Overview of Ciena

May 2025

Agenda

1. Ciena overview

2. Our business in the global context

3. Growth strategy

Ciena is the global leader in high-speed connectivity

We build the most adaptive networks in the industry, enabling customers to anticipate and meet ever-increasing digital demands.

Prioritizing collaborative relationships with our customers, partners and communities, we create flexible, open and sustainable networks that better serve all users — today and into the future.

Headquartered in Maryland, USA, and incorporated in 1992, Ciena enables customers to deliver richer, more connected experiences for all users.

2,200+ patents	**3,800+** R&D specialists	**8,600+** employees
1,600+ customers worldwide	**$4B** FY24 revenue	**$1.3B** cash & investments (FYE24)

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Ciena is ranked and respected globally

Market leadership

Omdia by informa techtarget

#1 Globally
- Purpose-built/compact modular DCI
- SLTE WDM
- Access switching

#1 N. America
- Total optical networking
- Purpose-built/compact modular DCI
- Access switching

#2 Globally
- Total optical networking

Optical Networking Report, 3Q24
Service Provider Switching and Routing Report, 3Q24

Cignal AI Active Insight

#1 Globally
- Purpose-built/compact modular DCI
- Optical for cloud and colo
- SLTE WDM

#1 N. America
- Total optical networking
- Optical for cloud and colo
- Routing/Access

#2 Globally
- Total optical networking
- Optical for service provider
- Routing/Access

Transport Hardware Report, 4Q24

DELL'ORO GROUP

#1 Globally
- DCI
- Optical for internet content provider customers

#1 N. America
- DCI
- Total optical networking
- Optical packet

#1 Globally
- Total optical networking
- Purpose-built/compact modular DCI

Optical Transport Report, 4Q24

Industry recognition

2025 LIGHTWAVE + BTR INNOVATION REVIEWS 5.0
WaveLogic 6 Extreme

2025 LIGHTWAVE + BTR INNOVATION REVIEWS 4.5
WaveRouter-7

DTR 2024 DIAMOND TECHNOLOGY REVIEWS 4.0
Blue Planet 5G vRAN Rollout Automation

FIBER-TO-THE-HOME TOP 100 BROADBAND COMMUNITIES 2024

The People Power Award the Goodies Winner

IR magazine Award winner US 2024
Best Use of Technology including AI

2024 LIGHTWAVE INNOVATION REVIEWS 4.0
8140 Router

2024 LIGHTWAVE INNOVATION REVIEWS 4.0
5169 Router

BTR 2023 DIAMOND TECHNOLOGY REVIEWS 5 BROADBAND TECHNOLOGY REPORT
Ciena's vBNG

ECOC EXHIBITION INDUSTRY AWARDS 2024
WaveLogic 6

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Our leaders set strategic vision and drive us forward

