

2Q 2015 EARNINGS CONFERENCE CALL

NYSE: INXN
5 August 2015

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”, “Adjusted Net Profit”, “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

2Q 2015 PERFORMANCE

Financial Execution

- Revenue grew 14% Y/Y, 3% Q/Q
- Adjusted EBITDA grew 17% Y/Y, 4% Q/Q
- Adjusted EBITDA margin of 44.0%, increased by 110 bps Y/Y
- Capital expenditure of €47.8 million including intangibles

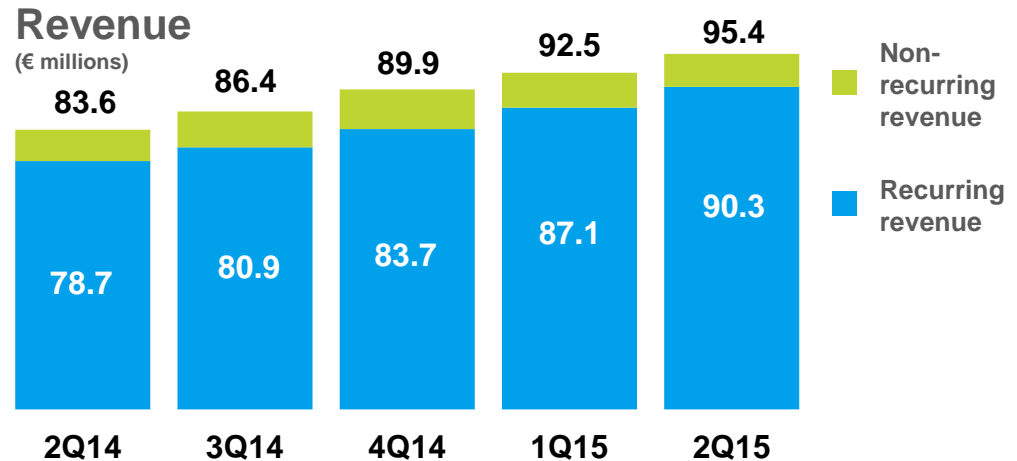
Operational Execution

- Opened new data centre in Stockholm
- Completed expansions in Amsterdam, Dusseldorf, Vienna, and Marseille
- Announcing new data centre in Dusseldorf
- Revenue generating space grew 20% Y/Y, 4% Q/Q
- Utilisation remained at 78%

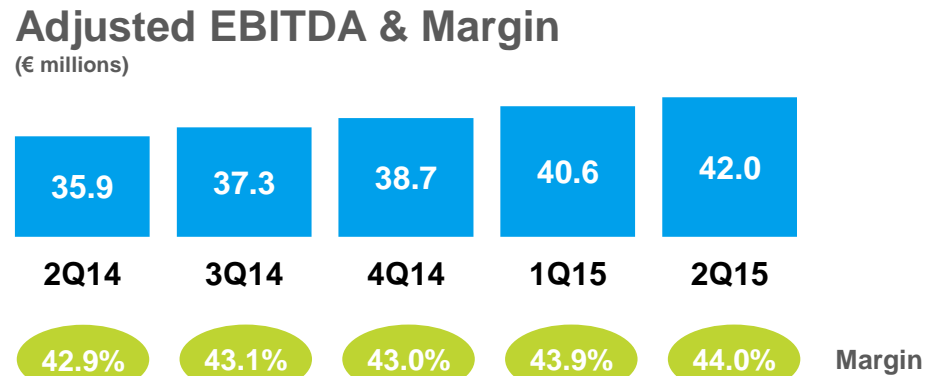
Successful Execution of Our Customer-Focused Strategy

2Q 2015 FINANCIAL HIGHLIGHTS

- **2Q Revenue €95.4 million**
 - Grew 14% Y/Y and 3% Q/Q
- **2Q Recurring revenue €90.3 million**
 - Grew 15% Y/Y and 4% Q/Q
 - 95% of total revenue



- **2Q Adjusted EBITDA €42.0 million**
 - Grew 17% Y/Y and 4% Q/Q
- **2Q Adjusted EBITDA margin 44.0%**

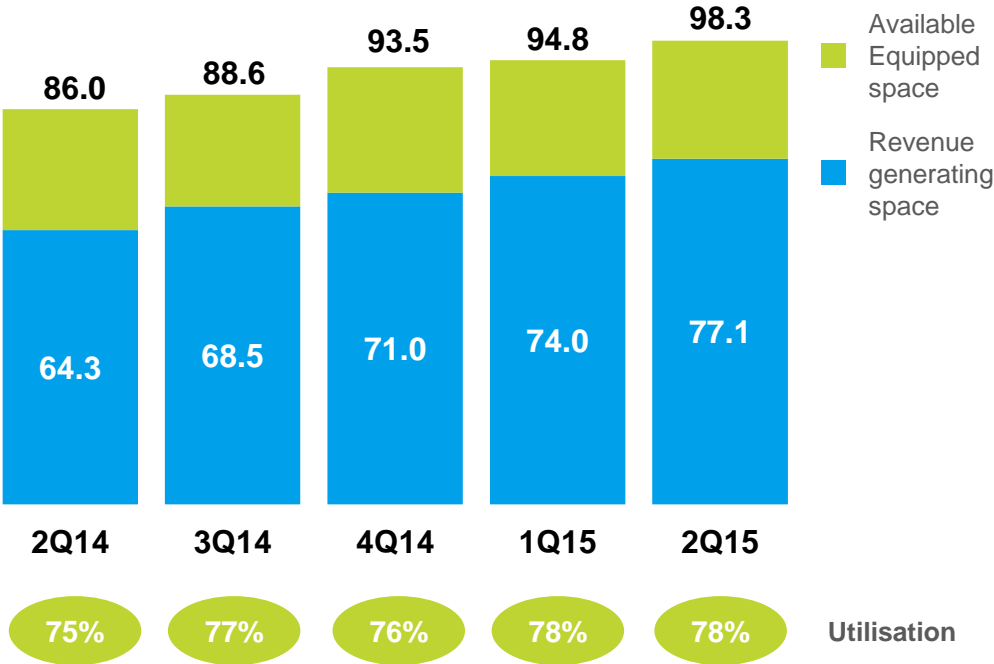


Strong Revenue Growth with Expanding Adjusted EBITDA Margin

2Q 2015 OPERATIONAL HIGHLIGHTS

Equipped & Revenue Generating Space
(1,000's sqm)

- **Equipped space of 98,300 sqm**
 - Grew 14% Y/Y
 - 3,500 sqm added in quarter
- **Revenue generating space of 77,100 sqm**
 - Grew 20% Y/Y
 - 3,100 sqm installed in the quarter
- **Utilisation rate 78%**



Order Driven Capacity Expansion

EXPANDING FACILITIES TO SUPPORT CUSTOMER NEEDS

Announced Projects With Expansions Scheduled to Open after 1 Jan 2015

(See Appendix for detailed schedule)

Completed Expansions:

- AMS7: opened 1,300 sqm
- DUS1: opened 400 sqm
- STO4: opened 1,100 sqm
- VIE2: opened 600 sqm
- MRS1: opened 800 sqm in July 2015

