



Calix Surpasses 200,000 GPON ONTs

Standards-based FTTP Solution Deployed at 250 Service Providers, Over 450 Communities

SEPTEMBER 24, 2007, PETALUMA, CA—Calix today announced that it has now shipped over 200,000 gigabit passive optical network (GPON) optical network terminals (ONTs) to service providers throughout North America. More than half of these are ITU G.984-compliant 2.5 Gbps GPON ONTs that have shipped in the last 12 months and a significant number are the newly introduced Calix 700G ONTs with Gigabit Ethernet subscriber-side interfaces. Based on data from industry research firm Dell’Oro Group, Calix has enjoyed market share leadership virtually since the inception of the GPON market.

According to Ray Savona, Calix vice president of field marketing, “In many markets today we are approaching a tipping point in the copper/fiber split within the access network. The economics, bandwidth, and robustness of 2.5 Gbps GPON, especially when coupled with subscriber-side Gigabit Ethernet interfaces, are causing more and more service providers to conclude that FTTP, even for complete overbuilds, is the right way to go. And, clearly, GPON is the right way to do FTTP.”

Calix provides a broad family of 2.5 Gbps GPON ONTs for single family unit (SFU), small business unit (SBU), and multidwelling unit (MDU) applications. Many of these ONTs include Gigabit Ethernet (GE) subscriber-side interfaces, including up to eight GE interfaces on MDU models, that allow service providers to deliver internet connectivity that is orders of magnitude faster than cable broadband.

Teresa Mastrangelo, principal analyst with broadbandtrends.com, adds, “Calix is putting up impressive numbers in the North American FTTP market, but what is especially noteworthy is the rate of acceleration. While DSL remains an important and still-growing market, service providers increasingly believe that FTTP gives them a long term strategic advantage they can wield vis-à-vis cable operators.”

The Calix 700-Series ONTs interoperate with either the C-Series multiservice access platforms (MSAPs) or the F-Series multiservice over GPON optical line terminals (OLTs), both of which are widely deployed in North American service provider networks.

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.

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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