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#### **Profitability.** Leadership. Growth.

May 2006

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#### **Historical Perspective**

- 25 years of storage experience and expertise: in 2001, began the transition from hard drives to a new mission
- Spent past several years re-engineering every aspect of the company
  - Legacy issues
  - Organization/infrastructure
  - Cost structure
  - Certance acquisition & integration
  - Research & development in new products & platforms
  - Quality improvement



The largest independent provider of backup, recovery and archive solutions

Quantum

#### **Financial Results Illustrate Progress**

Non-GAAP**	FY'03	FY'04	FY'05	FY'06	
Revenue	\$871M	\$808M	\$794M	\$834M	
GM Rate	32%	33%	32%	30%	
Орех	\$278M	\$250M	\$230M	\$229M (27.5%)	
(% of Revenue)	(32%)	(31%)	(29%)		
Net Income (loss)*	(\$10.8M)	(\$6.2M)	\$13.0M	\$19.3M	
Non-GAAP EPS**	7 cents loss	4 cents loss	7 cent profit	10 cent profit	
GAAP EPS*	81 cents loss	36 cents loss	2 cents loss	23 cent loss	

- FY05 first full year of non-GAAP profit in 3
- Focus on resolving legacy issues
- · Reassessed roadmap for new products and platforms

\*Financial results reflect Income/loss from continuing operations

\*\*Non-GAAP financial measures presented here are not prepared in accordance with GAAP. For a presentation of the GAAP measures, and a reconciliation of the differences between the GAAP and non-GAAP measures, please visit the Investor Relations section of our website located at www.Quantum.com.



#### FY06 was a Pivotal Year

- Develop an execution platform that facilitates success
  - Simplified business systems to one Oracle platform; consolidated operations and manufacturing sites; consolidated engineering and marketing functions; launched new Quantum.com site
- Create the industry's leading tape business
  - Launched 11 new products: SuperLoader3, PX500 Series, DLT-V4, SDLT 600A, DLT-S4, the Quantum security framework and more!

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- Build a promising growth platform
  - Launched StorageCare Guardian, DX3000, DX5000, DPM5500 and GoVault
- Settle legacy issues
  - Sun/STK lawsuit
  - All issues are resolved

#### **Quantum's Strategic Priorities**

More diverse, differentiated and valuable storage market position

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

5

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



#### **A Transforming Transaction**

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





Intelligent Storage<sup>™</sup>

are joining together to create one of the industry's largest, independent storage company and one that will provide customers the most comprehensive and integrated range of solutions for securely storing, managing, protecting and recovering their data in open systems IT environments