Gary B. Smith
President and
Chief Executive Officer

James E. Moylan, Jr.
SVP and
Chief Financial Officer

David M. Rothenstein
SVP and
Chief Strategy Officer

Sheela Kosaraju
SVP and General Counsel,
Interim Chief People Officer

Jason Phipps
SVP, Global Customer
Engagement

Joe Cumello
SVP and
GM of Blue Planet

Rebecca Smith
SVP, Global Marketing &
Communications
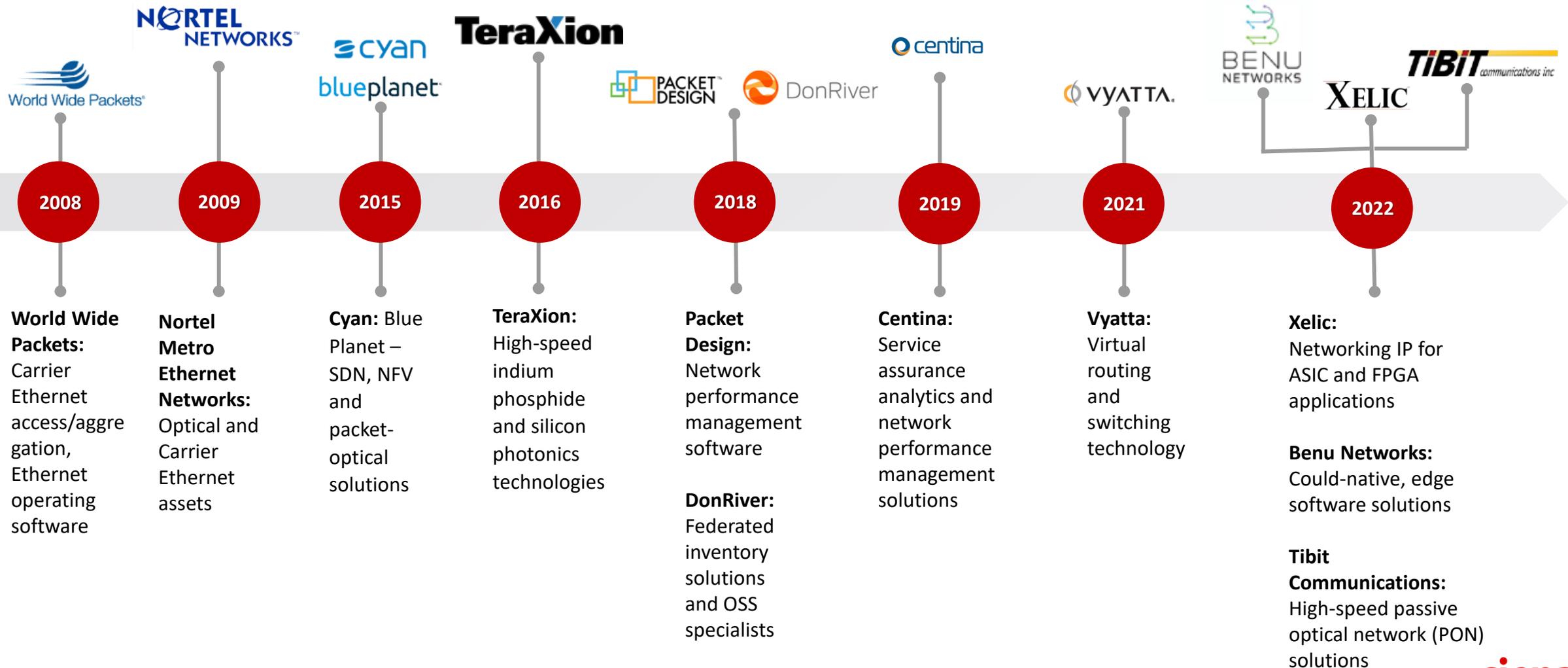
Brodie Gage
SVP, Global Products
& Supply Chain

Dino DiPerna
SVP, Global Research
& Development

Scott McFeely
Executive Advisor

Ciena's acquisitions have added strength and breadth

| 2008 | 2009 | 2015 | 2016 | 2018 | 2019 | 2021 | 2022 |

World Wide Packets: Carrier Ethernet access/aggregation, Ethernet operating software

Nortel Metro Ethernet Networks: Optical and Carrier Ethernet assets

Cyan: Blue Planet – SDN, NFV and packet-optical solutions

TeraXion: High-speed indium phosphide and silicon photonics technologies

Packet Design: Network performance management software

DonRiver: Federated inventory solutions and OSS specialists

Centina: Service assurance analytics and network performance management solutions

