

Sonus Networks, Inc.
Supplementary Financial and Operational Data

\$(000s)	YTD16	Q316	Q216	Q116
Revenue				
Product	108,719	38,601	35,349	34,769
Services	76,300	26,410	25,508	24,382
Total Revenue	185,019	65,011	60,857	59,151
% of Total Revenue	YTD16	Q316	Q216	Q116
Revenue				
Product	59%	59%	58%	59%
Services	41%	41%	42%	41%
Revenue by Geography				
Domestic	69%	70%	70%	68%
International	31%	30%	30%	32%
% of Product Revenue	YTD16	Q316	Q216	Q116
Revenue by Channel				
Direct	74%	68%	75%	79%
Indirect	26%	32%	25%	21%
Operating Statistics	YTD16	Q316	Q216	Q116
10% Customers				
Number of 10% customers	1	1	2	2
Name of 10% customers	AT&T	AT&T	AT&T Verizon	Level 3 AT&T
5K/7K				
5K/7K Product Revenue	41,903	14,194	13,588	14,121
5K/7K as % of Product Revenue	39%	37%	38%	41%
Top 5 Customers as % of Revenue	41%	41%	46%	46%
Enterprise as % of Product Revenue	20%	21%	20%	18%
Number of Total Customers**	*	698	691	640
Number of New Customers**	427	145	151	131

YTD15	Q315	Q215	Q115
94,137	42,230	27,042	24,865
78,571	25,632	27,659	25,280
172,708	67,862	54,701	50,145
YTD15	Q315	Q215	Q115
55%	62%	49%	50%
45%	38%	51%	50%
71%	77%	71%	62%
29%	23%	29%	38%
YTD15	Q315	Q215	Q115
76%	78%	74%	76%
24%	22%	26%	24%
YTD15	Q315	Q215	Q115
1	3	1	2
AT&T	AT&T Inteliquent CenturyLink	AT&T	Verizon Softbank
32,146	13,524	9,457	9,165
34%	32%	35%	37%
41%	50%	40%	43%
19%	20%	22%	15%
*	664	624	695
468	150	150	168

* Not historically provided.

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