

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): February 10, 2010

EQUINIX, INC.

(Exact Name of Registrant as Specified in its Charter)

Delaware

(State or other jurisdiction
of incorporation)

000-31293

(Commission
File Number)

77-0487526

(IRS Employer
Identification No.)

301 Velocity Way, 5th Floor
Foster City, California 94404
(650) 513-7000

(Addresses of principal executive offices)

Check the 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))

Item 2.02. Results of Operations and Financial Condition

The information in Item 2.02 of this Current Report is being furnished and shall not be deemed "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that Section. The information in Item 2.02 of this Current Report shall not be incorporated by reference into any registration statement or other document pursuant to the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such filing.

On February 10, 2010, Equinix, Inc. ("Equinix") issued a press release announcing its financial results for the quarter and year ended December 31, 2009. A copy of the press release is attached as Exhibit 99.1. Equinix released certain non-GAAP information in the press release and attached to the press release is a reconciliation to the non-GAAP information.

On February 10, 2010, in connection with the issuance of the press release, Equinix will hold a conference call to discuss the press release.

Item 9.01. Financial Statements and Exhibits**(d) Exhibits.**

99.1 Press Release of Equinix, Inc., dated February 10, 2010.

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: February 10, 2010

By: /s/ KEITH D. TAYLOR
Keith D. Taylor
Chief Financial Officer

EXHIBIT INDEX

Exhibit
Number

Description

99.1

Press Release of Equinix, Inc., dated February 10, 2010.

Equinix Reports Fourth Quarter and Year End 2009 Results

- **Reported 2009 annual revenues of \$882.5 million, a 25% increase over the previous year**
- **Reported 2009 annual adjusted EBITDA of \$408.6 million, a 40% increase over the previous year**
- **Announced 2010 annual revenue guidance of \$1,050.0 million to \$1,075.0 million**
- **Announced 2010 adjusted EBITDA guidance of \$460.0 million to \$480.0 million**

FOSTER CITY, Calif.--(BUSINESS WIRE)--February 10, 2010--Equinix, Inc. (Nasdaq:EQIX), a provider of global data center services, today reported quarterly and year-end results for the period ended December 31, 2009.

Revenues were \$242.6 million for the fourth quarter, a 7% increase over the previous quarter, and \$882.5 million for the year ended December 31, 2009, a 25% increase over 2008 revenues. Recurring revenues, consisting primarily of colocation, interconnection and managed services were \$231.5 million for the fourth quarter, a 7% increase over the previous quarter, and \$841.8 million for the year ended December 31, 2009, a 26% increase over 2008. Non-recurring revenues were \$11.1 million in the quarter and \$40.7 million for the year ended December 31, 2009.

"Equinix closed out a solid year with a strong Q4, executing well and delivering on objectives across all three regions throughout 2009," said Steve Smith, president and CEO of Equinix. "The disciplined investments that we've been making in our capacity and scale, along with strong customer demand, position Equinix well for continued industry leading growth."

Cost of revenues were \$127.1 million for the fourth quarter, a 1% increase from the previous quarter, and \$483.4 million for the year ended December 31, 2009, a 17% increase over 2008. Cost of revenues, excluding depreciation, amortization, accretion and stock-based compensation of \$41.6 million for the fourth quarter and \$168.8 million for the year, were \$85.5 million for the fourth quarter, a 4% increase over the previous quarter, and \$314.6 million for the year ended December 31, 2009, a 19% increase over 2008. Cash gross margins, defined as gross profit less depreciation, amortization, accretion and stock-based compensation, divided by revenues, for the quarter were 65%, up from 64% the previous quarter and unchanged from the same quarter last year. Cash gross margins were 64% for the full year of 2009, up from 62% for the prior year.

Selling, general and administrative expenses were \$60.9 million for the fourth quarter, a 12% increase over the previous quarter and \$218.9 million for the year ended December 31, 2009, a 3% increase over 2008. Selling, general and administrative expenses, excluding depreciation, amortization and stock-based compensation of \$15.5 million for the fourth quarter and \$59.6 million for the year, were \$45.4 million for the fourth quarter, a 15% increase over the previous quarter, and \$159.3 million for 2009, an 8% increase over 2008.

Acquisition costs were \$3.8 million for the fourth quarter and \$5.2 million for the year ended December 31, 2009. We did not expense acquisition costs in the prior year. Our acquisition costs for the fourth quarter were related to the pending Switch and Data acquisition.

Net income for the fourth quarter was \$17.7 million. This represents a basic net income per share of \$0.45 and diluted net income per share of \$0.44 based on a weighted average share count of 39.1 million and 40.5 million, respectively, for the fourth quarter of 2009. Net income for the year ended December 31, 2009 was \$69.4 million. This represents a basic net income per share of \$1.80 and diluted net income per share of \$1.75 based on a weighted average share count of 38.5 million and 39.7 million, respectively, for the year ended December 31, 2009.

