## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

**WASHINGTON, D.C. 20549** 

### FORM 8-K

#### **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): May 3, 2023

### EQUINIX, INC.

(Exact name of Registrant as Specified in Its Charter)

Delaware (State or Other Jurisdiction of Incorporation) 001-40205 (Commission File Number) 77-0487526 (IRS Employer Identification No.)

One Lagoon Drive Redwood City, California (Address of Principal Executive Offices)

94065 (Zip Code)

Registrant's Telephone Number, Including Area Code: 650 598-6000

(Former Name or Former Address, if Changed Since Last Report)

Check the a	appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
	Securities registered pursuant to Section 12(b) of the Act:

	Trading	
Title of each class	Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.001	EQIX	The Nasdaq Stock Market LLC
0.250% Senior Notes due 2027	N/A	The Nasdaq Stock Market LLC
1.000% Senior Notes due 2033	N/A	The Nasdag Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company  $\Box$ 

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.  $\Box$ 

#### Item 2.02. Results of Operations and Financial Condition

On May 3, 2023, Equinix, Inc. ("Equinix") issued a press release and will hold a conference call regarding its financial results for the first quarter ended March 31, 2023. A copy of the press release is furnished as Exhibit 99.1 to this report.

This information shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

Equinix is making reference to certain non-GAAP financial information in both the press release and the conference call. A reconciliation of these non-GAAP financial measures to the comparable GAAP financial measures is contained in the attached press release.

#### Item 9.01. Financial Statements and Exhibits

#### (d) Exhibits.

99.1 Press Release of Equinix, Inc. dated May 3, 2023.

104 Cover Page Interactive Data File - the cover page iXBRL tags are embedded within the Inline XBRL document

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

EQUINIX, INC.

Date: May 3, 2023 By: /s/ Keith D, Taylor

Keith D. Taylor

Chief Financial Officer

#### **Equinix Reports First-Quarter 2023 Results**

Company Delivers Quarterly Revenues of Approximately \$2 Billion as Businesses Continue to Prioritize Digital Infrastructure

REDWOOD CITY, Calif., May 3, 2023 /PRNewswire/ --

- Quarterly revenues increased 15% over the same quarter last year to \$2.0 billion, or 16% on a normalized and constant currency basis
- Closed approximately 4,000 deals across more than 3,000 customers
- Customer deployments across multiple regions increased to 76% of total recurring revenue, an increase of 1% quarter over quarter, demonstrating
  the value of the Equinix global platform

Equinix, Inc. (Nasdaq: EQIX), the world's digital infrastructure company™, today reported results for the quarter ended March 31, 2023. Equinix uses certain non-GAAP financial measures, which are described further below and reconciled to the most comparable GAAP financial measures after the presentation of our GAAP financial statements. All per share results are presented on a fully diluted basis.

#### First-Quarter 2023 Results Summary

#### Revenues

- Approximately \$2.0 billion, a record quarter-over-quarter step up of \$127 million or a 7% increase over the previous quarter
- Includes approximately \$90 million from power price increases and a \$2 million foreign currency benefit when compared to prior guidance rates

#### Operating Income

• \$384 million, a 36% increase over the previous quarter, due to strong operating performance and flat quarter-over-quarter SG&A spend and an operating margin of 19%

#### . Net Income and Net Income per Share attributable to Equinix

\$259 million, a 101% increase over the previous quarter, primarily due to higher income from operations and lower net interest expense

• \$2.77 per share, a 99% increase over the previous quarter

#### Adjusted EBITDA

- \$944 million, a 13% increase over the previous quarter, and an adjusted EBITDA margin of 47%
- Includes a \$2 million foreign currency benefit when compared to prior guidance rates
- Includes \$5 million of integration costs

#### · AFFO and AFFO per Share

- \$802 million, a 22% increase over the previous quarter, primarily due to strong operating performance and seasonally lower recurring capital expenditures
- \$8.59 per share, a 21% increase over the previous quarter
- Includes \$5 million of integration costs

#### 2023 Annual Guidance Summary

#### Revenues

- \$8.175 \$8.275 billion, an increase of 13 14% over the previous year, or a normalized and constant currency increase of 14 15%
- An increase of \$30 million compared to prior guidance at the mid-point

#### Adjusted EBITDA

- \$3.635 \$3.715 billion, a 45% adjusted EBITDA margin
- An increase of \$20 million compared to prior guidance at the mid-point
- Assumes \$33 million of integration costs

#### · AFFO and AFFO per Share

- \$2.927 \$3.007 billion, an increase of 8 11% over the previous year, or a normalized and constant currency increase of 10 13%
- An increase of \$44 million compared to prior guidance at the mid-point
- \$31.15 \$32.00 per share, an increase of 5 8% over the previous year, or a normalized and constant currency increase of 8 11%
- Assumes \$33 million of integration costs

Equinix does not provide forward-looking guidance for certain financial data, such as depreciation, amortization, accretion, stock-based compensation, net income (loss) from operations, cash generated from operating activities and cash used in investing activities, and as a result, is not able to provide a reconciliation of GAAP to non-GAAP financial measures for forward-looking data without unreasonable effort. The impact of such adjustments could be significant.

#### **Equinix Quote**

#### Charles Meyers, President and CEO, Equinix:

"We had a strong start to the year, delivering nearly \$2 billion of revenue for the quarter, as our outlook remains positive with the overall demand for digital transformation fueling our conviction around the long-term secular drivers of our business. We look forward to our upcoming analyst day next month, where we plan to continue the discussion of the significant opportunity ahead and our strongly differentiated position in capturing this opportunity as we enable our customers to access all the right places, partners and possibilities."

#### **Business Highlights**

- Equinix further invested in the expansion of its global platform which encompasses 248 data centers across 71 metros in 32 countries, including 50 major builds underway in 37 markets. Specific initiatives included:
  - In February, Equinix <u>announced</u> plans to build its second International Business Exchange™ (IBX®) data center in Barcelona. The new site will serve as a strategic connection point for data communications between Africa, Europe and the Middle East, as Barcelona grows as a vital hub for regional subsea cables.
  - In April, Equinix invested \$50 million toward a new state-of-the-art IBX data center expected to open in Montreal in the second half of 2023.
  - Equinix continues to expand its Data Center Services portfolio with four openings in Frankfurt, Paris, Singapore and Sydney, and four newly approved projects in Frankfurt, Lagos, Melbourne and Rio de Janeiro. The company has 10 xScale<sup>®</sup> projects underway that are expected to deliver more than 90 megawatts of capacity once opened.
- Equinix continues to make progress in advancing its sustainability commitments:
  - As noted in the company's recently published <u>Annual Sustainability Report</u>, Equinix achieved 96% renewable energy coverage of its
    operational load for 2022, marking the fifth consecutive year with over 90% renewable energy coverage. This reflects a 10% year-over-year
    increase in procurement of renewable energy on a GWh basis. Equinix also advanced its science-based targets including a 23% reduction in
    operational emissions across Scope 1 and Scope 2 from its 2019 baseline.
  - · Year to date, Equinix has significantly increased its commitment to renewable power projects by signing a number of new long-term Power

Purchase Agreements (PPAs) in Spain totaling 345 megawatts (MW). Once operational, the projects are expected to generate sufficient power to match the consumption and more at Equinix's IBX data centers in Barcelona and Madrid. The new projects, along with existing projects, will bring Equinix's contracted PPA capacity to 715 MW globally.