New demand-driven data centre in Dusseldorf (DUS2)

- 1,200 sqm Maximum Equippable Space with 2 MW in 2 phases;
- Phase 1 scheduled to open in 1Q16

Market	Data Centre	Project	Project CapEx (€ millions)	Equipped Space (sqm)		Scheduled Opening by Phase
				Project	Opened	
Amsterdam	AMS7	Phases 1 – 6 New Build	115	7,600	7,600	1Q14 – 2Q15
Dusseldorf	DUS1	Phase 3	3	400	400	2Q15
Dusseldorf	DUS2	Phase 1 New Build	13	600	-	1Q16
Frankfurt	FRA10	New Build	92	4,800	-	1H16
Madrid	MAD2	Phase 2	4	800	-	3Q15
Marseille	MRS1	Phases 1 – 2	20	1,400	1,400 ⁽¹⁾	4Q14 – 3Q15
Stockholm	STO4	Phase 1 New Build	15	1,100	1,100	2Q15
Vienna	VIE2	New Build	42	2,800	2,500	4Q14 – 4Q15

Notes:

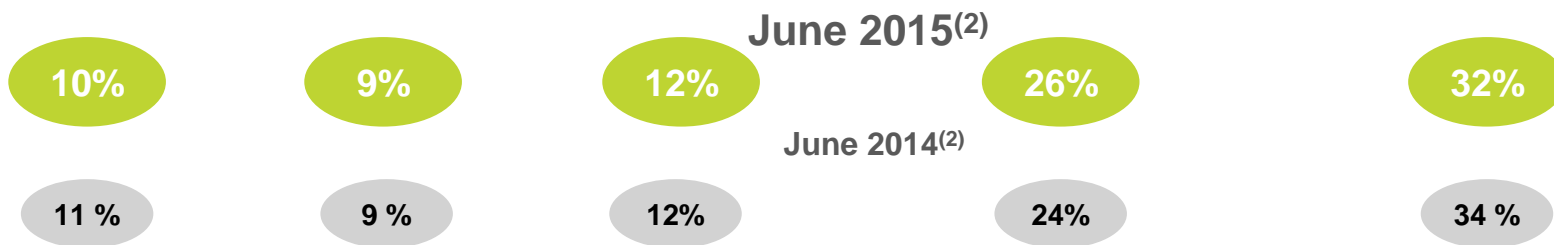
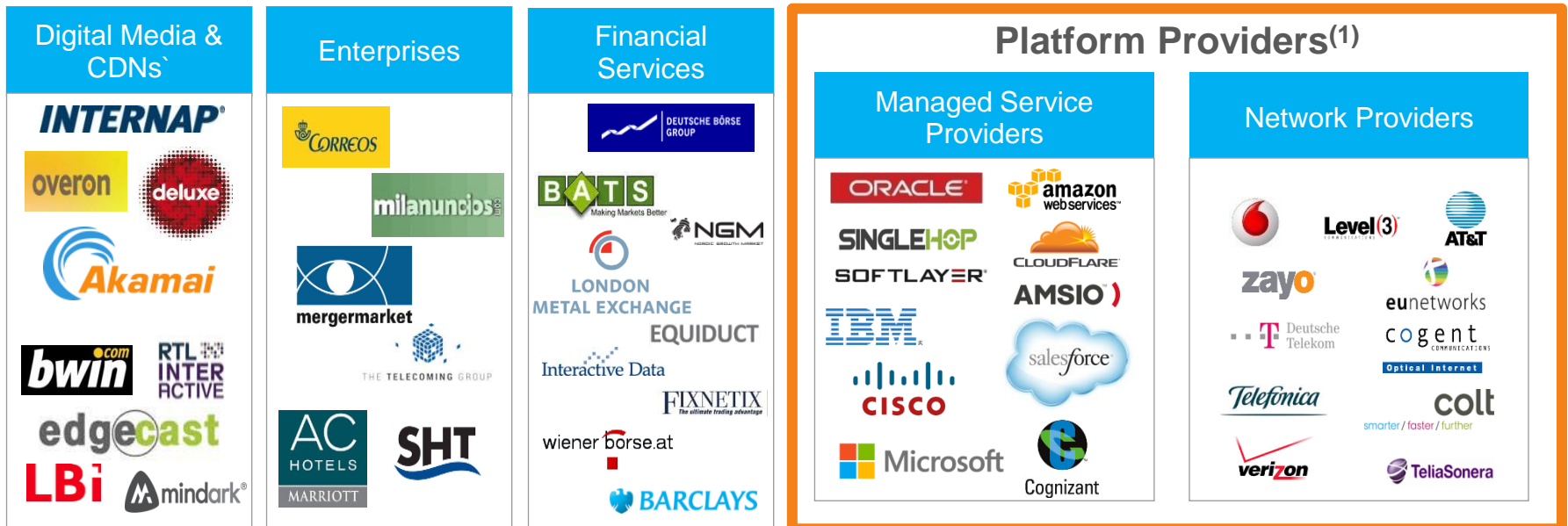
As of 5 August 2015. CapEx and Equipped Space are approximate and may change.

CapEx reflects the total spend for the listed project at full power and capacity and the amounts shown in the table above may be invested over the duration of more than one fiscal year.

(1) MRS1.2 opened 800 sqm in July 2015.

BUILDING COMMUNITIES OF INTEREST DELIVERS SIGNIFICANT CUSTOMER VALUE

Interxion's Target Segments



Continued Strong Momentum from Strategic Cloud Customers

(1) Selected providers in these segments, plus systems integrators, are deploying cloud platforms.

(2) Percentage of monthly recurring revenue. Remaining monthly recurring revenue (June 2015 :11%, June 2014:10%) allocated to systems integrator, on-line retail, and public customer segments.

