

Updated 07 APR 2022

DATA CENTRES

ASIA PACIFIC

2022

WE ARE A FORCE FOR ACTION

ASIA PACIFIC MARKET CONDITIONS

The data centre market across the greater Asia Pacific region continues to grow at a relentless pace, with China, India, and now Indonesia all exceptionally hot markets. Despite the high costs of land and occasionally power, operators continue to develop large-scale facilities to meet the demand of global hyperscale tenants, who in turn are assisting the largest regional companies and government agencies with their move to the public cloud. Further growth is expected throughout at least the next five to ten years, as the region requires entirely new builds due to a lack of existing infrastructure for retrofit.

Globally, people generate
2,500,000,000,000,000,000MB
of data each day, or 1.7MB every second!

DATA
CENTRES
ASIA PACIFIC

20
22

Hyperscale cloud revenue across
APAC region is expected to grow to
US\$188B
by 2026

India is expected to
grow from 650MW to
1GW
in core markets over
the next five years

**3 NEW
CABLES**
are coming online by 2025 to
provide further bandwidth among
Australia and six other nations.

Tokyo will become the first
1GW
market in Asia by 2024

China is expected to surpass
4M operational cabinets
in 2022.

Over
200M
people across Southeast
Asia have yet to get
online, suggesting
an enormous growth
opportunity across the
region.

Source: Cushman & Wakefield Research

2022 ASIA PACIFIC DATA CENTRE RANKINGS

Singapore finishes the highest in the region for 2022 despite the recent moratorium, with Hong Kong moving upward and Sydney again finishing strong. Expect further shifts in coming years as secondary and tertiary regional markets continue their growth thanks to further cloud services penetration.

01 SINGAPORE
02 HONG KONG
03 SYDNEY
04 SEOUL
05 TOKYO

06 OSAKA
07 MUMBAI
08 SHANGHAI
09 MELBOURNE (tie)
09 BEIJING (tie)

11 JAKARTA
12 KUALA LUMPUR
13 CHENNAI
14 DELHI
15 BANGALORE

FIND OUT MORE



View our
**2022 Data Centre Global
Market Comparison Report**



Click on title
to download
the PDF file

CONFIDENTLY GLOBAL, EXPERTLY LOCAL

ASIA PACIFIC DATA CENTRE PRACTICE GROUP

Our Asia Pacific Data Centres Practice Group as part of our Global Data Centre Advisory Group, has created optimal solutions and location strategies to address highly complex IT requirements for enterprise clients across the region and globally since 2004.

Our multi-disciplined team work with experts across the spectrum of advisory services focused specifically on the data centre market for seamless delivery. Every client requirement is unique; we have the experience to develop long-term strategies that drive wise investment decisions for occupiers, landlords, investors and operators.

ASIA PACIFIC



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EMEA

GREATER CHINA



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Hong Kong



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Greater China



VIVEK DAHIYA
India

AUSTRALIA



ORLANDO MACIEL
Australia

KOREA



JOHN PRITCHARD
Korea

SOUTHEAST ASIA



BRENDA ONG
Singapore



TRANG BUI
Vietnam

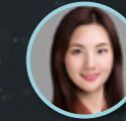


TIFFANY GOH
Malaysia

REGIONAL CENTRES OF EXCELLENCE



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GARETH POWELL
Thailand



THERESE CASTRO
Philippines



TOM GIBSON
Project Development
Services, Asia Pacific



REBECCA JINKS
Sustainability & ESG,
Asia Pacific

STATISTICS

1,200+

Market-leading
industrial brokers
across Asia Pacific
delivering

US\$74M

in industrial deals

284

Capital Markets brokers
across Asia Pacific,
negotiating

US\$21B

of transactions

1,062+

Project and Construction
managers delivering

US\$1.3B

in Asia Pacific

Greenfield

Site due diligence ensuring
access to power, fibre,
zoning & incentives, demand
sources, vendor ecosystem

39M ft²

Deals

in Capital Markets
transactions

WE POSITION YOU FOR WHAT'S NEXT

OUR SERVICES

Focused on technical requirements and best practices, we undertake strategy, benchmarking and lifecycle cost analysis across each engagement to find opportunities that will drive down operation costs, while advising on real estate strategies that position you for what's next..



