



ADTRAN, Inc. Announces Fourth Quarter Preliminary Revenue and Earnings Estimates

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--Jan. 4, 2002--ADTRAN, Inc. (Nasdaq:ADTN) announced preliminary revenue and earnings estimates for the fourth quarter ending December 31, 2001. Based upon information currently available, revenue for the quarter is expected to be approximately \$89,000,000. Earnings are expected to range from \$.09 - \$.10 per share, assuming dilution, including an unusual charge of \$.06.

ADTRAN Chairman and Chief Executive Officer Mark Smith stated, "The economic slowdown continued to affect our sales during the quarter. While we noted increased activity in December, it was not sufficient to meet our earlier revenue projections. Also, due to financial difficulties experienced by one of our telecom distributors, we increased our allowance for bad debt, which impacted earnings per share by \$.06 for the year. This unusual charge is included in the above earnings estimate."

During the fourth quarter conference call, which will be held Monday, January 14 at 9:30 a.m. Central Standard Time, the company will provide guidance for the first quarter and 2002. This conference call will be webcast live through StreetEvents.com. To participate, simply visit the Investor Relations site at <http://www.adtran.com> or <http://streetevents.com> approximately 10 minutes prior to the start of the call and click on the conference call link provided.

ADTRAN, Inc. is an established supplier of advanced transmission products that provide users access to today's expansive telecommunications networks. Widely deployed in carrier, enterprise and global networks worldwide, ADTRAN products support all major digital access technologies. ADTRAN equipment is widely deployed by major Incumbent Local Exchange Carriers, Interexchange Carriers, ISPs, Competitive Local Exchange Carriers, international service providers, public and private enterprises, and original equipment manufacturers.

This press release contains forward-looking statements which reflect management's best judgment based on factors currently known. However, these statements involve risks and uncertainties including the successful development and market acceptance of new products, the degree of competition in the market for such products, the product and channel mix, component costs, manufacturing efficiencies, and other risks detailed in our annual report on Form 10-K for the year ended December 31, 2000. Such risks and uncertainties could cause actual results to differ materially from those in the forward-looking statements included in this press release.

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