



# Q4 FY26 Presentation

DXN Limited (ASX:DXN)  
29 July 2026



# A leading provider of prefabricated modular data centre solutions

**DXN is a vertically integrated manufacturer and operator of a modular data centre. DXN designs, engineers, manufactures, deploys, operates, and maintains high-quality modular data centres across three core markets.**

## Modular Division



**Projects based business incorporating the design, engineering, manufacturing, and deployment of prefabricated data centres globally. Offers customers a relatively lower investment alternative which is flexible and scalable**

~73% of FY26 revenue

## Data Centre Operations



**Owns, operates and maintains critical data centre infrastructure in Darwin with 75 racks**

23% of FY26 revenue<sup>1</sup>

## Data Centre as a Service (DCaaS)



**Capital light, facility as a service model including design, engineering and deployment of data centres and ground stations**

4% of FY26 revenue

# Leveraged to growing critical infrastructure market segments

## EDGE Market Segments<sup>1</sup>

### 1. Cable and Satellite Landing Stations



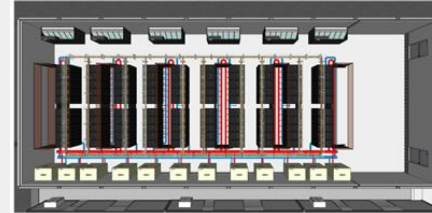
30kw to 2MW

### 2. Mining Modules



100 to 500kW Modules

### 3. Edge Data Centres



50kw to 10MW multi module edge sites (AI HPC Modules, Edge Colo DC's)

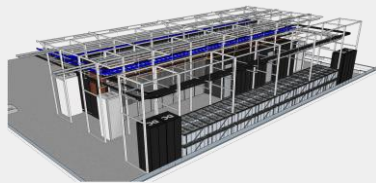
### 4. Defence & Government



Portable Data Centres

## Hyperscale Market Segments

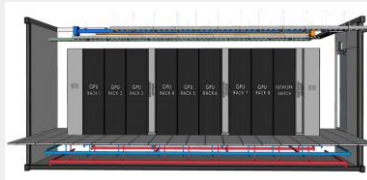
### 5. Hyperscale Data Hall Super-Structures



**(DXN StructCoreHAC)<sup>2</sup>**

100MW to 1GW Data Centres

### 6. Inference AI sites



HPC modules for AI inference

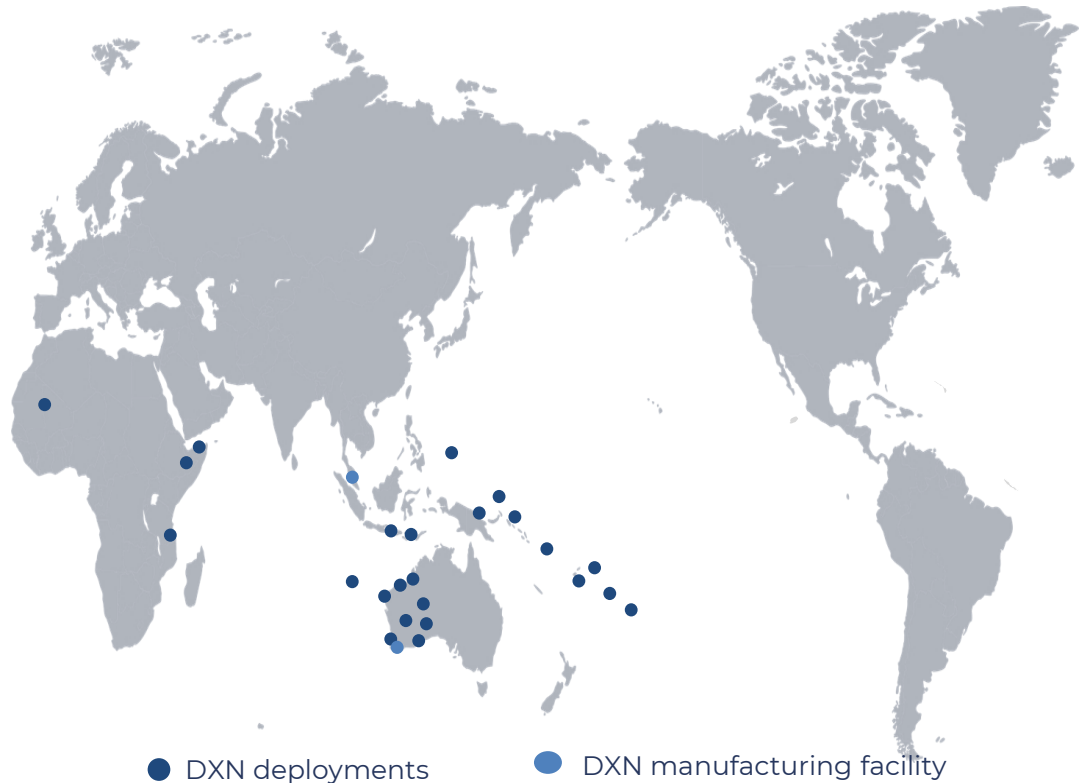
### 7. Critical Support Infrastructure Rooms for Hyperscalers



