



One Team



THE ELASTIC NETWORK

Optical Tech Talk

March 10, 2020

Cautionary Note Regarding Forward-Looking Statements

This presentation contains “forward-looking statements” within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, which are subject to a number of risks and uncertainties. All statements other than statements of historical facts contained in this presentation, including without limitation statements regarding our outlook for the Company in the sections “Traffic is Growing Rapidly”, “5G Expected to Drive Additional CapEx Investment”, “The Demand for Network Infrastructure on the Rise”, “A Market Leader”, and “Why We Win the future results of operations and financial position, opportunities for the Company, business strategy, growth of the certain markets in which Ribbon competes, expected capital expenditures relating to the 5G opportunity, strategic position, plans and objectives of management for future operations and plans for future product development and manufacturing, are forward-looking statements. Without limiting the foregoing, the words “believes”, “estimates”, “expects”, “expectations”, “intends”, “may”, “plans”, “projects” and other similar language, whether in the negative or affirmative, are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words.

Forward-looking statements are based on our current expectations and assumptions regarding our business, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict. Our actual results may differ materially from those contemplated in these forward-looking statements due to various risks, uncertainties and other important factors, including our ability to realize the benefits from acquisitions that we have completed; the effects of disruption from acquisitions, making it more difficult to maintain relationships with employees, customers, business partners or government entities; the timing of customer purchasing decisions and our recognition of revenues; economic conditions; our ability to recruit and retain key personnel; difficulties supporting our strategic focus on channel sales; difficulties retaining and expanding our customer base; difficulties leveraging market opportunities; the impact of restructuring and cost-containment activities; litigation; actions taken by significant stockholders; difficulties providing solutions that meet the needs of customers; market acceptance of our products and services; rapid technological and market change; our ability to protect our intellectual property rights; our ability to maintain partner, reseller, distribution and vendor support and supply relationships; higher risks in international operations and markets; the impact of increased competition; increases in tariffs, trade restrictions or taxes on our products; currency fluctuations; changes in the market price of our common stock; and/or failure or circumvention of our controls and procedures.

Our forward-looking statements involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. We caution you against relying on any of these forward-looking statements. Important factors that could cause actual results to differ materially from these forward-looking statements are discussed in Part I, Item 1A “Risk Factors” and Part II, Item 7A “Quantitative and Qualitative Disclosures About Market Risk” in our most recent Annual Report on Form 10-K/A filed with the SEC and Part II, Item 1A “Risk Factors”, Part I, Item 2 “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and Part I, Item 3 “Quantitative and Qualitative Disclosures About Market Risk” in Ribbon Communications’ most recent Quarterly Report on Form 10-Q filed with the SEC, as well as in our other reports filed with the SEC. Any forward-looking statement made by us in this presentation speaks only as of the date of this presentation. Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.

In addition to the U.S. GAAP financials, this presentation includes certain non-GAAP financial measures. The non-GAAP measures have limitations as analytical tools and you should not consider them in isolation or as a substitute for the most directly comparable financial measures prepared in accordance with U.S. GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. Ribbon Communications urges you to review the reconciliation of Ribbon’s non-GAAP financial measures to the most directly comparable GAAP financial measures set forth in the Appendix, and not to rely on any single financial measure to evaluate Ribbon Communications’ business.

About Us



We are a global communications software and network solutions provider to service providers, enterprises and industry verticals with critical infrastructures.

We partner with our customers to help modernize their network infrastructures for better business outcomes and competitive advantage with best in class solutions for data and voice networks and communications applications.



