



Netrality[®]
Data Centers

NETRALITY DATA CENTERS

POWERING THE EDGE

DECEMBER 2023



THE NETRALITY ADVANTAGE

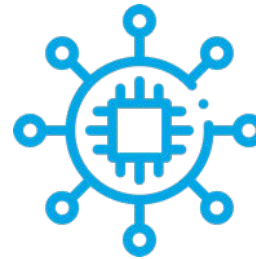
INTERCONNECTION, NEUTRALITY, RESILIENCE, FLEXIBILITY



OWNER-OPERATED
DATA CENTERS



CUSTOM, SCALABLE
SOLUTIONS



CONNECTIVITY
AT THE CORE



STRATEGIC
GROWTH PARTNER



ROBUST
ECOSYSTEM



WORRY-FREE
COMPLIANCE



SECURE INFRASTRUCTURE
24 / 7 OPERATIONS



THE NETRALITY DIFFERENCE

INTERCONNECTION, NEUTRALITY, RESILIENCE, FLEXIBILITY

NETRALITY IS THE LARGEST PRIVATELY HELD OWNER AND OPERATOR OF CORE INTERCONNECTION FACILITIES IN THE UNITED STATES

EPICENTER OF THE EDGE IN THE MARKETS WE SERVE:

- Netrality's 18 properties span 3.3 million square feet and over 100 megawatts of capacity in 6 North American markets
 - SSAE 16 SOC 1 and 2
 - HIPPA Compliant
 - PCI Compliant
 - Dedicated utility feed(s) w/ substation diversity, & diverse POE's
 - N+1 / 2N UPS power, cooling, & generator infrastructure
 - 99.999% uptime SLA / 100% uptime across all data centers 2022 & 2023
 - Direct peering, content delivery networks, and cloud fabric options
- Interconnection of up to 141 On-Net / unique providers per facility
 - +619 total across the portfolio
- Colocation / Wholesale / Powered Shell – Up to 2 MW custom designs and density support up to 20 kW per cabinet
- Roof Rights for 5G aggregation, wireless internet nodes, and RF antennas (WISPs)
- Office space, storage space, and commercial broker leasing services are available



**401 N BROAD
PHILADELPHIA, PA**



**900 WALNUT
ST. LOUIS, MO**



**717 S WELLS
CHICAGO, IL**



**210 N TUCKER
ST. LOUIS, MO**



**1301 FANNIN
HOUSTON, TX**



**KC1 - 1102 GRAND
KANSAS CITY, MO**



**INDY TELCOM
INDIANAPOLIS, IN
Bld. 701 / Bld. 733**



**KC2 - 7801 NIEMAN
KANSAS CITY
METRO REGION**



NETRALITY DATA CENTERS OWNERSHIP

MACQUARIE ASSET MANAGEMENT (MAM)

MAJOR GLOBAL INFRASTRUCTURE INVESTOR WITH A LONG-TERM INVESTMENT HORIZON

OVERVIEW OF MAM'S INVESTMENT IN NETRALITY

Netrality, since 2019, is majority owned by affiliates of **Macquarie Asset Management (MAM)**, one of the largest global asset management firms

Well capitalized with an investment grade balance sheet for continued investment in our properties, capabilities, and expansions

ADVANTAGES OF MAM'S INVESTMENT IN NETRALITY

Long Term Investment Horizon

MAM has executed strategic infrastructure investment in Netrality, with a long-term holding period

Equity Funded Growth

Access to incremental equity funding to support business operations and rapidly capitalize on growth opportunities

Alignment with Management Team

New corporate structure and management agreement assures alignment between investors and management

