



# **EARNINGS CONFERENCE CALL**

## **THIRD QUARTER 2025**

Nimrod Ben-Natan, President & CEO

Walter Jankovic, CFO

November 3, 2025

# FORWARD-LOOKING STATEMENTS



During the course of this presentation, we will provide projections and other forward-looking statements regarding future events or the future financial performance of Harmonic, including expectations concerning our business and business growth for 2025 and 2026, our stock repurchase program, and our Q4 2025 guidance. Such statements are only current expectations and actual events or results may differ materially. We refer you to Harmonic's filings with the SEC, particularly our most recent Reports on Form 10-K, Form 10-Q and Form 8-K. These documents identify important risk factors that could cause actual results to differ materially from our projections or other forward-looking statements. We will also present financial metrics determined on a "non-GAAP" basis. These items, together with the corresponding GAAP numbers and a reconciliation to GAAP, are contained in this presentation and the related earnings press release on our website at [www.harmonicinc.com](http://www.harmonicinc.com).



## BROADBAND & VIDEO

Two market-leading  
business units



## Q3 2025 REVENUE

\$142.4M  
Broadband: \$90.5M  
Video: \$51.9M



## MARKET CAPITALIZATION<sup>1</sup>

\$1.2B



## SILICON VALLEY

Headquarters



## CLOUD NATIVE INNOVATION LEADER



## MARKET-LEADING CUSTOMERS

Worldwide



# Revolutionizing Broadband Networks and Cloud Streaming

<sup>1</sup> Market Capitalization as of October 31, 2025

# OVERVIEW

## EXECUTING TOWARDS OUR LONG-TERM GROWTH PLAN



### Exceeded Q3 2025 Commitments

- Broadband revenues and profitability exceeded expectations
- Video exceeded revenue and profitability expectations with strong execution and growth in SaaS

### Navigating Shift to Unified DOCSIS 4.0 in 2025

- Below revenue trend year in Broadband due to Unified 4.0 timing
- Technology and market share leadership position on Unified 4.0, with initial Node shipments by year end

### Leading with a Strong Operating Model

- Cash balance of \$127 million, compared to prior year of \$58 million
- \$16 million in Q3 2025 share repurchases, bringing our 2025 year-to-date share repurchases to \$66 million

### Positioned for Strong Growth in 2026

- Expect revenue growth to resume in 2026 with Unified 4.0, accelerating customer ramps, and recent wins
- Expanded partnership with Spectrum (Charter) on cOS™, Unified 4.0 RPDs, and advanced operational tools

Accelerate the adoption of next-generation, virtualized broadband networks for speed, reliability, and simplicity, over DOCSIS and Fiber



## Customer Diversification

- Six new ROW customer wins including an international Tier 1
- Strong ROW year-over-year revenue growth

## Technology Leadership

- cOS™ orchestrating DOCSIS and Fiber
- Showcased new innovations at recent SCTE including advanced Quality of Experience tools and services
- First production deployment of Unified DOCSIS 4.0 on Mediacom's live network

## Fiber Growth

- ROW wins included two Fiber customers
- Announced Comcast is leveraging Harmonic's fiber-to-the-home solutions

## Cloud Services Expansion

- Unveiled Pathfinder to improve subscriber QoE
- Beacon, which enables up to 25% faster speeds while reducing operator support costs, continues to grow with additional customers

# VIDEO MARKET TRENDS

## HARMONIC IS WELL POSITIONED TO LEAD

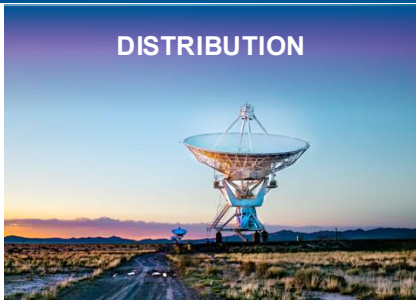


### *Leading Video Appliances*

#### TRANSFORMING BROADCAST TV



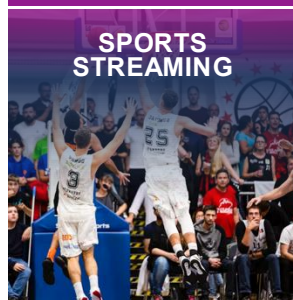
#### DISTRIBUTION



- Unified signal for all viewers
- 24/7 linear channels
- Mature segment with "Broadcast" standards

