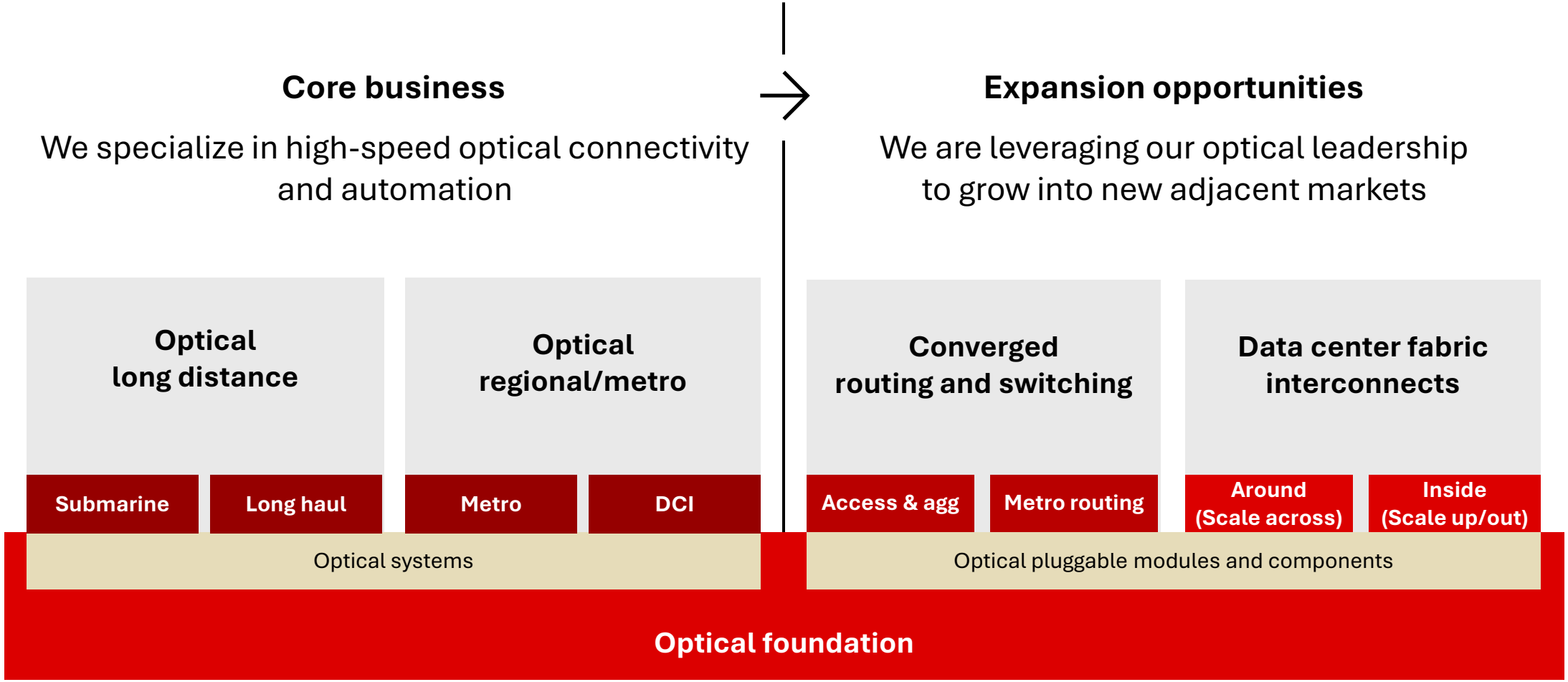
Ciena at OFC 2026

March 2026

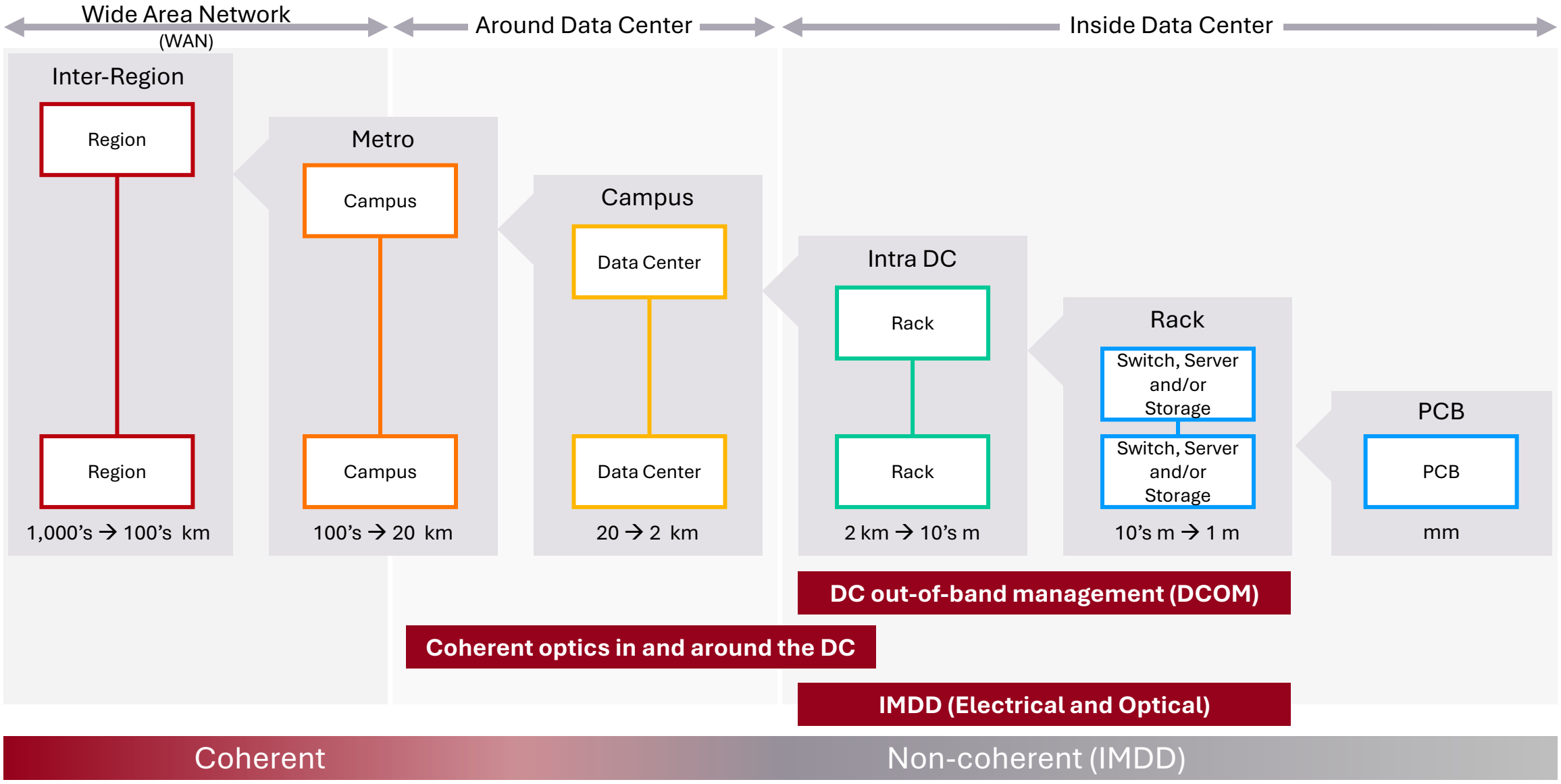
Ciena Investor Relations

Ciena’s business overview

Optical technology underpins Ciena's business



Data center interconnect applications are expanding



Q1 2026 adjusted financial results

Revenue	Gross Margin	Earnings per Share
$1.43B	**44.7%**	**$1.35**
+33% YoY +$37M over Guide	Flat YoY 120 bps over Guide	+111% YoY

March 2026 financial guidance

	Q2 2026	FY 2026
Revenue	$1.5B +/- $50M	$5.9B - $6.3B
Gross Margin	43.5% - 44.5%	43.5% - 44.5%
Operating Expense	$375M - $390M	$1.52B - $1.53B
Operating Margin	17.5% - 18.5%	17.5% - 19.5%

Financial priorities: Delivering growth and profitability

Gross Margin Expansion

- Q1 2026 printed at 44.7% – ahead of expectations
- Tailwinds: capacity infill mix, engineering cost reductions, price increases
- FY2026 gross margin guide: **43.5%–44.5%** (+130bps vs. 2025)

Mid-40s is a waypoint, not an end game. Pricing, cost engineering, and new product transitions are all levers - we expect multi-year gross margin expansion.

