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From humble beginnings more than 70 years ago, storing physical records in disused mines in New York, we've grown to become the major global player in this space with 225,000 customers in 6 countries across 6 continents including 95% of the Fortune 1000.

Our scale and reach in India is also unmatched, with more than 80 facilities in 22 cities. This allows us to provide consistent processes across complex branch networks, to help our customers meet all their compliance requirements.

For example, we digitize and manage the chain of custody for all the home loans for one of our banking customers: minimal touch points for maximum data accuracy.

#### HOW DOES IRON MOUNTAIN SUPPORT GOVERNANCE, COMPLIANCE, AND BUSINESS RESILIENCE ACROSS THE BFSI AND FINTECH SECTOR IN INDIA?

Iron Mountain offers the highest global standards in compliance and governance when it comes to secure and sustainable information and data management, on par with our US customers.

We understand the critical importance of regulatory compliance whether you're storing physical records or personal data or managing IT asset disposition. Our people are experts in compliance and sustainability, and our industry certifications keep us ahead of new developments so we can innovate for our customers. We are also CMMi III, ISO 9001, ISO 27001 and ISO 45001

certified and recognized as a PRISM, PRIVACY+ certified organization by i-SIGMA.

We go beyond compliance to provide real security with auditable processes and governance, secure chain of custody, and safe data storage in our data centers and our cloud.

Whether you need to archive, backup, recover, or protect against a ransomware attack, Iron Mountain's data management solutions can help you better protect your information and modernize IT operations for maximum resiliency.

#### WHAT IS YOUR COMPANY'S GROWTH STRATEGY FOR THE NEXT 3-5 YEARS?

At Iron Mountain, we've developed new technology-enabled products and solutions to address our customers' biggest pain points, including workplace transformation, data and IT security, business process efficiency, and sustainability.

We make long-term investments recently spending \$150 million investment to form a joint venture with Web Werks, one of India's top colocation data center providers. ■

#### HOW IS IRON MOUNTAIN SUPPORTING THE INDIAN BFSI AND FINTECH INDUSTRY THROUGH ITS SERVICES AND SOLUTIONS?

Iron Mountain is bringing global standards in secure and sustainable document, data, content and IT asset management to the Indian BFSI and Fintech industry.

We are already well-known to many for secure record storage, but we also assist banks and fintechs with the entire life cycle of record management - both physical and digital. This includes document workflows and digitisation, intelligent content management, IT asset lifecycle management and data storage.

Not only do we help manage records and data securely and sustainably, we also help our BFSI and fintech clients identify IT budget savings, improve information governance, and drive operational efficiencies.

This helps Indian banks and financial services firms and fintechs to protect, transform and unlock value from their document, data and IT asset management.