



WEB WERKS | IRON MOUNTAIN DATA CENTERS

ISP Focused Datacenters

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Chief Business Officer

INDIA'S INTERNET ECONOMY TO HIT \$1 TRILLION BY 2030

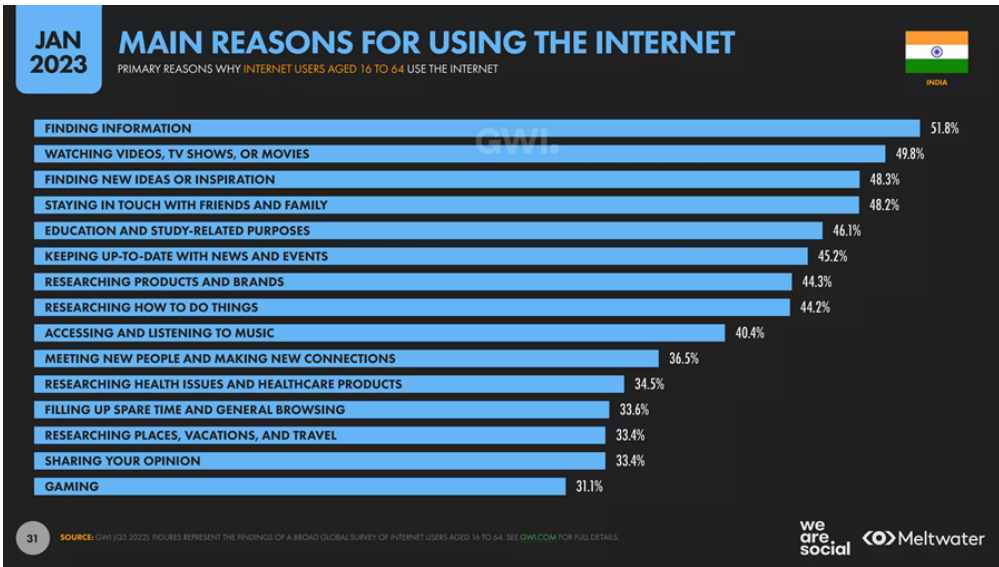
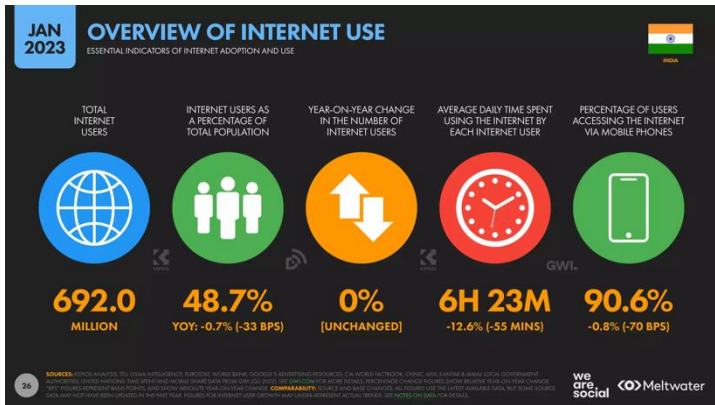
The contribution of the Internet economy to India's technology sector is expected to increase from 48% in 2022 to 62% by 2030

