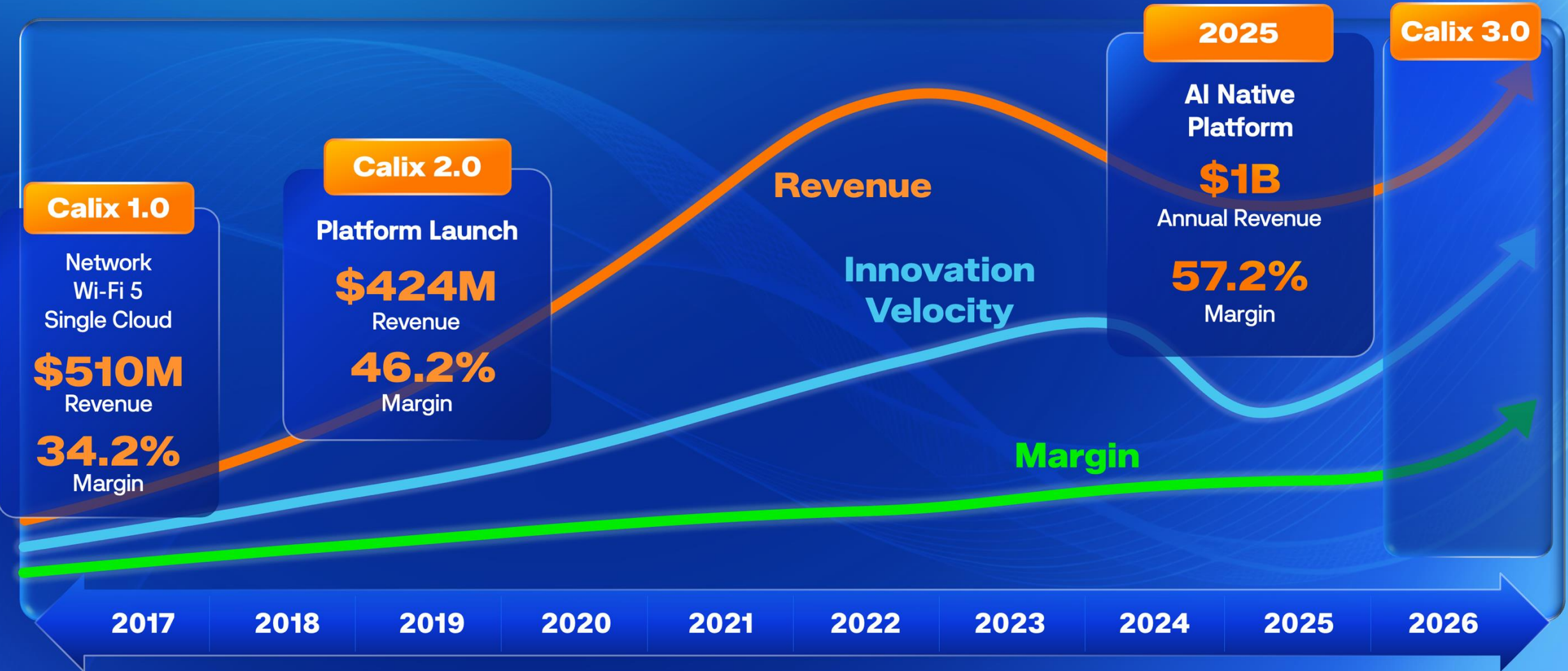




# Mission and Future



# Calix 3.0 Launched March 26, 2026



# We Enter This Period From a Position of Strength



## Innovation Velocity

**72**

Industry Awards  
over last 12 months

**\$2B+**

Invested  
\$200M R&D Budget

**Google**

Strategic Alliance

## Customer & Ecosystem Trust

**94%**

Renewal Rate

**1200+**

Platform Customers

**500M+**

Workflows (2025)

## Talent

**98%**

Employee AI Adoption



**Fortune  
Top 100**

Companies to Work For

**48 Awards**

Culture Awards (12 months)

## 5YR Financial Performance

**126 bps**

Margin Expansion / Year

**\$264M**

Free Cash Flow

**8.4M**

Repurchased shares



# We Enter This Period Contributing to Customer Success

## Our Mission

Enable customers to  
**transform** operations and  
**accelerate** experiences to  
**compete and win**



90%

Market  
Share

verizon

80%

Reduced  
OpEx



75%

Market  
Take Rate



73%

ARPU  
Growth

altafiber

50%

Reduced Power  
Consumption



65%

Increase in First Call  
Resolution



50%

Reduction in  
Truck Rolls



60%

Reduced  
OpEx



530K

Threats  
Blocked



# We Enter This Period as a Trusted Partner

## Our Mission

Enable customers to  
**transform** operations and  
**accelerate** experiences to  
**compete and win**

