DIGITALBRIDGE

THE EDGE IS WHERE ALL CONVERGES

January 2022

Marc Ganzi
President & Chief Executive Officer, DigitalBridge Group

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How Will the New Network Architecture Shape the Data Center of Tomorrow?

1 DIGITALBRIDGE

OVERVIEW

A LEADING GLOBAL DIGITAL INFRASTRUCTURE FIRM

DigitalBridge (NYSE: DBRG) is the only global-scale digital infrastructure firm investing across five key verticals: data centers, cell towers, fiber networks, small cells, and edge infrastructure

DigitalBridge is the Infrastructure Partner to the Digital Economy

$40B
Digital Assets Under Management[1]

23
Digital Portfolio Companies

100
Digital Infrastructure Professionals

Investing Across the Digital Ecosystem

A unique investment strategy gives investors exposure to a portfolio of growing, resilient businesses enabling the next generation of mobile and internet connectivity

EDGE INFRASTRUCTURE
Emerging connectivity demands at the edge of networks

- **DATA CENTERS**
  Play a vital role in computing, storing, and managing information
- **FIBER NETWORKS**
  The ultra-fast connective tissue binding networks together
- **TOWERS**
  Enable mobility and provide critical network coverage
- **SMALL CELL NETWORKS**
  Network densification and capacity in high demand areas

25+ years of experience - Largest Digital Infrastructure Investment Team

High Growth - Revenue and Earnings Profile Aligned With Secular Tailwinds

Converged Next Gen Networks - Built for Speed and Performance

(1) AUM as of September 30, 2021, proforma for acquisitions completed in October 2021

DIGITALBRIDGE – INVESTING ON A GLOBAL SCALE

Leading digital infrastructure investment firm with operating expertise and global presence - $40B in assets and growing rapidly

LEADING GLOBAL PORTFOLIO

TOWERS

- **Largest private tower company in the U.S, Vertical Bridge**
- 8 tower companies globally

DATA CENTERS

- Vantage Data Centers - fastest-growing private hyperscale data center platform globally
- DataBank - the widest geographic edge coverage in the US, 60 facilities in 25 metros

FIBER

- Largest private fiber footprint in the U.S. and Europe

EDGE INFRASTRUCTURE

- Launched first European Edge Infrastructure Platform in partnership with Liberty Global

GLOBAL FOOTPRINT

~30,000 active tower assets | **95,000+** small cell nodes | **100+** data centers | fiber network of **135,000+** route miles | **100** edge facilities

MASSIVE GLOBAL DEMAND FOR CONNECTIVITY

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As the leading digital infrastructure investor-operator, DigitalBridge is levered to the powerful thematics driving significant investments in mobile and internet connectivity on a global basis

Traditional Approach
"Old infra"

Secular Tailwinds
Demand for more, better, faster connectivity

DBRG is building next-gen networks to serve an increasingly converged digital ecosystem

Siloed

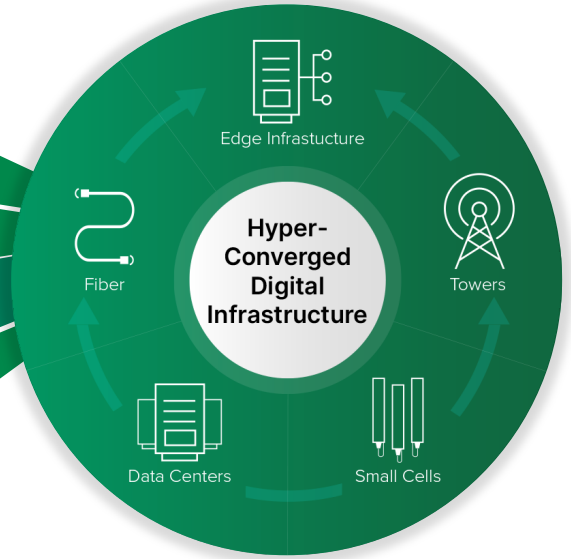
- Towers
- Data Centers
- Fiber
- Small Cells

Digital Transformation - Cloud
$1.3T on global data center Capex; on-demand and fully-scalable

5G - Mobile Capex
~$1.1T worldwide (2020-2025)

Artificial Intelligence
Hyper-automation powered by AI

Internet of Things (IoT)
>500 billion connected devices by 2030



2G 3G 4G
Coverage

Ultra-reliability and low-latency

User-to-user / machine-to-machine

Future

DIGITALBRIDGE FINANCES GROWTH OF THIS SECTOR

DigitalBridge is one of the world's largest digital infrastructure investment firms. Helping our companies become leaders and scale operations through our investment playbook is our most important value add

