

## EQUINIX NON-FINANCIAL METRICS TRACKING SHEET <sup>(1)</sup>

|  | FY 2011 |         | FY 2012 |         |         |
|--|---------|---------|---------|---------|---------|
|  | Q3      | Q4      | Q1      | Q2      | Q3      |
| <b>Customer Metrics</b>  |         |         |         |         |         |
| Total Customers <sup>(2)</sup>   | 4,227   | 4,317   | 4,415   | 4,533   | 4,542   |
| Gross New Customers  | 160     | 164     | 167     | 183     | 194     |
| Terminations in Quarter as a % Billed MRR at Beginning of Qtr <sup>(3)</sup> | 2.1%    | 2.2%    | 2.5%    | 3.2%    | 2.9%    |
| <b>Miscellaneous Metrics (in Millions except Headcount)</b>                  |         |         |         |         |         |
| Common Stock Outstanding (As reported)                                       | 47.4    | 46.7    | 47.4    | 48.2    | 48.6    |
| Unissued Shares Associated with Convertible Debt                             | 8.4     | 8.4     | 8.4     | 6.6     | 6.8     |
| Unissued Shares Associated with Employee Equity Awards                       | 2.7     | 2.6     | 2.5     | 2.3     | 2.0     |
| Headcount  | 2,167   | 2,201   | 2,271   | 2,373   | 2,453   |
| <b>Interconnection and Colocation Metrics</b>                                |         |         |         |         |         |
| # of Cross Connects  |         |         |         |         |         |
| North America  | 57,200  | 58,800  | 60,400  | 62,200  | 63,700  |
| Europe   | 15,800  | 17,400  | 18,400  | 19,100  | 20,000  |
| Asia-Pacific   | 17,700  | 18,400  | 19,100  | 19,900  | 20,700  |
| Worldwide  | 90,700  | 94,600  | 97,900  | 101,200 | 104,400 |
| Exchange Ports   |         |         |         |         |         |
| North America  | 1,095   | 1,111   | 1,141   | 1,162   | 1,201   |
| Europe (excludes Partner ports)  | 194     | 224     | 232     | 239     | 242     |
| Asia-Pacific   | 327     | 343     | 358     | 380     | 402     |
| Worldwide  | 1,616   | 1,678   | 1,731   | 1,781   | 1,845   |
| Global 10 Gig  | 749     | 796     | 836     | 894     | 940     |
| Cabinet Equivalent Capacity  |         |         |         |         |         |
| North America  | 43,700  | 45,100  | 45,900  | 46,600  | 49,200  |
| Europe   | 31,600  | 31,600  | 31,600  | 31,990  | 36,700  |
| Asia-Pacific   | 13,700  | 13,700  | 13,700  | 14,300  | 16,500  |
| Worldwide  | 89,000  | 90,400  | 91,200  | 92,890  | 102,400 |
| Quarter End Cabinet Equivalents Billing                                      |         |         |         |         |         |
| North America  | 37,000  | 37,500  | 38,400  | 39,400  | 39,200  |
| Europe   | 24,200  | 24,700  | 25,200  | 24,800  | 24,900  |
| Asia-Pacific   | 9,600   | 10,200  | 10,400  | 10,900  | 11,700  |
| Worldwide  | 70,800  | 72,400  | 74,000  | 75,100  | 75,800  |
| Quarter End Utilization  |         |         |         |         |         |
| North America  | 85%     | 83%     | 84%     | 84%     | 80%     |
| Europe   | 77%     | 78%     | 80%     | 77%     | 68%     |
| Asia-Pacific   | 70%     | 74%     | 75%     | 76%     | 71%     |
| Reported Recurring Revenue per Cabinet Equivalent <sup>(4)</sup>             |         |         |         |         |         |
| North America  | \$2,141 | \$2,166 | \$2,207 | \$2,212 | \$2,232 |
| Europe   | \$1,204 | \$1,193 | \$1,223 | \$1,276 | \$1,326 |
| Asia-Pacific   | \$1,868 | \$1,863 | \$1,928 | \$1,959 | \$2,011 |

**NOTE: These non-financial metrics are subject to change from time to time based upon further or updated analysis. Changes to these metrics in the current quarter from prior versions are indicated in blue.**

<sup>(1)</sup> Excludes metrics associated with ALOG, ancotel & Asia Tone acquisitions and discontinued operations, unless otherwise noted

<sup>(2)</sup> Customer count for Q312 excludes discontinued operations; customers from discontinued operations **not excluded** for previous periods

<sup>(3)</sup> MRR churn is defined as a reduction in MRR attributed to customer termination agreements and net pricing actions during the quarter divided by MRR at the beginning of the quarter

<sup>(4)</sup> Reported Recurring Revenue per Cabinet Equivalent is defined as (Current Quarter MRR / 3) divided by ((Qtr End CabE Billing Prior Qtr + Curr Qtr)/2)