Vyatta: Virtual routing and switching technology

Xelic: Networking IP for ASIC and FPGA applications

Benu Networks: Could-native, edge software solutions

Tibit Communications: High-speed passive optical network (PON) solutions

Financial and operational strength provide a differentiated, solid foundation

Profitable Growth
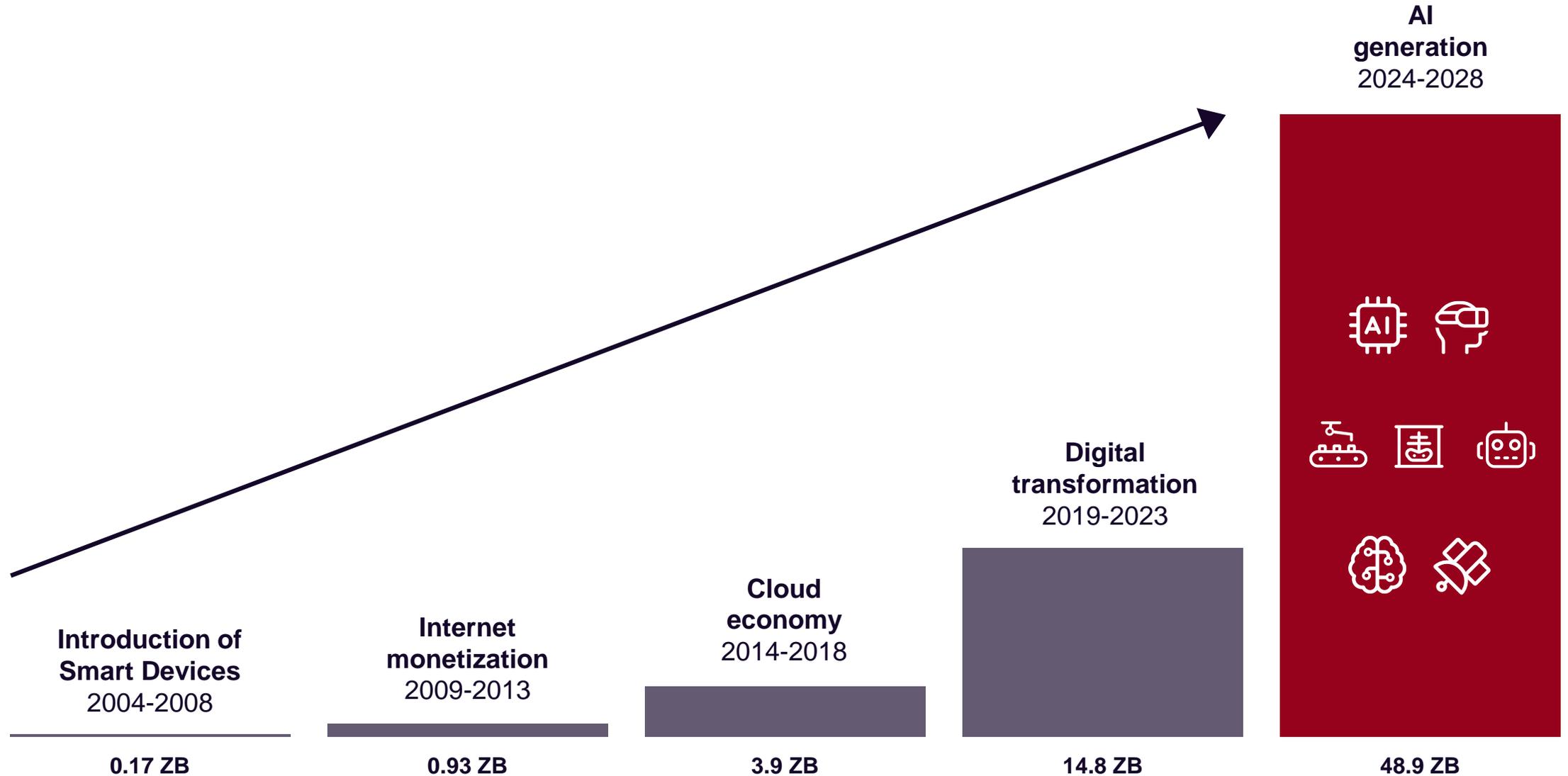
R&D and Go-to-Market Investment
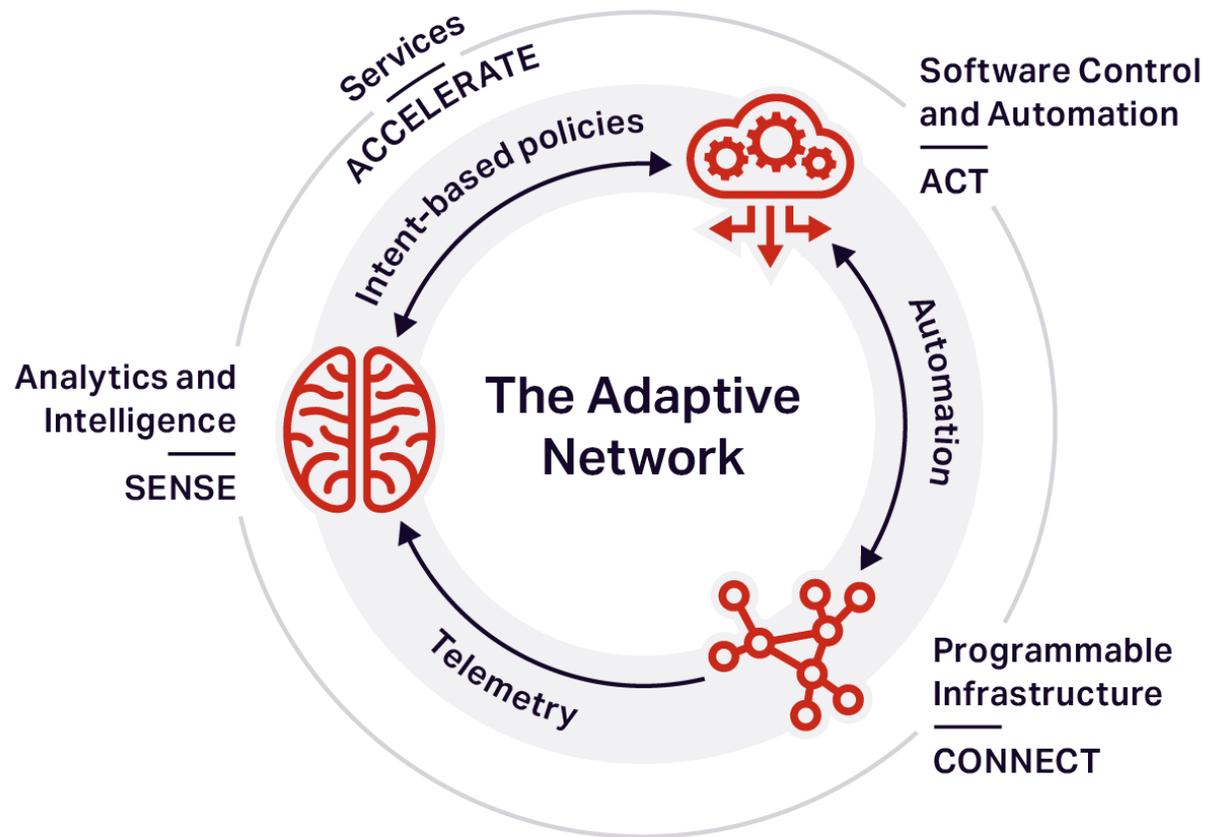
Business Transformation
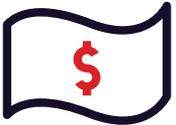
Shareholder Value