The Internet economy will account for 12-13% of India's GDP by 2030

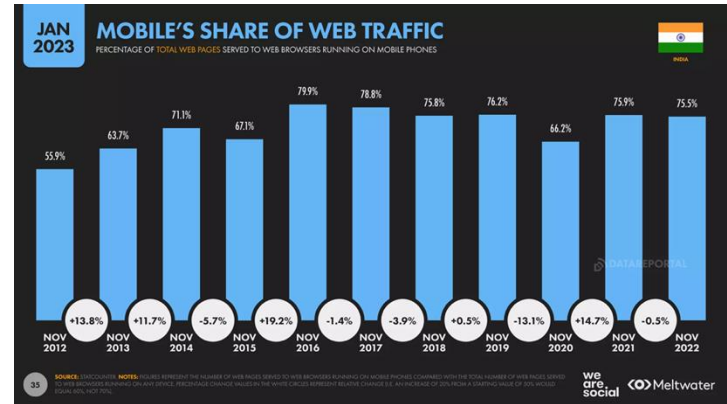
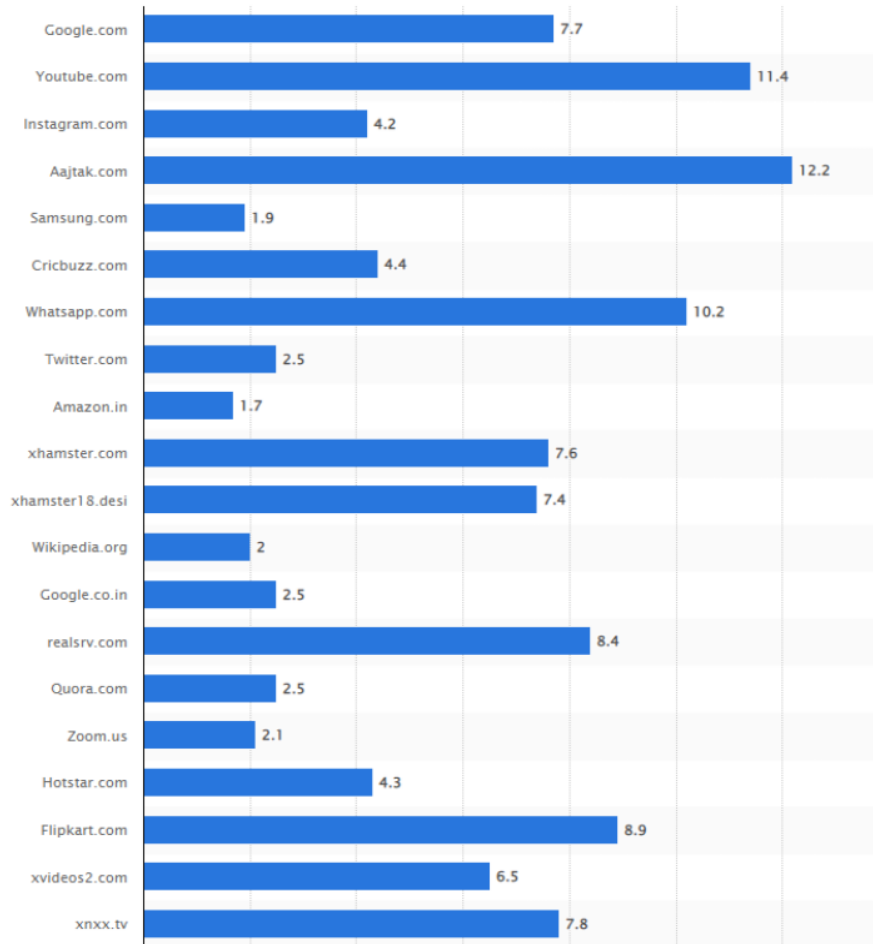
Factors contributing to the surge in the Internet economy include rising digital demand in tier 2+ cities, the digitization of traditional businesses, and the success of India Stack

B2C e-commerce is projected to drive 40% of the digital GMV, followed by B2B sectors and SaaS

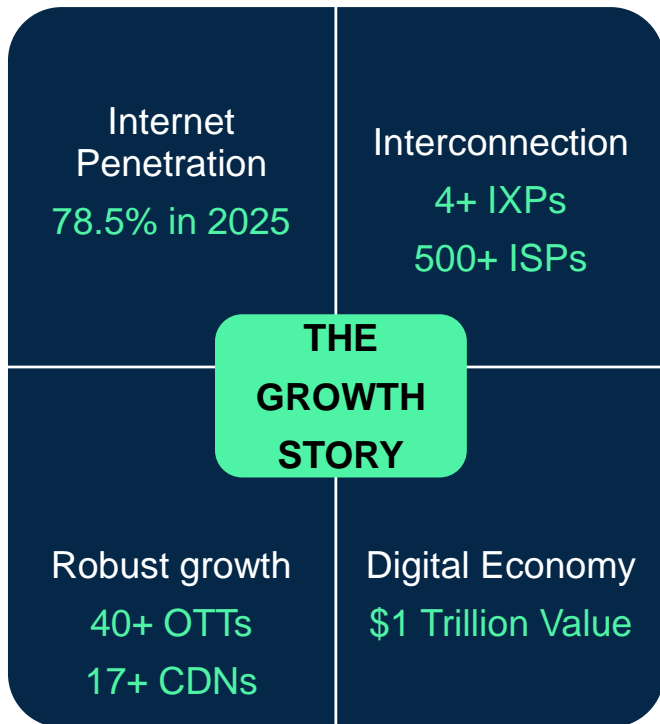
INTERNET TRAFFIC - TRENDS



TRENDS CONTINUED...



