are particularly sensitive to fluctuations in revenues. As such, comparisons to prior reporting periods should not be relied upon as indications of our future performance. In addition, our operating results in one or more future quarters may fail to meet the expectations of securities analysts or investors. If this occurs, we could experience an immediate and significant decline in the trading price of our stock.

Our inability to use our tax net operating losses will cause us to pay taxes at an earlier date and in greater amounts, which may harm our operating results.

We believe that our ability to use our pre-2003 tax net operating losses, or NOLs, in any taxable year is subject to limitations under Section 382 of the United States Internal Revenue Code of 1986, as amended, or the Code, as a result of the significant change in the ownership of our stock that resulted from our combination with i-STT Pte Ltd and Pihana Pacific, Inc. in 2002. We expect that a significant portion of our NOLs that accrued prior to December 31, 2002 will expire unused as a result of this limitation.

We are exposed to potential risks from legislation requiring companies to evaluate controls under Section 404 of the Sarbanes-Oxley Act of 2002.

Although we received an unqualified opinion regarding the effectiveness of our internal controls over financial reporting as of December 31, 2007, in the course of our ongoing evaluation of our internal controls over financial reporting we have identified certain areas which we would like to improve and are in the process of evaluating and designing enhanced processes and controls to address these areas identified during our evaluation, none of which we believe constitutes or will constitute a material change. However, we cannot be certain that our efforts will be effective or sufficient for us, or our independent registered public accounting firm, to issue unqualified reports in the future, especially as our business continues to grow and evolve.

Table of Contents

IXEurope, since it was acquired in September 2007, was scoped out of internal control testing for 2007; however, it will be in scope for 2008. It may be difficult to design and implement effective financial controls for combined operations, and differences in existing controls of any acquired businesses, including IXEurope, may result in weaknesses that require remediation when the financial controls and reporting are combined.

Our ability to manage our operations and growth will require us to improve our operational, financial and management controls, as well as our internal reporting systems and controls. We may not be able to implement improvements to our internal reporting systems and controls in an efficient and timely manner and may discover deficiencies in existing systems and controls.

If we cannot effectively manage our international operations, and successfully implement our international expansion plans, our revenues may not increase and our business and results of operations would be harmed.

For the years ended December 31, 2007, 2006 and 2005, we recognized 23%, 14% and 13%, respectively, of our revenues outside the U.S. For the three months ended March 31, 2008, we recognized 37% of our revenues outside the U.S.

To date, the neutrality of our IBX centers and the variety of networks available to our customers has often been a competitive advantage for us. In certain of our acquired IBX centers the limited number of carriers available reduces that advantage. As a result, we may need to adapt our key revenue-generating services and pricing to be competitive in that market.

We may experience gains and losses resulting from fluctuations in foreign currency exchange rates. To date, the majority of our revenues and costs have been denominated in U.S. dollars; however, the majority of revenues and costs in our international operations have been denominated in foreign currencies. Although we have in the past and may decide to undertake foreign exchange hedging transactions in the future to reduce foreign currency transaction exposure, we do not currently intend to eliminate all foreign currency transaction exposure. Where our prices are denominated in U.S. dollars, our sales could be adversely affected by declines in foreign currencies relative to the U.S. dollar, thereby making our products and services more expensive in local currencies.

We are currently undergoing expansions or evaluating expansion opportunities in Europe and in the Asia-Pacific region. Undertaking and managing expansions in foreign jurisdictions may present unanticipated challenges to us. In addition, any expansion requires substantial operational and financial resources, and we may not have sufficient customer demand to support the expansion once complete. Unanticipated technological changes could also affect customer requirements for data centers and we may not have built such requirements into our expanded IBX centers. We are also exposed to risks resulting from fluctuations in foreign currency exchange rates in connection with our international expansions. To the extent we are paying contractors in foreign currencies, our expansions could cost more than anticipated from declines in the U.S. dollar relative to foreign currencies.

Our international operations are generally subject to a number of additional risks, including:

- the costs of customizing IBX centers for foreign countries;
- protectionist laws and business practices favoring local competition;
- greater difficulty or delay in accounts receivable collection;
- difficulties in staffing and managing foreign operations, including negotiating with foreign labor unions or workers' councils;

Table of Contents

- political and economic instability;
- our ability to obtain, transfer, or maintain licenses required by governmental entities with respect to our business; and
- compliance with evolving governmental regulation with which we have little experience.

The increased use of high power density equipment may limit our ability to fully utilize our IBX centers.

Customers are increasing their use of high-density electrical power equipment, such as blade servers, in our IBX centers which has significantly increased the demand for power on a per cabinet basis. Because most of our centers were built several years ago, the current demand for electrical power may exceed the designed electrical capacity in these centers. As electrical power, not space, is typically the limiting factor in our IBX data centers, our ability to fully utilize those IBX centers may be limited. The availability of sufficient power may also pose a risk to the successful operation of our new IBX centers. The ability to increase the power capacity of an IBX, should we decide to, is dependent on several factors including, but not limited to, the local utility's ability to provide additional power; the length of time required to provide such power; and/or whether it is feasible to upgrade the electrical infrastructure of an IBX to deliver additional power to customers. Although we are currently designing and building to a much higher power specification, there is a risk that demand will continue to increase and our IBX centers could become obsolete sooner than expected.

We have made, and may continue to make, acquisitions which pose integration and other risks that could harm our business.

