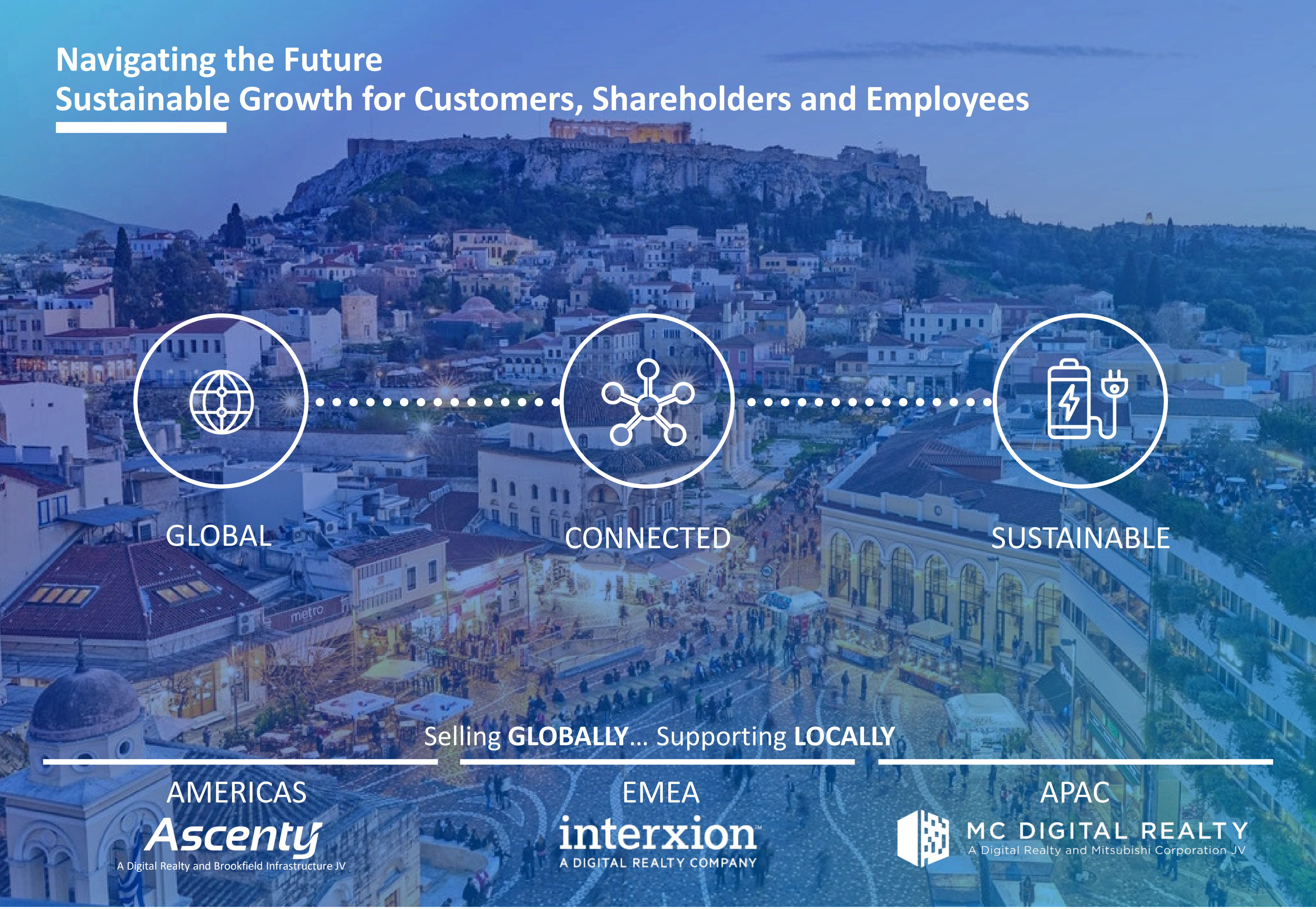
DIGITAL REALTY

# Global. Connected. Sustainable.

4Q20 FINANCIAL RESULTS

FEBRUARY 2021

**Digital Realty** the trusted foundation | powering your digital ambitions



# Navigating the Future
## Sustainable Growth for Customers, Shareholders and Employees

GLOBAL

CONNECTED

SUSTAINABLE

Selling **GLOBALLY**… Supporting **LOCALLY**

AMERICAS

Ascenty

A Digital Realty and Brookfield Infrastructure JV

EMEA

interxion

A DIGITAL REALTY COMPANY

APAC

MC DIGITAL REALTY

A Digital Realty and Mitsubishi Corporation JV

# Serving a Social Purpose
# Delivering Sustainable Growth for All Stakeholders

## ENVIRONMENTAL

Earned 2020 Nareit Leader in the Light award for fourth consecutive year

Committed to reducing direct emissions by 68% and indirect emissions by 24% by 2030

Reached carbon neutral certification for operations in France

Named 2020 EPA ENERGY STAR® Partner of the Year

## SOCIAL

Demonstrated senior leadership and employee commitment to Diversity, Equity & Inclusion; signed CEO Action Pledge for diversity; co-chairing Nareit's diversity initiative

Sponsored corporate and employee gift-matching contributions supporting COVID-19 pandemic relief and racial justice efforts

Led disaster recovery assistance and community reinvestment programs

Committed to enhancing the well-being of our stockholders, customers, employees, vendors, and communities

