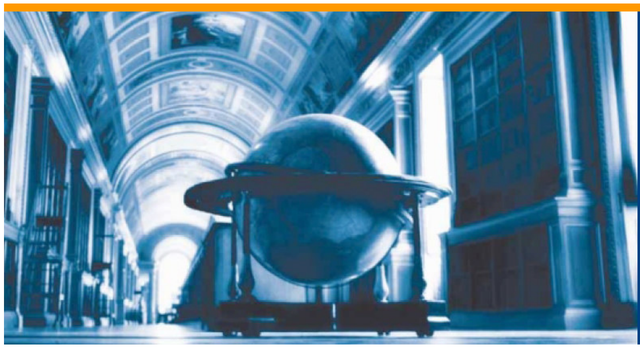
TANDBERG DATA
Securing your Information

Tandberg Data, fourth quarter 2006

February 8, 2007
Felix Konferansesenter
Oslo



interim results

Agenda

Highlights

Financial and operational review

Summary and outlook

Appendix

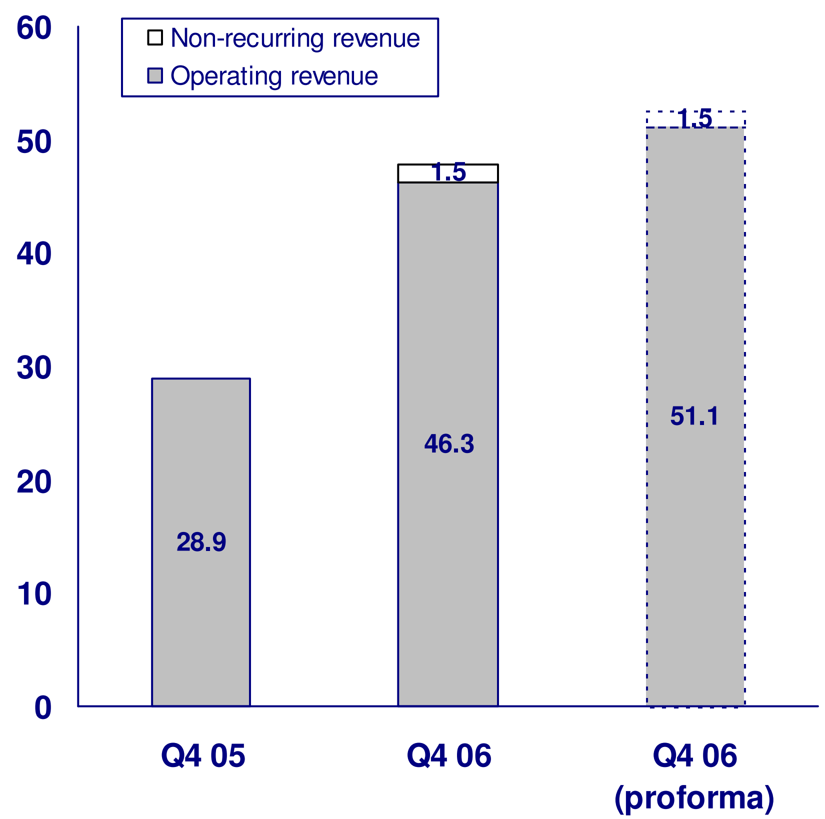
- Financials
- The Exabyte acquisition
- Company information

Back in black

Highlights

- **Financials**
  - Group revenue growth of 60 per cent to USD 46.3 million compared to Q4 2005
    - Non-recurring revenue items:
    - Sale of *www.tandberg.com* for USD 1.5 million
  - Operating profit before depreciation of USD 5.1 million
    - IFRS adjustments:
    - Positive effect by USD 1.1 million
  - Positive gross margin development in quarter – 25.9 per cent
- **Acquisition**
  - Acquisition of Exabyte completed on November 17
  - Cost synergies are achieved in accordance to plan
  - Bond issue – first and second tranche totalling NOK 155 million is successfully placed (Q4 06/Q1 07)
- **Other**
  - RDX: A total of 6 700 single drives and drive and cartridge kits sold in the fourth quarter
  - Successful qualification by OEM
  - Introduction of StorageLoader LTO-3 in automation products

Operating revenues (IFRS – USD million)



Agenda

Highlights

Financial and operational review

Summary and outlook

Appendix

- Financials
- The Exabyte acquisition
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Key figures in fourth quarter

Income statement (IFRS)

USD million	Q4 06	Q3 06	Q2 06	Q1 06	Q4 05	FY 06	FY 05
Sales revenue	46.3	29.2	30.6	30.5	28.9	136.6	100.4
Gross profit	12.0	6.5	6.5	7.8	6.7	32.8	25.0
Gross margin (%)	25.9%	22.5%	21.3%	25.5%	23.0%	24.0%	24.9%
Non-recurring revenue	1.5	0.0	0.0	0.0	0.0	1.5	0.0
Total revenue	47.8	29.2	30.6	30.5	28.9	138.1	100.4
Operating profit before depreciation	5.1	-1.4	-6.0	0.7	-1.2	-1.6	-4.7
Operating profit	2.4	-3.6	-6.8	0.0	-2.3	-7.9	-7.8
Pre-tax profit	1.4	-4.0	-9.0	-0.5	-2.5	-12.1	-7.9

Key proforma figures

Income statement (proforma)

USD million	Q4 06	Q1 - Q3 06	FY 06	FY 05
Sales revenue	51.1	144.6	195.8	191.4
Gross profit	14.1	37.8	51.9	59.2
Gross margin (%)	27.6%	26.1%	26.5%	30.9%
Non-recurring revenue	1.5	0.0	1.5	0.0
Total revenue	52.7	144.6	197.3	191.4

Cash flow influenced by Exabyte acquisition

Cash flow statement (IFRS)

USD million	Q4 06	Q3 06	Q2 06	Q1 06	Q4 05	FY 06	FY 05
Net CF operating activities	-2.4	-0.9	-0.3	-2.6	-4.8	-6.3	-9.7
Net CF investing activities	-30.8	-0.8	-1.3	-1.5	-5.9	-34.3	-11.9
Net CF financing activities	23.2	-1.5	17.6	-0.3	12.9	39.0	23.5
Net change in cash	-10.0	-3.1	16.0	-4.4	2.1	-1.6	1.9
Opening cash balance	17.4	20.6	4.5	9.0	6.8	9.0	7.0
Closing cash balance	7.4	17.4	20.6	4.5	9.0	7.4	9.0

Financing secured

Shareholders equity (IFRS)

USD million	2006	2005
Equity at beginning of period	34.2	29.0
Share issue	0.0	14.3
Share based payment	0.0	0.1
Acqusition of minority Inostor	0.0	-1.1
Net transactions own shares	0.0	1.2
Profit/loss for the period	-11.7	-8.3
Exchange rate differences on translating foreign operations	-0.5	-1.0
Equity at end of period	**22.0**	**34.2**

Overview equity / funds

Share capital:

- USD 34.2 million
- Number of shares: 46 923 233

Management stock options:

- Number of options: 3 300 000 (December 2006)
- Option program expires Q3 2009

Warrants

- Number of shares: 5 000 000 (Cyrus Capital June 2006)
- Expire June 2010

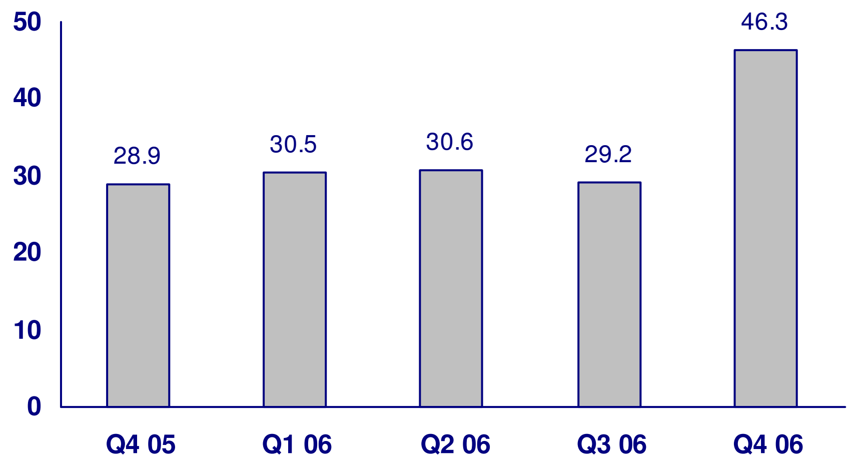
Convertible bond

- Senior Unsecured Convertible Bond Issue; November 2006 NOK 130 million, February 2007 NOK 25 million
- Number of shares: 22 142 857
- Equity: NOK 48 714 285
- Conversion up to November 2011

Full conversion to equity would reduce future interest cost by approximately USD 2.2 million per year

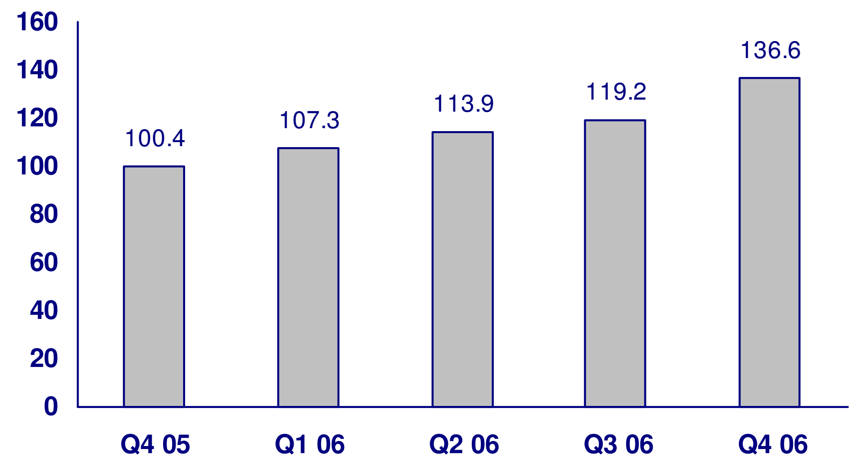
Strong growth in revenues

Quarterly (USD million)



