



INNOVATION & GROWTH

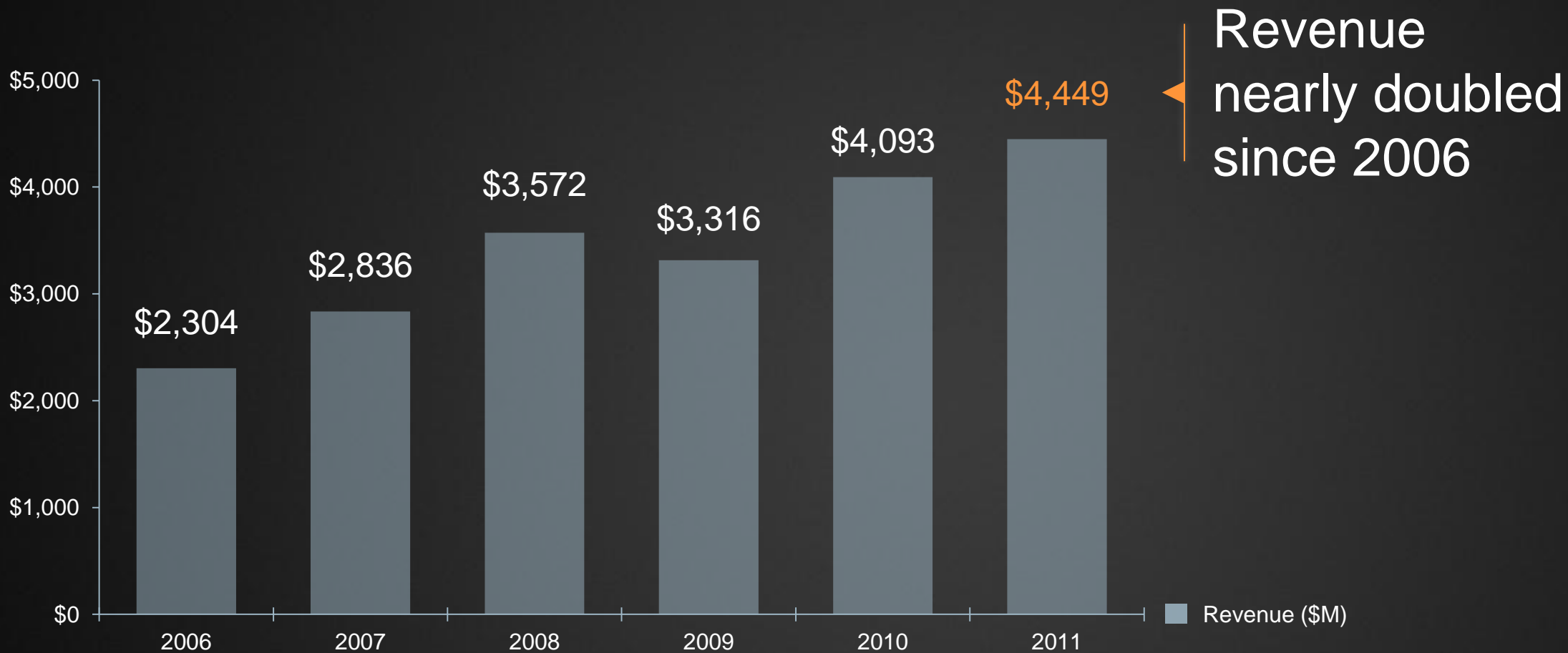
Kevin Johnson

CHIEF EXECUTIVE OFFICER

CREATING VALUE



REVENUE GROWTH: 2006-2011



MARKET TRENDS

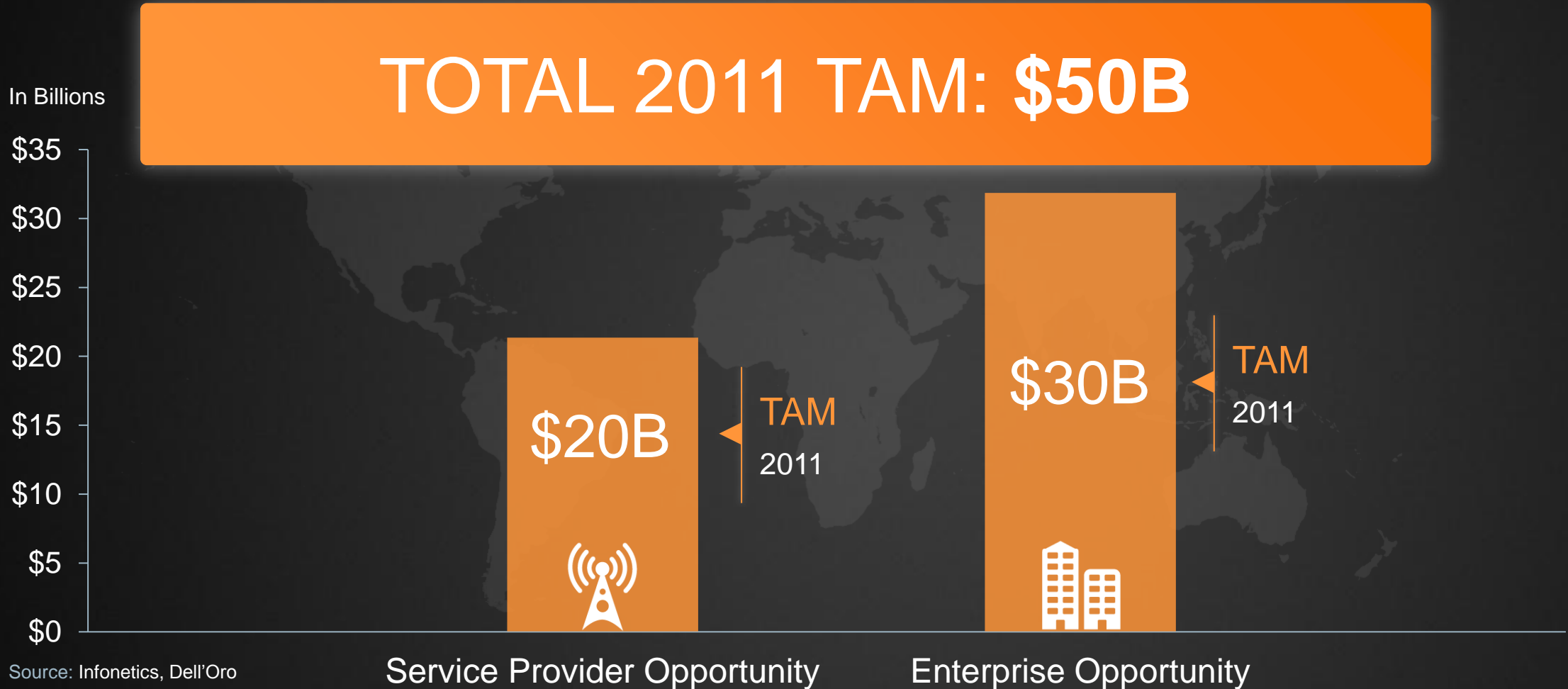


Mobile Internet



Cloud

A LARGE OPPORTUNITY



FIVE PILLARS OF OUR STRATEGY

- 1 | Focus on high-performance networking
- 2 | Innovate and build great products
- 3 | Leverage innovation across Service Provider and Enterprise
- 4 | Diversify customer base – depth and breadth
- 5 | Complement systems strategy with Junos-based software solutions

PURE PLAY IN HIGH PERFORMANCE NETWORKING

First 10 Years Of Juniper: 1996-2006



Core

- T
- M



Edge

- E



Campus &
Branch

- NetScreen

PURE PLAY IN HIGH PERFORMANCE NETWORKING

Breadth of Today's Portfolio



Core

- T
- M
- PTX



Edge

- E
- M
- MX
- SRX
- MobileNext
- MediaFlow



Access & Aggregation

- ACX
- MX



Data Center

- QFX
- MX
- EX
- SRX
- vGW
- MediaFlow



WAN

- MX
- SRX
- M



Campus & Branch

- NetScreen
- EX
- SRX
- MX
- WLAN
- Junos Pulse



Consumer & Business Device

- Junos Pulse

THREE AREAS WHERE WE DRIVE REVENUE

 Routing

 Switching

 Security

- | | | | | | | |
|-------|--------------|-------|-------------|-------|---------------|---------------|
| ▪ T | ▪ E | ▪ ACX | ▪ QFX | ▪ MX | ▪ NetScreen | ▪ Junos Pulse |
| ▪ M | ▪ M | ▪ MX | ▪ MX | ▪ SRX | ▪ EX | |
| ▪ PTX | ▪ MX | | ▪ EX | ▪ M | ▪ SRX | |
| | ▪ SRX | | ▪ SRX | | ▪ MX | |
| | ▪ MobileNext | | ▪ vGW | | ▪ WLAN | |
| | ▪ MediaFlow | | ▪ MediaFlow | | ▪ Junos Pulse | |

THREE AREAS WHERE WE DRIVE REVENUE

Routing

- MX
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- MobileNext
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Switching

