



# Central London and M25 Retail Colocation Market 2017

Corporate activity drives  
the market

Report summary

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CONFIDENTIAL

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## Companies referenced in the report

4D Data Centres Ltd	Global Switch Holdings Ltd	Redcentric plc
Aegis Data Ltd	Gryon Internet Ltd	ServerChoice Ltd
Ark Data Centres Ltd	Infinity SDC Ltd	Six Degrees Group
City Lifeline Data Centre Ltd	Interxion Holding NV	Sovereign Data Connect
Custodian Data Centres	Interoute Communications Ltd	TeleCity Group plc
Daisy Group Ltd	IO Data Centers, LLC	Telehouse Europe
Datum Datacentres Ltd	Iomart Group plc	Telstra Ltd
Dataplex Data Centres	LDex Group Ltd	Telx Group Inc
Docklands Data Centre Ltd	Level3 Communications, LLC	Virtus Data Centres Ltd
Digital Realty Trust Inc	Megaport (Services) Pty Ltd	Virtustream UK Ltd
EdgeConnex Inc	NGD Next Generation Data Ltd	Volta Data Centres Ltd
Equinix Inc	NTT Communications Corp	Zenium Technology Partners Ltd
EuroHub Hosting Ltd	Optimum Data Centres	
Everest Data Centres	Pulsant Ltd	

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# Report brief

This 2017 London Colocation Market Update by Colo-X covers the following:

1. Background
  - a. Recap of market developments in 2012–2015, key issues, drivers, trends
2. Key London colocation market developments in 2015–2016
  - a. Telecity/Equinix takeover: November 2015
  - b. Infinity/Virtus deal: November 2015
  - c. Equinix disposals to DRT: May 2016
  - d. Virtus/Infinity Slough: November 2015
  - e. Sale of 49% of Global Switch: December 2016
  - f. BC Partners/Medina Capital acquisition of CenturyLink data centres
  - g. Sale of IO Slough to Equinix: January 2017
  - h. Market demand in 2016: records being broken, but no supply problems
3. Colo-X London ecosystem analysis
  - a. Importance and development of London colocation ecosystems
  - b. Potential impact of cloud on London ecosystems
  - c. 2017 LINX port distribution analysis
  - d. 2017 PeeringDB analysis
  - e. Conclusions on London colocation ecosystems
4. Retail colocation pricing trends 2015–2017
  - a. Colo-X perspectives
  - b. Pricing samples and analysis
  - c. Colocation pricing outlook
  - d. Other colocation costs and impact
5. London Colocation capacity analysis
  - a. Evolution of the London colocation market 2015-2017
  - b. Central London update
  - c. M25 market update
6. Updated Colo-X market statistics
7. Colo-X data centre listings: analysis, description and key statistics of 60 London data centres



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## Methodology

Colo-X's independent position in the UK colocation industry, and our interaction with providers of all shapes and sizes, gives us a unique ability to assess the retail colocation market. Our price findings are based upon information we believe to be reasonably available in the market, or which could be fairly easily discovered by an external consultant. Where pricing is used it should be considered our opinion on pricing rather than company-specific price quotes. Unless specifically mentioned, pricing information in the report is always quoted on a power included basis.

Colo-X has been involved in the industry since 1999, meaning we have access to a wealth of in-house historic data from both actual transactions and quotations. We are able to utilise this information together with our overall experience, market intelligence and impressions gathered through numerous meetings, conversations and dealings. The author of this report also owns and operates Crosspoint Colocation Ltd, a 65-rack colocation business that uses capacity in London Telehouse, Telecitey Harbour Exchange, Equinix LD5, Global Switch, Everest, DRT Woking and Volta. Crosspoint spends nearly £1m per year on colocation services.

