



Global. Connected. Sustainable.

1Q19 FINANCIAL RESULTS

APRIL 2019



DIGITAL REALTY

Digital Realty the trusted foundation | powering your digital ambitions

Navigating the Future

Sustainable Growth for Customers, Shareholders and Employees



GLOBAL



CONNECTED



SUSTAINABLE



Expanding Global Platform Supporting Customer Growth



Chile



Singapore

Tokyo

3 Global Expansions

Securing our supply chain
to support customer growth

12 Acres of Land
80+ MW of Potential IT Capacity



Socially Responsible Investing Delivering Sustainable Growth for Stakeholders

2012

- Implemented **majority voting standards** for director elections
- Appointed **first Independent Chairman**, Mr. Singleton

2013

- **Board refreshment:** Mr. Kennedy and Mr. LaPerch added to Board

2014

- Approved new **long-term incentive plan** tied to relative total stockholder return
- Appointed **new permanent CEO and Director**, Mr. Stein

2015

- Established **minimum stock ownership** guidelines

2016

- **Board refreshment:** Mr. Mohebbi and Mr. Patterson added to Board

2017

- Appointed **new Independent Chairman**, Mr. Chapman
- **Board refreshment:** Ms. Hogan Preusse added to Board
Mr. Coke and Mr. Roberts added to Board

2018

- Provided stockholders the **ability to amend bylaws**
- **Board refreshment:** Ms. Earley resigned and Mr. Zerbst's term expired

2019

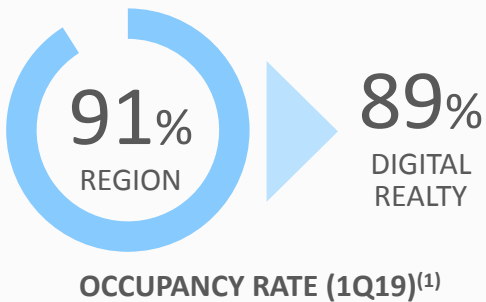
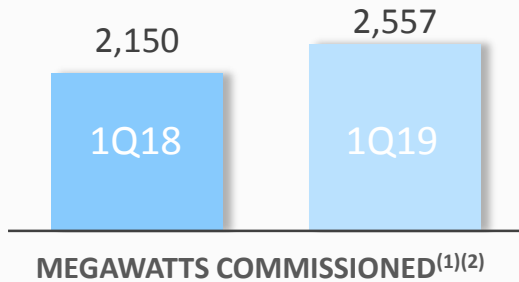
- Provided **proxy access for stockholders**
- Amended corporate governance guidelines to clarify that director **candidate pools shall include candidates with diversity of race, ethnicity and gender**



Firm Fundamentals

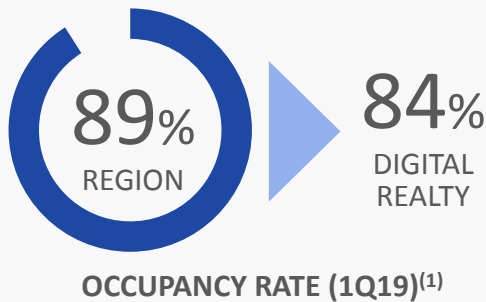
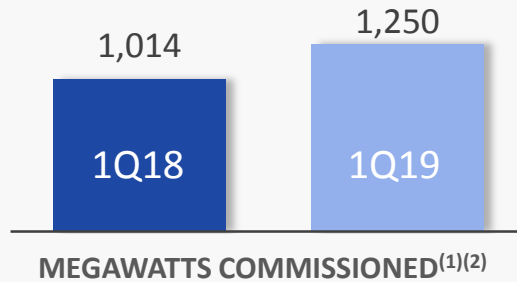
Robust Demand, Rational Supply

NORTH AMERICA



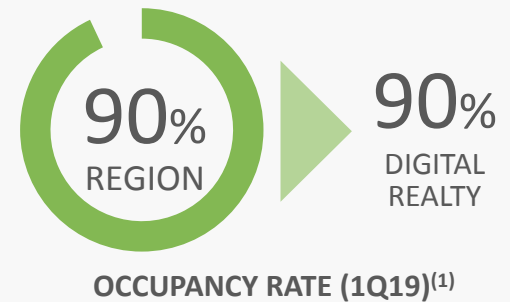
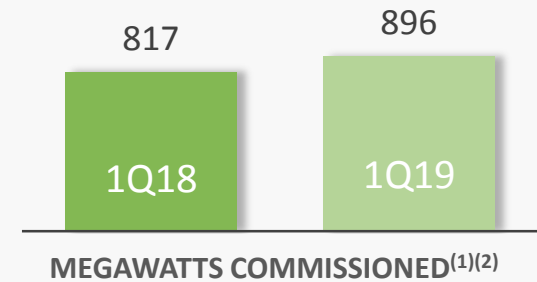
1.6x
Market Absorption-to-Available
Current Construction⁽³⁾

EMEA



1.6x
Market Absorption-to-Available
Current Construction⁽³⁾

APAC



1.1x
Market Absorption-to-Available
Current Construction⁽³⁾

1) Management estimates, based on a sub-set of Digital Realty metros

(North America: Northern Virginia, Chicago, Dallas, Silicon Valley, New Jersey, Phoenix and Toronto; EMEA: Amsterdam, Dublin, Frankfurt, and London; APAC: Melbourne, Osaka, Singapore and Sydney).

2) Prior periods may be adjusted to reflect updated information.

3) Trailing 12-month market absorption divided by available data center construction.



Supportive Economic Growth Outlook Levered to Long-Term Secular Demand Drivers

		<u>4Q18 CALL</u>	<u>CURRENT</u>	<u>Better/ Worse</u>	<u>2019E</u>	<u>2020E</u>
		<i>February 4, 2019</i>	<i>April 19, 2019</i>			
MACROECONOMIC	Global GDP Growth Forecast ⁽¹⁾	2019E: 3.5%	2019E: 3.3%	▼	3.3%	3.6%
	U.S. GDP Growth Forecast ⁽¹⁾	2019E: 2.5%	2019E: 2.3%	▼	2.3%	1.9%
	U.S. Unemployment Rate ⁽²⁾	4.0%	3.8%	▼	3.7%	3.6%
	Inflation Rate – U.S. Annual CPI Index ⁽²⁾	1.9%	1.9%	◄►	1.9%	2.1%
	Crude Oil (\$/barrel) ⁽³⁾	\$54	\$64	▲	\$60	\$65
	Control of White House, Senate and HoR ⁽⁴⁾	R,R,D	R,R,D	◄►	R,R,D	D,R,D
INTEREST RATES	Three-Month Libor (USD) ⁽²⁾	2.7%	2.6%	▼	2.7%	2.6%
	10-Yr U.S. Treasury Yield ⁽²⁾	2.7%	2.6%	▼	2.8%	2.9%
	GBP-USD ⁽²⁾	1.30	1.30	◄►	1.36	1.44
	EUR-USD ⁽²⁾	1.14	1.12	▼	1.16	1.23
EQUITIES	S&P 500 ⁽²⁾	2,713 (YTD 8.3%); P/E: 18.1x	2,905 (YTD 16.6%); P/E: 19.0x	▲	17.5x	15.7x
	NASDAQ 100 ⁽²⁾	6,942 (YTD 9.7%); P/E: 22.2x	7,690 (YTD 21.9%); P/E: 24.3x	▲	21.5x	18.9x
	RMZ ⁽²⁾⁽⁵⁾	1,175 (YTD 11.1%); P/AFFO 18.0x	1,195 (YTD 14.3%); P/AFFO 18.3x	▲	18.3x	17.7x
INDUSTRY	IT Spending Growth Worldwide ⁽⁶⁾	2019E: 3.1%	2019E: 3.2%	▲	3.2%	2.8%
	Server Shipment Worldwide ⁽⁷⁾	2019E: 4.1%	2019E: 4.0%	▼	4.0%	1.9%
	Global Data Center IP Traffic ⁽⁸⁾	CAGR 2016 - 2021E: 25%	CAGR 2016 - 2021E: 25%	◄►	CAGR 2016 - 2021E: 25%	
	Global Cloud IP Traffic ⁽⁸⁾	CAGR 2016 - 2021E: 27%	CAGR 2016 - 2021E: 27%	◄►	CAGR 2016 - 2021E: 27%	

1) IMF World Economic Outlook January 2019 and April 2019

2) Bloomberg

3) Bloomberg, NY Mercantile Exchange WTI Crude Oil (Front Month)

