Fiscal Second Quarter 2025 Earnings Call

Quantum®

Your difference is in your data.™

Jamie Lerner *Chairman and CEO*
Kenneth Gianella *COO and CFO*

November 13, 2024

Safe Harbor Statement and Use of Non-GAAP Financial Information

Safe Harbor Statement. Our presentation today contains forward-looking statements about the Company's plans, strategies, goals, target, and prospects including the company's cost reduction initiative and expected benefits of such initiative, capital structure and go-to-market strategies. We will also describe the Company's future operating results and financial position. These forward-looking statements are based on information available to the Company as of the date of this presentation and are based on management's current views and assumptions. These forward-looking statements involve a number of known and unknown risks that could cause actual results to differ materially from those anticipated. Such risks include changes in market demand and the competition we face; market acceptance of new products; the risk that the Company's cost reduction initiatives may not yield the anticipated benefits in the expected timeframe or at all, and risks associated with executing our strategy.

Information concerning other risks that could cause results to differ materially from our expectations is contained in the "Risk Factors" section of the Company's Annual Report filed on Form 10-K for its fiscal year ended March 31, 2024. The Company undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date they were made.

Use of Non-GAAP Financial Information. In this presentation the Company will be discussing non-GAAP measures, including adjusted EBITDA, which is calculated from results based on GAAP. These non-GAAP financial measures are provided to enhance your overall understanding of the Company's current financial performance and prospects for the future and are not comprehensive of the Company's financial results. Such measures should not be viewed as a substitute for the Company's financial statements prepared in accordance with GAAP. You can find a reconciliation of these metrics to the reported GAAP results in the reconciliation tables provided in the appendices to this presentation. A reconciliation of non-GAAP measures to corresponding GAAP metrics on a forward-looking basis is not available due to high variability and low visibility with respect to the charges which are excluded from these non-GAAP calculations.

Trademarks. This presentation contains trademarks, service marks, trade names, and copyrights of other companies, which are the property of their respective owners.

Fiscal Q2’2025 Performance Summary

- Revenue of **$70.5 million**
- Backlog of approximately **$14 million**, above typical run rate
- GAAP Gross Margin of **41.5%, up 490 basis points** QoQ
- Non-GAAP OpEx of $30.4 million, flat QoQ and down 9% YoY
    - Almost **$40 million in total savings** since FY'23
- Adjusted EBITDA of approximately **breakeven**

Quantum

Product Innovation Driving Future Growth

Myriad All-Flash
File Storage

ActiveScale for
Data Lakes

DXi T-Series All-Flash
Data Protection Appliances

Scalar i7 RAPTOR
Tape Storage

Quantum GO
Subscription Solution

CFO Remarks

Quantum®

Your difference is in your data.™

Kenneth P. Gianella *COO and CFO*

Second Quarter Fiscal 2025: GAAP Results

$ in millions (except per share amounts)	Q2 2024	Q1 2025	Q2 2025	YoY Change	QoQ Change
Revenue	$75.7	**$71.3**	**$70.5**	($5.2)	($0.9)
Gross Margin %	43.3%	**36.6%**	**41.5%**	-180 bps	+490 bps
Operating Expenses	$36.4	**$43.9**	**$36.2**	(0.5%)	(17.5%)
Net Income (loss)	($3.3)	**($20.8)**	**($13.5)**	($10.2)	$7.3
Income (loss) per share – basic and diluted	($0.70)	**($4.34)**	**($2.82)**	($2.12)	$1.52

- Revenue reflects supply chain headwinds combined with lower revenue contribution from primary storage solutions
- Gross margin increased sequentially due to operational efficiency gains and product mix
- Net loss increased year-on-year due to lower revenues and non-recurring project spend

Note: Reconciliation of GAAP to Non-GAAP results in Appendix and available on our website.

Second Quarter Fiscal 2025: Non-GAAP Results

$ in millions (except per share amounts)	Q2 2024	Q1 2025	Q2 2025	YoY Change	QoQ Change
Non-GAAP Gross Margin %	43.5%	**36.9%**	**41.7%**	-180 bps	+480 bps
Non-GAAP Operating Expenses	$33.3	**$30.8**	**$30.4**	(8.6%)	(1.2%)
Non-GAAP Net Income (loss)	($4.4)	**($8.4)**	**($8.7)**	($4.3)	($0.3)
Non-GAAP Earnings (loss) per share – diluted	($0.93)	**($1.76)**	**($1.82)**	($0.89)	($0.06)
Adjusted EBITDA	$1.7	**($3.1)**	**($0.3)**	($2.0)	$2.8
Adjusted EBITDA Margin	2.2%	**(4.4%)**	**(0.4%)**	-260 bps	+400 bps

