

interxion™

2Q 2013 EARNINGS CONFERENCE CALL

7 August 2013



DISCLAIMER

- This document includes forward-looking statements. All statements other than statements of historical fact included in this document regarding our business, financial condition, results of operations and certain of our plans, objectives, assumptions, projections, expectations or beliefs with respect to these items and statements regarding other future events or prospects, are forward-looking statements. These statements include, without limitation, those concerning: our strategy and our ability to achieve it; expectations regarding sales, profitability and growth; plans for the construction of new data centres; our possible or assumed future results of operations; research and development, capital expenditure and investment plans; adequacy of capital; and financing plans. The words “aim,” “may,” “will,” “expect,” “anticipate,” “believe,” “future,” “continue,” “help,” “estimate,” “plan,” “schedule,” “intend,” “should,” “shall” or the negative or other variations thereof as well as other statements regarding matters that are not historical fact, are or may constitute forward-looking statements.
- In addition, this document includes forward-looking statements relating to our potential exposure to various types of market risks, such as foreign exchange rate risk, interest rate risks and other risks related to financial assets and liabilities. We have based these forward-looking statements on our management’s current view with respect to future events and financial performance. These views reflect the best judgment of our management but involve a number of risks and uncertainties which could cause actual results to differ materially from those predicted in our forward-looking statements and from past results, performance or achievements. Although we believe that the estimates reflected in the forward-looking statements are reasonable, such estimates may prove to be incorrect. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements. These factors include, among other things:
 - operating expenses cannot be easily reduced in the short term;
 - inability to utilise the capacity of newly planned data centres and data centre expansions;
 - significant competition;
 - cost and supply of electrical power;
 - data centre industry over-capacity; and
 - performance under service level agreements.
- All forward-looking statements included in this document are based on information available to us on the date of this document. The Company undertakes no obligation to update publicly or revise any forward-looking statement, whether as a result of new information, future events or otherwise, except as may be required by applicable law. All subsequent written and oral forward-looking statements attributable to us or persons acting on our behalf are expressly qualified in their entirety by the cautionary statements contained throughout this document.
- This document contains references to certain non-IFRS financial measures. For definitions of terms such as “Adjusted EBITDA”, “Equipped Space”, “LTM”, and “Recurring Revenue” and a detailed reconciliation between the non-IFRS financial results presented in this document and the corresponding IFRS measures, please refer to the appendix.
- Certain financial and other information presented in this document has not been audited or reviewed by our independent auditors.
- Certain numerical, financial data, other amounts and percentages in this document may not sum due to rounding. In addition, certain figures in this document have been rounded to the nearest whole number.

STRATEGIC & OPERATIONAL HIGHLIGHTS

David Ruberg – Chief Executive Officer

Q2 2013 PERFORMANCE

Financial Execution

- Organic revenue growth 13% Y/Y
- Big 4 recurring revenue growth 18% Y/Y
- Adjusted EBITDA growth 18% Y/Y
- Adjusted EBITDA margin expansion of 200 bps Y/Y
- Debt structure refinanced to reduce interest cost and extend maturities⁽¹⁾

Operational Execution

- Two expansion projects adding 800 sqm completed on schedule
- Ongoing projects on track
- Installed 1,200 sqm of revenue generating space
- Utilisation increased to 74%

Consistent Growth Through Solid Execution

(1) Completed after quarter end and is therefore not presented on 30 June 2013 reported Balance Sheet.

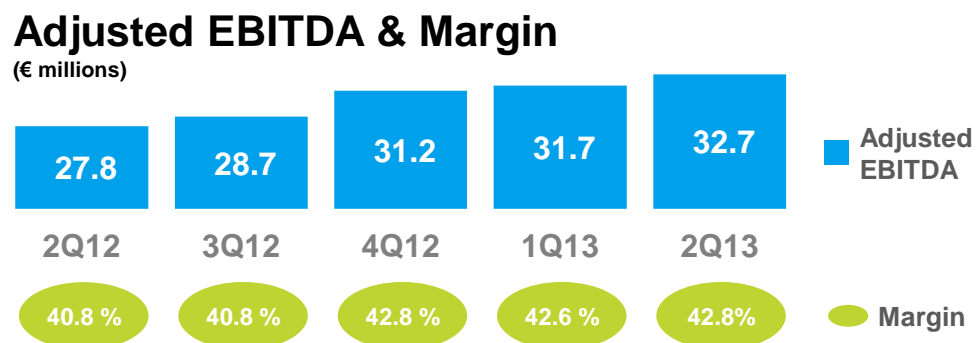
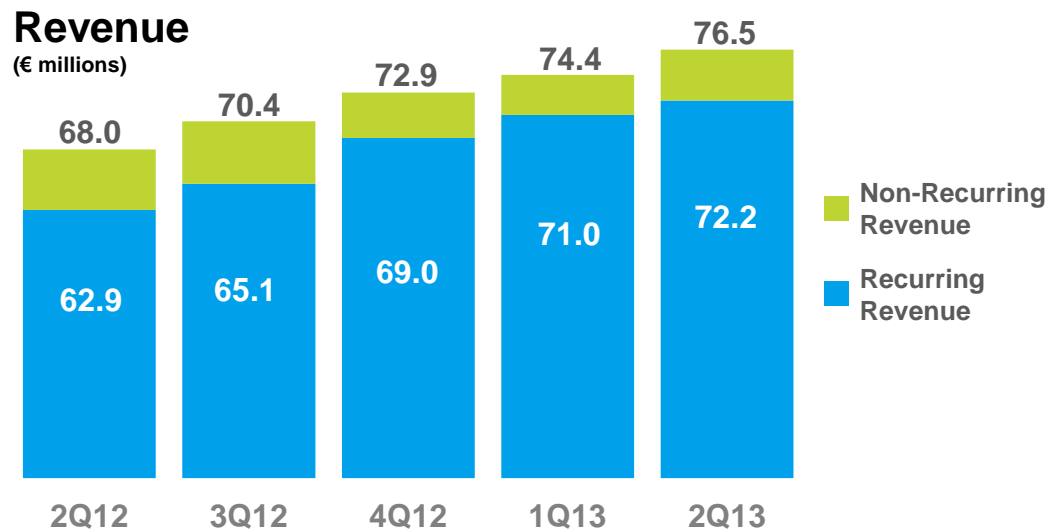
Q2 FINANCIAL HIGHLIGHTS