- Revenue growth of 60 per cent to USD 46.3 million compared to Q4 2005
- Revenue from the former Exabyte business of USD 14.3 million

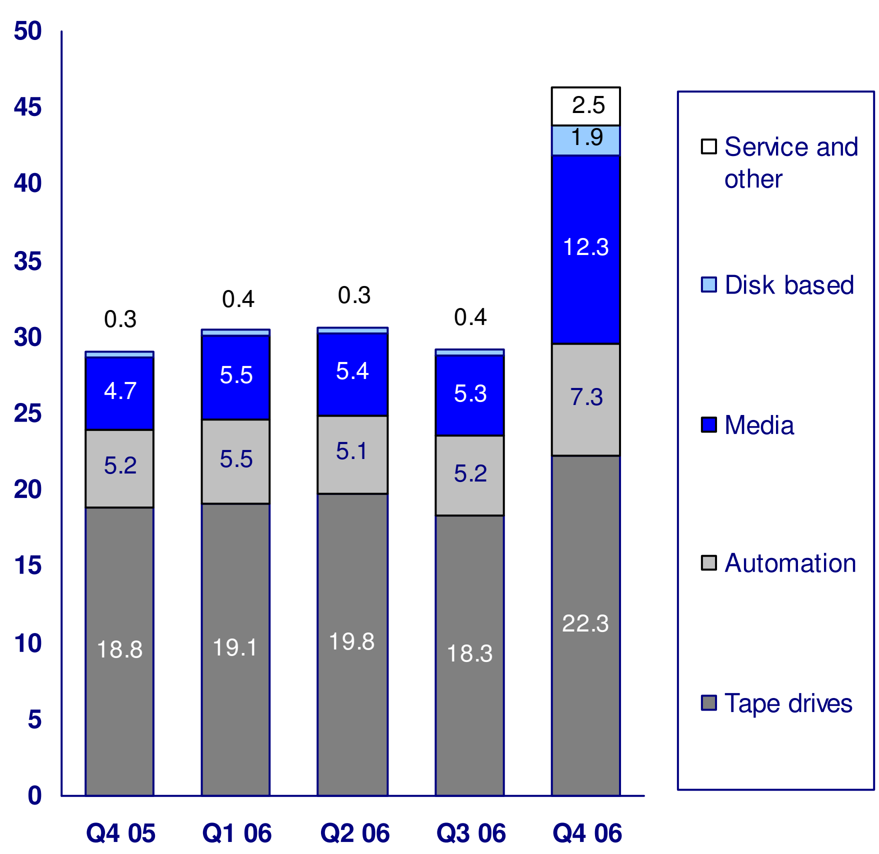
12 months rolling (USD million)



- Positive revenue growth
  - New automation products
  - New VXA tape drive
  - New RDX disk solution

Sales growth in all product groups

Sales by product groups (USD million)

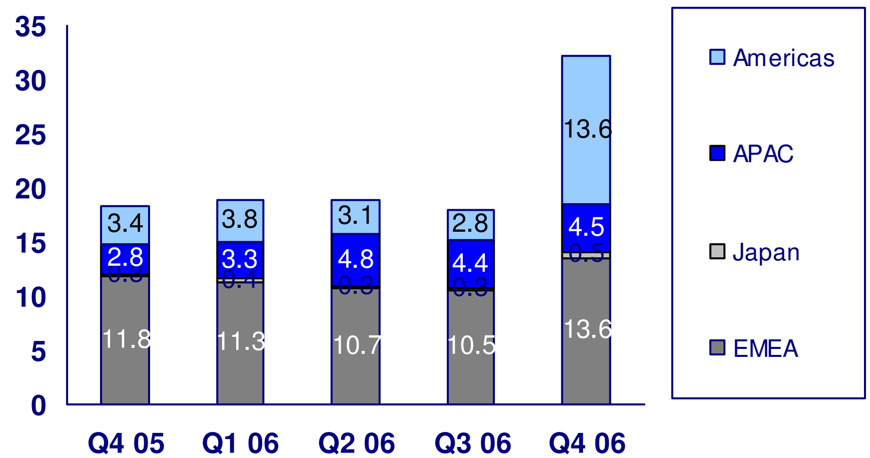


Comments

- Tape drives growth by 22 per cent
- Automation growth by 40 per cent
  - New automation products
  - Automation products from Exabyte
- Media growth by 131 per cent
  - VXA
- Significant growth in disk based products
  - RDX®QuikStor was successfully launched on the last day of the third quarter
  - RDX®QuikStor shipments to OEM started medio November 2006

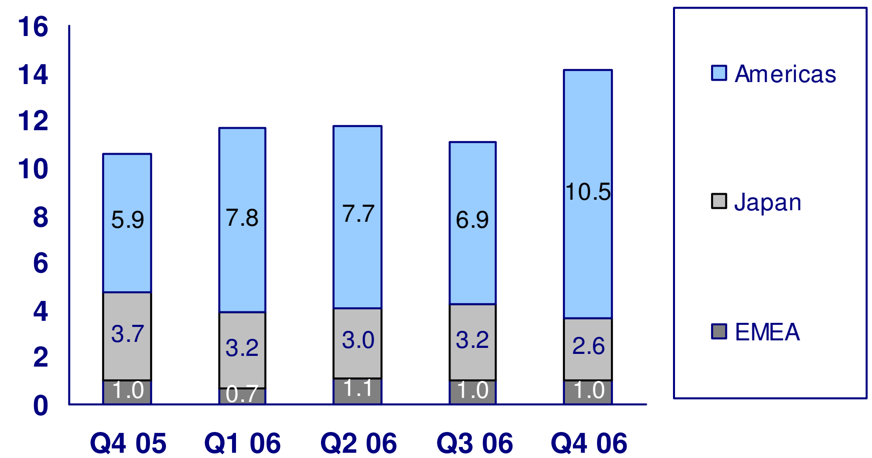
Exabyte lifts channel sales

Quarterly – Channel (USD million)



- Strong growth in channel sales, mainly due to the Exabyte acquisition
- Sales through distributors 70 per cent of total revenues in fourth quarter
- Stronger position in the US channel expected

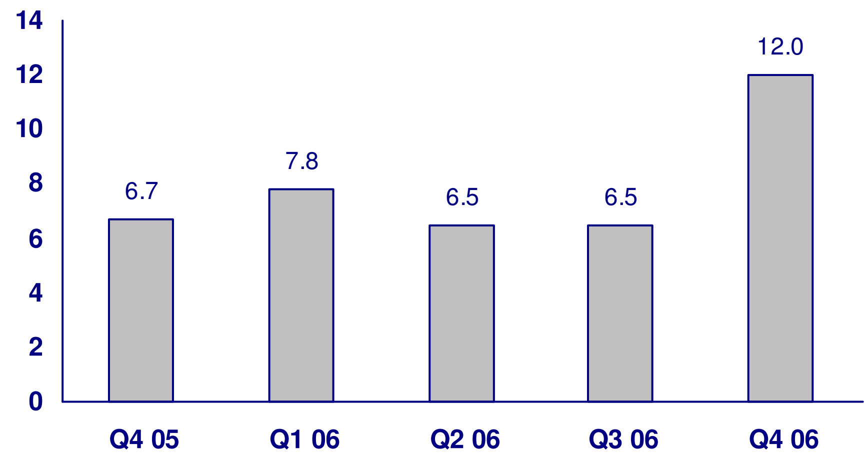
Quarterly – OEM (USD million)



- Significant increase in OEM sales

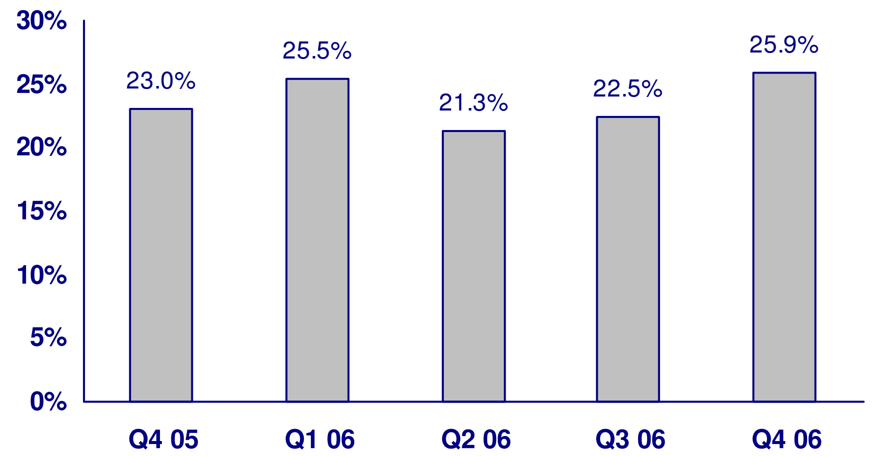
Upward margin trend continues

Quarterly (IFRS – USD million)



- Gross profit increase by USD 5.5 million from Q3 06
  - New product mix following the Exabyte acquisition
  - Increased sale of automation products
  - Launch of RDX

