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PRESS Release

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JVC Cooperates with Milestone Systems on the Technology Development and Marketing to Boost IP Security Solutions Business

Move Seeks to Embed Milestone's Software Technology with JVC's AV and Hardware Technology to Capitalize on Global Growth in Security Solutions

Victor Company of Japan, Limited (JVC) today announced that it has concluded a partnership agreement with Denmark-based Milestone Systems A/S to expand their collaboration in the field of Internet Protocol (IP) security solutions. Under the terms of the partnership, JVC and Milestone Systems will cooperate on the technology development and marketing of IP security solutions. According to data from IMS Research, Milestone Systems is the No. 1 global market share leader for IP security management software. The partnership is aimed at embedding Milestone's software technology with JVC's audio-visual and hardware technologies, in order to develop innovative IP security systems for global markets as part of a move to expand JVC's IP security solutions business.

JVC has already been working in partnership with Milestone Systems to market Milestone's XProtect™ IP video management software in European markets since 2005. Under the latest agreement, the companies will expand the scope of their partnership to include product development. The first commercial product as a result of the collaboration is the VR-N900, a new Network Video Recorder (NVR) embedded with management software based on Milestone's XProtect™ application. The new NVR is set to be launched by JVC in Japan, Europe and the Americas in March 2007. The VR-N900 will be a central component for innovative, standalone IP security systems that will enable recording, viewing and searching images from IP cameras without having to use a separate PC.

Security needs have diversified in recent years, leading to a rapid increase in security systems that offer added value through IP network support. Milestone software is based on an open platform that enables significant expansion of security systems, and has already established a solid base of 25,000 installations in 60 countries. JVC will combine Milestone's software with its own hardware technology and system-building expertise in the field of security solutions, in order to provide users with innovative IP security systems that deliver added value in contributing to public safety and security.

Under the terms of the latest agreement, JVC will also engage in sales of Milestone's XProtect™ software in Japan. The marketing agreement enables JVC to provide tailored solutions in the diversifying market for IP security solutions. In addition, JVC will collaborate with Milestone's sales partner network in Europe and the Americas to boost sales of the VR-N900 NVR and IP cameras produced by JVC.

Building on the latest agreement, JVC and Milestone Systems will strengthen their collaboration in a wide range of fields including ongoing development of next-generation IP security systems.

■ **Milestone Systems A/S**

Headquarters : Banemarksvej 50 G, DK-2605 Brøndby, Denmark

Establishment : 1998

President and CEO: Mr. Lars Thinggaard

HP : <http://www.milestonesys.com/>

Business Outline: Development and sales of open platform IP video surveillance management software

For further information: Mrs. Courtney Dillon Pedersen, Media & Communications Manager (e-mail : cdp@milestonesys.com)



■ **Milestone Systems Japan**

29-6 Sarugakucho, Shibuya, Tokyo 150-0033 (c/o Denmark Embassy)

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Network Video Recorder 「VR-N900」

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