## GOVERNANCE

**2020** Enhanced Board diversity with the addition of three new Directors

**2019** Established proxy access for shareholders

**2018** Provided shareholders the ability to propose amendments to the bylaws

**2015** Instituted minimum stock ownership requirements for directors and management

# Expanding Global Platform Supporting Customer Growth

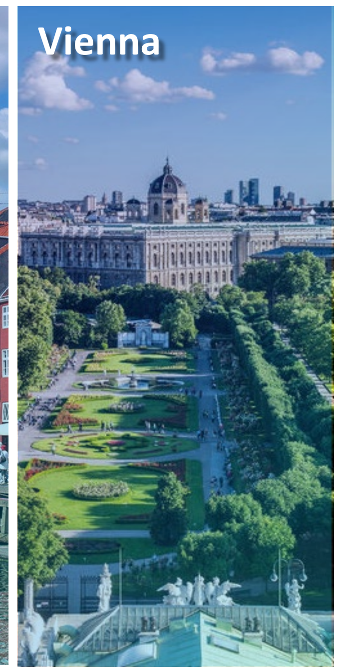

## European Platform

**88,000+** Cross-Connects

**700+** Connectivity Providers

**17** Metro Areas







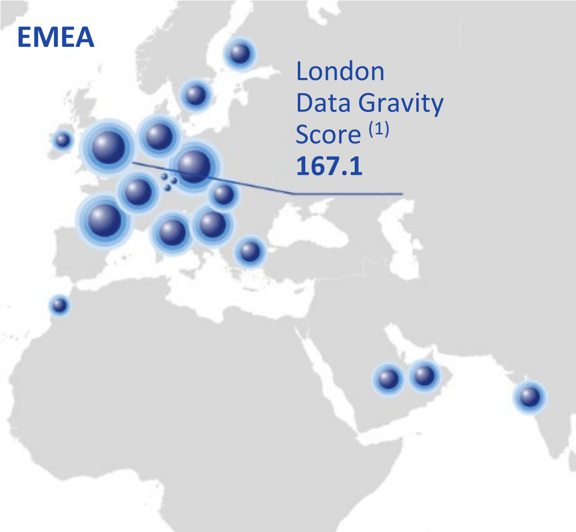
Note: As of December 31, 2020.

# Combining Leading Platforms in EMEA
# Further Solidifying Global Connection with Customers


## Customers

Two-way traffic, with numerous referral wins on both sides of the pond

## Communities of Interest

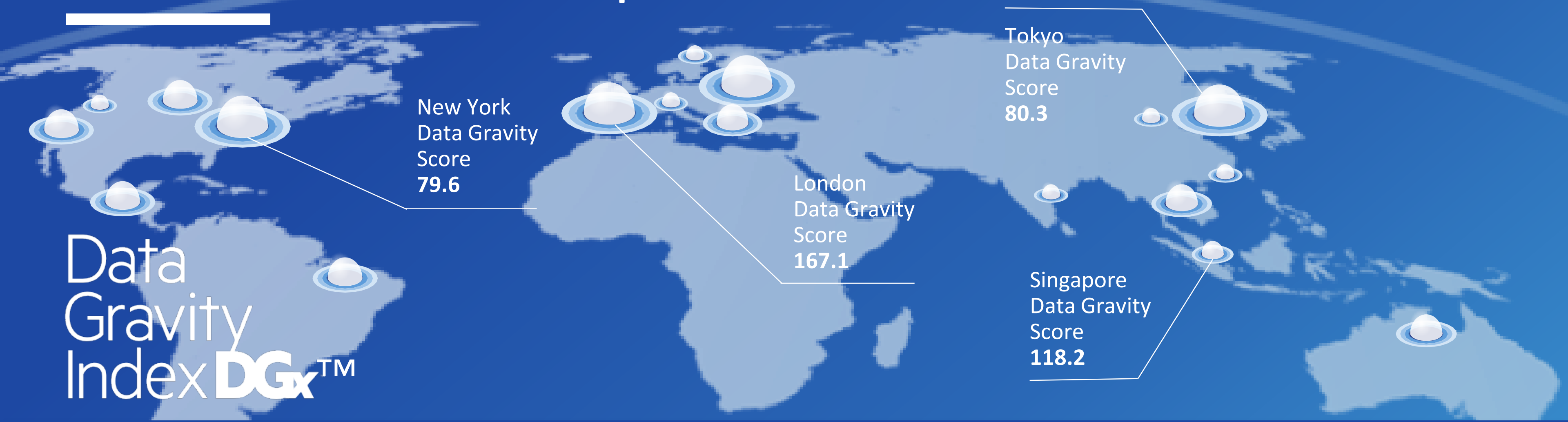



## Growth

Capitalizing on investment grade balance sheet to lower borrowing costs, fund profitable growth investments, create value and control destiny by securing ownership position

1) As defined in Digital Realty's *Data Gravity Index™* report, December 2020. One or more features of the Data Gravity Index DGx system are subject to a pending US patent application.

# Data Gravity Driving Data Center Demand
# PlatformDIGITAL® Poised to Capitalize




## Enterprise Data Growth

**80%**

By 2025, **80% of data worldwide** will reside in enterprises [(1)]

## Driving Data Localization

**87%**

By 2022, **87% of IT leaders will maintain local copies** of customer and transaction data for compliance [(2)]

## Global MTDC Leader


Note: Data Gravity Scores are as defined in Digital Realty's *Data Gravity Index*™ report, December 2020. Patent pending.
1) 1IDC #US44413318, Data Age 2025, The Digitization of the World From Edge to Core, November 2018.
2) 451 Research, Infrastructure Imperative – IT Leader Survey, November 2019.

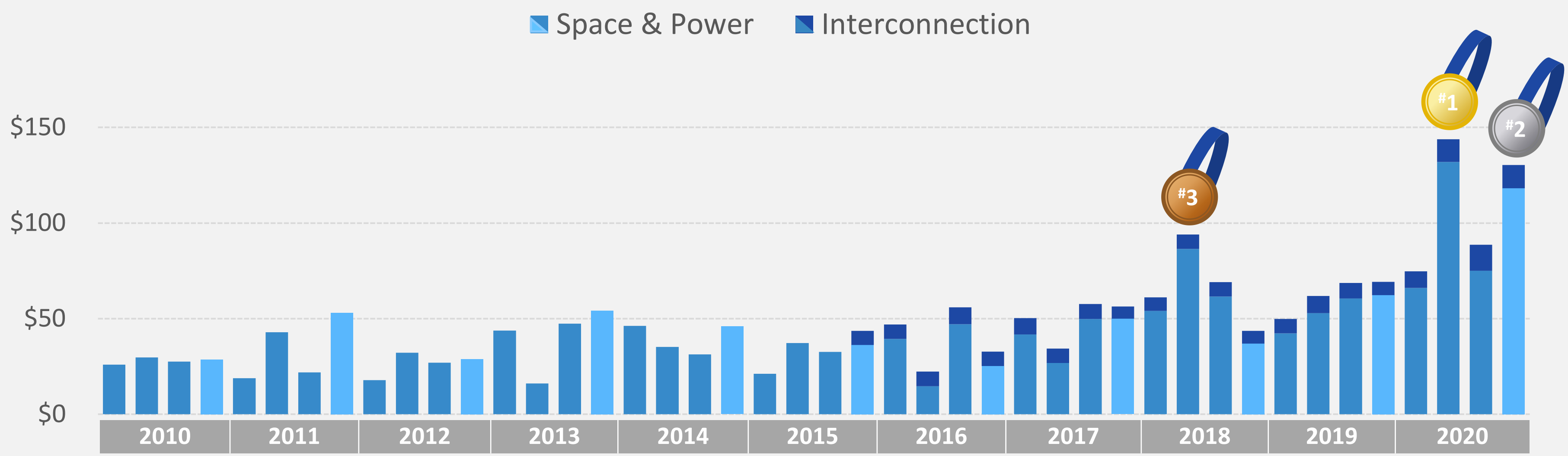
# Financial Results

# Digital Transformation Driving Steady Demand
# Global Full-Product Spectrum Provides Broadest Solutions

## HISTORICAL BOOKINGS

ANNUALIZED GAAP BASE RENT

*$ in millions*




## 4Q20 BOOKINGS

| 0-1 MW | > 1 MW | OTHER [1] | INTERCONNECTION | TOTAL BOOKINGS |
|---|---|---|---|---|
| $31.0 mm | $81.8 mm | $5.4 mm | $12.1 mm | $130.3 mm |