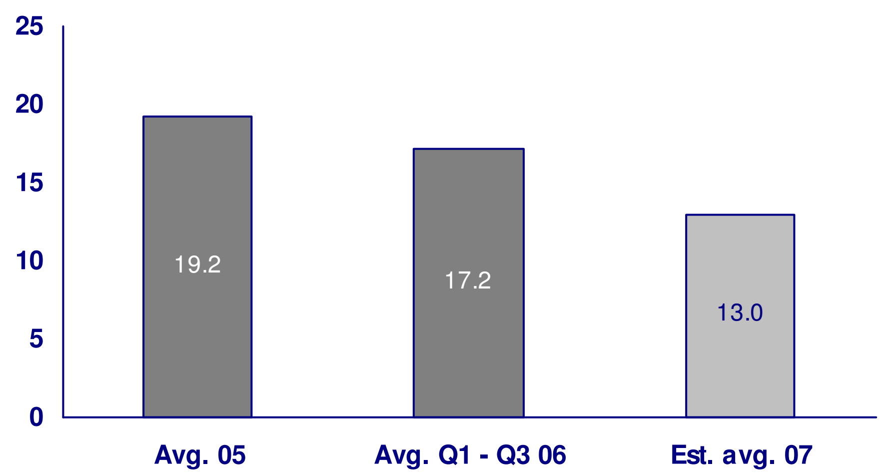
Quarterly (IFRS – % of total revenue)



- Growth in gross margin from the fourth quarter 2005 to 2006 by 2.9 percentage points
- Excluding the Exabyte products, the gross margin improved from 22.5 in the third quarter to 23.0 per cent
- Further gross margin increase expected due to the new product mix, strengthened market access in the US and cost of goods reductions

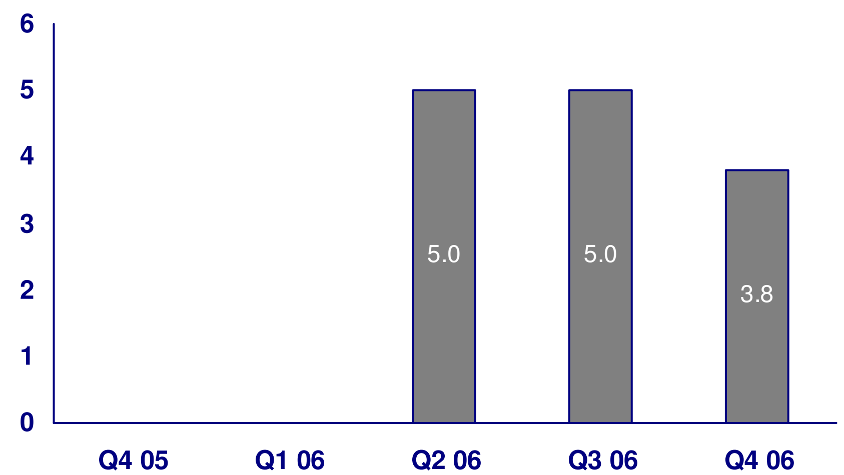
Further cost reductions expected

Quarterly operating costs (proforma USD million)



- Operating costs were USD 8.4 million in the fourth quarter 2006, compared to USD 7.8 million in the fourth quarter 2005
- The increase in the company's cost level reflects the purchase of the former Exabyte business, effective from November 17, 2006
- The costs in the fourth quarter are positively affected by IFRS adjustments of USD 1.1 million
- Going forward, a quarterly cost of approximately USD 13 million can be expected

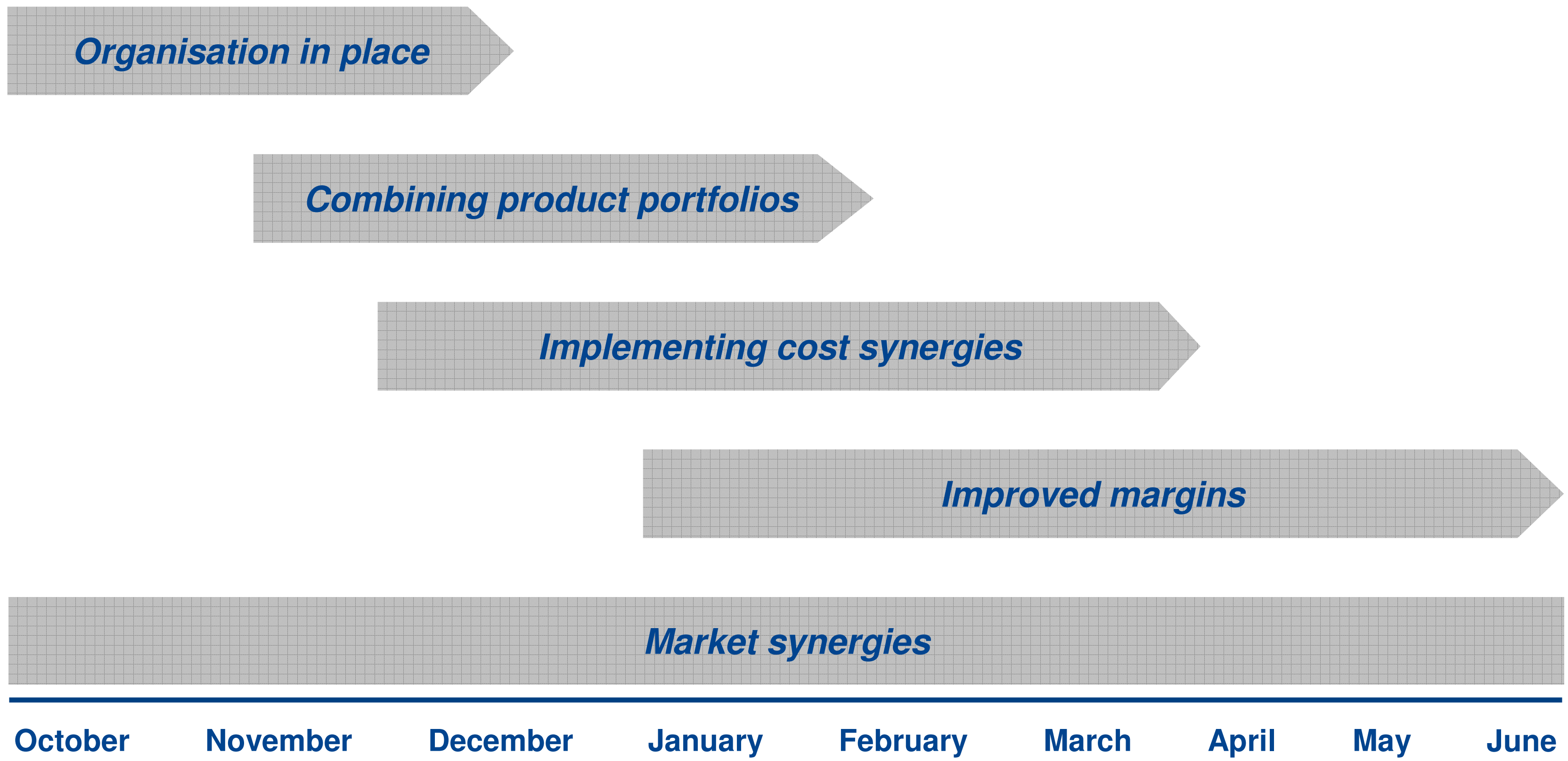
Restructuring provisions (USD million)



- Cost of sales: USD 0.4 million
- Other operating expenses: USD 0.8 million
- Remaining provisions:
  - New supply chain system
  - Group IT platform and infrastructure
  - Further headcount reductions

Integration process on track

Plan for integration



Executing on the integration plan

Cost synergies measures	Started	Completed
Headcount reductions	✓	
Coordinating main support functions	✓	✓
Centralized R&D function to Boulder	✓	✓
Facility reductions	✓	
Efficiency of sales & marketing	✓	✓

Significant revenue synergy potential

Revenue synergies – key measures	Started	Completed
Integrated product roadmap	✓	✓
Integrated sales organisation	✓	✓
New product management organisation	✓	✓
Worldwide marketing organisation	✓	✓
Margin improvements	✓	

Agenda

Highlights

Financial and operational review

Summary and outlook

Appendix

- Financials
- The Exabyte acquisition
- Company information

Summary

Highlights

- **Financials**
  - Strong growth
  - Margin improvement
  - Non-recurring items

- **Acquisition**
  - Acquisition of Exabyte completed
  - Integration plan on track
  - Cost synergies in accordance to plan
  - Financing secured

- **Other**
  - Successful introduction of RDX
  - Successful qualification by OEM
  - Introduction of StorageLoader LTO-3 in automation products

Outlook

- Expected revenue for 2007 of USD 230 million
- Average quarterly cost target of NOK 13 million
- Tandberg Data will further improve the gross margins to 28-30 per cent for overall product portfolio
  - The gross margin will improve substantially from 2006 as a result of the new, integrated product portfolio, the RDX® QuikStor product and as the automation products are picking up volumes
- Tandberg Data will keep focus on integrating the two organizations and realising cost synergies exceeding USD 15 million
  - 60 per cent of the proportional synergies for the first quarter will give effect already from the beginning of 2007. The company is following the integration plan going forward to avoid delays in cost reductions
  - The merger will strengthen Tandberg Data’s position as a leading challenger in the tape storage industry
  - The combined company has developed a new product roadmap and joint market recourses are allocated to products and regions