- As global data volumes continue to accelerate, Equinix surpassed a new milestone of 30 terabits per second (TB/s) of peak traffic across its global Internet Exchanges—a 50% increase in approximately 18 months.
- Equinix continues to extend its leadership as the home of the interconnected cloud with five cloud on-ramp wins in Q1 bringing Equinix's portfolio to 210 on-ramps across 46 markets. More than half of the metros in which Equinix operates now offer two or more on-ramps to the largest cloud players.
- In January, Equinix appointed Thomas Olinger to its Board of Directors. Olinger, who previously served as the Chief Financial Officer at Prologis for the past 15 years, is a member of the Equinix Board's Audit, Finance and Real Estate Committees. Equinix thanks Bud Lyons for his exceptional service and contributions to the growth and success of the company over the past 15 years as he retires from the Board.

#### **Business Outlook**

For the second quarter of 2023, the Company expects revenues to range between \$1.995 and \$2.025 billion, an increase of approximately 0 - 1% over the previous quarter, or a normalized and constant currency increase of 0 - 2%. This guidance includes a negative \$10 million foreign currency impact when compared to the average FX rates in Q1 2023 and lower non-recurring revenues. Adjusted EBITDA is expected to range between \$881 and \$911 million. Adjusted EBITDA reflects the impact of increased seasonal energy costs and the expected expiration of prior power cost commitments, and a negative \$5 million foreign currency impact when compared to the average FX rates in Q1 2023. For the quarter, integration costs from acquisitions are expected to be \$5 million. Recurring capital expenditures are expected to range between \$35 and \$45 million.

For the full year of 2023, total revenues are expected to range between \$8.175 and \$8.275 billion, a 13 - 14% increase over the previous year, or a normalized and constant currency increase of 14 - 15%. This \$30 million increase from previously issued guidance is due to a foreign currency benefit when compared to the prior guidance rates. Adjusted EBITDA is expected to range between \$3.635 and \$3.715 billion, an adjusted EBITDA margin of 45%. This \$20 million increase from previously issued guidance is primarily due to a \$13 million foreign currency benefit when compared to prior guidance rates, \$5 million of better-than-expected operating performance and a \$2 million reduction of integration costs. AFFO is expected to range between \$2.927 and \$3.007 billion, an increase of 8 - 11% over the previous year, or a normalized and constant currency increase of 10 - 13%. This \$44 million increase from previously issued guidance is due to \$32 million of better-than-expected business performance, a \$2 million reduction of integration costs and a \$10 million foreign currency benefit when compared to prior guidance rates. AFFO per share is expected to range between \$31.15 and \$32.00, an increase of 5 - 8% over the previous year, or a normalized and constant currency increase of 8 - 11%. Total capital expenditures are expected to range between \$2.708 and \$2.958 billion. Non-recurring capital expenditures, including xScale-related capital expenditures, are expected to range between \$2.510 and \$2.740 billion, and recurring capital expenditures are expected to range between \$198 and \$218 million. xScale-related on-balance sheet capital expenditures are expected to range between \$131 and \$181 million, which we anticipate will be reimbursed to Equinix from both the current and future xScale JVs.

The U.S. dollar exchange rates used for 2023 guidance, taking into consideration the impact of our current foreign currency hedges, have been updated to \$1.09 to the Euro, \$1.19 to the Pound, S\$1.33 to the U.S. Dollar, ¥133 to the U.S. Dollar, A\$1.50 to the U.S. Dollar, HK\$7.85 to the U.S. Dollar, R\$5.08 to the U.S. Dollar and C\$1.35 to the U.S. Dollar. The Q1 2023 global revenue breakdown by currency for the Euro, British Pound, Singapore Dollar, Japanese Yen, Australian Dollar, Hong Kong Dollar, Brazilian Real and Canadian Dollar is 20%, 9%, 8%, 5%, 4%, 3%, 3% and 2%, respectively.

The adjusted EBITDA guidance is based on the revenue guidance less our expectations of cash cost of revenues and cash operating expenses. The AFFO guidance is based on the adjusted EBITDA guidance less our expectations of net interest expense, an installation revenue adjustment, a straight-line rent expense adjustment, a contract cost adjustment, amortization of deferred financing costs and debt discounts and premiums, income tax expense, an income tax expense adjustment, recurring capital expenditures, other income (expense), (gains) losses on disposition of real estate property, and adjustments for unconsolidated joint ventures' and non-controlling interests' share of these items.

#### Q1 2023 Results Conference Call and Replay Information

Equinix will discuss its quarterly results for the period ended March 31, 2023, along with its future outlook, in its quarterly conference call on Wednesday, May 3, 2023, at 5:30 p.m. ET (2:30 p.m. PT). A simultaneous live webcast of the call will be available on the company's Investor Relations website at <a href="https://www.equinix.com/investors">www.equinix.com/investors</a>. To hear the conference call live, please dial 1-517-308-9482 (domestic and international) and reference the passcode EQIX.

A replay of the call will be available one hour after the call through Wednesday, August 2, 2023, by dialing 1-888-293-8912 and referencing the passcode 2023. In addition, the webcast will be available at <a href="https://www.equinix.com/investors">www.equinix.com/investors</a> (no password required).

#### Investor Presentation and Supplemental Financial Information

Equinix has made available on its website a presentation designed to accompany the discussion of Equinix's results and future outlook, along with certain supplemental financial information and other data. Interested parties may access this information through the Equinix Investor Relations website at <a href="https://www.equinix.com/investors">www.equinix.com/investors</a>.

#### **Additional Resources**

• Equinix Investor Relations Resources

#### **About Equinix**

Equinix (Nasdaq: EQIX) is the world's digital infrastructure company, enabling digital leaders to harness a trusted platform to bring together and interconnect the foundational infrastructure that powers their success. Equinix enables today's businesses to access all the right places, partners and possibilities they need to accelerate advantage. With Equinix, they can scale with agility, speed the launch of digital services, deliver world-class experiences and multiply their value.

#### Non-GAAP Financial Measures

Equinix provides all information required in accordance with generally accepted accounting principles ("GAAP"), but it believes that evaluating its ongoing operating results may be difficult if limited to reviewing only GAAP financial measures. Accordingly, Equinix uses non-GAAP financial measures to evaluate its operations.

Equinix provides normalized and constant currency growth rates, which are calculated to adjust for acquisitions, dispositions, integration costs, changes in accounting principles and foreign currency.

Equinix presents adjusted EBITDA, which is a non-GAAP financial measure. Adjusted EBITDA represents net income excluding income tax expense, interest income, interest expense, other income or expense, gain or loss on debt extinguishment, depreciation, amortization, accretion, stock-based compensation expense, restructuring charges, impairment charges, transaction costs and gain or loss on asset sales.