Adjusted EBITDA, defined as income or loss from operations before depreciation, amortization, accretion, stock-based compensation, restructuring charges and acquisition costs, for the fourth quarter was \$111.7 million, an increase of 5% over the previous quarter, and \$408.6 million for the year ended December 31, 2009, a 40% increase over 2008.

Capital expenditures in the fourth quarter were \$101.7 million, of which \$20.7 million was attributed to ongoing capital expenditures and \$81.0 million was attributed to expansion capital expenditures. Capital expenditures for the year ended December 31, 2009 were \$369.5 million, of which \$64.4 million was attributed to ongoing capital expenditures and \$305.1 million was attributed to expansion capital expenditures.

The Company generated cash from operating activities of \$82.5 million for the fourth quarter as compared to \$107.5 million in the previous quarter. Cash generated from operating activities for the year ended December 31, 2009 was \$355.5 million as compared to \$267.6 million in the previous year. Cash used in investing activities was \$15.7 million in the fourth quarter as compared to \$260.5 million in the previous quarter. Cash used in investing activities for the year was \$558.2 million as compared to \$478.0 million in the previous year.

As of December 31, 2009, the Company's cash, cash equivalents and investments were \$604.4 million, as compared to \$307.9 million as of December 31, 2008.

Company Metrics

- To view Equinix's Non-Financial Metrics, please visit the Investors section of Equinix's web site at www.equinix.com/investors and click on View Equinix's Non-Financial Metrics

Business Outlook

For the first quarter of 2010, the Company expects revenues to be in the range of \$245.0 to \$247.0 million, including approximately \$5.0 million of currency headwinds compared to our prior expectations. Cash gross margins are expected to be approximately 64%. Cash selling, general and administrative expenses are expected to be approximately \$46.0 million. Adjusted EBITDA is expected to be between \$110.0 and \$112.0 million. Capital expenditures for 2010 are expected to be in the range of \$110.0 to \$130.0 million, comprised of approximately \$20.0 million of ongoing capital expenditures and \$90.0 to \$110.0 million of expansion capital expenditures.

For the full year of 2010, total revenues are expected to be in the range of \$1,050.0 to \$1,075.0 million, including approximately \$22.0 million of currency headwinds compared to our prior expectations. Total year cash gross margins are expected to be approximately 64%. Cash selling, general and administrative expenses are expected to be in the range of \$200.0 to \$220.0 million. Adjusted EBITDA for the year is expected to be between \$460.0 and \$480.0 million. Capital expenditures for 2010 are expected to be in the range of \$400.0 to \$500.0 million, comprised of approximately \$100.0 million of ongoing capital expenditures related to customer installation expenditures, new product innovation solutions, internal ERP system solutions and increased investment in IBX reliability. Expansion capital expenditures are expected to range between \$300.0 to \$400.0 million.

The Company will discuss its results and guidance on its quarterly conference call on Wednesday, February 10, 2010, at 5:30 p.m. ET (2:30 p.m. PT). To hear the conference call live, please dial 773-756-4788 (domestic and international) and reference the passcode (EQIX). A simultaneous live Webcast of the call will be available over the Internet at www.equinix.com, under the Investor Relations heading.

A replay of the call will be available beginning on Wednesday, February 10, 2010 at 7:30 p.m. (ET) through March 10, 2010 by dialing 203-369-1034 and reference the passcode (2010). In addition, the Webcast will be available on the company's Web site at www.equinix.com. No password is required for the webcast.

About Equinix

Equinix, Inc. (Nasdaq:EQIX) provides global data center services that ensure the vitality of the information-driven world. Global enterprises, content and financial companies, and network service providers rely upon Equinix's insight and expertise to protect and connect their most valued information assets. Equinix operates 49 International Business Exchange™ (IBX®) data centers across 18 markets in North America, Europe and Asia-Pacific.

Important information about Equinix is routinely posted on the investor relations page of its website located at www.equinix.com/investors. We encourage you to check Equinix's website regularly for the most up-to-date information.

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, 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 to evaluate its operations. In presenting these non-GAAP financial measures, Equinix excludes certain other items that it believes are not good indicators of the Company's current or future operating performance. These other items are depreciation, amortization, accretion of asset retirement obligations and accrued restructuring charge liabilities, stock-based compensation, restructuring charges and acquisition costs. Legislative and regulatory requirements encourage use of and emphasis on GAAP financial metrics and require companies to explain why non-GAAP financial metrics are relevant to management and investors. Equinix excludes these items in order for Equinix's lenders, investors, and industry analysts who review and report on the Company, to better evaluate the Company's operating performance and cash spending levels relative to its industry sector and competitor base.

