Sustainability

What is it?

Q4 2020

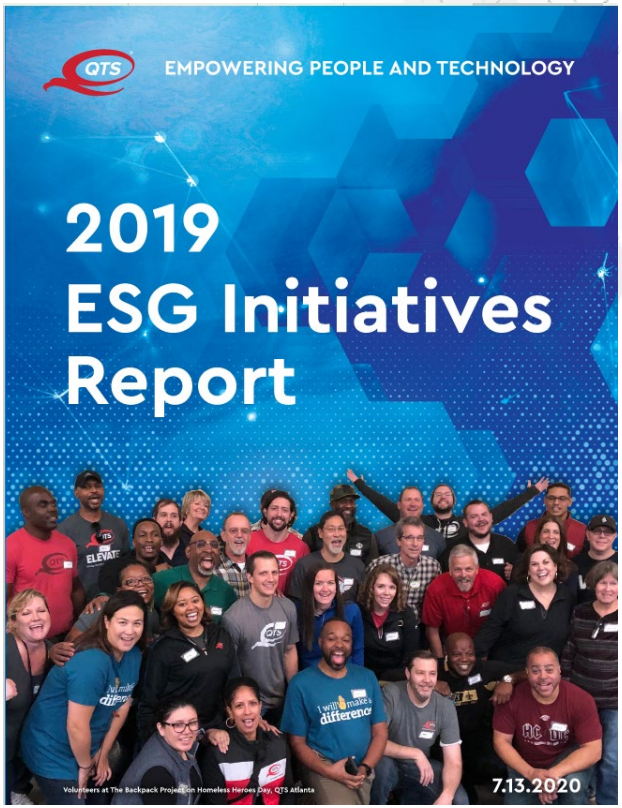
What is Sustainability?

What is Sustainability to QTS?

QTS believes that a successful company is based on higher principles than just profit alone.

- We have a Purpose-driven spirit that includes integrity, character and trust
- We have an obligation to
  - The communities in which we operate
  - The people who do the hard work of the company every day.

We can create value for investors and benefit society at the same time



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The ESG Strategy – Three Pillars

Create value for investors and benefit society at the same time.

Environmental	Social	Governance
Our influence and impact on the environment	*Our relationships with employees and communities*	*Our internal affairs and relationships with shareholders*
Energy	Health, Safety, Wellness	Accurate and transparent accounting
Water	Diversity, work-life balance, empowerment	Ethical business practices
Waste	Community engagement, philanthropy, volunteerism	Board and management structures

Global Impact of Data Centers

On Our Environment

3%
Global Power Consumption

More than the entire UK

2%
Greenhouse Emissions

Equivalent to the Airline industry

Source: Supermicro, Data Centers & The Environment, 2018 (N=1,200)

ESG Goals

- **Procure** 100% of our power from renewable sources by 2025
- **Pursue** Green Building certification in 90% of QTS facilities by 2025

✓ **Conserve** at least 15M gallons of water annually

✓ **Install** EV charging stations at 75% of QTS facilities by 2025

✓ **Recycle** 90% of operational waste by 2025

✓ **Report to** CDP, EcoVadis, EPA Green Power Partnership, RE100, GRESB

Renewable Strategy

Align with influential Organizations

Cost effective & Impactful

- Renewable Energy Buyers Alliance
  - Platinum Member
  - Policy Committee
- RE100
  - Member #188 Globally
- Data Center Coalition
  - Energy Committee
- Colocation and Cloud Buyers Principles

Project Specific Commodity Hedge Renewables

Recently Recognized by EPA for Leadership Award

- Citi finances project and offtakes power & REC's
  - Significant leverage on the project owner
  - Citi sells wholesale output of the project to 5-20 customers
- Calpine sits between Citi and QTS to retail the power & REC's
- Even with markups, the low basis allows for lower cost power to QTS

QTS Customers Get:

- 10 year energy price certainty
- Specific source, local project renewables
- No Basis risk – power settles at major hubs
- Flexible volumes
- Pricing that is on par or lower than conventional brown power

