

BGO DataCenters

Customized. Sustainable. Hyperscale.

A comprehensive analysis by Private Markets Group Ltd'



Company at a Glance

Industry Digital infrastructure and hyperscale data center development	Geographic Focus Tier 1 and Tier 2 data center markets across Europe	Pipeline 1.2GW+ of future projects
Parent Company BGO (\$86 billion AUM), majority owned by Sun Life Financial (\$1.5 trillion AUM)	Launch Date July 2025	Specialisation Hyperscale, AI-ready, and sustainable data center solutions

The company positions itself at the intersection of three critical market demands: customization for specific client needs, sustainability for environmental responsibility, and hyperscale capability for enterprise and cloud computing requirements.

The BGO DataCenters Story

BGO DataCenters emerged from BGO's strategic recognition of the digital infrastructure opportunity in Europe, officially launching in July 2025 as a dedicated platform within the broader BGO real estate investment ecosystem. The formation represents a natural evolution of BGO's expertise in real estate investment management, leveraging the firm's substantial financial resources and institutional relationships to address the growing supply crisis in European data center markets.

The platform was established with the backing of BGO's \$86 billion in assets under management and the broader financial strength of Sun Life Financial's \$1.5 trillion asset base. This foundation provided the necessary capital depth and institutional credibility to attract industry-leading talent and secure significant development opportunities from inception.

BGO DataCenters represents the culmination of extensive market research and strategic planning, combining BGO's proven investment acumen with specialized expertise in hyperscale data center development and operation.



The company's formation coincided with the explosive growth in AI and cloud computing demand, positioning BGO DataCenters to capture market share in one of real estate's fastest-growing sectors. The strategic timing allows the platform to benefit from both the digital transformation acceleration and the increasing emphasis on sustainable infrastructure development.



Leadership Team

BGO DataCenters is led by a team of industry veterans who bring extensive experience in hyperscale data center development, investment, and operation across global markets.



Dave Newitt, CEO

Newitt brings visionary leadership with a proven track record of delivering over 350MW of data center capacity across three global regions. His international experience spans the UK, Netherlands, Italy, Sweden, Germany, India, Singapore, U.S., and Canada, providing deep understanding of diverse market dynamics and regulatory environments.



Dharman Sury, CFO

As a seasoned data center investor and hyperscale expert, Sury brings specialised experience in European markets, with a focus on delivering industry-leading cost efficiency and raising capital for major developments. His expertise in financial structuring and capital markets proves essential for the platform's growth strategy.



Chris Mann, Head of Sales and Marketing

Mann contributes to a team responsible for 220MW of built assets across EMEA, US, and APAC regions. His combined experience includes 8 years in data center and construction, complemented by 16 years of marketing expertise, providing comprehensive market understanding



Kav Patel, Chief of Staff

Patel brings board-level experience in data center development, having contributed to building 220MW of assets across EMEA, US, and APAC. His 4 years of data center board experience encompasses HR, Technology, Culture, R&D, and International Expansion, supported by 12+ years of change management expertise.

What BGO DataCenters Does

BGO DataCenters provides comprehensive hyperscale data center solutions tailored specifically for cloud giants, AI-driven enterprises, and mission-critical workloads. The company's service portfolio encompasses the full spectrum of digital infrastructure development, from initial site selection and design through construction management and operational delivery.

Core Business Activities

Hyperscale Development

The company specialises in developing large-scale, high-performance facilities designed for hyperscale efficiency and rapid scalability. These facilities are engineered to support the demanding requirements of cloud computing, artificial intelligence, and GPU-intensive workloads while maintaining the flexibility to adapt to evolving technological needs.

Flexible Financing

BGO DataCenters offers multiple financing and leasing options to match diverse client requirements, providing flexibility in capital deployment and operational structure. This approach allows clients to scale efficiently and sustainably while optimising their capital allocation strategies.

Sustainable Infrastructure

The company's sustainability focus extends beyond environmental compliance to encompass carbon-neutral design principles, advanced cooling technologies, and renewable energy integration. This commitment addresses the growing institutional investor emphasis on ESG criteria while meeting client sustainability targets.

Primary Markets Served

BGO DataCenters focuses on Tier 1 and Tier 2 European markets, targeting locations with strong connectivity infrastructure, reliable power supply, and favourable regulatory environments. The strategic market selection ensures optimal positioning for hyperscale clients while maintaining access to skilled technical talent and supply chain networks.

