

# UBS GLOBAL TECHNOLOGY CONFERENCE

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JUNIPER NETWORKS

# 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 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 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, share-based and judgment compensation expenses, acquisition related charges, restructuring charges, impairment charges, litigation settlements and resolutions, 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.

# STRATEGIC FOCUS

Customer  
Sectors

2



Service Provider



Enterprise

Businesses

3



Routing



Switching



Security

Domains

7



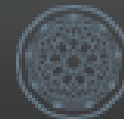
Core



Edge



Access &  
Aggregation



Data Center



WAN



Campus &  
Branch



Consumer &  
Business Device

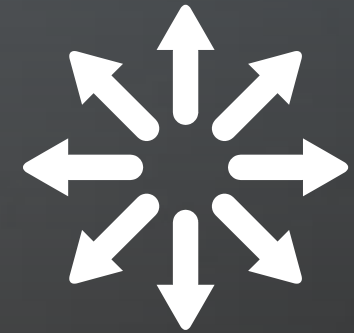
# DIFFERENTIATION THROUGH PERFORMANCE AND AGILITY



Compute,  
Storage,  
Networking



Silicon,  
Systems,  
Software



Software  
Defined  
Networking

# PLATFORM SYSTEMS DIVISION: Q3 2013

Record Quarter for PSD Product Revenue

FINANCIAL	ROUTING	SWITCHING	SDN
<ul style="list-style-type: none"><li>Product revenue \$742M, +17% Y/Y</li><li>Routing product revenue \$594M, +22% Y/Y</li><li>Switching product revenue \$148M, +1% Y/Y</li><li>Record MX revenue</li></ul>	<ul style="list-style-type: none"><li>Quarterly growth driven by Core and Edge Routing</li><li>General availability of Junos 13.2 software release</li></ul>	<ul style="list-style-type: none"><li>Strong bookings, healthy Q4 backlog</li><li>Shipped new EX fixed switches and EX9200 100G linecard</li></ul>	<ul style="list-style-type: none"><li>General availability of Contrail</li><li>VMware solution development</li></ul>

