



Fiscal Q4 2025 Earnings Call Supplementary Slides

August 7, 2025

Cautionary Language Concerning Forward-Looking Statements

This presentation contains forward-looking statements under Section 27A of the Securities Act of 1934. Forward-looking statements are all statements we make other than those dealing specifically with historical matters. These forward-looking statements include, among other things, financial guidance. Please refer to the Company's filings with the Securities and Exchange Commission, including our annual report on Form 10-K filed on August 16, 2024 and our quarterly reports on Form 10-Q filed November 1, 2024, January 31, 2025 and May 2, 2025 for additional factors that could cause actual results to materially differ from current expectations. The forward-looking statements included in this presentation are valid only as of today's date except where otherwise noted. Viavi Solutions Inc. undertakes no obligation to update these statements.

This presentation and the Q&A that follows include non-GAAP financial measures which complement the Company's preliminary consolidated GAAP financial statements. These non-GAAP financial measures are not intended to supersede or replace the Company's preliminary GAAP financials. We provide a detailed reconciliation of preliminary GAAP results to the non-GAAP results in the Appendix to this presentation and in the "Preliminary Reconciliation of GAAP Measures to Non-GAAP Measures" schedule in our earnings release issued today. This earnings release is located in the Investor Relations section of our web site at <https://investor.viavisolutions.com>.

Note: Amounts presented in all slides are on a continuing operations basis unless otherwise noted.

Fiscal 2025 Summary and Key Highlights

(Amounts in \$millions, except per share amounts, and other than revenue reflect non-GAAP)

KEY METRICS

Revenue	
\$1,084.3M	8.4% Y/Y
Non-GAAP Operating Income	
\$153.9M	33.8% Y/Y
Non-GAAP Operating Margin	
14.2%	270 bps Y/Y
Non-GAAP EPS	
\$0.47	42.4% Y/Y

HIGHLIGHTS

- Revenue growth was mainly driven by:
 - Demand for lab and production and field products, primarily from the data center ecosystem, offset by lower demand for cable and wireless products.
 - Growth in our aerospace and defense products, including the acquisition of Inertial Labs.
- Non-GAAP Operating Margin and Non-GAAP EPS was up, driven by higher revenue and favorable product mix.
- Generated operating cash flow of \$89.8 million and free cash flow of \$62.0 million in FY25.
- Incurred capex of \$27.8 million.
- Prioritized capital allocation towards M&A with the acquisition of Inertial Labs and pending acquisition of Spirent’s high speed ethernet and network security, and channel emulation business lines.

Fiscal Q4 2025 Summary and Key Highlights

(Amounts in \$millions, except per share amounts, and other than revenue reflect non-GAAP)

KEY METRICS

Revenue	
\$290.5M	15.3% Y/Y
Non-GAAP Operating Income	
\$41.9M	52.4% Y/Y
Non-GAAP Operating Margin	
14.4%	350 bps Y/Y
Non-GAAP EPS	
\$0.13	62.5% Y/Y

HIGHLIGHTS

- Revenue at the high end of the guidance range.
- Non-GAAP Operating Margin and Non-GAAP EPS at the high end of guidance range.
- Generated operating cash flow of \$23.8 million and free cash flow of \$18.3 million in Q4FY25.
- Incurred capex of \$5.5 million.
- Successfully priced and allocated the \$600 million Term Loan B which will be used to fund the pending acquisition of Spirent’s business lines at close and for general corporate purposes. The Term Loan B will close concurrently with the transaction.

Fiscal Q4 2025 NSE Highlights

(Amounts in \$millions and other than revenue reflect non-GAAP)

NSE

Revenue	
\$209.1M	14.8% Y/Y
Gross Margin	
62.2%	10 bps Y/Y
Operating Margin	
4.7%	290 bps Y/Y

HIGHLIGHTS

- Revenue at \$209.1 million above the midpoint of guidance range of \$203-\$213 million, up 14.8% Y/Y driven by
 - Strong demand for fiber lab and production products mainly driven from the data center ecosystem.
 - Growth in aerospace and defense products, including the acquisition of Inertial Labs.
- Gross Margin at 62.2%, increased 10 basis points Y/Y
- Operating Margin at 4.7% was lower than the mid point of the guidance range of 4%-6% mainly as a result of fiscal year end employee variable costs and higher R&D expenses.