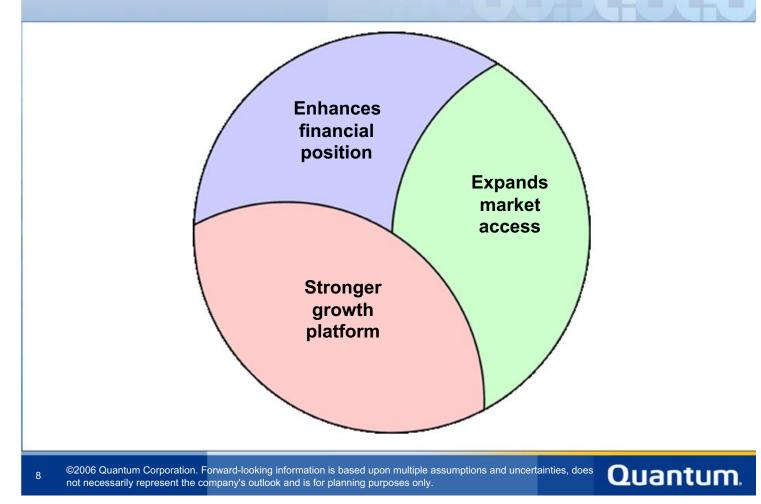
# **Transaction Summary**

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Closing	<ul> <li>Expected 3 to 4 months after announcement</li> </ul>
	<ul> <li>HSR clearance</li> <li>No financing condition</li> <li>Other customary conditions</li> </ul>
Conditions	<ul> <li>Obtained formal commitment from KeyBanc</li> <li>ADIC shareholder approval</li> </ul>
Financing	<ul> <li>Combined cash on hand of \$320M</li> <li>Debt of up to \$500M</li> </ul>
Total Offer Value	<ul> <li>\$770 million, net of transaction expenses</li> </ul>
Offer Price	<ul> <li>\$12.25 per share in cash or 3.461 shares of Quantum stock for each ADIC share in lieu of cash.</li> <li>Stock election is subject to pro-ration such that Quantum will issue no more than 19.95% of its stock outstanding</li> </ul>

not necessarily represent the company's outlook and is for planning purposes only.

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#### **Powerful Strategic Rationale**



#### **Enhances Quantum's Financial Position**

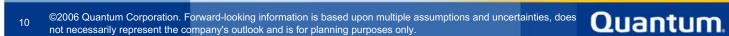
- Highly accretive to EPS
  - Up to 15 cents accretive to cash EPS in the first full year of combined operations
- Annual cost synergies of approximately \$45 million, primarily from:
  - COGS economies of scale and manufacturing efficiencies
  - Reduction of duplicative operating expenses
  - Sharing of R&D and marketing costs
- Higher margin revenue base
  - Quantum branded revenue ~ 30% vs. ADIC branded revenue ~ 60%
  - Increased service revenue

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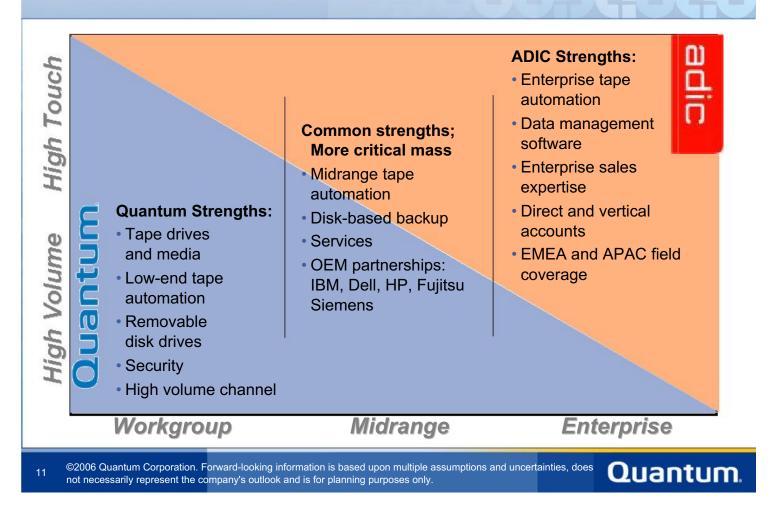
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#### Market Access = Revenue Opportunity

- Over 3000 employees
- Significant global presence
- Substantial customer access capabilities
  - 3x the sales force and 2x the service sales force
  - Broad base of OEM relationships
  - Over 250 enterprise VARs
  - Over 5,000 VARs actively selling product each quarter
  - Over 200,000 automation systems installed in last four years
  - Almost 20,000 systems covered by service uplift contracts



#### **Dual Go-to-Market Approach**



#### **Value Across the Channel**

- Globally deployed solution & technical sales teams delivering users and partners unequalled industry expertise
- Loyal enterprise VARs focused on delivering comprehensive data storage, management, protection and recovery solutions
- Highly effective high-volume channel delivering workgroup solutions through distribution
- Recognized for best-in-class channel engagement, support and programs