Q & A

Agenda

Highlights

Financial and operational review

Summary and outlook

Appendix

- Financials
- The Exabyte acquisition
- Company information

Financial statements

Consolidated Profit & Loss Statement - unaudited

(Amounts in USD 1000)	IFRS Q4 2006	IFRS Q4 2005	IFRS 12 months 2006	IFRS 12 months 2005
Sales Revenue	46,281	28,937	136,595	100,433
Other operating income	1,523		1,523	
Cost of sales	-34,308	-22,287	-103,786	-75,387
Gross Margin	**13,496**	**6,650**	**34,332**	**25,046**
Personnel cost	-5,966	-4,515	-19,888	-17,360
Other operating expenses	-2,817	-3,317	-12,045	-12,399
Restructuring expenses	352		-3,986	0
Operating profit before depr.	**5,065**	**-1,182**	**-1,587**	**-4,713**
Depreciation	-1,723	-816	-4,237	-2,790
Impairment of assets	-907	-326	-2,074	-326
Operating profit	**2,435**	**-2,324**	**-7,898**	**-7,829**
Net financial items	-811	80	-3,375	255
Loss-/Gain from associate	-192	-208	-815	-302
Profit/loss before tax	**1,432**	**-2,452**	**-12,088**	**-7,876**
	0			
Tax expense	686	-229	343	-456
	0			
Profit/loss for the period	**2,118**	**-2,681**	**-11,745**	**-8,332**

Financial statements

Consolidated Balance Sheet: Assets - unaudited

(Amounts in USD 1000)	IFRS 31/12/2006	IFRS 31/12/2005
ASSETS		
Non-current assets		
Licenses	1,063	0
Goodwill	17,569	850
Technology and Development	18,924	8,773
Property, Plant and Equipment	7,726	5,346
Investment in associate	6,835	7,659
Other non-current assets	500	588
Total non-current assets	**52,617**	**23,216**
Current assets		
Inventories	15,780	9,523
Trade accounts receivable	41,451	28,218
Other current assets	6,548	2,509
Cash and cash equivalents	7,391	8,957
Total current assets	**71,170**	**49,207**
TOTAL ASSETS	**123,787**	**72,423**

Financial statements

Consolidated Balance Sheet: Equity and liability - unaudited

	IFRS	
(Amounts in USD 1000)	**31/12/2006**	**31/12/2005**
EQUITY AND LIABILITIES		
Equity		
Share capital	15,540	15,540
Other equity	6,433	18,672
Total equity	**21,973**	**34,212**
Non-current liabilities		
Pension liability	683	581
Deferred tax	0	1,254
Interest bearing debt	47,104	1,574
Other non-current liabilities	1,050	1,603
Total non-current liabilities	**48,837**	**5,012**
Current liabilities		
Public duties payable	1,176	2,659
Tax payable	464	249
Trade accounts payable	27,236	17,302
Interest bearing debt	4,213	7,981
Other current liabilities	19,887	5,008
Total current liabilities	**52,976**	**33,199**
TOTAL EQUITY AND LIABILITIES	**123,787**	**72,423**

Financial statements

Consolidated Cash Flow Statement

Consolidated statement of cash flows - unaudited

(Amounts in USD 1000)	IFRS Q4 2006	IFRS Q4 2005	IFRS 2006	IFRS 2005
Net cash flow from operating activities	-2,444	-4,817	-6,296	-9,684
Net cash flow from investing activities	-30,803	-5,916	-34,293	-11,927
Net cash flow from financing activities	23,204	12,881	39,023	23,523
Net change in cash	**-10,043**	**2,148**	**-1,566**	**1,912**
Opening cash balance	17,434	6,809	8,957	7,045
Closing cash balance	**7,391**	**8,957**	**7,391**	**8,957**

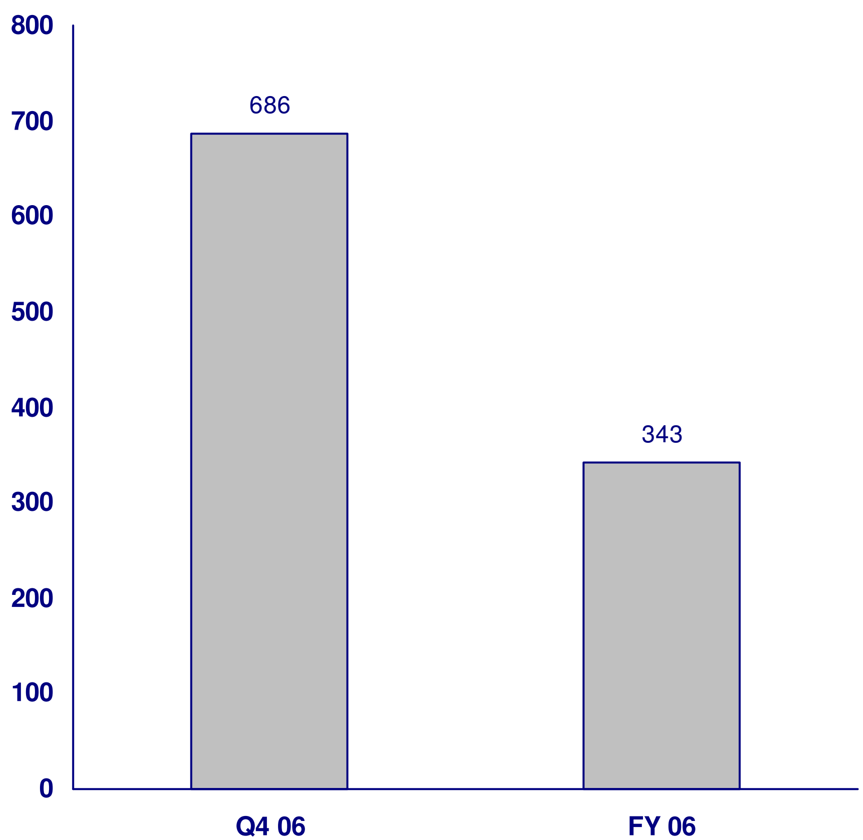
The Tandberg Storage holding

Investment in associate Tandberg Storage ASA

USD million	Balance sheet 01/01/2006	Income statement Share of loss	Balance sheet 31/12/2006
Carrying value	7.7	-0.8	6.8
Market value	17.3		14.4
Excess value	9.7		7.6

Tax expense

Tax income (USD 1000)



Comments FY 06

- Deferred tax income of 1 254
  - Due to depreciation/impairment technology in CDG
- Offset by
  - Foreign taxes 211
  - Extraordinary tax due to fiscal audit in Germany 115
  - Tax payable in Japan 586
  - Deferred tax cost 1

Overview bond loans

Bond loans

- USD 17.25 million and USD 5.95 million
- Loan established May 31 2006
- Financial derivatives embedded:
  - Issuance of warrants to be separated and valued at market price each period
  - Call option to be separated
  - Borrowing costs to be amortised over the lifetime of the loan
- Consequences (numbers in '000):
  - Warrants separated with USD 2 926
  - At December 31 market valued at USD 1 790 resulting in a profit of USD 1 136
  - Call option separated with USD 449
  - At December 31 market valued at USD 312 resulting in a loss of USD 137
  - Borrowing costs being amortised USD 1 195, improve Q4 net finance costs
  - Interest costs expensed is the effective interest, resulting in an extra finance cost of USD 272 compared to nominal interests

Convertible bond loan

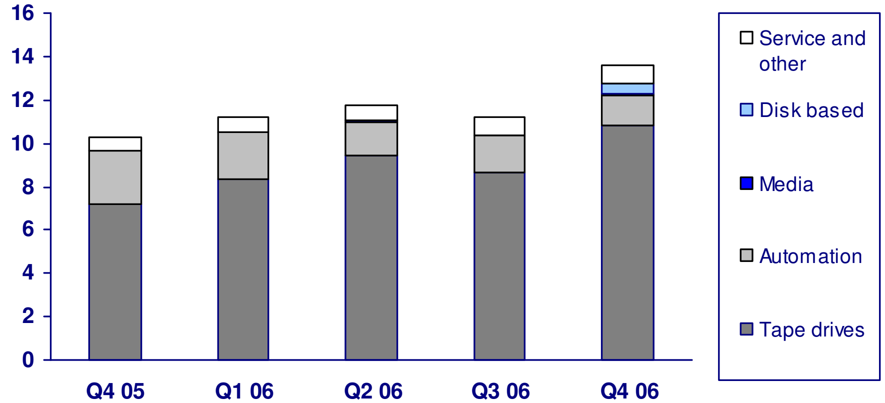
- NOK 130.0 million
- Financial derivatives embedded
  - The right of conversion to be separated and valued at market price each period
- Consequences (numbers in '000):
  - The right of conversion separated with USD 8 361
  - At December 31 market valued at USD 11 030 resulting in a finance cost of USD 2 406
  - Borrowing costs being amortised USD 1 039, improve Q4 net finance costs
  - Interest costs expensed is the effective interest, resulting in an extra finance cost of USD 167 compared to nominal interests

Tandberg Data – OEM

Key financials

USD million	Q4 06	Q3 06	Q2 06	Q1 06	Q4 05	FY 06	FY 05
Revenue	14.1	11.1	11.8	11.7	10.6	48.7	29.2

Quarterly sales (USD million)



Key OEM customers

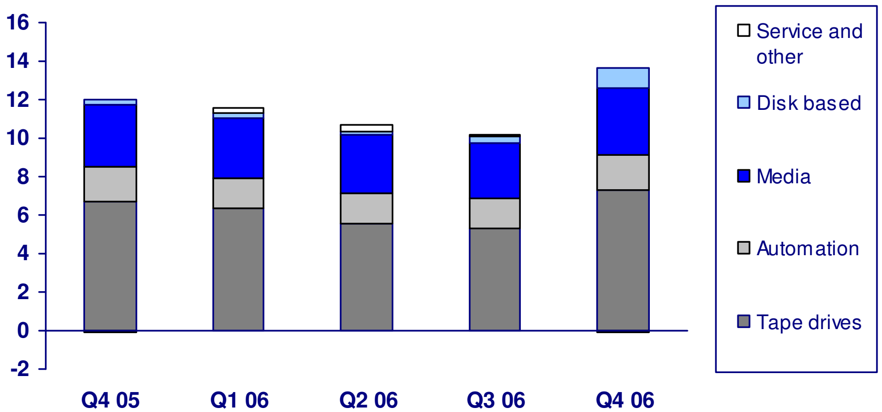
DELL
FUJITSU
IBM
FUJITSU COMPUTERS SIEMENS
Apple