Digital Equity

Investing globally, building businesses across the digital infrastructure ecosystem

Digital Credit

Financing growth of the Digital Economy

Liquid Strategies

Investment programs of public markets

2

POWERFUL DEMAND FOR DIGITAL INFRASTRUCTURE

THE DEMAND: MORE, BETTER, FASTER CONNECTIVITY

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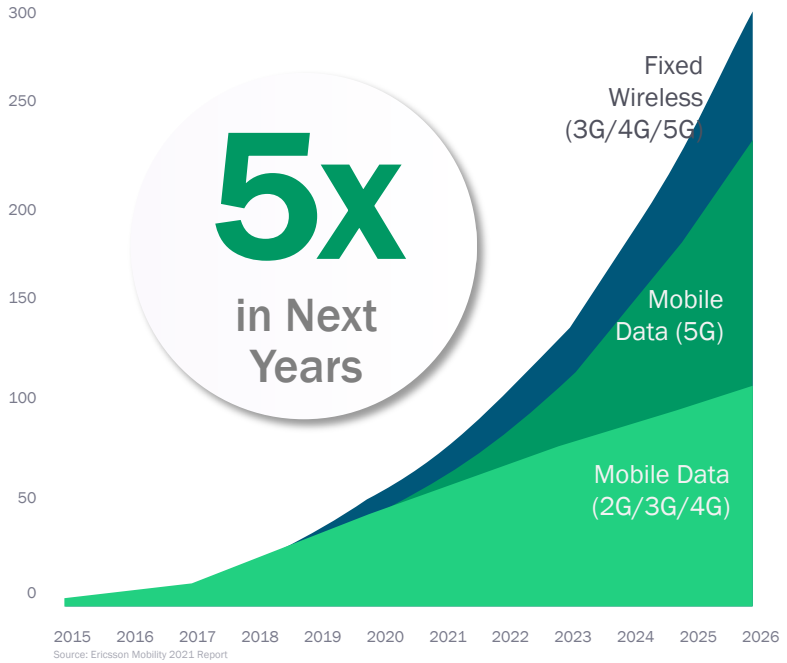
Cloud and Mobility Capex Collide. Global demand for connectivity is driving the need for significant, persistent investment in digital infrastructure.

Exponential Growth in Data Traffic » **More COMPUTE and PIPES are required** » **Significant, Growing TAM**

Global Mobile Network Data Traffic

(EB per month)

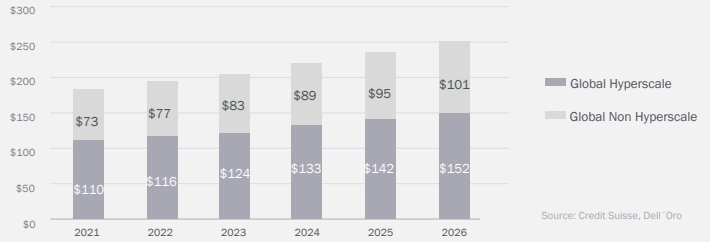


Source: Ericsson Mobility 2021 Report

Global Data Center Capex

$1.3T

Cumulative Global Hyperscale + Non Hyperscale CapEx (billion)

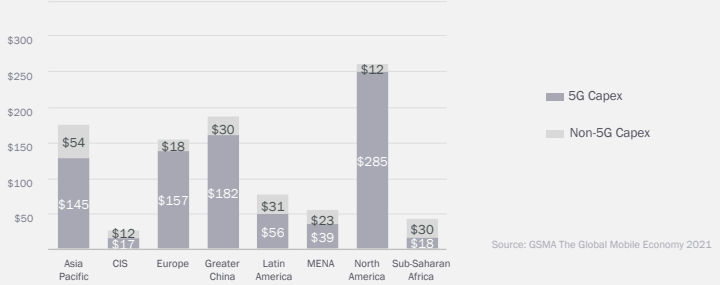


Source: Credit Suisse, Dell´Oro

Global Mobile Capex

$0.9T

CapEx 2021–2025 (billion)



Source: GSMA The Global Mobile Economy 2021

global capex investment of **>$400B** **annually** to meet digital infrastructure demand

DIGITALBRIDGE

GROWTH IN DEVICES AND SERVERS: IOT ➡ EDGE SERVERS

Key Digital Tailwinds – IoT Adoption is Driving the Next Wave of Edge Infrastructure