Asset & Capital Management

Judicious use of capital and leverage

SELECT COMMUNICATIONS INFRASTRUCTURE INVESTMENTS



MAM OPERATIONAL STATISTICS ¹

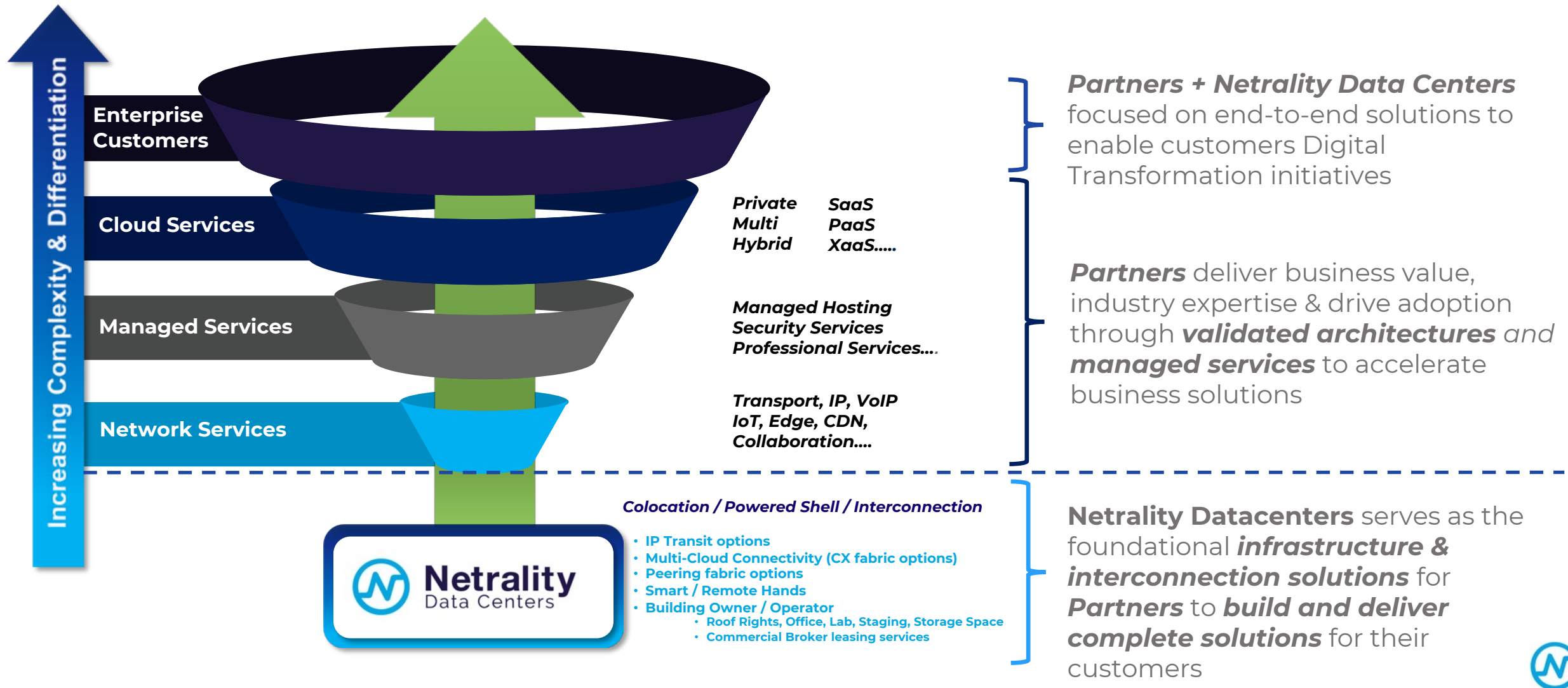
- Operating since 1994
- Investment in:
 - 170+ portfolio businesses
 - ~590 properties,
 - ~4.7 million hectares of farmland
- Global AUM of \$582 Billion USD
- Americas AUM of \$248 Billion USD
- 39 offices / 900+ experienced professions

(1) AUM: Assets Under Management / EUM: Equity Under Management and Staff data as of Q1'2023



LEVERAGING THE NETRALITY ADVANTAGE: PARTNERING OPPORTUNITY

EXTENDING THE REACH TO THE ENTERPRISE CLIENTS



NETRALITY PARTNER PROGRAMS KEY ADVANTAGES

Netrality's
Partner
Programs are
**Robust,
Competitive,
and Channel
Focused**



NO COMPETITION

We don't compete with our partners. We collaborate to build on each other's value for immediate and long-term success through a sales-aligned route-to-market model.