- **Q2 Revenue €76.5 Million**
 - Up 13% Y/Y and 3% Q/Q

- **Q2 Recurring Revenue €72.2 Million**
 - Up 15% Y/Y and 2% Q/Q
 - 94% of Total

- **Q2 Adjusted EBITDA of €32.7 Million**
 - Up 18% Y/Y and 3% Q/Q

- **Q2 Adjusted EBITDA margin 42.8%**
 - Up 200bps Y/Y



Consistent Organic Revenue and Adjusted EBITDA Growth with Expanding Margins

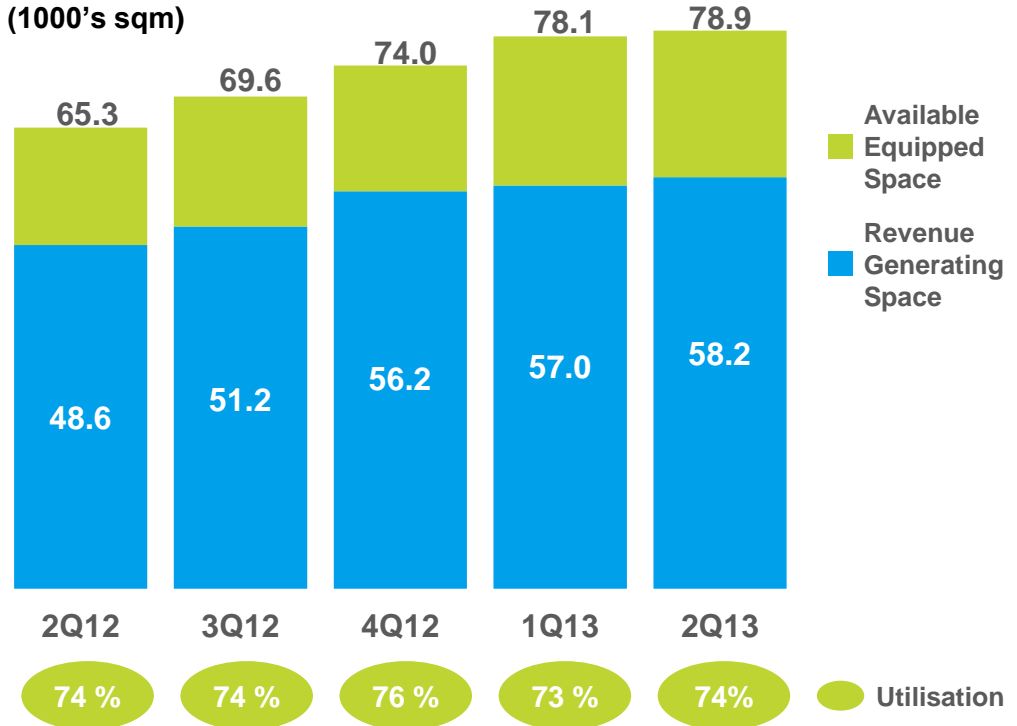
Q2 OPERATIONAL HIGHLIGHTS

- **Equipped Space of 78,900 sqm**
 - Up 21% Y/Y
 - 800 sqm added in quarter

- **Revenue Generating Space of 58,200 sqm**
 - Up 20% Y/Y
 - 1,200 sqm installed in quarter

- **Utilisation rate 74%**

Equipped & Revenue Generating Space
(1000's sqm)



Increasing Utilisation Driven By Strong Installations on the Back of Expansion in 2012

EXPANDING FACILITIES TO SUPPORT CUSTOMER NEEDS

Announced Projects With Target Open Dates in 2013 & 2014

- Completed projects in Copenhagen & Stockholm

- New projects announced in Frankfurt, Stockholm, Vienna & Zurich

- VIE 1.4: 400 sqm opened

- Customer Available Power

- 81 MW at end of 2Q13
 - Potential of 113 MW from current data centres and announced projects

Market	Project	Project CapEx (€ millions)	Equipped Space (sqm)		Initial Customer Availability
			Project	Opened	
Frankfurt	FRA 6: Phase 3 Expansion	5	600	600	1Q 2013
Copenhagen	CPH 1: Expansion	2	300	300	2Q 2013
Stockholm	STO 2: Phase 1 New Build	11	500	500	2Q 2013
Vienna	VIE 1: Phase 4 Expansion	1	400	400	3Q 2013
Zurich	ZUR 1: Phase 4 Expansion	4	500	0	4Q 2013
Stockholm	STO 2: Phase 2 Expansion	6	500	0	1Q 2014
Frankfurt	FRA 8: Phases 1 & 2 New Build	30	1,800	0	1H 2014

Note: As of 7 August 2013.

Table excludes 200 sqm space reduction at HIL 1 in 1Q 2013. See Appendix for further expansion detail.

CapEx and Equipped Space are approximate and may change.

CapEx reflects the total for the listed project at full power and capacity and may not be all invested in the current year.

BUILDING COMMUNITIES OF INTEREST DELIVERS SIGNIFICANT CUSTOMER VALUE

Interxion's Target Segments

Digital Media & CDNs

Enterprises

Financial Services

Managed Service Providers

Network Providers

Cloud platform providers⁽¹⁾



% of Total Monthly Recurring Revenue⁽²⁾

Cloud Platform Deployment Continues In Advance of Enterprise Migration

(1) Selected providers in these segments, plus systems integrators, are deploying cloud platforms.
 (2) Remaining Monthly Recurring Revenue allocated to systems integrator, on-line retail, and public customer segments.