We have recently acquired several new IBX centers, and we may seek to acquire additional IBX centers, real estate for development of new IBX centers, or complementary businesses, such as IXEurope and Virtu, products, services or technologies. As a result of these acquisitions, we may be required to incur additional debt and expenditures and issue additional shares of our common stock to pay for the acquired businesses, products, services or technologies, which may dilute our stockholders' ownership interest and may delay, or prevent, our profitability. These acquisitions may also expose us to risks such as:

- the potential inability to successfully pursue or realize some or all of the anticipated revenue opportunities associated with an acquisition, some of which would be anticipated in any purchase price;
- the possibility that we may not be able to successfully integrate acquired businesses or achieve the level of quality in such businesses to which our customers are accustomed;
- the possibility that additional capital expenditures may be required;
- the possibility that senior management may be required to spend considerable time negotiating agreements and integrating acquired businesses;
- the possible loss or reduction in value of acquired businesses;
- the possibility that our customers may not accept either the existing equipment infrastructure or the "look-and-feel" of a new or different IBX center;
- the possibility that carriers may find it cost-prohibitive or impractical to bring fiber and networks into a new IBX center;

Table of Contents

- the possibility of pre-existing undisclosed liabilities regarding the property or IBX center, including but not limited to environmental or asbestos liability, of which our insurance may be insufficient or for which we may be unable to secure insurance coverage; and
- the possibility that the concentration of our IBX centers in the Silicon Valley, Los Angeles and Tokyo, Japan metro areas may increase our exposure to seismic activity, especially if these centers are located on or near fault zones.

We cannot assure you that the price for any future acquisitions will be similar to prior IBX acquisitions. In fact, we expect acquisition costs, including capital expenditures required to build or render new IBX centers operational, to increase in the future. If our revenue does not keep pace with these potential acquisition and expansion costs, we may not be able to maintain our current or expected margins as we absorb these additional expenses. There is no assurance we would successfully overcome these risks or any other problems encountered with these acquisitions.

Our business could be harmed by prolonged electrical power outages or shortages, increased costs of energy or general lack of availability of electrical resources.

Our IBX centers are susceptible to regional costs of power, electrical power shortages, planned or unplanned power outages and limitations, especially internationally, on the availability of adequate power resources.

Power outages, such as those that occurred in California during 2001, the Northeast in 2003, and from the tornados on the U.S. east coast in 2004, could harm our customers and our business. We attempt to limit exposure to system downtime by using backup generators and power supplies; however, we may not be able to limit our exposure entirely even with these protections in place, as was the case with the power outages we experienced in our Chicago and Washington, D.C. metro area IBX centers in 2005 and London metro area IBX centers in 2007.

In addition, global fluctuations in the price of power can increase the cost of energy, and although contractual price increase clauses may exist in some of our customer agreements, we may not be able to pass these increased costs on to our customers.

In each of our markets, we rely on third parties to provide a sufficient amount of power for current and future customers. At the same time, power and cooling requirements are growing on a per unit basis. As a result, some customers are consuming an increasing amount of power per cabinet. We generally do not control the amount of electric power our customers draw from their installed circuits. This means that we could face power limitations in our centers. This could have a negative impact on the effective available capacity of a given center and limit our ability to grow our business, which could have a negative impact on our financial performance, operating results and cash flows.

We may also have difficulty obtaining sufficient power capacity for potential expansion sites in new or existing markets. We may experience significant delays and substantial increased costs demanded by the utilities to provide the level of electrical service required by our current IBX center designs.

We may be forced to take steps, and may be prevented from pursuing certain business opportunities, to ensure compliance with certain tax-related covenants agreed to by us.

We agreed to a covenant in connection with our combination with i-STT Pte Ltd and Pihana Pacific, Inc. in 2002 (which we refer to as the FIRPTA covenant) that we would use all commercially reasonable efforts to ensure that at all times from and after the closing of the combination none of our capital stock issued to STT Communications would constitute "United States real property interests" within the meaning of Section 897(c) of the Code. Under Section 897(c) of the Code, our capital stock issued to STT Communications would generally constitute "United States real property interests" at such point in time that the fair market value of the "United States real property interests" owned by us equals or exceeds 50% of the sum of the aggregate fair market values of (a) our "United States real property interests," (b) our

Table of Contents

interests in real property located outside the United States and (c) any other assets held by us which are used or held for use in our trade or business. Currently, the fair market value of our “United States real property interests” is significantly below the 50% threshold. However, in order to ensure compliance with the FIRPTA covenant, we may be limited with respect to the business opportunities we may pursue, particularly if the business opportunities would increase the amounts of “United States real property interests” owned by us or decrease the amount of other assets owned by us. In addition, we may take proactive steps to avoid our capital stock being deemed a “United States real property interest,” including, but not limited to, (a) a sale-leaseback transaction with respect to some or all of our real property interests, or (b) the formation of a holding company organized under the laws of the Republic of Singapore which would issue shares of its capital stock in exchange for all of our outstanding stock (which would require the submission of that transaction to our stockholders for their approval and the consummation of that exchange). We will take these actions only if such actions are commercially reasonable for our stockholders and us. We have entered into an agreement with STT Communications and its affiliate pursuant to which we will no longer be bound by the FIRPTA covenant as of September 30, 2009. If we were to breach this covenant, we may be liable for damages to STT Communications.

Increases in property taxes could adversely affect our business, financial condition and results of operations.

Our IBX centers are subject to state and local real property taxes in the U.S. and certain of our European jurisdictions. The state and local real property taxes on our IBX centers may increase as property tax rates change and as the value of the properties are assessed or reassessed by taxing authorities. Many state and local governments are facing budget deficits, which may cause them to increase assessments or taxes. If property taxes increase, our business, financial condition and operating results could be adversely affected.

A small number of our stockholders has voting control over a substantial portion of our stock and has influence over matters requiring stockholder consent.

Several of our stockholders each hold voting control over greater than 10% of our outstanding common stock. In addition, these stockholders are not prohibited from buying shares of our stock in public or private transactions. As a result, each of these stockholders is able to exercise significant control over all matters requiring stockholder approval, including the election of directors and approval of significant corporate transactions, which could prevent or delay a third party from acquiring or merging with us.

Our non-U.S. customers include numerous related parties of STT Communications.

We continue to have contractual and other business relationships and may engage in material transactions with affiliates of STT Communications, a greater than 10% stockholder. Circumstances may arise in which the interests of STT Communications’ affiliates may conflict with the interests of our other stockholders. In addition, entities affiliated with STT Communications make investments in various companies. They have invested in the past, and may invest in the future, in entities that compete with us. In the context of negotiating commercial arrangements with affiliates, conflicts of interest have arisen in the past and may arise, in this or other contexts, in the future. We cannot assure you that any conflicts of interest will be resolved in our favor.