Note: Darker shading represents interconnection bookings. Fourth-quarter bookings are highlighted in lighter blue. Totals may not add up due to rounding.
1) Other includes Powered Base Building® shell capacity as well as storage and office space within fully improved data center facilities.

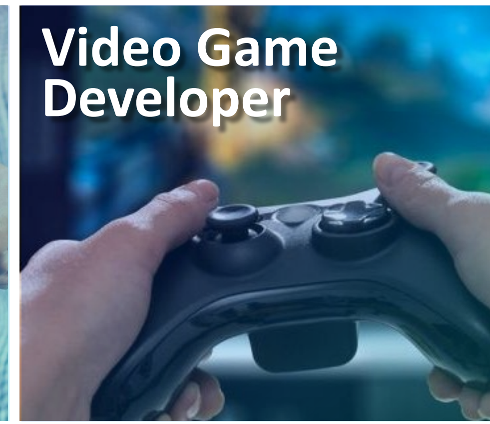
## Communities of Interest Attracting New Logos

**120**
new logos

**33%**
of total bookings from 0-1 MW + interconnection

**74%**
of total bookings outside North America



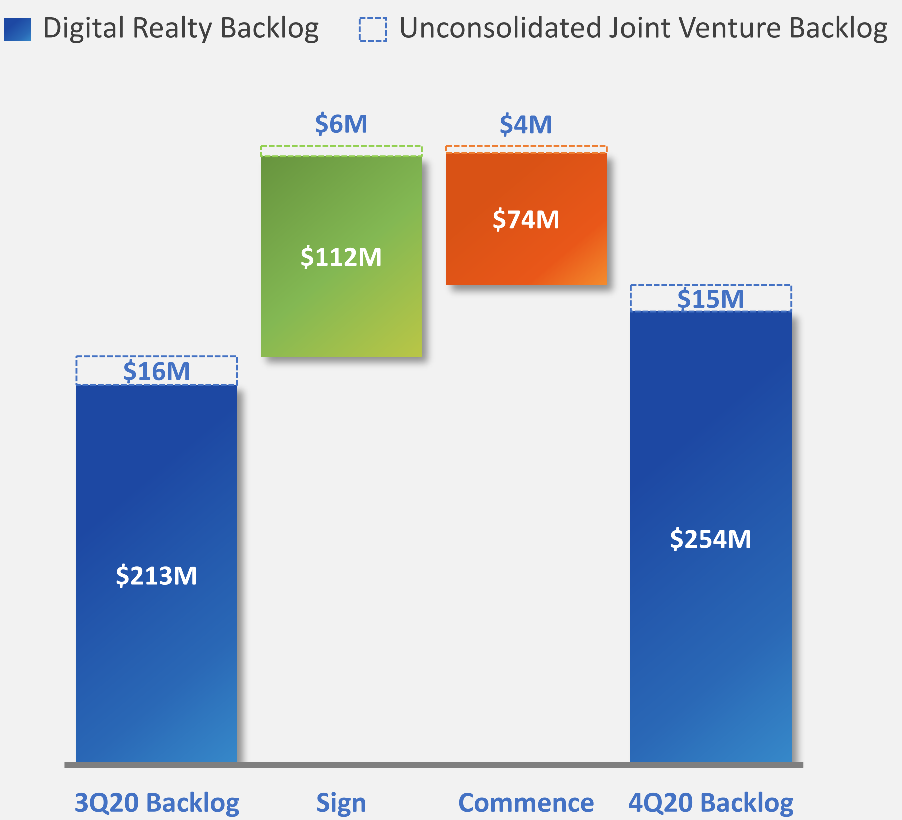



Note: For quarter ended December 31, 2020.

# Top-Line Step Function
# Healthy Backlog Sets a Solid Foundation

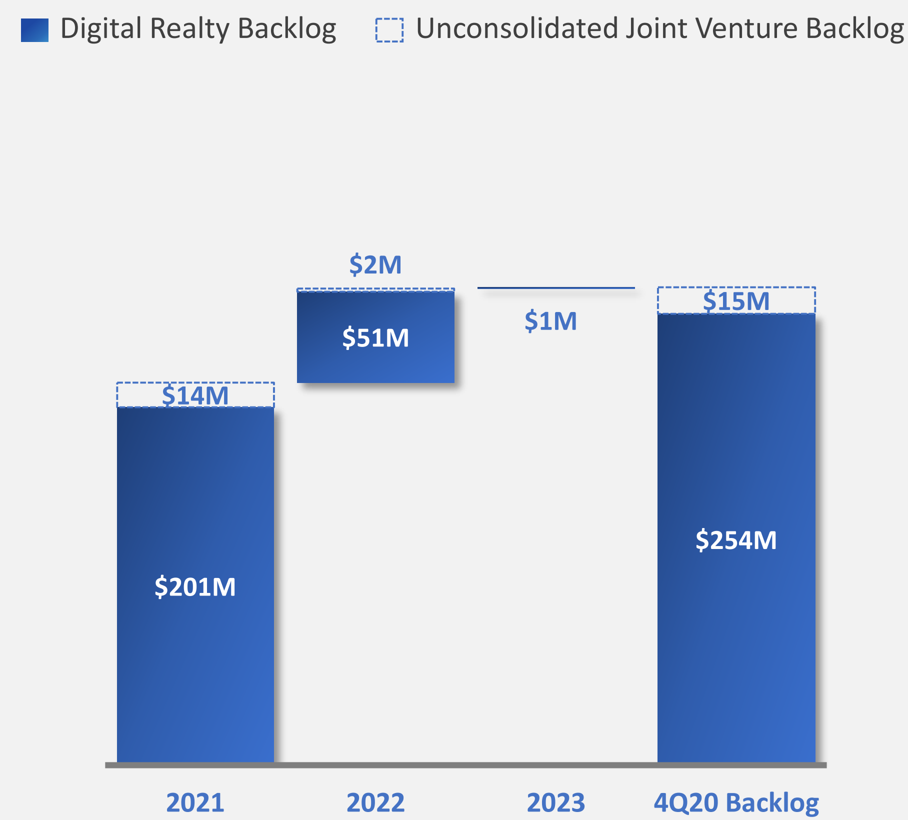
## BACKLOG ROLL-FORWARD [1]