Power Train Units (PTU's), Chiller rooms, Pump Rooms

# Regional leader in prefabricated & critical infrastructure builds

Established in 2010 with  
prefabrication focused projects,  
starting in 2020



- Trusted technical advisor with market-leading innovation, consistently exceeding customer expectations
- End-to-end capability from design to delivery
- Ability to deliver high-quality bespoke digital infrastructure that meets, clients changing and growing demands
- Demonstrated track record of supporting mission-critical environments
- Quicker to manufacture than traditional brick and mortar data centres
- Reduces end customer cost and time to build



**~100**  
Modular DC's  
delivered



**~80%**  
Capacity  
utilisation (FY26)



**4,200m<sup>2</sup>**  
Facility size



**37**  
Unique  
customers



**\$3.3m**  
FY26 Avg.  
contract value

# The industry is facing critical problems that DXN's solution addresses

Prefabrication of data centers is not a new phenomena however the supply challenges facing the industry are driving a dramatic shift towards prefabrication in order to meet demand

## AI Industry Challenges

|                                             |                                                                                                                                                                                  |
|---------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Long lead times</b>                      | <ul style="list-style-type: none"><li>Customers facing delays in site readiness, driven by skilled labour shortages, equipment shortages and permitting delays</li></ul>         |
| <b>Complexity of hardware</b>               | <ul style="list-style-type: none"><li>Product driven innovation continues to accelerate. Chip hardware, cooling technology and power density all continue to advance</li></ul>   |
| <b>Bespoke requirements</b>                 | <ul style="list-style-type: none"><li>Hyperscalers and neocloud providers are increasingly requiring bespoke solutions.</li></ul>                                                |
| <b>Lack of expertise in pre-fabrication</b> | <ul style="list-style-type: none"><li>Prefabrication is not a new phenomena, however few have the expertise and track record to give customers confidence in execution</li></ul> |



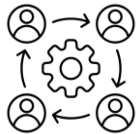
## DXN's Solution

|                         |                                                                                                                                                                                                                                                                                                             |
|-------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Speed to market</b>  | <ul style="list-style-type: none"><li>DXN can deliver their modular solution to customers in a matter of months, not years</li></ul>                                                                                                                                                                        |
| <b>Product agnostic</b> | <ul style="list-style-type: none"><li>DXN has relationships and experience handling components from the major suppliers in industry</li><li>DXN keeps updating its module designs and innovating as new products come to market. I.e., the AI HPC modules to address changing market requirements</li></ul> |
| <b>Custom Build</b>     | <ul style="list-style-type: none"><li>Ability to work with the customer during the initial scoping and guide the customer to their desired solution</li></ul>                                                                                                                                               |
| <b>Track Record</b>     | <ul style="list-style-type: none"><li>A strong reputation built over years: a new AI-native modular DC startup doesn't have that reputation.</li><li>DXN's competitive edge is a combination of hardware and technical scoping expertise</li></ul>                                                          |

# What does this mean for DXN?

The shift in both industry demand and the supply response has driven a step change in DXN's business model

