



# Ribbon Communications

First Quarter 2026 Results

April 28, 2026

# Note Regarding Forward-Looking Statements and Non-GAAP Financial Measures

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 the Company’s projected financial results for the second quarter of 2026 and beyond; expected customer spend and timing; beliefs about the Company’s business strategy, including new product introductions such as the Acumen AI Ops platform; beliefs about the accelerating adoption of AI and the shift towards autonomous networking; the timing of customer network transformation projects; and market share growth, are forward-looking statements. Without limiting the foregoing, the words “anticipates”, “believes”, “could”, “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 unknown and/or difficult to predict and that may cause our actual results, performance or achievements to be materially different from those expressed or implied by the forward-looking statements. Such risks and uncertainties include, but are not limited to, unpredictable fluctuations in quarterly revenue and operating results; the impact of restructuring and cost-containment activities; increases in tariffs, trade restrictions or taxes on our products; supply chain disruptions resulting from component availability and/or geopolitical instabilities and disputes (including those related to the wars in the Middle East and Ukraine); other impacts from the wars in the Middle East and Ukraine and related economic volatility and uncertainty resulting therefrom; the impact of military call-ups of our employees in Israel; material litigation; the impact of fluctuations in interest rates; material cybersecurity and data intrusion incidents, including any security breaches resulting in the theft, transfer, or unauthorized disclosure of customer, employee, or company information; our ability to comply with applicable domestic and foreign information security and privacy laws, regulations and technology platform rules or other obligations related to data privacy and security; failure to compete successfully against telecommunications equipment and networking companies; failure to grow our customer base or generate recurring business from our existing customers; credit risks; the timing of customer purchasing decisions and our recognition of revenues; macroeconomic conditions, including inflation; our ability to adapt to rapid technological and market changes; our ability to generate positive returns on our research and development; our ability to protect our intellectual property rights and obtain necessary licenses; our ability to maintain partner, reseller, distribution and vendor support and supply relationships; the potential for defects in our products; risks related to the terms of our credit agreement; higher risks in international operations and markets; currency fluctuations; unanticipated adverse changes in legal, regulatory or tax laws; future accounting pronouncements or changes in our accounting policies; and/or failure or circumvention of our controls and procedures. We therefore caution you against relying on any of these forward-looking statements.

These factors are not intended to be an all-encompassing list of risks and uncertainties that may affect our business and results from operations. Additional information regarding these and other factors can be found in our reports filed with the Securities and Exchange Commission, including, without limitation, our Form 10-K for the year ended December 31, 2025. Any forward-looking statement made by the Company in this presentation speaks only as of the date on which this presentation was first issued. We undertake no obligation to update any forward-looking statement publicly or otherwise, whether as a result of new information, future developments or otherwise, except as required by law.

This presentation also includes certain non-GAAP financial measures in addition to the U.S. GAAP financials. Our management believes that presenting certain non-GAAP financial measures provides meaningful information to investors in understanding our operating results and may enhance investors' ability to analyze financial and business trends including the ability to compare period to period more easily by excluding items that could have a disproportionately negative or positive impact on results in a given financial period. 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. We urge you to review the reconciliation of our non-GAAP financial measures to the most directly comparable GAAP financial measures in the supplemental financial information provided on our website at [investors.ribboncommunications.com](https://investors.ribboncommunications.com), and not to rely on any single financial measure to evaluate our business.

Please note that as part of the basis of presentation, totals may not sum due to rounding.



