



DIGITAL REALTY

# Global. Connected. Sustainable.

*INVESTOR PRESENTATION*  
JUNE 2021

Digital Realty the trusted foundation | powering your digital ambitions

# Business Highlights

1	<b>Digital Realty Overview</b>	Introduction
2	<b>Introduction to Data Centers</b>	Data center 101
3	<b>Global Platform</b>	Growing world-wide demand from a diversified customer base
4	<b>Connected Campus Strategy</b>	Solving for the complete deployment; land and expand
5	<b>Attractive Growth Prospects</b>	Organic growth combined with lease-up opportunity
6	<b>Prudent Capital Allocation</b>	Disciplined investment criteria guided by Return on Invested Capital
7	<b>Conservative Financial Strategy</b>	Committed to maintaining a flexible balance sheet
8	<b>Recent Results</b>	First Quarter 2021 highlights



# Digital Realty Overview

INTRODUCTION





# DIGITAL REALTY

GLOBAL provider dedicated to the full customer spectrum from ENTERPRISE colocation to HYPERSCALE

4,000+

GLOBAL CUSTOMERS

290

DATA CENTERS <sup>(1)</sup>

167,000

CROSS CONNECTS

INTERCONNECTION • COLOCATION • SCALE • HYPERSCALE

### EQUITY & ENTERPRISE VALUE

\$44 Bn

EQUITY MARKET CAPITALIZATION

\$60 Bn

ENTERPRISE VALUE <sup>(2)</sup>

### TOP 10 PUBLICLY TRADED U.S. REIT

6<sup>th</sup>

LARGEST PUBLICLY TRADED U.S. REIT <sup>(3)</sup>

2016  
MAY

ADDED TO THE S&P 500 INDEX

### INVESTMENT GRADE RATINGS <sup>(4)</sup>

FitchRatings

BBB

MOODY'S

Baa2

S&P Global

BBB

AMERICAS

**Ascenty**

A Digital Realty and Brookfield Infrastructure JV

EMEA

**interxion**<sup>TM</sup>

A DIGITAL REALTY COMPANY

APAC



**MC DIGITAL REALTY**

A Digital Realty and Mitsubishi Corporation JV

Note: Balance sheet data as of March 31, 2021 unless otherwise indicated.

1) Includes 43 data centers held as investments in unconsolidated joint ventures.

2) Total enterprise value calculated as the market value of common equity, plus liquidation value of preferred equity and total debt at balance sheet carrying value.

3) U.S. REITs within the RMZ. Ranked by market cap as of May 24, 2021. Source: Bloomberg.

4) These credit ratings may not reflect the potential impact of risks relating to the structure or trading of the Company's securities and are provided solely for informational purposes. Credit ratings are not recommendations to buy, sell or hold any security, and may be revised or withdrawn at any time by the issuing organization in its sole discretion. The Company does not undertake any obligation to maintain the ratings or to advise of any change in ratings. Each agency's rating should be evaluated independently of any other agency's rating. An explanation of the significance of the ratings may be obtained from each of the rating agencies.



# Our Strategy

Become the only **GLOBAL** provider dedicated to the full customer spectrum from **SERVICE PROVIDERS** to **ENTERPRISES**



## WHY GLOBAL?

Rapidly growing globalization of businesses and consumers

**Highest-growth** markets and further differentiates our value proposition

Leverages our core competencies



## WHY SERVICE PROVIDERS?

Focused on hyperscale and magnetic customers

**Highest-growth** addressable market

Drives value to our communities of interest and other customers



## WHY ENTERPRISE?

Focused on Forbes Global 2000 Enterprise customers <sup>(1)</sup>

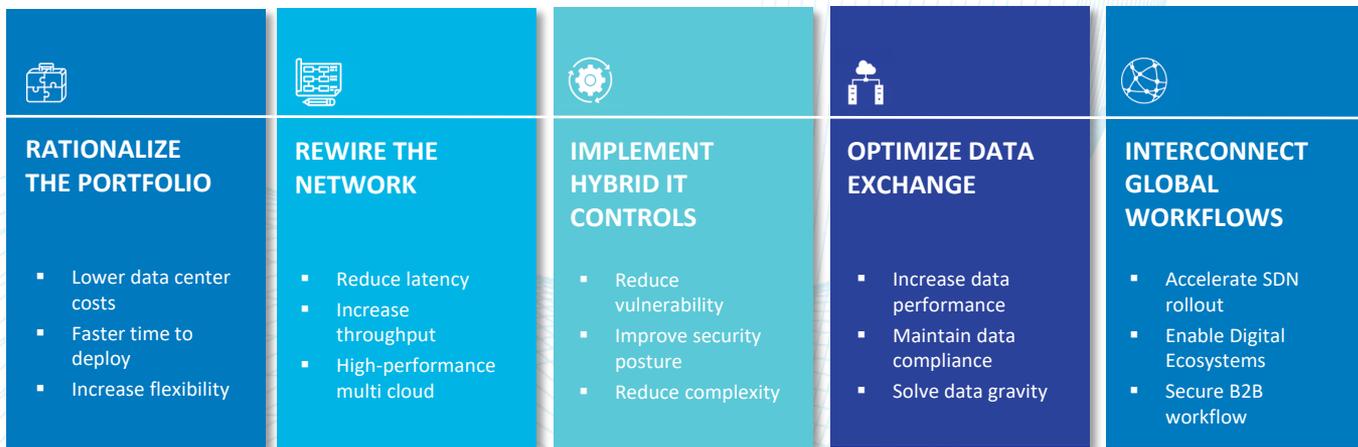
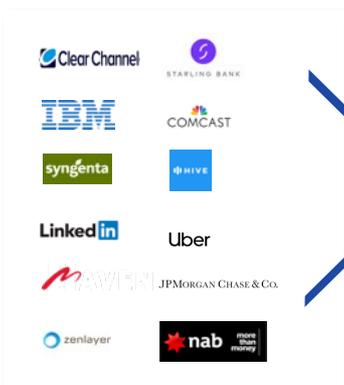
**Largest** addressable market

Robust value-add customer opportunity



1) 2019 Forbes Global 2000; FactSet; D&B Avention; Gartner 2019 Worldwide IT Spend Forecast; Gartner Analyst Inquiry Calls.

# Diverse Set of Customers Solving Multiple Digital Transformation Infrastructure Use Cases Across Multi-Metro Deployments



Analyzing customer IT deployments

... we find consistent VALUE OUTCOMES are achieved ...



# Three Steps to Accelerate Global Customer Adoption as They Solve Digital Transformation of Their Infrastructure

## Architecture



Step by step strategy to deploy a decentralized IT architecture enabling distributed workflows at centers of data exchange.

## Platform



A global datacenter platform experience. Productizing fit for purpose footprints of space, power, cross-connect and management controls.

## Roadmap

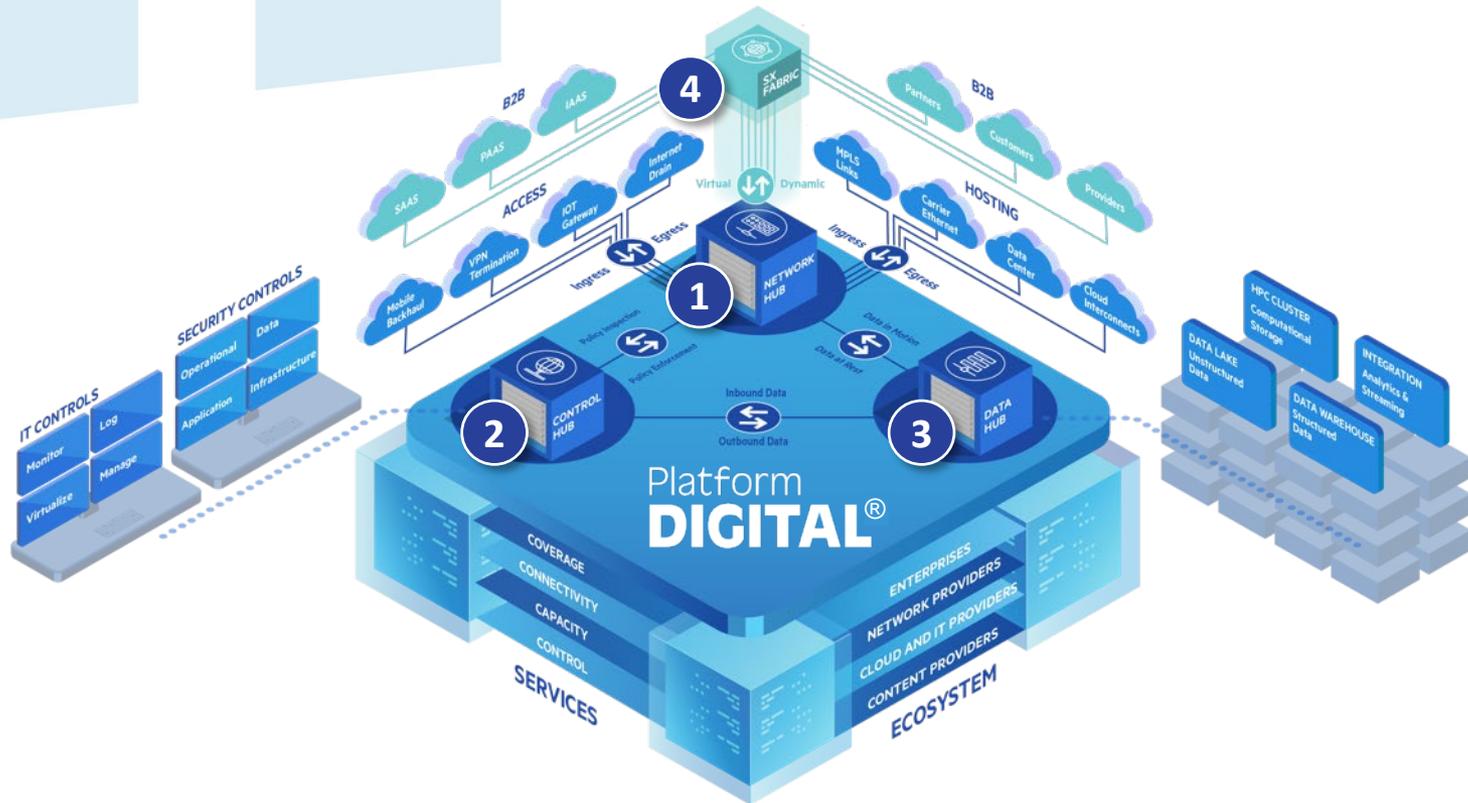
CURRENT		FUTURE		
290 Data Centers	24 Countries	47 Metros	More Locations	DR at the Edge
Physical cross-connects	Virtual cross-connects	SX Fabric	4000+ Ecosystem Participants	Global Interconnection Fabric
Network Hub	Control Hub	Data Hub	Hyperscale	Exascale Hub
Design and Install Services	Solution Architecture	DCIM	Portal	Enhanced API's
				Global Portal

Platform roadmap organized around four c's – coverage, connectivity, capacity and control. Underpinned by R&D innovation funnel & sustainability commitment.



# PlatformDIGITAL<sup>®</sup>

## Customer Use Case Tailored Solutions



- 1 NETWORK HUB:** consolidates and localizes traffic into ingress/egress points to optimize network performance and cost
- 2 CONTROL HUB:** hosts adjacent Security and IT controls to improve security posture and IT operations

- 3 DATA HUB:** localizes data aggregation, staging, analytics, streaming and data management to optimize data exchange and maintain data compliance
- 4 SX FABRIC:** adds SDN overlay to service chain multi-cloud and B2B application ecosystems. Connects hubs across metros and regions to enable secure and performant distributed workflows



# Introduction to Data Centers

DATA CENTER 101



# Data Center 101

## What is a Data Center?



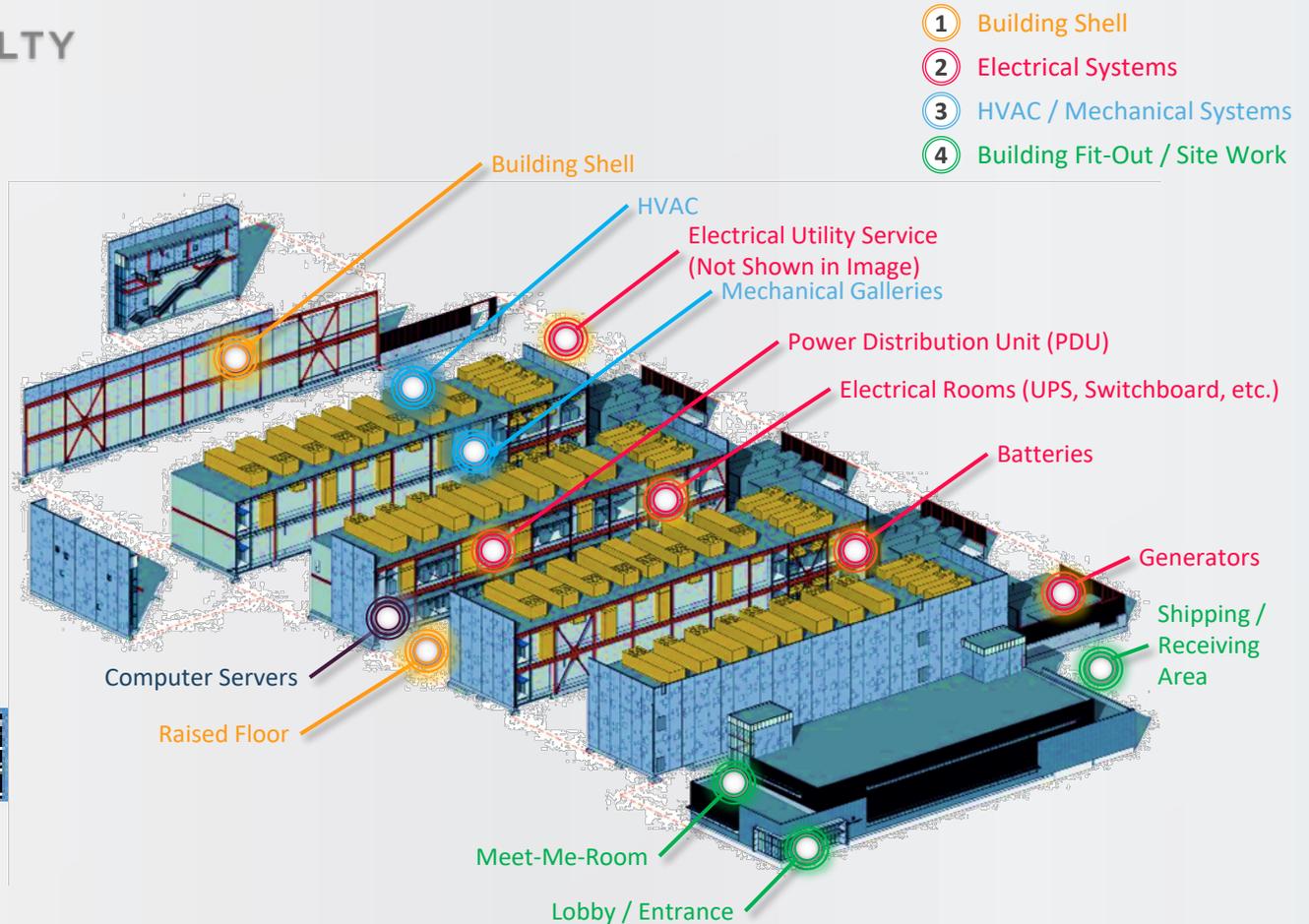
### DIGITAL REALTY Data Center Layout

#### Data Centers

Data centers are designed to house servers and network equipment. Data centers provide a highly reliable, secure environment with redundant mechanical, cooling, electrical power systems and network communication connections.