Equinix excludes depreciation expense as these charges primarily relate to the initial construction costs of our IBX centers and do not reflect our current or future cash spending levels to support our business. Our IBX centers are long-lived assets, and have an economic life greater than ten years. The construction costs of our IBX centers do not recur and future capital expenditures remain minor relative to our initial investment. This is a trend we expect to continue. In addition, depreciation is also based on the estimated useful lives of our IBX centers. These estimates could vary from actual performance of the asset, are based on historic costs incurred to build out our IBX 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 excludes amortization expense related to certain intangible assets, as it represents a cost that may not recur and is not a good indicator of the Company's current or future operating performance. Equinix excludes accretion expense, both as it relates to its asset retirement obligations as well as its accrued restructuring charge liabilities, as these expenses represent costs which Equinix believes are not meaningful in evaluating the Company's current operations. Equinix excludes non-cash stock-based compensation expense as it represents expense attributed to stock awards that have no current or future cash obligations. As such, we, and many investors and analysts, exclude this stock-based compensation expense when assessing the cash generating performance of our operations. Equinix excludes restructuring charges from its non-GAAP financial measures. The restructuring charges relate to the Company's decision to exit leases for excess space adjacent to several of our IBX centers, which we did not intend to build out, or our decision to reverse such restructuring charges. Equinix excludes acquisition costs from its non-GAAP financial measures. The acquisition costs relate to expenses the Company incurs in connection with business combinations. Management believes such items as restructuring charges and acquisition costs are unique transactions, and consequently, does not consider these items as a normal component of expenses or income related to current and ongoing operations.

Our management does not itself, nor does it suggest that investors should, consider such non-GAAP financial measures in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. However, we have presented such non-GAAP financial measures to provide investors with an additional tool to evaluate our operating results in a manner that focuses on what management believes to be our 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, however, 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 that of other companies. In addition, whenever Equinix uses such non-GAAP financial measures, it provides a reconciliation of non-GAAP financial measures to the most closely applicable GAAP financial measure. Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measure.

Equinix does not provide forward-looking guidance for certain financial data, such as depreciation, amortization, accretion, 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. Equinix intends to calculate the various non-GAAP financial measures in future periods consistent with how it was calculated for the three and twelve months ended December 31, 2009 and 2008, 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, the challenges of acquiring, operating and constructing IBX centers and developing, deploying and delivering Equinix services; unanticipated costs or difficulties relating to the integration of companies we have acquired or will acquire into Equinix; a failure to receive significant revenue 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; and other risks described from time to time in Equinix's filings with the Securities and Exchange Commission. In particular, see Equinix's recent 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 and IBX are registered trademarks of Equinix, Inc. International Business Exchange is a trademark of Equinix, Inc.

EQUINIX, INC.
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS - GAAP PRESENTATION
(in thousands, except per share data)
(unaudited)

| | Three Months Ended | | | Twelve Months Ended | |
|---|----------------------|-----------------------|----------------------|----------------------|----------------------|
| | December 31, 2009 | September 30, 2009 | December 31, 2008 | December 31, 2009 | December 31, 2008 |
| Recurring revenues | \$ 231,465 | \$ 216,517 | \$ 181,419 | \$ 841,849 | \$ 667,163 |
| Non-recurring revenues | 11,087 | 11,041 | 9,264 | 40,660 | 37,517 |
| Revenues | 242,552 | 227,558 | 190,683 | 882,509 | 704,680 |
| Cost of revenues | 127,074 | 126,007 | 108,346 | 483,420 | 414,799 |
| Gross profit | 115,478 | 101,551 | 82,337 | 399,089 | 289,881 |
| Operating expenses: | | | | | |
| Sales and marketing | 17,269 | 15,543 | 20,263 | 63,584 | 66,913 |
| General and administrative | 43,647 | 39,071 | 35,214 | 155,324 | 146,564 |
| Restructuring charges | - | - | 2,343 | (6,053) | 3,142 |
| Acquisition costs | 3,776 | 1,379 | - | 5,155 | - |
| Total operating expenses | 64,692 | 55,993 | 57,820 | 218,010 | 216,619 |
| Income from operations | 50,786 | 45,558 | 24,517 | 181,079 | 73,262 |
| Interest and other income (expense): | | | | | |
| Interest income | 435 | 353 | 1,120 | 2,384 | 8,940 |
| Interest expense | (22,613) | (22,256) | (16,498) | (74,232) | (61,677) |
| Other-than-temporary impairment loss on investments | 97 | - | - | (2,590) | (1,527) |
| Other income (expense) | (1,288) | 2,484 | 705 | 2,387 | 1,307 |
| Total interest and other, net | (23,369) | (19,419) | (14,673) | (72,051) | (52,957) |
| Net income before income taxes | 27,417 | 26,139 | 9,844 | 109,028 | 20,305 |
| Income tax benefit (expense) | (9,695) | (7,327) | 88,019 | (39,597) | 87,619 |
| Net income | \$ 17,722 | \$ 18,812 | \$ 97,863 | \$ 69,431 | \$ 107,924 |
| Net income per share: | | | | | |
| Basic net income per share | \$ 0.45 | \$ 0.49 | \$ 2.61 | \$ 1.80 | \$ 2.91 |
| Diluted net income per share | \$ 0.44 | \$ 0.47 | \$ 2.33 | \$ 1.75 | \$ 2.79 |
| Shares used in computing basic net income per share | 39,136 | 38,787 | 37,549 | 38,488 | 37,120 |
| Shares used in computing diluted net income per share | 40,498 | 39,887 | 43,790 | 39,676 | 41,582 |