DIGITAL TRANSFORMATION IN INDIA



Data Boom

- **750+ Mn** Internet users
- **13.6 GB Avg Data** Usage/User/Month
- **5G** will grow data consumption by 3X
- **33 Mn** Wireline subscribers
- **448+ Mn** Social Media Users
- **190+ Mn** Online Shoppers
- **600+ Mn** Online Gamers
- **30+ Bn** App downloads (14% of global app installs in 2020)
- **5 hours** average time spent on mobile



Commerce

- Top spot with **25.5 billion in real-time payments** transactions (higher than China)
- 5,694 active investors as well as over **38K start-ups**
- **86% of** India's GDP accounted by UPI payments
- **UPI digital payments** crossing Indian boundaries

DATA CENTER OPERATORS IN INDIA



EQUINIX



Princeton DG

CONNECTIVITY

Connect to your customers, partners, providers and data centers physically or virtually with our secure, high-availability network services.

CLOUD ON-RAMP

Connect to the cloud service provider of your choice through a variety of port and transport options available in our Meet-Me-Rooms. Based on your availability, budget and scale requirements, Iron Mountain provides multiple on-ramps to the cloud. You can direct connect*, contract with one of our SDN partners, secure a dedicated wave or access dark fiber to a regional interconnection point.

CROSS CONNECT

Reliable, rapidly deployable campus wide cross connects. Connect securely to an ecosystem of carriers, partners and customers within Iron Mountain's owned and operated Meet-Me-Rooms.

DIRECT INTERNET ACCESS

Iron Mountain partners with strategic local, national and global network carriers to provide blended and dedicated IP transit services to our clients that require choice, resiliency and high-availability.

METRO WAVE

Dedicated, diverse and fully-tested optical 10 and 100Gbps waves allow you to rapidly scale your connectivity to strategic regional interconnection points for as low as \$350 per month.

PEERING

Reach major strategic Internet peering exchange points from a dedicated port within our Meet-Me-Rooms, via our Metro Wave and private transport services, or through one of our SDN partners.