### *Leading Agnostic Video SaaS Provider*

#### ENABLING PREMIUM STREAMING



#### TV EVERYWHERE



#### VOD



- Dedicated stream per viewer including targeted ads
- On-demand viewing
- Growing and evolving

**HYBRID SOLUTIONS IN DEMAND**

## Appliance Profitability

- Consistent revenue and profitability performance
- Strong pipeline and backlog

## SaaS Transformation

- Q3 SaaS record revenue \$16.1M
- Strong Tier 1 pipeline of new and expansion opportunities
- Akamai partnership driving growth
- Key recent In-stream Ad win

## Strong Operating Leverage





THIRD QUARTER 2025

# FINANCIAL RESULTS AND OUTLOOK

Walter Jankovic, CFO

# Q3 2025 FINANCIAL HIGHLIGHTS\*



## CONSOLIDATED RESULTS

- Revenue of \$142.4 million, down 27.3% from prior year
- EPS of \$0.12, down \$0.14 from prior year
- Cash \$127.4 million, up \$69.2 million from Q3'24

## BROADBAND RESULTS

- Revenue of \$90.5 million, down 37.7% from prior year
- Adj. EBITDA of \$14.2 million, down \$23.3 million from prior year

## VIDEO RESULTS

- Revenue \$51.9 million, up 2.9% from prior year
- SaaS revenue \$16.1 million, up 13.6% from prior year
- Adj. EBITDA \$7.7 million, up \$1.7 million from prior year

\* Non-GAAP

# CAPITAL ALLOCATION PRIORITIES

## Organic Growth

- ROW growth investments
- Working capital for growth
- Additional service offerings

## \$200M Stock Repurchase Authorization

- \$15.7M in stock repurchases during Q3 2025
- Expect strong free cash flow over next 3 years
- OBBBA further strengthens our free cash flow outlook

## Inorganic Expansion Opportunities

- Leverage our growing footprint in Broadband

**Strong Liquidity Position with \$127M in Cash and \$82M in Undrawn Credit Facility**

# Q3 2025 REVENUE & GROSS MARGIN HIGHLIGHTS\*



Financial Metric (\$ Millions)	Q3 2025	Q2 2025	Q3 2024	Q3/Q2 Change	Q3 Y/Y Change
Total Net Revenue	\$142.4	\$138.0	\$195.8	3.2%	(27.3)%
Broadband Revenue	\$90.5	\$86.9	\$145.3	4.1%	(37.7)%
Video Revenue	\$51.9	\$51.1	\$50.4	1.5%	2.9%
Gross Margin (%)	54.4%	54.1%	53.7%	0.3%	0.7%
Broadband Gross Margin (%)	47.3%	46.5%	48.3%	0.8%	(1.0)%
Video Gross Margin (%)	66.7%	67.0%	69.0%	(0.3)%	(2.3)%

\* Non-GAAP. Components may not sum to total due to rounding

# Q3 2025 EARNINGS AND BOOKINGS HIGHLIGHTS\*



Financial Metric \$ Millions (except EPS)	Q3 2025	Q2 2025	Q3 2024	Q3/Q2 Change	Q3 Y/Y Change
Operating Expenses	\$58.4	\$60.7	\$60.5	\$(2.3)	\$(2.1)
Adj. EBITDA	\$21.9	\$17.0	\$43.4	\$4.9	\$(21.5)
Broadband Adj. EBITDA	\$14.2	\$10.8	\$37.5	\$3.4	\$(23.3)
Video Adj. EBITDA	\$7.7	\$6.2	\$6.0	\$1.5	\$1.7
EPS	\$0.12	\$0.09	\$0.26	\$0.03	\$(0.14)
Share Count	113.3	113.5	117.4	(0.2)	(4.1)
Bookings	\$133.3	\$158.4	\$171.4	\$(25.1)	\$(38.1)
Book to Bill Ratio	0.9	1.1	0.9	(0.2)	0.0

\* Non-GAAP. Components may not sum to total due to rounding.



