

# GDS Holdings (GDS US)

**Buy: Intact orders, awaiting catalysts**

- ◆ Expect 1GW of new bookings each year from 2026/2027; HSBCE adj. EBITDA y-o-y 7%/7%/23% over 2026/27/28
- ◆ Underlying demand strong, with supply capped by power permit; LLM players could be second driver besides CSP
- ◆ Retain Buy; trim TP to USD50.10 from USD51.40 on lower 2027e adj. EBITDA forecast; DayOne IPO a potential catalyst

**Orders strong, but acceleration will start in 2028:** Underlying demand for data centres in China is booming, driven by growing AI demand. GDS is well positioned to benefit from both GPU and CPU demand (currently 50%/50%), given abundant resources in tier-1 locations and increasing capacity in emerging markets like Inner Mongolia. The three top internet and short video clients all gave sizable orders to GDS in 2Q26 (total orders reached 263 MW in 2Q), and we expect the company to book 1GW of total new orders in 2026/2027. However, due to construction and move-in requiring time, each c4 quarters on average, adj. EBITDA growth should only accelerate from 2028e. HSBCE 2026/2027/2028 normalised adj. EBITDA (ex. one-offs) to grow 7%/7%/23%, respectively, and we believe this is in the price already (see what's not in the third paragraph).

**MSR pressured, but cash on cash yield supported:** We think MSR will continue to decline by 3% in 2026/27e, given contract renewal from previous peaks, and higher mix from remote locations (pricing c15% lower than tier-1). However, given lower development cost, cash on cash yield is similar at 10-11% on average. We think yield is supported by power permit scarcity, and current demand growth outpaces supply. We think GDS is better positioned to obtain power permits given its concrete customer pipeline and established track record versus smaller unlisted players.

**What's not in the price?** Leading LLM players are considering leasing data centres themselves, which could become the second growth driver besides internet and short video companies for GDS. Although we think orders from them will take time, given tight GPU supply, if resolved, it could become second growth driver beyond 2028. In the near term, we think a potential re-rating catalyst would be DayOne's IPO. GDS now holds 19.9% of equity interest in DayOne, valued at USD11.18 per share at a cUSD11bn equity valuation for the whole company. A potential IPO down the road would unlock the value. Excluding USD11.18/sh value from DayOne, GDS is trading at 10x 2027e EV/adj. EBITDA. Assuming DayOne as a whole equity value of USD20bn (target IPO valuation reported by BBG), GDS is trading at 8x EV/2028e adj. EBITDA.

**Retain Buy, trim TP to USD50.10 from USD51.40:** We continue to value GDS using an SOTP-based approach, adding GDS (China) and DayOne valuations (see details on page 3). We value DayOne using a Series C fundraising valuation, a conservative approach. With a slightly lower adjusted EBITDA forecast for 2027, we trim our TP to USD50.10 from USD51.40. With c44% implied upside, we maintain our Buy rating.

## Equities Internet Software & Services

China



**MAINTAIN BUY**

TARGET PRICE (USD)

**50.10**

PREVIOUS TARGET (USD)

**51.40**

SHARE PRICE (USD)

**34.86**

(as of 18 Aug 2026)

UPSIDE/DOWNSIDE

**+43.7%**

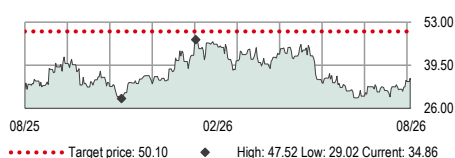
### MARKET DATA

|                   |       |            |        |
|-------------------|-------|------------|--------|
| Market cap (USDm) | 7,004 | Free float | 94%    |
| Market cap (USDm) | 7,004 | BBG        | GDS US |
| 3m ADTV (USDm)    | 80    | RIC        | GDS.O  |

### FINANCIALS AND RATIOS (CNY)

| Year to            | 12/2025a | 12/2026e | 12/2027e | 12/2028e |
|--------------------|----------|----------|----------|----------|
| HSBC EPS           | 0.59     | 2.01     | -0.46    | -0.33    |
| HSBC EPS (prev)    | 0.59     | 1.45     | -0.37    | -0.32    |
| Change (%)         | 0.0      | 38.4     | -25.5    | -4.1     |
| Consensus EPS      | 4.65     | 4.20     | 0.56     | 0.35     |
| PE (x)             | 399.0    | 117.0    | nm       | nm       |
| Dividend yield (%) | 0.0      | 0.0      | 0.0      | 0.0      |
| EV/EBITDA (x)      | 14.6     | 13.3     | 15.4     | 13.8     |
| ROE (%)            | 3.6      | 10.3     | -2.2     | -1.6     |

### 52-WEEK PRICE (USD)



Source: LSEG IBES, HSBC estimates

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## Disclosures & Disclaimer

This report must be read with the disclosures and the analyst certifications in the Disclosure appendix, and with the Disclaimer, which forms part of it.

