



HOME OF THE INTERNET™

*Extend your reach to global markets by being colocated in an Equinix Internet Business Exchange™ (IBX®) center with direct access to more than 300 networks worldwide.*

# FINANCIAL FACT SHEET

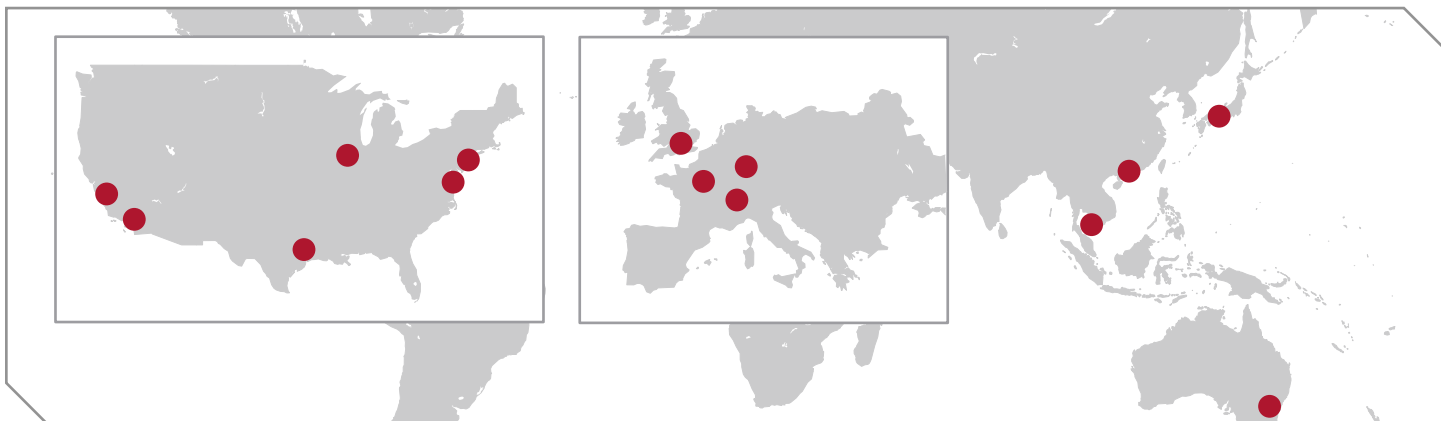
## Equinix Snapshot

NASDAQ Ticker:	EQIX
Recent Price (Sept 20, 2007)	\$104.16
52-Week Range:	\$69.45 - \$121.13
Common Shares Outstanding*:	36.3 Million
Market Capitalization:	\$3.7 Billion
Fiscal Year End:	December 31st
Employees	Approximately 874

\*Excludes: 6.0 million shares assuming conversion of convertible subordinated debentures into common stock; and 3.7 million shares related to unexercised employee stock options and warrants.

## Company Summary

Equinix is the leading global provider of network-neutral data center and interconnection services, offering premium colocation, traffic exchange and outsourced IT infrastructure solutions. Global enterprises, content companies, systems integrators and network service providers look to Equinix Internet Business Exchange (IBX®) centers for world-class reliability and network diversity. Equinix IBX centers serve as critical, core hubs for IP networks and Internet operations worldwide. With IBX centers located in 17 strategic markets across North America, Europe and Asia-Pacific, Equinix enables customers to reliably operate their mission-critical infrastructure on a global basis.



**EQUINIX – THE WORLD'S LEADING PROVIDER OF NETWORK-NEUTRAL COLOCATION SERVICES**

## Products and Services

### Managed Colocation Services

#### ***Cabinets / Power / Smart Hands / IBXflex***

Equinix IBX centers lead the industry in quality and performance, with a proven record of more than 99.999% uptime. Equinix core products and services include cabinets, uninterruptible power supply systems, access to expert IBX staff to complete a variety of tasks through the Smart Hands service, as well as IBXflex, a unique service enabling customers to deploy their own operations personnel in the IBX. In addition Equinix offers direct access to over 300 networks for their bandwidth needs.

### Interconnection Services

#### ***Peering & Network Exchange Services***

A unique advantage of doing business at Equinix is the wide variety of networks present. Equinix Exchange Services allow customers to interconnect with over 300 networks and content providers in innovative ways to increase performance and reduce cost, making Equinix the premier peering hub in the U.S.

