

## Today's Agenda

- ADIC Acquisition (Rick)
- Next Steps (Rick)
- Q&A





## **What We're Announcing Today**

The two leading, independent backup, recovery and archive providers...





Intelligent Storage™

are joining together to give customers...

the most comprehensive and integrated range of solutions for storing, managing, protecting and recovering their data.



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Quantum

## **Industry Analyst Reaction**

"This is a brilliant strategic move by Quantum and great news for customers... This acquisition propels Quantum into a clear top three position among the largest data protection suppliers, and makes them big enough to control their own fate. I love this deal."

Steve Duplessie, founder and senior analyst of Enterprise Strategy Group



#### **About ADIC**

- Founded in 1983
- · Manufacture and sell
  - Tape automation
  - · Disk-based backup systems
  - · Data management and archiving software
  - · Storage networking appliances
- 1100 employees
- · Headquartered in Redmond, WA





## \$20 Billion Growth Market

Target Market Represents Growth Opportunity that is 2X the Rate of Storage Industry Overall

Total Storage Market End-user Revenue Recovery Storage Market End-user Revenue

Total Storage Market		2006	CAGR%	
Network Infrastructure	\$	3.2	18.9%	
Management Software	\$	8.9	12.0%	
Tape Devices / Systems	\$	7.9	5.2%	
Host-Attached Disk	\$	7.3	-5.8%	
Disk Arrays	\$	18.4	6.3%	
Total	\$	45.7	5.5%	

Recovery Storage Market	2	2006	CAGR%
Services	\$	0.08	15.8%
Network Infrastructure	\$	1.30	28.5%
Management Software	\$	5.30	11.6%
Tape Devices / Systems	\$	7.9	5.2%
Disk Systems	\$	4.92	18.4%
Total	\$	19.50	11.4%

CAGR is for 2003-2008

Source: IDC



## **Quantum's Strategic Priorities**

More diverse, differentiated and valuable storage market position

execution platform that facilitates success by leveraging Quantum's breadth to create sustainable cost and quality advantages

Build on industry's leading independent tape business by capitalizing on unique position as developer of tape drives, media and automation

Create growth
platform by moving
beyond tape with
disk, software and
services optimized for
tiered storage
environments

Increased customer value and better overall experience

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#### **Quantum - ADIC Combination**

## Transform the company into a market-focused, customer-oriented organization!

#### Three strategic priorities:

- Expand our market access
  - Broaden our OEM base and increase our presence in the branded channel
  - Nearly triple our sales force, resulting in increased global scale
- Develop a stronger growth platform
  - · Increase our investment in higher growth opportunities
  - Provide more avenues for collaboration and innovation across R&D functions to address emerging customer needs



### **Quantum - ADIC Combination**

# Transform the company into a market-focused, customer-oriented organization!

- 3. Enhance our financial position
  - Expand and diversify our revenue base
  - Increase the proportion of branded channel and service business
  - Achieve meaningful synergies and generate more cash and increased profitability



## **Broad Coverage of User Needs**

BACKUP. RECOVERY. ARCHIVE. IT'S WHAT WE DO.

Ente High Touch High Volume **Enterprise** 



## **Combination Leverages Strengths**

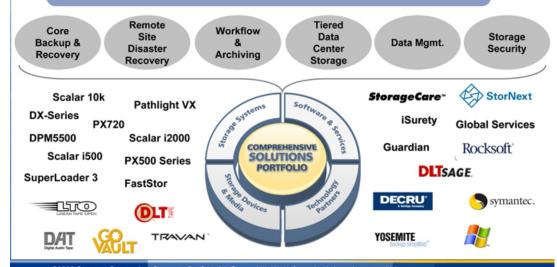
Quantum's relative strengths	Common strengths; more critical mass	ADIC's relative strengths
•Tape drives and media	<ul> <li>Midrange tape automation</li> </ul>	•Enterprise tape automation
<ul> <li>Low-end tape automation</li> </ul>	<ul> <li>Disk-based backup</li> </ul>	<ul> <li>Data management software</li> </ul>
<ul> <li>Removable disk drives</li> </ul>	•Services	•Enterprise sales expertise
<ul><li>Security</li><li>High volume</li></ul>	•OEM partnerships	Direct and vertical accounts
channel		•EMEA and APAC field coverage

Data Protection Leadership SMB → Midrange → Enterprise



#### **Extensive Solutions Platform**

Our Vision: Comprehensive and integrated solutions for storing, managing, protecting and recovering data