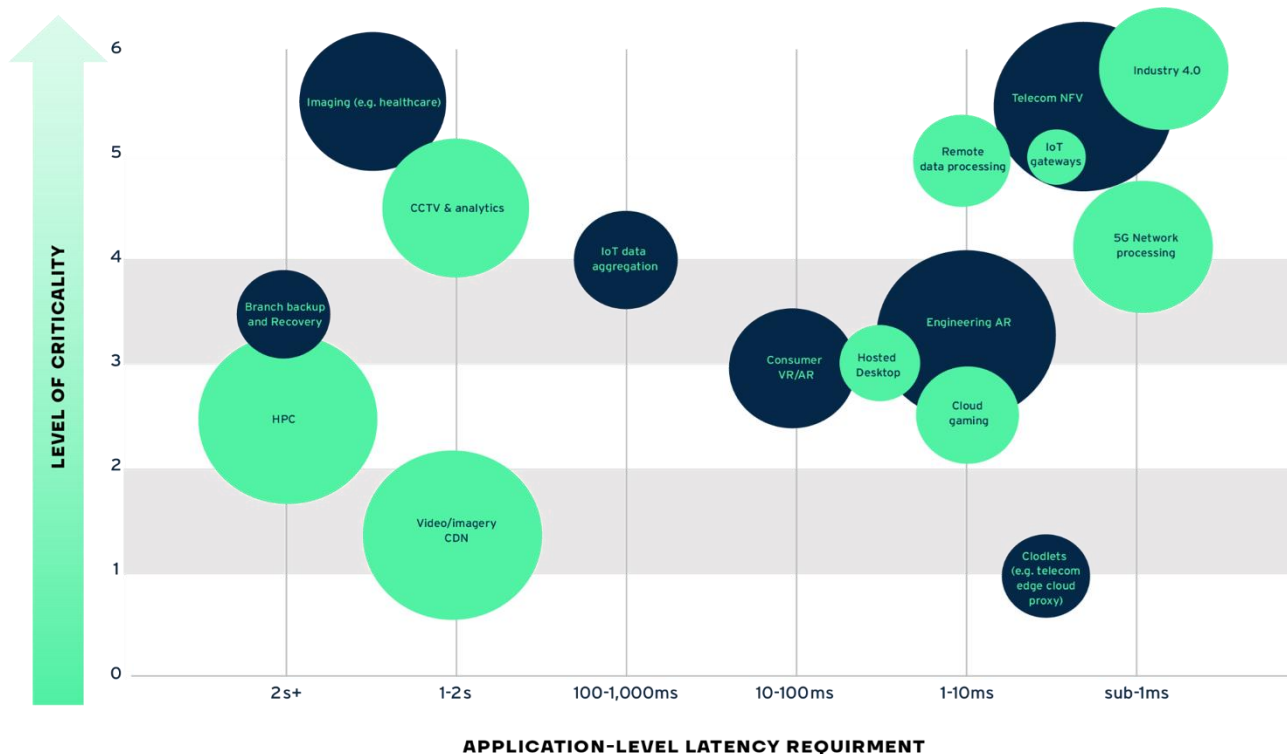
PRIVATE NETWORK TRANSPORT

Rapidly deployable point-to-point L2 connectivity is available between our data centers, carrier hotels, peering exchanges, and other data centers leveraging Iron Mountain's network backbone.

**Iron Mountain currently provides direct connect access to Microsoft Azure and AWS at our Virginia data center. Other locations are coming online soon.*