The Company does not allocate stock-based compensation, acquisition-related charges, amortization of intangibles, restructuring, impairment of goodwill or other charges unrelated to core operating performance to its segments. All non-GAAP amounts are reconciled to the corresponding GAAP amounts at the entity level in the Appendix section.

Fiscal Q4 2025 OSP Highlights

(Amounts in \$millions and other than revenue reflect non-GAAP)

OSP

Revenue	
\$81.4M	16.6% Y/Y
Gross Margin	
54.7%	170 bps Y/Y
Operating Margin	
39.4%	460 bps Y/Y

HIGHLIGHTS

- Revenue at \$81.4 million, significantly exceeded guidance range of \$75-\$77 million, and increased 16.6% Y/Y, primarily as a result of strength in Anti-Counterfeiting and Other products.
- Gross Margin at 54.7%, increased 170 basis points Y/Y primarily driven by higher volume and favorable product mix.
- Operating Margin at 39.4%, well above the high end of guidance range of 36%-38% as a result of higher fallthrough.

The Company does not allocate stock-based compensation, acquisition-related charges, amortization of intangibles, restructuring, impairment of goodwill or other charges unrelated to core operating performance to its segments. All non-GAAP amounts are reconciled to the corresponding GAAP amounts at the entity level in the Appendix section.

Fiscal Q1 2026 Business Outlook

	SEGMENT	BUSINESS OUTLOOK
Revenue	VIAVI	\$290 million to \$298 million
	NSE	\$211 million, plus or minus \$3 million
	OSP	\$83 million, plus or minus \$1 million
Non-GAAP Operating Margin	VIAVI	15.0%, plus or minus 40 bps
	NSE	5.8%, plus or minus 40 bps
	OSP	38.3%, plus or minus 20 bps
Non-GAAP EPS		\$0.13 to \$0.14
Non-GAAP Tax		\$8.5 million, plus or minus \$0.5 million
Non-GAAP Other (Income) & Expense		\$5.0 million
Non-GAAP Share Count		228.6 million

With respect to our business outlook above, the Company has not reconciled GAAP measures to non-GAAP measures presented above.

Fiscal Q1 2026 Events

DATE	EVENT	LOCATION
August 19, 2025	Rosenblatt 5th Annual Technology Summit	Virtual

Additional Financial Information

Fiscal Q4 2025 Financial Highlights

(Amounts in \$millions, except per share amounts)

FISCAL QUARTER	Q4 2025	Q3 2025	Q4 2024	QOQ	YOY
GAAP Revenue					
NSE	\$209.1	\$208.2	\$182.2	0.4%	14.8%
OSP	\$81.4	\$76.6	\$69.8	6.3%	16.6%
Total	\$290.5	\$284.8	\$252.0	2.0%	15.3%
Non-GAAP Gross Margin					
NSE	62.2%	63.1%	62.1%	(90 bps)	10 bps
OSP	54.7%	51.6%	53.0%	310 bps	170 bps
Total	60.1%	60.0%	59.6%	10 bps	50 bps
Non-GAAP Operating Margin					
NSE	4.7%	10.4%	1.8%	(570 bps)	290 bps
OSP	39.4%	33.9%	34.8%	550 bps	460 bps
Total	14.4%	16.7%	10.9%	(230 bps)	350 bps
Non-GAAP Earnings Per Share	\$0.13	\$0.15	\$0.08	(13.3%)	62.5%
GAAP Operating Cash Flow	\$23.8	\$7.8	\$26.2	205.1%	(9.2%)

All non-GAAP amounts are reconciled to the corresponding GAAP amounts in the Appendix section.