*$ in millions*




## COMMENCEMENT TIMING [2]

*$ in millions*




Note: Totals may not add up due to rounding.
1) Amounts shown represent GAAP annualized base rent from leases signed.
2) Amounts shown represent GAAP annualized base rent from leases signed, but not yet commenced, based on estimated future commencement date at time of signing. Actual commencement dates may vary.

# Cycling Through Peak Vintage Renewals
# Narrowing the Gap on Cash Re-Leasing Spreads

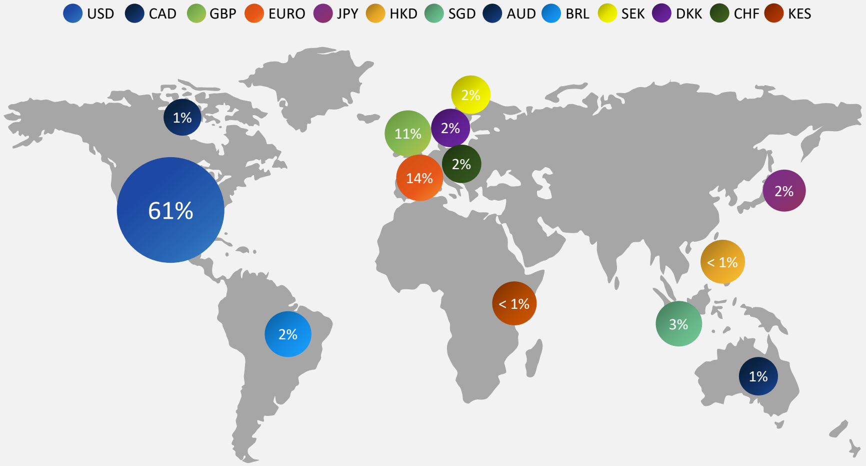
## 4Q20 RE-LEASING SPREADS

| | 0-1 MW | > 1 MW | OTHER [1] | TOTAL |
|---|---|---|---|---|
| RENTAL RATE CHANGE – CASH | 0.8% | 2.0% | -4.6% | 1.0% |
| RENTAL RATE CHANGE – GAAP | 1.3% | 8.1% | 6.1% | 3.4% |
| Signed renewal leases representing … of annualized GAAP rental revenue | $105 million | $47 million | $3 million | $156 million |

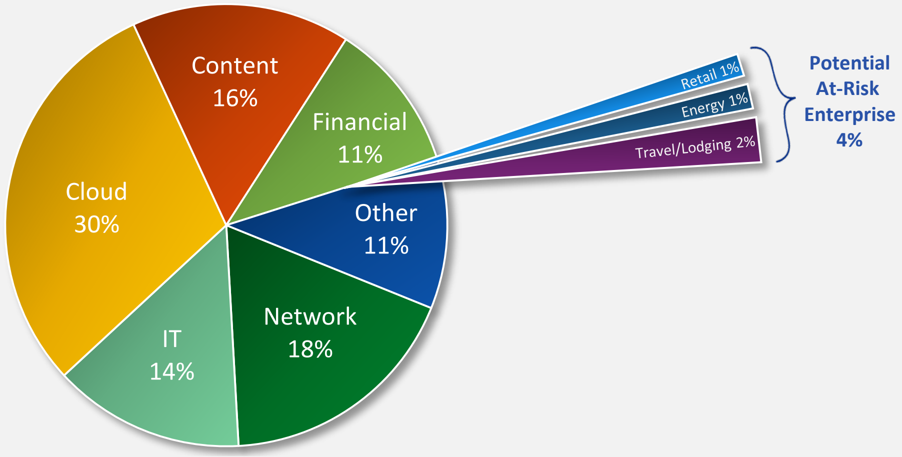
Note: Totals may not add up due to rounding. Rental rate change represents the beginning rental rate on leases renewed, relative to the ending rental rate at expiration, weighted by net rentable square feet.
1) Other includes Powered Base Building® shell capacity as well as storage and office space within fully improved data center facilities.

# Effective Economic Risk Mitigation Strategies
# Benefits of Scale and Diversification on Display

## EXPOSURE BY REVENUE (1)




## CUSTOMER CONCENTRATION BY REVENUE (2)




## EXCHANGE RATES (3)

| U.S. DOLLAR / BRITISH POUND | U.S. DOLLAR / EURO |
|---|---|
| 2.6% DECREASE | 7.2% DECREASE |

## U.S. DOLLAR INDEX


Source: Bloomberg. Note: Totals may not add up due to rounding.
1) As of December 31, 2020. Includes DLR's share of revenue from unconsolidated joint ventures.
2) Calculation based on annualized base rents (monthly contractual cash base rent before abatements) under existing leases as of December 31, 2020 multiplied by 12.
3) Based on average exchange rates for the quarter ended December 31, 2020 compared to average exchange rates for the quarter ended December 31, 2019.