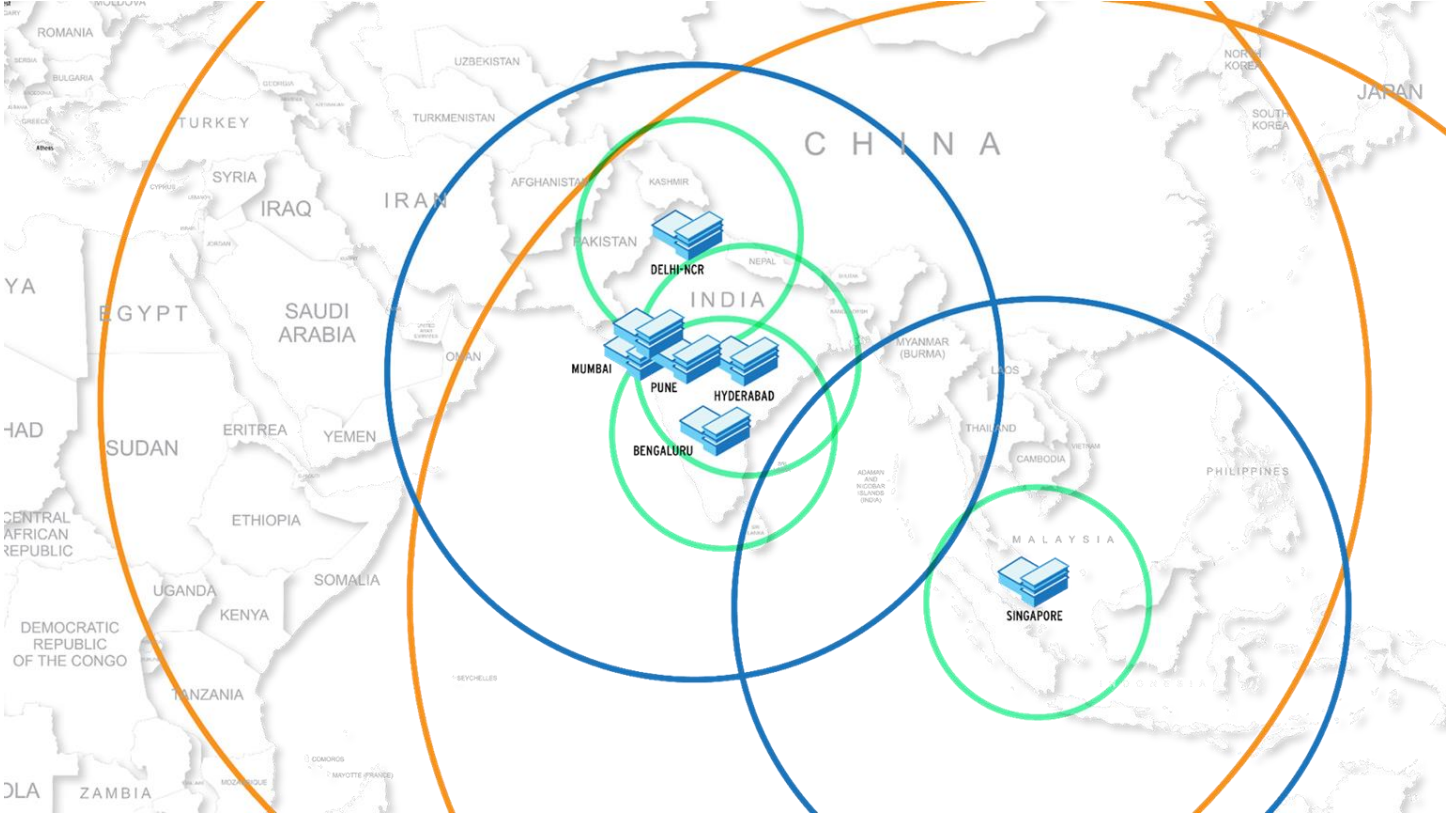
HIGH-PERFORMANCE ZONES

Running the right apps with the right point-to-point rtt (round-trip time) at a global, regional, or local (metro) level will optimize your digital performance.



Source: Uptime Institute

REGIONAL LATENCY: APAC



Approximate RTT in ms. ● <75MS ● <45MS ● <10MS



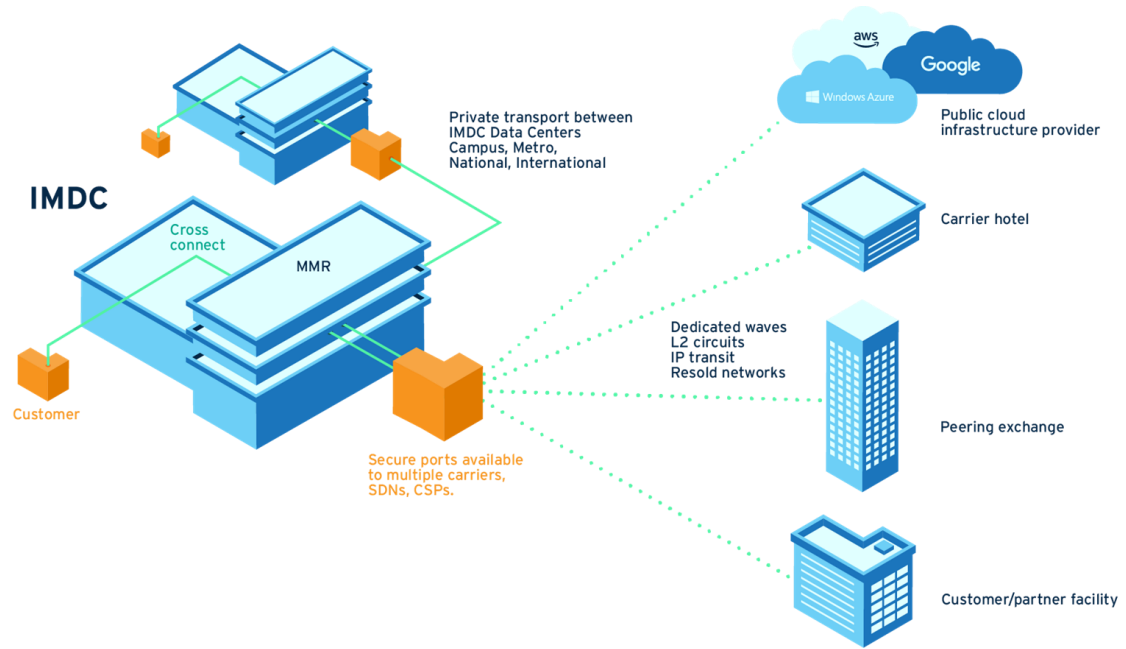
Globally we partner with global, national, and regional carriers to ensure each data center has diverse fiber paths and carriers giving you the redundancy and scalability modern networks require

In India, we operate India's most network dense Datacenter having exchanges, ISP and Telco



FLEXIBLE NETWORK OPTIONS TO MEET YOUR NEEDS

- Diverse carrier access
- Rapid deployment
- Cross connects
- Meet-Me-Rooms (MMRs)
- Metro Waves Services
- Dedicated waves/circuits
- Private transport
- IP transit





CROSS CONNECTS

WW-IM Cross Connects are the building block that allows you to connect into the broader ecosystem, into the region and across the globe.

OUR CROSS CONNECTS PROVIDE CRITICAL PATHS TO YOUR WORKLOADS AND APPLICATIONS.

