

IRON MOUNTAIN INC
Form 10-Q
July 31, 2009

Table of Contents

**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**
Washington, D.C. 20549

FORM 10-Q

(Mark
One)

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR
15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the Quarterly Period Ended June 30, 2009

OR

**TRANSITION REPORT PURSUANT TO SECTION 13 OR
15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

**For the Transition Period from _____ to
Commission file number 1-13045**

IRON MOUNTAIN INCORPORATED

(Exact Name of Registrant as Specified in Its Charter)

Delaware **23-2588479**
(State or other Jurisdiction of (I.R.S. Employer
Incorporation or Organization) Identification No.)
745 Atlantic Avenue, Boston, MA 02111
(Address of Principal Executive Offices, Including Zip Code)

(617) 535-4766
(Registrant's Telephone Number, Including Area Code)

Indicate by check mark whether the registrant: (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a small reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer

Accelerated filer

Non-accelerated filer

Smaller reporting company

(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes No

Number of shares of the registrant's Common Stock at July 27, 2009: 202,913,730

Table of Contents

IRON MOUNTAIN INCORPORATED

Index

	Page
<u>PART I FINANCIAL INFORMATION</u>	
<u>Item 1 Unaudited Consolidated Financial Statements</u>	
<u>Consolidated Balance Sheets at December 31, 2008 and June 30, 2009 (Unaudited)</u>	<u>3</u>
<u>Consolidated Statements of Operations for the Three Months Ended June 30, 2008 and 2009 (Unaudited)</u>	<u>4</u>
<u>Consolidated Statements of Operations for the Six Months Ended June 30, 2008 and 2009 (Unaudited)</u>	<u>5</u>
<u>Consolidated Statements of Equity for the Six Months Ended June 30, 2008 and 2009 (Unaudited)</u>	<u>6</u>
<u>Consolidated Statements of Comprehensive Income (Loss) for the Three and Six Months Ended June 30, 2008 and 2009 (Unaudited)</u>	<u>7</u>
<u>Consolidated Statements of Cash Flows for the Six Months Ended June 30, 2008 and 2009 (Unaudited)</u>	<u>8</u>
<u>Notes to Consolidated Financial Statements (Unaudited)</u>	<u>9</u>
<u>Item 2 Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	<u>38</u>
<u>Item 4 Controls and Procedures</u>	<u>56</u>
<u>PART II OTHER INFORMATION</u>	
<u>Item 4 Submission of Matters to a Vote of Security Holders</u>	<u>57</u>
<u>Item 6 Exhibits</u>	<u>57</u>
<u>Signatures</u>	<u>58</u>

Table of Contents**Part I. Financial Information****Item 1. Unaudited Consolidated Financial Statements**

IRON MOUNTAIN INCORPORATED
CONSOLIDATED BALANCE SHEETS

(In Thousands, except Share and Per Share Data)

(Unaudited)

	December 31, 2008	June 30, 2009
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 278,370	\$ 316,056
Accounts receivable (less allowances of \$19,562 and \$22,718, respectively)	552,830	589,156
Deferred income taxes	41,305	37,988
Prepaid expenses and other	103,887	169,413
Total Current Assets	976,392	1,112,613
Property, Plant and Equipment:		
Property, plant and equipment	3,750,515	3,871,496
Less Accumulated depreciation	(1,363,761)	(1,484,180)
Net Property, Plant and Equipment	2,386,754	2,387,316
Other Assets, net:		
Goodwill	2,452,304	2,449,457
Customer relationships and acquisition costs	443,729	432,443
Deferred financing costs	33,186	30,857
Other	64,489	59,813
Total Other Assets, net	2,993,708	2,972,570
Total Assets	\$ 6,356,854	\$ 6,472,499
LIABILITIES AND EQUITY		
Current Liabilities:		
Current portion of long-term debt	\$ 35,751	\$ 30,583
Accounts payable	154,614	123,618
Accrued expenses	356,473	316,435
Deferred revenue	182,759	206,135
Total Current Liabilities	729,597	676,771
Long-term Debt, net of current portion	3,207,464	3,208,384
Other Long-term Liabilities	113,136	114,012
Deferred Rent	73,005	79,271
Deferred Income Taxes	427,324	442,495

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Commitments and Contingencies (see Note 8)

Equity:

Iron Mountain Incorporated Stockholders' Equity:

Preferred stock (par value \$0.01; authorized 10,000,000 shares; none issued and outstanding)	2,019	2,027
Common stock (par value \$0.01; authorized 400,000,000 shares; issued and outstanding 201,931,332 shares and 202,717,529 shares, respectively)		
Additional paid-in capital	1,250,064	1,272,921
Retained earnings	591,912	708,349
Accumulated other comprehensive items, net	(41,215)	(34,562)
Total Iron Mountain Incorporated Stockholders' Equity	1,802,780	1,948,735
Noncontrolling Interests	3,548	2,831
Total Equity	1,806,328	1,951,566
Total Liabilities and Equity	\$ 6,356,854	\$ 6,472,499

The accompanying notes are an integral part of these consolidated financial statements.

IRON MOUNTAIN INCORPORATED
CONSOLIDATED STATEMENTS OF OPERATIONS

(In Thousands, except Per Share Data)

(Unaudited)

	Three Months Ended June 30,	
	2008	2009
Revenues:		
Storage	\$416,195	\$415,810
Service	352,662	330,218
 Total Revenues	 768,857	 746,028
Operating Expenses:		
Cost of sales (excluding depreciation and amortization)	346,971	312,698
Selling, general and administrative	225,932	215,854
Depreciation and amortization	72,907	78,680
(Gain) Loss on disposal/writedown of property, plant and equipment, net	(839)	742
 Total Operating Expenses	 644,971	 607,974
Operating Income	123,886	138,054
Interest Expense, Net (includes Interest Income of \$1,352 and \$578, respectively)	59,757	55,175
Other Expense (Income), Net	3,532	(18,394)
 Income Before Provision for Income Taxes	 60,597	 101,273
Provision for Income Taxes	24,859	13,761
 Net Income	 35,738	 87,512
Less: Net Loss Attributable to Noncontrolling Interests	(148)	(126)
 Net Income Attributable to Iron Mountain Incorporated	 \$ 35,886	 \$ 87,638
 Earnings per Share Basic and Diluted:		
Net Income Attributable to Iron Mountain Incorporated per Share Basic	\$ 0.18	\$ 0.43
Net Income Attributable to Iron Mountain Incorporated per Share Diluted	\$ 0.18	\$ 0.43
 Weighted Average Common Shares Outstanding Basic	 200,855	 202,502
Weighted Average Common Shares Outstanding Diluted	203,038	204,199

The accompanying notes are an integral part of these consolidated financial statements.

IRON MOUNTAIN INCORPORATED
CONSOLIDATED STATEMENTS OF OPERATIONS (Continued)

(In Thousands, except Per Share Data)

(Unaudited)

	Six Months Ended June 30,	
	2008	2009
Revenues:		
Storage	\$ 820,512	\$ 825,667
Service	697,729	643,707
Total Revenues	1,518,241	1,469,374
Operating Expenses:		
Cost of sales (excluding depreciation and amortization)	694,722	629,678
Selling, general and administrative	448,160	426,247
Depreciation and amortization	142,437	154,960
Loss (Gain) on disposal/writedown of property, plant and equipment, net	2,706	(762)
Total Operating Expenses	1,288,025	1,210,123
Operating Income	230,216	259,251
Interest Expense, Net (includes Interest Income of \$2,571 and \$1,367, respectively)	119,776	110,696
Other Income, Net	(2,503)	(11,239)
Income Before Provision for Income Taxes	112,943	159,794
Provision for Income Taxes	43,131	45,338
Net Income	69,812	114,456
Less: Net Income (Loss) Attributable to Noncontrolling Interests	444	(1,981)
Net Income Attributable to Iron Mountain Incorporated	\$ 69,368	\$ 116,437
Earnings per Share Basic and Diluted:		
Net Income Attributable to Iron Mountain Incorporated per Share Basic	\$ 0.35	\$ 0.58
Net Income Attributable to Iron Mountain Incorporated per Share Diluted	\$ 0.34	\$ 0.57
Weighted Average Common Shares Outstanding Basic	200,863	202,284
Weighted Average Common Shares Outstanding Diluted	203,229	203,755

The accompanying notes are an integral part of these consolidated financial statements.

Table of Contents

IRON MOUNTAIN INCORPORATED
CONSOLIDATED STATEMENTS OF EQUITY

(In Thousands, except Share Data)

Iron Mountain Incorporated Stockholders' Equity								
			Common Stock Voting		Additional	Retained	Accumulated	Noncontrolling
	Total	Comprehensive	Shares	Amounts	Paid-in	Earnings	Other	Interests
		Income (Loss)			Capital		Comprehensive	
							Items, Net	
Balance, December 31, 2007	\$ 1,804,544	\$	200,693,217	\$ 2,007	\$ 1,209,512	\$ 509,875	\$ 74,061	\$ 9,089
Issuance of shares under employee stock purchase plan and option plans and stock-based compensation, including tax benefit of \$4,146	24,074		762,181	7	24,067			
Comprehensive Income (Loss):								
Currency translation adjustment	11,790	11,790					12,018	(228)
Market value adjustments for securities, net of tax	(573)	(573)					(573)	
Net income	69,812	69,812				69,368		444
Comprehensive Income		\$ 81,029						
Noncontrolling interests equity contributions	122							122
Parent purchase of noncontrolling interests	(4,490)							(4,490)
Dividend payments	(667)							(667)
Balance, June 30, 2008	\$ 1,904,612		201,455,398	\$ 2,014	\$ 1,233,579	\$ 579,243	\$ 85,506	\$ 4,270

Iron Mountain Incorporated Stockholders' Equity								
			Common Stock Voting		Additional	Retained	Accumulated	Noncontrolling
	Total	Comprehensive	Shares	Amounts	Paid-in	Earnings	Other	Interests
		Income (Loss)			Capital		Comprehensive	
							Items, Net	
Balance, December 31, 2008	\$ 1,806,328	\$	201,931,332	\$ 2,019	\$ 1,250,064	\$ 591,912	\$ (41,215)	\$ 3,548
Issuance of shares under employee stock purchase plan and option plans and stock-based compensation, including tax benefit of \$2,483	22,865		786,197	8	22,857			
Comprehensive Income (Loss):								

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Currency translation adjustment	8,412	8,412			6,653	1,759
Net income (loss)	114,456	114,456		116,437		(1,981)
Comprehensive Income		\$ 122,868				
Noncontrolling interests equity contributions	530					530
Dividend payments	(1,025)					(1,025)
Balance, June 30, 2009	\$ 1,951,566	202,717,529	\$ 2,027	\$ 1,272,921	\$ 708,349	\$ (34,562) \$ 2,831

The accompanying notes are an integral part of these consolidated financial statements.

Table of Contents**IRON MOUNTAIN INCORPORATED****CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)****(In Thousands)****(Unaudited)**

	Three Months Ended June 30,	
	2008	2009
Net Income	\$ 35,738	\$ 87,512
Other Comprehensive Income (Loss):		
Foreign Currency Translation Adjustments	13,402	31,173
Market Value Adjustments for Securities, Net of Tax	(99)	
Total Other Comprehensive Income	13,303	31,173
Comprehensive Income		
	49,041	118,685
Comprehensive Loss Attributable to Noncontrolling Interests	(701)	(123)
Comprehensive Income Attributable to Iron Mountain Incorporated	\$ 49,742	\$ 118,808
	Six Months Ended June 30,	
	2008	2009
Net Income	\$ 69,812	\$ 114,456
Other Comprehensive Income (Loss):		
Foreign Currency Translation Adjustments	11,790	8,412
Market Value Adjustments for Securities, Net of Tax	(573)	
Total Other Comprehensive Income	11,217	8,412
Comprehensive Income		
	81,029	122,868
Comprehensive Income (Loss) Attributable to Noncontrolling Interests	216	(222)
Comprehensive Income Attributable to Iron Mountain Incorporated	\$ 80,813	\$ 123,090

The accompanying notes are an integral part of these consolidated financial statements.

Table of Contents

IRON MOUNTAIN INCORPORATED
CONSOLIDATED STATEMENTS OF CASH FLOWS

(In Thousands)

(Unaudited)

	Six Months Ended June 30,	
	2008	2009
Cash Flows from Operating Activities:		
Net income	\$ 69,812	\$ 114,456
Adjustments to reconcile net income to cash flows from operating activities:		
Depreciation	125,043	137,606
Amortization (includes deferred financing costs and bond discount of \$2,438 and \$2,517, respectively)	19,832	19,871
Stock-based compensation expense	9,835	9,136
Provision for deferred income taxes	11,179	15,425
Loss on early extinguishment of debt	345	
Loss (Gain) on disposal/writedown of property, plant and equipment, net	2,706	(762)
Foreign currency transactions and other, net	(2,459)	(10,811)
Changes in Assets and Liabilities (exclusive of acquisitions):		
Accounts receivable	(40,176)	(44,037)
Prepaid expenses and other current assets	7,972	(2,561)
Accounts payable	(23,552)	(17,202)
Accrued expenses, deferred revenue and other current liabilities	5,103	19,828
Other assets and long-term liabilities	3,993	7,342
Cash Flows from Operating Activities	189,633	248,291
Cash Flows from Investing Activities:		
Capital expenditures	(174,130)	(133,876)
Cash paid for acquisitions, net of cash acquired	(46,318)	(1,448)
Additions to customer relationship and acquisition costs	(6,639)	(4,439)
Investment in joint ventures	(1,709)	
Proceeds from sales of property and equipment and other, net	26	1,838
Cash Flows from Investing Activities	(228,770)	(137,925)
Cash Flows from Financing Activities:		
Repayment of revolving credit and term loan facilities and other debt	(753,936)	(99,904)
Proceeds from revolving credit and term loan facilities and other debt	562,718	15,574
Net proceeds from sales of senior subordinated notes	295,500	
Debt financing (repayment to) and equity contribution from (distribution to) noncontrolling interests, net	384	530
Proceeds from exercise of stock options and employee stock purchase plan	9,940	10,983
Excess tax benefits from stock-based compensation	4,146	2,483
Payment of debt financing costs	(763)	(97)
Cash Flows from Financing Activities	117,989	(70,431)
Effect of Exchange Rates on Cash and Cash Equivalents	(1,262)	(2,249)
Increase in Cash and Cash Equivalents	77,590	37,686
Cash and Cash Equivalents, Beginning of Period	125,607	278,370
Cash and Cash Equivalents, End of Period	\$ 203,197	\$ 316,056
Supplemental Information:		
Cash Paid for Interest	\$ 117,634	\$ 110,759
Cash Paid for Income Taxes	\$ 25,876	\$ 35,574

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Non-Cash Investing Activities:		
Capital Leases	\$ 23,393	\$ 29,596
Accrued Capital Expenditures	\$ 22,993	\$ 27,880

The accompanying notes are an integral part of these consolidated financial statements.

Table of Contents

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(1) General

The interim consolidated financial statements are presented herein without audit and, in the opinion of management, reflect all adjustments of a normal recurring nature necessary for a fair presentation. Interim results are not necessarily indicative of results for a full year.

The consolidated balance sheet presented as of December 31, 2008 has been derived from our audited consolidated financial statements. The unaudited consolidated financial statements have been prepared pursuant to the rules and regulations of the Securities and Exchange Commission ("SEC"). Certain information and footnote disclosures normally included in the annual financial statements prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP") have been omitted pursuant to those rules and regulations, but we believe that the disclosures are adequate to make the information presented not misleading. The consolidated financial statements and notes included herein should be read in conjunction with the annual consolidated financial statements and notes for the year ended December 31, 2008 included in our Current Report on Form 8-K filed on May 8, 2009.

On January 1, 2009, we adopted Statement of Financial Accounting Standard No. 160, "Noncontrolling Interests in Consolidated Financial Statement an Amendment of ARB No. 51" ("SFAS No. 160"). The presentation and disclosure requirements of SFAS No. 160 have been applied to all of our financial statements, notes and other financial data retrospectively for all periods presented. The adoption of SFAS No. 160 resulted in an increase to net income attributable to Iron Mountain Incorporated of \$478, or \$0.00 per diluted share for the three months ended June 30, 2009 and an increase to net income attributable to Iron Mountain Incorporated of \$2,859, or \$0.01 per diluted share for the six months ended June 30, 2009. SFAS No. 160 includes a prospective requirement allowing losses in excess of a noncontrolling interest's equity to go below zero. Excluding the impacts of the adoption of SFAS No. 160, net income attributable to Iron Mountain Incorporated and diluted earnings per share attributable to Iron Mountain Incorporated would have been \$87,160 and \$0.43 per share, respectively, for the three months ended June 30, 2009 and \$113,578 and \$0.56 per share, respectively, for the six months ended June 30, 2009.