Operating Leverage

- Q1 2026 adj. operating margin: **17.9%** (+190bps vs. guide midpoint)
- Reinvesting from headcount actions, BBA shift, prior-year resets
- FY2026 OpEx guide: **~$1.52B–$1.53B**
- FY2026 operating margin guide: **17.5%–19.5%**

Committed to holding OpEx about flat in 2026 while investing in new interconnect opportunities. The result: significant operating leverage as revenue grows.

Balance Sheet Strength

- Q1 2026 cash from operations: **$228M**
- Q1 2026 cash balance: **$1.4B**
- Cash conversion days down 3; inventory turns at 3.2x

A balanced, disciplined approach to working capital. Strong cash generation gives us flexibility to invest aggressively in R&D and innovation while returning capital to shareholders.

Disciplined Capital Allocation

- Q1 2026 CapEx: **$74M** (~2–3x avg. of prior 12 quarters)
- Q1 2026: $81M deployed in share repurchases (~400K shares) under the $1B Plan
- Investing in contract mfg. capacity expansion – benefits in H2 2026 and into 2027
- Securing long-term component supply commitments to reduce supply chain risk

Expanding capacity to meet enormous demand and capture the multi-year growth opportunity ahead. Repurchases and the Nubis acquisition reflect the same capital discipline.

Ciena at OFC 2026

OFC 2026: Ciena's advanced technology demos

Ciena Booth #1927

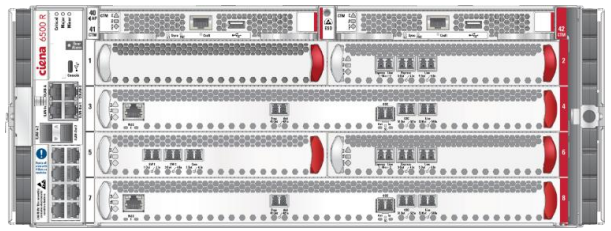
- Programmable photonics
  - Reconfigurable Line System (RLS) C&L Band
  - RLS Hyper-Rail
- Next-gen coherent technology
  - WaveLogic 6 Nano 800 Gb/s (ZR/ZR+) coherent pluggables
  - WaveLogic 6 Nano Coherent-Lite pluggables
  - Full spectrum transponders
- Innovation in and around the data center
  - Vesta CPO (co-packaged optical) solutions
  - Nitro 2004 copper cable extender for ACC (active copper cables)
  - Data Center Out-of-band Management (DCOM)

OFC 2026: Ciena's programmable photonics

Hyper-Rail: Programmable photonic line systems

New support for scale-across applications

- **RLS C&L-band protected DCI configuration**
- Dramatically improves power and space efficiency needed to support extreme capacity growth at Intermediate Line Amplification (ILA) sites with new **RLS hyper-rail** amplification configurations featuring both **600mm and 300mm** variants