Environmental regulations may impose upon us new or unexpected costs.

We are subject to various environmental and health and safety laws and regulations, including those relating to the generation, storage, handling and disposal of hazardous substances and wastes. Certain of these laws and regulations also impose joint and several liability, without regard to fault, for investigation and cleanup costs on current and former owners and operators of real property and persons who have disposed of or released hazardous substances into the environment. Our operations involve the use of hazardous substances and materials such as petroleum fuel for emergency generators, as well as batteries, cleaning solutions and other materials. In addition, we lease, own or operate real property at which hazardous substances and regulated materials have been used in the past. At some of our locations, hazardous substances or regulated materials are known to be present in soil or groundwater and there may be additional unknown hazardous substances or regulated materials present at sites we own, operate or lease. At some of our locations, there are land use restrictions in place relating to earlier environmental cleanups that do not materially limit our use of the sites. To the extent any hazardous substances or any other substance or material must be cleaned up or removed from our property, we may be responsible under applicable laws, regulations or leases for the removal or cleanup of such substances or materials, the cost of which could be substantial.

Table of Contents

In addition, we are subject to environmental, health and safety laws regulating air emissions, storm water management and other issues arising in our business. While these obligations do not normally impose material costs upon our operations, unexpected events, equipment malfunctions and human error, among other factors, can lead to violations of environmental laws, regulations or permits. Noncompliance with existing, or adoption of more stringent, environmental or health and safety laws and regulations or the discovery of previously unknown contamination could require us to incur costs or become the basis of new or increased liabilities that could be material.

Fossil fuel combustion creates greenhouse gas emissions that are linked to global climate change. Regulations to limit greenhouse gas emissions are coming into force in the European Union in an effort to prevent or reduce climate change. In the United States, federal proposals are under consideration that would implement some form of regulation or taxation to mitigate greenhouse gas emissions. Several states within the United States have adopted laws intended to limit fossil fuel consumption and/or encourage renewable energy development for the same purpose. The proposals include a tax on carbon, a carbon “cap-and-trade” market, and/or other restrictions on carbon and greenhouse gas emissions. California’s recently enacted Global Warming Solutions Act of 2006 established a statewide greenhouse gas emissions cap and will require mandatory emissions reporting. We do not anticipate to be directly regulated by each of the potential or developing climate change-related laws, but such legislation is likely to increase the costs of electricity or fossil fuels, and these cost increases could materially increase our costs of operation or limit the availability of electricity or emergency generator fuels. If laws reducing greenhouse gas emissions are passed, we may be required to modify our emergency power sources systems, buildings or other infrastructure in order to comply, the cost of which could be substantial.

To the extent any of these environmental regulations impose new or unexpected costs, our business, results of operations or financial conditions may be adversely affected.

We depend on a number of third parties to provide Internet connectivity to our IBX centers; if connectivity is interrupted or terminated, our operating results and cash flow could be materially adversely affected.

The presence of diverse telecommunications carriers’ fiber networks in our IBX centers is critical to our ability to retain and attract new customers. We are not a telecommunications carrier, and as such we rely on third parties to provide our customers with carrier services. We believe that the availability of carrier capacity will directly affect our ability to achieve our projected results. We rely primarily on revenue opportunities from the telecommunications carriers’ customers to encourage them to invest the capital and operating resources required to connect from their centers to our IBX centers. Carriers will likely evaluate the revenue opportunity of an IBX center based on the assumption that the environment will be highly competitive. We cannot assure you that any carrier will elect to offer its services within our IBX centers or that once a carrier has decided to provide Internet connectivity to our IBX centers that it will continue to do so for any period of time. Further, many carriers are experiencing business difficulties or announcing consolidations. As a result, some carriers may be forced to downsize or terminate connectivity within our IBX centers, which could have an adverse effect on our operating results.

Our new IBX centers require construction and operation of a sophisticated redundant fiber network. The construction required to connect multiple carrier facilities to our IBX centers is complex and involves factors outside of our control, including regulatory processes and the availability of construction resources. If the establishment of highly diverse Internet connectivity to our IBX centers does not occur, is materially delayed or is discontinued, or is subject to failure, our operating results and cash flow will be adversely affected. Any hardware or fiber failures on this network may result in significant loss of connectivity to our new IBX expansion centers. This could affect our ability to attract new customers to these IBX centers or retain existing customers.

Our networks may be vulnerable to unauthorized persons accessing our systems, which could disrupt our operations and result in the theft of our proprietary information.

A party who is able to breach the security measures on our networks could misappropriate either our proprietary information or the personal information of our customers, or cause interruptions or malfunctions in our operations. We may be required to expend significant capital and resources to protect against such threats or to alleviate problems caused by breaches in security, which could have a material adverse effect on our financial performance and operating results.

[Table of Contents](#)

A small number of customers, including IBM, account for a significant portion of our revenues, and the loss of any of these customers could significantly harm our business, financial condition and results of operations.

While no single customer accounted for 10% of our revenues for the three months ended March 31, 2008 or the year ended December 31, 2007, our top 10 customers accounted for 21%, inclusive of the impact of the IxEurope acquisition and exclusive of the impact of the Virtu acquisition, and 23%, exclusive of the impact of the IxEurope acquisition, respectively, of our revenues during these periods. As of March 31, 2008, we had 1,994 customers, excluding the impact of the Virtu acquisition. We expect that a small percentage of our customers will continue to account for a significant portion of our revenues for the foreseeable future. We cannot guarantee that we will retain these customers or that they will maintain their commitments in our IBX centers at current levels. For example, although the term of our contract with IBM, our single largest customer, runs through 2011, IBM currently has the right to reduce its commitment to us pursuant to the terms and requirements of its customer agreement. If we lose any of these key customers, or if any of them decide to reduce the level of their commitment to us, our business, financial condition and results of operations could be adversely affected.

