#### **Calix Q4 2013 Financial Results**

#### **Issued February 11, 2014**

Simplicity. Connected. Everywhere.



#### **Safe Harbor**

All statements other than statements of historical facts contained in this presentation, including statements regarding our future operations and financial position, business strategy and plans and objectives of management for future operations, are forward-looking statements. In some cases, forward-looking statements can be identified by terminology such as "believe," "may," "estimate," "continue," "anticipate," "intend," "should," "plan," "expect," "predict," "potential," or the negative of these terms or other similar expressions.

This presentation includes forward-looking statements regarding future events, including but not limited to, our development of new products that will continue to help our customers transform their networks; the adoption of gigabit services; our growth drivers; the ongoing expansion of our total addressable market; the future business and financial performance of the Company; and our long-term model for revenue, gross margin, operating expenses and operating profit margin. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our financial condition, results of operations, business strategy and financial needs. These forward-looking statements are subject to a number of risks, uncertainties and assumptions described in our filings with the Securities and Exchange Commission ("SEC"), especially in the "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of Calix's Annual Report on Form 10-K filed with the SEC for fiscal year 2012, our current reports on Form 8-K and other SEC filings, including our Form 10-Qs.

You should not rely upon forward-looking statements as predictions of future events. We cannot assure you that the events and circumstances reflected in the forward-looking statements will be achieved or will occur. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. Moreover, neither we nor any other person assume responsibility for the accuracy and completeness of the forward-looking statements. Except as required by law, we undertake no obligation to update publicly any forward-looking statements for any reason to conform these statements to actual results or to changes in our expectations. You should read our SEC filings and the documents that we have filed with the SEC as exhibits to those filings, with the understanding that our actual future results, levels of activity, performance and achievements may be materially different from what we expect.



## Q4 2013: Consistent with Preliminary Results\*

- \$94.0 million revenue *in line* with preliminary results announced on Jan 8th
  Up 3% from Q4 2012; off 9% from record revenue in Q3 2013
  International sales up 75% from Q4 2012 and 27% compared to Q3 2013
- ◀ 45.2% GM below Oct. 29th guidance of 46% to 47%\*\*
  - Up from 43.2% in Q4 2012 due to improving product and customer mix
  - Sequential decline due to different mix and lower revenue level than initially expected
- \$41.0 million OpEx\*\* favorable to Oct. 29th guidance of \$43 to \$44 million
  - Strong OpEx management in response to lower revenue levels, including elimination of Q4 bonus expense accrual
- Scents of EPS\*\* at the *mid point* of our Jan. 8th preliminary results
  - Declined from 20 cents in Q3 2013 and 6 cents in Q4 2012
- ◀ \$83.0 million total cash\*\*\* up again
  - Up \$36.0 million from the end of 2012
  - Up \$2.9 million from prior quarter

\*\*Gross margin, Operating expenses and EPS are non-GAAP measures. Please see reconciliation in the appendix of this slide deck.

\*\*\*Cash, Cash Equivalents and Restricted Cash.

<sup>\*</sup>Preliminary results for revenue and non-GAAP EPS announced on Jan. 8, 2014. Revenue, Operating Expenses and EPS guidance issued on Oct. 29, 2013.

### **FY 2013: Growing Footprint** Record Revenue

- Record revenue, up 15.9% over 2012
  - Growing adoption of Calix Unified Access solutions, including over two dozen service provider networks
  - Solid progress penetrating into new domestic and international markets
- GM\* continues progress toward long-term model of low 50% range
  - Up 290 basis points from 44.4% in 2012 to 47.3% in 2013
  - Increasing mix of higher margin E-series solutions
- Operating margin expansion demonstrates leverage potential
  - Up 129% from 2.3% in 2012 to 5.2% in 2013
- Total cash\*\* increased by \$36.0 million in 2013
  - Strong balance sheet management
  - No debt plus established new credit facility providing access to an additional \$50 million

\*Gross margin, Operating expenses and EPS are non-GAAP measures. Please see reconciliation in the appendix of this slide deck. \*\*Cash, Cash Equivalents and Restricted Cash.



