

Sonus Networks, Inc.
Supplementary Financial and Operational Data

\$(000s)	Q116
Revenue	
Product	34,769
Services	24,382
Total Revenue	59,151
% of Total Revenue	Q116
Revenue	
Product	59%
Services	41%
Growth-related Revenue	
Product	67%
Services	33%
Revenue by Geography	
Domestic	68%
International	32%
% of Product Revenue	Q116
Revenue by Channel	
Direct	79%
Indirect	21%
Operating Statistics	Q116
10% Customers	
Number of 10% customers	2
Name of 10% customers	Level 3 AT&T
Top 5 Customers as % of Revenue	46%
Number of Total Customers*	640
Number of New Customers*	131
Number of New Customers** with Growth-related Content	123

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%
66%	71%	73%	57%	58%
34%	29%	27%	43%	42%
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%
YTD15	Q415	Q315	Q215	Q115
1	0	3	1	2
AT&T	<None>	AT&T Inteliquent CenturyLink	AT&T	Verizon Softbank
37%	33%	50%	40%	43%
698	664	624	695	
623	155	150	150	168
590	147	144	143	156

FY14	Q414	Q314	Q214	Q114
182,455	46,570	44,900	45,845	45,140
113,871	30,228	28,316	29,725	25,602
296,326	76,798	73,216	75,570	70,742
FY14	Q414	Q314	Q214	Q114
62%	61%	61%	61%	64%
38%	39%	39%	39%	36%
76%	74%	76%	74%	80%
24%	26%	24%	26%	20%
71%	70%	70%	71%	73%
29%	30%	30%	29%	27%
FY14	Q414	Q314	Q214	Q114
73%	75%	62%	71%	82%
27%	25%	38%	29%	18%
YTD14	Q414	Q314	Q214	Q114
1	1	2	1	1
AT&T	AT&T	CenturyLink AT&T	AT&T	AT&T
36%	27%	47%	40%	42%
806	718	798	612	
856	228	228	227	173
788	214	199	214	161

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