## **Transaction Summary**

- Definitive agreement signed May 2
- ADIC to be acquired for \$12.25 per share (approximately \$770M total)
  - Cash transaction
  - Shareholders may opt to receive Quantum stock
- Approximately \$45 million in annual cost synergies
- Up to 15 cents accretive on cash EPS basis in first full year after closing
- Transaction subject to regulatory and ADIC shareholder approval
- Deal expected to close in 3-4 months



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## **The Combined Company**

- Over \$1.2B in revenues
- Over 3000 employees
- 500 salespeople and 700 service people worldwide
- Over 250 enterprise VARs
- Over 5,000 VARs actively selling product each quarter





## **Succeeding Together**

- World-class global team of employees
- · Customer-centric culture
- Significant market opportunity
- · Compelling strategic rationale
- Complementary assets and capabilities
- Extensive, synergistic solutions portfolio
- Financial strength





### **Integration Plan**

- Integration plan to be developed between now and close (approximately 3–4 month period)
- Andy Panayides Integration leader
- Integration activities to be organized around key teams: Sales/Marketing, Engineering, Manufacturing Ops, Roadmap and G&A
- Teams will be comprised of employees from both companies
- Actual integration to occur after close



#### **How to Conduct Business**

- Until closing, plan, but do not implement.
- Meetings and discussions involving only Quantum or only ADIC employees are always okay.
   Meetings between Quantum and ADIC employees may be okay, depending on subject matter.
- If you have questions, please contact your manager or submit them to the Question Box on the ADIC Integration Site on myQ (available by end of week)



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#### **What's Next**

- Complete the operations work new product ramps, quality, operations changes, etc.
- Launch DLT-S4 in SuperLoader3 and PX500
- · Focus on the next range of new products
- Continue simplifying business systems and processes through Project Nike
- Successfully close ADIC acquisition

#### **DRIVE REVENUE PERFORMANCE!**



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# Additional Information and Where to Find It

Quantum plans to file with the SEC a Registration Statement on Form S 4 in connection with the transaction, and ADIC plans to file with the SEC and mail to its stockholders a Proxy Statement/Prospectus in connection with the transaction. The Registration Statement and the Proxy Statement/Prospectus will contain important information about Quantum, ADIC, the transaction and related matters. Investors and stockholders are urged to read the Registration Statement and the Proxy Statement/Prospectus carefully when they are available. Investors and stockholders will be able to obtain free copies of the Registration Statement and the Proxy Statement/Prospectus and other documents filed with the SEC by Quantum and ADIC through the web site maintained by the SEC at www.sec.gov. In addition, investors and stockholders will be able to obtain free copies of the Registration Statement and the Proxy Statement/Prospectus from Quantum by contacting Investor Relations at (408) 944-4450 or IR@quantum.com, or from ADIC by contacting Stacie Timmermans at (425) 881-8004 or stacie.timmermans@adic.com.

Quantum and its directors and executive officers may be deemed to be participants in the solicitation of proxies from the stockholders of ADIC in connection with the transaction described herein. Information regarding the special interests of these directors and executive officers in the transaction described herein will be included in the Proxy Statement/Prospectus described above.



### **Forward-Looking Statements**

This presentation contains forward-looking statements within the meaning of the federal securities laws including, without limitation, statements regarding the following: the merger transaction and the benefits and synergies of the merger; expectation that target market represents growth opportunity compared to growth of storage industry; expected benefits of increased financial strength; and the revenues, partners, markets, customers, products and technologies of the combined company. These forward-looking statements are subject to risks and uncertainties as well as assumptions that could cause the actual results of Quantum to differ materially from those expressed or implied by such forward-looking statements. Such risks and uncertainties include, among others, the following: the approval of the transaction by the stockholders of ADIC; the satisfaction of closing conditions to the transaction, including the receipt of regulatory approvals; the successful and timely integration of ADIC operations, technologies and employees with those of Quantum; the ability to realize the anticipated benefits or synergies of the transaction in a timely manner or at all; fluctuations in the demand for the products of the combined company; possible development or marketing delays relating to product offerings of the combined company; the introduction of new products or technologies by competitors; and the ability of the combined company to achieve expected operating and financial results. A detailed discussion of other risks and uncertainties that could cause actual results or events to differ materially from such forward-looking statements will be included in the registration statement on Form S-4 that Quantum will file with the Securities and Exchange Commission. Quantum and ADIC undertake no obligation and do not intend to update these forward-looking statements to reflect events or circumstances occurring after this presentation.