Tandberg Data – Channel EMEA

Key financials

USD million	Q4 06	Q3 06	Q2 06	Q1 06	Q4 05	FY 06	FY 05
Revenue	13.6	10.5	10.7	11.3	11.8	46.1	43.6

Quarterly sales (USD million)



Key developments

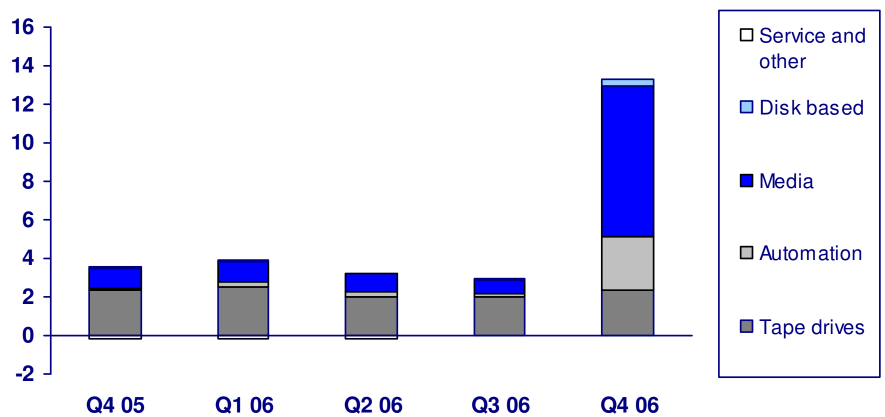
- Sales through the channel in Europe, Middle East and Africa (EMEA) amounted to USD 13.6 million in the fourth quarter of 2006
- Sales increased by 15% compared with corresponding quarter in 2005, and by 29% compared with the third quarter of 2006

Tandberg Data – Channel Americas

Key financials

USD million	Q4 06	Q3 06	Q2 06	Q1 06	Q4 05	FY 06	FY 05
Revenue	13.6	2.8	3.1	3.8	3.4	23.4	12.1

Quarterly sales (USD million)



Key developments

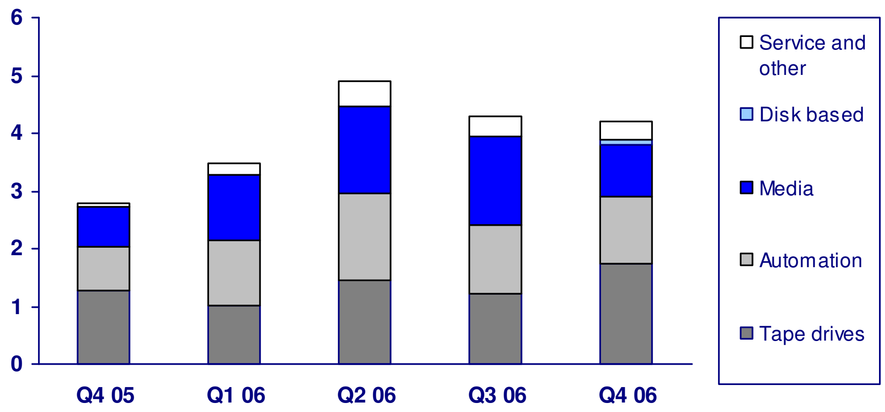
- Sales through the channel in Americas amounted to USD 13.6 million in the fourth quarter of 2006
- Sales increased by 300% compared with corresponding quarter in 2005, and by 381% compared with the third quarter of 2006
- The increase in the US is explained by the acquisition of the former Exabyte business

Tandberg Data – Channel APAC

Key financials

USD million	Q4 06	Q3 06	Q2 06	Q1 06	Q4 05	FY 06	FY 05
Revenue	4.5	4.4	4.8	3.3	2.8	17.0	13.5

Quarterly sales (USD million)



Key developments

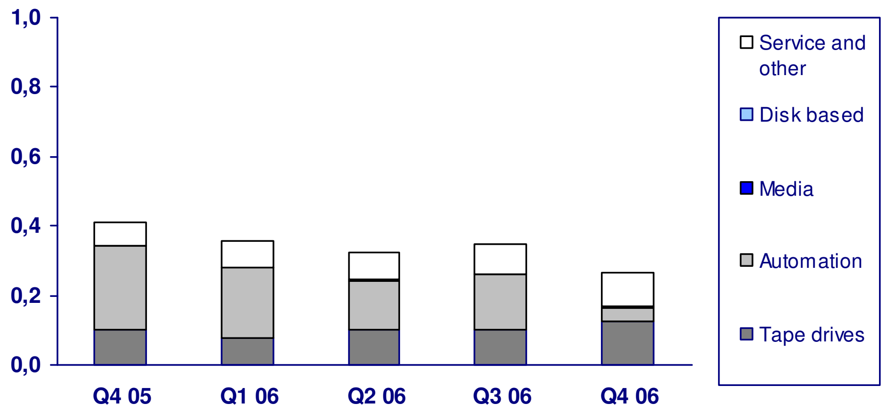
- Sales through the channel in Asia Pacific (APAC) amounted to USD 4.5 million in the fourth quarter of 2006
- Sales increased by 61% compared with corresponding quarter in 2005, and by 1% compared with the third quarter of 2006

Tandberg Data – Channel Japan

Key financials

USD million	Q4 06	Q3 06	Q2 06	Q1 06	Q4 05	FY 06	FY 05
Revenue	0.5	0.3	0.3	0.4	0.3	1.5	2.1

Quarterly sales (USD million)



Key developments

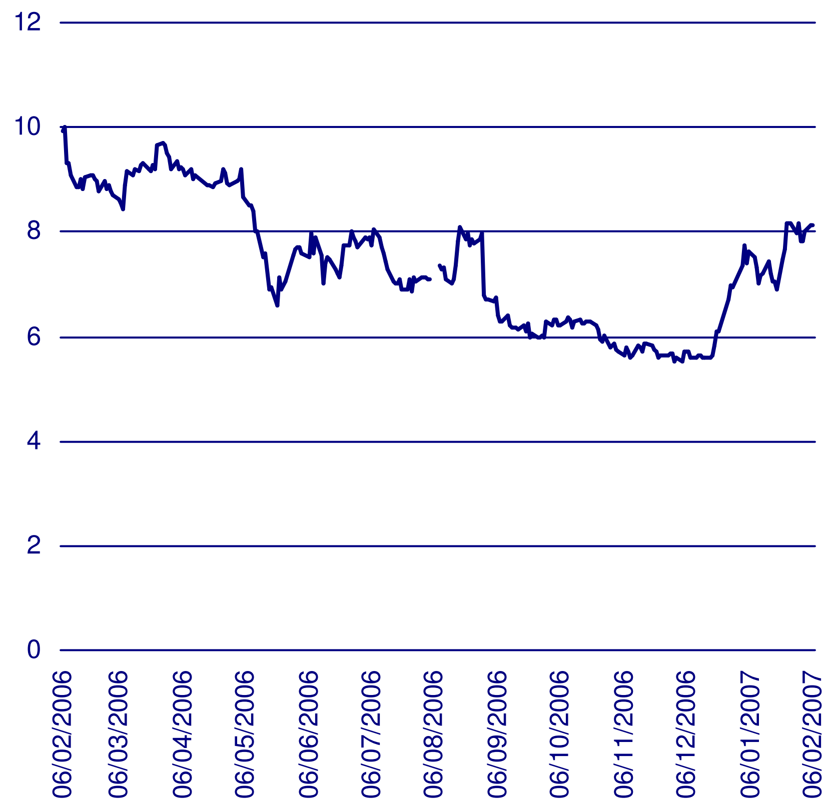
- Sales through the channel in Japan amounted to USD 0.5 million in the fourth quarter of 2006
- Sales increased by 67% compared with corresponding quarter in 2005, and by 85% compared with the third quarter of 2006

Shareholder information

Shareholders as of February 6 2007

	Shareholders	# of Shares	%
1	VERDIPAPIRFONDET NOR V/NO	1,500,000	3.20%
2	NERLAND AUTOSALG AS	1,125,000	2.40%
3	ERGA MORTEN	1,000,000	2.13%
4	KIKUT AS	1,000,000	2.13%
5	TS INDUSTRI INVEST A	1,000,000	2.13%
6	SKAGEN VEKST	875,000	1.86%
7	HANDELSBANKEN MARKET MAR	775,903	1.65%
8	HORISONTEN AS	753,000	1.60%
9	LECTIO AS	750,000	1.60%
10	SPAR INVESTOR NORGE	651,000	1.39%
11	SVENSKA HANDELSBANKE C/O	558,000	1.19%
12	HANSEN ROLF GUNNAR	540,000	1.15%
13	KOLBEINSHAVN KNUT	500,000	1.07%
14	LUNDE ANDREAS	500,000	1.07%
15	HABI INVEST AS	458,000	0.98%
16	MP PENSJON	455,500	0.97%
17	SVAP INVEST AS	400,000	0.85%
18	NERLAND INVESTMENT A V/ROI	400,000	0.85%
19	NÆRINGSLIVETS HOVEDO V/ Bu	394,488	0.84%
20	TOFTE LEIF	350,000	0.75%
	Total 20 largest shareholders	13,985,891	29.8%
	Other shareholders	32,937,342	70.2%
	Total shares	46,923,233	**100.0%**

