

Introducing the Newly Transformed Ciena

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Two great innovators

Driving the next-generation of networking



- An accelerated strategy
- Greater geographic reach
- Broader customer relationships
- A deeper portfolio of best-of-breed solutions
- And market and technology leadership...

* 'Nortel' is a trademark of Nortel Networks, used under license by Ciena

A network partner with true leadership

Bringing more innovation to more networks worldwide

Technology leadership

- Global leader in high-capacity (40G and 100G) networking
- Global leader in network/service automation and mesh switching
- Emerging leader in carrier Ethernet and converged packet-optical and networking

Market leadership

- #1 share in optical in North America¹ and #3 share worldwide¹
- 17% of the global long-haul WDM segment¹
- 17% of the global metro WDM segment¹
- Approx. 800 customers worldwide

A global supplier serving 18 of the world's 25 largest network operators², and leading enterprises, and in mission-critical government networks

Ontario Profile

Large and significant presence

- World Leading centre of Research and Development with largest concentration in Ottawa, 1000+ engineers, R&D investment >\$150m / year
 - Ten-year lease for the Ottawa lab facility
 - Ciena's largest employee population – regardless of function – is now based in Canada... this is not a branch plant but epicenter for global optical networking leadership
 - Ciena serves Canada's two largest telecom service providers as 'Top Ten' customers
 - Economic Ecosystem: Canadian vendors and suppliers to be among the beneficiaries of the increased investment capacity of the newly transformed Ciena.
 - We expect to maintain the charitable, educational and community-related programs of both Nortel and Ciena.

Ontario Universities

R&D partnerships with Ontario universities

- Ciena is committed to current R&D partnerships and investments with Ontario universities, example projects include:
 - **Waterloo:** Advanced signal processing, techniques for polarization in Optical multiplexed systems
 - **Queens:** Digital signal processing for long haul transmission systems, network management plane techniques.
 - **Carleton:** Design and test of high bandwidth amplifiers for metro networks
 - + others

- In addition, Ciena is increasing value and number of R&D partnerships with universities in Ontario

- **Hiring commitment with Ontario universities**
 - Ciena is committed to hiring Ontario University Graduates