## Increased collaboration with customers



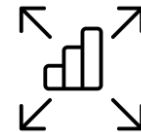
- DXN is increasingly being engaged in early scoping works with customers
- DXN is co-designing alongside customers increasing the likelihood of ultimate contract win and reducing the execution risk
- DXN is increasingly working with senior C suite executives of customers, as securing AI compute becomes the number one strategic imperative for customers

## Increased contract value



- Bespoke, increasingly complex and larger compute requirements is driving a step change in the size of works that DXN is scoping for potential customers
- Scoping of bespoke works also increases strength of partnership alongside key customers – which could unlock future repeat work

## Benefits of scale

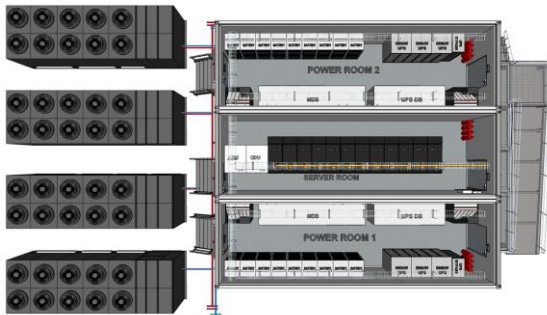


- Customer led demand has given business confidence to execute on expansion plans into Malaysia.
- Technical expertise gained through delivery of bespoke solutions drives scale benefits through the organisation
- Higher volume and value contracts enabled operational efficiencies in production

# DXN's AI HPC modules

## A next-generation modular approach to high-density, mission-critical AI infrastructure

- Provides customers with a fully integrated, factory-built AI ready module
- Replaces traditional bespoke construction with a fully productised, factory-built data centre
- Enables customers to scale seamlessly as demand grows without prolonged build cycles
- Supports up to 150kW per rack for GPU-intensive AI workloads, with 80–90% direct-to-chip liquid cooling delivering significant efficiency gains over air-only systems
- Available in 1MW and 2MW all-in-one modules, with a scalable architecture that expands in 10–20MW clusters
- Power, cooling, fire suppression, piping, and all mechanical systems are pre-installed and factory-tested, arriving on site QA-certified and ready for service
- Vendor-agnostic design integrates advanced cooling, redundant power, and IT infrastructure within each module, providing hardware deployment flexibility across geographies and customer segments



### Measurable benefits



**Parallel factory + site construction cuts delivery to 6 months (2MW) or 8 months (10MW cluster)**



**Shorter build duration, lower site overheads and greater cost predictability vs. traditional construction**



**95% factory-built, reducing on-site labour, rework, and commissioning risk**



**Direct-to-chip liquid cooling enables ultra-high density AI workloads at scale**



**Phased cluster expansion reduces upfront capital commitment and demand risk for customers**

# Maiden AI/HPC customer

| Item                               | Description                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Scope of contract</b>           | <ul style="list-style-type: none"><li>• <b>Proof of concept</b> : 1.4MW critical IT module based on NVIDIA GB300, targeted for the customer's Site #1</li><li>• <b>Phase 1</b>: build-out at Site #2</li><li>• <b>Phase 2</b>: expansion at Site #2</li><li>• Phase 1 / 2 subject to successful proof of concept delivery</li></ul>                                                                    | <b>Project updates</b> <ul style="list-style-type: none"><li>• Manufacturing commenced at DXN's Welshpool, WA facility</li><li>• The AI module design for both phase 1 and phase 2 is close to completion.</li><li>• Expectation to head into full production of the Phase 1 AI modules in early Q1 FY27</li><li>• The design of the customers module is standardised for volume manufacturing for the future phases.</li><li>• Commissioning at the customer's US mainland site is targeted within approximately six months of contract signing (circa February 2027).</li></ul> |
| <b>Why they chose DXN</b>          | <ul style="list-style-type: none"><li>• <b>Speed-to-delivery</b>: critical IT online materially faster than a stick-built path</li><li>• <b>Modular high-density</b> design fits the customer's need for flexibility while still allowing a cookie cutter approach for the AI modules and Power modules.</li><li>• Proven GB300 thermal envelope <b>de-risks next-gen NVIDIA integration</b></li></ul> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| <b>Pathway to first deployment</b> | <ul style="list-style-type: none"><li>• <b>POC launch-ready</b>; Purchase order to follow cost &amp; lead-time confirmation</li><li>• <b>~AUD\$8.8m contract value</b></li><li>• Proof of concept anchors a <b>follow-on opportunity of US\$200m</b></li></ul>                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |



**Q4 FY26 Update**



# Q4 FY26 Financials



**\$4.3 million**

Q4 FY26 Revenue



**\$11.0 million**

Cash balance as at  
30 June 26



**\$23.5 million**

Total Backlog<sup>1</sup>

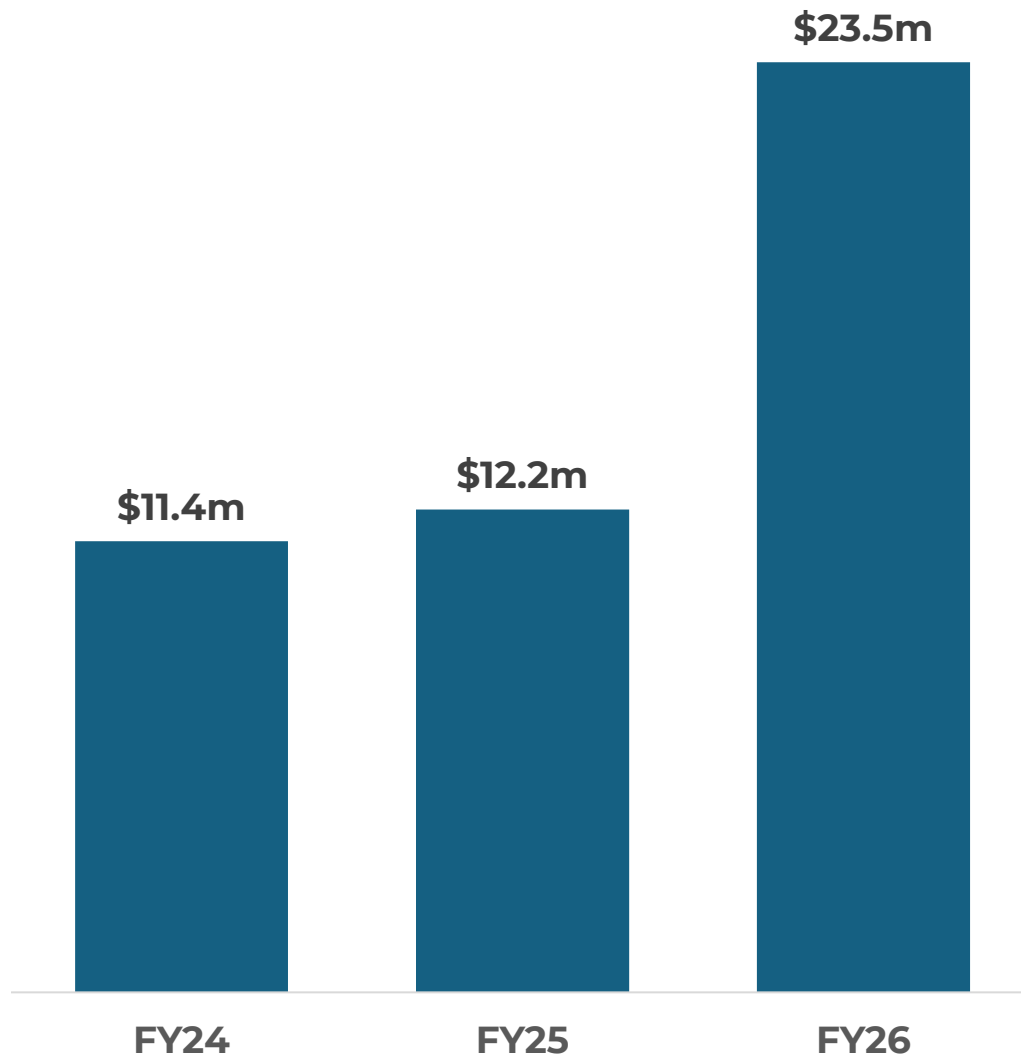


**\$5.3 million**

Q4 FY26 cash receipts

- \$4.3 million in Q4FY26 revenue – comprised of:
  - Modular revenue ~\$3.6million
  - Data Centres Operations revenue ~\$0.5 million
  - DCaaS revenue ~0.1 million
- Cash balance of \$11.0 million as at 30 June 26:
  - supported by \$7.0 million institutional Placement
- Backlog<sup>1</sup> - \$23.5 million
- Cash Receipts - \$5.3 million
- Operating cash flow for the quarter ~\$0.8 million
- Strategic divestment of non-core Hobart data-centre, for a total consideration of up to A\$520,000