Share price development (NOK)



Agenda

Highlights

Financial and operational review

Summary and outlook

Appendix

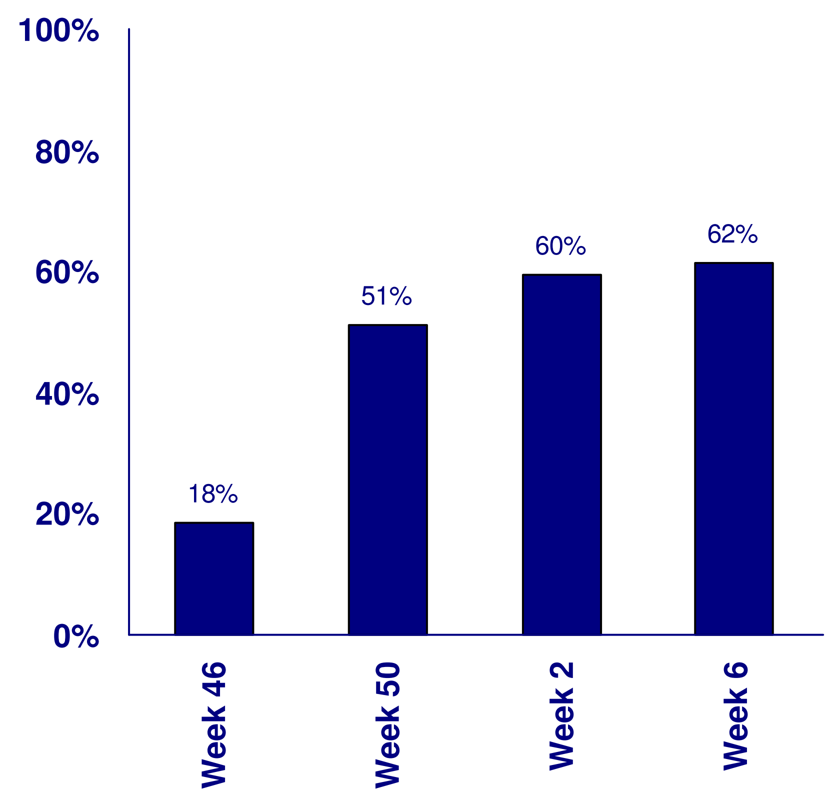
- Financials
- The Exabyte acquisition
- Company information

Detailed plan for integration

Detailed plan for integration

- A successful integration of Exabyte Corporation has been Tandberg Data's number one priority since the acquisition
- A comprehensive *"integration project"* was initiated following the acquisition and is still running
- In total more than 500 different tasks have been listed on the integration plan by the business areas (R&D, Sales & Marketing, Supply Chain, G&A, Product Management, Finance, HR & Group Information, Customer Support and IT / IS)
- The progress has been followed up closely and currently 62% of all listed tasks are completed

Development: Completed tasks (%)



Significant cost synergies

R&D	Sourcing & logistics	Production & service	S&M G&A	Revenue
• Explore joint competencies • Share equipment, tools and software	• COGS reduction • Supply chain system integration	• Optimising out-sourcing and assembly • Leverage 'best-practise' in logistics	• Double functions • Group marketing • Delisting of Exabyte	• Complementary market presence and client relationships • Enhanced ability to offer short term project financing • Enhanced ability to deliver turnkey solutions • Product bundling

Annual cost synergies of minimum USD 15 million in 2007

Agenda

Highlights

Financial and operational review

Summary and outlook

Appendix

- Financials
- The Exabyte acquisition
- **Company information**

This is Tandberg Data

Key facts

- Tandberg Data is a leading global supplier and manufacturer of backup and archiving solutions based on the RDX™, SLR™, VXA™ and LTO™ technology platforms in addition to the DLT® tape technology
- The Company offers secondary storage products based on tape drives, autoloaders, libraries, media, disk-based solutions, software and hardware components for mainstream configurations
- Tandberg products are supported by all major operating systems and software applications to successfully operate in heterogeneous network information storage environments
- In addition to corporate offices and manufacturing facilities in Oslo, Norway, Tandberg Data has subsidiaries in USA, France, Germany, Norway, Singapore and Japan, as well as affiliate offices in India and China (PRC)
- Tandberg Data ASA is a publicly held company based in Oslo, Norway and is traded on the Oslo Stock Exchange

Headquarters Tandberg Data ASA
Kjelsåsveien 161, Oslo

History:	Founded in 1979, with origins back to 1933 upon the founding of Tandberg Radio Factory AS
Revenue:	Annual revenue exceeding USD 200 million
Employees:	Currently about 340 (year end 2006)

Vision statement

Vision

To become a leading supplier of back up automation- and storage solution products for the SMB market

Technology leadership

Strategy

Aims for leadership in the business of data storage and protection of data…

…by offering technology-leading tape drives, disk solutions and automation products in terms of quality, capacity and performance for customers

Rapidly growing capacity requirements and the increasing importance of electronic information…

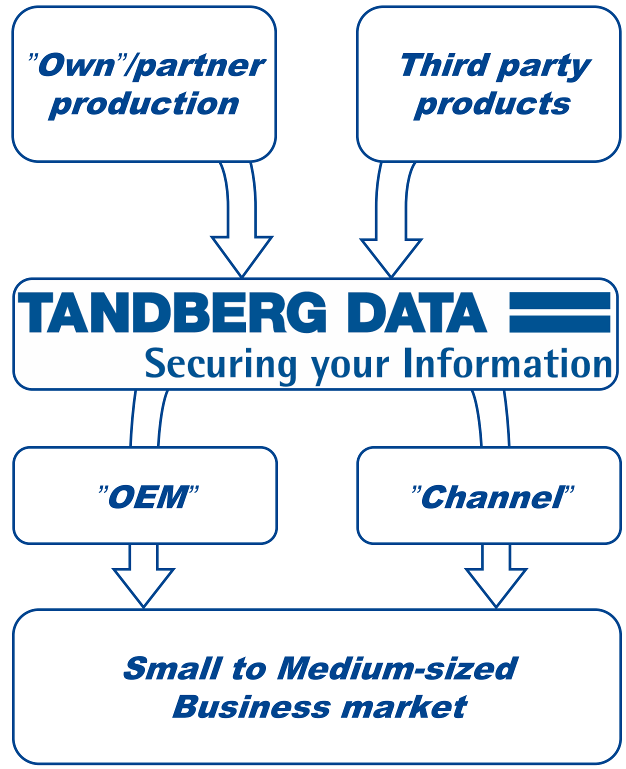
…have led the Company from tape-oriented to storage-oriented thinking

Strives to meet the customer needs…

…by offering products with superior price/performance, and

…by providing customers with a wide range of scalable data storage and protection products that serve their needs from the desktop to the data centre

- Substantially invest in R&D in order to offer customers product lines with superior price/performance
- Combine OEM partnerships and own sales offices to secure a broad market reach and cost effective marketing
- Focus on cost and margins and to take an active role in the industry consolidation



Company history

Timeline

1933	*Tandberg Radio Factory AS founded*
1979	*Tandberg Data AS established as a company*
1980's	*Established subsidiary locations in Germany, France and USA*
1984	*Tandberg Data AS listed on Oslo Stock Exchange*
1990's	*Expanded worldwide presence by establishing subsidiaries in Japan, Singapore and the UK*
1996	*Tandberg Data ended diversification and shifted focus 100% to information storage products*
2003	*Tandberg Data ASA de-merged, splitting out its core tape development group into a separate public listed company, Tandberg Storage ASA*
2006	*The Company's wholly owned subsidiary Tandberg Data Corp. acquired assets, rights and certain liabilities of Exabyte Corp.*

History

- The Company has its origins back to 1933 upon the founding of Tandberg Radio Factory AS
- However, Tandberg Data was established 22 March 1979 by Siemens AG, Germany, who acquired the Data Storage Business from the bankruptcy estate of Tandberg Radio Factory AS
- The remaining business of Tandberg Radio Factory was purchased by investors who established Tandberg AS (later split into Tandberg ASA and Tandberg Television ASA)
- In 2006, Tandberg Data Corp., a wholly owned subsidiary of Tandberg Data ASA, entered into an agreement to acquire substantially all assets and certain liabilities of the U.S. data storage company Exabyte Corporation
- Following the acquisition, Tandberg Data is positioned among the largest suppliers of technology to the global storage market (OEMs not included) with a strong presence in all the main geographical regions like Europe, USA and Asia

The Tandberg Data management

Management and operational structure

- **CEO**
  Gudmundur Einarsson
  Oslo, Norway
  - **Finance, IT & HR**
    CFO
    Live H. Aker
    Oslo, Norway
  - **COO**
    Tom Ward
    Boulder, US
  - **OEM Sales US**
    Jack Robinson
    Oslo, Norway
  - **Sales & Marketing**
    EMEA
    Patrick Clarke
    Oxford, UK
  - **Sales & Marketing**
    US
    Tom Ward
    Boulder, US
  - **Sales & Marketing**
    APAC & Japan,
    Kjell Øyvind Aasene
    Oslo, Norway
  - **Supply Chain**
    & Quality
    Tone Høibakk
    Oslo, Norway

Global presence

Legal structure and geographical presence

- Headquarters in Oslo
  - Coordinate all developments and production activities, cooperation with other manufacturers
  - Strategic company and product planning as well as all contacts to the world-wide shareholders and the share market
- Product development is taking place in Boulder, Colorado
  - Sales office for the Americas
- Tandberg Data GmbH in Dortmund is responsible for sales, marketing, logistics and service in Europe
- Branch offices in Singapore and Japan cover the Far-East market