FINANCIAL HIGHLIGHTS

Josh Joshi – Chief Financial Officer

Q2 2013 RESULTS

€ millions (except per share amounts)	Q2 2012	Q1 2013	Q2 2013	Q2 2013 vs. Q2 2012	Q2 2013 vs. Q1 2013
Recurring revenue	62.9	71.0	72.2	15%	2%
Non-recurring revenue	5.1	3.4	4.3	(16%)	27%
Revenue	68.0	74.4	76.5	13%	3%
Gross profit	39.8	44.8	45.2	14%	1%
Gross margin %	58.5%	60.2%	59.1%	+60bps	-110bps
Adjusted EBITDA ⁽¹⁾	27.8	31.7	32.7	18%	3%
Adjusted EBITDA Margin %	40.8%	42.6%	42.8%	+200bps	+20bps
Operating profit	16.7	16.8	17.1	2%	2%
Profit before tax	12.9	10.3	9.7	(24%)	(6%)
Income tax (expense)	(4.1)	(3.3)	(3.1)	(24%)	(7%)
Net profit	8.7	7.0	6.6	(24%)	(5%)
EPS (diluted)	€0.13	€0.10	€0.10	(26%)	(6%)

- **Recurring revenue €72.2 million**

- Up 15% Y/Y and 2% Q/Q

- **Adjusted EBITDA €32.7 million**

- Up 18% Y/Y and 3% Q/Q

- **Adjusted EBITDA margin 42.8%**

- +200 bps Y/Y
- + 20 bps Q/Q

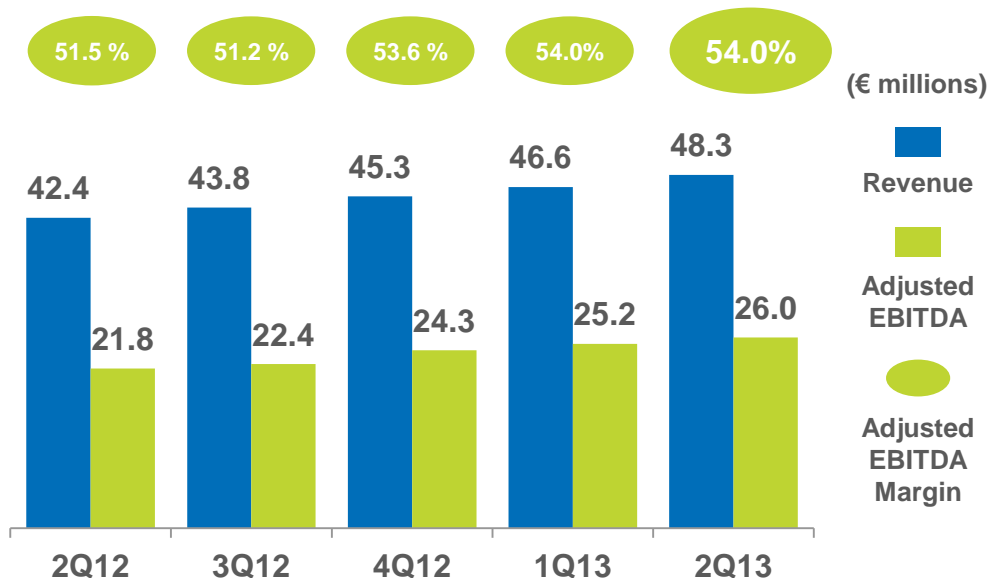
- **Increase in depreciation and net finance expense driven by completed construction**

Solid Financial Performance from Steady Operational Execution

(1) Adjustments to EBITDA include share-based payments, increase/decrease in provision for onerous lease contracts, and income from sub-leases on unused data centre sites.

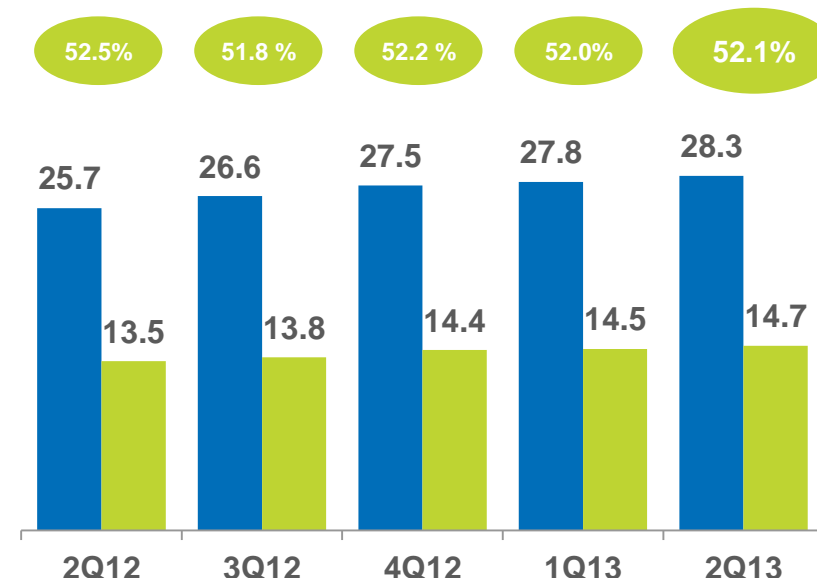
REPORTING SEGMENT ANALYSIS

France, Germany, the Netherlands, and UK



- Revenue growth of 14% Y/Y and 4% Q/Q
- Recurring revenue growth of 18% Y/Y and 2% Q/Q
- Adjusted EBITDA margins up 250 bp Y/Y

Rest of Europe



- Revenue growth of 10% Y/Y and 2% Q/Q
- Recurring revenue growth of 11% Y/Y and 2% Q/Q
- Strong and steady Adjusted EBITDA margins