# Growing backlog, strengthens DXN's position



- Q4 FY26 revenue of \$4.3 million, a decrease of ~25.3% on pcp. Decrease in revenue driven largely by:
  - Primarily driven by project deferrals on DP World and Ventia, and supplier delays on Globalstar. Partially offset by stronger-than-expected progress on the US neo-cloud contract, and the global internet company project in South America.
- Backlog<sup>1</sup> of \$23.5million:
  - Modular Backlog of \$19.0 million
  - 45% of Backlog expected to be delivered in 1H FY27
- A healthy pipeline of 99 identified projects<sup>2</sup> (as at 17 July 26 ).



## Outlook



# Strategic Asian expansion, underpins growth

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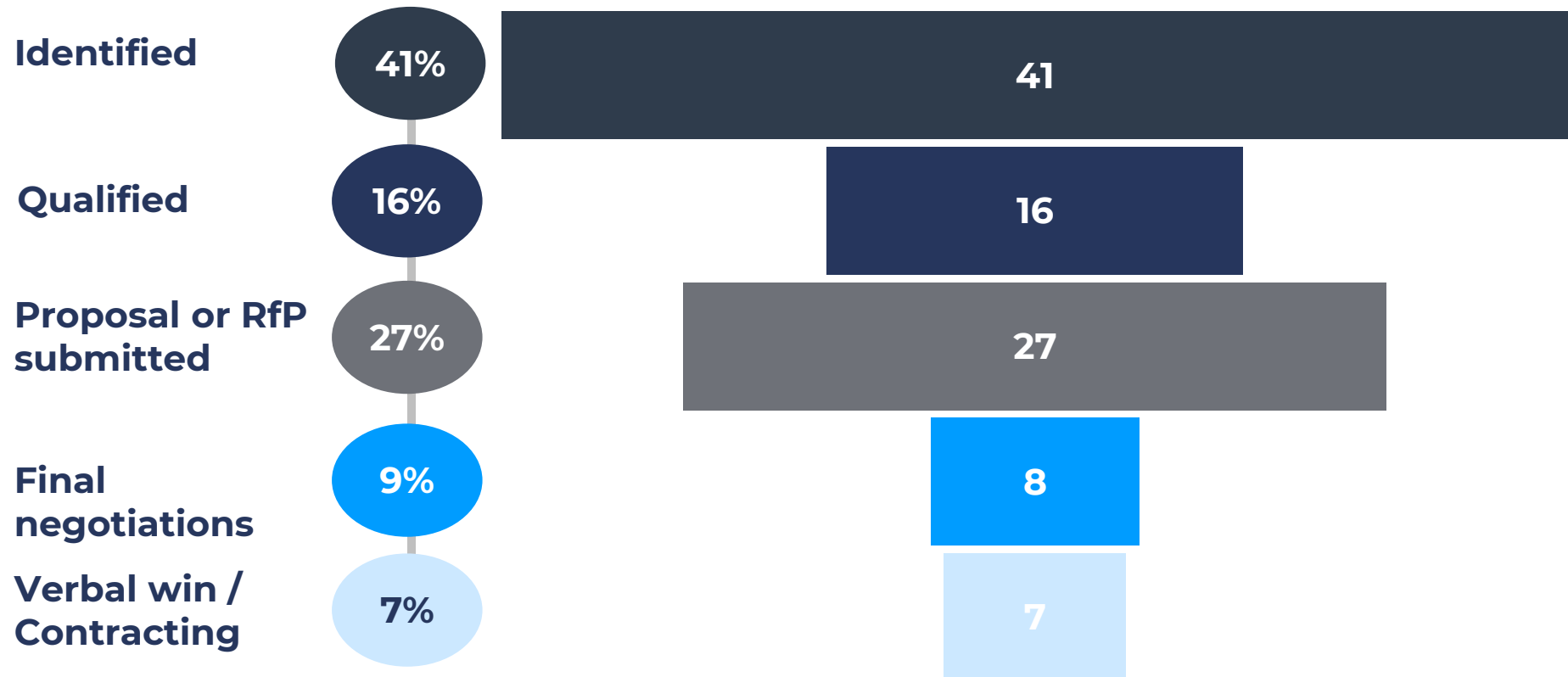
## Establishing localised manufacturing and sales in one of Southeast Asia's fastest-growing digital infrastructure markets