FINANCIAL HIGHLIGHTS

Josh Joshi – Chief Financial Officer

2Q 2015 RESULTS

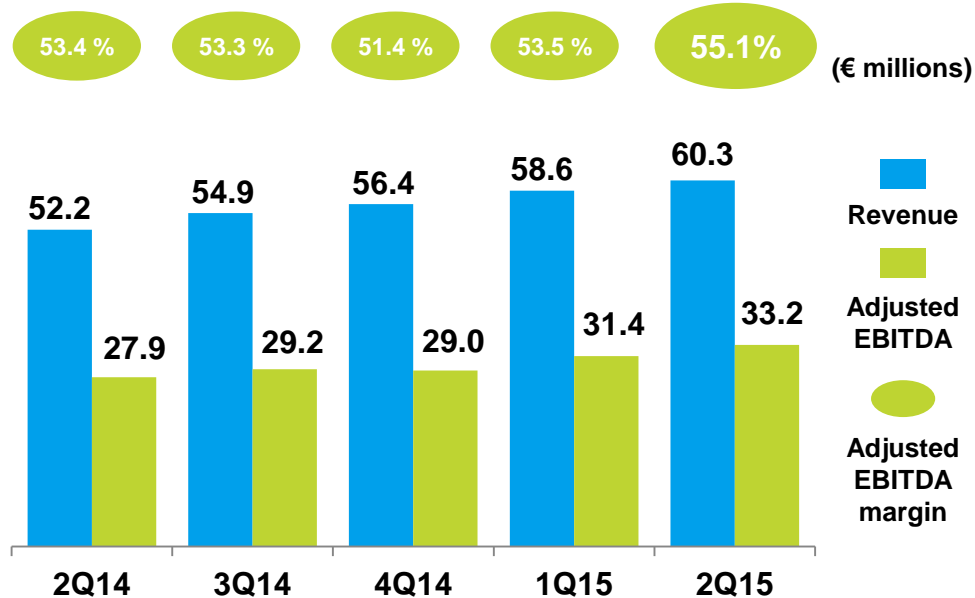
€ millions (except per share amounts)	2Q 2014	1Q 2015	2Q 2015	2Q 2015 vs. 2Q 2014	2Q 2015 vs. 1Q 2015
Recurring revenue	78.7	87.1	90.3	15%	4%
Non-recurring revenue	4.9	5.4	5.2	5%	-5%
Revenue	83.6	92.5	95.4	14%	3%
Gross profit	49.6	56.2	57.8	16%	3%
Gross profit margin	59.4%	60.8%	60.5%	+110bps	-30 bps
Adjusted EBITDA ⁽¹⁾	35.9	40.6	42.0	17%	4%
Adjusted EBITDA margin	42.9%	43.9%	44.0%	+110 bps	+10 bps
Net profit	8.3	4.4	21.6	159%	388%
EPS (diluted)	€0.12	€0.06	€0.31	156%	386%
Adjusted net profit ⁽¹⁾	7.6	8.9	8.3	9%	-6%
Adjusted EPS (diluted) ⁽¹⁾	€0.11	€0.13	€0.12	8%	-6%

- Revenue grew 14% Y/Y and 3% Q/Q
 - 12% Y/Y and 3% Q/Q constant currency
- Gross profit margin grew to 60.5%, up 110bps Y/Y
- Adjusted EBITDA margin grew to 44.0%
- Recurring ARPUs declined by 0.5% Q/Q
- €20.9 million M&A break fee received; €3.9 million of M&A costs incurred

(1) Adjusted EBITDA, Adjusted net profit, and Adjusted earnings per diluted share are non-IFRS figures intended to adjust for unusual items. Full definitions can be found on the "Definitions" section in this slide deck. Reconciliations of Adjusted EBITDA and Adjusted net profit to Net profit can be found in the financial tables later in the appendix of this slide deck.

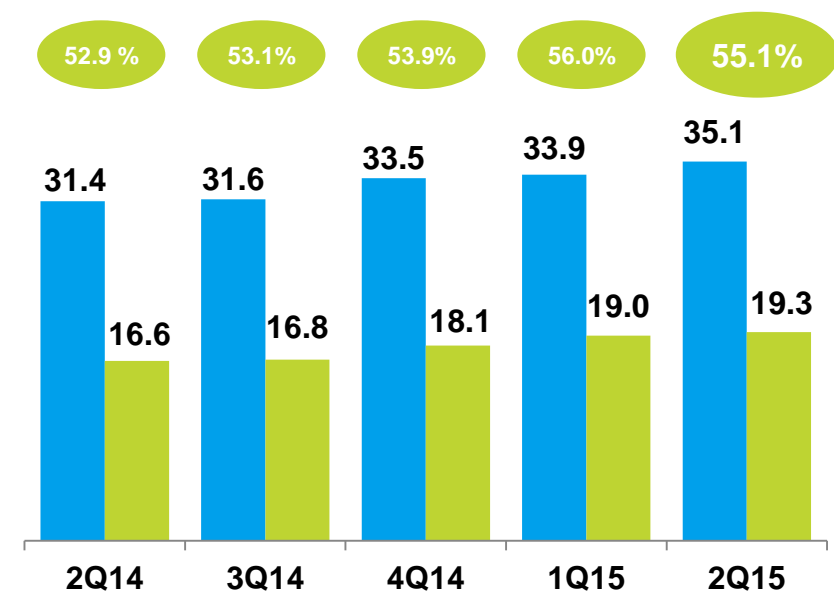
2Q 2015 REPORTING SEGMENT ANALYSIS

France, Germany, the Netherlands, and the UK



- Revenue grew 16% Y/Y, 3% Q/Q
- Recurring revenue grew 16% Y/Y, 4% Q/Q
- Adjusted EBITDA grew 19% Y/Y, 6% Q/Q
- Strength in France, Germany and the Netherlands

Rest of Europe



- Revenue grew 12% Y/Y, 4% Q/Q
- Recurring revenue grew 12% Y/Y, 3% Q/Q
- Adjusted EBITDA grew 16% Y/Y, 2% Q/Q
- Strength in Austria, Ireland and Sweden

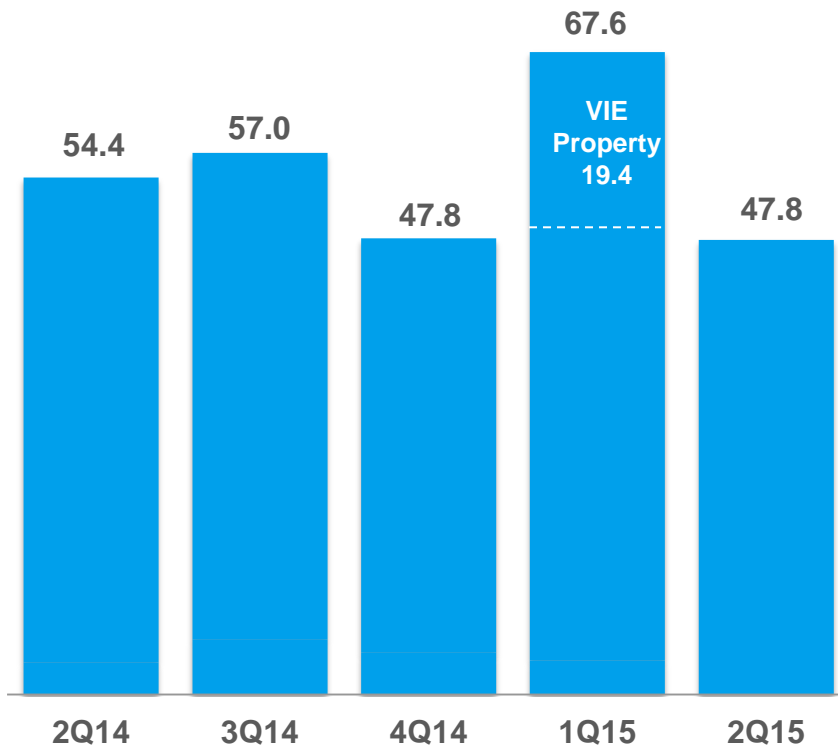
Delivering Profitable Growth Across Both Reporting Segments

Note: Analysis excludes "Corporate & Other" segment.