# **First Quarter 2026 Business Overview**

Bruce McClelland, President & CEO

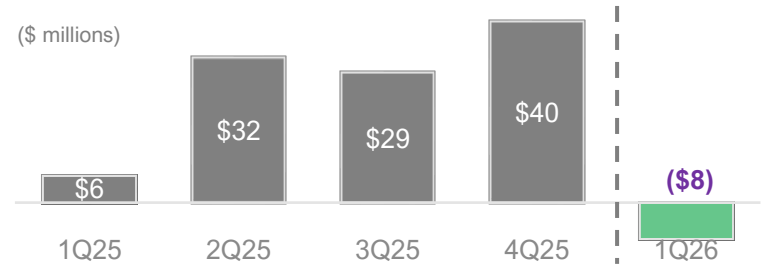
John Townsend, Executive Vice President & CFO

# Key Financial Trends<sup>1</sup>



## Adjusted EBITDA<sup>1</sup>

(\$ millions)



## Trailing Twelve Months Adjusted EBITDA<sup>1</sup>

(\$ millions)



1. Please see the discussion of non-GAAP financial measures in the supplemental financial information included on the Ribbon Investor Relations website.

# First Quarter Highlights | Consolidated

## Q1 2026

Revenue

**\$163M**

Gross Margin<sup>1</sup>

46%

Adj. EBITDA<sup>1</sup>

**(\$8M)**

Adj. EBITDA<sup>1</sup> Margin

(5%)

Cash from Operations

**(\$22M)**

## Market Growth

Voice Network Modernization  
Data Center Interconnect (DCI)  
Agentic AI and Acumen AIOps Platform  
Quantum Key Distribution (QKD) Encryption for Secure  
Optical Networks

## Customer Highlights

Cloud Native SBC Solution in Japan  
Fiber Network Expansion in Africa  
Critical Energy Infrastructure Projects  
Strategic Collaboration with Amazon Web Services

## Cash & Capital Structure

\$70M Ending Cash Balance  
Net Debt Leverage 2.9x<sup>2</sup>

1. Please see the discussion of non-GAAP financial measures in the supplemental financial information included on the Ribbon Investor Relations website.

2. Term Debt less cash divided by Trailing Twelve Months non-GAAP Adjusted EBITDA.

# Non-GAAP<sup>1</sup> Segment Financial Highlights | IP Optical Networks

Q1



## Revenue

(14%) Revenue Decline Year over Year  
Book to Revenue @ 1.5x



## Customer Trends

India Network Investments  
Critical Infrastructure and Defense Strength  
Data Center Interconnect (DCI) Growth



## Gross Margin<sup>1</sup>

Increase 20bps Year over Year  
Reflects changes in geographic and product mix  
High Volume of Revenue from India

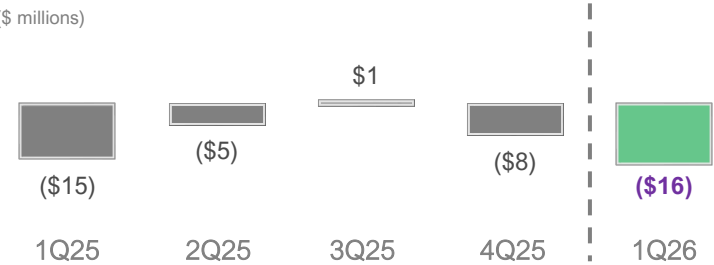


## Adj. EBITDA<sup>1</sup> vs 2025

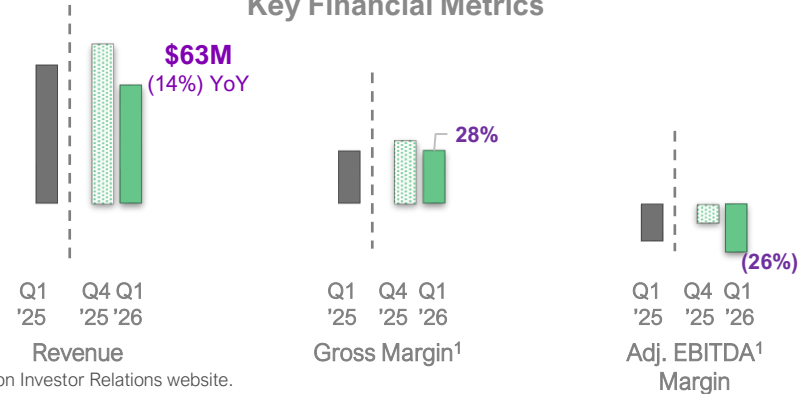
Down (\$2M) Year over Year including ~(\$3M) Fx Impacts  
Operating Expenses Flat Year over Year

## Adjusted EBITDA<sup>1</sup>

(\$ millions)



## Key Financial Metrics



**Note:**

1. Please see the discussion of non-GAAP financial measures in the supplemental financial information included on the Ribbon Investor Relations website.