# **Growing Adoption Gigabit Deployments**

Transitioning from business requirement to service provider differentiator



#### The gigabit deployment leader

Calix gigabit networks in over two dozen service provider networks

#### Sample Calix Gb customers

Tier 1s / PTTs CenturyLink



**Canby**Telcom

LiveAir**Networks** 

connecting OLDS

1865 THE UNIVERSITY OF

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- Universities











#### **Expanding Calix Customer Footprint**

#### December 2013

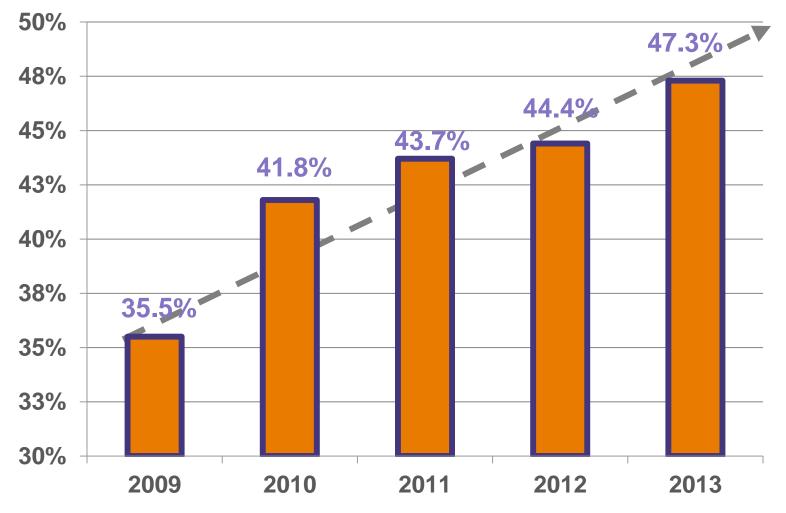
#### Newly integrated T-Series ONT family on Calix E7 significantly expands fiber access portfolio

Global service providers benefit from common operational model across urban BLM1500 and suburban/rural E7-2 deployments



#### **Unified Access Portfolio Valued by Customers**

Networking innovations are driving Calix margin growth\*





\*Non-GAAP . Please see appendix for reconciliations between GAAP and Non-GAAP Gross Margin.

## Progress Toward Long Term Model Leverage and Product Mix Opportunities

\$s in millions	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	Long Term Model
Revenue	\$232.9	\$287.0	\$344.7	\$330.2	\$382.6	Double digit
Yr/Yr Chg	-7.0%	23.2%	20.1%	-4.2%	15.9%	growth rate
Gross Margin*	35.5%	41.8%	43.7%	44.4%	47.3%	Low 50% range
Operating Expenses*	37.2%	35.4%	38.1%	42.1%	42.0%	Low 30% range
Operating Profit*	-1.7%	6.3%	5.5%	2.3%	5.2%	High teens low 20% range

\*Non-GAAP metrics; see reconciliation in the appendix and historical financial results on Calix's Investor Relations website.



### Q4 2013 Financial Results vs. Guidance

\$s in millions, except EPS	Actual Results	Preliminary Results Issued on Jan. 8, 2013	Q4 2013 Guidance Issued on Oct. 29, 2013	Comments
Revenue	\$94.0	\$93.5 to \$94.5 million	\$97 to \$103 million	Larger than expected impact of no budget flush, including larger customers
Gross Margin*	45.2%		46% to 47%	Differenct customer and product mix and lower revenue absorption of OCOGS than anticipated
Operating Expenses*	\$41.0		\$43 to \$44 million	Responded to lower demand, expense management included elimination of Q4 bonsus accrual
EPS*	\$0.03	\$0.02 to \$0.04 per share	\$0.03 to \$0.08 per share	In line with Jan. 8th preliminary results and Oct. 29 guidance range
Cashflow from operations	\$4.0		Positive	Strong collection activity

\*Non-GAAP metrics; see reconciliation in the appendix.



