



MEDIA ADVISORY

Network Specialist Ciena Expands Presence in Asia Pacific with Official Launch of Operations in Australia and New Zealand

SYDNEY, Australia – June 23, 2010 – [Ciena](#)[®] Corporation (NASDAQ: CIEN), the network specialist, today expanded its global reach with the official launch of its presence in Australia and New Zealand. With its [acquisition](#) of the optical networking and Carrier Ethernet assets of Nortel*'s Metro Ethernet Networks (MEN) business in March 2010, Ciena is now the number one optical networking provider in North America and number three globally¹, delivering solutions in over 60 countries to more than 1000 customers. In fact, Ciena is estimated to hold 17 percent of both the global *long-haul* and *metro* WDM markets¹.

Focus in Australia and New Zealand

Ciena now has offices in Sydney and Melbourne, Australia and Auckland, New Zealand with teams dedicated to meeting the next-generation network infrastructure needs of service providers, enterprises and research and education institutions in the region. These operations are being led by Anthony McLachlan as Vice President and General Manager, Asia Pacific, and David McDermott as Regional Managing Director, Australia and New Zealand, who both joined Ciena through its acquisition of the Nortel MEN assets.

Locally, Ciena recently completed successful field trials of its 40G and 100G coherent optical technology with [VERNet](#) and Telstra in Australia and Southern Cross in New Zealand. The Company serves a number of additional customers in the region, including AAPT, Optus, Ucomm and the Australian Securities Exchange in Australia and TelstraClear in New Zealand. In the larger Asia Pacific region, Ciena provides solutions to customers in China, India, Japan, the Philippines, Vietnam, Singapore and South Korea. Globally, the Company serves nearly three-quarters of the world's largest service providers, global enterprises – with a particularly strong track record in mission-critical financial and healthcare networks – as well as research and education institutions and other essential government agencies.

“We’ve hit the ground running in this region, maintaining our customer support levels while focusing on de-costing networks by leveraging our leading innovations in high-capacity transport, Ethernet-based backhaul and network automation. We’re combining the expertise of the historical Nortel MEN

organisation and its local relationships with the Ciena team in the region to create a unified group that is focused on targeting the region's prominent broadband projects and other new business across vertical industries," said Anthony McLachlan, vice president and general manager, Asia Pacific at Ciena.

David Yuile, Chief Operating Officer of Australian telco AAPT, said Ciena's technology is helping his company improve its bottom line and create new opportunities to compete in the Australian communications services market.

"We built our optical network backbone using Ciena's Common Photonic Layer platform, which gives us massive bandwidth scalability up to 100G without having to fundamentally change any of the equipment in the network core," said Yuile. "Not only does the technology help us lower the cost of transporting data across our national network, but over time, the scalability of the network means we can keep upgrade costs down while adding more services and creating new revenue-generating opportunities."

Focus on Technology Innovation

Ciena's [product and services portfolio](#) offers best-of-breed solutions focused on converged optical Ethernet to accelerate the transition to next-generation network infrastructures, leveraging recognised expertise in optical and Carrier Ethernet technologies and industry-leading control plane and management software. Ciena was first to market with coherent 40G/100G optical systems for applications such as metro, long-haul and submarine transport, and has more years of experience than any other company and the most field deployments worldwide for that technology. Ciena is also focused on delivering Carrier Ethernet solutions for mobile backhaul and business Ethernet services, as well as automated OTN switching combined with control plane software for resiliency and faster time-to-market.

"Global service providers invested more than US\$21.6 billion² in Carrier Ethernet last year, and Asia Pacific increased its share of the US\$2.95 billion optical networking market by five per cent in 2009³ despite the global financial crisis. These gains have been driven by the industry-wide transition to next-generation networks, and Ciena is uniquely positioned to address that trend," added Mike Aquino, Senior Vice President, Global Field Operations at Ciena. "We believe that our expanded presence in Asia Pacific, our global scale and our acute focus on technology innovation will enable customers in the region to more quickly drive diverse broadband services to market at a lower cost, while ensuring the best-possible end-user experience – attributes that are essential to delivering on the promise of major network initiatives."

For further information about Ciena's presence in Australia and New Zealand, please contact:

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About Ciena

Ciena specializes in practical network transition. We offer leading network infrastructure solutions, intelligent software and a comprehensive services practice to help our customers use their networks to fundamentally change the way they compete. With a global presence, Ciena leverages its heritage of practical innovation to deliver maximum performance and economic value in communications networks worldwide. We routinely post recent news, financial results and other important announcements and information about Ciena on our website. For more information, visit www.ciena.com.

Note to Investors

This media advisory contains certain forward-looking statements based on current expectations, forecasts and assumptions that involve risks and uncertainties. These statements are based on information available to the Company as of the date hereof; and Ciena's actual results could differ materially from those stated or implied, due to risks and uncertainties associated with its business, which include the risk factors disclosed in its Report on Form 10-Q, which Ciena filed with the Securities and Exchange Commission on June 10, 2010. Forward-looking statements include statements regarding Ciena's expectations, beliefs, intentions or strategies regarding the future and can be identified by forward-looking words such as "anticipate," "believe," "could," "estimate," "expect," "intend," "may," "should," "will," and "would" or similar words. Ciena assumes no obligation to update the information included in this media advisory, whether as a result of new information, future events or otherwise.

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¹Dell'Oro optical market share estimates 2009

²Infonetics carrier Ethernet market estimates 2010

³Infonetics Asia optical network hardware market estimates 2010