# Non-GAAP<sup>1</sup> Segment Financial Highlights | Cloud & Edge

Q1

## Revenue

(8%) Revenue Decline Year over Year  
 U.S. Service Provider Decline Year over Year  
 U.S. Federal Opportunities Timing

## Market Trends

Cloud Native Leadership  
 Commercial Deployment on AWS  
 Financial Services Win – Top 20 Bank  
 Acumen AIOps and Automation Pipeline Growth

## Gross Margin<sup>1</sup>

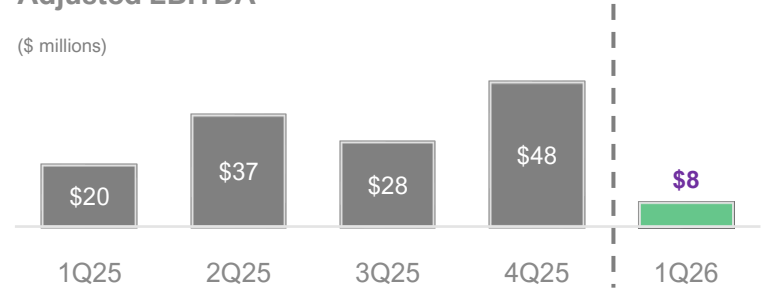
Impacted by Lower Professional Services Revenue  
 Maintaining Higher Services Capacity to Support 2H Ramp

## Adj. EBITDA<sup>1</sup> vs 2025

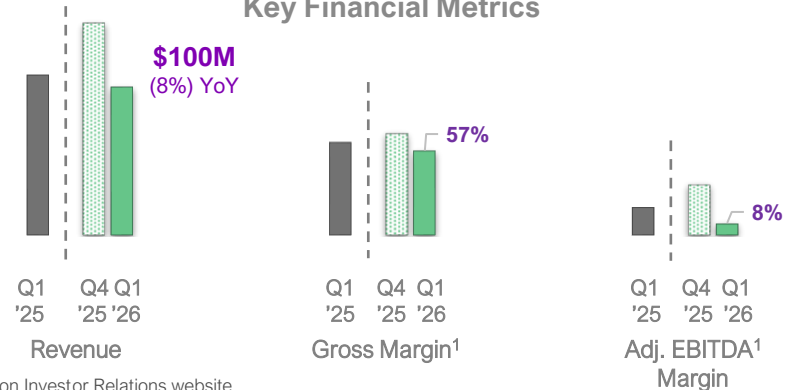
Adj. EBITDA down (\$12M) Year over Year

## Adjusted EBITDA<sup>1</sup>

(\$ millions)



## Key Financial Metrics



**Note:**

1. Please see the discussion of non-GAAP financial measures in the supplemental financial information included on the Ribbon Investor Relations website.

