

Tellabs Fact Sheet

We help you advance the smart mobile Internet.

About Tellabs

Tellabs innovations advance the smart mobile Internet and help our customers succeed. That's why 80% of the top global communications service providers choose our mobile, optical, business and services solutions. We help them get ahead by adding revenue, reducing expenses and optimizing networks.

Tellabs (Nasdaq: TLAB) is part of the NASDAQ Global Select Market, Ocean Tomo 300® Patent Index, the S&P MidCap 400 Index and several corporate responsibility indexes including the Maplecroft Climate Innovation Index, FTSE4Good and eight FTSE KLD indexes.
www.tellabs.com

World-Class Customers

Tellabs has strong relationships with telecom service providers worldwide including: Alestra México (Mexico), Astelit (Ukraine), AT&T (United States), Bharti Airtel (India), China Unicom (China), Clearwire (United States & Spain), Ericsson (Sweden), General Dynamics (United States), Globe Telecom (Phillippines), Korea Telecom (Korea), MTS (Russia), NetCom (Norway), Nokia Siemens Networks (Finland), NTT Communications (Japan), Optimum Lightpath (United States), Orange (Slovakia), (Slovakia), Swisscom (Switzerland), Telecom Italia (Italy), Telmex Chile (Chile), Telstra (Australia), TIME dotcom (Malaysia), tw telecom (United States), Vodacom SA (South Africa), Vodafone (multiple EMEA locations), Verizon and Verizon Business (United States), VMS MobiFone (Vietnam).

Innovative Solutions

Tellabs® Mobile Solutions

Save up to 93% in the long-term evolution of mobile networks.

Tellabs Mobile Solutions generate revenue, extract savings and enable profits for the long term. Our networks build in flexibility so you can deal effectively with change, whether planned or unplanned.

Tellabs' 20 years of experience with 400 mobile networks worldwide can help you migrate to packet-based technology, upgrade to 3G and 4G services and monetize the mobile Internet for new revenue streams. Our 3G, 4G, WiMAX and LTE solutions enable you to lower costs, meet capacity demands and profit from the mobile Internet.

Tellabs® Optical Solutions

Enhance your Ethernet and IP network efficiency.

Tellabs Optical Solutions combine optical networking and service layer technologies onto one seamless platform. This flexible, scalable platform enables you to cost-effectively migrate your network infrastructure as you prepare for next-generation services.



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

This makes your network far more efficient, with up to 65% reduction in CapEx and up to 85% savings in OpEx and power consumption. Additionally, you are able to deliver services in hours, not weeks, thus exceeding your competitor's abilities and your user's expectations.

Tellabs® Business Solutions

Deliver reliable, high-quality enterprise services.

Fast, secure services are critical to enterprise performance and growth. Always-on services save you time and money and help ensure that mission-critical tasks are completed on time.

With Tellabs Business Solutions, you can offer your enterprise customers economical Ethernet services with guaranteed service levels, advanced optical wavelength services or converged existing and new services on one network. Our solution can lower total cost of ownership with savings up to 23% in capital expense, up to 50% in power consumption and up to 70% in total operating expenses.

Tellabs® Global Services

Speed time to market and maximize ROI.

Leveraging our expertise and specialized services, Tellabs Global Services helps you solve complex business challenges in mobile backhaul, business services and optical networking for service provider environments worldwide.

Our reputation for providing a better customer experience is the result of an open and honest engagement approach, the ability to deliver an objective and neutral viewpoint, and dedication to delivering quantifiable results to our customers.



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

Global Scope

Year Ending 2011:

- Tellabs generated 49% of its revenue outside of North America in 2011.
- Tellabs equipment is deployed in more than 100 countries worldwide.
- Tellabs employs about 3,250 people.
- About 1,500 Tellabs employees are based outside the United States.

Financials

Year Ending 2011:

- Revenue: \$1.29 billion
- Earnings per share, GAAP: (5¢)
- Earnings per share, non-GAAP: (5¢)

Tellabs maintains a strong financial position and balance sheet, with nearly \$1 billion in cash, cash equivalents and marketable securities and no debt.

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 & Services: **Roger J. Heinz**
- Executive Vice President, Global Products: **Daniel P. Kelly**
- Executive Vice President, Global Marketing: **Rizwan D. Khan**
- Executive Vice President and Chief Technology Officer: **Dr. Vikram Saxena**
- Executive Vice President, Chief Administration Officer and General Counsel: **James M. Sheehan**
- Acting Chief Financial Officer, Vice President of Finance and Chief Accounting Officer: **Thomas P. Minichiello**

Sales and Services Contacts

- Vice President and General Manager, Global Customer Service: **Rich Tatara**
- Vice President, North American Sales: **Charles S. Bernstein**
- Vice President, Europe, Middle East and Africa Sales: **Tarcisio Ribeiro**
- Vice President, Asia Pacific Sales: **Sharat Sinha**
- Vice President, Latin America and Caribbean Sales: **Alberto Barriento**
- Vice President, Partner Sales: **Joseph Shilgalis**

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
- **São Paulo, Brazil** — Latin America and Caribbean region

For More Information

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