EQUINIX, INC.
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS - NON-GAAP PRESENTATION
(in thousands)
(unaudited)

| | Three Months Ended | | | Twelve Months Ended | |
|---|----------------------|-----------------------|----------------------|----------------------|----------------------|
| | December 31, 2009 | September 30, 2009 | December 31, 2008 | December 31, 2009 | December 31, 2008 |
| Recurring revenues | \$ 231,465 | \$ 216,517 | \$ 181,419 | \$ 841,849 | \$ 667,163 |
| Non-recurring revenues | 11,087 | 11,041 | 9,264 | 40,660 | 37,517 |
| Revenues (1) | 242,552 | 227,558 | 190,683 | 882,509 | 704,680 |
| Cash cost of revenues (2) | 85,533 | 81,931 | 66,230 | 314,580 | 264,680 |
| Cash gross profit (3) | 157,019 | 145,627 | 124,453 | 567,929 | 440,000 |
| Cash operating expenses (4): | | | | | |
| Cash sales and marketing expenses(5) | 13,238 | 11,453 | 15,747 | 47,875 | 50,217 |
| Cash general and administrative expenses (6) | 32,121 | 28,138 | 24,606 | 111,446 | 97,307 |
| Total cash operating expenses (7) | 45,359 | 39,591 | 40,353 | 159,321 | 147,524 |
| Adjusted EBITDA (8) | \$ 111,660 | \$ 106,036 | \$ 84,100 | \$ 408,608 | \$ 292,476 |
| Cash gross margins (9) | 65% | 64% | 65% | 64% | 62% |
| Adjusted EBITDA margins (10) | 46% | 47% | 44% | 46% | 42% |
| Adjusted EBITDA flow-through rate (11) | 38% | 45% | 103% | 65% | 48% |

(1)The geographic split of our revenues on a services basis is presented below:

United States Revenues:

| | | | | | |
|------------------------|------------|------------|-----------|------------|------------|
| Colocation | \$ 115,695 | \$ 108,018 | \$ 93,970 | \$ 424,083 | \$ 339,472 |
| Interconnection | 23,048 | 22,494 | 21,809 | 89,014 | 81,690 |
| Managed infrastructure | 541 | 529 | 562 | 2,161 | 2,164 |
| Rental | 120 | 123 | 116 | 522 | 614 |
| Recurring revenues | 139,404 | 131,164 | 116,457 | 515,780 | 423,940 |
| Non-recurring revenues | 5,111 | 5,170 | 5,044 | 19,709 | 18,863 |
| Revenues | 144,515 | 136,334 | 121,501 | 535,489 | 442,803 |

Asia-Pacific Revenues:

| | | | | | |
|------------------------|--------|--------|--------|---------|--------|
| Colocation | 25,074 | 22,691 | 16,751 | 88,100 | 56,392 |
| Interconnection | 3,263 | 2,831 | 2,096 | 10,906 | 7,176 |
| Managed infrastructure | 3,788 | 3,515 | 3,367 | 14,428 | 13,986 |
| Recurring revenues | 32,125 | 29,037 | 22,214 | 113,434 | 77,554 |
| Non-recurring revenues | 1,438 | 1,381 | 1,805 | 5,450 | 6,821 |
| Revenues | 33,563 | 30,418 | 24,019 | 118,884 | 84,375 |

Europe Revenues:

| | | | | | |
|------------------------|--------|--------|--------|---------|---------|
| Colocation | 54,599 | 51,258 | 37,488 | 192,677 | 147,079 |
| Interconnection | 2,017 | 1,910 | 1,356 | 6,974 | 4,873 |
| Managed infrastructure | 3,147 | 2,976 | 3,804 | 12,415 | 13,303 |
| Rental | 173 | 172 | 100 | 569 | 414 |
| Recurring revenues | 59,936 | 56,316 | 42,748 | 212,635 | 165,669 |
| Non-recurring revenues | 4,538 | 4,490 | 2,415 | 15,501 | 11,833 |
| Revenues | 64,474 | 60,806 | 45,163 | 228,136 | 177,502 |

Worldwide Revenues:

| | | | | | |
|------------------------|------------|------------|------------|------------|------------|
| Colocation | 195,368 | 181,967 | 148,209 | 704,860 | 542,943 |
| Interconnection | 28,328 | 27,235 | 25,261 | 106,894 | 93,739 |
| Managed infrastructure | 7,476 | 7,020 | 7,733 | 29,004 | 29,453 |
| Rental | 293 | 295 | 216 | 1,091 | 1,028 |
| Recurring revenues | 231,465 | 216,517 | 181,419 | 841,849 | 667,163 |
| Non-recurring revenues | 11,087 | 11,041 | 9,264 | 40,660 | 37,517 |
| Revenues | \$ 242,552 | \$ 227,558 | \$ 190,683 | \$ 882,509 | \$ 704,680 |