Headquartered in the US



Combined annual revenue of over **\$900 million**¹



Customers in over **140 countries**¹



Over **4000** employees globally¹

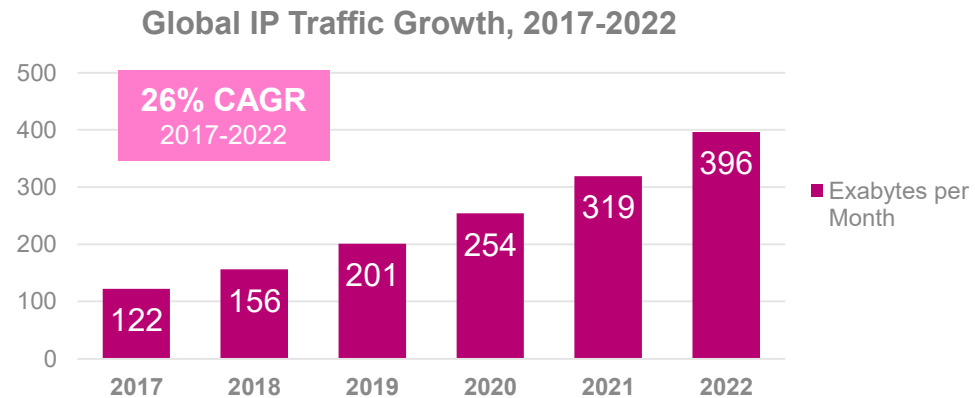
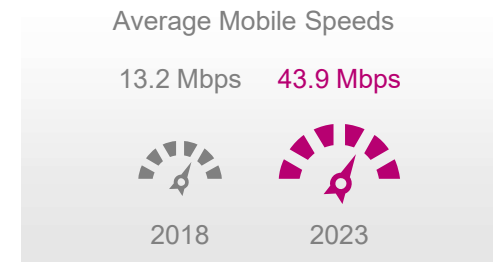
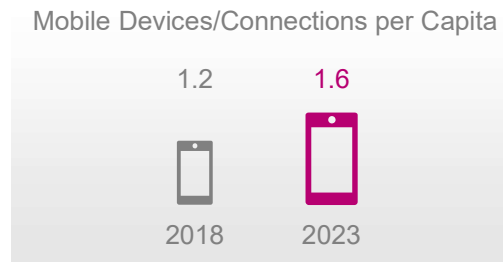
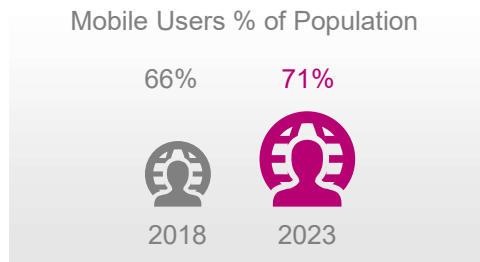


1000+ Patents Worldwide

Together, a Larger Scale and Globally Diversified Company

¹Combined FYE 2018 data of Ribbon and ECI.

