

Sonus Networks, Inc.
Supplementary Financial and Operational Data

\$(000s)	FY16	Q416	Q316	Q216	Q116
Revenue					
Product	146,381	37,662	38,601	35,349	34,769
Services	106,210	29,910	26,410	25,508	24,382
Total Revenue	252,591	67,572	65,011	60,857	59,151
% of Total Revenue	FY16	Q416	Q316	Q216	Q116
Revenue					
Product	58%	56%	59%	58%	59%
Services	42%	44%	41%	42%	41%
Revenue by Geography					
Domestic	69%	68%	70%	70%	68%
International	31%	32%	30%	30%	32%
% of Product Revenue	FY16	Q416	Q316	Q216	Q116
Revenue by Channel					
Direct	74%	75%	68%	75%	79%
Indirect	26%	25%	32%	25%	21%
Operating Statistics	FY16	Q416	Q316	Q216	Q116
10% Customers					
Number of 10% customers	1	1	1	2	2
Name of 10% customers	AT&T	CenturyLink	AT&T	AT&T Verizon	Level 3 AT&T
5K/7K					
5K/7K Product Revenue	54,409	12,506	14,194	13,588	14,121
5K/7K as % of Product Revenue	37%	33%	37%	38%	41%
Top 5 Customers as % of Revenue	37%	39%	41%	46%	46%
Enterprise as % of Product Revenue	19%	18%	21%	20%	18%
Number of Total Customers**	*	773	698	691	640
Number of New Customers**	438	156	145	151	131

FY15	Q415	Q315	Q215	Q115
141,913	47,776	42,230	27,042	24,865
107,121	28,550	25,632	27,659	25,280
249,034	76,326	67,862	54,701	50,145
FY15	Q415	Q315	Q215	Q115
57%	63%	62%	49%	50%
43%	37%	38%	51%	50%
71%	70%	77%	71%	62%
29%	30%	23%	29%	38%
FY15	Q415	Q315	Q215	Q115
76%	75%	78%	74%	76%
24%	25%	22%	26%	24%
FY15	Q415	Q315	Q215	Q115
1 AT&T	0 <None>	3 AT&T Inteliquent CenturyLink	1 AT&T	2 Verizon Softbank
49,700	17,554	13,524	9,457	9,165
35%	37%	32%	35%	37%
37%	33%	50%	40%	43%
19%	19%	20%	22%	15%
*	698	664	624	695
623	155	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.