#### Servers

Computer servers, which process and store data, are supplied and owned by customers.



# Data Center 101

## What Goes into Building a Data Center?

### 1 BUILDING SHELL



- Building Shell
- Raised Floor

### 3 HVAC / MECHANICAL / DSE COOLING SYSTEMS

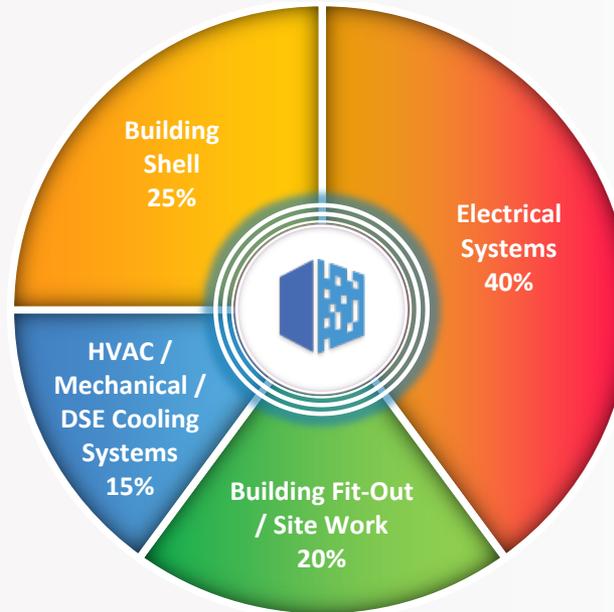


- Computer Room Air Conditioner (CRAC Unit)
- Energy Efficient DSE



## DIGITAL REALTY

Approximate Data Center Cost Distribution



### 2 ELECTRICAL SYSTEMS



- Generator
- Batteries
- Power Distribution Unit (PDU)
- Uninterruptible Power Supplies (UPS)

### 4 BUILDING FIT-OUT / SITE WORK



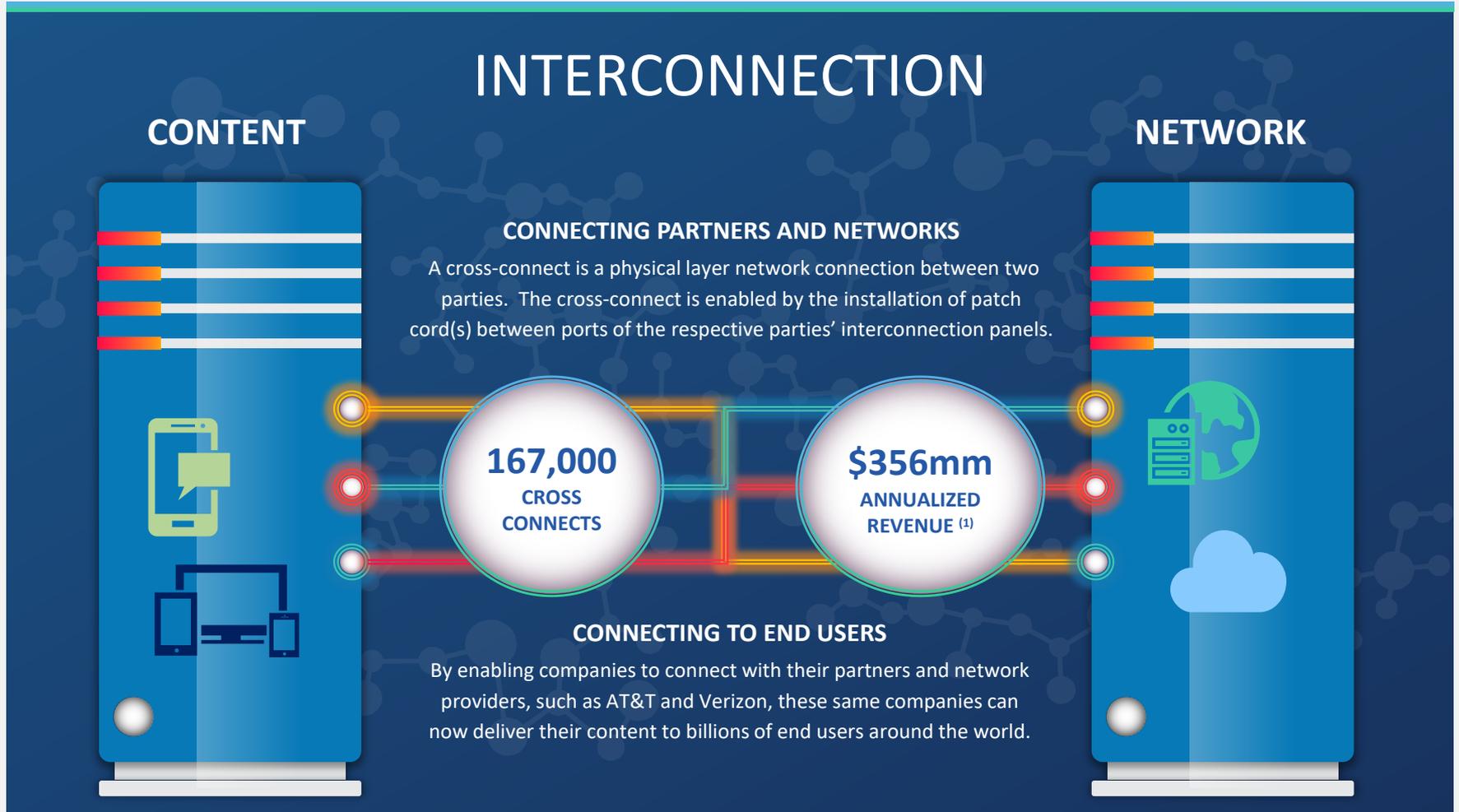
- Lobby / Entrance
- Meet-Me-Room
- Shipping / Receiving Area

Note: Percentage costs for data center development shown are based on a sample Digital Realty data center build and are not necessarily representative of all development projects.



# Interconnection

## What is a Cross-Connect?



As of March 31, 2021.

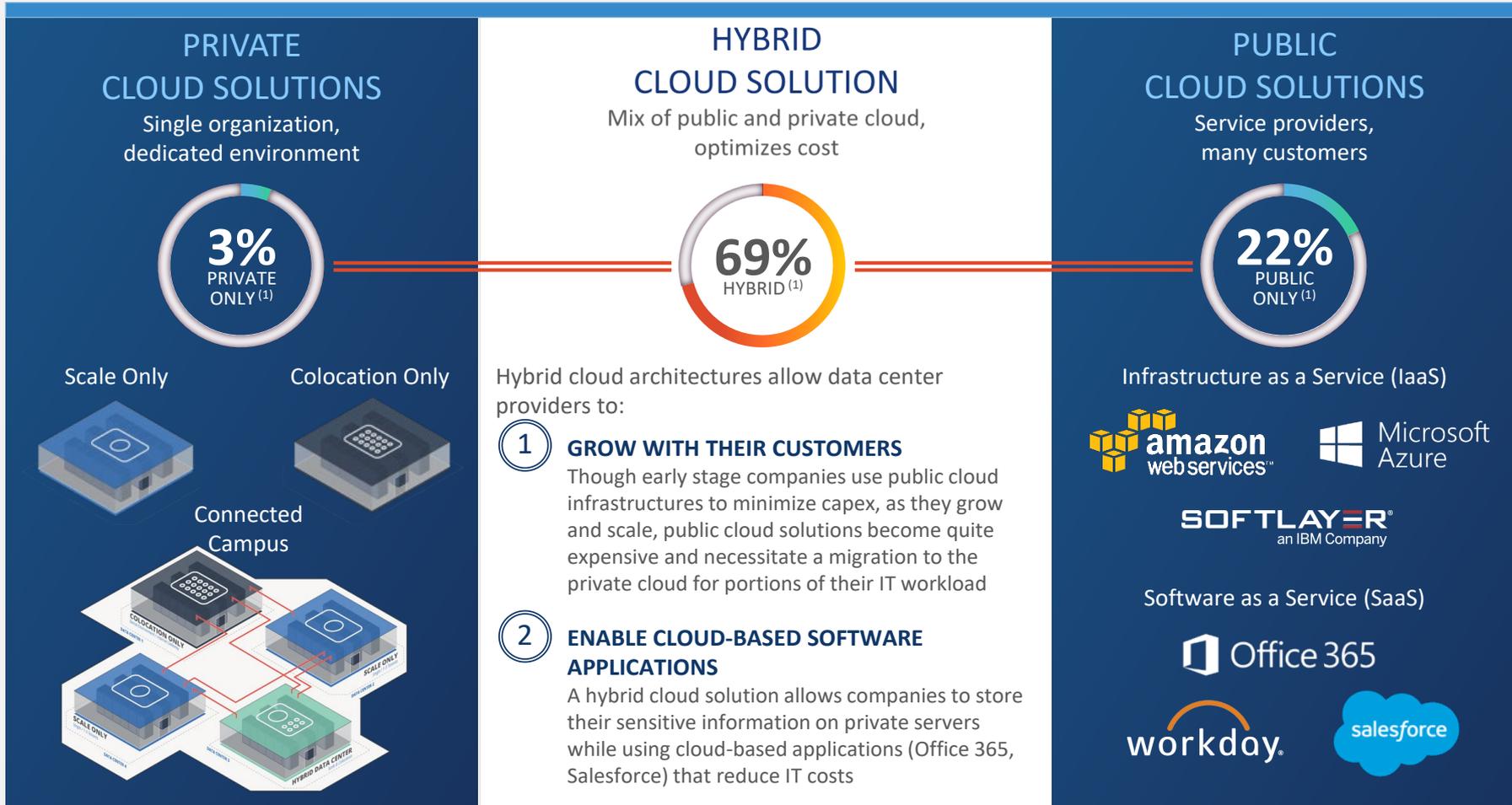
1) Annualized revenue defined as 1Q21 Interconnection & other revenue, multiplied by four.



# Home to the Hybrid Multi-Cloud Solution

## Customers' Desired IT End State

The majority of companies deploy some form of hybrid cloud solution to run and manage their IT needs



1) Source: Rightscale 2019 State of the Cloud Report from Flexera. Based on 94% of respondents that are using the cloud.



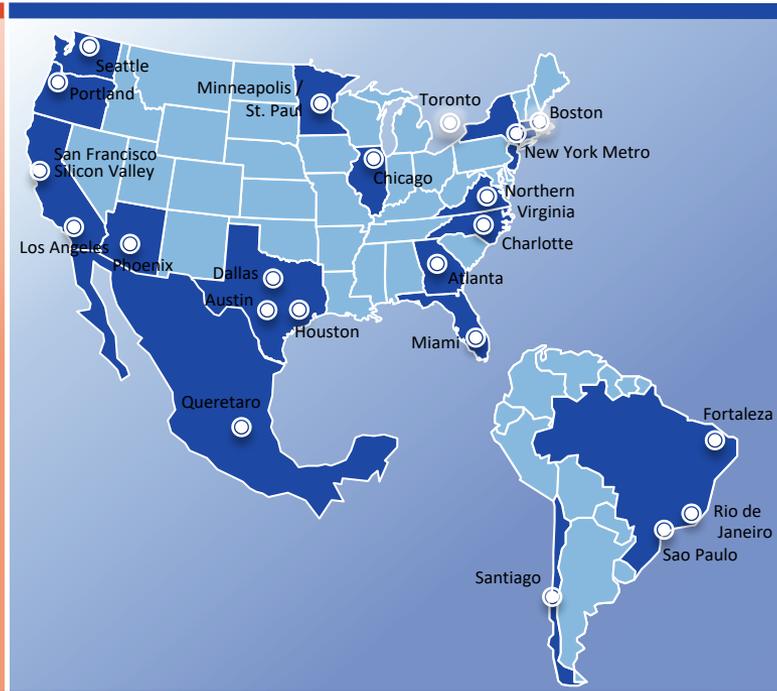
# Global Platform

GROWING WORLD-WIDE DEMAND  
FROM A DIVERSIFIED CUSTOMER BASE

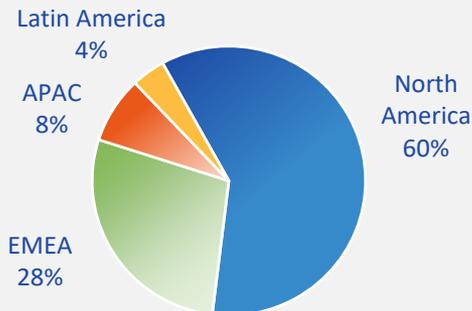


# Covering the Waterfront

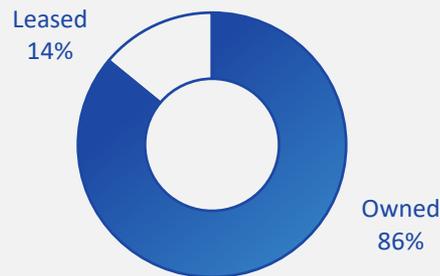
## 290 Data Centers Across 47 Metro Areas



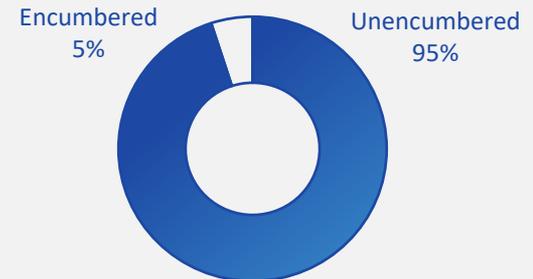
### Geographically Diversified <sup>(1)</sup>



### Primarily Owned <sup>(1)</sup>



### Primarily Unencumbered <sup>(1)</sup>



Note: Represents consolidated portfolio and investments in our unconsolidated joint ventures at our ownership percentages.  
 1) Calculated based on total operating revenue as of March 31, 2021.