(2) Summary of Significant Accounting Policies

a. Principles of Consolidation

The accompanying financial statements reflect our financial position and results of operations on a consolidated basis. Financial position and results of operations of Iron Mountain Europe Limited ("IME"), our European subsidiary, are consolidated for the appropriate periods based on its fiscal year ended October 31. All intercompany account balances have been eliminated.

b. Foreign Currency Translation

Local currencies are considered the functional currencies for our operations outside the United States, with the exception of certain foreign holding companies and our financing center in Switzerland, whose functional currencies are the U.S. dollar. All assets and liabilities are translated at period-end exchange rates, and revenues and expenses are translated at average exchange rates for the applicable period, in accordance with Statement of Financial Accounting Standards ("SFAS") No. 52, "Foreign

Table of Contents

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(2) Summary of Significant Accounting Policies (Continued)

Currency Translation." Resulting translation adjustments are reflected in the accumulated other comprehensive items, net component of Iron Mountain Incorporated Stockholders' Equity and Noncontrolling Interests. The gain or loss on foreign currency transactions, calculated as the difference between the historical exchange rate and the exchange rate at the applicable measurement date, including those related to (a) our 7¹/₄% GBP Senior Subordinated Notes due 2014, (b) our 6³/₄% Euro Senior Subordinated Notes due 2018, (c) the borrowings in certain foreign currencies under our revolving credit agreements, and (d) certain foreign currency denominated intercompany obligations of our foreign subsidiaries to us and between our foreign subsidiaries, are included in other expense (income), net, on our consolidated statements of operations. We recorded a net loss of \$3,293 and a net gain of \$2,638 for the three and six months ended June 30, 2008, respectively. We recorded a net gain of \$17,127 and \$9,638 for the three and six months ended June 30, 2009, respectively.

c. Goodwill and Other Intangible Assets

We apply the provisions of SFAS No. 142, "Goodwill and Other Intangible Assets." Under SFAS No. 142, goodwill and intangible assets with indefinite lives are not amortized but are reviewed annually for impairment or more frequently if impairment indicators arise. We currently have no intangible assets that have indefinite lives and which are not amortized, other than goodwill. Separable intangible assets that are not deemed to have indefinite lives are amortized over their useful lives. We periodically assess whether events or circumstances warrant a change in the life over which our intangible assets are amortized.

We have selected October 1 as our annual goodwill impairment review date. We performed our annual goodwill impairment review as of October 1, 2008, and noted no impairment of goodwill. In making this assessment, we rely on a number of factors including operating results, business plans, economic projections, anticipated future cash flows, transactions and market place data. There are inherent uncertainties related to these factors and our judgment in applying them to the analysis of goodwill impairment. As of June 30, 2009, no factors were identified that would alter this assessment. When changes occur in the composition of one or more reporting units, the goodwill is reassigned to the reporting units affected based on their relative fair value. Our reporting units at which level we performed our goodwill impairment analysis as of October 1, 2008 were as follows: North America (excluding Fulfillment), Fulfillment, Europe, Worldwide Digital Business (excluding Stratify, Inc. ("Stratify")), Stratify, Latin America and Asia Pacific. Asia Pacific is primarily composed of recent acquisitions (carrying value of goodwill, net amounts to \$54,982 as of June 30, 2009). It is still in the investment stage and accordingly its fair value does not exceed its carrying value by a significant margin at this point in time. A deterioration of the Asia Pacific business or the business not achieving the forecasted results could lead to an impairment in future periods.

Reporting unit valuations have been calculated using an income approach based on the present value of future cash flows of each reporting unit or a combined approach based on the present value of future cash flows and market and transaction multiples of revenues. The income approach incorporates many assumptions including future growth rates, discount factors, expected capital expenditures and income tax cash flows. Changes in economic and operating conditions impacting these assumptions could result in goodwill impairments in future periods. In conjunction with our annual goodwill

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(2) Summary of Significant Accounting Policies (Continued)**

impairment reviews, we reconcile the sum of the valuations of all of our reporting units to our market capitalization as of such dates. The changes in the carrying value of goodwill attributable to each reportable operating segment for the six month period ended June 30, 2009 are as follows:

	North American Physical Business	International Physical Business	Worldwide Digital Business	Total Consolidated
Balance as of December 31, 2008	\$ 1,689,460	\$ 508,795	\$ 254,049	\$ 2,452,304
Adjustments to purchase reserves	(81)			(81)
Fair value and other adjustments(1)	69	1,262		1,331
Currency effects	10,362	(14,459)		(4,097)
Balance as of June 30, 2009	\$ 1,699,810	\$ 495,598	\$ 254,049	\$ 2,449,457

(1) Fair value and other adjustments primarily includes \$1,448 of cash paid related to prior year's acquisitions.

The components of our amortizable intangible assets at June 30, 2009 are as follows:

	Gross Carrying Amount	Accumulated Amortization	Net Carrying Amount
Customer Relationships and Acquisition Costs	\$ 545,524	\$ (113,081)	\$ 432,443
Core Technology(1)	50,144	(20,927)	29,217
Non-Compete Agreements(1)	1,666	(1,320)	346
Deferred Financing Costs	53,104	(22,247)	30,857
Total	\$ 650,438	\$ (157,575)	\$ 492,863

(1) Included in other assets, net in the accompanying consolidated balance sheet.

d. Stock-Based Compensation

We apply the provisions of SFAS No. 123R, "Share-Based Payment," ("SFAS No. 123R") using the modified prospective method. We record stock-based compensation expense, utilizing the straight-line method, for the cost of stock options, restricted stock and shares issued under the employee stock purchase plan based on the requirements of SFAS No. 123R (together, "Employee Stock-Based Awards").

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Stock-based compensation expense, included in the accompanying consolidated statements of operations, for the three and six months ended June 30, 2008 was \$4,828 (\$3,856 after tax or \$0.02 per basic and diluted share) and \$9,835 (\$7,757 after tax or \$0.04 per basic and diluted share), respectively, and for the three and six months ended June 30, 2009 was \$4,877 (\$3,781 after tax or \$0.02 per basic and diluted share) and \$9,136 (\$7,246 after tax or \$0.04 per basic and diluted share), respectively, for Employee Stock-Based Awards.

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(2) Summary of Significant Accounting Policies (Continued)**

SFAS No. 123R requires that the benefits associated with the tax deductions in excess of recognized compensation cost be reported as a financing cash flow. This requirement reduces reported operating cash flows and increases reported financing cash flows. As a result, net financing cash flows included \$4,146 and \$2,483 for the six months ended June 30, 2008 and 2009, respectively, from the benefits of tax deductions in excess of recognized compensation cost. We used the short form method to calculate the Additional Paid-in Capital ("APIC") pool. The tax benefit of any resulting excess tax deduction increases the APIC pool. Any resulting tax deficiency is deducted from the APIC pool.

Stock Options

Under our various stock option plans, options were granted with exercise prices equal to the market price of the stock on the date of grant. The majority of our options become exercisable ratably over a period of five years and generally have a contractual life of 10 years, unless the holder's employment is terminated. Beginning in 2007, certain of the options we issue become exercisable ratably over a period of ten years and have a contractual life of 12 years, unless the holder's employment is terminated. As of June 30, 2009, 10-year vesting options represent 9.7% of total outstanding options. Our directors are considered employees under the provisions of SFAS No. 123R.

The weighted average fair value of options granted for the six months ended June 30, 2008 and 2009 was \$10.22 and \$9.67 per share, respectively. The values were estimated on the date of grant using the Black-Scholes option pricing model. The following table summarizes the weighted average assumptions used for grants in the respective period:

Weighted Average Assumption	Six Months Ended June 30, 2008	Six Months Ended June 30, 2009
Expected volatility	25.8%	32.01%
Risk-free interest rate	3.25%	2.67%
Expected dividend yield	None	None
Expected life of the option	6.7 years	6.4 years

Expected volatility was calculated utilizing daily historical volatility over a period that equates to the expected life of the option. The risk-free interest rate was based on the U.S. Treasury interest rates whose term is consistent with the expected life of the stock options. Expected dividend yield was not considered in the option pricing model since we do not pay dividends and have no current plans to do so in the future. The expected life (estimated period of time outstanding) of the stock options granted was estimated using the historical exercise behavior of employees.

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(2) Summary of Significant Accounting Policies (Continued)**

A summary of option activity for the six months ended June 30, 2009 is as follows:

	Options	Weighted Average Exercise Price	Weighted Average Remaining Contractual Term	Aggregate Intrinsic Value
Outstanding at December 31, 2008	12,210,175	\$ 22.70		
Granted	1,454,453	25.71		
Exercised	(645,531)	11.87		
Forfeited	(155,442)	26.85		
Expired	(95,786)	24.96		
Outstanding at June 30, 2009	12,767,869	\$ 23.53	7.4	\$ 93,936
Options exercisable at June 30, 2009	5,715,556	\$ 19.54	6.4	\$ 36,350

The aggregate intrinsic value of stock options exercised for the three and six months ended June 30, 2008 was approximately \$6,190 and \$12,746, respectively. The aggregate intrinsic value of stock options exercised for the three and six months ended June 30, 2009 was approximately \$6,113 and \$8,640, respectively. The aggregate fair value of stock options vested for the three and six months ended June 30, 2008 was approximately \$5,406 and \$12,316, respectively. The aggregate fair value of stock options vested for the three and six months ended June 30, 2009 was approximately \$6,254 and \$13,076, respectively.

Restricted Stock

Under our various stock option plans, we may also issue grants of restricted stock. We issued restricted stock in July 2005, which had a 3-year vesting period, and in December 2006, December 2007 and June 2009, which had a 5-year vesting period. The fair value of restricted stock is the excess of the market price of our common stock at the date of grant over the exercise price, which is zero. Included in our stock-based compensation expense for the three and six months ended June 30, 2008 and 2009 is a portion of the cost related to restricted stock granted in July 2005, December 2006, December 2007 and June 2009.

A summary of restricted stock activity for the six months ended June 30, 2009 is as follows:

	Restricted Stock	Weighted- Average Grant-Date Fair Value
Non-vested at December 31, 2008	810	\$ 37.53
Granted	2,474	28.36
Vested		
Forfeited		
Non-vested at June 30, 2009	3,284	\$ 30.62

Table of Contents

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(2) Summary of Significant Accounting Policies (Continued)

The total fair value of shares vested for the three and six months ended June 30, 2008 was \$657. No shares vested during the three and six months ended June 30, 2009.

Employee Stock Purchase Plan

We offer an employee stock purchase plan in which participation is available to substantially all U.S. and Canadian employees who meet certain service eligibility requirements (the "ESPP"). The ESPP provides a way for our eligible employees to become stockholders on favorable terms. The ESPP provides for the purchase of our common stock by eligible employees through successive offering periods. We generally have two 6-month offering periods, the first of which begins June 1 and ends November 30 and the second begins December 1 and ends May 31. During each offering period, participating employees accumulate after-tax payroll contributions, up to a maximum of 15% of their compensation, to pay the exercise price of their options. Participating employees may withdraw from an offering period before the purchase date and obtain a refund of the amounts withheld as payroll deductions. At the end of the offering period, outstanding options are exercised, and each employee's accumulated contributions are used to purchase our common stock. The price for shares purchased under the ESPP is 95% of the fair market price at the end of the offering period, without a look back feature. As a result, we do not recognize compensation cost for our ESPP shares purchased. The ESPP was amended and approved by our stockholders on May 26, 2005 to increase the number of shares from 1,687,500 to 3,487,500. For the six months ended June 30, 2008 and 2009, there were 157,514 shares and 136,966 shares, respectively, purchased under the ESPP. The number of shares available for purchase at June 30, 2009 was 933,415.

As of June 30, 2009, unrecognized compensation cost related to the unvested portion of our Employee Stock-Based Awards was \$63,763 and is expected to be recognized over a weighted-average period of 4.1 years.

We generally issue shares for the exercises of stock options, issuance of restricted stock and issuance of shares under our ESPP from unissued reserved shares.

e. **Income Per Share Basic and Diluted**

In accordance with SFAS No. 128, "Earnings per Share," basic net income per common share is calculated by dividing net income attributable to Iron Mountain Incorporated by the weighted average number of common shares outstanding. The calculation of diluted net income per share is consistent with that of basic net income per share but gives effect to all potential common shares (that is, securities such as options, warrants or convertible securities) that were outstanding during the period, unless the effect is antidilutive.

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(2) Summary of Significant Accounting Policies (Continued)**

The following table presents the calculation of basic and diluted net income per share attributable to Iron Mountain Incorporated:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2009	2008	2009
Net income attributable to Iron Mountain Incorporated	\$ 35,886	\$ 87,638	\$ 69,368	\$ 116,437
Weighted-average shares basic	200,855,000	202,502,000	200,863,000	202,284,000
Effect of dilutive potential stock options	2,179,402	1,696,813	2,354,163	1,471,158
Effect of dilutive potential restricted stock	3,098		12,175	
Weighted-average shares diluted	203,037,500	204,198,813	203,229,338	203,755,158
Net income per share attributable to Iron Mountain Incorporated basic	\$ 0.18	\$ 0.43	\$ 0.35	\$ 0.58
Net income per share attributable to Iron Mountain Incorporated diluted	\$ 0.18	\$ 0.43	\$ 0.34	\$ 0.57
Antidilutive stock options, excluded from the calculation	1,416,508	7,723,326	911,568	8,160,015

f. Revenues

Our revenues consist of storage revenues as well as service revenues and are reflected net of sales and value added taxes. Storage revenues, both physical and digital, which are considered a key performance indicator for the information protection and storage services industry, consist of largely recurring periodic charges related to the storage of materials or data (generally on a per unit basis). Service revenues are comprised of charges for related core service activities and a wide array of complementary products and services. Included in core service revenues are: (1) the handling of records including the addition of new records, temporary removal of records from storage, refiling of removed records, destruction of records, and permanent withdrawals from storage; (2) courier operations, consisting primarily of the pickup and delivery of records upon customer request; (3) secure shredding of sensitive documents; and (4) other recurring services including maintenance and support contracts. Our complementary services revenues include special project work, data restoration projects, fulfillment services, consulting services and product sales (including software licenses, specially designed storage containers and related supplies). Our secure shredding revenues include the sale of recycled paper (included in complementary services), the price of which can fluctuate from period to period, adding to the volatility and reducing the predictability of that revenue stream.

We recognize revenue when the following criteria are met: persuasive evidence of an arrangement exists, services have been rendered, the sales price is fixed or determinable, and collectability of the resulting receivable is reasonably assured. Storage and service revenues are recognized in the month the respective storage or service is provided and customers are generally billed on a monthly basis on

Table of Contents

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(2) Summary of Significant Accounting Policies (Continued)

contractually agreed-upon terms. Amounts related to future storage or prepaid service contracts, including maintenance and support contracts, for customers where storage fees or services are billed in advance are accounted for as deferred revenue and recognized ratably over the applicable storage or service period or when the service is performed. Revenue from the sales of products is recognized when shipped to the customer and title has passed to the customer. Sales of software licenses are recognized at the time of product delivery to our customer or reseller and maintenance and support agreements are recognized ratably over the term of the agreement. Software license sales and maintenance and support accounted for less than 1% of our consolidated revenues for 2008 and the first six months of 2009. Within our Worldwide Digital Business segment, in certain instances, we process and host data for customers. In these instances, the processing fees are deferred and recognized over the estimated service period.

g. Allowance for Doubtful Accounts and Credit Memo Reserves

We maintain an allowance for doubtful accounts and credit memos for estimated losses resulting from the potential inability of our customers to make required payments and disputes regarding billing and service issues. When calculating the allowance, we consider our past loss experience, current and prior trends in our aged receivables and credit memo activity, current economic conditions, and specific circumstances of individual receivable balances. If the financial condition of our customers were to significantly change, resulting in a significant improvement or impairment of their ability to make payments, an adjustment of the allowance may be required. We consider accounts receivable to be delinquent after such time as reasonable means of collection have been exhausted. We charge-off uncollectible balances as circumstances warrant, generally, no later than one year past due.

h. Income Taxes

Our effective tax rates for the three and six months ended June 30, 2008 were 41.0% and 38.2%, respectively. Our effective tax rates for the three and six months ended June 30, 2009 were 13.6% and 28.4%, respectively. The primary reconciling items between the statutory rate of 35% and our effective rate are state income taxes (net of federal benefit) and differences in the rates of tax at which our foreign earnings are subject. The decrease in the effective tax rate in 2009 is primarily due to significant foreign exchange gains and losses in different jurisdictions with different tax rates. For 2009, foreign currency gains were recorded in lower tax jurisdictions associated with the marking-to-market of intercompany loan positions while foreign currency losses were recorded in higher tax jurisdictions associated with the marking-to-market of debt and derivative instruments, which reduced the 2009 tax rate by 25.8% and 11.6% for the three and six months ended June 30, 2009, respectively. We provide for income taxes during interim periods based on our estimate of the effective tax rate for the year. Discrete items and changes in our estimate of the annual effective tax rate are recorded in the period they occur.

We account for income taxes in accordance with SFAS No. 109, "Accounting for Income Taxes" ("SFAS No. 109"), which requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the tax and financial reporting basis of assets and liabilities and for loss and credit carryforwards. Valuation allowances are provided when recovery of deferred tax assets is not considered more likely than not. We adopted the provisions of FASB

Table of Contents

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(2) Summary of Significant Accounting Policies (Continued)

Interpretation No. 48, "Accounting for Uncertainty in Income Taxes" ("FIN 48"), an interpretation of SFAS No. 109, on January 1, 2007.