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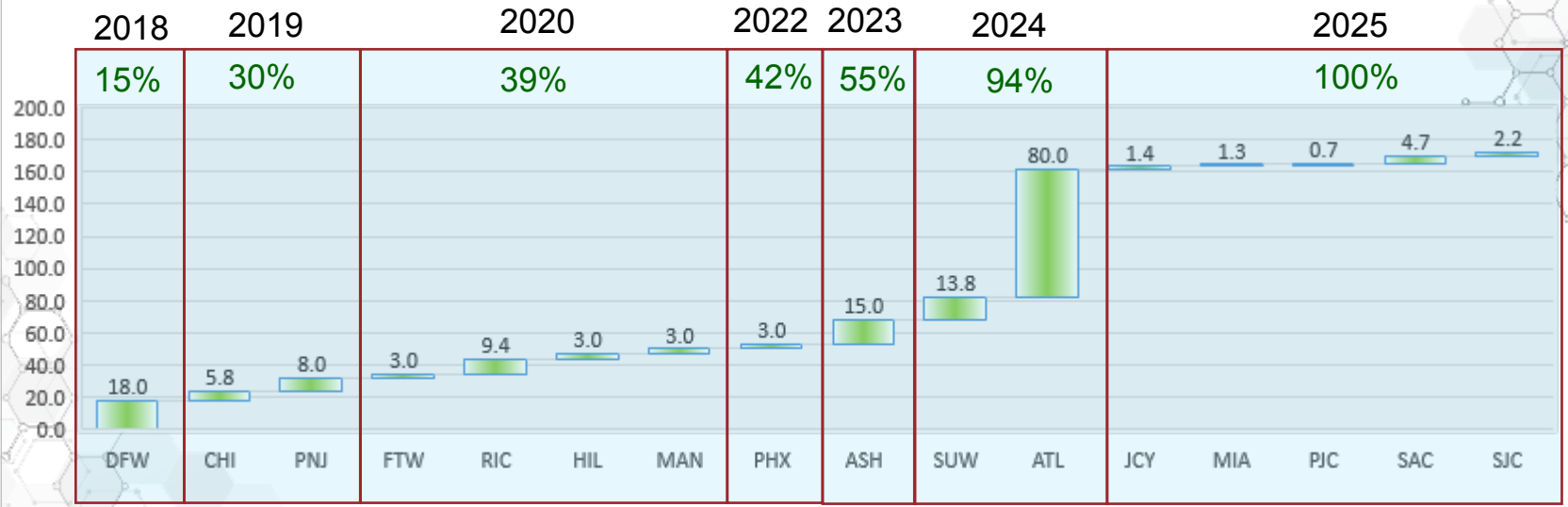
QTS 100% Renewables Plan

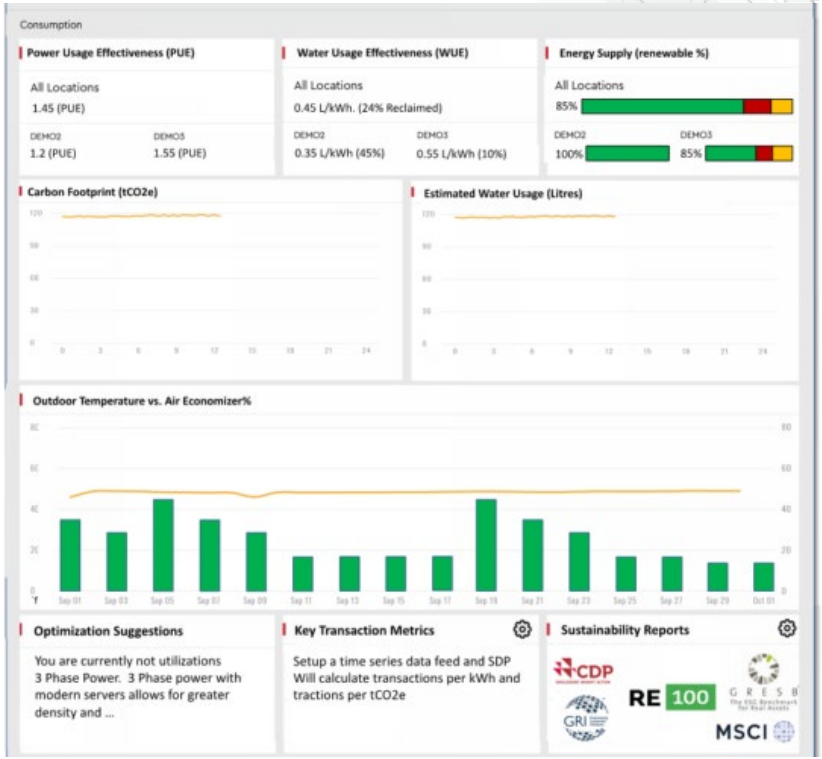


SDP and Sustainability

Show customers their sustainability Story

- 2020 Dashboard Widgets
  - PUE, WUE, Renewables
  - Carbon Footprint, Water Usage
  - Real time metrics where available

One Click Customer Specific Publishable Data	
CDP	EcoVadis
RE100	MSCI
GRESB	EPA GPP



1.3B Pounds of building material reused

- Converting underutilized, infrastructure-rich properties into cutting-edge facilities
- Saved 628,000 MHW of electricity from not having to re-make the building materials
- Saved 538,000 Gallons of diesel fuel burn from dump trucks

Richmond

Low cost basis, infrastructure rich asset that we converted to a LEED Gold facility.