Traffic is Growing Rapidly



Source: Cisco VNI, March 2020

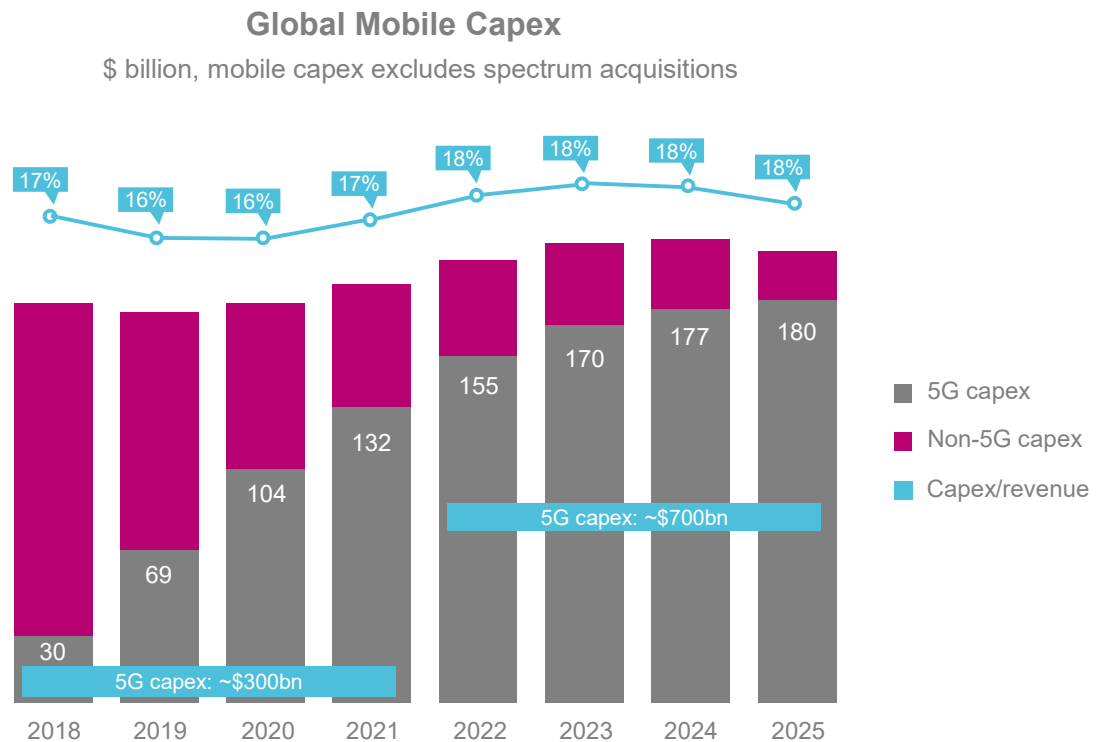
The 5G Opportunity



5G Expected to Drive Additional CAPEX Investment

5G investments start to influence market and create initial users and larger investments

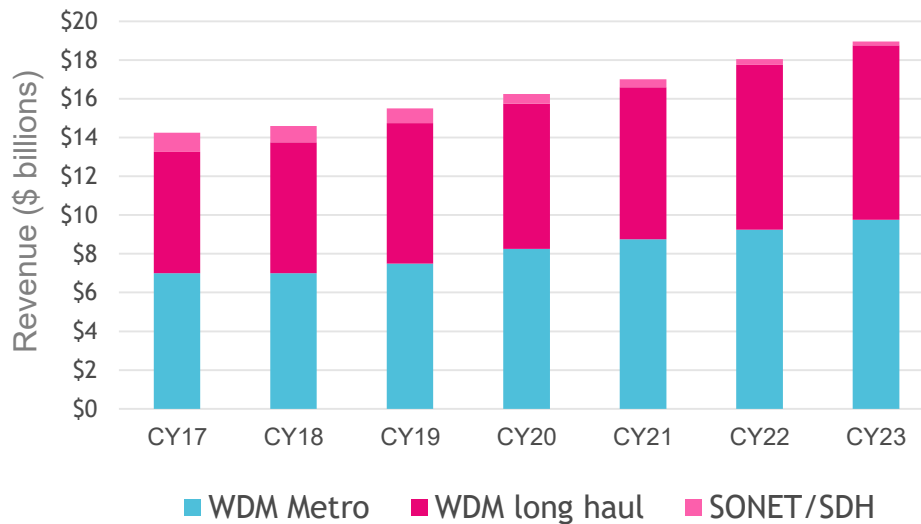
Operators are expected to invest around \$1 trillion in 5G networks by 2025



