



Q4 2011 FINANCIAL RESULTS CONFERENCE CALL

**THURSDAY, JANUARY 26, 2012
2:00 P.M. PACIFIC TIME**

Kevin Johnson, Chief Executive Officer
Robyn Denholm, Chief Financial Officer



FORWARD LOOKING STATEMENTS

Information, statements and projections contained in these presentation slides and related conference call concerning Juniper Networks' business outlook, economic and market outlook, future financial and operating guidance, and overall future prospects are forward looking statements that involve a number of uncertainties and risks. Actual results could differ materially from those anticipated in those forward-looking statements as a result of certain factors, including: general economic conditions globally or regionally; business and economic conditions in the networking industry; changes in overall technology spending; the network capacity requirements of communication service providers; contractual terms that may result in the deferral of revenue; increases in and the effect of competition; the timing of orders and their fulfillment; manufacturing and supply chain constraints; ability to establish and maintain relationships with distributors, resellers and other partners; variations in the expected mix of products sold; changes in customer mix; changes in geography mix; customer and industry analyst perceptions of Juniper Networks and its technology, products and future prospects; delays in scheduled product availability; market acceptance of Juniper Networks products and services; rapid technological and market change; adoption of regulations or standards affecting Juniper Networks products, services or the networking industry; the ability to successfully acquire, integrate and manage businesses and technologies; product defects, returns or vulnerabilities; the ability to recruit and retain key personnel; significant effects of tax legislation and judicial or administrative interpretation of tax regulations; currency fluctuations; litigation; and other factors listed in Juniper Networks' most recent report on Form 10-Q filed with the Securities and Exchange Commission (SEC). All information, statements and projections contained in these slides and related conference call speak only as of the date of this presentation and related conference call. Juniper Networks undertakes no obligation to update the information contained in these slides and related conference call in the event facts or circumstances subsequently change.

USE OF NON-GAAP FINANCIAL MEASURES

These presentation slides contain references to certain non-GAAP financial measures. For detailed reconciliation between the non-GAAP financial results presented in these slides and corresponding GAAP measures, please refer to the appendix at the end of this slide deck. In addition, for important commentary on why Juniper Networks considers non-GAAP information a useful view of the company's financial results, please see the Form 8-K filed today with the SEC. With respect to future financial guidance provided on a non-GAAP basis, we have excluded estimates for amortization of intangible assets, stock-based compensation expenses, acquisition related charges, impairment charges, restructuring charges, litigation settlement charges, gain or loss on equity investments, non-recurring income tax adjustments, valuation allowance on deferred tax assets, and income tax effect of non-GAAP exclusions.

A reconciliation of non-GAAP guidance measures to corresponding GAAP measures is not available on a forward-looking basis due to the high variability and low visibility with respect to the charges which are excluded from these non-GAAP measures.



COMPANY REVIEW

Kevin Johnson, Chief Executive Officer



Q4 AND 2011 RESULTS

- 2011 record revenue, up 9%
 - Q4 results felt the effect of increased macro volatility
 - Profitability solid, though lower than expected
- Some of our largest customers, including US Service Providers, reduced their spend within the quarter
- Enterprise saw good growth, especially in switching
- Entering significant new product cycle

KEY COMPONENTS OF STRATEGY CENTERED ON INNOVATION AND CUSTOMER VALUE

- 1 Pure play in high-performance networking
- 2 Investing in R&D that drives innovation agenda
- 3 Leveraging R&D across Service Provider and Enterprise
- 4 Diversifying customer base
- 5 Complementing systems strategy with Junos-based software solutions

2012 OPERATING PRINCIPLES

- ✓ Assume continued uncertainty in the near-term macro environment
- ✓ Grow faster than the markets we serve
- ✓ Maintain investments that deliver innovation and our product roadmap
- ✓ Focus on prudent cost management
- ✓ Generate solid cash flows to support our strategic needs while maintaining a strong balance sheet

MAXIMIZING SUCCESS AND ACCELERATING ADOPTION OF OUR NEW INNOVATIONS

T-4000

- Shipped in Q4'11
- Orders from 2 major SP customers

PTX Converged Supercore

- Shipping Q1'12
- Customer trials proceeding very well

MobileNext

- Release next wave of features including S-Gateway
- Increasing interest with Service Providers

QFabric™ solution

- Q4'11 first full quarter of revenue
- Securing early adopters
- Key customers in various stages of deployment across three theaters
- Increasing partner attention

FOCUSED ON LONG-TERM GROWTH OPPORTUNITY

- Committed to investing in innovation roadmap
- Key trends of mobility and cloud accelerating demand for our differentiated products
- Customers embracing the New Network with reduced complexity, lower costs and dramatic improvements in performance and scale
- Juniper continues to deliver breakthrough technology as a pure play in high performance networking