**Issuer of report:** The Hongkong and Shanghai Banking Corporation Limited

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## Financials & valuation: GDS Holdings

Buy

### Financial statements

| Year to                                 | 12/2025a | 12/2026e | 12/2027e | 12/2028e |
|-----------------------------------------|----------|----------|----------|----------|
| <b>Profit &amp; loss summary (CNYm)</b> |          |          |          |          |
| Revenue                                 | 11,432   | 12,830   | 14,106   | 18,144   |
| EBITDA                                  | 5,403    | 6,026    | 5,898    | 7,263    |
| Depreciation & amortisation             | -3,459   | -3,429   | -3,664   | -4,422   |
| Operating profit/EBIT                   | -56      | 2,073    | 1,678    | 2,158    |
| Net interest                            | -1,635   | -1,526   | -1,787   | -2,082   |
| PBT                                     | 713      | 662      | 6        | 191      |
| HSBC PBT                                | 713      | 662      | 6        | 191      |
| Taxation                                | 246      | 2,523    | -569     | -556     |
| Net profit                              | 895      | 3,053    | -702     | -504     |
| HSBC net profit                         | 895      | 3,053    | -702     | -504     |
| <b>Cash flow summary (CNYm)</b>         |          |          |          |          |
| Cash flow from operations               | 3,365    | 3,157    | 3,257    | 4,188    |
| Capex                                   | -3,040   | -11,304  | -14,000  | -14,000  |
| Cash flow from investment               | -3,040   | -11,304  | -14,000  | -14,000  |
| Dividends                               | 0        | 0        | 0        | 0        |
| Change in net debt                      | -3,290   | 750      | 10,743   | 9,812    |
| FCF equity                              | 325      | -8,147   | -10,743  | -9,812   |
| <b>Balance sheet summary (CNYm)</b>     |          |          |          |          |
| Intangible fixed assets                 | 18,549   | 18,774   | 18,774   | 18,774   |
| Tangible fixed assets                   | 42,902   | 49,737   | 60,073   | 69,651   |
| Current assets                          | 18,547   | 21,703   | 20,049   | 19,722   |
| Cash & others                           | 14,306   | 13,051   | 10,708   | 9,296    |
| Total assets                            | 79,998   | 90,214   | 98,897   | 108,148  |
| Operating liabilities                   | 3,479    | 3,779    | 4,316    | 5,135    |
| Gross debt                              | 46,210   | 46,666   | 55,066   | 63,466   |
| Net debt                                | 31,904   | 32,654   | 43,397   | 53,210   |
| Shareholders' funds                     | 26,840   | 32,171   | 31,907   | 31,929   |
| Invested capital                        | 62,078   | 73,349   | 83,838   | 93,683   |

### Ratio, growth and per share analysis

| Year to                     | 12/2025a | 12/2026e | 12/2027e | 12/2028e |
|-----------------------------|----------|----------|----------|----------|
| <b>Y-o-y % change</b>       |          |          |          |          |
| Revenue                     | 10.8     | 12.2     | 9.9      | 28.6     |
| EBITDA                      | 22.9     | 11.5     | -2.1     | 23.1     |
| Operating profit            | -104.8   |          | -19.1    | 28.6     |
| PBT                         |          | -7.1     | -99.1    | 3050.6   |
| HSBC EPS                    | -74.2    | 241.0    | -123.0   |          |
| <b>Ratios (%)</b>           |          |          |          |          |
| Revenue/IC (x)              | 0.2      | 0.2      | 0.2      | 0.2      |
| ROIC                        | 4.2      | 18.4     | -263.6   | -6.1     |
| ROE                         | 3.6      | 10.3     | -2.2     | -1.6     |
| ROA                         | 1.2      | 3.7      | -0.6     | -0.4     |
| EBITDA margin               | 47.3     | 47.0     | 41.8     | 40.0     |
| Operating profit margin     | -0.5     | 16.2     | 11.9     | 11.9     |
| EBITDA/net interest (x)     | 3.3      | 3.9      | 3.3      | 3.5      |
| Net debt/equity             | 115.0    | 98.7     | 132.2    | 161.9    |
| Net debt/EBITDA (x)         | 5.9      | 5.4      | 7.4      | 7.3      |
| CF from operations/net debt | 10.5     | 9.7      | 7.5      | 7.9      |
| <b>Per share data (CNY)</b> |          |          |          |          |
| EPS Rep (diluted)           | 0.59     | 2.01     | -0.46    | -0.33    |
| HSBC EPS (diluted)          | 0.59     | 2.01     | -0.46    | -0.33    |
| DPS                         | 0.00     | 0.00     | 0.00     | 0.00     |
| Book value                  | 17.65    | 21.16    | 20.98    | 21.00    |

### Key forecast drivers

| Year to                        | 12/2025a | 12/2026e | 12/2027e | 12/2028e  |
|--------------------------------|----------|----------|----------|-----------|
| Aggregate NFA In service (sqm) | 668,283  | 707,573  | 912,672  | 1,190,865 |
| Utilisation rates (%)          | 76       | 80       | 82       | 84        |
| MSR (Rmb / Sqm / Month)        | 1,964    | 1,905    | 1,848    | 1,783     |

### Valuation data

| Year to            | 12/2025a | 12/2026e | 12/2027e | 12/2028e |
|--------------------|----------|----------|----------|----------|
| EV/sales           | 6.9      | 6.2      | 6.4      | 5.5      |
| EV/EBITDA          | 14.6     | 13.3     | 15.4     | 13.8     |
| EV/IC              | 1.3      | 1.1      | 1.1      | 1.1      |
| PE*                | 399.0    | 117.0    | nm       | nm       |
| PB                 | 13.3     | 11.1     | 11.2     | 11.2     |
| FCF yield (%)      | 0.7      | -17.3    | -22.8    | -20.8    |
| Dividend yield (%) | 0.0      | 0.0      | 0.0      | 0.0      |