4) FiveThirtyEight- January 2019 and April 2019

5) Citi Investment Research - January 2019 and April 17, 2019

6) Gartner: IT Spending, Worldwide (constant currency), December 2018 and February 2019

7) Gartner: Servers Forecast Worldwide, January 2019 and April 2019

8) Cisco Global Cloud Index: Forecast and Methodology, 2016-2021 – November 2018



Sunny Forecast for Cloud Growth

Global Interconnected Platform Poised to Capitalize



32%

growth in cloud operator
and vendor revenues
from 2017⁽¹⁾

58%

of enterprise cloud
users employ a hybrid
cloud model⁽²⁾

>50%

of public cloud compute
and storage services users
have moved a workload
back on-premise⁽²⁾

\$250 Billion

revenue milestone surpassed by
cloud vendors in 2018⁽¹⁾

2x

overall market expected to double in
size in under four years⁽¹⁾

1) Source: Synergy Research Group, January 2019
2) Source: IDC: Redefining hybrid cloud, April 2018



Financial Results



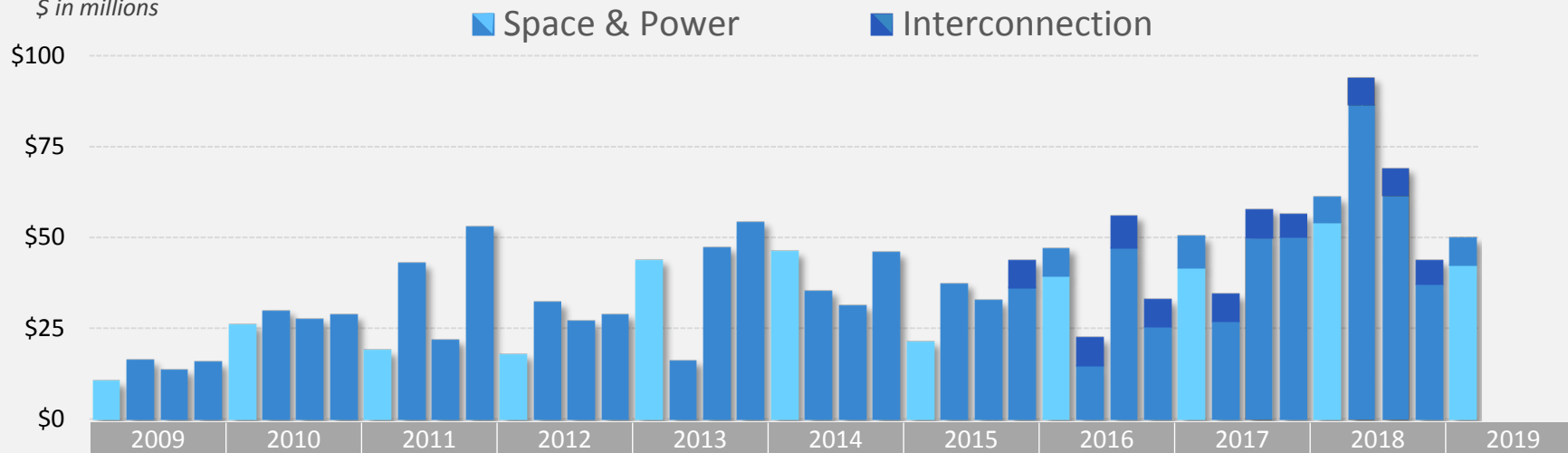
Lumpy But Healthy

Comprehensive Solutions Support Diverse Customer Base

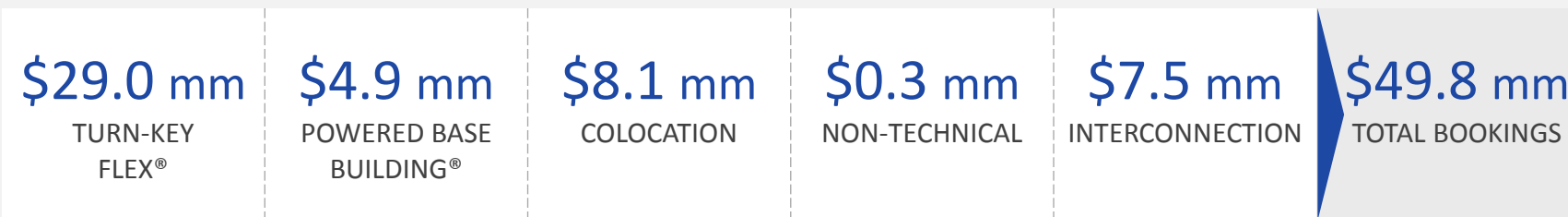
HISTORICAL BOOKINGS

ANNUALIZED GAAP BASE RENT⁽¹⁾⁽²⁾

\$ in millions



1Q19 BOOKINGS BY PRODUCT⁽¹⁾⁽²⁾



Note: Darker shading represents interconnection bookings. First quarter bookings are highlighted in lighter blue. First quarter of 2019 includes \$8.6 million from Ascenty.

- 1) GAAP rental revenues include total rent for new leases and expansions. The timing between lease signing and lease commencement (and receipt of rents) may be significant.
- 2) Includes signings for new and re-leased space.



Diversified Global Demand



5 of Top 10

Markets Outside the United States
(Annualized GAAP Signings)