VAR Business 5 Beatener Program Winner



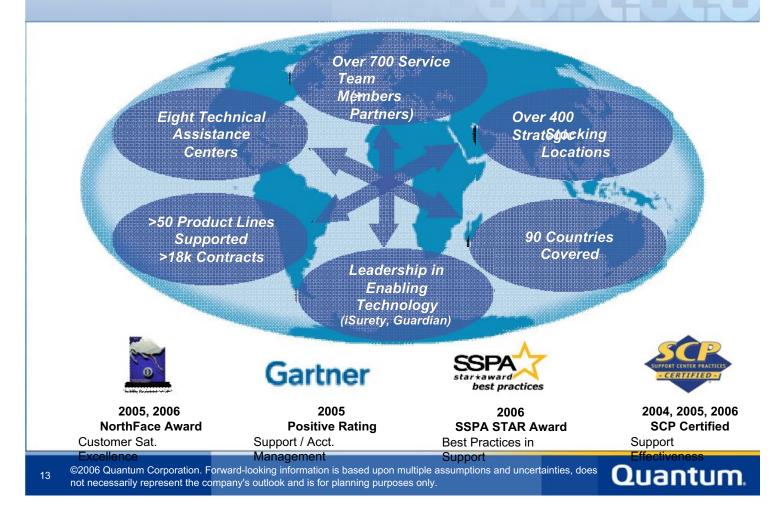
VARBusiness Top 100 Channel Executives



CRN Champions Finalist

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#### **Award-Winning Global Services**





#### **Growth Opportunities**

Unprecedented Opportunity for a Storage Industry Innovator to Deliver Integrated Backup, Recovery and Archive Solutions

- Data growth rates show no signs of slowing
- Storage remains a top IT decision-maker priority
- Regulatory compliance issues increase storage complexity, risk and cost
- Existing storage architectures no longer meeting requirements
- Users seeking trusted suppliers that can deliver best-of-breed solutions
- Constrained IT budgets dictate strong focus on total cost of ownership



#### **\$20 Billion Growth Market**

	9				Growth Opportunity tha ge Industry Overall	t is	2x	
	Total Storage Market End-user Revenue \$ Billions				"Recovery" Stora End-user Rev \$ Billion	/enu		
Total Storage Market		2	2006	CAGR%	Recovery Storage Market		2006	CAGR%
Networl	k Infrastructure	\$	3.2	17.5%	Recovery Services	\$	0.08	14.9%
Manage	ement Software	\$	8.9	11.6%	Recovery Net. Infra.	\$	1.3	23.8%
Tape De	evices / Systems	\$	7.9	5.1%	Recovery Mgmt. Software	\$	5.3	12.0%
Host-At	tached Disk	\$	7.3	-5.5%	Tape Devices / Systems	\$	7.9	5.1%
Disk Ar	rays	\$	18.4	5.8%	Recovery Disk Systems	\$	4.9	15.7%
Total		\$	45.7	5.3%	Total	\$	19.4	10.6%

#### CAGR% for 2003-2008

Source: Gartner and

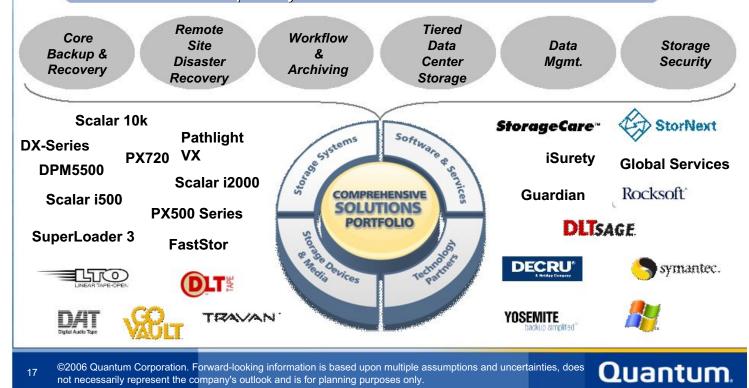
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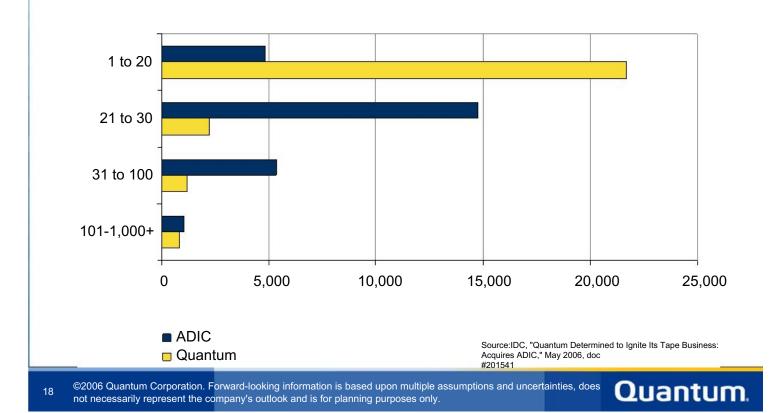
#### **Stronger Platform for Growth**

