

Iron Mountain Data Centers' Road to Renewable Energy

Mark Jobson – Director, Product Marketing

The Global Leader in Information Management Services

Offering
Records Management
Secure Shredding
Data Centers
Data Management
Document Management
Art Storage

- Started in 1951
- \$3.8B Sales
- Publically Traded REIT NYSE: IRM
- 25,000 employees
- 220,000 customers
- 94% of FORTUNE 1000
- 1,400+ secure facilities
- 45 countries
- 85 million square feet of real estate

*10% of total energy consumption

2014 | Setting the Table

- Ty Ondatje promoted to SVP of Corporate Responsibility
- Hired Kevin Hagen to head sustainability program
- Charged with knowing, sharing and addressing all material environmental and social impacts
- Energy identified as a critical element in the findings
- Need: understand global energy consumption, carbon footprint, identify areas for improvement, set goals and plan to achieve them

Sustainability Team's Vision

DATA NEED	END GOAL
How much energy do we use	Reduce by 50%
Peak - when we use most of it	Lower peak cost per kW
The rate we pay for it	Complete rate certainty, stability
Where we get it	Get to 100% renewables

Renewable Energy Turning Point: Good for Business AND Good for the Environment

- Previous: organizations paid more to get the “moral” benefit of being environmentally responsible
- Only benefits “green” business model organizations – most not able/willing to pay a premium for good will
- Today: renewable energy sources are more cost effective, predictable with virtual PPAs AND are good for the environment – win win win.
- Once Iron Mountain verified the business numbers, making material progress on renewable energy sourcing became easier, faster
 - Not just for “tree huggers” any more!

2015 | Priming for Growth



On-Site Solar PPAs

2 MW at existing locations, 5 MW per year for next 2-4 years



1-Year Direct Renewable Power Purchase

1 MW Avg (9,000 MWhrs) with RPD



Strong Early Results – Carbon Footprint / GHG Reduction

15% YoY carbon footprint / GHG reduction



Strong Early Results – Energy Efficiency

12% YoY reduction in total facility energy usage



Strong Early Results – Renewable Energy kWh

6X YoY renewable energy utilization – 2.4M kWh (solar, direct wind)

2016 | Public Commitment, Sourcing



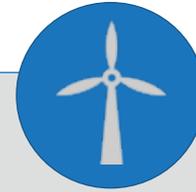
Jan 2016

Iron Mountain Data Centers commits as Challenge Level Better Buildings Partner



**Mar 2016 – 25 MW
Virtual Wind PPA**

Iron Mountain enters into agreement to purchase 25 MWs of renewable wind energy from Ringer Hill, PA wind farm



**Oct 2016 – 25 MW
Virtual Wind PPA**

Iron Mountain enters into agreement to purchase 25 MWs of renewable wind energy from Amazon Wind Farm in Texas

