

Calix, Inc.  
**Historical Financial Statements**  
**GAAP and Non-GAAP Statements of Income 2022**  
*(\$ in thousands)*

	GAAP	Non-GAAP	GAAP	Non-GAAP	GAAP	Non-GAAP
	Qtr Ending	Qtr Ending	Qtr Ending	Qtr Ending	Ytd Ending	Ytd Ending
	4/2/2022	4/2/2022	7/2/2022	7/2/2022	7/2/2022	7/2/2022
Revenue:						
Systems	\$ 174,426	\$ 174,426	\$ 191,195	\$ 191,195	\$ 365,621	\$ 365,621
Services	10,522	10,522	10,847	10,847	21,369	21,369
Total revenue	184,948	184,948	202,042	202,042	386,990	386,990
Cost of revenue:						
Systems <sup>(1) (6) (7)</sup>	85,913	85,249	94,448	93,644	180,361	178,893
Services <sup>(2)</sup>	7,243	7,001	7,414	7,183	14,657	14,184
Total cost of revenue	93,156	92,250	101,862	100,827	195,018	193,077
Gross profit	91,792	92,698	100,180	101,215	191,972	193,913
Gross margin %	49.6%	50.1%	49.6%	50.1%	49.6%	50.1%
Sales and marketing <sup>(3)</sup>	36,091	33,609	41,138	38,290	77,229	71,899
Research and development <sup>(4)</sup>	29,817	26,072	30,430	28,171	60,247	54,243
General and administrative <sup>(5)</sup>	16,031	12,406	18,911	14,661	34,942	27,067
Total operating expenses	81,939	72,087	90,479	81,122	172,418	153,209
Operating income	9,853	20,611	9,701	20,093	19,554	40,704
Interest income, net	35	35	240	240	275	275
Other expense, net	(68)	(68)	(272)	(272)	(340)	(340)
Total interest income and other expense, net	(33)	(33)	(32)	(32)	(65)	(65)
Income Taxes <sup>(8)</sup>	1,701	5,535	2,148	5,276	3,849	10,811
Net income	\$ 8,119	\$ 15,043	\$ 7,521	\$ 14,785	\$ 15,640	\$ 29,828
<u>Non-GAAP bridge to GAAP</u>						
(1) Cost of revenue -systems (stock-based compensation)		\$ 373		\$ 419		\$ 792
(2) Cost of revenue - services (stock-based compensation)		242		231		473
(3) Sales and marketing (stock-based compensation)		2,482		2,848		5,330
(4) Research and development (stock-based compensation)		3,745		2,259		6,004
(5) General and administrative (stock-based compensation)		3,625		4,250		7,875
(6) Intangible asset amortization		658		658		1,316
(7) U.S. tariff refund		(367)		(273)		(640)
(8) Income tax effect of non-GAAP adjustments		(3,834)		(3,128)		(6,962)
Total non-GAAP expenses		\$ 6,924		\$ 7,264		\$ 14,188
GAAP net income	\$ 8,119		\$ 7,521		\$ 15,640	

Calix's non-GAAP measures are not in accordance with, or an alternative for, GAAP and may be different from non-GAAP measures used by other companies. In addition, the above non-GAAP Consolidated Statements of Income are not based on a comprehensive set of accounting rules or principles.

Calix, Inc.  
**Historical Financial Statements**  
**Condensed Consolidated Balance Sheet 2022**  
*(\$ in thousands)*

	4/2/2022	7/2/2022
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 44,369	\$ 51,516
Marketable securities	168,756	173,369
Accounts receivable, net	87,952	86,128
Inventory	105,016	98,324
Prepaid expenses and other current assets	34,129	51,505
Total current assets	<u>440,222</u>	<u>460,842</u>
Property and equipment, net	22,307	22,029
Right-of-use operating leases	11,796	10,962
Deferred tax assets	168,685	167,928
Goodwill	116,175	116,175
Other assets	16,061	14,876
Total assets	<u>\$ 775,246</u>	<u>\$ 792,812</u>
<b>Liabilities and stockholders' equity</b>		
Current liabilities:		
Accounts payable	\$ 37,553	\$ 22,951
Accrued liabilities	71,764	74,782
Deferred revenue	32,261	33,511
Total current liabilities	<u>141,578</u>	<u>131,244</u>
Long-term portion of deferred revenue	21,189	24,709
Operating leases	11,656	10,584
Other long-term liabilities	9,018	9,146
Stockholders' equity:		
Common stock	1,616	1,631
Additional paid-in capital	1,014,336	1,032,833
Accumulated other comprehensive loss	(1,552)	(2,261)
Accumulated deficit	(422,595)	(415,074)
Total stockholders' equity	<u>591,805</u>	<u>617,129</u>
Total liabilities and stockholders' equity	<u>\$ 775,246</u>	<u>\$ 792,812</u>

Calix, Inc.  
**Historical Financial Statements**  
**Condensed Consolidated Statement of Cash Flows 2022**  
*(\$ in thousands)*

	Qtr Ending 4/2/2022	Qtr Ending 7/2/2022	Ytd Ending 7/2/2022
<b>Operating activities</b>			
Net income	\$ 8,119	\$ 7,521	\$ 15,640
Adjustments to reconcile net income to net cash provided by operating activities:			
Stock-based compensation	10,467	10,008	20,475
Depreciation and amortization	3,943	3,728	7,671
Deferred income taxes	277	757	1,034
Changes in operating assets and liabilities:			
Accounts receivable, net	(2,733)	1,824	(909)
Inventory	(16,137)	6,692	(9,445)
Prepaid expenses and other assets	(6,738)	(16,530)	(23,268)
Accounts payable	8,186	(14,246)	(6,060)
Accrued liabilities	802	3,420	4,222
Deferred revenue	3,956	4,769	8,725
Other long-term liabilities	(2,777)	(944)	(3,721)
Net cash provided by operating activities	<u>7,365</u>	<u>6,999</u>	<u>14,364</u>
<b>Investing activities:</b>			
Purchases of property and equipment	(3,231)	(2,635)	(5,866)
Purchases of marketable securities	(73,034)	(30,252)	(103,286)
Maturities of marketable securities	<u>56,119</u>	<u>25,333</u>	<u>81,452</u>
Net cash used in investing activities	<u>(20,146)</u>	<u>(7,554)</u>	<u>(27,700)</u>
<b>Financing activities</b>			
Proceeds from common stock issuances related to employee benefit plans	6,023	8,504	14,527
Payments related to financing arrangements	(137)	(495)	(632)
Net cash provided by financing activities	<u>5,886</u>	<u>8,009</u>	<u>13,895</u>
Effect of exchange rate changes on cash and cash equivalents	(69)	(307)	(376)
Net increase (decrease) in cash and cash equivalents	(6,964)	7,147	183
Cash and cash equivalents at beginning of period	51,333	44,369	51,333
Cash and cash equivalents at end of period	<u>\$ 44,369</u>	<u>\$ 51,516</u>	<u>\$ 51,516</u>