In presenting non-GAAP financial measures, such as adjusted EBITDA, cash cost of revenues, cash gross margins, cash operating expenses (also known as cash selling, general and administrative expenses or cash SG&A), adjusted EBITDA margins, free cash flow and adjusted free cash flow, Equinix excludes certain items that it believes are not good indicators of Equinix's current or future operating performance. These items are depreciation, amortization, accretion of asset retirement obligations and accrued restructuring charges, stock-based compensation, restructuring charges, impairment

charges, transaction costs and gain or loss on asset sales. Equinix excludes these items in order for its lenders, investors and the industry analysts who review and report on Equinix to better evaluate Equinix's operating performance and cash spending levels relative to its industry sector and competitors.

Equinix excludes depreciation expense as these charges primarily relate to the initial construction costs of a data center, and do not reflect its current or future cash spending levels to support its business. Its data centers are long-lived assets, and have an economic life greater than 10 years. The construction costs of a data center do not recur with respect to such data center, although Equinix may incur initial construction costs in future periods with respect to additional data centers, and future capital expenditures remain minor relative to the initial investment. This is a trend it expects to continue. In addition, depreciation is also based on the estimated useful lives of the data centers. These estimates could vary from actual performance of the asset, are based on historic costs incurred to build out our data centers and are not indicative of current or expected future capital expenditures. Therefore, Equinix excludes depreciation from its operating results when evaluating its operations.

In addition, in presenting the non-GAAP financial measures, Equinix also excludes amortization expense related to acquired intangible assets. Amortization expense is significantly affected by the timing and magnitude of acquisitions, and these charges may vary in amount from period to period. We exclude amortization expense to facilitate a more meaningful evaluation of our current operating performance and comparisons to our prior periods. Equinix excludes accretion expense, both as it relates to its asset retirement obligations as well as its accrued restructuring charges, as these expenses represent costs which Equinix also believes are not meaningful in evaluating Equinix's current operations. Equinix excludes stock-based compensation expense, as it can vary significantly from period to period based on share price and the timing, size and nature of equity awards. As such, Equinix and many investors and analysts exclude stock-based compensation expense to compare its operating results with those of other companies. Equinix excludes restructuring charges from its non-GAAP financial measures. The restructuring charges relate to Equinix's decision to exit leases for excess space adjacent to several of its IBX® data centers, which it did not intend to build out, or its decision to reverse such restructuring charges. Equinix also excludes impairment charges generally related to certain long-lived assets. The impairment charges are related to expense recognized whenever events or changes in circumstances indicate that the carrying amount of assets are not recoverable. Equinix also excludes gain or loss on asset sales as it represents profit or loss that is not meaningful in evaluating the current or future operating performance. Finally, Equinix excludes transaction costs from its non-GAAP financial measures to allow more comparable comparisons of the financial results to the historical operations. The transaction costs relate to costs Equinix incurs in connection with business combinations and formation of joint ventures, including advisory, legal, accounting, valuation and other professional or consulting fees. Such charges generally are not relevant to assessing the long-term performance of Equinix. In addition, the frequency and amount of such charges vary significantly based on the size and timing of the transactions. Management believes items such as restructuring charges, impairment charges, transaction costs and gain or loss on asset sales are non-core transactions; however, these types of costs may occur in future periods.

Equinix also presents funds from operations ("FFO") and adjusted funds from operations ("AFFO"), both commonly used in the REIT industry, as supplemental performance measures. Additionally, Equinix presents AFFO per share, which is also commonly used in the REIT industry. AFFO per share offers investors and industry analysts a perspective of Equinix's underlying operating performance when compared to other REIT companies. FFO is calculated in accordance with the definition established by the National Association of Real Estate Investment Trusts ("NAREIT"). FFO represents net income or loss, excluding gain or loss from the disposition of real estate assets, depreciation and amortization on real estate assets and adjustments for unconsolidated joint ventures' and non-controlling interests' share of these items. AFFO represents FFO, excluding depreciation and amortization expense on non-real estate assets, accretion, stock-based compensation, stock-based charitable contributions, restructuring charges, impairment charges, transaction costs, an installation revenue adjustment, a straight-line rent expense adjustment, a contract cost adjustment, amortization of deferred financing costs and debt discounts and premiums, gain or loss on debt extinguishment, an income tax expense adjustment, recurring capital expenditures, net income or loss from discontinued operations, net of tax and adjustments from FFO to AFFO for unconsolidated joint ventures' and non-controlling interests' share of these items. Equinix excludes depreciation expense, amortization expense, accretion, stock-based compensation, restructuring charges, impairment charges and transaction costs for the same reasons that they are excluded from the other non-GAAP financial measures mentioned above.

Equinix includes an adjustment for revenues from installation fees, since installation fees are deferred and recognized ratably over the period of contract term, although the fees are generally paid in a lump sum upon installation. Equinix includes an adjustment for straight-line rent expense on its operating leases, since the total minimum lease payments are recognized ratably over the lease term, although the lease payments generally increase over the lease term. Equinix also includes an adjustment to contract costs incurred to obtain contracts, since contract costs are capitalized and amortized over the estimated period of benefit on a straight-line basis, although costs of obtaining contracts are generally incurred and paid during the period of obtaining the contracts. The adjustments for installation revenues, straight-line rent expense and contract costs are intended to isolate the cash activity included within the straight-lined or amortized results in the consolidated statement of operations. Equinix excludes the amortization of deferred financing costs and debt discounts and premiums as these expenses relate to the initial costs incurred in connection with its debt financings that have no current or future cash obligations. Equinix excludes gain or loss on debt extinguishment since it represents a cost that is not a good indicator of Equinix's current or future operating performance. Equinix includes an income tax expense adjustment, which represents the non-cash tax impact due to changes in valuation allowances and uncertain tax positions that do not relate to the current period's operations. Equinix excludes recurring capital expenditures, which represent expenditures to extend the useful life of its IBX and xScale data centers or other assets that are required to support current revenues. Equinix also excludes net income or loss from discontinued operations, net of tax, which represents results that are not a good indicator of our current or future operating performance.

Equinix presents constant currency results of operations, which is a non-GAAP financial measure and is not meant to be considered in isolation or as an alternative to GAAP results of operations. However, Equinix has presented this non-GAAP financial measure to provide investors with an additional tool to evaluate its operating results without the impact of fluctuations in foreign currency exchange rates, thereby facilitating period-to-period comparisons of Equinix's business performance. To present this information, Equinix's current and comparative prior period revenues and certain operating expenses from entities with functional currencies other than the U.S. dollar are converted into U.S. dollars at a consistent exchange rate for purposes of each result being compared.

Non-GAAP financial measures are not a substitute for financial information prepared in accordance with GAAP. Non-GAAP financial measures should not be considered in isolation, but should be considered together with the most directly comparable GAAP financial measures and the reconciliation of the non-GAAP financial measures to the most directly comparable GAAP financial measures such non-GAAP financial measures to provide investors with an additional tool to evaluate its operating results in a manner that focuses on what management believes to be its core, ongoing business operations. Management believes that the inclusion of these non-GAAP financial measures provides consistency and comparability with past reports and provides a better understanding of the overall performance of the business and its ability to perform in subsequent periods. Equinix believes that if it did not provide such non-GAAP financial information, investors would not have all the necessary data to analyze Equinix effectively.