(2)We define cash cost of revenues as cost of revenues less depreciation, amortization, accretion and stock-based compensation as presented below:

| | | | | | |
|--|------------------|------------------|------------------|-------------------|-------------------|
| Cost of revenues | \$ 127,074 | \$ 126,007 | \$ 108,346 | \$ 483,420 | \$ 414,799 |
| Depreciation, amortization and accretion expense | (40,072) | (42,189) | (40,910) | (162,932) | (145,478) |
| Stock-based compensation expense | (1,469) | (1,887) | (1,206) | (5,908) | (4,641) |
| Cash cost of revenues | \$ 85,533 | \$ 81,931 | \$ 66,230 | \$ 314,580 | \$ 264,680 |

The geographic split of our cash cost of revenues is presented below:

| | | | | | |
|------------------------------------|------------------|------------------|------------------|-------------------|-------------------|
| U.S. cash cost of revenues | \$ 42,713 | \$ 43,123 | \$ 37,256 | \$ 164,491 | \$ 141,355 |
| Asia-Pacific cash cost of revenues | 12,678 | 10,697 | 9,517 | 43,637 | 35,006 |
| Europe cash cost of revenues | 30,142 | 28,111 | 19,457 | 106,452 | 88,319 |
| Cash cost of revenues | \$ 85,533 | \$ 81,931 | \$ 66,230 | \$ 314,580 | \$ 264,680 |

(3) We define cash gross profit as revenues less cash cost of revenues (as defined above).

(4) We define cash operating expenses as operating expenses less depreciation, amortization, stock-based compensation, restructuring charges, acquisition costs and gains on asset sales. We also refer to cash operating expenses as cash selling, general and administrative expenses or "cash SG&A".

(5) We define cash sales and marketing expenses as sales and marketing expenses less depreciation, amortization and stock-based compensation as presented below:

| | | | | | |
|---------------------------------------|------------------|------------------|------------------|------------------|------------------|
| Sales and marketing expenses | \$ 17,269 | \$ 15,543 | \$ 20,263 | \$ 63,584 | \$ 66,913 |
| Depreciation and amortization expense | (1,401) | (1,409) | (1,300) | (5,380) | (6,059) |
| Stock-based compensation expense | (2,630) | (2,681) | (3,216) | (10,329) | (10,637) |
| Cash sales and marketing expenses | <u>\$ 13,238</u> | <u>\$ 11,453</u> | <u>\$ 15,747</u> | <u>\$ 47,875</u> | <u>\$ 50,217</u> |

(6) We define cash general and administrative expenses as general and administrative expenses less depreciation, amortization and stock-based compensation as presented below:

| | | | | | |
|--|------------------|------------------|------------------|-------------------|------------------|
| General and administrative expenses | \$ 43,647 | \$ 39,071 | \$ 35,214 | \$ 155,324 | \$ 146,564 |
| Depreciation and amortization expense | (1,599) | (1,468) | (1,896) | (7,059) | (9,450) |
| Stock-based compensation expense | (9,927) | (9,465) | (8,712) | (36,819) | (39,807) |
| Cash general and administrative expenses | <u>\$ 32,121</u> | <u>\$ 28,138</u> | <u>\$ 24,606</u> | <u>\$ 111,446</u> | <u>\$ 97,307</u> |

(7) Our cash operating expenses, or cash SG&A, as defined above, is presented below:

| | | | | | |
|--|------------------|------------------|------------------|-------------------|-------------------|
| Cash sales and marketing expenses | \$ 13,238 | \$ 11,453 | \$ 15,747 | \$ 47,875 | \$ 50,217 |
| Cash general and administrative expenses | 32,121 | 28,138 | 24,606 | 111,446 | 97,307 |
| Cash SG&A | <u>\$ 45,359</u> | <u>\$ 39,591</u> | <u>\$ 40,353</u> | <u>\$ 159,321</u> | <u>\$ 147,524</u> |

The geographic split of our cash operating expenses, or cash SG&A, is presented below:

| | | | | | |
|------------------------|------------------|------------------|------------------|-------------------|-------------------|
| U.S. cash SG&A | \$ 26,308 | \$ 25,187 | \$ 24,069 | \$ 98,503 | \$ 89,697 |
| Asia-Pacific cash SG&A | 6,278 | 5,023 | 5,409 | 20,987 | 19,767 |
| Europe cash SG&A | 12,773 | 9,381 | 10,875 | 39,831 | 38,060 |
| Cash SG&A | <u>\$ 45,359</u> | <u>\$ 39,591</u> | <u>\$ 40,353</u> | <u>\$ 159,321</u> | <u>\$ 147,524</u> |