49%

of Total 1Q19
Signings

25+ Metro Areas

Signed in 1Q19



Toronto



Chile



Frankfurt



Singapore

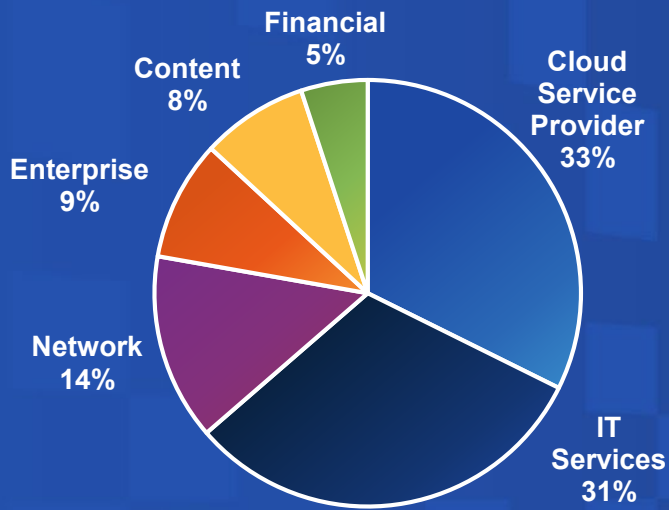


Brazil

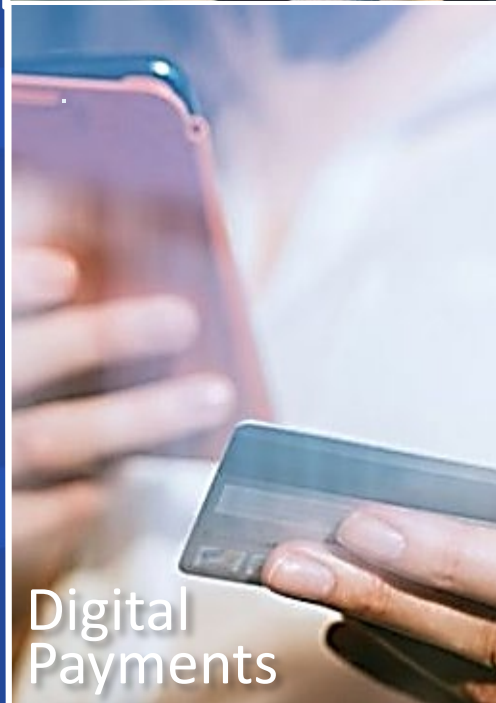


Diversified Customer Base

1Q19 Signings by Vertical



43 New Logos

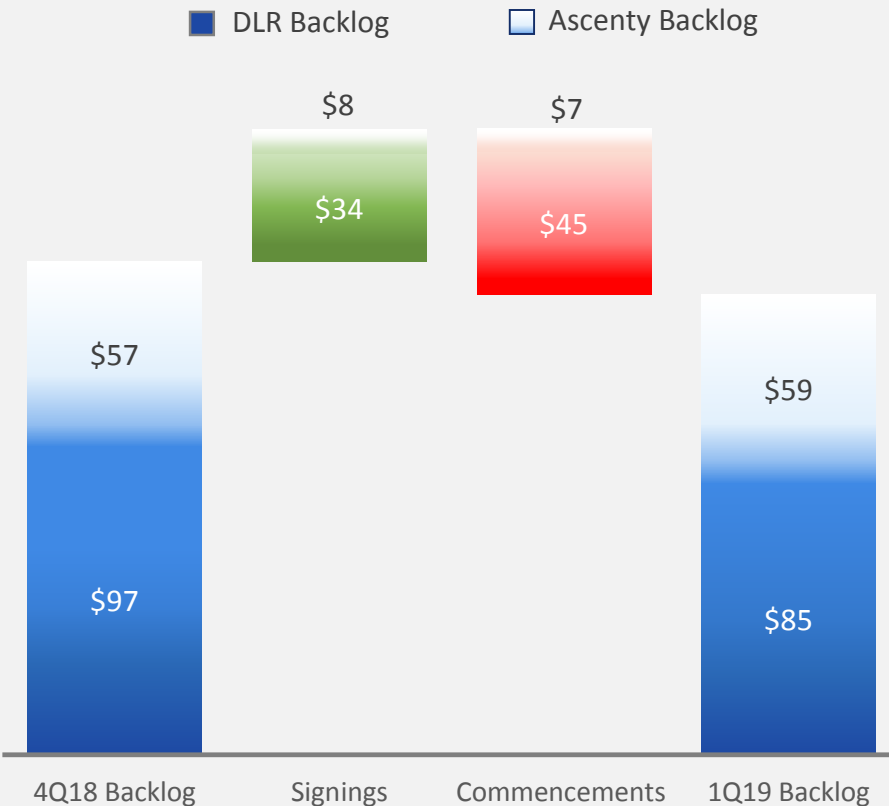


Top-Line Step Function

Healthy Backlog Sets a Solid Foundation

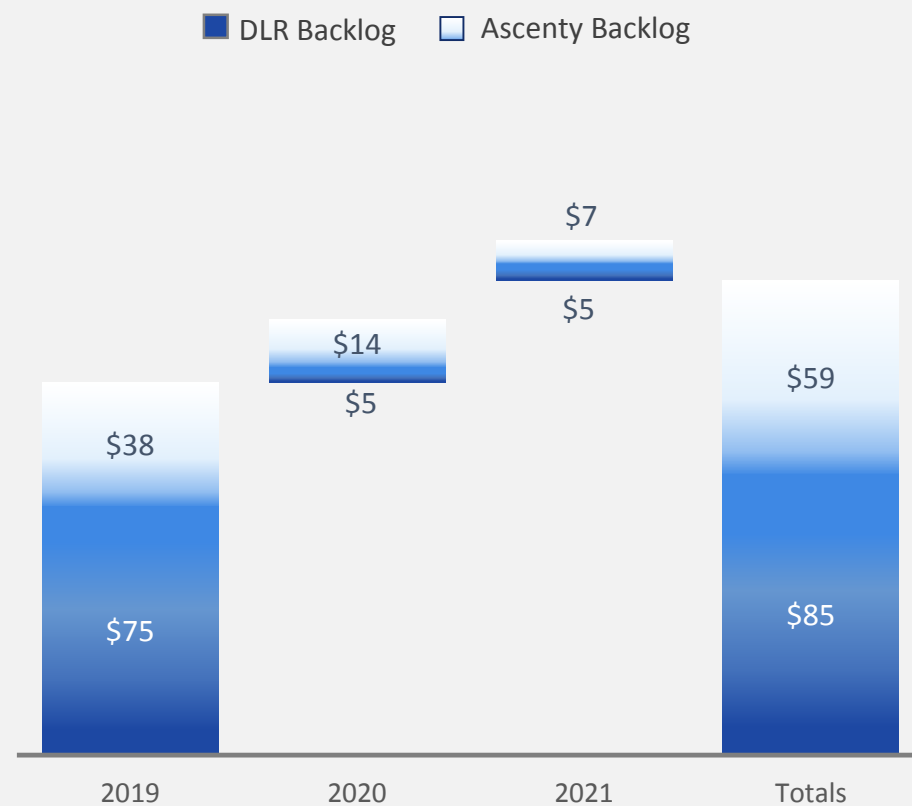
BACKLOG ROLL-FORWARD

\$ in millions



COMMENCEMENT TIMING

\$ in millions



Note: Totals may not add up due to rounding. Amounts shown represent GAAP annualized base rent from leases signed, but not yet commenced, and are based on current estimates of future lease commencement timing. Actual results may vary from current estimates. The lag between lease signing and lease commencement (and receipt of rents) may be significant. Reflects expected commencement date at time of signing.



Holistic Approach to Customer Relationship Management Leveraging Multiple Touch Points to Maximize Relationship Value

1Q19 RE-LEASING SPREADS

As Reported

TURN-KEY FLEX®	POWERED BASE BUILDING®	COLOCATION	TOTAL
RENTAL RATE CHANGE	RENTAL RATE CHANGE	RENTAL RATE CHANGE	RENTAL RATE CHANGE
-5.9% CASH 4.3% GAAP	-12.6% CASH 11.0% GAAP	2.5% CASH 2.5% GAAP	-6.9% CASH 7.1% GAAP

Excluding Customers with New Leasing in the Last Six Months

Excluding global relationship customers that executed

\$15 mm of annualized GAAP rental revenue in new deals across multiple markets over the past year, cash rent change is virtually flat for the quarter

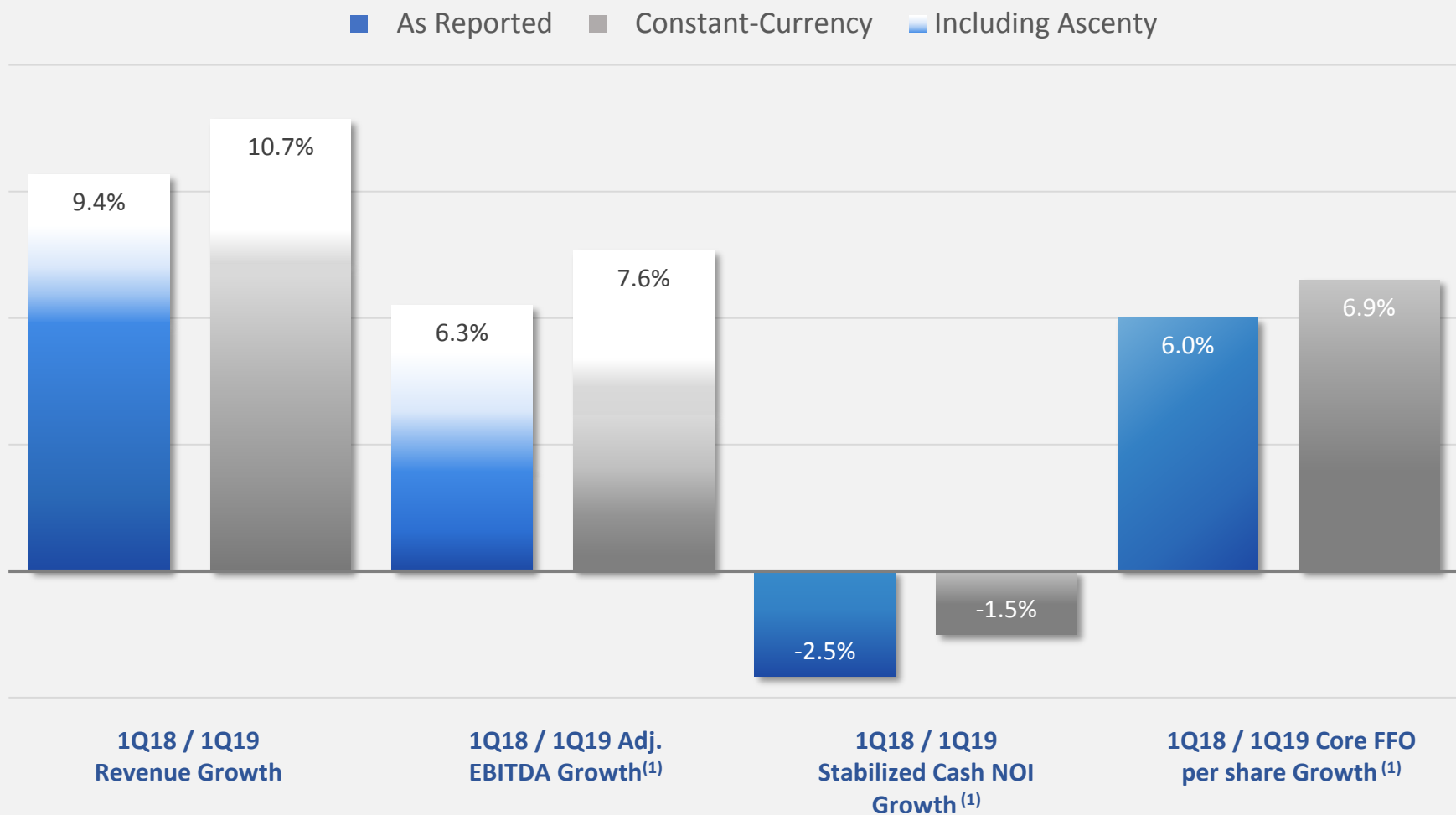
~~-0.3%~~
CASH
~~2.7%~~
GAAP

Note: Total represents Turn-Key Flex®, Powered Base Building®, Colocation, and Non-Tech leases signed during the quarter ended March 31, 2019.