#### Income Statement Summary Q4 2013 vs. Prior Quarter and Year

\$s in millions, except EPS	Actual Q4 2013	Actual Q3 2013	Actual Q4 2012	% Chg Q4 13 vs. Q3 13	% Chg Q4 13 vs. Q4 12
Revenue	\$94.0	\$103.6	\$91.4	-9.3%	2.8%
Domestic	\$80.4	\$92.9	\$83.6	-13.5%	-3.8%
International	\$13.6	\$10.7	\$7.8	27.1%	74.7%
10% or greater customers	1	1	1		
Gross Margins*	45.2%	48.1%	43.2%	-6.0%	4.6%
Operating Expenses*	\$41.0	\$40.3	\$36.7	1.7%	11.7%
<b>Operating Income*</b>	\$1.5	\$9.6	\$2.8	-84.4%	-46.4%
EPS*	\$0.03	\$0.20	\$0.06	-85.0%	-50.0%

\*Non-GAAP metrics; see reconciliation in the appendix.



#### Income Statement Summary 2013 vs. 2012

\$s in millions, except EPS	Actual FY 2013	Actual FY 2012	Chg FY 13 vs. FY 12	% Chg FY 13 vs. FY 12
Revenue Domestic International 10% or greater customers	<b>\$382.6</b> \$333.4 \$49.2 1	<b>\$330.2</b> \$306.0 \$24.2 1	<b>\$52.4</b> \$27.4 \$25.0 0	<b>15.9%</b> 9.0% 103.3%
Gross Margins*	47.3%	44.4%	2.9%	
Operating Expenses*	\$160.9	\$139.0	\$21.9	15.8%
Operating Income*	\$20.0	\$7.6	\$12.4	163.2%
EPS*	\$0.39	\$0.15	\$0.24	

\*Non-GAAP metrics; see reconciliation in the appendix.



#### Selected Balance Sheet Metrics Show Improvements

\$s in millions Cash* CF From Operating Activities	Actual Q4 2013 \$83.0 \$4.0	Actual Q3 2013 \$80.1 \$13.6	Actual Q4 2012 \$47.0 \$2.9	% Chg Q4 13 vs. Q3 13 3.6% -70.6%	% Chg Q4 13 vs. Q4 12 76.6% 37.9%
DSOs	41 Days	46 Days	51 Days		
<b>Inventory</b> Dollars Turns	\$51.1 4.1 x	\$39.4 5.0 x	\$43.3 5.3 x	29.7%	18.0%
Deferred Revenue	\$53.3	\$63.4	\$55.1	-15.9%	-3.3%

\*Cash includes Cash, Cash Equivalents and Restricted Cash



#### **Other Metrics**

\$s in millions, on GAAP basis	Actual Q4 2013	Actual Q3 2013	Actual Q4 2012
Capital Expenditures	\$1.5	\$2.2	\$2.3
Depreciation	\$2.4	\$2.4	\$2.2
Stock Based Compensation			
COGS	\$0.4	\$0.4	\$0.3
R&D	\$1.2	\$1.2	\$1.1
S&M	\$1.4	\$1.4	\$1.3
G&A	\$1.9	\$2.0	\$1.7
Total	\$4.9	\$5.0	\$4.5
Amortization of Intangibles	\$4.6	\$4.6	\$4.6



#### **Non-GAAP to GAAP Reconciliation**

The Company uses certain non-GAAP financial measures in this press release to supplement its consolidated financial statements, which are presented in accordance with GAAP. These non-GAAP measures include non-GAAP net income and non-GAAP basic and diluted income per share. These non-GAAP measures are provided to enhance the reader's understanding of the Company's operating performance as they exclude certain non-cash or non-recurring charges for stock-based compensation, amortization of acquisition-related intangible assets, utilization of inventory credit, gain from bargain purchase of Ericsson's fiber access assets, and acquisition-related expenses, which the Company believes are not indicative of its core operating results. Management believes that the non-GAAP measures used in this press release provide investors with important perspectives into the Company's ongoing business performance and management uses these non-GAAP measures to evaluate financial results and to establish operational goals. The presentation of these non-GAAP measures is not meant to be a substitute for results presented in accordance with GAAP, but rather should be evaluated in conjunction with those GAAP results. A reconciliation of the non-GAAP results to the most directly comparable GAAP results is provided in this press release. The diluted weighted average shares used to compute non-GAAP net income per share include the dilutive effect of outstanding stock options, restricted stock units, performance restricted stock units, and ESPP, which have been calculated under the treasury stock method. The non-GAAP financial measures used by the company may be calculated differently from, and therefore may not be comparable to, similarly titled measures used by other companies.