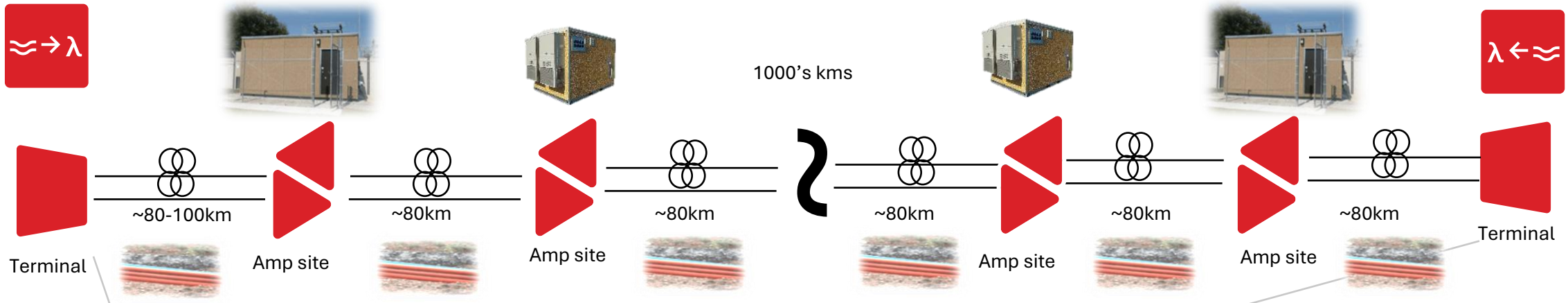
RLS C&L-Band point-to-point DCI config

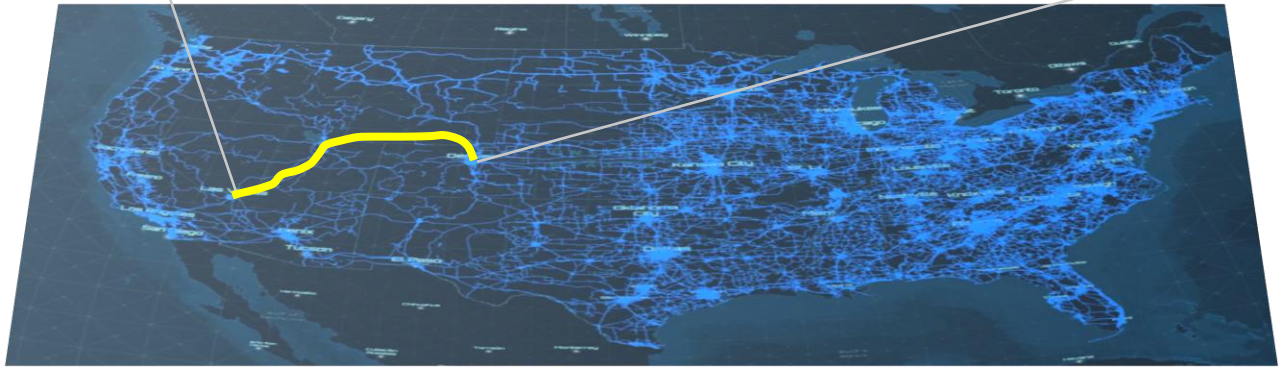
RLS Hyper-Rail, 300mm and 600mm variants

<u>The Demand Signal Is Structural</u>

- Scale-across represents a new market: distributed AI compute interconnected across distance via high-speed optical networks
- Hyperscalers have committed $600B+ in aggregate 2026 CapEx - driven by AI training and inference at scale

A typical regional or long-haul fiber system





Amp sites (Huts)

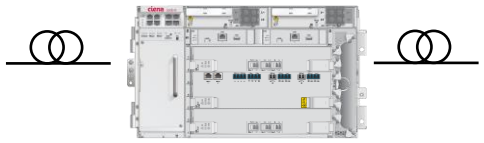
- Geographically isolated
- Power constrained (3kw/rack)
- 4 fiber pairs (rails) per rack
- ~$1M/hut construction cost

AI is driving demand for 1000s of fibers on key inter-data center routes

Hyper-rail: Massive densification of amplifier sites for space, power, capacity, and cost benefits

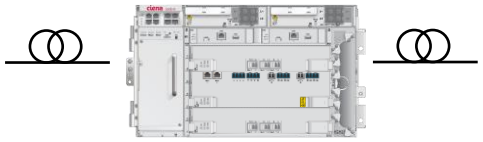
Line amp sites **TODAY**
4 rails/rack, 16 rails/hut
All capacity within one hut

4 rails / rack
1 hut



20 Petabit/sec **AI example**
With today's technology:
22 huts!

4 rails / rack
22 huts



New multi-rail design

32x density improvement!

Same space and power

New multi-rail innovation:
20 Petabit/sec
1 hut!

128 rails / rack
1 hut

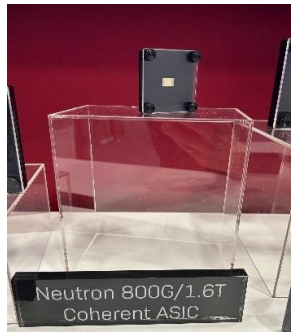
Ciena is at the forefront of hyper-rail development for AI networks

ciena

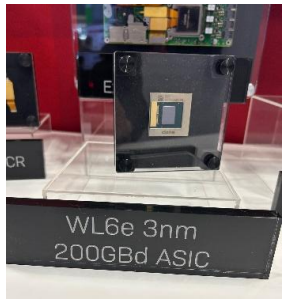
OFC 2026: Ciena's next-gen coherent technology

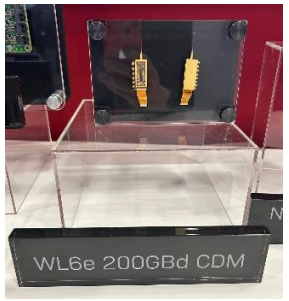
Simplify scale-across connectivity

- Expand 800G pluggable connectivity across more applications with **WL6 Nano (WL6n) 800G PKT-MAX at 135GBaud**
  - In addition to 800ZR and 800G ZR+ with interoperable PCS
  - Available in both C- and L-band



