



FAST FACTS Calix Overview

Calix is a leading global provider of broadband communications access systems and software – **and the world leader in gigabit services deployments and advanced fiber access solutions.** Calix customers worldwide depend on our Unified Access portfolio to connect to their residential and business subscribers and deploy virtually any service over fiber- and copper-based network architectures. As service providers evolve to meet emerging broadband demands, **Calix is at the forefront of the access innovation** that allows these companies to become the broadband service providers of choice to their subscribers.

DEPLOYMENT PROFILE

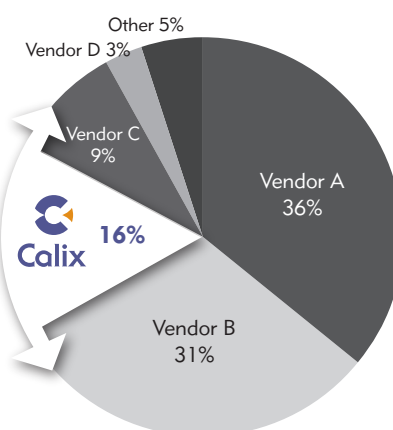
Customers

The growing Calix customer base consists of **service providers in 90 countries.** Calix supplies strategic access solutions to a diverse base of service providers, including:

- ▶ (US) CenturyLink
- ▶ (US) Cox (MSO)
- ▶ (US) Windstream
- ▶ (US) Frontier
- ▶ (US) Cincinnati Bell
- ▶ (US) C SPIRE
- ▶ (LATAM) ICE
- ▶ (LATAM) América Móvil
- ▶ (LATAM) Cable & Wireless
- ▶ (LATAM) Telcel
- ▶ (EU) enet Ireland
- ▶ (EU) Rostelecom
- ▶ (EU) Covage France
- ▶ (EU) Türk Telekom
- ▶ (Asia) Symphonet Malaysia
- ▶ (Asia) du
- ▶ (Asia) CAT Telecom
- ▶ (Asia) Ucom Armenia
- ▶ (Africa) Dark Fiber Africa
- ▶ (Pacific) Northpower

Top 3 Global Vendor - Q3 2014 Fiber Access Revenues (GPON OLT)

(source: Infonetics)



- ▶ 73 Calix Channel Partners
- ▶ Ericsson Global Partnership

Deployment Metrics

Systems deployed	100,000+
Access interfaces	19,000,000+
Fiber access customers	1000+
Video customers	450+

Market Share

Global Gigabit Services Deployments	#1 market share (source: Broadbandtrends LLC)
Global Fiber Access (OLT Revenues)	#3 market share (source: Infonetics)
North America Fiber Access (GPON OLT Revenue)	#1 market share (source: Infonetics)
North America Fiber Access (AE Revenues).....	#1 market share (source: Infonetics)

2014 Milestones

- ▶ **Hosted 2014 Spring Quarterly FSAN Meeting for NG-PON2 Standards**
- ▶ **Global Reseller Agreement with Ericsson** (Calix preferred for broadband access worldwide)
- ▶ **The global gigabit services deployment leader** (source: Broadbandtrends LLC)
- ▶ **Recognized as U.S. fiber access deployment leader** (source: Broadband Communities)
- ▶ **Won 2014 Internet Telephony Excellence Award** (Compass Command Center)

UNIFIED ACCESS PORTFOLIO

Compass Application Suite: Software Tools that Accelerate Business Transformation

Compass is a suite of software-as-a-service (SaaS) applications that look beyond the Calix access infrastructure to operate the entire network more efficiently, identify new revenue opportunities, increase subscriber satisfaction, and target network investments with precision. The **Service Verify** application is an SLA performance manager focused on the business Ethernet services and mobile backhaul markets.

Flow Analyze allows non-intrusive monitoring of network utilization on a per-service, per-subscriber, per-location, and per-interface basis. **Consumer Connect** enables the service provider to become a virtual technician in the home – remotely activating new broadband devices and managing home networks. The **Calix Management System (CMS)** delivers superior tools and features to provision and manage elements and services across the Calix Unified Access portfolio. **Command Center** provides a single interface and launchpad for all Compass tools and CMS.



E-Series

A portfolio of highly flexible, carrier grade Ethernet Service Access Platforms and Nodes (ESAPs and ESANs) with industry-leading density and capacity optimized for advanced services delivery and network transformation over fiber and copper.

- ▶ **E7-2 modular ESAP:** Modular two-slot, 1RU chassis that delivers any mix of GPON, gigabit Ethernet (GE), VDSL2, and 10GE services and offers industry leading densities over copper and fiber.
- ▶ **E7-20 multi-terabit ESAP:** A very high capacity, low latency access concentrator platform optimized for fiber access delivery, supporting over 10,000 GPON subscribers and 480 GE subscribers per chassis.
- ▶ **E5-520, E5-308, and E5-306 ESANs:** Fixed form factor nodes that integrate service demarcation and Ethernet aggregation capabilities to deliver premium Carrier Ethernet 2.0 business and mobile backhaul services with operational efficiency and service assurance.



BLM 1500

- ▶ **GPON Access Terminal (GAT):** A high capacity, high-density GPON access solution that offers the headroom for future growth and network expansion and can serve up to 7168 subscribers (64:1 split ratio) from every GPON OLT chassis.

844G and 854G GigaCenters

The GigaCenters are the first fiber products in the world to unleash the power of Carrier Class Wi-Fi with 802.11ac in the home, delivering unprecedented in-home wireless broadband coverage, quality of service, and speed, while allowing service providers to strategically position themselves in the home.

ONTs and Home Gateways

The industry's broadest and most versatile portfolio of innovative, standards-based optical network terminals (ONTs) and home gateways for residential and business use. Deliver full gigabit speeds over GPON and GE today, co-exist with 10GE PON technologies tomorrow.