DISCIPLINED INVESTMENTS FOR PROFITABLE GROWTH

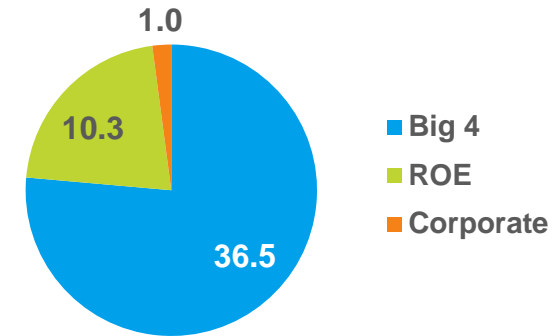
Capital Expenditures, including Intangible Assets

(€ millions)



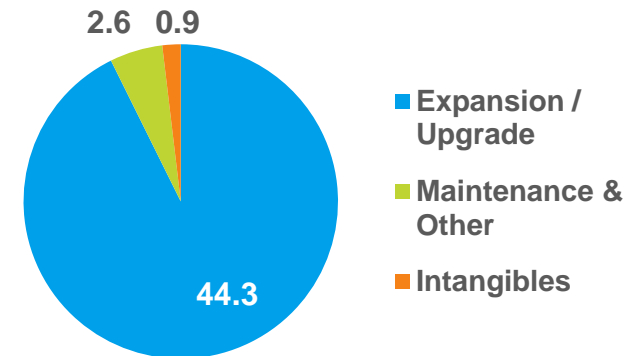
By Geography (2Q 2015)

(€ millions)



By Category (2Q 2015)

(€ millions)



Disciplined Capital Expenditures

STRONG BALANCE SHEET

€ millions	30-Jun-15	31-Dec-14
Cash & Cash Equivalents	57.1	99.9
Total Borrowings ⁽¹⁾	541.2	560.6
Shareholders Equity	482.9	436.1
Total Capitalisation	1,024.1	996.7
Total Borrowings / Total Capitalisation	52.8%	56.2%
Gross Leverage Ratio ⁽²⁾	3.4x	3.8x
Net Leverage Ratio ⁽³⁾	3.1x	3.2x

- Cash position supplements solid operating cash flow
- €100 million RCF remains undrawn
- Blended interest rate 6.0%
- S&P credit rating upgrade
- Q2 2015 LTM Cash ROIC 12%
- Significant covenant headroom

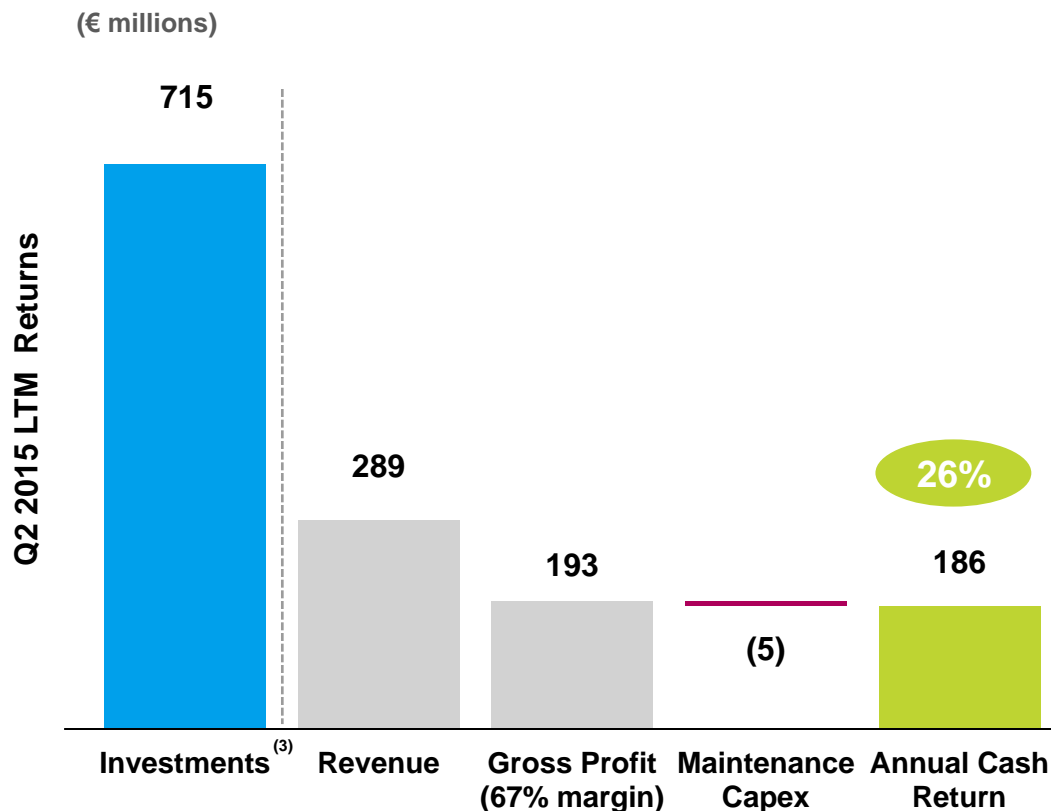
Strong Balance Sheet Provides Financial Flexibility

(1) Total Borrowings = 6.00% Senior Secured Notes due 2020 including premium on additional issue and are shown after deducting underwriting discounts and commissions, offering fees and expenses + Mortgages + Financial Leases + Revolving facility borrowings + Other Borrowings – Revolving facility deferred financing costs.

(2) Gross Leverage Ratio = (6.00% Senior Secured Notes due 2020 at face value + Mortgages + Financial Leases + Revolving facility borrowings + Other Borrowings) / LTM Adjusted EBITDA.

(3) Net Leverage Ratio = (6.00% Senior Secured Notes due 2020 at face value + Mortgages + Financial Leases + Revolving facility balance + Other Borrowings – Cash & Cash Equivalents) / LTM Adjusted EBITDA.

DISCIPLINED INVESTMENTS DRIVE STRONG RETURNS



- **28 Fully Built-Out Data Centres** ⁽¹⁾⁽²⁾
 - Space fully equipped
 - Some power upgrades yet to come
 - As at 1 January 2014
- **66,000 sqm of equipped space**
- **83% utilisation**
- **26% annual cash return**