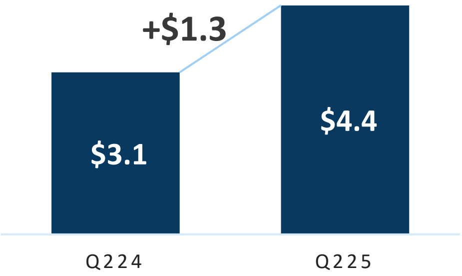
- Operating expenses[1] decreased 9% year-on-year driven by proactive actions to improve process and productivity
- Net loss[1] increased year-on-year due to lower revenue; partially offset by decreased operating expenses
- Adjusted EBITDA[1] improved sequentially due to benefits of cost controls
    - Total expense savings of almost $40 million since end of FY'23

Quantum

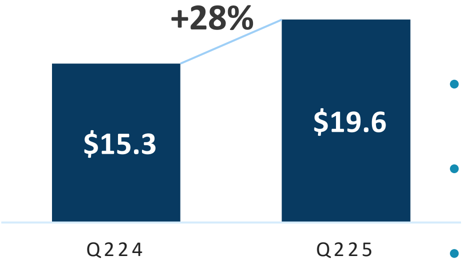
Note 1: Reconciliation of GAAP to Non-GAAP results in Appendix and available on our website.

Annual Recurring Revenue (ARR) Analysis

Subscription Bookings (TCV) *US$M*

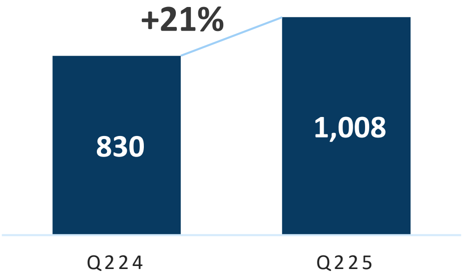


Subscription ARR *US$M*

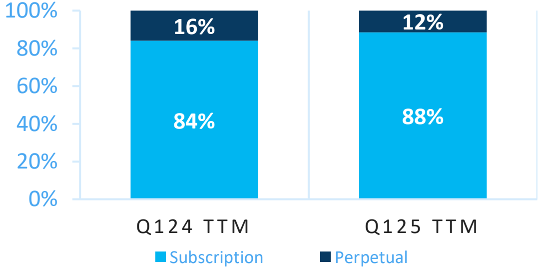


- Total Recurring revenue for the trailing twelve months was $146M with a Gross Margin of ~67%
- Subscription ARR was $19.6 million up 28% yoy
- Over 88% of new unit sales were Subscription based[2]
- Offerings available across full portfolio outside of tape

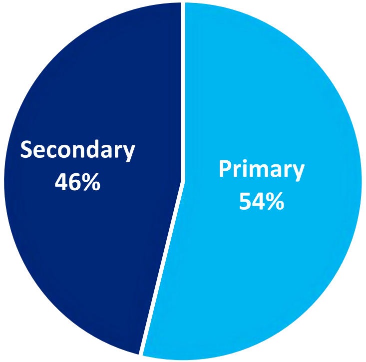
Subscription Customers



New Unit Sales w/Subscription[2]



Q225 TTM Subscription ARR Mix by Solution



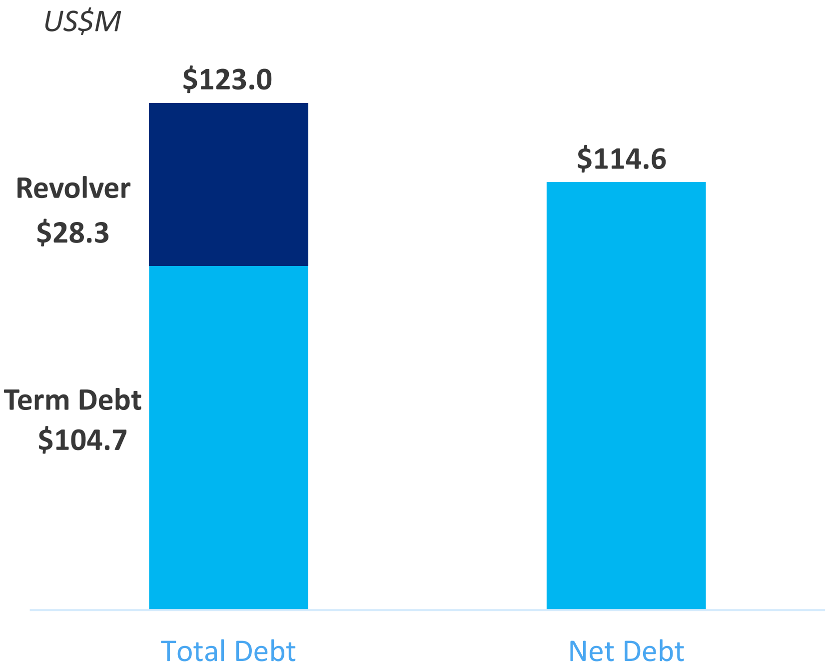
Note: GAAP numbers are Unaudited at the time of this presentation

Note 1: Total ARR is comprised of service + subscription + royalties + software maintenance

Note 2: New unit sales for: StorNext, DXi, ActiveScale

Quantum.