We have elected to recognize interest and penalties associated with uncertain tax positions as a component of the provision for income taxes in the accompanying consolidated statements of operations. We recorded \$1,139 and \$1,625 for gross interest and penalties for the three and six months ended June 30, 2008, respectively. We recorded \$486 and \$1,736 for gross interest and penalties for the three and six months ended June 30, 2009, respectively. We had \$8,125 and \$9,861 accrued for the payment of interest and penalties as of December 31, 2008 and June 30, 2009, respectively.

i. Fair Value Measurements

We apply the provisions of SFAS No. 157, "Fair Value Measurements" ("SFAS No. 157"). SFAS No. 157 defines fair value, establishes a framework for measuring fair value in accordance with generally accepted accounting principles in the United States and expands disclosures about fair value measurements. Under SFAS No. 159, "The Fair Value Option for Financial Assets and Financial Liabilities Including an amendment of FASB Statement No. 115" ("SFAS No. 159"), entities are permitted to choose to measure many financial instruments and certain other items at fair value that previously were not required to be measured at fair value. We did not elect the fair value measurement option under SFAS No. 159 for any of these financial assets or liabilities.

Our financial assets or liabilities are measured using inputs from the three levels of the fair value hierarchy. A financial asset or liability's classification within the hierarchy is determined based on the lowest level input that is significant to the fair value measurement. The three levels are as follows:

Level 1 Inputs are unadjusted quoted prices in active markets for identical assets or liabilities that we have the ability to access at the measurement date.

Level 2 Inputs include quoted prices for similar assets and liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability (i.e., interest rates, yield curves, etc.), and inputs that are derived principally from or corroborated by observable market data by correlation or other means (market corroborated inputs).

Level 3 Unobservable inputs that reflect our assumptions about the assumptions that market participants would use in pricing the asset or liability.

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(2) Summary of Significant Accounting Policies (Continued)**

The following table provides the assets and liabilities carried at fair value measured on a recurring basis as of June 30, 2009:

Description	Fair Value Measurements at June 30, 2009			
	Total Carrying Value at June 30, 2009	Quoted prices in active markets (Level 1)	Using Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)
Money Market Funds(1)	\$ 198,654	\$	\$ 198,654	\$
Time Deposits(1)	60,359		60,359	
Available-for-Sale and Trading Securities	8,942	7,820(2)	1,122(1)	
Derivative Liabilities(3)	103		103	

- (1) Money market funds and time deposits (including those in certain available-for-sale and trading securities) are measured based on quoted prices for similar assets and/or subsequent transactions.
- (2) Our available-for-sale and trading securities are measured at fair value using quoted market prices.
- (3) Our derivative liabilities primarily relate to short-term foreign currency contracts that we have entered into to hedge our intercompany exposures denominated in British pounds sterling. We calculate the fair value of such forward contracts by adjusting the spot rate utilized at the balance sheet date for translation purposes by an estimate of the forward points observed in active markets.

SFAS No. 157 also requires disclosure in the financial statements for items measured at fair value on a non-recurring basis. We did not have any items that are measured at fair value under this requirement for the three and six months ended June 30, 2009.

j. New Accounting Pronouncements

In June 2009, the Financial Accounting Standards Board ("FASB") issued SFAS No. 166, "Accounting for Transfers of Financial Assets" an amendment of FASB Statement No. 140" ("SFAS No. 166") and SFAS No. 167, "Amendments to FASB Interpretation No. 46(R)" ("SFAS No. 167"). SFAS No. 166 will require more information about transfers of financial assets, including securitization transactions, and where entities have continuing exposure to the risks related to transferred financial assets. It eliminates the concept of a "qualifying special-purpose entity," changes the requirements for derecognizing financial assets, and requires additional disclosures. SFAS No. 167 will require additional disclosures about the involvement with variable interest entities and any significant changes in risk exposure due to that involvement. A reporting entity will be required to disclose how its involvement with a variable interest entity affects the reporting entity's financial statements. SFAS No. 166 and No. 167 will be effective at the start of a reporting entity's first fiscal year beginning after November 15, 2009, or January 1, 2010, for a calendar year-end entity. We do not expect the adoption of SFAS No. 166 and No. 167 to have a material impact on our consolidated financial statements and results of operations.

Table of Contents

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(2) Summary of Significant Accounting Policies (Continued)

In June 2009, the FASB issued SFAS No. 168, "The FASB Accounting Standards Codification and the Hierarchy of Generally Accepted Accounting Principles a replacement of SFAS No. 162" ("SFAS No. 168"). SFAS No. 168 establishes the FASB Accounting Standards Codification (the "Codification") to become the source of authoritative U.S. GAAP recognized by the FASB to be applied by nongovernmental entities. Rules and interpretive releases of the SEC under authority of federal securities laws are also sources of authoritative U.S. GAAP for SEC registrants. On the effective date of SFAS No. 168, the Codification will supersede all then-existing non-SEC accounting and reporting standards. All other nongrandfathered non-SEC accounting literature not included in the Codification will become nonauthoritative. SFAS No. 168 will be effective for financial statements issued for interim and annual periods ending after September 15, 2009. We do not expect the adoption of SFAS No. 168 to have a material impact on our consolidated financial statements and results of operations.

k. Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires us to make estimates, judgments and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses, and related disclosure of contingent assets and liabilities at the date of the financial statements and for the period then ended. On an on-going basis, we evaluate the estimates used, including those related to accounting for acquisitions, allowance for doubtful accounts and credit memos, impairments of tangible and intangible assets, income taxes, stock-based compensation and self-insured liabilities. We base our estimates on historical experience, actuarial estimates, current conditions and various other assumptions that we believe to be reasonable under the circumstances. These estimates form the basis for making judgments about the carrying values of assets and liabilities and are not readily apparent from other sources. Actual results may differ from these estimates.

(3) Derivative Instruments and Hedging Activities

SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities," requires that every derivative instrument be recorded in the balance sheet as either an asset or a liability measured at its fair value. Periodically, we acquire derivative instruments that are intended to hedge either cash flows or values which are subject to foreign exchange or other market price risk, and not for trading purposes. We have formally documented our hedging relationships, including identification of the hedging instruments and the hedged items, as well as our risk management objectives and strategies for undertaking each hedge transaction. Given the recurring nature of our revenues and the long term nature of our asset base, we have the ability and the preference to use long-term, fixed interest rate debt to finance our business, thereby preserving our long term returns on invested capital. We target approximately 75% of our debt portfolio to be fixed with respect to interest rates. Occasionally, we will use interest rate swaps as a tool to maintain our targeted level of fixed rate debt. In addition, we will use borrowings in foreign currencies, either obtained in the U.S. or by our foreign subsidiaries, to naturally hedge foreign currency risk associated with our international investments. Sometimes we enter into currency swaps to temporarily hedge an overseas investment, such as a major acquisition, while we arrange permanent financing or to hedge our exposures due to foreign currency exchange movements related to our intercompany accounts with and between our foreign subsidiaries. As of December 31,

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(3) Derivative Instruments and Hedging Activities (Continued)

2008 and June 30, 2009, none of our derivative instruments contained credit-risk related contingent features.

Beginning in the fourth quarter of 2007, we entered into a number of forward contracts to hedge our exposures in British pounds sterling. As of June 30, 2009, we had an outstanding forward contract to purchase 121,322 U.S. dollars and sell 73,600 British pounds sterling to hedge our intercompany exposures with IME. At the maturity of the forward contracts we may enter into new forward contracts to hedge movements in the underlying currencies. At the time of settlement, we either pay or receive the net settlement amount from the forward contract and recognize this amount in other (income) expense, net in the accompanying statement of operations as a realized foreign exchange gain or loss. We have not designated these forward contracts as hedges. During the three and six months ended June 30, 2009, there was \$17,414 and \$2,392, respectively, in net cash disbursements included in cash from operating activities related to settlements associated with these foreign currency forward contracts. The following table provides the fair value of our derivative instruments as of December 31, 2008 and June 30, 2009 and their gains and losses for the three and six months ended June 30, 2008 and 2009:

	Asset Derivatives			
	December 31, 2008		June 30, 2009	
	Balance Sheet Location	Fair Value	Balance Sheet Location	Fair Value
Derivatives Not Designated as Hedging Instruments under SFAS No. 133				
Foreign exchange contracts	Current assets	\$ 13,675	Current assets	\$
Total		\$ 13,675		\$

	Liability Derivatives			
	December 31, 2008		June 30, 2009	
	Balance Sheet Location	Fair Value	Balance Sheet Location	Fair Value
Derivatives Not Designated as Hedging Instruments under SFAS No. 133				
Foreign exchange contracts	Current liabilities	\$	Current liabilities	\$ 103
Total		\$		\$ 103

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(3) Derivative Instruments and Hedging Activities (Continued)**

Derivatives Not Designated as Hedging Instruments under SFAS No. 133	Location of (Gain) Loss Recognized in Income on Derivative	Amount of (Gain) Loss Recognized in Income on Derivatives			
		Three Months Ended June 30,		Six Months Ended June 30,	
		2008	2009	2008	2009
Foreign exchange contracts	Other (income) expense, net	\$989	\$17,520	\$1,526	\$16,170
Total		\$989	\$17,520	\$1,526	\$16,170

For the six months ended June 30, 2008 and 2009, we designated on average 176,587 and 113,500 Euros, respectively, of our 6³/₄% Euro Senior Subordinated Notes due 2018 issued by Iron Mountain Incorporated ("IMI") as a hedge of net investment of certain of our Euro denominated subsidiaries. As a result, we recorded foreign exchange gains of \$18 (\$12, net of tax) and foreign exchange losses of \$18,850 (\$12,064, net of tax) for the three and six months ended June 30, 2008, respectively, related to the marking-to-market of such debt to currency translation adjustments which is a component of accumulated other comprehensive items, net included in equity. We recorded foreign exchange losses of \$7,729 (\$4,830, net of tax) and foreign exchange gains of \$4,272 (\$2,491, net of tax) for the three and six months ended June 30, 2009, respectively, related to the marking-to-market of such debt to currency translation adjustments which is a component of accumulated other comprehensive items, net included in equity. As of June 30, 2009, net gains of \$6,646 is recorded in accumulated other comprehensive items, net associated with this net investment hedge.

(4) Acquisitions

We account for acquisitions using the purchase method of accounting, and accordingly, the results of operations for each acquisition have been included in our consolidated results from their respective acquisition dates. We completed no acquisitions during the first six months of 2009. Included in cash paid for acquisitions in the consolidated statement of cash flows for the six months ended June 30, 2009 is contingent and other payments of \$1,448 related to acquisitions made in prior years.

In connection with acquisitions prior to December 31, 2008, we have undertaken certain restructurings of the acquired businesses to realize efficiencies and potential cost savings. The restructuring activities include certain reductions in staffing levels, elimination of duplicate facilities and other costs associated with exiting certain activities of the acquired businesses. The estimated cost of these restructuring activities were recorded as costs of the acquisitions and were provided in accordance with EITF No. 95-3, "Recognition of Liabilities in Connection with a Purchase Business Combination." We finalize restructuring plans for each business no later than one year from the date of acquisition. Unresolved matters at June 30, 2009 primarily include completion of planned abandonments of facilities and severance contracts in connection with certain acquisitions.

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(4) Acquisitions (Continued)**

The following is a summary of reserves related to such restructuring activities:

	Year Ended December 31, 2008	Six Months Ended June 30, 2009
Reserves, Beginning Balance	\$ 3,602	\$ 8,555
Reserves Established	8,694	
Expenditures	(2,698)	(1,249)
Adjustments to Goodwill, including Currency Effect(1)	(1,043)	(146)
Reserves, Ending Balance	\$ 8,555	\$ 7,160

(1)

Includes adjustments to goodwill as a result of management finalizing its restructuring plans.

At June 30, 2009, the restructuring reserves related to acquisitions consisted of lease losses on abandoned facilities (\$6,767), severance costs (\$77), and other exit costs (\$316). These accruals are expected to be used prior to June 30, 2010, except for lease losses of \$5,013, severance costs of \$44, and other exit costs of \$74, all of which are based on contracts that extend beyond one year.

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(5) Long-term Debt**

Long-term debt consists of the following:

	December 31, 2008		June 30, 2009	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Revolving Credit Facility(1)	\$ 219,388	\$ 219,388	\$ 161,302	\$ 161,302
Term Loan Facility(1)	404,400	404,400	402,350	402,350
8 ⁵ / ₈ % Senior Subordinated Notes due 2013(2)(3)	447,961	423,241	447,951	446,194
7 ¹ / ₄ % GBP Senior Subordinated Notes due 2014(2)(3)	217,185	157,459	247,800	225,498
7 ³ / ₄ % Senior Subordinated Notes due 2015(2)(3)	436,768	398,911	436,312	414,005
6 ⁵ / ₈ % Senior Subordinated Notes due 2016(2)(3)	316,541	272,800	316,788	286,400
7 ¹ / ₂ % CAD Senior Subordinated Notes due 2017 (the "Subsidiary Notes")(2)(4)	143,203	126,018	151,463	143,132
8 ³ / ₄ % Senior Subordinated Notes due 2018(2)(3)	200,000	177,250	200,000	196,375
8% Senior Subordinated Notes due 2018(2)(3)	49,720	42,813	49,734	46,850
6 ³ / ₄ % Euro Senior Subordinated Notes due 2018(2)(3)	356,875	249,834	355,761	302,699
8% Senior Subordinated Notes due 2020(2)(3)	300,000	246,750	300,000	278,250
Real Estate Mortgages, Capital Leases, Seller Notes and Other(5)	151,174	151,174	169,506	169,506
Total Long-term Debt	3,243,215		3,238,967	
Less Current Portion	(35,751)		(30,583)	
Long-term Debt, Net of Current Portion	\$ 3,207,464		\$ 3,208,384	

- (1) The capital stock or other equity interests of most of our U.S. subsidiaries, and up to 66% of the capital stock or other equity interests of our first tier foreign subsidiaries, are pledged to secure these debt instruments, together with all intercompany obligations of foreign subsidiaries owed to us or to one of our U.S. subsidiary guarantors. The fair value of this long-term debt approximates the carrying value (as borrowings under these debt instruments are based on current variable market interest rates as of December 31, 2008 and June 30, 2009).
- (2) The fair values of these debt instruments is based on quoted market prices for these notes on December 31, 2008 and June 30, 2009, respectively.
- (3) Collectively referred to as the Parent Notes. Iron Mountain Incorporated ("IMI") is the direct obligor on the Parent Notes, which are fully and unconditionally guaranteed, on a senior subordinated basis, by substantially all of its direct and indirect wholly owned U.S. subsidiaries (the "Guarantors"). These guarantees are joint and several obligations of the Guarantors. Iron Mountain Canada Corporation ("Canada Company") and the remainder of our subsidiaries do not guarantee the Parent Notes.

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

- (4) Canada Company is the direct obligor on the Subsidiary Notes, which are fully and unconditionally guaranteed, on a senior subordinated basis, by IMI and the Guarantors. These guarantees are joint and several obligations of IMI and the Guarantors.
- (5) We believe the fair value of this debt approximates its carrying value.

On April 16, 2007, we entered into a new credit agreement (the "Credit Agreement") to replace the existing IMI revolving credit and term loan facilities of \$750,000 and the existing IME revolving credit and term loan facilities of 200,000 British pounds sterling. On November 9, 2007, we increased

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(5) Long-term Debt (Continued)**

the aggregate amount available to be borrowed under the Credit Agreement from \$900,000 to \$1,200,000. The Credit Agreement consists of revolving credit facilities, where we can borrow, subject to certain limitations as defined in the Credit Agreement, up to an aggregate amount of \$790,000 (including Canadian dollar and multi-currency revolving credit facilities), and a \$410,000 term loan facility. In the third quarter of 2008, the capacity under our revolving credit facility was decreased from an aggregate amount of \$790,000 to an aggregate amount of \$765,000 due to the bankruptcy of one of our lenders. Our revolving credit facility is supported by a group of 24 banks. Our subsidiaries, Canada Company and Iron Mountain Switzerland GmbH, may borrow directly under the Canadian revolving credit and multi-currency revolving credit facilities, respectively. Additional subsidiary borrowers may be added under the multi-currency revolving credit facility. The revolving credit facility terminates on April 16, 2012. With respect to the term loan facility, quarterly loan payments of approximately \$1,000 are required through maturity on April 16, 2014, at which time the remaining outstanding principal balance of the term loan facility is due. The interest rate on borrowings under the Credit Agreement varies depending on our choice of interest rate and currency options, plus an applicable margin. IMI guarantees the obligations of each of the subsidiary borrowers under the Credit Agreement, and substantially all of our U.S. subsidiaries guarantee the obligations of IMI and the subsidiary borrowers. The capital stock or other equity interests of most of our U.S. subsidiaries, and up to 66% of the capital stock or other equity interests of our first tier foreign subsidiaries, are pledged to secure the Credit Agreement, together with all intercompany obligations of foreign subsidiaries owed to us or to one of our U.S. subsidiary guarantors. As of June 30, 2009, we had \$161,302 of outstanding borrowings under the revolving credit facility, all of which were denominated in Australian dollars (AUD 9,000) and in Canadian dollars (CAD 178,000); we also had various outstanding letters of credit totaling \$39,155. The remaining availability, based on IMI's leverage ratio, which is calculated based on the last 12 months' earnings before interest, taxes, depreciation and amortization ("EBITDA"), and other adjustments as defined in the Credit Agreement and current external debt, under the revolving credit facility on June 30, 2009, was \$564,543. The interest rate in effect under the revolving credit facility and term loan facility was 4.8% and 2.2%, respectively, as of June 30, 2009. For the three and six months ended June 30, 2008, we recorded commitment fees of \$300 and \$643, respectively, and for the three and six months ended June 30, 2009, we recorded commitment fees of \$493 and \$975, respectively, based on the unused balances under our revolving credit facilities.