2017 | Ringer Hill Renewables Online



33% of Iron Mountain energy consumption will be renewables

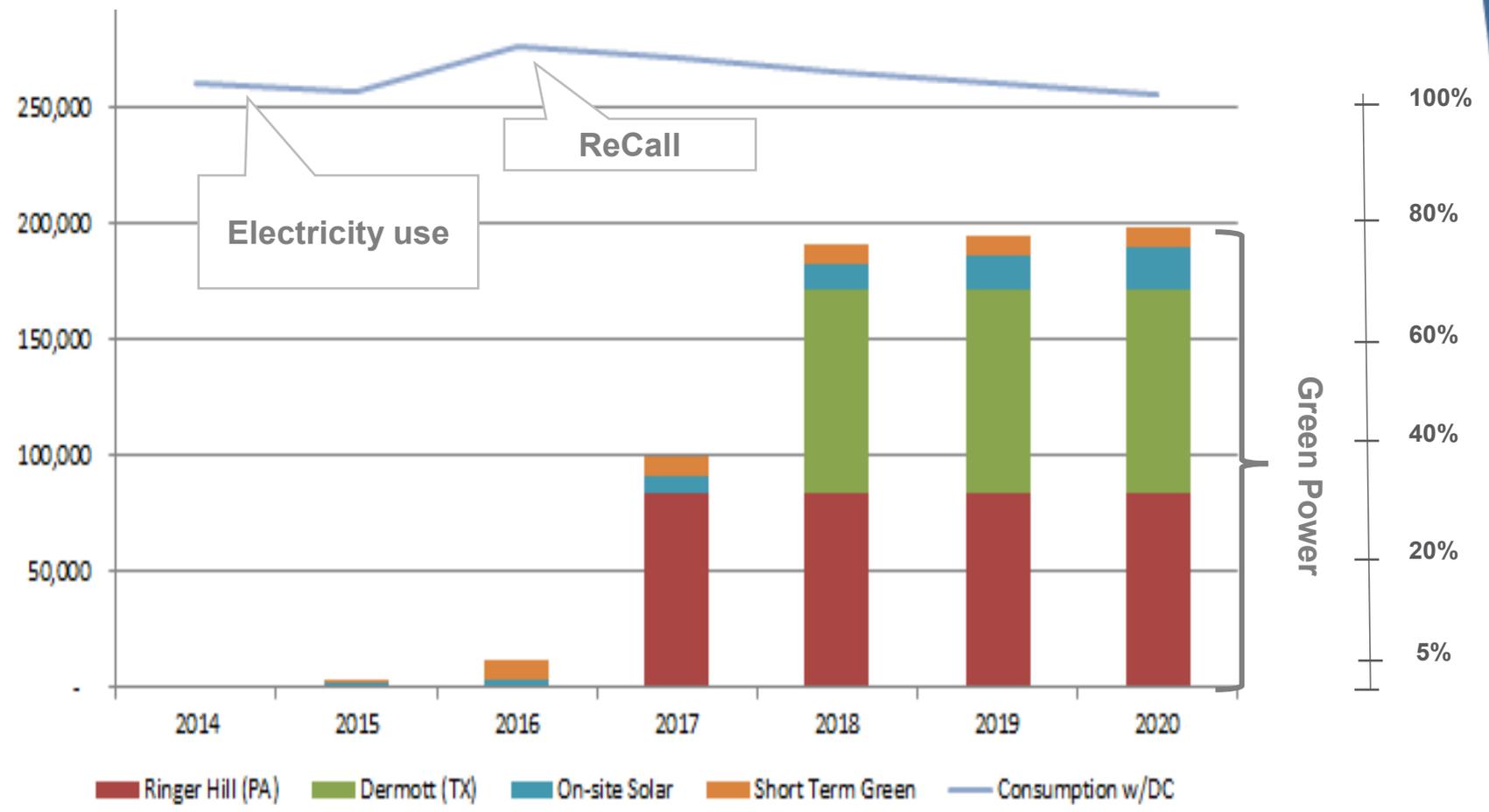


100% of Iron Mountain data center energy consumption will be from renewables



Continued focus across entire portfolio on optimizing energy efficiency in all facilities

Future View of Renewable Electricity Use in NA



Efficient, Green Data Centers for Federal and Enterprise Customers

- 100% renewable energy means customers can achieve their sustainability goals with a single data center migration
- Helps Federal Agencies achieve carbon footprint reduction and energy efficiency mandates with migration
 - EO 13693
 - DCOI / FDCCI
- Encourage renewables throughout a power-intensive industry
- Benefits enterprises engaged in carbon credit program



**Includes all locations: Boston, W. Pennsylvania, Kansas City and Northern Virginia (2017)*

Sustainability Is a Team Sport

**CORPORATE RENEWABLE ENERGY
BUYERS' PRINCIPLES: INCREASING
ACCESS TO RENEWABLE ENERGY**



Thank you for your time!

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