\* Based on HSBC EPS (diluted)

### ESG metrics

| Environmental Indicators         | 12/2024a | Governance Indicators          | 12/2025a |
|----------------------------------|----------|--------------------------------|----------|
| GHG emission intensity*          | 1,012.5  | No. of board members           | 11       |
| Energy intensity*                | 5,859.7  | Average board tenure (years)   | n/a      |
| CO <sub>2</sub> reduction policy | Yes      | Female board members (%)       | 18.2     |
| <b>Social Indicators</b>         |          | Board members independence (%) | 45.5     |
| Employee costs as % of revenues  | n/a      |                                |          |
| Employee turnover (%)            | 13       |                                |          |
| Diversity policy                 | Yes      |                                |          |

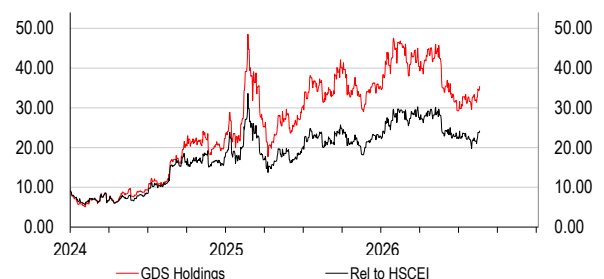
Source: Company data, HSBC

\* GHG intensity and energy intensity are measured in kg and kWh respectively against revenue in USD '000s

### Issuer information

|                    |        |                |                              |
|--------------------|--------|----------------|------------------------------|
| Share price (USD)  | 34.86  | Free float     | 94%                          |
| Target price (USD) | 50.10  | Sector         | Internet Software & Services |
| RIC (Equity)       | GDS.O  | Country/Region | China                        |
| Bloomberg (Equity) | GDS US | Analyst        | Helen Fang                   |
| Market cap (USDm)  | 7,004  | Contact        | +852 2996 6942               |

### Price relative



Source: HSBC

Note: Priced at close of 18 Aug 2026

## Valuation and risks

### GDS valuation

We continue to value GDS Holdings using a sum-of-the-parts (SOTP) approach.

- ◆ For DayOne, we use its Series C valuation to determine GDS's equity value in the company, out of prudence. The Series C valuation implies GDS's 19.9% equity interest in DayOne is worth USD2.2bn, or USD11.18 per GDS ADS.
- ◆ For GDS mainland China business, we use 13x forward EV/EBITDA (unchanged) as the target multiple (unchanged), to reflect market discount on the Listco combining mature China DCs, ramping up China DCs, and minority interest in DayOne. We note that C-REIT is currently trading at c21x 2026e EV/EBITDA. We apply our target multiple to the HSBCe 2026/2027 adj. EBITDA average and render an equity value per ADS of USD38.96 (previously: USD40.22). We choose the average of 2026 and 2027 to better reflect current and medium-term growth potential, given that more capacities will come online in 2027.

Applying HSBC FX team's latest 2Q27e USD/RMB rate of 6.68 (previously: 6.65), and adding the DayOne and GDS mainland China business valuations, we derive a rounded TP of USD50.10 (previously: USD51.40). With c44% implied upside, we maintain our Buy rating.

#### Exhibit 1: GDS Holdings SOTP valuation – New

| DayOne (International business)                    |       | GDS mainland China business                 |        | GDS Holdings                          |                    |
|----------------------------------------------------|-------|---------------------------------------------|--------|---------------------------------------|--------------------|
| DayOne equity value for GDS Holdings (USDm)        | 2,200 | Avg. 2026/2027e adjusted EBITDA (RMBm)...d  | 5,962  | GDS Listco fair value per ADS...k=x+y | USD50.10 (rounded) |
| DayOne equity value per GDS Holdings ADS (USD)...x | 11.18 | Target EV/adjusted EBITDA (x)...e           | 13x    |                                       |                    |
|                                                    |       | EV (RMBm)...f=d*e                           | 77,503 |                                       |                    |
|                                                    |       | Net debt (RMBm)...g*                        | 26,531 |                                       |                    |
|                                                    |       | Equity value (RMBm)...h=f-g                 | 50,972 |                                       |                    |
|                                                    |       | Number of ADSs (m ADSs)...i^                | 196    |                                       |                    |
|                                                    |       | Equity value per ADS (RMB)...j=h/i          | 260    |                                       |                    |
|                                                    |       | USD/RMB FX rate**                           | 6.68   |                                       |                    |
|                                                    |       | Equity value per GDS Holdings ADS (USD)...y | 38.96  |                                       |                    |

\*Pro forma net debt, ^Basic number of ADS estimate, \*\*HSBC FX team 4Q26 forecast