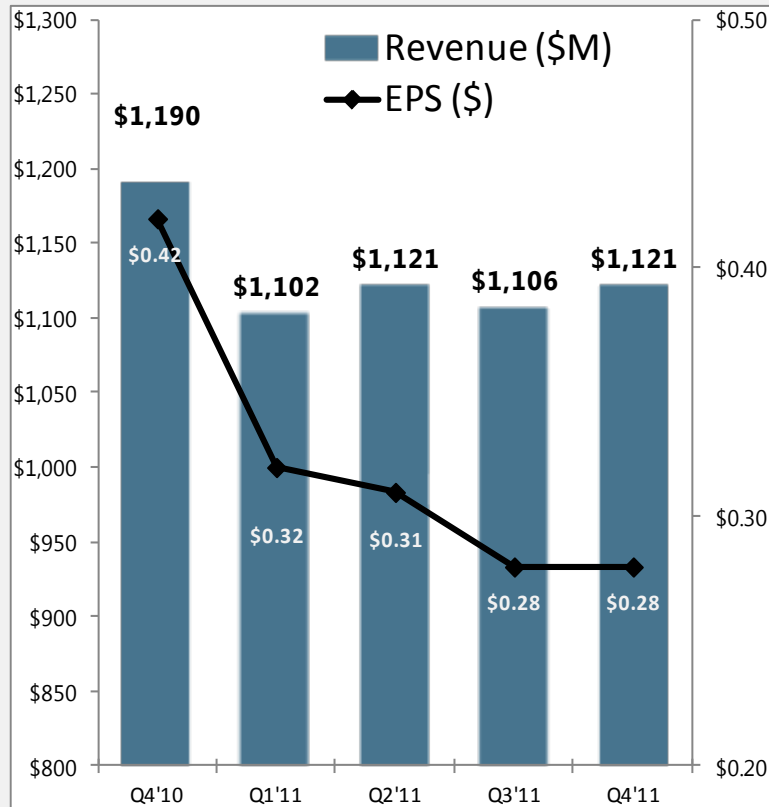
FINANCIAL REVIEW

Robyn Denholm, Chief Financial Officer



Q4'11 RESULTS: SEQUENTIAL GROWTH; Y/Y DECLINE

Revenue and Non-GAAP EPS



Financial Highlights

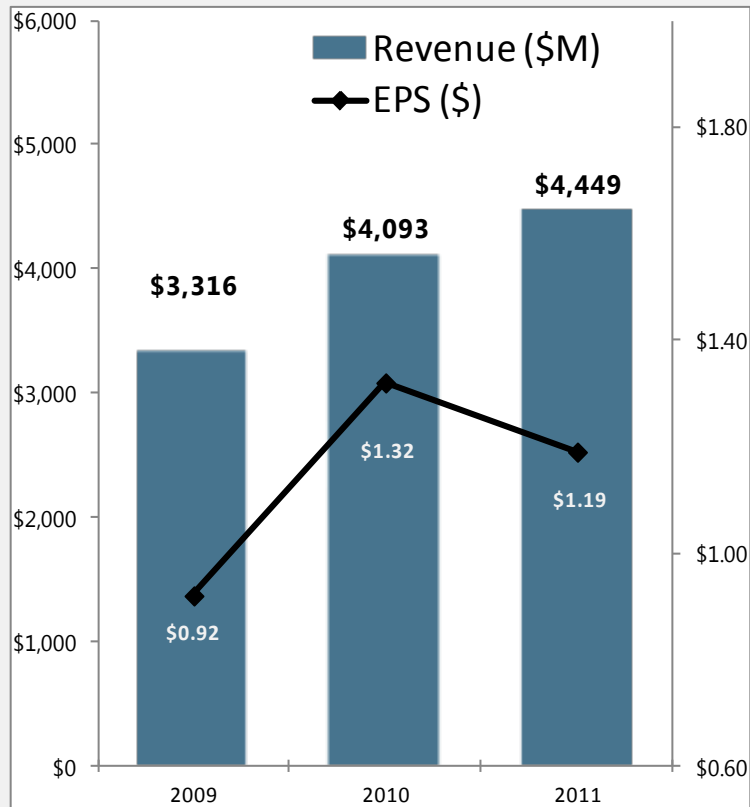
- Revenue up 1% Q/Q and down 6% Y/Y
- Non-GAAP Operating Margin of 18.6%
- Non-GAAP Diluted EPS flat Q/Q and down \$0.14 Y/Y