We resell products and services of third parties that may require us to pay for such products and services even if our customers fail to pay us for them, which may have a negative impact on our operating results.

In order to provide resale services such as bandwidth, managed services and other network management services, we contract with third party service providers. These services require us to enter into fixed term contracts for services with third party suppliers of products and services. If we experience the loss of a customer who has purchased a resale product, we will remain obligated to continue to pay our suppliers for the term of the underlying contracts. The payment of these obligations without a corresponding payment from customers will reduce our financial resources and may have a material adverse effect on our operating and financial results and cash flows.

We may not be able to compete successfully against current and future competitors.

Our IBX centers and other products and services must be able to differentiate themselves from those of other providers of space and services for telecommunications companies, webhosting companies and other colocation providers. In addition to competing with neutral colocation providers, we must compete with traditional colocation providers, including local phone companies, long distance phone companies, Internet service providers and web-hosting facilities. Similarly, with respect to our other products and services, including managed services, bandwidth services and security services, we must compete with more established providers of similar services. Most of these companies have longer operating histories and significantly greater financial, technical, marketing and other resources than us.

Because of their greater financial resources, some of our competitors have the ability to adopt aggressive pricing policies, especially if they have been able to restructure their debt or other obligations. As a result, in the future, we may suffer from pricing pressure that would adversely affect our ability to generate revenues and adversely affect our operating results. In addition, these competitors could offer colocation on neutral terms, and may start doing so in the same metropolitan areas in which we have IBX centers. Some of these competitors may also provide our target customers with additional benefits, including bundled communication services, and may do so in a manner that is more attractive to our potential customers than obtaining space in our IBX centers. If these competitors were able to adopt aggressive pricing policies together with offering colocation space, our ability to generate revenues would be materially adversely affected.

We may also face competition from persons seeking to replicate our IBX concept by building new centers or converting existing centers that some of our competitors are in the process of divesting. We may continue to see increased competition for data center space and customers from large REITS who also operate in our market. We may experience competition from our landlords, some of which are REITS, in this regard. Rather than leasing available space in our buildings to large single tenants, they may decide to convert the space instead to smaller square foot units designed for multi-tenant colocation use. Landlords/REITS may enjoy a cost effective advantage in providing services similar to those provided by our IBXs, and in addition to the risk of losing customers to these parties this could also reduce the amount

Table of Contents

of space available to us for expansion in the future. Competitors may operate more successfully or form alliances to acquire significant market share. Furthermore, enterprises that have already invested substantial resources in outsourcing arrangements may be reluctant or slow to replace, limit or compete with their existing systems by becoming a customer. Customers may also decide it is cost effective for them to build out their own data centers which could have a negative impact on our results of operations. In addition, other companies may be able to attract the same potential customers that we are targeting. Once customers are located in competitors' facilities, it may be extremely difficult to convince them to relocate to our IBX centers.

Because we depend on the retention of key employees, failure to maintain competitive compensation packages, including equity incentives, may be disruptive to our business.

Our success in retaining key employees and discouraging them from moving to a competitor is an important factor in our ability to remain competitive. As is common in our industry, our employees are typically compensated through grants of equity awards in addition to their regular salaries. In addition to granting equity awards to selected new hires, we periodically grant new equity awards to certain employees as an incentive to remain with us. To the extent we are unable to offer competitive compensation packages to our employees and adequately maintain equity incentives due to equity expensing or otherwise, and should employees decide to leave us, this may be disruptive to our business and may adversely affect our business, financial condition and results of operations.

Because we depend on the development and growth of a balanced customer base, failure to attract and retain this base of customers could harm our business and operating results.

Our ability to maximize revenues depends on our ability to develop and grow a balanced customer base, consisting of a variety of companies, including network service providers, site and performance management companies, and enterprise and content companies. The more balanced the customer base within each IBX center, the better we will be able to generate significant interconnection revenues, which in turn increases our overall revenues. Our ability to attract customers to our IBX centers will depend on a variety of factors, including the presence of multiple carriers, the mix of products and services offered by us, the overall mix of customers, the IBX center's operating reliability and security and our ability to effectively market our services. In addition, some of our customers are, and are likely to continue to be, Internet companies that face many competitive pressures and that may not ultimately be successful. If these customers do not succeed, they will not continue to use the IBX centers. This may be disruptive to our business and may adversely affect our business, financial condition and results of operations.

Our products and services have a long sales cycle that may materially adversely affect our business, financial condition and results of operations.

A customer's decision to license cabinet space in one of our IBX centers and to purchase additional services typically involves a significant commitment of resources. In addition, some customers will be reluctant to commit to locating in our IBX centers until they are confident that the IBX center has adequate carrier connections. As a result, we have a long sales cycle. Furthermore, we may expend significant time and resources in pursuing a particular sale or customer that does not result in revenue. Delays due to the length of our sales cycle may materially adversely affect our business, financial condition and results of operations.

The failure to obtain favorable terms when we renew our IBX center leases could harm our business and results of operations.

While we own certain of our IBX centers, others are leased under long-term arrangements with lease terms expiring at various dates ranging from 2010 to 2027. These leased centers have all been subject to significant development by us in order to convert them from, in most cases, vacant buildings or warehouses into IBX centers. All of our IBX center leases have renewal options available to us. However, these renewal options provide for rent set at then-prevailing market rates. To the extent that then-prevailing market rates are higher than present rates, these higher costs may adversely impact our business and results of operations.

[Table of Contents](#)

We are exposed to fluctuations in the market values of our portfolio investments and in interest rates; impairment of our investments could harm our results of operations.

We maintain an investment portfolio of various holdings, types and maturities. These securities are generally classified as available-for-sale and, consequently, are recorded on our consolidated balance sheets at fair value with unrealized gains or losses as a separate component of accumulated other comprehensive income or loss. Our portfolio includes fixed income securities, the values of which are subject to market price volatility. If the market price declines, we may recognize in our statements of operations the decline in fair value of our investments below the cost basis when the decline is judged to be other-than-temporary. For information regarding the sensitivity of and risks associated with the market value of our portfolio and interest rates, refer to our discussion of “Quantitative and Qualitative Disclosures About Market Risk” included in Item 3 of this Quarterly Report on Form 10-Q.