Investors should note that the non-GAAP financial measures used by Equinix may not be the same non-GAAP financial measures, and may not be calculated in the same manner, as those of other companies. Investors should, therefore, exercise caution when comparing non-GAAP financial measures used by us to similarly titled non-GAAP financial measures of other companies. Equinix does not provide forward-looking guidance for certain financial data, such as depreciation, amortization, accretion, stock-based compensation, net income or loss from operations, cash generated from operating activities and cash used in investing activities, and as a result, is not able to provide a reconciliation of GAAP to non-GAAP financial measures for forward-looking data without unreasonable effort. The impact of such adjustments could be significant. Equinix intends to calculate the various non-GAAP financial measures in future periods consistent with how they were calculated for the periods presented within this press release.

#### **Forward-Looking Statements**

This press release contains forward-looking statements that involve risks and uncertainties. Actual results may differ materially from expectations discussed in such forward-looking statements. Factors that might cause such differences include, but are not limited to, risks to our business and operating results related to the current inflationary environment; foreign currency exchange rate fluctuations; increased costs to procure power and the general volatility in the global energy market; the challenges of acquiring, operating and constructing IBX and xScale data centers and developing, deploying and delivering Equinix

products and solutions; unanticipated costs or difficulties relating to the integration of companies we have acquired or will acquire into Equinix; a failure to receive significant revenues from customers in recently built out or acquired data centers; failure to complete any financing arrangements contemplated from time to time; competition from existing and new competitors; the ability to generate sufficient cash flow or otherwise obtain funds to repay new or outstanding indebtedness; the loss or decline in business from our key customers; risks related to our taxation as a REIT and other risks described from time to time in Equinix fillings with the Securities and Exchange Commission. In particular, see recent and upcoming Equinix quarterly and annual reports filed with the Securities and Exchange Commission, copies of which are available upon request from Equinix. Equinix does not assume any obligation to update the forward-looking information contained in this press release.

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

		Th	ree N	Nonths End	ed	
		rch 31, 2023	Dec	ember 31, 2022	M	arch 31, 2022
Recurring revenues	\$ 1,	890,080	\$	1,773,380	\$	1,642,324
Non-recurring revenues		108,129		97,465		92,123
Revenues	1,	998,209		1,870,845		1,734,447
Cost of revenues	1,	006,091		970,700		915,875
Gross profit		992,118		900,145		818,572
Operating expenses:						
Sales and marketing		210,671		207,233		192,511
General and administrative		394,874		400,183		352,687
Transaction costs		1,600		10,529		4,240
Loss on asset sales		852				1,818
Total operating expenses		607,997		617,945		551,256
Income from operations		384,121		282,200		267,316
Interest and other income (expense):						
Interest income		19,388		18,462		2,106
Interest expense		(97,481)		(94,200)		(79,965)
Other income (expense)		7,503		(28,895)		(9,549)
Gain on debt extinguishment		254		143		529
Total interest and other, net		(70,336)		(104,490)		(86,879)
Income before income taxes		313,785		177,710		180,437
Income tax expense		(55,055)		(48,807)		(32,744)
Net income		258,730		128,903		147,693
Net (income) loss attributable to non-controlling interests		56		(140)	_	(240)
Net income attributable to Equinix	\$	258,786	\$	128,763	\$	147,453
Net income per share attributable to Equinix:						
Basic net income per share	\$	2.78	\$	1.39	\$	1.62
Diluted net income per share	\$	2.77	\$	1.39	\$	1.62
Shares used in computing basic net income per share		92,971		92,573		90,771
Shares used in computing diluted net income per share		93,340		92,752	_	91,162

## EQUINIX, INC. Condensed Consolidated Statements of Comprehensive Income (in thousands) (unaudited)

		Tł	ree N	lonths End	ed	
	M	larch 31, 2023	Dec	ember 31, 2022	M	arch 31, 2022
Net income	\$	258,730	\$	128,903	\$	147,693
Other comprehensive income, net of tax:						
Foreign currency translation adjustment ("CTA") gain (loss)		157,214		796,716		(122,534)
Net investment hedge CTA gain (loss)		(39,960)		(379,960)		91,358
Unrealized gain (loss) on cash flow hedges		(12,881)		(50,231)		64,037
Net actuarial loss on defined benefit plans		(115)		(42)		(21)
Total other comprehensive loss, net of tax		104,258		366,483		32,840
Comprehensive income, net of tax		362,988		495,386		180,533
Net (income) loss attributable to non-controlling interests		56		(140)		(240)
Other comprehensive income attributable to non-controlling interests		_		(12)		(3)
Comprehensive income attributable to Equinix	\$	363,044	\$	495,234	\$	180,290

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

	M	arch 31, 2023	Dece	ember 31, 2022
Assets				
Cash and cash equivalents	\$	2,642,578	\$	1,906,421
Accounts receivable, net		913,413		855,380
Other current assets		437,155		459,138
Assets held for sale		_		84,316
Total current assets		3,993,146		3,305,255
Property, plant and equipment, net		16,913,734		16,649,534
Operating lease right-of-use assets		1,403,716		1,427,950
Goodwill		5,712,063		5,654,217
Intangible assets, net		1,859,655		1,897,649
Other assets		1,391,884		1,376,137
Total assets	\$	31,274,198	\$	30,310,742

Liabilities and Stockholders' Equity			
Accounts payable and accrued expenses	\$ 933,290	\$	1,004,800
Accrued property, plant and equipment	287,911		281,347
Current portion of operating lease liabilities	141,558		139,538
Current portion of finance lease liabilities	155,447		151,420
Current portion of mortgage and loans payable	9,869		9,847
Other current liabilities	226,077		251,346
Total current liabilities	1,754,152		1,838,298
Operating lease liabilities, less current portion	1,240,071		1,272,812
Finance lease liabilities, less current portion	2,105,130		2,143,690
Mortgage and loans payable, less current portion	653,235		642,708
Senior notes, less current portion	12,707,851		12,109,539
Other liabilities	784,900		797,863
Total liabilities	19,245,339		18,804,910
Common stock	94		93
Additional paid-in capital	17,795,701		17,320,017
Treasury stock	(65,988)		(71,966)
Accumulated dividends	(7,639,195)		(7,317,570)
Accumulated other comprehensive loss	(1,285,188)		(1,389,446)
Retained earnings	3,223,624		2,964,838
Total Equinix stockholders' equity	12,029,048		11,505,966
Non-controlling interests	(189)		(134)
Total stockholders' equity	12,028,859		11,505,832
Total liabilities and stockholders' equity	\$ 31,274,198	\$	30,310,742
Ending headcount by geographic region is as follows:			
Americas headcount	5,620		5,493
EMEA headcount	4,027		3,936
Asia-Pacific headcount	2,701		2,668
Total headcount	12,348		12,097
		_	_

# EQUINIX, INC. Summary of Debt Principal Outstanding (in thousands) (unaudited)

		March 31, 2023	Dec	cember 31, 2022
Finance lease liabilities	\$	2,260,577	\$	2,295,110
Term loans		630,052		618,028
Mortgage payable and other loans payable		33,052		34,527
Plus: debt discount and issuance costs, net		1,003		1,062
Total loans payable principal	_	664,107		653,617
Senior notes		12,707,851		12,109,539
Plus: debt discount and issuance costs		117,863		117,351
Total senior notes principal		12,825,714		12,226,890
Total debt principal outstanding	\$	15,750,398	\$	15,175,617