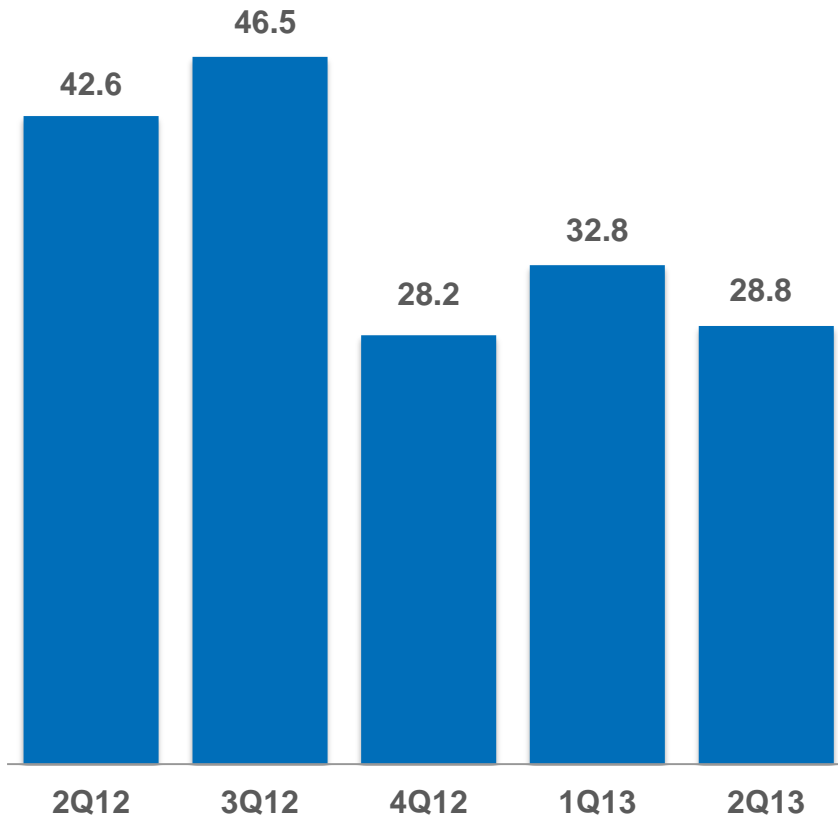
Solid Organic Growth In Both Segments Despite Macro Headwinds

Note: Analysis excludes "Corporate & Other" segment.

DEMAND-DRIVEN CAPITAL EXPENDITURES

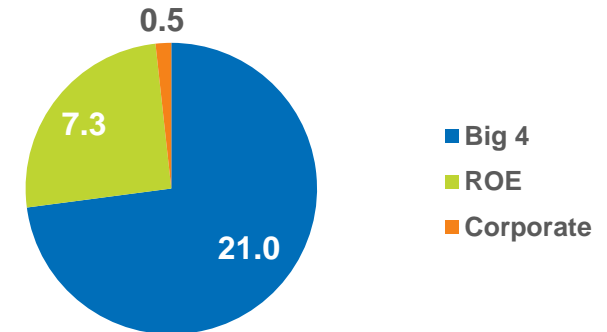
Capital Expenditures, including Intangible Assets

(€ millions)



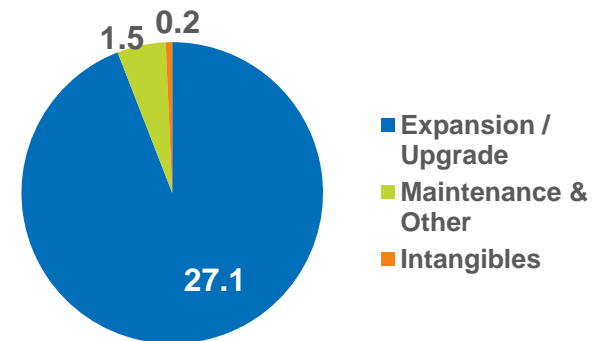
By Geography (Q2 2013)

(€ millions)



By Category (Q2 2013)

(€ millions)



Capital Expenditures Continued to Support Demand-Driven Expansion

STRONG BALANCE SHEET

€ millions	Actuals 30-Jun-13	As adjusted* 30-Jun-13	Actuals 31-Dec-12
Cash & Cash Equivalents	59.8	89.2	68.7
Total Borrowings ^{(1) (2)}	302.8	363.1	286.8
Shareholders Equity	390.3	367.1	375.6
Total Capitalisation	693.1	730.2	662.4
Total Borrowings / Total Capitalisation	43.7%	49.7%	43.3%
Gross Leverage Ratio ⁽³⁾	2.5x	3.0x	2.5x
Net Leverage Ratio ⁽⁴⁾	2.0x	2.3x	1.9x

- **Refinanced bonds with €325 million 6.0% Senior Secured Notes due 2020**
 - Improves operational & strategic flexibility
- **Solid cash position and substantial additional liquidity from undrawn €100 million RCF**
- **New €6 million mortgage on recently purchased property in Amsterdam**
 - Attractive mortgage rates reduce average cost of debt
- **Significant covenant headroom**
 - Maximum net leverage ratio⁽⁴⁾: 4.0x

* As adjusted figures represent the 30 June 2013 Balance sheet adjusted for refinancing completed on 3 July 2013: the purchase of the 9.5% Senior Secured Notes due 2017 financed by the issue of the 6.0% Senior Secured Notes due 2020 and the new €100 million revolving credit facility (which remained undrawn), the net cash proceeds excluding payment of interest up to redemption date to the 9.5% Senior Secured Notes holders and the after tax impact of the one-off financial charges