IoT Growth of Devices

Edge Servers

IoT

Connected Devices

2020
20
BILLION

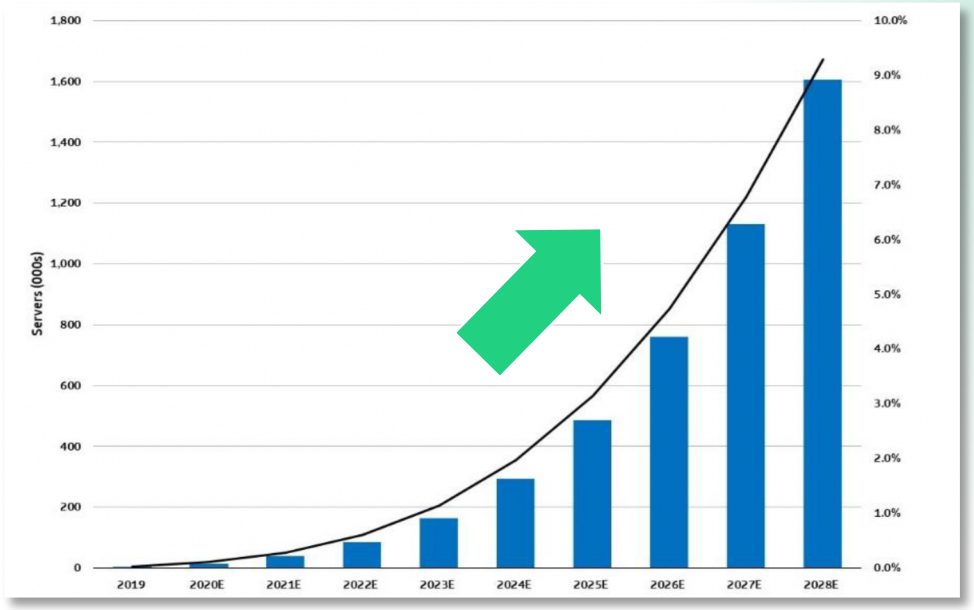
2025
80
BILLION

2030
500
BILLION

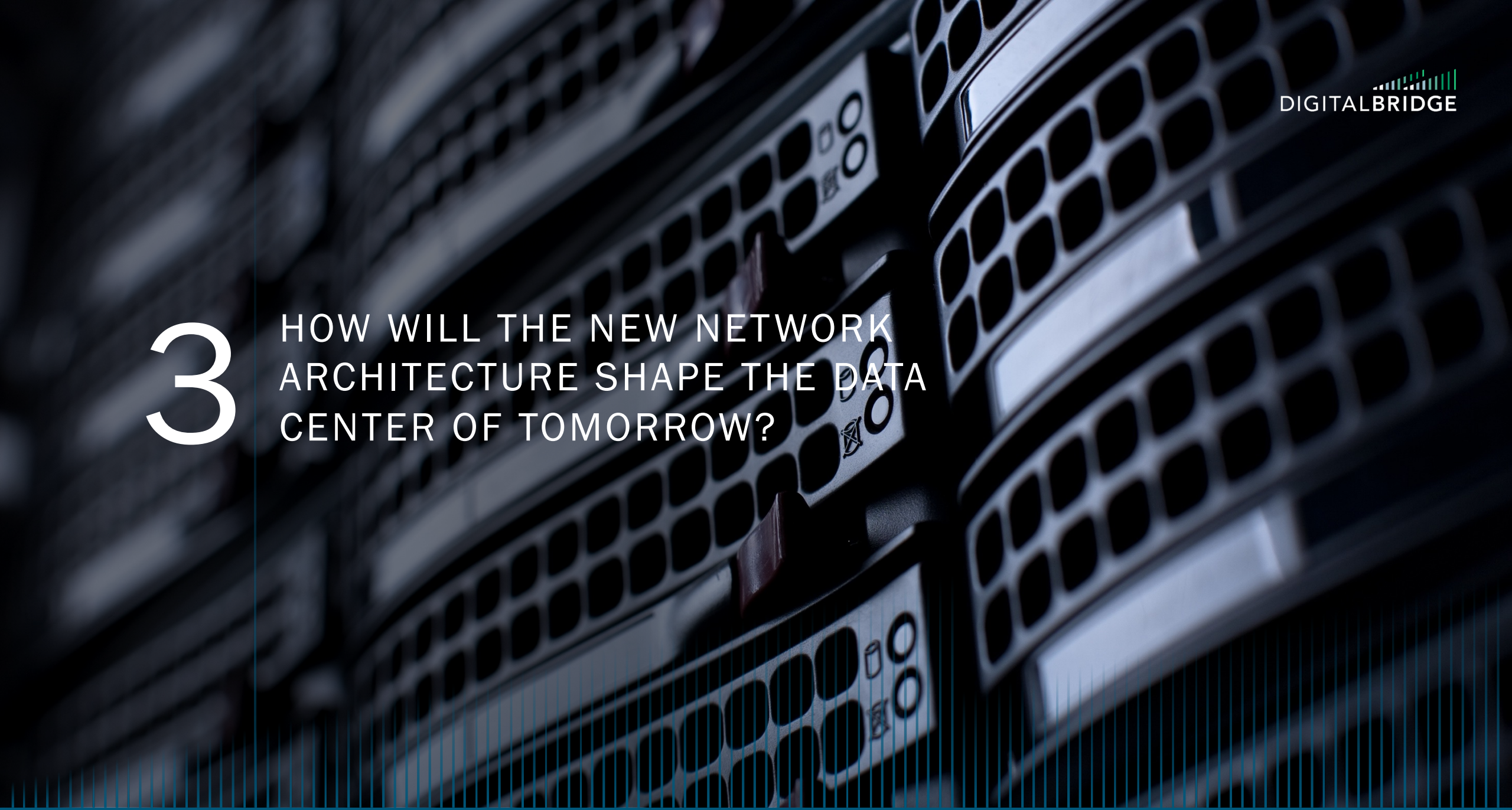
Source: Cisco Report

EDGE

1.6M Servers Move to the Edge – 10% of Cloud Workload



Source: State of the Edge, Cowen and Company



3 HOW WILL THE NEW NETWORK ARCHITECTURE SHAPE THE DATA CENTER OF TOMORROW?

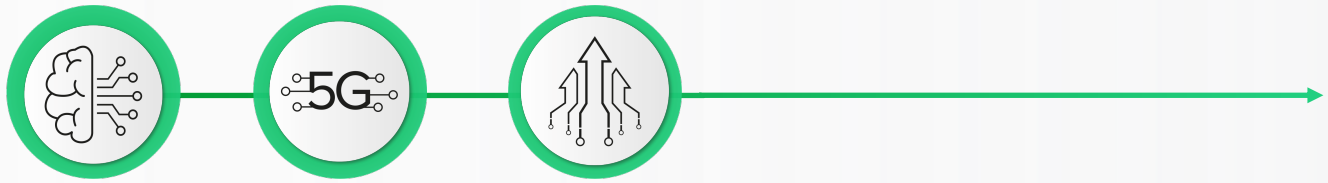
GROWTH IN IOT DEVICES GENERATE MORE DATA

Network demands will shift through 2030, as the proliferation of IoT devices helps move compute and applications to the Edge of the network

Exponential Growth in New & Emerging Use Cases… IOT Connected Devices

- The next users of cloud-scale compute are machines, not people…
- 500 Billion connected devices by 2030, in 8 short years

IoT Empowered by three key technologies:

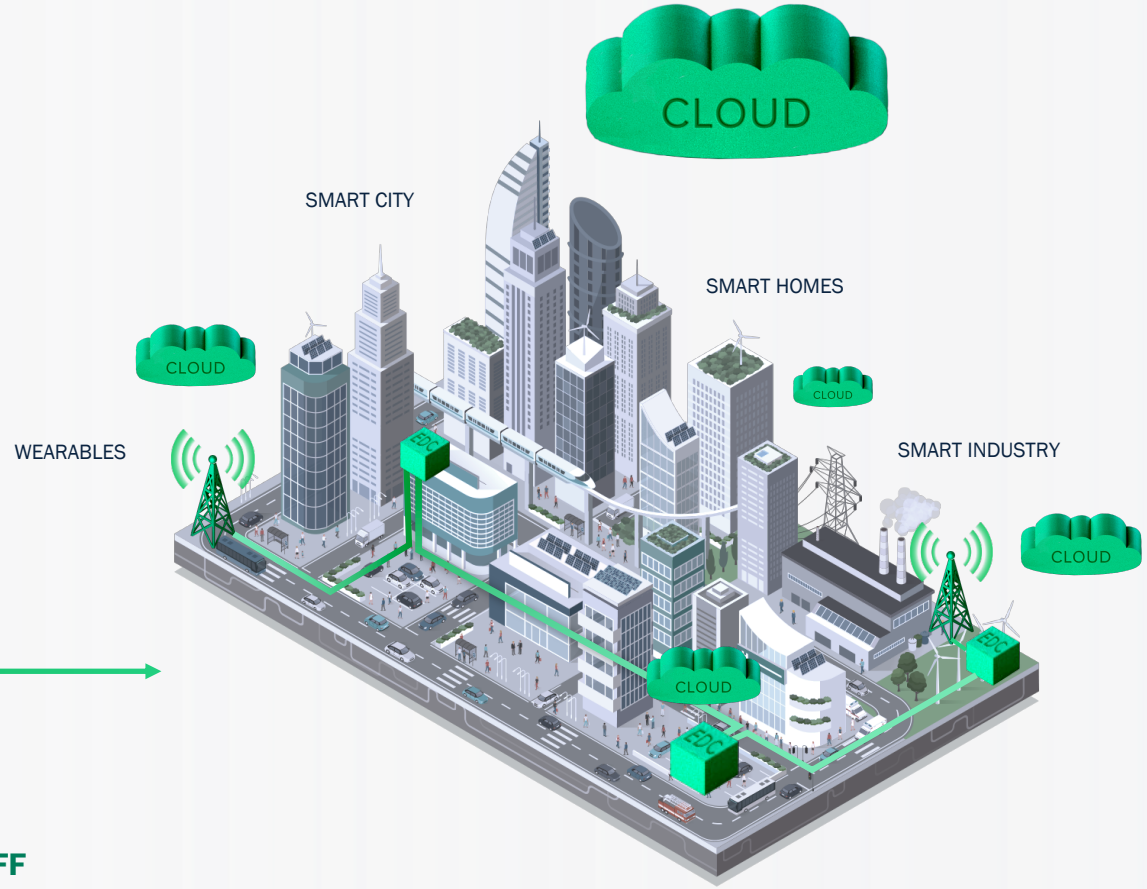


ARTIFICIAL INTELLIGENCE

5G NETWORKS

BIG DATA

SECULAR IOT USE CASES ENABLED BY 5G SET TO TAKEOFF

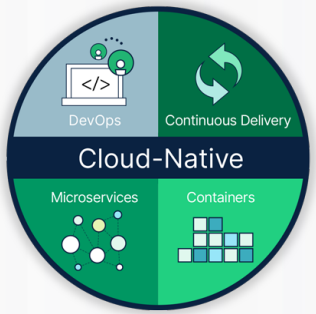


DATA GROWTH REQUIRES… NEW APPLICATION ARCHITECTURES; HENCE, MORE NETWORK TRAFFIC

The EDGE is where Cloud and Mobility collide. Networks and the way customers are deploying infrastructure is evolving

FUTURE DRIVERS OF NETWORK REQUIREMENTS:

1. **New application architectures** → from monolithic to cloud native apps using microservices (currently generating east-west traffic is driven by M2M)
   - Using containers & serverless



2. **Evolution of AI and machine learning**
3. **Evolution of compute and disaggregated storage**
   - (accelerators like NIC's)
4. **Size and scale** → require telemetry and automation
5. **Focus on power** → focus on carbon neutral

IMPLICATIONS:

1. **More data movement**
2. **Network needs to provide higher performance**
   - + Bandwidth
   - Lower latency for compute storage and AI
   - Highly resilient
   - Power efficient networking