PROJECT & DEVELOPMENT SERVICES

- Project and construction management services for environments from data room adaptations to development and build-to-suit
- Data centre environment expertise including loads, heights, floors, power, water, sustainability, energy cost, commissioning
- Cost consultancy, value engineering, procurement and budget management



TRANSACTION SERVICES

- In-house, colocation, wholesale, powered shell, existing facility, greenfield
- Acquisition, disposition, investment sale
- Business continuity
- Comprehensive contract knowledge: Master Service Agreements, Service Level Agreements, and Service order
- Rent terms including NNN, Metered, Draw Cap, Breakered, Cross Connects and Telco/Network Rents



STRATEGY DEVELOPMENT

- Acquisition and disposition planning
- Global expansion strategy, including prioritization by region and capital management plan
- Portfolio optimization strategy
- Standardized process, tools and templates or quality control
- Benchmarking
- TCO modeling and negotiation



SITE SELECTION

- Needs and viability of options analysis
- Infrastructure and systems review
- Security and risk evaluation
- Business and financial analysis
- Location incentives



SUSTAINABILITY

- Environmental performance certification
- Decarbonisation and sustainability strategy development and implementation
- Climate change risk / due diligence
- ESG data reporting, modelling & insights



LANDLORD/PROVIDER REPRESENTATION



VALUATION & ADVISORY SERVICES



CAPITAL MARKETS

MEETING OUR CLIENTS' NEEDS

SCALABILITY

- To meet increased demand
- Access to faster, denser fibre
- Cloud availability
- Latent capability

RELIABILITY

- Uptime
- Bandwidth
- Power capacity
- Connectivity
- Business continuity

SECURITY

- Data security
- Disaster recovery

REDUCED OPERATING COSTS

- Energy efficiency
- Lifecycle cost analysis

LOCATION STRATEGY

- Greenfield/Brownfield site research
- Due diligence services:
- Government and Planning
- Maximising demand sources

SUSTAINABILITY

- Renewable power sources
- Energy savings
- Zero emissions
- Carbon neutral

TYPES OF CLIENTS



ENTERPRISE USERS



COLOCATION PROVIDERS



HYPERSCALE CLOUD PROVIDERS



INVESTORS/DEVELOPERS

MAJOR CLIENTS


Hewlett Packard
Enterprise


EQUINIX


mapleTree


Schneider
Electric


ICBC


ERICSSON


FUJITSU


Keppel Data Centres

AUSTRALIA

DATA
CENTRES
ASIA PACIFIC

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Australia boasts a global primary market in Sydney, a growing secondary location in Melbourne, and expanding edge locations in cities such as Perth and Darwin that serve as landing stations for regional undersea cables. The relative lack of land constraints will serve Sydney well in coming years as other large regional cities work through these difficulties, and local enterprise and government users have rapidly absorbed new capacity brought to market.

KEY INDICATORS



600MW
In Operation



130MW
Under
Construction



600MW
In Planning



Tier 1 Markets
Sydney

Melbourne

Perth

CASE STUDY



Client: Top four national banking institution
Location: Sydney
Service: Facilities management
Date: Ongoing since 2011
Value: US\$2.1M
Power: 3MW
Size: 11,232m² NLA

Following on from a previous contract, the client re-engaged our services for another 5 year term with exclusive extension terms negotiated for another 2 years. Both contracts involved the facilities management of mission critical infrastructure, including capacity management and also environmental reporting to ensure efficient operations.

CONTACTS

Click on each broker's name to email them



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REECE WHITE
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Australia

GREATER CHINA

DATA
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ASIA PACIFIC

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Greater China is rapidly growing into the largest global data centre market, with massive primary locations in Beijing, Shanghai, and the Greater Bay Area, and an array of secondary cities with their own large-scale capacity. Chinese hyperscale services provide the bulk of the tenancy in core markets, though telcos continue to operate a large number of data centres. Financial institutions, large-scale manufacturers, and state-owned enterprises are embarking on their own journeys to the cloud or a hybrid IT structure, with development swelling to meet these needs. Appetite for services continues to grow, although power availability is a concern moving forward for the largest builds.

KEY INDICATORS



~1.7K MW
In Operation



725MW
Under Construction



~1.2K MW
In Planning



Tier 1 Markets

Beijing Shanghai Guangzhou Shenzhen Hong Kong

Tier 2 Markets

Tianjin Chongqing Chengdu Hangzhou Nanjing

KEY CLIENTS



CASE STUDY



Client: Keppel Data Centres
Location: Huizhou, Guangdong
Service: Valuation and advisory
Date: 2020
Size: 486,800ft²

Provided fair assessment of the market and development values, supported with sound evidence and market comparables, marking the Singapore-based conglomerate's first foray into mainland China's booming data centre industry.

