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JUNIPER
NETWORKS

Forward Looking Statements

Information, statements and projections contained in this conference call and accompanying presentation slides regarding 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 and political conditions globally or regionally; business and economic conditions in the networking industry; changes in overall technology spending and spending by communication service providers; 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. All information, statements and projections contained in these slides speak only as of the date of this presentation. Juniper Networks undertakes no obligation to update the information contained in these slides in the event facts or circumstances subsequently change.

STRATEGIC FOCUS

CUSTOMER SECTORS

2

Service Provider

Enterprise

BUSINESSES

3

Routing

Switching

Security

DOMAIN

7

Access & Aggregation
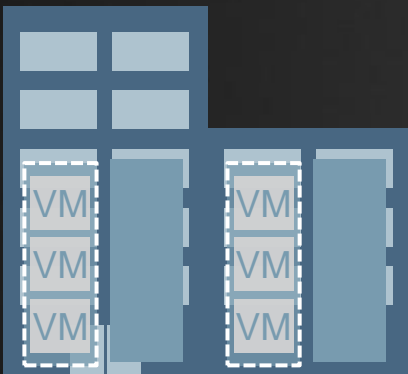
EDGE

CORE

Data Center

WAN

Campus & Branch

Consumer & Business Device

BUSINESS IS MOVING TO "ON DEMAND"

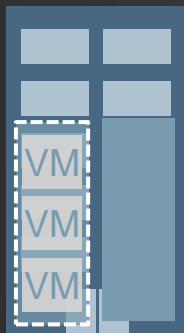## PRIVATE CLOUD
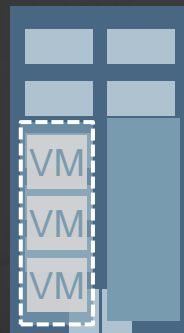### 72%
⬆ Only 11% no plans to deploy private cloud**

VM VM
VM VM
VM VM

My on-premises data center

APPS IN THE CLOUD
$54.5B
⬆ 19% CAGR*

VM VM
VM VM
VM VM

My managed service provider

My hosted service provider

PUBLIC CLOUD
$131B
⬆ 17% CAGR*

VM VM
VM VM
VM VM

My cloud service provider

JUNIPEL
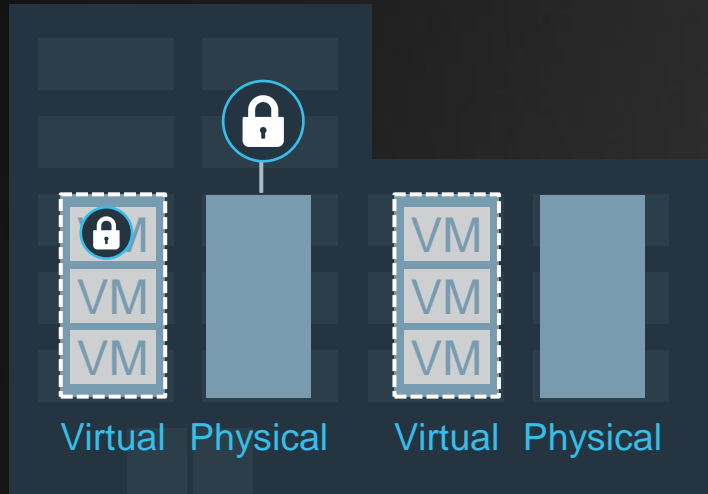NETWORKS

TWO PROBLEMS WITH THE NETWORK
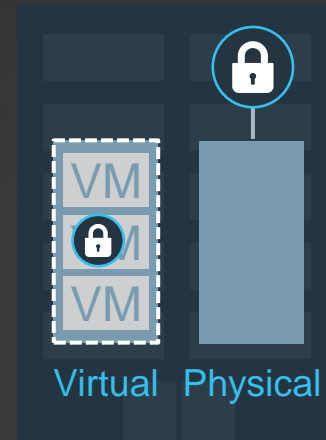
1. Impedes time to value
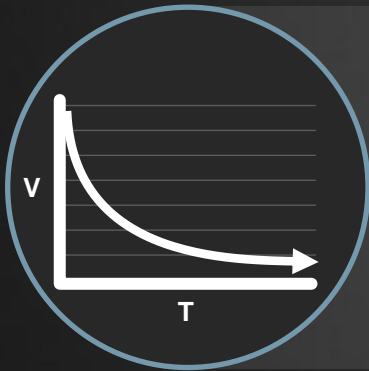
2. Low value over time