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

## 2021E 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, see the Appendix.

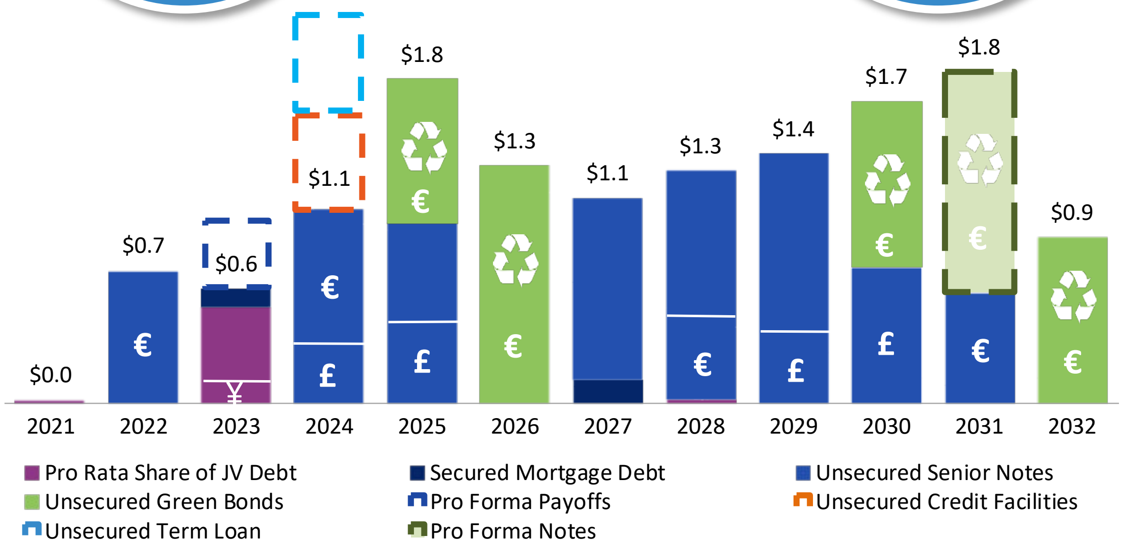
# Matching the Duration of Assets and Liabilities
# Clear Runway on the Left, No Bar Too Tall on the Right

## DEBT MATURITY SCHEDULE AS OF DECEMBER 31, 2020 (1)(2)

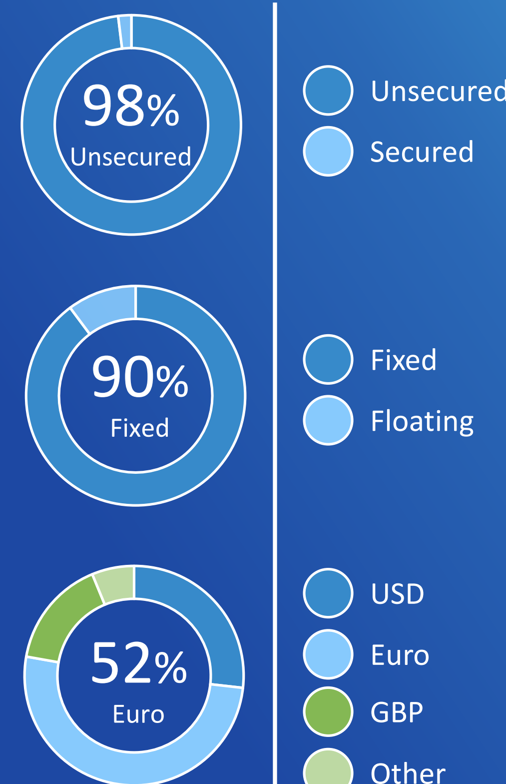
(U.S. $ in billions)

**6.9** YEARS
Weighted Avg. Maturity (1)(2)

**2.3**%
Weighted Avg. Coupon (1)




## DEBT PROFILE




Note: As of December 31, 2020.

1) Includes Digital Realty's pro rata share of five unconsolidated joint venture loans and debt securities. Pro forma for the redemption of all $350 million of the 2.75% notes due 2023, payoff of the revolver, unsecured term loan and Lamba Hellix S.A. loan, as well as issuance of €1 billion 0.625% notes due 2031 (completed in January 2021).

2) Assumes exercise of extension options.

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

## SUCCESSFUL 4Q20 INITIATIVES

### 1. Strengthening Connections with Customers
Delivered bookings with high-quality product mix, geographic split, new logos and volume

### 2. Extending Our Global Platform
Entered Greece, broke ground on strategic expansion projects, acquired key land parcels

### 3. Exceeding Expectations
Beat quarterly consensus estimates, delivered full-year results 4% ahead of initial guidance

### 4. Strengthening the Balance Sheet
Raised attractively priced long-term capital, redeemed high-coupon debt + preferred equity