The Credit Agreement, our indentures and other agreements governing our indebtedness contain certain restrictive financial and operating covenants, including covenants that restrict our ability to complete acquisitions, pay cash dividends, incur indebtedness, make investments, sell assets and take certain other corporate actions. The covenants do not contain a rating trigger. Therefore, a change in our debt rating would not trigger a default under the Credit Agreement and our indentures and other agreements governing our indebtedness. Our revolving credit and term loan facilities, as well as our indentures, use EBITDA based calculations as primary measures of financial performance, including leverage ratios. IMI's revolving credit and term leverage ratio was 3.8 and 3.6 as of December 31, 2008 and June 30, 2009, respectively, compared to a maximum allowable ratio of 5.5 under our Credit Agreement. Similarly, our bond leverage ratio, per the indentures, was 4.5 and 4.2 as of December 31, 2008 and June 30, 2009, respectively, compared to a maximum allowable ratio of 6.5. Noncompliance with these leverage ratios would have a material adverse effect on our financial condition and liquidity. We were in compliance with all debt covenants in material agreements as of June 30, 2009.

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(6) Selected Consolidated Financial Statements of Parent, Guarantors, Canada Company and Non-Guarantors**

The following data summarizes the consolidating Company on the equity method of accounting as of December 31, 2008 and June 30, 2009 and for the three and six months ended June 30, 2008 and 2009.

The Parent Notes and the Subsidiary Notes are guaranteed by the subsidiaries referred to below as the "Guarantors." These subsidiaries are 100% owned by the Parent. The guarantees are full and unconditional, as well as joint and several.

Additionally, the Parent guarantees the Subsidiary Notes which were issued by Canada Company. Canada Company does not guarantee the Parent Notes. The other subsidiaries that do not guarantee the Parent Notes or the Subsidiary Notes are referred to below as the "Non-Guarantors."

	December 31, 2008					
	Parent	Guarantors	Canada Company	Non- Guarantors	Eliminations	Consolidated
Assets						
Current Assets:						
Cash and Cash Equivalents	\$	\$ 210,636	\$ 17,069	\$ 50,665	\$	\$ 278,370
Accounts Receivable		373,902	30,451	148,477		552,830
Intercompany Receivable	1,021,450		12,927		(1,034,377)	
Other Current Assets	13,776	81,755	8,793	40,868		145,192
Total Current Assets	1,035,226	666,293	69,240	240,010	(1,034,377)	976,392
Property, Plant and Equipment, Net		1,589,731	158,775	638,248		2,386,754
Other Assets, Net:						
Long-term Notes Receivable from Affiliates and Intercompany Receivable	2,120,482	1,000			(2,121,482)	
Investment in Subsidiaries	1,457,677	1,181,642			(2,639,319)	
Goodwill		1,761,036	164,704	526,564		2,452,304
Other	30,731	324,346	11,543	175,192	(408)	541,404
Total Other Assets, Net	3,608,890	3,268,024	176,247	701,756	(4,761,209)	2,993,708
Total Assets	\$ 4,644,116	\$ 5,524,048	\$ 404,262	\$ 1,580,014	\$ (5,795,586)	\$ 6,356,854
Liabilities and Equity						
Intercompany Payable	\$	\$ 976,173	\$	\$ 58,204	\$ (1,034,377)	\$
Current Portion of Long-term Debt	4,687	18,482		12,582		35,751
Total Other Current Liabilities	56,445	427,570	22,062	187,769		693,846
Long-term Debt, Net of Current Portion	2,775,351	48,452	324,123	59,538		3,207,464
Long-term Notes Payable to Affiliates and Intercompany Payable	1,000	2,120,482			(2,121,482)	
Other Long-term Liabilities	3,853	502,433	19,810	87,777	(408)	613,465
Commitments and Contingencies (See Note 8)						
Total Iron Mountain Incorporated Stockholders' Equity	1,802,780	1,430,456	38,267	1,170,596	(2,639,319)	1,802,780
Noncontrolling Interests				3,548		3,548
Total Equity	1,802,780	1,430,456	38,267	1,174,144	(2,639,319)	1,806,328

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Total Liabilities and Equity	\$4,644,116	\$ 5,524,048	\$ 404,262	\$ 1,580,014	\$ (5,795,586)	\$ 6,356,854
------------------------------	-------------	--------------	------------	--------------	----------------	--------------

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(6) Selected Consolidated Financial Statements of Parent, Guarantors, Canada Company and Non-Guarantors (Continued)**

	June 30, 2009					
	Parent	Guarantors	Canada Company	Non- Guarantors	Eliminations	Consolidated
Assets						
Current Assets:						
Cash and Cash Equivalents	\$	\$ 255,603	\$ 4,847	\$ 55,606	\$	\$ 316,056
Accounts Receivable		398,841	32,324	157,991		589,156
Intercompany Receivable	1,031,825		10,069		(1,041,894)	
Other Current Assets	101	94,567	10,112	102,621		207,401
Total Current Assets	1,031,926	749,011	57,352	316,218	(1,041,894)	1,112,613
Property, Plant and Equipment, Net		1,580,615	169,291	637,410		2,387,316
Other Assets, Net:						
Long-term Notes Receivable from Affiliates and Intercompany Receivable	2,167,906	1,000			(2,168,906)	
Investment in Subsidiaries	1,537,401	1,275,924			(2,813,325)	
Goodwill		1,761,024	174,204	514,229		2,449,457
Other	28,456	312,185	11,714	171,183	(425)	523,113
Total Other Assets, Net	3,733,763	3,350,133	185,918	685,412	(4,982,656)	2,972,570
Total Assets	\$ 4,765,689	\$ 5,679,759	\$ 412,561	\$ 1,639,040	\$ (6,024,550)	\$ 6,472,499
Liabilities and Equity						
Intercompany Payable	\$	\$ 966,042	\$	\$ 75,852	\$ (1,041,894)	\$
Current Portion of Long-term Debt	4,621	16,214	1,448	8,300		30,583
Total Other Current Liabilities	54,883	419,686	26,457	145,162		646,188
Long-term Debt, Net of Current Portion	2,752,597	61,139	317,282	77,366		3,208,384
Long-term Notes Payable to Affiliates and Intercompany Payable	1,000	2,167,906			(2,168,906)	
Other Long-term Liabilities	3,853	524,034	20,134	88,182	(425)	635,778
Commitments and Contingencies (See Note 8)						
Total Iron Mountain Incorporated Stockholders' Equity	1,948,735	1,524,738	47,240	1,241,347	(2,813,325)	1,948,735
Noncontrolling Interests				2,831		2,831
Total Equity	1,948,735	1,524,738	47,240	1,244,178	(2,813,325)	1,951,566
Total Liabilities and Equity	\$ 4,765,689	\$ 5,679,759	\$ 412,561	\$ 1,639,040	\$ (6,024,550)	\$ 6,472,499

Table of Contents

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(6) Selected Consolidated Financial Statements of Parent, Guarantors, Canada Company and Non-Guarantors (Continued)

	Three Months Ended June 30, 2008					Consolidated
	Parent	Guarantors	Canada Company	Non-Guarantors	Eliminations	
Revenues:						
Storage	\$	\$ 294,715	\$ 24,006	\$ 97,474	\$	\$ 416,195
Service		221,072	26,293	105,297		352,662
Total Revenues		515,787	50,299	202,771		768,857
Operating Expenses:						
Cost of Sales (Excluding Depreciation and Amortization)		222,330	22,095	102,546		346,971
Selling, General and Administrative	18	157,474	9,603	58,837		225,932
Depreciation and Amortization	44	50,373	3,621	18,869		72,907
(Gain) Loss on Disposal/Writedown of Property, Plant and Equipment, Net		(484)	17	(372)		(839)
Total Operating Expenses	62	429,693	35,336	179,880		644,971
Operating (Loss) Income	(62)	86,094	14,963	22,891		123,886
Interest Expense (Income), Net	52,457	(592)	7,797	95		59,757
Other Expense, Net	2,232	191		1,109		3,532
(Loss) Income Before Provision for Income Taxes	(54,751)	86,495	7,166	21,687		60,597
Provision for Income Taxes		18,490	2,418	3,951		24,859
Equity in the Earnings of Subsidiaries, Net of Tax	(90,637)	(21,262)			111,899	
Net Income	35,886	89,267	4,748	17,736	(111,899)	35,738
Less: Net Loss Attributable to Noncontrolling Interests				(148)		(148)
Net Income Attributable to Iron Mountain Incorporated	\$ 35,886	\$ 89,267	\$ 4,748	\$ 17,884	\$ (111,899)	\$ 35,886

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(6) Selected Consolidated Financial Statements of Parent, Guarantors, Canada Company and Non-Guarantors (Continued)**

	Three Months Ended June 30, 2009					Consolidated
	Parent	Guarantors	Canada Company	Non- Guarantors	Eliminations	
Revenues:						
Storage	\$	\$ 309,697	\$ 22,475	\$ 83,638	\$	\$ 415,810
Service		222,328	23,331	84,559		330,218
Total Revenues		532,025	45,806	168,197		746,028
Operating Expenses:						
Cost of Sales (Excluding Depreciation and Amortization)		205,740	19,434	87,524		312,698
Selling, General and Administrative	20	161,191	8,062	46,581		215,854
Depreciation and Amortization	64	57,197	3,746	17,673		78,680
(Gain) Loss on Disposal/Writedown of Property, Plant and Equipment, Net		(27)	183	586		742
Total Operating Expenses	84	424,101	31,425	152,364		607,974
Operating (Loss) Income	(84)	107,924	14,381	15,833		138,054
Interest Expense (Income), Net	48,988	(6,936)	10,291	2,832		55,175
Other Expense (Income) , Net	66,328	(6,184)		(78,538)		(18,394)
(Loss) Income Before Provision for Income Taxes	(115,400)	121,044	4,090	91,539		101,273
Provision (Benefit) for Income Taxes		8,578	(270)	5,453		13,761
Equity in the Earnings of Subsidiaries, Net of Tax	(203,038)	(89,775)			292,813	
Net Income	87,638	202,241	4,360	86,086	(292,813)	87,512
Less: Net Loss Attributable to Noncontrolling Interests				(126)		(126)
Net Income Attributable to Iron Mountain Incorporated	\$ 87,638	\$ 202,241	\$ 4,360	\$ 86,212	\$ (292,813)	\$ 87,638

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(6) Selected Consolidated Financial Statements of Parent, Guarantors, Canada Company and Non-Guarantors (Continued)**

	Six Months Ended June 30, 2008					Consolidated
	Parent	Guarantors	Canada Company	Non- Guarantors	Eliminations	
Revenues:						
Storage	\$	\$ 579,097	\$ 47,613	\$ 193,802	\$	\$ 820,512
Service		441,050	52,384	204,295		697,729
Total Revenues		1,020,147	99,997	398,097		1,518,241
Operating Expenses:						
Cost of Sales (Excluding Depreciation and Amortization)		447,779	44,892	202,051		694,722
Selling, General and Administrative	63	319,274	18,854	109,969		448,160
Depreciation and Amortization	76	96,396	7,150	38,815		142,437
Loss (Gain) on Disposal/Writedown of Property, Plant and Equipment, Net		2,761	8	(63)		2,706
Total Operating Expenses	139	866,210	70,904	350,772		1,288,025
Operating (Loss) Income	(139)	153,937	29,093	47,325		230,216
Interest Expense (Income), Net	104,818	(2,168)	15,877	1,249		119,776
Other Expense (Income), Net	10,806	(1,655)		(11,654)		(2,503)
(Loss) Income Before Provision for Income Taxes	(115,763)	157,760	13,216	57,730		112,943
Provision for Income Taxes		31,180	4,472	7,479		43,131
Equity in the Earnings of Subsidiaries, Net of Tax	(185,131)	(56,200)			241,331	
Net Income	69,368	182,780	8,744	50,251	(241,331)	69,812
Less: Net Income Attributable to Noncontrolling Interests				444		444
Net Income Attributable to Iron Mountain Incorporated	\$ 69,368	\$ 182,780	\$ 8,744	\$ 49,807	\$ (241,331)	\$ 69,368

IRON MOUNTAIN INCORPORATED**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(6) Selected Consolidated Financial Statements of Parent, Guarantors, Canada Company and Non-Guarantors (Continued)**

	Six Months Ended June 30, 2009					Consolidated
	Parent	Guarantors	Canada Company	Non- Guarantors	Eliminations	
Revenues:						
Storage	\$	\$ 616,634	\$ 43,160	\$ 165,873	\$	\$ 825,667
Service		435,098	45,575	163,034		643,707
Total Revenues		1,051,732	88,735	328,907		1,469,374
Operating Expenses:						
Cost of Sales (Excluding Depreciation and Amortization)		419,251	38,340	172,087		629,678
Selling, General and Administrative	40	319,290	15,283	91,634		426,247
Depreciation and Amortization	110	112,084	7,124	35,642		154,960
Loss (Gain) on Disposal/Writedown of Property, Plant and Equipment, Net		276	144	(1,182)		(762)
Total Operating Expenses	150	850,901	60,891	298,181		1,210,123
Operating (Loss) Income	(150)	200,831	27,844	30,726		259,251
Interest Expense (Income), Net	98,766	(13,385)	20,175	5,140		110,696
Other Expense (Income) , Net	49,970	(3,083)		(58,126)		(11,239)
(Loss) Income Before Provision for Income Taxes	(148,886)	217,299	7,669	83,712		159,794
Provision for Income Taxes		38,116	1,025	6,197		45,338
Equity in the Earnings of Subsidiaries, Net of Tax	(265,323)	(84,462)			349,785	
Net Income	116,437	263,645	6,644	77,515	(349,785)	114,456
Less: Net Loss Attributable to Noncontrolling Interests				(1,981)		(1,981)
Net Income Attributable to Iron Mountain Incorporated	\$ 116,437	\$ 263,645	\$ 6,644	\$ 79,496	\$ (349,785)	\$ 116,437

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(6) Selected Consolidated Financial Statements of Parent, Guarantors, Canada Company and Non-Guarantors (Continued)**

	Six Months Ended June 30, 2008					Consolidated
	Parent	Guarantors	Canada Company	Non- Guarantors	Eliminations	
Cash Flows from Operating Activities	\$ (97,792)	\$ 223,685	\$ 12,205	\$ 51,535	\$	\$ 189,633
Cash Flows from Investing Activities:						
Capital expenditures		(114,817)	(5,760)	(53,553)		(174,130)
Cash paid for acquisitions, net of cash acquired		(34,656)		(11,662)		(46,318)
Intercompany loans to subsidiaries	(48,480)	(12,027)			60,507	
Investment in subsidiaries	(10,990)	(10,990)			21,980	
Additions to customer relationship and acquisition costs		(4,234)	(267)	(2,138)		(6,639)
Investments in joint ventures				(1,709)		(1,709)
Proceeds from sales of property and equipment and other, net		526	13	(513)		26
 Cash Flows from Investing Activities	 (59,470)	 (176,198)	 (6,014)	 (69,575)	 82,487	 (228,770)
Cash Flows from Financing Activities:						
Repayment of revolving credit and term loan facilities and other debt	(700,754)	(11,346)	(33,786)	(8,050)		(753,936)
Proceeds from revolving credit and term loan facilities and other debt	549,150	114	6,564	6,890		562,718
Net proceeds from sale of senior subordinated notes	295,500					295,500
Debt financing (repayment to) and equity contribution from (distribution to) noncontrolling interests, net				384		384
Intercompany loans from parent		50,308	6,887	3,312	(60,507)	
Equity contribution from parent		10,990		10,990	(21,980)	
Proceeds from exercise of stock options and employee stock purchase plan	9,940					9,940
Excess tax benefits from stock-based compensation	4,146					4,146
Payment of debt financing	(720)		(43)			(763)
 Cash Flows from Financing Activities	 157,262	 50,066	 (20,378)	 13,526	 (82,487)	 117,989
Effect of exchange rates on cash and cash equivalents			(235)	(1,027)		(1,262)
 Increase (Decrease) in cash and cash equivalents		 97,553	 (14,422)	 (5,541)		 77,590
		27,955	15,529	82,123		125,607

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Cash and cash equivalents, beginning
of period

Cash and cash equivalents, end of period	\$	\$ 125,508	\$ 1,107	\$ 76,582	\$	\$ 203,197
---	----	------------	----------	-----------	----	------------

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(6) Selected Consolidated Financial Statements of Parent, Guarantors, Canada Company and Non-Guarantors (Continued)**

	Six Months Ended June 30, 2009					Consolidated
	Parent	Guarantors	Canada Company	Non- Guarantors	Eliminations	
Cash Flows from Operating Activities	\$(100,822)	\$ 293,375	\$ 15,562	\$ 40,176	\$	\$ 248,291
Cash Flows from Investing Activities:						
Capital expenditures		(90,669)	(6,539)	(36,668)		(133,876)
Cash paid for acquisitions, net of cash acquired		(186)		(1,262)		(1,448)
Intercompany loans to subsidiaries	145,709	1,236			(146,945)	
Investment in subsidiaries	(6,236)	(6,236)			12,472	
Additions to customer relationship and acquisition costs		(3,181)	(362)	(896)		(4,439)
Proceeds from sales of property and equipment and other, net		889	26	923		1,838
Cash Flows from Investing Activities	139,473	(98,147)	(6,875)	(37,903)	(134,473)	(137,925)
Cash Flows from Financing Activities:						
Repayment of revolving credit and term loan facilities and other debt	(52,117)	(9,214)	(25,066)	(13,507)		(99,904)
Proceeds from revolving credit and term loan facilities and other debt				15,574		15,574
Debt financing (repayment to) and equity contribution from (distribution to) noncontrolling interests, net				530		530
Intercompany loans from parent		(147,283)	3,452	(3,114)	146,945	
Equity contribution from parent		6,236		6,236	(12,472)	
Proceeds from exercise of stock options and employee stock purchase plan	10,983					10,983
Excess tax benefits from stock-based compensation	2,483					2,483
Payment of debt financing costs			(37)	(60)		(97)
Cash Flows from Financing Activities	(38,651)	(150,261)	(21,651)	5,659	134,473	(70,431)
Effect of exchange rates on cash and cash equivalents			742	(2,991)		(2,249)
(Decrease) Increase in cash and cash equivalents		44,967	(12,222)	4,941		37,686
Cash and cash equivalents, beginning of period		210,636	17,069	50,665		278,370

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Cash and cash equivalents, end of period	\$	\$ 255,603	\$ 4,847	\$ 55,606	\$	\$ 316,056
--	----	------------	----------	-----------	----	------------

Table of Contents

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(7) Segment Information

Beginning January 1, 2009, we changed the composition of our segments to not allocate certain corporate and centrally controlled costs, which primarily include human resources, information technology and finance costs, as well as all stock-based compensation, which benefit the enterprise as a whole. These are now reflected as Corporate costs and are not allocated to our operating segments. Therefore, the presentation of all historical segment reporting has been changed to conform to our new management reporting.