Debt and Liquidity Overview: Sept 30, 2024



Cash and Cash Equivalents: $17.0 million

- The lower cash number was primarily driven year over year on significant nonrecurring projects, including restructuring, getting back on file, and new product introductions.

Other Liquidity Metrics

- Interest Expense: $6.1 million
- Adj Working Capital: $30.8 million

Note 1: Results are unaudited , Revolver and Term Debt, excludes debt issuance costs, Net Debt includes Cash and Cash Equivalents and excludes debt issuance costs

Fiscal Third Quarter and Fiscal Year 2025 Guidance

- Revenue midpoint reflects sequential growth, full year reflects first half impact and ops headwind
- Continued operational actions lead to full year adjusted EBITDA improvement of almost $10 million
- Efficiency gains and portfolio refresh have us poised for profitable growth through second half

$ in millions (except per share amounts)	Q3'25 Guidance	2025 Outlook
Revenue	$72M +/- $2m	$280M +/- $5m
Non-GAAP OpEx	$31M +/- $1m	$120M +/- $2m
Non-GAAP Adj EPS	($0.75) +/- $0. 05	($4.80) +/- $0.10
Adjusted EBITDA	~2.0M	~$3.0M +/- $2m

Average basic share count in Q3'25 and 2025 of approximately 4.8 million, ETR of -3% & Cash Tax of ~$1 million, and a Capital Expenditure of 1.0% of Revenue

NOTE: A reconciliation of forward-looking non-GAAP diluted EPS to the GAAP diluted EPS has not been provided because we are unable to predict with reasonable certainty the potential amount or timing of restructuring and acquisition-related expenses and their related tax effects without unreasonable effort. These items are uncertain, depend on various factors, and could have a material impact on GAAP results for the outlook period.

Quantum

CEO Closing Remarks

Quantum®

Your difference is in your data.™

Jamie Lerner *CEO*

Quantum®

Your difference is in your data.

Non-GAAP Financial Measures

To supplement our consolidated financial statements, which are prepared in accordance with accounting principles generally accepted in the United States (GAAP), we use certain adjusted or non-GAAP financial measures, including non-GAAP operating expense, non-GAAP operating income, non-GAAP net income, non-GAAP diluted earnings per share (EPS), adjusted EBITDA, free cash flow, and constant currency. We provide these non-GAAP financial measures because we believe they provide greater transparency and represent supplemental information used by management in its financial and operational decision making. We exclude certain costs in our non-GAAP financial measures as we believe the net result is a measure of our core business. We believe these measures facilitate operating performance comparisons from period to period by eliminating potential differences caused by the existence and timing of certain expense items that would not otherwise be apparent on a GAAP basis. Non-GAAP performance measures should be considered in addition to, and not as a substitute for, results prepared in accordance with GAAP. We strongly encourage investors and shareholders to review our financial statements and publicly-filed reports in their entirety and not to rely on any single financial measure. Our non-GAAP financial measures may be different from those reported by other companies. A more detailed discussion of why we use non-GAAP financial measures, the limitations of using such measures, and reconciliations between non-GAAP and the nearest GAAP financial measures are included at the back of this presentation and in our quarterly earnings press release.

GAAP to Non-GAAP Reconciliations

($ in 000s)	FQ2'24	FQ1'25	FQ2'25
Net loss	($3,331)	($20,820)	($13,527)
Provision for income taxes	$533	$235	$370
Interest expense, net	$3,855	$3,905	$6,255
Depreciation expense	$1,561	$1,318	$1,952
Amortization of acquisition related intangible assets	$982	$462	$465
Stock-based compensation expense	$939	$925	$716
Fair value of warrants adjustments	($4,402)	($1,666)	($3,550)
Restructuring charges	$1,338	$1,192	$1,419
Loss on debt extinguishment	$0	$695	$2,308
Debt costs	$0	$0	$1,227
Non-recurring project costs	$219	$10,650	$2,078
Adjusted EBITDA	**$1,694**	**($3,104)**	**($287)**

Note: GAAP numbers are Unaudited at the time of this presentation

GAAP to Non-GAAP Reconciliations

($ in 000s, except per share amounts)	FQ2'24	FQ1'25	FQ2'25
Net loss	($3,331)	($20,820)	($13,527)
Amortization of acquisition related intangible assets	$982	$462	$465
Fair value of warrant adjustments	($4,402)	($1,666)	($3,550)
Stock-based compensation expense	$939	$925	$716
Restructuring charges	$1,338	$1,192	$1,419
Loss on debt extinguishment	$0	$695	$2,308
Non-recurring interest expense	$0	$116	$124
Debt costs	$0	$0	$1,227
Non-recurring project costs	$95	$10,650	$2,078
Adjusted net loss	**($4,379)**	**($8,446)**	**($8,740)**
Adjusted net loss per share – basic	($0.93)	($1.76)	($1.82)
Weighted average shares – basic	4,751	4,793	4,793

Quantum

Note: GAAP numbers are Unaudited at the time of this presentation