DATA CENTER REALITIES

My on-premises
data center

My managed
service provider

My hosted
service provider

My cloud
service provider

Virtual   Physical   Virtual   Physical

Virtual   Physical

Virtual   Physical

Virtual   Virtual
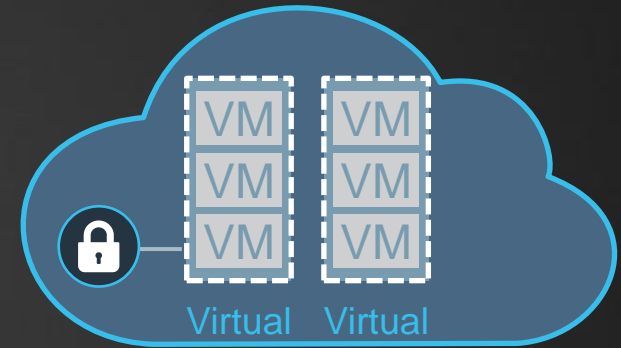
INTRODUCING METAFABRIC

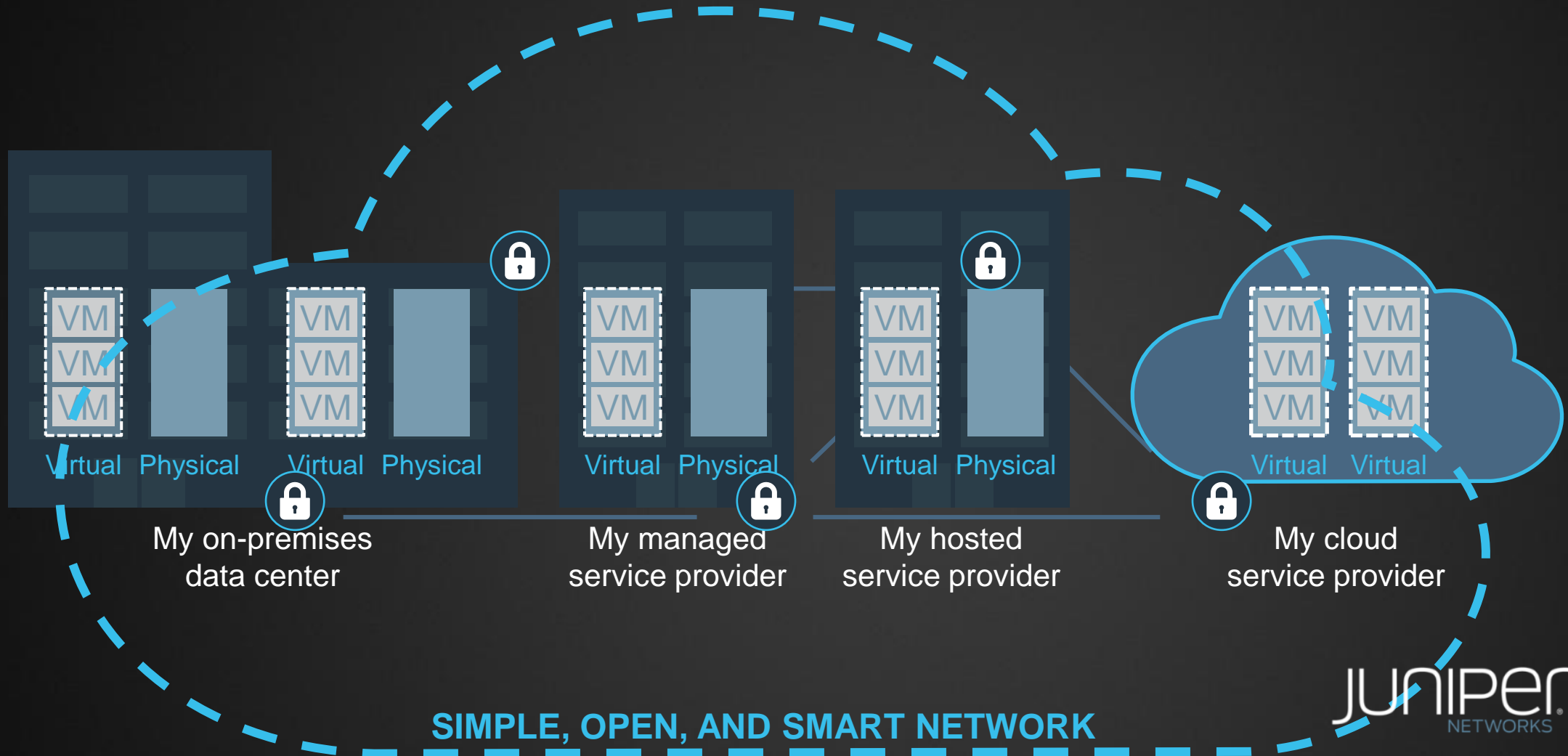Virtual Physical Virtual Physical

Virtual Physical

Virtual Physical

Virtual Virtual

My on-premises
data center

My managed
service provider

My hosted
service provider

My cloud
service provider

SIMPLE, OPEN, AND SMART NETWORK

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OUR DATA CENTER JOURNEY

How we have done:
- $2B+ in switching
- 20,000+ switching customers
- $2B+ in enterprise routing
