



Media Contact
Ryu Nowatari
Digiberry Corporation
03-5797-0866
nowatari@digiberry.com

Platypus Technology Introduces High-Performance SAN Solution.

High-Performance Storage Innovator Forms Partnership with Hitachi SAS to Build Market for Solid-State Storage as it Becomes an Integral Component of Storage Area Networks

TOKYO, Japan – September 3, 2002 – Platypus Technology, the high-performance solid-state storage system developer, today announced shipment of *QikLINK*. With *QikLINK*, *QikDATA* storage systems can be deployed in storage area network (SANs), allowing high-performance solid-state storage resources to be pooled, centrally managed and deployed in redundant configurations. SANs extend the reach of high performance storage systems – and maximise return on investment – by removing control from individual servers and server operating systems and allocating solid-state resources to the most critical applications requiring high performance, wherever they may be.

“The market for solid-state storage is broadening quickly,” said Colin Lillywhite, Co-founder and Chief Executive Officer, Platypus Technology, Inc. “Platypus is designing high-performance storage systems today with all the necessary features for tomorrow’s IT environments. We are listening carefully to what our valued customers and partners such as Hitachi SAS are suggesting.”

Platypus Technology believes that high-performance solid-state storage is quickly joining RAID arrays, tape, ATA disk and optical storage as mainstream features of enterprise storage architectures. Solid-state storage will become the preferred solution for accelerating performance, while larger disk-based RAID arrays will continue to be utilized for their capacity.



The market growth potential for solid-state storage is increasing as the speed gap between microprocessors and rotating disk drives widens. Solid-state storage frees applications from the I/O bottlenecks caused by hard drives, allowing mission critical files to run from silicon, rather than from rotating platters. These DRAM-based products provide many inherent benefits over the hard disk drive-based storage alternatives, including massive data transaction rates, faster access times, greater reliability and lower power utilization, all without the issues of moving parts. By integrating Platypus *QikDATA* storage systems, businesses can access and serve data dramatically faster, while maintaining their current server infrastructures.

Japanese organizations can deploy Platypus's high-performance *QikDATA* storage solutions in storage area network (SAN) environments, in addition to existing direct-attached storage options. The commercialization of this product follows venture capital funding earlier this year from investment companies including JAFCO Investment, Mitsubishi, ECentury Capital, Technology Venture Partners and The Carlyle Group.

Since the Japanese launch of its *QikDATA* product suite in November last year, Platypus has secured a significant share of the burgeoning solid-state storage market. According to a recent Web-Foot Research report, titled "Mechanical vs. Solid-state Storage Analysis: A Case for Solid-State Drives, 2001-2006," world-wide revenues for solid-state storage are expected to exceed \$US2 billion by 2006. The report predicts that solid-state storage will increasingly be a substitution over HDD-based RAID architectures.

Platypus Technology today also announced a strategic partnership with Hitachi Systems and Service. This relationship is an extension of their existing distribution and strategic relationships with Digiberry Corporation and Window Inc. in Japan. Together, Platypus Technology, Digiberry, Window and Hitachi SAS will deliver dramatic application performance improvements to Japanese organizations with new SAN-compliant *QikDATA* solid-state storage systems.



“With the dramatic increase in centralized, enterprise-wide applications, a faster storage system adds tremendous value to storage infrastructures,” said Taizo Nauchi, President of Hitachi Systems and Service. “Platypus Technology’s new solid-state storage solutions offer our customers benefits such as faster applications, fewer servers and reduced software licenses, with all the flexibility and manageability of storage area networks.”

The partnership between Hitachi SAS and Platypus Technology offers Japanese organisations a world-class professional services operation with strengths in technical solutions design and a strong track-record in systems integration with large enterprise customers, together with a strategic understanding of the value solid-state storage delivers in SAN and direct-attached storage environments.

###

About Platypus Technology (www.platypus.net)

Headquartered in West Lebanon, New Hampshire, Platypus Technology was founded in 1999 in Sydney, Australia. The company is architecting highly secure and redundant solid-state storage systems that deliver hundreds of times more performance than hard disk drive-based storage alternatives. As conventional storage products fail to address critical performance demands, and RAM prices plunge, solid-state storage has emerged as the fastest, most cost-effective way to remove I/O data bottlenecks. Platypus’ breakthrough performance-centric approach to storage is causing the industry to widely embrace solid-state as an economic alternative.

The company has established a strong U.S. presence since moving its corporate headquarters to New Hampshire while the research and development team remains in Sydney. The company maintains an U.K.-based office as well as relationships with a network of distributors and resellers servicing the U.S., European and Asia Pacific markets. Platypus can be found at www.platypus.net.