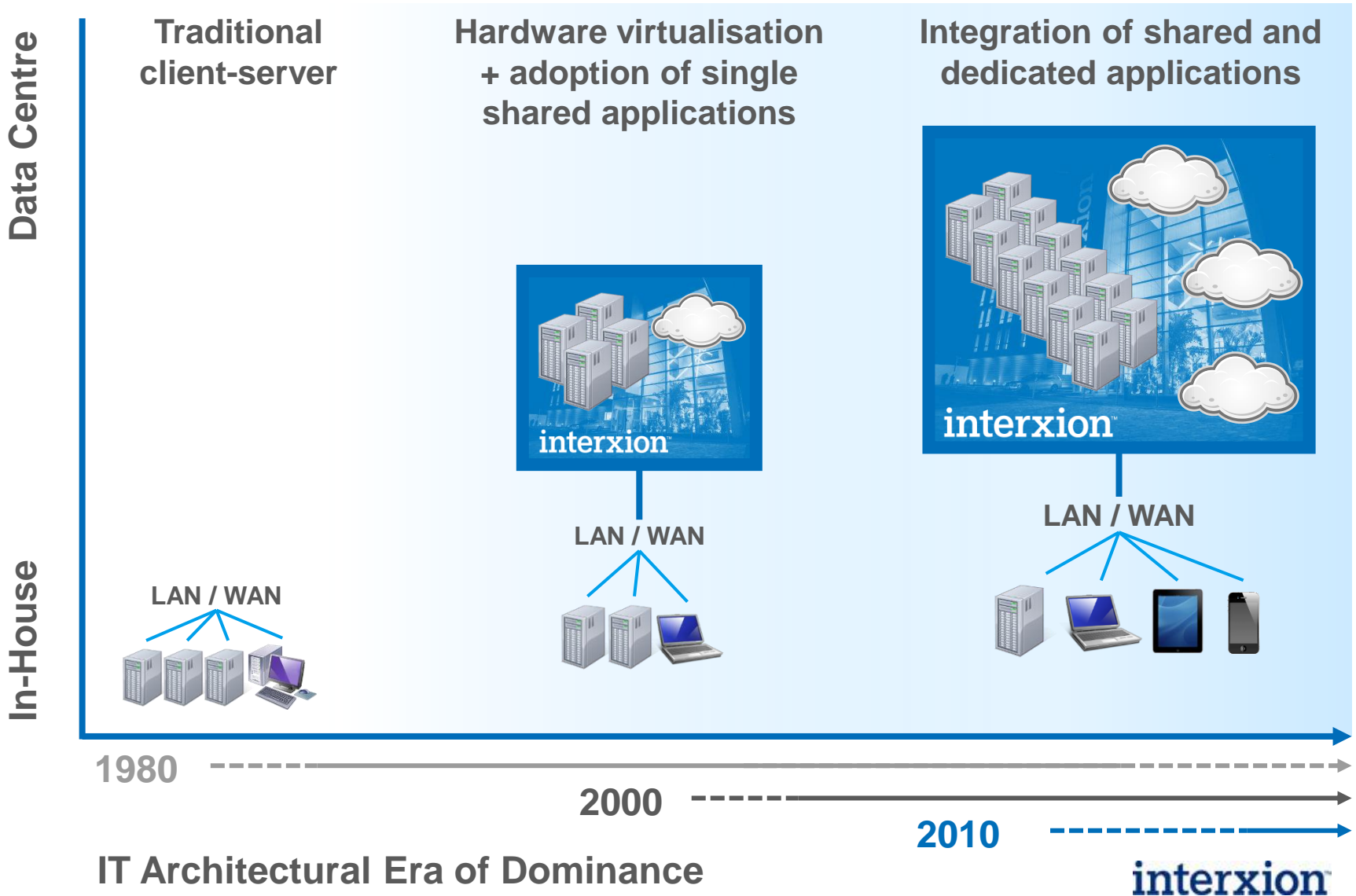
Strong Capital Structure with Decreasing Cost of Capital

- (1) Total Borrowings = 9.50% Senior Secured Notes due 2017 including premium on additional issue and are shown after deducting underwriting discounts and commissions, offering fees and expenses + Mortgages + Financial Leases + Other Borrowings – Revolving credit facility deferred financing costs
- (2) Total Borrowings “As adjusted” = 6.0% Senior Secured Notes due 2020 and are shown after deducting underwriting discounts and commissions, offering fees and expenses + Mortgages + Financial Leases + Other Borrowings – €100 million Revolving credit facility deferred financing costs
- (3) Gross Leverage Ratio = (9.50% Senior Secured Notes due 2017 at face value + Mortgages + Financial Leases + Other Borrowings) / Last Twelve Months Adjusted EBITDA. (6.0% Senior Secured Notes due 2020 for the “As adjusted” figures)
- (4) Net Leverage Ratio = (9.50% Senior Secured Notes due 2017 at face value + Mortgages + Financial Leases + Other Borrowings – Cash & Equivalents) / Last Twelve Months Adjusted EBITDA. (6.0% Senior Secured Notes due 2020 for the “As adjusted” figures)

BUSINESS COMMENTARY, OUTLOOK & CONCLUDING REMARKS

David Ruberg – Chief Executive Officer

MIGRATION TO CLOUD-BASED SOLUTIONS



REAFFIRMING GUIDANCE FOR 2013

	Range (in millions)
Revenue	€307 - 322
Adjusted EBITDA	€130 - 140
Capital Expenditures	€130 - 150

QUESTIONS & ANSWERS

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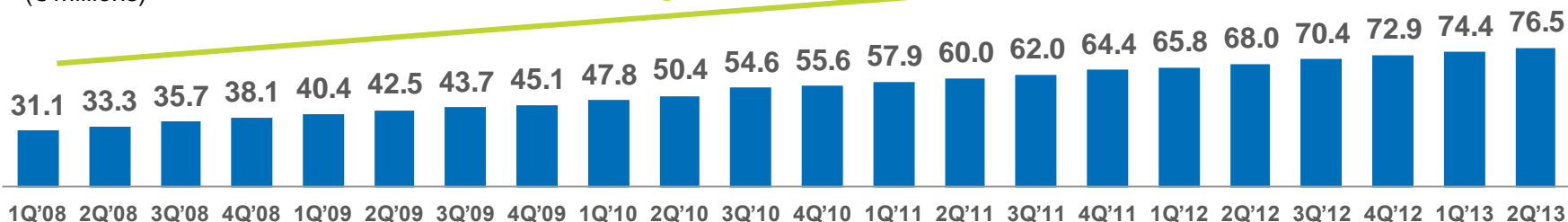
APPENDIX

