
GLOSSARY

The following is a glossary of certain terms used in this prospectus in connection with us and/or our business. As such, these terms and their meanings may not correspond to standard industry meanings or usage of these terms.

“area committed”	part of our area in service which is committed to customers pursuant to customer agreements remaining in effect
“area held for future development”	the estimated net floor area that we have secured for potential future development by different means, including greenfield and brownfield land which we have acquired or which we expect to acquire pursuant to binding framework agreements with local governments, building shells which we have purpose-built on land which we own, and existing buildings for which we have entered into agreements in connection with their acquisition or lease with the intention of converting or redeveloping into data centers, but which are not actively under construction
“area in service”	the entire net floor area of data centers (or phases of data centers) which are ready for service
“area pre-committed”	part of our area under construction which is pre-committed to customers pursuant to customer agreements remaining in effect
“area under construction”	the entire net floor area of data centers (or phases of data centers) which are actively under construction and have not yet reached the stage of being ready for service
“area utilized”	part of our area in service that is committed to customers and revenue generating pursuant to the terms of customer agreements remaining in effect
“carrier-neutral” or “cloud-neutral”	data centers that are not owned, operated, or tied to any one network or cloud service provider, respectively
“commitment rate”	the ratio of area committed to area in service
“gross floor area”	either the total internal area of buildings which we own, or to the total area under lease with respect to buildings which we lease

GLOSSARY

“joint venture data centers”	data centers that we build-to-suit and operate for strategic customers and in which, on completion, we intend to sell an equity interest to our joint venture partner, GIC
“move-in period”	the period commencing when part of the area committed under a particular customer agreement becomes area utilized and ending when all of the area committed under such customer agreement becomes area utilized in accordance with the terms of such customer agreement remaining in effect
“net floor area”	the total internal area of the computer rooms within each data center where customers can house, power and cool their computer systems and networking equipment
“pre-commitment rate”	the ratio of area pre-committed to area under construction
“PUE”	power usage effectiveness
“PUE ratio”	power usage effectiveness ratio, a metric used to determine the energy efficiency of a data center; it is determined by dividing the total amount of power consumed by the data center by the total amount of power consumed directly by customers to operate their IT systems housed in the data center
“ready for service”	facilities which have passed commissioning and testing, obtained government approvals for operation, and contain one or more computer rooms fully equipped and fitted out ready for utilization by customers
“self-developed data centers”	data centers operated by us that we either purpose-build from the ground up, develop from building shells purpose-built for us, convert from existing buildings, or acquire, excluding joint venture data centers
“sqm”	square meters
“third-party data centers”	data center net floor area operated by us that we lease on a wholesale basis from other data center providers and use to provide data center services to our customers

GLOSSARY

“Tier 1 markets”	the areas in and around the cities of Shanghai, Beijing, Shenzhen, Guangzhou, Hong Kong, Chengdu and Chongqing
“total area committed”	the sum of area committed and area pre-committed
“utilization rate”	the ratio of area utilized to area in service
“VATS”	value-added telecommunications services