The platform serves hyperscale cloud providers, enterprise clients with significant computing requirements, and AI-focused organisations requiring specialised infrastructure capabilities. This diversified client base provides stability while capturing the highest-growth segments of the data center market.

Market Position

BGO DataCenters enters the European data center market with significant competitive advantages derived from its parent company's financial strength, institutional relationships, and proven real estate expertise. The platform's market position is characterised by several key differentiators that establish it as a formidable competitor in the hyperscale data center sector.

Industry Standing

The company benefits from BGO's established reputation as a leading global real estate investment management firm with approximately \$86 billion in assets under management. This institutional credibility provides immediate access to capital markets, institutional investors, and strategic partnerships that would typically require years for an independent platform to develop.

Market Presence

With a pipeline exceeding 1.2GW of future projects, BGO DataCenters establishes itself as a significant player in European data center development from inception. The platform's strategic focus on Tier 1 and Tier 2 markets ensures optimal positioning for hyperscale clients.



Competitive Advantages

BGO DataCenters' unique combination of deep investment strength, industry expertise, and client-first approach addresses the critical digital infrastructure supply crisis in Europe. The platform's accelerated partner delivery model enables faster project delivery than traditional development approaches.

Sustainability Focus

The company's sustainability focus provides differentiation in a market increasingly driven by ESG considerations. The commitment to carbon-neutral operations, efficient cooling technologies, and green construction practices aligns with institutional investor requirements and corporate sustainability targets.

Strategic Focus and Operational Priorities

BGO DataCenters' strategic approach centers on three core pillars: customisation, sustainability, and hyperscale capability. This strategy addresses the most pressing needs in the European data center market while leveraging the platform's unique competitive advantages.

Current Strategic Focus Areas



Customisation

The company prioritises developing bespoke data center solutions that address specific client requirements rather than standardised offerings. This customisation approach extends to financial structuring, operational models, and technical specifications, providing clients with tailored solutions that optimise their infrastructure investments.



Sustainability

Sustainability represents a fundamental strategic pillar, with the platform committed to carbon-neutral design, advanced cooling technologies, and renewable energy integration. This focus addresses both regulatory requirements and client sustainability objectives while positioning the company for long-term market leadership as ESG considerations become increasingly important.



Hyperscale Capability

The platform's hyperscale and AI-ready focus ensures relevance in the fastest-growing segments of the data center market. By designing facilities specifically for cloud computing, AI/GPU computing, and enterprise workloads, BGO DataCenters positions itself to capture demand from the most dynamic market segments.

Operational Priorities

- BGO DataCenters emphasises accelerated delivery through strategic partnerships that streamline the development process. This approach reduces time-to-market while maintaining quality standards, providing competitive advantage in a market where speed often determines client selection.
- The company prioritises building strong relationships with hyperscale clients through deep understanding of their specific requirements and flexible engagement models. This client-centric approach differentiates BGO DataCenters from competitors focused primarily on standardised offerings.
- Operational excellence in project delivery, from initial site selection through commissioning and handover, ensures client satisfaction and supports the platform's reputation for reliability.

Growth Opportunities

BGO DataCenters is positioned to capitalise on several significant growth opportunities in the European data center market, driven by fundamental technology trends and market dynamics that support sustained expansion.

Identified Expansion Areas

AI Infrastructure

The explosive growth in artificial intelligence and machine learning applications creates substantial demand for specialised data center infrastructure capable of supporting GPU-intensive workloads. BGO DataCenters' AI-ready design approach positions the platform to capture this high-growth market segment.

Digital Transformation

The ongoing digital transformation across European enterprises drives sustained demand for hyperscale capacity, particularly as organisations migrate workloads to cloud platforms and implement hybrid infrastructure strategies.

Sustainability Leadership

Sustainability requirements increasingly influence data center selection decisions, creating opportunities for platforms that can demonstrate genuine environmental leadership.

Development Opportunities

- 1** The platform's 1.2GW+ pipeline provides substantial near-term growth potential, with projects positioned in strategic European markets that offer strong connectivity, reliable power supply, and favourable regulatory environments.
- 2** Geographic expansion opportunities exist in emerging European markets where data center infrastructure remains underdeveloped relative to economic activity and digital transformation requirements.
- 3** The company's flexible financial models create opportunities to structure innovative partnerships and joint ventures that accelerate growth while optimising capital deployment.