TRACK RECORD OF CONSISTENT GROWTH IN REVENUE & ADJUSTED EBITDA

Revenue by Quarter

(€ millions)

CAGR⁽¹⁾ = 19%

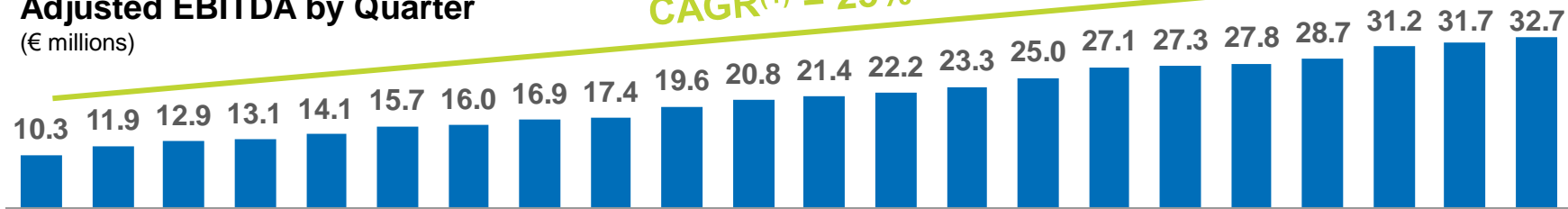


YY Growth	39%	40%	39%	32%	30%	28%	22%	18%	18%	19%	25%	23%	21%	19%	13%	16%	14%	13%	14%	13%	13%	13%
Big 4 % ⁽²⁾	60%	59%	58%	58%	58%	59%	59%	59%	60%	60%	60%	58%	60%	60%	59%	62%	61%	62%	62%	62%	63%	63%

Adjusted EBITDA by Quarter

(€ millions)

CAGR⁽¹⁾ = 25%



Adjusted EBITDA Margin ⁽³⁾	33%	36%	36%	34%	35%	37%	37%	37%	36%	39%	38%	38%	38%	39%	40%	42%	42%	41%	41%	43%	43%	43%
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27 Consecutive Quarters of Sequential Organic Revenue and Adjusted EBITDA Growth

(1) CAGR calculated as 2Q13 vs. 1Q08.
 (2) Big 4 % defined as percentage of total revenue from France, Germany, Netherlands, and UK reporting segment.
 (3) Adjusted EBITDA margin calculated as Adjusted EBITDA divided by Revenue.

HISTORICAL FINANCIAL RESULTS

€ in millions (except as noted)	2011				2012				2013		2011	2012
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	FY	FY
Recurring revenue	54.1	56.2	58.2	59.7	62.3	62.9	65.1	69.0	71.0	72.2	228.3	259.2
Non-recurring revenue	3.8	3.8	3.8	4.7	3.5	5.1	5.3	3.9	3.4	4.3	16.0	17.9
Total Revenue	57.9	60.0	62.0	64.4	65.8	68.0	70.4	72.9	74.4	76.5	244.3	277.1
Gross Profit	33.1	34.5	36.0	38.9	39.3	39.8	41.0	43.9	44.8	45.2	142.5	164.0
<i>Gross Margin</i>	57.2%	57.5%	58.1%	60.4%	59.7%	58.5%	58.3%	60.3%	60.2%	59.1%	58.3%	59.2%
Adj EBITDA	22.2	23.3	25.0	27.1	27.3	27.8	28.7	31.2	31.7	32.7	97.6	115.0
<i>Adj EBITDA Margin</i>	38.4%	38.9%	40.3%	42.1%	41.5%	40.8%	40.8%	42.8%	42.6%	42.8%	40.0%	41.5%
Net Profit	2.8	5.2	6.9	10.6	8.7	8.7	8.6	5.6	7.0	6.6	25.6	31.6
CapEx Paid	19.5	19.0	54.9	68.5	61.1	42.6	46.5	28.2	32.8	28.8	162.0	178.3
Expansion/Upgrade	17.1	13.6	51.4	63.6	57.8	38.2	42.2	23.4	28.8	27.1	145.8	161.5
Maintenance & Other	2.0	2.6	2.4	1.8	1.9	3.3	1.6	3.6	2.1	1.5	8.8	10.5
Intangibles	0.4	2.7	1.2	3.1	1.4	1.0	2.6	1.2	1.9	0.2	7.4	6.3
Cash Generated from Operations	20.7	23.0	23.8	22.6	25.4	29.4	24.1	32.9	23.6	24.1	90.0	111.7
Gross PP&E	523.5	538.0	588.1	671.6	730.1	775.9	807.9	856.3	870.0	900.0	671.6	856.3
Gross Intangible Assets	8.3	8.6	12.4	15.5	16.9	17.9	21.7	23.1	23.5	23.7	15.5	23.1
LTM Cash ROGIC	15%	16%	15%	15%	15%	15%	14%	13%	13%	13%	15%	13%

The Company's growth has been 100% organic; hence, gross goodwill is zero for all periods.