Our business in the global context

The pace of bandwidth consumption is explosive, and may increase due to AI

AI generation 2024-2028

Digital transformation 2019-2023

Cloud economy 2014-2018

Internet monetization 2009-2013

Introduction of Smart Devices 2004-2008

0.17 ZB

0.93 ZB

3.9 ZB

14.8 ZB

48.9 ZB

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Our vision for network modernization is the Adaptive Network

Software Control and Automation

- AI-driven management and automation of services across multi-layer, multi-vendor, multi-domain networks

Programable Infrastructure

- Dynamic pool of virtual and physical resources
- Manageable through common, open software interfaces
- Highly instrumented to understand the network state

Analytics and Intelligence

- Leveraging AI, proactively predicts potential problems and anticipates network trends—before they occur
- Leverages instrumented infrastructure telemetry

Services

- Services to help build, operate and improve network and operational performance

Ciena's hardware portfolio addresses every segment of the network

Access

ONU/ONT Portfolio Passive Optical Networking (PON)

Micro OLT Plugs (PON)

39xx family

51xx family

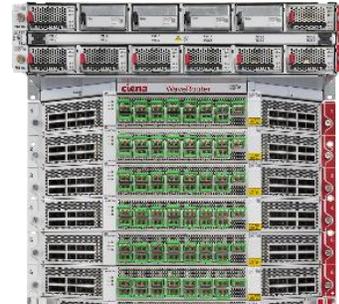**Waveserver E-Series**

Metro

ELS coherent-optimized Open Line System (OLS)

81xx family

WaveLogic Nano

WaveRouter family

Long-haul & Submarine
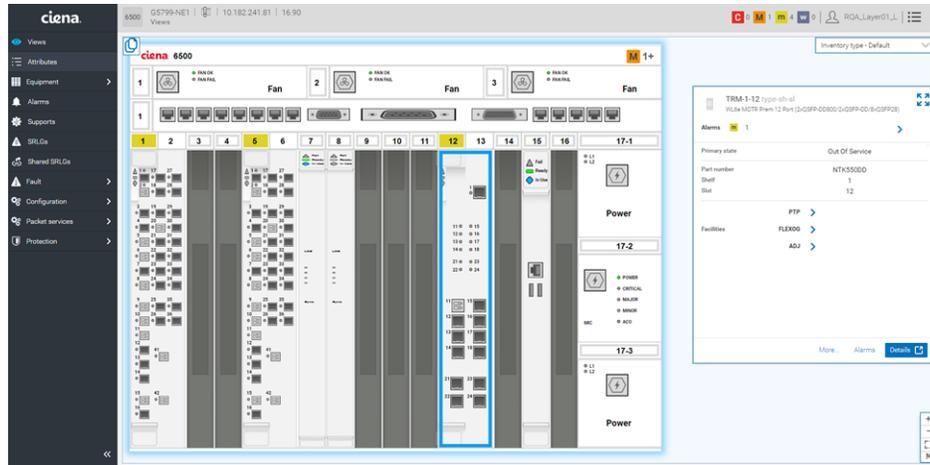
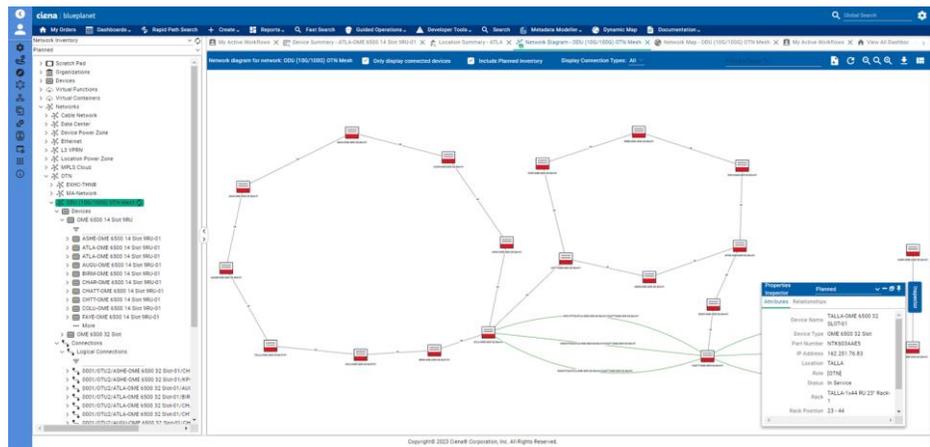**Reconfigurable Line System (RLS)**