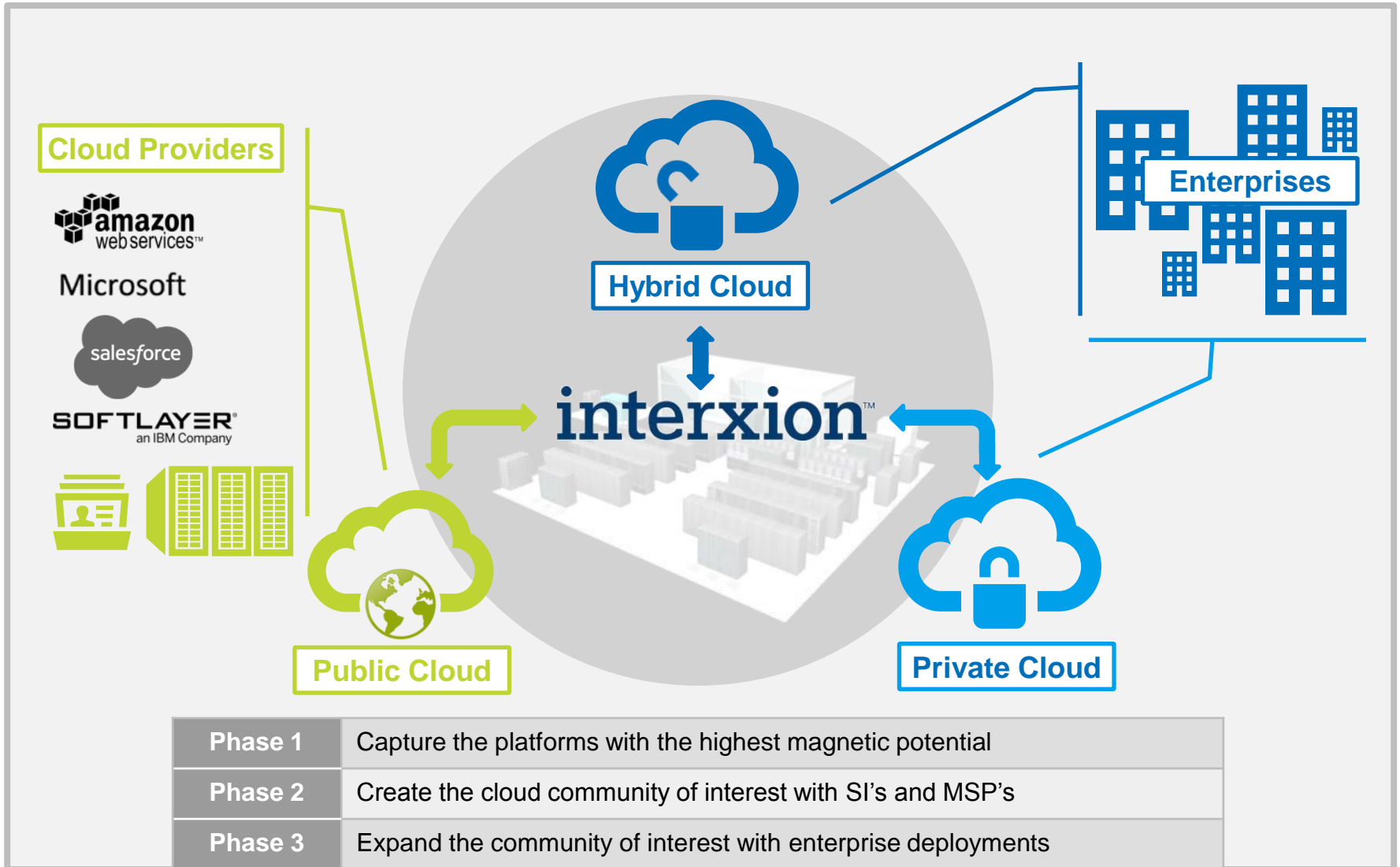
Attractive Cash Returns from Fully Built-Out Data Centres ⁽¹⁾

- (1) Fully Built-Out Data Centre: a data centre for which materially all equipable space is equipped. However, note, future power upgrades and newly acquired space within a data center can further increase the capacity of a fully built out data centre.
- (2) 28 Fully Built-Out Data Centres as at 1 January 2014: AMS1, AMS2, AMS3, AMS4, AMS5, AMS6, BRU1, CPH1, DUB1, DUB 2, FRA1, FRA2, FRA3, FRA4, FRA5, FRA6, FRA7, LON1, LON2, MAD1, PAR1, PAR2, PAR3, PAR4, PAR5, PAR6, STO1 and VIE1: DUS1 is not included.
- (3) Represents total investments in data centre assets, including freehold land and buildings, infrastructure and equipment, Intangible assets, and assets under construction as at 31 December 2014.

BUSINESS COMMENTARY OUTLOOK & CONCLUDING REMARKS

David Ruberg – Chief Executive Officer

CLOUD ADOPTION IN EUROPE CONTINUES TO UNFOLD



GUIDANCE FOR 2015

	Range (in € millions)
Revenue	€375 – 388
Adjusted EBITDA	€162 – 172
Capital Expenditures	€180 – 200

QUESTIONS & ANSWERS

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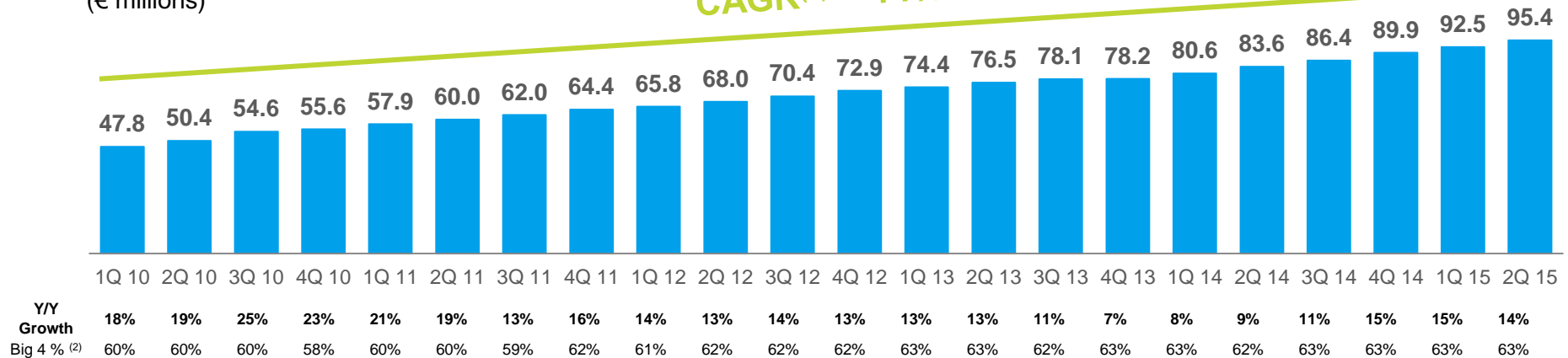
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APPENDIX

TRACK RECORD OF EXECUTION

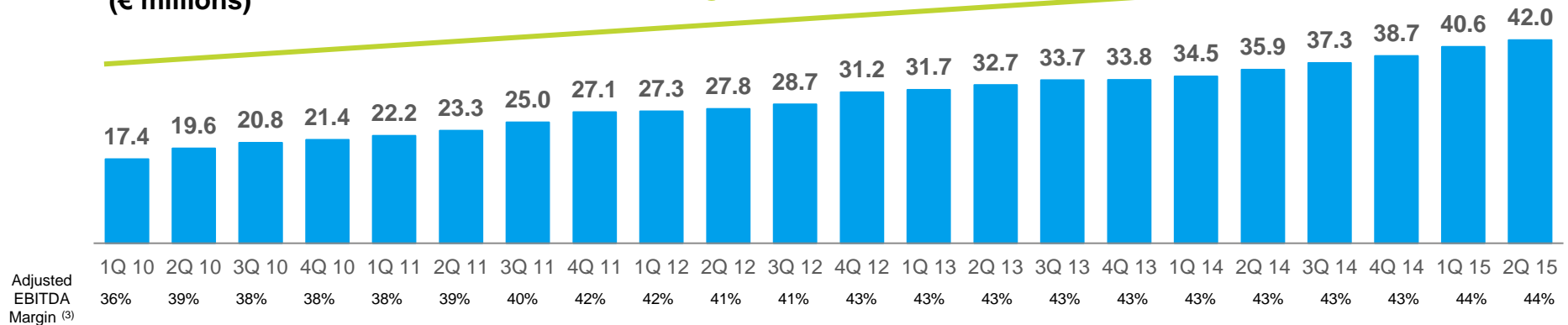
Revenue by Quarter (€ millions)

