



Company	Ticker	Sector	Industry
Iron Mountain, Inc.	IRM-US	Real Estate	Equity Real Estate Investment Trusts (Reits)

Business Description

Iron Mountain, Inc. provides of storage and information management solutions. It operates through the following segments: North American (NAM) Records & Information Management, NAM Data Management, Western European, Other International, Global Data Center and Corporate & Other. NAM Records & Information Management provides record management, destruction, and fulfilment services. The NAM Data Management segment handles data protection and recovery, server, computer backup services, and safeguarding of electronic and physical media. The international segments (Western European and Other International) provide records management, data protection and recovery services, and document management solutions to their respective regions. Global Data Center provides data center facilities to protect mission-critical assets and ensure continuous operation of customer IT infrastructure, with secure, reliable colocation and wholesale options. The Corporate & Other segment provides storage, safeguarding, and electronic or physical deliveries of physical media and digital content to house, distribute, and archive, primarily for entertainment and media industry. The company was founded by Herman Knaust in 1951 and is headquartered in Boston, MA.

Price Chart

Key Info & Metrics



Empirical Research Rank:	5
Date Purchased:	01/02/2018
Price:	\$54.67
52-Week Range:	\$42.24 - \$57.72
Dividend Yield:	4.53%
Market Cap (\$M):	\$15,893
Forward Price-to-Earnings:	29

Total Return

Year-to-Date:	9.7%
1 Year:	26.7%
3 Year:	107.6%
5 Year:	129.8%

Investment Case - Updated: November 6, 2022

Iron Mountain – the largest global records management company – is executing a strategic shift as its core business faces pressure due to the transition from physical to digital storage. Its traditional storage business (roughly 60% revenue) provides a steady cash flow stream, complemented by higher growth services and data centers. Expansion into data centers/services has sizeable cross-selling opportunity to Iron Mountain’s existing customers. Newer service offerings are gaining traction including secure asset disposal (recycling and destroying retired technology assets) and digital services (digitizing documents for companies and governments; allows for document sharing and scanning). A multi-year cost savings program has improved profitability. Another growth driver has been the company’s international expansion, with non-U.S. markets comprising 30% of revenue. These initiatives have enhanced the company’s organic growth profile, supported by solid pricing power in many of its businesses. Given a 5 percent dividend yield and high debt load, funding data center expansion has been an investor concern. However, stable cash flows from records management and ongoing asset sales should provide ample capital.

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