If the market price of our stock continues to be highly volatile, the value of an investment in our common stock may decline.

Since January 1, 2007, the closing sale price of our common stock on the NASDAQ Global Select Market ranged from \$57.78 to \$116.66 per share. The market price of the shares of our common stock has been and may continue to be highly volatile. Actual sales, or the market’s perception with respect to possible sales, of a substantial number of shares of our common stock within a narrow period of time could cause our stock price to fall. Announcements by others or us may also have a significant impact on the market price of our common stock. These announcements may include:

- our operating results;
- new issuances of equity, debt or convertible debt;
- developments in our relationships with corporate customers;
- announcements by our customers or competitors;
- changes in regulatory policy or interpretation;
- governmental investigations;
- changes in the ratings of our stock by securities analysts;
- purchase or development of real estate and/or additional IBX centers;
- acquisitions of complementary businesses;
- announcements with respect to the operational performance of our IBX centers;
- market conditions for telecommunications stocks in general; and
- general economic and market conditions.

Table of Contents

The stock market has from time to time experienced extreme price and volume fluctuations, which have particularly affected the market prices for emerging telecommunications companies, and which have often been unrelated to their operating performance. These broad market fluctuations may adversely affect the market price of our common stock.

We are subject to securities class action and derivative litigation, which may harm our business and results of operations.

In the past, securities class action litigation has often been brought against a company following periods of volatility in the market price of its securities. During the quarter ended September 30, 2001, putative shareholder class action lawsuits were filed against us, a number of our officers and directors, and several investment banks that were underwriters of our initial public offering. Similar complaints were filed against more than 300 other issuers, their officers and directors, and investment banks. The suits allege that the underwriter defendants agreed to allocate stock in our initial public offering to certain investors in exchange for excessive and undisclosed commissions and agreements by those investors to make additional purchases in the aftermarket at pre-determined prices. Plaintiffs allege that the prospectus for our initial public offering was false and misleading and in violation of the securities laws because it did not disclose these arrangements. A previously agreed upon settlement with the plaintiffs has been terminated. On August 14, 2007, the plaintiffs filed amended complaints in six cases selected as test, or “focus,” cases and moved for class certification on September 27, 2007. If plaintiffs are successful in obtaining class certification in the “focus” cases, they will also likely file an amended complaint against us. We are continuing to participate in the defense of this litigation, which may increase our expenses and divert management’s attention and resources. In addition, we may, in the future, be subject to other securities class action or similar litigation.

On June 29, 2006 and September 18, 2006, shareholder derivative actions were filed in the Superior Court of the State of California, County of San Mateo, naming Equinix as a nominal defendant and several of Equinix’s current and former officers and directors as individual defendants. These actions were consolidated, and the consolidated complaint was filed in January 2007. In March 2007, the state court stayed this action in deference to a federal shareholder derivative action filed in the United States District Court for the Northern District of California in October 2006. The federal action named Equinix as a nominal defendant and several current and former officers and directors as individual defendants. This complaint alleged that the individual defendants breached their fiduciary duties and violated California and federal securities laws as a result of purported backdating of stock options, insider trading and the dissemination of false statements. On April 12, 2007, the federal action was voluntarily dismissed without prejudice pursuant to a joint stipulation entered as an order by the court. On May 3, 2007, the state court lifted the stay on proceedings in the state court action and set a briefing schedule permitting us to file a motion to dismiss on the grounds that plaintiffs lack standing to sue on our behalf. We filed our motion to dismiss on June 4, 2007 and appeared for a hearing on the motion on August 6, 2007. The state court granted our motion to dismiss and granted plaintiffs leave to amend their consolidated complaint. On October 1, 2007, plaintiffs filed an amended consolidated complaint. We filed a motion to dismiss the amended consolidated complaint, which the state court granted on February 4, 2008 with leave to amend. On March 3, 2008, a second amended consolidated complaint was filed. The second amended consolidated complaint alleges that the individual defendants breached their fiduciary duties and violated California securities law as a result of purported backdating of stock option grants, insider trading and the preparation and approval of inaccurate financial results. The second amended consolidated complaint seeks to recover, on behalf of Equinix, unspecified monetary damages, corporate governance changes, equitable and injunctive relief, restitution and fees and costs. We filed a motion to dismiss the second amended consolidated complaint on April 4, 2008, which is currently pending. In addition to the pending state court derivative action, we may be subject to additional derivative or other lawsuits that may be presented on an individual or class basis alleging claims based on our stock option granting practices. Responding to, investigating and/or defending against these complaints will present a substantial cost to us in both cash and the attention of certain management. Any adverse outcome in litigation could seriously harm our business and results of operations.

Risks Related to Our Industry

If the use of the Internet does not continue to grow, our revenues may not grow.

Acceptance and use of the Internet may not continue to develop at historical rates. Demand for Internet services and products are subject to a high level of uncertainty and are subject to significant pricing pressure. As a result, we cannot be certain that a viable market for our IBX centers will be sustained. If the market for our IBX centers grows more slowly than we currently anticipate, our revenues may not grow and our operating results could suffer.

[Table of Contents](#)

Government regulation may adversely affect the use of the Internet and our business.

Various laws and governmental regulations governing Internet related services, related communications services and information technologies and electronic commerce remain largely unsettled, even in areas where there has been some legislative action. This is true both in the U.S. and the various foreign countries in which we operate. It may take years to determine whether and how existing laws, such as those governing intellectual property, privacy, libel, telecommunications services and taxation, apply to the Internet and to related services such as ours. We have limited experience with such international regulatory issues and substantial resources may be required to comply with regulations or bring any non-compliant business practices into compliance with such regulations. In addition, the development of the market for online commerce and the displacement of traditional telephony service by the Internet and related communications services may prompt an increased call for more stringent consumer protection laws or other regulation both in the U.S. and abroad that may impose additional burdens on companies conducting business online and their service providers. The compliance with, adoption or modification of, laws or regulations relating to the Internet, or interpretations of existing laws, could have a material adverse effect on our business, financial condition and results of operation.