### Non-GAAP to GAAP Q4 2013 Reconciliation

				zation of ventory	Stoc	Amortization of ck-Based Intangible			
	Non-GAAP		0	Credit	Com	pensation	A	ssets	 GAAP
Revenue	\$	94,003	\$	-	\$	-	\$	-	\$ 94,003
Cost of revenue		51,490		-		378		2,088	 53,956
Gross profit		42,513		-		(378)		(2,088)	40,047
Gross margin		45.2%		0.0%		-0.4%		-2.2%	42.6%
Operating expenses		40,973		-		4,578		2,552	 48,103
Operating income (loss)		1,540		-		(4,956)		(4,640)	(8,056)
Interest and other income (expense), net		(69)		1,651		-			 1,582
Income (loss) before benefit from income taxes		1,471		1,651		(4,956)		(4,640)	(6,474)
Benefit from income taxes		(21)		-		-		-	 (21)
Net income (loss)	\$	1,492	\$	1,651	\$	(4,956)	\$	(4,640)	\$ (6,453)
Weighted average shares used to compute net income (loss) per common share:									
Basic		49,892		49,892		49,892		49,892	 49,892
Diluted		51,068		51,068		51,068		51,068	 49,892
Net income (loss) per common share:									
Basic	\$	0.03	\$	0.03	\$	(0.10)	\$	(0.09)	\$ (0.13)
Diluted	\$	0.03	\$	0.03	\$	(0.10)	\$	(0.09)	\$ (0.13)



### Non-GAAP to GAAP Q3 2013 Reconciliation

	Non-GAAP \$ 103,628			ck-Based pensation	Int	tization of angible Assets		GAAP
Revenue			\$	-	\$ -		\$	103,628
Cost of revenue		53,770		362		2,089		56,221
Gross profit		49,858		(362)		(2,089)		47,407
Gross margin		48.1%		-0.3%		-2.0%		45.7%
Operating expenses		40,258	_	4,609		2,552	_	47,419
Operating income (loss)		9,600		(4,971)		(4,641)		(12)
Interest and other income (expense), net		(18)	_	-		-		(18)
Income (loss) before benefit from income taxes		9,582		(4,971)		(4,641)		(30)
Benefit from income taxes		(574)	_	-		-		(574)
Net income (loss)	\$	10,156	\$	(4,971)	\$	(4,641)	\$	544
Weighted average shares used to compute net income (loss) per common share:								
Basic		49,694		49,694		49,694		49,694
Diluted		51,142		51,142		51,142		51,142
Net income (loss) per common share:								
Basic	\$	0.20	\$	(0.10)	\$	(0.09)	\$	0.01
Diluted	\$	0.20	\$	(0.10)	\$	(0.09)	\$	0.01



### Non-GAAP to GAAP Q4 2012 Reconciliation

	No	n-GAAP	Acquisition Related Expenses		В	ain on argain rchase	Stock-Based Compensation		Int	tization of tangible Assets	GAAP
Revenue	\$	91,424	\$	-	\$	-	\$	-	\$	-	\$ 91,424
Cost of revenue		51,962		-		-		344		2,088	 54,394
Gross profit		39,462		-		-		(344)		(2,088)	37,030
Gross margin		43.2%		-		-		-0.4%		-2.3%	40.5%
Operating expenses		36,693		1,401		-		4,132		2,552	44,778
Operating income (loss)		2,769		(1,401)		-		(4,476)		(4,640)	(7,748)
Interest and other income (expense), net		23		-		1,029		-		-	1,052
Income (loss) before taxes		2,792		(1,401)		1,029		(4,476)		(4,640)	 (6,696)
Benefit from income taxes		(122)		-		-		-		-	(122)
Net income (loss)	\$	2,914	\$	(1,401)	\$	1,029	\$	(4,476)	\$	(4,640)	\$ (6,574)
Weighted average basic and diluted shares used to compute GAAP net loss per common share											 48,538
Weighted average diluted shares used to compute non-GAAP net income per common share		48,836		48,836		48,836		48,836		48,836	
GAAP net loss per common share		-		-		-		-			\$ (0.14)
Non-GAAP net income (loss) per share	\$	0.06	\$	(0.03)	\$	0.02	\$	(0.09)	\$	(0.10)	