Revenue by Business Segment and Geographic Region

(Amounts in \$millions)

FISCAL QUARTER	Q4 2025		Q3 2025		Q4 2024		<u>QOQ</u>	<u>YOY</u>
Segment Mix								
NSE	\$209.1	72.0%	\$208.2	73.1%	\$182.2	72.3%	0.4%	14.8%
OSP	\$81.4	28.0%	\$76.6	26.9%	\$69.8	27.7%	6.3%	16.6%
Total	\$290.5	100.0%	\$284.8	100.0%	\$252.0	100.0%	2.0%	15.3%
Region Mix								
Americas	\$112.3	38.7%	\$108.1	38.0%	\$98.8	39.2%	3.9%	13.7%
Asia-Pacific	\$99.4	34.2%	\$100.7	35.4%	\$91.4	36.3%	(1.3%)	8.8%
EMEA	\$78.8	27.1%	\$76.0	26.6%	\$61.8	24.5%	3.7%	27.5%
Total	\$290.5	100.0%	\$284.8	100.0%	\$252.0	100.0%	2.0%	15.3%

Balance Sheet Highlights

(Amounts in \$millions)

FISCAL QUARTER	Q4 2025
Total Cash Balance ⁽¹⁾	\$429.0
Short-term Debt (Carrying Value) ⁽²⁾	\$246.2
Long-term Debt (Carrying Value) ⁽³⁾	\$396.3
GAAP Cash from Operations	\$23.8

⁽¹⁾ Includes cash and cash-equivalents, short-term investments and short-term restricted cash.

⁽²⁾ Carrying value equals outstanding principal amount less the unamortized debt issuance costs and discount costs. Face amount for short-term debt is \$250.0 million related to the 2026 1.625% Convertible Notes.

⁽³⁾ Carrying value equals outstanding principal amount less the unamortized debt issuance costs. Face amount for long-term debt is \$400.0 million related to the 2029 3.75% High-Yield Notes.

Term Notes Summary

(Amounts in \$millions)

	2026 CONVERTIBLE NOTES	2029 HIGH-YIELD NOTES
Issue Size	\$250.0M	\$400.0M
Current Outstanding *	\$250.0M	\$400.0M
Coupon	1.625%	3.75%
Final Maturity	3/15/2026	10/1/2029
Put Date	N/A	N/A
Call Date	3/20/2025	10/1/2024
Call / Put Price (%)	100%	N/A
Conversion Price	\$13.19	N/A
Shares Underlying *	18.9M	N/A
Settlement	Par in Cash; Balance in stock & cash	Par in Cash

* As of June 28, 2025

Income Statement

(Amounts in \$millions, except per share amounts)

FISCAL QUARTER	Q4 2025	Q3 2025	Q4 2024	<u>QOQ</u>	<u>YOY</u>
GAAP Revenue	\$290.5	\$284.8	\$252.0	2.0%	15.3%
Non-GAAP Gross Margin	60.1%	60.0%	59.6%	10 bps	50 bps
Non-GAAP Operating Expenses	\$132.6	\$123.1	\$122.7	7.7%	8.1%
Non-GAAP Operating Profit	\$41.9	\$47.7	\$27.5	(12.2%)	52.4%
Non-GAAP Operating Margin	14.4%	16.7%	10.9%	(230) bps	350 bps
Non-GAAP Net Income	\$29.7	\$33.9	\$17.1	(12.4%)	73.7%
Non-GAAP EPS	\$0.13	\$0.15	\$0.08	(\$0.02)	\$0.05

All non-GAAP amounts are reconciled to the corresponding GAAP amounts in the Appendix section.