Geographical presence

Legal structure

Tandberg Data ASA
Norway

100%	100%	100%	100%	100%	100%	33,5%
TAD Corp. Inc. USA	**TAD GmbH** Germany	**TAD S.A.** France	**TAD Ltd.** UK	**TAD Pte. Ltd.** Singapore	**TAD Inc.** Japan	**Tandberg Storage ASA** Norway

The sales network

OEM partners and distribution channels

- Tandberg Data markets its solutions exclusively through a strong channel of qualified resellers and distributors
  - 38 authorised distributors
  - 147 authorised resellers
  - 10,000+ buying resellers
- In addition, the solutions are underpinned by OEM (Original Equipment Manufacturer) agreements with major server manufacturers
  - The products are produced by Tandberg Data, but branded as a product of OEM customers and thereafter sold through the OEM customer's channels

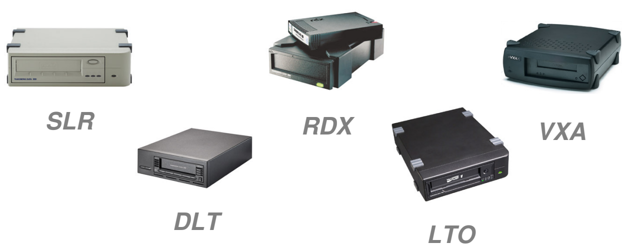
Selected channel partners

Selected OEM partners

A broad product portfolio

Tandberg Data's Backup Technologies

- Tandberg Data's product portfolio provide customers with the full range of products and technologies
- All solutions are designed to meet the growing storage requirements of small and medium sized organizations
  - Scalability, reliability and backward compatibility features that ensure cost effective operation and long-term investment protection
- The products are supported by all major operating systems and software applications to successfully operate in heterogeneous network information storage environments



SLR™	*Up to 70 GB capacity*
rdx™	*Up to 120 GB capacity*
VXA	*Up to 160 GB capacity*
DLT TAPE	*Up to 300 GB capacity*
ULTRIUM LTO	*Up to 400 GB capacity*

Note: Native capacities

Focus on mid-range and low-end segments

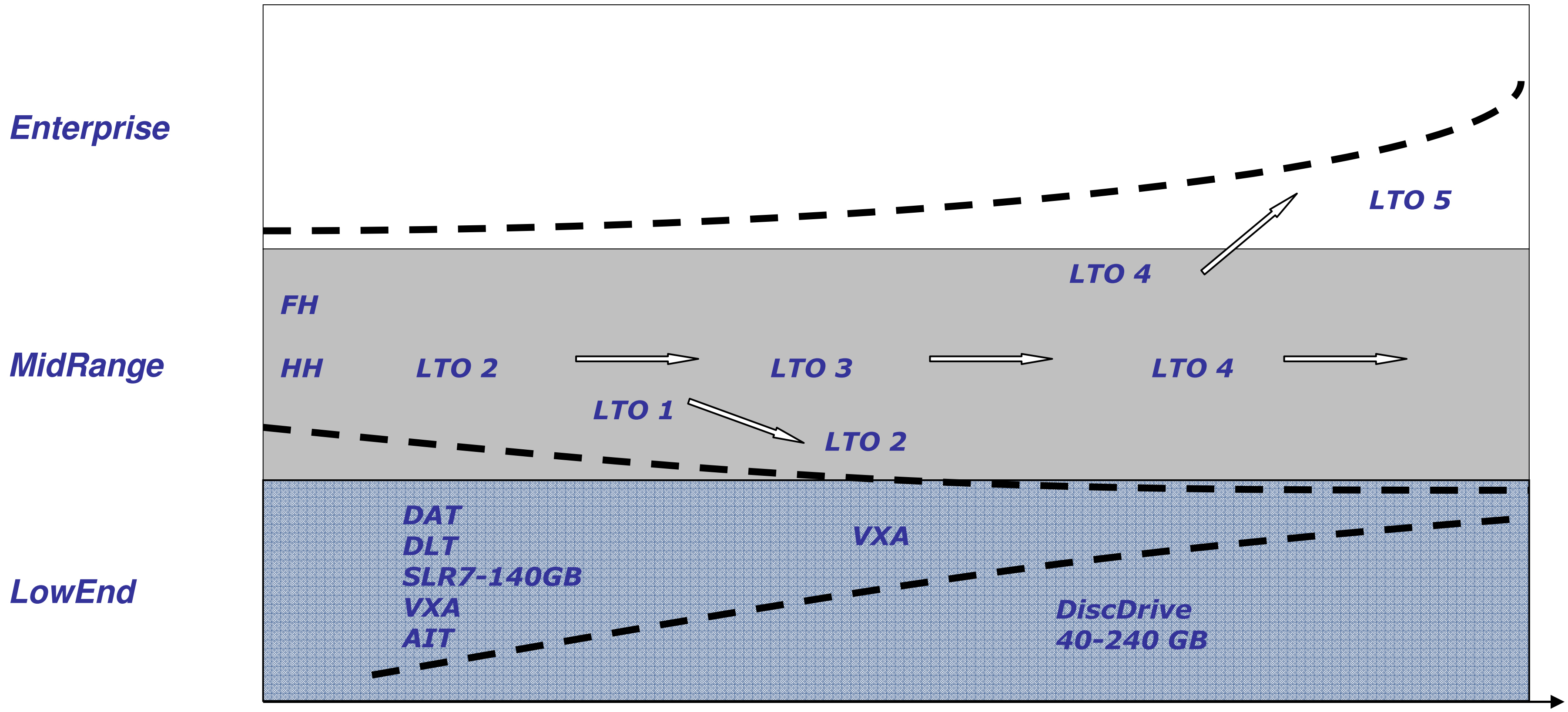
Overview Tandberg Data product portfolio

Segment		DRIVES	MEDIA	AUTOMATION	INTERFACES
Enter-prise	Enterprise solutions				
Mid-range	LTO	LTO 2 HH LTO 3 HH LTO 3 FH[1)] LTO 4 FH[1)]	LTO 2 HH	MAGNUM 448 T40 MAGNUM 224/T24 Storage Loader	SCSI FireWire SAS USB
Low End	SLR	SLR7 SLR75 SLR100 SLR140	SLR MEDIA		SCSI
	VXA	VXA2 VXA172 VXA320	VXA MEDIA LEGACY 8mm MEDIA	VXA PacketLoader	SCSI FireWire SAS USB
Low End	RDX	RDX QUIKSTOR DOCKING BAY	RDX QUIKSTOR DISK CARTRIDGE		SATA USB