### Non-GAAP to GAAP FY 2013 Reconciliation

				zation of	-			tization of		
			Inventory		Stock-Based		Intangible			
	Non-GAAP		Credit		Com	pensation		Assets	GAAP	
Revenue	\$	382,618	\$	-	\$	-	\$	-	\$	382,618
Cost of revenue		201,723		-		1,468		8,353		211,544
Gross profit		180,895		-		(1,468)		(8,353)		171,074
Gross margin		47.3%		0.0%		-0.4%		-2.2%		44.7%
Operating expenses		160,866		-		18,453		10,208		189,527
Operating income (loss)		20,029		-		(19,921)		(18,561)		(18,453)
Interest and other income (expense), net		(477)		1,651		-		-		1,174
Income (loss) before provision for income taxes		19,552		1,651		(19,921)		(18,561)		(17,279)
Provision for income taxes		(14)		-		-		-		(14)
Net income (loss)	\$	19,566	\$	1,651	\$	(19,921)	\$	(18,561)	\$	(17,265)
Weighted average basic and diluted shares used										
to compute GAAP net loss per common share										49,419
Weighted average diluted shares used to compute										
non-GAAP net income per common share		50,437		50,437		50,437		50,437		
CAAP not loss per common share									¢	(0.35)
GAAP net loss per common share									¢	(0.35)
Non-GAAP net income (loss) per diluted share	\$	0.39	\$	0.03	\$	(0.39)	\$	(0.37)		



## Non-GAAP to GAAP FY 2012 Reconciliation

	No	on-GAAP	R	Acquisition Related Expenses		ain on argain rchase	Stock-Based Compensation		In	rtization of tangible Assets	GAAP
Revenue	\$	330,218	\$	-	\$	-	\$	-	\$	-	\$ 330,218
Cost of revenue		183,670		-		-		1,433		7,539	 192,642
Gross profit		146,548		-		-		(1,433)		(7,539)	137,576
Gross margin		44.4%		-		-		-0.4%		-2.3%	41.7%
Operating expenses		138,987		1,401		-		16,004		10,208	 166,600
Operating income (loss)		7,561		(1,401)		-		(17,437)		(17,747)	 (29,024)
Interest and other income (expense), net		(173)		-		1,029		-	_	-	 856
Income (loss) before taxes		7,388		(1,401)		1,029		(17,437)		(17,747)	 (28,168)
Provision for income taxes		158		-		-		-		-	158
Net income (loss)	\$	7,230	\$	(1,401)	\$	1,029	\$	(17,437)	\$	(17,747)	\$ (28,326)
Weighted average basic and diluted shares used to compute GAAP net loss per common share											 48,180
Weighted average diluted shares used to compute non-GAAP net income per common share		48,367		48,367		48,367		48,367		48,367	
GAAP net loss per common share											\$ (0.59)
Non-GAAP net income (loss) per share	\$	0.15	\$	(0.03)	\$	0.02	\$	(0.36)	\$	(0.37)	



### Non-GAAP to GAAP FY 2011 Reconciliation

				uisition Related	Stoc	k-Based	ortization ntangible	
	Non-GAAP		E	penses	Com	pensation	 Assets	 GAAP
Revenue	\$	344,669	\$	-	\$	-	\$ -	\$ 344,669
Cost of revenue		194,195		19,966		1,503	 9,552	 225,216
Gross profit		150,474		(19,966)		(1,503)	(9,552)	119,453
Gross margin		43.7%		-5.8%		-0.4%	-2.8%	34.7%
Operating expenses		131,412		11,693		20,100	 8,569	 171,774
Operating income (loss)		19,062		(31,659)		(21,603)	 (18,121)	 (52,321)
Interest and other income (expense), net		(5)		-		-	 	 (5)
Income (loss) before taxes		19,057		(31,659)		(21,603)	(18,121)	(52,326)
Provision for income taxes		224		-		-	 -	 224
Net income (loss)	\$	18,833	\$	(31,659)	\$	(21,603)	\$ (18,121)	\$ (52,550)
Weighted average basic and diluted shares used to compute GAAP net loss per common share								 45,546
Weighted average diluted shares used to compute non-GAAP net income per common share		46,947		46,947		46,947	 46,947	
GAAP net loss per common share								\$ (1.15)
Non-GAAP net income (loss) per share	\$	0.40	\$	(0.67)	\$	(0.46)	\$ (0.39)	