GAAP Income Statement

(Amounts in \$millions, except per share amounts)

UNAUDITED GAAP INCOME STATEMENT	Q4 2025	Q3 2025	Q4 2024	QOQ	YOY
Net revenue	\$ 290.5	\$ 284.8	\$ 252.0	2.0 %	15.3 %
Cost of revenues	120.2	118.0	103.0	1.9 %	16.7 %
Amortization of acquired technologies	6.8	6.1	3.4	11.5 %	100.0 %
Total cost of revenues	127.0	124.1	106.4	2.3 %	19.4 %
Gross profit	163.5	160.7	145.6	1.7 %	12.3 %
Operating expenses:					
Research and development	57.2	50.0	52.5	14.4 %	9.0 %
Selling, general and administrative	89.7	101.3	83.1	(11.5)%	7.9 %
Amortization of other intangibles	1.5	1.2	1.3	25.0 %	15.4 %
Restructuring and related (benefits) charges	(0.2)	(0.3)	14.4	(33.3)%	(101.4)%
Total operating expenses	148.2	152.2	151.3	(2.6)%	(2.0)%
Income (loss) from operations	15.3	8.5	(5.7)	80.0 %	368.4 %
Interest income and other income	1.8	2.2	3.7	(18.2)%	(51.4)%
Interest expense	(7.5)	(7.5)	(7.5)	— %	— %
Income before income taxes and equity investment earnings	9.6	3.2	(9.5)	200.0 %	201.1 %
Provision for (benefit from) Income Taxes	2.2	(16.3)	12.2	(113.5)%	(82.0)%
Equity investment earnings	0.6	—	—	NM	NM
Net income (loss)	\$ 8.0	\$ 19.5	\$ (21.7)	(59.0)%	136.9 %
Net income (loss) per share, basic	\$ 0.04	\$ 0.09	\$ (0.10)	(55.6)%	140.0 %
Net income (loss) per share, diluted	\$ 0.04	\$ 0.09	\$ (0.10)	(55.6)%	140.0 %
Shares used in per-share calculation (basic)	223.2	222.6	222.9	0.3 %	0.1 %
Shares used in per-share calculation (diluted)	227.0	226.9	222.9	— %	1.8 %
UNAUDITED % TOTAL GAAP REVENUE	Q4 2025	Q3 2025	Q4 2024	QOQ	YOY
Gross margin	56.3 %	56.4 %	57.8 %	(10 bps)	(150 bps)
Research and development	19.7 %	17.6 %	20.8 %	210 bps	(110 bps)
Selling, general and administrative	30.9 %	35.6 %	33.0 %	(470 bps)	(210 bps)
Total operating expenses	51.0 %	53.4 %	60.0 %	(240 bps)	(900 bps)
Operating margin	5.3 %	3.0 %	(2.3)%	230 bps	760 bps

NM - Percentage change considered not meaningful

Non-GAAP Income Statement

(Amounts in \$millions, except per share amounts)

UNAUDITED NON-GAAP INCOME STATEMENT	Q4 2025	Q3 2025	Q4 2024	QoQ	YoY
Net revenue	\$ 290.5	\$ 284.8	\$ 252.0	2.0 %	15.3 %
Cost of revenues	116.0	114.0	101.8	1.8 %	13.9 %
Gross profit	174.5	170.8	150.2	2.2 %	16.2 %
Operating expenses:					
Research and development	54.6	47.8	49.9	14.2 %	9.4 %
Selling, general and administrative	78.0	75.3	72.8	3.6 %	7.1 %
Total operating expenses	132.6	123.1	122.7	7.7 %	8.1 %
Income from operations	41.9	47.7	27.5	(12.2)%	52.4 %
Interest and other income, net	(4.5)	(4.0)	(2.6)	12.5 %	73.1 %
Income before income taxes and equity investment earnings	37.4	43.7	24.9	(14.4)%	50.2 %
Provision for income tax	8.3	9.8	7.8	(15.3)%	6.4 %
Equity investment earnings	0.6	—	—	NM	NM
Net income	\$ 29.7	\$ 33.9	\$ 17.1	(12.4)%	73.7 %
Net income per share, basic	\$ 0.13	\$ 0.15	\$ 0.08	(13.3)%	62.5 %
Net income per share, diluted	\$ 0.13	\$ 0.15	\$ 0.08	(13.3)%	62.5 %
Shares used in per-share calculation (basic)	223.2	222.6	222.9	0.3 %	0.1 %
Shares used in per-share calculation (diluted)	227.0	226.9	224.2	— %	1.2 %
UNAUDITED % TOTAL REVENUE	Q4 2025	Q3 2025	Q4 2024	QoQ	YoY
Gross margin	60.1 %	60.0 %	59.6 %	10 bps	50 bps
Research and development	18.8 %	16.8 %	19.8 %	200 bps	(100 bps)
Selling, general and administrative	26.9 %	26.4 %	28.9 %	50 bps	(200 bps)
Total operating expenses	45.6 %	43.2 %	48.7 %	240 bps	(310 bps)
Operating margin	14.4 %	16.7 %	10.9 %	(230 bps)	350 bps