CONTACTS

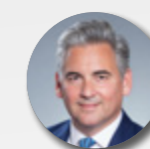
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India has rapidly expanded from an initial core market in Mumbai to six large markets including Chennai, Hyderabad, Delhi, Pune, and Bangalore, with a multitude of international operators moving in to the country to compete for hyperscale business. After a gradual initial pace, all major cloud services are now active in-country, most with multiple regions in key markets and with plans to expand further. Sites that can support data centre builds are changing hands quickly, with several half-gigawatt campuses now in planning at final build.

KEY INDICATORS



500MW
In Operation



300MW
Under Construction



1.3K MW
In Planning



Tier 1 Markets

Mumbai Chennai Hyderabad

Tier 2 Markets

Delhi NCR Pune Bangalore

CUSHMAN & WAKEFIELD CAPABILITIES

Between 2019 - 2021



240+MW
Transacted



US\$55M
Value of Transactions

KEY CLIENTS

MAJOR
GLOAL
CLOUD
PROVIDER

LEADING
GLOBAL
CLOUD
COMPUTING
FIRM

FORTUNE 50
IT SERVICES
FIRM

CASE STUDY



Client: Major global cloud provider
Location: Telangana state
Service: Site search, evaluation and acquisition
Date: 2021
Land Value: US\$35M
Power: 150+MW
Size: 20+ acre sites (871,000+ ft²)

Prepared and executed comprehensive site acquisition strategy for private freehold and government allotted lands. Three separate sites were combined to create a greenfield availability region for this transaction. Will continue to support client's expansion across India.

CONTACTS

Click on each broker's name to email them



VIVEK DAHIYA

Managing Director
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New Initiatives



GAUTAM SARAF

Managing Director,
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The Indonesian data centre market has rocketed to major market status over the past two years, with Jakarta in particular expecting to triple in size over the next two. Locally the market has largely skipped over the intermediate colocation step, as five major cloud services will be running by early 2022, providing the vast majority of new data centre tenancy in Jakarta. The market thus provides an attractive battleground for data centre business in coming years, with enterprises and the customers they serve all increasing in needs and sophistication.

KEY INDICATORS



90MW
In Operation



70MW
Under Construction



10MW
In Planning



Tier 1 Markets

Jakarta

Surabaya

Bandung

Tier 2 Markets

Medan

Batam

Pekanbaru

CUSHMAN & WAKEFIELD CAPABILITIES

Between 2019 - 2021



166,000m²
Transacted



US\$41M
Value of Transactions

KEY CLIENTS

LEADING
GLOBAL
CLOUD
COMPUTING
FIRM

MAJOR
GLOBAL
CLOUD
PROVIDER

LEADING
NATIONAL
DATA CENTRE
PROVIDER

CASE STUDY



Client: Leading global cloud computing firm
Location: KIIC - Karawang, West Java
Service: Acquisition advisory
Date: 2019
Value: US\$14.3M
Size: 100,000m²

As part of the client's national expansion activities and in a move to boost Indonesia as a strategic digital hub in the region, we assisted them with the procurement of one of the first greenfield data centres projects within the estate. The site required complex power and fibre optic route prerequisites that were negotiated with the seller.

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JAPAN

DATA
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ASIA PACIFIC

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Japan is a more mature data centre market than most regional countries, with advanced telcos building a dense infrastructure of data centres decades before most countries received any sort of deployment. Continuing to the current day, these telcos now compete with an increasingly international array of data centre operators, with Tokyo a global hub and large-scale development underway outside the city proper in Inzai. Osaka has now followed Tokyo's lead as a data centre destination, with several new projects expanding the local market.

KEY INDICATORS



1.3K MW
In Operation



250MW
Under
Construction



900MW
In Planning



Tier 1 Markets

Tokyo

Osaka

Inzai

Tier 2 Markets

Saitama

Osaka suburban

Tokyo suburban

CUSHMAN & WAKEFIELD CAPABILITIES



196MW
Transacted



US\$350M
Value of
Transactions

CASE STUDY



Client: Leading global cloud computing firm
Location: Inzai, Japan
Service: Acquisition advisory
& construction management
Power: 50MW
Size: 380,000m²

Sourced site and introduced an investor to fund land acquisition and construction. We also negotiated a long term sale-leaseback at favorable terms. We managed construction and provision of power to complete the data centre on time and within budget.