# First Quarter 2026 Key Metrics | Consolidated

## Revenue Mix



Enterprise 28%<sup>2</sup>  
Service Provider 72%<sup>2</sup>

39% Maintenance Revenue<sup>2</sup>

Top 10 Customers Revenue 49%

Domestic 45%<sup>2</sup>  
International 55%<sup>2</sup>

Book to Revenue 1.1x

## Profitability



46% Gross Margin<sup>1</sup>

Operating Expenses<sup>1</sup> @ \$87M  
Continued Cost Efficiencies offset  
Fx Headwinds of ~\$4M

(\$8M) Adjusted EBITDA<sup>1</sup>

(\$0.05) Non-GAAP EPS<sup>1</sup>

## Balance Sheet



Senior Term Loan Debt<sup>3</sup> \$340M

4.7M Warrants Outstanding

Net Debt Leverage 2.9x<sup>4</sup>

## Cash Flow



Cash Position @ \$70M

(\$22M) Cash from Operations

\$0.8M Stock Buyback  
(400K Shares)

\$3.0M Capital Expenditures

### Notes:

1. Please see the discussion of non-GAAP financial measures in the supplemental financial information included on the Ribbon Investor Relations website.
2. As a percentage of total revenue.
3. Principal balance outstanding.
4. Term Debt less cash divided by Trailing Twelve Months non-GAAP Adjusted EBITDA.

# First Quarter 2026 Non-GAAP<sup>1</sup> Financial Summary

	1Q25	4Q25	1Q26
Revenue	\$181M	\$227M	\$163M
Non-GAAP Gross Margin <sup>1</sup>	49%	55%	46%
Non-GAAP Opex <sup>1</sup>	\$86M	\$90M	\$87M
Non-GAAP Operating Margin <sup>1</sup>	1%	16%	(8%)
Non-GAAP Adjusted EBITDA <sup>1</sup>	\$6M	\$40M	(\$8M)
Non-GAAP Diluted EPS <sup>1</sup>	(\$0.03)	\$0.59	(\$0.05)

1. Please see the discussion of non-GAAP financial measures in the supplemental financial information included on the Ribbon Investor Relations website.

# Key Market Trends & Outlook

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# Rural DCI – Offering New Engagements

## Ribbon Positioned to Win Rural DCI

- Cross-sell into rural telecom installed base
- Open, thin transponder design
  - Enables dual source supply in constrained market
  - A new class of transponders which use small low power 0dBm ZR+ pluggable transceivers

### Ribbon Thin Transponder

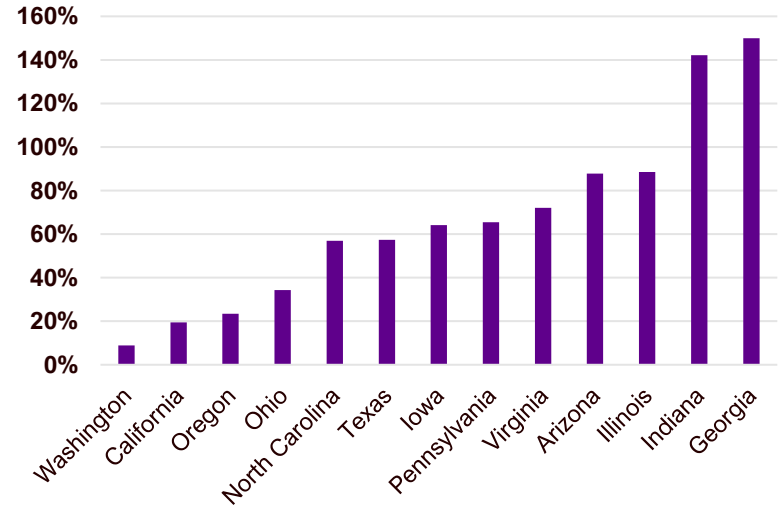
- Muse delivers self-serve automation to accelerate & simplify deployments

## High Density Apollo 9400

- Data center optimized, up to 60mm deep, F2B cooling
- 9408 2RU transmission platform
- 9458 4RU OLS platform



## States with Greatest % Data Center Growth



USA: 67% of DCI growth is in rural areas

Over 1,000 of the 1,500 planned datacenters

Source Pew Research & Datacentermap.com - April 2026

# Operating Environment in 2026



## Network Modernization

- Legacy TDM Voice Switch replacement and copper elimination programs
- Migration of Telco workloads to Cloud-native solutions with ESG benefits
- Enterprises strive to improve productivity and security posture