# Q3 2025 BALANCE SHEET & CASH FLOW HIGHLIGHTS



Financial Metric (\$ Millions)	Q3 2025	Q2 2025	Q3 2024
Cash	\$127.4	\$123.9	\$58.2
Cash Provided by (used in) Operations	\$23.8	\$(11.7)	\$8.7
Free Cash Flow	\$21.0	\$(15.5)	\$5.7
Accounts Receivable	\$104.5	\$120.7	\$173.7
DSO	66	79	80
Inventory	\$68.6	\$71.1	\$73.9
Inventory Days	95	101	73
Backlog and Deferred Revenue	\$494.5	\$504.5	\$584.7

# Q4 2025 FINANCIAL GUIDANCE\*



Financial Metric	Broadband	Video	Consolidated
Net Revenue (\$M)	\$85 - \$95	\$48 - \$52	\$133 - \$147
Gross Margin (%)**	48.0% - 50.0%	66.0% - 67.0%	54.5% - 56.0%
Adjusted EBITDA (\$M)	\$10 - \$16	\$3 - \$6	\$13 - \$22
Shares***	n/a	n/a	113.1
EPS	n/a	n/a	\$0.06 - \$0.12

\* Non-GAAP

\*\* Includes estimated tariff impacts of approximately \$1 million

\*\*\* Diluted shares assumes stock price at \$9.40 (Q3 2025 average price)

# CONCLUSION

## MARKET LEADER POSITIONED FOR GROWTH



**Q3 2025 Exceeded  
Expectations**

**Navigating 2025  
Broadband Headwinds**

**Growth Rebound  
Expected in 2026**

### KEY LONG-TERM CATALYSTS

- Technology leadership positions
- Strong operating model
- Proven execution



## WRAP-UP & Q&A

# USE OF NON-GAAP FINANCIAL MEASURES



In establishing operating budgets, managing its business performance, and setting internal measurement targets, the Company excludes a number of items required by GAAP. Management believes that these accounting charges and credits, most of which are non-cash or non-recurring in nature, are not useful in managing its operations and business. Historically, the Company has also publicly presented these supplemental non-GAAP measures in order to assist the investment community to see the Company “through the eyes of management,” and thereby enhance understanding of its operating performance. The non-GAAP measures presented here are gross profit, operating expenses, income (loss) from operations, non-operating expense, net, Adjusted EBITDA, net income (loss) and net income (loss) per diluted share. The presentation of non-GAAP information is not intended to be considered in isolation or as a substitute for results prepared in accordance with GAAP, and is not necessarily comparable to non-GAAP results published by other companies. A reconciliation of the historical and forward-looking non-GAAP financial measures discussed in this presentation to the most directly comparable historical and forward-looking GAAP financial measures is included with the financial information contained in this presentation. The non-GAAP adjustments described below have historically been excluded from our GAAP financial measures. These adjustments are restructuring and related charges, stock-based compensation expense, lease-related asset impairment and other charges, non-cash interest expenses on convertible notes, non-recurring advisory fees, adjustments that normalize the tax rate and depreciation.



# Q3 2025 GAAP TO NON-GAAP RECONCILIATIONS

(UNAUDITED, IN THOUSANDS, EXCEPT EPS AND PERCENTAGES)



Three Months Ended September 26, 2025

	Revenue	Gross Profit	Total Operating Expense	Income from Operations	Total Non-operating Expense, net	Net Income
<b>GAAP</b>	\$ 142,382	\$ 77,129	\$ 67,310	\$ 9,819	\$ (1,071)	\$ 2,694
Stock-based compensation	—	260	(7,064)	7,324	—	7,324
Restructuring and related charges	—	—	(1,087)	1,087	—	1,087
Non-recurring advisory fees	—	—	(749)	749	—	749
Discrete tax items and tax effect of Non-GAAP adjustments	—	—	—	—	—	2,293
<b>Total adjustments</b>	—	260	(8,900)	9,160	—	11,453
<b>Non-GAAP</b>	<u>\$ 142,382</u>	<u>\$ 77,389</u>	<u>\$ 58,410</u>	<u>\$ 18,979</u>	<u>\$ (1,071)</u>	<u>\$ 14,147</u>
<i>As a % of revenue (GAAP)</i>		54.2%	47.3%	6.9%	(0.8)%	1.9%
<i>As a % of revenue (Non-GAAP)</i>		54.4%	41.0%	13.3%	(0.8)%	9.9%
<b>Diluted net income per share:</b>						
GAAP						\$ 0.02
Non-GAAP						\$ 0.12
<b>Shares used in per share calculation:</b>						
GAAP and Non-GAAP						<u>113,323</u>

# Q2 2025 GAAP TO NON-GAAP RECONCILIATIONS

(UNAUDITED, IN THOUSANDS, EXCEPT EPS AND PERCENTAGES)



