Financial Tear Sheet

Corporate Profile

Iron Mountain Incorporated (NYSE:IRM) is the global leader for information protection and storage service services. We deliver the expertise our customers seek for reducing the costs and mitigating the risks associated with the protection and storage of their information assets. Our financial model is based on the recurring nature of our revenues. The predictability of this revenue stream and the resulting operating income before depreciation and amortization (OIBDA) allow us to operate with a high degree of financial leverage. Our business has the following financial characteristics:

- Recurring revenues;
- Historically non-cyclical storage business;
- Inherent growth from existing physical records customers;
- Diversified and stable customer base; and
- Capital expenditures related primarily to growth.

Our goal has always been, and continues to be, to increase OIBDA in relation to capital invested. The long-term nature of our assets, allows us to maintain an extended strategic planning horizon. Therefore we are reinvesting in the business currently to drive growth over the long-term.

Primary IR Contact
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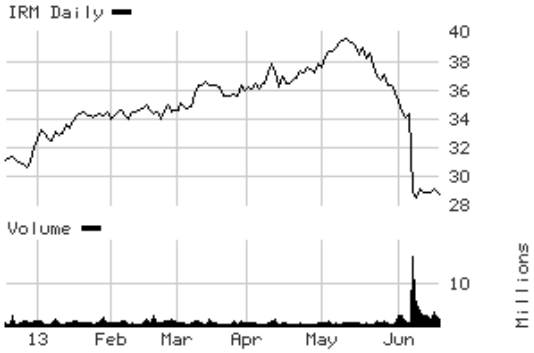
Stock Performance

IRM (Common Stock)

Exchange	NYSE (US Dollar)
Price	$28.59
Change (%)	▼ 0.24 (0.83%)
Volume	1,414,623
52 Week Low	$27.72
Market Cap	$5,451,169,530
Rolling EPS	0.58
PE Ratio	49.2931
Shares Outstanding	190,667,000

Data as of 06/19/13 4:04 p.m. ET



Recent Headlines

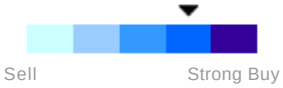
Thursday, June 06, 2013
Iron Mountain Incorporated Declares Quarterly Dividend
Tuesday, May 14, 2013
Iron Mountain Acquires Records Management Holding Company ISCC
Wednesday, May 01, 2013
Iron Mountain Reports First Quarter 2013 Financial Results

Recent Events

There are currently no events scheduled.

Analyst Estimates / Ratings

Mean Recommendation: **2.4**



EPS Trend

		Current	30 Days Ago	90 Days Ago
QTR	Jun 13	0.31	0.31	0.31
QTR	Sep 13	0.32	0.32	0.33
QTR	Dec 13	0.28	0.28	0.28
QTR	Mar 14	0.34	0.34	0.34
FY	Dec 13	1.18	1.18	1.20
FY	Dec 14	1.39	1.39	1.40

SEC Filings

Filing Date	Form
06/18/13	4
06/12/13	8-K
06/10/13	4
06/10/13	4

Management

William Meaney	President & CEO
Brian P. McKeon	Executive Vice President and Chief Financial Officer
Marc Duale	President, International
Harold E. Ebbighausen	President, North America
Tasos Tsolakis	Executive Vice President, Global Services and Chief Information Officer
Annie Drapeau	Executive Vice President, Human Resources
Jerry Rulli	Executive Vice President, Worldwide Sales
Ernest W. Cloutier	Executive Vice President, General Counsel and Secretary
Jack A. Faer	Chief Security Officer

Ownership Summary

Shareholders

	Holders	Value ($MM)	% O/S	Shares
Institution	470	6,898.71	99.7	190,135,769
Mutual Fund	726	2,782.57	41.0	78,096,387
Insider *	31	1,050.02	19.0	36,270,101

*Insider values reflect direct beneficial ownership.

Top Holders

	Shares Held	% O/S	Share Change	Filing Date
Capital World Investors	23,258,368	12.2	780,000	03/31/13
Davis Selected Advisers, L.P.	10,510,502	5.5	-547,964	04/18/13
The Vanguard Group, Inc.	9,941,281	5.2	977,647	03/31/13
Highfields Capital Management, L.P.	9,737,184	5.1	0	03/31/13
Schooner Capital, LLC	8,638,934	4.5	-1,415,459	03/31/13
State Street Global Advisors (US)	7,698,236	4.0	1,029,540	03/31/13
Ryan (Vincent J)	7,166,874	3.8	1	03/31/13
BlackRock Institutional Trust Company, N.A.	6,266,850	3.3	148,766	03/31/13
Janus Capital Management LLC	5,696,683	3.0	5,340	03/31/13
Parnassus Investments	5,414,632	2.8	4,499	03/31/13

Quotes delayed at least 15 minutes. Market data provided by Interactive Data.

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Minimum 20 minutes delayed