# High-Quality, Diversified Customer Base

## Numerous Customers with Multiple Locations Across the Portfolio

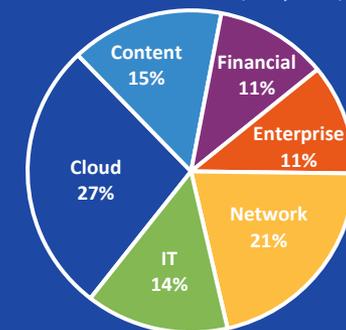
### TOP 20 CUSTOMERS

Customer Rank	Locations	% of ARR <sup>(1)</sup>	Customer Rank	Locations	% of ARR <sup>(1)</sup>
1 Fortune 50 Software Company	55	9.7%	11 	20	2.0%
2 	40	4.7%	12 Fortune 500 SaaS Provider	14	1.9%
3 	34	3.5%	13  CenturyLink™	129	1.8%
4 	29	3.0%	14 Fortune 25 Tech Company	38	1.7%
5  EQUINIX	24	2.7%	15  COMCAST	28	1.3%
6 Fortune 25 Investment Grade-Rated Company	25	2.5%	16  verizon✓	100	1.2%
7 Global Cloud Provider	49	2.4%	17  zayo®	117	1.1%
8  LinkedIn	8	2.1%	18 JPMORGAN CHASE & CO.	16	1.1%
9 Social Content Platform	9	2.1%	19  AT&T	73	1.1%
10  Cyxtera™	17	2.1%	20 Global Network Provider	29	1.0%

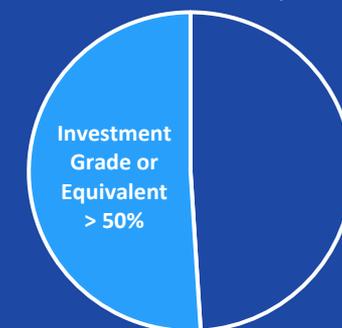
**TOTAL ANNUALIZED RECURRING REVENUE**

**48.9%**

### CUSTOMER TYPE (% by ARR) <sup>(1)</sup>



### CREDIT RATING (% by ARR) <sup>(2)</sup>



Note: As of March 31, 2021. Represents consolidated portfolio plus our managed portfolio of unconsolidated joint ventures based on our ownership percentage. Our direct customers may be the entities named in this table above or their subsidiaries or affiliates.

1) Calculation based on annualized recurring revenue – the monthly contractual base rent (defined as cash base rent before abatements), and Interconnection revenue under existing leases as of March 31, 2021, multiplied by 12.

2) Based on the credit ratings of Digital Realty's top 100 customers as of March 31, 2021 against total ARR of \$3.3 billion. Credit ratings from S&P, Moody's and Fitch reflect credit ratings of customer parent entity. There can be no assurance that a customer parent entity will satisfy the customer's lease obligations upon such customer's default.



# Global Service Infrastructure Platform

## Deliver Basic Services, Enable Partners

Digital Realty is Focused on Providing the Real Estate Foundation to Enable Customers & Partners to Service Thousands of Their Customers

### Focused on Real Estate Foundation

Increasing Complexity & Differentiation

#### CLOUD SERVICES

IaaS  
SaaS  
PaaS

#### MANAGED SERVICES

Professional Services  
Managed Hosting  
Business Continuity

#### REAL ESTATE FOUNDATION

Scale  
Colocation  
Interconnection

Customers  
& Partners

  
DIGITAL REALTY

### Funnel Approach Towards Customers

Thousands  
of  
Customers

 EQUINIX  at&t  
 Cyxtera  IBM

  
DIGITAL REALTY



# Connected Campus Strategy

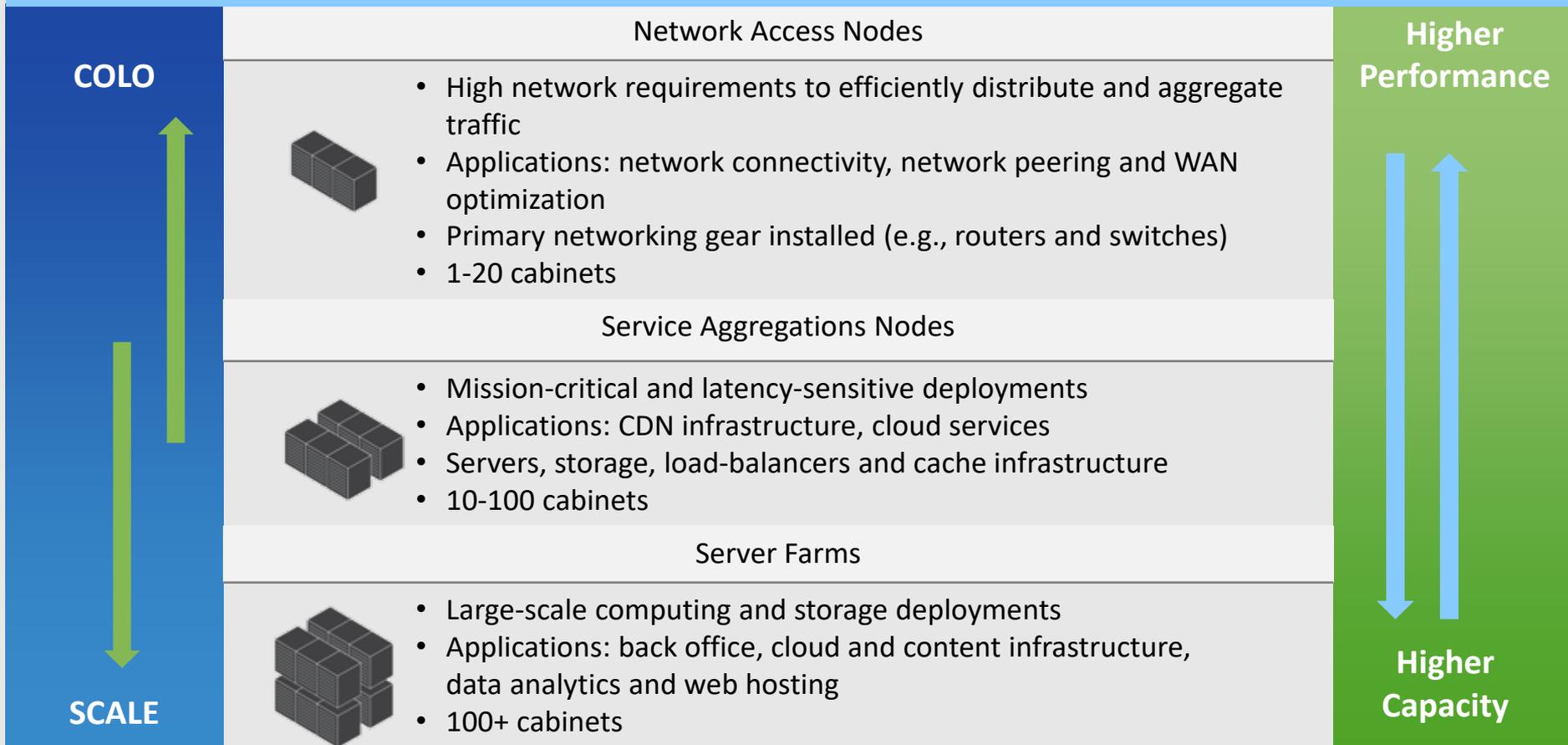
SOLVING FOR THE COMPLETE DEPLOYMENT;  
LAND AND EXPAND



# Multi-Tiered Cloud Architectures

## Solving for the Complete Deployment; Land and Expand

### Connected Campus



# The Connected Campus Digital Ashburn

70%  
of the world's web traffic flows through Loudoun County (1)

460+ MW  
Digital Realty has over 400 MW of capacity on our existing Northern Virginia campuses...

600+ acres  
...in addition to 672 acres of land holdings that will support the build-out of another 1000+ MW



- NETWORK
- SOCIAL
- FINANCIAL
- CONTENT
- CLOUD
- INFORMATION TECHNOLOGY
- ENTERPRISE

---

- DATACENTER
- FUTURE BUILDING
- SUB-STATION
- FIBER

---

- 1** LOUDOUN I & II
- 2** LOUDOUN III & IV
- 3** LEGACY DFT
- 4** DIGITAL STERLING
- 5** WESTERN LANDS

As of March 31, 2021.



1) Source: Virginia Economic Development Partnership (VEDP).

# Density at Scale and at Hubs

## Expand, Tether, and Densify Data Center Campuses

**CHICAGO CAMPUS**  
350 E. CERMAK



Connect@Scale suites,  
Powered Base Building,  
Connect@Gateway  
colocation



**FRANKLIN PARK**

**NEW YORK CAMPUS**  
111 8<sup>th</sup> AVENUE



Connect@Scale suites,  
Powered Base Building,  
Connect@Gateway  
colocation



**PISCATAWAY**

**DALLAS CAMPUS**  
2323 BRYAN STREET



Connect@Scale suites,  
Powered Base Building,  
Connect@Gateway  
colocation



**RICHARDSON**

**LONDON CAMPUS**  
SOVEREIGN HOUSE



Connect@Scale suites,  
Powered Base Building,  
Connect@Gateway  
colocation



**WOKING**



# Digital Realty is the Edge

## Network Density that Promotes Innovation and Collaboration

25

CITIES

Globally Where Our  
Internet Gateways  
Are Located

167k

CROSS-CONNECTS  
GLOBALLY

2,500

NETWORK INSTANCES  
GLOBALLY

42

ASSETS

With Over 1,000  
Cross-Connects  
Each



ATLANTA



CHICAGO



NEW YORK



SEATTLE



AMSTERDAM



FRANKFURT



LONDON



MARSEILLE



Note: As of March 31, 2021.

# Diversifying Product Offerings

## Facilitating Secure Connections to Multiple Service Providers



### SERVICE EXCHANGE

A software-defined network (SDN) that allows a customer to establish direct, private connections to multiple cloud service providers, other participants of the platform, and other data centers on the connected network from a single interface

METRO AREAS ACROSS NORTH AMERICA, EMEA & APAC

**25** + **5**  
CURRENT ROADMAP

**60+**  
DATA CENTERS



# Attractive Growth Prospects

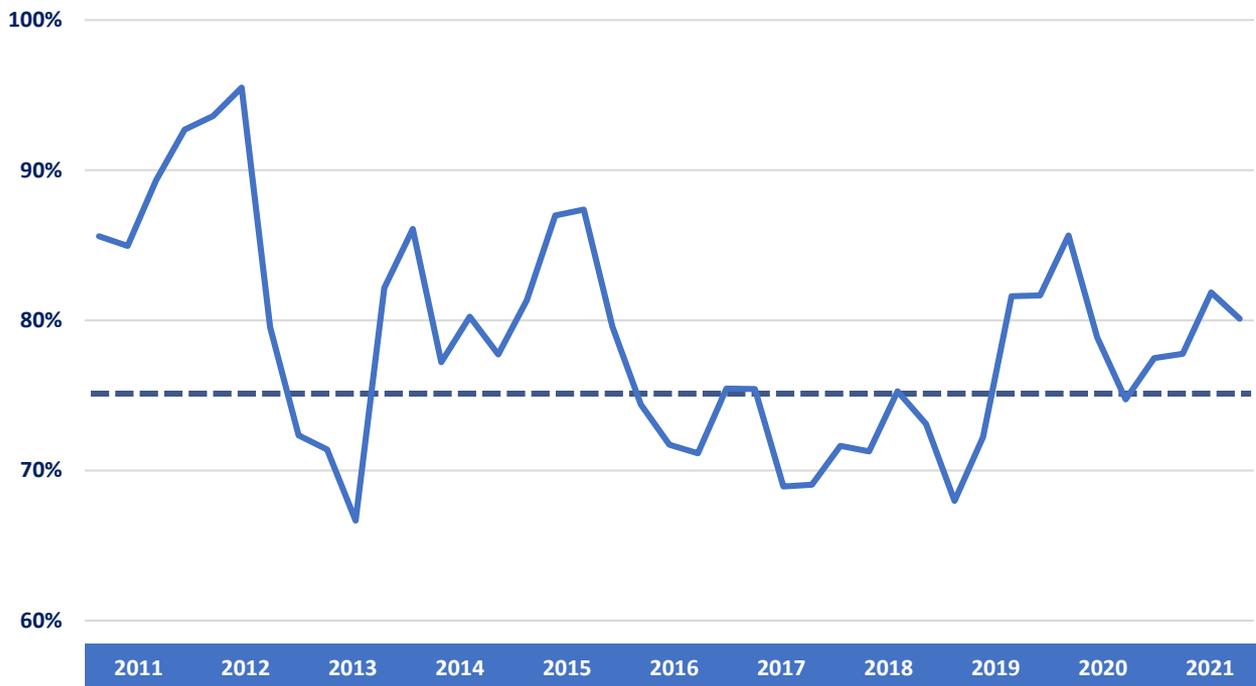
ORGANIC GROWTH COMBINED  
WITH LEASE-UP OPPORTUNITY



# High Utilization Provides Downside Protection Significant Customer Investment Drives Stable Retention

Historical Retention on Rentable Square Feet <sup>(1)(2)</sup>

— Trailing Twelve-Month Tenant Retention    - - - Long-Term Historical Average



**\$15 – \$30**  
million

approximate cost of a  
new 1.125 MW data  
center deployment <sup>(3)</sup>

**\$15 – \$20**  
million

approximate cost to  
migrate a 1 MW data  
center to a new facility <sup>(3)</sup>

Note: As of March 31, 2021.