NM - Percentage change considered not meaningful

Appendix

Reconciliation of GAAP Measures to Non-GAAP Measures

(Amounts in \$millions)

UNAUDITED					
Gross Profit - GAAP to Non-GAAP Reconciliation					
	Q4 2025	Q3 2025	Q4 2024	QOQ	YOY
GAAP segment gross profit	\$ 163.5	\$ 160.7	\$ 145.6	1.7 %	12.3 %
Stock-based compensation	1.2	2.0	1.2	(40.0)%	— %
Amortization of intangibles	6.8	6.1	3.4	11.5 %	100.0 %
Other charges unrelated to core operating performance ⁽¹⁾	0.4	0.3	—	33.3 %	NM
Amortization of acquisition related inventory step-up	2.6	1.7	—	52.9 %	NM
Non-GAAP gross profit	<u>\$ 174.5</u>	<u>\$ 170.8</u>	<u>\$ 150.2</u>	<u>2.2 %</u>	<u>16.2 %</u>
UNAUDITED					
Operating Income - GAAP to Non-GAAP Reconciliation					
	Q4 2025	Q3 2025	Q4 2024	QOQ	YOY
GAAP operating income	\$ 15.3	\$ 8.5	\$ (5.7)	80.0 %	368.4 %
Stock-based compensation	12.6	14.1	12.8	(10.6)%	(1.6)%
Amortization of intangibles	8.3	7.3	4.7	13.7 %	76.6 %
Change in fair value of contingent liability	(3.4)	2.5	(1.7)	(236.0)%	100.0 %
Acquisition and integration related charges	5.6	13.3	1.5	(57.9)%	273.3 %
Other charges unrelated to core operating performance ⁽¹⁾	1.1	0.6	1.5	83.3 %	(26.7)%
Amortization of acquisition related inventory step-up	2.6	1.7	—	(52.9)%	NM
Restructuring and related (benefits) charges	(0.2)	(0.3)	14.4	(33.3)%	(101.4)%
Non-GAAP operating income	<u>\$ 41.9</u>	<u>\$ 47.7</u>	<u>\$ 27.5</u>	<u>(12.2)%</u>	<u>52.4 %</u>
UNAUDITED					
Net Income GAAP to Non-GAAP Reconciliation					
	Q4 2025	Q3 2025	Q4 2024	QOQ	YOY
GAAP net income (loss)	\$ 8.0	\$ 19.5	\$ (21.7)	(59.0)%	136.9 %
Stock-based compensation	12.6	14.1	12.8	(10.6)%	(1.6)%
Amortization of intangibles	8.3	7.3	4.7	13.7 %	76.6 %
Restructuring and related (benefits) charges	(0.2)	(0.3)	14.4	(33.3)%	(101.4)%
Change in fair value of contingent liability	(3.4)	2.5	(1.7)	(236.0)%	100.0 %
Acquisition and integration related charges	5.6	13.3	1.5	(57.9)%	273.3 %
Other charges unrelated to core operating performance ⁽¹⁾	1.1	0.6	1.5	83.3 %	(26.7)%
Amortization of acquisition related inventory step-up	2.6	1.7	—	52.9 %	NM
Non-cash interest expense	1.2	1.3	1.2	(7.7)%	— %
Income Taxes	(6.1)	(26.1)	4.4	(76.6)%	(238.6)%
Non-GAAP net income	<u>\$ 29.7</u>	<u>\$ 33.9</u>	<u>\$ 17.1</u>	<u>(12.4)%</u>	<u>73.7 %</u>