Source: GSMA Intelligence June 2019

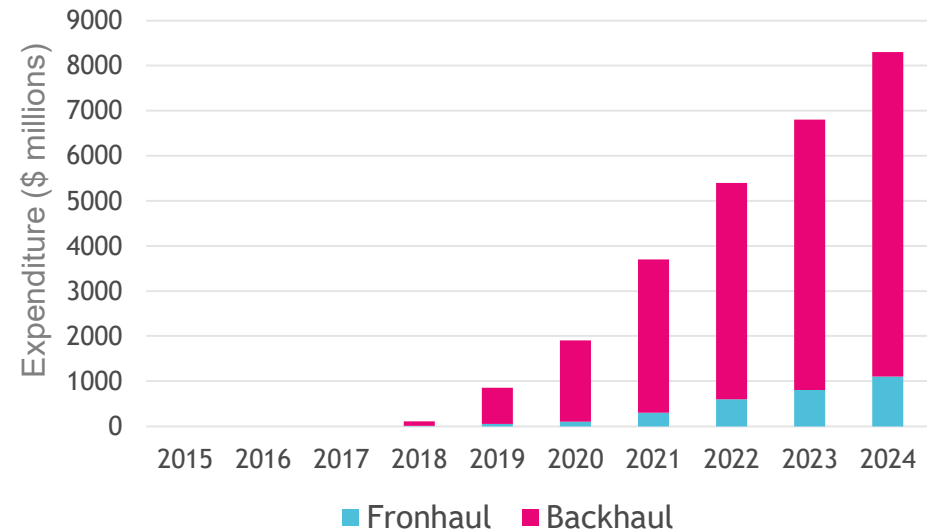
The Demand for Network Infrastructure on the Rise

Optical Market – Metro and LH (Long Haul)
WDM forecasted to grow in the next 3 years