- 3,000+ enterprise routing customers

Success in key markets:
- Fortune 10
- Telco service providers
- Cloud service providers
- Banking
- Insurance
- Financial data services
- Aerospace and defense
- Oil and gas
- Entertainment and media
- Retailers

Simple, open, and smart network
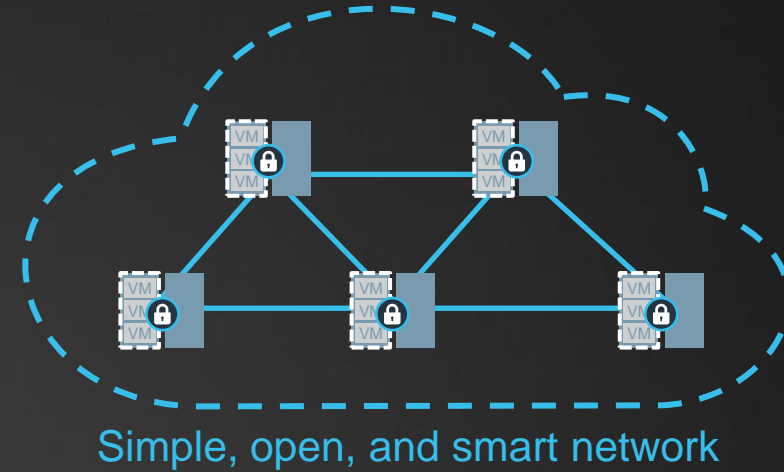
- Commercial & open SDN
- Ecosystem partners
- 1-tier and 2-tier fabrics
- Common management platform
- Switching, routing and security

2008

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METAFABRIC

Accelerates time to value and maximizes value over time
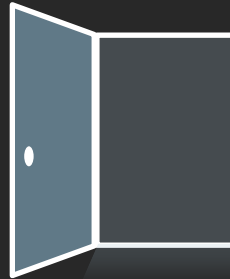
Simple	**Open**	**Smart**
Easy to deploy & use	*Maximize flexibility*	*Save time, improve performance*

