

Calix, Inc.  
Historical Financial Statements  
GAAP and Non-GAAP Statements of Income 2023  
(\$ in thousands)

	GAAP	Non-GAAP	GAAP	Non-GAAP	GAAP	Non-GAAP
	Qtr Ending 4/1/2023	Qtr Ending 4/1/2023	Qtr Ending 7/1/2023	Qtr Ending 7/1/2023	Ytd Ending 7/1/2023	Ytd Ending 7/1/2023
Revenue	\$ 250,008	\$ 250,008	\$ 261,016	\$ 261,016	\$ 511,024	\$ 511,024
Cost of revenue <sup>(1) (5)</sup>	121,957	120,499	124,546	123,108	246,503	243,607
Gross profit	128,051	129,509	136,470	137,908	264,521	267,417
Gross margin %	51.2%	51.8%	52.3%	52.8%	51.8%	52.3%
Sales and marketing <sup>(2)</sup>	51,865	47,433	54,596	49,543	106,461	96,976
Research and development <sup>(3)</sup>	43,173	38,861	45,341	40,481	88,514	79,342
General and administrative <sup>(4)</sup>	23,077	16,401	24,722	17,571	47,799	33,972
Total operating expenses	118,115	102,695	124,659	107,595	242,774	210,290
Operating income	9,936	26,814	11,811	30,313	21,747	57,127
Interest income, net	1,640	1,640	2,255	2,255	3,895	3,895
Other income (expense), net	(167)	(167)	163	163	(4)	(4)
Total interest income and other income (expense), net	1,473	1,473	2,418	2,418	3,891	3,891
Income Taxes <sup>(6)</sup>	1,811	6,789	4,856	7,528	6,667	14,317
Net income	\$ 9,598	\$ 21,498	\$ 9,373	\$ 25,203	\$ 18,971	\$ 46,701
<u>Non-GAAP bridge to GAAP</u>						
(1) Cost of revenue (stock-based compensation)		\$ 800		\$ 780		\$ 1,580
(2) Sales and marketing (stock-based compensation)		4,432		5,053		9,485
(3) Research and development (stock-based compensation)		4,312		4,860		9,172
(4) General and administrative (stock-based compensation)		6,676		7,151		13,827
(5) Intangible asset amortization		658		658		1,316
(6) Income tax effect of non-GAAP adjustments		(4,978)		(2,672)		(7,650)
Total non-GAAP expenses		\$ 11,900		\$ 15,830		\$ 27,730
GAAP net income		\$ 9,598		\$ 9,373		\$ 18,971

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 2023**  
*(\$ in thousands)*

	4/1/2023	7/1/2023
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 94,186	\$ 90,187
Marketable securities	162,864	173,941
Accounts receivable, net	92,209	96,980
Inventory	156,513	153,394
Prepaid expenses and other current assets	<u>70,302</u>	<u>84,782</u>
Total current assets	576,074	599,284
Property and equipment, net	27,419	28,836
Right-of-use operating leases	10,060	10,754
Deferred tax assets	167,918	166,331
Goodwill	116,175	116,175
Other assets	<u>17,181</u>	<u>20,388</u>
Total assets	<u>\$ 914,827</u>	<u>\$ 941,768</u>
<b>Liabilities and stockholders' equity</b>		
Current liabilities:		
Accounts payable	\$ 35,376	\$ 35,358
Accrued liabilities	80,838	85,275
Deferred revenue	<u>44,497</u>	<u>41,814</u>
Total current liabilities	160,711	162,447
Long-term portion of deferred revenue	25,121	25,425
Operating leases	8,825	9,504
Other long-term liabilities	2,331	2,622
Stockholders' equity:		
Common stock	1,656	1,658
Additional paid-in capital	1,097,596	1,112,434
Accumulated other comprehensive loss	(1,307)	(1,589)
Accumulated deficit	<u>(380,106)</u>	<u>(370,733)</u>
Total stockholders' equity	717,839	741,770
Total liabilities and stockholders' equity	<u>\$ 914,827</u>	<u>\$ 941,768</u>

Calix, Inc.  
**Historical Financial Statements**  
**Condensed Consolidated Statement of Cash Flows 2023**  
*(\$ in thousands)*

	Qtr Ending 4/1/2023	Qtr Ending 7/1/2023	Ytd Ending 7/1/2023
<b>Operating activities</b>			
Net income	\$ 9,598	\$ 9,373	\$ 18,971
Adjustments to reconcile net income to net cash provided by operating activities:			
Stock-based compensation	16,220	17,844	34,064
Depreciation and amortization	3,723	4,192	7,915
Deferred income taxes	(681)	1,565	884
Net accretion of available-for-sale securities	(708)	(1,189)	(1,897)
Changes in operating assets and liabilities:			
Accounts receivable, net	1,595	(4,771)	(3,176)
Inventory	(7,353)	3,119	(4,234)
Prepaid expenses and other assets	(7,083)	(19,040)	(26,123)
Accounts payable	(5,899)	(406)	(6,305)
Accrued liabilities	(8,688)	8,186	(502)
Deferred revenue	11,005	(2,379)	8,626
Other long-term liabilities	(3,617)	970	(2,647)
Net cash provided by operating activities	<u>8,112</u>	<u>17,464</u>	<u>25,576</u>
<b>Investing activities:</b>			
Purchases of property and equipment	(4,618)	(5,489)	(10,107)
Purchases of marketable securities	(54,908)	(50,980)	(105,888)
Maturities of marketable securities	56,248	40,975	97,223
Net cash used in investing activities	<u>(3,278)</u>	<u>(15,494)</u>	<u>(18,772)</u>
<b>Financing activities</b>			
Proceeds from common stock issuances related to employee benefit plans	12,471	5,813	18,284
Repurchases of common stock	(1,183)	(8,817)	(10,000)
Payments related to financing arrangements	(1,066)	(3,022)	(4,088)
Net cash provided by (used in) financing activities	<u>10,222</u>	<u>(6,026)</u>	<u>4,196</u>
Effect of exchange rate changes on cash and cash equivalents	57	57	114
Net increase (decrease) in cash and cash equivalents	15,113	(3,999)	11,114
Cash and cash equivalents at beginning of period	79,073	94,186	79,073
Cash and cash equivalents at end of period	<u>\$ 94,186</u>	<u>\$ 90,187</u>	<u>\$ 90,187</u>