Corporate and our five operating segments are as follows:

North American Physical Business throughout the United States and Canada, the storage of paper documents, as well as all other non-electronic media such as microfilm and microfiche, master audio and videotapes, film, X-rays and blueprints, including healthcare information services, vital records services, service and courier operations, and the collection, handling and disposal of sensitive documents for corporate customers ("Hard Copy"); the storage and rotation of backup computer media as part of corporate disaster recovery plans, including service and courier operations ("Data Protection"); information destruction services ("Destruction"); and the storage, assembly, and detailed reporting of customer marketing literature and delivery to sales offices, trade shows and prospective customers' sites based on current and prospective customer orders, which we refer to as the "Fulfillment" business

Worldwide Digital Business information protection and storage services for electronic records conveyed via telecommunication lines and the Internet, including online backup and recovery solutions for server data and personal computers, as well as email archiving, third party technology escrow services that protect intellectual property assets such as software source code, and electronic discovery services for the legal market that offers in-depth discovery and data investigation solutions

Europe information protection and storage services throughout Europe, including Hard Copy, Data Protection and Destruction (in the U.K.)

Latin America information protection and storage services throughout Mexico, Brazil, Chile, Argentina and Peru, including Hard Copy and Data Protection

Asia Pacific information protection and storage services throughout Australia and New Zealand, including Hard Copy, Data Protection and Destruction; and in certain cities in India, Singapore, Hong Kong-SAR, China, Indonesia, Malaysia, Sri Lanka and Taiwan, including Hard Copy and Data Protection

Corporate consists of costs related to executive and staff functions, including finance, human resources and information technology, which benefit the enterprise as a whole. These costs are primarily related to the general management of these functions on a corporate level and the design and development of programs, policies and procedures that are then implemented in the individual segments, with each segment bearing its own cost of implementation. Corporate also includes stock-based employee compensation expense associated with all Employee Stock-Based Awards.

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(7) Segment Information (Continued)

The Latin America, Asia Pacific and Europe operating segments have been aggregated given their similar economic characteristics, products, customers and processes and reported as one reportable segment, "International Physical Business." The Worldwide Digital Business does not meet the quantitative criteria for a reportable segment; however, management determined that it would disclose such information on a voluntary basis.

An analysis of our business segment information and reconciliation to the consolidated financial statements is as follows:

	North American Physical Business	International Physical Business	Worldwide Digital Business	Corporate	Total Consolidated
Three Months Ended June 30, 2008					
Total Revenues	\$ 517,101	\$ 198,416	\$ 53,340	\$	\$ 768,857
Depreciation and Amortization	36,386	19,597	8,209	8,715	72,907
Depreciation	33,604	15,795	5,577	8,671	63,647
Amortization	2,782	3,802	2,632	44	9,260
Contribution	189,935	39,954	6,974	(40,909)	195,954
Expenditures for Segment Assets	73,174	42,719	6,288	4,559	126,740
Capital Expenditures	39,325	30,171	6,288	4,559	80,343
Cash Paid for Acquisitions, Net of Cash acquired	31,391	11,148			42,539
Additions to Customer Relationship and Acquisition Costs	2,458	1,400			3,858
Three Months Ended June 30, 2009					
Total Revenues	524,309	163,997	57,722		746,028
Depreciation and Amortization	43,750	17,345	9,088	8,497	78,680
Depreciation	40,803	14,346	6,472	8,433	70,054
Amortization	2,947	2,999	2,616	64	8,626
Contribution	212,881	31,728	13,303	(40,436)	217,476
Expenditures for Segment Assets	30,967	23,835	4,112	5,149	64,063
Capital Expenditures	29,211	23,478	4,117	5,149	61,955
Cash Paid for Acquisitions, Net of Cash acquired	21		(5)		16
Additions to Customer Relationship and Acquisition Costs	1,735	357			2,092

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(7) Segment Information (Continued)**

	North American Physical Business	International Physical Business	Worldwide Digital Business	Corporate	Total Consolidated
Six Months Ended June 30, 2008					
Total Revenues	\$ 1,021,580	\$ 389,598	\$ 107,063	\$	\$ 1,518,241
Depreciation and Amortization	71,891	38,199	16,070	16,277	142,437
Depreciation	66,832	31,183	10,827	16,201	125,043
Amortization	5,059	7,016	5,243	76	17,394
Contribution	360,963	81,706	14,609	(81,919)	375,359
Total Assets(1)	4,172,348	1,774,105	434,394	127,763	6,508,610
Expenditures for Segment Assets	120,989	75,360	14,859	15,879	227,087
Capital Expenditures	81,805	61,560	14,886	15,879	174,130
Cash Paid for Acquisitions, Net of Cash acquired	34,683	11,662	(27)		46,318
Additions to Customer Relationship and Acquisition Costs	4,501	2,138			6,639
Six Months Ended June 30, 2009					
Total Revenues	1,035,840	320,670	112,864		1,469,374
Depreciation and Amortization	85,327	34,992	17,890	16,751	154,960
Depreciation	79,458	28,846	12,661	16,641	137,606
Amortization	5,869	6,146	5,229	110	17,354
Contribution	407,771	60,888	23,496	(78,706)	413,449
Total Assets(1)	4,351,716	1,575,747	434,524	110,512	6,472,499
Expenditures for Segment Assets	71,243	47,814	9,266	11,440	139,763
Capital Expenditures	67,490	45,680	9,266	11,440	133,876
Cash Paid for Acquisitions, Net of Cash acquired	186	1,262			1,448
Additions to Customer Relationship and Acquisition Costs	3,567	872			4,439

(1)

Excludes all intercompany receivables or payables and investment in subsidiary balances.

The accounting policies of the reportable segments are the same as those described in Note 2. Contribution for each segment is defined as total revenues less cost of sales (excluding depreciation and amortization) and selling, general and administrative expenses which are directly attributable to the segment. Internally, we use Contribution as the basis for evaluating the performance of and allocating resources to our operating segments.

Table of Contents**IRON MOUNTAIN INCORPORATED****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(In Thousands, Except Share and Per Share Data)****(Unaudited)****(7) Segment Information (Continued)**

A reconciliation of Contribution to income before provision for income taxes on a consolidated basis is as follows:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2009	2008	2009
Contribution	\$ 195,954	\$ 217,476	\$ 375,359	\$ 413,449
Less: Depreciation and Amortization	72,907	78,680	142,437	154,960
(Gain) Loss on Disposal/Writedown of Property, Plant and Equipment, Net	(839)	742	2,706	(762)
Interest Expense, net	59,757	55,175	119,776	110,696
Other Expense (Income), net	3,532	(18,394)	(2,503)	(11,239)
Income before Provision for Income Taxes	\$ 60,597	\$ 101,273	\$ 112,943	\$ 159,794

(8) Commitments and Contingencies

a.

Leases

We are a party to numerous operating leases. No material changes in the obligations associated with these leases have occurred since December 31, 2008. See our Current Report on Form 8-K filed on May 8, 2009 for amounts outstanding at December 31, 2008.

b.

Litigation

We are involved in litigation from time to time in the ordinary course of business with a portion of the defense and/or settlement costs being covered by various commercial liability insurance policies purchased by us. In the opinion of management, no material legal proceedings are pending to which we, or any of our properties, are subject. We record legal costs associated with loss contingencies as expenses in the period in which they are incurred.

c.

London Fire

In July 2006, we experienced a significant fire in a leased records and information management facility in London, England, that resulted in the complete destruction of the facility and its contents. The London Fire Brigade ("LFB") issued a report in which it was concluded that the fire resulted from human agency, i.e., arson, and its report to the Home Office concluded that the fire resulted from a deliberate act. The LFB also concluded that the installed sprinkler system failed to control the fire due to the primary fire pump being disabled prior to the fire and the standby fire pump being disabled in the early stages of the fire by third-party contractors. We have received notices of claims from customers or their subrogated insurance carriers under various theories of liabilities arising out of lost data and/or records as a result of the fire. Certain of those claims have resulted in litigation in courts in the United Kingdom. We deny any liability in respect of the London fire and we have referred these claims to our primary warehouse legal liability insurer, which has been defending them to date under a reservation of rights. Certain of the claims have also been settled for nominal amounts, typically one to two British pounds sterling per carton, as specified in the contracts, which amounts have been or will

Table of Contents

IRON MOUNTAIN INCORPORATED

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)

(In Thousands, Except Share and Per Share Data)

(Unaudited)

(8) Commitments and Contingencies (Continued)

be reimbursed to us from our primary property insurer. On or about April 12, 2007, a firm of British solicitors representing 31 customers and/or their subrogated insurers filed a Claim Form in the (U.K.) High Court of Justice, Queen's Bench Division, seeking unspecified damages in excess of 15,000 British pounds sterling on account of the records belonging to those customers that were destroyed in the fire. On or about April 20, 2007, another firm of British solicitors representing 21 customers and/or their subrogated insurer also filed a Claim Form in the same court seeking provisional damages of approximately 15,000 British pounds sterling on account of the records belonging to those customers that were destroyed in the fire. Both of those matters are being held in abeyance by agreement between the claimants and the solicitors appointed by our primary warehouse legal liability carrier. However, many of these claims, including larger ones, remain outstanding. On or about October 17, 2007, our primary warehouse legal liability carrier, in the name of our subsidiary Iron Mountain (U.K.) Limited, filed a Claim Form with the (U.K.) High Court of Justice, Queen's Bench Division, Commercial Court, against The Virgin Drinks Group Limited ("VDG"), a customer who had records destroyed in the fire, seeking a declaration to the effect that our liability to that customer is limited to a maximum of one British pound sterling per carton of lost records and, in any event, to a maximum of 500 British pounds sterling in the aggregate, in accordance with the parties' contract. We and The VDG settled the case and, on June 8, 2009, a Consent Order was entered in the case, pursuant to which The VDG agreed that the terms of the contract limiting our liability are enforceable as written, and reimbursed our insurer with respect to costs to the extent of 50 British Pounds Sterling. We believe we carry adequate property and liability insurance. We do not expect that this event will have a material impact to our consolidated results of operations or financial condition. Revenues from this facility represented less than 1% of our consolidated enterprise revenues.

(9) Subsequent Events

We have evaluated subsequent events through July 31, 2009, which is the date our financial statements were issued.

Table of Contents

IRON MOUNTAIN INCORPORATED

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

The following discussion and analysis of our financial condition and results of operations for the three and six months ended June 30, 2009 should be read in conjunction with our Consolidated Financial Statements and Notes thereto for the three and six months ended June 30, 2009, included herein, and for the year ended December 31, 2008, included in our Current Report on Form 8-K dated May 8, 2009.

FORWARD-LOOKING STATEMENTS

We have made statements in this Quarterly Report on Form 10-Q that constitute "forward-looking statements" as that term is defined in the Private Securities Litigation Reform Act of 1995 and other federal securities laws. These forward-looking statements concern our operations, economic performance, financial condition, goals, beliefs, future growth strategies, investments, objectives, plans and current expectations. The forward-looking statements are subject to various known and unknown risks, uncertainties and other factors. When we use words such as "believes," "expects," "anticipates," "estimates" or similar expressions, we are making forward-looking statements. Although we believe that our forward-looking statements are based on reasonable assumptions, our expected results may not be achieved, and actual results may differ materially from our expectations. Important factors that could cause actual results to differ from expectations include, among others: (1) the cost to comply with current and future legislation, regulations and customer demands relating to privacy issues; (2) the impact of litigation that may arise in connection with incidents in which we fail to protect our customer's information; (3) changes in the price for our services relative to the cost of providing such services; (4) changes in customer preferences and demand for our services; (5) in the various digital businesses in which we are engaged, the cost of capital and technical requirements, demand for our services or competition for customers; (6) our ability or inability to complete acquisitions on satisfactory terms and to integrate acquired companies efficiently; (7) the cost or potential liabilities associated with real estate necessary for our business; (8) the performance of business partners upon whom we depend for technical assistance or management and acquisition expertise outside the U.S.; (9) changes in the political and economic environments in the countries in which our international subsidiaries operate; (10) claims that our technology violates the intellectual property rights of a third party; and (11) other trends in competitive or economic conditions affecting our financial condition or results of operations not presently contemplated. You should not rely upon forward-looking statements except as statements of our present intentions and of our present expectations, which may or may not occur. Other risks may adversely impact us, as described more fully under "Item 1A. Risk Factors" in our Current Report on Form 8-K dated May 8, 2009. You should read these cautionary statements as being applicable to all forward-looking statements wherever they appear. Except as required by law, we undertake no obligation to release publicly the result of any revision to these forward-looking statements that may be made to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events. Readers are also urged to carefully review and consider the various disclosures we have made in this document, as well as our other periodic reports filed with the Securities and Exchange Commission (the "SEC").

Non-GAAP Measures

Operating Income Before Depreciation and Amortization, or OIBDA

OIBDA is defined as operating income before depreciation and amortization expenses. OIBDA Margin is calculated by dividing OIBDA by total revenues. We use multiples of current or projected OIBDA in conjunction with our discounted cash flow models to determine our overall enterprise valuation and to evaluate acquisition targets. We believe OIBDA and OIBDA Margin provide current and potential investors with relevant and useful information regarding our ability to generate cash flow

Table of Contents

to support business investment and our ability to grow revenues faster than operating expenses. These measures are an integral part of the internal reporting system we use to assess and evaluate the operating performance of our business. OIBDA does not include certain items that we believe are not indicative of our core operating results, specifically: (1) other (income) expense, net and (2) cumulative effect of change in accounting principle.

OIBDA also does not include interest expense, net and the provision for income taxes. These expenses are associated with our capitalization and tax structures, which we do not consider when evaluating the operating profitability of our core operations. Finally, OIBDA does not include depreciation and amortization expenses, in order to eliminate the impact of capital investments, which we evaluate by comparing capital expenditures to incremental revenue generated and as a percentage of total revenues. OIBDA and OIBDA Margin should be considered in addition to, but not as a substitute for, other measures of financial performance reported in accordance with accounting principles generally accepted in the United States of America ("GAAP"), such as operating or net income or cash flows from operating activities (as determined in accordance with GAAP).

Reconciliation of OIBDA to Operating Income and Net Income (in thousands):

	Three Months Ended June 30,		Six Months Ended June 30,	
	2008	2009	2008	2009
OIBDA	\$ 196,793	\$ 216,734	\$ 372,653	\$ 414,211
Less: Depreciation and Amortization	72,907	78,680	142,437	154,960
Operating Income	123,886	138,054	230,216	259,251
Less: Interest Expense, Net	59,757	55,175	119,776	110,696
Other (Income) Expense, Net	3,532	(18,394)	(2,503)	(11,239)
Provision for Income Taxes	24,859	13,761	43,131	45,338
Net Income	\$ 35,738	\$ 87,512	\$ 69,812	\$ 114,456

Critical Accounting Policies

Our discussion and analysis of our financial condition and results of operations are based upon our consolidated financial statements, which have been prepared in accordance with GAAP. The preparation of these financial statements requires us to make estimates, judgments and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses, and related disclosure of contingent assets and liabilities at the date of the financial statements and for the period then ended. On an on-going basis, we evaluate the estimates used, including those related to accounting for acquisitions, allowance for doubtful accounts and credit memos, impairment of tangible and intangible assets, income taxes, stock-based compensation and self-insured liabilities. We base our estimates on historical experience, actuarial estimates, current conditions and various other assumptions that we believe to be reasonable under the circumstances. These estimates form the basis for making judgments about the carrying values of assets and liabilities and are not readily apparent from other sources. Actual results may differ from these estimates. Our critical accounting policies include the following, which are listed in no particular order:

Revenue Recognition

Accounting for Acquisitions

Allowance for Doubtful Accounts and Credit Memos

Impairment of Tangible and Intangible Assets

Table of Contents

Accounting for Internal Use Software

Income Taxes

Stock-Based Compensation

Self-Insured Liabilities

Further detail regarding our critical accounting policies can be found in "Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations" and the consolidated financial statements and the notes included in our Current Report on Form 8-K, as filed with the SEC on May 8, 2009. Management has determined that no material changes concerning our critical accounting policies have occurred since December 31, 2008.