## Govt & Critical Infrastructure Communications

- Major voice modernization projects that require convergence of public cloud with on-premise survivability
- Secure mission-critical transport networks

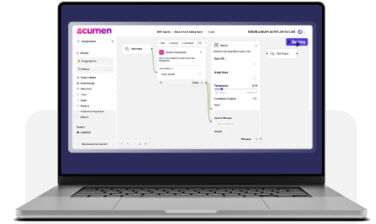


## Fiber Investment

- Exponential growth in data consumption including AI-attached acceleration
- Robust public and private funding to improve access to the internet including \$42B U.S. BEAD federal funding, driving investment in FTTH and Middle Mile capacity

## Shifting Competitive Environment

- Industry consolidation continues – both supplier and Service Provider – creates both opportunity and risk
- Continued concern regarding at-risk suppliers create potential for share gains
- Increasing trend towards localization



## Agentic & Conversational AI

- AI-enabled digitalization accelerating
- Massive infrastructure investment needed
- Focus on Cost Reduction, Efficiency and Agility
- Automate Everything, Everywhere
- Multi-modal interaction (voice, video, and text)

Major Investments are being made across our Addressable Market

# Embracing AI Opportunities

Multiple paths to engage with customers as they embrace AI

## AI Ops and Automation

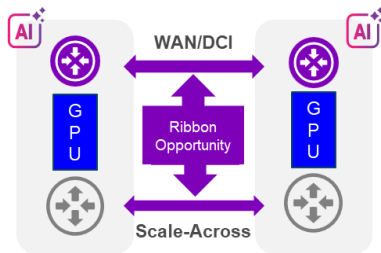


- **Faster Outcomes:** Low code/ no code applications
- **Unified Observability:** Across layers 0-7
- **Open and Multi-vendor:** No vendor lock-in
- **End-to-End Automation:** AI Ops, DevOps & SecOps

## Global Engagements

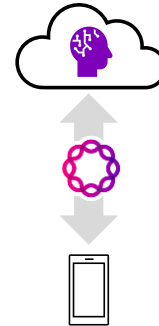


## AI Data Centers



- Demand to interconnect AI DCs across regions
- Scale-Across leveraging 800G optical portfolio

## Enabling AI Voice



- Securing connectivity to voice Agents
- Global voice traffic management
- Easy to deploy and scale in public cloud
- Key industry partnerships to voice-enable Agentic AI platforms at massive scale

# Second Quarter and Full Year 2026 Business Outlook

	2Q25 (Actual)	FY25 (Actual)	2Q26 (Outlook)	FY26 (Unchanged)
<b>Revenue</b>	\$221M	\$845M	\$185M to \$195M	\$840M to \$875M
<b>Non-GAAP Gross Margin<sup>1</sup></b>	52.1%	52.3%	49.0% to 50.0%	52.5% to 53.5%
<b>Non-GAAP Adjusted EBITDA<sup>1</sup></b>	\$32M	\$107M	\$9M to \$14M	\$105M to \$120M

1. Please see the discussion of non-GAAP financial measures in the supplemental financial information included on the Ribbon Investor Relations website.

# Appendix

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# Ribbon Key Revenue Statistics

USD Millions except for percentages	1Q25	2Q25	3Q25	4Q25	FY25	1Q26
<b>Revenue</b>						
Product	82	115	110	128	435	68
Service	99	106	105	100	410	94
<b>Total Revenue</b>	<b>181</b>	<b>221</b>	<b>215</b>	<b>227</b>	<b>845</b>	<b>163</b>
<b>% of Total Revenue:</b>						
<b>Revenue Mix</b>						
Product	45%	52%	51%	56%	51%	42%
Services	55%	48%	49%	44%	49%	58%
<b>Revenue by Geography</b>						
Domestic	46%	53%	45%	47%	48%	45%
International	54%	47%	55%	53%	52%	55%
<b>Revenue By Market</b>						
Enterprise	27%	29%	29%	33%	29%	28%
Service Providers	73%	71%	71%	67%	72%	72%
<b>% of Product Revenue:</b>						
<b>Product Revenue by Channel</b>						
Direct	72%	66%	74%	66%	69%	72%
Indirect	28%	34%	26%	34%	31%	28%
<b>10% Total Revenue Customers</b>						
	Verizon	Verizon	Verizon Bharti	Verizon	Verizon	Verizon Bharti