Allo  
FIBER

23,000

Connected students  
on SmartTown

lumos™

84

Install NPS

TOMBIGBEE  
FIBER

21%

Subscriber Growth

BlueStream  
fiber

4.9/5

Subscriber Satisfaction  
with SmartMDU



# At a **Critical Time** for Customers

## Direct to Consumer Competition Increasing



## Commoditization Rampant



Save up front with 1-year pricing

300mbps  
**\$40** /mo

[Shop offer](#) [Pricing & other info](#)



**\$29.99** /mo. for 24 mos. with a 1-yr. contract and 200 Mbps

Offer requires enrollment in both automatic payments and paperless billing. Ends 1/15/22. Restrictions apply. Not available in all areas. Limited to Performance Pro internet with up to 200 Mbps download speeds for new customers. Taxes, fees, and other charges apply, and may change. Early termination fee applies. After contract term, regular rates apply. Actual speeds may vary. For more details, visit [www.cisco.com/netmanagementsolutions](#).

## AI is disrupting EVERY industry



Human Marketing Campaign Velocity



**50**  
Per Week

Agent Assisted Campaign Velocity



**1000's**  
Per Week



**2026+**

**Opportunity**

**1**

**Calix  
Advantage**

**2**

**Platform  
Innovation**

**3**

**Customer  
Success  
Acceleration**



# Calix Advantage



# Leaders Who Partner With Customers to Compete & Win



**Mark Dressler**  
Chief Revenue Officer, Calix



**Jonathan Lindsell**  
Chief Customer Officer, Calix



**Doug McNitt**  
EVP & General Counsel, Calix



**Ed Koloditzky**  
Chief Information Officer, Calix



**Martha Galley**  
Chief Sustainability Officer, Calix



**Shane Eleniak**  
Chief Product Officer, Calix



**John Durocher**  
Chief Operating Officer, Calix



**Parul Kapoor**  
Chief Talent & Culture Officer, Calix



**Cory Sindelar**  
Chief Financial Officer, Calix



# The Calix Team Advantage

2026 YTD

# 9 Awards

2025

# 48 Awards

**FORTUNE**

**100**  
BEST COMPANIES  
TO WORK FOR® 2026

REPVUE  
Top Rated  
Public  
2026

Best Workplaces™  
with Most Trusted Executive Teams  
Great Place To Work.  
CANADA  
2026

'GLASSDOOR'S BEST PLACES TO WORK' 2026

'GLASSDOOR'S BEST PLACES TO WORK' 2026

'GLASSDOOR'S BEST PLACES TO WORK' 2026

Comparably Best Company for DIVERSITY 2026

Comparably Best Company for OUTLOOK 2026

Comparably Best Company for WOMEN 2026

1ST COMPANY  
Most Innovative Companies 2025

**FORTUNE**  
Newsweek  
Great Place To Work.  
Certified  
Jan 2025 - Jan 2026  
USA

US News  
A WORLD REPORT  
2025

WINNER  
Q3 2025

WOMEN OF THE CHANNEL  
2025

Comparably Best Teams MARKETING 2025

Comparably Best Teams HR 2025

Comparably Best Teams ENGINEERING 2025

Comparably Best Teams SALES 2025

Comparably Best Company for DIVERSITY 2025

Comparably Best CEO 2025

Comparably Best Company CULTURE 2025

Comparably Best Company OUTLOOK 2025

INFHRA  
No Influence - No Interest - No Impairment

Vault  
TOP RANKED  
2026

HR Executive™

2019

# 2 Awards

'GLASSDOOR'  
3.0/5 Rating

Korn Ferry Engaged Performance Awards  
Outstanding Employer 2019



# Innovating with Customers

**15+**

years of  
platform investment

**\$2+**  
Billion

**\$200M**

R&D Budget  
Expanding Calix One

**500M+**

workflows a year

**2.5 Years**

Launching  
CalixOne

**1+** Petabytes

of data processed a day



# Accelerating Features Innovation



# Leading the Market

2026 YTD

2025

## 18 Awards



## 5 Awards



2019

## 2 Awards



Leading Lights AWARDS 2019



# Calix 3.0

## Launched March 26th

**Grow Revenue**

**Win Subscribers**

Sales  
Marketing  
Network Ops  
Field Service



**TEAMS**

 **Agent Workforce**



**MARKETS**

Consumer  
Small Biz  
MDU  
Medium Biz  
Roaming

**Reduce Churn**

**Grow NPS**

# Calix One



# Calix One Platform Expands Revenue



# Calix One Platform Expands TAM to \$32.9B+