1) Represents trailing 12-month average.

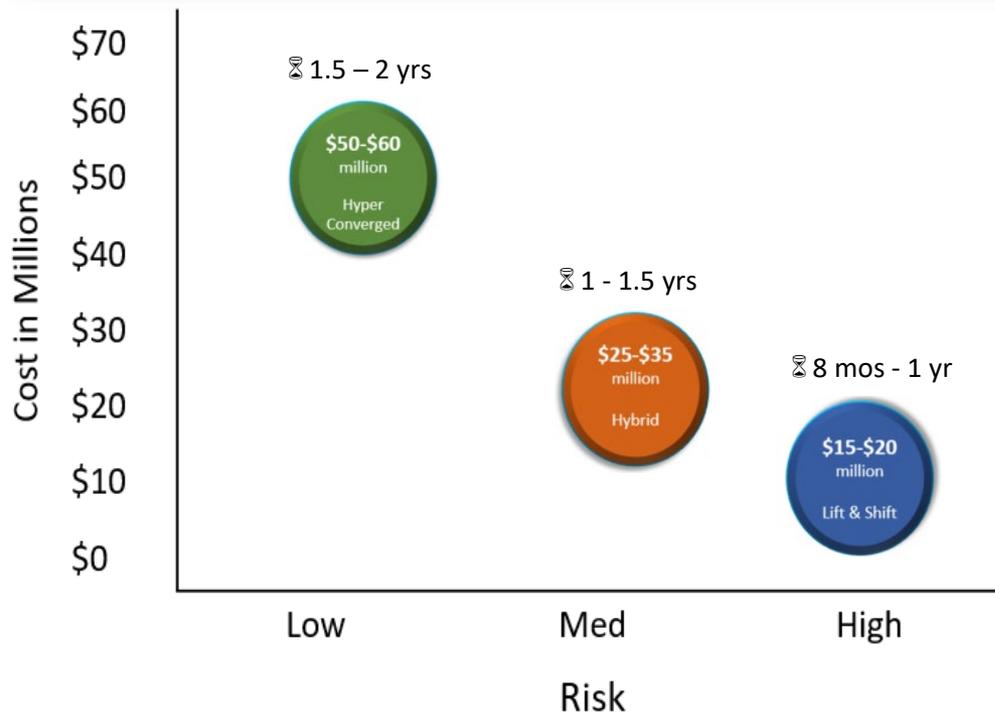
2) Excludes non-tech space.

3) Estimates provided by Align Communications – March 2019.



# Data Center Migration Projected Costs

CATEGORY	HYPERCONVERGED	HYBRID	LIFT & SHIFT
Level of risk to the business			
Program duration (assessment / planning / execution)			
Length of time the environment will be unavailable			
Highest level of effort for internal resources			
Least value / lifespan of assets after the migration			



## Assumptions:

- 1 MW / 10,000 s.f. data center with 2,000 devices
- **Hyperconverged:** 100% new hardware, factory built cabinets with compute, storage & networking
- **Hybrid:** Build new network, replace 33%-50% of the existing hardware, migrate workloads over the network
- **Lift & Shift:** physically move all hardware and stand up new network

Note that costs may vary based on: data center network and cabling design, the amount of seed hardware required, the use of consulting vs. internal resources, the distance between data centers and other factors.

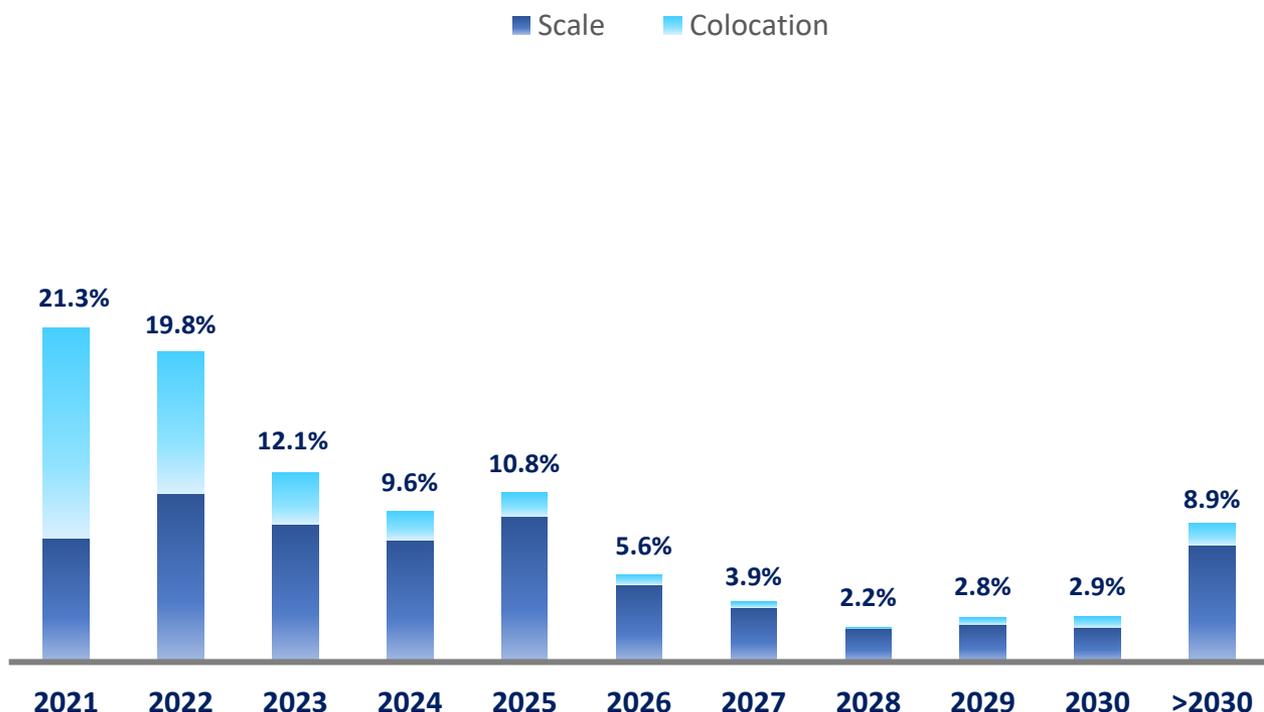
Source: Align Communications – March 2019.



# Evenly-Staggered Lease Expiration Schedule

## Consistent, Modest Roll-Over Exposure in Any One Year

% of Lease Expirations by Annualized Base Rent <sup>(1)</sup>



Note: As of March 31, 2021.

1) Represents consolidated portfolio plus our managed portfolio of unconsolidated joint ventures based on our ownership percentage. Annualized base rent represents the monthly contractual base rent (defined as cash base rent before abatements) under existing leases as of March 31, 2021, multiplied by 12.

2) Excluding acquired leases, for which rent increases vary.

**2% - 4%**

Annual cash rental rate increases <sup>(2)</sup>

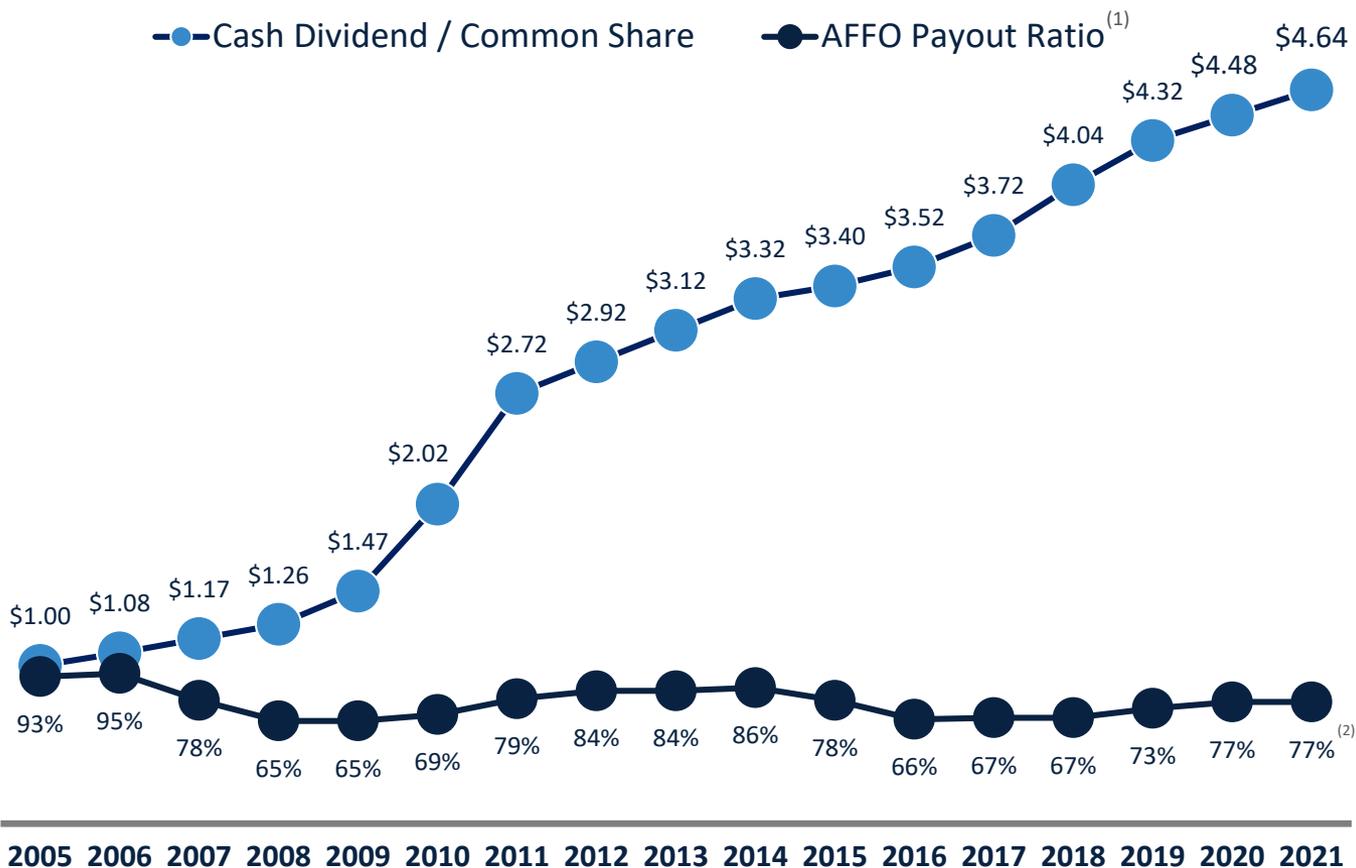
**4.8 years**

Weighted avg. remaining lease term



# Committed to a Secure and Growing Dividend

## Fourteen Consecutive Years of Dividend Increases



**3.1%**  
DIVIDEND YIELD <sup>(3)</sup>

**10%**  
DIVIDEND CAGR  
(2005 – 2021)

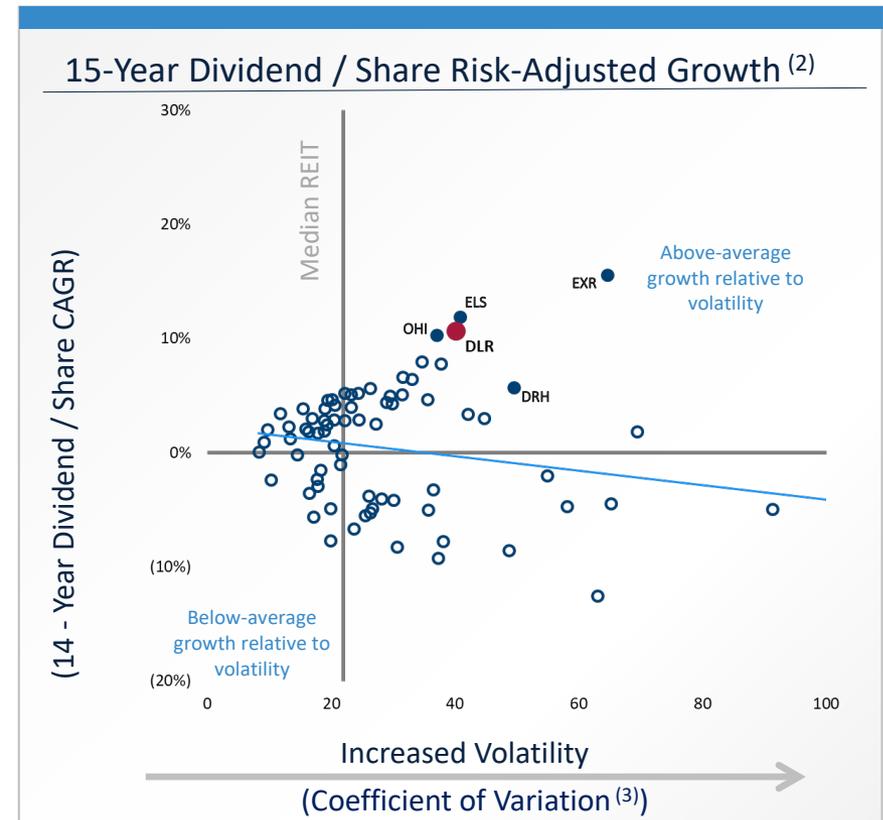
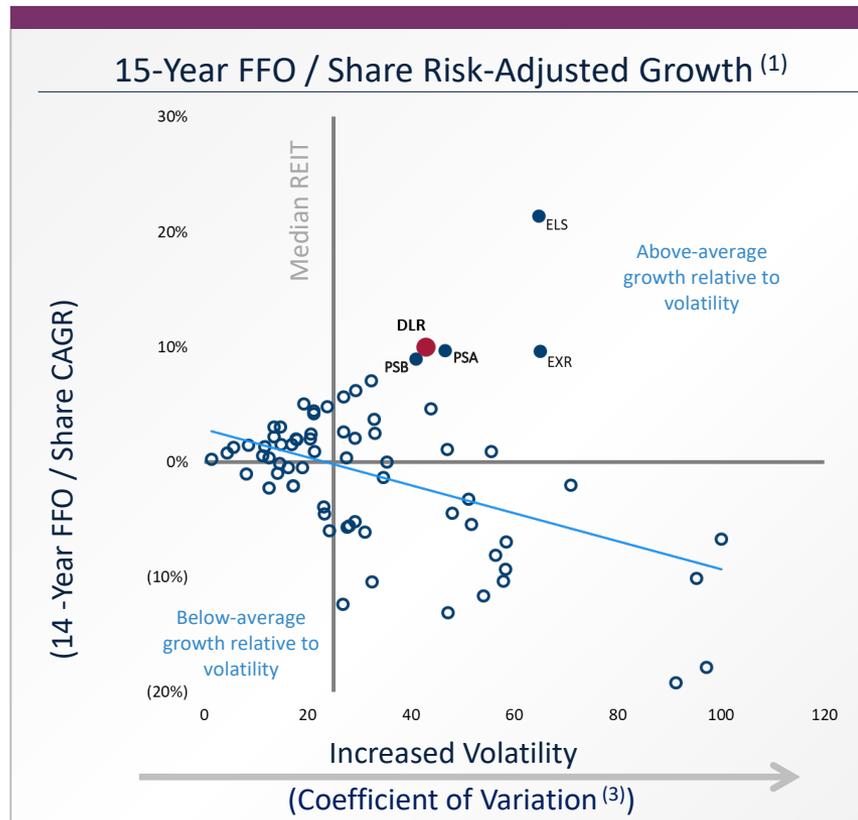
1) AFFO is a non-GAAP financial measure. For a description of AFFO and a reconciliation to net income, see the Appendix.  
 2) 2021 AFFO payout ratio based on first-quarter dividend annualized, divided by 2021 consensus AFFO per-share estimate, per Bloomberg.  
 3) Dividend yield based on closing stock price of \$148.94 as of May 13, 2021 and 1Q21 dividend annualized.