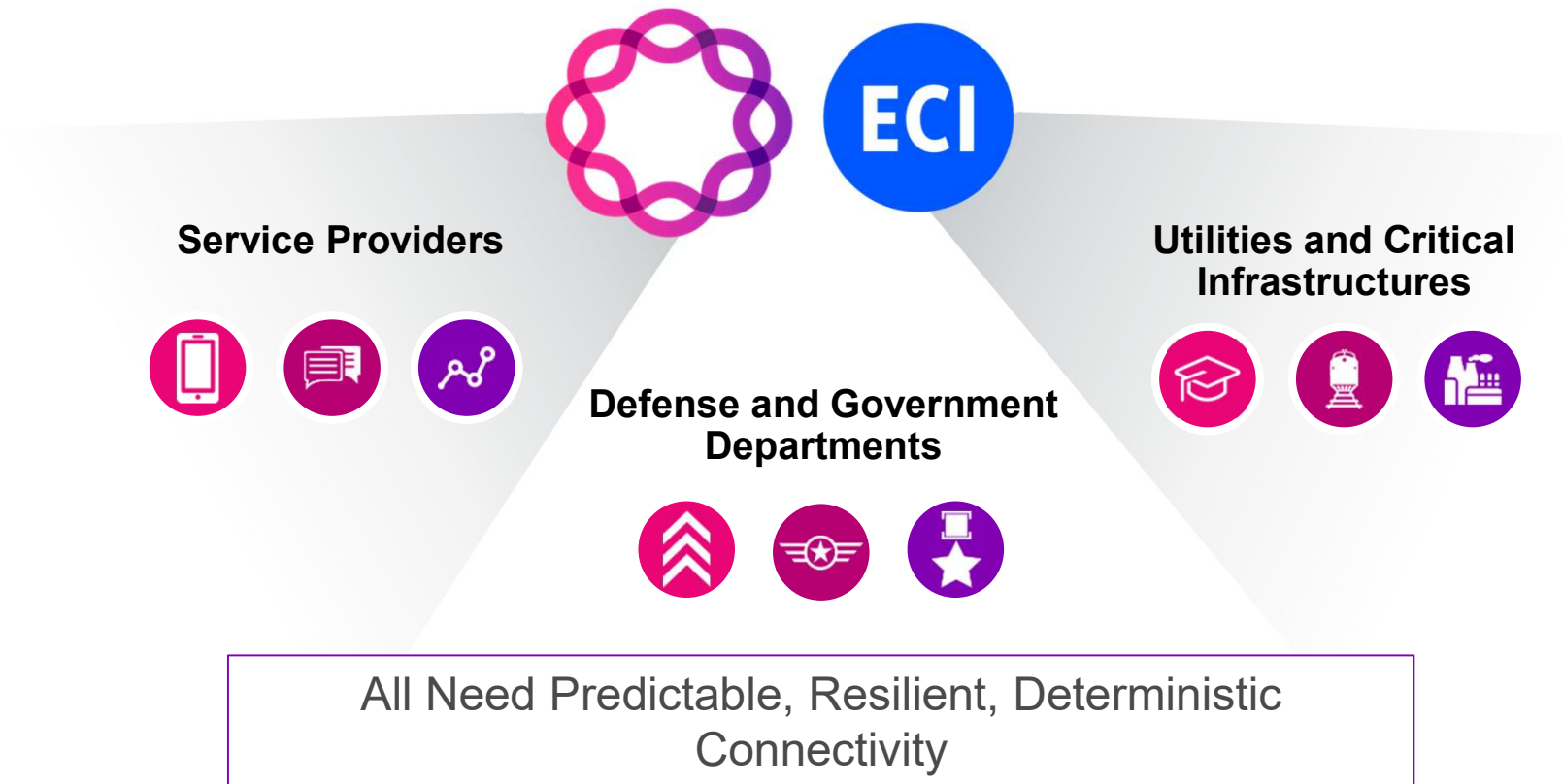
Source: IHS June 2019

5G Backhaul and Fronthaul



Source: OVUM December 2019

Areas of Focus



Our Solutions

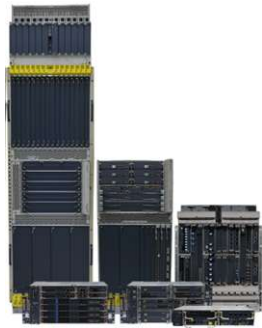
Elastic Network Solutions

Simplifying Service Delivery

Optical and converged packet-optical access-to-core transport and SDN/NFV product portfolio to help introduce new services, control your network in real time, and seamlessly operate in multi-vendor environments

Apollo™

Optical transport and switching portfolio



Neptune™

Multiservice packet transport portfolio



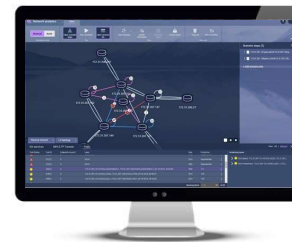
Mercury™

Network Function Virtualization products



Muse™

Service and Network Lifecycle Management Applications



Muse™

Cyber Security Solutions



Programmable infrastructure coupled with service-driven software suite and open APIs

Apollo Product Line

- Access to Core optical Solution with Transport and OTN-switch solutions
- Complete dynamic optical layer, software provisioning and dense cards with small form factor coherent transceiver
- Metro migration from 100G up to 1.2T (2*600G), 10G and 100/200G encryption support
- Same cards used across the product line, low power consumption

9600 SERIES FLEXIBLE DWDM TRANSPORT



	OPT9603	OPT9608	OPT9624
Size	2 RU	5 RU	15 RU
Chassis capacity	1.6Tbps	4.8Tbps	14.4Tbps

9900 SERIES HIGH CAPACITY OTN SWITCHING



	OPT9904X	OPT9914	OPT9932
Size	5 RU	22 RU	Full Rack
Chassis capacity	0.8Tbps 2.8T ready	5.6Tbps 14T ready	12.8Tbps 32T ready

Neptune Packet Transport

Ready for 5G

CAPACITY

FLEXIBILITY

EVOLUTION TO 5G

- Elastic MPLS (IP/MPLS, MPLS-TP, Dual Stack, SR and more)
- Multiservice platform (L0 -> L3)
- Open & programmable solution
- 5G ready for slicing and segment routing
- Integrated packet & optical
- Integrated NFV
- Cost optimized