6500 family

Waveserver family

Ciena and Blue Planet automation software offerings complement and strengthen our hardware portfolio

Screenshot: Navigator NCS shelf-level view

Screenshot: Blue Planet Inventory

Ciena's portfolio serves diverse customer segments and applications

Customer segments

- Cloud Providers
- Service Providers
- Cable Operators (MSOs)
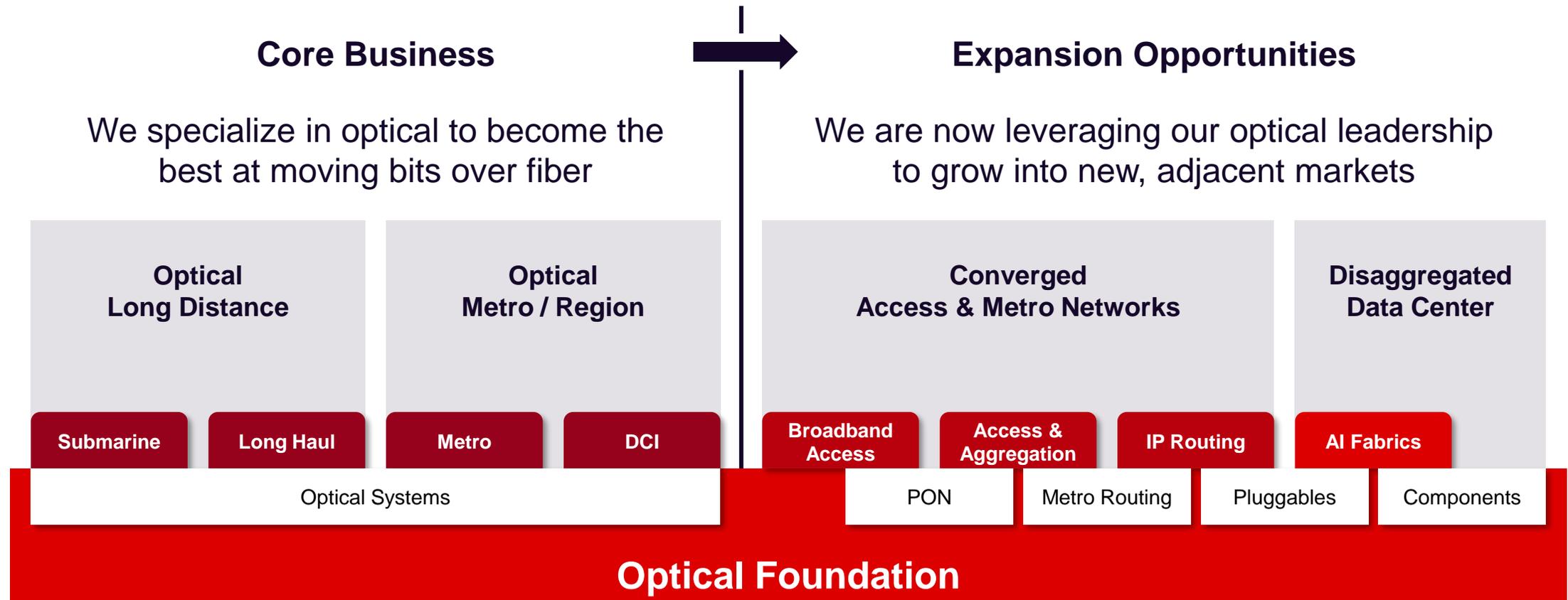- Enterprise / Government / R&E