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

		Three Months Ended	
	March 31, 2023	December 31, 2022	March 31, 2022
Cash flows from operating activities:			
Net income	\$ 258,730	\$ 128,903	\$ 147,693
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation, amortization and accretion	454,939	438,492	436,386
Stock-based compensation	98,715	107,519	89,952
Amortization of debt issuance costs and debt discounts and premiums	4,590	4,553	4,204
Gain on debt extinguishment	(254)	(143)	(529)
Loss on asset sales	852	· —	1,818
Other items	9,001	44,880	6,050
Changes in operating assets and liabilities:			
Accounts receivable	(68,082)	(56,209)	(100,727)
Income taxes, net	4,991	(17,701)	13,881
Accounts payable and accrued expenses	(72,765)	31,511	(75,980)
Operating lease right-of-use assets	34,766	36,171	35,400
Operating lease liabilities	(33,587)	(34,586)	(31,740)
Other assets and liabilities	(16,054)	76,799	54,715
Net cash provided by operating activities	675,842	760,189	581,123
Cash flows from investing activities:			
Purchases, sales and maturities of investments, net	(24,393)	(35,222)	(38,558)
Real estate acquisitions	(40,397)	(208,377)	(3,074)
Purchases of other property, plant and equipment	(529,600)	(827,927)	(412,518)
Proceeds from asset sales	87,820	· -	195,391
Net cash used in investing activities	(506,570)	(1,071,526)	(258,759)
Cash flows from financing activities:			

Proceeds from employee equity awards	44,543	_	43,876
Payment of dividend distributions	(326,162)	(287,573)	(289,669)
Proceeds from public offering of common stock, net of offering costs	300,775	_	_
Proceeds from mortgage and loans payable	_	_	676,850
Proceeds from senior notes, net of debt discounts	565,239	_	_
Repayment of finance lease liabilities	(35,498)	(36,394)	(40,773)
Repayment of mortgage and loans payable	(2,403)	(1,714)	(551,833)
Debt issuance costs	(4,257)	_	(7,366)
Net cash provided by (used in) financing activities	542,237	(325,681)	(168,915)
Effect of foreign currency exchange rates on cash, cash equivalents and restricted cash	23,883	37,398	4,593
Net increase in cash, cash equivalents and restricted cash	735,392	(599,620)	158,042
Cash, cash equivalents and restricted cash at beginning of period	1,908,248	2,507,868	1,549,454
Cash, cash equivalents and restricted cash at end of period	\$ 2,643,640	\$ 1,908,248	\$ 1,707,496
Supplemental cash flow information:		<u></u>	<u></u>
Cash paid for taxes	\$ 48,960	\$ 44,091	\$ 20,150
Cash paid for interest	\$ 103,904	\$ 128,511	\$ 104,051
Free cash flow (negative free cash flow) <sup>(1)</sup>	\$ 193,665	\$ (276,115)	\$ 360,922
Adjusted free cash flow (negative adjusted free cash flow) (2)	\$ 234,062	\$ (67,738)	\$ 363,996
(1) We define free cash flow (negative free cash flow) as net cash provided by operating activities plus net cash provided purchases, sales and maturities of investments) as presented below:	ded by (used in) invest	ing activities (excluding the	ne net
Net cash provided by operating activities as presented above	\$ 675,842	\$ 760,189	\$ 581,123
Net cash used in investing activities as presented above	(506,570)	(1,071,526)	(258,759)
Purchases, sales and maturities of investments, net	24,393	35,222	38,558
Free cash flow (negative free cash flow)	\$ 193,665	\$ (276,115)	\$ 360,922
(2) We define adjusted free cash flow (negative adjusted free cash flow) as free cash flow (negative free cash flow) as acquisitions, net of cash and restricted cash acquired as presented below:	s defined above, exclud	ding any real estate and b	ousiness
Free cash flow (negative free cash flow) as defined above	\$ 193,665	\$ (276,115)	\$ 360,922
Less real estate acquisitions	40,397	208,377	3,074
Adjusted free cash flow (negative adjusted free cash flow)	\$ 234,062	\$ (67,738)	\$ 363,996

# EQUINIX, INC. Non-GAAP Measures and Other Supplemental Data (in thousands) (unaudited)

		Three Months Ended	
	March 31, 2023	December 31, 2022	March 31, 2022
Recurring revenues	\$ 1,890,080	\$ 1,773,380	\$ 1,642,324
Non-recurring revenues	108,129	97,465	92,123
Revenues (1)	1,998,209	1,870,845	1,734,447
Cash cost of revenues (2)	665,978	642,176	583,703
Cash gross profit <sup>(3)</sup>	1,332,231	1,228,669	1,150,744
Cash operating expenses (4)(7):			
Cash sales and marketing expenses (5)	140,310	140,697	124,706
Cash general and administrative expenses (6)	247,638	249,232	226,326
Total cash operating expenses (4)(7)	387,948	389,929	351,032
Adjusted EBITDA <sup>(8)</sup>	\$ 944,283	\$ 838,740	\$ 799,712
Cash gross margins <sup>(9)</sup>	67 %	66 %	66 %
Adjusted EBITDA margins <sup>(10)</sup>	47 %	45 %	46 %
Adjusted EBITDA flow-through rate (11)	83 %	(107) %	43 %
FFO <sup>(12)</sup>	\$ 548,152	\$ 406,945	\$ 432,644
AFFO (13)(14)	\$ 801,793	\$ 657,818	\$ 652,632
Basic FFO per share <sup>(15)</sup>	\$ 5.90	\$ 4.40	\$ 4.77
Diluted FFO per share <sup>(15)</sup>	\$ 5.87	\$ 4.39	\$ 4.75
Basic AFFO per share <sup>(15)</sup>	\$ 8.62	\$ 7.11	\$ 7.19
Diluted AFFO per share (15)	\$ 8.59	\$ 7.09	\$ 7.16