# Exceptional Risk-Adjusted Growth Track Record

## Strong Growth, Moderate Volatility

### Consistently Delivered Healthy Growth in FFO and Dividends per Share



Source: SNL Financial.

1) 15-year FFO (Reflects core FFO from 2009-2020; prior years based on Nareit-defined FFO). FFO and Core FFO are non-GAAP financial measures. For descriptions of FFO and Core FFO and reconciliations to net income, see the Appendix.

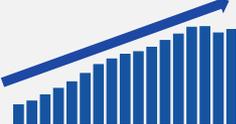
2) Dividend per share CAGR calculated using 2005 and 2020 actuals.

3) Coefficient of variation is the standard deviation of annual observations divided by the mean for the 15 years ended 2020.



# Graham's Golden Rules

## Defensive Requirements for the Intelligent Investor <sup>(1)</sup>

<p>1 Adequate Size of the Enterprise</p>	<p><b>\$55 Bn</b> ENTERPRISE VALUE <sup>(2)</sup></p>
<p>2 Sufficiently Strong Financial Condition</p>	<p><b>BBB / Baa2 / BBB</b> INVESTMENT GRADE BALANCE SHEET</p>
<p>3 Earnings Stability</p>	 <p><b>CONSISTENT GROWTH</b> IN CORE FFO / SH <sup>(3)</sup></p>
<p>4 Dividend Record</p>	 <p><b>UNINTERRUPTED GROWTH IN DIVIDENDS PER SHARE</b></p>
<p>5 Earnings Growth</p>	 <p><b>11% CAGR</b> IN CORE FFO PER SHARE SINCE 2005</p>
<p>6 Moderate Price / Earnings Ratio</p>	<p><b>23x</b> PRICE / 2020E CORE FFO <sup>(4)</sup></p>
<p>7 Moderate Price to Assets Ratio</p>	<p><b>20%</b> PREMIUM TO CONSENSUS NAV <sup>(5)</sup></p>

1) Graham, B. (1949). *The Intelligent Investor*. New York, NY: Harper & Brothers.

2) Total enterprise value calculated as the market value of common equity, plus liquidation value of preferred equity and total debt at balance sheet carry value as of March 31, 2021.

3) Reflects core FFO from 2009-2020; prior years based on Nareit-defined FFO.

4) Based on closing stock price of \$148.94 as of May 13, 2021 and the mid-point of 2021 core FFO per share guidance of \$6.53.

5) Based on closing stock price of \$148.94 as of May 13, 2021 and SNL consensus NAV of \$123.96 on May 13, 2021. For illustrative purposes only. Management does not confirm or endorse the estimates and cautions users to form their own view of NAV. For a description of the components of Net Asset Value (NAV), please see our 1Q21 Earnings Press Release and Supplemental Information, which was furnished to the SEC on April 29, 2021.



# Prudent Capital Allocation

DISCIPLINED INVESTMENT CRITERIA  
GUIDED BY RETURN ON INVESTED CAPITAL



# Stringent Acquisition Criteria

## Never Putting Balance Sheet at Risk Through Strategic M&A



2012

2015

2016

2017

2018

2019

**Sentrum  
Portfolio**

**Telx**

**European  
Acquisition Portfolio**

**DuPont Fabros  
Technology**

**Ascenty**

**Interxion**

Three assets in London

20 assets in 13 metro areas across the U.S.

Eight assets in Europe

12 assets and six development projects across the U.S.

Eight assets and six development projects in Brazil

54 assets and 78 MW under construction across 11 European countries

June 26, 2012:

July 14, 2015:

May 16, 2016

June 9, 2017:

September 24, 2018:

October 29, 2019:

Announced \$1.1 billion acquisition

Announced \$1.9 billion acquisition

Announced \$875 million acquisition

Announced \$7.6 billion acquisition

Announced \$1.8 billion acquisition and JV

Announced \$8.4 billion acquisition

June 26, 2012:

July 14, 2015:

May 16, 2016:

June 9, 2017:

September 24, 2018:

October 29, 2019:

Announced \$800 million equity offering

Announced \$700 million equity offering

Announced \$1.4 billion equity offering

100% stock-for-stock transaction

Announced \$1.1 billion equity offering

100% stock-for-stock transaction



# Stringent Acquisition Criteria

## Market Fundamentals, Accessibility, Stability and Risk

### KEY ELEMENTS OF INVESTMENT UNDERWRITING

#### Market Fundamentals

- Core metro areas / major central business districts
- Supply & demand dynamics
- Customer verticals
- Land availability
- Construction costs
- Utility rates
- Financial projections

#### Accessibility / Internet Proximity

- Access to fiber
- Access to power
- Proximity to major airports
- Broadband penetration
- Subsea cable landings

#### Business-Friendly / Stable Locations

- Accommodative local utility providers
- Ease of doing business
- Reasonable entitlement approval process
- Low natural disaster-prone areas
- Respect for property rights and rule of law
- Tax regime



# Conservative Financial Strategy

COMMITTED TO MAINTAINING  
A FLEXIBLE BALANCE SHEET



# Prudent Financial Management Positioning for Growth

## INVESTMENT GRADE BALANCE SHEET

Consistently maintain balance sheet positioned for new investment opportunities

## ORGANIC GROWTH

Focus on driving higher same-capital cash NOI growth

## RISK-ADJUSTED RETURNS

Earn higher risk-adjusted returns on our traditional asset base

## BUILD AND EXPAND

Continue to prudently build out campuses and expand our global footprint

## OPERATING EFFICIENCIES

Capitalize on operating efficiencies derived from our scale and expertise

## STAKEHOLDER ALIGNMENT

Align our team with stakeholders



# Industry-Leading Sustainability Track Record and Commitment to Best Practices

## Management and Organizational Commitment to Sustainability

- Full-time REIT/ sustainability expertise in-house
- Board oversight and senior executive with sustainability management responsibility
- TCFD-aligned GRI-compliant ESG report
- Global carbon reduction target set with the Science-Based Targets Initiative



## Track Record of Sustainable Project Investment

- Issued \$5.6 billion of Green bonds since 2015
- Executed the data center industry's first USD green bond in 2015
- Largest US REIT and data center issuer of green bonds
- Allocated \$3.3 billion to-date to eligible green projects



## Industry-Leading Clean Energy Solutions

- 496 MW of renewable wind and solar projects under contract in the US
- 60 MW of green tariffs
- 100% renewable power for European portfolio and US retail colocation portfolio
- Carbon neutral France portfolio and commitment to 2030



## Award-Winning Data Center Designs and Third-Party Certification

- 68 green building certifications globally, totaling 796 MW of IT capacity
- 43% of global portfolio by square foot has received one or more certifications
- More than 60% green building certifications gold-level or above



## Thought Leadership and Innovation in Energy Efficiency

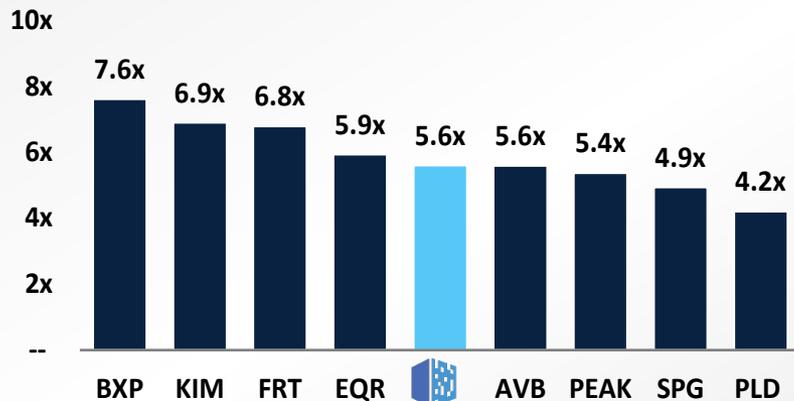
- Successful track record of US EPA ENERGY STAR certifications; certified 70% of US stabilized and managed portfolio by kW
- First data center provider to receive ENERGY STAR Partner of the Year Award
- Surpassed 10% US colocation PUE reduction goal 2 years ahead of schedule



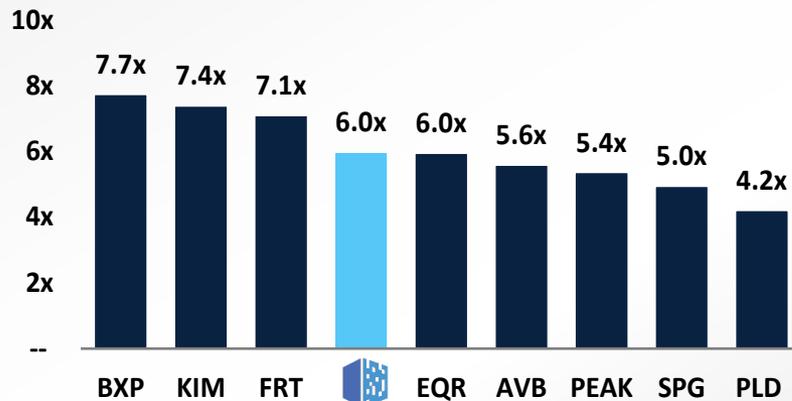
Note: As of April 29, 2021.

# Credit Metrics Compare Favorably To Blue Chip REITs Committed to a Conservative Capital Structure

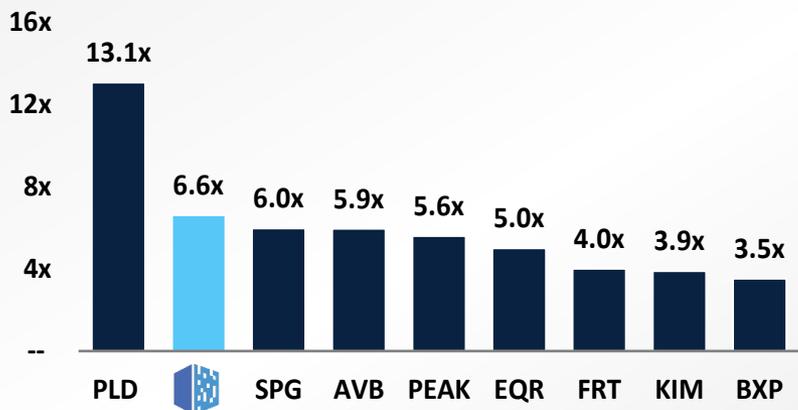
Net Debt / LQA Adjusted EBITDA<sup>(1)</sup>



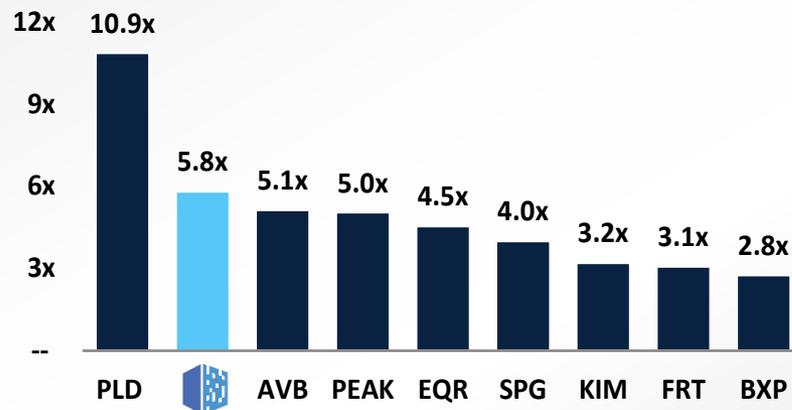
Net Debt + Preferred / LQA Adjusted EBITDA<sup>(1)</sup>



Interest Coverage<sup>(1)(2)</sup>



Fixed Charge Coverage<sup>(1)(3)</sup>



Source: Company calculations based on 1Q21 data; peer metrics derived from public filings. Peers may calculate these or similar metrics differently. Please see Appendix for calculation of DLR ratios.

