



Calix Ships One Millionth Subscriber Termination

Growing list of US ILECs have deployed over 2,500 Calix C7 platforms with capacity for over one million FTTP or DSL terminations

JUNE 9, 2004, PETALUMA, CALIFORNIA—Calix today announced that it has shipped platform capacity supporting over one million ultra-broadband subscriber terminations to more than 120 US Incumbent Local Exchange Carriers (ILECs). Each of the twenty universal service slots in the compact, packet-based Calix C7 ultra-broadband loop carrier (UBLC) supports up to 24 FTTP or DSL subscriber terminations. With over 2,500 Calix C7 platforms and 400,000 active ports in service, this deployment footprint represents capacity for over one million subscriber terminations.

Typical of forward-looking service providers that have deployed the Calix C7 in scale is Louisiana-based EATEL with over 100,000 business and residential customers. "The Calix C7 platform fits easily into our network infrastructure and speeds the rate at which we can turn up broadband subscribers and advanced, packet-based services," said Peter Rodriguez, manager of outside plant and transmission engineering at EATEL. "It also affords us the flexibility to respond to uncertain customer demand when and where it occurs."

"The rate of deployment of the Calix C7 platform is impressive," stated Yankee Group Broadband Access Director Matt Davis. "It definitely speaks to the importance of the access sector in general, and to the need for flexible, broadband solutions that can scale to deliver high bandwidth applications."

According to Calix vice president of customer operations Ray Savona, "what is even more impressive is the fact that substantially all of the ports we have shipped are in operation. Based on an extremely efficient supply chain model and simple service turn-up, we are able respond to customer demand very quickly. This, in turn, allows service providers using the Calix C7 to respond to their customer demand with equal speed—an exceedingly important factor as they compete against cable operators in the broadband market."

Included among the 400,000 ports deployed in production carrier infrastructure are Fast Ethernet, Gigabit Ethernet, DSL, OC-48 packet over SONET, DS1, DS3, and POTS interfaces. The capacity and flexibility of the Calix C7 uniquely allow it to deliver a broad range of revenue-generating, IP-based voice, data, and video services from central office or remote terminal locations.

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About Calix

Calix is a leading supplier of telecommunications solutions designed to simplify all aspects of voice, data, and video service delivery to business and residential subscribers for local exchange carriers of all sizes. Providing extensive optical and metallic density, unprecedented access system capacity and functional headroom, advanced management and provisioning capabilities, and broad service

flexibility, the packet-based Calix C7 platform has been deployed in over 120 service provider networks throughout North America. More information about Calix can be found at www.calix.com.

This press release contains forward-looking statements that are based upon management's current expectations and are inherently uncertain. Forward-looking statements are based upon information available to us as of the date of this press release and we assume no obligation to revise or update any such forward looking statement to reflect any event or circumstance after the date of this release. Actual results and the timing of events could differ materially from current expectations.

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