

Sonus Networks, Inc.  
Supplementary Financial and Operational Data

GAAP	FY12			FY11		
	Sonus	NET <sup>(1)</sup>	Consol.	Sonus	NET	Consol.
<b>\$(000s)</b>						
<b>Revenue</b>						
Product	140,451	12,875	153,326	154,373		154,373
Services	96,563	4,245	100,808	105,323		105,323
<b>Total Revenue</b>	<b>237,014</b>	<b>17,120</b>	<b>254,134</b>	<b>259,696</b>		<b>259,696</b>
<b>SBC Revenue</b>						
Product	62,110	5,531	67,641	37,866		37,866
<i>SBC as % Total Product Revenue</i>	<i>44%</i>	<i>43%</i>	<i>44%</i>	<i>25%</i>		<i>25%</i>
Services	19,415	531	19,946	14,110		14,110
<b>SBC Revenue</b>	<b>81,525</b>	<b>6,062</b>	<b>87,587</b>	<b>51,976</b>		<b>51,976</b>
<i>SBC as % Total Revenue</i>	<i>34%</i>	<i>35%</i>	<i>34%</i>	<i>20%</i>		<i>20%</i>
<b>Revenue by Geography</b>						
Domestic	161,093	11,334	172,427	157,055		157,055
International	75,921	5,786	81,707	102,641		102,641
<b>Total Revenue</b>	<b>237,014</b>	<b>17,120</b>	<b>254,134</b>	<b>259,696</b>		<b>259,696</b>
<b>%</b>						
<b>Revenue</b>						
Product	59%	75%	60%	59%		59%
Services	41%	25%	40%	41%		41%
<b>SBC Revenue</b>						
Product	76%	91%	77%	73%		73%
Services	24%	9%	23%	27%		27%
<b>Revenue by Geography</b>						
Domestic	68%	66%	68%	60%		60%
International	32%	34%	32%	40%		40%
<b>Operating Stats</b>						
<b>10% Customers</b>						
Number of 10% customers			1	2		2
Name of 10% customers			AT&T	BTC AT&T		BTC AT&T
<b>Top 5 Customers as % of Revenue</b>			<b>48%</b>	<b>43%</b>		<b>43%</b>
<b>Number of New Customers</b>	<b>29</b>	<b>201</b>	<b>230</b>	<b>21</b>		<b>21</b>
<b>Number of New with SBC Content</b>	<b>29</b>	<b>151</b>	<b>180</b>	<b>20</b>		<b>20</b>

(1) FY12 NET reflects a partial period from 08/24/2012, the date of the transaction close, through the end of the year, 12/31/2012.

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GAAP \$(000s)	Q412		
	Sonus	NET	Consol.
<b>Revenue</b>			
Product	38,796	7,013	45,809
Services	26,398	2,929	29,327
<b>Total Revenue</b>	<b>65,194</b>	<b>9,942</b>	<b>75,136</b>
<b>SBC Revenue</b>			
Product	16,880	3,693	20,573
<i>SBC as % Total Product Revenue</i>	<i>44%</i>	<i>53%</i>	<i>45%</i>
Services	5,078	439	5,517
<b>SBC Revenue</b>	<b>21,958</b>	<b>4,132</b>	<b>26,090</b>
<i>SBC as % Total Revenue</i>	<i>34%</i>	<i>42%</i>	<i>35%</i>
<b>Revenue by Geography</b>			
Domestic	31,912	6,316	38,228
International	33,282	3,626	36,908
<b>Total Revenue</b>	<b>65,194</b>	<b>9,942</b>	<b>75,136</b>
<b>%</b>	<b>Sonus</b>	<b>NET</b>	<b>Consol.</b>
<b>Revenue</b>			
Product	60%	71%	61%
Services	40%	29%	39%
<b>SBC Revenue</b>			
Product	77%	89%	79%
Services	23%	11%	21%
<b>Revenue by Geography</b>			
Domestic	49%	64%	51%
International	51%	36%	49%
<b>Operating Stats</b>	<b>Sonus</b>	<b>NET</b>	<b>Consol.</b>
<b>10% Customers</b>			
Number of 10% customers			1
Name of 10% customers			SoftBank
<b>Top 5 Customers as % of Revenue</b>			<b>45%</b>
<b>Number of Total Customers</b>	<b>132</b>	<b>372</b>	<b>504</b>
<b>Number of New Customers</b>	<b>8</b>	<b>172</b>	<b>180</b>
<b>Number of New with SBC Content</b>	<b>8</b>	<b>122</b>	<b>130</b>

Q312			Q212	Q112	Q411	Q311	Q211	Q111
Sonus	NET <sup>(1)</sup>	Consol.						
27,658	5,862	33,520	32,586	41,411	47,082	41,892	29,446	35,953
22,213	1,316	23,529	25,024	22,928	27,190	24,461	22,326	31,346
<b>49,871</b>	<b>7,178</b>	<b>57,049</b>	<b>57,610</b>	<b>64,339</b>	<b>74,272</b>	<b>66,353</b>	<b>51,772</b>	<b>67,299</b>
18,556	1,838	20,394	13,523	13,151	17,466	10,398	7,671	2,332
<i>67%</i>	<i>31%</i>	<i>61%</i>	<i>41%</i>	<i>32%</i>	<i>37%</i>	<i>25%</i>	<i>26%</i>	<i>6%</i>
4,959	92	5,051	5,566	3,812	5,009	3,466	3,145	2,490
<b>23,515</b>	<b>1,930</b>	<b>25,445</b>	<b>19,089</b>	<b>16,963</b>	<b>22,475</b>	<b>13,864</b>	<b>10,816</b>	<b>4,822</b>
<i>47%</i>	<i>27%</i>	<i>45%</i>	<i>33%</i>	<i>26%</i>	<i>30%</i>	<i>21%</i>	<i>21%</i>	<i>7%</i>
38,680	5,018	43,698	42,082	48,419	50,070	42,211	40,440	24,334
11,191	2,160	13,351	15,528	15,920	24,202	24,142	11,332	42,965
<b>49,871</b>	<b>7,178</b>	<b>57,049</b>	<b>57,610</b>	<b>64,339</b>	<b>74,272</b>	<b>66,353</b>	<b>51,772</b>	<b>67,299</b>
<b>Sonus</b>	<b>NET <sup>(1)</sup></b>	<b>Consol.</b>	<b>Q212</b>	<b>Q112</b>	<b>Q411</b>	<b>Q311</b>	<b>Q211</b>	<b>Q111</b>
55%	82%	59%	57%	64%	63%	63%	57%	53%
45%	18%	41%	43%	36%	37%	37%	43%	47%
79%	95%	80%	71%	78%	78%	75%	71%	48%
21%	5%	20%	29%	22%	22%	25%	29%	52%
78%	70%	76.0%	73%	75%	67%	64%	78%	36%
22%	30%	24.0%	27%	25%	33%	36%	22%	64%
<b>Sonus</b>	<b>NET <sup>(1)</sup></b>	<b>Consol.</b>	<b>Q212</b>	<b>Q112</b>	<b>Q411</b>	<b>Q311</b>	<b>Q211</b>	<b>Q111</b>
		1	1	3	3	1	2	1
		Level 3	AT&T	AT&T Verizon SoftBank	CenturyLink SoftBank Verizon	AT&T	AT&T CenturyLink	BAH Tel
		41%	54%	66%	55%	52%	46%	72%
132	271	403	123	117	115	107	98	103
11	29	40	6	4	12	8	0	1
11	29	40	6	4	11	8	0	1

(1) Q312 NET reflects a partial period from 08/24/2012, the date of the transaction close, through the end of the third quarter, 09/28/2012.