\*\*HSBC FX team 2Q27 estimates

Source: HSBC estimates

#### Exhibit 2: GDS Holdings SOTP valuation – Old

| DayOne (International business)                    |       | GDS mainland China business                 |        | GDS Holdings                          |                    |
|----------------------------------------------------|-------|---------------------------------------------|--------|---------------------------------------|--------------------|
| DayOne equity value for GDS Holdings (USDm)        | 2,200 | Avg. 2026/2027e adjusted EBITDA (RMBm)...d  | 6,064  | GDS Listco fair value per ADS...k=x+y | USD51.40 (rounded) |
| DayOne equity value per GDS Holdings ADS (USD)...x | 11.18 | Target EV/adjusted EBITDA (x)...e           | 13x    |                                       |                    |
|                                                    |       | EV (RMBm)...f=d*e                           | 78,838 |                                       |                    |
|                                                    |       | Net debt (RMBm)...g*                        | 26,659 |                                       |                    |
|                                                    |       | Equity value (RMBm)...h=f-g                 | 52,179 |                                       |                    |
|                                                    |       | Number of ADSs (m ADSs)...i^                | 195    |                                       |                    |
|                                                    |       | Equity value per ADS (RMB)...j=h/i          | 267    |                                       |                    |
|                                                    |       | USD/RMB FX rate**                           | 6.65   |                                       |                    |
|                                                    |       | Equity value per GDS Holdings ADS (USD)...y | 40.22  |                                       |                    |

\*Pro forma net debt as of 3Q25, ^Basic number of ADS estimate, \*\*HSBC FX team 3Q26 forecast

Source: HSBC estimates

## GDS Hong Kong-listed share (9698 HK) valuation

We derive GDS' Hong Kong-listed share (9698 HK) value using our US-listed share (GDS US) target price of USD50.10 (previously USD51.40) multiplied by 7.83 (HSBC Global Research FX team's 2Q27e HKD-USD forecast, previously HSBC Global Research FX team's 4Q26e HKD-USD forecast 7.80) and divided by eight (ADS/ordinary share conversion rate of 1/8). Our resulting target price is HKD49.00 (previously HKD50.10).

### Exhibit 3: Hong Kong-listed share (9698 HK) valuation

| Item                                                       | Old          | New          |
|------------------------------------------------------------|--------------|--------------|
| GDS US target price (USD)...a                              | 51.40        | 50.10        |
| USD/HKD...b                                                | 7.80         | 7.83         |
| ADS/Ordinary share conversion...c                          | 8.00         | 8.00         |
| <b>GDS Holdings fair value per share (HKD)...d=(a*b)/c</b> | <b>50.10</b> | <b>49.00</b> |

Source: HSBC estimates

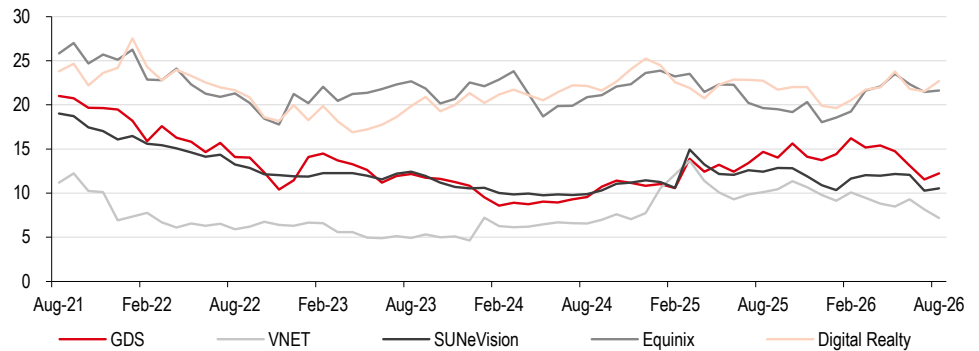
### Downside risks

Failure to win new large orders or delay in 500MW MOU order finalisation; slower-than-expected delivery of new capacities in Inner Mongolia, Ningxia, or Shaoguan; a slowdown in DayOne's growth, causing GDS Holdings shareholding value in DayOne to decrease; chip shortage slowing data centre utilisation ramp up or order growth; slowdown in new DC tender by internet or short-video clients; failure to secure funding for capex or debt refinancing; and stronger-than-expected price competition dampening margins.

