

Sonus Networks, Inc.  
Supplementary Financial and Operational Data

\$(000s)	Q314	Q214	Q114	FY13	Q413	Q313	Q213	Q113	9 Months	
									YTD Q314	YTD Q313
<b>Revenue</b>										
Product	44,900	45,845	45,140	167,272	45,825	40,712	42,939	37,796	135,885	121,447
Services	28,316	29,725	25,602	109,461	30,328	27,387	26,254	25,492	83,643	79,133
<b>Total Revenue</b>	<b>73,216</b>	<b>75,570</b>	<b>70,742</b>	<b>276,733</b>	<b>76,153</b>	<b>68,099</b>	<b>69,193</b>	<b>63,288</b>	<b>219,528</b>	<b>200,580</b>
<b>Growth-related Revenue</b>										
Product	31,367	28,630	32,823	97,431	32,161	21,311	20,449	23,510	92,820	65,270
<i>Growth-related as % Total Product Revenue</i>	<i>70%</i>	<i>62%</i>	<i>73%</i>	<i>58%</i>	<i>70%</i>	<i>52%</i>	<i>48%</i>	<i>62%</i>	<i>68%</i>	<i>54%</i>
Services	9,915	10,239	8,097	32,491	9,437	8,030	8,559	6,465	28,251	23,054
<b>Growth-related Revenue</b>	<b>41,282</b>	<b>38,869</b>	<b>40,920</b>	<b>129,922</b>	<b>41,598</b>	<b>29,341</b>	<b>29,008</b>	<b>29,975</b>	<b>121,071</b>	<b>88,324</b>
<i>Growth-related as % Total Revenue</i>	<i>56%</i>	<i>51%</i>	<i>58%</i>	<i>47%</i>	<i>55%</i>	<i>43%</i>	<i>42%</i>	<i>47%</i>	<i>55%</i>	<i>44%</i>
<b>% of Total Revenue</b>	<b>Q314</b>	<b>Q214</b>	<b>Q114</b>	<b>FY13</b>	<b>Q413</b>	<b>Q313</b>	<b>Q213</b>	<b>Q113</b>	<b>YTD14</b>	<b>YTD13</b>
<b>Revenue</b>										
Product	61%	61%	64%	60%	60%	60%	62%	60%	62%	61%
Services	39%	39%	36%	40%	40%	40%	38%	40%	38%	39%
<b>Growth-related Revenue</b>										
Product	76%	74%	80%	75%	77%	73%	70%	78%	77%	74%
Services	24%	26%	20%	25%	23%	27%	30%	22%	23%	26%
<b>Revenue by Geography</b>										
Domestic	70%	71%	73%	69%	66%	66%	74%	69%	71%	70%
International	30%	29%	27%	31%	34%	34%	26%	31%	29%	30%
<b>% of Product Revenue</b>	<b>Q314</b>	<b>Q214</b>	<b>Q114</b>	<b>FY13</b>	<b>Q413</b>	<b>Q313</b>	<b>Q213</b>	<b>Q113</b>	<b>YTD14</b>	<b>YTD13</b>
<b>Revenue by Channel</b>										
Direct	62%	71%	82%	80%	81%	73%	84%	83%	72%	80%
Indirect	38%	29%	18%	20%	19%	27%	16%	17%	28%	20%
<b>Operating Statistics</b>	<b>Q314</b>	<b>Q214</b>	<b>Q114</b>	<b>FY13</b>	<b>Q413</b>	<b>Q313</b>	<b>Q213</b>	<b>Q113</b>	<b>YTD14</b>	<b>YTD13</b>
<b>10% Customers</b>										
Number of 10% customers	2	1	1	1	1	1	2	2	1	1
Name of 10% customers	CenturyLink AT&T	AT&T	AT&T	AT&T	CenturyLink	AT&T	AT&T Verizon	US Gov't AT&T	AT&T	AT&T
<b>Top 5 Customers as % of Revenue</b>	<b>47%</b>	<b>40%</b>	<b>42%</b>	<b>39%</b>	<b>43%</b>	<b>36%</b>	<b>47%</b>	<b>50%</b>	<b>40%</b>	<b>41%</b>
<b>Number of Total Customers</b>	<b>718</b>	<b>798</b>	<b>612</b>		<b>580</b>	<b>560</b>	<b>539</b>	<b>541</b>		
<b>Number of New Customers*</b>	<b>228</b>	<b>227</b>	<b>173</b>	<b>670</b>	<b>146</b>	<b>171</b>	<b>190</b>	<b>163</b>	<b>628</b>	<b>524</b>
Number of New Customers* with Growth-related Content	199	214	161	552	122	131	161	138	574	430

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