Key applications

- Subsea
- Wholesale / Managed Optical Fiber Networks (MOFN)
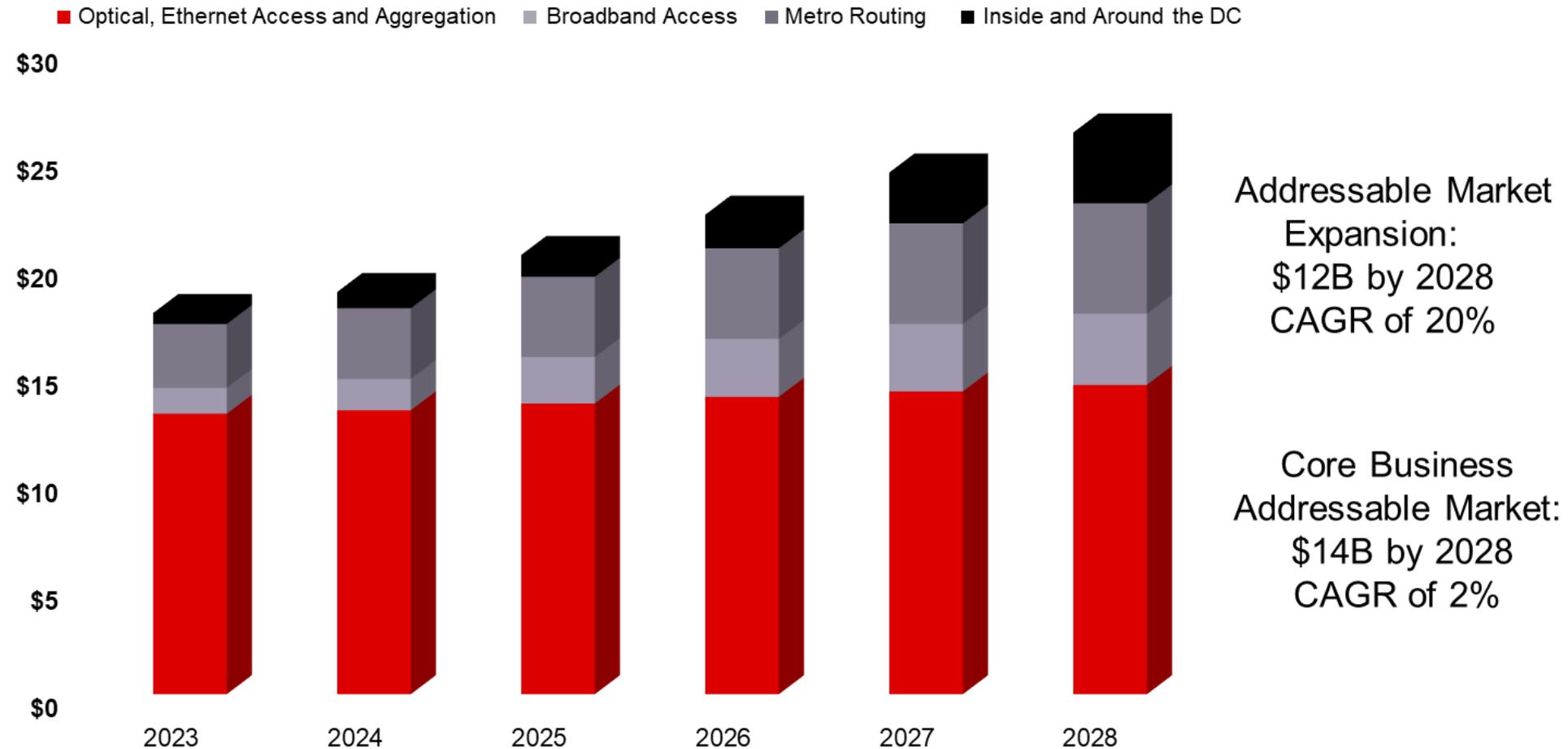- Regional & Long Haul
- Metro DCI
- Campus

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Our growth strategy

Ciena's strategy leverages our optical technology to create expanded addressable market opportunities

Core Business → ## Expansion Opportunities

We specialize in optical to become the best at moving bits over fiber

We are now leveraging our optical leadership to grow into new, adjacent markets

Optical Long Distance	Optical Metro / Region	Converged Access & Metro Networks	Disaggregated Data Center
Submarine Long Haul	Metro DCI	Broadband Access Access & Aggregation IP Routing	AI Fabrics