Constant-Currency Growth

FX Represents ~ 100 bps Drag on Reported Results



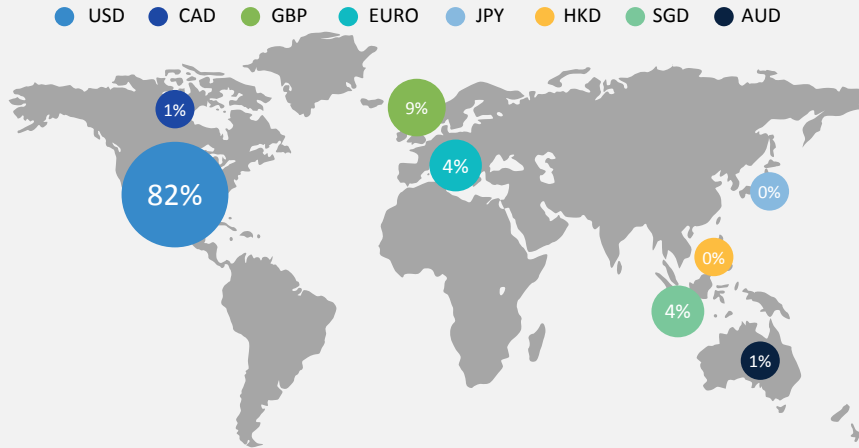
Note: Constant-currency, Adjusted EBITDA, same-capital cash NOI and core FFO are non-GAAP financial measures. For a description of these measures, see the Appendix.

1) Net income for the for the quarter ending March 31, 2019 was \$121 million. Net income for the quarter ending March 31, 2018 was \$110 million.

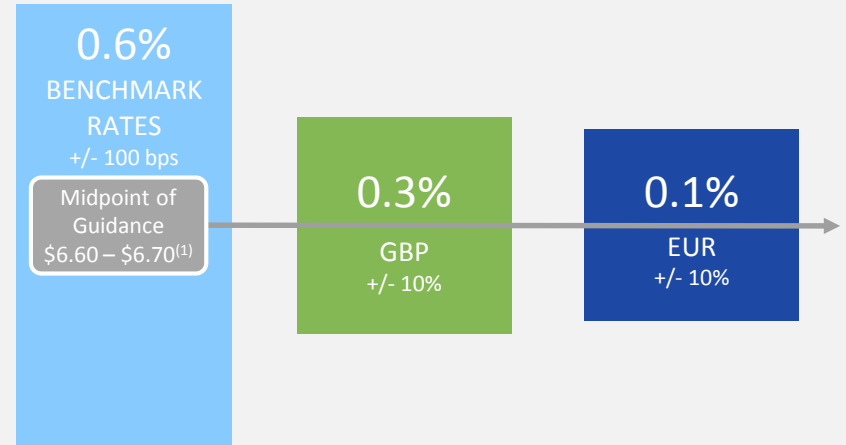


Putting Exposure in Perspective Benefits of Scale and Diversification on Display

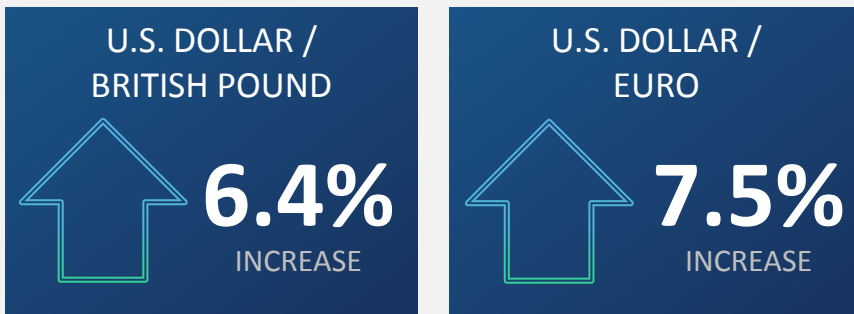
EXPOSURE BY REVENUE



2019 CORE FFO/SHARE EXPOSURE



EXCHANGE RATES⁽²⁾



U.S. DOLLAR INDEX



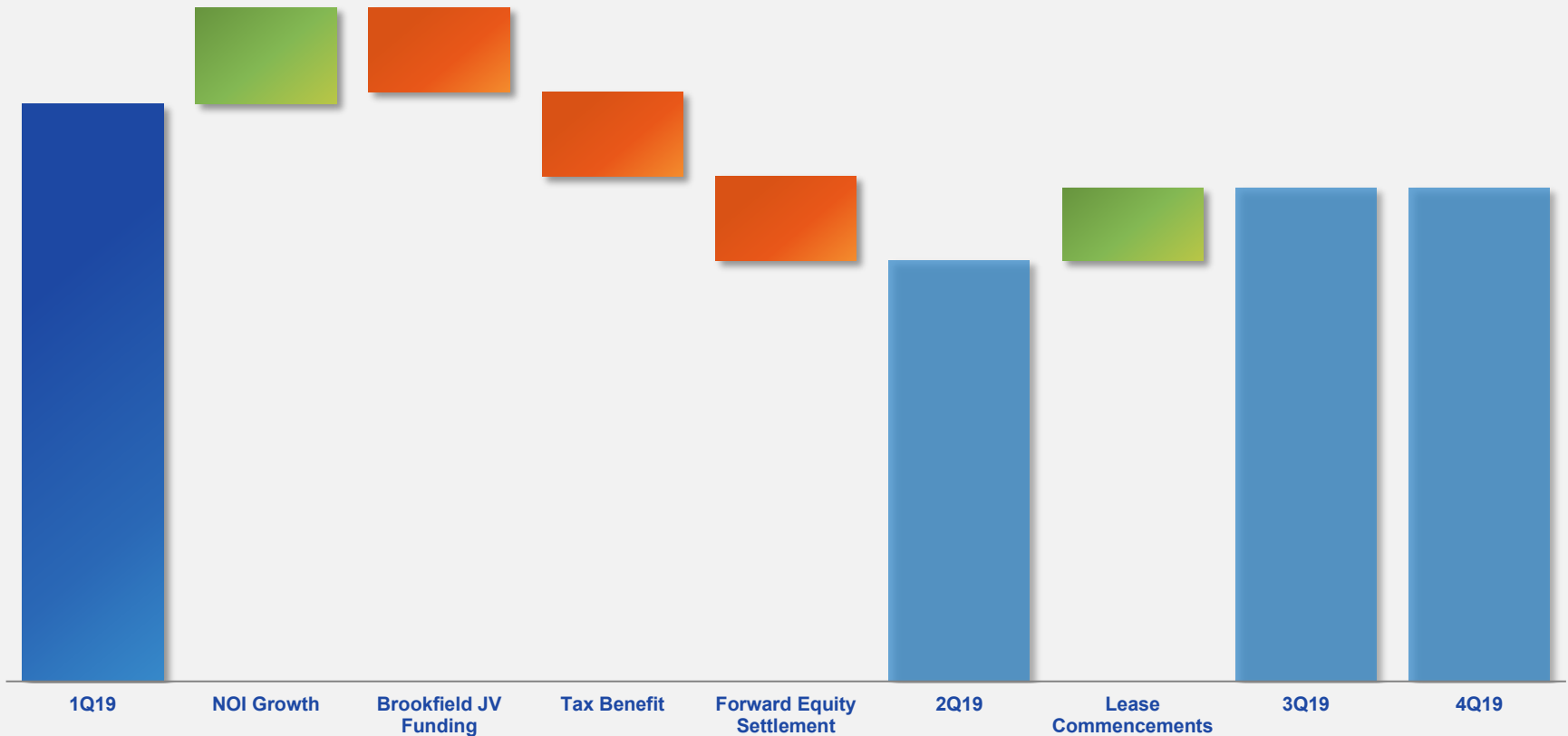
Source: FactSet

- 1) Based on the midpoint of 2019 core FFO per share guidance of \$6.60 – \$6.70. Core FFO is a non-GAAP financial measure. For a definition of core FFO and a reconciliation to its nearest GAAP equivalent, see the Appendix.
- 2) Based on average exchange rates for the quarter ending March 31, 2019 compared to average exchange rates for the quarter ending March 31, 2018.