- Completed corporate entity setup in Malaysia, Indonesia and Singapore.
- Advancements made on Asian manufacturing expansion, with a factory site in Johor , Malaysia identified, secured and leased.
  - A capital-light approach, will be taken towards the establishment of the Malaysian facility. DXN is sufficiently capitalised to establish its Asian facilities.
  - Head of Production appointment for Malaysia factory completed and will commence Q1 FY27
- Completed preliminary designs for the first two customer orders.
- Group COO for DXN identified and will commence to assist with Asia expansion.
- Indonesia Joint Venture Updates
  - Appointed CEO for Indonesian JV PT SSDXN with additional personnel coming on to prepare for initial orders towards end Q1 FY27, early Q2 FY27.
  - Active ongoing search for a suitable factory site in Jakarta for SS DXN JV

# Future growth underpinned by robust identified pipeline

- The current identified pipeline consists of 99 projects<sup>1,2</sup>
- Pipeline includes a diversified mix of projects, with 21% of projects related to global AI compute infrastructure customers.

Current Identified Pipeline by Number of Projects<sup>1,2</sup>



# FY27 Outlook

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## **DXN enters FY27 with a materially strengthened balance sheet and a foothold in the global AI HPC and neo-cloud market**

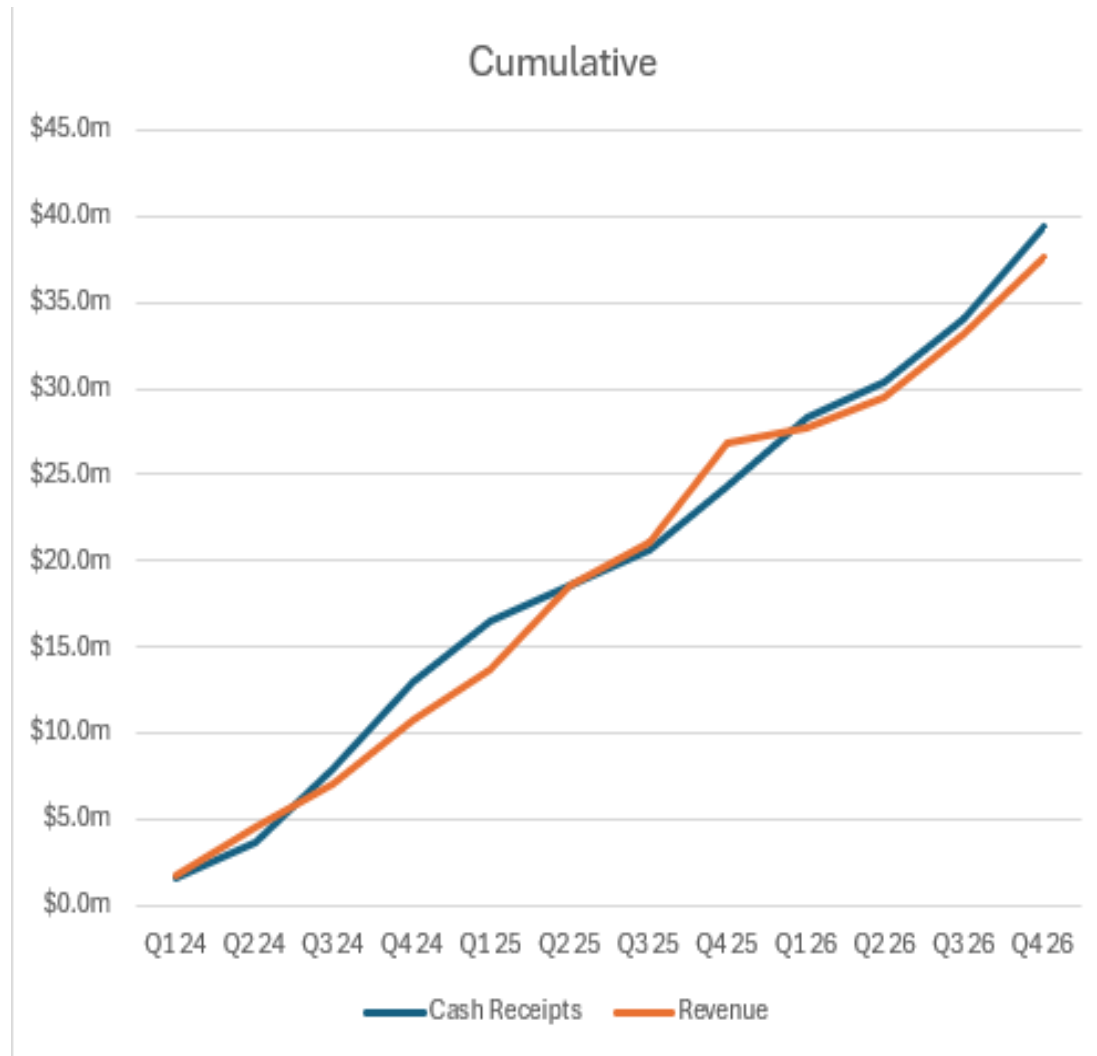
- **Near-term priority:** successful delivery and commissioning of the AI HPC pilot, the key catalyst for converting an indicative US\$200m+ follow-on opportunity into contracted work
- Continuing to execute Asia-Pacific growth strategy:
  - Malaysian manufacturing expansion, with newly leased site to take on some of the backlog demand and prepare for expansion orders
  - Key executive hires appointed
- Reinforced capital position supports DXN's ability to capitalise on accelerating global demand for high-density AI compute infrastructure
- Continued momentum across core segments alongside the AI HPC opportunity, with early CLS wins in Q1FY27
- Well positioned to deliver sustainable top-line growth over the medium term
- Enters FY27 with its strongest-ever backlog position of \$23.5 million<sup>1</sup> highlighting the increasing quality of DXN's customer contracts



