

FACT SHEET

# Who we are

**Ciena (NYSE: CIEN) is a global leader in networking systems, services, and software. We build the world's most adaptive networks—enabling our customers to deliver richer, more connected experiences for all users. At our core, Ciena is a company rooted in people. We prioritize deep, collaborative relationships within our teams and alongside our customers, partners, and communities around the world.**

For three-plus decades, we've brought our humanity to our relentless pursuit of innovation. We continue to lead the evolution of networking with a strong track record of industry firsts. As end-user expectations skyrocket, our customers and their networks must transform. Ciena powers this transformation by driving next-generation solutions built for maximum openness and agility—today and into the future.

## What we offer

Our vision for network evolution is called the Adaptive Network. It enables networks to grow smarter and more agile every day, so customers are always ready for what's next. The Adaptive Network is built upon key foundational elements: Programmable Infrastructure, Analytics and Intelligence, Software Control and Automation, and Services.

With 8,500+ specialists located in 35+ countries, our inspiration to innovate comes directly from the unique dynamics of each customer's business. Ciena engineers have contributed to more than 2,100 active patents, representing a diverse range of inventions that underpin our customers' continued success.

## Ciena at a glance

- **Incorporation:** November 1992
- **NYSE listing:** CIEN
- **FY23 adjusted EPS:** \$2.72
- **FY23 adjusted operating margin:** 13.1%
- **Customers:** 1,600+
- **Patents:** 2,100+
- **Employees:** 8,500+
- **Sales professionals:** 1,000+
- **R&D specialists:** 3,700+

Company milestones include the first:

- 100G transport SDN testbed adopting OpenFlow and an open source controller
- Coherent 40G, 100G, 400G, and 800G
- Carrier Ethernet aggregation switch supporting a virtualized switching architecture
- Packet-optical convergence platform
- Software portfolio purpose-built for service lifecycle automation
- Carrier SDN platform
- Multi-domain orchestrator that integrates data center, NFV, and the WAN

Ciena supports approximately 85% of the world's largest service providers as well as cloud and regional service providers, enterprise networks, financial services, healthcare, utilities, media and entertainment, retail, public sector, and all levels of education.

Sample customers include:

Amazon	Google	SFR
Apple	Internet2	Singtel
Aqua Comms	Interxion	SK Telecom
Arelion	JPNAP	Southern Cross
AT&T	KDDI	Sparkle
Batelco	LG U+	Spark New
Bell Canada	Lightstorm	Zealand
Belnet	Telecom Ventures	STC
Bharti Airtel	Lumen	Sydney Trains
Charter Spectrum	MCTV	TasNetworks
Colt	Meta	Telefonica
Comcast	Microsoft	Telesur
Consolidated Communications	Mobifone	Telstra
Conterra Networks	NEXTDC	T-Mobile
Cox	Neos Networks	Verizon
DISH	NORDUnet	Virgin Media
Equinix	NTT	Vivaro
Etisalat	QTS	Vivo
euNetworks	Reliance Jio	Vodafone
FPT Telecom	Retelit	Zayo

## Headquarters

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## Research and Development centers

- Atlanta, Georgia, USA
- Gurgaon, India
- Montreal, Canada
- Ottawa, Canada
- Québec City, Canada
- San Jose, California, USA

## Investor inquiries:

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