

Tellabs Fact Sheet

About Tellabs

Tellabs helps customers succeed through innovation. That's why 43 of the top 50 global telecom service providers choose our mobile, optical and business 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.

Tellabs enriches people's lives by innovating the way the world connects™. Our solutions are deployed in wireless and wireline networks in more than 90 countries. 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 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 Astelit (Ukraine), Clearwire (United States), General Dynamics / U.S. Army (United States), NetCom (Norway), Optimum Lightpath (United States), Telecom Italia (Italy), tw telecom (United States), Vodacom SA (South Africa), 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 Networking Solutions

Simplify your network to cut costs and capture new revenue.

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 supports traditional SONET and SDH service delivery while providing a path to future Ethernet transport networks. Tellabs Optical Networking Solutions cost-effectively support reliable video, high-speed Internet, mobile and business services.

TRACK RECORD OF SUCCESS

- > Tellabs serves 43 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 supplies wireless providers worldwide with reliable and scalable mobile backhaul solutions.

Tellabs® Business Services Solutions

Deliver reliable, high-quality enterprise services.

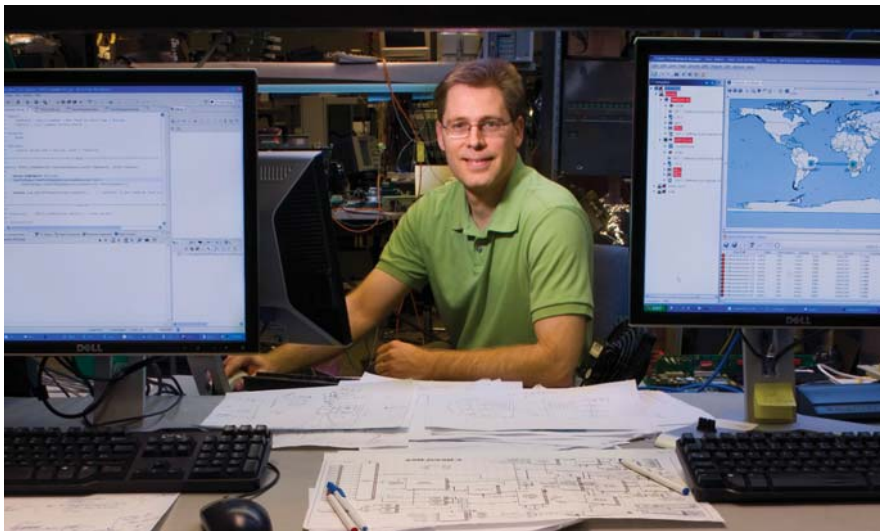
Fast, secure services are critical to enterprise performance and growth. Always-on services save time and money and help ensure that mission-critical tasks are completed on time. With Tellabs Business Services you can offer your enterprise customers economical Ethernet services with guaranteed service levels, advanced optical wavelength services or converged existing and new services on one network.

- Tellabs® Carrier Ethernet Solutions: Versatile, scalable networks with lower operating costs
- Tellabs® Multiservice Edge Solutions: ATM and Carrier Ethernet over one economical converged network
- Tellabs® Optical Enterprise: Provides a local optical network as an alternative to active Ethernet LAN that saves you money and energy
- Tellabs® Wavelength Services Solutions: Advanced optical networking and services layer technologies deliver fast, reliable services

Tellabs® Global Services

Speed time to market and maximize ROI.

Leveraging our expertise and specialized services, Tellabs Global Services helps 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

- Tellabs generated 34% of its revenue outside of North America in the fourth quarter of 2009.
- Tellabs equipment is deployed 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 \$1.1 billion in cash, cash equivalents and marketable securities and no debt.

Fourth Quarter 2009:

- Revenue: \$389 million
- Earnings per share, GAAP: 16¢
- Earnings per share, non-GAAP: 9¢

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 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 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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