

Sonus Networks, Inc.
Supplementary Financial and Operational Data

\$(000s)	FY13	Q413	Q313	Q213	Q113	FY12	Q412	Q312	Q212	Q112	FY11	Q411	Q311	Q211	Q111
Revenue															
Product	167,272	45,825	40,712	42,939	37,796	153,326	45,809	33,520	32,586	41,411	154,373	47,082	41,892	29,446	35,953
Services	109,461	30,328	27,387	26,254	25,492	100,808	29,327	23,529	25,024	22,928	105,323	27,190	24,461	22,326	31,346
Total Revenue	276,733	76,153	68,099	69,193	63,288	254,134	75,136	57,049	57,610	64,339	259,696	74,272	66,353	51,772	67,299
SBC Revenue															
Product	97,431	32,161	21,311	20,449	23,510	67,641	20,573	20,394	13,523	13,151	37,866	17,466	10,398	7,671	2,332
<i>SBC as % Total Product Revenue</i>	<i>58%</i>	<i>70%</i>	<i>52%</i>	<i>48%</i>	<i>62%</i>	<i>44%</i>	<i>45%</i>	<i>61%</i>	<i>41%</i>	<i>32%</i>	<i>25%</i>	<i>37%</i>	<i>25%</i>	<i>26%</i>	<i>6%</i>
Services	32,491	9,437	8,030	8,559	6,465	19,945	5,516	5,051	5,566	3,812	14,110	5,009	3,466	3,145	2,490
SBC Revenue	129,922	41,598	29,341	29,008	29,975	87,586	26,089	25,445	19,089	16,963	51,976	22,475	13,864	10,816	4,822
<i>SBC as % Total Revenue</i>	<i>47%</i>	<i>55%</i>	<i>43%</i>	<i>42%</i>	<i>47%</i>	<i>34%</i>	<i>35%</i>	<i>45%</i>	<i>33%</i>	<i>26%</i>	<i>20%</i>	<i>30%</i>	<i>21%</i>	<i>21%</i>	<i>7%</i>
% of Total Revenue	FY13	Q413	Q313	Q213	Q113	FY12	Q412	Q312	Q212	Q112	FY11	Q411	Q311	Q211	Q111
Revenue															
Product	60%	60%	60%	62%	60%	60%	61%	59%	57%	64%	59%	63%	63%	57%	53%
Services	40%	40%	40%	38%	40%	40%	39%	41%	43%	36%	41%	37%	37%	43%	47%
SBC Revenue															
Product	75%	77%	73%	70%	78%	77%	79%	80%	71%	78%	73%	78%	75%	71%	48%
Services	25%	23%	27%	30%	22%	23%	21%	20%	29%	22%	27%	22%	25%	29%	52%
Revenue by Geography															
Domestic	69%	66%	66%	74%	69%	68%	51%	76%	73%	75%	60%	67%	64%	78%	36%
International	31%	34%	34%	26%	31%	32%	49%	24%	27%	25%	40%	33%	36%	22%	64%
% of Product Revenue	FY13	Q413	Q313	Q213	Q113	FY12	Q412	Q312	Q212	Q112	FY11	Q411	Q311	Q211	Q111
Revenue by Channel															
Direct	80%	81%	73%	84%	83%	*	*	*	*	*	*	*	*	*	*
Indirect	20%	19%	27%	16%	17%	*	*	*	*	*	*	*	*	*	*
Operating Statistics	FY13	Q413	Q313	Q213	Q113	FY12	Q412	Q312	Q212	Q112	FY11	Q411	Q311	Q211	Q111
10% Customers															
Number of 10% customers	1	1	1	2	2	1	1	1	1	3	2	3	1	2	1
Name of 10% customers	AT&T	CenturyLink	AT&T	AT&T Verizon	US Gov't AT&T	AT&T	SoftBank	Level 3	AT&T	AT&T Verizon SoftBank	BTC AT&T	CenturyLink SoftBank Verizon	AT&T	AT&T CenturyLink	BAH Tel
Top 5 Customers as % of Revenue	39%	43%	36%	47%	50%	48%	45%	41%	54%	66%	43%	55%	52%	46%	72%
Number of Total Customers**		580	560	539	541		504	403	123	117		115	107	98	103
Number of New Customers**	670	146	171	190	163	230	180	40	6	4	21	12	8	0	1
Number of New Customers** with SBC Content	552	122	131	161	138	*	130	*	*	*	*	*	*	*	*

* Not historically provided.

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