

FOR IMMEDIATE RELEASE

For further information:
Robert Abraham
bob@freemanreports.com
(805) 649-5135

NEWS

SUPER TAPE DRIVE SHIPMENTS DOUBLE IN 2002
Super DLT Gains Share in Super Drive Segment

Freeman Reports
12010 MacDonald Drive
Ojai, CA 93023-9714
(805) 649-5135
Fax (805) 649-5136
www.freemanreports.com

OJAI, California, January 21, 2003—A new study soon to be released by Freeman Reports will show that shipments of Super Tape drives more than doubled in 2002. More significantly, all five drive vendors competing in the super drive segment showed quarter-to-quarter gains throughout the year with the largest gains occurring in the third and fourth quarters. “Our preliminary analysis shows that combined unit shipments of Super DLT and LTO tape drives increased to 282,500 units in 2002, up 106% vs. 2001. Super DLT drives gained market share in 2002 against arch rival LTO Ultrium drives by increasing shipments to 107,700 units in 2002, while shipments of LTO tape drives increased to 174,800 units”, declares Robert C. Abraham, author of the forthcoming edition of the Freeman Report: *Compact Tape Outlook, 2003*. The resulting market shares changed from 66.6%/33.4% favoring LTO in 2001 to 61.9%/38.1% favoring LTO in 2002. LTO drive shipments—which started more than six months earlier than SDLT shipments—jumped to a dominant lead in 2001. Quantum introduced a new model Super DLT drive in mid-2002 to move ahead of the LTO capacity point and maintain their growing market momentum. Of the five drive vendors competing in the super drive segment, Quantum remained the market share leader every quarter of 2002.

The super drive category includes Super DLT drives from Quantum and Tandberg (110 GB capacity and 11 MBS transfer rate, and 160 GB capacity and 16 MBS transfer rate), and LTO drives from HP, IBM, and Seagate (100 GB capacity and 7.5 to 16 MBS transfer rate). In addition, Sony delivered more than 22,000 of their AIT-3 drives (100 GB capacity and 12 MBS transfer) in 2002.

Plenty of Action Just Ahead

Generation-2 LTO drives have recently been introduced by HP and are currently shipping (200 GB capacity and 30 MBS transfer rate). Gen-2 announcements from IBM and Seagate are imminent, transfer rates are not yet specified. Sony plans to ship S-AIT drives (500 GB capacity and 30 MBS transfer rate) next month and AIT-4 drives (200 GB capacity and 24 MBS transfer rate) by year-end-2003. Quantum plans to introduce Gen-2 Super DLT drives (300 GB capacity and >30 MBS transfer rate) in mid-2003. New super drives utilizing technology co-developed by Tandberg’s O-Mass division and Imation are expected to be introduced in 2004. These drives will offer 1,200 GB capacity per cartridge and transfer data at 64 MBS.

...more...

Super Drive Shipments Double

Page 2 of 2

The report will show year-by-year growth for the super drive category and project shifts between technologies through 2008. "The fundamentals supporting this conclusion are sound, and include strong growth in network storage requirements, quick acceptance and implementation in automated tape systems, continuing performance and capacity enhancements, and accompanying cost declines in every tape technology," said Abraham. The super drive segment comprised 6% of compact tape shipments and 28% of revenue in 2001, and will comprise 60% of unit shipments and 80% of revenue by 2007.

Report Analyzes Tape Drive and Autoloader Markets

The current edition of *Compact Tape Outlook* report presents an in-depth analysis of the markets and detailed forecasts of shipments, revenues, and installed bases for twelve classes of compact tape drives and four classes of related autoloaders from 2001 through 2007. Summary specifications are given for all classes of tape drives and autoloaders. Pricing trends are analyzed, and expected technology shifts and future product directions are identified. The 229 page report is reinforced by 74 illustrations and 86 tables to highlight key findings. This edition was published in July 2002 and is available from Freeman Reports at a price of \$3,295. Additional copies for the use by the same buyer are priced at \$325 each.

The forthcoming edition of the report will span a forecast period from 2002 through 2008 and be published in July 2003 at a price of \$3,395. Additional copies for the use by the same buyer are priced at \$325 each. Freeman Reports also publishes analyses of other tape storage markets, including *Performance Tape Outlook*, which assesses the market for high performance tape drives, and *Tape Library Outlook*, which assesses the market for tape libraries.

#

WORLDWIDE MARKET SHIPMENTS SUPER TAPE DRIVES

<i>UNIT SHIPMENTS (THOUSANDS)</i>		
	<i>Actual 2001</i>	<i>Prelim 2002</i>
Super DLT	45.8	108
LTO	91.5	175
AIT-3, S-AIT	0.6	22
TOTAL UNITS	137.9	305