(8) We define adjusted EBITDA as income from operations plus depreciation, amortization, accretion, stock-based compensation expense, restructuring charges and acquisition costs as presented below:

| | | | | | |
|--|-------------------|-------------------|------------------|-------------------|-------------------|
| Income from operations | \$ 50,786 | \$ 45,558 | \$ 24,517 | \$ 181,079 | \$ 73,262 |
| Depreciation, amortization and accretion expense | 43,072 | 45,066 | 44,106 | 175,371 | 160,987 |
| Stock-based compensation expense | 14,026 | 14,033 | 13,134 | 53,056 | 55,085 |
| Restructuring charges | - | - | 2,343 | (6,053) | 3,142 |
| Acquisition costs | 3,776 | 1,379 | - | 5,155 | - |
| Adjusted EBITDA | <u>\$ 111,660</u> | <u>\$ 106,036</u> | <u>\$ 84,100</u> | <u>\$ 408,608</u> | <u>\$ 292,476</u> |

The geographic split of our adjusted EBITDA is presented below:

| | | | | | |
|---|-------------------|-------------------|------------------|-------------------|-------------------|
| U.S. income from operations | \$ 33,908 | \$ 31,571 | \$ 21,458 | \$ 128,168 | \$ 66,202 |
| U.S. depreciation, amortization and accretion expense | 27,056 | 25,838 | 26,208 | 106,207 | 101,414 |
| U.S. stock-based compensation expense | 10,759 | 10,295 | 10,167 | 40,082 | 40,993 |
| U.S. restructuring charges | - | - | 2,343 | (6,053) | 3,142 |
| U.S. acquisition costs | 3,771 | 320 | - | 4,091 | - |
| U.S. adjusted EBITDA | <u>75,494</u> | <u>68,024</u> | <u>60,176</u> | <u>272,495</u> | <u>211,751</u> |
| Asia-Pacific income from operations | 6,084 | 6,892 | 1,686 | 21,709 | 5,618 |
| Asia-Pacific depreciation, amortization and accretion expense | 6,723 | 5,612 | 5,873 | 25,420 | 18,365 |
| Asia-Pacific stock-based compensation expense | 1,800 | 2,194 | 1,534 | 7,131 | 5,619 |
| Asia-Pacific adjusted EBITDA | <u>14,607</u> | <u>14,698</u> | <u>9,093</u> | <u>54,260</u> | <u>29,602</u> |
| Europe income from operations | 10,794 | 7,095 | 1,373 | 31,202 | 1,442 |
| Europe depreciation, amortization and accretion expense | 9,293 | 13,616 | 12,025 | 43,744 | 41,208 |
| Europe stock-based compensation expense | 1,467 | 1,544 | 1,433 | 5,843 | 8,473 |
| Europe acquisition costs | 5 | 1,059 | - | 1,064 | - |
| Europe adjusted EBITDA | <u>21,559</u> | <u>23,314</u> | <u>14,831</u> | <u>81,853</u> | <u>51,123</u> |
| Adjusted EBITDA | <u>\$ 111,660</u> | <u>\$ 106,036</u> | <u>\$ 84,100</u> | <u>\$ 408,608</u> | <u>\$ 292,476</u> |

(9) We define cash gross margins as cash gross profit divided by revenues.

Our cash gross margins by geographic region is presented below:

| | | | | | |
|---------------------------------|------------|------------|------------|------------|------------|
| U.S. cash gross margins | <u>70%</u> | <u>68%</u> | <u>69%</u> | <u>69%</u> | <u>68%</u> |
| Asia-Pacific cash gross margins | <u>62%</u> | <u>65%</u> | <u>60%</u> | <u>63%</u> | <u>59%</u> |
| Europe cash gross margins | <u>53%</u> | <u>54%</u> | <u>57%</u> | <u>53%</u> | <u>50%</u> |

(10) We define adjusted EBITDA margins as adjusted EBITDA divided by revenues.

| | | | | | |
|--------------------------------------|------------|------------|------------|------------|------------|
| U.S. adjusted EBITDA margins | <u>52%</u> | <u>50%</u> | <u>50%</u> | <u>51%</u> | <u>48%</u> |
| Asia-Pacific adjusted EBITDA margins | <u>44%</u> | <u>48%</u> | <u>38%</u> | <u>46%</u> | <u>35%</u> |
| Europe adjusted EBITDA margins | <u>33%</u> | <u>38%</u> | <u>33%</u> | <u>36%</u> | <u>29%</u> |

(11) We define adjusted EBITDA flow-through rate as incremental adjusted EBITDA growth divided by incremental revenue growth as follows:

| | | | | | |
|-------------------------------------|------------------|------------------|-----------------|-------------------|-------------------|
| Adjusted EBITDA - current period | \$ 111,660 | \$ 106,036 | \$ 84,100 | \$ 408,608 | \$ 292,476 |
| Less adjusted EBITDA - prior period | (106,036) | (99,534) | (76,973) | (292,476) | (155,390) |
| Adjusted EBITDA growth | <u>\$ 5,624</u> | <u>\$ 6,502</u> | <u>\$ 7,127</u> | <u>\$ 116,132</u> | <u>\$ 137,086</u> |
| Revenues - current period | \$ 242,552 | \$ 227,558 | \$ 190,683 | \$ 882,509 | \$ 704,680 |
| Less revenues - prior period | (227,558) | (213,168) | (183,735) | (704,680) | (419,442) |
| Revenue growth | <u>\$ 14,994</u> | <u>\$ 14,390</u> | <u>\$ 6,948</u> | <u>\$ 177,829</u> | <u>\$ 285,238</u> |
| Adjusted EBITDA flow-through rate | <u>38%</u> | <u>45%</u> | <u>103%</u> | <u>65%</u> | <u>48%</u> |