275M lbs in building recycling

Atlanta

Sears grew the former warehouse to 1M sq ft - We use that huge roof for water reclamation

593M lbs in building recycling

Chicago

Redevelopment of Chicago Sun Times printing facility

99M lbs in building recycling

Irving

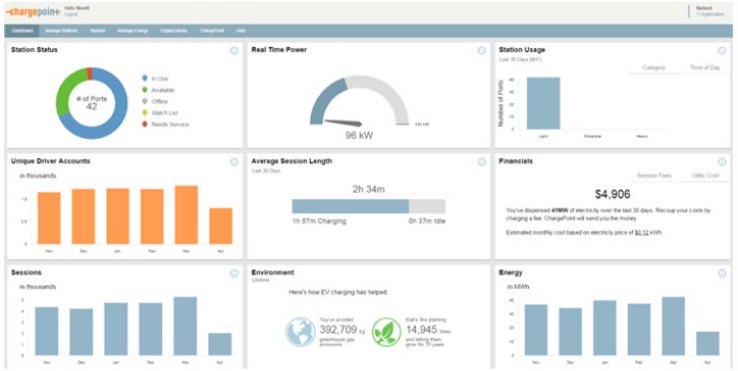
RIC was such a success that we did it again with this former semiconductor plant

309M lbs in building recycling

EV Charging Stations

Pipeline Project - Differentiator

- Currently have - ATL, ASH, IAD, SUW, CHI, DFW, FTW, PJC, GRO, and EEM
- Targeting RIC Next (2020)
- 1st 3 hours are free, then pass through of very low cost electricity
- Available to all employees, customers, and visitors
- Collecting data to use in our next ESG report



Grow with QTS

Active Project - Differentiator

- Partner with American Forests
- Plant 1 tree per month for every 100KW that a customer signs with us
- Contractual language has been inserted into new contracts
- Program includes existing contracts
- ¼ ton CO_2 offset per tree
- Currently planting 10's of thousands of trees every year

HumanKind Program

Community Impact - Differentiator

Partnership with World Vision

For every **12MW** or larger deal, we will build a water well in a developing country on your behalf

For every **100KW***, we will provide 3 people with clean water for the life of your contract

* Retroactive full customer portfolio coverage

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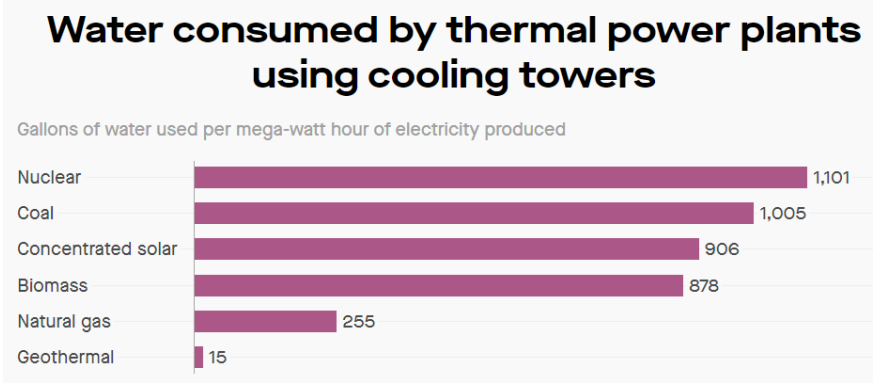
Water FREEdom

True Water-Free Data Center

- The QTS Freedom design includes water free cooling systems
  - No cooling towers required
- Conventional power plants are not… so the data center is still responsible for enormous volumes of water consumption.
- We pair the Freedom design with Solar or Wind power to create a truly water free data center design



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9 ESG Awards won in 2019 - 2020

- *GRESB* - **#1 in global data centers - 2018**
- *EPA Green Power Partnership* - **#12 in Tech and Telecom – 2020, Green Power Leadership Award winner - 2020**
- *World Finance Magazine* - **The most sustainable global DC – 2019, 2020**
- *Business Intelligence Group* - **Most Sustainable company – 2019**
- *Data Economy Magazine* - **Climate 50 - The World's Top Most Influential Climate Leaders In Data Centers And Cloud 2019**
- *SEAL* - **2019 SEAL Business Sustainability Award**
- *DOD* - **Patriot ESGR Award** - Presented to Jana Moore. Complete/Won
- *DOD* - **Seven Seals ESGR Award** – Presented to Chad Williams
- *DOD* - **Above & Beyond ESGR** – Presented to Chad Williams

What's Next?

- Personal Consumer Data Usage
  - Most people do not understand the infrastructure behind the cloud
  - Data Centers are massive buildings that use as much power as a small city
  - Every time you touch your phone, upload pictures, watch a video, you are creating a personal carbon footprint
- Human side of ESG – Corporates need to be good to our communities
- Transparency to Investors – Standard format reporting
- Scope 1,2,3 water consumption
  - Water we use onsite (Scope 1)
  - Water used by our utilities (Scope 2)
  - Water used by our suppliers (Scope 3)