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MOBILITY + **CLOUD**

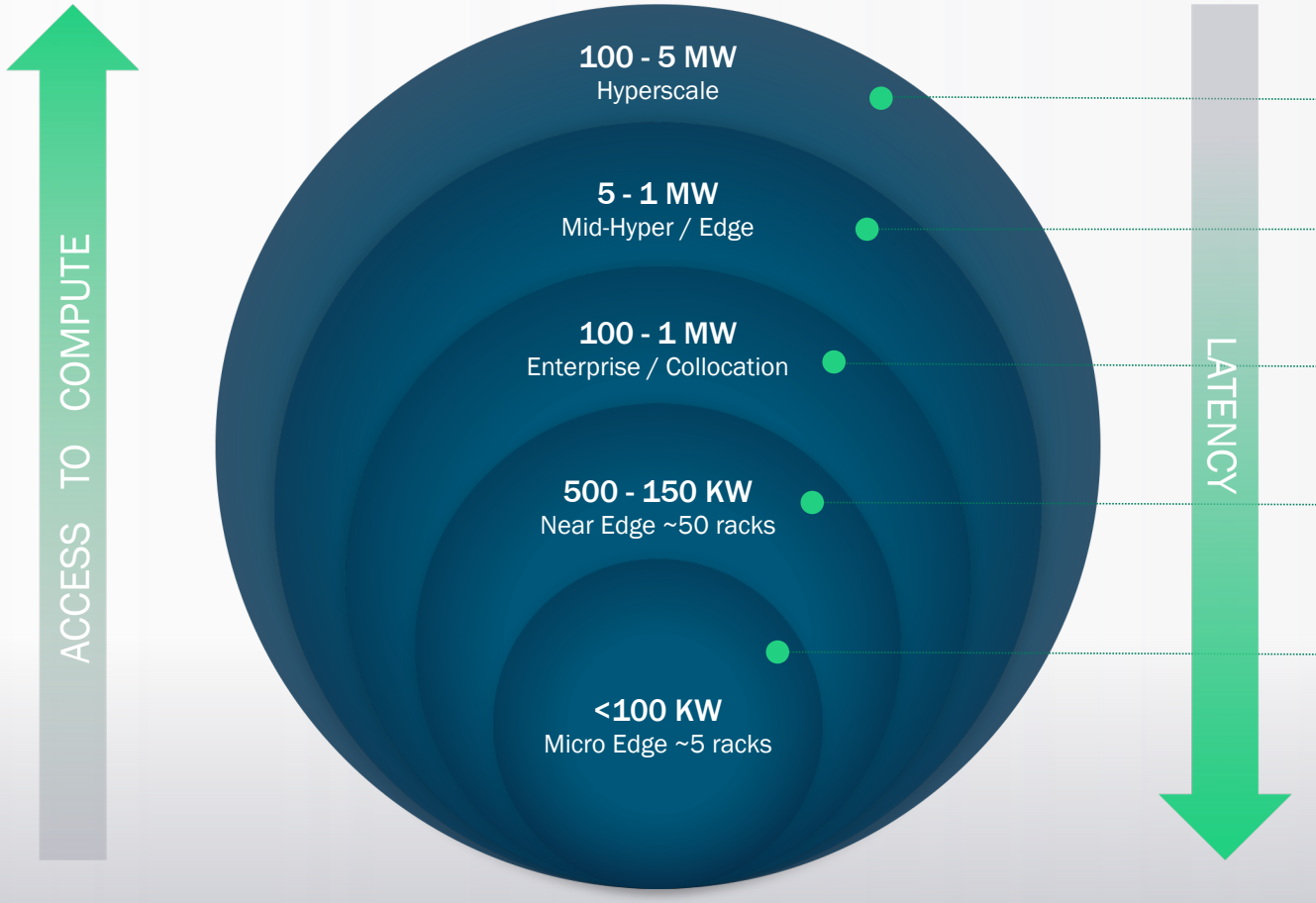
verticalbridge, mtp, VANTAGE TOWERS, zayo, aptum, edgepoint, DIGITA, boingo, atp, exlenet, DATABANK, SCALA, VANTAGE, Wildstone, FreshWave, HIGHLINE, beanfield, VANTAGE, VANTAGE, VANTAGE, AtlasEdge

We expect overlapping demand driven by 5G/telco/edge/cloud to result in synergistic value at "the edge" among towers, data centers, optical fiber, and small cells that likely will result in the creation of large infrastructure conglomerates that will provide digital infrastructure services

