

## Who we are

Ciena (NYSE:CIEN) is a networking systems, services, and software company. We provide solutions that help our customers create the Adaptive Network™ in response to the constantly changing demands of their users.

By delivering best-in-class networking technology through high-touch consultative relationships, we build the world's most agile networks with automation, openness, and scale.

From our founding, Ciena has been a pioneer in the networking industry. Coupled with innovation, our growth and success have been built on our ability to partner with customers—delivering the next-generation solutions they require to build and evolve their networks. These network requirements are driven by changing and often, unpredictable end-user expectations. Our customers want more capacity, more content, and more flexibility, while also demanding less overhead, less complication, and less cost. Our customers and their networks must transform. Ciena is the best partner to guide them through this transformation to build a more intelligent network. We do this by adapting and connecting hardware, services, and software in an open environment to ensure networks are securely 'fit for flexibility' today and into the future.

### What we offer

We believe in a target network end-state—a network that grows smarter, more agile, and more responsive every day. We call it the Adaptive Network™. And it enables customers to optimize their existing frameworks while incorporating new technologies and ways of working. The Adaptive Network is built upon key foundational elements: Programmable Infrastructure, Analytics and Intelligence, Software Control and Automation, and Services.

With approximately 7,000 specialists in more than 35 countries, our inspiration to innovate comes directly from the unique dynamics of each customer's business. Ciena engineers have received more than 2,000 patents, representing a diverse range of inventions that underpin our customers' continued success.

### Ciena at a Glance

Incorporation: November 1992

NYSE Listing: CIEN

FY20 Adjusted EPS: \$2.95

FY20 Adjusted Operating Margin: 17.6%

Customers: 1,700+

Patents: 2,000+

Employees: 7,000+

Sales professionals: 800+

R&D experts: 2,700+

Offices: 60+

## Company milestones include the first:

- 100G transport SDN testbed adopting OpenFlow and an open source controller
- Coherent 40G, 100G, 400G, and 800G
- OTN control plane on an optical switch
- 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 more than 85% of the world's largest service providers being served 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:

Angola Cables	Hawaiki	Southern Cross
AT&T	Internet2	Sprint
Bell Canada	KISTI	Tata Communications
Bharti Airtel	Latin American Nautilus	Telefónica
Bouygues Telecom	Liberty Global	TeliaSonera
British Telecom	NASA	Telmex
CANARIE	NOAA	Telstra
CenturyLink	One Maryland	Telus
Colt	Broadband Network	U.S. Department
Comcast	Rakuten	of Defense
CoreSite	Reliance Globalcom	Verizon
Deutsche Telekom	Reliance Jio	Vimpelcom
DOCOMO PACIFIC	Samsung	Vodafone
Equinix	SEA-ME-WE 4	Windstream
ESnet	Sify	Zayo
Etisalat	SingAREN	

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## Research and Development Centers:

- Atlanta, Georgia
- Austin, Texas
- Bangalore, India
- Gurgaon, India
- Montreal, Canada
- Ottawa, Canada
- Quebec, Canada
- San Jose, California

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