CAGR⁽¹⁾ = 14%



Adjusted EBITDA by Quarter (€ millions)

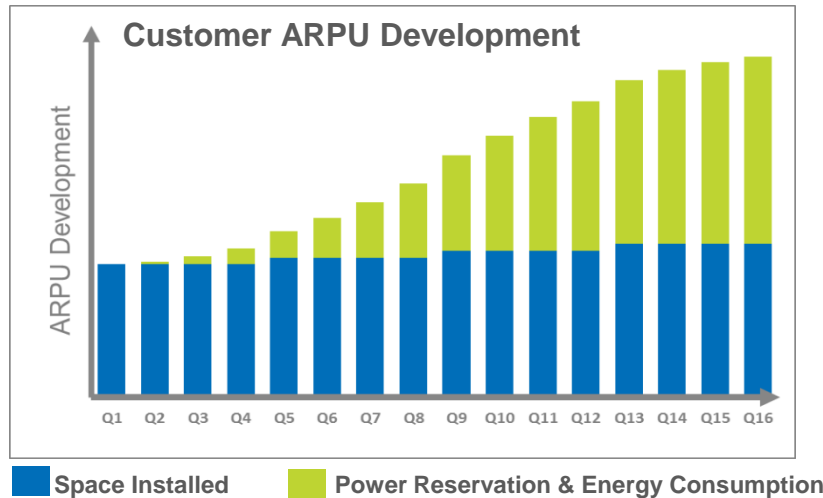
CAGR⁽¹⁾ = 18%



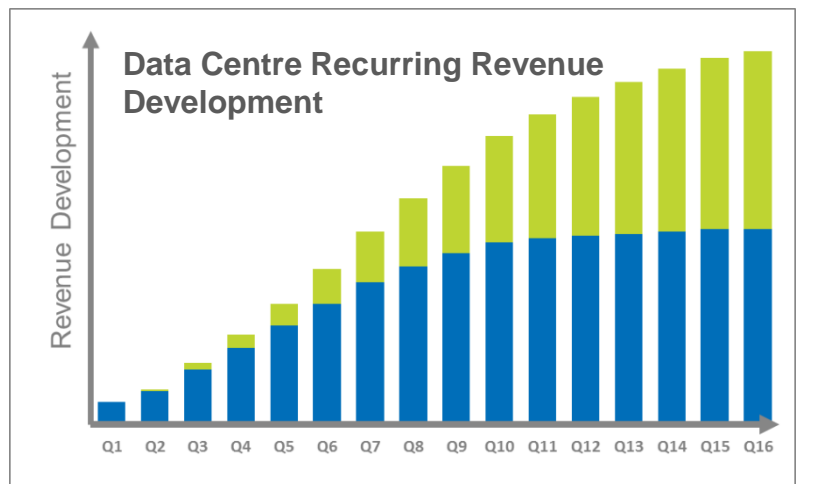
35 Consecutive Quarters of Organic Revenue and Adjusted EBITDA Growth

- (1) CAGR calculated as 2Q15 vs. 1Q10.
 (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.

ILLUSTRATIVE ARPU DEVELOPMENT



- **ARPU increases over time as IT workloads increase:**
 - Customers initially contract for space and modest power reservation⁽¹⁾
 - As workloads increase, larger power reservation fees are required and energy consumption increases



- **Revenue grows from space, power reservation, and energy consumption over time**
- **As data centres fill with customers:**
 - Revenue mix initially tilted toward space
 - As space becomes more fully utilised, revenue growth from power reservation and energy consumption can continue

Revenue Develops Over Time as Power Reservation and Energy Consumption Increase

(1) Power Reservation is the fee for infrastructure power (cooling, power distribution, etc.).

HISTORICAL FINANCIAL RESULTS

€ in millions (except as noted)	2013				2014				2015		2013	2014
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	FY	FY
Recurring revenue	71.0	72.2	73.7	74.4	75.9	78.7	80.9	83.7	87.1	90.3	291.3	319.2
Non-recurring revenue	3.4	4.3	4.3	3.7	4.7	4.9	5.6	6.2	5.4	5.2	15.8	21.4
Total revenue	74.4	76.5	78.1	78.2	80.6	83.6	86.4	89.9	92.5	95.4	307.1	340.6
Gross profit	44.8	45.2	46.2	46.8	48.0	49.6	50.9	53.0	56.2	57.8	183.0	201.6
<i>Gross profit margin</i>	60.2%	59.1%	59.2%	59.9%	59.6%	59.4%	58.9%	58.9%	60.8%	60.5%	59.6%	59.2%
Adj EBITDA	31.7	32.7	33.7	33.8	34.5	35.9	37.3	38.7	40.6	42.0	131.8	146.4
<i>Adj EBITDA Margin</i>	42.6%	42.8%	43.1%	43.2%	42.9%	42.9%	43.1%	43.0%	43.9%	44.0%	42.9%	43.0%
Net profit / (loss)	7.0	6.6	(16.5)⁽¹⁾	9.8	10.4	8.3	9.0	7.4	4.4⁽²⁾	21.6⁽²⁾	6.8⁽¹⁾	35.1
CapEx paid	32.8	28.8	26.5	55.3	57.0	54.4	57.0	47.8	67.6	47.8	143.4	216.3
Expansion/upgrade	28.8	27.1	25.0	52.8	52.7	51.0	51.2	43.7	64.2	44.3	133.6	198.7
Maintenance & other	2.1	1.5	1.0	2.0	3.7	2.6	5.0	2.9	1.1	2.6	6.7	14.3
Intangibles	1.9	0.2	0.5	0.5	0.6	0.8	0.8	1.2	2.3	0.9	3.1	3.3
Cash generated from operations	23.6	24.1	32.0	23.0	34.3	26.9	33.6	40.5	34.2⁽²⁾	54.1⁽²⁾	102.7	135.4
Gross PP&E	870.0	900.0	933.5	987.2	1,045.4	1,105.8	1,183.1	1,235.6	1,308.8	1,350.2	987.2	1,235.6
Gross intangible assets	23.5	23.7	24.3	24.9	25.5	26.5	27.5	28.0	30.5	33.6	24.9	28.0
LTM Cash ROIC	13%	13%	14%	13%	13%	12%	12%	11%	12%	12%	13%	11%

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

(1) Includes €31 million in one-time charges related to debt refinancing; see Adjusted Net Profit reconciliation elsewhere in this Appendix.

(2) Includes € 6.9 million and € 3.9 million of M&A transaction cost in 1Q15 and 2Q15, respectively; also includes € 20.9 million M&A transaction break fee income in 2Q15.