Recent Accounting Pronouncements

On January 1, 2009, we adopted Statement of Financial Accounting Standard No. 160, "Noncontrolling Interests in Consolidated Financial Statement an Amendment of ARB No. 51" ("SFAS No. 160"). The presentation and disclosure requirements of SFAS No. 160 have been applied to all of our financial statements, notes and other financial data retrospectively for all periods presented. The adoption of SFAS No. 160 resulted in an increase to net income attributable to Iron Mountain Incorporated of \$0.5 million, or \$0.00 per diluted share, for the three months ended June 30, 2009, and an increase to net income attributable to Iron Mountain Incorporated of \$2.9 million, or \$0.01 per diluted share, for the six months ended June 30, 2009. SFAS No. 160 includes a prospective requirement allowing losses in excess of a noncontrolling interest's equity to go below zero. Excluding the impacts of the adoption of SFAS No. 160, net income attributable to Iron Mountain Incorporated and diluted earnings per share attributable to Iron Mountain Incorporated would have been \$87.2 million and \$0.43 per share and \$113.6 million and \$0.56 per share, respectively, for the three and six months ended June 30, 2009.

In June 2009, the Financial Accounting Standards Board ("FASB") issued SFAS No. 166, "Accounting for Transfers of Financial Assets an amendment of FASB Statement No. 140" ("SFAS No. 166") and SFAS No. 167, "Amendments to FASB Interpretation No. 46(R)" ("SFAS No. 167"). SFAS No. 166 will require more information about transfers of financial assets, including securitization transactions, and where entities have continuing exposure to the risks related to transferred financial assets. It eliminates the concept of a "qualifying special-purpose entity," changes the requirements for derecognizing financial assets, and requires additional disclosures. SFAS No. 167 will require additional disclosures about the involvement with variable interest entities and any significant changes in risk exposure due to that involvement. A reporting entity will be required to disclose how its involvement with a variable interest entity affects the reporting entity's financial statements. SFAS No. 166 and No. 167 will be effective at the start of a reporting entity's first fiscal year beginning after November 15, 2009, or January 1, 2010, for a calendar year-end entity. We do not expect the adoption of SFAS No. 166 and No. 167 to have a material impact on our consolidated financial statements and results of operations.

In June 2009, the FASB issued SFAS No. 168, "The FASB Accounting Standards Codification and the Hierarchy of Generally Accepted Accounting Principles a replacement of SFAS No. 162" ("SFAS No. 168"). SFAS No. 168 establishes the FASB Accounting Standards Codification (the "Codification") to become the source of authoritative U.S. GAAP recognized by the FASB to be applied by nongovernmental entities. Rules and interpretive releases of the SEC under authority of federal securities laws are also sources of authoritative U.S. GAAP for SEC registrants. On the effective date of SFAS No. 168, the Codification will supersede all then-existing non-SEC accounting and reporting standards. All other nongrandfathered non-SEC accounting literature not included in the Codification will become nonauthoritative. SFAS No. 168 will be effective for financial statements issued for interim

Table of Contents

and annual periods ending after September 15, 2009. We do not expect the adoption of SFAS No. 168 to have a material impact on our consolidated financial statements and results of operations.

Overview

The following discussions set forth, for the periods indicated, management's discussion and analysis of results. Significant trends and changes are discussed for the three and six month periods ended June 30, 2009 within each section. Trends and changes that are consistent within the three and six months periods are not repeated and are discussed on a year-to-date basis.

Our revenues consist of storage revenues as well as service revenues. Storage revenues, both physical and digital, which are considered a key performance indicator for the information protection and storage services industry, consist of largely recurring periodic charges related to the storage of materials or data (generally on a per unit basis), which are typically retained by customers for many years. Service revenues are comprised of charges for related core service activities and a wide array of complementary products and services. Included in core service revenues are: (1) the handling of records including the addition of new records, temporary removal of records from storage, refiling of removed records, destruction of records, and permanent withdrawals from storage; (2) courier operations, consisting primarily of the pickup and delivery of records upon customer request; (3) secure shredding of sensitive documents; and (4) other recurring services including maintenance and support contracts. Our complementary services revenues include special project work, data restoration projects, fulfillment services, consulting services and product sales (including software licenses, specially designed storage containers and related supplies). Our secure shredding business generates the sale of recycled paper (included in complementary services revenues), the price of which can fluctuate from period to period, adding to the volatility and reducing the predictability of that revenue stream.

Due to the declining economic environment in 2008, the current fair market values of vans, trucks and mobile shredding units within our vehicle fleet portfolio, which we lease, have declined. As a result, certain vehicle leases that previously met the requirements to be considered operating leases are classified as capital leases upon renewal, or at lease inception, for new leases. The impact of this change on comparability to the prior period will be to lower vehicle rent expense (a component of transportation costs within cost of sales) by approximately \$22.3 million, offset by an increased amount of combined depreciation (by approximately \$20.6 million) and interest expense (by approximately \$3.3 million) for the year ending December 31, 2009.

Beginning in the third quarter of 2008, we saw a dramatic strengthening of the U.S. dollar in comparison to the major foreign currencies of our most significant international markets, which led to a decrease in reported revenue and expenses in the first half of 2009 as compared to the first half of 2008. It is difficult to predict how much foreign currency exchange rates will fluctuate in the future and how those fluctuations will impact our consolidated statement of operations. Due to the expansion of our international operations, these fluctuations have become material on individual balances. If exchange rates remain at current levels throughout 2009, we expect a decline in revenues and expenses as reported in U.S. dollars when comparing our 2009 results to our 2008 results. However, because both the revenues and expenses are denominated in the local currency of the country in which they are derived or incurred, the impact of currency fluctuations on our operating income and operating margin is mitigated. In order to provide a framework for assessing how our underlying businesses performed excluding the effect of foreign currency fluctuations, we compare the percentage change in the results from one period to another period in this report using constant currency disclosure. The constant currency growth rates are calculated by translating the 2008 results at the 2009 average exchange rates.

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Table of Contents

The following table is a comparison of underlying average exchange rates of the foreign currencies that had the most significant impact on our U.S. dollar-reported revenues and expenses:

	Average Exchange Rates for the Three Months Ended June 30,		Percentage (Strengthening)/Weakening of the U.S. dollar
	2008	2009	
British pound sterling*	\$ 1.982	\$ 1.445	(27.1)%
Canadian dollar	\$0.990	\$0.858	(13.3)%
Euro*	\$ 1.533	\$ 1.302	(15.1)%

	Average Exchange Rates for the Six Months Ended June 30,		Percentage (Strengthening)/Weakening of the U.S. dollar
	2008	2009	
British pound sterling*	\$ 2.002	\$ 1.468	(26.7)%
Canadian dollar	\$0.993	\$0.831	(16.3)%
Euro*	\$ 1.499	\$ 1.310	(12.6)%

*

Corresponding to the appropriate periods based on Iron Mountain Europe Limited's fiscal year ended October 31.

Results of Operations

Comparison of Three and Six Months Ended June 30, 2009 to Three and Six Months Ended June 30, 2008 (in thousands):

	Three Months Ended June 30,		Dollar Change	Percentage Change
	2008	2009		
Revenues	\$ 768,857	\$ 746,028	\$(22,829)	(3.0)%
Operating Expenses	644,971	607,974	(36,997)	(5.7)%
Operating Income	123,886	138,054	14,168	11.4%
Other Expenses, Net	88,148	50,542	(37,606)	(42.7)%
Net Income	35,738	87,512	51,774	144.9%
Net Loss Attributable to the Noncontrolling Interests	(148)	(126)	22	14.9%
Net Income Attributable to Iron Mountain Incorporated	\$ 35,886	\$ 87,638	\$ 51,752	144.2%
OIBDA(1)	\$ 196,793	\$ 216,734	\$ 19,941	10.1%
OIBDA Margin(1)	25.6%	29.1%		

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Table of Contents

	Six Months Ended June 30,		Dollar Change	Percentage Change
	2008	2009		
Revenues	\$ 1,518,241	\$ 1,469,374	\$ (48,867)	(3.2)%
Operating Expenses	1,288,025	1,210,123	(77,902)	(6.0)%
Operating Income	230,216	259,251	29,035	12.6%
Other Expenses, Net	160,404	144,795	(15,609)	(9.7)%
Net Income	69,812	114,456	44,644	63.9%
Net Income (Loss) Attributable to the Noncontrolling Interests	444	(1,981)	(2,425)	(546.2)%
Net Income Attributable to Iron Mountain Incorporated	\$ 69,368	\$ 116,437	\$ 47,069	67.9%
OIBDA(1)	\$ 372,653	\$ 414,211	\$ 41,558	11.2%
OIBDA Margin(1)	24.5%	28.2%		

(1)

See "Non-GAAP Measures Operating Income Before Depreciation and Amortization, or OIBDA" for definition, reconciliation and a discussion of why we believe these measures provide relevant and useful information to our current and potential investors.

REVENUES

	Three Months Ended June 30,		Dollar Change	Percentage Change		
	2008	2009		Actual	Constant Currency	Internal Growth(1)
Storage	\$416,195	\$415,810	\$ (385)	(0.1)%	6.1%	6%
Core Service	241,740	235,353	(6,387)	(2.6)%	5.9%	5%
Total Core Revenue	657,935	651,163	(6,772)	(1.0)%	6.0%	6%
Complementary Services	110,922	94,865	(16,057)	(14.5)%	(8.2)%	(6)%
Total Revenue	\$768,857	\$746,028	\$(22,829)	(3.0)%	4.0%	4%

	Six Months Ended June 30,		Dollar Change	Percentage Change		
	2008	2009		Actual	Constant Currency	Internal Growth(1)
Storage	\$ 820,512	\$ 825,667	\$ 5,155	0.6%	7.0%	7%
Core Service	470,622	464,838	(5,784)	(1.2)%	7.5%	6%
Total Core Revenue	1,291,134	1,290,505	(629)	(0.0)%	7.2%	7%
Complementary Services	227,107	178,869	(48,238)	(21.2)%	(15.5)%	(11)%
Total Revenue	\$1,518,241	\$1,469,374	\$(48,867)	(3.2)%	3.8%	4%

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

(1)

Our internal revenue growth rate represents the weighted average year-over-year growth rate of our revenues after removing the effects of acquisitions, divestitures and foreign currency exchange rate fluctuations.

Our consolidated storage revenues decreased \$0.4 million, or (0.1%), to \$415.8 million and increased \$5.2 million, or 0.6%, to \$825.7 million for the three and six months ended June 30, 2009, respectively, from \$416.2 million and \$820.5 million for the three and six months ended June 30, 2008,

Table of Contents

respectively. The increase is attributable to internal revenue growth of 7% for the six month period, resulting from strength across all of our operating segments, offset by foreign currency exchange rate fluctuations of (6%). Current economic factors have led to a moderation in our storage growth rate, as a result of longer new sales cycles in our digital business and higher destruction rates in our physical business.

Consolidated service revenues decreased \$22.4 million, or (6.4%), to \$330.2 million and \$54.0 million, or (7.7%), to \$643.7 million for the three and six months ended June 30, 2009, respectively, from \$352.7 million and \$697.7 million for the three and six months ended June 30, 2008, respectively. Service revenue internal growth was 1% as a result of solid core revenue internal growth of 5% and 6% in the three and six months ended June 30, 2009, respectively, which was supported by consistent performance across all of our operating segments, offset by an internal growth rate of negative 6% and 11%, in the three and six months ended June 30, 2009, respectively, for our complementary service revenues. As expected, complementary service revenues decreased primarily due to the completion of a large special project in Europe in the third quarter of 2008 and \$25.5 million less revenue from the sale of recycled paper revenues resulting from a steep decline in recycled paper pricing. We also experienced softness in the first half of 2009 in the more discretionary revenues such as special project revenues, fulfillment services and technology sales. Core service revenue growth was also constrained by current economic trends. Unfavorable foreign currency exchange rate fluctuations reduced reported service revenues by 8% for the first six months of 2009 compared to the same period in 2008.

For the reasons stated above, our consolidated revenues decreased \$22.8 million, or (3.0%), to \$746.0 million and \$48.9 million, or (3.2%), to \$1,469.4 million for the three and six months ended June 30, 2009, respectively, from \$768.9 million and \$1,518.2 million for the three and six months ended June 30, 2008, respectively. Internal revenue growth was 4% for both the three and six months ended June 30, 2009. We calculate internal revenue growth in local currency for our international operations. For both the three and six months ended June 30, 2009, foreign currency exchange rate fluctuations negatively impacted our reported revenues by (7%), primarily due to the weakening of the British pound sterling, Canadian dollar and Euro against the U.S. dollar, based on an analysis of weighted average rates for the comparable periods.

Internal Growth Eight-Quarter Trend

	2007		2008				2009	
	Third Quarter	Fourth Quarter	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	First Quarter	Second Quarter
Storage Revenue	8%	8%	8%	8%	8%	8%	7%	6%
Service Revenue	16%	12%	10%	9%	9%	5%	0%	1%
Total Revenues	12%	10%	9%	9%	8%	7%	4%	4%

During the past eight quarters our storage internal growth rate has ranged between 6% and 8%. The internal growth rate for service revenue is inherently more volatile than the storage revenue internal growth rate due to the more discretionary nature of certain complementary services we offer, such as large special projects, software licenses, and recycled paper revenues. These revenues are often event driven and impacted to a greater extent by economic downturns as customers defer or cancel the purchase of certain services as a way to reduce their short-term costs, and may be difficult to replicate in future periods. The internal growth rate for service revenues reflects the following: (1) growth in North American storage-related service revenues, increased special project revenues and higher recycled paper revenues through the third quarter of 2008; (2) two large public sector contracts in Europe, one that was completed in the third quarter of 2007 and one that was completed in the third quarter of 2008; (3) continued growth in our secure shredding operations; (4) declines in commodity prices for recycled paper and fuel; and (5) the expected softness in our complementary service revenues, such as special project revenues, fulfillment services and technology sales, beginning in the fourth quarter of 2008.

Table of Contents**OPERATING EXPENSES****Cost of Sales**

Consolidated cost of sales (excluding depreciation and amortization) is comprised of the following expenses (in thousands):

	Three Months Ended June 30,			Percentage Change		% of Consolidated Revenues		Percentage Change (Favorable)/ Unfavorable
	2008	2009	Dollar Change	Actual	Constant Currency	2008	2009	
	Labor	\$ 171,992	\$ 155,777	\$ (16,215)	(9.4)%	(2.1)%	22.4%	
Facilities	98,017	98,570	553	0.6%	8.8%	12.7%	13.2%	0.5%
Transportation	38,693	27,161	(11,532)	(29.8)%	(24.6)%	5.0%	3.6%	(1.4)%
Product Cost of Sales	12,897	7,835	(5,062)	(39.2)%	(34.3)%	1.7%	1.1%	(0.6)%
Other	25,372	23,355	(2,017)	(7.9)%	(2.7)%	3.3%	3.1%	(0.2)%
	\$ 346,971	\$ 312,698	\$ (34,273)	(9.9)%	(2.8)%	45.1%	41.9%	(3.2)%

	Six Months Ended June 30,			Percentage Change		% of Consolidated Revenues		Percentage Change (Favorable)/ Unfavorable
	2008	2009	Dollar Change	Actual	Constant Currency	2008	2009	
	Labor	\$ 338,677	\$ 310,388	\$ (28,289)	(8.4)%	(1.0)%	22.3%	
Facilities	202,845	203,203	358	0.2%	8.2%	13.4%	13.8%	0.4%
Transportation	76,082	55,260	(20,822)	(27.4)%	(21.8)%	5.0%	3.8%	(1.2)%
Product Cost of Sales	27,808	16,016	(11,792)	(42.4)%	(38.1)%	1.8%	1.1%	(0.7)%
Other	49,310	44,811	(4,499)	(9.1)%	(3.4)%	3.2%	3.0%	(0.2)%
	\$ 694,722	\$ 629,678	\$ (65,044)	(9.4)%	(2.2)%	45.8%	42.9%	(2.9)%

Labor

Labor expense was favorably impacted by 7 percentage points of currency variations during both the three and six months ended June 30, 2009. Excluding the effect of currency rate fluctuations, labor expense decreased by 2.1% and 1.0% in the three and six months ended June 30, 2009, respectively, due to lower labor costs and productivity gains in our North American Physical Business.

Facilities

Facilities costs were favorably impacted by 8 percentage points of currency variations during both the three and six months ended June 30, 2009. The largest component of our facilities cost is rent expense, which, in constant currency terms, increased by \$6.4 million for the first six months of 2009 over the first six months of 2008, but decreased from 12.6% of consolidated storage revenues for the six months ended June 30, 2008 to 12.4% of consolidated storage revenues for the six months ended June 30, 2009. We expect this trend to continue throughout 2009, mainly as a result of the impact of revenue mix and due to incremental rent charges incurred in the latter half of 2008 related to our U.K. operations. Other facilities costs increased in constant currency terms by \$9.0 million due to increased common area charges of \$3.6 million, property taxes and insurance of \$3.1 million, and utilities of \$2.3 million, related to rising costs and an increased number of facilities.