120 New Logos

8¢
Core FFO/sh Beat

2.3%
Weighted-Average Coupon

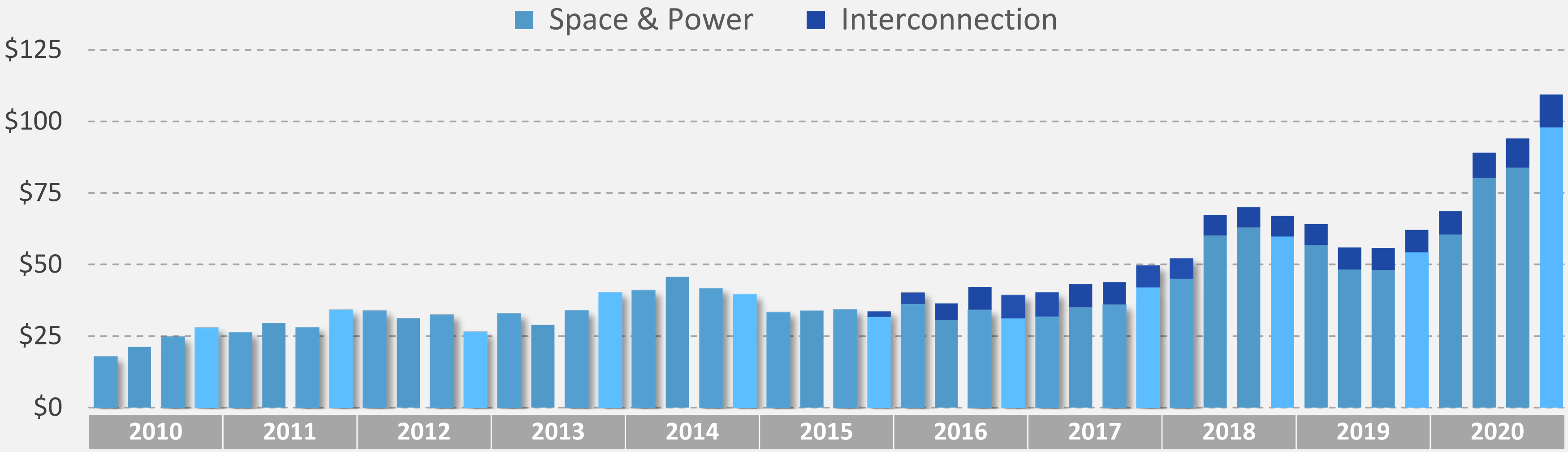
# Appendix

# Digital Transformation Driving Steady Demand
# Global Full-Product Spectrum Provides Broadest Solutions

## HISTORICAL BOOKINGS TRAILING FOUR-QUARTER AVERAGE

ANNUALIZED GAAP BASE RENT

*$ in millions*



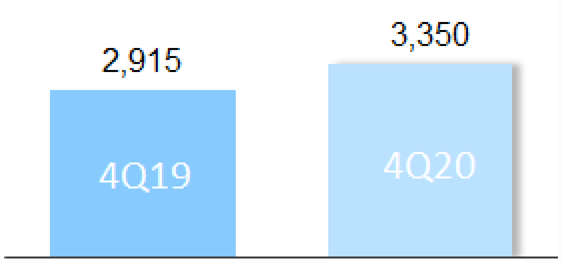

## 4Q20 TRAILING FOUR-QUARTER AVERAGE BOOKINGS

| 0-1 MW | > 1 MW | OTHER [1] | INTERCONNECTION | TOTAL BOOKINGS |
|---|---|---|---|---|
| $24.3 mm | $67.5 mm | $6.0 mm | $11.5 mm | $109.4 mm |

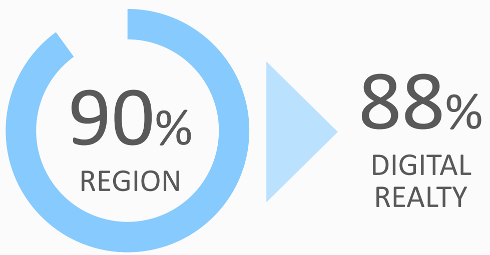
Note: Darker shading represents interconnection bookings. Fourth-quarter bookings are highlighted in lighter blue. Totals may not add up due to rounding.
1) Other includes Powered Base Building® shell capacity as well as storage and office space within fully improved data center facilities.

# Firm Fundamentals
# Robust Demand, Rational Supply

## NORTH AMERICA




**MEGAWATTS COMMISSIONED[1][2]**

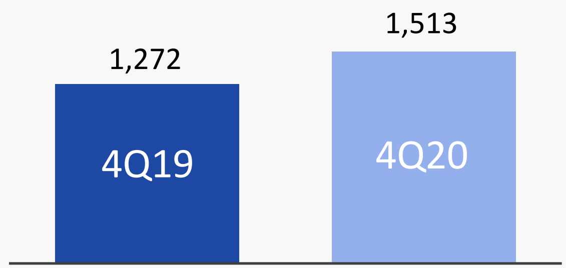



**PERCENT LEASED (4Q20)[1]**

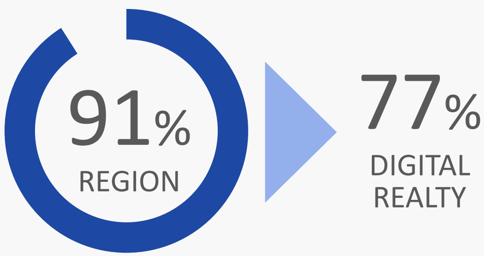
2.8x

Market Absorption-to-Available Current Construction[3]

## EMEA




**MEGAWATTS COMMISSIONED[1][2]**

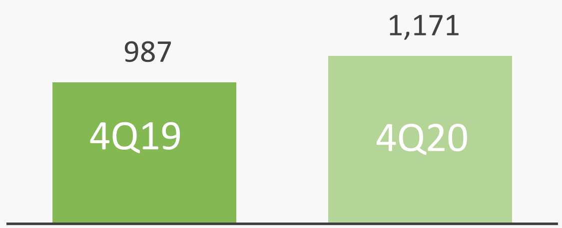



**PERCENT LEASED (4Q20)[1]**

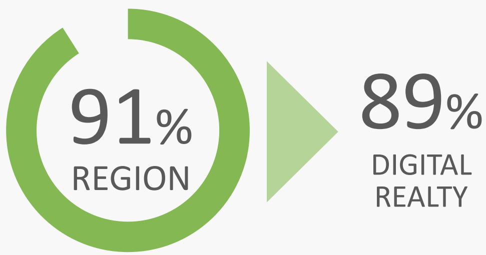
0.9x

Market Absorption-to-Available Current Construction[3]

## APAC




**MEGAWATTS COMMISSIONED[1][2]**




**PERCENT LEASED (4Q20)[1]**

1.4x

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.

# 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 alternatives 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) issuance costs associated with redeemed preferred stock, (v) severance, equity acceleration, and legal expenses, (vi) gain/loss on FX revaluation, (vii) gain on contribution to unconsolidated joint venture, net of related tax, and (viii) 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.

**EBITDA and Adjusted EBITDA:**
We believe that earnings before interest, loss from early extinguishment of debt, income taxes, and depreciation and amortization, 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, unconsolidated joint venture real estate related depreciation & amortization, unconsolidated joint venture interest expense and tax, severance, equity acceleration, and legal expenses, transaction and integration expenses, gain on sale / deconsolidation, impairment of investments in real estate, other non-core adjustments, net, non-controlling 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, unconsolidated joint venture interest expense and tax, severance, equity acceleration, and legal expenses, transaction and integration expenses, gain on sale / deconsolidation, impairment of investments in real estate, other non-core adjustments, net, non-controlling interests, preferred stock dividends, including undeclared dividends, and issuance costs associated with redeemed preferred stock. 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
# Forward-Looking Statements

This information in this presentation contains forward-looking statements within the meaning of the federal securities laws, which are based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. Such forward-looking statements include statements relating to: our economic outlook; the expected benefits of Interxion and Lamda Hellix transactions; our expected investment and expansion activity; our joint ventures; the expected benefits and timing of PlatformDIGITAL®; the Westin Building Exchange and the related transaction; the Data Gravity Index™; Data Gravity Index DGx™; public cloud services spending; our corporate governance; our sustainability initiatives; the expected effect of foreign currency translation adjustments on our financials; the COVID-19 pandemic; 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 product offerings; our communities of interest; 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; our 2020 backlog; 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 re-leasing spreads; our leasing expirations; 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; 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; 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; 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 based on management's beliefs and assumptions made based on information currently available to management. Such statements are subject to risks, uncertainties and assumptions and are not guarantees of future performance and may be affected by known and unknown risks, trends, uncertainties and factors that are beyond our control. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated or projected. Some of the risks and uncertainties that may cause our actual results, performance or achievements to differ materially from those expressed or implied by forward-looking statements include, among others, the following: reduced demand for data centers or decreases in information technology spending; the competitive environment in which we operate; decreased rental rates, increased operating costs or increased vacancy rates; the impact of the COVID-19 pandemic on our or our customers', suppliers' or business partners' operations; 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 managing an international business and acquiring or operating properties in foreign jurisdictions and unfamiliar metropolitan areas; our inability to achieve expected revenue synergies or cost savings as a result of our combination with Interxion; 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; Digital Realty Trust, Inc.'s failure to maintain its status as a REIT for federal income tax purposes; Digital Realty Trust, L.P.'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; our ability to attract and retain qualified personnel and to attract and retain customers; and the impact of any financial, accounting, legal or regulatory issues or litigation that may affect us.