Demand Metrics

- Book to bill 1.0
- Deferred revenue \$967 million
- Product deferred revenue up slightly Q/Q; relatively unchanged year-over-year

2011 RESULTS: DELIVERED FULL YEAR REVENUE GROWTH

Revenue and Non-GAAP EPS

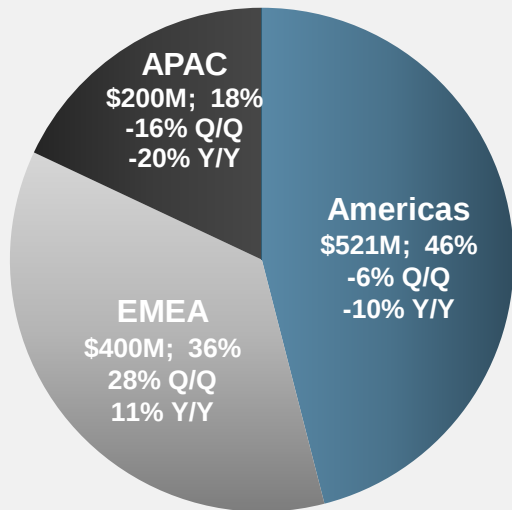


Financial Highlights

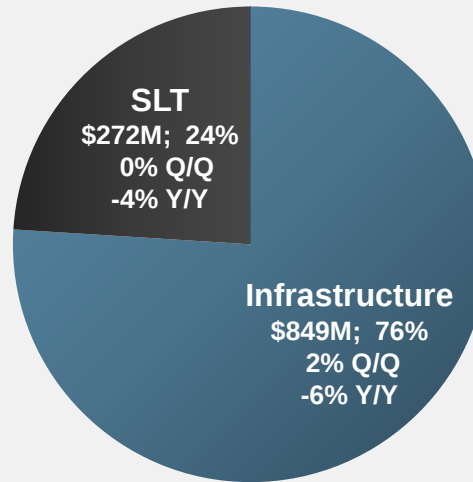
- 2011 Revenue up 9%
- Non-GAAP Operating Margin of 20.6%
- Non-GAAP Diluted EPS down \$0.13
- Strong Balance Sheet exiting the year with ~\$4.3B gross cash and investments