EQUINIX, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS
(in thousands)
(unaudited)

| Assets | December 31, 2009 | December 31, 2008 |
|---|----------------------|----------------------|
| Cash and cash equivalents | \$ 346,056 | \$ 220,207 |
| Short-term investments | 248,508 | 42,112 |
| Accounts receivable, net | 64,767 | 66,029 |
| Deferred tax assets | 46,822 | 35,936 |
| Other current assets | 21,734 | 15,227 |
| Total current assets | 727,887 | 379,511 |
| Long-term investments | 9,803 | 45,626 |
| Property, plant and equipment, net | 1,808,115 | 1,492,830 |
| Goodwill | 381,050 | 342,829 |
| Intangible assets, net | 51,015 | 50,918 |
| Deferred tax assets | 5,171 | 65,228 |
| Other assets | 55,109 | 57,794 |
| Total assets | \$ 3,038,150 | \$ 2,434,736 |
| Liabilities and Stockholders' Equity | | |
| Accounts payable and accrued expenses | \$ 99,053 | \$ 74,317 |
| Accrued property and equipment | 109,876 | 89,518 |
| Current portion of capital lease and other financing obligations | 6,452 | 4,499 |
| Current portion of mortgage and loans payable | 58,912 | 52,054 |
| Current portion of convertible debt | - | 19,150 |
| Other current liabilities | 41,166 | 50,455 |
| Total current liabilities | 315,459 | 289,993 |
| Capital lease and other financing obligations, less current portion | 154,577 | 133,031 |
| Mortgage and loans payable, less current portion | 371,322 | 386,446 |
| Convertible debt, less current portion | 893,706 | 608,510 |
| Other liabilities | 120,603 | 100,095 |
| Total liabilities | 1,855,667 | 1,518,075 |
| Common stock | 39 | 38 |
| Additional paid-in capital | 1,665,662 | 1,524,834 |
| Accumulated other comprehensive loss | (97,238) | (152,800) |
| Accumulated deficit | (385,980) | (455,411) |
| Total stockholders' equity | 1,182,483 | 916,661 |
| Total liabilities and stockholders' equity | \$ 3,038,150 | \$ 2,434,736 |
| Ending headcount by geographic region is as follows: | | |
| U.S. headcount | 718 | 646 |
| Asia-pacific headcount | 236 | 190 |
| Europe headcount | 347 | 279 |
| Total headcount | 1,301 | 1,115 |

EQUINIX, INC.
SUMMARY OF DEBT OUTSTANDING
(in thousands)
(unaudited)

| | December 31, 2009 | December 31, 2008 |
|---|----------------------|----------------------|
| Capital lease and other financing obligations | \$ 161,029 | \$ 137,530 |
| European financing | 130,058 | 130,981 |
| Chicago IBX financing | 109,991 | 109,991 |
| Mortgage payable | 91,756 | 94,362 |
| Asia-Pacific financing | 64,559 | 87,009 |
| Singapore financing | 24,559 | - |
| Netherlands financing | 9,311 | 6,485 |
| Other note payable | - | 9,672 |
| Total mortgage and loans payable | <u>430,234</u> | <u>438,500</u> |
| Convertible debt, net of debt discount | 893,706 | 627,660 |
| Plus debt discount | 126,030 | 37,476 |
| Total convertible debt principal | <u>1,019,736</u> | <u>665,136</u> |
| Total debt outstanding | <u>\$ 1,610,999</u> | <u>\$ 1,241,166</u> |

EQUINIX, INC.
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS
(in thousands)
(unaudited)