HISTORICAL SEGMENT FINANCIAL RESULTS

€ in millions (except as noted)	2011				2012				2013		2011	2012
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	FY	FY
BIG 4												
Recurring revenue	32.2	33.6	34.5	36.2	38.0	38.4	39.8	42.8	44.4	45.2	136.5	159.1
Non-recurring revenue	2.4	2.5	2.0	3.4	2.3	3.9	4.0	2.5	2.1	3.1	10.4	12.6
Total Revenue	34.7	36.1	36.4	39.6	40.3	42.4	43.8	45.3	46.6	48.3	146.8	171.8
<i>Gross Margin</i>	58.5%	58.5%	59.9%	62.2%	62.6%	60.2%	60.1%	62.7%	63.2%	62.1%	59.8%	61.4%
Adj EBITDA	16.8	18.0	18.5	21.6	21.6	21.8	22.4	24.3	25.2	26.0	74.8	90.1
<i>Adj EBITDA Margin</i>	48.4%	49.8%	50.7%	54.4%	53.5%	51.5%	51.2%	53.6%	54.0%	54.0%	50.9%	52.5%
REST OF EUROPE												
Recurring revenue	21.9	22.7	23.8	23.5	24.3	24.4	25.3	26.2	26.5	27.0	91.9	100.1
Non-recurring revenue	1.3	1.2	1.8	1.2	1.2	1.2	1.4	1.4	1.3	1.3	5.6	5.2
Total Revenue	23.2	23.9	25.6	24.8	25.5	25.7	26.6	27.5	27.8	28.3	97.5	105.3
<i>Gross Margin</i>	61.1%	61.0%	60.7%	62.7%	61.4%	61.5%	60.8%	62.4%	61.3%	61.4%	61.4%	61.5%
Adj EBITDA	12.1	12.2	13.2	13.3	13.4	13.5	13.8	14.4	14.5	14.7	50.7	55.1
<i>Adj EBITDA Margin</i>	52.1%	50.8%	51.4%	53.5%	52.6%	52.5%	51.8%	52.2%	52.0%	52.1%	52.0%	52.3%
CORPORATE & OTHER												
Adj EBITDA	(6.7)	(6.8)	(6.6)	(7.7)	(7.6)	(7.5)	(7.5)	(7.5)	(8.0)	(8.0)	(27.8)	(30.2)

HISTORICAL OPERATING METRICS

Space figures in square metres ⁽¹⁾ Customer Available Power in MW ⁽¹⁾	2011				2012				2013	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Equipped Space	61,000	61,500	62,200	62,800	64,800	65,300	69,600	74,000	78,100	78,900
Revenue Generating Space	44,600	45,300	46,100	47,100	47,500	48,600	51,200	56,200	57,000	58,200
Utilisation (%) ⁽²⁾	73%	74%	74%	75%	73%	74%	74%	76%	73%	74%
Customer Available Power ⁽³⁾	n.a.	n.a.	n.a.	58	60	62	73	79	79	81
Data Centres in Operation	28	28	28	28	29	30	32	33	33	34

(1) All figures at the end of the period.

(2) Utilisation as at the relevant date.

(3) Customer Available Power: not disclosed prior to 4Q 2011.

EQUIPPED SPACE ADDITIONS

Space figures in square metres ¹	2011				2012				2013	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
BIG 4										
France	–	–	–	–	–	500	1,500	–	2,700	–
Germany	–	– ²	–	–	1,500	–	–	–	600	–
Netherlands	–	–	–	–	–	–	1,700	3,700	(200) ³	–
UK	–	500	–	–	–	–	1,100	–	400	–
Subtotal	–	500²	–	–	1,500	500	4,300	3,700	3,500	–
REST OF EUROPE										
Austria	–	–	600	–	–	–	–	–	–	–
Belgium	–	–	–	–	–	–	–	–	–	–
Denmark	–	–	–	–	–	–	–	–	–	300
Ireland	–	–	–	600	–	–	–	–	–	–
Spain	–	–	–	–	–	–	–	200	600	–
Sweden	–	–	–	–	500	–	–	–	–	500
Switzerland	–	–	–	–	–	–	–	600	–	–
Subtotal	–	–	600	600	500	–	–	800	600	800
Total Additional Equipped Space	–	500²	700	600	2,000	500	4,300	4,400	4,100	800

(1) Figures rounded to nearest 100 sqm unless otherwise noted.

(2) 500 sqm in Dusseldorf previously included in Equipped Space.

(3) HIL 1 space reduced due to change lease terms.

NON-IFRS RECONCILIATIONS

Reconciliation to Adjusted EBITDA⁽¹⁾

€ in millions (except as noted)	2008				2009				2010				2011				2012				2013	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Net profit / (loss)	-	-	-	-	5.9	8.2	1.3	11.0	(4.7)	4.0	5.9	9.5	2.8	5.2	6.9	10.6	8.7	8.7	8.6	5.6	7.0	6.6
Income tax expense	-	-	-	-	1.7	0.7	2.3	(5.4)	1.2	2.9	1.6	(3.2)	2.3	2.3	3.2	1.9	3.9	4.1	4.3	3.5	3.4	3.1
Profit before taxation	-	-	-	-	7.6	8.9	3.6	5.7	(3.5)	6.9	7.5	6.3	5.1	7.5	10.1	12.6	12.6	12.9	12.8	9.1	10.3	9.7
Net finance expense	-	-	-	-	1.5	1.0	1.9	1.9	13.5	4.8	5.1	6.1	6.6	6.0	5.3	5.0	4.4	3.9	3.8	5.7	6.5	7.3
Operating profit	6.4	8.0	8.9	8.9	9.1	9.8	5.5	7.5	10.0	11.7	12.6	12.4	11.7	13.5	15.3	17.5	17.1	16.7	16.6	14.8	16.8	17.1
Depreciation, amortization and impairments	3.6	3.4	3.6	4.4	4.6	5.0	5.6	6.8	7.2	7.5	7.8	8.6	8.5	9.6	9.1	8.4	9.7	10.2	11.0	13.1	14.0	14.9
EBITDA	10.0	11.4	12.6	13.3	13.8	14.8	11.1	14.3	17.2	19.2	20.4	21.0	20.3	23.1	24.4	25.9	26.7	27.0	27.6	27.8	30.8	32.0
Share-based payments	0.4	0.4	0.4	0.5	0.2	0.2	0.2	0.3	0.3	0.4	0.4	0.6	0.3	0.3	0.7	1.3	0.7	0.9	1.2	2.6	1.0	0.8
Increase/(decrease) in provision for onerous lease contracts	0.1	0.2	0.1	1.2	0.5	0.9	0.0	2.4	0.1	0.1	0.1	(0.1)	0.0	-	-	-	-	-	-	0.8	-	-
IPO transaction costs	-	-	-	-	-	-	-	-	-	-	-	-	1.7	-	-	-	-	-	-	-	-	-
Abandoned transaction costs	-	-	-	-	-	-	4.8	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Income from sub-leases on unused data centre sites	(0.1)	(0.1)	(0.1)	(0.2)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Net insurance compensation benefit	-	-	-	(1.8)	(0.3)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Adjusted EBITDA	10.3	11.9	12.9	13.1	14.1	15.7	16.0	16.9	17.4	19.6	20.8	21.4	22.2	23.3	25.0	27.1	27.3	27.8	28.7	31.2	31.7	32.7