Q4'11 REVENUE MIX: INCREASINGLY DIVERSIFIED

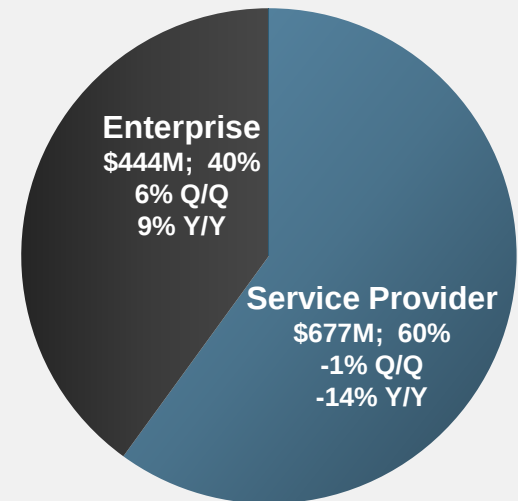
Geography



Segment



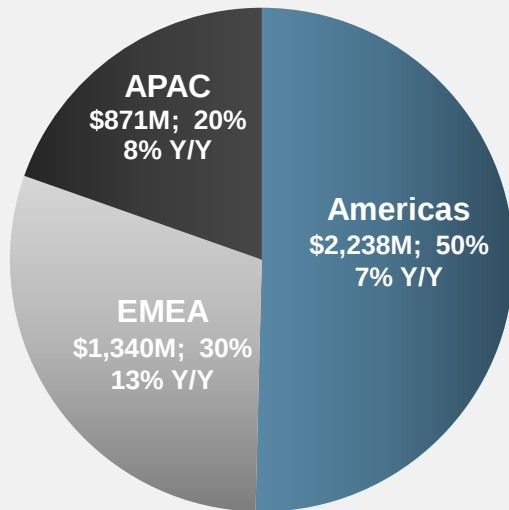
Markets



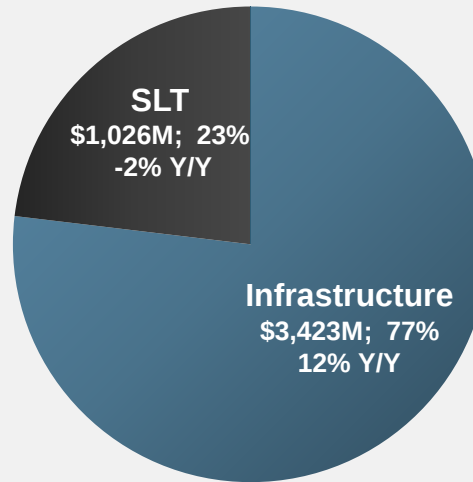
- Americas – SP down while Enterprise grew; EMEA up sequentially and Y/Y in SP and Enterprise
- Switching up 36% Y/Y to \$168 million; Routing down 13% Y/Y to \$681 million
- Product Revenue: MX up 8%Y/Y, Switching (incl. EX, QFabric and WLAN) up 33% Y/Y, SRX down 7% Y/Y
- Service Provider down 14% Y/Y due primarily to routing
- Enterprise up 9% Y/Y; routing and switching growth offset slight decline in security

2011 REVENUE MIX: YEAR OVER YEAR GROWTH

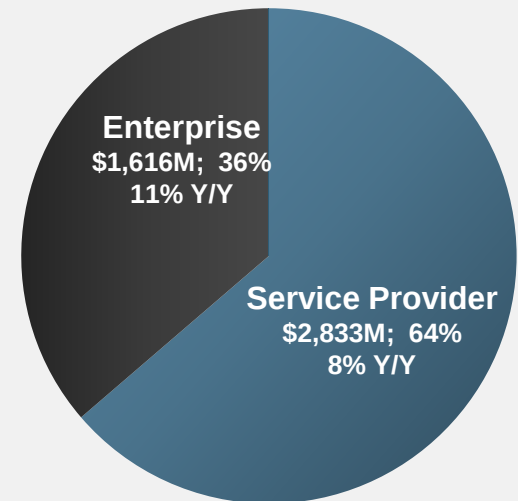
Geography



Segment



Markets



- Good Y/Y growth from EMEA and Americas in SP and Enterprise
- Routing up 9% Y/Y to \$2,894 million; Switching up 34% Y/Y to \$528 million; Security down 2% Y/Y to \$1,026 million
- Product Revenue: MX up 49%Y/Y, Switching (incl. EX, QFabric and WLAN) up 31% Y/Y, SRX down 4% Y/Y
- Service Provider up 8% Y/Y due to routing and switching
- Enterprise up 11% Y/Y due to strength in switching

FINANCIAL RESULTS (NON-GAAP EXCEPT REVENUE)

	Q4'11	Q3'11	Q4'10	Q/Q Change	Y/Y Change
Revenue	\$1,120.8M	\$1,105.8M	\$1,189.9M	1%	-6%
Gross Margin %	63.3%	65.3%	67.2%	-2.0pts	-3.9pts
R&D	\$228.2M	\$230.5M	\$230.7M	-1%	-1%
Sales & Marketing	\$235.3M	\$234.3M	\$240.6M	- %	-2%
G&A	\$37.9M	\$36.0M	\$36.8M	5%	3%
Total Operating Expense	\$501.4M	\$500.8M	\$508.0M	- %	-1%
Operating Margin %	18.6%	20.0%	24.5%	-1.4pts	-5.9pts
Net Income*	\$150.1M	\$149.8M	\$228.6M	- %	-34%
EPS (Diluted)*	\$0.28	\$0.28	\$0.42	\$ -	-\$0.14

* Net income and diluted EPS attributable to Juniper Networks exclude net income or loss pertaining to non-controlling interest.

CASH FLOW AND BALANCE SHEET METRICS

Strong Cash Position

- Gross cash and investments ~\$4.3B; 50% onshore
- Net Cash and investments ~\$3.3B
- Cash flow from operations in Q4 was strong at \$244M and \$987M for the full year

Share Repurchase

- \$541M for full year 2011, largely offset stock issued from employee programs

DSO

- 46 Days

Deferred Revenue

- \$967M, up 9% Q/Q, up 9% Y/Y
 - Product deferred revenue up 3% Q/Q, down 1% Y/Y
 - Services deferred revenue up 12% Q/Q, up 14% Y/Y

Q1'12 OUTLOOK

3 MONTHS ENDING MARCH 31, 2012 *Non-GAAP (Except For Revenue And Share Count)*

Revenue

- Range between \$960 million and \$990 million

Gross Margins

- Range of 63% to 64%

OPEX

- Up sequentially, including typical increases in fringe-related employee expenses, such as FICA and the reset of variable compensation

Operating Margins

- In the range of 11% - 13%

EPS

- Range between \$0.11 and \$0.14 per diluted share

Tax Rate

- Approximately 29% (assumes no renewal of R&D tax credit)