About Hitachi Systems and Service (www.hitachi-system.co.jp)

Wholly owned by Hitachi Ltd, Hitachi Systems and Service creates and develops information systems such as on-line systems for banks and securities companies, seat reservation systems for trains and point of sales systems in department stores and supermarkets.

Hitachi Systems and Service prides itself on utilizing the best technology solutions to keep customers satisfied, and has been designated as a System Integrator by the Ministry of International Trade and Industry (MITI). All 7,936 qualified engineers work to the standards of ISO9001 certification (JQA-0914).

Hitachi Systems and Service has major offices in Tokyo, Nagoya, Osaka and Fukuoka.

About Digiberry Corporation (www.digiberry.com)

Digiberry is an exciting new company with a strong vision of introducing cutting-edge enterprise technology. As the master distributor for Platypus storage products in Japan, Digiberry is building a strong network of channel and business partners across Japan. Digiberry Corporation's head office is in Tokyo.

About Window Inc. (www.window.co.jp)

Window is a storage specialist focusing on the new economy's need for speedy, yet reliable data delivery. Window's experienced consultants assess each customer's individual requirements, then make recommendations from their wide range of storage technology alternatives. Window Inc has major offices in Tokyo and Osaka.

About JAFCO Investment (www.jafcoasia.com)

JAFCO Investment (formally Nomura/JAFCO Investment) is a venture capital fund manager investing in established, well-managed companies and promising young enterprises with high-growth potential in the Asia Pacific region.

JAFCO Investment was established in Singapore in March 1990 as a joint venture between The Nomura Securities Co., Ltd. and JAFCO Co., Ltd., the pre-eminent Japanese venture capital manager with investment activities in North America, Europe and Asia. JAFCO ranks in the "Top 20" venture capital investors in the United States and has offices in



Silicon Valley and Boston. JAFCO Investment has established eight offices in the Asian region and manages six private equity funds in excess of \$US700 million.

With a track record of over 240 investee companies and 110 exits of which 70 have reached IPO stage, JAFCO Investment is recognized as a leading venture capital investor.

About Mitsubishi (www.mitsubishi.co.jp/En/)

Mitsubishi Corporation ranks as one of the world's largest and most diverse enterprises. Established in April 1950, the company is based in Tokyo, Japan and has a staff of about 13,000 professionals in Japan and overseas. Clients are served through more than 50 offices in Japan and almost 200 offices and subsidiaries in other countries. Generally classified as a trading company, Mitsubishi Corporation has a wealth of experience in bringing buyers and sellers together.

Through hundreds of investments in other companies, Mitsubishi Corporation is also involved in manufacturing distribution, retailing financing and many other activities. These diverse activities allow Mitsubishi Corporation to help determine the direction of existing markets and to mold entirely new ones. Mitsubishi Corporation's unique perspective as a general trading firm, and its experience across a broad range of business fields, make it better able to assess prospective investments. Its deep and numerous connections with subsidiaries and business partners worldwide further heightens the probability of success, and investee firms benefit by gaining access to its business support network.

About ECentury Capital (www.ecenturycapital.com)

ECentury is a \$US90 million technology venture fund sponsored by Rothschild, in partnership with Hitachi and Allied Capital. ECentury invests principally in emerging U.S. technology companies with global growth prospects. Their primary focus is to add value to early stage companies by accelerating expansion into U.S., Asian and European markets. ECentury's strategic partners are poised to explore licensing, distribution, co-investment and other growth opportunities with ECentury's portfolio companies.

About Technology Venture Partners (www.tvp.com.au)



TVP was established in May 1997 and is one of Australia's largest independent venture capital firms, with funds totaling more than \$A220 million under management. TVP specialises in the information technology and communications (IT&C) sector and currently has investments in 10 innovative Australian IT&C companies. TVP invests at any stage of the private company lifecycle – from start-up to expansion or pre-IPO.

About The Carlyle Group (www.thecarlylegroup.com)

The Carlyle Group is a global private equity firm with more than \$US12.5 billion under management. Carlyle's mission is to generate extraordinary returns by employing a conservative, proven, and disciplined approach to investing. Carlyle's investment focus includes: aerospace and defense, consumer and industrial, energy, healthcare, technology, real estate, and telecommunications and media. The Carlyle Group has more than 500 employees in 24 offices in 13 countries.

The Carlyle Group has formed the "Technology Venture Fund – Asia" a \$US159 million Asia Pacific fund started in March 2000 dedicated to strategic investments in technology-related businesses in the development stages from start-up to IPO, around the Asia-Pacific region.

The Technology Venture Fund – Asia plans to build an investment portfolio for the Fund that consists primarily of technology initiatives in the telecommunications, infrastructure, wireless communications, Internet, and software application industries.

###