Three Months Ended June 27, 2025

	Revenue	Gross Profit	Total Operating Expense	Income from Operations	Total Non-operating Expense, net	Net Income
<b>GAAP</b>	\$ 138,027	\$ 73,793	\$ 69,923	\$ 3,870	\$ (894)	\$ 2,871
Stock-based compensation	—	868	(6,829)	7,697	—	7,697
Restructuring and related charges	—	—	(650)	650	—	650
Non-recurring advisory fees	—	—	(78)	78	—	78
Lease-related asset impairment and other charges <sup>(1)</sup>	—	—	(1,637)	1,637	—	1,637
Discrete tax items and tax effect of Non-GAAP adjustments	—	—	—	—	—	(2,633)
<b>Total adjustments</b>	—	868	(9,194)	10,062	—	7,429
<b>Non-GAAP</b>	<u>\$ 138,027</u>	<u>\$ 74,661</u>	<u>\$ 60,729</u>	<u>\$ 13,932</u>	<u>\$ (894)</u>	<u>\$ 10,300</u>
As a % of revenue (GAAP)		53.5%	50.7%	2.8%	(0.6)%	2.1%
As a % of revenue (Non-GAAP)		54.1%	44.0%	10.1%	(0.6)%	7.5%
<b>Diluted net income per share:</b>						
GAAP						\$ 0.03
Non-GAAP						<u>\$ 0.09</u>
<b>Shares used in per share calculation:</b>						
GAAP and Non-GAAP						<u>113,493</u>

(1) Includes impairment charges of \$0.4 million for right-of-use assets, \$0.3 million for leasehold improvements, and \$0.9 million related to the fair value of other unrecoverable facility costs.

# Q3 2024 GAAP TO NON-GAAP RECONCILIATIONS

(UNAUDITED, IN THOUSANDS, EXCEPT EPS AND PERCENTAGES)



## Three Months Ended September 27, 2024

	Revenue	Gross Profit	Total Operating Expense	Income from Operations	Total Non-operating Expense, net	Net Income
<b>GAAP</b>	\$ 195,756	\$ 104,732	\$ 69,308	\$ 35,424	\$ (6,618)	\$ 21,718
Stock-based compensation	—	294	(5,416)	5,710	—	5,710
Restructuring and related charges	—	—	(281)	281	—	281
Asset impairment and related charges <sup>(1)</sup>	—	—	(3,103)	3,103	—	3,103
Discrete tax items and tax effect of Non-GAAP adjustments	—	—	—	—	—	(871)
<b>Total adjustments</b>	—	294	(8,800)	9,094	—	8,223
<b>Non-GAAP</b>	<u>\$ 195,756</u>	<u>\$ 105,026</u>	<u>\$ 60,508</u>	<u>\$ 44,518</u>	<u>\$ (6,618)</u>	<u>\$ 29,941</u>
<i>As a % of revenue (GAAP)</i>		53.5%	35.4%	18.1%	(3.4)%	11.1%
<i>As a % of revenue (Non-GAAP)</i>		53.7%	30.9%	22.7%	(3.4)%	15.3%
<b>Diluted net income per share:</b>						
GAAP						\$ 0.19
Non-GAAP						\$ 0.26
<b>Shares used in per share calculation:</b>						
GAAP and Non-GAAP						<u>117,358</u>

(1) Includes write-off of \$1.8 million for internally developed capitalized software, impairment charges of \$0.8 million for right-of-use assets, \$0.1 million for leasehold improvements, and \$0.4 million related to the fair value of other unrecoverable facility costs.

# ADJ. EBITDA CALCULATIONS

(UNAUDITED, IN THOUSANDS)



	Three Months Ended September 26, 2025	
	Broadband	Video
Income from operations	\$ 12,095	\$ 6,884
Depreciation	2,012	811
Other non-operating income, net	77	36
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$ 14,184</b>	<b>\$ 7,731</b>
Revenue	\$ 90,492	\$ 51,890
<i>Adjusted EBITDA margin % <sup>(1)</sup></i>	<i>15.7%</i>	<i>14.9%</i>

	Three Months Ended June 27, 2025	
	Broadband	Video
Income from operations	\$ 8,585	\$ 5,347
Depreciation	1,929	743
Other non-operating income, net	255	104
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$ 10,769</b>	<b>\$ 6,194</b>
Revenue	\$ 86,918	\$ 51,109
<i>Adjusted EBITDA margin % <sup>(1)</sup></i>	<i>12.4%</i>	<i>12.1%</i>

