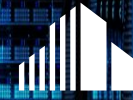


DATA CENTRE MARKETBEAT

Autumn 2019



CUSHMAN & WAKEFIELD

FRANKFURT

MARKET OVERVIEW

Frankfurt has enjoyed another strong several months throughout 2019, continuing its role as the largest continental data centre market by size and third largest in Europe by power behind Amsterdam. While London has Brexit-related questions and Amsterdam has a temporary hold on further data centre development, Frankfurt continues ahead with a variety of projects, as operators seek to find remaining sites appropriate for larger builds. As in the other FLAP-D markets, power can be difficult to arrange for all builds and on-site substation construction is suggested to eliminate transformer costs.

As mid- and large-size German enterprises migrate to the public cloud, Frankfurt will feature as a prime breakout market thanks to the sophisticated local financial sector and the critical DE-CIX internet exchange. Multiple networking and cloud services firms announced new deployments or initial market entry throughout 2019, with all focused on utilizing Frankfurt to access the entire continent.

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“Frankfurt has a positive outlook, with the largest global REITs investing in new development and the cloud services ecosystem growing rapidly.”

Recent changes to the operator ecosystem across Europe have also changed the Frankfurt landscape, with the €900 million GIC-Equinix xScale joint venture that closed in October leading to a new campus in market. GIC will hold 80% of the venture, and FR9x is now under construction with a 10 MW first phase, with plans for another 8 MW at a later date. Future development will include a secondary Frankfurt campus elsewhere.

The €7.6 billion buyout offer of Interxion by Digital Realty made global news, and Frankfurt will become a key market for the combined entity with a platform spanning 90 MW of available capacity. Digital Realty was already interested in further local expansion, acquiring a large site in July in Hattersheim am Main. Both companies plan on completing projects currently underway throughout Frankfurt, with the DE-CIX exchange and the large number of carriers cited as reasons for local interest.



UNDER CONSTRUCTION

94 MW

ECOSYSTEM DEVELOPMENTS

- **Hurricane Electric** has added another point of presence (PoP) in Frankfurt, with the fifth local point at the e-shelter Frankfurt 1 data centre. The PoP enables greater connectivity options and provides access to the Hurricane global network.
- The **maincubes** FRA01 data centre became the latest DE-CIX enabled site in Frankfurt, adding the 32nd location in market. Deployment at maincubes will allow for further interconnection services and greater redundancy. maincubes FRA01 also became home to a new PoP for CDN77, with the content delivery network looking to expand further throughout Europe.
- In other **DE-CIX** related news, the company upgraded all local infrastructure to prepare for new port technology throughout the remainder of 2019.
- **NetActuate** has a new suite of colocation and other services at their Frankfurt data centre, including connectivity to internet exchanges in Switzerland, Sweden, and the Czech Republic.
- **Gotransverse** has opened a new data centre in Frankfurt, with the billing platform growing their local client base within GDPR privacy regulations.
- **Hivelocity** unveiled their first location outside the US, launching infrastructure services in Frankfurt in summer.
- **Microsoft** announced a new Azure Edge location in Frankfurt, with the market joining Munich, Dusseldorf, and 28 other global locations either coming online shortly or in the future. The changes should improve latency and allow for easier customer deployment.

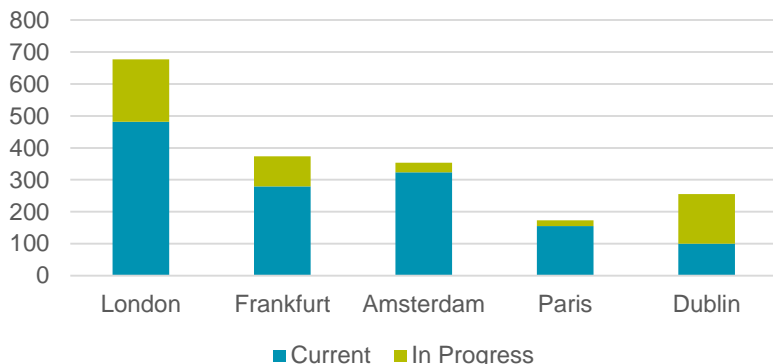
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FRANKFURT

FLAP-D Markets by Power (MW)



“Frankfurt has 94 MW currently expected to complete before the end of 2021, with nearly 40 MW under serious planning thereafter.”

While London and Dublin have greater power under construction, Frankfurt has more in progress than Amsterdam and Paris combined. Once current projects are complete, Frankfurt could nose ahead to be the second largest market in space and power in Europe.

RECENT SITE SALES

PROPERTY	SIZE (SQM)	SALE DATE	SALE PRICE (EUR)	BUYER	SELLER
Im Kastengrund 1, Hattersheim am Main	137,000	Jul-19	€57,000,000	Digital Realty	Main-Taunus-Kreis Pension Fund

CONSTRUCTION UPDATE

OPERATOR	LOCATION	SIZE (SQM)	POWER (MW)	STAGE / EST. DELIVERY
Global Switch	Frankfurt North	10,963	14	Completed / Q4 2019
	FR2 VI-B	3,883	10 (est)	Under Construction / Q4 2019
Equinix	FR5 IV	618	2 (est)	Under Construction / Q4 2019
	FR9x I	3,216	10	Under Construction / Q3 2020
Interxion	FRA14 Phase 1-2	4,800	6 (est)	Under Construction / Q4 2019
	FRA15 Phase 1-4	9,600	12 (est)	Under Construction / Q3 2021
CyrusOne	Frankfurt III	11,500	22	Under Construction / Q2 2020
Digital Realty	Frankfurt	22,326	19	Under Construction / Q3 2020
Colt Data Centres	West Frankfurt	8,000	12.5	Under Construction / Q4 2020
Iron Mountain	Frankfurt	40,000	27	In Planning
maincubes	FRA02	8,500	12 (est)	In Planning

MORE INFORMATION:

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GLOBAL DATA CENTER ADVISORY GROUP

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