

## 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 so our customers can 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: Software Control and Automation, Programmable Infrastructure, Analytics and Intelligence, and Services.

With 8,600+ 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 2,200 active patents, representing a diverse range of inventions that underpin our customers' continued success.

### **Ciena at a glance**

- **Incorporation:** November 1992
- **NYSE listing:** CIEN
- **FY24 adjusted EPS:** \$1.82
- **FY24 adjusted operating margin:** 9.7%
- **Customers:** 1,600+
- **Patents:** 2,200+
- **Employees:** 8,600+
- **Sales professionals:** 1,000+
- **R&D specialists:** 3,800+

Company milestones include the first:

- 100G transport SDN testbed adopting OpenFlow and an open source controller
- Coherent 40G, 100G, 400G, 800G, and 1.6T
- 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	euNetworks	Reliance Jio
Apple	FPT Telecom	Retelit
Aqua Comms	Google	SFR
Arelion	Internet2	Singtel
AT&T	JPNAP	SK Telecom
Batelco	KDDI	Southern Cross
Bell Canada	LG U+	Sparkle
Bharti Airtel	Lightpath	Spark NZ
Boost Mobile	Lightstorm	STC
BT	Telecom Ventures	Telefonica
Charter Spectrum	Lumen	Telesur
Colt	MCTV	Telstra
Comcast	Meta	T-Mobile
Consolidated Communications	Microsoft	Verizon
Conterra Networks	Mobifone	Virgin Media
Cox	Neos Networks	Vivaro
Digital Realty	NEXTDC	Vivo
DISH	NORDUnet	Vocus
e&	NTT	Vodafone
Equinix	One NZ	Zayo
	QTS	

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