

Sonus Networks, Inc.
Supplementary Financial and Operational Data

\$(000s)	FY15	Q415	Q315	Q215	Q115
Revenue					
Product	141,913	47,776	42,230	27,042	24,865
Services	107,121	28,550	25,632	27,659	25,280
Total Revenue	249,034	76,326	67,862	54,701	50,145

FY14	Q414	Q314	Q214	Q114
182,455	46,570	44,900	45,845	45,140
113,871	30,228	28,316	29,725	25,602
296,326	76,798	73,216	75,570	70,742

% of Total Revenue	FY15	Q415	Q315	Q215	Q115
Revenue					
Product	57%	63%	62%	49%	50%
Services	43%	37%	38%	51%	50%
Revenue by Geography					
Domestic	71%	70%	77%	71%	62%
International	29%	30%	23%	29%	38%

FY14	Q414	Q314	Q214	Q114
62%	61%	61%	61%	64%
38%	39%	39%	39%	36%
71%	70%	70%	71%	73%
29%	30%	30%	29%	27%

% of Product Revenue	FY15	Q415	Q315	Q215	Q115
Revenue by Channel					
Direct	76%	75%	78%	74%	76%
Indirect	24%	25%	22%	26%	24%

FY14	Q414	Q314	Q214	Q114
73%	75%	62%	71%	82%
27%	25%	38%	29%	18%

Customer Statistics	FY15	Q415	Q315	Q215	Q115
10% Customers					
Number of 10% customers	1	0	3	1	2
Name of 10% customers	AT&T	<None>	AT&T Inteliquent CenturyLink	AT&T	Verizon Softbank
Top 5 Customers as % of Revenue	37%	33%	50%	40%	43%
Number of Total Customers*		698	664	624	695
Number of New Customers*	623	155	150	150	168

YTD14	Q414	Q314	Q214	Q114
1 AT&T	1 AT&T	2 CenturyLink AT&T	1 AT&T	1 AT&T
36%	27%	47%	40%	42%
	806	718	798	612
856	228	228	227	173

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