#### ***Equinix Exchange™***

This service allows networks and content companies to exchange Internet traffic, or peer, with each other to significantly reduce cost and improve performance. Equinix Exchange™ is a bundled offering based on an Ethernet based central switching fabric, with capacity up to 10 gigabits per second, which enables customers with the ability to reach all of their partners via a single connection.

#### ***Equinix Financial eXchange™***

Equinix Financial eXchange offers a fast, reliable and convenient platform for banks, financial trading companies and financial exchanges to interconnect with each other and with multiple network service providers in order to execute financial transactions. Each Equinix Financial exchange package provides secure colocation cabinets, as well as a tiered quantity of cross-connects to other IBX participants, including every major network service provider.

#### ***Cross Connects***

Equinix customers reach their preferred network partner or conduct private peering over Equinix cross connect services. These services are used by all Equinix customers to connect to partners within an IBX center, eliminating the need for expensive local loop connections.

### Managed IT Infrastructure Services

#### ***Equinix Direct™***

Equinix Direct enables companies to automate their procurement of Internet and/or paid-peering connectivity to any number of branded network providers to achieve significant cost savings and better performance. With this service Equinix can provision, track, settle, and bill bandwidth usage for a customer across multiple network service providers. This enables an Equinix customer to easily purchase and manage bandwidth from multiple service providers at market competitive rates without technical expertise or significant long-term contractual commitments.

#### ***Managed Services***

Equinix offers a larger suite of managed hosting services in Asia to meet local market needs.

## Equinix Customers: 1,800+



## Growth Strategy

The demand for Equinix's high quality data center and interconnection services is driven by three key factors: the continued growth of Internet traffic including broadband and video services, the increasing power and cooling requirements of today's hardware which has antiquated many legacy corporate data centers and limited available supply in the industry, and the increasing need for enterprises to have access to multiple networks for IP enabled applications. The company's differentiation is created with its unique carrier neutral model, and a critical mass of customers including over 300 networks, many of the top content customers, as well as an increasing number of enterprise and government customers, all of which helps to create a network effect within its IBX Centers.

As a result of the increase in demand, Equinix has made several moves to continue to expand its data center capacity in many of its key markets since 2003, including its acquisition into the European market through the acquisition of IX Europe, which closed on September 14, 2007.

## Key Milestones

### Acquisition

- On December 31, 2002 Equinix acquired two leading Asia-Pacific network-neutral Internet infrastructure services providers, I-STT, Singapore Technologies Telemedia's internet infrastructure services subsidiary and Pihana Pacific. This provided Equinix IBX's in Tokyo, Hong Kong, Sydney, Singapore, Los Angeles, and Honolulu.

## Key Milestones (cont'd)

### New Data Center Expansions

- On Oct 27, 2003 Equinix expanded its IBX footprint with the addition of a Sprint data center located in Santa Clara, CA. This new IBX center expanded Equinix's cabinet capacity by an additional 1,100 cabinets in the Silicon Valley when it opened in December of 2003. This was Equinix's 14th overall and second IBX center in this important market.
- On April 22, 2004 Equinix signed a long-term lease for an additional 95,000 square feet of data center space adjacent to its Washington DC IBX Center. This center added 2,500 cabinets to Equinix's total cabinet capacity and opened in December of 2004.
- On December 8, 2004 Equinix acquired a 103,000 square foot data center in San Jose, CA from Abovenet. This center added 1,700 cabinets to Equinix's capacity in the Silicon Valley when it opened in March of 2005 and was its 15th overall.
- On June 15, 2005 Equinix announced the acquisition of a 120,000 square foot data center in Sunnyvale, CA. This center added 1,800 cabinets to Equinix's current cabinet capacity of 29,100 and will be its 16th center, which opened in the third quarter of 2006.
- On July 18, 2005 Equinix announced the acquisition of additional data center space in Chicago, IL, through a sublease from Verio. The built-out portion of the expansion added 1,100 sellable cabinets when it opened in May of 2006 and is located in the same building as Equinix's existing Chicago IBX.
- On September 13, 2005 Equinix announced the purchase of a 107,000 data center in Los Angeles for \$34.5 million. In October, the company entered into an agreement, which closed at the end of 2005, to sell this for \$38.7 million and enter into a long term lease for the center. This data center opened in May of 2006 and added 2,000 cabinets to Equinix's inventory.
- On October 6, 2005 Equinix announced the purchase of its Washington D.C. area data center campus for \$53.0 million and on October 25, 2005 and obtained long-term debt financing of \$60 million at 8% for this property. On February 8, 2006 Equinix announced its intention to build out one of the buildings on this campus to expand its data center footprint by an additional 1,700 sellable cabinets, which opened in March of 2007 and cost approximately \$60 million in expansion capex.
- On May 17, 2006 Equinix announced the planned construction of a new 250,000 square foot IBX in the Chicago metro region. The new IBX, which opened in October of 2007, was built out in a phased approach, with the first phase costing approximately \$175 million and adding 2,500 sellable cabinets and revenue capacity of \$55 million. This investment included approximately \$50 million for the purchase of the land and original building, its tear down, the construction of a new building shell and additional investments in power and fiber infrastructure.
- On September 18, 2006 Equinix announced the planned construction of a new 340,000 square foot IBX in the New York metro region. The new IBX, which opened in November of 2007, was built in a phased approach with the first phase costing approximately \$95 million and adding 1,700 sellable cabinets with revenue capacity of approximately \$40 million.
- On January 10, 2007 Equinix announced the acquisition of an expansion data center in Tokyo. This expansion, which is expected to cost \$25 - \$30 million in capex, will add 740 sellable cabinets and have an annual revenue capacity of \$20 - \$25 million when fully completed. The first phase of this opened in early Q3 2007.
- On February 7, 2007 Equinix announced it had acquired its flagship IBX in the Silicon Valley market for \$65.0 million, which closed in early July of 2007.