Transportation

Transportation expenses were favorably impacted by 5 and 6 percentage points of currency variations during the three and six months ended June 30, 2009, respectively. Certain vehicle leases related to vans, trucks and mobile shredding units in our vehicle lease portfolio previously classified as operating leases are now classified as capital leases upon renewal or at inception for new leases. As a

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Table of Contents

result, for the three and six months ended June 30, 2009 we had lower vehicle rent expense in our North America Physical segment of approximately \$5.7 million and \$10.7 million, respectively (offset by an increased amount of combined depreciation of approximately \$5.2 million and \$10.0 million, respectively, and interest expense of approximately \$0.8 million and \$1.6 million, respectively). We expect this trend to continue throughout 2009. In addition, fuel costs have decreased by \$4.4 million and \$6.8 million during the three and six months ended June 30, 2009, respectively, as compared to the 2008 periods. The lower fuel cost is primarily due to lower commodity prices and to a lesser extent, the benefit of productivity gains from ongoing transportation improvement initiatives.

Product Cost of Sales and Other

Product and other cost of sales, which includes cartons, media and other service, storage and supply costs, are highly correlated to complementary revenue streams. These costs were favorably impacted by 5 and 4 percentage points of currency variations during the three and six months ended June 30, 2009, respectively. Approximately \$9.5 million of the decrease in product costs of sales for the six months ended June 30, 2009 compared to the six months ended June 30, 2008, is due to the sale of our North American data product sales line in the second quarter of 2008, which consisted of the sale of data storage media, imaging products and data center furniture to our physical data protection and recovery services customers. Other cost of sales declined due to a decrease in complementary revenue.

Selling, General and Administrative Expenses

Selling, general and administrative expenses are comprised of the following expenses (in thousands):

	Three Months Ended June 30,		Dollar Change	Percentage Change		% of Consolidated Revenues		Percentage Change (Favorable)/ Unfavorable
	2008	2009		Actual	Constant Currency	2008	2009	
General and Administrative	\$ 115,330	\$ 110,345	\$ (4,985)	(4.3)%	3.6%	15.0%	14.8%	(0.2)%
Sales, Marketing & Account Management	68,817	65,878	(2,939)	(4.3)%	2.4%	9.0%	8.8%	(0.2)%
Information Technology	39,733	35,660	(4,073)	(10.3)%	(6.2)%	5.2%	4.8%	(0.4)%
Bad Debt Expense	2,052	3,971	1,919	93.5%	96.7%	0.3%	0.5%	0.2%
	\$ 225,932	\$ 215,854	\$ (10,078)	(4.5)%	2.4%	29.4%	28.9%	(0.5)%

	Six Months Ended June 30,		Dollar Change	Percentage Change		% of Consolidated Revenues		Percentage Change (Favorable)/ Unfavorable
	2008	2009		Actual	Constant Currency	2008	2009	
General and Administrative	\$ 227,387	\$ 219,831	\$ (7,556)	(3.3)%	4.1%	15.0%	15.0%	(0.0)%
Sales, Marketing & Account Management	139,242	127,707	(11,535)	(8.3)%	(2.1)%	9.2%	8.7%	(0.5)%
Information Technology	78,057	71,322	(6,735)	(8.6)%	(4.8)%	5.1%	4.9%	(0.2)%
Bad Debt Expense	3,474	7,387	3,913	112.6%	114.3%	0.2%	0.5%	0.3%
	\$ 448,160	\$ 426,247	\$ (21,913)	(4.9)%	1.5%	29.5%	29.0%	(0.5)%

General and Administrative

General and administrative expenses were favorably impacted by 8 and 7 percentage points of currency variations during the three and six months ended June 30, 2009, respectively. In constant currency terms, compensation expense, including medical and other benefits, increased by \$10.4 million in the first six months of 2009 as a result of increased headcount. In addition, legal and professional fees increased \$8.0 million. These increases are offset by lower discretionary spending of \$9.8 million

Table of Contents

for items including recruiting and relocations, telephone, training, postage and supplies, travel and entertainment and certain enterprise-wide meetings which were held in 2008 but not in 2009.

Sales, Marketing & Account Management

Sales, marketing and account management expenses were favorably impacted by 7 and 6 percentage points of currency variations during the three and six months ended June 30, 2009, respectively. In constant currency terms, the decrease of 2.1% in the first six months of 2009 is primarily related to lower discretionary spending of \$4.5 million on items such as travel and entertainment and our enterprise-wide sales meeting which was held in 2008 but not in 2009. Commissions expense also declined by \$4.1 million in constant currency terms during the first half of 2009. These decreases are partially offset by increased investments in sales and account management in our International Physical segment of \$3.1 million and increased compensation (other than commissions) of \$2.4 million in the North American Physical segment.

Information Technology

Information technology expenses were favorably impacted by 4 percentage points of currency variations during both the three and six months ended June 30, 2009. In constant currency terms, the decrease of 4.8% in information technology expenses for the first half of 2009 was a combination of factors. Other overhead and discretionary spending, such as recruiting, travel and entertainment, professional fees, and equipment rental costs, decreased \$3.2 million due to disciplined cost management. In addition, in the six months ended June 30, 2008, we wrote off \$0.9 million of previously deferred costs, primarily internal labor costs, associated with internal use software development costs that were discontinued prior to being implemented in 2008.

Bad Debt Expense

Consolidated bad debt expense increased \$1.9 million to \$4.0 million (0.5% of consolidated revenues) for the three months ended June 30, 2009 from \$2.1 million (0.3% of consolidated revenues) for the three months ended June 30, 2008. Consolidated bad debt expense increased \$3.9 million to \$7.4 million (0.5% of consolidated revenues) for the six months ended June 30, 2009 from \$3.5 million (0.2% of consolidated revenues) for the six months ended June 30, 2008. We maintain an allowance for doubtful accounts and credit memos that is calculated based on our past loss experience, current and prior trends in our aged receivables and credit memo activity, current economic conditions, and specific circumstances of individual receivable balances. The increase in bad debt expense in 2009 from 2008 is attributable to the worsening economic climate. We continue to monitor our customers' payment activity and make adjustments based on their financial condition and in light of historical and expected trends.

Depreciation, Amortization, and (Gain) Loss on Disposal/Writedown of Property, Plant and Equipment, Net

Consolidated depreciation and amortization expense increased \$12.5 million to \$155.0 million (10.5% of consolidated revenues) for the six months ended June 30, 2009 from \$142.4 million (9.4% of consolidated revenues) for the six months ended June 30, 2008. Depreciation expense increased \$6.4 million and \$12.6 million for the three and six months ended June 30, 2009, respectively, compared to the three and six months ended June 30, 2008, primarily due to additional depreciation expense of approximately \$5.2 million and \$10.0 million, respectively, resulting from certain vehicle leases which had previously been classified as operating leases, being classified as capital leases upon renewal or at inception for new leases. We expect this trend to continue throughout 2009.

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Table of Contents

Amortization expense decreased \$0.6 million and was flat for the three and six months ended June 30, 2009, respectively, compared to the three and six months ended June 30, 2008, primarily due to decreases resulting from currency variations which were offset by the increased amortization of intangible assets, such as customer relationship intangible assets and intellectual property acquired through business combinations.

Consolidated gain on disposal/writedown of property, plant and equipment, net of \$0.8 million for the six months ended June 30, 2009, consisted primarily of a \$1.9 million gain on an owned storage facility in France, which was taken by eminent domain in the first quarter of 2009, offset by write-offs of certain fixed assets in North America and Europe.

Consolidated loss on disposal/writedown of property, plant and equipment, net of \$2.7 million for the six months ended June 30, 2008, consisted primarily of a \$2.3 million impairment of an owned storage facility in North America which we decided to exit in the first quarter of 2008.

OPERATING INCOME and OIBDA

As a result of all the foregoing factors, consolidated operating income increased \$14.2 million, or 11.4%, to \$138.1 million (18.5% of consolidated revenues) for the three months ended June 30, 2009 from \$123.9 million (16.1% of consolidated revenues) for the three months ended June 30, 2008. Consolidated operating income increased \$29.0 million, or 12.6%, to \$259.3 million (17.6% of consolidated revenues) for the six months ended June 30, 2009 from \$230.2 million (15.2% of consolidated revenues) for the six months ended June 30, 2008. Consolidated OIBDA increased \$19.9 million, or 10.1%, to \$216.7 million (29.1% of consolidated revenues) for the three months ended June 30, 2009 from \$196.8 million (25.6% of consolidated revenues) for the three months ended June 30, 2008. Consolidated OIBDA increased \$41.6 million, or 11.2%, to \$414.2 million (28.2% of consolidated revenues) for the six months ended June 30, 2009 from \$372.7 million (24.5% of consolidated revenues) for the six months ended June 30, 2008.

OTHER EXPENSES, NET

Interest Expense, Net

Consolidated interest expense, net decreased \$4.6 million to \$55.2 million (7.4% of consolidated revenues) and \$9.1 million to \$110.7 million (7.5% of consolidated revenues) for the three and six months ended June 30, 2009, respectively, from \$59.8 million (7.8% of consolidated revenues) and \$119.8 million (7.9% of consolidated revenues) for the three and six months ended June 30, 2008, respectively, primarily due to a reduction in borrowings year-over-year under our revolving credit facility and a decrease in our weighted average interest rate to 6.8% as of June 30, 2009 from 7.2% as of June 30, 2008. There was a partially offsetting increase of \$1.6 million in the first half of 2009 related to interest expense recorded on capital leases on certain vehicle leases previously classified as operating leases prior to renewal or upon lease inception; we expect this trend to continue throughout 2009.

Other (Income) Expense, Net (in thousands)

	Three Months Ended June 30,		Dollar Change	Six Months Ended June 30,		Dollar Change
	2008	2009		2008	2009	
Foreign currency transaction (gains) losses, net	\$ 3,293	\$(17,127)	\$(20,420)	\$(2,638)	\$ (9,638)	\$(7,000)
Other, net	239	(1,267)	(1,506)	135	(1,601)	(1,736)
	\$3,532	\$(18,394)	\$(21,926)	\$(2,503)	\$(11,239)	\$(8,736)

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Table of Contents

Net foreign currency transaction gains of \$9.6 million, based on period-end exchange rates, were recorded in the six months ended June 30, 2009. Gains resulted primarily from changes in the exchange rate of the British pound sterling, Brazilian Real and Chilean Peso against the U.S. dollar compared to December 31, 2008, as these currencies relate to our intercompany balances with and between our European and Latin American subsidiaries, offset by losses as a result of British pounds sterling denominated debt and forward contracts, as well as changes in the exchange rate of the Russian Ruble against the U.S. dollar, as it relates to our intercompany balances with and between our European subsidiaries.

Net foreign currency transaction gains of \$2.6 million, based on period-end exchange rates, were recorded in the six months ended June 30, 2008. Gains resulted from the marking-to-market of Euro for U.S. dollar foreign currency swaps, gains as a result of changes in the exchange rate of the Euro and Canadian dollar against the U.S. dollar compared to December 31, 2007, as these currencies relate to our intercompany balances with and between our Canadian and European subsidiaries, partially offset by losses on the marking-to-market of Euro denominated debt held by our U.S. parent company.

Other, net in the six months ended June 30, 2009 primarily consists of \$0.8 million of gains related to certain trading marketable securities held in a trust for the benefit of employees included in a deferred compensation plan we sponsor.

Provision for Income Taxes

Our effective tax rates for the three months ended June 30, 2008 and 2009 were 41.0% and 13.6%, respectively. Our effective tax rates for the six months ended June 30, 2008 and 2009 were 38.2% and 28.4%, respectively. The primary reconciling items between the statutory rate of 35% and our effective rate are state income taxes (net of federal benefit) and differences in the rates of tax to which our foreign earnings are subject. The decrease in the effective tax rate in 2009 is primarily due to significant foreign exchange gains and losses in different jurisdictions with different tax rates. For 2009, foreign currency gains were recorded in lower tax jurisdictions associated with the marking-to-market of intercompany loan positions while foreign currency losses were recorded in higher tax jurisdictions associated with our marking-to-market of debt and derivative instruments, which reduced the 2009 tax rate by 25.8% and 11.6% for the three and six months ended June 30, 2009, respectively.

Our effective tax rate is subject to future variability due to, among other items: (a) changes in the mix of income from foreign jurisdictions; (b) tax law changes; (c) volatility in foreign exchange gains and (losses); and (d) the timing of the establishment and reversal of tax reserves. We are subject to income taxes in both the U.S. and numerous foreign jurisdictions. We are subject to examination by various tax authorities in jurisdictions in which we have significant business operations. We regularly assess the likelihood of additional assessments by tax authorities and provide for these matters as appropriate. Although we believe our tax estimates are appropriate, the final determination of tax audits and any related litigation could result in changes in our estimates.

NET INCOME

As a result of all the foregoing factors, for the three months ended June 30, 2009, consolidated net income increased \$51.8 million, or 144.9%, to \$87.5 million (11.7% of consolidated revenues) from net income of \$35.7 million (4.6% of consolidated revenues) for the three months ended June 30, 2008. For the six months ended June 30, 2009, consolidated net income increased \$44.6 million, or 63.9%, to \$114.5 million (7.8% of consolidated revenues) from net income of \$69.8 million (4.6% of consolidated revenues) for the six months ended June 30, 2008. The increase in operating income noted above, along with the foreign currency exchange rate impacts included in other income (expense), net as well as the impact of our tax rate for the first half of 2009, contributed to the increase in net income. Net loss attributable to noncontrolling interests was \$0.1 million for the three months ended June 30, 2008,

Table of Contents

and resulted in a benefit to net income attributable to Iron Mountain Incorporated. Net income attributable to noncontrolling interests was \$0.4 million for the six months ended June 30, 2008, and reduced net income attributable to Iron Mountain Incorporated. For the three and six months ended June 30, 2009, net losses attributable to noncontrolling interests resulted in a benefit to net income attributable to Iron Mountain Incorporated of \$0.1 million and \$2.0 million, respectively. These represent our noncontrolling partners' share of earnings/losses in our majority-owned international subsidiaries that are consolidated in our operating results.

Segment Analysis (in thousands)

Beginning January 1, 2009, we changed the composition of our segments to not allocate certain corporate and centrally controlled costs, which primarily related to executive and staff costs include human resources, information technology and finance costs, as well as all stock-based compensation, which benefit the enterprise as a whole. These are now reflected as Corporate costs and are not allocated to our operating segments. Therefore, the presentation of all historical segment reporting has been changed to conform to our new management reporting. Corporate and our operating segments are discussed below. Our reportable operating segments are North American Physical Business, International Physical Business and Worldwide Digital Business. See Note 7 to Notes to Consolidated Financial Statements. Our North American Physical Business, which consists of the United States and Canada, offers the storage of paper documents, as well as all other non-electronic media such as microfilm and microfiche, master audio and videotapes, film, X-rays and blueprints, including healthcare information services, vital records services, service and courier operations, and the collection, handling and disposal of sensitive documents for corporate customers ("Hard Copy"); the storage and rotation of backup computer media as part of corporate disaster recovery plans, including service and courier operations ("Data Protection"); information destruction services ("Destruction"); and the storage, assembly, and detailed reporting of customer marketing literature and delivery to sales offices, trade shows and prospective customers' sites based on current and prospective customer orders ("Fulfillment"). Our International Physical Business segment offers information protection and storage services throughout Europe, Latin America and Asia Pacific, including Hard Copy, Data Protection and Destruction. Our Worldwide Digital Business offers information protection and storage services for electronic records conveyed via telecommunication lines and the Internet, including online backup and recovery solutions for server data and personal computers, as well as email archiving, third party technology escrow services that protect intellectual property assets such as software source code, and electronic discovery services for the legal market that offers in-depth discovery and data investigation solutions. Corporate consists of costs related to staff functions, including finance, human resources and information technology, which benefit the enterprise as a whole. These costs primarily relate to the general management of these functions on a corporate level and the design and development of programs, policies and procedures that are then implemented in the individual segments, with each segment bearing its own cost of implementation. Corporate also includes stock-based employee compensation expense associated with all employee stock-based awards.

Table of Contents*North American Physical Business*

	Three Months Ended			Percentage Change		
	June 30,		Dollar Change	Actual	Constant Currency	Internal Growth
	2008	2009				
Segment Revenue	\$ 517,101	\$ 524,309	\$ 7,208	1.4%	2.8%	4%
Segment Contribution(1)	\$ 189,935	\$ 212,881	\$ 22,946	12.1%	13.7%	
Segment Contribution(1) as a Percentage of Segment Revenue	36.7%	40.6%				

	Six Months Ended			Percentage Change		
	June 30,		Dollar Change	Actual	Constant Currency	Internal Growth
	2008	2009				
Segment Revenue	\$ 1,021,580	\$ 1,035,840	\$ 14,260	1.4%	3.1%	4%
Segment Contribution(1)	\$ 360,963	\$ 407,771	\$ 46,808	13.0%	15.0%	
Segment Contribution(1) as a Percentage of Segment Revenue	35.3%	39.4%				

(1)

See Note 7 to Notes to the Consolidated Financial Statements for definition of Contribution and for the basis on which allocations are made and a reconciliation of Contribution to income before provision for income taxes.

During the six months ended June 30, 2009, revenue in our North American Physical Business segment increased 1.4% over the six months ended June 30, 2008, primarily due to internal growth of 4% supported by solid storage internal growth of 7% due to increased Hard Copy and Data Protection revenues. Service internal growth of 1% reflects continued organic growth in our core services business of 7% offset by decreased complementary services revenues due primarily to steep declines in recycled paper prices and the expected softness in special projects and fulfillment services. Additionally, unfavorable foreign currency fluctuations related to Canada resulted in decreased 2009 revenue, as measured in U.S. dollars, of 2 percentage points. Contribution as a percentage of segment revenue increased in 2009 due mainly to productivity gains, pricing actions, disciplined cost management, lower vehicle rent expense due to the recharacterization of certain vehicle leases, and increased margin due to the sale of our low-margin data products division in 2008.