Growth Opportunities (Continued)

Improvement Areas

1

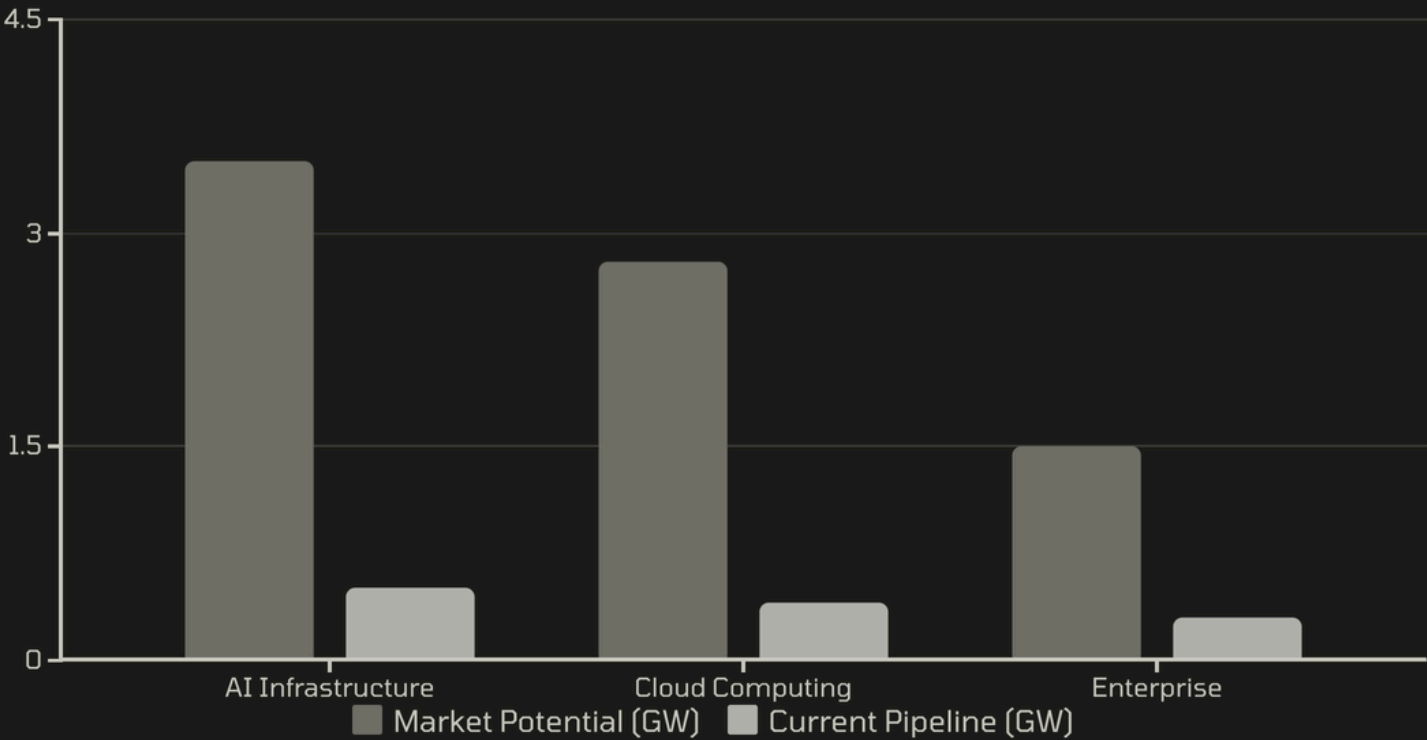
Operational Efficiency

Operational efficiency gains through technology implementation and process optimisation provide opportunities to reduce development timelines and costs while maintaining quality standards. These improvements support competitive positioning and margin enhancement across the platform's portfolio.

2

Supply Chain Optimisation

Supply chain optimisation and strategic supplier relationships offer opportunities to reduce construction costs and improve delivery reliability, particularly important in a market experiencing supply chain pressures and material cost inflation.



The chart illustrates BGO DataCenters' current pipeline allocation compared to the total market potential across key growth segments, highlighting significant room for expansion particularly in the AI infrastructure sector.

Looking Forward: Future Vision

BGO DataCenters' future vision encompasses becoming Europe's leading hyperscale data center platform while maintaining its commitment to customisation, sustainability, and operational excellence. The platform's strategic direction focuses on sustainable growth that creates value for clients, investors, and stakeholders while addressing the digital infrastructure challenges of tomorrow.



This positioning requires continued investment in technical capabilities, market expansion, and relationship development while maintaining the flexibility and responsiveness that differentiates BGO DataCenters from larger, more standardised competitors.

