



**Energy Storage
Briefing**
February 12th, 2020



Who is QTS?

A Comprehensive Data Center Company



25 DATA CENTERS **6M SQ. FT SPACE** **650 MW** total power

Ultimate Flexibility

QTS is the only provider capable of transitioning with your IT needs as they grow and evolve. Shift your resources locations and services to fit your needs.



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Expansive, Publicly-Owned REIT

- Scale** - Mega campuses for 20, 40, 60+ megawatts
- Speed** - Proven, predictable operational performance
- Economics** - Goal to provide lowest total cost of ownership
- Logistics** - Customer-minded truck-to-rack simplicity
- Focus** - Provide custom data center & cloud solutions
- Sustainability** - 100% Renewable sourced power available

Build-to-Suit Data Center Solutions

QTS has made it a priority to provide the most flexible and efficient solutions to our customers by constructing greenfield buildings based on industry best practices and customer feedback.



QTS Ashburn Campus

QTS Manassas Campus



QTS Ashburn





Data Center Battery Technologies



Thin Plate Pure Lead



VRLA Lead Calcium



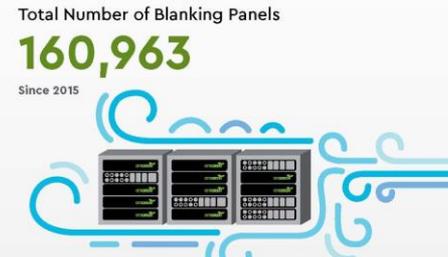
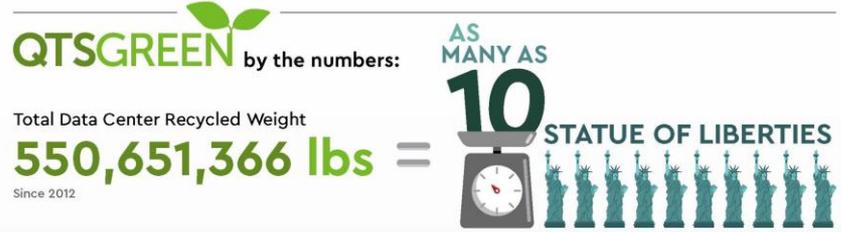
VLA Lead Calcium





QTS Sustainability is our Commitment

- Procure 100% of our power from renewable sources by 2025
- Pursue LEED certification in 90% of our QTS facilities by 2025
- Conserve at least 10 million gallons of water per year
- Install EV charging stations at 30% of QTS facilities by 2025
- Recycle 600 million pounds of material by 2025
- Release – ESG report annually



¹The Remarkable Rise of ESG (Forbes, 2018)

Lead Acid Battery Industry Commitment to Sustainability

- Lead batteries are 99% recyclable and sustainable
- Lead batteries are the most recycled item in the United States
- The lead battery recycling process is tried and true and consumers are very familiar with the process and procedures
- Over 12 billion pounds of lead was recycled from 2012 to 2016
- There's a great 6 minute video that shows the process at batteryCouncil.org

Recycling For A Better Environment

