



Collaboration between Toshiba and Visiotech addresses demand for high capacity data storage in video surveillance applications

Toshiba continues to strengthen its surveillance market penetration via another high-profile commercial partnership

Düsseldorf, Germany, 13 July 2022 — Toshiba Electronics Europe GmbH and Spanish company Visiotech, one of Europe's largest distributors of security solutions, have signed a collaborative agreement. Through this, Visiotech will market Toshiba's high-performance hard disk drives (HDDs) to support the storage of video surveillance data, serving both the public and private sectors. By working together, the companies will be well positioned to meet growing demand for data storage in security/surveillance applications, which in Europe is estimated to be growing at an annual rate of between 20% and 30%.

Visiotech is a highly successful wholesaler, with a long track record of supplying video surveillance, intrusion, access and presence control, smart home and fire control products. The new agreement will see it incorporate Toshiba's S300 and S300 Pro series HDD products into its portfolio. These HDDs distinguish themselves from the competition because of their high performance, exceptional quality and long-term reliability. Both companies recognize that the agreement represents a great opportunity to initiate new customer engagements and boost revenues.

Based in Madrid, and with a workforce of more than 200 employees, Visiotech operates in 63 countries. Within Europe, the company's activities are mainly concentrated

around Spain, Italy, France and Portugal. Since 2017, Toshiba has maintained a strategic focus of gaining greater market share in surveillance data storage. It has achieved this through introducing innovative solutions and building strong partnerships. The company offers a broad array of surveillance-targeted HDDs, covering capacities from 1TB to 18TB.

According to Larry Martínez-Palomo, Vice President of Toshiba Electronics Europe GmbH and General Manager of its Storage Products Division; "We are very pleased to sign this agreement with Visiotech. It will help extend the commercial reach of our S300 product series, which is specifically designed to meet video surveillance storage requirements. The expertise and responsiveness of the Visiotech team will make them a valuable asset for our ongoing business development within the surveillance sector."

"Visiotech's philosophy is defined by a commitment to continuously expand our offering with proven and quality products, such as storage technology from Toshiba. This is backed up by our personalized customer service," adds Alberto Zamorano Sáiz, Visiotech Sales and Marketing Director. "Storage solutions for video surveillance must have clear differentiating characteristics, such as prolonged working lifespans, high levels of resilience and elevated performance benchmarks. Toshiba HDDs deliver all of these attributes."

Toshiba's S300 series video surveillance HDDs are available in 1TB^[1], 2TB, 4TB and 6TB capacities. They incorporate a 256MB buffer and meet the requirements of surveillance systems with up to 64 video streams^[2], making them optimized for small and medium-sized organizations. Available in 6TB, 8TB and 10TB capacities and up to 256MB buffer size, the S300 Pro series HDDs are suitable for professional systems requiring up to 64 HD camera streams, video analytics, face tracking and editing features. Visiotech has already started to market these products, both independently and installed in digital video recorders (DVRs).

For more information on the S300 and S300 Pro series from Toshiba, please visit:
<https://www.toshiba-storage.com/surveillance-solutions/>

More information on Toshiba's full line of HDD storage products can be found at:
<https://www.toshiba-storage.com/>

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[1]. Definition of capacity: One terabyte (TB) = one trillion bytes, but storage capacity actually available may vary depending on operating environment and formatting. Available storage capacity

(including examples of various media files) will vary based on file size, formatting, settings, software and operating system and/or pre-installed software applications, or media content. Actual formatted capacity may vary.

- [2]. The number of cameras that a surveillance system can support is defined by carrying out a performance simulation with each high-definition camera unit running at 4Mbit/s rate. Actual results may vary based on various factors, including the types of cameras installed, the system's hardware and software capabilities, and the video compression technology used, as well as system variables such as resolution, frames per second, and other settings.

About Toshiba Electronics Europe GmbH

[Toshiba Electronics Europe GmbH](#) (TEE) is the European electronic components business of [Toshiba Electronic Devices and Storage Corporation](#) ("Toshiba"). TEE offers European consumers and businesses a wide variety of innovative hard disk drive (HDD) products plus semiconductor solutions for automotive, industrial, IoT, motion control, telecoms, networking, consumer and white goods applications. Next to HDDs, the company's broad portfolio encompasses power semiconductors and other discrete devices ranging from diodes to logic ICs, optical semiconductors as well as microcontrollers and application specific standard products (ASSPs) amongst others.

TEE has its headquarters in Düsseldorf, Germany, and branch offices in France, Italy, Spain, Sweden and the United Kingdom providing marketing, sales and logistic services. The company's president is Mr. Tomoaki Kumagai.

For more company information visit TEE's website at www.toshiba.semicon-storage.com and <https://www.toshiba-storage.com/>

Description of the picture attached (left to right): Marco Vicente, Sales Representative Italy, Portugal and Spain of Toshiba Electronics Europe GmbH; Alberto Zamorano Sáiz, Visiotech Sales and Marketing Director; Larry Martínez-Palomo, Vice President of Toshiba Electronics Europe GmbH and General Manager of TEE Storage Products Division; Daisuke Hara, Senior Manager of Toshiba Electronics Europe GmbH

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July 2022

Ref. TSH094