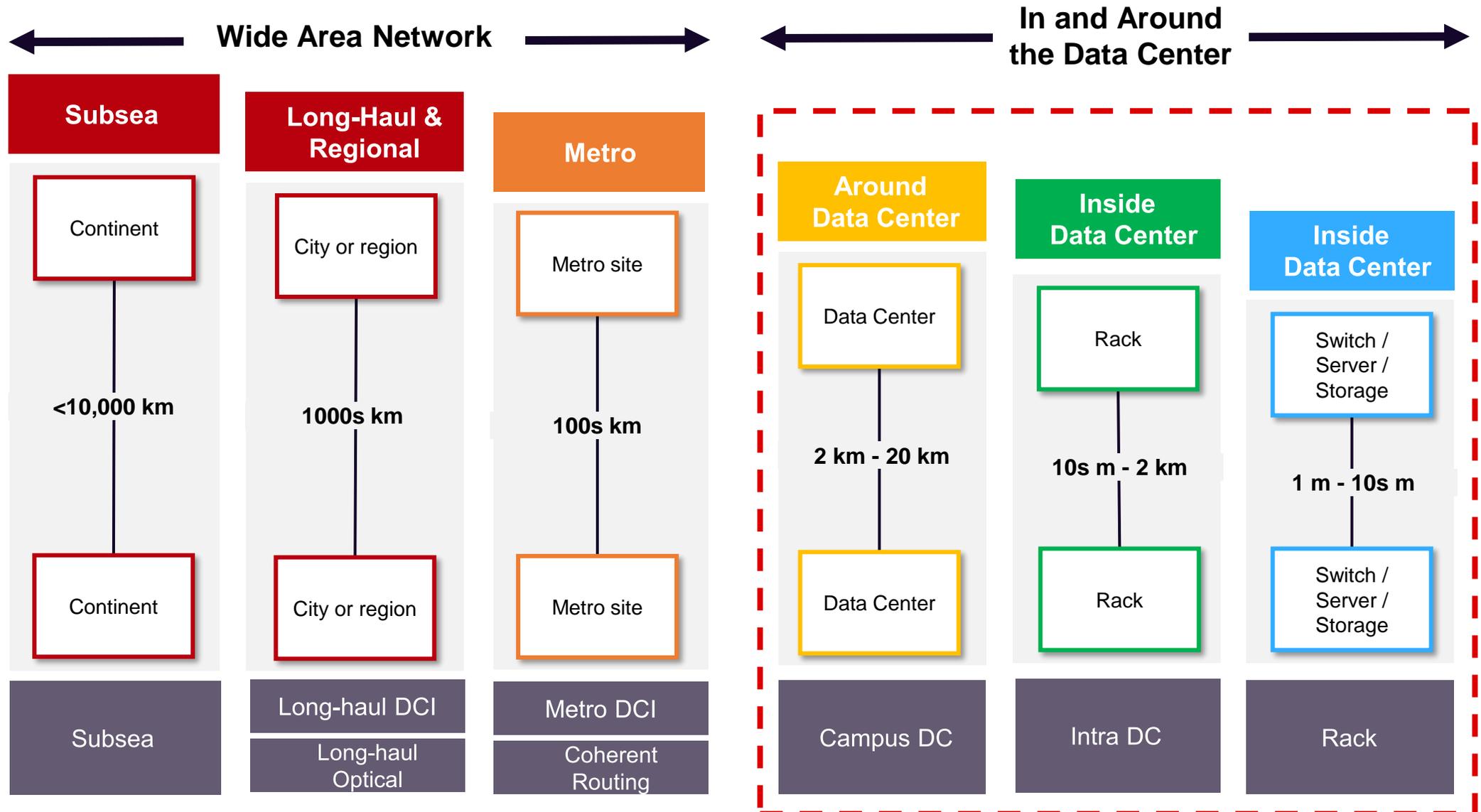| Optical Systems | | PON | Metro Routing | Pluggables | Components |

Optical Foundation

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Our addressable market expansion strategy allows us to access higher-growth markets

Broadband Access, Metro Routing, and Inside and Around Data Center are Key TAM Expansion Opportunities

Legend: ■ Optical, Ethernet Access and Aggregation ■ Broadband Access ■ Metro Routing ■ Inside and Around the DC

Addressable Market Expansion:
$12B by 2028
CAGR of 20%

Core Business Addressable Market:
$14B by 2028
CAGR of 2%

[1]Sources: Dell'Oro, Cignal AI, LightCounting, and Ciena internal analysis.