1) Third party products

Reasonable positioning in the market

Market development – Tape and disk drives



Strong position in target segments

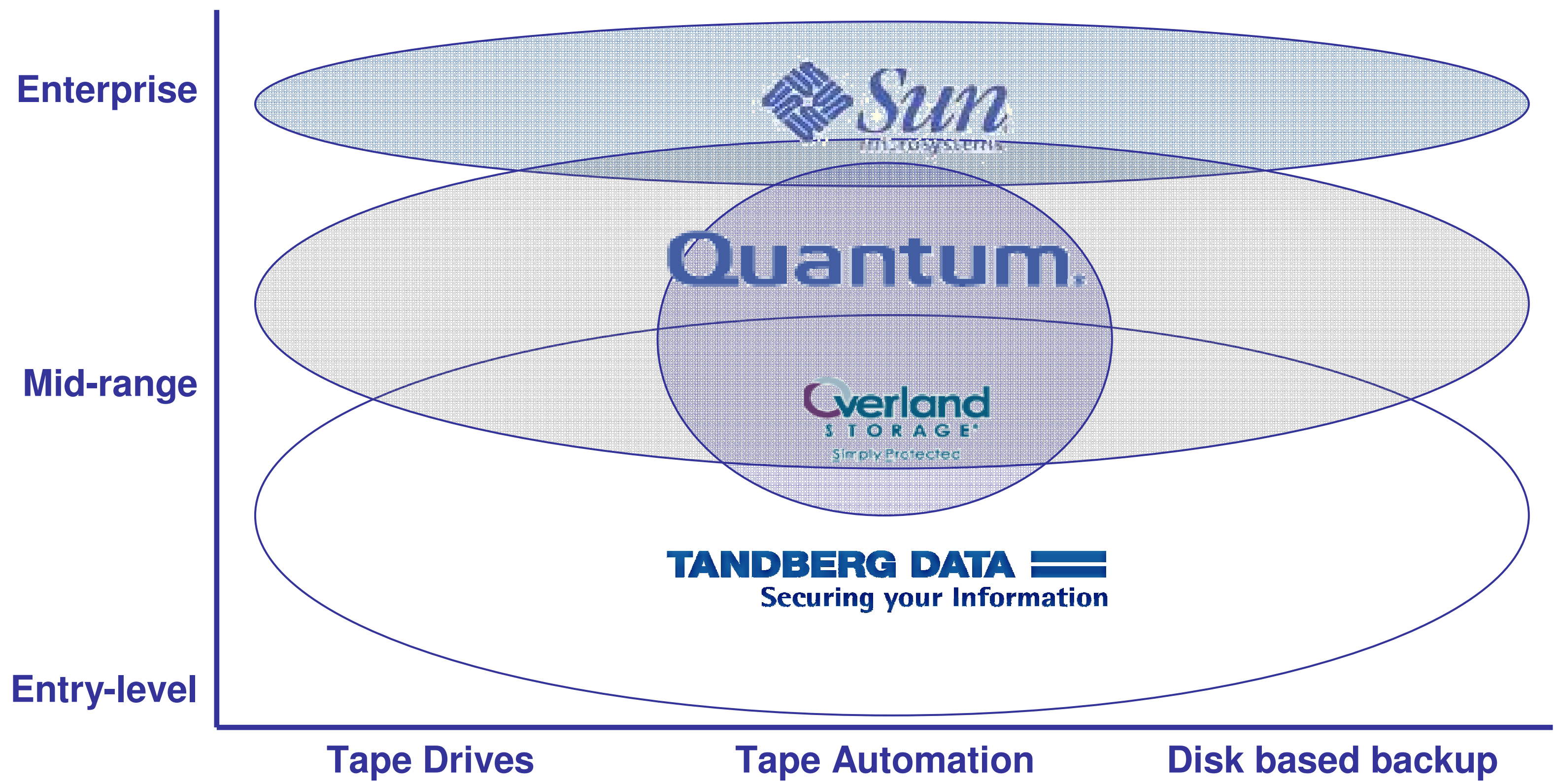
Overview competitive landscape

		DRIVES	MEDIA	AUTOMATION	INTERFACES
Enter-prise	Enterprise solutions	Sun StorageTek, SONY, IBM		Sun StorageTek, IBM	
Mid-range	LTO	TANDBERG DATA, Quantum, hp invent, IBM		TANDBERG DATA, Quantum, BDT Solutions, Overland STORAGE	
Low End	SLR	TANDBERG DATA, Quantum, SONY	TANDBERG DATA, imation		
	VXA	TANDBERG DATA, Quantum, SONY	TANDBERG DATA	TANDBERG DATA, Quantum, SONY	
Low End	RDX	TANDBERG DATA, Quantum	TANDBERG DATA, Quantum		

1) Third party products

Main competitors in upper segments

Competitive Landscape – Backup and Archiving



Tandberg Data – LTO products

Tandberg LTO-Series

- LTO (Linear Tape-Open) is a “open format" technology
  - Users will have multiple sources of product and media
  - The "open" nature also provides a means of enabling compatibility between different vendors' offerings
- Linear recording offering high capacity and performance
  - Low Total Cost of Ownership
  - Compatible to older LTO formats
- The Ultrium format is the "high capacity" implementation of LTO technology
  - Has quickly become the market leader

Images

LTO-3

LTO-2 HH

LTO-1 HH

Overview Tandberg Data LTO products

Type	Capacity	Transfer rate	Interface	Warranty
LTO-3	400/800 GB	up to 576 GB/hr	SCSI Ultra 160	3 Years
LTO-2 HH	200/400 GB	up to 115 GB/hr	SCSI Ultra 160	3 Years
LTO-1 HH	100/200 GB	up to 173 GB/hr	SCSI Ultra 160	3 Years

Tandberg Data – SLR products

Tandberg SLR-Series

- SLR (Scalable Linear Recording) is based on a data cartridge technology
  - Uses media that is 0.25 inch or 8 mm (0.315 inch) wide
  - Data is recorded in a linear serpentine fashion on tracks that are parallel to the edge of tape
  - Comply with the 5.25 inch half height form facto
- Technology is targeted at small and medium-scale multi user systems and workstations
  - SLR products are mainly positioned in the low-end market segment and in the lower part of the midrange segment
- Robust, high quality design
  - Backward compatibility for easy migration

Images

Overview Tandberg Data SLR products

Type	Capacity	Transfer rate	Interface	Warranty
SLR140	70/140 GB	up to 43.2 GB/hr	LVD	3 Years
SLR100	50/100 GB	up to 36 GB/hr	LVD	3 Years
SLR 75	38/75 GB	up to 28.8 GBhr	LVD	3 Years
SLR7	20/40 GB	up to 21.6 GB/hr	LVD	3 Years

Tandberg Data – VXA products

Tandberg VXA-Series

- VXA Packet technology
  - Enables VXA Packet drives, autoloaders and tapes to read and write data in packets just like the Internet
- Providing far superior restore integrity, exceptional transfer speeds and scalable tape capacities
- C.O.D. doubles years of use
- Disaster tested for extreme reliability
- Warranty: 1 year Advanced Replacement Service

Images

VXA-320

Overview Tandberg Data VXA products

Type	Capacity	Transfer rate	Interface	Warranty
VXA-172	86/172 GB	up to 86.4GB/hr	LVD SCSI	3 Years
VXA-320	160/320 GB	up to 86.4GB/hr	LVD SCSI	3 Years

Tandberg Data – RDX products

Tandberg RDX-Series

- Cartridge-based removable storage system offering rugged, reliable and convenient storage for backup, archive, data interchange and disaster recovery
- Enterprise Performance & Fast Access Easy to use and simple to install
- Compatible with all major backup applications
- Best of disk and tape, performance of a hard disk and handling of a tape system
- Superior ISV compatibility and shock-proof cartridge design, with back- and forward compatibility

Images

Overview Tandberg Data RDX products

Type	Capacity	Transfer rate	Interface	Warranty
RDX QuikStor	40-120 GB	up to 106 GB/h	N.A.	3 Years

Tandberg RDX QuikStor vs. Low-end Tape

Comparative analysis

	RDX	Travan	DAT72	DAT160	DLT V4
Capacity (native, GB)	40-120	20/40	36	80	160
Forward Compatibility	Yes	No	No	No	No
Data Rate (native, MB/s)	30+	3	3	6	10
Access Time (seconds, average)	<1	~90	58	60	68
Drive AFR	~1%	~10%	~10%	~10%	~10%
Media Life (# of uses typical)	5,000	50	50	50	100

Tandberg Data – DLT products

Tandberg DLT-Series

- DLT (Digital Linear Tape) uses linear serpentine recording and half-inch-wide media housed in a “square” half-inch cartridge
- Products positioned both in the Midrange- and corporate market segments
- Linear recording
- High capacity and performance
- Read-compatible to older DLT formats

Images

Overview Tandberg Data DLT products

Type	Capacity	Transfer rate	Interface	Warranty
SDLT 600	300/600 GB	up to 259 GB/h	SCSI Ultra 160	1 Year
SDLT 320	160/320 GB	up to 115 GB/h	LVD or HVD	1 Year
DLT V4	160/320 GB	up to 72.0 GB/h	LVD or SATA	1 Year
DLT VS160	80/160 GB	up to 57.6 GB/h	SCSI Ultra 160	1 Year

Tandberg Data – StorageLoader

Tandberg StorageLoader

- 1U autoloader for high density
- Choice of VXA and LTO Technologies
- Up to 6.4 TB and 432 GB/hr
- Low Total Cost of Ownership

Images

StorageLoader LTO-3

StorageLoader VXA-320

Overview Tandberg Data StorageLoaders

Type	Drive	Slots	Capacity	Transfer rate	Interface
VXA	1 VXA-172	10	1.72 TB	86.4 GB/hr	SCSI-3, Ultra 160
VXA	1 VXA-320	10	3.2 TB	86.4 GB/hr	SCSI-3, Ultra 160
LTO	1 LTO-1 HH	8	1.6 TB	115 GB/hr	Ultra 160 SCSI
LTO	1 LTO-2 HH	8	3.2 TB	172 GB/hr	Ultra 160 SCSI
LTO	1 LTO-3 HH	8	6.4 TB	432 GB/hr	Ultra 160 SCSI

Tandberg Data – StorageLibrary

Tandberg StorageLibrary

- 2 or 4U Tape Automation
- Up to 32TB Compressed data
- Up to 1.15 GB/hr Transfer Rate
- Choice of 1-3 LTO-2HH and 1-2 LTO-3 drives

Images

Overview Tandberg Data StorageLoaders

Type	Drive	Capacity	Transfer rate	Interface
T24	1-2 LTO-2 HH	9.4 TB	up to 346 GB/hr	LVD
T24	1 LTO-3	19.2 TB	up to 576 GB/hr	LVD or 4Gb nFC
T40	1-4 LTO-2 HH	16.0 TB	up to 691 GB/hr	LVD
T40	1-2 LTO-3	32.0 TB	up to 1.15 TB/hr	LVD or 4Gb nFC

New product versions expected in 2007

Tandberg Data Roadmap

Product	*Q1 07*	*Q2 07*	*Q3-07*	*Q4-07*	→
LTO-2 HH	*SAS*				
LTO-3 HH		*SCSI* *SAS*			
LTO-4 FH	*SCSI* *FC*				*HH*
VXA-3		*IDE*	*FiWi* *USB*	*SAS*	
VXA-4					*IDE* *SAS*
StorageLoader	*LTO-3 HH*		*VXA-3 FiWi* *VXA-3 USB*		
StorageLibrary T24	*LTO-3 HH*	*LTO-4 FH*			
StorageLibrary T40		*LTO-4 FH* *LTO-3 HH*			
RDX QuikStor	*SATA 2* *160 GB* *cartridge*	*Internal USB*	*250 GB* *cartridge*		

Tandberg Data SecureService

Service and support

- The Company's global customer support centre is located in Boulder
  - In addition Tandberg Data's multilingual employees in the Customer Communication Centres in Dortmund and Singapore deal with enquiries and assist customers with complicated problem solutions in their native language
- Continuous support of authorized distributors and specialist dealers includes planning of individual storage solutions, system selection and implementation as well as training and service
  - Tandberg Data complements its offering of professional hardware and solutions with professional warranty and services
- SecureService is available for all Tandberg Data automation devices and with a huge variety of service levels from NBD services to 7x24x4 onsite services

ONSITE SERVICE	SecureService Onsite 7 x 24 x 4
	SecureService Onsite 5 x 8 x 8
	SecureService Onsite 5 x 8 x NBD
	SecureService Installation
	SecureService Upgrade
ADVANCED SERVICE	Maintenance Service
	SecureService Tech Support 7 x 24 x 4
STANDARD SERVICE	Advanced Replacement Service
	3 Years Warranty
	5 x 10 Freephone (online & E-Mail Support)