| | Three Months Ended | | | Twelve Months Ended | |
|---|----------------------|-----------------------|----------------------|----------------------|----------------------|
| | December 31, 2009 | September 30, 2009 | December 31, 2008 | December 31, 2009 | December 31, 2008 |
| Cash flows from operating activities: | | | | | |
| Net income | \$ 17,722 | \$ 18,812 | \$ 97,863 | \$ 69,431 | \$ 107,924 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | | | | |
| Depreciation, amortization and accretion | 43,072 | 45,066 | 44,106 | 175,371 | 160,987 |
| Stock-based compensation | 14,026 | 14,033 | 13,134 | 53,056 | 55,085 |
| Debt issuance costs and debt discount | 6,581 | 6,496 | 2,888 | 18,791 | 11,523 |
| Restructuring charges | - | - | 2,343 | (6,053) | 3,142 |
| Other reconciling items | 184 | (426) | 2,201 | 3,453 | 2,292 |
| Changes in operating assets and liabilities: | | | | | |
| Accounts receivable | 2,300 | 1,003 | (5,369) | 2,277 | (9,152) |
| Deferred tax assets, net | 7,231 | 3,811 | (94,229) | 27,981 | (94,229) |
| Accounts payable and accrued expenses | (4,876) | 14,673 | 4,922 | 22,762 | 9,937 |
| Other assets and liabilities | (3,730) | 4,071 | 8,436 | (11,577) | 20,049 |
| Net cash provided by operating activities | 82,510 | 107,539 | 76,295 | 355,492 | 267,558 |
| Cash flows from investing activities: | | | | | |
| Purchases, sales and maturities of investments, net | 85,924 | (146,045) | 81,583 | (172,658) | 5,436 |
| Purchase of Upminster, less cash acquired | - | (28,176) | - | (28,176) | - |
| Purchase of Virtu, less cash acquired | - | - | - | - | (23,241) |
| Purchases of other property and equipment | (101,740) | (88,195) | (125,471) | (369,542) | (447,032) |
| Other investing activities | 132 | 1,867 | 698 | 12,198 | (13,203) |
| Net cash used in investing activities | (15,684) | (260,549) | (43,190) | (558,178) | (478,040) |
| Cash flows from financing activities: | | | | | |
| Proceeds from employee equity awards | 13,956 | 14,096 | 143 | 37,006 | 26,230 |
| Proceeds from convertible debt | - | - | - | 373,750 | - |
| Proceeds from mortgage and loans payable | 795 | 27,935 | 40,272 | 29,474 | 142,373 |
| Repayment of capital lease and other financing obligations | (1,514) | (1,427) | (958) | (5,279) | (3,832) |
| Repayment of mortgage and loans payable | (16,593) | (11,003) | (7,840) | (51,118) | (19,296) |
| Capped call costs | - | - | - | (49,664) | - |
| Equity issuance costs | - | (9) | - | (2,795) | - |
| Debt issuance costs | (10) | (788) | (40) | (8,220) | (948) |
| Other financing activities | 444 | - | 579 | 444 | 579 |
| Net cash provided by (used in) financing activities | (2,922) | 28,804 | 32,156 | 323,598 | 145,106 |
| Effect of foreign currency exchange rates on cash and cash equivalents | (995) | 2,136 | (5,739) | 4,937 | (5,050) |
| Net increase (decrease) in cash and cash equivalents | 62,909 | (122,070) | 59,522 | 125,849 | (70,426) |
| Cash and cash equivalents at beginning of period | 283,147 | 405,217 | 160,685 | 220,207 | 290,633 |
| Cash and cash equivalents at end of period | \$ 346,056 | \$ 283,147 | \$ 220,207 | \$ 346,056 | \$ 220,207 |
| Free cash flow (1) | \$ (19,098) | \$ (6,965) | \$ (48,478) | \$ (30,028) | \$ (215,918) |
| Adjusted free cash flow (2) | \$ (19,098) | \$ 21,211 | \$ (48,478) | \$ (1,852) | \$ (192,677) |

(1) We define free cash flow as net cash provided by operating activities plus net cash used in investing activities (excluding the net purchases, sales and maturities of investments) as presented below:

| | | | | | |
|--|--------------------|-------------------|--------------------|--------------------|---------------------|
| Net cash provided by operating activities as presented above | \$ 82,510 | \$ 107,539 | \$ 76,295 | \$ 355,492 | \$ 267,558 |
| Net cash used in investing activities as presented above | (15,684) | (260,549) | (43,190) | (558,178) | (478,040) |
| Purchases, sales and maturities of investments, net | (85,924) | 146,045 | (81,583) | 172,658 | (5,436) |
| Free cash flow (negative free cash flow) | \$ (19,098) | \$ (6,965) | \$ (48,478) | \$ (30,028) | \$ (215,918) |

(2) We define adjusted free cash flow as free cash flow (as defined above) excluding any purchases or sales of real estate and acquisitions as presented below:

| | | | | | |
|---|--------------------|------------------|--------------------|-------------------|---------------------|
| Free cash flow (as defined above) | \$ (19,098) | \$ (6,965) | \$ (48,478) | \$ (30,028) | \$ (215,918) |
| Less purchase of Upminster, less cash acquired | - | 28,176 | - | 28,176 | - |
| Less purchase of Virtu, less cash acquired | - | - | - | - | 23,241 |
| Adjusted free cash flow (negative adjusted free cash flow) | \$ (19,098) | \$ 21,211 | \$ (48,478) | \$ (1,852) | \$ (192,677) |

CONTACT:

Equinix Media Contacts:

Equinix, Inc.
Joan Powell, 650-513-7098
joanpowell@equinix.com

or
LEWIS PR
Scott Blevins, 415-992-4400
equinixlewisus@lewispr.com

Equinix Investor Relations Contact:

Equinix, Inc.
Jason Starr, 650-513-7402
jstarr@equinix.com