HISTORICAL SEGMENT FINANCIAL RESULTS

€ in millions (except as noted)	2013				2014				2015		2013	2014
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	FY	FY
BIG 4												
Recurring revenue	44.4	45.2	46.1	46.5	47.6	49.3	51.0	52.7	55.0	57.3	182.2	200.6
Non-recurring revenue	2.1	3.1	2.7	2.4	3.1	2.9	3.9	3.7	3.6	3.0	10.3	13.6
Total revenue	46.6	48.3	48.8	48.9	50.8	52.2	54.9	56.4	58.6	60.3	192.5	214.2
<i>Gross profit margin</i>	63.2%	62.1%	62.1%	63.1%	61.8%	61.2%	60.5%	60.1%	62.0%	62.6%	62.6%	60.9%
Adj EBITDA	25.2	26.0	26.6	26.6	27.3	27.9	29.2	29.0	31.4	33.2	104.4	113.4
<i>Adj EBITDA margin</i>	54.0%	54.0%	54.5%	54.4%	53.8%	53.4%	53.3%	51.4%	53.5%	55.1%	54.2%	52.9%
REST OF EUROPE												
Recurring revenue	26.5	27.0	27.7	27.9	28.2	29.4	29.9	31.0	32.1	33.0	109.1	118.6
Non-recurring revenue	1.3	1.3	1.6	1.4	1.6	2.0	1.7	2.5	1.8	2.2	5.5	7.8
Total revenue	27.8	28.3	29.3	29.3	29.8	31.4	31.6	33.5	33.9	35.1	114.7	126.4
<i>Gross profit margin</i>	61.3%	61.4%	60.6%	61.4%	62.2%	62.3%	61.5%	62.3%	64.6%	63.6%	61.2%	62.1%
Adj EBITDA	14.5	14.7	14.9	15.0	15.8	16.6	16.8	18.1	19.0	19.3	59.1	67.3
<i>Adj EBITDA margin</i>	52.0%	52.1%	51.0%	51.1%	52.9%	52.9%	53.1%	53.9%	56.0%	55.1%	51.5%	53.2%
CORPORATE & OTHER												
Adj EBITDA	(8.0)	(8.0)	(7.8)	(7.8)	(8.5)	(8.7)	(8.7)	(8.4)	(9.7)	(10.6)	(31.6)	(34.3)

HISTORICAL OPERATING METRICS

Space figures in square metres ⁽¹⁾ Recurring ARPU in € Customer Available Power in MW ⁽¹⁾	2013				2014				2015	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Equipped space	78,100	78,900	79,300	80,100	82,900	86,000	88,600	93,500	94,800	98,300
<i>Equipped space added</i>	<i>4,100</i>	<i>800</i>	<i>400</i>	<i>800</i>	<i>2,800</i>	<i>3,100</i>	<i>2,600</i>	<i>4,900</i>	<i>1,300</i>	<i>3,500</i>
Revenue generating space	57,000	58,200	59,100	59,700	61,400	64,300	68,500	71,000	74,000	77,100
<i>RGS added</i>	<i>800</i>	<i>1,200</i>	<i>900</i>	<i>600</i>	<i>1,700</i>	<i>2,900</i>	<i>4,200</i>	<i>2,500</i>	<i>3,000</i>	<i>3,100</i>
Recurring ARPU⁽²⁾	418	418	419	418	418	418	406	400	400	398
Utilisation (%)⁽³⁾	73%	74%	75%	75%	74%	75%	77%	76%	78%	78%
Customer available power	79	81	81	82	86	90	96	99	109	114
Potential customer power	108	113	114	127	139	139	145	145	153	154
Data centres in operation	33	34	34	34	36	37	38	40	39	40

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

(2) Recurring ARPU: Monthly recurring revenue per square metre calculated as {reported recurring revenue in the quarter divided by 3} divided by {sum of prior and current quarter end reported revenue generating space divided by 2}.

(3) Utilisation as at the end of the reporting period.

SCHEDULED EQUIPPED SPACE ADDITIONS

Space figures in square metres ⁽¹⁾	2013				2014				2015E ⁽²⁾				2016E ⁽²⁾	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE	1QE	2QE
BIG 4														
France	2,700	-	-	-	-	-	-	600	-	-	800	-	-	-
Germany	600	-	-	-	800	1,800	100	1,800	-	400	-	-	600	2,400
Netherlands ⁽³⁾	(200)	-	-	-	1,100	1,000	1,500	1,300	700	1,300	-	-	-	-
UK	400	-	-	-	-	100	100	-	-	-	-	-	-	-
Subtotal	3,500	-	-	-	1,900	2,900	1,700	3,700	700	1,700	800	-	600	2,400
REST OF EUROPE														
Austria	-	-	400	300	-	-	-	1,300	600	600	-	300	-	-
Belgium	-	-	-	-	300	-	-	-	-	-	-	-	-	-
Denmark	-	300	-	-	-	-	-	-	-	-	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Spain	600	-	-	-	-	-	-	-	-	-	800	-	-	-
Sweden	-	500	-	-	500	-	900	-	-	1,100	-	-	-	-
Switzerland	-	-	-	500	-	100	-	-	-	100	-	-	-	-
Subtotal	600	800	400	800	800	100	900	1,300	600	1,800	800	300	-	-
Total additional equipped space	4,100	800	400	800	2,800	3,100	2,600	4,900	1,300	3,500	1,600	300	600	2,400

(1) Figures rounded to nearest net 100 sqm for each country unless otherwise noted.

(2) Future expansion additions based on announced schedule, which is subject to change; additions scheduled for the first half are noted in the second quarter and additions scheduled for the second half are noted in the fourth quarter.

(3) HIL1 space reduced in 1Q13 and exited in 1Q15.

ADJUSTED NET PROFIT RECONCILIATION

Reconciliation to Adjusted Net Profit

€ in millions (except as noted)	2013				2014				2015		2013	2014
	1Q	2Q	3Q	4Q ⁽¹⁾	1Q	2Q	3Q	4Q	1Q	2Q	FY	FY
Net profit / (Loss) – as reported	7.0	6.6	(16.5)	9.8	10.4	8.3	9.0	7.4	4.4	21.6	6.8	35.1
Add back												
+ Refinancing charges	–	–	31.0	–	–	0.6	–	–	–	–	31.0	0.6
+ M&A transaction costs	–	–	–	–	–	–	–	0.3	6.9	3.9	–	0.3
+ Deferred tax asset adjustment	–	–	0.6	–	–	–	–	–	–	–	0.6	–
+ NL Crisis Wage Tax	–	–	–	0.4	–	–	–	–	–	–	0.4	–
	–	–	31.6	0.4	–	0.6	–	0.3	6.9	3.9	32.0	0.9
Reverse												
- M&A transaction break fee income	–	–	–	–	–	–	–	–	–	(20.9)	–	–
- Adjustment to onerous leases	–	–	–	–	–	(0.8)	–	–	(0.1)	–	–	(0.8)
- Interest capitalised	(0.7)	(0.3)	(0.3)	(0.4)	(0.8)	(0.8)	(1.3)	(0.6)	(0.9)	(0.7)	(1.7)	(3.6)
	(0.7)	(0.3)	(0.3)	(0.4)	(0.8)	(1.6)	(1.3)	(0.6)	(1.0)	(21.6)	(1.7)	(4.4)
Tax effect of above add backs & reversals	0.2	0.1	(7.7)	–	0.2	0.3	0.3	0.2	(1.4)	4.4	(7.6)	0.9
Adjusted net profit	6.5	6.4	7.1	9.8	9.8	7.6	8.0	7.2	8.9	8.3	29.5	32.5
Reported Basic EPS (€)	0.10	0.10	(0.24)	0.14	0.15	0.12	0.13	0.11	0.06	0.31	0.10	0.51
Reported Diluted EPS (€)	0.10	0.10	(0.24)	0.14	0.15	0.12	0.13	0.11	0.06	0.31	0.10	0.50
Adjusted Basic EPS (€)	0.10	0.09	0.10	0.14	0.14	0.11	0.12	0.10	0.13	0.12	0.43	0.47
Adjusted Diluted EPS (€)	0.09	0.09	0.10	0.14	0.14	0.11	0.11	0.10	0.13	0.12	0.43	0.46