⁽¹⁾ Other (benefits) charges consists of legal settlements, transformational initiatives, intangible impairment and net losses related to long-lived assets.

NM - Percentage change considered not meaningful

Financial Information by Segment

(Amounts in \$millions and other than revenue reflect non-GAAP)

UNAUDITED SEGMENT RESULTS (\$ in millions)	Q4 2025	Q3 2025	Q4 2024	QOQ	YOY
Net revenue:					
Network and Service Enablement	209.1	208.2	182.2	0.4 %	14.8 %
Optical Securities and Performance Products	81.4	76.6	69.8	6.3 %	16.6 %
Total net revenue	\$ 290.5	\$ 284.8	\$ 252.0	2.0 %	15.3 %
Gross profit					
Network and Service Enablement	130.0	131.3	113.2	(1.0)%	14.8 %
Optical Securities and Performance Products	44.5	39.5	37.0	12.7 %	20.3 %
Total segment gross profit	\$ 174.5	\$ 170.8	\$ 150.2	2.2 %	16.2 %
Operating income (loss)					
Network and Service Enablement	\$ 9.8	\$ 21.7	\$ 3.2	(54.8)%	(206.3)%
Optical Securities and Performance Products	32.1	26.0	24.3	23.5 %	32.1 %
Total segment operating income	\$ 41.9	\$ 47.7	\$ 27.5	(12.2)%	52.4 %
UNAUDITED REVENUE BY SEGMENT (%)	Q4 2025	Q3 2025	Q4 2024	QOQ	YOY
Network and Service Enablement	72.0 %	73.1 %	72.3 %	(110 bps)	(30 bps)
Optical Securities and Performance Products	28.0 %	26.9 %	27.7 %	110 bps	30 bps

The Company does not allocate stock-based compensation, acquisition-related charges, amortization of intangibles, restructuring, impairment of goodwill or other charges unrelated to core operating performance to its segments. All non-GAAP amounts are reconciled to the corresponding GAAP amounts at the entity level in the Appendix section.

Condensed Balance Sheet

(Amounts in \$millions)

UNAUDITED BALANCE SHEET (in millions)	Q4 2024	Q4 2025
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 471.3	\$ 423.6
Short-term investments	19.9	1.7
Restricted cash	5.0	3.7
Accounts receivable, net	213.1	261.0
Inventories, net	96.5	117.9
Prepayments and other current assets	70.7	77.3
Total current assets	876.5	885.2
Property, plant and equipment, net	228.2	231.9
Goodwill, net	452.9	595.7
Intangibles, net	38.2	131.6
Deferred income taxes	82.5	87.2
Other non-current assets	58.0	62.2
Total assets	\$ 1,736.3	\$ 1,993.8
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 50.4	\$ 68.8
Accrued payroll and related expenses	48.2	63.6
Deferred revenue	65.7	74.1
Accrued expenses	25.3	28.7
Short-term debt	—	246.2
Other current liabilities	57.5	108.3
Total current liabilities	247.1	589.7
Long-term debt	636.0	396.3
Other non-current liabilities	171.6	227.6
Total stockholders' equity	681.6	780.2
Total liabilities and stockholders' equity	\$ 1,736.3	\$ 1,993.8



VIAVI Solutions

viavisolutions.com