



Dear Customers and Partners,

We promised to communicate directly with you as we cultivate the opportunities arising from the Tandberg acquisition. To that end, we'd like to share the following:

- The asset purchase transaction we announced on August 30 is moving forward according to plan. Final closing is on track and is anticipated to take place in the late October to early November timeframe.
- As the engineers and product development personnel evaluate our collective product portfolios, we are excited by the full range of state-of-the-art, cost effective products and technologies we have to offer our worldwide channel partners under the Tandberg Data and Exabyte brands.
- We also see expanded market opportunities through our collective partnerships, including our existing OEM relationships with IBM, Dell, Fujitsu-Siemens, and Apple, particularly as we make several important new product announcements later this year.
- We are continuing to sell and support all Exabyte products, including VXA Packet Tape Drives and PacketLoaders and Magnum (LTO) tape automation products. All warranties and service contracts remain unchanged and in full effect.

The resulting strengths of Tandberg Data in terms of both geographic presence and product mix will result in a formidable global player in the storage industry, a company well positioned to provide you, our partners and customers, even greater value.

We will continue to share relevant news as it unfolds during the coming months. Your continued satisfaction is our top priority. If you have any questions, please contact your account manager for more information.

Sincerely,

Tom Ward  
President and Chief Executive Officer  
Exabyte Corporation

Gudmundur Einarsson  
President and Chief Executive Officer  
Tandberg Data ASA