## Key Milestones (cont'd)

### New Data Center Expansions (cont'd)

- On February 7, 2007 the company also announced it will invest approximately \$16 million for an incremental expansion of its Singapore IBX, which will add approximately 900 sellable cabinets. The first phase of this expansion opened in early Q3 of 2007.
- On March 27, 2007 Equinix announced that it would build a new greenfield IBX on its Washington D.C. area campus, which will be its fifth data center in this market. This IBX is expected to open in the second quarter of 2008 and will add 1,650 sellable cabinets and is expected to cost approximately \$70 million in capex.
- On June 14, 2007 Equinix announced it would purchase a site for a new data center in the Los Angeles market for \$49 million. The 216,000 square foot building has total capacity for 3,000 sellable cabinets. Its initial phase of 1,700 cabinets is expected to be available for customer installation in the fourth quarter of 2008.
- On June 14, 2007 Equinix also announced it would expand its existing SV2 IBX by 1,100 sellable cabinets by Q2 2008 with an expected capex investment of approximately \$41 million. The expansion is expected to generate approximately \$25 - \$30 million in annual revenues at capacity.
- On June 28, 2007 Equinix announced its intention to acquire IXEurope, a provider of colocation services in Europe, in an all cash transaction for £270 million, or approximately \$555 million, plus the assumption of its net debt. IX Europe's business includes 14 centers in London, Zurich, Frankfurt, Munich, Paris, Dusseldorf and Geneva and over 380,000 sf of net sellable space. The company had more than 450 enterprise and Internet customers when this transaction closed on September 14, 2007.
- On October 30, 2007 Equinix announced it would expand its Paris 2 IBX center by an approximately 27,000 square feet for approximately \$17 million and it is expected to open in the second quarter of 2008. Equinix also announced a new IBX center would be constructed in Sydney, Australia which will add approximately 31,000 SF and 650 net sellable cabinets when it opens in the fourth quarter of 2008. Capex for this build is expected to be \$29.5 million.
- As a result, Equinix is the largest global network neutral Internet exchange services company with a global footprint of over 3 million square feet (including announced expansions) in 9 countries and 17 markets, with over 1,800 customers.

## Summary Financial Results

	Three Months Ended (000's)	
	June 30, 2007	June 30, 2006
<b>Revenues</b>	\$91,837	\$68,548
<b>Cost of Rev</b>	\$55,609	\$45,563
<b>Gross Profit</b>	\$36,228	\$22,985
<b>Total Operating Expenses</b>	\$33,781	\$26,205
<b>Total Interest and other, net</b>	\$(1,033)	\$(1,835)
<b>Net Income (loss)</b>	\$1,217	\$(5,271)
<b>Diluted net income (loss) per share</b>	\$.04	\$(.19)
<b>Shares used in computing diluted net loss per share</b>	32,671	28,468

## Investment Highlights

- Equinix is the leading global network-neutral provider of data centers and Internet exchange services, with a footprint of 37 IBX centers, or more than 3 million square feet of data center space in the U.S. and Asia-Pacific.
- Equinix provides customers with solutions that enable high ROI and significant performance improvement. This combined with the difficulty and cost associated with changing infrastructure providers, gives Equinix a long term, loyal customer base.
- The Equinix recurring revenue model provides significant revenue visibility, as well as strong cash flow as each center reaches a minimal level of utilization. Equinix generates high flow through margins with its fixed cost business and since Q3 2003 has been EBITDA\* positive, and cash flow positive from operations positive.