- Ciena demonstrating successful WL6n 800ZR and 800G ZR+ multivendor line interop at OIF Booth, with both C-band and L-band WL6n plugs

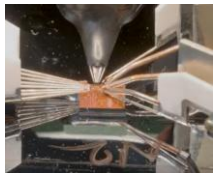




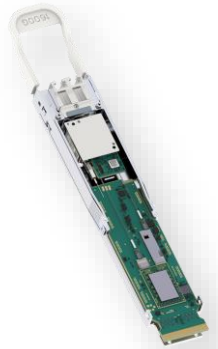
OFC 2026: Ciena's next-gen coherent technology

Evolution to 1.6T Coherent pluggables and Full Spectrum Transponders (FST)

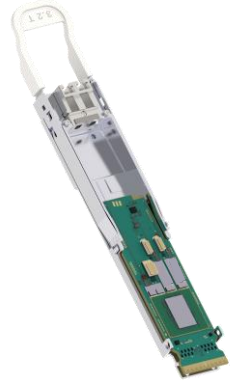
- Ultra-high-bandwidth building blocks enable future **1600ZR/1600ZR+ and 2x 1.6T Coherent-Lite** solutions



2nm silicon under test



1600ZR design



1600ZR+ design

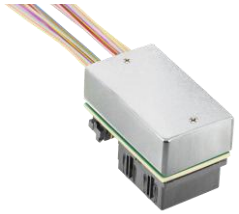
- Full spectrum transponders light the full spectrum on a fiber pair in a single system, simplifying installation, reducing hardware overhead, and enabling efficiency in quickly deploying large chunks of capacity

32 x OSFP
(Octal Small Form-factor Pluggable)

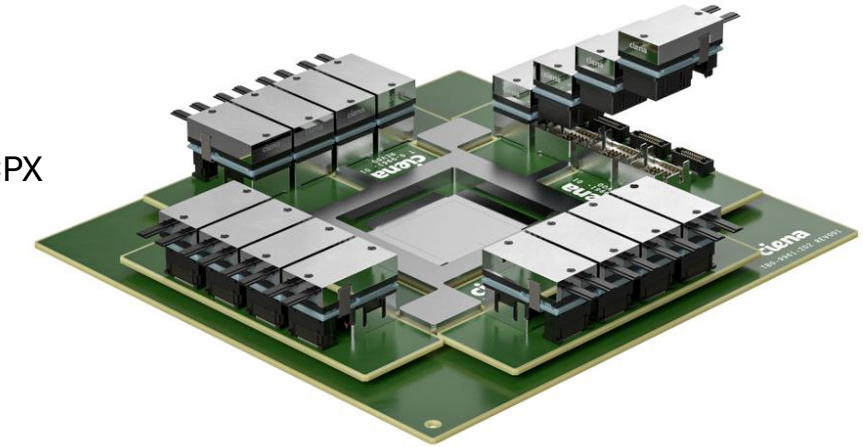
32 x MPO / 8 x ELSFP
(External Laser Small Form-factor Pluggable)

OFC 2026: Ciena's innovation in and around the data center

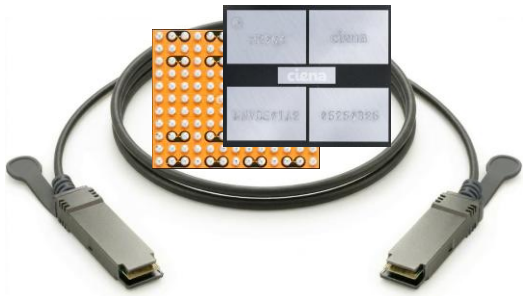
Intra-DC networking – Optimize scale-up and scale-out



Vesta 200 6.4T CPX



Nitro



Ciena's Vesta 200 6.4T CPX Optical Engine for co-packaged optics (CPO) minimizes power, and maximizes density and flexibility

- CPX connector supports both CPO and co-packaged copper, enabling flexible configurability