(1) With effect from Q4 2013, the company changed the estimated lives of certain data centre assets categories and applied this change on a prospective basis. In Q4 2013, the impact of the change had a €1.3 million after tax positive effect.

NON-IFRS RECONCILIATIONS

Reconciliation to Adjusted EBITDA

€ in millions (except as noted)	2010				2011				2012				2013				2014				2015	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Q2	3Q	4Q	1Q	2Q
Net profit / (loss)	(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	(16.5)⁽¹⁾	9.8	10.4	8.3	9.0	7.4	4.4	21.6
Income tax expense / (benefit)	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	(4.1)	3.7	4.2	3.9	3.9	3.5	2.4	8.2
Profit / (loss) before taxation	(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	(20.6)	13.4	14.6	12.2	12.8	10.8	6.8	29.8
Net finance expense	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	38.1 ⁽¹⁾	5.6	5.4	7.5	7.0	8.0	6.6	7.9
Operating profit	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	17.5	19.0	20.0	19.7	19.8	18.8	13.4	37.7
Depreciation, amortisation and impairments	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	15.2	13.5	14.0	14.9	16.0	17.3	18.2	19.6
EBITDA	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	32.7	32.5	34.0	34.6	35.9	36.2	31.6	57.3
Share-based payments	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	1.1	1.3	0.6	2.1	1.5	2.3	2.2	1.8
Increase/(decrease) in provision for onerous lease contracts	0.1	0.1	0.1	(0.1)	0.0	-	-	-	-	-	-	0.8	-	-	-	-	-	(0.8)	-	-	(0.1)	-
IPO transaction costs	-	-	-	-	1.7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
M&A transaction break fee income	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(20.9)
M&A transaction costs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.3	6.9	3.9
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)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.0)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Adjusted EBITDA	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	33.7	33.8	34.5	35.9	37.3	38.7	40.6	42.0

(1) Includes €31 million in one-time charges related to debt refinancing; see Adjusted Net Profit reconciliation elsewhere in this Appendix.

NON-IFRS RECONCILIATIONS

Reconciliation to Segment Adjusted EBITDA

€ in millions	2013				2014				2015	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
BIG 4										
Operating profit	15.9	16.3	16.7	17.6	18.3	18.7	18.4	17.6	19.5	20.3
Depreciation, amortisation and impairments	9.1	9.8	9.8	8.7	8.9	9.5	10.5	11.2	11.7	12.5
EBITDA	25.0	26.1	26.5	26.3	27.2	28.3	28.9	28.7	31.2	32.9
Share-based payments	0.3	0.0	0.2	0.3	0.2	0.5	0.3	0.4	0.3	0.5
Increase/(decrease) in provision for onerous lease contracts	–	–	–	–	–	(0.8)	–	–	(0.1)	–
Income from sub-leases on unused data centre sites	(0.1)	(0.1)	(0.1)	(0.0)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Adjusted EBITDA	25.2	26.0	26.6	26.6	27.3	27.9	29.2	29.0	31.4	33.2
ROE										
Operating profit	10.2	10.2	10.2	10.8	11.5	11.8	11.9	12.6	13.3	13.2
Depreciation, amortisation and impairments	4.2	4.4	4.6	4.0	4.3	4.5	4.6	5.1	5.4	5.9
EBITDA	14.4	14.7	14.8	14.9	15.7	16.3	16.5	17.8	18.8	19.1
Share-based payments	0.1	0.1	0.1	0.1	0.1	0.3	0.3	0.3	0.2	0.2
Adjusted EBITDA	14.5	14.7	14.9	15.0	15.8	16.6	16.8	18.1	19.0	19.3
CORPORATE & OTHER										
Operating profit/(loss)	(9.3)	(9.5)	(9.5)	(9.4)	(9.8)	(10.9)	(10.4)	(11.4)	(19.4)	4.2
Depreciation, amortisation and impairments	0.7	0.7	0.8	0.8	0.8	0.8	0.9	1.0	1.1	1.1
EBITDA	(8.6)	(8.8)	(8.6)	(8.7)	(9.0)	(10.0)	(9.6)	(10.4)	(18.3)	5.3
Share-based payments	0.6	0.7	0.8	0.9	0.4	1.4	0.8	1.7	1.7	1.1
M&A transaction costs	–	–	–	–	–	–	–	0.3	6.9	3.9
M&A transaction break fee income	–	–	–	–	–	–	–	–	–	(20.9)
Adjusted EBITDA	(8.0)	(8.0)	(7.8)	(7.8)	(8.5)	(8.7)	(8.7)	(8.4)	(9.7)	(10.6)

DEFINITIONS

Adjusted EBITDA: EBITDA is defined as operating profit plus depreciation, amortisation 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, M&A transaction related costs and break fee income and income from sub-leases on unused data centre sites.

Adjusted diluted earnings per share: Adjusted diluted earnings per share amounts are determined on Adjusted net profit.

Adjusted net profit: Net profit/loss excluding the impact of the refinancing charges, M&A transaction related costs and break fee income, deferred tax adjustments, Dutch crisis tax, adjustments to onerous leases, capitalised interest, and the related corporate income tax effect.

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 ROGIC: Cash Return on Gross Invested Capital (Cash ROGIC) defined as (Adjusted EBITDA less maintenance and other 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 centre 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.

IAAS: Infrastructure as a Service

LTM: Last Twelve Months ended 30 June 2015, unless otherwise noted.

MW: Megawatts

PAAS: Platform as a Service

SAAS: Software as a Service

SQM: Square metres

Recurring ARPU: Monthly recurring revenue per square metre calculated as {reported recurring revenue in the quarter divided by 3} divided by {sum of prior and current quarter end reported revenue generating space divided by 2}.

Recurring Revenue: revenue that is incurred from colocation and associated power charges, office space, amortised 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 utilised due to customers' specific requirements regarding the layout of their equipment. In practice, therefore, Utilisation Rate does not reach 100%.

YTM: Yield to maturity

THANK
YOU

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