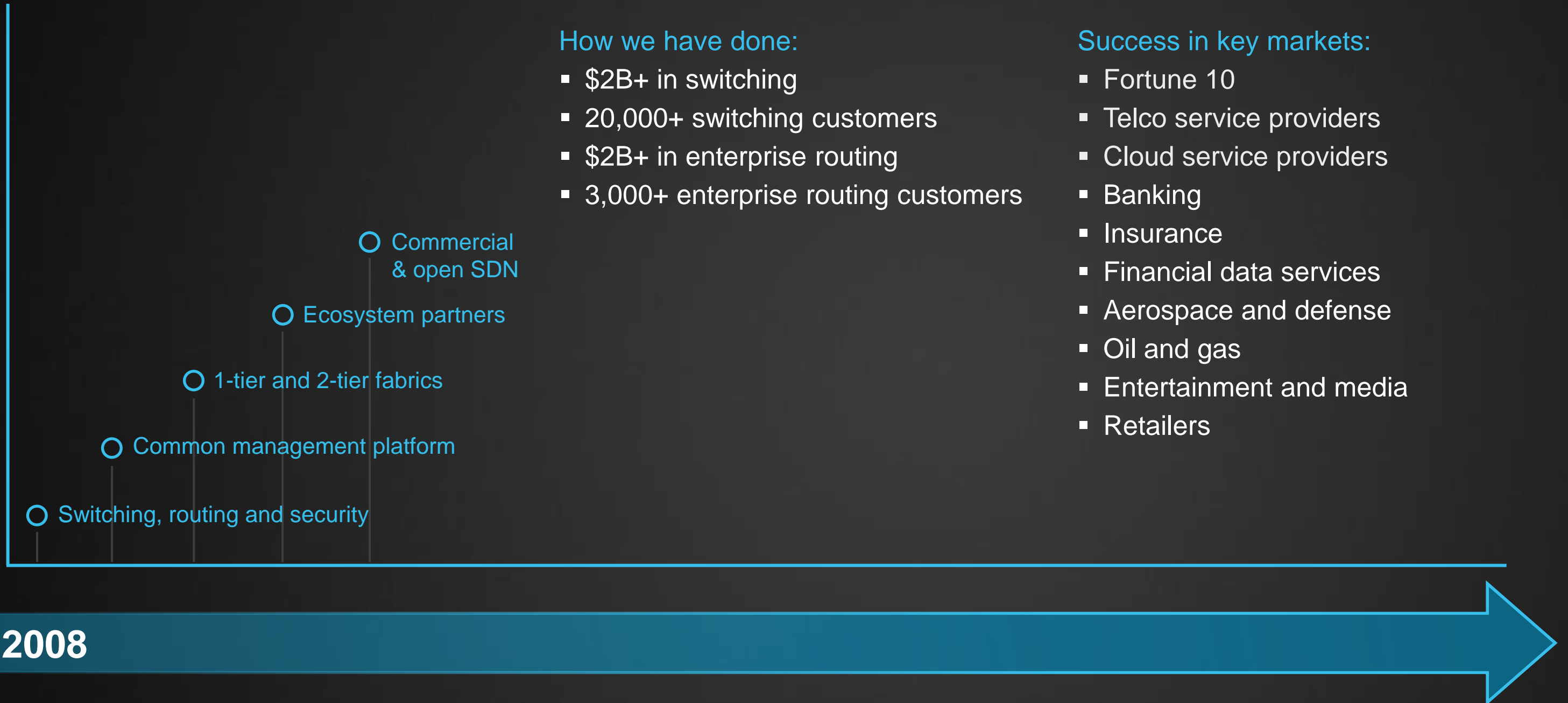
# OUR DATA CENTER JOURNEY

## How we have done:

- \$2B+ in switching
- 20,000+ switching customers
- \$2B+ in enterprise routing
- 3,000+ enterprise routing customers

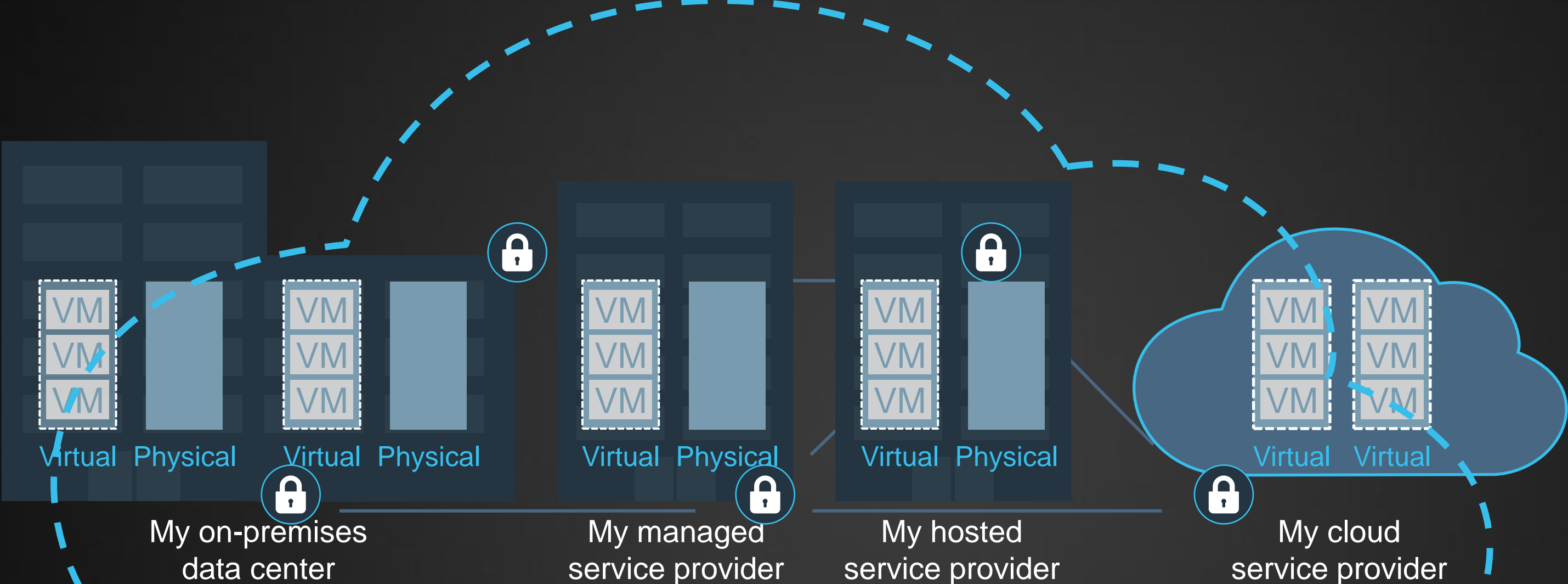
## Success in key markets:

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



# INTRODUCING METAFABRIC

## Next Generation Data Center Architecture



A next generation architecture that simplifies and accelerates the deployment and delivery of applications within and across multiple data centers

**SIMPLE, OPEN, AND SMART NETWORK**

# NEW PRODUCTS & FEATURES

QFX5100

Most nimble and available top of rack switch

MX

New features to make the MX a Universal SDN Gateway

Network Director

Smart management for the data center: visualize, analyze, & control

Contrail

Announced availability of Contrail on VMware's hypervisor (ESXi)

Solutions and Services

Solution guides and quick start services



THANK YOU