	NPT-1010D TP	NPT-1022 TP/IP	NPT-1050	NPT-1250 NPT-1200	NPT-1300	NPT-1800	NPT-2514	NPT-2532
Capacity	5 Gbps	Max 60 Gbps	Max 300 Gbps	Max 560 Gbps	Max 1.6 Tbps	Max 2 Tbps	Max 7 Tbps	Max 16 Tbps
Height	1U	1U	1U	2U	3U	8U	22U	42U
	ACCESS			METRO AGGREGATION		METRO CORE		

Secure 5G Solutions

Main aspects

Platform Security

UEFI Secured boot
Chain of trust
Access control

Traffic Security

FlexE Isolation
L1 Encryption
MACSec

Network Management

Authentication
Access control
Secured communications

A Market Leader

Delivering the resilient, deterministic solutions



**Leader in MBH
with major service
providers**



**Leader in providing
DWDM solutions to T1
service providers**

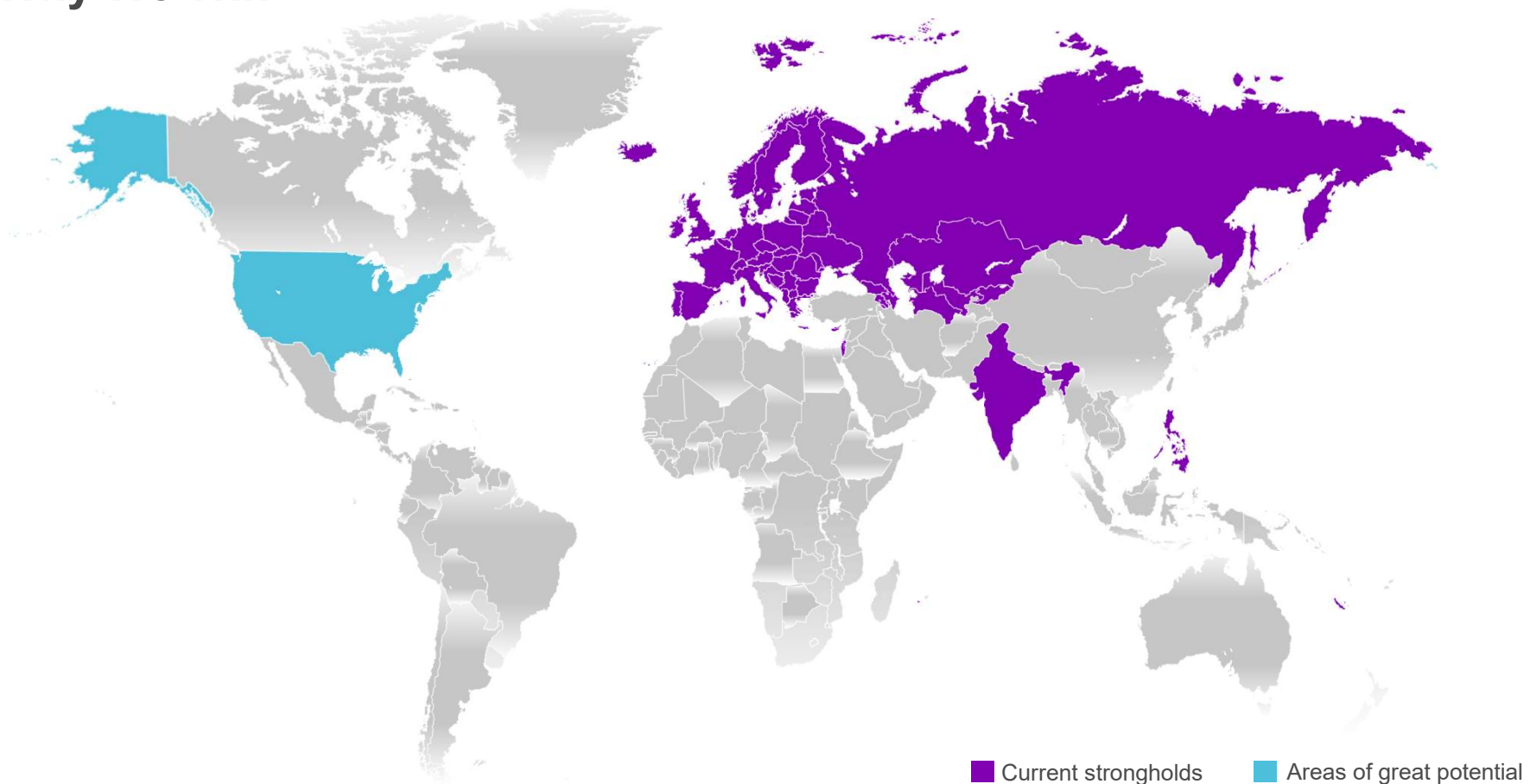


**Leader in
providing utility
solutions in
Europe**



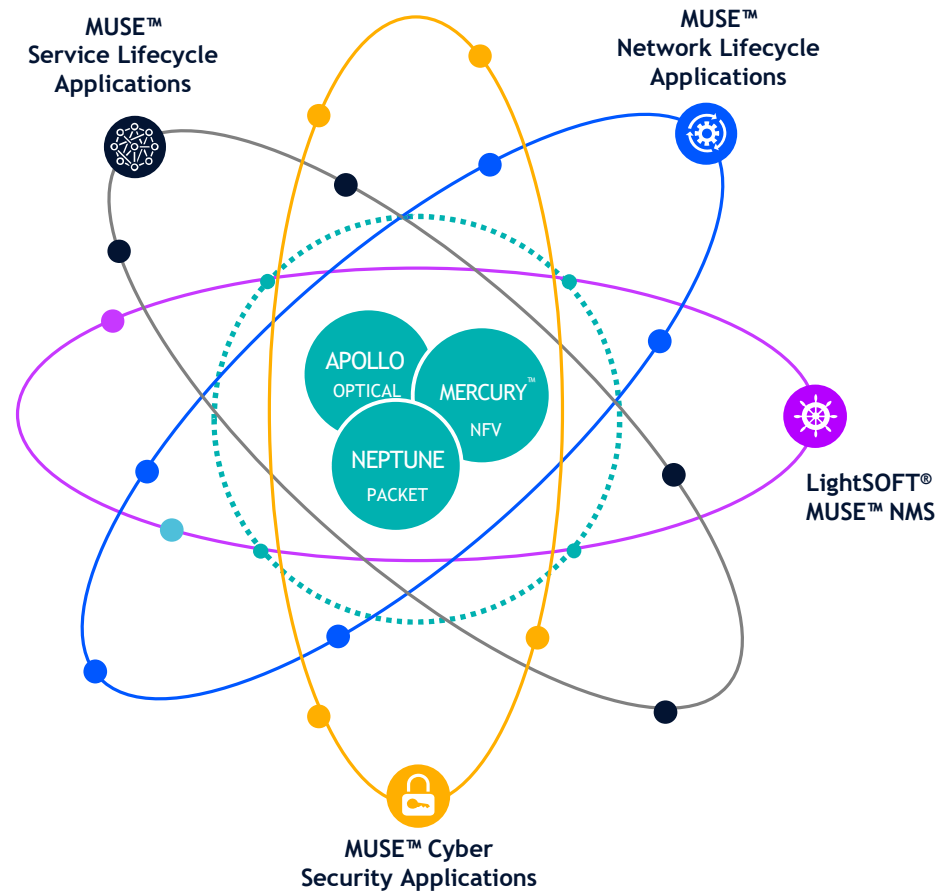
**Leader in
providing NREN
solutions in
Europe**

Why We Win



Our Solutions are Elastic and 5G Ready

Complete end-to-end solutions,
now strengthened by the joint
Ribbon-ECI capabilities





One Team



Thank You