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## News Release

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### **Quantum Corporation Promotes Michael Brown to Executive Vice President**

MILPITAS, Calif., February 12, 1992 -- Quantum Corporation (OTC:QNTM), today announced the promotion of Michael A. Brown to executive vice president. In this newly created position, Michael Brown will be responsible for the day-to-day operations of the company, reporting to David A. Brown (no relation), Quantum's vice chairman and chief operating officer.

Michael Brown has been at Quantum since 1984. He has held several positions within the marketing organization, serving most recently as vice president of marketing. He was instrumental in developing the strategy behind the company's entry into the 3 1/2-inch hard disk drive market in 1988 and has also been responsible for leading Quantum's efforts in the desktop personal computer market, the single largest segment of Quantum's sales. As Quantum's vice president of marketing, he played a major role in the company's growth to over \$1 billion in sales. William Roach, Quantum's vice president of sales will act as vice president of marketing until a replacement for Michael Brown is selected.

David Brown, a founder of Quantum and the company's vice chairman and chief operating officer, will continue his active role in focusing on longer term strategic issues including Quantum's time-to-market initiative and evaluating future business opportunities.

According to Stephen M. Berkley, Quantum's chairman and chief executive officer, the promotion of Michael Brown to executive vice president is an important step in expanding Quantum's senior management capabilities and strengthening the organization. "Mike has been a key



contributor in formulating and implementing strategies that have resulted in Quantum's 10-fold growth from a \$100 million company to a \$1 billion company over the past five years. His proven track record at Quantum and his leadership capabilities will be important for the company as we continue growing the business," Berkley said.

"Another benefit of Mike formally assuming day-to-day leadership responsibility is that it enables Dave Brown to focus on the strategic issues important for Quantum's future including our effort to improve our ability to bring leadership products to market ahead of our competition. Under Dave's direction, Quantum has emerged as a leader in time-to-market which has been a key factor behind our recent growth in sales and market share," Berkley continued.

Quantum recently announced sales for the third quarter of fiscal 1992, ended December 29, 1991, of \$287 million, an increase of 24% from the same quarter a year ago and 17% from the September quarter. During calendar 1991, Quantum continued to gain market share as its sales grew 50% year-to-year compared to industry analyst estimates of growth for the hard disk drive industry for the year of less than 10%. At 50% for the year, Quantum grew at more than twice the rate of its best major competitor.

Quantum also announced that Jeff Heimbeck, president of QCP (Quantum Commercial Products), Quantum's internal business unit focused on distribution channels, intends to retire from Quantum within a year for personal reasons. In the interim, he will shift his focus from operational responsibilities for QCP to strategic issues affecting the distribution business and will continue reporting to David Brown. Wolfgang Hausen, currently vice president of products for QCP, will assume Heimbeck's operational responsibilities as vice president, general manager of QCP reporting to Michael Brown.

Founded in 1980, Quantum Corporation is a leading independent manufacturer of mass storage systems used in a broad range of computers including desktop workstations, personal computers, and advanced notebook and laptop computer systems. The publicly-held company markets its drives directly to major OEMs, through a broad range of distributors to value-added resellers and smaller OEMs, and through dealers and retail outlets in more than 40 countries worldwide. Quantum also markets its products direct to end users through its direct marketing subsidiary, LaCie™, Ltd.