

Sonus Networks, Inc.  
Supplementary Financial and Operational Data

\$(000s)	Q213	Q113	FY12	Q412	Q312	Q212	Q112	FY11	Q411	Q311	Q211	Q111
<b>Revenue</b>												
Product	42,939	37,796	153,326	45,809	33,520	32,586	41,411	154,373	47,082	41,892	29,446	35,953
Services	26,254	25,492	100,808	29,327	23,529	25,024	22,928	105,323	27,190	24,461	22,326	31,346
<b>Total Revenue</b>	<b>69,193</b>	<b>63,288</b>	<b>254,134</b>	<b>75,136</b>	<b>57,049</b>	<b>57,610</b>	<b>64,339</b>	<b>259,696</b>	<b>74,272</b>	<b>66,353</b>	<b>51,772</b>	<b>67,299</b>
<b>SBC Revenue</b>												
Product	20,449	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>48%</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	8,559	6,465	19,945	5,516	5,051	5,566	3,812	14,110	5,009	3,466	3,145	2,490
<b>SBC Revenue</b>	<b>29,008</b>	<b>29,975</b>	<b>87,586</b>	<b>26,089</b>	<b>25,445</b>	<b>19,089</b>	<b>16,963</b>	<b>51,976</b>	<b>22,475</b>	<b>13,864</b>	<b>10,816</b>	<b>4,822</b>
<i>SBC as % Total Revenue</i>	<i>42%</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>
<b>% of Total Revenue</b>	<b>Q213</b>	<b>Q113</b>	<b>FY12</b>	<b>Q412</b>	<b>Q312</b>	<b>Q212</b>	<b>Q112</b>	<b>FY11</b>	<b>Q411</b>	<b>Q311</b>	<b>Q211</b>	<b>Q111</b>
<b>Revenue</b>												
Product	62%	60%	60%	61%	59%	57%	64%	59%	63%	63%	57%	53%
Services	38%	40%	40%	39%	41%	43%	36%	41%	37%	37%	43%	47%
<b>SBC Revenue</b>												
Product	70%	78%	77%	79%	80%	71%	78%	73%	78%	75%	71%	48%
Services	30%	22%	23%	21%	20%	29%	22%	27%	22%	25%	29%	52%
<b>Revenue by Geography</b>												
Domestic	74%	69%	68%	51%	77%	73%	75%	60%	67%	64%	78%	36%
International	26%	31%	32%	49%	23%	27%	25%	40%	33%	36%	22%	64%
<b>% of Product Revenue</b>	<b>Q213</b>	<b>Q113</b>	<b>FY12</b>	<b>Q412</b>	<b>Q312</b>	<b>Q212</b>	<b>Q112</b>	<b>FY11</b>	<b>Q411</b>	<b>Q311</b>	<b>Q211</b>	<b>Q111</b>
<b>Revenue by Channel</b>												
Direct	84%	83%	*	*	*	*	*	*	*	*	*	*
Indirect	16%	17%	*	*	*	*	*	*	*	*	*	*
<b>Operating Statistics</b>	<b>Q213</b>	<b>Q113</b>	<b>FY12</b>	<b>Q412</b>	<b>Q312</b>	<b>Q212</b>	<b>Q112</b>	<b>FY11</b>	<b>Q411</b>	<b>Q311</b>	<b>Q211</b>	<b>Q111</b>
<b>10% Customers</b>												
Number of 10% customers	2	2	1	1	1	1	3	2	3	1	2	1
Name of 10% customers	AT&T Verizon	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
<b>Top 5 Customers as % of Revenue</b>	<b>47%</b>	<b>50%</b>	<b>48%</b>	<b>45%</b>	<b>41%</b>	<b>54%</b>	<b>66%</b>	<b>43%</b>	<b>55%</b>	<b>52%</b>	<b>46%</b>	<b>72%</b>
<b>Number of Total Customers**</b>	<b>539</b>	<b>541</b>	<b>504</b>	<b>403</b>	<b>123</b>	<b>117</b>	<b>115</b>	<b>107</b>	<b>98</b>	<b>103</b>	<b>103</b>	<b>103</b>
<b>Number of New Customers**</b>	<b>190</b>	<b>163</b>	<b>230</b>	<b>180</b>	<b>40</b>	<b>6</b>	<b>4</b>	<b>21</b>	<b>12</b>	<b>8</b>	<b>0</b>	<b>1</b>
Number of New Customers** with SBC Content	161	138	*	130	*	*	*	*	*	*	*	*

\*Not historically provided.

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