International Physical Business

	Three Months Ended			Percentage Change		
	June 30,		Dollar Change	Actual	Constant Currency	Internal Growth
	2008	2009				
Segment Revenue	\$ 198,416	\$ 163,997	\$ (34,419)	(17.3)%	6.2%	6%
Segment Contribution(1)	\$ 39,954	\$ 31,728	\$ (8,226)	(20.6)%	1.0%	
Segment Contribution(1) as a Percentage of Segment Revenue	20.1%	19.3%				

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Table of Contents

	Six Months Ended June 30,		Dollar Change	Percentage Change		
	2008	2009		Actual	Constant Currency	Internal Growth
Segment Revenue	\$ 389,598	\$ 320,670	\$(68,928)	(17.7)%	5.1%	5%
Segment Contribution(1)	\$ 81,706	\$ 60,888	\$(20,818)	(25.5)%	(4.7)%	
Segment Contribution(1) as a Percentage of Segment Revenue	21.0%	19.0%				

(1)

See Note 7 to Notes to the Consolidated Financial Statements for definition of Contribution and for the basis on which allocations are made and a reconciliation of Contribution to income before provision for income taxes.

Revenue in our International Physical Business segment decreased 17.7% during the six months ended June 30, 2009 over the same period last year due to foreign currency fluctuations in 2009, primarily in the United Kingdom, which resulted in decreased 2009 revenue, as measured in U.S. dollars, of approximately 23 percentage points, compared to 2008. This decline was offset by total internal revenue growth for the segment of 5%, supported by solid 9% storage internal growth, and service revenue internal growth of 1%. Service revenue internal growth includes an unfavorable year-over-year comparison due to a large European special project that was completed in the third quarter of 2008 which reduced complementary revenue growth, but otherwise reflects continued organic growth of 4% in our core services business. Contribution as a percentage of segment revenue decreased in 2009 primarily due to increased rent and facility costs and increased compensation expense related to investments in sales and business support during 2008 and the first half of 2009.

Worldwide Digital Business

	Three Months Ended June 30,		Dollar Change	Percentage Change		
	2008	2009		Actual	Constant Currency	Internal Growth
Segment Revenue	\$ 53,340	\$ 57,722	\$ 4,382	8.2%	9.2%	4%
Segment Contribution(1)	\$ 6,974	\$ 13,303	\$ 6,329	90.8%	84.4%	
Segment Contribution(1) as a Percentage of Segment Revenue	13.1%	23.0%				

	Six Months Ended June 30,		Dollar Change	Percentage Change		
	2008	2009		Actual	Constant Currency	Internal Growth
Segment Revenue	\$ 107,063	\$ 112,864	\$ 5,801	5.4%	6.5%	5%
Segment Contribution(1)	\$ 14,609	\$ 23,496	\$ 8,887	60.8%	56.6%	
Segment Contribution(1) as a Percentage of Segment Revenue	13.6%	20.8%				

(1)

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

See Note 7 to Notes to the Consolidated Financial Statements for definition of Contribution and for the basis on which allocations are made and a reconciliation of Contribution to income before provision for income taxes.

During the six months ended June 30, 2009, revenue in our Worldwide Digital Business segment increased 5.4% over the same period in 2008, due to internal growth in digital storage revenue from

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Table of Contents

our electronic records management offerings, offset by a decrease in technology sales in 2009 over 2008. Contribution in the Worldwide Digital Business segment increased due to the impact of revenue mix and decreases in commissions and discretionary spending, including recruiting, travel and entertainment.

Corporate

	Three Months Ended June 30,		Dollar Change	Percentage Change
	2008	2009		
Segment Contribution(1)	\$(40,909)	\$(40,436)	\$ 473	1.2%
Segment Contribution(1) as a Percentage of Consolidated Revenue	(5.3)%	(5.4)%		

	Six Months Ended June 30,		Dollar Change	Percentage Change
	2008	2009		
Segment Contribution(1)	\$(81,919)	\$(78,706)	\$ 3,213	3.9%
Segment Contribution(1) as a Percentage of Consolidated Revenue	(5.4)%	(5.4)%		

(1) See Note 7 to Notes to the Consolidated Financial Statements for definition of Contribution and for the basis on which allocations are made and a reconciliation of Contribution to income before provision for income taxes.

During the six months ended June 30, 2009, expenses in Corporate decreased 3.9% over the six months ended June 30, 2008, driven primarily by decreases in other expenses of \$2.5 million, which includes much of our discretionary spending, such as travel and entertainment and supplies. Additionally, stock-based compensation expense decreased by \$0.7 million.

Liquidity and Capital Resources

The following is a summary (in thousands) of our cash balances and cash flows as of and for the six months ended June 30,

	2008	2009
Cash flows provided by operating activities	\$ 189,633	\$ 248,291
Cash flows used in investing activities	(228,770)	(137,925)
Cash flows provided by (used in) financing activities	117,989	(70,431)
Cash and cash equivalents at the end of period	203,197	316,056

Net cash provided by operating activities was \$248.3 million for the six months ended June 30, 2009 compared to \$189.6 million for the six months ended June 30, 2008. The increase resulted primarily from an increase in net income, excluding non-cash charges of \$51.5 million and a decrease in the use of working capital of \$10.0 million over the same period last year, offset by an increase in realized foreign exchange losses of \$2.8 million.

Due to the nature of our businesses, we make significant capital expenditures and additions to customer acquisition costs. Our capital expenditures are primarily related to growth and include investments in storage systems, information systems and discretionary investments in real estate. Cash paid for our capital expenditures and additions to customer acquisition costs during the six months ended June 30, 2009 amounted to \$133.9 million and \$4.4 million, respectively. For the six months ended June 30, 2009, capital expenditures, net and additions to customer acquisition costs were funded

Edgar Filing: IRON MOUNTAIN INC - Form 10-Q

Table of Contents

with cash flows provided by operating activities and cash equivalents on hand. Excluding acquisitions, we expect our capital expenditures to be approximately \$380 million in the year ending December 31, 2009. Included in our estimated capital expenditures for 2009 is approximately \$55 million of opportunity-driven real estate purchases.

Net cash used in financing activities was \$70.4 million for the six months ended June 30, 2009. During the six months ended June 30, 2009, we paid \$99.9 million on our revolving credit and term loans and other debt, had gross borrowings under our revolving credit and term loan facilities and other debt of \$15.6 million, \$11.0 million of proceeds from the exercise of stock options and employee stock purchase plan and \$2.5 million of excess tax benefits from stock-based compensation.

Due to the declining economic environment in 2008, the current fair market values of vans, trucks and mobile shredding units within our vehicle fleet portfolio, which we lease, have declined. As a result, certain vehicle leases that previously met the requirements to be considered operating leases have been classified as capital leases, and certain others will be, upon renewal. The impact of these changes on our consolidated cash flow statement in the six months ended June 30, 2009 and for the remainder of 2009 is that payments related to these leases previously reflected as a use of cash within the operating activities section of our consolidated statement of cash flows are now, and will be, reflected as a use of cash within the financing activities section of our consolidated statement of cash flows. For the first half of 2009, the amount of this impact was \$9.0 million; we expect this trend to continue throughout 2009.

We are highly leveraged and expect to continue to be highly leveraged for the foreseeable future. Our consolidated debt as of June 30, 2009 was comprised of the following (in thousands):

Revolving Credit Facility(1)	\$ 161,302
Term Loan Facility(1)	402,350
8 ⁵ / ₈ % Senior Subordinated Notes due 2013(2)	447,951
7 ¹ / ₄ % GBP Senior Subordinated Notes due 2014(2)	247,800
7 ³ / ₄ % Senior Subordinated Notes due 2015(2)	436,312
6 ⁵ / ₈ % Senior Subordinated Notes due 2016(2)	316,788
7 ¹ / ₂ % CAD Senior Subordinated Notes due 2017 (the "Subsidiary Notes")(3)	151,463
8 ³ / ₄ % Senior Subordinated Notes due 2018(2)	200,000
8% Senior Subordinated Notes due 2018(2)	49,734
6 ³ / ₄ % Euro Senior Subordinated Notes due 2018(2)	355,761
8% Senior Subordinated Notes due 2020(2)	300,000
Real Estate Mortgages, Seller Notes and Other	169,506
Total Long-term Debt	3,238,967
Less Current Portion	(30,583)
Long-term Debt, Net of Current Portion	\$3,208,384

(1) The capital stock or other equity interests of most of our U.S. subsidiaries, and up to 66% of the capital stock or other equity interests of our first tier foreign subsidiaries, are pledged to secure these debt instruments, together with all intercompany obligations of foreign subsidiaries owed to us or to one of our U.S. subsidiary guarantors.

(2) Collectively referred to as the Parent Notes. Iron Mountain Incorporated ("IMI") is the direct obligor on the Parent Notes, which are fully and unconditionally guaranteed, on a senior subordinated basis, by substantially all of its direct and indirect wholly owned U.S. subsidiaries (the "Guarantors"). These guarantees are joint and several obligations of the Guarantors. Iron

Table of Contents

Mountain Canada Corporation ("Canada Company") and the remainder of our subsidiaries do not guarantee the Parent Notes.

- (3) Canada Company is the direct obligor on the Subsidiary Notes, which are fully and unconditionally guaranteed, on a senior subordinated basis, by IMI and the Guarantors. These guarantees are joint and several obligations of IMI and the Guarantors.

On April 16, 2007, we entered into a new credit agreement (the "Credit Agreement") to replace the existing IMI revolving credit and term loan facilities of \$750 million and the existing IME revolving credit and term loan facilities of 200 million British pounds sterling. On November 9, 2007, we increased the aggregate amount available to be borrowed under the Credit Agreement from \$900 million to \$1.2 billion. The Credit Agreement consists of revolving credit facilities where we can borrow, subject to certain limitations as defined in the Credit Agreement, up to an aggregate amount of \$790 million (including Canadian dollar and multi-currency revolving credit facilities), and a \$410 million term loan facility. In the third quarter of 2008, the capacity under our revolving credit facility was decreased from an aggregate amount of \$790 million to an aggregate amount of \$765 million due to the bankruptcy of one of our lenders. Our revolving credit facility is supported by a group of 24 banks. Our subsidiaries, Canada Company and Iron Mountain Switzerland GmbH, may borrow directly under the Canadian revolving credit and multi-currency revolving credit facilities, respectively. Additional subsidiary borrowers may be added under the multi-currency revolving credit facility. The revolving credit facility terminates on April 16, 2012. With respect to the term loan facility, quarterly loan payments of approximately \$1.0 million are required through maturity on April 16, 2014, at which time the remaining outstanding principal balance of the term loan facility is due. The interest rate on borrowings under the Credit Agreement varies depending on our choice of interest rate and currency options, plus an applicable margin. IMI guarantees the obligations of each of the subsidiary borrowers under the Credit Agreement, and substantially all of our U.S. subsidiaries guarantee the obligations of IMI and the subsidiary borrowers. The capital stock or other equity interests of most of our U.S. subsidiaries, and up to 66% of the capital stock or other equity interests of our first tier foreign subsidiaries, are pledged to secure the Credit Agreement, together with all intercompany obligations of foreign subsidiaries owed to us or to one of our U.S. subsidiary guarantors. As of June 30, 2009, we had \$161.3 million of outstanding borrowings under the revolving credit facility, all of which were denominated in Australian dollars (9.0 million) and in Canadian dollars (CAD 178.0 million); we also had various outstanding letters of credit totaling \$39.2 million. The remaining availability, based on IMI's leverage ratio, which is calculated based on the last 12 months' EBITDA as defined in the Credit Agreement and current external debt, under the revolving credit facility on June 30, 2009, was \$564.5 million. The interest rate in effect under the revolving credit facility and term loan facility was 4.8% and 2.2%, respectively, as of June 30, 2009.

The Credit Agreement, our indentures and other agreements governing our indebtedness contain certain restrictive financial and operating covenants, including covenants that restrict our ability to complete acquisitions, pay cash dividends, incur indebtedness, make investments, sell assets and take certain other corporate actions. The covenants do not contain a rating trigger. Therefore, a change in our debt rating would not trigger a default under the Credit Agreement and our indentures and other agreements governing our indebtedness. Our revolving credit and term loan facilities, as well as our indentures, use earnings before interest, taxes, depreciation and amortization ("EBITDA") based calculations as primary measures of financial performance, including leverage ratios. IMI's revolving credit and term leverage ratio was 3.8 and 3.6 as of December 31, 2008 and June 30, 2009, respectively, compared to a maximum allowable ratio of 5.5 under our Credit Agreement. Similarly, our bond leverage ratio, per the indentures, was 4.5 and 4.2 as of December 31, 2008 and June 30, 2009, respectively, compared to a maximum allowable ratio of 6.5. Noncompliance with these leverage ratios would have a material adverse effect on our financial condition and liquidity. We were in compliance with all debt covenants in material agreements as of June 30, 2009.

Table of Contents

Our ability to pay interest on or to refinance our indebtedness depends on our future performance, working capital levels and capital structure, which are subject to general economic, financial, competitive, legislative, regulatory and other factors which may be beyond our control. There can be no assurance that we will generate sufficient cash flow from our operations or that future financings will be available on acceptable terms or in amounts sufficient to enable us to service or refinance our indebtedness, or to make necessary capital expenditures.

We expect to meet our cash flow requirements for the next twelve months from cash generated from operations, existing cash, cash equivalents, borrowings under the Credit Agreement and other financings, which may include secured credit facilities, securitizations and mortgage or capital lease financings. We expect to meet our long-term cash flow requirements using the same means described above, as well as the potential issuance of debt or equity securities as we deem appropriate. See Note 3, 5, and 8 to Notes to Consolidated Financial Statements.

Net Operating Loss, Alternative Minimum Tax and Foreign Tax Credit Carryforwards

We have federal net operating loss carryforwards which begin to expire in 2018 through 2024 of \$34.1 million at June 30, 2009 to reduce future federal taxable income. We have an asset for state net operating losses of \$23.3 million (net of federal tax benefit), which begins to expire in 2009 through 2025, subject to a valuation allowance of approximately 99%. We have assets for foreign net operating losses of \$22.9 million, with various expiration dates, subject to a valuation allowance of approximately 95%. Additionally, we have federal alternative minimum tax credit carryforwards of \$1.6 million, which have no expiration date and are available to reduce future income taxes; federal research credits of \$1.7 million which begin to expire in 2010; and foreign tax credits of \$54.7 million, which begin to expire in 2014 through 2018.

Inflation

Certain of our expenses, such as wages and benefits, insurance, occupancy costs and equipment repair and replacement, are subject to normal inflationary pressures. Although to date we have been able to offset inflationary cost increases through increased operating efficiencies and the negotiation of favorable long-term real estate leases, we can give no assurance that we will be able to offset any future inflationary cost increases through similar efficiencies, leases or increased storage or service charges.

Item 4. Controls and Procedures

The term "disclosure controls and procedures" is defined in Rules 13a-15(e) and 15d-15(e) of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). These rules refer to the controls and other procedures of a company that are designed to ensure that information is recorded, processed, summarized and communicated to management, including its principal executive and principal financial officers, as appropriate to allow timely decisions regarding what is required to be disclosed by a company in the reports that it files under the Exchange Act. As of June 30, 2009 (the "Evaluation Date"), we carried out an evaluation, under the supervision and with the participation of our management, including our chief executive officer and chief financial officer, of the effectiveness of our disclosure controls and procedures. Based upon that evaluation, our chief executive officer and chief financial officer have concluded that, as of the Evaluation Date, our disclosure controls and procedures are effective.

There have been no changes in our internal control over financial reporting during the quarter ended June 30, 2009 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

Table of Contents**Part II. Other Information****Item 4. Submission of Matters to a Vote of Security-Holders**

The following matters were voted on by our stockholders at the Annual Meeting of Stockholders held on June 4, 2009.

(a) Election of directors to serve until the Year 2010 Annual Meeting of Stockholders, or until their successors are elected and qualified

	Total Votes For Each Director	Total Votes Withheld From Each Director
Clarke H. Bailey	183,030,507	1,386,479
Constantin R. Boden	183,390,634	1,026,352
Robert T. Brennan	183,714,413	702,573
Kent P. Dauten	183,024,520	1,392,466
Michael Lamach	183,567,512	849,474
Arthur D. Little	183,437,671	979,315
C. Richard Reese	183,410,787	1,006,199
Vincent J. Ryan	183,401,496	1,015,490
Laurie A. Tucker	184,260,698	156,288

(b) Ratification of the selection by the Audit Committee of Deloitte & Touche LLP as the Company's independent registered public accounting firm for the year ending December 31, 2009

For	Against	Abstain
184,044,799	332,893	39,293

Item 6. Exhibits**(a) Exhibits**

Exhibit No.	Description
12	Statement re: Computation of Ratios.
31.1	Rule 13a-14(a) Certification of Chief Executive Officer.
31.2	Rule 13a-14(a) Certification of Chief Financial Officer.
32.1	Section 1350 Certification of Chief Executive Officer.
32.2	Section 1350 Certification of Chief Financial Officer.