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, 2019, our quarterly reports on Form 10-Q for the quarters ended March 31, 2020, June 30, 2020 and September 30, 2020 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. Digital Realty, Digital Realty Trust, the Digital Realty logo, Turn-Key Flex and Powered Base Building are registered trademarks and service marks of Digital Realty Trust, Inc. in the United States and/or other countries.

# 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 | | Twelve Months Ended | |
|---|---|---|---|---|
| | December 31, 2020 | December 31, 2019 | December 31, 2020 | December 31, 2019 |
| Net income available to common stockholders | $ 44,178 | $ 315,577 | $ 263,345 | $ 493,011 |
| Adjustments: | | | | |
| Noncontrolling interests in operating partnership | 1,300 | 13,100 | 9,500 | 21,100 |
| Real estate related depreciation and amortization (1) | 354,366 | 271,371 | 1,341,836 | 1,149,240 |
| Real estate related depreciation and amortization related to investment in unconsolidated joint ventures | 21,471 | 21,631 | 77,730 | 52,716 |
| Impairment of investments in real estate | - | - | 6,482 | 5,351 |
| (Gain) on real estate transactions | (1,684) | (267,651) | (316,895) | (267,651) |
| FFO available to common stockholders and unitholders | $ 419,631 | $ 354,028 | $ 1,381,998 | $ 1,453,767 |
| Basic FFO per share and unit | $ 1.46 | $ 1.63 | $ 5.16 | $ 6.69 |
| Diluted FFO per share and unit | $ 1.45 | $ 1.62 | $ 5.11 | $ 6.66 |
| Weighted average common stock and units outstanding | | | | |
| Basic | 287,898 | 217,391 | 268,073 | 217,285 |
| Diluted | 288,903 | 218,901 | 270,497 | 218,440 |
| (1) Real estate related depreciation and amortization was computed as follows: | | | | |
| Depreciation and amortization per income statement | 359,915 | 275,008 | 1,366,379 | 1,163,774 |
| Non-real estate depreciation | (5,549) | (3,637) | (24,543) | (14,534) |
| | $ 354,366 | $ 271,371 | $ 1,341,836 | $ 1,149,240 |

| | Three Months Ended | | Twelve Months Ended | |
|---|---|---|---|---|
| | December 31, 2020 | December 31, 2019 | December 31, 2020 | December 31, 2019 |
| FFO available to common stockholders and unitholders -- basic and diluted | $ 419,631 | $ 354,028 | $ 1,381,998 | $ 1,453,767 |
| Weighted average common stock and units outstanding | 287,898 | 217,391 | 268,073 | 217,285 |
| Add: Effect of dilutive securities | 1,005 | 1,510 | 2,424 | 1,155 |
| Weighted average common stock and units outstanding -- diluted | 288,903 | 218,901 | 270,497 | 218,440 |

# 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 | | Twelve Months Ended | |
|---|---|---|---|---|
| | **December 31, 2020** | **December 31, 2019** | **December 31, 2020** | **December 31, 2019** |
| FFO available to common stockholders and unitholders -- diluted | $ 419,631 | $ 354,028 | $ 1,381,998 | $ 1,453,767 |
| Termination fees and other non-core revenues | (25) | (5,634) | (30,071) | (53,697) |
| Transaction and integration expenses | 19,290 | 17,106 | 106,662 | 27,925 |
| Loss from early extinguishment of debt | 49,576 | - | 103,215 | 39,157 |
| (Gain) / Loss on FX revaluation | (27,190) | (10,422) | 81,936 | 18,067 |
| Issuance costs associated with redeemed preferred stock | - | - | 16,520 | 11,760 |
| Severance accrual and equity acceleration | 606 | 1,130 | 6,440 | 3,401 |
| (Gain) on contribution to unconsolidated JV, net of related tax | - | - | - | (58,497) |
| Other non-core expense adjustments | 3,353 | (1,511) | 15,581 | 10,618 |
| CFFO available to common stockholders and unitholders -- diluted | $ 465,241 | $ 354,697 | $ 1,682,281 | $ 1,452,501 |
| Diluted CFFO per share and unit | $ 1.61 | $ 1.62 | $ 6.22 | $ 6.65 |

# 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 Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) and Adjusted EBITDA

(in thousands)

(unaudited)

| | Three Months Ended | | Twelve Months Ended | |
|---|---|---|---|---|
| | **December 31, 2020** | **December 31, 2019** | **December 31, 2020** | **December 31, 2019** |
| Net income available to common stockholders | $ 44,178 | $ 315,577 | $ 263,345 | $ 493,011 |
| Interest | 77,848 | 80,880 | 333,021 | 353,057 |
| Loss from early extinguishment of debt | 49,576 | - | 103,215 | 39,157 |
| Income tax expense (benefit) | 3,322 | (1,731) | 38,047 | 11,995 |
| Depreciation and amortization | 359,915 | 275,008 | 1,366,379 | 1,163,774 |
| **EBITDA** | 534,839 | 669,734 | 2,104,007 | 2,060,994 |
| Unconsolidated JV real estate related depreciation & amortization | 21,471 | 21,631 | 77,730 | 52,716 |
| Unconsolidated JV interest expense and tax expense | 12,143 | 13,553 | 40,292 | 36,836 |
| Severance accrual and equity acceleration | 606 | 1,130 | 6,440 | 3,401 |
| Transaction and integration expenses | 19,290 | 17,106 | 106,662 | 27,925 |
| (Gain) on sale / deconsolidation | (1,684) | (267,651) | (316,895) | (335,148) |
| Impairment of investments in real estate | - | - | 6,482 | 5,351 |
| Other non-core adjustments, net | (23,842) | (13,886) | 62,884 | (34,732) |
| Noncontrolling interests | 1,818 | 13,042 | 6,332 | 19,460 |
| Preferred stock dividends, including undeclared dividends | 13,514 | 20,707 | 76,536 | 74,990 |
| Issuance costs associated with redeemed preferred stock | - | - | 16,520 | 11,760 |
| **Adjusted EBITDA** | $ 578,156 | $ 475,366 | $ 2,186,990 | $ 1,923,554 |