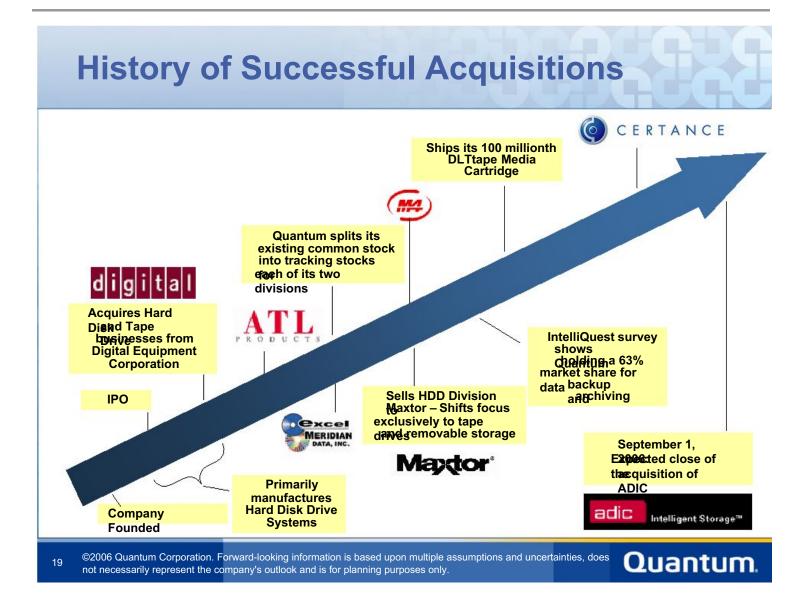
Our Vision: Comprehensive and integrated solutions for securely storing, managing, protecting and recovering data in open systems IT environments



#### **Midrange Segment**







#### **Integration is Critical**

- Dedicated experienced integration leader
- Cost synergies are well concentrated
  - R&D
  - G&A
  - Services
  - Operations
- Sales and marketing is largely complementary minimal disruption

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- Additional sales opportunities
  - Tape drive and media
- Customer and partner feedback has been positive
- Integration plan is underway

#### 80% of Synergies are Concentrated in Four Areas

#### Manufacturing OH &

intflizationature		Revenue	Revenue	Manu. OH 🌡	Drive	Expense	Convert
• Intightevement	14	Potential	Attrition	<b>ROM Renefit</b>	Switch	Savings	DET
<b>ntäizafaon</b> uring	Revenues						
<ul><li>Supply chain</li><li>Olahagement</li></ul>	Tape Drives	х					х
	Media	х					
<ul> <li>Bonstorietatiction</li> </ul>	Tapelieads						
Salas & Markating	Automation		х				
Sales & Marketing <ul> <li>HC reductions for</li> </ul>	Services	x					
duplicative functions							
<ul> <li>Marketing/tradeshow</li> </ul>	COGS						
programs	Tape Driveo			x	х		х
• Admisionistration redundancies	Media						ж
	Tapeheade						
G&A	Automation			X		×	
HC reductions for	Services					X	
duplicative functions							
(HR/Facilities/Admin/Exec)	Operating Expenses						
<ul> <li>Audit/legal/IR fees</li> <li>BodDc&amp;dR/E</li> <li>ETimeidatidancies</li> </ul>	Sales & Marketing					×	
	G&A					X	
	R&D					X	
R&D							
HC reductions							
<ul> <li>Shared R&amp;D</li> </ul>							
costs							