SIMPLE, OPEN, SMART SWITCHING ARCHITECTURES

Improved

Virtual Chassis
Up to 10 members

New

Virtual Chassis Fabric
Up to 20 members

Improved

QFabric
Up to 128 members

Managed as a Single Switch

QFX5100

Spine-Leaf

Layer 3

L3 Fabric
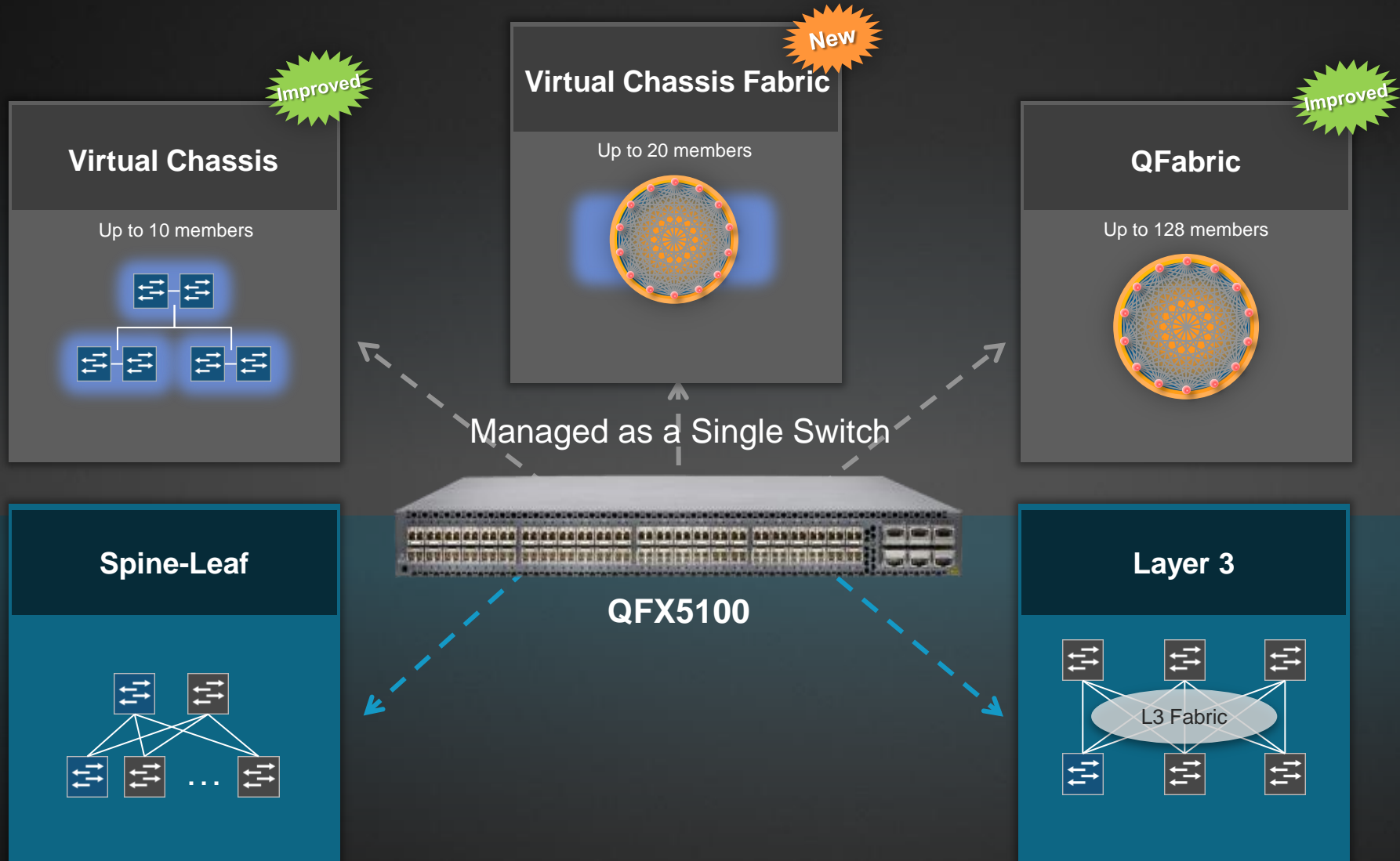
PERFECT BLEND OF SILICON AND SOFTWARE

