

A photograph of a modern, multi-story data center building at dusk. The building features a mix of light-colored panels and glass facades. The words "IRON MOUNTAIN" are illuminated in large, white letters on the right side of the building. An American flag is visible on a tall pole in the foreground. The sky is a deep blue, and the foreground is a well-maintained green lawn. The image is partially overlaid by a large, dark blue geometric shape on the left side.

Colocate with Confidence

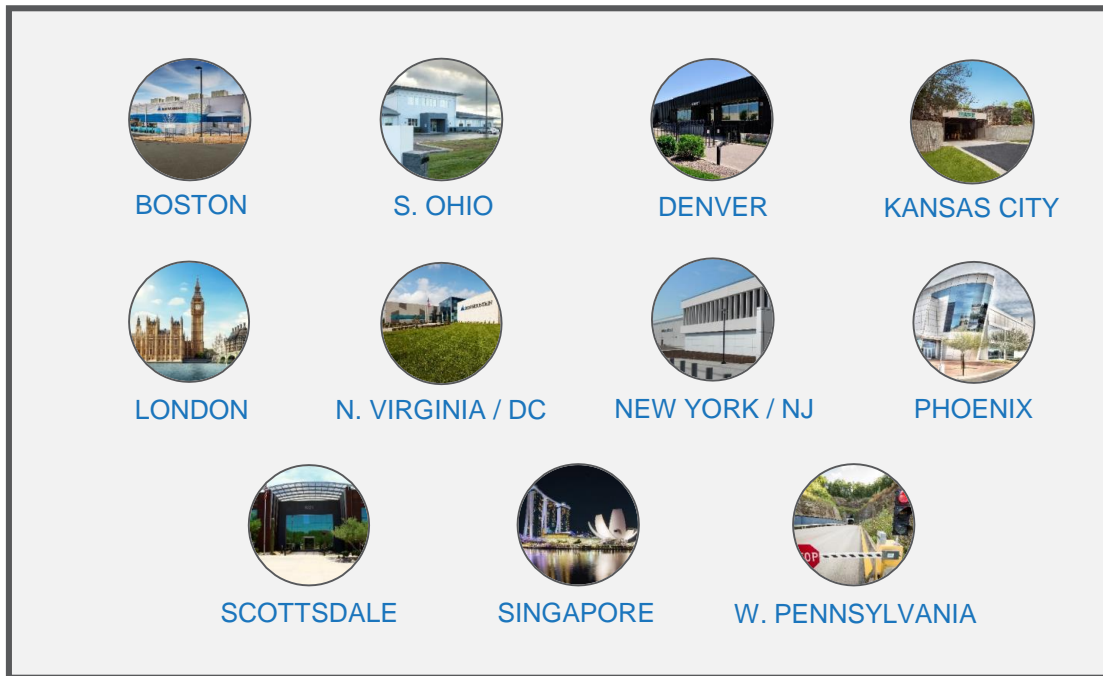
# Iron Mountain Data Centers

**Bill Bentley**  
Senior Business Development Executive

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# Global Footprint - 9 US and 2 International Facilities

Growing Footprint
11 Data Centers
10 Markets
3 Continents
2M+ Gross SF
Underground Facilities
Purpose-Built Facilities
Modular Data Centers



# What do we sell?

## Space

- Cabinet/Rack
- Cage
- Data modules
- Data hall, POD or suite

## Power

- By the circuit/whip
- Reimbursement

**Uptime, Peace of Mind, OpEx Model,  
and Access to Network & Cloud**



# What are the geographic drivers for users?

## Power

- Average all-in \$/kWh rates

## Proximity

- Office or customer location
- Risk profile

## Network

- Latency
- Available networks & services
- Cost of services

## Business Climate

- Real estate & sales tax incentives

# Committed to Sustainable Energy Procurement



## SOLAR

**On-Site 20 year  
Solar PPAs**

4.2 MW installed at  
existing locations

Approx 4.5 MW under  
contract in  
development



## WIND POWER

**Short Term Direct Power Purchase**

2016 1 yr/ 8,700 MWhrs Wind via RPD

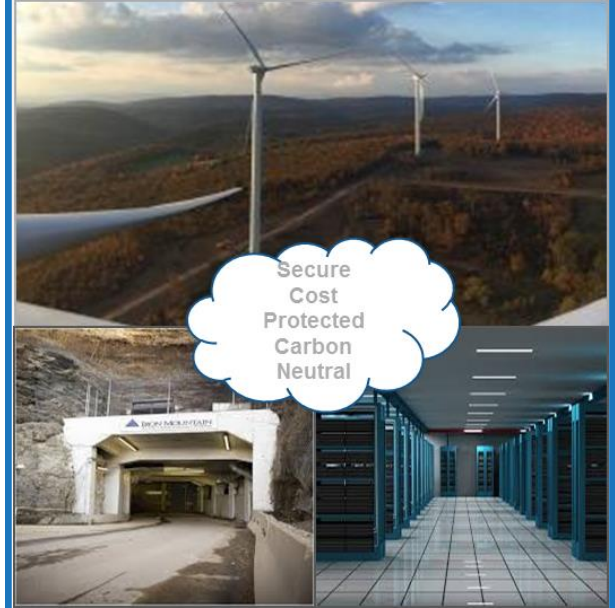
2017 2 yr/ 31,000 MWhrs Wind via RPD

**15 year “Virtual” Wind PPAs**

25 MW with NJR Ringer Hill, PA

25 MW with Lincoln Clean Energy,  
Amazon Wind Farm TX

## IMDC **Climate Neutral** Data Center Services



Secure  
Cost  
Protected  
Carbon  
Neutral

# Impact of Crypto Currency & Bitcoin on the Data Center Market

## Exponential Increase In Demand

- Global minimum estimated usage is 2.55 GW
  - Approx. equivalent to Ireland
- If growth continues at current pace then usage could increase to 7.7 GW by EOY
  - 0.5% of the worlds total consumption

## Blockchain Validation

- Complex calculations are performed to validate transactions
- Increasing complexity of the validation process is rewarded with Bitcoin (or alternate crypto currency) in a process known as “mining”
- Customized “mining” rigs with intensive GPU power are used

**NEWEST**  
**Antminer S9**  
**13.5Th/s 1400w**  
Newest BM1387 chip with 0.09w/GH



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# Impact of Crypto Currency & Bitcoin on the Data Center Market

## Customer profile

- Typically try to de-risk all aspects of lease terms – Short term only
- Limited to no credit + crypto market volatility = high risk
  - Limited value as a tenant/customer for a real estate investment firm.
  - Attractive to operators that need topline revenue fast despite risk
- Frequent requests range from 10 kW – 20 MW
- Models range: wholesale buyers subleasing to miners, miners at scale, mom & pop

## Seek lowest rental rate inclusive of power

- Generally best suited for lowest NAM power cost markets (i.e. Washington/Montreal)
- Straight utility power, no redundancy is ideal

## New class of owner/operators emerging

- Mining specific real estate investments – Powered shell with limited capital investment



Thank you!