# Quarterly Non-GAAP<sup>1</sup> Segment Trend | Cloud & Edge

CLOUD & EDGE – 2025						2026
	1Q	2Q	3Q	4Q	FY25	1Q
<b>Revenue</b> <i>vs Prior Year</i>	<b>\$108M</b> +6%	<b>\$137M</b> +24%	<b>\$124M</b> (3%)	<b>\$142M</b> (14%)	<b>\$511M</b> +1%	<b>\$100M</b> (8%)
<b>Non-GAAP Gross Margin<sup>1</sup></b>	<b>63%</b>	<b>62%</b>	<b>62%</b>	<b>68%</b>	<b>64%</b>	<b>57%</b>
<b>Non-GAAP Adjusted EBITDA<sup>1</sup></b>	<b>\$20M</b>	<b>\$37M</b>	<b>\$28M</b>	<b>\$48M</b>	<b>\$134M</b>	<b>\$8M</b>
<b>Non-GAAP Adjusted EBITDA Margin<sup>1</sup></b>	<b>19%</b>	<b>27%</b>	<b>22%</b>	<b>34%</b>	<b>26%</b>	<b>8%</b>

1. Please see the discussion of non-GAAP financial measures in the supplemental financial information included on the Ribbon Investor Relations website.

# Quarterly Non-GAAP<sup>1</sup> Segment Trend | IP Optical Networks

IP OPTICAL NETWORKS – 2025						2026
	1Q	2Q	3Q	4Q	FY25	1Q
<b>Revenue</b> <i>vs Prior Year</i>	<b>\$74M</b> (6%)	<b>\$84M</b> +2%	<b>\$91M</b> +11%	<b>\$85M</b> (2%)	<b>\$333M</b> +1%	<b>\$63M</b> (14%)
<b>Non-GAAP Gross Margin<sup>1</sup></b>	<b>28%</b>	<b>36%</b>	<b>39%</b>	<b>34%</b>	<b>35%</b>	<b>28%</b>
<b>Non-GAAP Adjusted EBITDA<sup>1</sup></b>	<b>(\$15M)</b>	<b>(\$5M)</b>	<b>\$1M</b>	<b>(\$8M)</b>	<b>(\$27M)</b>	<b>(\$16M)</b>
<b>Non-GAAP Adjusted EBITDA Margin<sup>1</sup></b>	<b>(20%)</b>	<b>(6%)</b>	<b>1%</b>	<b>(9%)</b>	<b>(8%)</b>	<b>(26%)</b>

1. Please see the discussion of non-GAAP financial measures in the supplemental schedule financial information on the Ribbon Investor Relations website.

# First Quarter 2026 GAAP Financial Summary

	1Q25	4Q25	1Q26
Revenue	\$181M	\$227M	\$163M
Gross Margin	45%	53%	43%
Operating Expenses	\$102M	\$112M	\$101M
Income (loss) from operations	(\$20M)	\$9M	(\$32M)
Other (expense) income, net	(\$7M)	(\$10M)	(\$9M)
Net income (loss)	(\$26M)	\$89M	(\$34M)
Diluted EPS	(\$0.15)	\$0.50	(\$0.20)



Refer to the supplemental schedules  
including financial results, key stats,  
and non-GAAP reconciliations on the  
investor relations website

[investors.ribboncommunications.com](http://investors.ribboncommunications.com)

**Thank You**