Americas Revenues:			
Colocation	\$ 574,098	\$ 568,240	\$ 522,17
Interconnection	198,639	197,337	181,10
Managed infrastructure	60,860	59,244	49,22
Other	4,872	4,885	5,13
Recurring revenues	838,469	829,706	757,630
Non-recurring revenues	43,906 \$ 882,375	42,065 \$ 871,771	\$ 800,42
Revenues	Ψ 002,373	Ψ 0/1,//1	Ψ 000,42
EMEA Revenues:			
Colocation	\$ 515,611	\$ 450,480	\$ 414,56
Interconnection  Managed infrastructure	72,606 31,424	66,710 29,431	68,14 30,99
Other	25,200	23,882	6,41
Recurring revenues	644,841	570,503	520,113
Non-recurring revenues	46,376	31,208	30,367
Revenues	\$ 691,217	\$ 601,711	\$ 550,480
Asia-Pacific Revenues:			
Colocation	\$ 318,705	\$ 291,480	\$ 282,615
Interconnection	65,562	61,572	59,987
Managed infrastructure Other	18,963 3,540	17,819 2,300	20,642 1,33
Recurring revenues	406,770	373,171	364,58
Non-recurring revenues	17,847	24,192	18,965
Revenues	\$ 424,617	\$ 397,363	\$ 383,546
Worldwide Revenues:			
Colocation	\$ 1,408,414	\$ 1,310,200	\$ 1,219,35
Interconnection	336,807	325,619	309,230
Managed infrastructure	111,247	106,494	100,854
Other	33,612	31,067	12,885
Recurring revenues	1,890,080	1,773,380	1,642,324
Non-recurring revenues Revenues	108,129 \$ 1,998,209	97,465 \$ 1,870,845	92,123 \$ 1,734,447
We define cash cost of revenues as cost of revenues less depreciation, amortization, accretion and s	tock-hased compensation as pre-	cented below:	
We define cash cost of revenues as cost of revenues less depreciation, amortization, accretion and s	·		¢ 015 07
Cost of revenues	\$ 1,006,091	\$ 970,700	\$ 915,878
	·		\$ 915,879 (321,729 (10,445)
Cost of revenues Depreciation, amortization and accretion expense	\$ 1,006,091 (328,790)	\$ 970,700 (316,549)	(321,729
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense	\$ 1,006,091 (328,790) (11,323)	\$ 970,700 (316,549) (11,975)	(321,729 (10,44)
Cost of revenues  Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues  The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues	\$ 1,006,091 (328,790) (11,323) \$ 665,978	\$ 970,700 (316,549) (11,975) \$ 642,176	(321,729 (10,443 \$ 583,703 \$ 239,403
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues  The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues	\$ 1,006,091 (328,790) (11,323) \$ 665,978 \$ 245,407 271,179	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574	\$ 239,403 202,848
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues  The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues Asia-Pacific cash cost of revenues	\$ 1,006,091 (328,790) (11,323) \$ 665,978 \$ 245,407 271,179 149,392	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228	\$ 239,403 202,848 141,452
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues  The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues	\$ 1,006,091 (328,790) (11,323) \$ 665,978 \$ 245,407 271,179	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574	\$ 239,403 202,848
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Asia-Pacific cash cost of revenues Cash cost of revenues We define cash gross profit as revenues less cash cost of revenues (as defined above).	\$ 1,006,091 (328,790) (11,323) \$ 665,978 \$ 245,407 271,179 149,392 \$ 665,978	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176	\$ 239,403 202,848 141,452 \$ 583,703
Cost of revenues  Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues  The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues  EMEA cash cost of revenues  Asia-Pacific cash cost of revenues Cash cost of revenues	\$ 1,006,091 (328,790) (11,323) \$ 665,978 \$ 245,407 271,179 149,392 \$ 665,978	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176	\$ 239,403 202,848 141,452 \$ 583,703
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues Cash cost of revenues We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation,	\$ 1,006,091 (328,790) (11,323) \$ 665,978 \$ 245,407 271,179 149,392 \$ 665,978	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176	\$ 239,403 202,848 141,452 \$ 583,703
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues Cash cost of revenues We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation, operating expense as cash selling, general and administrative expense or "cash SG&A".  Selling, general, and administrative expense Depreciation and amortization expense	\$ 1,006,091 (328,790) (11,323) \$ 665,978 \$ 245,407 271,179 149,392 \$ 665,978 amortization, and stock-based co	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176 empensation. We also to the second se	(321,729 (10,44) \$ 583,700 \$ 239,400 202,844 141,452 \$ 583,700 refer to cash \$ 545,190 (114,65)
Cost of revenues  Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues  The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues Cash cost of revenues  We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation, operating expense as cash selling, general and administrative expense or "cash SG&A".  Selling, general, and administrative expense Depreciation and amortization expense Stock-based compensation expense	\$ 1,006,091 (328,790) (11,323) \$ 665,978 \$ 245,407 271,179 149,392 \$ 665,978 amortization, and stock-based co	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176 empensation. We also to the second of	(321,729 (10,44) \$ 583,700 \$ 239,400 202,846 141,452 \$ 583,700 refer to cash \$ 545,199 (114,65) (79,509
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues Cash cost of revenues We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation, operating expense as cash selling, general and administrative expense or "cash SG&A".  Selling, general, and administrative expense Depreciation and amortization expense	\$ 1,006,091 (328,790) (11,323) \$ 665,978 \$ 245,407 271,179 149,392 \$ 665,978 amortization, and stock-based co	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176 empensation. We also to the second se	(321,729 (10,44) \$ 583,700 \$ 239,400 202,844 141,452 \$ 583,700 refer to cash \$ 545,190 (114,65)
Cost of revenues  Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues  The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues Cash cost of revenues  We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation, operating expense as cash selling, general and administrative expense or "cash SG&A".  Selling, general, and administrative expense Depreciation and amortization expense Stock-based compensation expense	\$ 1,006,091 (328,790) (11,323) \$ 665,978  \$ 245,407 271,179 149,392 \$ 665,978  amortization, and stock-based co \$ 605,545 (130,205) (87,392) \$ 387,948	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176 empensation. We also to the second of	\$ 239,403 \$ 239,403 202,846 141,452 \$ 583,703  refer to cash  \$ 545,196 (114,65) (79,506) \$ 351,032
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues Cash cost of revenues We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation, operating expense as cash selling, general and administrative expense or "cash SG&A".  Selling, general, and administrative expense Depreciation and amortization expense Cash operating expense Cash operating expense We define cash sales and marketing expense as sales and marketing expense less depreciation, amortization expense	\$ 1,006,091 (328,790) (11,323) \$ 665,978  \$ 245,407 271,179 149,392 \$ 665,978  amortization, and stock-based compensation of the compensation of t	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176 empensation. We also to the second of	(321,729 (10,443) \$ 583,703 \$ 239,403 202,848 141,452 \$ 583,703 refer to cash \$ 545,199 (114,65) (79,503) \$ 351,032
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues Cash cost of revenues  We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation, operating expense as cash selling, general and administrative expense or "cash SG&A".  Selling, general, and administrative expense Depreciation and amortization expense Cash operating expense  Cash operating expense  We define cash sales and marketing expense as sales and marketing expense less depreciation, amortization expense Depreciation and amortization expense	\$ 1,006,091 (328,790) (11,323) \$ 665,978  \$ 245,407 271,179 149,392 \$ 665,978  amortization, and stock-based co  \$ 605,545 (130,205) (87,392) \$ 387,948  ortization and stock-based compe	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176 sympensation. We also to \$ 607,416 (121,943) (95,544) \$ 389,929 ensation as presented by \$ 207,233 (49,604)	(321,729 (10,44) \$ 583,700 \$ 239,400 202,844 141,452 \$ 583,700 refer to cash \$ 545,196 (114,65) (79,500 \$ 351,032 pelow:
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues Cash cost of revenues We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation, operating expense as cash selling, general and administrative expense or "cash SG&A".  Selling, general, and administrative expense Depreciation and amortization expense Cash operating expense Cash operating expense We define cash sales and marketing expense as sales and marketing expense less depreciation, amortization expense	\$ 1,006,091 (328,790) (11,323) \$ 665,978  \$ 245,407 271,179 149,392 \$ 665,978  amortization, and stock-based compensation of the compensation of t	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176 empensation. We also to the second of	(321,72: (10,44: \$ 583,70:  \$ 239,40: 202,84: 141,45: \$ 583,70:  refer to cash  \$ 545,19: (114,65: (79,50: \$ 351,03:  pelow: \$ 192,51: (47,62: (20,18-2)
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues  The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues Cash cost of revenues  We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation, operating expense as cash selling, general and administrative expense or "cash SG&A".  Selling, general, and administrative expense Depreciation and amortization expense Stock-based compensation expense Cash operating expense  We define cash sales and marketing expense as sales and marketing expense less depreciation, amortization and amortization expense Depreciation and amortization expense Cash operating expense Depreciation and amortization expense Cash sales and marketing expense Cash sales and marketing expense Cash sales and marketing expense	\$ 1,006,091 (328,790) (11,323) \$ 665,978  \$ 245,407 271,179 149,392 \$ 665,978  amortization, and stock-based co  \$ 605,545 (130,205) (87,392) \$ 387,948  ortization and stock-based competitions  \$ 210,671 (50,856) (19,505) \$ 140,310	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176 sumpensation. We also to \$ 607,416 (121,943) (95,544) \$ 389,929 ensation as presented to \$ 207,233 (49,604) (16,932) \$ 140,697	(321,72: (10,44: \$ 583,70:  \$ 239,40: 202,84: 141,45: \$ 583,70:  refer to cash  \$ 545,19: (114,65: (79,50: \$ 351,03:  pelow:  \$ 192,51: (47,62: (20,18: \$ 124,70:
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues  The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues  We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation, operating expense as cash selling, general and administrative expense or "cash SG&A".  Selling, general, and administrative expense Depreciation and amortization expense Stock-based compensation expense Cash operating expense  We define cash sales and marketing expense as sales and marketing expense less depreciation, amortization and amortization expense Depreciation and amortization expense Depreciation and amortization expense Depreciation and amortization expense Depreciation and amortization expense	\$ 1,006,091 (328,790) (11,323) \$ 665,978  \$ 245,407 271,179 149,392 \$ 665,978  amortization, and stock-based co  \$ 605,545 (130,205) (87,392) \$ 387,948  ortization and stock-based competitions  \$ 210,671 (50,856) (19,505) \$ 140,310	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176 sumpensation. We also to \$ 607,416 (121,943) (95,544) \$ 389,929 ensation as presented to \$ 207,233 (49,604) (16,932) \$ 140,697	(321,729 (10,44) \$ 583,700 \$ 239,400 202,846 141,452 \$ 583,700 \$ 583,700 (114,65) (79,500 \$ 351,032 Delow: \$ 192,511 (47,62) (20,184) \$ 124,700
Cost of revenues Depreciation, amortization and accretion expense Stock-based compensation expense Cash cost of revenues The geographic split of our cash cost of revenues is presented below:  Americas cash cost of revenues EMEA cash cost of revenues EMEA cash cost of revenues Cash cost of revenues Asia-Pacific cash cost of revenues Cash cost of revenues We define cash gross profit as revenues less cash cost of revenues (as defined above).  We define cash operating expense as selling, general, and administrative expense less depreciation, operating expense as cash selling, general and administrative expense or "cash SG&A".  Selling, general, and administrative expense Depreciation and amortization expense Cash operating expense  We define cash sales and marketing expense as sales and marketing expense less depreciation, amortization and amortization expense Depreciation and amortization expense Depreciation and amortization expense Cash operating expense Depreciation and amortization expense Cash sales and marketing expense Cash sales and marketing expense Cash sales and marketing expense  We define cash general and administrative expense as general and administrative expense less depreciation cash sales and marketing expense	\$ 1,006,091 (328,790) (11,323) \$ 665,978  \$ 245,407 271,179 149,392 \$ 665,978  amortization, and stock-based co  \$ 605,545 (130,205) (87,392) \$ 387,948  ortization and stock-based competitions  \$ 210,671 (50,856) (19,505) \$ 140,310	\$ 970,700 (316,549) (11,975) \$ 642,176 \$ 263,374 226,574 152,228 \$ 642,176 sumpensation. We also to \$ 607,416 (121,943) (95,544) \$ 389,929 ensation as presented to \$ 207,233 (49,604) (16,932) \$ 140,697	(321,729 (10,44) \$ 583,700 \$ 239,400 202,846 141,452 \$ 583,700 \$ 583,700 (114,65) (79,500 \$ 351,032 Delow: \$ 192,511 (47,62) (20,184) \$ 124,700