### Non-GAAP to GAAP FY 2010 Reconciliation

	Non-GAAP		Preferred Stock Dividends		Change in Fair Value of Preferred Stock Warrants		Acquisition Related Expenses		Stock-Based Compensation		Amortization of Intangible Assets		GAAP	
Revenue	\$	287,043	\$	-	\$	_	\$	-	\$	-	\$	-	\$	287,043
Cost of revenue		167,128						-		1,745		5,440		174,313
Gross profit		119,915		-				-		(1,745)		(5,440)		112,730
Gross margin		41.8%		-		-		-		-0.6%		-1.9%		39.3%
Operating expenses		101,701						3,942		23,830		740		130,213
Operating income (loss)		18,214		-		_		(3,942)		(25,575)		(6,180)		(17,483)
Interest and other income (expense), net		(816)				(173)		-		-				(989)
Income (loss) before taxes		17,398		-		(173)		(3,942)		(25,575)		(6,180)		(18,472)
Provision for income taxes		81		-				-						81
Net income (loss)		17,317		-		(173)		(3,942)		(25,575)		(6,180)		(18,553)
Preferred stock dividends		-		900				-				_		900
Net income (loss) attibutable to common stock holders	\$	17,317	\$	(900)	\$	(173)	\$	(3,942)	\$	(25,575)	\$	(6,180)	\$	(19,453)
Weighted average basic and diluted shares used to compute GAAP net loss per common share														29,778
Weighted average diluted shares used to compute														
non-GAAP net income per common share		38,502		38,502		38,502		38,502		38,502		38,502		
GAAP net loss per common share													\$	(0.65)
Non-GAAP net income (loss) per share	\$	0.45	\$	(0.02)	\$	(0.00)	\$	(0.10)	\$	(0.66)	\$	(0.16)		



### Non-GAAP to GAAP FY 2009 Reconciliation

	Non-GAAP		Preferred S tock Dividends		Change in Fair Value of Preferred Stock Warrants		Stock-Based Compensation		Amortization of Intangible Assets		GAAP	
Revenue	\$	232,947	\$	-	\$	-	\$	-	\$	-	\$	232,947
Cost of revenue		150,181		-		-		682		5,440		156,303
Gross profit		82,766		-		-		(682)		(5,440)		76,644
Gross margin		35.5%		-		-		-0.3%		-2.3%		32.9%
Operating expenses		86,717		-		-		8,514		740		95,971
Operating income (loss)		(3,951)		-		-		(9,196)		(6,180)		(19,327)
Interest and other income (expense), net		(3,503)		-		37						(3,466)
Income (loss) before taxes		(7,454)		-		37		(9,196)		(6,180)		(22,793)
Benefit from income taxes		(352)		-		-						(352)
Net income (loss)		(7,102)		-		37		(9,196)		(6,180)		(22,441)
Preferred stock dividends		-		3,747		-		-		-		3,747
Net income (loss) attibutable to common stock holders	\$	(7,102)	\$	(3,747)	\$	37	\$	(9,196)	\$	(6,180)	\$	(26,188)
Weighted average basic and diluted shares used to compute GAAP net loss per common share												4,040
Weighted average diluted shares used to compute non-GAAP net income per common share GAAP net loss per common share		28,991		28,991		28,991		28,991		28,991	\$	(6.48)
Non-GAAP net income (loss) per share	\$	(0.24)	\$	(0.13)	\$	0.00	\$	(0.32)	\$	(0.21)		<u> </u>



## **Additional Information**

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