### Exhibit 4: GDS – 2Q26 results versus consensus

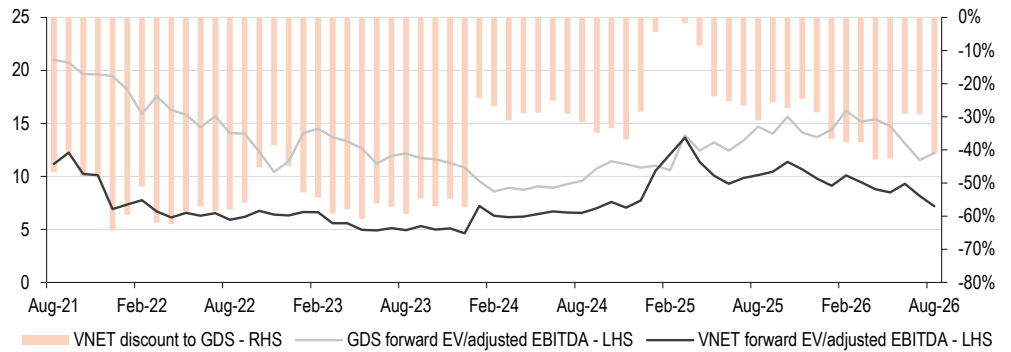
| RMBm                                                   | 2Q26-actual   | 2Q26-consensus | 2Q26-HSBCe    | versus consensus | versus HSBCe   |
|--------------------------------------------------------|---------------|----------------|---------------|------------------|----------------|
| <b>Revenue</b>                                         | <b>3,088</b>  | <b>3,141</b>   | <b>3,105</b>  | <b>-1.7%</b>     | <b>-0.6%</b>   |
| <i>qoq</i>                                             | <i>-8.3%</i>  | <i>-6.7%</i>   | <i>-7.8%</i>  |                  |                |
| <i>yoy</i>                                             | <i>6.5%</i>   | <i>8.3%</i>    | <i>7.1%</i>   |                  |                |
| <b>Gross profit</b>                                    | <b>664</b>    | <b>684</b>     | <b>691</b>    | <b>-2.9%</b>     | <b>-3.9%</b>   |
| <i>Gross margin</i>                                    | <i>21.5%</i>  | <i>21.8%</i>   | <i>22.3%</i>  | <i>-2.7ppt</i>   | <i>-7.4ppt</i> |
| <i>qoq</i>                                             | <i>-41.3%</i> | <i>-39.5%</i>  | <i>-38.9%</i> |                  |                |
| <i>yoy</i>                                             | <i>-3.6%</i>  | <i>-0.7%</i>   | <i>0.3%</i>   |                  |                |
| <b>Net income /(loss) attributable to shareholders</b> | <b>803</b>    | <b>(95)</b>    | <b>(102)</b>  |                  |                |
| <b>Adjusted EBITDA</b>                                 | <b>1,406</b>  | <b>1,355</b>   | <b>1,333</b>  | <b>3.8%</b>      | <b>5.5%</b>    |
| <i>Adjusted EBITDA margin</i>                          | <i>45.5%</i>  | <i>43.1%</i>   | <i>42.9%</i>  | <i>24.ppt</i>    | <i>26.2ppt</i> |
| <i>qoq</i>                                             | <i>-27.9%</i> | <i>-30.5%</i>  | <i>-31.6%</i> |                  |                |
| <i>yoy</i>                                             | <i>2.5%</i>   | <i>-1.2%</i>   | <i>-2.9%</i>  |                  |                |

Source: Visible Alpha consensus, Company data

**Exhibit 5: GDS forward EV/EBITDA multiple against major peers**


Source: LSEG Datastream, HSBC estimates

Note: SUNEvision (1686 HK, CMP HKD5.08, Buy), Equinix (EQIX US, CMP USD1,073.78, Buy), Digital Realty Trust Inc (DLR US, CMP USD197.58, Buy), VNET Group (VNET US, CMP USD7.45, Buy)

