

**ADTRAN's Mark C. Smith Named CEO of the Year; ADTRAN Recognized as an Engineering Empire with a Small-Company Feel**

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--March 27, 2000--ADTRAN, Inc. (NASDAQ: ADTN), today announced the selection of its Chairman of the Board and Chief Executive Officer Mark C. Smith as CEO of the Year by The Birmingham News. Each year since 1994 The Birmingham News has conducted the award by ranking the top 5 CEOs of Alabama's public companies. Mark Smith leads a corporation whose stock has risen more than 260 percent in the past year and whose sales have tripled since a 1994 initial public offering.

At the same time revenues were increasing, operating expenses remained relatively stable due to a diligent, company wide effort to hold costs. As a result, operating margins continually increased, allowing ADTRAN to achieve an overall operating margin of greater than 20 percent.

In accepting the award, Smith said, "I'm extremely pleased and honored to receive the CEO of the Year Award. On behalf of the entire ADTRAN team, I want to thank The Birmingham News and the members of the selection committee. This honor acknowledges some very hard work by employees of ADTRAN over the past 15 years."

"Our success in the emerging markets can be attributed to having the right products and technologies that provide the right customer solutions, the right service, and of course, the right price. By supplying high-quality, world-class products to our carrier, enterprise, CLEC and international customers, we make an important contribution to the functionality and reliability of today's Internet and wide area communications systems."

"The exceptional employees of ADTRAN have laid a strong foundation for continued growth in the markets where we operate. Together, we've created a dynamic and powerful competitor for the emerging markets of the future."

**About ADTRAN**

Established in 1985, ADTRAN, Inc. is a leading provider of deployment and access solutions for carrier and enterprise networks. ADTRAN technologies support more than two million local loops worldwide. More than 500 ADTRAN products support all major digital technologies, including T3, T1, E1, Frame Relay, DDS, HDSL, HDSL2, xDSL, ISDN, and wireless transport. According to Dataquest and IDC, ADTRAN holds revenue-leading positions in the Integrated Access, Frame Relay/DDS,

ISDN Extension and HDSL/T1/E1 markets. ADTRAN customers include the Regional Bell Operating Companies, interexchange carriers, GTE, domestic independent service providers, corporate end users, international customers and original equipment manufacturers.

For more information, contact the company at 800 9ADTRAN (800/923-8726) or via e-mail at [info@adtran.com](mailto:info@adtran.com). On the web, visit [www.adtran.com](http://www.adtran.com).

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