(1) Prior to 2009 capitalization of interest was not reported on a quarterly basis. The Company is, therefore, unable to reconcile from Net profit/(loss) to Operating profit prior to 2009.

NON-IFRS RECONCILIATIONS

Reconciliation to Segment Adjusted EBITDA

€ in millions	2011				2012				2013	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
BIG 4										
Operating profit	11.7	12.3	13.4	16.3	16.2	16.0	15.8	15.3	15.9	16.3
Depreciation, amortization and impairments	5.1	5.8	5.1	5.3	5.3	5.8	6.5	8.1	9.1	9.8
EBITDA	16.8	18.0	18.5	21.6	21.5	21.8	22.3	23.4	25.0	26.1
Share-based payments	0.1	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.3	0.0
Increase/(decrease) in provision for onerous lease contracts	0.0	–	–	–	–	–	–	0.8	–	–
Income from sub-leases on unused data centre sites	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Adjusted EBITDA	16.8	18.0	18.5	21.6	21.6	21.8	22.4	24.3	25.2	26.0
ROE										
Operating profit	9.0	8.8	9.7	10.5	9.7	9.5	9.8	10.0	10.2	10.2
Depreciation, amortization and impairments	3.0	3.3	3.4	2.7	3.6	3.9	3.9	4.3	4.2	4.4
EBITDA	12.0	12.1	13.1	13.1	13.3	13.4	13.7	14.3	14.4	14.7
Share-based payments	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Adjusted EBITDA	12.1	12.2	13.2	13.3	13.4	13.5	13.8	14.4	14.5	14.7
CORPORATE & OTHER										
Operating profit/(loss)	(8.9)	(7.6)	(7.8)	(9.2)	(8.8)	(8.8)	(9.0)	(10.6)	(9.3)	(9.5)
Depreciation, amortization and impairments	0.4	0.5	0.6	0.4	0.7	0.6	0.6	0.7	0.7	0.7
EBITDA	(8.6)	(7.0)	(7.2)	(8.8)	(8.1)	(8.2)	(8.4)	(9.8)	(8.6)	(8.8)
Share-based payments	0.2	0.2	0.6	1.1	0.5	0.6	0.9	2.3	0.6	0.7
IPO transaction costs	1.7	–	–	–	–	–	–	–	–	–
Adjusted EBITDA	(6.7)	(6.8)	(6.6)	(7.7)	(7.6)	(7.5)	(7.5)	(7.5)	(8.0)	(8.0)

DEFINITIONS

Adjusted EBITDA: EBITDA is defined as operating profit plus depreciation, amortization and impairment of assets. We define Adjusted EBITDA as EBITDA adjusted to exclude share-based payments, increase/decrease in provision for onerous lease contracts, IPO transaction costs, abandoned transaction costs, income from sub-leases on unused data centre sites and net insurance compensation benefit.

Big 4: France, Germany, the Netherlands, and the UK

CAGR: Compound Annual Growth Rate

Capital expenditures including intangible assets: represent payments to acquire property, plant & equipment and intangible assets as recorded on our consolidated statement of cash flows as "Purchase of property, plant and equipment" and "Purchase of intangible assets" respectively. Investments in intangibles assets include power grid rights and software development.

Cash ROIC: Cash Return on Gross Invested Capital (Cash ROIC) defined as (Adjusted EBITDA less maintenance and administrative capex) divided by {Average of opening and closing (gross PP&E plus gross intangible assets plus gross goodwill)}.

Corporate and Other: Unallocated items comprised of mainly general and administrative expenses, assets and liabilities associated with our headquarters operations, provisions for onerous contracts (relating to the discounted amount of future losses expected to be incurred in respect of unused data center sites over the term of the relevant leases) and revenue and expenses related to those onerous contracts, loans and borrowings and related expenses and income tax assets and liabilities.

CDNs: Content Distribution Networks

Churn: contracted Monthly Recurring Revenue which came to an end during the month as a percentage of the total contracted Monthly Recurring Revenue at the beginning of the month.

Customer Available Power: the current installed electrical customer capacity.

Equipped Space: the amount of data centre space that, on the relevant date, is equipped and either sold or could be sold, without making any significant additional investments to common infrastructure.

LTM: Last Twelve Months ended June 30, 2013, unless otherwise noted.

MW: Megawatts

SQM: Square metres

Recurring Revenue: revenue that is incurred from colocation and associated power charges, office space, amortized set-up fees and certain recurring managed services (but excluding any ad hoc managed services) provided by us directly or through third parties. Rents received for the sublease of unused sites are excluded.

Rest of Europe / ROE: Austria, Belgium, Denmark, Ireland, Spain, Sweden, and Switzerland.

Revenue Generating Space: the amount of Equipped Space that is under contract and billed on the relevant date.

Utilisation Rate: on the relevant date, Revenue Generating Space as a percentage of Equipped Space. Some Equipped Space is not fully utilized due to customers' specific requirements regarding the layout of their equipment. In practice, therefore, Utilization Rate does not reach 100%.