	Three Months Ended September 27, 2024	
	Broadband	Video
Income from operations	\$ 38,192	\$ 6,326
Depreciation	2,001	859
Other non-operating expense, net	(2,733)	(1,199)
<b>Adjusted EBITDA<sup>(1)</sup></b>	<b>\$ 37,460</b>	<b>\$ 5,986</b>
Revenue	\$ 145,338	\$ 50,418
<i>Adjusted EBITDA margin % <sup>(1)</sup></i>	<i>25.8%</i>	<i>11.9%</i>

# ADJ. EBITDA RECONCILIATIONS

(UNAUDITED, IN THOUSANDS)



	Three Months Ended		
	September 26, 2025	June 27, 2025	September 27, 2024
<b>Net income (GAAP)</b>	\$ 2,694	\$ 2,871	\$ 21,718
Provision for income taxes	6,054	105	7,088
Interest expense, net	1,184	1,253	2,686
Depreciation	2,823	2,672	2,860
<b>EBITDA</b>	<b>12,755</b>	<b>6,901</b>	<b>34,352</b>
<i>Adjustments</i>			
Stock-based compensation	7,324	7,697	5,710
Restructuring and related charges	1,087	650	281
Non-recurring advisory fees	749	78	—
Lease-related asset impairment and other charges	—	1,637	3,103
<b>Total consolidated segment adjusted EBITDA (Non-GAAP)</b>	<b>\$ 21,915</b>	<b>\$ 16,963</b>	<b>\$ 43,446</b>
<b>Revenue</b>	<b>\$ 142,382</b>	<b>\$ 138,027</b>	<b>\$ 195,756</b>
<i>Net income margin (GAAP)</i>	<i>1.9%</i>	<i>2.1%</i>	<i>11.1%</i>
<i>Consolidated segment Adjusted EBITDA margin (Non-GAAP)</i>	<i>15.4%</i>	<i>12.3%</i>	<i>22.2%</i>



# GUIDANCE GAAP TO NON-GAAP RECONCILIATIONS

(UNAUDITED, IN MILLIONS, EXCEPT EPS AND PERCENTAGES)



## Q4 2025 Financial Guidance <sup>(1)</sup>

	Revenue		Gross Profit		Total Operating Expense		Income from Operations		Net Income	
<b>GAAP</b>	\$	133 to \$ 147	\$	71 to \$ 82	\$	70 to \$ 71	\$	1 to \$ 10	\$	— to \$ 5
Stock-based compensation		—		1		(8)		9		9
Tax effect of Non-GAAP adjustments		—		—		—		—		(2) to —
<b>Total adjustments</b>		—		1		(8)		9		7 to 9
<b>Non-GAAP</b>	\$	133 to \$ 147	\$	72 to \$ 83	\$	62 to \$ 63	\$	10 to \$ 19	\$	7 to \$ 14
<i>As a % of revenue (GAAP)</i>				53.4% to 55.8%		52.6% to 48.3%		0.8% to 6.8%		0.0% to 3.4%
<i>As a % of revenue (Non-GAAP)</i>				54.5% to 56.0%		46.6% to 42.9%		7.5% to 12.9%		5.3% to 9.5%
<b>Diluted net income per share:</b>										
GAAP									\$	— to \$ 0.04
Non-GAAP									\$	0.06 to \$ 0.12
<b>Shares used in per share calculation:</b>										
GAAP and Non-GAAP										113.1

(1) Components may not sum to total due to rounding.

# GUIDANCE ADJ. EBITDA CALCULATIONS

(UNAUDITED, IN MILLIONS)



	Q4 2025 Financial Guidance									
	Broadband				Video					
Income from operations	\$	8	to	\$	14	\$	2	to	\$	5
Depreciation		2			2		1			1
Segment adjusted EBITDA <sup>(2)</sup>	\$	10	to	\$	16	\$	3	to	\$	6

(1) Components may not sum to total due to rounding.

# GUIDANCE ADJ. EBITDA RECONCILIATIONS

(UNAUDITED, IN MILLIONS)



Q4 2025 Financial Guidance			
<b>Net income (GAAP)</b>	\$	— to \$	5
Provision for income taxes		—	4
Interest expense, net		1	1
Depreciation		3	3
<b>EBITDA</b>		4 to	13
<i>Adjustments</i>			
Stock-based compensation		9	9
<b>Total consolidated segment adjusted EBITDA (Non-GAAP)</b>	\$	13 to \$	22

(1) Components may not sum to total due to rounding.



**THANK YOU.**