With our reliable, rapidly deployable campus-wide cross connects, you can connect quickly and securely to carriers, partners and other customers within our owned and operated Meet-Me Rooms.





VIRTUAL CROSS CONNECTS

Virtual Cross Connects extend our ecosystem across the entire portfolio of WW-IM Data Centers. You can also deploy virtual connections via our SDN partners to hundreds of other locations.

EXTEND YOUR REACH WITH VIRTUAL CROSS CONNECTS

With our Virtual Cross Connects, you'll have private point-to-point connectivity between our data centers.

Virtual Cross Connects helps you rapidly scale your business. It's quicker, easier, and more flexible to scale up your connections and extend your reach through Virtual Cross Connects versus Cross Connects.





CLOUD ON-RAMP

Cloud On-Ramp allows you to connect directly to the cloud provider of your choice and exchange traffic at no cost.

**OUR RICH ECOSYSTEM ENSURES YOU CAN REACH
CLOUD ENVIRONMENTS IN A WAY THAT MAKES SENSE
FOR YOUR BUSINESS.**





DIRECT INTERNET ACCESS

WW-IM Direct Internet Access provides high-speed, high-capacity, highly reliable, 100% SLA access to the Internet

WE OFFER FLEXIBILITY TO CREATE THE NETWORK OPTION THAT IS RIGHT FOR YOU

With diverse, multi-homed connectivity, you can ensure optimal traffic routing while mitigating congestion.

We partner with a wide range of strategic local, national and global carriers to deliver dedicated IP transit services. We also offer multi-homed BGP Direct Internet Access (DIA), which blends tier 1 carrier services for a consistent, reliable connectivity option.



INTERNET EXCHANGE

At WW-IM Data Centers, we know that Internet Exchange Points are the backbone of the Internet. We provide the flexible network solutions you need.



IMDC FOOTPRINT LATENCIES

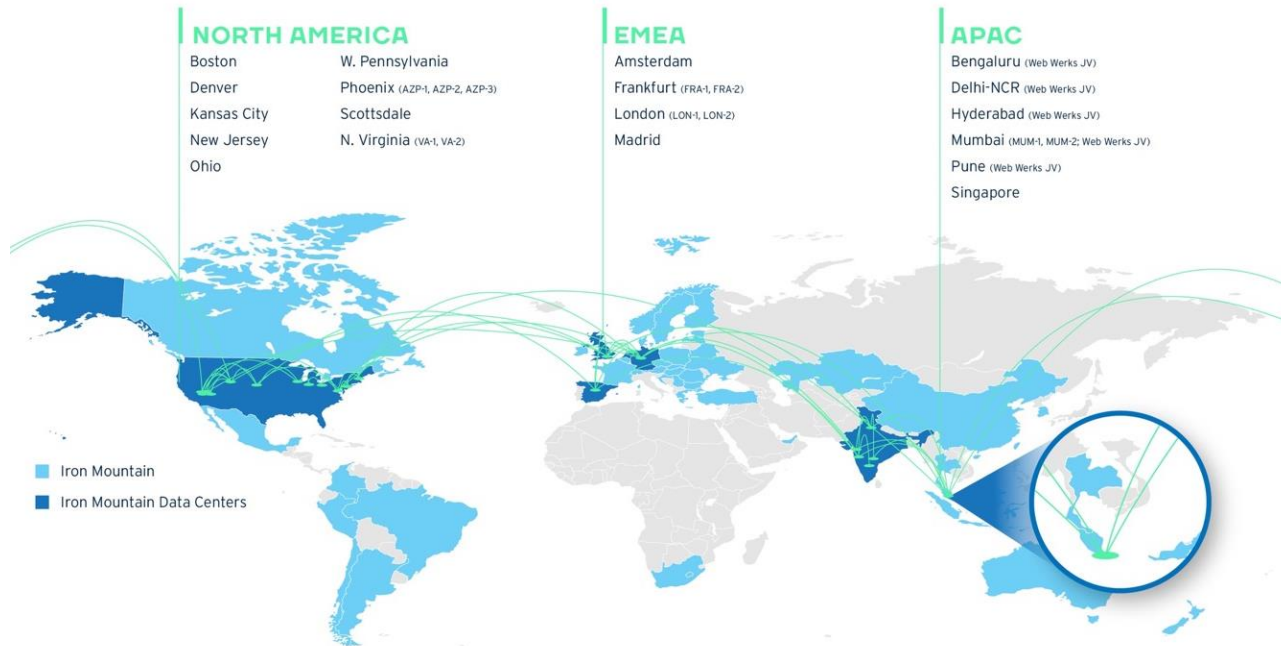
Our connectivity services take you well beyond the data center. Once your cloud and internet access, cross connect or fiber services are in place, you can build a low-latency local, regional, or global architecture for your customer's critical apps based on our worldwide platform.