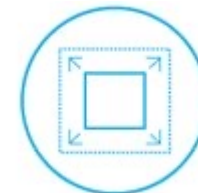
BEST-IN-CLASS SUPPORT

Our partnerships offer go-to-market initiatives, onboarding, training, and ongoing support from our dedicated Channel Team and Direct Sales Team.



EASY TO USE PARTNER PORTAL

Our intuitive Partner Portal includes self-enabling co-branded marketing materials, local sales support, virtual tours, and complete visibility to track deal flow and commission payouts.



FLEXIBLE & SCALABLE SOLUTIONS

Our owner-operated buildings provide partners the flexibility to seamlessly scale with evolving colocation, wholesale, building, and office needs.



DIVERSE & POWERFUL ECOSYSTEM

By leveraging our ecosystem of providers, partners can deliver complete purpose-built solutions to their customers and expand their coverage anywhere in the world.



NETRALITY PARTNER PROGRAMS

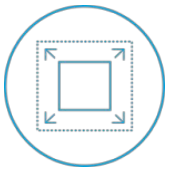
CHANNEL PARTNERS:

Netrality is committed to our Channel Partner Program, working directly with our partners to jointly deliver world-class industry-leading business solutions. We have a 100% sales-aligned model that eliminates channel conflicts and allows them to leverage our highly interconnected, robust ecosystem of service providers within our data centers. Our team is focused on recruiting, supporting, and working with leading Technology Service Brokers and their VAR and sub-agent ecosystems to qualify and close opportunities.

ALLIANCE PARTNERS:



Strategic Partners leverage our ecosystem of providers to help their customers increase productivity while offering the flexibility needed to be competitive in today's landscape. As enterprises consider how to maximize their company's digital transformation journey, the services provided by Netrality's ecosystem offer critical cloud and technology solutions delivered adjacent to their hybrid IT infrastructures



Reseller Partners leading Services Providers offer bundled solutions that include Netrality's foundational data center services. Combining our expertise, and capabilities with their own solutions to help customers solve their network, data center, data, and security challenges within their hybrid IT/multi-cloud strategies. Leveraging Netrality's highly interconnected data centers, reseller partners enable customers to enhance their portfolio, optimize connectivity requirements, and develop end-to-end customized hybrid IT solutions.

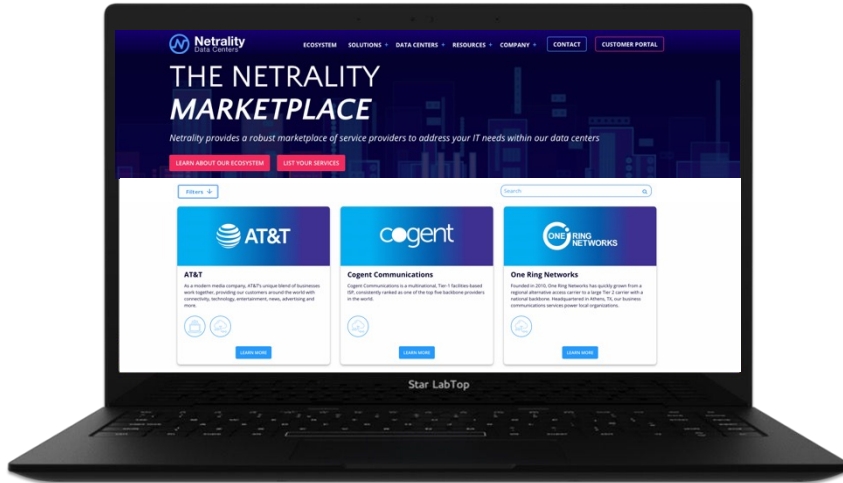


Referral Partners include industry-leading Technology, Network Service, and Original Equipment Manufacturers (OEMs) who are part of Netrality Data Centers' partner ecosystem. These partners have expertise in digital transformation and work with Netrality to help customers design, deploy, and leverage hybrid IT multi-cloud solutions through joint go-to-market solutions.



THE NETRALITY MARKETPLACE

CONNECT. GROW. INNOVATE.



