



Calix Ships One Millionth Port

*Calix Continues to Grow its Large Footprint Among Service Providers
Delivering Advanced IP-based Services*

JULY 26, 2005, PETALUMA, CA—Calix today announced that its customers have deployed more than one million fiber and copper ports throughout North America. The company's rapidly growing footprint now includes over 170 forward-thinking incumbent local exchange carriers (ILECs) that use the Calix C7 platform to deliver advanced, IP-based information, communication, and entertainment services to their subscribers. In addition to compelling, content-rich residential services, the 5,500 Calix C7 platforms deployed in service provider networks also deliver native Gigabit Ethernet services to business customers.

"Shipping more than one million ports is a key milestone for Calix—one that illustrates the strong momentum they have achieved in the marketplace," stated Michael Howard, principal analyst and co-founder at Infonetics Research. "Calix is clearly one of the leading suppliers of IP-based telecom access solutions in North America, and is a distinct leader in IPTV service enablement."

Included among the broad array of port shipments are Fast Ethernet, Gigabit Ethernet, FTTP BPON, and ADSL2+. Key drivers in the rapid deployment of Calix solutions have been the parallel trends toward more bandwidth, more fiber, and more IP-based services. IP-based services such as IPTV and VOIP, as well as Ethernet-based business services, are quickly replacing legacy RF video, POTS, and Hi-Cap services as incumbent carriers arm themselves to better compete against cable operators.

Calix customers are rapidly building traction in the next-generation IP services market. To date, more than 20 percent of Calix ILEC customers are delivering IPTV, VOIP, and other advanced services. Adding 22 new customers in the last quarter alone, Calix has established itself as the solution of choice for a growing number of ILECs transforming their access networks to deliver the full gamut of IP-based information, communications, and entertainment services.

In addition to an advanced product set that better meets the needs of ILEC service delivery objectives, Calix employs a unique operational model that better meets ILEC business needs.

According to Roger Weingarh, Calix vice president of operations, "From the start, we have focused on expanding our global supply and manufacturing base in order to rapidly respond to the needs of our customers so that they can better meet the demands of their subscribers. That Calix has been able to do this without sacrificing quality or lead times—especially as we add new customers at the rate of approximately two a week—has been instrumental to our success."

About Calix

Calix is a leading supplier of IP-based access solutions that enable carriers to deliver information, communication, and entertainment services to business and residential subscribers. Calix solutions help carriers transform their networks to support IP services with maximum flexibility, providing seamless support for traditional and next-generation services in a common platform. Calix has deployed its solutions in over 170 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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