



Financial and Operating Statistics
(Unaudited)

	Fiscal Quarters Ended				
	31-Mar-07	31-Mar-06	30-Jun-06	30-Sep-06	31-Dec-06
Operating Statistics					
Total Revenue by Product					
Video	\$40.1 million	\$17.7 million	\$24.7 million	\$34.8 million	\$44.8 million
Data	\$5.6 million	\$10.3 million	\$7.6 million	\$2.3 million	\$11.9 million
Total Revenue by Geography					
Domestic	90%	82%	82%	91%	96%
International	10%	18%	18%	9%	4%
Non-GAAP Gross Margins	58%	51.2%	48.9%	52.0%	57.0%
Non-GAAP Operating Margins	11%	-0.5%	2.0%	12.8%	22.0%
Balance Sheet Statistics					
DSO's	70 days	76 days	62 days	77 days	48 days
Cash from Operating Activities	\$3.3 million	\$1.3 million	\$10.3 million	\$7.1 million	\$30.0 million
Miscellaneous Items					
Headcount	607	458	481	507	562
10% customers	Cablevision, Cox, Time Warner, Verizon	Adelphia, Comcast, Cox, Verizon	Comcast, Cox, Time Warner, Verizon	Comcast, Time Warner, Verizon	Cox, Time Warner, Verizon

BigBand reports all financial information required in accordance with generally accepted accounting principles (GAAP), but it believes that evaluating its ongoing operating results may be difficult to understand if limited to reviewing only GAAP financial measures. Many of our investors have requested that we disclose this non-GAAP information because it is useful in understanding our performance as it excludes non-cash and other special charges that many investors feel may obscure our true operating costs. Likewise, management uses these non-GAAP measures to manage and assess the profitability of its business and does not consider amortization of intangible assets, preferred stock warrant expense or stock-based compensation expense, which are non-cash charges, in managing its operations. Specifically, we do not consider stock-based compensation expense when developing and monitoring budgets and spending. The economic substance behind our decision to exclude preferred stock warrant expense, share-based compensation and amortization of intangible assets relates to these charges being non-cash in nature. As a result, BigBand uses calculations of non-GAAP operating income, net income, net income per share and gross margin, which exclude, net of tax, amortization of intangible assets, preferred stock warrant expense, and stock-based compensation, to evaluate its ongoing operations and to allocate resources within the organization. Whenever BigBand uses such a non-GAAP financial measure, it provides a reconciliation of non-GAAP financial measures to the most closely applicable GAAP financial measure. Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measure.