Industry consolidation may have a negative impact on our business model.

The telecommunications industry is currently undergoing consolidation. As customers combine businesses, they may require less colocation space, and there may be fewer networks available to choose from. Given the competitive and evolving nature of this industry, further consolidation of our customers and/or our competitors may present a risk to our network neutral business model and have a negative impact on our revenues. In addition, increased utilization levels industry-wide could lead to a reduced amount of attractive expansion opportunities available to us.

Terrorist activity throughout the world and military action to counter terrorism could adversely impact our business.

The September 11, 2001 terrorist attacks in the U.S., the ensuing declaration of war on terrorism and the continued threat of terrorist activity and other acts of war or hostility appear to be having an adverse effect on business, financial and general economic conditions internationally. These effects may, in turn, increase our costs due to the need to provide enhanced security, which would have a material adverse effect on our business and results of operations. These circumstances may also adversely affect our ability to attract and retain customers, our ability to raise capital and the operation and maintenance of our IBX centers. We may not have adequate property and liability insurance to cover catastrophic events or attacks.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

None.

Item 3. Defaults Upon Senior Securities

None.

Item 4. Submission of Matters to a Vote of Security Holders

None.

Item 5. Other Information

None.

[Table of Contents](#)

Item 6. Exhibits

| Exhibit Number | Exhibit Description | Incorporated by Reference | | |
|----------------|--|-------------------------------|---------------------------------|----------------|
| | | Form | Filing Date/ Period End Date | Filed Herewith |
| 2.1 | Combination Agreement, dated as of October 2, 2002, by and among Equinix, Inc., Eagle Panther Acquisition Corp., Eagle Jaguar Acquisition Corp., i-STT Pte Ltd, STT Communications Ltd., Pihana Pacific, Inc. and Jane Dietze, as representative of the stockholders of Pihana Pacific, Inc. | Def. Proxy 14A | 12/12/02 | |
| 3.1 | Amended and Restated Certificate of Incorporation of the Registrant, as amended to date. | 10-K/A | 12/31/02 | 3.1 |
| 3.2 | Certificate of Designation of Series A and Series A-1 Convertible Preferred Stock. | 10-K/A | 12/31/02 | 3.3 |
| 3.3 | Bylaws of the Registrant. | 10-K | 12/31/02 | 3.2 |
| 3.4 | Certificate of Amendment of the Bylaws of the Registrant. | 10-Q | 6/30/03 | 3.4 |
| 4.1 | Reference is made to Exhibits 3.1, 3.2, 3.3 and 3.4. | | | |
| 4.2 | Registration Rights Agreement (see Exhibit 10.7). | | | |
| 4.3 | Indenture dated February 11, 2004 by and between Equinix, Inc. and U.S. Bank National Association, as trustee. | 10-Q | 3/31/04 | 10.99 |
| 4.4 | Indenture dated March 30, 2007 by and between Equinix, Inc. and U.S. Bank National Association, as trustee. | 8-K | 3/30/07 | 4.4 |
| 4.5 | Form of 2.50% Convertible Subordinated Note Due 2012 (see Exhibit 4.4). | | | |
| 4.6 | Indenture dated September 26, 2007 by and between Equinix, Inc. and U.S. Bank National Association, as trustee. | 8-K | 9/26/07 | 4.4 |
| 4.7 | Form of 3.00% Convertible Subordinated Note Due 2014 (see Exhibit 4.6). | | | |
| 10.1 | Form of Indemnification Agreement between the Registrant and each of its officers and directors. | S-4 (File No. 333-93749) | 12/29/99 | 10.5 |
| 10.2+ | Lease Agreement with Carlyle-Core Chicago LLC, dated as of September 1, 1999. | S-4/A (File No. 333-93749) | 5/9/00 | 10.9 |

Table of Contents

| Exhibit Number | Exhibit Description | Incorporated by Reference | | | Filed Herewith |
|----------------|---|---------------------------|---------------------------------|---------|----------------|
| | | Form | Filing Date/ Period End Date | Exhibit | |
| 10.3 | 2000 Equity Incentive Plan, as amended. | 10-K | 12/31/07 | 10.3 | |
| 10.4 | 2000 Director Option Plan, as amended. | 10-K | 12/31/07 | 10.4 | |
| 10.5 | 2001 Supplemental Stock Plan, as amended. | 10-K | 12/31/07 | 10.5 | |
| 10.6 | Form of Severance Agreement entered into by the Company and each of the Company's executive officers. | 10-Q | 9/30/02 | 10.58 | |
| 10.7 | Registration Rights Agreement by and among Equinix and the Initial Purchasers, dated as of December 31, 2002. | 10-K | 12/31/02 | 10.75 | |
| 10.8 | Securities Purchase and Admission Agreement, dated April 29, 2003, among Equinix, certain of Equinix's subsidiaries, i-STT Investments Pte Ltd, STT Communications Ltd and affiliates of Crosslink Capital. | 8-K | 5/1/03 | 10.1 | |
| 10.9+ | Lease Agreement dated as of April 21, 2004 between Eden Ventures LLC and Equinix, Inc. | 10-Q | 6/30/04 | 10.103 | |
| 10.10 | Equinix, Inc. 2004 International Employee Stock Purchase Plan effective as of June 3, 2004. | 10-Q | 6/30/04 | 10.105 | |
| 10.11 | Equinix, Inc. Employee Stock Purchase Plan effective as of June 3, 2004. | 10-Q | 6/30/04 | 10.106 | |
| 10.12 | Form of Restricted Stock Agreement for Equinix's executive officers under the Company's 2000 Equity Incentive Plan. | 10-K | 12/31/05 | 10.115 | |
| 10.13 | Lease Agreement dated June 9, 2005 between Equinix Operating Co., Inc. and Mission West Properties L.P. and associated Guaranty of Equinix, Inc. | 10-Q | 6/30/05 | 10.117 | |
| 10.14 | Letter Agreement dated October 6, 2005 among Equinix, Inc., STT Communications Ltd. and I-STT Investments Pte. Ltd. | 8-K | 10/6/05 | 99.1 | |
| 10.15 | Lease Agreement dated December 21, 2005 between Equinix Operating Co., Inc. and iStar El Segundo, LLC and associated Guaranty of Equinix, Inc. | 10-K | 12/31/05 | 10.126 | |

