

Tellabs Fact Sheet

About Tellabs

Tellabs helps customers succeed through innovation. That's why 41 of the top 50 global telecom service providers choose our mobile backhaul, optical networking and business services solutions. We help telecom service providers, independent operating companies, MSO/cable TV companies, enterprises and government agencies get ahead by adding revenue, reducing expenses and optimizing networks. With wireless and wireline networks in more than 90 countries, we enrich people's lives by innovating the way the world connects.™ Tellabs (NASDAQ: TLAB) is part of the NASDAQ Global Select Market, Ocean Tomo 300™ Patent Index, the S&P 500 and several corporate responsibility indexes including FTSE4Good and eight KLD indexes.

www.tellabs.com

World-Class Customers

Tellabs has strong relationships with telecom service providers worldwide, including BT (United Kingdom), Ericsson (Sweden), NTT (Japan), T-Mobile (United States), Telecom Italia (Italy), Telekom Malaysia (Malaysia), Telstra (Australia), Verizon (United States), Vodacom SA (South Africa) and Vodafone (Hungary).

Innovative Solutions

Tellabs® Mobile Backhaul Solutions

Flexible Solutions to Profitably Migrate Radio Networks to Packet

Designed to migrate radio networks to packet-based technology, Tellabs Mobile Backhaul Solutions offer carrier-class reliability and a lower cost way to support 3G services and beyond. More than 20 years of expertise and professional services that expedite complex deployments make Tellabs uniquely qualified to optimize mobile transport in Ethernet, Multiprotocol Label Switching (MPLS) and Synchronous Digital Hierarchy (SDH) applications.

Tellabs® Optical Networking Solutions

Scale Any Service at a Lower Total Cost of Ownership

Tellabs Optical Networking Solutions incorporate the most advanced optical networking and services layer technologies onto one seamless platform. The result is a versatile solution that appeals to service providers around the globe, supporting traditional SONET and SDH service delivery options while providing a seamless path to future Ethernet transport networks. Service providers can deliver competitive next-generation services quickly and cost-effectively in a way that makes the most sense for their customers, networks and businesses.

Tellabs® Business Services — Tellabs® Carrier Ethernet Solutions

Simplified Management and Proven SLA Performance

By optimizing Ethernet at the most efficient layer, Tellabs Carrier Ethernet Solutions enable versatile, scalable networks with lower capital and operating costs. Carrier-class reliability supports differentiated Quality of Service (QoS) and increased revenue opportunities via guaranteed Service Level Agreements (SLA). The flexibility of Ethernet delivers an agile network that can grow at a manageable scale and pace and support a variety of services.



Tellabs supplies wireless providers worldwide with reliable and scalable mobile backhaul solutions.

Tellabs® Business Services — Tellabs® Multiservice Edge Solutions

Maximize TDM/ATM Revenue and Offer Carrier Ethernet with an Efficient Converged Network

Tellabs Multiservice Edge Solutions extend and optimize the multiservice edge with a fully redundant platform offering carrier-class reliability, immediate forwarding and hitless service preservation for all Layer 2 and Layer 3 services. Supporting both existing Asynchronous Transfer Mode (ATM) and Frame Relay services and new Ethernet and IP services, Tellabs Multiservice Edge Solutions converge multiple services onto a single platform and provide power and flexibility to enable providers to differentiate service offerings, guarantee SLAs, reduce costs and maximize revenues and profits.

Tellabs® Access Solutions

Reliable High-Bandwidth Services for Superior Communications

Tellabs Access Solutions enable service providers to implement feature-rich, native end-to-end IP/Ethernet delivery platforms to support packet-based, high-bandwidth technology and in-demand services. Offering fiber-oriented solutions to provide the necessary bandwidth at the last mile, Tellabs Access Solutions enable service providers to maximize bandwidth and provide more services to larger numbers of subscribers — residential and business.

Tellabs® Global Services

The Right Partner. The Right Solutions.

Tellabs Global Services shorten planning cycles, increase profitability and reduce time-to-market. Providers gain access to expert resources who possess a thorough understanding of business challenges and extensive knowledge of Tellabs products and the underlying technologies.

TRACK RECORD OF SUCCESS

- > Tellabs serves 41 of the world's top 50 service providers.
- > More than half of the world's mobile calls are made on networks owned by Tellabs customers.
- > Tellabs solutions are deployed in 150 mobile networks worldwide.



Tellabs innovations reduce expenses, add revenue and optimize networks to help our customers succeed.

Global Scope

- Tellabs generated 32% of its revenue outside of North America in the first quarter of 2009.
- Tellabs equipment is deployed worldwide.
- Tellabs employs about 3,150 people.
- About 1,200 Tellabs employees are based outside the United States.

Financials

Tellabs maintains a strong financial position and balance sheet, with about \$1.18 billion in cash, cash equivalents and marketable securities.

First quarter 2009:

- Revenue: \$362 million
- Earnings per share, GAAP: 2¢
- Earnings per share, non-GAAP: 6¢

Year ending 2008:

- Revenue: \$1.7 billion
- Earnings per share, GAAP: (\$2.32)
- Earnings per share, non-GAAP: 34¢

Stock listed as TLAB on the NASDAQ market.

Executive Management Team

- Chairman: [Michael J. Birck](#)
- President and Chief Executive Officer: [Robert W. Pullen](#)
- Executive Vice President, Global Operations: [John M. Brots](#)
- Executive Vice President, Global Sales & Service: [Roger J. Heinz](#)
- Executive Vice President and Chief Information Officer: [Jean K. Holley](#)
- Executive Vice President, Product Development: [Daniel P. Kelly](#)
- Executive Vice President, Global Marketing: [Rizwan D. Khan](#)
- Executive Vice President and Chief Technology Officer: [Dr. Vikram Saksena](#)
- Executive Vice President, Chief Administration Officer and General Counsel: [James M. Sheehan](#)
- Executive Vice President and Chief Financial Officer: [Timothy J. Wiggins](#)

Sales and Services Contacts

- Vice President and General Manager, Global Customer Service: [Rich Tata](#)
- Vice President, North American Accounts: [Charles S. Bernstein](#)
- Vice President and General Manager, Europe, Middle East and Africa Sales: [Patrick Dolan](#)
- Vice President, Latin America and Caribbean Sales: [Tarcisio Ribeiro](#)
- Vice President and General Manager, Asia Pacific Sales: [Sanjay J. Patel](#)

Worldwide Locations

Tellabs supports communications service providers through advanced research and development centers, sales and service offices and strategic business partners located throughout the world.

Corporate and North American headquarters are in [Naperville, Ill., U.S.A.](#), in west suburban Chicago. Other headquarters include:

- [Singapore](#) — Asia Pacific region
- [High Wycombe, U.K.](#) (London area) — Europe, Middle East and Africa region
- [Sunrise, Fla., U.S.A.](#) (Ft. Lauderdale area) — Latin America and Caribbean region

For More Information

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