Share Count

- Flat

WELL POSITIONED GOING FORWARD

- Confident in our strategy and operating principles
- In the near term, anticipate revenue environment to remain challenging
- For the full year, expect to grow faster than the markets we serve
- Anticipate we will improve operating margin from Q1 level throughout the year

APPENDIX



PERCENT OF REVENUE BY MARKET

	Q4'09	Q1'10	Q2'10	Q3'10	Q4'10	Q1'11	Q2'11	Q3'11	Q4'11
Total SP	67.9%	65.0%	63.4%	62.6%	65.9%	67.4%	65.1%	61.9%	60.4%
Total Enterprise	32.1%	35.0%	36.6%	37.4%	34.1%	32.6%	34.9%	38.1%	39.6%

SEGMENT OPERATING RESULTS

(in '000's except percentages)	Q4'09	FY'09	Q1'10	Q2'10	Q3'10	Q4'10	FY'10	Q1'11	Q2'11	Q3'11	Q4'11	FY'11
Infrastructure:												
Product revenue	\$562,978	\$1,959,198	\$556,127	\$590,212	\$607,593	\$757,652	\$2,511,584	\$708,577	\$736,135	\$672,243	\$663,626	\$2,780,581
Service revenue	132,363	482,437	122,569	130,144	136,475	149,502	538,690	146,152	147,931	162,296	185,646	642,025
Total	695,341	2,441,635	678,696	720,356	744,068	907,154	3,050,274	854,729	884,066	834,539	849,272	3,422,606
Operating margin	182,640	541,415	176,483	181,199	179,857	236,097	773,636	209,513	209,635	154,608	144,574	718,330
Operating margin as a % of segment revenue	26.3%	22.2%	26.0%	25.2%	24.2%	26.0%	25.4%	24.5%	23.7%	18.5%	17.0%	21.0%
SLT:												
Product revenue	\$176,118	\$608,794	\$165,074	\$183,846	\$193,590	\$204,557	\$747,067	\$168,863	\$155,293	\$189,692	\$183,835	\$697,683
Service revenue	69,995	265,483	68,848	74,098	74,749	78,230	295,925	78,020	81,185	81,565	87,650	328,420
Total	246,113	874,277	233,922	257,944	268,339	282,787	1,042,992	246,883	236,478	271,257	271,485	1,026,103
Operating margin	47,379	126,992	35,137	52,570	64,600	55,697	208,004	36,360	32,520	66,553	63,503	198,936
Operating margin as a % of segment revenue	19.3%	14.5%	15.0%	20.4%	24.1%	19.7%	19.9%	14.7%	13.8%	24.5%	23.4%	19.4%

FINANCIAL RESULTS (GAAP)

	Q4'11	Q3'11	Q4'10	Q/Q Change	Y/Y Change
REVENUE	\$1,120.8M	\$1,105.8M	\$1,189.9M	1%	-6%
GROSS MARGIN %	62.4%	64.4%	66.6%	-2.0 pts	-4.2pts
TOTAL OPERATING EXPENSE	\$565.8M	\$574.6M	\$565.2M	-2%	0%
OPERATING MARGIN %	11.9%	12.4%	19.1%	-0.5pts	-7.2pts
NET INCOME*	\$96.2M	\$ 83.7M	\$190.2M	15%	-49%
EPS (DILUTED)*	\$0.18	\$0.16	\$0.35	\$0.02	-\$0.17

* Net income and diluted EPS attributable to Juniper Networks exclude net income or loss pertaining to non-controlling interest

Special Q4'11 items:

- Net income on a GAAP basis includes restructuring and other charges of \$15.0 million, which represented approximately \$0.02 per diluted share.

GAAP TO NON-GAAP RECONCILIATIONS

(in '000's except per share amounts and percentages)	Q1'10	Q2'10	Q3'10	Q4'10	FY'10	Q1'11	Q2'11	Q3'11	Q4'11	FY'11
GAAP Cost of revenues – Product	\$222,381	\$231,752	\$247,033	\$299,699	\$1,000,865	\$265,746	\$292,391	\$286,609	\$310,537	\$1,155,283
Share-based compensation expense	(1,105)	(997)	(991)	(1,260)	(4,353)	(948)	(1,211)	(1,241)	(1,219)	(4,619)
Share-based compensation related payroll tax	(71)	(40)	(20)	(66)	(197)	(271)	(24)	(4)	(2)	(301)
Amortization of purchased intangible assets	(25)	(308)	(1,414)	(2,554)	(4,301)	(5,198)	(5,438)	(5,438)	(5,693)	(21,767)
Acquisition-related and other charges	-	-	-	-	-	(960)	(1,527)	-	-	(2,487)
Non-GAAP Cost of revenues – Product	\$221,180	\$230,407	\$244,608	\$295,819	\$992,014	\$258,369	\$284,191	\$279,926	\$303,623	\$1,126,109
GAAP Cost of revenues – Service	\$78,216	\$86,610	\$87,587	\$98,241	\$350,654	\$99,981	\$105,987	\$107,583	\$111,285	\$424,836
Share-based compensation expense	(3,494)	(3,242)	(3,155)	(3,632)	(13,523)	(3,919)	(4,486)	(3,705)	(3,626)	(15,736)
Share-based compensation related payroll tax	(165)	(152)	(53)	(319)	(689)	(835)	(94)	(9)	(4)	(942)
Non-GAAP Cost of revenues – Service	\$74,557	\$83,216	\$84,379	\$94,290	\$336,442	\$95,227	\$101,407	\$103,869	\$107,655	\$408,158

