

Sonus Networks, Inc.  
Supplementary Financial and Operational Data

\$(000s)	YTD Q216	Q216	Q116
<b>Revenue</b>			
Product	70,118	35,349	34,769
Services	49,890	25,508	24,382
<b>Total Revenue</b>	<b>120,008</b>	<b>60,857</b>	<b>59,151</b>
<b>% of Total Revenue</b>	<b>YTD Q216</b>	<b>Q216</b>	<b>Q116</b>
<b>Revenue</b>			
Product	58%	58%	59%
Services	42%	42%	41%
<b>Revenue by Geography</b>			
Domestic	69%	70%	68%
International	31%	30%	32%
<b>% of Product Revenue</b>	<b>YTD Q216</b>	<b>Q216</b>	<b>Q116</b>
<b>Revenue by Channel</b>			
Direct	77%	75%	79%
Indirect	23%	25%	21%
<b>Operating Statistics</b>	<b>YTD Q216</b>	<b>Q216</b>	<b>Q116</b>
<b>10% Customers</b>			
Number of 10% customers	2	2	2
Name of 10% customers	AT&T Level 3	AT&T Verizon	Level 3 AT&T
<b>Top 5 Customers as % of Revenue</b>	<b>44%</b>	<b>46%</b>	<b>46%</b>
<b>Number of Total Customers**</b>	<b>*</b>	<b>691</b>	<b>640</b>
<b>Number of New Customers**</b>	<b>282</b>	<b>151</b>	<b>131</b>

FY15	Q415	Q315	YTD Q215	Q215	Q115
141,913	47,776	42,230	51,907	27,042	24,865
107,121	28,550	25,632	52,939	27,659	25,280
<b>249,034</b>	<b>76,326</b>	<b>67,862</b>	<b>104,846</b>	<b>54,701</b>	<b>50,145</b>
FY15	Q415	Q315	YTD Q215	Q215	Q115
57%	63%	62%	50%	49%	50%
43%	37%	38%	50%	51%	50%
71%	70%	77%	67%	71%	62%
29%	30%	23%	33%	29%	38%
FY15	Q415	Q315	YTD Q215	Q215	Q115
76%	75%	78%	75%	74%	76%
24%	25%	22%	25%	26%	24%
FY15	Q415	Q315	YTD Q215	Q215	Q115
1	0	3	1	1	2
AT&T	<None>	AT&T Inteliquent CenturyLink	AT&T	AT&T	Verizon Softbank
<b>37%</b>	<b>33%</b>	<b>50%</b>	<b>40%</b>	<b>40%</b>	<b>43%</b>
<b>*</b>	<b>698</b>	<b>664</b>	<b>*</b>	<b>624</b>	<b>695</b>
<b>623</b>	<b>155</b>	<b>150</b>	<b>318</b>	<b>150</b>	<b>168</b>

\* Not historically provided.

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