

Sonus Networks, Inc.  
Supplementary Financial and Operational Data

\$(000s)	YTD15 at Q215	Q215	Q115
<b>Revenue</b>			
Product	51,907	27,042	24,865
Services	52,939	27,659	25,280
<b>Total Revenue</b>	<b>104,846</b>	<b>54,701</b>	<b>50,145</b>
<b>Growth-related Revenue</b>			
Product	33,125	16,218	16,907
<i>Growth-related as % Total Product Revenue</i>	64%	60%	68%
Services	24,482	12,372	12,110
<b>Growth-related Revenue</b>	<b>57,607</b>	<b>28,590</b>	<b>29,017</b>
<i>Growth-related as % Total Revenue</i>	55%	52%	58%

FY14	Q414	Q314	YTD14 at Q214	Q214	Q114
182,455	46,570	44,900	90,985	45,845	45,140
113,871	30,228	28,316	55,327	29,725	25,602
<b>296,326</b>	<b>76,798</b>	<b>73,216</b>	<b>146,312</b>	<b>75,570</b>	<b>70,742</b>
124,281	31,461	31,367	61,453	28,630	32,823
68%	68%	70%	68%	62%	73%
39,263	11,012	9,915	18,336	10,239	8,097
<b>163,544</b>	<b>42,473</b>	<b>41,282</b>	<b>79,789</b>	<b>38,869</b>	<b>40,920</b>
55%	55%	56%	55%	51%	58%

% of Total Revenue	YTD15 at Q215	Q215	Q115
<b>Revenue</b>			
Product	50%	49%	50%
Services	50%	51%	50%
<b>Growth-related Revenue</b>			
Product	58%	57%	58%
Services	42%	43%	42%
<b>Revenue by Geography</b>			
Domestic	67%	71%	62%
International	33%	29%	38%

FY14	Q414	Q314	YTD14 at Q214	Q214	Q114
62%	61%	61%	62%	61%	64%
38%	39%	39%	38%	39%	36%
76%	74%	76%	77%	74%	80%
24%	26%	24%	23%	26%	20%
71%	70%	70%	72%	71%	73%
29%	30%	30%	28%	29%	27%

% of Product Revenue	YTD15 at Q215	Q215	Q115
<b>Revenue by Channel</b>			
Direct	75%	74%	76%
Indirect	25%	26%	24%

FY14	Q414	Q314	YTD14 at Q214	Q214	Q114
73%	75%	62%	76%	71%	82%
27%	25%	38%	24%	29%	18%

Operating Statistics	YTD15 at Q215	Q215	Q115
<b>10% Customers</b>			
Number of 10% customers	1	1	2
Name of 10% customers	AT&T	AT&T	Verizon SoftBank
<b>Top 5 Customers as % of Revenue</b>	<b>40%</b>	<b>40%</b>	<b>43%</b>
<b>Number of Total Customers**</b>		<b>624</b>	<b>695</b>
<b>Number of New Customers**</b>	<b>318</b>	<b>150</b>	<b>168</b>
Number of New Customers** with Growth-related Content	299	143	156

FY14	Q414	Q314	YTD14 at Q214	Q214	Q114
1	1	2	1	1	1
AT&T	AT&T	CenturyLink AT&T	AT&T	AT&T	AT&T
<b>36%</b>	<b>27%</b>	<b>47%</b>	<b>39%</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>228</b>	<b>400</b>	<b>227</b>	<b>173</b>
<b>788</b>	214	199	375	214	161

\* Not historically provided.

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