Table of Contents

| <u>Exhibit Number</u> | <u>Exhibit Description</u> | <u>Incorporated by Reference</u> | | | <u>Filed Herewith</u> |
|---------------------------|--|----------------------------------|---|----------------|---------------------------|
| | | <u>Form</u> | <u>Filing Date/ Period End Date</u> | <u>Exhibit</u> | |
| 10.16+ | Loan and Security Agreement and Note between Equinix RP II, LLC and SFT I, Inc. dated December 21, 2005 and associated Guaranty of Equinix, Inc. | 10-K | 12/31/05 | 10.127 | |
| 10.17 | Lease Agreement dated as of December 21, 2005 between Equinix RP II, LLC and Equinix, Inc. | 10-K | 12/31/05 | 10.128 | |
| 10.18 | Lease Agreement dated September 14, 2006 between 777 Sinatra Drive Corp. and Equinix, Inc. | 10-Q | 9/30/06 | 10.135 | |
| 10.19 | First Omnibus Modification Agreement dated December 27, 2006 by and among SFT I, Inc. ("SFT I"), Equinix RP II, LLC ("RP II") and Equinix, Inc. ("Equinix"), Amended and Restated Promissory Note dated December 27, 2006 by RP II in favor of SFT I and Reaffirmation of Guaranty dated December 27, 2006 by RP II and Equinix in favor of SFT I. | 10-K | 12/31/06 | 10.37 | |
| 10.20 | First Amendment to Deed of Lease dated December 27, 2006 by and between Equinix RP II, LLC and Equinix Operating Co., Inc. | 10-K | 12/31/06 | 10.38 | |
| 10.21 | Development Loan and Security Agreement dated February 2, 2007 by and between CHI 3, LLC and SFT I, Inc. and related Promissory Notes One through Four. | 10-Q | 3/31/07 | 10.37 | |
| 10.22 | Guaranty dated February 2, 2007 by and between Equinix, Inc. and SFT I, Inc. | 10-Q | 3/31/07 | 10.38 | |
| 10.23 | Completion and Payment Guaranty dated February 2, 2007 by and between Equinix, Inc. and SFT I, Inc. | 10-Q | 3/31/07 | 10.39 | |
| 10.24 | Master Lease dated February 2, 2007 by and between CHI 3, LLC and Equinix Operating Co., Inc. and associated Guaranty of Lease by Equinix, Inc. | 10-Q | 3/31/07 | 10.40 | |
| 10.25 | Severance Agreement dated March 16, 2007 by and between Stephen M. Smith and Equinix, Inc. | 10-Q | 3/31/07 | 10.44 | |
| 10.26 | Form of Restricted Stock Agreements for Stephen M. Smith under the Equinix, Inc. 2000 Equity Incentive Plan. | 10-Q | 3/31/07 | 10.45 | |

[Table of Contents](#)

| Exhibit Number | Exhibit Description | Incorporated by Reference | | | Filed Herewith |
|----------------|--|---------------------------|---------------------------------|---------|----------------|
| | | Form | Filing Date/ Period End Date | Exhibit | |
| 10.27 | Facility Agreement dated August 31, 2007 by and among Equinix Singapore Pte. Ltd., Equinix Japan K.K., the Additional Borrowers (as defined therein), the Lenders (as defined therein), and ABN AMRO BANK N.V., and related Guarantee dated August 31, 2007 by Equinix, Inc. | 10-Q | 9/30/07 | 10.47 | |
| 10.28 | £82,000,000 Senior Facilities Agreement dated June 29, 2007 by and among IXEurope plc, CIT Bank Limited, as arranger, CIT Capital Finance (UK) Limited, as administrative agent and security trustee and the Lenders (as defined therein). | 10-Q | 9/30/07 | 10.49 | |
| 10.29 | Amendment and Accession Agreement, dated as of January 31, 2008, by and among Equinix Singapore Pte. Ltd., Equinix Japan K.K. and Equinix Australia Pty. Limited, as Borrowers, ABN AMRO Bank N.V., Singapore Branch, ABN AMRO Bank N.V., Japan Branch and ABN AMRO Australia Pty Limited, as Lenders and ABN AMRO Bank N.V., as Facility Agent, Arranger and Collateral Agent and related Amendment No. 1 to Guarantee by Equinix, Inc. | 10-K | 12/31/07 | 10.32 | |
| 10.30 | 2008 Equinix Annual Incentive Plan. | 10-K | 12/31/07 | 10.33 | |
| 10.31 | Form of Restricted Stock Unit Agreement for Equinix's executive officers under the Company's 2000 Equity Incentive Plan. | 10-K | 12/31/07 | 10.34 | |
| 10.32 | Equinix, Inc. Sub-Plan to the 2004 International Employee Stock Purchase Plan for Participants Located in the European Economic Area. | | | | X |
| 21.1 | Subsidiaries of Equinix. | | | | X |
| 31.1 | Chief Executive Officer Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. | | | | X |
| 31.2 | Chief Financial Officer Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. | | | | X |

Table of Contents

| <u>Exhibit Number</u> | <u>Exhibit Description</u> | <u>Incorporated by Reference</u> | | | <u>Filed Herewith</u> |
|----------------------------------|--|---|--|-----------------------|----------------------------------|
| | | <u>Form</u> | <u>Filing Date/ Period End Date</u> | <u>Exhibit</u> | |
| 32.1 | Chief Executive Officer Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. | | | | X |
| 32.2 | Chief Financial Officer Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. | | | | X |

+ Confidential treatment has been requested for certain portions which are omitted in the copy of the exhibit electronically filed with the Securities and Exchange Commission. The omitted information has been filed separately with the Securities and Exchange Commission pursuant to Equinix's application for confidential treatment.