CONTACTS

Click on each broker's
name to email them



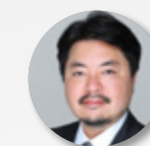
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KEY CLIENTS

LEADING
GLOBAL
CLOUD
COMPUTING
FIRM

MAJOR
GLOBAL
CLOUD
PROVIDER

CASE STUDY



Client: K-Flower City (developer)
Location: Yongin-si, Gyeonggi do
Service: Disposal advisory
Date: 2020
Value: US\$134M
Power: 200MW
Size: 380,000ft²

Advised client on obtaining approval to secure power to the site in order to market and dispose as a data centre developable site, attracting significant attention from investors. It was the largest data centre deal carried out in the country at time of transaction.

Often overlooked in a comparison of primary data centre markets, Seoul and by extension the entire South Korean market has an extensive mix of options backed by telcos and large tech companies, and is now gaining international entrants in the form of major US-based data centre REITs. Most large Korean conglomerates operate very sophisticated internal architecture, and the surrounding tech sector is well used to working with major cloud services. While there are occasional concerns over land cost and power, growth is expected to continue rapidly in Seoul and to a lesser extent in smaller regional cities.

KEY INDICATORS



435MW
In Operation



70MW
Under
Construction



180MW
In Planning



Tier 1 Markets

Seoul

Gyeong-gi

Incheon

Tier 2 Markets

Busan

Daejoen

Gwangju

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SINGAPORE

DATA
CENTRES
ASIA PACIFIC

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Despite the moratorium on new builds, which were recently lifted, Singapore remains a strong location for data centre deployment, with dense connectivity both locally and internationally thanks to a large number of undersea cables and more on the way, offering plenty of peering opportunities. The city is often chosen by enterprises for their single regional location, though available large-scale capacity is now difficult to find.

KEY INDICATORS



660MW
In Operation



150MW
Under
Construction



150MW
In Planning

CASE STUDY



Client: Keppel Infrastructure Trust and Shimizu
Location: 1-Net North Data Centre
Service: Disposal advisory
Date: 2019
Value: US\$148.2M
Power: Up to 30MVA of power capacity and 12MB of IT power
Size: 215,000ft² (GFA)

A noteworthy transaction in the city-state where data centres are rarely offered in the market. Compounded by the government enforced moratorium, the asset was sold with technology security and sustainability certifications attained.

CONTACTS

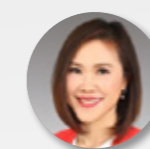
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VIEW OUR LATEST APAC DATA CENTRE UPDATE

This biannual report profiles in-depth market overviews of notable tier 1 markets across Asia Pacific.



Click on title to go to the website



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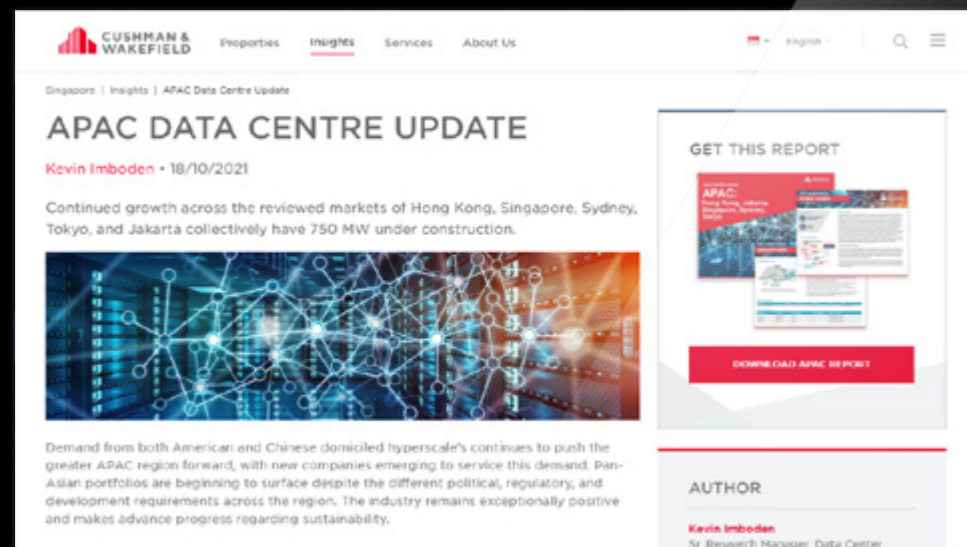
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