MX3D: The most flexible data center gateway

"New" Encaps

Contrail

VM VM VM

VM VM VM
VM VM VM
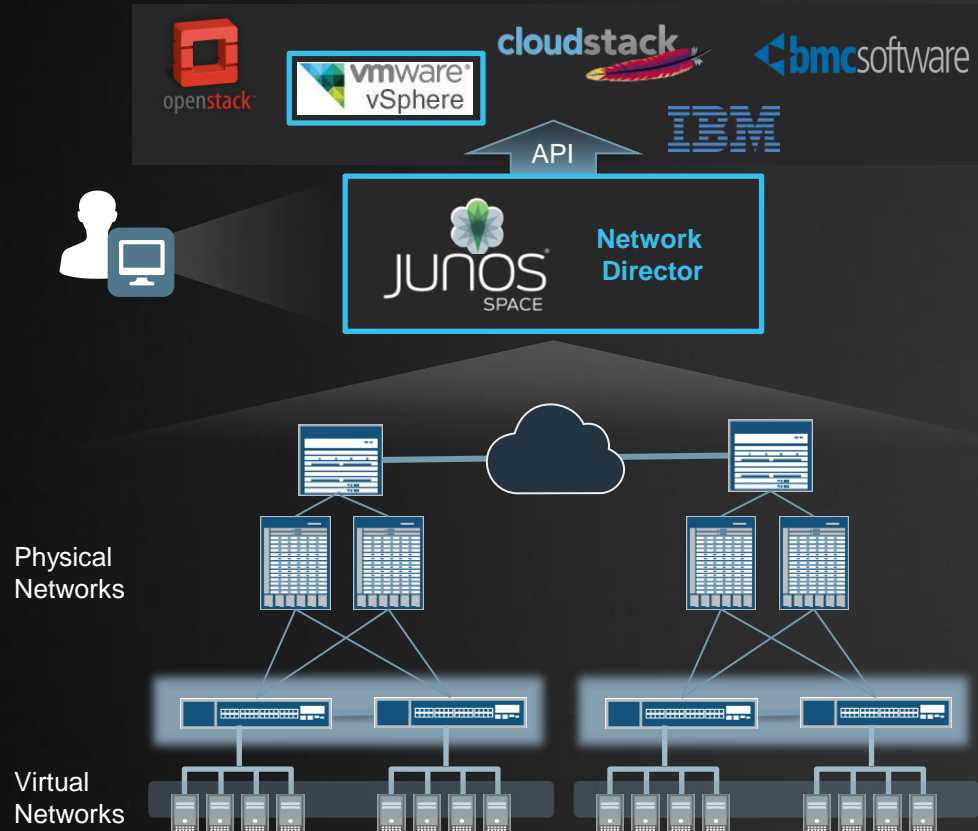
Bare Metal

NSX

VM VM VM

Bare Metal
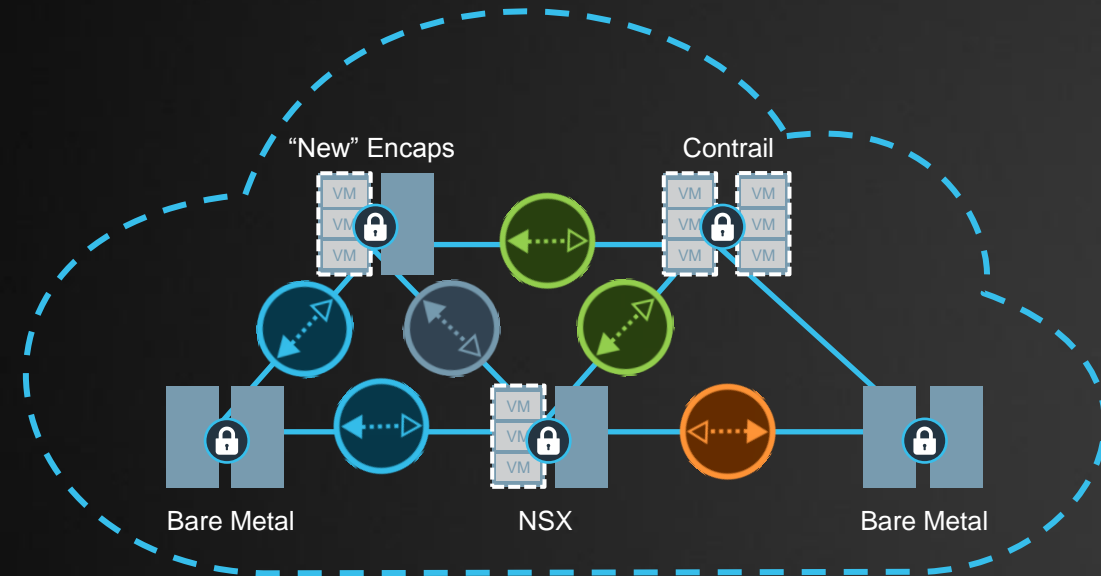
MX - one platform to connect
multiple sites and clouds