## Appendix



# Cash Receipts Vs. Revenue over quarters



- Cash receipts of \$5.3m
- Revenue of \$4.3m
- Milestone based payments issued at progress completion
- Strong fundamentals with multiple contracts in place and expectation for project milestone payments to be received in 1H FY27

# DXN Snapshot

**Key value proposition is DXN's capability of converting designed concepts into reality & operation – All in-house**

- Established in 2016, listed 2018, headquartered in Sydney
- Commenced Focus on Prefabricated Modular Data Centres in 2020
- Designs, builds, owns and operates data centres built to global best practice standards offering a highly secure environment for mission critical workloads and co-location
- Exceptional delivery track record of nearly 100 delivered modular data centres
- Diverse range of industries and customers with a high volume of repeat orders
- Significant scope to continue growth and capture market share in current focus sectors and growth adjacencies in new market segments
- Proven ability to adapt to client needs and expectations, with technical infrastructure buildings for global deployment

## Operating snapshot (FY26)

|                                                                                                                                                                 |                                                                                                                                       |                                                                                                                                    |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| <br><b>~100</b><br>Modular prefabricated critical infra deployment delivered | <br><b>4</b><br>Average modules per order          | <br><b>15</b><br>Modules delivered in FY26      |
| <br><b>37</b><br>Unique customers                                            | <br><b>14</b><br>Repeat purchases                  | <br><b>~A\$3.3m</b><br>Average Contract         |
| <br><b>1</b><br>Operating data centres                                      | <br><b>5</b><br>Standard Products                 | <br><b>8</b><br>Market Segments                |
| <br><b>~80%</b><br>Utilisation of built capacity                           | <br><b>25 Years</b><br>Design Warranty of Builds | <br><b>Negligible</b><br>Replacement Warranty |

