Investor Day 2014

Executing Our Strategy

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Chief Executive Officer

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Juniper Key Messages

- Exponential growth in IP traffic continues
- Customers need to lower OpEx & grow revenue within CapEx envelope
- Juniper's Cloud & High-IQ networking strategy is the enabler
- We are well positioned to extend our leadership
  - Best-in-class product portfolio to take share
  - Focus on the build cycle with target verticals
  - Continued innovation in network performance & intelligence
- Focused execution via One Juniper model
- Executing ahead of our 2014 IOP commitments
- Driving strong shareholder returns

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Juniper at a Glance

	Routing	Switching	Security	Network Control & Intelligence
Key Products	MX, PTX, ACX	QFX, EX	Junos-based SRX	Contrail
Change in Market Share (4-quarter avg .)	Gained 1.4ppt	Gained 0.6ppt	Lost 1.3ppt	Not applicable

YTD FY14 Revenue Mix	Telecom	Cable/MSO	Web 2.0 / XaaS / Hosting & Colo	National Government / