

Sonus Networks, Inc.
Supplementary Financial and Operational Data

| \$(000s) | FY14 | Q414 | Q314 | Q214 | Q114 |
|--|----------------|---------------|---------------------|---------------|---------------|
| Revenue | | | | | |
| Product | 182,455 | 46,570 | 44,900 | 45,845 | 45,140 |
| Services | 113,871 | 30,228 | 28,316 | 29,725 | 25,602 |
| Total Revenue | 296,326 | 76,798 | 73,216 | 75,570 | 70,742 |
| Growth-related Revenue | | | | | |
| Product | 124,281 | 31,461 | 31,367 | 28,630 | 32,823 |
| <i>Growth-related as % Total Product Revenue</i> | 68% | 68% | 70% | 62% | 73% |
| Services | 39,263 | 11,012 | 9,915 | 10,239 | 8,097 |
| Growth-related Revenue | 163,544 | 42,473 | 41,282 | 38,869 | 40,920 |
| <i>Growth-related as % Total Revenue</i> | 55% | 55% | 56% | 51% | 58% |
| % of Total Revenue | FY14 | Q414 | Q314 | Q214 | Q114 |
| Revenue | | | | | |
| Product | 62% | 61% | 61% | 61% | 64% |
| Services | 38% | 39% | 39% | 39% | 36% |
| Growth-related Revenue | | | | | |
| Product | 76% | 74% | 76% | 74% | 80% |
| Services | 24% | 26% | 24% | 26% | 20% |
| Revenue by Geography | | | | | |
| Domestic | 71% | 70% | 70% | 71% | 73% |
| International | 29% | 30% | 30% | 29% | 27% |
| % of Product Revenue | FY14 | Q414 | Q314 | Q214 | Q114 |
| Revenue by Channel | | | | | |
| Direct | 73% | 75% | 62% | 71% | 82% |
| Indirect | 27% | 25% | 38% | 29% | 18% |
| Operating Statistics | FY14 | Q414 | Q314 | Q214 | Q114 |
| 10% Customers | | | | | |
| Number of 10% customers | 1 | 1 | 2 | 1 | 1 |
| Name of 10% customers | AT&T | AT&T | CenturyLink AT&T | AT&T | AT&T |
| Top 5 Customers as % of Revenue | 36% | 27% | 47% | 40% | 42% |
| Number of Total Customers* | | 806 | 718 | 798 | 612 |
| Number of New Customers* | 856 | 228 | 228 | 227 | 173 |
| Number of New Customers* with Growth-related Content | 788 | 214 | 199 | 214 | 161 |

| | FY13 | Q413 | Q313 | Q213 | Q113 |
|--|----------------|---------------|---------------|-----------------|-----------------|
| | 167,272 | 45,825 | 40,712 | 42,939 | 37,796 |
| | 109,461 | 30,328 | 27,387 | 26,254 | 25,492 |
| | 276,733 | 76,153 | 68,099 | 69,193 | 63,288 |
| | 97,431 | 32,161 | 21,311 | 20,449 | 23,510 |
| | 58% | 70% | 52% | 48% | 62% |
| | 32,491 | 9,437 | 8,030 | 8,559 | 6,465 |
| | 129,922 | 41,598 | 29,341 | 29,008 | 29,975 |
| | 47% | 55% | 43% | 42% | 47% |
| | FY13 | Q413 | Q313 | Q213 | Q113 |
| | 60% | 60% | 60% | 62% | 60% |
| | 40% | 40% | 40% | 38% | 40% |
| | 75% | 77% | 73% | 70% | 78% |
| | 25% | 23% | 27% | 30% | 22% |
| | 69% | 66% | 66% | 74% | 69% |
| | 31% | 34% | 34% | 26% | 31% |
| | FY13 | Q413 | Q313 | Q213 | Q113 |
| | 80% | 81% | 73% | 84% | 83% |
| | 20% | 19% | 27% | 16% | 17% |
| | FY13 | Q413 | Q313 | Q213 | Q113 |
| | 1 | 1 | 1 | 2 | 2 |
| | AT&T | CenturyLink | AT&T | AT&T Verizon | US Govt AT&T |
| | 39% | 43% | 36% | 47% | 50% |
| | | 580 | 560 | 539 | 541 |
| | 670 | 146 | 171 | 190 | 163 |
| | 552 | 122 | 131 | 161 | 138 |

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