Four Quarter Two-Step Beat, Dip, Shuffle, Bounce

2019E CORE FFO PER SHARE

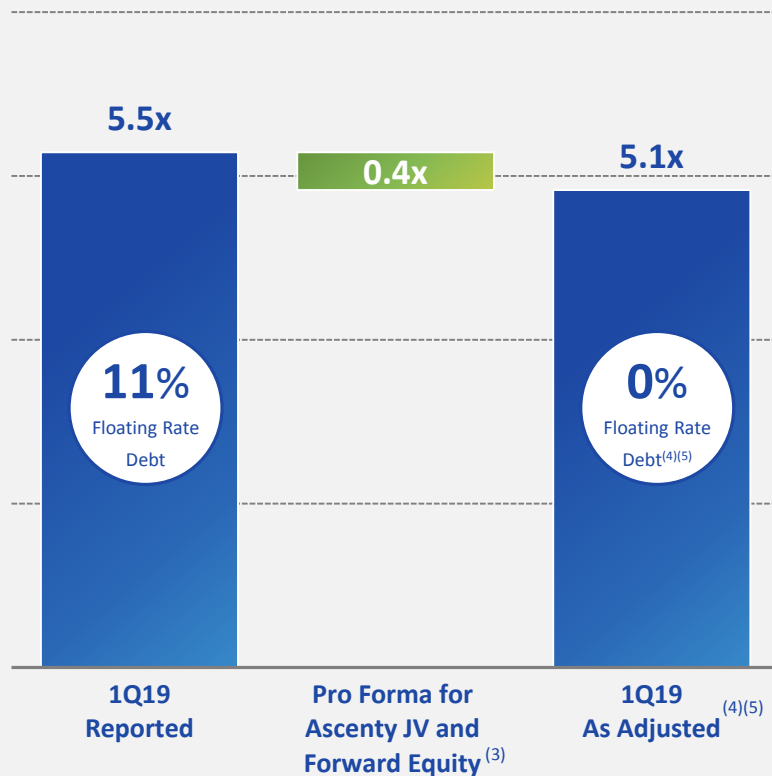


Note: Based on management estimates; actual performance may differ materially. Core FFO and NOI are non-GAAP financial measures. For descriptions and reconciliations to the closest GAAP equivalents, please see the Appendix.

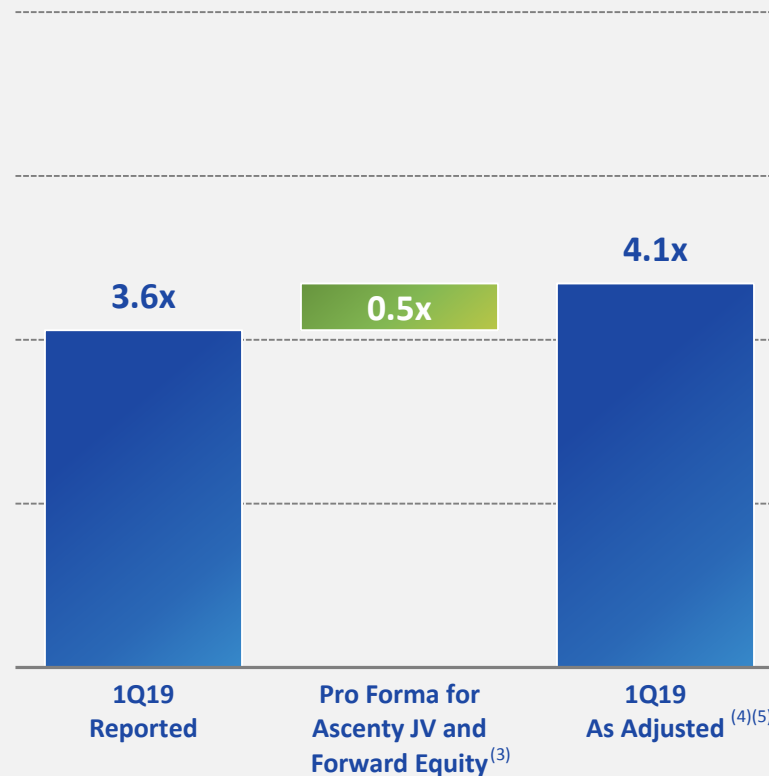


Prudently Financed Transaction Enhances Credit Stats Reflecting a Full-Quarter Contribution

Net Debt to Adjusted EBITDA ⁽¹⁾



Fixed Charge Coverage Ratio ⁽²⁾



- 1) Calculated as total debt at balance sheet carrying value, plus capital lease obligations, plus our share of unconsolidated JV debt, less unrestricted cash and cash equivalents divided by the product of Adjusted EBITDA (inclusive of our share of JV EBITDA) multiplied by four. Adjusted EBITDA is a non-GAAP financial measure. For a description of Adjusted EBITDA and the calculation of these ratios, see the Appendix.
- 2) Fixed charge coverage ratio is Adjusted EBITDA divided by total fixed charges. Total fixed charges include interest expenses, capitalized interest, scheduled debt principal payments and preferred dividends, excluding bridge facility fees for the quarter ended March 31, 2019. Adjusted EBITDA is a non-GAAP financial measure. For a description of Adjusted EBITDA and the calculation of these ratios, see the Appendix.
- 3) Pro Forma for Ascenty JV at DLR's share at 49% and assumed forward equity closing.
- 4) Adjusted to include a full quarter of Ascenty's adjusted EBITDA, assuming DLR's share at 49%.
- 5) Adjusted to reflect pro forma September 24, 2018 full settlement of the \$1.1 billion forward equity offering executed on September 24, 2018. Assumes proceeds are used to repay borrowings under the global unsecured revolving credit facility.

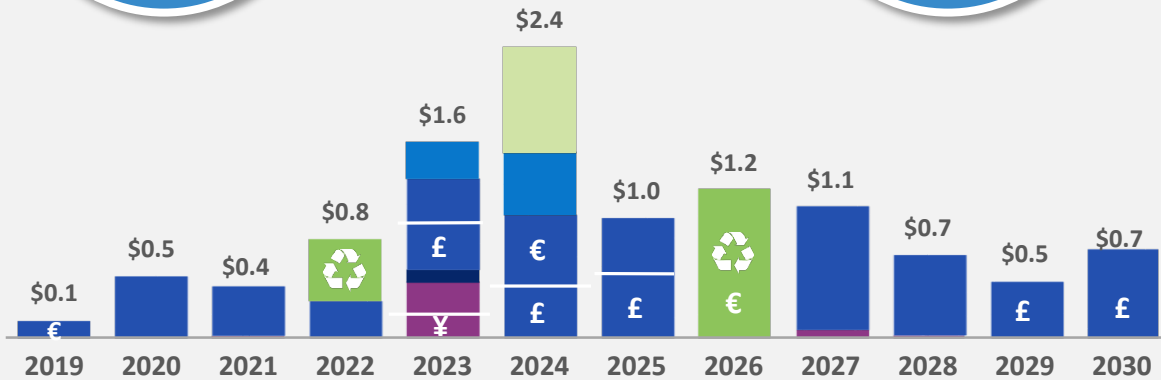


Matching the Duration of Assets and Liabilities

Clear Runway on the Left, No Bar Too Tall on the Right

DEBT MATURITY SCHEDULE AS OF MARCH 31, 2019⁽¹⁾⁽²⁾

(USD in billions)



- Pro Rata Share of JV Debt
- Secured Mortgage Debt
- Unsecured Senior Notes
- Unsecured Term Loan
- Unsecured Credit Facilities⁽³⁾
- Unsecured Green Bonds

Note: As of March 31, 2019.

1) Includes Digital Realty's pro rata share of four unconsolidated joint venture loans.

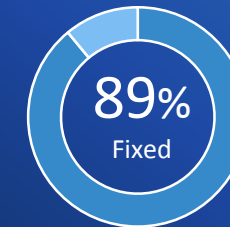
2) Assumes exercise of extension options.

