

Renewable Energy Strategy

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Director Corporate Responsibility



2015 Sustainability Report

KEY FACTS AND FIGURES:

CLIMATE CHANGE:

in 2015 we set a goal to achieve zero increase in GHG emissions holding at 324,000 MTCO₂e and **ACHIEVED 15% YEAR-ON-YEAR REDUCTION OF TOTAL GHG EMISSIONS**



ENERGY EFFICIENCY:

In 2015 we committed to reducing facility energy use by 3 percent to 534,000 MWh and **ACHIEVED 12 PERCENT YEAR-ON-YEAR REDUCTION OF TOTAL FACILITY ENERGY USAGE**



RENEWABLE ENERGY:

In 2015 we strived to increase the use of renewable energy such as on-site solar sixfold, to 2.4 million KWh and **ACHIEVED THAT GOAL THROUGH A COMBINATION OF ONSITE SOLAR AND DIRECT GREEN POWER PURCHASE**



Energy Vision

How much we use



Use less = Pay less

When we use it



Avoid peak time
Reduce peak kW

The rate we pay



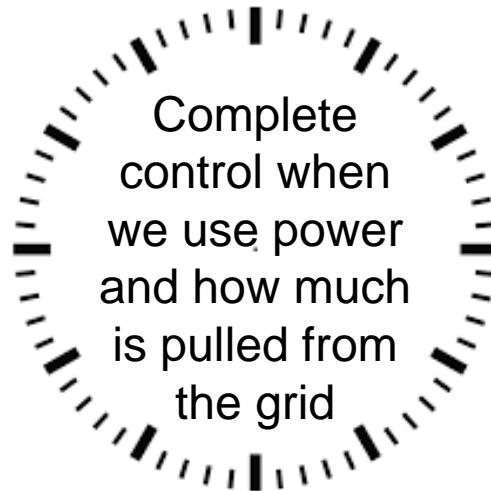
Mitigate rate increases

The Source

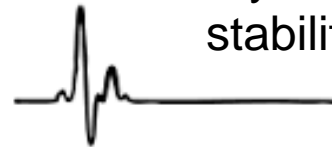


Increase percentage of Green Power

Reduce total consumption by as much as 50% or more



Complete rate certainty and stability



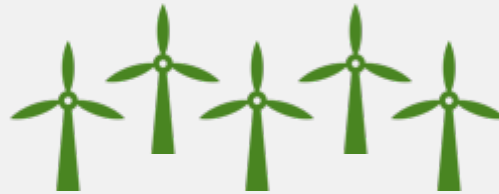
3 Tactics for Green Power Procurement



SOLAR

On-Site Solar PPAs

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



WIND POWER

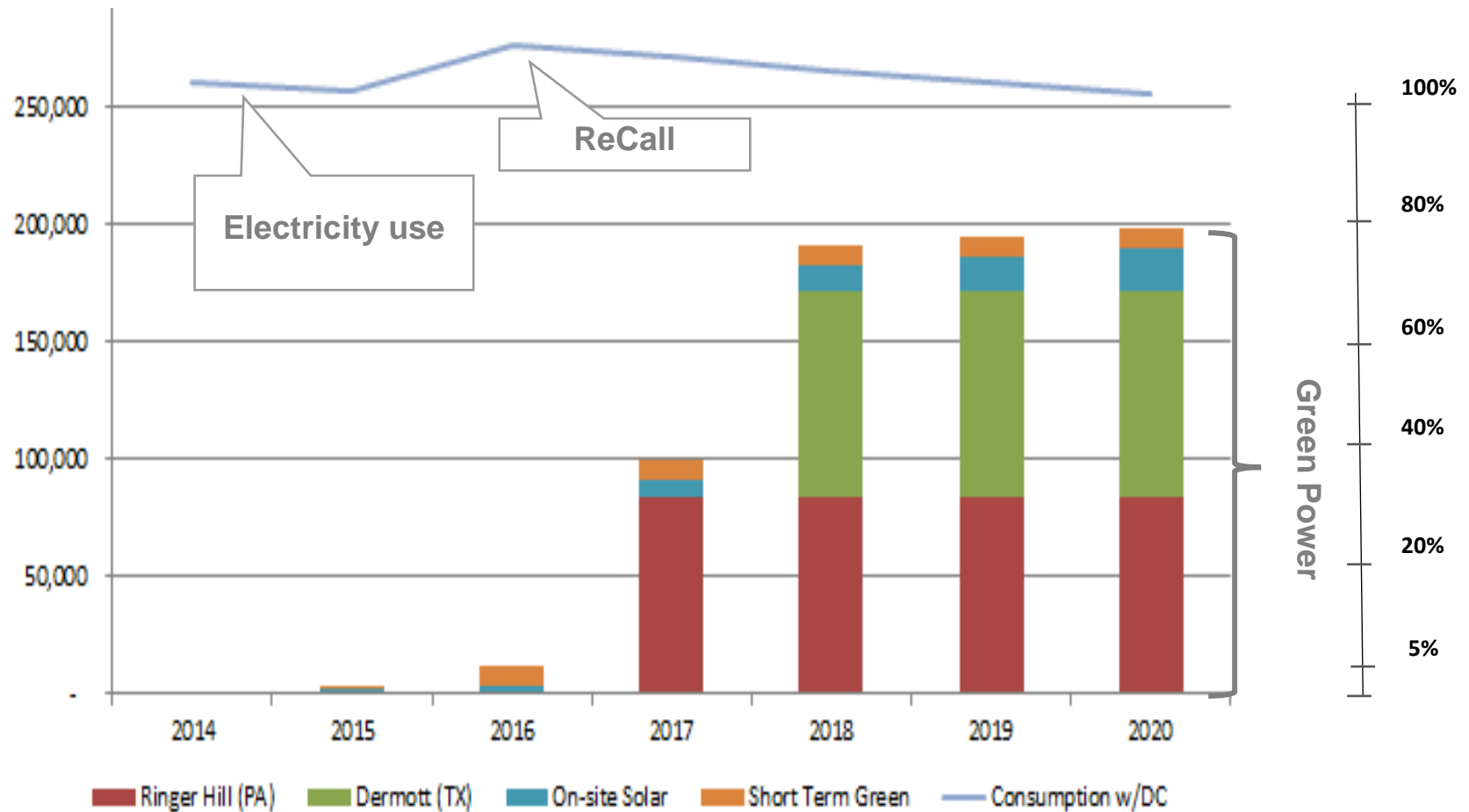
1 yr Direct Power Purchase

- 1 MW Avg (9,000 MWhrs) with RPD

“Virtual” Wind PPAs

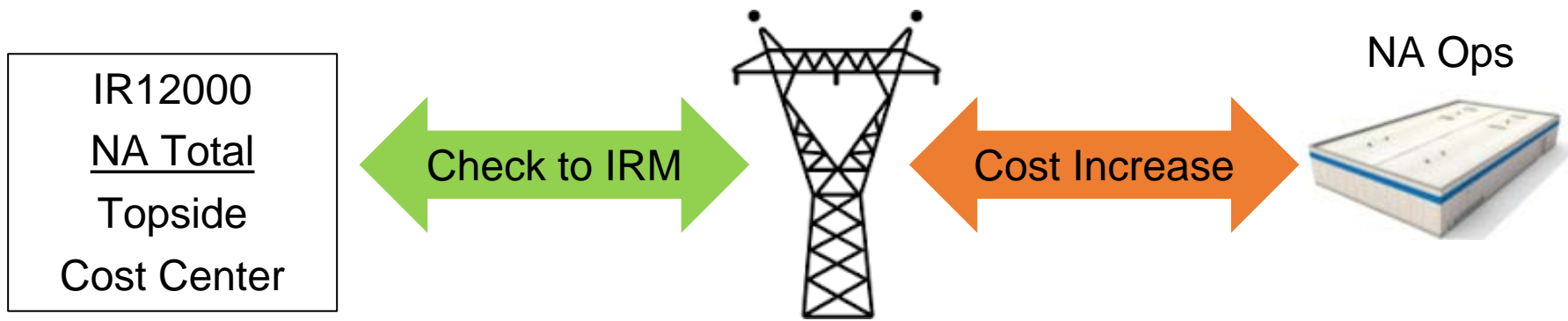
- 25 MW with NJR Ringer Hill, PA
- 25 MW new deal – details TBA