#### **Integration Philosophy**

- · Pick the best
  - Management
  - Products
  - Operations
- Make decisions soon after close on all critical areas, including synergy actions
- Blend sales force and capabilities: High volume (Quantum) and High touch (ADIC)
- Aggressive communications to relevant constituents to ensure smooth integration: customers, employees, partners

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De-leverage quickly and prudently

#### Summary

- Coming together to become the largest independent provider of backup, recovery and archive solutions
  - Address customers evolving data protection, retention and recovery needs
- Most comprehensive and integrated range of solutions
  - Unparalleled portfolio of systems, software, devices, media and service capabilities
- Benefits of scale and integration, and a single source of intelligent and innovative products and services
  - Deliver unsurpassed value to customers and partners
  - Financially positioned to invest in new solutions to address emerging storage challenges
- Much stronger go-to-market infrastructure
  - Larger and better leveraged sales and service capabilities
  - Enhanced support for channel partners, OEMs and end-users
- Broader base of R&D expertise provides opportunities for greater innovation

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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/Prospectus from Quantum by contacting Investor Relations at (408) 944-4450 or IR@quantum.com, or from ADIC by contacting State 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.

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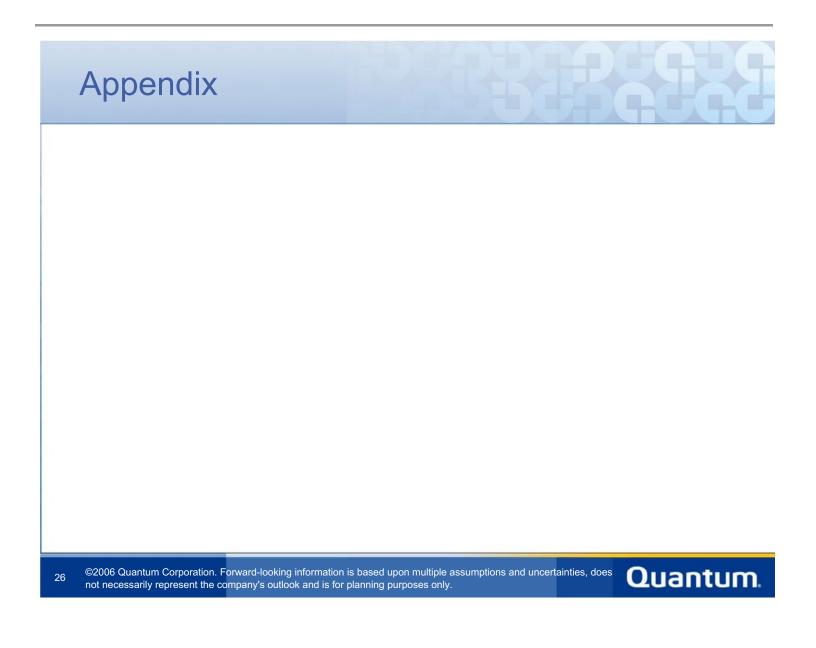
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#### **Forward-Looking Statements**

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 is included in Quantum's and ADIC's most recent filings 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.

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#### **Quantum Product Portfolio**



