



## **Calix Takes #2 Spot in North American DSL Port Market**

*DSL Port Shipments Increase 24 Percent Sequentially and 124 Percent Year-over-Year*

**MARCH 5, 2007, PETALUMA, CA**—Calix, the largest telecom solution supplier focused solely on access, today announced that research from broadbandtrends.com shows it moved into the #2 position in North American DSL port shipments during the fourth quarter of 2006, behind only a pre-merger Alcatel (NASDAQ: ALU). broadbandtrends.com research also shows that Calix continues to claim the #1 position in North America for the fastest-growing DSL segment—broadband loop carriers, a type of multiservice access platform.

- Calix shipped 220,776 DSL ports in North America during Q4/06, a sequential increase of 24 percent and a year-over-year increase of 124 percent.
- During Q4/06 Calix accounted for over 41 percent of all DSL and voice ports shipped on North American broadband loop carriers, increasing its percentage-point lead over the next largest supplier to 21 points from 15 points in Q3/06.

“Calix has taken advantage of the continued strong growth in DSL deployments among North American service providers to move up from fifth place in the market to second place,” said Teresa Mastrangelo, principal analyst with broadbandtrends.com. “This makes Calix one of the biggest overall gainers in the DSL market.”

Many service providers are now embarked on the deployment of a redefined form of broadband access. While the narrowband generation was characterized by access speeds in the tens of kilobits, and the initial broadband generation characterized by hundreds of kilobits to a few megabits, redefined broadband entails the ability to deliver tens to hundreds of megabits downstream and an equally important increase in upstream speeds. Whether as part of an IPTV deployment or simply in anticipation of more video up/downloads and more sophisticated gaming packages, service providers are laying the groundwork for a broad range of advanced IP-based services by deploying the latest form of broadband.

“We expect our customers will continue to drive major market trends and continue the rapid deployment of a redefined form of broadband,” said Ray Savona, Calix vice president of field marketing. “Service providers are aggressively preparing their networks for a broadband future that includes a panoply of advanced IP-based services.”

### **About Calix**

Calix is the largest telecom equipment supplier focused solely on access solutions for broadband service delivery. Service providers deploy Calix access systems to enable a rich set of information, communication, and entertainment services and to expand their revenue base beyond connectivity.

Calix access innovation helps service providers transform their networks from circuit to packet, narrowband to broadband, and copper to fiber. Calix has deployed millions of ports and tens of thousands of systems into hundreds of service provider networks throughout North America. For more information, visit the Calix website at [www.calix.com](http://www.calix.com).

This press release may contain 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 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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