# Reconciliation of Non-GAAP Items To Their Closest GAAP Equivalent

**Digital Realty Trust, Inc. and Subsidiaries**
Reconciliation of Same Capital Cash Net Operating Income
(in thousands)
(unaudited)

| | Three Months Ended | | Twelve Months Ended | |
|---|---|---|---|---|
| | **December 31, 2020** | **December 31, 2019** | **December 31, 2020** | **December 31, 2019** |
| Rental revenues | $ 430,052 | $ 422,472 | $ 1,702,239 | $ 1,726,174 |
| Tenant reimbursements - Utilities | 78,526 | 82,833 | 322,027 | 338,425 |
| Tenant reimbursements - Other | 47,876 | 49,691 | 185,832 | 187,313 |
| Interconnection and other | 56,133 | 55,355 | 223,223 | 218,324 |
| **Total Revenue** | 612,587 | 610,351 | 2,433,321 | 2,470,236 |
| Utilities | 92,868 | 95,882 | 377,444 | 391,741 |
| Rental property operating | 108,577 | 98,256 | 395,283 | 386,264 |
| Property taxes | 30,979 | 32,549 | 119,659 | 115,708 |
| Insurance | 2,921 | 2,668 | 11,545 | 10,285 |
| **Total Expenses** | 235,345 | 229,355 | 903,931 | 903,998 |
| Net Operating Income | $ 377,242 | $ 380,996 | $ 1,529,390 | $ 1,566,238 |
| Less: | | | | |
| Stabilized straight-line rent | $ (2,745) | $ (2,900) | $ (8,740) | $ 9,304 |
| Above and below market rent | (851) | (3,093) | (6,791) | (17,920) |
| **Cash Net Operating Income** | $ 380,838 | $ 386,989 | $ 1,544,921 | $ 1,574,854 |

# Reconciliation of Non-GAAP Items To Their Closest GAAP Equivalent

**Total Debt/Total Enterprise Value**

| | | |
|---|---|---|
| Market value of common equity[i] | | $ 40,225,753 |
| Liquidation value of preferred equity[ii] | | 956,250 |
| Total debt at balance sheet carrying value | | 13,304,717 |
| Total Enterprise Value | | $ 54,486,720 |
| Total debt / total enterprise value | | **24.4%** |
| Debt-plus-preferred-to-total-enterprise-value | | **26.2%** |

(i) Market Value of Common Equity

| | | |
|---|---|---|
| Common shares outstanding | 280,290 | |
| Common units outstanding | 8,046 | |
| Total Shares and Partnership Units | 288,336 | |
| Stock price as of September 30, 2020 | $ 139.51 | |
| Market value of common equity | $ 40,225,753 | |

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

| | Shares O/S | Liquidation Value |
|---|---|---|
| Series C Preferred | 8,050 | 201,250 |
| Series J Preferred | 8,000 | 200,000 |
| Series K Preferred | 8,400 | 210,000 |
| Series L Preferred | 13,800 | 345,000 |
| | | 956,250 [iv] |

**Net Debt/LQA Adjusted EBITDA**

| | | QE 12/31/20 |
|---|---|---|
| Total debt at balance sheet carrying value | | $ 13,304,717 |
| Add: DLR share of unconsolidated joint venture debt | | 574,055 |
| Add: Capital lease obligations | | 239,846 |
| Less: Unrestricted cash | | (108,501) |
| Net Debt as of September 30, 2020 | | $ 14,010,117 |
| Net Debt / LQA Adjusted EBITDA[iii] | | **6.1x** |

(iii) Adjusted EBITDA

| | | |
|---|---|---|
| Net loss available to common stockholders | $ 44,178 | |
| Interest expense | 77,848 | |
| Loss from early extinguishment of debt | 49,576 | |
| Taxes | 3,322 | |
| Depreciation and amortization | 359,915 | |
| EBITDA | 534,839 | |
| Unconsolidated JV real estate related depreciation & amortization | 21,471 | |
| Unconsolidated JV interest expense and tax expense | 12,143 | |
| Severance accrual and equity acceleration and legal expenses | 606 | |
| Transaction and integration expenses | 19,290 | |
| Gain on sale / deconsolidation | (1,684) | |
| Other non-core adjustments, net | (23,842) | |
| Noncontrolling interests | 1,818 | |
| Preferred stock dividends, including undeclared dividends | 13,514 | |
| Adjusted EBITDA | $ 578,156 | |
| LQA Adjusted EBITDA (Adjusted EBITDA x 4) | $ 2,312,623 | |

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

| | QE 12/31/20 |
|---|---|
| Total GAAP interest expense (including unconsolidated JV interest expense) | 87,231 |
| Add: Capitalized interest | 11,836 |
| GAAP interest expense plus capitalized interest | 99,067 |
| Debt Service Ratio | **5.8x** |

**Fixed Charged Ratio (LQA Adjusted EBITDA/total fixed charges)**

| | QE 12/31/20 |
|---|---|
| GAAP interest expense plus capitalized interest | 99,067 |
| Preferred dividends | 13,514 |
| Total fixed charges | 112,581 |
| Fixed charge ratio | **5.1x** |

| **Unsecured Debt/Total Debt** | **QE 12/31/20** |
|---|---|
| Global unsecured revolving credit facility | 531,905 |
| Unsecured term loan | 536,580 |
| Unsecured senior notes, net of discount | 11,997,010 |
| Secured debt, including premiums | 239,222 |
| Capital lease obligations | 239,846 |
| Total debt at balance sheet carrying value | 13,544,563 |
| Unsecured Debt / Total Debt | **98.2%** |

| **Net Debt Plus Preferred/LQA Adjusted EBITDA** | **QE 12/31/20** |
|---|---|
| Total debt at balance sheet carrying value | 13,304,717 |
| Less: Unrestricted cash | (108,501) |
| Capital lease obligations | 239,846 |
| DLR share of unconsolidated joint venture debt | 574,055 |
| Net Debt as of September 30, 2020 | 14,010,117 |
| Preferred Liquidation Value[iv] | 956,250 |
| Net Debt plus preferred | 14,966,367 |
| Net Debt Plus Preferred/LQA Adjusted EBITDA[iii] | **6.5x** |

Note: For quarter ended December 31, 2020