Looking Forward: Strategic Direction

AI-Ready Infrastructure

BGO DataCenters will continue investing in AI-ready infrastructure capabilities, ensuring the platform remains positioned to capture demand from the fastest-growing segments of the data center market. This technical focus requires ongoing investment in cooling technologies, power distribution systems, and connectivity solutions while maintaining the flexibility to adapt to evolving AI and machine learning requirements.

Strategic Partnerships

The company will pursue strategic partnerships and joint ventures that accelerate growth while optimising capital deployment and risk management. These relationships provide access to new markets, technical capabilities, and client relationships while maintaining the platform's flexibility and responsiveness.



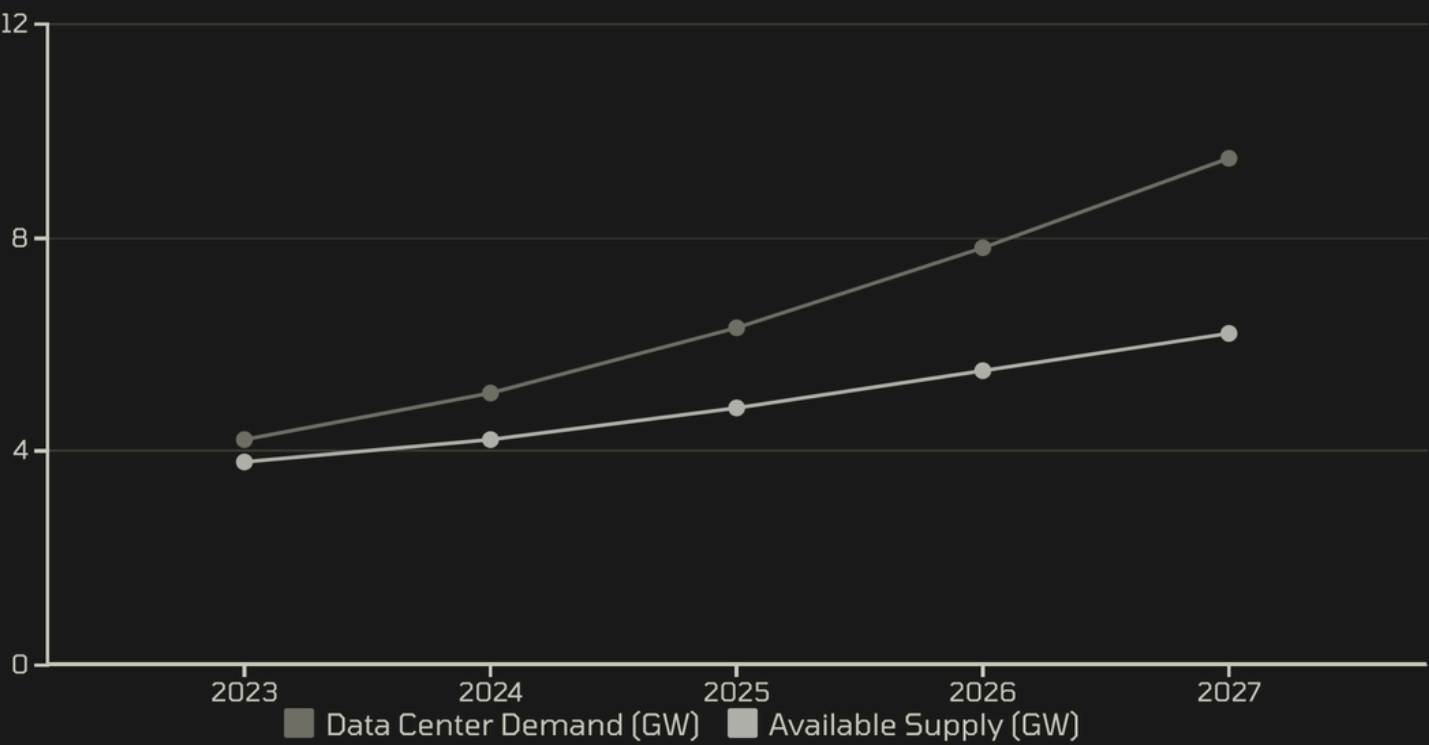
Client-Centric Approach

Long-term success depends on maintaining the client-centric approach that differentiates BGO DataCenters while scaling operations to meet growing demand. This balance requires continued investment in people, processes, and technology while preserving the customisation and flexibility that drive client preference.