3) Includes Yen Facility.

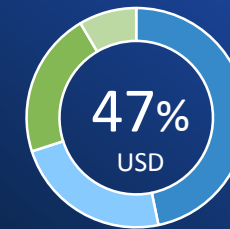
DEBT PROFILE



- Unsecured
- Secured



- Fixed
- Floating



- USD
- GBP
- Euro
- Other



Consistent Execution on Strategic Vision Delivering Current Results, Seeding Future Growth

SUCCESSFUL FIRST QUARTER 2019 INITIATIVES

1. Extending our Global Footprint

Entered Chile, Acquired Strategic APAC Land Holdings

2. Delivering Sustainable Growth for All Stakeholders

Provided Proxy Access, Adopted Rooney Rule

3. Growing the Dividend

Raised the Common Dividend by Seven Percent

4. Strengthening the Balance Sheet

Redeemed High-Cost Capital, Locked in Attractive Long-Term Coupons

80+ MW

of Potential
IT Capacity

3%

stockholder for
three years

14th

Consecutive
Annual Increase

-30 bps

Weighted Average
Coupon



Appendix



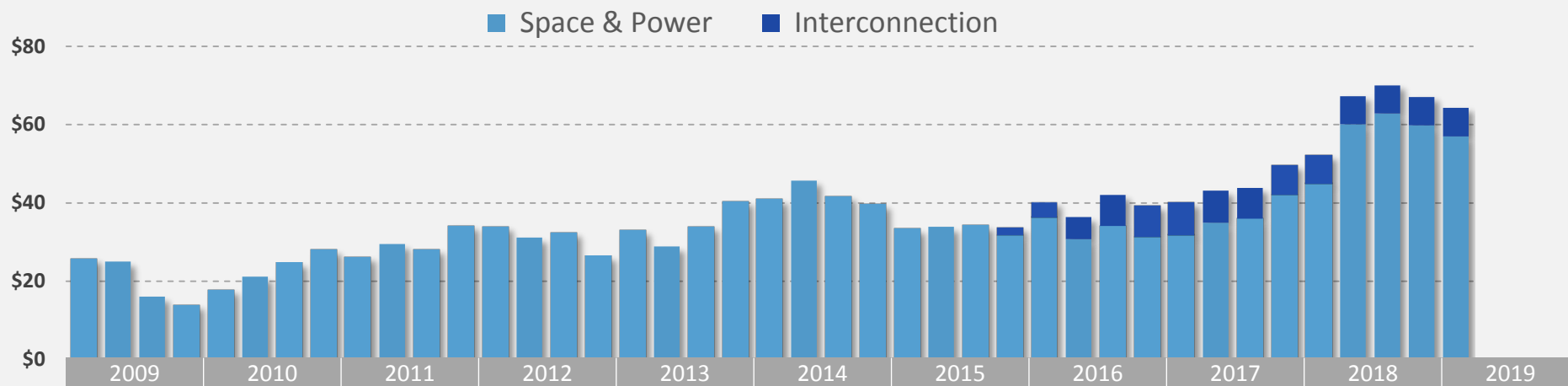
Robust Long-Term Demand, Lumpy Near-Term Signings

Diverse Customer Base + Product Offerings

HISTORICAL BOOKINGS TRAILING FOUR-QUARTER AVERAGE

ANNUALIZED GAAP BASE RENT⁽¹⁾⁽²⁾

\$ in millions



1Q19 TRAILING FOUR-QUARTER AVERAGE BOOKINGS BY PRODUCT⁽¹⁾⁽²⁾

\$44.9 mm

TURN-KEY
FLEX[®]

\$2.4 mm

POWERED BASE
BUILDING[®]

\$9.0 mm

COLOCATION

\$0.6 mm

NON-TECHNICAL

\$7.3 mm

INTERCONNECTION

\$64.2 mm

TOTAL BOOKINGS

Note: Darker shading represents interconnection bookings.

1) GAAP rental revenues include total rent for new leases and expansions. The timing between lease signing and lease commencement (and receipt of rents) may be significant.

2) Includes signings for new and re-leased space.



Appendix

Management Statements on Non-GAAP Measures

The information included in this presentation contains certain non-GAAP financial measures that management believes are helpful in understanding our business, as further described below. Our definition and calculation of non-GAAP financial measures may differ from those of other REITs, and, therefore, may not be comparable. The non-GAAP financial measures should not be considered an alternative to net income or any other GAAP measurement of performance and should not be considered an alternative to cash flows from operating, investing or financing activities as a measure of liquidity.

Funds From Operations (FFO): We calculate funds from operations, or FFO, in accordance with the standards established by the National Association of Real Estate Investment Trusts, or NAREIT, in the NAREIT Funds From Operations White Paper - 2018 Restatement. FFO represents net income (loss) (computed in accordance with GAAP), excluding gains (or losses) from real estate transactions, impairment of investment in real estate, real estate related depreciation and amortization (excluding amortization of deferred financing costs), unconsolidated JV real estate related depreciation & amortization, non-controlling interests in operating partnership and after adjustments for unconsolidated partnerships and joint ventures. Management uses FFO as a supplemental performance measure because, in excluding real estate related depreciation and amortization and gains and losses from property dispositions and after adjustments for unconsolidated partnerships and joint ventures, it provides a performance measure that, when compared year over year, captures trends in occupancy rates, rental rates and operating costs. We also believe that, as a widely recognized measure of the performance of REITs, FFO will be used by investors as a basis to compare our operating performance with that of other REITs. However, because FFO excludes depreciation and amortization and captures neither the changes in the value of our data centers that result from use or market conditions, nor the level of capital expenditures and capitalized leasing commissions necessary to maintain the operating performance of our data centers, all of which have real economic effect and could materially impact our financial condition and results from operations, the utility of FFO as a measure of our performance is limited. Other REITs may not calculate FFO in accordance with the NAREIT definition and, accordingly, our FFO may not be comparable to other REITs' FFO. FFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance.

Core Funds from Operations (Core FFO):

We present core funds from operations, or core FFO, as a supplemental operating measure because, in excluding certain items that do not reflect core revenue or expense streams, it provides a performance measure that, when compared year over year, captures trends in our core business operating performance. We calculate core FFO by adding to or subtracting from FFO (i) termination fees and other non-core revenues, (ii) transaction and integration expenses, (iii) loss from early extinguishment of debt, (iv) severance, equity acceleration, and legal expenses, (v) loss on FX revaluation, (vi) gain on contribution to unconsolidated joint venture, net of related tax, and (vii) other non-core expense adjustments. Because certain of these adjustments have a real economic impact on our financial condition and results from operations, the utility of core FFO as a measure of our performance is limited. Other REITs may calculate core FFO differently than we do and accordingly, our core FFO may not be comparable to other REITs' core FFO. Core FFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance.

Adjusted Funds from Operations (AFFO):

We present adjusted funds from operations, or AFFO, as a supplemental operating measure because, when compared year over year, it assesses our ability to fund dividend and distribution requirements from our operating activities. We also believe that, as a widely recognized measure of the operations of REITs, AFFO will be used by investors as a basis to assess our ability to fund dividend payments in comparison to other REITs, including on a per share and unit basis. We calculate AFFO by adding to or subtracting from core FFO (i) non-real estate depreciation, (ii) amortization of deferred financing costs, (iii) amortization of debt discount/premium, (iv) non-cash stock-based compensation expense, (v) straight-line rental revenue, (vi) straight-line rental expense, (vii) above- and below-market rent amortization, (viii) deferred tax expense, (ix) leasing compensation and internal lease commissions, and (x) recurring capital expenditures. Other REITs may calculate AFFO differently than we do and accordingly, our AFFO may not be comparable to other REITs' AFFO. AFFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance.



