

Sonus Networks
Supplementary Financial and Operational Data

GAAP	Q312		
\$(000s)	Sonus	NET ⁽¹⁾	Consolidated
Revenue			
Product	27,658	5,862	33,520
Services	22,213	1,316	23,529
Total Revenue	49,871	7,178	57,049
SBC Revenue			
Product	18,556	1,838	20,394
<i>SBC as % Total Product Revenue</i>	<i>67%</i>	<i>31%</i>	<i>61%</i>
Services	4,959	92	5,051
SBC Revenue	23,515	1,930	25,445
<i>SBC as % Total Revenue</i>	<i>47%</i>	<i>27%</i>	<i>45%</i>
Revenue by Geography			
Domestic	38,680	5,018	43,698
International	11,191	2,160	13,351
Total Revenue	49,871	7,178	57,049
%	Sonus	NET⁽¹⁾	Consolidated
Revenue			
Product	55%	82%	59%
Services	45%	18%	41%
SBC Revenue			
Product	79%	95%	80%
Services	21%	5%	20%
Revenue by Geography			
Domestic	78%	70%	76%
International	22%	30%	24%
Operating Stats	Sonus	NET⁽¹⁾	Consolidated
10% Customers			
Number of 10% customers			1
Name of 10% customers			Level 3
Top 5 Customers as % of Revenue			41%
Number of Total Customers	132	271	403
Number of New Customers	11	29	40

Q212	Q112	Q411	Q311	Q211	Q111
Sonus-only					
32,586	41,411	47,082	41,892	29,446	35,953
25,024	22,928	27,190	24,461	22,326	31,346
57,610	64,339	74,272	66,353	51,772	67,299
13,523	13,151	17,466	10,398	7,671	2,332
	<i>32%</i>	<i>37%</i>	<i>25%</i>	<i>26%</i>	<i>6%</i>
5,566	3,812	5,009	3,466	3,145	2,490
19,089	16,963	22,475	13,864	10,816	4,822
<i>33%</i>	<i>26%</i>	<i>30%</i>	<i>21%</i>	<i>21%</i>	<i>7%</i>
42,082	48,419	50,070	42,211	40,440	24,334
15,528	15,920	24,202	24,142	11,332	42,965
57,610	64,339	74,272	66,353	51,772	67,299
Q212	Q112	Q411	Q311	Q211	Q111
57%	64%	63%	63%	57%	53%
43%	36%	37%	37%	43%	47%
71%	78%	78%	75%	71%	48%
29%	22%	22%	25%	29%	52%
73%	75%	67%	64%	78%	36%
27%	25%	33%	36%	22%	64%
Q212	Q112	Q411	Q311	Q211	Q111
1	3	3	1	2	1
AT&T	AT&T Verizon SoftBank	CenturyLink SoftBank Verizon	AT&T	AT&T CenturyLink	BAH Tel
54%	66%	55%	52%	46%	72%
123	117	115	107	98	103
6	4	12	8	0	1

Note:

(1) Q312 NET reflects a partial period from 08/24/2012, the date of the transaction close, through the end of the third quarter, 09/28/2012.