GAAP TO NON-GAAP RECONCILIATIONS (CONT.)

(in '000's except per share amounts and percentages)	Q1'10	Q2'10	Q3'10	Q4'10	FY'10	Q1'11	Q2'11	Q3'11	Q4'11	FY'11
GAAP Gross margin	\$612,021	\$659,938	\$677,787	\$792,001	\$2,741,747	\$735,885	\$722,166	\$711,604	\$698,935	\$2,868,590
Share-based compensation expense	4,599	4,239	4,146	4,892	17,876	4,867	5,697	4,946	4,845	20,355
Share-based compensation related payroll tax	236	192	73	385	886	1,106	118	13	6	1,243
Amortization of purchased intangible assets	25	308	1,414	2,554	4,301	5,198	5,438	5,438	5,693	21,767
Acquisition-related and other charges	-	-	-	-	-	960	1,527	-	-	2,487
Non-GAAP Gross margin	\$616,881	\$664,677	\$683,420	\$799,832	\$2,764,810	\$748,016	\$734,946	\$722,001	\$709,479	\$2,914,442
GAAP Gross margin % of revenue	67.1%	67.5%	66.9%	66.6%	67.0%	66.8%	64.4%	64.4%	62.4%	64.5%
Share-based compensation expense % of revenue	0.5%	0.4%	0.5%	0.4%	0.4%	0.4%	0.5%	0.4%	0.4%	0.5%
Share-based compensation related payroll tax % of revenue	- %	- %	- %	- %	- %	0.1%	- %	- %	- %	- %
Amortization of purchased intangible assets % of revenue	- %	- %	0.1%	0.2%	0.1%	0.5%	0.6%	0.5%	0.5%	0.4%
Acquisition-related and other charges % of revenue	- %	- %	- %	- %	- %	0.1%	0.1%	- %	- %	0.1%
Non-GAAP Gross margin % of revenue	67.6%	67.9%	67.5%	67.2%	67.5%	67.9%	65.6%	65.3%	63.3%	65.5%

GAAP TO NON-GAAP RECONCILIATIONS (CONT.)

(in '000's except per share amounts and percentages)	Q1'10	Q2'10	Q3'10	Q4'10	FY'10	Q1'11	Q2'11	Q3'11	Q4'11	FY'11
GAAP Research and development expense	\$206,994	\$224,768	\$231,151	\$254,942	\$917,855	\$261,979	\$257,250	\$257,096	\$250,465	\$1,026,790
Share-based compensation expense	(16,986)	(18,679)	(19,315)	(23,481)	(78,461)	(22,330)	(26,583)	(26,540)	(22,224)	(97,677)
Share-based compensation related payroll tax	(755)	(430)	(228)	(793)	(2,206)	(3,074)	(276)	(35)	(17)	(3,402)
Non-GAAP Research and development expense	\$189,253	\$205,659	\$211,608	\$230,668	\$837,188	\$236,575	\$230,391	\$230,521	\$228,224	\$925,711
GAAP Sales and marketing expense	\$192,375	\$202,303	\$204,704	\$257,690	\$857,072	246,291	\$246,635	\$254,933	\$253,201	\$1,001,060
Share-based compensation expense	(11,728)	(13,853)	(13,439)	(15,929)	(54,949)	(13,226)	(19,171)	(20,572)	(17,899)	(70,868)
Share-based compensation related payroll tax	(432)	(1,150)	(153)	(1,177)	(2,912)	(3,386)	(583)	(79)	(52)	(4,100)
Non-GAAP Sales and marketing expense	\$180,215	\$187,300	\$191,112	\$240,584	\$799,211	\$229,679	\$226,881	\$234,282	\$235,250	\$926,092

GAAP TO NON-GAAP RECONCILIATIONS (CONT.)