Appendix

Management Statements on Non-GAAP Measures

EBITDA and Adjusted EBITDA:

We believe that earnings before interest, loss from early extinguishment of debt, income taxes, depreciation and amortization, and impairment of investments in real estate, or EBITDA, and Adjusted EBITDA (as defined below), are useful supplemental performance measures because they allow investors to view our performance without the impact of non-cash depreciation and amortization or the cost of debt and, with respect to Adjusted EBITDA, severance, equity acceleration, and legal expenses, transaction and integration expenses, (gain) loss on real estate transactions, equity in earnings adjustment for non-core items, other non-core adjustments, net, noncontrolling interests, preferred stock dividends, including undeclared dividends, and issuance costs associated with redeemed preferred stock. Adjusted EBITDA is EBITDA excluding unconsolidated joint venture real estate related depreciation & amortization, severance, equity acceleration, and legal expenses, transaction and integration expenses, (gain) on sale, impairment of investments in real estate, other non-core adjustments, net, non-controlling interests, and preferred stock dividends, including undeclared dividends. In addition, we believe EBITDA and Adjusted EBITDA are frequently used by securities analysts, investors and other interested parties in the evaluation of REITs. Because EBITDA and Adjusted EBITDA are calculated before recurring cash charges including interest expense and income taxes, exclude capitalized costs, such as leasing commissions, and are not adjusted for capital expenditures or other recurring cash requirements of our business, their utility as a measure of our performance is limited. Other REITs may calculate EBITDA and Adjusted EBITDA differently than we do and accordingly, our EBITDA and Adjusted EBITDA may not be comparable to other REITs' EBITDA and Adjusted EBITDA. Accordingly, EBITDA and Adjusted EBITDA should be considered only as supplements to net income computed in accordance with GAAP as a measure of our financial performance.

Net Operating Income (NOI) and Cash NOI:

Net operating income, or NOI, represents rental revenue, tenant reimbursement revenue and interconnection revenue less utilities expense, rental property operating expenses, property taxes and insurance expenses (as reflected in the statement of operations). NOI is commonly used by stockholders, company management and industry analysts as a measurement of operating performance of the company's rental portfolio. Cash NOI is NOI less straight-line rents and above- and below-market rent amortization. Cash NOI is commonly used by stockholders, company management and industry analysts as a measure of property operating performance on a cash basis. However, because NOI and cash NOI exclude depreciation and amortization and capture neither the changes in the value of our data centers that result from use or market conditions, nor the level of capital expenditures and capitalized leasing commissions necessary to maintain the operating performance of our data centers, all of which have real economic effect and could materially impact our results from operations, the utility of NOI and cash NOI as measures of our performance is limited. Other REITs may calculate NOI and cash NOI differently than we do and, accordingly, our NOI and cash NOI may not be comparable to other REITs' NOI and cash NOI. NOI and cash NOI should be considered only as supplements to net income computed in accordance with GAAP as measures of our performance.



Appendix

Management Statements on Non-GAAP Measures

The information included in this presentation contains forward-looking statements. Such statements are based on management's beliefs and assumptions made based on information currently available to management. Such forward-looking statements include statements relating to: our economic outlook; public cloud services spending; the expected timing, locations, benefits and product offerings for IBM Cloud and Service Exchange; our acquisition of Ascenty; our corporate governance; our sustainability initiatives; the expected effect of foreign currency translation adjustments on our financials; demand drivers and economic growth outlook; business drivers; sources and uses; our expected development plans and completions, including timing, total square footage, IT capacity and raised floor space upon completion; expected availability for leasing efforts and colocation initiatives; organizational initiatives; our expected product offerings; our expected Go-to-Market strategy; joint venture opportunities; occupancy and total investment; our expected investment in our properties; our estimated time to stabilization and targeted returns at stabilization of our properties; our expected future acquisitions; acquisitions strategy; available inventory and development strategy; the signing and commencement of leases, and related rental revenue; lag between signing and commencement of leases; future rents; our expected same store portfolio growth; our expected growth and stabilization of development completions and acquisitions; our expected mark-to-market rates on lease expirations, lease rollovers and expected rental rate changes; our expected yields on investments; our expectations with respect to capital investments at lease expiration on existing data center or colocation space; barriers to entry; competition; debt maturities; lease maturities; our expected returns on invested capital; estimated absorption rates; our other expected future financial and other results, and the assumptions underlying such results; our top investment geographies and market opportunities; our expected colocation expansions; our ability to access the capital markets; expected time and cost savings to our customers; our customers' capital investments; our plans and intentions; future data center utilization, utilization rates, growth rates, trends, supply and demand, and demand drivers; datacenter outsourcing trends; datacenter expansion plans; estimated kW/MW requirements; growth in the overall Internet infrastructure sector and segments thereof; the replacement cost of our assets; the development costs of our buildings, and lead times; estimated costs for customers to deploy or migrate to a new data center; capital expenditures; the effect new leases and increases in rental rates will have on our rental revenues and results of operations; lease expiration rates; our ability to borrow funds under our credit facilities; estimates of the value of our development portfolio; our ability to meet our liquidity needs, including the ability to raise additional capital; the settlement of our forward sales agreements; credit ratings; capitalization rates, or cap rates; market forecasts; potential new locations; the expected impact of our global expansion; dividend payments and our dividend policy; projected financial information and covenant metrics; annualized; core FFO run-rate and NOI Growth; other forward-looking financial data; leasing expectations; our exposure to tenants in certain industries; our expectations and underlying assumptions regarding our sensitivity to fluctuations in foreign exchange rates and energy prices; and the sufficiency of our capital to fund future requirements. You can identify forward-looking statements by the use of forward-looking terminology such as "believes," "expects," "may," "will," "should," "seeks," "approximately," "intends," "plans," "pro forma," "estimates" or "anticipates" or the negative of these words and phrases or similar words or phrases which are predictions of or indicate future events or trends and discussions which do not relate solely to historical matters. Such statements are subject to risks, uncertainties and assumptions, are not guarantees of future performance and may be affected by known and unknown risks, trends, uncertainties and factors that are beyond our control that may cause actual results to vary materially. Some of the risks and uncertainties include, among others, the following: reduced demand for data centers or decreases in information technology spending; decreased rental rates, increased operating costs or increased vacancy rates; increased competition or available supply of data center space; the suitability of our data centers and data center infrastructure, delays or disruptions in connectivity or availability of power, or failures or breaches of our physical and information security infrastructure or services; our dependence upon significant customers, bankruptcy or insolvency of a major customer or a significant number of smaller customers, or defaults on or non-renewal of leases by customers; breaches of our obligations or restrictions under our contracts with our customers; our inability to successfully develop and lease new properties and development space, and delays or unexpected costs in development of properties; the impact of current global and local economic, credit and market conditions; our inability to retain data center space that we lease or sublease from third parties; difficulty acquiring or operating properties in foreign jurisdictions; our failure to realize the intended benefits from, or disruptions to our plans and operations or unknown or contingent liabilities related to, our recent acquisitions; our failure to successfully integrate and operate acquired or developed properties or businesses; difficulties in identifying properties to acquire and completing acquisitions; risks related to joint venture investments, including as a result of our lack of control of such investments; risks associated with using debt to fund our business activities, including re-financing and interest rate risks, our failure to repay debt when due, adverse changes in our credit ratings or our breach of covenants or other terms contained in our loan facilities and agreements; our failure to obtain necessary debt and equity financing, and our dependence on external sources of capital; financial market fluctuations and changes in foreign currency exchange rates; adverse economic or real estate developments in our industry or the industry sectors that we sell to, including risks relating to decreasing real estate valuations and impairment charges and goodwill and other intangible asset impairment charges; our inability to manage our growth effectively; losses in excess of our insurance coverage; environmental liabilities and risks related to natural disasters; our inability to comply with rules and regulations applicable to our company; our failure to maintain our status as a REIT for federal income tax purposes; our operating partnership's failure to qualify as a partnership for federal income tax purposes; restrictions on our ability to engage in certain business activities; and changes in local, state, federal and international laws and regulations, including related to taxation, real estate and zoning laws, and increases in real property tax rates. The risks included here are not exhaustive, and additional factors could adversely affect our business and financial performance. We discussed a number of additional material risks in our annual report on Form 10-K for the year ended December 31, 2018 and other filings with the Securities and Exchange Commission. Those risks continue to be relevant to our performance and financial condition. Moreover, we operate in a very competitive and rapidly changing environment. New risk factors emerge from time to time and it is not possible for management to predict all such risk factors, nor can it assess the impact of all such risk factors on the business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. We expressly disclaim any responsibility to update forward-looking statements, whether as a result of new information, future events or otherwise.