# **ADIC Information**

- ADIC is a publicly traded, NASDAQ listed (ADIC) company headquartered in Redmond,
  - WA LTM Revenue, EBITDA and market Cap of \$462m, \$39.5m and \$511m (652)/661) vely
- ADIC is the world's leading supplier of automated tape systems, customers
  - include: Technology: Cray, Dell, Fujitsu Siemens, HP, IBM, Microsoft, SAP, Siemens, Sony, Signosystems, Yahoo!
    - Financial/ Services: Abbey, Bank of China, CIT Group, Clifford Chance, Deutsche Benst, & Young, Fidelity Investments, JP Morgan
    - Commercial/Industrial: BP, ChevronTexaco, Corporate Express, Ford, Harley
       Datvidsson& Johnson,
    - Shell
       Telecommunications/Entertainment: BT, Deutsche Telecom, Disney, MCI, Nokia,
       BomtT-Mobile, Time Warner, Turner Broadcasting,
- Uses a worldwide sales force, a global reseller network and OEMs. Products are sold under theIC brand name and under the names of various OEM customers including Apple, Cray, DMIC, Fujitsu-Siemens, HP, IBM, and Sun/StorageTek. OEM customers accounted for 39% 5fr05
- Sales As of October 31, 2005, ADIC had 1,109 full-time employees, including 275 in sales and antarkineting incering and research and development, 308 in global services, 200 in emahofaertations and 115 in finance, general administration and management

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# ADIC Market Approach

- ADIC is moving beyond simple hardware to focus on Intelligent Storage<sup>™</sup>
  - Hardware devices with a significant software component
  - This makes ADIC's devices easier to manage, easier to integrate into a complex, multi-protocol networking environment, and more reliable for large-scale data storage in an enterprise environment
  - Archiving and data management software, Storage Area Network (SAN) management solutions, tape libraries with built-in controllers, remote monitoring, diagnostics, and repair, and comprehensive, full-solution backup systems
- The "Intelligent" approach allows for faster backup in shorter backup windows, more reliable data transfer, better compression performance, easier service and diagnostics, superior scalability, and more options for customized management by IT departments and storage administrators

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• This high-end model is expected to drive growth in the segment going forward

#### **ADIC Entry-Level Products**

- ADIC offers an entry-level autoloader and an entry-level tape library, slotting above Quantum's single tape drives
  - FastStor 1 and 2 (based on height) offer 8-tape capacity with a single drive
  - Offers a weeks worth of reliable, unattended backup
  - FastStor 1 is the industry's smallest LTO autoloader at only 1.75 vertical inches (1U)
  - The Scalar24 offers native capacity up to 9.6TB with 2 drives and 24 storage slots
  - Offers LTO or SDLT media, iSCSI and Fibre Channel (FC) connectivity
  - A robust library at an affordable price





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# **ADIC Tape Libraries**

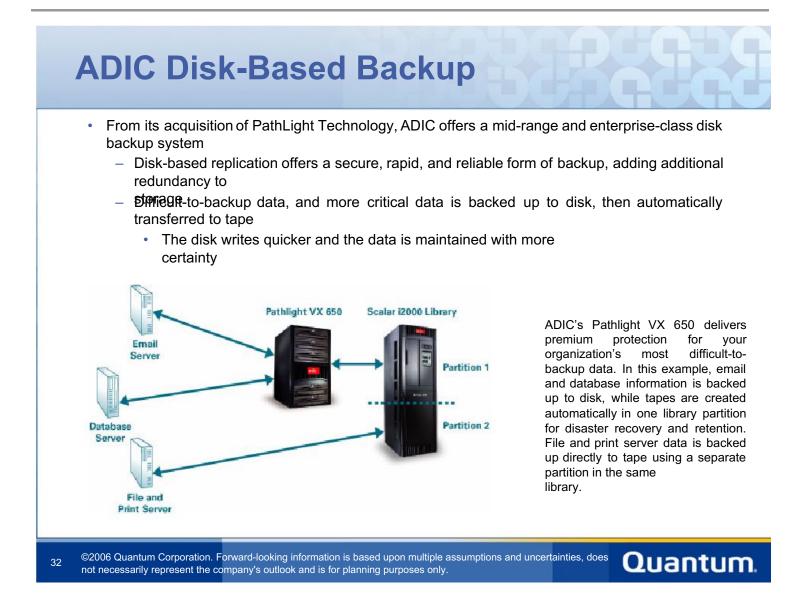
- ADIC's strongest product suite is its extensive selection of mid-range and high-end tape
  - The Scalar i500, introduced at the end of 2005 and boasting up to 323TB of storage, has become the fastest ADIC Library to reach 2,000 units sold, in only five
  - months including iPlatform architecture and iLayer server management, help to reduce service calls by 50% and issue resolution time by
  - 30%
     Libraries have "Capacity-On-Demand", with the Scalar i2000 enterprise-class device expandable from 100 slots to nearly 3,500, with 2,800TB of maximum
  - storage calar 10K is the first Storage Area Network (SAN) enabled library for consolidated enterprise backup and
    - archiving Boasts up to 324 drives and 13,884 cartridges with 11,107 TB of maximum capacity





