

Sonus Networks, Inc.
Supplementary Financial and Operational Data

\$(000s)	Q113	FY12	Q412	Q312	Q212	Q112	FY11	Q411	Q311	Q211	Q111
Revenue											
Product	37,796	153,326	45,809	33,520	32,586	41,411	154,373	47,082	41,892	29,446	35,953
Services	25,492	100,808	29,327	23,529	25,024	22,928	105,323	27,190	24,461	22,326	31,346
Total Revenue	63,288	254,134	75,136	57,049	57,610	64,339	259,696	74,272	66,353	51,772	67,299
SBC Revenue											
Product	23,510	67,641	20,573	20,394	13,523	13,151	37,866	17,466	10,398	7,671	2,332
<i>SBC as % Total Product Revenue</i>	<i>62%</i>	<i>44%</i>	<i>45%</i>	<i>61%</i>	<i>41%</i>	<i>32%</i>	<i>25%</i>	<i>37%</i>	<i>25%</i>	<i>26%</i>	<i>6%</i>
Services	6,465	19,945	5,516	5,051	5,566	3,812	14,110	5,009	3,466	3,145	2,490
SBC Revenue	29,975	87,586	26,089	25,445	19,089	16,963	51,976	22,475	13,864	10,816	4,822
<i>SBC as % Total Revenue</i>	<i>47%</i>	<i>34%</i>	<i>35%</i>	<i>45%</i>	<i>33%</i>	<i>26%</i>	<i>20%</i>	<i>30%</i>	<i>21%</i>	<i>21%</i>	<i>7%</i>
% of Total Revenue	Q113	FY12	Q412	Q312	Q212	Q112	FY11	Q411	Q311	Q211	Q111
Revenue											
Product	60%	60%	61%	59%	57%	64%	59%	63%	63%	57%	53%
Services	40%	40%	39%	41%	43%	36%	41%	37%	37%	43%	47%
SBC Revenue											
Product	78%	77%	79%	80%	71%	78%	73%	78%	75%	71%	48%
Services	22%	23%	21%	20%	29%	22%	27%	22%	25%	29%	52%
Revenue by Geography											
Domestic	69%	68%	51%	77%	73%	75%	60%	67%	64%	78%	36%
International	31%	32%	49%	23%	27%	25%	40%	33%	36%	22%	64%
% of Product Revenue	Q113	FY12	Q412	Q312	Q212	Q112	FY11	Q411	Q311	Q211	Q111
Revenue by Channel											
Direct	83%	*	*	*	*	*	*	*	*	*	*
Indirect	17%	*	*	*	*	*	*	*	*	*	*
Operating Statistics	Q113	FY12	Q412	Q312	Q212	Q112	FY11	Q411	Q311	Q211	Q111
10% Customers											
Number of 10% customers	2	1	1	1	1	3	2	3	1	2	1
Name of 10% customers	US Gov't AT&T	AT&T	SoftBank	Level 3	AT&T	AT&T Verizon SoftBank	BTC AT&T	CenturyLink SoftBank Verizon	AT&T	AT&T CenturyLink	BAH Tel
Top 5 Customers as % of Revenue	50%	48%	45%	41%	54%	66%	43%	55%	52%	46%	72%
Number of Total Customers**	541		504	403	123	117		115	107	98	103
Number of New Customers**	163	230	180	40	6	4	21	12	8	0	1
Number of New Customers** with SBC Content	138	*	130	*	*	*	*	*	*	*	*

* Not historically provided.

** Customer Count reflects end customers and excludes customers with maintenance only revenue of less than \$5k on a quarterly basis.