- QFX
- EX
- PTX
- WLAN

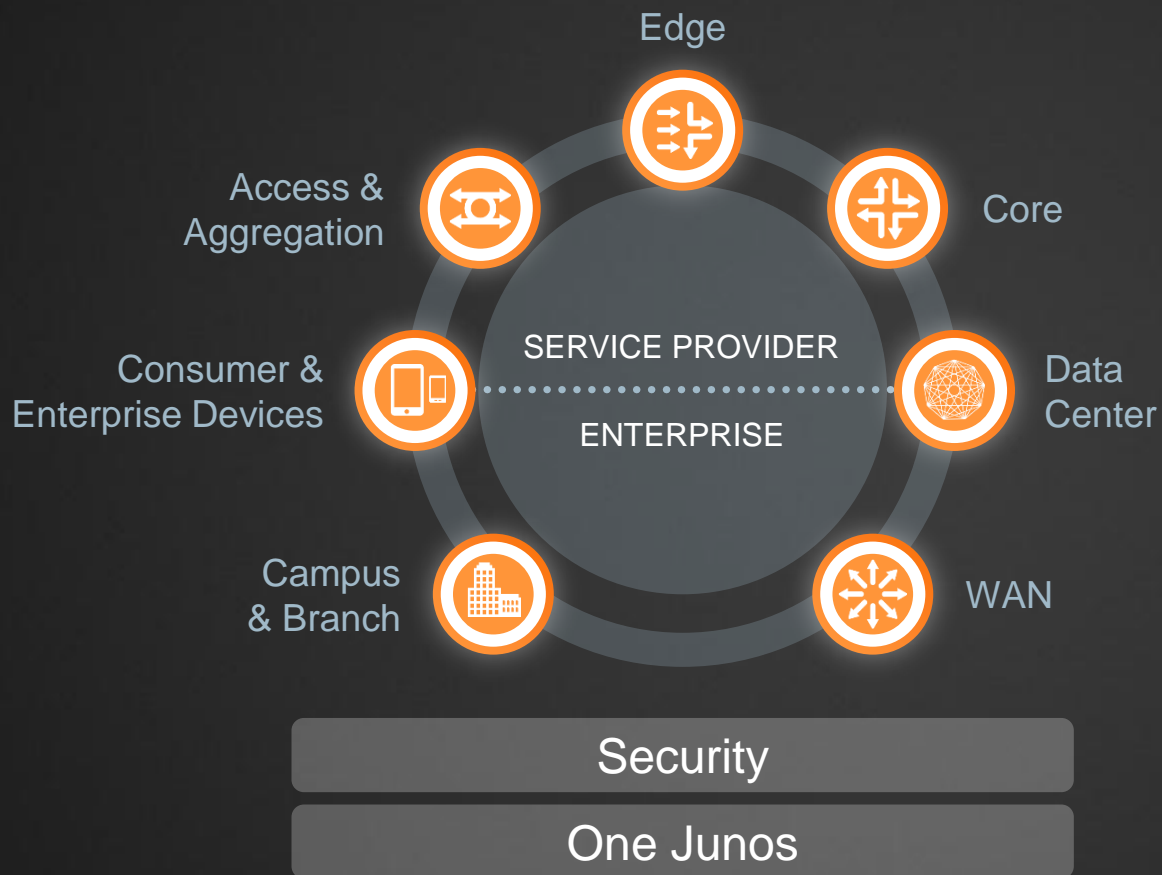
Security

- SRX
- vGW
- Junos Pulse
- NetScreen

NEW NETWORK PLATFORM ARCHITECTURE

Domain
Optimized

Customers Segment Their Networking Challenges by Domain



DRIVING OPERATIONAL EXECUTION



Research & Development



Sales, Marketing & Services

Organizational Alignment: Systems and Software

Organizational Alignment: Sector and Specialty

Talent: Right Leaders / Right Roles

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Portfolio Framework: Product Family Model

Connected Sales and Marketing:
Pipeline Creation and Pipeline Management

Software Development Process: Quality and Agility

Sales Methodology: New Network Selling

Productivity: Tools and Component Reuse

Productivity: CRM and Tools

Domain Alignment: New Network Platform Architecture

WORLD CLASS TALENT



Engineering

Leadership:
Product, Technology, Business

Technology Expertise:
Silicon, Systems and Software

Deep Bench



Go-to-Market

Leadership:
Sales Execution, Service Provider, Enterprise

Technology Expertise:
Domains, Architecture, and Technology

Raising the Bar:
Relationship & Consultative Selling

Elevating Our Capability at all Levels

Opportunity to Contribute as the Innovator

Culture and Values

QUESTIONS WE WILL ADDRESS TODAY



How has the leadership team evolved?



What are the key areas of sales execution focus?



What is the outlook for the markets you address?



What is your view on Software-Defined Networking?



What is your long-term financial model?



What kind of growth can we expect for your new products?



What's your strategy to recapture momentum in enterprise security?

CREATING VALUE



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JNPR
LISTED
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