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#### **ADIC SAN Appliances**

• SAN Devices work as a hardware front for a storage network, linking dissimilar operating systems and protocols work together in a unified

<sup>network</sup> manically maps diskless servers to disk volumes and providing access

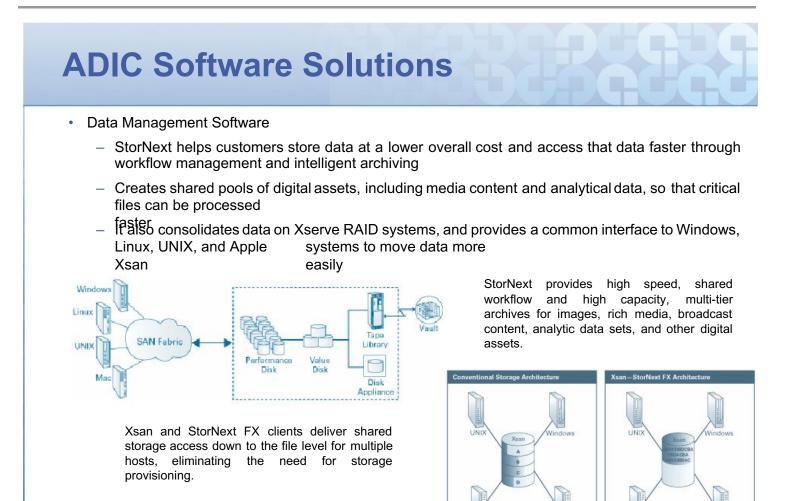
 Security If architects use the SNC 5000 to combine heterogeneous devices into a single, centrally managed environment in order to obtain the highest possible value and utility from their data center resources



Test results demonstrate significant write performance increases for library configurations that connect tape drives to a switched fabric through an ADIC® Storage Networking Library controller in comparison to similar drives connected directly to the fabric. **Typical enterprise-scale configurations show a 19% throughput** for controller-connected **improvement** units.

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#### **ADIC Software Solutions** Archiving Software - AMASS, stored on a UNIX server, acts as a virtual front for tape libraries and optical storage libraries - Transforms "off-line" storage (automated backup) into direct-access, mass-storage devices - Effectively presents a group of storage devices as one device, and allows the user to access it to retrieve or store files as they would a standard magnetic disk High-Performance Direct Access AMASS provides transparent access to data on disk and Application library storage. With its buffer cache, AMASS allows Tang Library gigabytes of disk to support AMASS files which are terabytes in 1 size. Disc. User

Optical Library

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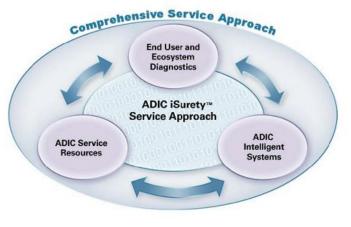
UNIX Server



#### **ADIC Services**

Your best line of defense in protecting your organization's mission-critical data is our iSurety<sup>™</sup> service approach featuring our bi-directional iLink<sup>™</sup> remote diagnostics technology—an industry first that extends diagnostics into the broader storage environment. With iLink, ADIC's remote diagnostics tool, we can resolve some issues before a failure or data loss even occurs.

And, with built-in intelligence, your storage system needs fewer components, is less complicated—so you'll spend less time managing it. We are dedicated to helping you minimize downtime, increase productivity, and resolve potential problems before they impact your backup and your data—wherever the root cause **the** issue may occur.



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