**Exhibit 6: VNET versus GDS trading discount**


Source: LSEG Datastream, HSBC calculation

**Exhibit 7: GDS earnings forecasts**

| RMBm                                                                                              | 1Q26         | 2Q26         | 1H26         | 2H26e         | 2025          | 2026e         | 2027e         | 2028e         |
|---------------------------------------------------------------------------------------------------|--------------|--------------|--------------|---------------|---------------|---------------|---------------|---------------|
| Service revenue                                                                                   | 3,367        | 3,087        | 6,453        | 6,375         | 11,428        | 12,828        | 14,106        | 18,144        |
| Equipment sales                                                                                   | 0            | 1            | 2            | 0             | 4             | 2             | 0             | 0             |
| <b>Total Net Revenue</b>                                                                          | <b>3,367</b> | <b>3,088</b> | <b>6,455</b> | <b>6,375</b>  | <b>11,432</b> | <b>12,830</b> | <b>14,106</b> | <b>18,144</b> |
| <i>y-o-y</i>                                                                                      | <i>23.6%</i> | <i>6.5%</i>  | <i>14.8%</i> | <i>9.7%</i>   | <i>10.8%</i>  | <i>12.2%</i>  | <i>9.9%</i>   | <i>28.6%</i>  |
| Cost of revenue                                                                                   | (2,236)      | (2,424)      | (4,659)      | (5,052)       | (8,847)       | (9,711)       | (11,246)      | (14,466)      |
| <b>Gross profit</b>                                                                               | <b>1,132</b> | <b>664</b>   | <b>1,796</b> | <b>1,323</b>  | <b>2,585</b>  | <b>3,119</b>  | <b>2,860</b>  | <b>3,678</b>  |
| GP margin                                                                                         | <i>33.6%</i> | <i>21.5%</i> | <i>27.8%</i> | <i>20.8%</i>  |               |               |               |               |
| <b>Operating expenses</b>                                                                         |              |              |              |               |               |               |               |               |
| Selling and marketing expenses                                                                    | (37)         | (32)         | (69)         | (97)          | (149)         | (166)         | (191)         | (246)         |
| General and administrative expenses                                                               | (177)        | (186)        | (363)        | (476)         | (898)         | (839)         | (939)         | (1,208)       |
| Research and development expenses                                                                 | (10)         | (7)          | (17)         | (24)          | (33)          | (41)          | (52)          | (66)          |
| Impairment losses of long-lived assets                                                            |              |              |              |               |               |               |               |               |
| <b>Income from operations</b>                                                                     | <b>908</b>   | <b>439</b>   | <b>1,347</b> | <b>726</b>    | <b>(56)</b>   | <b>2,073</b>  | <b>1,678</b>  | <b>2,158</b>  |
| <b>Other income (expenses):</b>                                                                   |              |              |              |               |               |               |               |               |
| Net interest expenses                                                                             | (380)        | (367)        | (747)        | (780)         | (1,635)       | (1,526)       | (1,787)       | (2,082)       |
| Foreign currency exchange gain (loss), net                                                        | (1)          | 1            | (0)          | 0             | 1             | (0)           | 0             | 0             |
| Others, net                                                                                       | 98           | 18           | 115          | 0             | 2,402         | 115           | 115           | 115           |
| <b>Loss before income taxes</b>                                                                   | <b>624</b>   | <b>91</b>    | <b>716</b>   | <b>(53)</b>   | <b>713</b>    | <b>662</b>    | <b>6</b>      | <b>191</b>    |
| Share of results of equity method investees                                                       | 2,137        | 960          | 3,096        | 0             | 716           | 3,096         | 0             | 0             |
| Income tax (expense)s / benefits                                                                  | (109)        | (214)        | (322)        | (251)         | (470)         | (573)         | (569)         | (556)         |
| <b>Net (loss) income from continuing operations</b>                                               | <b>2,652</b> | <b>838</b>   | <b>3,490</b> | <b>(304)</b>  | <b>959</b>    | <b>3,185</b>  | <b>(563)</b>  | <b>(364)</b>  |
| Net income from continuing operations attributable to non-controlling interests                   | 3            | 2            | 6            | 5             | 10            | 11            | 10            | 10            |
| <b>Net loss from continuing operations attributable to GDS Holdings Limited shareholders</b>      | <b>2,649</b> | <b>835</b>   | <b>3,484</b> | <b>(309)</b>  | <b>950</b>    | <b>3,175</b>  | <b>(573)</b>  | <b>(374)</b>  |
| Loss from operations of discontinued operations, net of income taxes                              |              |              |              |               | 0             | 0             | 0             | 0             |
| Gain on deconsolidation of subsidiaries                                                           |              |              |              |               | 0             | 0             | 0             | 0             |
| <b>(Loss) income from discontinued operations</b>                                                 | <b>0</b>     | <b>0</b>     | <b>0</b>     | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      |
| Net loss from discontinued operations attributable to non-controlling interests                   |              |              |              |               | 0             | 0             | 0             | 0             |
| Net loss from discontinued operations attributable to redeemable non-controlling interest         |              |              |              |               | 0             | 0             | 0             | 0             |
| <b>Net loss from discontinued operations attributable to redeemable non-controlling interests</b> | <b>0</b>     | <b>0</b>     | <b>0</b>     | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      | <b>0</b>      |
| <b>Net (loss) income attributable to GDS Holdings Limited shareholders</b>                        | <b>2,649</b> | <b>835</b>   | <b>3,484</b> | <b>(309)</b>  | <b>950</b>    | <b>3,175</b>  | <b>(573)</b>  | <b>(374)</b>  |
| Cumulative dividend on redeemable preferred shares                                                | (25)         | (32)         | (57)         | (65)          | (54)          | (122)         | (130)         | (130)         |
| <b>Net (loss) income available to GDS Holdings Limited ordinary shareholders</b>                  | <b>2,624</b> | <b>803</b>   | <b>3,427</b> | <b>(374)</b>  | <b>895</b>    | <b>3,053</b>  | <b>(702)</b>  | <b>(504)</b>  |
| <b>EPS</b>                                                                                        | <b>1.67</b>  | <b>0.52</b>  | <b>2.19</b>  | <b>(0.18)</b> | <b>0.59</b>   | <b>2.01</b>   | <b>(0.46)</b> | <b>(0.33)</b> |
| <b>Earnings per ADS</b>                                                                           | <b>13.36</b> | <b>4.16</b>  | <b>17.52</b> | <b>(1.46)</b> | <b>4.71</b>   | <b>16.06</b>  | <b>(3.69)</b> | <b>(2.65)</b> |
| <b>Net loss</b>                                                                                   | <b>2,652</b> | <b>838</b>   | <b>3,490</b> | <b>(304)</b>  | <b>959</b>    | <b>3,185</b>  | <b>(563)</b>  | <b>(364)</b>  |
| Loss (income) from discontinued operations                                                        |              |              |              |               |               |               |               |               |
| <b>Net loss from continuing operations</b>                                                        | <b>2,652</b> | <b>838</b>   | <b>3,490</b> | <b>(304)</b>  | <b>959</b>    | <b>3,185</b>  | <b>(563)</b>  | <b>(364)</b>  |
| Net interest expenses                                                                             | 380          | 367          | 747          | 780           | 1,635         | 1,526         | 1,787         | 2,082         |
| Income tax expenses                                                                               | 109          | 214          | 322          | 251           | 470           | 573           | 569           | 556           |
| Depreciation & amortisation                                                                       | 832          | 851          | 1,683        | 1,745         | 3,459         | 3,429         | 3,664         | 4,422         |
| Operating lease costs to prepaid land use rights                                                  | 27           | 27           | 54           | 56            | 108           | 110           | 124           | 159           |
| Accretion expenses for asset retirement costs                                                     | 2            | 2            | 4            | 4             | 7             | 8             | 8             | 11            |
| Share-based compensation expenses                                                                 | 84           | 67           | 151          | 139           | 283           | 291           | 308           | 397           |
| Share of results of equity method investees                                                       | (2,137)      | (960)        | (3,096)      | 0             | (716)         | (3,096)       | 0             | 0             |
| Others, net                                                                                       | 0            | 0            | 0            | 0             | (803)         | 0             | 0             | 0             |
| <b>Adjusted EBITDA</b>                                                                            | <b>1,949</b> | <b>1,406</b> | <b>3,355</b> | <b>2,671</b>  | <b>5,403</b>  | <b>6,026</b>  | <b>5,898</b>  | <b>7,263</b>  |
| <i>y-o-y</i>                                                                                      | <i>47.2%</i> | <i>2.5%</i>  | <i>24.4%</i> | <i>-1.4%</i>  | <i>10.8%</i>  | <i>11.5%</i>  | <i>-2.1%</i>  | <i>23.1%</i>  |
| <i>Adjusted EBITDA margin</i>                                                                     | <i>57.9%</i> | <i>45.5%</i> | <i>52.0%</i> | <i>41.9%</i>  | <i>47.3%</i>  | <i>47.0%</i>  | <i>41.8%</i>  | <i>40.0%</i>  |
| <b>Pro forma adj. EBITDA (ex. One-off)</b>                                                        |              |              |              |               | <b>5,134</b>  | <b>5,496</b>  | <b>5,898</b>  | <b>7,263</b>  |
| <i>y-o-y</i>                                                                                      |              |              |              |               |               | <i>7.0%</i>   | <i>7.3%</i>   | <i>23.1%</i>  |
| <i>Adjusted EBITDA (ex. One-off) margin</i>                                                       |              |              |              |               |               | <i>42.8%</i>  | <i>41.8%</i>  | <i>40.0%</i>  |