1) Adjusted EBITDA is a non-GAAP financial measure.

2) Based on GAAP interest expense plus capitalized interest for the quarter ended March 31, 2021.

3) Calculated as Adjusted EBITDA divided by fixed charges. Fixed charges consist of GAAP interest expense, capitalized interest, scheduled debt principal payments and preferred dividends for the quarter.



# Recent Results

Note: The slides in this section were originally posted to the Company's website on April 29, 2021 and have not been updated to reflect changes occurring after that date.



# 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**<sup>™</sup>

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



Named 2021 EPA ENERGY STAR® Partner of the Year for second consecutive year



Received Climate Bond Initiative's Largest Financial Corporate Green Bond Award for 2020



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

### SOCIAL

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

Adopted the Rooney Rule and amended corporate governance guidelines to clarify that director candidate pools must include candidates with diversity of race, ethnicity and gender

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

2021

Formalized ESG oversight under the Nominating & Corporate Governance Committee

2020

Enhanced Board diversity with the addition of three new Directors

2018

Provided shareholders the ability to propose amendments to the bylaws and established proxy access for shareholders

2019

2015

Instituted minimum stock ownership requirements for directors and management



# Expanding Global Platform Supporting Customer Growth



## Global Platform

**167,000**

Cross-Connects

**4,000+**

Customers

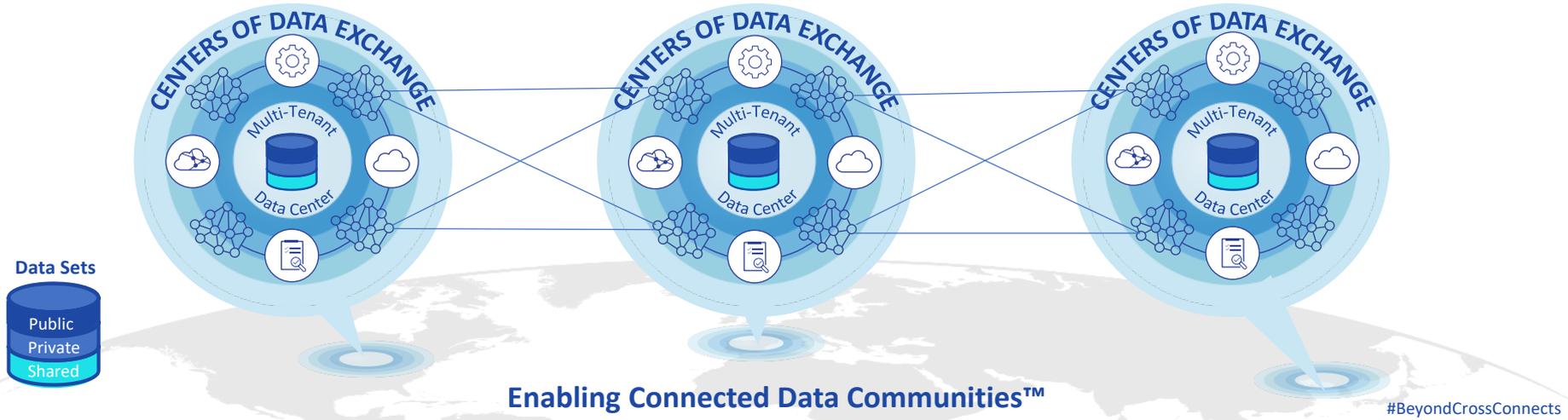
**47**

Metro Areas



Note: As of March 31, 2021.

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



## Digital Products Investments

**83%**

83% of CEOs surveyed expect to increase investments in digital technologies, and 70% are betting on digital data products to grow <sup>(1)</sup>

## Driving Data Hub Deployments

**75%**

By 2024, 75% of organizations are expected to have deployed multiple data hubs to drive mission-critical data analytics, sharing and governance <sup>(2)</sup>

## Needs Global MTDC Leader



DIGITAL REALTY



**2021**  
Partner  
of the Year



<sup>1</sup> Gartner, Driving Value & Innovation with Data & Analytics, Virtual Executive Retreat for CDAOs, September 2020.  
<sup>2</sup> Gartner 100 Data and Analytics Predictions Through 2025, March 2021.

# Financial Results



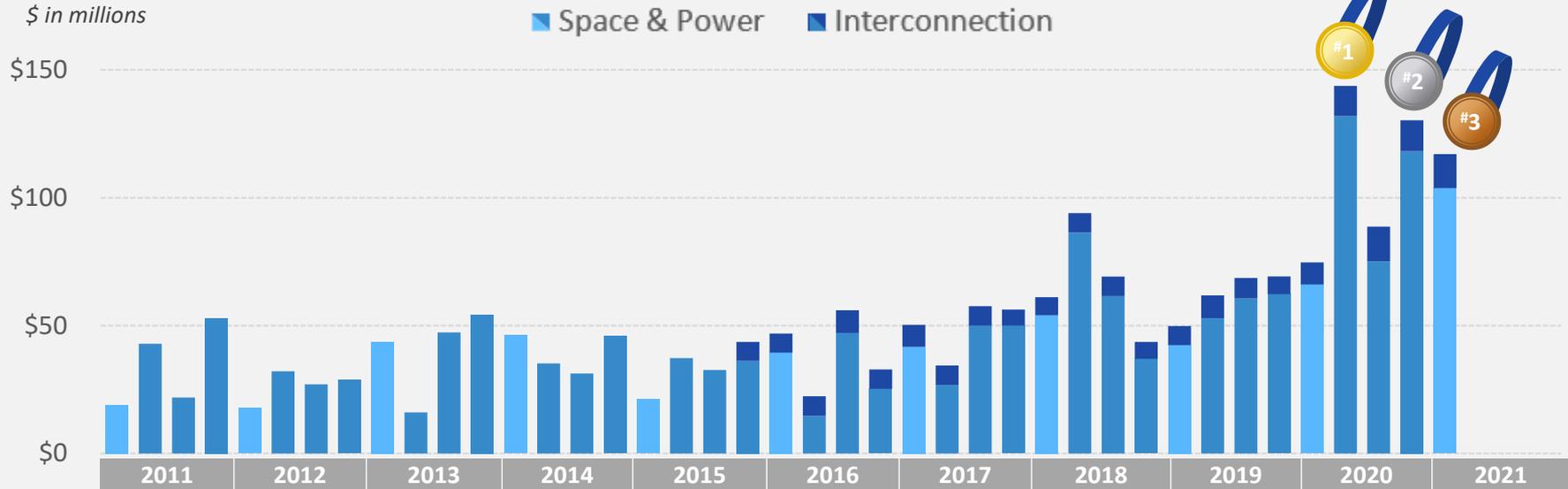
# Digital Transformation Driving Steady Demand

## Global Full-Product Spectrum Provides Broadest Solutions

### HISTORICAL BOOKINGS

ANNUALIZED GAAP BASE RENT

\$ in millions



### 1Q21 BOOKINGS



Note: Darker shading represents interconnection bookings. First-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.



## Connected Data Communities Attracting New Logos



**100**  
new logos



**39%**  
of total bookings from  
0-1 MW + interconnection



**59%**  
of total bookings  
outside the Americas

### Digital Ad Exchange



### Industrial Manufacturer



### Automotive Tech Designer



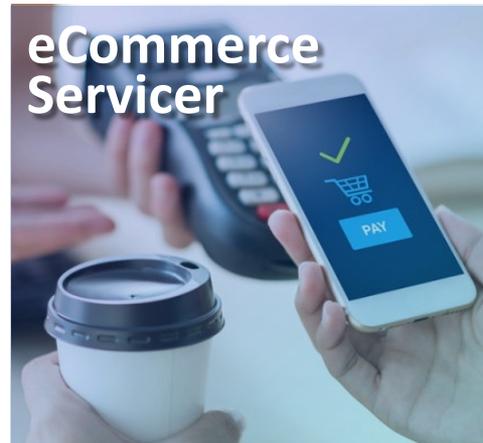
### IT Services Provider



### Video Game Developer



### eCommerce Servicer



Note: For quarter ended March 31, 2021.

# Top-Line Step Function

## Healthy Backlog Sets a Solid Foundation

### BACKLOG ROLL-FORWARD (1)

\$ in millions

■ Digital Realty Backlog □ Unconsolidated Joint Venture Backlog



### COMMENCEMENT TIMING (2)

\$ in millions

■ Digital Realty Backlog □ Unconsolidated Joint Venture Backlog



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

### 1Q21 RE-LEASING SPREADS

0-1 MW	> 1 MW	OTHER <sup>(1)</sup>	TOTAL
<p>RENTAL RATE CHANGE</p> <p><b>1.6%</b> CASH</p> <p><b>2.5%</b> GAAP</p>	<p>RENTAL RATE CHANGE</p> <p><b>-11.3%</b> CASH</p> <p><b>2.5%</b> GAAP</p>	<p>RENTAL RATE CHANGE</p> <p><b>6.3%</b> CASH</p> <p><b>21.0%</b> GAAP</p>	<p>RENTAL RATE CHANGE</p> <p><b>-2.1%</b> CASH</p> <p><b>3.2%</b> GAAP</p>
<p>Signed renewal leases representing</p> <p><b>\$128 million</b></p> <p>of annualized GAAP rental revenue</p>	<p>Signed renewal leases representing</p> <p><b>\$56 million</b></p> <p>of annualized GAAP rental revenue</p>	<p>Signed renewal leases representing</p> <p><b>\$9 million</b></p> <p>of annualized GAAP rental revenue</p>	<p>Signed renewal leases representing</p> <p><b>\$193 million</b></p> <p>of annualized GAAP rental revenue</p>

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.

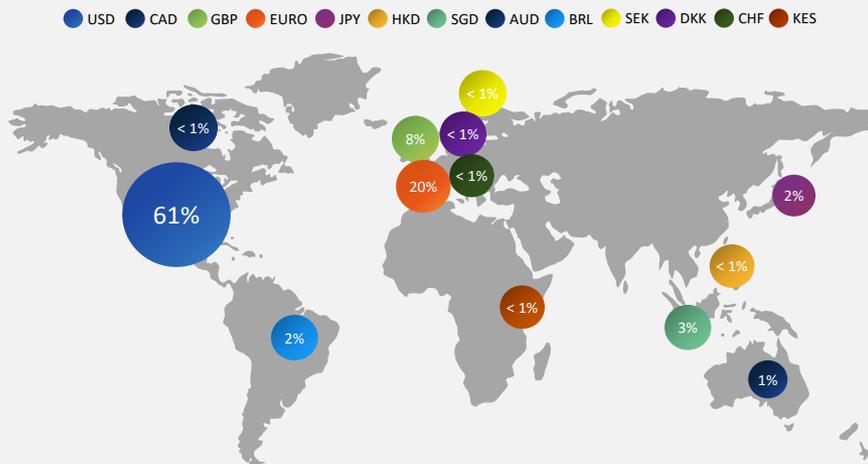
1) Other includes Powered Base Building® shell capacity as well as storage and office space within fully improved data center facilities.



# Effective Economic Risk Mitigation Strategies

## Benefits of Scale and Diversification on Display

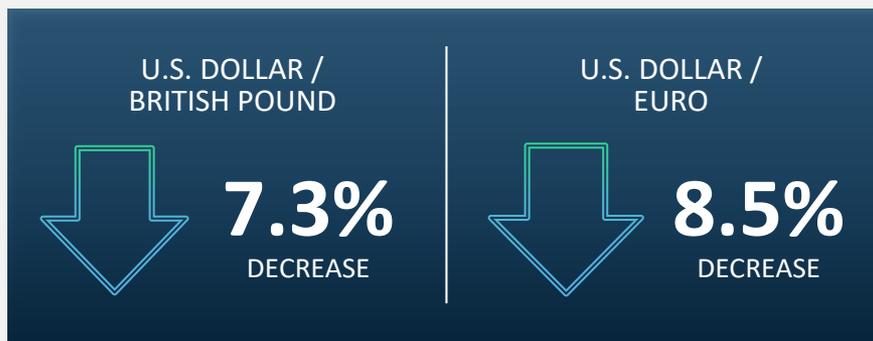
### EXPOSURE BY REVENUE (1)



### CORE FFO/SHARE EXPOSURE (2)



### EXCHANGE RATES (3)



Source: FactSet. Note: Totals may not add up due to rounding.

1) As of March 31, 2021. Includes DLR's share of revenue from unconsolidated joint ventures.

2) 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.

3) Based on average exchange rates for the quarter ended March 31, 2021 compared to average exchange rates for the quarter ended March 31, 2020.



# 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.

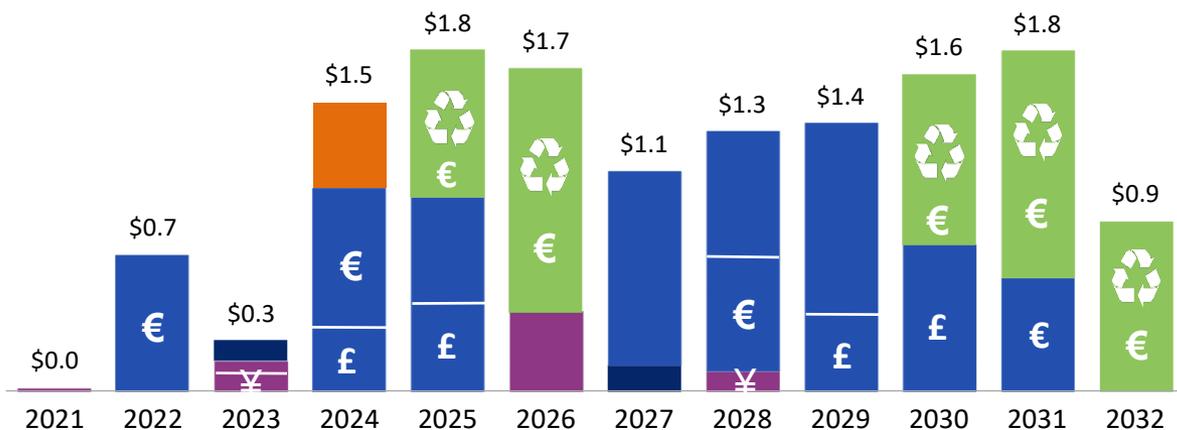


# Matching the Duration of Assets and Liabilities

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

### DEBT MATURITY SCHEDULE AS OF MARCH 31, 2021 <sup>(1)(2)</sup>

(U.S. \$ in billions)



■ Pro Rata Share of JV Debt     
 ■ Secured Mortgage Debt     
 ■ Unsecured Senior Notes  
■ Unsecured Green Bonds     
 ■ Unsecured Credit Facilities

### DEBT PROFILE



○ Unsecured  
○ Secured



○ Fixed  
○ Floating



○ USD  
○ Euro  
○ GBP  
○ Other



Note: As of March 31, 2021.  
 1) Includes Digital Realty's pro rata share of five unconsolidated joint venture loans and debt securities.  
 2) Assumes exercise of extension options.