(in '000's except per share amounts and percentages)	Q1'10	Q2'10	Q3'10	Q4'10	FY'10	Q1'11	Q2'11	Q3'11	Q4'11	FY'11
GAAP General and administrative expense	\$43,138	\$45,880	\$43,773	\$45,068	\$177,859	\$44,924	\$44,260	\$44,455	\$45,493	\$179,132
Share-based compensation expense	(7,248)	(7,832)	(7,491)	(8,100)	(30,671)	(8,616)	(8,675)	(8,410)	(7,557)	(33,258)
Share-based compensation related payroll tax	(97)	(111)	(39)	(182)	(429)	(419)	(66)	(8)	(8)	(501)
Non-GAAP General and administrative expense	\$35,793	\$37,937	\$36,243	\$36,786	\$146,759	\$35,889	\$35,519	\$36,037	\$37,928	\$145,373
GAAP Operating expense	\$451,749	\$474,960	\$482,251	\$565,203	\$1,974,163	\$558,492	\$551,246	\$574,578	\$565,750	\$2,250,066
Share-based compensation expense	(35,962)	(40,364)	(40,245)	(47,510)	(164,081)	(44,172)	(54,429)	(55,522)	(47,680)	(201,803)
Share-based compensation related payroll tax	(1,284)	(1,691)	(420)	(2,152)	(5,547)	(6,879)	(925)	(122)	(77)	(8,003)
Amortization of purchased intangible assets	(1,137)	(1,204)	(917)	(972)	(4,230)	(1,544)	(1,332)	(1,263)	(1,227)	(5,366)
Restructuring and other charges	(8,105)	(264)	(181)	(2,255)	(10,805)	347	916	(16,813)	(15,014)	(30,564)
Acquisition-related and other charges	-	(541)	(1,525)	(4,276)	(6,342)	(4,101)	(2,685)	(18)	(350)	(7,154)
Non-GAAP Operating expense	\$405,261	\$430,896	\$438,963	\$508,038	\$1,783,158	\$502,143	\$492,791	\$500,840	\$501,402	\$1,997,176

GAAP TO NON-GAAP RECONCILIATIONS (CONT.)

(in '000's except per share amounts and percentages)	Q1'10	Q2'10	Q3'10	Q4'10	FY'10	Q1'11	Q2'11	Q3'11	Q4'11	FY'11
GAAP Operating income	\$160,272	\$184,978	\$195,536	\$226,798	\$767,584	\$177,393	\$170,920	\$137,026	\$133,185	\$618,524
Share-based compensation expense	40,561	44,603	44,391	52,402	181,957	49,039	60,126	60,468	52,525	222,158
Share-based compensation related payroll tax	1,520	1,883	493	2,537	6,433	7,985	1,043	135	83	9,246
Amortization of purchased intangible assets	1,162	1,512	2,331	3,526	8,531	6,742	6,770	6,701	6,920	27,133
Restructuring and other charges	8,105	264	181	2,255	10,805	(347)	(916)	16,813	15,014	30,564
Acquisition-related and other charges	-	541	1,525	4,276	6,342	5,061	4,212	18	350	9,641
Non-GAAP Operating income	\$211,620	\$233,781	\$244,457	\$291,794	\$981,652	\$245,873	\$242,155	\$221,161	\$208,077	\$917,266

GAAP TO NON-GAAP RECONCILIATIONS (CONT.)

(in '000's except per share amounts and percentages)	Q1'10	Q2'10	Q3'10	Q4'10	FY'10	Q1'11	Q2'11	Q3'11	Q4'11	FY'11
GAAP Operating margin	17.6%	18.9%	19.3%	19.1%	18.8%	16.1%	15.3%	12.4%	11.9%	13.9%
Share-based compensation expense as a % of revenue	4.4%	4.6%	4.4%	4.3%	4.3%	4.5%	5.4%	5.5%	4.7%	5.0%
Share-based compensation related payroll tax as a % of revenue	0.2%	0.2%	- %	0.2%	0.2%	0.7%	0.1%	- %	- %	0.2%
Amortization of purchased intangible assets as a % of revenue	0.1%	0.2%	0.2%	0.3%	0.2%	0.6%	0.5%	0.6%	0.7%	0.6%
Restructuring and other charges as a % of revenue	0.9%	- %	- %	0.2%	0.3%	- %	-0.1%	1.5%	1.3%	0.7%
Acquisition-related and other charges as a % of revenue	- %	- %	0.2%	0.4%	0.2%	0.4%	0.4%	- %	- %	0.2%
Non-GAAP Operating margin	23.2%	23.9%	24.1%	24.5%	24.0%	22.3%	21.6%	20.0%	18.6%	20.6%

GAAP TO NON-GAAP RECONCILIATIONS (CONT.)