	Cash general and administrative expense	\$ 247,638	\$ 249,232	\$ 226,326						
(7)	The geographic split of our cash operating expense, or cash SG&A, as defined above, is presented by	below:								
	American costs COSA	Ф 224.004	Ф 244 FCO	\$ 204.463						
	Americas cash SG&A EMEA cash SG&A	\$ 231,881 93,525	\$ 214,560 104.648	\$ 204,463 87,287						
	Asia-Pacific cash SG&A	62,542	70,721	59,282						
	Cash SG&A	\$ 387,948	\$ 389,929	\$ 351,032						
(8)	We define adjusted EBITDA as net income excluding income tax expense, interest income, interest expense, other income or expense, loss or gain on debt extinguishment, depreciation, amortization, accretion, stock-based compensation expense, restructuring charges, impairment charges, transaction costs, and gain or loss on asset sales as presented below:									
	Net income	\$ 258,730	\$ 128,903	\$ 147,693						
	Income tax expense	55,055	48,807	32,744						
	Interest income	(19,388)	(18,462)	(2,106)						
	Interest expense	97,481	94,200	79,965						
	Other expense (income)	(7,503)	28,895	9,549						
	Gain on debt extinguishment	(254)	(143)	(529)						
	Depreciation, amortization and accretion expense	458,995	438,492	436,386						
	Stock-based compensation expense	98,715	107,519	89,952						
	Transaction costs	1,600	10,529	4,240						
	Loss on asset sales	852		1,818						
	Adjusted EBITDA	\$ 944,283	\$ 838,740	\$ 799,712						
	The geographic split of our adjusted EBITDA is presented below:									
	Americas net loss	\$ (40,492)	\$ (67,580)	\$ (19,572)						
	Americas income tax expense (benefit)	55,142	(33,279)	32,744						
	Americas interest income	(15,175)	(16,259)	(1,728)						
	Americas interest expense	84,280	83,363	70,730						
	Americas other expense (income)	5,104	104,539	(23,390)						
	Americas gain on debt extinguishment	· <u> </u>	_	(261)						
	Americas depreciation, amortization and accretion expense	245,107	237,919	230,086						
	Americas stock-based compensation expense	67,814	76,131	63,917						
	Americas transaction costs	477	9,003	2,991						
	Americas loss on asset sales	2,830	· <del>_</del>	1,038						
	Americas adjusted EBITDA	\$ 405,087	\$ 393,837	\$ 356,555						
	EMEA net income	\$ 199,015	\$ 195,224	\$ 98,388						
		\$ 199,013	16,531	φ 90,300						
	EMEA income tax expense	(2.540)	,	(2027)						
	EMEA interest income	(2,540)	(1,251)	(267)						
	EMEA interest expense	4,149	2,675	916						
	EMEA other expense (income)	(16,480)	(77,880)	29,171						
	EMEA depreciation, amortization and accretion expense	124,675	116,097	114,866						
	EMEA stock-based compensation expense	18,836	18,840	16,112						
	EMEA transaction costs	836	253	1,157						
	EMEA (gain) loss on asset sales	(1,978)		2						
	EMEA adjusted EBITDA	\$ 326,513	\$ 270,489	\$ 260,345						
	Asia-Pacific net income	\$ 100,207	\$ 1,259	\$ 68,877						
	Asia-Pacific income tax expense (benefit)	(87)	65,555	_						
	Asia-Pacific interest income	(1,673)	(952)	(111)						
	Asia-Pacific interest expense	9,052	8,162	8,319						
	Asia-Pacific other expense	3,873	2,236	3,768						
	Asia-Pacific gain on debt extinguishment	(254)	(143)	(268)						
	Asia-Pacific depreciation, amortization and accretion expense	89,213	84,476	91,434						
	Asia-Pacific stock-based compensation expense	12,065	12,548	9,923						
	Asia-Pacific transaction costs	287	1,273	92						
	Asia-Pacific loss on asset sales	<u> </u>		778 \$ 182,812						
	Asia-Pacific adjusted EBITDA	\$ 212,683	\$ 174,414	\$ 182,812						
9)	We define cash gross margins as cash gross profit divided by revenues.									
	Our cash gross margins by geographic region are presented below:									
	Americas cash gross margins	72 %	70 %	70 %						
	EMEA cash gross margins	61 %	62 %	63 %						
	Asia-Pacific cash gross margins	65 %	62 %	63 %						
0)	We define adjusted EBITDA margins as adjusted EBITDA divided by revenues.									
	Americas adjusted EBITDA margins	46 %	45 %	45 %						
	EMEA adjusted EBITDA margins	47 %	45 %	47 %						
	•									
	Asia-Pacific adjusted EBITDA margins	50 %	44 %	48 %						
1)	We define adjusted EBITDA flow-through rate as incremental adjusted EBITDA growth divided by incremental adjusted	cremental revenue growth as follow	ws:							
	Adjusted EBITDA - current period	\$ 944,283	\$ 838,740	\$ 799,712						
	Less adjusted EBITDA - prior period	(838,740)	(870,916)	(787,577)						
	Adjusted EBITDA growth	\$ 105,543	\$ (32,176)	\$ 12,135						
	Augusted Letter growth	<del></del>	+ (0=,110)	2,100						