### 2006 Results Highlights:

- Increased revenues by 30% over 2005\*
- Increased EBITDA\* to \$102.1 million
- Opened 3 expansion IBXs in Los Angeles, Chicago, and Silicon Valley

Financial Metrics (in millions)	2006 Actual	2007 Guidance**
Revenues	\$286.9	\$416.0 - \$417.5
EBITDA*	\$102.1	\$153.0 - \$154.0
Capex (Total)***	\$162.3	\$405.0 - \$415.0

\* 2006 Revenues exclude \$1.2 million non-recurring revenue adjustment for adoption of SAB 108. Refer to 8-K filed on February 7, 2007 for explanation of guidance, non-GAAP metrics and reconciliation to GAAP metrics

\*\* As announced October 30, 2007 and includes partial results from the IX Europe acquisition which closed on September 14, 2007. Refer to 8k filed on October 30, 2007 for explanation of guidance, non-GAAP metrics and reconciliation to GAAP metrics.

\*\*\* Includes Expansion Capex of \$131.1 Million in 2006 and \$359 - \$369 million in 2007 guidance for announced data center expansions. Real estate transactions excluded.

## Analyst Coverage

### Firm

Atlantic Equities  
 Canacordia Adams  
 CIBC  
 Citigroup  
 Cowen & Co  
 C.S.F.B.  
 Jefferies  
 Kaufman Brothers  
 Needham & Co  
 Raymond James  
 RBC Capital Markets  
 Stanford Group Company

### Analyst

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 Mark Kelleher  
 Srinivas Anantha  
 Mike Rollins  
 Tom Watts  
 Chris Larsen  
 Jonathan Schildkraut  
 Manuel Recarey  
 Greg Mesniaeff  
 Mark DeRussy  
 Jonathan Atkin  
 Rodney Ratliff

## Executive Officers

**Stephen M. Smith** – President & CEO  
**Keith Taylor** – Chief Financial Officer  
**Margie Backaus** – Chief Business Officer  
**Renee Lanam** – Chief Development Officer  
**Guy Willner** – President, Equinix Europe  
**Peter Ferris** – Sr. Vice President, Worldwide Sales  
**Sam Kapoor** – Sr. Vice President, IBX Operations  
**Keri Crask** – Vice President, Human Resources  
**Herb Kirchner** – Vice President, Business Operations  
**Samuel Lee** – Vice President, Equinix Asia-Pacific  
**Brandi Galvin Morandi** – General Counsel  
**Eric Schwartz** – Vice President, Business Operations  
**Jason Starr** – Director of Investor Relations

## Board of Directors

**Peter Van Camp (Chairman)** – Executive Chairman, Equinix  
**Stephen M. Smith** – President & CEO, Equinix  
**Scott Kriens** – President & CEO, Juniper Networks  
**Steven Poy Eng** – Director of Network Management, Netco Government Services  
**Gary Hromadko** – Venture Partner, Crosslink Capital  
**Terry Clontz** – President & CEO, StarHub Ltd.  
**Irving F. Lyons, III** – Principal, Lyons Asset Management  
**Christopher Paisley** – Dean's Executive Professor of Accounting and Finance, Leavey School of Business at Santa Clara University

## Equinix Worldwide Locations

Equinix is the largest global network-neutral data center and Internet exchange services company in the world, with IBX centers in 17 key markets across North America, Europe and Asia-Pacific. North American IBX centers are located in the Silicon Valley, CA, Washington, D.C., New York, Los Angeles, Chicago and Dallas metropolitan areas. Asia-Pacific IBX centers are located in Singapore, Hong Kong, Tokyo and Sydney. European IBX centers are located in London, Paris, Frankfurt, Dusseldorf, Munich, Zurich and Geneva.

Equinix has a total global footprint of more than 3.0 million square feet. By early 2008, Equinix will have more than doubled its total capacity via expansion or acquisition in 17 key markets.

### Worldwide & U.S. Headquarters: European Headquarters: Asia-Pacific Headquarters:

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