Our Future view of Renewable Electricity use in NA

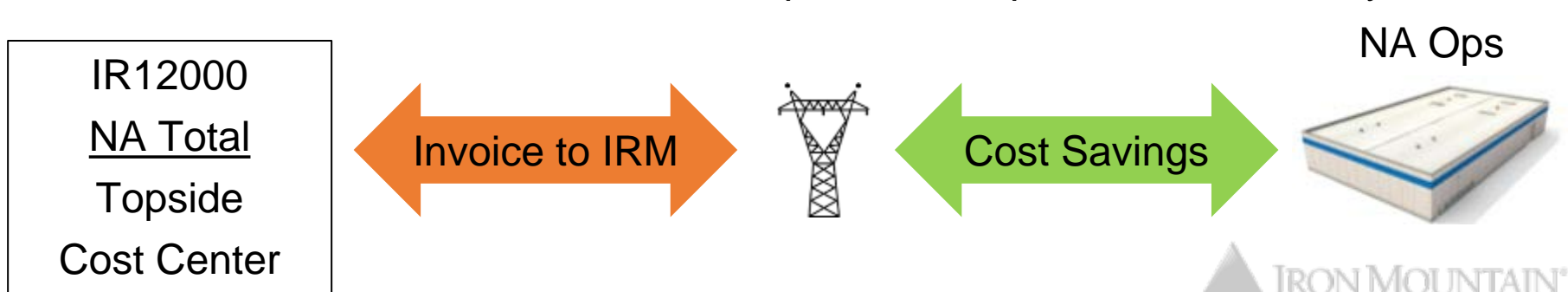


The windfarm creates long term rate stability (net at NA level)

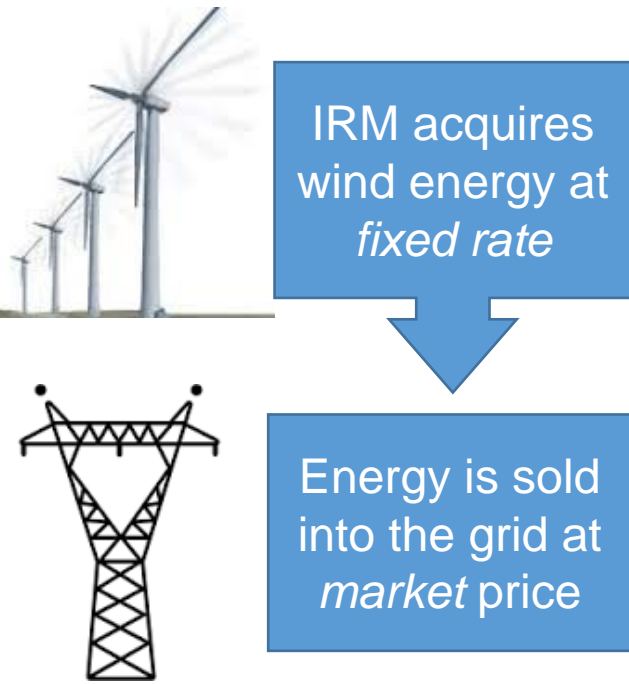
When grid prices go up, IRM receives a check from the windfarm while local operations see higher utility costs. At the IR12000 level these events offset each other.



When grid prices go down, Iron Mountain may have to write a check to make up the difference at the windfarm, but local operations experience lower utility costs.



Monthly Process for windfarm transaction



Each month, Iron Mountain will receive either a check or an invoice from the windfarm based on the difference in these transactions

1. Windfarm provides transaction to GRE with details on monthly volume. The transaction is a itemized buy/sale of energy from the farm to the utility company.
2. IMDC will determine their load for the month. This establishes their share of the impact (revenue or expense). The remaining amount stays to net against changes in market rates for NA.
3. Check / Invoice applied to a GL account (to be created) once approved by GRE and IMDC. Cost Center should roll into IR12000

Sustainability is a Team Sport

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



Key Lessons about VPPA

1. Part of a plan
 - Crawl – Walk – Run
 - Benefits of fast follower approach
2. The Core Value Proposition: Stability
3. Complexity
 - Get some help
 - All of us are only as successful as the worst of us
4. Collaboration
 - Internal: Finance, Facilities, Treasury, Procurement, Operations,
 - External: Suppliers, Developers, Peers, NGOs



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