THE EDGE INFRASTRUCTURE

NEXT-GENERATION NETWORKS

DIGITALBRIDGE NETWORK ORCHESTRATION



Tier 1 Markets

Secondary – Tertiary Markets

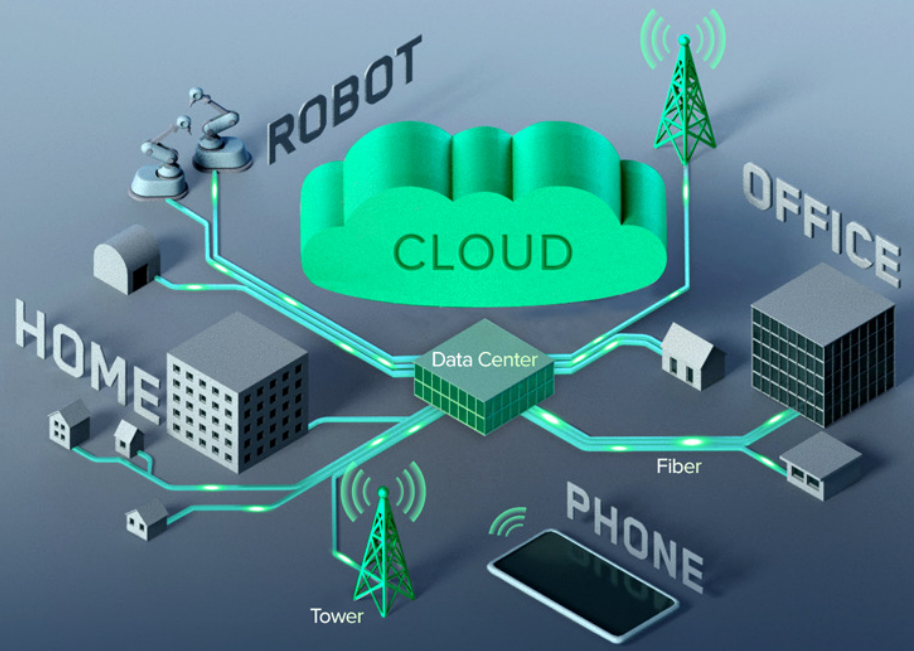
Traditional Market - Collocation

Access Edge Market

Local Market -
IoT Edge, On Prem Edge, Tower Edge

THE EDGE INFRASTRUCTURE

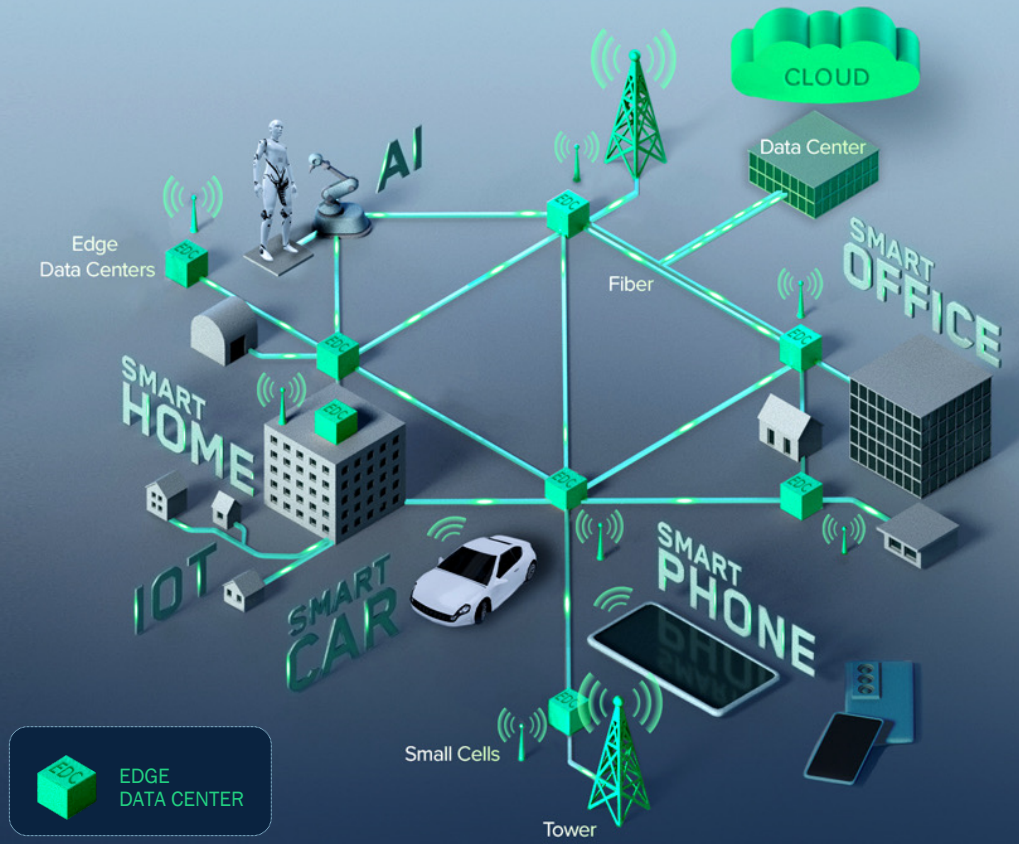
CURRENT NETWORKS



In LTE today, average experienced latency is 50-100 ms

NEXT -GENERATION NETWORKS

EDGE AND MICRO DATA CENTERS (EDGE)



5G wireless networks can achieve latency of 2-3ms before transport. Decreasing transport latency requires moving the core **compute and cloud interface closer to the customer.**