Source: Company data, HSBC estimates



**Exhibit 12: GDS mainland China IDC location breakdown, 2Q26 (sqm)**

|                                               | Number of self-developed IDCs | Area in service | Area under construction | Total capacity |
|-----------------------------------------------|-------------------------------|-----------------|-------------------------|----------------|
| Beijing-Tianjin-Hebei                         | 56                            | 387,163         | 69,150                  | 456,313        |
| Yangtze River Delta                           | 31                            | 194,268         | 51,232                  | 245,500        |
| Greater Bay Area                              | 16                            | 83,221          | 34,489                  | 117,710        |
| Chengdu-Chongqing and others (mainland China) | 4                             | 20,325          | 15,485                  | 35,809         |
| <b>Total</b>                                  | <b>107</b>                    | <b>684,977</b>  | <b>170,355</b>          | <b>855,331</b> |

Source: Company data

## GDS earnings estimates changes

We raise our revenue forecasts expecting larger move-in from 2H27 onwards. We lower our adj. EBITDA forecast as we do not expect one-off income in 2026 to repeat in 2027/2028.

**Exhibit 13: GDS: HSBC earnings estimate revisions**

| RMBm                                 | 2025         | HSBC         |              |              | HSBC (old)   |              |              | HSBC vs old    |                |                |
|--------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------|----------------|----------------|
|                                      |              | 2026e        | 2027e        | 2028e        | 2026e        | 2027e        | 2028e        | 2026e          | 2027e          | 2028e          |
| Revenue                              | 11,432       | 12,830       | 14,106       | 18,144       | 12,626       | 13,171       | 15,925       | 1.6%           | 7.1%           | 13.9%          |
| Gross profit                         | 2,585        | 3,119        | 2,860        | 3,678        | 3,072        | 2,654        | 3,209        | 1.5%           | 7.7%           | 14.6%          |
| <i>GPM</i>                           | <i>22.6%</i> | <i>24.3%</i> | <i>20.3%</i> | <i>20.3%</i> | <i>24.3%</i> | <i>20.2%</i> | <i>20.1%</i> | <i>0.ppt</i>   | <i>0.1ppt</i>  | <i>0.1ppt</i>  |
| Adj. EBITDA                          | 5,403        | 6,026        | 5,898        | 7,263        | 5,990        | 6,139        | 7,788        | 0.6%           | -3.9%          | -6.7%          |
| <i>Adj. EBITDA margin</i>            | <i>47.3%</i> | <i>47.0%</i> | <i>41.8%</i> | <i>40.0%</i> | <i>47.4%</i> | <i>46.6%</i> | <i>48.9%</i> | <i>-0.5ppt</i> | <i>-4.8ppt</i> | <i>-8.9ppt</i> |
| Pro forma Adj. EBITDA (ex. One-offs) | 5,134        | 5,496        | 5,898        | 7,263        |              |              |              |                |                |                |
| <i>Pro forma Adj. EBITDA margin</i>  | <i>44.9%</i> | <i>42.8%</i> | <i>41.8%</i> | <i>40.0%</i> |              |              |              |                |                |                |

Source: Company data, HSBC estimates

**Exhibit 14: GDS: HSBC vs consensus**

| RMBm                      | 2025         | HSBC         |              |              | Consensus    |              |              | HSBC vs consensus |                |                |
|---------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------------|----------------|----------------|
|                           |              | 2026e        | 2027e        | 2028e        | 2026e        | 2027e        | 2028e        | 2026e             | 2027e          | 2028e          |
| Revenue                   | 11,432       | 12,830       | 14,106       | 18,144       | 12,837       | 14,200       | 17,568       | -0.1%             | -0.7%          | 3.3%           |
| Gross profit              | 2,585        | 3,119        | 2,860        | 3,678        | 3,034        | 2,719        | 3,382        | 2.8%              | 5.2%           | 8.8%           |
| <i>GPM</i>                | <i>22.6%</i> | <i>24.3%</i> | <i>20.3%</i> | <i>20.3%</i> | <i>23.6%</i> | <i>19.1%</i> | <i>19.3%</i> | <i>0.7ppt</i>     | <i>1.1ppt</i>  | <i>1.ppt</i>   |
| Adj. EBITDA               | 5,403        | 6,026        | 5,898        | 7,263        | 6,059        | 6,339        | 7,660        | -0.6%             | -7.0%          | -5.2%          |
| <i>Adj. EBITDA margin</i> | <i>47.3%</i> | <i>47.0%</i> | <i>41.8%</i> | <i>40.0%</i> | <i>47.2%</i> | <i>44.6%</i> | <i>43.6%</i> | <i>-0.2ppt</i>    | <i>-2.8ppt</i> | <i>-3.6ppt</i> |