Universal SDN gateway – "connecting islands"

Open, standards-based DCI – EVPN, MPLS, VPLS

Seamless workload mobility – efficient traffic forwarding
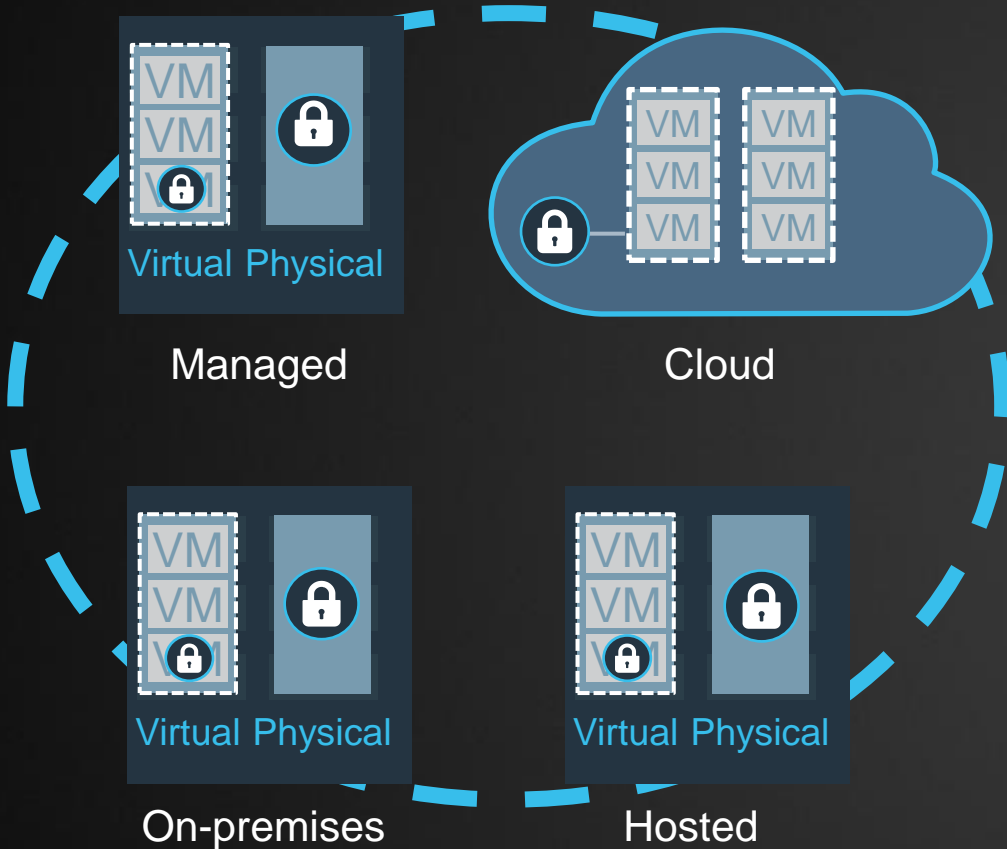
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SMART NETWORK MANAGEMENT