Reve	nues - current period	\$ 1,998,209		\$ 1,870,845 \$ 1,734,447						
Less	revenues - prior period		1,870,845)		1,840,659)		1,706,378)			
F	Revenue growth	\$	127,364	\$	30,186	\$	28,069			
Adjus	sted EBITDA flow-through rate		83 %		(107) %		43 %			
	FFO is defined as net income or loss, excluding gain or loss from the disposition of real estate assets, depreciation and amortization on real estate assets and adjustments for unconsolidated joint ventures' and non-controlling interests' share of these items.									
	·	•	250 720	r.	100.000	œ.	147.000			
	ncome	\$	258,730	\$	128,903	\$	147,693			
	(income) loss attributable to non-controlling interests		56 258,786		(140) 128,763		(240) 147,453			
	tments:		250,760		120,703		147,455			
	al estate depreciation		283,681		274,625		280,196			
	s on disposition of real estate property		2,561		437		2,845			
	ustments for FFO from unconsolidated joint ventures		3,124		3,120		2,150			
F	FO attributable to common shareholders	\$	548,152	\$	406,945	\$	432,644			
contri adjus loss fi	Dis defined as FFO, excluding depreciation and amortization expense on non-real estate assets, accretio butions, restructuring charges, impairment charges, transaction costs, an installation revenue adjustment tment, amortization of deferred financing costs and debt discounts and premiums, gain or loss on debt export discontinued operations, net of tax, recurring capital expenditures and adjustments from FFO to AFF of these items.	t, a straigh xtinguishm	t-line rent exp ent, an incom	ense adj e tax exp	justment, a co pense adjustm	ntract co ent, net i	income or			
	attributable to common shareholders	\$	548,152	\$	406,945	\$	432,644			
	tments: allation revenue adjustment		(2,237)		6,975		845			
	ight-line rent expense adjustment		1,179		1,585		3,660			
	ortization of deferred financing costs and debt discounts and premiums		4,590		4,553		4,204			
	tract cost adjustment		(6,682)		(17,380)		(14,939)			
Stoc	ck-based compensation expense		98,715		107,519		89,952			
Stoc	ck-based charitable contributions		_		34,974		_			
Non	-real estate depreciation expense		120,945		111,342		105,575			
	ortization expense		52,474		51,438		49,569			
	retion expense		1,895		1,086		1,046			
	urring capital expenditures		(21,729)		(80,047)		(23,881)			
	n on debt extinguishment nsaction costs		(254) 1,600		(143) 10,529		(529) 4,240			
	me tax expense (benefit) adjustment		1,582		19,806		(323)			
	istments for AFFO from unconsolidated joint ventures		1,563		(1,364)		569			
•	) attributable to common shareholders	\$	801,793	\$	657,818	\$	652,632			
(14) Follo	wing is how we reconcile from adjusted EBITDA to AFFO:									
		\$	944,283	\$	838,740	\$	799,712			
•	ted EBITDA trments:									
•	erest expense, net of interest income		(78,093)		(75,738)		(77,859)			
	nortization of deferred financing costs and debt discounts and premiums		4,590		4,553		4,204			
Inc	ome tax expense		(55,055)		(48,807)		(32,744)			
Inc	ome tax expense (benefit) adjustment		1,582		19,806		(323)			
	aight-line rent expense adjustment		1,179		1,585		3,660			
	ock-based charitable contributions		<del>-</del>		34,974		<del></del> .			
	ntract cost adjustment		(6,682)		(17,380)		(14,939)			
	tallation revenue adjustment curring capital expenditures		(2,237) (21,729)		6,975 (80,047)		845 (23,881)			
	ner (expense) income		7,503		(28,895)		(9,549)			
	ss on disposition of real estate property		2,561		437		2,845			
	justments for unconsolidated JVs' and non-controlling interests		4,743		1,615		2,479			
	justment for loss on sale of assets		(852)		_		(1,818)			
AFFC	attributable to common shareholders	\$	801,793	\$	657,818	\$	652,632			
(15) The s	shares used in the computation of basic and diluted FFO and AFFO per share attributable to Equinix is pr	esented be	elow:							
Share	es used in computing basic net income per share, FFO per share and AFFO per share		92,971		92,573		90,771			
	t of dilutive securities:									
Е	imployee equity awards		369		179		391			
Share	es used in computing diluted net income per share, FFO per share and AFFO per share		93,340		92,752		91,162			
Basic	FFO per share	\$	5.90	\$	4.40	\$	4.77			
Dilute	od FFO per share	\$	5.87	\$	4.39	\$	4.75			
Racio	AFFO per share	\$	8.62	\$	7.11	\$	7.19			
	·	\$	8.59	\$	7.09		7.16			
Dilute	ed AFFO per share	φ	0.03	φ	1.03	Ψ	7.10			



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