A UNIQUE BUSINESS-TO-BUSINESS COMMUNITY

Complete your own dynamic profile page highlighting your products and solutions to prospective customers and fellow ecosystem partners, with the ability for organizations both inside and outside of Netrality's ecosystems to contact you directly.

HELPING CUSTOMERS GROW THEIR BUSINESS

When you connect with Netrality, you get many more benefits than rack space and interconnection at the edge. Netrality is a committed partner in your success, and we strive to cultivate and deliver countless opportunities for our customers to gain new revenue and grow their businesses. With Netrality, you can:

Seamlessly connect and exchange traffic with other providers in the facility - enabling cost-effective, flexible scalability



SHOWCASE OFFERINGS

Seamlessly connect and exchange traffic with other providers in the facility - enabling cost-effective, flexible scalability



GROW BRAND AWARENESS

With your permission, Netrality will highlight your company's presence in our marketing and reference materials



CO-MARKETING OPPORTUNITIES

Collaborate with Netrality and fellow ecosystem partners on multi-faceted marketing initiatives and campaigns



THE NETRALITY NETWORK

INTERCONNECTED ECOSYSTEM

CLOUD CONNECTIVITY



NETWORK SERVICE PROVIDERS



CONTENT DELIVERY NETWORKS



INTERNET EXCHANGES



MANAGED SERVICE PROVIDERS



THE NETRALITY ADVANTAGE

CLOUD CONNECTIVITY / CLOUD FABRIC / SDN PLATFORMS

Netrality's robust, network-neutral ecosystem of cloud providers and direct on-ramps enable hybrid multi-cloud architectures with secure, scalable connectivity to ensure applications perform flawlessly. Customers can reduce connectivity costs and the complexity of interconnection with flexible, on-demand solutions and rapid, direct connections to robust service provider ecosystems.

1301 Fannin Houston

Lumen Cloud Connect
MegaPort
PacketFabric
PCCW / Console Connect
Unitas Global
Zayo CloudLink

1102 Grand Kansas City⁽²⁾

AWS Direct Connect
Cloudflare
Google Cloud Interconnect
MegaPort
PCCW / Console Connect
PacketFabric
Unitas Global

210 North Tucker St. Louis

Cloudflare
Lumen Cloud Connect
MegaPort
PacketFabric
Unitas Global
Zayo CloudLink

717 South Wells Chicago

Lumen Cloud Connect
PacketFabric
Unitas Global
Zayo CloudLink

900 Walnut St. Louis

Cloudflare ⁽¹⁾
Lumen Cloud Connect
MegaPort ⁽¹⁾
PacketFabric ⁽¹⁾
Unitas Global ⁽¹⁾
Zayo CloudLink