# Consistent Execution on Strategic Vision

## Delivering Current Results, Seeding Future Growth

### SUCCESSFUL 1Q21 INITIATIVES

#### 1. Delivering Sustainable Growth

Named EPA ENERGY STAR® Partner of the Year for second consecutive year

#### 2. Enhancing Portfolio Quality

Sold non-core assets, extended connectivity solutions

#### 3. Exceeding Expectations

Beat quarterly consensus estimates, delivered 9% year-over-year growth

#### 4. Strengthening the Balance Sheet

Raised attractively priced long-term capital, redeemed high-coupon debt + preferred equity



9¢

Core FFO/sh Beat

2.3%

Weighted-Average Coupon



# Appendix



# Digital Transformation Driving Steady Demand

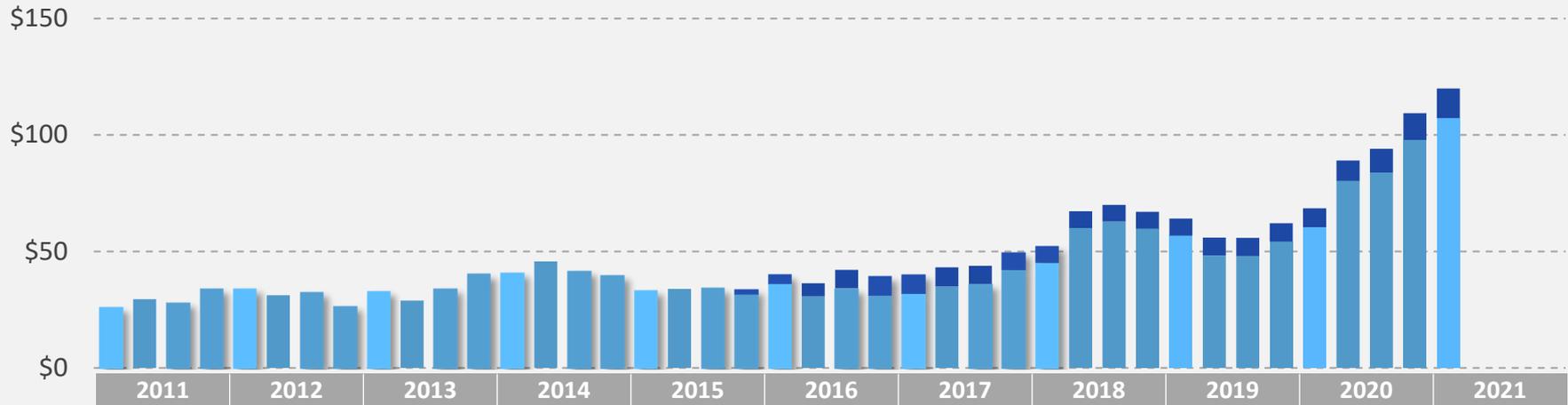
## Global Full-Product Spectrum Provides Broadest Solutions

### HISTORICAL BOOKINGS TRAILING FOUR-QUARTER AVERAGE

ANNUALIZED GAAP BASE RENT

\$ in millions

■ Space & Power ■ Interconnection



### 1Q21 TRAILING FOUR-QUARTER AVERAGE BOOKINGS



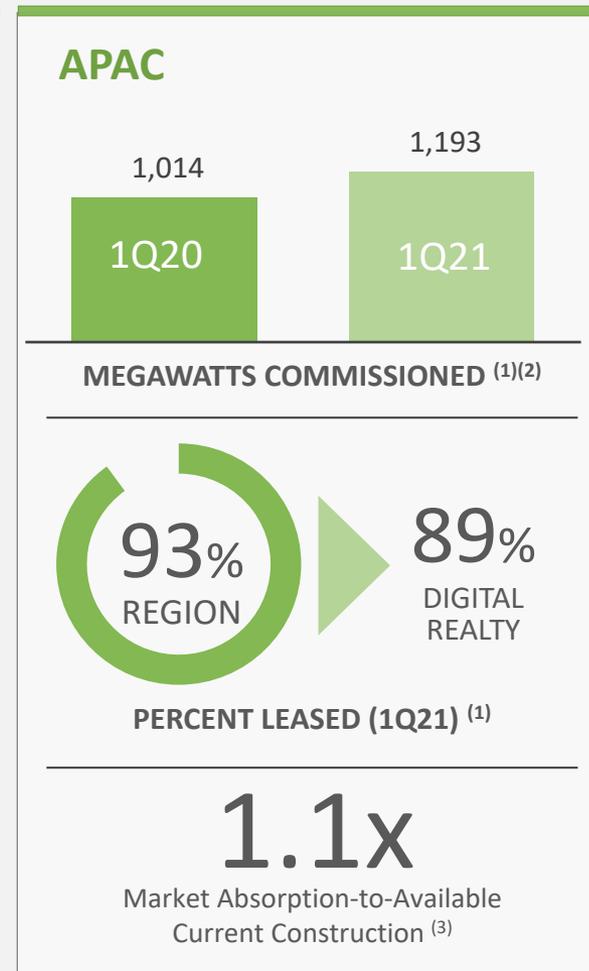
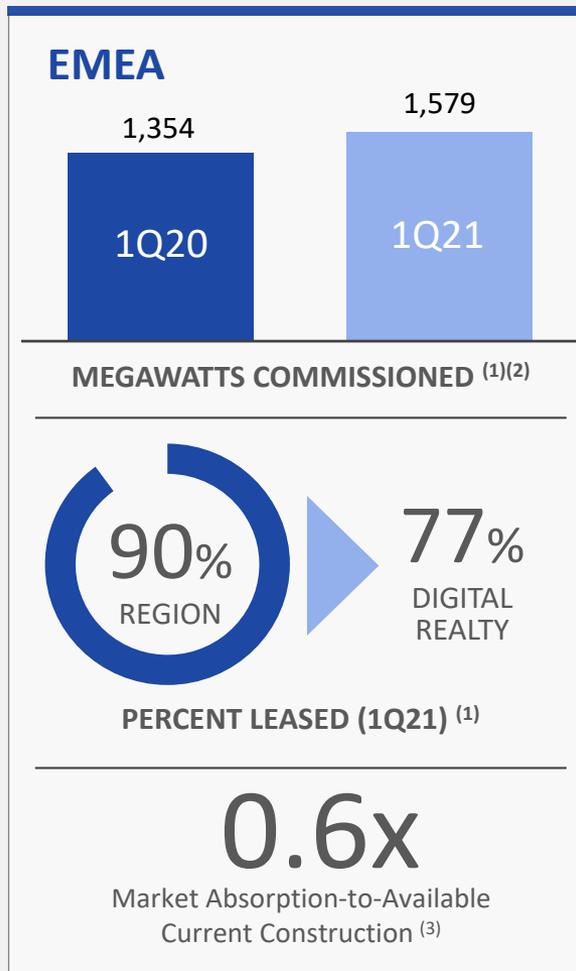
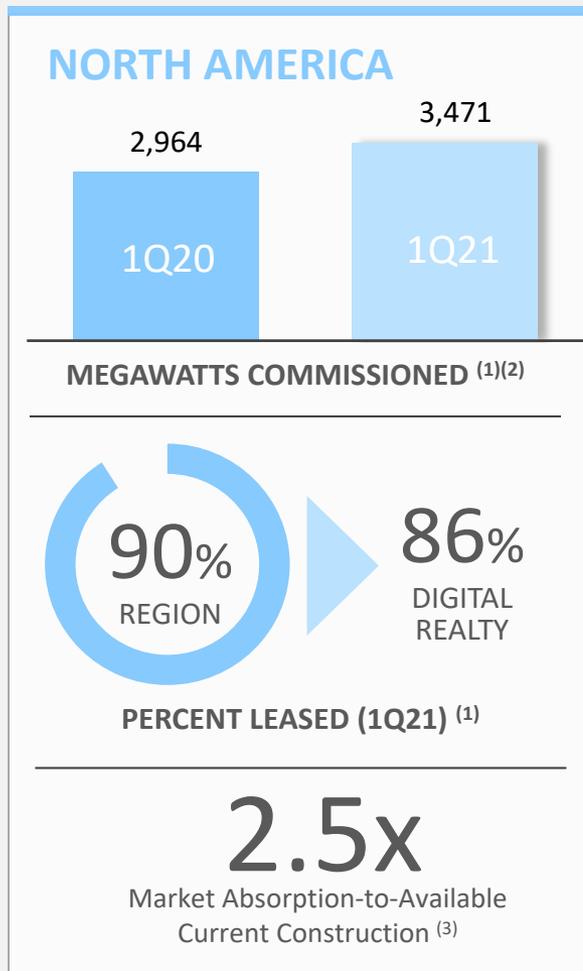
Note: Darker shading represents interconnection bookings. First-quarter bookings are highlighted in lighter blue. Totals may not add up due to rounding.

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



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.

### **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, 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, among others, 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 Data Gravity Index™; Data Gravity Index DGx™; public cloud services spending; our sustainability initiatives; the expected effect of foreign currency translation adjustments on our financials; the COVID-19 pandemic; business drivers; 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; occupancy and total investment; our expected investment in our properties; our 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 2021 backlog; future rents; our expected same store portfolio growth; demand drivers; 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 ability to access the capital markets; expected time and cost savings to our customers; our customers' capital investments; future data center utilization, utilization rates, growth rates, trends, supply and demand; 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 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 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 refinancing 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, 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

