

Occam Networks
Investor Presentation - Financial Summary
2009

	2005	2006	2007	2008	Q1 2009	Q2 2009	Q3 2009	Q4 2009	2009	Long-Term Model
Revenue (M)	\$39.6	\$68.2	\$75.2	\$99.3	\$19.4	\$21.0	\$21.7	\$21.9	\$84.0	100%
Gross Margin*	30%	38%	39%	43%	43%	39%	42%	41%	41%	42-43%
Operating Expenses*	47%	34%	50%	47%	55%	46%	42%	40%	45%	30-32%
Net Inc (Loss) / Share*	(\$1.04)	\$0.18	(\$0.31)	(\$0.17)	(\$0.11)	(\$0.06)	\$0.01	\$0.02	(\$0.15)	10-13% Op Margin
Cash (M) **	\$10.3	\$63.6	\$50.7	\$44.1	\$43.4	\$43.3	\$45.1	\$45.0	\$45.0	
Number of Customers	135	205	272	325	335	345	354	360	360	

* = Non GAAP

** = Includes Restricted Cash