



New Agreement Advances ADTRAN to Number One HDSL Market Position

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--April 13, 1999--In response to recent inquiries, ADTRAN (Nasdaq:ADTN) today announced that another major telephone company has switched to ADTRAN as the primary provider for HDSL equipment. This is a significant development in ADTRAN's goal to lead the DSL marketplace. Warehouse shipments have begun. Additional shipments are anticipated to occur with a transition schedule similar to that completed with another major carrier during the fourth quarter of 1998.

According to Mark C. Smith, chairman and chief executive officer, "This award advances ADTRAN to the number one position in the HDSL marketplace. In the United States, the major HDSL customers are the seven original Regional Bell Operating Companies (RBOCs) plus GTE. With this award, we are not only the primary provider of equipment for five of the eight major customers, but also a significant provider for others. Our market leading position is a direct result of hard work and innovation by the ADTRAN team. I congratulate our employees for their achievement."

Since the Internet, video conferencing and many other applications are driving the need for more bandwidth, telephone companies are installing more circuits to accommodate higher speeds. T1 service, the largest digital service revenue producer for the telephone companies, best meets this need because it provides simultaneous transmission of 1.5 megabits per second service in each direction. The majority of T1 circuits use DSL, specifically HDSL, as the mechanism to deliver this service to the customer's business. Over the last year, ADTRAN has shipped over one million units of DSL products and is well positioned to continue to lead this growing marketplace.

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, 1998. Such risks and uncertainties could cause actual results to differ materially from those in the forward-looking statements included in this press release.

About ADTRAN

Established in 1985, ADTRAN, Inc. is a leading provider of network deployment and access solutions for delivering today's digital telecommunications services over existing copper infrastructures. Today, 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, xDSL, ISDN, and wireless transport. In the carrier network and enterprise markets, ADTRAN produces a complete end-to-end solution that provides the greatest network efficiency and lowest possible telecommunications costs.

According to Dataquest and IDC, ADTRAN holds revenue-leading positions in the Frame Relay/DDS, ISDN Extension and HDSL/T1/E1 network and access 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), 256/963-8000, or via e-mail at info@adtran.com. On the web, visit www.adtran.com.

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