



Calix Brings North America's Leading Fiber Access Solutions to Global Markets

PARIS, FRANCE – September 27, 2011 – [Calix, Inc.](#) (NYSE: CALX), a global leader in access innovation and North America's leading fiber access solutions provider, today announced that communications service providers across the globe are moving Fiber Forward in their networks and selecting the [Calix Unified Access portfolio](#) to transition copper networks to fiber and deliver advanced broadband services to their subscribers. Service providers like LIME (part of Cable & Wireless Communications), Arbelon in Poland, and others in over 30 countries worldwide, are finding the Calix Unified Access portfolio to be an ideal fit for international applications ranging from advanced residential and business services to fiber-fed mobile backhaul. With advanced access deployments with over 900 service providers worldwide, field-proven support of advanced technologies such as gigabit passive optical network (GPON) and point-to-point gigabit Ethernet (GE), and the industry's widest portfolio of innovative fiber access solutions, Calix is bringing its extensive fiber access expertise honed in the highly competitive North American marketplace to international service providers.

Calix has been recognized as the North American market leader in fiber access by leading analyst firms. In Q2 2011, Calix shipped more fiber access ports than any other access vendor in North America (Dell'Oro Group and Infonetics Research 7/2011). This fiber access market leadership has carried over into the U.S. Broadband Stimulus programs, where Calix has been selected as the preferred vendor to over 73 distinct projects amounting to more than \$1.3 billion in funds allocated to purchase services and materials including access equipment: a majority of last-mile projects awarded to date. Calix's success in North America has carried over into widespread global recognition of access leadership, as demonstrated by a recent Infonetics Research study targeting service providers worldwide, which found that Calix is seen as one of the top three global fiber access vendors by over two-thirds of respondents.

Calix has already enjoyed success with service providers like LIME, which deploys Calix widely across the Caribbean region. In addition to a broad array of residential and business services over copper and fiber, LIME is deploying Calix GPON and point-to-point GE technologies via the [E7-2 Ethernet Service Access Platform](#) (ESAP) and [700GE family of optical network terminals](#) (ONTs) to a dozen ETSI and ANSI nations across the Caribbean to support advanced fiber-fed GPON and point-to-point GE wireless backhaul services.

Other customers like Polish service provider Arbelon have worked through regional resellers (FCA) and are deploying Calix in aggressive fiber-to-the-premises (FTTP) initiatives. Utilizing both the Calix [B6 Ethernet Service Access Node](#) (ESAN) and [E7 ESAP](#), as well as [716GE-I indoor ONTs](#), Arbelon is delivering ultra high speed broadband services over both GPON and point-to-point GE.

"We chose to work with Calix and FCA on this project because the quality of the solutions they offered was extremely high – the very best. They were able to deliver these leading-edge solutions in a very short timescale. The software-centric nature of the equipment means we can readily adapt it to any

changing requirements," reports Arbelon's President Lukasz Grabowski. "Equally important, we established an excellent rapport with the Calix and FCA technical and commercial personnel. They offered expert advice and training, and spared no effort to deliver a system we believe to be future-proof. Their support teams were exceptionally professional and exceptionally helpful."

Calix is committed to accelerating its customer deployments in Europe, the Middle East, Asia-Pacific, and Latin America by building on its achievements with a direct sales relationship, fulfilled by a network of specialist and skilled reseller partners. The Calix international team headquarters is based in London, UK, and sales resources are being expanded globally. The international team is led by [Andy Lockhart](#), the company's senior vice president of international sales and marketing. Calix is also continuing to actively recruit new integrator partners to meet the demands of communications service providers of all sizes who are moving Fiber Forward across the globe.

"Calix has now emerged as a powerful new option for communications service providers moving Fiber Forward in their access networks in international markets," said Andy Lockhart. "The combination of our exclusive focus on access, proven track record of innovation, expansive fiber access portfolio, and extensive experience makes us a compelling fit for any advanced broadband services project or initiative. Our leadership in U.S. Broadband Stimulus wins has also provided us deep experience in broadband service delivery in a challenging and complex environment – which we feel will resonate with service providers involved in government- or municipal-backed projects throughout the world."

Calix and its Unified Access portfolio will be on display in Booth L7 at the Broadband World Forum conference and exhibition in Paris.

About Calix

Calix (NYSE: CALX) is a global leader in access innovation. Its Unified Access portfolio of broadband communications access systems and software enable communications service providers worldwide to be the broadband provider of choice to their subscribers. 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, except as required by law. Actual results and the timing of events could differ materially from current expectations based on risks and uncertainties affecting the Company's business. The reader is cautioned not to unduly rely on the forward-looking statements contained in this press release. Additional information on potential factors that could affect Calix's results and other risks and uncertainties are detailed in its report on Form 10-Q for the fiscal quarter ended June 25, 2011, filed with the SEC on July 22, 2011, available at <http://www.sec.gov>.

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