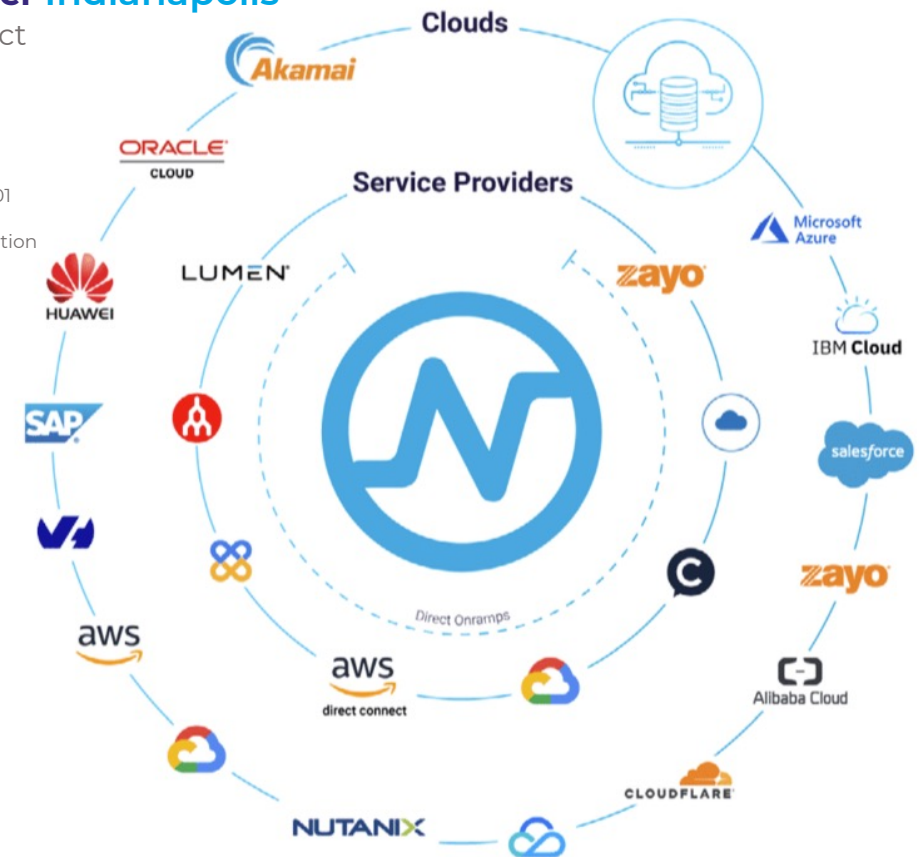
401 North Broad Philadelphia

AWS Direct Connect
Cloudflare
Lumen Cloud Connect
Google Cloud Interconnect ⁽³⁾
MegaPort
PacketFabric
Unitas Global
Zayo CloudLink

Indy Telcom Center Indianapolis

Lumen Cloud Connect
Zayo CloudLink
Cloudflare

(1) Available via dark fiber
(2) Providers available at KC2-7801
Niemann via metro dark fiber
(3) Available via riser interconnection



THE NETRALITY ADVANTAGE

PEERING (IX)

Netrality's colocation data centers, home to hundreds of the world's largest networks, are the epicenter of connectivity in our markets. Peering at Netrality's urban-located facilities provides faster speeds, increased bandwidth, greater reliability, and reduced costs. Customers can bypass much of the public network and transfer large volumes of data with direct access to multiple local peering exchanges, CDN fabric, and a myriad of AS providers. Learn how a mutually advantageous connectivity ecosystem enables seamless traffic exchange and optimized performance.