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Reconciliation of Non-GAAP Items To Their Closest GAAP Equivalent

Digital Realty Trust, Inc. and Subsidiaries

Reconciliation of Net Income Available to Common Stockholders to Funds From Operations (FFO)

(in thousands, except per share and unit data)

(unaudited)

	Three Months Ended	
	March 31, 2019	March 31, 2018
Net (loss) income available to common stockholders	\$ 95,869	\$ 86,298
Adjustments:		
Noncontrolling interests in operating partnership	4,300	3,480
Real estate related depreciation and amortization (1)	307,864	291,686
Real estate related depreciation and amortization related to investment in unconsolidated joint ventures	3,851	3,476
Impairment of investments in real estate	5,351	-
(Gain) loss on sale of properties	-	(39,273)
FFO available to common stockholders and unitholders	<u>\$ 417,235</u>	<u>\$ 345,667</u>
Basic FFO per share and unit	\$ 1.92	\$ 1.62
Diluted FFO per share and unit	\$ 1.92	\$ 1.61
Weighted average common stock and units outstanding		
Basic	217,039	214,009
Diluted	217,756	214,803
(1) Real estate related depreciation and amortization was computed as follows:		
Depreciation and amortization per income statement	311,486	294,789
Non-real estate depreciation	(3,622)	(3,103)
	<u>\$ 307,864</u>	<u>\$ 291,686</u>

	Three Months Ended	
	March 31, 2019	March 31, 2018
FFO available to common stockholders and unitholders -- basic and diluted	<u>\$ 417,235</u>	<u>\$ 345,667</u>
Weighted average common stock and units outstanding	217,039	214,009
Add: Effect of dilutive securities	717	794
Weighted average common stock and units outstanding -- diluted	<u>217,756</u>	<u>214,803</u>



Reconciliation of Non-GAAP Items To Their Closest GAAP Equivalent

Digital Realty Trust, Inc. and Subsidiaries

Reconciliation of Funds From Operations (FFO) to Core Funds From Operations (CFFO)
(in thousands, except per share and unit data)
(unaudited)

	Three Months Ended	
	March 31, 2019	March 31, 2018
FFO available to common stockholders and unitholders -- diluted	\$ 417,235	\$ 345,667
Termination fees and other non-core revenues ⁽¹⁾	(14,445)	(858)
Transaction and integration expenses	2,494	4,178
Loss from early extinguishment of debt	12,886	-
Loss on FX revaluation	9,604	-
Gain on contribution to unconsolidated joint venture, net of related tax	(58,497)	-
Severance accrual and equity acceleration ⁽²⁾	1,483	234
Other non-core expense adjustments	4,922	431
CFFO available to common stockholders and unitholders -- diluted	\$ 375,682	\$ 349,652
Diluted CFFO per share and unit	\$ 1.73	\$ 1.63

(1) Includes one-time fees, proceeds and certain other adjustments that are not core to our business.

(2) Relates to severance and other charges related to the departure of company executives and integration-related severance.

Digital Realty Trust, Inc. and Subsidiaries

Reconciliation of Net Income Available to Common Stockholders to Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) and Adjusted EBITDA
(in thousands)
(unaudited)

	Three Months Ended	
	March 31, 2019	March 31, 2018
Net (loss) income available to common stockholders	\$ 95,869	\$ 86,298
Interest	101,552	76,985
Loss from early extinguishment of debt	12,886	-
Tax expense	4,266	3,374
Depreciation and amortization	311,486	294,789
EBITDA	526,059	461,446
Unconsolidated JV real estate related depreciation & amortization	3,851	3,476
Severance accrual and equity acceleration	1,483	234
Transaction and integration expenses	2,494	4,178
(Gain) on sale / deconsolidation	(67,497)	(39,273)
Impairment of investments in real estate	5,351	-
Other non-core adjustments, net	(13,806)	431
Noncontrolling interests	4,185	3,468
Preferred stock dividends, including undeclared dividends	20,943	20,329
Adjusted EBITDA	\$ 483,063	\$ 454,289

Digital Realty Trust, Inc. and Subsidiaries

Reconciliation of Same Capital Cash Net Operating Income
(in thousands)
(unaudited)

	Three Months Ended	
	March 31, 2019	March 31, 2018
Rental revenues	\$ 455,668	\$ 463,419
Tenant reimbursements - Utilities	85,962	86,222
Tenant reimbursements - Other	47,661	45,383
Interconnection and other	57,405	55,833
Total Revenue	646,696	650,857
Utilities	99,955	97,779
Rental property operating	98,397	93,417
Property taxes	27,533	27,659
Insurance	2,673	3,325
Total Expenses	228,558	222,180
Net Operating Income	\$ 418,138	\$ 428,677
Less:		
Stabilized straight-line rent	\$ 2,796	\$ 3,337
Above and below market rent	(5,400)	(6,127)
Cash Net Operating Income	\$ 420,742	\$ 431,467



Reconciliation of Non-GAAP Items To Their Closest GAAP Equivalent

Net Debt/LQA Adjusted EBITDA

	<u>QE 03/31/19</u>
Total debt at balance sheet carrying value	\$ 10,279,656
Add: DLR share of unconsolidated joint venture debt	267,404
Add: Capital lease obligations	167,579
Less: Unrestricted cash	(123,879)
Net Debt as of March 31, 2019	\$ 10,590,760

Net Debt / LQA Adjusted EBITDA⁽ⁱⁱⁱ⁾ 5.5x

(iii) Adjusted EBITDA

Net income available to common stockholders	\$ 95,869
Interest expense	101,552
Loss from early extinguishment of debt	12,886
DLR share of unconsolidated joint venture interest expense	1,899
Taxes	4,266
Depreciation and amortization	<u>311,486</u>
EBITDA	527,958

Unconsolidated JV real estate related depreciation & amortization	3,851
Severance accrual and equity acceleration and legal expenses	1,483
Transaction and integration expenses	2,494
Gain on sale / deconsolidation	(67,497)
Other non-core adjustments, net	(13,806)
Impairment of investments in real estate	5,351
Noncontrolling interests	4,185
Preferred stock dividends, including undeclared dividends	<u>20,943</u>
Adjusted EBITDA	\$ 484,962

LQA Adjusted EBITDA (Adjusted EBITDA x 4) \$ 1,939,848

Total Debt/Total Enterprise Value

Market value of common equity ⁽ⁱ⁾	\$ 25,904,824
Liquidation value of preferred equity ⁽ⁱⁱ⁾	1,476,250
Total debt at balance sheet carrying value	10,279,656
Total Enterprise Value	\$ 37,660,730
Total debt / total enterprise value	27.3%

(i) Market Value of Common Equity

Common shares outstanding	208,214
Common units outstanding	9,473
Total Shares and Partnership Units	217,688
Stock price as of March 31, 2019	\$ 119.00
Market value of common equity	\$ 25,904,824

(ii) Liquidation value of preferred equity (\$25.00 per share)

	Shares O/S	Liquidation Value
Series C Preferred	8,050	201,250
Series G Preferred	10,000	250,000
Series H Preferred	14,600	365,000
Series I Preferred	10,000	250,000
Series J Preferred	8,000	200,000
Series K Preferred	8,400	<u>210,000</u>
		1,476,250 ^(iv)

Debt Service Ratio (LQA Adjusted EBITDA/GAAP interest expense plus capitalized interest and less bridge facility fees)

	<u>QE 03/31/19</u>
Total GAAP interest expense	101,552
Add: Capitalized interest	<u>10,897</u>
GAAP interest expense plus capitalized interest	112,449
Debt Service Ratio	4.3x



Reconciliation of Non-GAAP Items To Their Closest GAAP Equivalent

	<u>QE 03/31/19</u>
<u>Fixed Charged Ratio (LQA Adjusted EBITDA/total fixed charges)</u>	
GAAP interest expense plus capitalized interest	112,449
Scheduled debt principal payments	153
Preferred dividends	20,943
Total fixed charges	<u>133,545</u>
Fixed charge ratio	3.6x

	<u>QE 03/31/19</u>
<u>Unsecured Debt/Total Debt</u>	
Global unsecured revolving credit facility	842,975
Unsecured term loan	807,726
Unsecured senior notes, net of discount	8,523,462
Secured debt, including premiums	105,493
Capital lease obligations	167,579
Total debt at balance sheet carrying value	<u>10,447,235</u>
Unsecured Debt / Total Debt	99.0%

	<u>QE 03/31/19</u>
<u>Net Debt Plus Preferred/LQA Adjusted EBITDA</u>	
Total debt at balance sheet carrying value	10,279,656
Less: Unrestricted cash	(123,879)
Capital lease obligations	167,579
DLR share of unconsolidated joint venture debt	267,404
Net Debt as of March 31, 2019	<u>10,590,760</u>
Preferred Liquidation Value ^(iv)	1,476,250
Net Debt plus preferred	<u>12,067,010</u>
Net Debt Plus Preferred/LQA Adjusted EBITDA ⁽ⁱⁱⁱ⁾	6.2x