The platform's commitment to building the future of data centers together with clients, partners, and stakeholders reflects a collaborative approach that recognises the complex challenges facing the digital infrastructure industry and the need for innovative solutions that address sustainability, performance, and scalability requirements simultaneously.

European Market Opportunity

The European data center market presents significant growth opportunities for BGO DataCenters, driven by increasing digital transformation initiatives and the rapid adoption of cloud services and AI technologies.

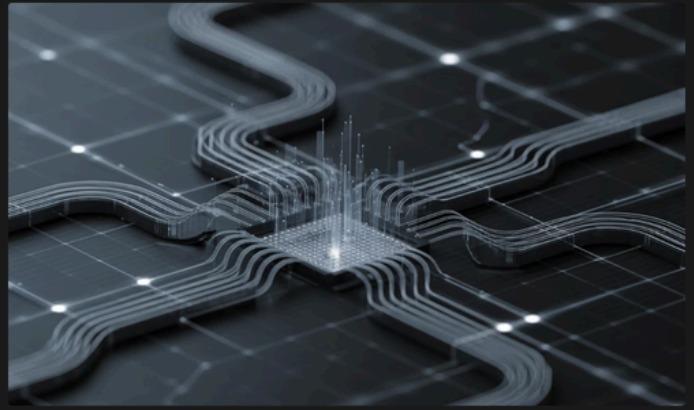


The chart illustrates the growing gap between data center demand and available supply in the European market, highlighting the significant opportunity for BGO DataCenters to address this supply crisis with its 1.2GW+ pipeline of future projects.



Sustainability Commitment

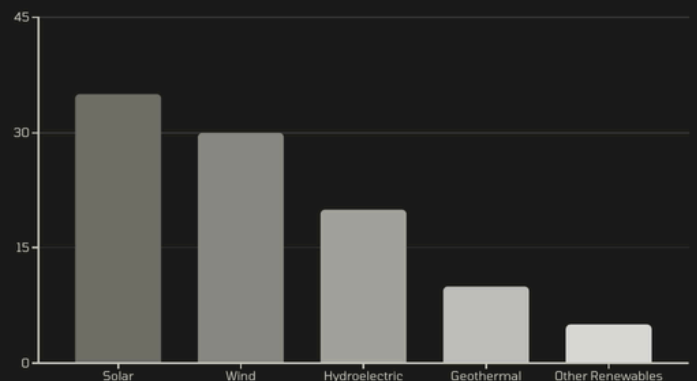
BGO DataCenters' commitment to sustainability extends beyond regulatory compliance to establish new industry standards for environmentally responsible data center development and operation. This focus addresses growing client and investor demands for sustainable digital infrastructure while creating long-term competitive advantage.



1

Carbon-Neutral Design

Implementing architectural and engineering solutions that minimise carbon footprint from initial construction through operational lifecycle.



2

Advanced Cooling Technologies

Deploying innovative cooling systems that dramatically reduce water usage and energy consumption while maintaining optimal operating conditions.

3

Renewable Energy Integration

Prioritising on-site renewable energy generation and strategic partnerships with renewable energy providers to power facilities with clean energy.

BGO DataCenters' sustainability initiatives align with institutional investor ESG requirements while providing clients with infrastructure solutions that support their own environmental commitments. This approach creates shared value while addressing one of the most significant challenges facing the data center industry.

Building the Future Together

BGO DataCenters represents a significant advancement in European digital infrastructure development, combining financial strength, industry expertise, and client-focused solutions to address the growing demand for hyperscale data center capacity. The platform's commitment to customisation, sustainability, and operational excellence positions it to become a market leader in one of real estate's most dynamic sectors.

Client Partnerships

Building long-term relationships with hyperscale clients through deep understanding of their specific requirements and flexible engagement models.

European Expansion

Strategic growth across key European markets to create a comprehensive platform serving the continent's most important digital infrastructure hubs.



Environmental Leadership

Setting new standards for sustainable data center development while demonstrating that environmental responsibility and operational excellence are complementary objectives.

Innovation Focus

Continuously advancing technical capabilities and operational approaches to address evolving client needs and market opportunities.

As digital transformation accelerates and AI adoption grows, BGO DataCenters stands ready to deliver the next generation of hyperscale infrastructure that will power Europe's digital future. Through collaborative partnerships with clients, investors, and stakeholders, the platform is building more than data centers—it's creating the foundation for sustainable digital growth across the European economy.

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