WEB WERKS - IRON MOUNTAIN DATA CENTERS GLOBAL FOOTPRINT

GLOBAL EXPERTISE, LOCAL KNOWLEDGE

Data centers across potential growth markets



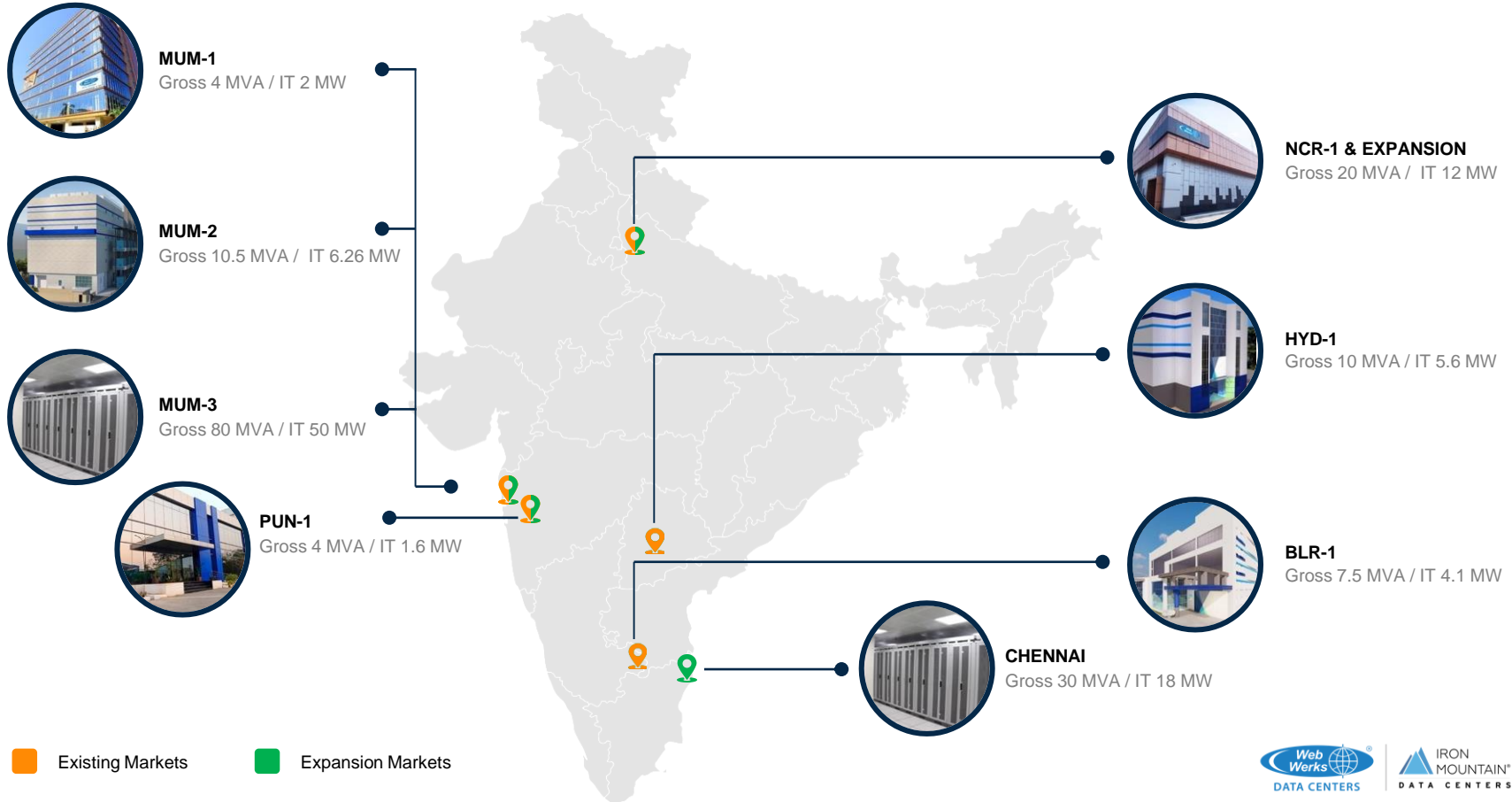
19 Locations

- Hyperscale-Ready
- Enterprise-Ready
- Strategic Edge

3 Continents

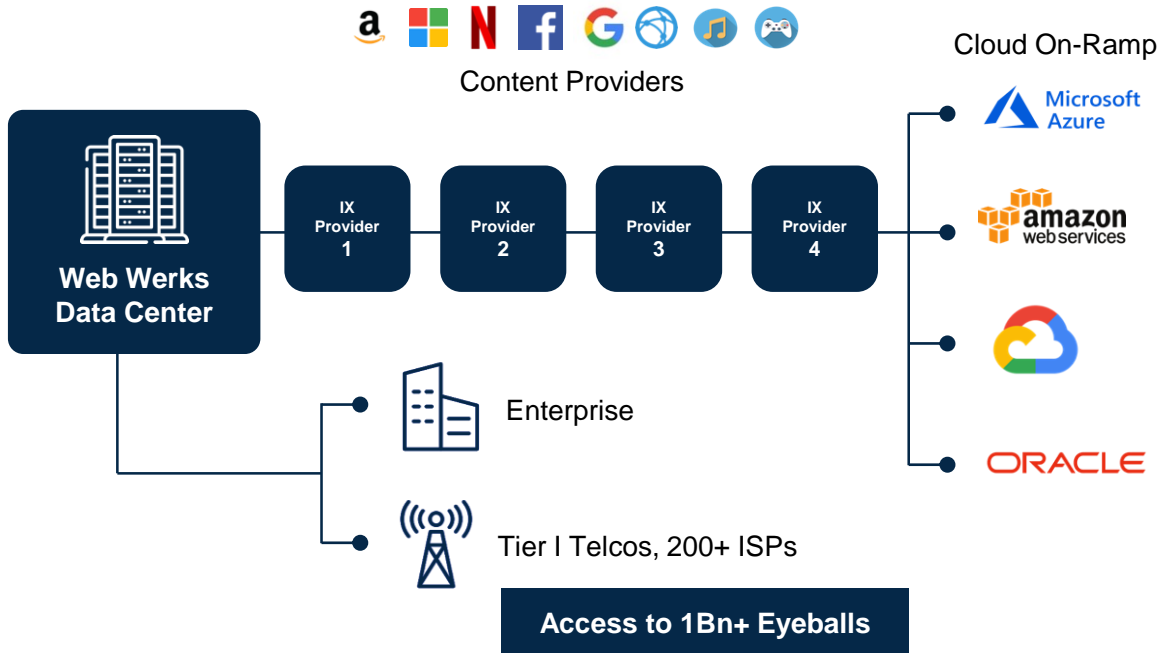
- 6 countries
- 21 markets
- 1300+ customers
- 4M+ gross square feet
- 613.4 MW of total Data Center capacity

WEB WERKS - IRON MOUNTAIN DATA CENTERS INDIA FOOTPRINT



MOST DENSELY CONNECTED DCs IN INDIA: NETWORK-CONTENT-CLOUD NEUTRAL

ECOSYSTEM OF SUBSEA, LARGE CARRIERS, 200+ ISPs, 4 INTERNET EXCHANGES, SDNs, CDNs



BENEFITS

Secure, scalable, high-speed, low latency, cost-effective network architecture with choice of service provider.

Interconnection Ecosystem enable connections with-in the data center and hence there is 'Zero Transit/ Transport Cost'.

Connectivity to multiple cloud providers for a Hybrid Multi-cloud strategy.

EXCELLENCE FOR CARE HONORS & QUALIFICATION



PCI DSS
PCI DSS Certified



SAP Certified
SAP Certified DC &
Cloud Provider



ISO 9001-2015
Quality Management



ISO 20000-1:2011
IT Management



ISO 22301-2012
Business Continuity
Management



ISO 27001
Information Security
Management
Systems



HIPAA
HIPAA Certified



Tier III
Uptime Certified



TIA 942-B
Certified



CERT
CERT IN



MEITY
Government of India
(MeitY)

TRUSTED DATA CENTER PARTNER FOR 95% OF THE FORTUNE 1000 COMPANIES





THANK YOU!

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