(in '000's except per share amounts and percentages)	Q1'10	Q2'10	Q3'10	Q4'10	FY'10	Q1'11	Q2'11	Q3'11	Q4'11	FY'11
GAAP Other income (expense), net	\$1,459	\$4,065	\$205	\$4,841	\$10,570	\$(6,462)	\$(13,688)	\$(15,957)	\$(10,701)	\$(46,808)
(Gain)/loss on investments	-	(3,232)	-	(5,421)	(8,653)	(62)	(72)	1,116	(656)	326
Non-GAAP Other income (expense), net	\$1,459	\$833	\$205	\$(580)	\$1,917	\$(6,524)	\$(13,760)	\$(14,841)	\$(11,357)	\$(46,482)
GAAP Income tax provision (benefit)	(\$2,879)	\$58,700	\$61,404	\$41,556	\$158,781	\$41,271	\$41,714	\$37,398	26,321	146,704
Non-recurring income tax benefit	54,069	-	-	-	54,069	-	-	-	-	-
Income tax effect of non-GAAP exclusions	13,977	12,130	11,932	21,219	59,258	20,658	19,487	19,152	20,282	79,579
Non-GAAP Provision for income tax	\$65,167	\$70,830	\$73,336	\$62,775	\$272,108	\$61,929	\$61,201	\$56,550	\$46,603	\$226,283
Non-GAAP Income tax rate	30.6%	30.2%	30.0%	21.6%	27.7%	25.9%	26.8%	27.4%	23.7%	26.0%
Non-GAAP Income before income taxes and noncontrolling interest	\$213,079	\$234,614	\$244,662	\$291,214	\$983,569	\$239,349	\$228,395	\$206,320	\$196,720	\$870,784

GAAP TO NON-GAAP RECONCILIATIONS (CONT.)

(in '000's except per share amounts and percentages)	Q1'10	Q2'10	Q3'10	Q4'10	FY'10	Q1'11	Q2'11	Q3'11	Q4'11	FY'11
GAAP Net income attributable to Juniper Networks	\$163,115	\$130,511	\$134,543	\$190,233	\$618,402	\$129,750	\$115,560	\$83,663	\$96,163	\$425,136
Share-based compensation expense	40,561	44,603	44,391	52,402	181,957	49,039	60,126	60,468	52,525	222,158
Share-based compensation related payroll tax	1,520	1,883	493	2,537	6,433	7,985	1,043	135	83	9,246
Amortization of purchased intangible assets	1,162	1,512	2,331	3,526	8,531	6,742	6,770	6,701	6,920	27,133
Restructuring and other charges	8,105	264	181	2,255	10,805	(347)	(916)	16,813	15,014	30,564
Acquisition-related and other charges	-	541	1,525	4,276	6,342	5,061	4,212	18	350	9,641
(Gain)/loss on investments	-	(3,232)	-	(5,421)	(8,653)	(62)	(72)	1,116	(656)	326
Non-recurring income tax adjustment	(54,069)	-	-	-	(54,069)	-	-	-	-	-
Income tax effect of non-GAAP exclusions	(13,977)	(12,130)	(11,932)	(21,219)	(59,258)	(20,658)	(19,487)	(19,152)	(20,282)	(79,579)
Non-GAAP Net income	\$146,417	\$163,952	\$171,532	\$228,589	\$710,490	\$177,510	\$167,236	\$149,762	\$150,117	\$644,625

GAAP TO NON-GAAP RECONCILIATIONS (CONT.)

(in '000's except per share amounts and percentages)	Q1'10	Q2'10	Q3'10	Q4'10	FY'10	Q1'11	Q2'11	Q3'11	Q4'11	FY'11
Non-GAAP Net income	\$146,417	\$163,952	\$171,532	\$228,589	\$710,490	\$177,510	\$167,236	\$149,762	\$150,117	\$644,625
Non-GAAP Net income per share:										
Basic	\$0.28	\$0.31	\$0.33	\$0.44	\$1.36	\$0.33	\$0.31	\$0.28	\$0.29	\$1.22
Diluted	\$0.27	\$0.30	\$0.32	\$0.42	\$1.32	\$0.32	\$0.31	\$0.28	\$0.28	\$1.19
Shares used in computing non-GAAP net income per share:										
Basic	521,141	524,463	520,581	523,556	522,444	530,789	532,909	529,286	526,124	529,768
Diluted	536,718	538,947	534,880	541,464	538,790	548,825	546,452	536,583	533,335	541,417