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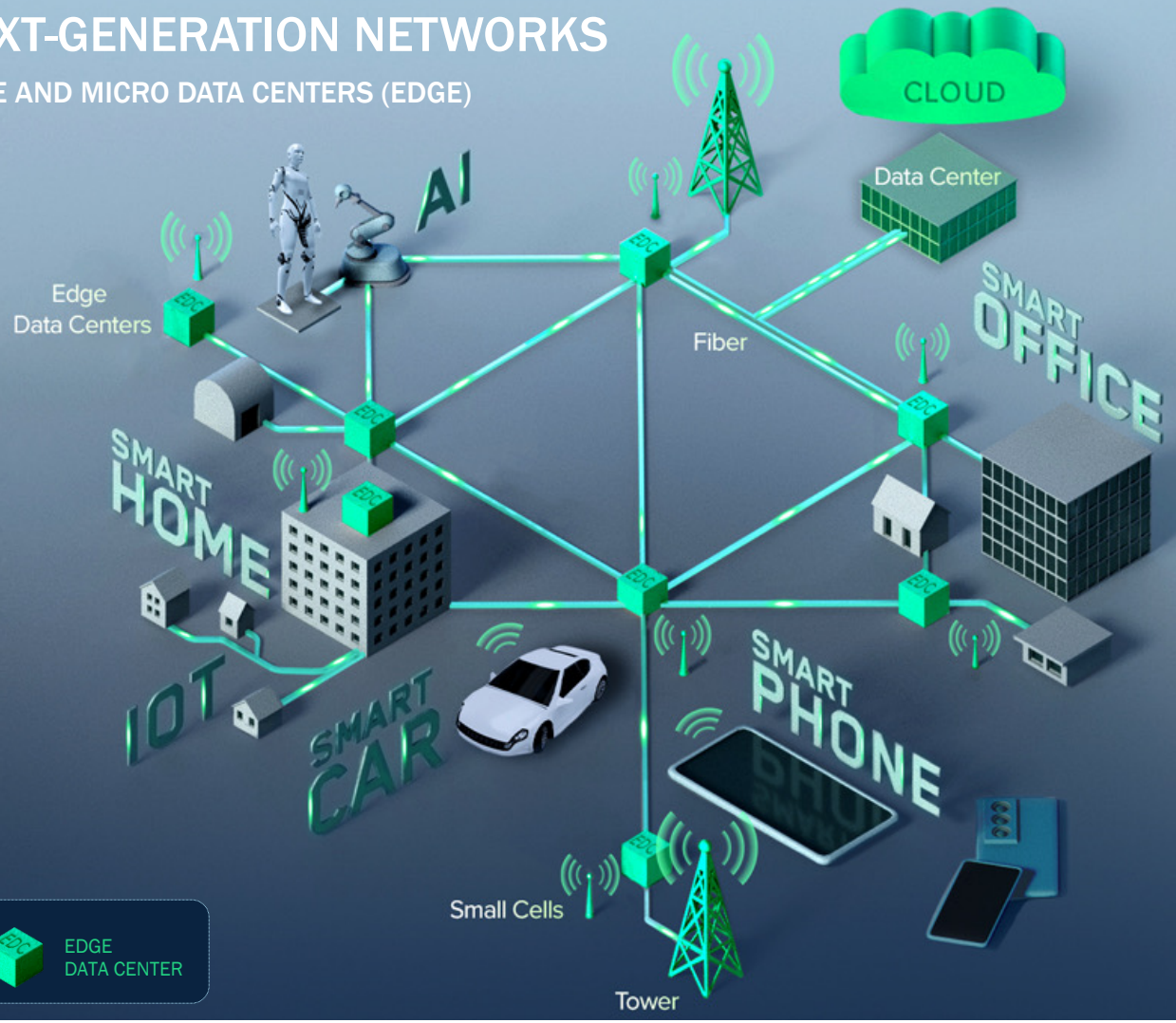
THE EDGE INFRASTRUCTURE

NEXT-GENERATION NETWORKS

EDGE AND MICRO DATA CENTERS (EDGE)



Data Centers:

VANTAGE DATA CENTERS · SCALA DATA CENTERS — *Core*

DATABANK · AtlasEdge DATA CENTRES — *Hub & Access Edge*

Fiber:

zayo

IoT Edge, On Prem Edge, Tower Edge:

boingo · verticalbridge

NETWORK ORCHESTRATION — DIGITALBRIDGE

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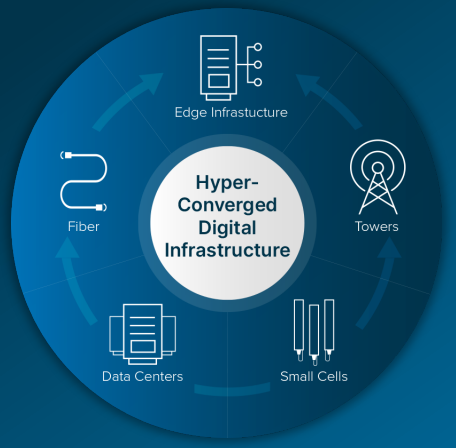

Edge Infrastructure

Hyper-Converged Digital Infrastructure

vertical bridge · exteNet SYSTEMS · DIGITA · edgepoint Infrastructure · mtp · Wildstone · zayo · VANTAGE TOWERS · HIGHLINE · DATABANK · SCALA DATA CENTERS · AtlasEdge · aptum · FreshWave · boingo · LANDMARK DIVIDEND · atp · beanfield METROCONNECT · VANTAGE DATA CENTERS EUROPE · VANTAGE DATA CENTERS NORTH AMERICA · VANTAGE DATA CENTERS SEC · VANTAGE DATA CENTERS APAC

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