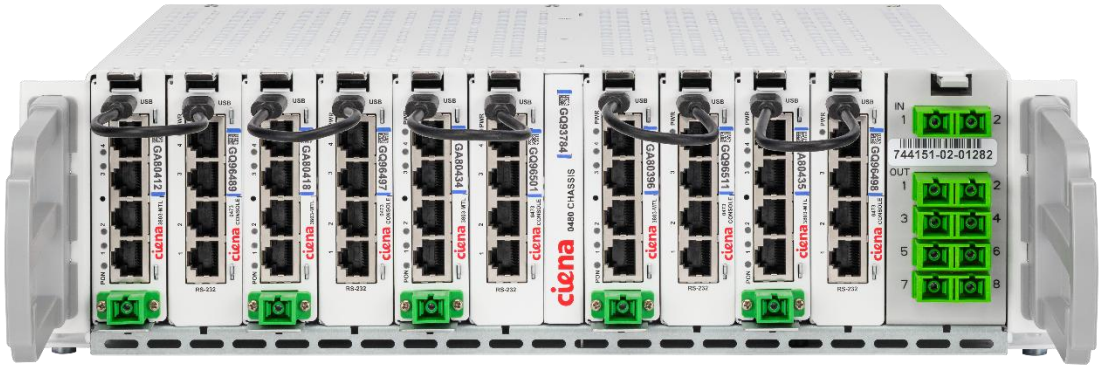
Ciena's Nitro 2004 Linear Redriver delivers performance for massive volume scale-up networks

<u>Industry-first, Commercially advancing</u>

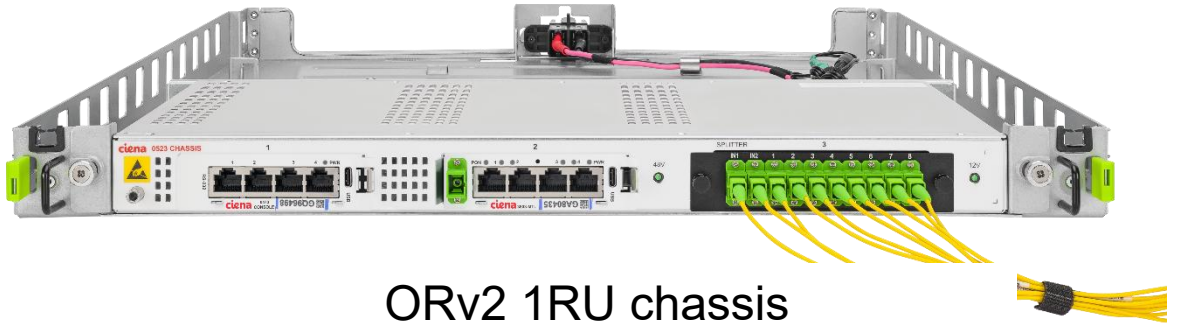
- Vesta 200 - the industry's first high-density, low-power, open-ecosystem pluggable CPO solution
  - Customer samples available Q2 CY2026
  - Active discussions with cloud providers and partners
- Nitro linear redriver - reduces power by up to 80% vs. AEC solutions
  - Samples available Q2 CY2026
- Both products extend Ciena's open architecture strategy into the data center

OFC 2026: Ciena's innovation in and around the data center

DCOM – Smart, scalable, out-of-band data center management



ORv3 4RU chassis
(Open Rack v3)



ORv2 1RU chassis
(Open Rack v2)

Created via Meta collaboration, Engaged with additional Hyperscalers

- Designed to meet hyperscale provisioning and configuration requirements at scale
- Technical discussions underway with two additional major global hyperscalers
- Competitive moat: vertical integration, proprietary software, and deep customer collaboration

- **Simplifies Ops** – Automated, fiber-based PON reduces workflows and expertise needed
- **Maximizes Efficiency** – Less equipment, space, power, and cooling
- **Lowers TCO** – Fewer devices, less power, lower costs