Source: Company data, VA Consensus, HSBC estimates



# Disclosure appendix

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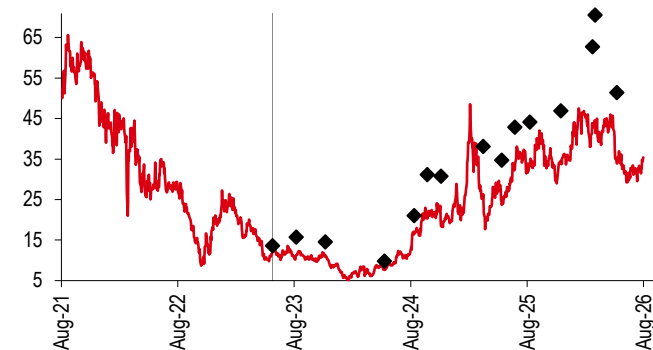
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|             |     |                                                                                |
|-------------|-----|--------------------------------------------------------------------------------|
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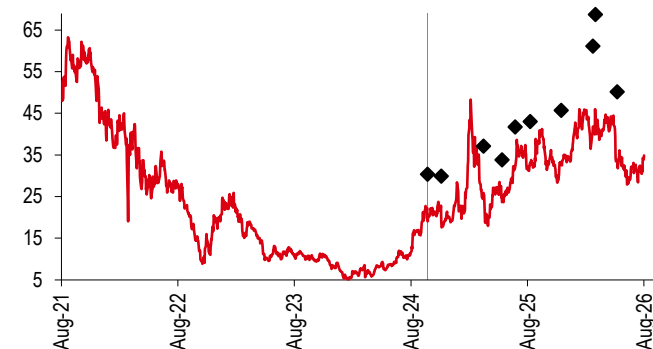
**Share price and rating changes for long-term investment opportunities**
**GDS Holdings (GDS.O) share price performance USD Vs HSBC rating history**


Source: HSBC

**Rating & target price history**

| From         | To    | Date        | Analyst    |
|--------------|-------|-------------|------------|
| Restricted   | Buy   | 11 Jun 2023 | Helen Fang |
| Target price | Value | Date        | Analyst    |
| Price 1      | 13.60 | 11 Jun 2023 | Helen Fang |
| Price 2      | 15.70 | 24 Aug 2023 | Helen Fang |
| Price 3      | 14.50 | 24 Nov 2023 | Helen Fang |
| Price 4      | 9.80  | 27 May 2024 | Helen Fang |
| Price 5      | 21.00 | 28 Aug 2024 | Helen Fang |
| Price 6      | 31.10 | 08 Oct 2024 | Helen Fang |
| Price 7      | 30.70 | 20 Nov 2024 | Helen Fang |
| Price 8      | 38.10 | 02 Apr 2025 | Helen Fang |
| Price 9      | 34.70 | 30 May 2025 | Helen Fang |
| Price 10     | 42.80 | 10 Jul 2025 | Helen Fang |
| Price 11     | 44.10 | 26 Aug 2025 | Helen Fang |
| Price 12     | 46.90 | 01 Dec 2025 | Helen Fang |
| Price 13     | 62.70 | 11 Mar 2026 | Helen Fang |
| Price 14     | 70.50 | 19 Mar 2026 | Helen Fang |
| Price 15     | 51.40 | 26 May 2026 | Helen Fang |

Source: HSBC

**GDS Holdings (9698.HK) share price performance HKD Vs HSBC rating history**


Source: HSBC

**Rating & target price history**

| From         | To    | Date        | Analyst    |
|--------------|-------|-------------|------------|
| N/A          | Buy   | 08 Oct 2024 | Helen Fang |
| Target price | Value | Date        | Analyst    |
| Price 1      | 30.30 | 08 Oct 2024 | Helen Fang |
| Price 2      | 29.90 | 20 Nov 2024 | Helen Fang |
| Price 3      | 37.10 | 02 Apr 2025 | Helen Fang |
| Price 4      | 33.80 | 30 May 2025 | Helen Fang |
| Price 5      | 41.70 | 10 Jul 2025 | Helen Fang |
| Price 6      | 43.00 | 26 Aug 2025 | Helen Fang |
| Price 7      | 45.70 | 01 Dec 2025 | Helen Fang |
| Price 8      | 61.10 | 11 Mar 2026 | Helen Fang |
| Price 9      | 68.70 | 19 Mar 2026 | Helen Fang |
| Price 10     | 50.10 | 26 May 2026 | Helen Fang |

Source: HSBC

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|--------------|--------|--------------|-------------|------------|
| GDS HOLDINGS | GDS.O  | 35.38        | 17 Aug 2026 | 6, 7, 11   |

Source: HSBC

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