# End-to-end business model - leveraged to high-growth infrastructure sectors

| Segment                               | Core Offering                                                      | Typical Customer                          | Business Model                         |
|---------------------------------------|--------------------------------------------------------------------|-------------------------------------------|----------------------------------------|
| <b>Modular Division</b>               | Custom prefabricated units (2–500 racks), designed for Tier III/IV | Telcos, hyperscale operators, governments | Turnkey build and sale                 |
| <b>Data Centre Operations</b>         | Facility ownership and services (Darwin)                           | Enterprises, telcos, cloud providers      | Subscription-based / usage fees        |
| <b>Data Centre as a Service DCaaS</b> | Fully managed design, deployment and operator service              | Satellite operators, remote networks      | Subscription-based (recurring revenue) |
| <b>Operations &amp; Maintenance</b>   | Support, maintenance and upgrades                                  | All customers with DXN-built sites        | Ongoing                                |

# Diverse, high-quality & growing customer base underpins long term growth

## Mining



## Energy & Gas



## Telco



## Cable Landing Station (CLS)/ Satellite



## Government and Defence



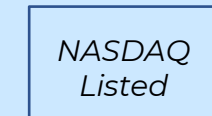
## Data centres



## Hyperscalers



## Neoclouds



**15**  
Industries  
represented

# Diversified exposure reduces concentration risk

## Cable and Satellite Landing Stations

- 30kw to 2 MW designs
- Subsea and LEO technology expanding at a high-rate
- High growth
- Average volumes
- Historically brick and mortar, prefab adoption now high

## Mining Modules

- 30kw to 250kw designs
- AI is driving on-prem requirements
- Average growth
- Average volume
- Prefab adoption is high

## Prefab EDGE Data Centres

- Colo/ telco end users for 50kw to 10MW
- Also 1-2MW per module AI HPC for NeoCloud<sup>2</sup> operators
- High-growth in APAC markets
- Prefab adoption increasing
- High Growth, Average volumes. High customization

## Defense and Government Portable DC

- Sovereign Government and Defense workloads with unique custom requirements
- Prefab adoption increasing
- Contracts typically for global deployment

## Hyperscale Prefabricated Data Hall Super-Structures (DXN StructCoreHAC)

- Target Customer: Hyperscalers and global internet companies
- High growth, High volume
- Growth with traditional Hyperscalers in both AU and SEA
- 100MW to 1GW Data Centres with multiple Data Halls (20 to 50 Data Halls in each DC)
- Volume manufacturing of standardized solution

## Critical Support Infrastructure Rooms

- Target Customer: Hyperscalers and global internet companies.
- High Growth, High volume
- PTU (Power train Unit)
- Skids (Base of a chiller/ generator)
- Chiller rooms, pump rooms
- MMR rooms

### Notes:

1. Inference AI Sites refer to sites that carry "inference AI" are platforms or services designed to host and run machine learning models that perform inference, meaning they use pre-trained models to process new data and generate predictions or decisions. These sites provide the infrastructure, tools, and environments necessary for AI models to operate in real-world applications.
2. A new breed of cloud-infrastructure providers, tailored for AI, HPC, and GPU-intensive workloads. They differ from traditional hyperscale cloud providers by focusing on a narrower set of services, often optimised for performance, flexibility and emerging use cases



# Establishing a DCaaS segment to deliver recurring revenue

## DCaaS – a capital light, facility as a service model

- Includes design, engineering and deployment of data centres and ground stations:
  - development of bespoke data centres or cabinet solutions for each customer.
  - Designed and prefabricated by DXN, then acquires the site and deploys for the customer.
- Other additional services include:
  - Civil Construction– both greenfield and brownfield facility construction, typically subcontracted to local partners in each location
  - Facility management - End-to-end management of data centre operations, security, and uptime
  - Facility maintenance -Comprehensive maintenance services covering preventative, corrective, and reactive support to ensure operational continuity.
- Customers include Government, CLS operators, Satellite Ground Segment Operators



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