Network applications based on reach

Wide Area Network

In and Around the Data Center

Subsea	Long-Haul & Regional	Metro	Around Data Center	Inside Data Center	Inside Data Center
Continent	City or region	Metro site	Data Center	Rack	Switch / Server / Storage
<10,000 km	**1000s km**	**100s km**	**2 km - 20 km**	**10s m - 2 km**	**1 m - 10s m**
Continent	City or region	Metro site	Data Center	Rack	Switch / Server / Storage
Subsea	Long-haul DCI Long-haul Optical	Metro DCI Coherent Routing	Campus DC	Intra DC	Rack

Coherent fits where high-bandwidth rates are required in and around the data center

		400G	800G	1.6T	3.2T
	Metro DCI <100km	Coherent	Coherent	Coherent	Coherent
Around DC	**Campus <20km**	IMDD	IMDD / Coherent	IMDD / Coherent	Coherent
Inside DC	**Fabric <2km**	IMDD	IMDD	IMDD / Coherent	IMDD / Coherent
	AI Cluster Optics/Copper <500m	IMDD	IMDD	IMDD	IMDD / Coherent

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Ciena is expanding to serve a broader ecosystem and range of opportunities

Systems	Coherent Modules	DSP ASIC	High-speed Analog and Electro-optics
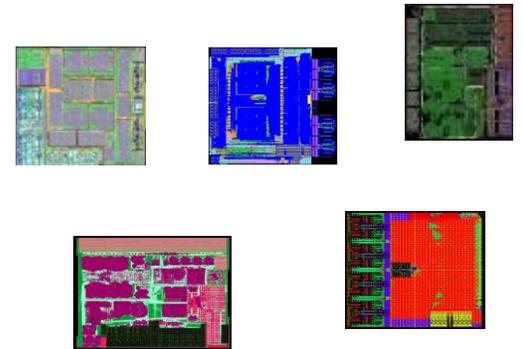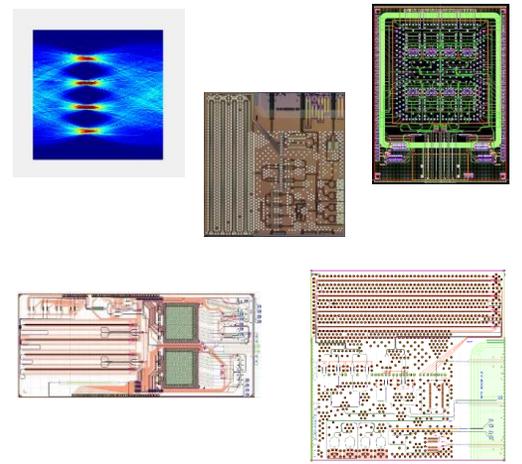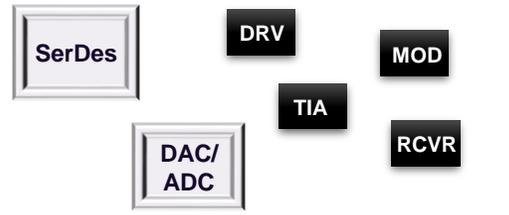
TODAY | **EXPANSION**

SerDes – Serializer-deserializer
DSP – digital signal processor
DAC/ADC – digital/analog converter
ITLA – laser assembly

DRV – driver
RCVR – receiver
MOD – modulator
TIA – transimpedance amplifier

Ciena interconnects roadmap to address multiple IMDD applications

		400G	800G	1.6T	3.2T
	Metro DCI <100km	Coherent	Coherent	Coherent	Coherent
Around DC	**Campus <20km**	IMDD	IMDD / Coherent	IMDD / Coherent	Coherent
Inside DC	**Fabric <2km**	IMDD	IMDD	IMDD / Coherent	IMDD / Coherent
	AI Cluster Optics/Copper <500m	IMDD	IMDD	IMDD	IMDD / Coherent

■ High-speed interconnects for IMDD in the data center

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Two-pronged "In and around the data center" strategy

Wide Area Network — In and Around the Data Center
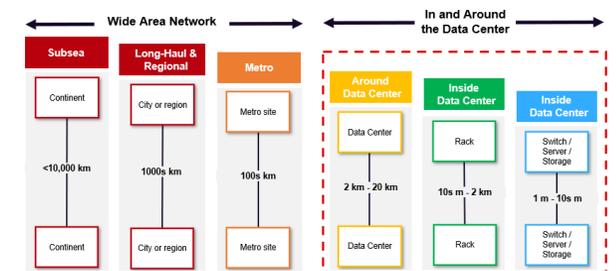
TODAY

Address the Metro DCI market with WL5 Nano (400ZR/ZR+) and WL6 Nano (800ZR/ZR+)

COHERENT

IMDD

2026

Address the growing metro campus DC market (2-20km) ("Around the DC") with our 1.6T Coherent-Lite solution - a variant of WL6 Nano

FUTURE

Access the Inside DC market by combining our high-speed interconnects technologies (DSP, Analog ICs) with IMDD technologies (EML, plugs, assembly)

FUTURE

Intercept the Inside DC market with our coherent optical plugs and components as data rates increase to 3.2T and beyond

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Thank You