

Sonus Networks, Inc.  
Supplementary Financial and Operational Data

\$(000s)	YTD15 at Q315	Q315	Q215	Q115
<b>Revenue</b>				
Product	94,137	42,230	27,042	24,865
Services	78,571	25,632	27,659	25,280
<b>Total Revenue</b>	<b>172,708</b>	<b>67,862</b>	<b>54,701</b>	<b>50,145</b>
<b>Growth-related Revenue</b>				
Product	64,049	30,924	16,218	16,907
<i>Growth-related as % Total Product Revenue</i>	68%	73%	60%	68%
Services	35,855	11,373	12,372	12,110
<b>Growth-related Revenue</b>	<b>99,904</b>	<b>42,297</b>	<b>28,590</b>	<b>29,017</b>
<i>Growth-related as % Total Revenue</i>	58%	62%	52%	58%

FY14	Q414	YTD14 at Q314	Q314	Q214	Q114
182,455	46,570	135,885	44,900	45,845	45,140
113,871	30,228	83,643	28,316	29,725	25,602
<b>296,326</b>	<b>76,798</b>	<b>219,528</b>	<b>73,216</b>	<b>75,570</b>	<b>70,742</b>
124,281	31,461	92,820	31,367	28,630	32,823
68%	68%	68%	70%	62%	73%
39,263	11,012	28,251	9,915	10,239	8,097
<b>163,544</b>	<b>42,473</b>	<b>121,071</b>	<b>41,282</b>	<b>38,869</b>	<b>40,920</b>
55%	55%	55%	56%	51%	58%

% of Total Revenue	YTD15 at Q315	Q315	Q215	Q115
<b>Revenue</b>				
Product	55%	62%	49%	50%
Services	45%	38%	51%	50%
<b>Growth-related Revenue</b>				
Product	64%	73%	57%	58%
Services	36%	27%	43%	42%
<b>Revenue by Geography</b>				
Domestic	71%	77%	71%	62%
International	29%	23%	29%	38%
% of Product Revenue	YTD15 at Q315	Q315	Q215	Q115
<b>Revenue by Channel</b>				
Direct	76%	78%	74%	76%
Indirect	24%	22%	26%	24%
Operating Statistics	YTD15 at Q315	Q315	Q215	Q115
<b>10% Customers</b>				
Number of 10% customers	1	3	1	2
Name of 10% customers	AT&T	AT&T Inteliquent CenturyLink	AT&T	Verizon Softbank
<b>Top 5 Customers as % of Revenue</b>	<b>41%</b>	<b>50%</b>	<b>40%</b>	<b>43%</b>
<b>Number of Total Customers*</b>		<b>664</b>	<b>624</b>	<b>695</b>
<b>Number of New Customers*</b>	<b>468</b>	<b>150</b>	<b>150</b>	<b>168</b>
Number of New Customers* with Growth-related Content	443	144	143	156

FY14	Q414	YTD14 at Q314	Q314	Q214	Q114
62%	61%	62%	61%	61%	64%
38%	39%	38%	39%	39%	36%
76%	74%	77%	76%	74%	80%
24%	26%	23%	24%	26%	20%
71%	70%	71%	70%	71%	73%
29%	30%	29%	30%	29%	27%
FY14	Q414	YTD14 at Q314	Q314	Q214	Q114
73%	75%	72%	62%	71%	82%
27%	25%	28%	38%	29%	18%
FY14	Q414	YTD14 at Q314	Q314	Q214	Q114
1	1	1	2	1	1
AT&T	AT&T	AT&T	CenturyLink AT&T	AT&T	AT&T
<b>36%</b>	<b>27%</b>	<b>40%</b>	<b>47%</b>	<b>40%</b>	<b>42%</b>
	<b>806</b>		<b>718</b>	<b>798</b>	<b>612</b>
<b>856</b>	<b>228</b>	<b>628</b>	<b>228</b>	<b>227</b>	<b>173</b>
788	214	574	199	214	161

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