Visualize – customizable multi-point navigation

Analyze – smart and proactive networks

Control – lifecycle and workflow automation

DATA CENTER SECURITY

Defend, detect, and respond to attacks

Managed

Cloud

On-premises

Hosted

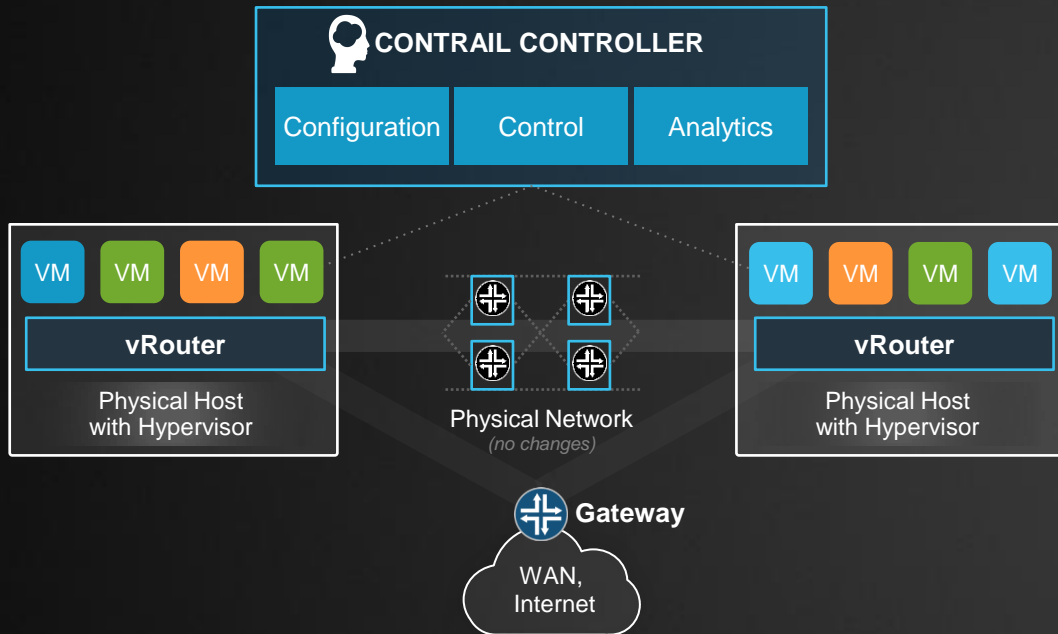Virtual Physical

Virtual Physical

Virtual Physical

High-performance – across physical and virtual

Simplicity – single, scalable platform across all use cases

Attack protection – unique intrusion deception technology

JUNIPER CONTRAIL

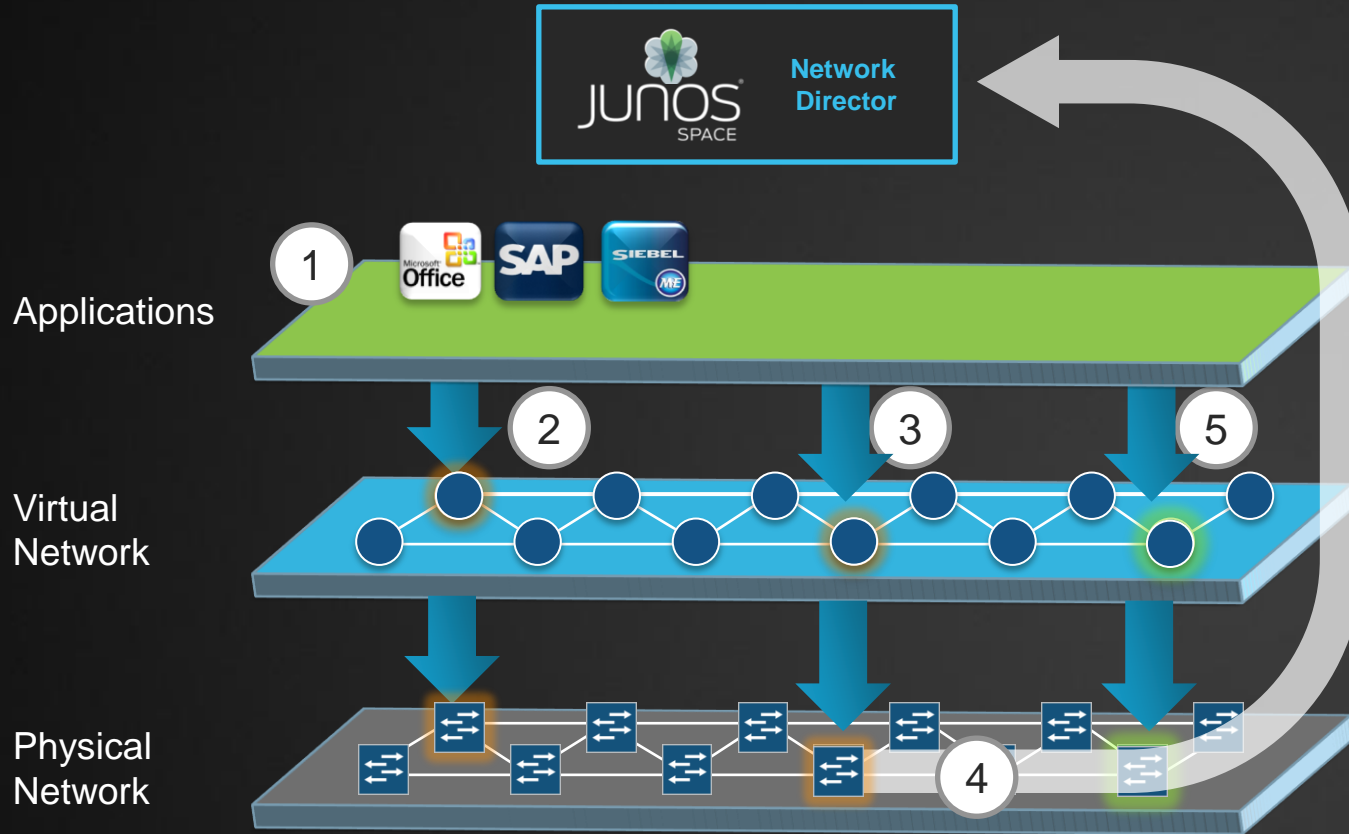## Extending advanced networking into the virtual world

CONTRAIL CONTROLLER

| Configuration | Control | Analytics |

VM VM VM VM

vRouter

Physical Host
with Hypervisor

Physical Network
(no changes)

VM VM VM VM

vRouter

Physical Host
with Hypervisor

Gateway

WAN,
Internet

Simple, open, and agile – virtual network overlay

Broad hypervisor support – KVM, Xen, ESXi

Developer momentum – OpenContrail community

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METAFABRIC PULLS IT ALL TOGETHER

JUNOS SPACE

Network Director

Applications

Microsoft Office   SAP   SIEBEL

Virtual Network

Physical Network

1. New application launched

2. Virtual and physical network policies mapped automatically

3. Virtual and physical network policies automated

4. Advance analytics provide feedback about network state

5. Application location optimized

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THANK YOU

QUESTION AND ANSWER SESSION