## Reconciliation of non-GAAP items to their closest GAAP equivalents.

Funds from operations <sup>(1)</sup>	Q121	FY 2020	FY 2019	FY 2018	FY 2017	FY 2016	FY2015	FY2014	FY2013	FY2012	FY2011	FY2010	FY2009	FY2008	FY2007	FY2006	FY2005
Net income (loss) available to common stockholders	\$ 372,405	\$ 263,345	\$ 493,011	\$ 249,930	\$ 173,149	\$ 332,088	\$ 217,266	\$ 132,721	\$ 271,583	\$ 171,662	\$ 130,868	\$ 58,339	\$ 47,258	\$ 26,690	\$ 18,907	\$ 16,950	\$ 6,087
Noncontrolling interests in operating partnership	9,800	9,500	21,100	10,180	3,770	5,298	4,442	2,764	5,366	6,157	6,185	3,406	3,432	2,329	3,753	12,570	8,268
Real estate related depreciation and amortization <sup>(2)</sup>	364,697	1,341,836	1,149,240	1,173,917	830,252	682,810	563,729	533,823	471,280	378,970	308,547	262,485	196,971	171,657	134,265	90,421	62,171
Real estate related depreciation and amortization related to investment in unconsolidated joint venture	19,378	77,730	52,717	14,588	11,566	11,246	11,418	7,537	3,805	3,208	3,688	3,243	4,382	2,339	3,934	796	-
Impairment charge related to Telix trade name	-	-	-	-	-	-	6,122	-	-	-	-	-	-	-	-	-	-
(Gain) on contribution of properties to unconsolidated JV	-	-	-	-	-	(168,805)	(76,669)	(95,404)	(115,609)	-	-	-	-	-	-	-	-
(Gain) loss on real estate transactions	(333,921)	(316,895)	(267,651)	(80,049)	(40,355)	(1,097)	(17,935)	(15,945)	-	(2,325)	-	-	-	-	(18,049)	(18,096)	-
Non-controlling interests share of gain on sale of property	-	-	-	-	-	3,900	-	(14,355)	-	-	-	-	-	-	-	-	-
Impairment of investments in real estate	-	6,482	5,351	-	28,992	-	-	126,470	-	-	-	-	-	-	-	-	-
Funds from operations (FFO)	\$ 432,359	\$ 1,381,998	\$ 1,453,768	\$ 1,368,566	\$ 1,011,274	\$ 867,662	\$ 687,896	\$ 691,966	\$ 636,425	\$ 557,672	\$ 449,288	\$ 327,473	\$ 252,043	\$ 203,015	\$ 142,277	\$ 102,641	\$ 76,526
Funds from operations (FFO) per diluted share	\$ 1.49	\$ 5.11	\$ 6.66	\$ 3.25	\$ 4.16	\$ 5.67	\$ 4.91	\$ 3.63	\$ 4.74	\$ 4.44	\$ 4.06	\$ 3.39	\$ 2.93	\$ 2.59	\$ 2.01	\$ 1.61	\$ 1.37
Net income (loss) per diluted share available to common stockholders	\$ 1.32	\$ 1.00	\$ 2.35	\$ 0.73	\$ 0.73	\$ 2.20	\$ 1.61	\$ 1.39	\$ 2.12	\$ 1.48	\$ 1.32	\$ 0.68	\$ 0.61	\$ 0.41	\$ 0.36	\$ 0.47	\$ 0.25
FFO available to common stockholders and unitholders	\$ 432,359	\$ 1,381,998	\$ 1,453,768	\$ 1,368,566	\$ 1,011,274	\$ 867,662	\$ 687,896	\$ 691,966	\$ 636,425	\$ 557,672	\$ 449,288	\$ 327,473	\$ 252,043	\$ 203,015	\$ 142,277	\$ 102,641	\$ 76,526
FFO available to common stockholders and unitholders -- diluted	\$ 432,359	\$ 1,381,998	\$ 1,453,768	\$ 1,368,566	\$ 1,011,274	\$ 867,662	\$ 687,896	\$ 696,691	\$ 652,625	\$ 583,486	\$ 484,959	\$ 370,291	\$ 289,915	\$ 203,015	\$ 142,810	\$ 103,152	\$ 76,526
Termination fees and other non-core revenues	(59)	(30,071)	(53,697)	(5,060)	(1,031)	(33,197)	680	(20,219)	(5,999)	(9,034)	(2,953)	(4,446)	463	-	-	-	-
Transaction expenses	14,120	106,662	27,925	45,327	76,048	20,491	17,400	1,303	4,605	11,120	5,654	6,381	720	-	-	-	-
(Gain) loss from early extinguishment of debt	18,347	103,215	39,157	1,568	1,011	148	780	1,813	303	3,529	-	-	-	-	-	-	-
Issuance costs associated with redeemed preferred stock	-	16,520	11,760	-	6,309	10,328	-	-	-	-	-	6,951	-	-	-	-	-
Equity in earnings adjustment for non-core items	-	-	-	-	(3,285)	-	-	843	-	-	-	-	-	-	-	-	-
Severance related accrual, equity acceleration, and legal expenses	2,427	6,440	3,401	3,303	4,731	6,208	5,146	12,690	-	-	-	-	-	-	-	-	-
(Gain) / Loss on FX revaluation	34,072	81,936	18,067	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Gain on contribution to unconsolidated joint venture, net of related tax	-	-	(58,497)	-	-	-	-	-	7,489	-	-	-	-	-	-	-	-
Change in fair value of contingent consideration	-	-	-	-	-	-	(44,276)	(8,093)	(1,762)	(1,051)	-	-	-	-	-	-	-
Bridge facility fees	-	-	-	-	3,182	-	3,903	-	-	-	-	-	-	-	-	-	-
Other non-core expense adjustments	(19,240)	15,581	10,618	4,323	3,077	3,295	75,261	2,692	63	1,260	174	(1,883)	(1,882)	-	-	-	-
<b>Core Funds from operations (FFO)</b>	<b>\$ 482,026</b>	<b>\$ 1,682,281</b>	<b>\$ 1,452,502</b>	<b>\$ 1,418,027</b>	<b>\$ 1,098,315</b>	<b>\$ 875,798</b>	<b>\$ 746,158</b>	<b>\$ 686,687</b>	<b>\$ 658,834</b>	<b>\$ 586,084</b>	<b>\$ 488,922</b>	<b>\$ 380,823</b>	<b>\$ 289,216</b>	<b>\$ 203,015</b>	<b>\$ 142,810</b>	<b>\$ 103,152</b>	<b>\$ 76,526</b>
Non real estate depreciation	5,036	24,543	14,534	12,979	12,212	10,392	6,798	4,689	4,184	3,583	1,878	1,418	1,081	721	533	511	61
Loss from early extinguishment of debt	-	-	-	-	-	-	-	-	-	-	-	-	-	182	-	528	1,021
Amortization of deferred financing costs	3,538	15,285	13,362	12,207	10,664	9,909	8,482	8,969	10,658	8,700	9,455	10,460	7,926	5,932	5,541	3,763	2,965
Amortization of debt discount	1,134	3,974	2,353	3,630	3,084	2,722	2,296	1,724	1,779	1,097	2,232	3,821	3,933	3,677	3,437	1,235	-
Non cash compensation	16,097	59,497	34,903	25,348	17,900	15,865	11,748	11,919	11,528	12,632	13,429	11,162	8,108	7,639	3,580	1,787	481
Straight-line rent revenue	(18,492)	(50,751)	(55,770)	(40,423)	(16,565)	(24,253)	(50,977)	(75,838)	(82,580)	(75,776)	(56,309)	(45,468)	(45,341)	(36,007)	(25,288)	(17,742)	(13,023)
Straight-line rent expense	6,709	16,396	1,002	9,750	12,107	23,086	5,944	-	-	-	-	-	-	-	-	-	-
Above and below market rent amortization	2,137	12,687	17,097	26,533	1,770	(8,313)	(9,336)	(9,983)	(11,719)	(10,262)	(7,937)	(8,318)	(8,040)	(9,262)	(10,224)	(7,012)	(1,717)
Non-cash tax expense/(benefit)	(4,509)	1,253	(18,792)	(11,971)	(2,912)	(162)	1,546	836	-	-	-	-	-	-	-	-	-
Recurring capital expenditures and tenant improvements	-	-	-	-	-	-	-	-	-	-	(12,969)	(5,604)	(13,648)	(11,328)	(4,259)	(4,160)	(2,897)
Capitalized leasing commissions	-	-	-	-	-	-	-	-	-	-	(21,266)	(15,744)	(12,611)	(13,303)	(8,369)	(7,186)	(3,051)
Capitalized leasing compensation	11,042	21,090	14,506	(10,930)	(11,886)	(11,589)	(10,216)	(27,020)	(18,977)	(15,102)	(10,508)	(7,603)	(6,570)	(4,036)	(1,066)	(2,054)	(781)
Recurring capital expenditures	(39,522)	(210,727)	(180,713)	(132,226)	(136,290)	(75,476)	(91,876)	(52,562)	(53,209)	(41,430)	-	-	-	-	-	-	-
Internal leasing commissions	-	-	-	(10,077)	(5,290)	(7,322)	(4,081)	(18,318)	(11,868)	(7,301)	-	-	-	-	-	-	-
<b>Adjusted funds from operations <sup>(1)</sup></b>	<b>\$ 465,196</b>	<b>\$ 1,575,528</b>	<b>\$ 1,294,984</b>	<b>\$ 1,302,847</b>	<b>\$ 983,109</b>	<b>\$ 810,657</b>	<b>\$ 616,486</b>	<b>\$ 531,103</b>	<b>\$ 508,630</b>	<b>\$ 462,225</b>	<b>\$ 406,927</b>	<b>\$ 324,947</b>	<b>\$ 224,054</b>	<b>\$ 147,230</b>	<b>\$ 106,695</b>	<b>\$ 72,822</b>	<b>\$ 59,585</b>

(1) Funds from operations and Adjusted funds from operations for all periods presented above include the results of properties sold

(2) Real estate related depreciation and amortization was computed as follows:

	Q121	FY 2020	FY 2019	FY 2018	FY 2017	FY 2016	FY2015	FY2014	FY2013	FY2012	FY2011	FY2010	FY2009	FY2008	FY2007	FY2006	FY2005
Depreciation and amortization per income statement	\$ 369,733	\$ 1,366,379	\$ 1,163,774	\$ 1,186,896	\$ 842,464	\$ 699,324	\$ 570,527	\$ 538,513	\$ 475,464	\$ 382,553	\$ 310,425	\$ 263,903	\$ 198,052	\$ 172,378	\$ 134,419	\$ 86,129	\$ 55,701
Depreciation and amortization of discontinued operations	-	-	-	-	-	-	-	-	-	-	-	-	-	-	379	5,314	6,531
Impairment charge related to Telix trade name	-	-	-	-	-	-	(6,122)	-	-	-	-	-	-	-	-	-	-
Non real estate depreciation	(5,036)	(24,543)	(14,534)	(12,979)	(12,212)	(10,392)	(6,798)	(4,690)	(4,184)	(3,583)	(1,878)	(1,418)	(1,081)	(721)	(533)	(511)	(63)
	\$ 364,697	\$ 1,341,836	\$ 1,149,240	\$ 1,173,917	\$ 830,252	\$ 682,810	\$ 563,729	\$ 533,823	\$ 467,096	\$ 375,387	\$ 308,547	\$ 262,485	\$ 196,971	\$ 171,657	\$ 134,265	\$ 90,421	\$ 62,171

Weighted-average shares and units outstanding - diluted	289,211	270,497	218,440	214,951	166,938	153,086	141,726	138,364	137,769	131,467	103,817	89,058	82,786	76,766	70,806	63,870	55,761
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# 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, 2021	December 31, 2020
FFO available to common stockholders and unitholders -- diluted	\$ 432,359	\$ 212,298
Termination fees and other non-core revenues	(59)	(2,425)
Transaction and integration expenses	14,120	56,801
Loss from early extinguishment of debt	18,347	632
(Gain) / Loss on FX revaluation	34,072	81,288
Severance accrual and equity acceleration	2,427	1,272
Other non-core expense adjustments	(19,240)	5,509
CFFO available to common stockholders and unitholders -- diluted	<u>\$ 482,026</u>	<u>\$ 355,375</u>
Diluted CFFO per share and unit	<u>\$ 1.67</u>	<u>\$ 1.53</u>



# 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	
	March 31, 2021	December 31, 2020
Net income available to common stockholders	\$ 372,405	\$ 202,859
Interest	75,653	85,800
Loss from early extinguishment of debt	18,347	632
Income tax expense (benefit)	7,547	7,182
Depreciation and amortization	369,733	291,457
<b>EBITDA</b>	<b>843,685</b>	<b>587,930</b>
Unconsolidated JV real estate related depreciation & amortization	19,378	19,923
Unconsolidated JV interest expense and tax expense	8,786	9,944
Severance accrual and equity acceleration	2,427	1,272
Transaction and integration expenses	14,120	56,801
(Gain) on sale / deconsolidation	(333,921)	(304,801)
Other non-core adjustments, net	38,574	85,185
Noncontrolling interests	8,756	4,684
Preferred stock dividends, including undeclared dividends	13,514	21,155
<b>Adjusted EBITDA</b>	<b>\$ 615,319</b>	<b>\$ 482,093</b>



# 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	
	March 31, 2021	December 31, 2020
Rental revenues	\$ 415,860	\$ 416,570
Tenant reimbursements - Utilities	96,231	82,402
Tenant reimbursements - Other	44,081	44,113
Interconnection and other	57,264	54,840
<b>Total Revenue</b>	<b>613,436</b>	<b>597,925</b>
Utilities	111,654	92,627
Rental property operating	100,677	92,730
Property taxes	31,134	29,722
Insurance	2,794	3,010
<b>Total Expenses</b>	<b>246,259</b>	<b>218,089</b>
Net Operating Income	<b>\$ 367,177</b>	<b>\$ 379,836</b>
Less:		
Stabilized straight-line rent	\$ (2,285)	\$ 1,359
Above and below market rent	(571)	(2,405)
<b>Cash Net Operating Income</b>	<b>\$ 370,033</b>	<b>\$ 380,882</b>



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

<b>Total Debt/Total Enterprise Value</b>		
Market value of common equity <sup>(i)</sup>	\$	40,718,757
Liquidation value of preferred equity <sup>(ii)</sup>		956,250
Total debt at balance sheet carrying value		13,256,839
Total Enterprise Value	\$	54,931,846
Total debt / total enterprise value		<u>24.1%</u>
Debt-plus-preferred-to-total-enterprise-value		<u>25.9%</u>
<b>(i) Market Value of Common Equity</b>		
Common shares outstanding		281,372
Common units outstanding		7,741
Total Shares and Partnership Units		289,114
Stock price as of March 31, 2021	\$	140.84
Market value of common equity	\$	40,718,757
<b>(ii) Liquidation value of preferred equity (\$25.00 per share)</b>		
	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
		<u>956,250</u> <sup>(iv)</sup>

<b>Net Debt/LQA Adjusted EBITDA</b>		
Total debt at balance sheet carrying value	\$	13,256,839
Add: DLR share of unconsolidated joint venture debt		19,378
Add: Capital lease obligations		719,721
Less: Unrestricted cash		(414,530)
Net Debt as of September 30, 2020	\$	13,581,408
Net Debt / LQA Adjusted EBITDA <sup>(iii)</sup>		<u>5.5x</u>
<b>(iii) Adjusted EBITDA</b>		
Net loss available to common stockholders	\$	372,405
Interest expense		75,653
Loss from early extinguishment of debt		18,347
Taxes		7,547
Depreciation and amortization		<u>369,733</u>
EBITDA		843,685
Unconsolidated JV real estate related depreciation & amortization		19,378
Unconsolidated JV interest expense and tax expense		8,786
Severance accrual and equity acceleration and legal expenses		2,427
Transaction and integration expenses		14,120
Gain on sale / deconsolidation		(333,921)
Other non-core adjustments, net		38,574
Noncontrolling interests		8,756
Preferred stock dividends, including undeclared dividends		13,514
Adjusted EBITDA	\$	615,319
LQA Adjusted EBITDA (Adjusted EBITDA x 4)	\$	2,461,276

<b>QE 3/31/21</b>	
<b>Debt Service Ratio (LQA Adjusted EBITDA/GAAP interest expense plus capitalized interest and less bridge facility fees)</b>	
Total GAAP interest expense (including unconsolidated JV interest expense)	95,031
Add: Capitalized interest	<u>11,434</u>
GAAP interest expense plus capitalized interest	106,465
Debt Service Ratio	<u>5.8x</u>

<b>QE 3/31/21</b>	
<b>Fixed Charged Ratio (LQA Adjusted EBITDA/total fixed charges)</b>	
GAAP interest expense plus capitalized interest	106,465
Preferred dividends	<u>13,514</u>
Total fixed charges	119,979
Fixed charge ratio	<u>5.1x</u>

<b>QE 3/31/21</b>	
<b>Unsecured Debt/Total Debt</b>	
Global unsecured revolving credit facility	-
Unsecured term loan	12,566,198
Unsecured senior notes, net of discount	239,634
Secured debt, including premiums	1,581,759
Capital lease obligations	<u>719,721</u>
Total debt at balance sheet carrying value	<u>15,107,312</u>
Unsecured Debt / Total Debt	<u>89.5%</u>

<b>QE 3/31/21</b>	
<b>Net Debt Plus Preferred/LQA Adjusted EBITDA</b>	
Total debt at balance sheet carrying value	13,256,839
Less: Unrestricted cash	(414,530)
Capital lease obligations	719,721
DLR share of unconsolidated joint venture debt	<u>19,378</u>
Net Debt as of September 30, 2020	13,581,408
Preferred Liquidation Value <sup>(iv)</sup>	<u>956,250</u>
Net Debt plus preferred	<u>14,537,658</u>
Net Debt Plus Preferred/LQA Adjusted EBITDA <sup>(iii)</sup>	<u>5.9x</u>

