

# Tellabs Fact Sheet

*We help you fast-forward to the mobile Internet.*

## About Tellabs

Tellabs innovations enable the mobile Internet and help our customers succeed. That's why 43 of the top 50 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 500 and several corporate responsibility indexes including the Maplecroft Climate Innovation Index, FTSE4Good and eight FTSE KLD indexes.  
[www.tellabs.com](http://www.tellabs.com)

## World-Class Customers

Tellabs has strong relationships with telecom service providers worldwide including: Astelit (Ukraine), Alestra México (Mexico), BT (United Kingdom), Bharti Airtel (India), China Unicom (China), Ericsson (Sweden), Globe Telecom (Philippines), NetCom (Norway), Nokia Siemens Networks (Finland), NTT Communications (Japan), Orange (Slovakia), Swisscom (Switzerland), TIME dotcom (Malaysia), tw telecom (United States), Vodacom SA (South Africa), Vodafone (United Kingdom), Verizon and Verizon Business (United States).

## 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.

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

### 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.



Infonetics Ranks Tellabs as Market Leader in Ethernet cell site routers for 2009



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

## Global Scope

### Year Ending 2009:

- Tellabs generated 34% of its revenue outside of North America in 2009.
- Tellabs equipment is deployed in more than 90 countries worldwide.
- Tellabs employs about 3,300 people.
- About 1,400 Tellabs employees are based outside the United States.

## Financials

Tellabs maintains a strong financial position and balance sheet, with more than \$1.2 billion in cash, cash equivalents and marketable securities and no debt.

### Year Ending 2009:

- Revenue: \$1.5 billion
- Earnings per share, GAAP: 29¢
- Earnings per share, non-GAAP: 30¢

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 and Chief Information Officer: **Jean K. Holley**
- 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**
- Executive Vice President and Chief Financial Officer: **Timothy J. Wiggins**

## Sales and Services Contacts

- Vice President and General Manager, Global Customer Service: **Rich Tatar**
- Vice President, North American Sales: **Charles S. Bernstein**
- Vice President, Europe, Middle East and Africa Sales: **Tarcisio Ribeiro**
- Vice President, Asia Pacific Sales: **Sanjay J. Patel**
- Vice President, Latin America and Caribbean Sales: **Alberto Barriento**

## 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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