401 North Broad Philadelphia

NYIIX
PhillyIX
NetIX

1301 Fannin Houston

FD-IX-Texas
Global Peer Exchange
HOUIX
KCIX
STL-IX
NetIX

210 North Tucker St. Louis

FD-IX-STL
NetIX
KCIX
STL-IX

Indy Telcom Center Indianapolis

FD-IX-Indy
NetIX

900 Walnut St. Louis

FD-IX-STL
NetIX via dark fiber
KCIX
STL-IX

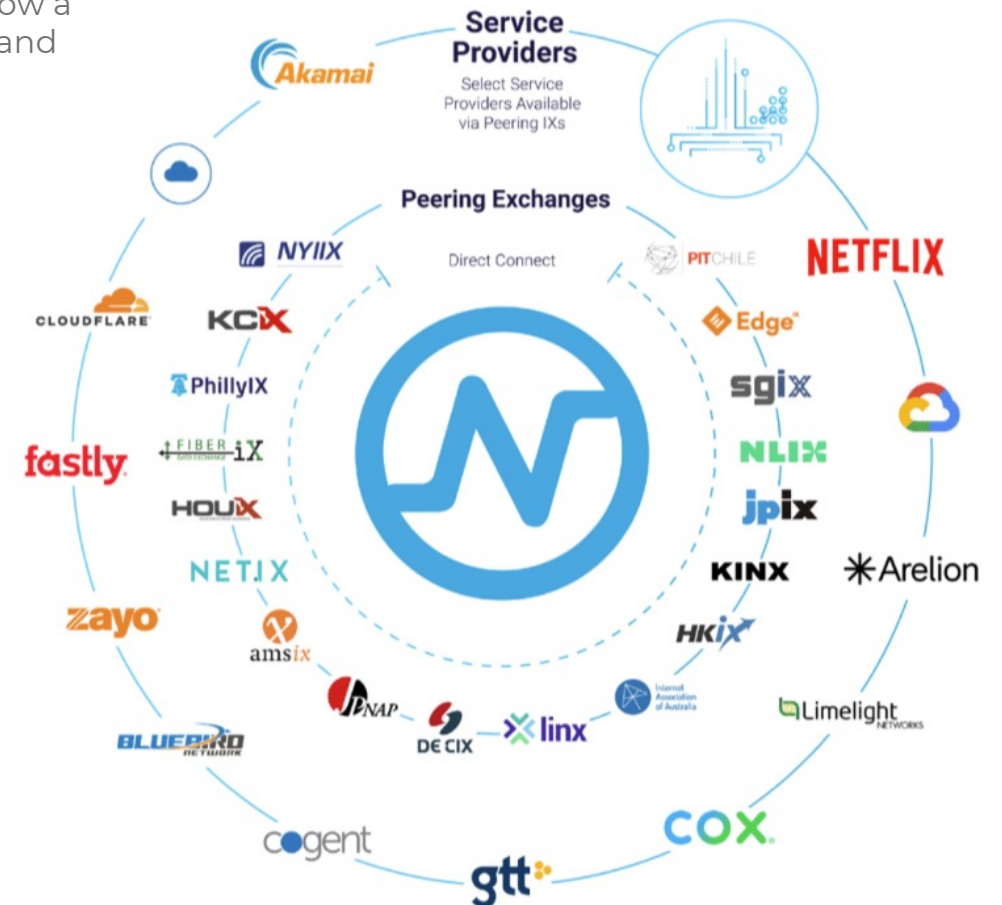
1102 Grand Kansas City⁽¹⁾

FD-IX-Iowa
HOUIX
KCIX
STL-IX
NetIX

717 South Wells Chicago

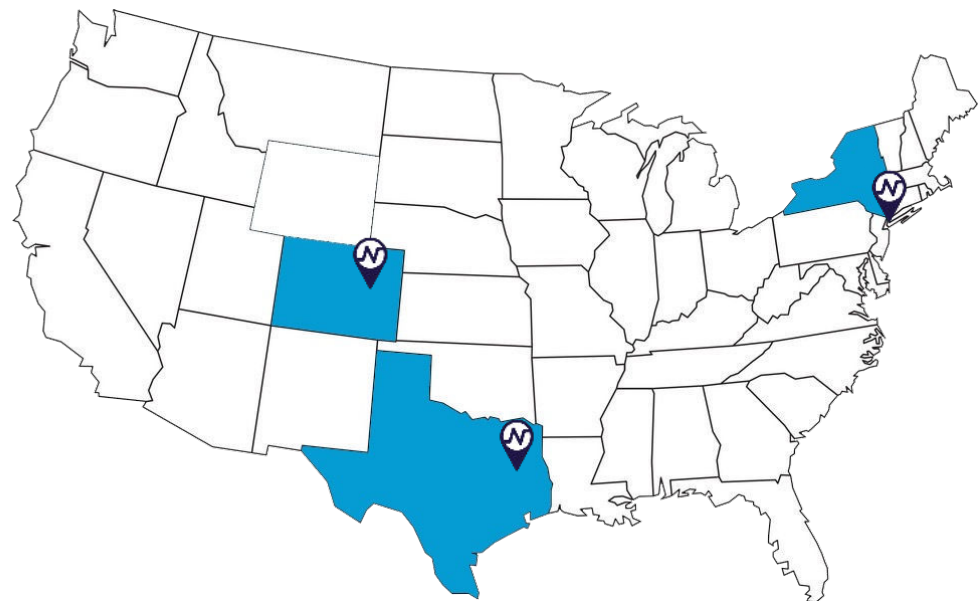
FD-IX-Indy
Global Peer Exchange
NetIX

⁽¹⁾ Providers available at KC2-7801
Nieman via metro dark fiber



NETRALITY DATA CENTERS

CHANNEL & STRATEGIC ALLIANCES TEAM



DAVID ROBBINS
VP, CHANNEL & STRATEGIC
ALLIANCES
NEW YORK METRO BASED



JORDAN OLIVERIO
DIRECTOR, CHANNEL &
STRATEGIC ALLIANCES
DALLAS



WAYNE COLEMAN
DIRECTOR, CHANNEL &
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