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# Quantum Announces Expanded Global Partnership Model to Grow Presence in Asia-Pacific Markets

SAN JOSE, Calif.--(BUSINESS WIRE)-- Quantum® Corporation (NASDAQ: QMCO), the pioneer in end-to-end data management solutions designed for the AI era, today announced the expansion of its global partnership model across the key markets of South Korea, Japan, Australia and New Zealand. Following several years of success developing this program in other Asia-Pacific markets, such as China, India, and Singapore, Quantum wanted to expand this partner model in other key territories to reach and enable a broader customer base with its end-to-end data management solutions.

To scale its footprint faster and more efficiently, Quantum entered into exclusive distributor agreements with TS Line Systems for Korea, ACA Pacific for Australia and New Zealand, and NGC for Japan, respectively. Each of these partners already has a strong foundation with Quantum and deep knowledge of its solutions, with existing joint customers today.

“We are extremely pleased to be expanding our agreements with these long-standing partners that have a demonstrated track record, solutions expertise, and local knowledge, so we can build upon the foundations already in place,” said Rob Hilligoss, Head of APAC Sales and Marketing at Quantum. “At Quantum, we are committed to enhancing the customer experience, maintaining the highest service quality, and optimizing growth opportunities as AI and machine learning magnify the market for unstructured data management.”

As part of the new distributor agreement, each partner will increase dedicated sales and marketing resources as well as continue the promotion and sale of Quantum solutions. Additionally, Quantum and these partners will continue to offer customers in the region support and services jointly. This expanded model is to be deployed within the second quarter of calendar year 2024.

Hilligoss continued: “Providing successful outcomes for our customers by enabling them to leverage their unique data remains our top priority, and Quantum will continue to provide innovative products, world-class support, and subscription offerings to our partners and all our customers across these geographies.”

## About Quantum

Quantum delivers end-to-end data management solutions designed for the AI era. With over four decades of experience, our data platform has allowed customers to extract the maximum value from their unique, unstructured data. From high-performance ingest that powers AI applications and demanding data-intensive workloads, to massive, durable data lakes to fuel AI models, Quantum delivers the most comprehensive and cost-efficient solutions. Leading organizations in life sciences, government, media and entertainment,

research, and industrial technology trust Quantum with their most valuable asset – their data. Quantum is listed on Nasdaq (QMCO). For more information visit [www.quantum.com](http://www.quantum.com).

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## **Forward-Looking Statements**

The information provided in this press release may include forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 ("Exchange Act"). These forward-looking statements are largely based on our current expectations and projections about future events and financial trends affecting our business. Such forward-looking statements include, in particular, statements about expanding our business model and growing our business in APAC, optimizing growth opportunities, and providing successful outcomes, as well as our business prospects, changes and trends in our business and the markets in which we operate.

These forward-looking statements may be identified by the use of terms and phrases such as "anticipates", "believes", "can", "could", "estimates", "expects", "forecasts", "intends", "may", "plans", "projects", "targets", "will", and similar expressions or variations of these terms and similar phrases. Additionally, statements concerning future matters and other statements regarding matters that are not historical are forward-looking statements. Investors are cautioned that these forward-looking statements relate to future events or our future performance and are subject to business, economic, and other risks, and uncertainties, both known and unknown, that may cause actual results, levels of activity, performance or achievements to be materially different from those expressed or implied by any forward-looking statements.

These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those projected, including without limitation, the following: the potential impact of the COVID-19 pandemic on our business, including potential disruptions to our supply chain, employees, operations, sales and overall market conditions; the competitive pressures we face; risks associated with executing our strategy; the distribution of our products and the delivery of our services effectively; the development and transition of new products and services and the enhancement of existing products and services to meet customer needs and respond to emerging technological trends; whether our APAC expansion model will be successful, and whether our products meet the developing needs of this market; and other risks that are described herein, including but not limited to the items discussed in "Risk Factors" in our filings with the Securities and Exchange Commission, including our most recent Annual Report on Form 10-K filed with the Securities and Exchange Commission (the "SEC") and any subsequent filings with the SEC. We do not intend to update or alter our forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable law or regulation.

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**Media Contact:**  
**Sara Beth Fahey**

**Matter Communications**  
[quantum@matternow.com](mailto:quantum@matternow.com)  
**401.351.9507**

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