OFC 2026: Ciena's innovation across the AI networking stack

Product	Value Proposition / Differentiation
1600ZR/1600ZR+	Next-generation pluggable that offers 1.6Tb/s wavelength capacity
DCOM (Data Center Out-of-Band Management)	Simplifies how operators monitor and manage AI network infrastructure - fewer devices, less manual intervention, lower operating costs
Full Spectrum Transponder (FST)	Enables operators to light an entire fiber's capacity on Day One rather than wavelength by wavelength - faster deployment, lower operating cost for AI infrastructure builds
Nitro 2004 Linear Redriver	Extends the reach of copper cables inside data centers, enabling hyperscalers to scale up AI compute clusters at lower cost than retimed or optical alternatives
RLS C&L Band	Doubles the data-carrying capacity of a single fiber pair - more throughput without laying new fiber; Custom config created for Scale-Across application, designed for data center rack deployment
RLS Hyper-Rail	Collapses what would require many separate amplifier sites into just 1; Provides up to 32x increase in fiber density, up to 75% reduction in power
Vesta 200 CPO Optical Engine	The industry's highest-density, lowest-power open pluggable optical engine for co-packaged optics, purpose-built for AI data center power constraints
WaveLogic 6 Nano 800 Gb/s ZR/ZR+ and PKT-MAX	Highest-capacity coherent pluggables today, enabling hyperscalers to move more data between data centers in a smaller, lower-power form factor
Waveserver (High-bandwidth / DCI)	High-capacity data center interconnect with built-in quantum-safe encryption - protects critical data in transit at scale; Main platform deployed with WaveLogic 6 Extreme 1.6T performance optics
Waveserver E-Series	A compact, energy-efficient platform that aggregates traffic at the network edge; Lowers the cost of connecting metro locations to core AI infrastructure

Ciena’s speaking sessions

Ciena Speaking Sessions

SCALE UP / INTRA-DC

Short Course SC105: Modulation Formats and Receiver Concepts for Optical Transmission Systems
Peter Winzer, Ciena; Vivian Chen, Nokia Bell Labs | Sun, Mar 15, 8:30 – 11:30

Optica Exec Forum: “Scale-Up Data Center Networks” Panel
Peter Winzer; A. Bechtolsheim (Arista), D. Alduino (Meta), D. Lazovsky (Celestial AI) | Mon, Mar 16, 16:30 – 17:40

COHERENT / PLUGGABLES

Workshop: Will Coherent Pluggables Take Over Everything?
Helen Xenos; M. Newland (Google), P. Pecci (Meta), A. Schmitt (Cignal), others | Sat, Mar 15, 13:00 – 15:30, Rm 408B

Invited N3: The role of pluggables vs. embedded transponders in optical networks
Sebastien Gareau, Ciena

Panel: Probabilistic Amplitude Shaping after 10 years: Where are we Now, and What is to Come?
Ian Roberts, Georg Bocherer; J. Cho (Nokia), O. Vassilieva (1Finity) | Mon, Mar 16, 16:30 – 18:30, Rm 502A

WL7n / FST / CPO

Workshop: Optical Networking for AI Datacenters: Technology Enablers and Key Applications
David Boertjes; G. Patronas (NVIDIA), P. Roorda (Lumentum), others | Sat, Mar 15, 13:00 – 15:30, Rm 502B

Invited S2: Co-Design of Electronic and Photonic Systems for Future LPO, NPO, and CPO
Guilhem de Valicourt, Ciena

Ciena Speaking Sessions (cont'd)

WL7n / FST / CPO

16-ch Silicon-Photonics Optical Engine Enabling PAM6 Transmission with BER < 1E-9
Son Le | Mon, Mar 16, 16:30 – 18:30, Rm 403B

Market Watch: Market Status and Enabling Technologies of 1.6 Tb/s and Beyond
Robert Keys; R. Pancholy (Broadcom), B. Zhang (Marvell), others | Tue, Mar 17, 12:30 – 14:00, Theater I

Market Watch: Advanced Packaging and Co-Packaging for Efficient Optical Systems
Peter Winzer; Shai Cohen (NVIDIA) | Wed, Mar 18, 14:15 – 15:45

Technology Showcase: Direct-to-Plug Liquid Cooling for Next-Gen Pluggable Optics
Bilal Riaz; J-C. Duisit (Staubli) | Wed, Mar 19, 10:45 – 11:15, Theater III

SCALE OUT / INTRA-DC

Panel: Future Photonics for AI: From PICs to Pods to Factories (OCP session)
Karen Liu; A. Bechtolsheim (Arista), K. Raj (Oracle), T. Liljeberg (Intel) | Tue, Mar 17, 16:00 – 17:00, Theater I

AI FOR OPTICAL

Symposia: From Automation to Autonomy: AI Multi-Agents for Next-Gen IP/Optical Operations
Reza Rokui | Wed, Mar 18, 14:00 – 16:00

FIBER SENSING

From Access Fiber to Awareness Grid: Deploying DFOS for Security, Reliability and New Services
Brandon Buscaino; Venk Mutalik (Comcast), NEC Labs, others | Wed, Mar 19, 10:30 – 11:30

Thank you

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