INDEX TO EXHIBITS

| Exhibit Number | Description of Document |
|---------------------------|---|
| 10.32 | Equinix, Inc. Sub-Plan to the 2004 International Employee Stock Purchase Plan for Participants Located in the European Economic Area. |
| 21.1 | Subsidiaries of Equinix. |
| 31.1 | Chief Executive Officer Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. |
| 31.2 | Chief Financial Officer Certification pursuant to Section 302 of the Sarbanes-Oxley Act of 2002. |
| 32.1 | Chief Executive Officer Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. |
| 32.2 | Chief Financial Officer Certification pursuant to Section 906 of the Sarbanes-Oxley Act of 2002. |

EQUINIX, INC.
SUB-PLAN TO THE
2004 INTERNATIONAL EMPLOYEE STOCK PURCHASE PLAN
FOR PARTICIPANTS LOCATED IN THE EUROPEAN ECONOMIC AREA

I. PURPOSE OF THE SUB-PLAN.

Equinix, Inc. has established the 2004 International Employee Stock Purchase Plan (the "IESPP") to provide Eligible Employees with an opportunity to increase their proprietary interest in the success of the Company by purchasing Stock from the Company on favorable terms.

Section 2(b) of the IESPP authorizes the Committee to adopt such rules, guidelines and forms as it deems appropriate to implement the IESPP.

The Committee has determined that it is appropriate and advisable to establish a sub-plan to the IESPP with effect from February 14, 2008, for the purpose of complying with applicable local laws implementing the EU Prospectus Directive 2003/71/EC (November 4, 2003). The terms of the IESPP shall, subject to the modifications in the following rules, constitute the sub-plan to the IESPP for Participants located in any EU Member State or European Economic Area ("EEA") treaty adherent state (the "Sub-Plan").

Capitalized terms not otherwise defined herein shall have the same meanings as set forth in the IESPP.

II. TERMS OF THE SUB-PLAN.

Notwithstanding any other provision in the IESPP, in no event shall the total consideration paid through payroll deductions authorized by Participants located in EU Member States and EEA treaty adherent states for the purchase of the Company's Stock pursuant to an offer under this Sub-Plan, when combined with the total consideration of all other offers to the public by the Company of its Stock within any EU Member State or EEA treaty adherent state, exceed the amount of €2,499,999 in a 12-month period. In order not to exceed this limit, the Company reserves the right to limit the number of shares of Stock that may be purchased by each Participant to ensure that the total consideration of all offers of Stock within any EU Member State or EEA treaty adherent state does not exceed €2,499,999 in a 12-month period. Any such limit imposed under this Sub-Plan will be applied to all Participants on similar terms and on a pro-rata basis.

List of Equinix's Subsidiaries

| <u>Name</u> | <u>Jurisdiction</u> |
|--|---------------------|
| Equinix Operating Co., Inc. | Delaware |
| Equinix Asia Pacific Pte Ltd | Singapore |
| Equinix Singapore Holdings Pte Ltd | Singapore |
| Equinix Singapore Pte Ltd | Singapore |
| Equinix Pacific Pte Ltd | Singapore |
| Pihana Pacific SDN, BHD | Malaysia |
| Equinix Pacific, Inc. | Delaware |
| Equinix Japan KK (in Kanji) | Japan |
| Equinix Australia Pty Ltd | Australia |
| Equinix Hong Kong Ltd | Hong Kong |
| Equinix RP, Inc. | Delaware |
| Equinix RP II LLC | Delaware |
| CHI 3, LLC | Delaware |
| CHI 3 Procurement, LLC | Illinois |
| NY3, LLC | Delaware |
| SV1, LLC | Delaware |
| LA4, LLC | Delaware |
| Equinix Europe Ltd | United Kingdom |
| Equinix Group Ltd | United Kingdom |
| Equinix (UK) Ltd | United Kingdom |
| Equinix (Services) Ltd | United Kingdom |
| Equinix Corporation Ltd | United Kingdom |
| Equinix Investments Ltd | United Kingdom |
| Equinix (Dusseldorf) GmbH | Germany |
| Equinix (Real Estate) GmbH | Germany |
| Equinix (Germany) GmbH | Germany |
| Equinix (France) SAS | France |
| Interconnect Exchange Europe SL | Spain |
| Equinix (Switzerland) AG | Switzerland |
| Intelisite BV | The Netherlands |
| Equinix (Netherlands) BV | The Netherlands |
| Equinix (Netherlands) Holding Coöperatie U.A | The Netherlands |
| Virtu Secure Web Services BV | The Netherlands |

**CERTIFICATION PURSUANT TO
SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Stephen M. Smith, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Equinix, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: April 30, 2008

/s/ Stephen M. Smith

Stephen M. Smith

President and Chief Executive Officer

**CERTIFICATION PURSUANT TO
SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Keith D. Taylor, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Equinix, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
 - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
 - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
 - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
 - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
 - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: April 30, 2008

/s/ Keith D. Taylor

Keith D. Taylor
Chief Financial Officer

**CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of Equinix, Inc. (the "Company") on Form 10-Q for the period ending March 31, 2008, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Stephen M. Smith, President and Chief Executive Officer of the Company, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

/s/ Stephen M. Smith

Stephen M. Smith
President and Chief Executive Officer

April 30, 2008

**CERTIFICATION PURSUANT TO
18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of Equinix, Inc. (the "Company") on Form 10-Q for the period ending March 31, 2008, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Keith D. Taylor, Chief Financial Officer of the Company, certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

/s/ Keith D. Taylor
Keith D. Taylor
Chief Financial Officer

April 30, 2008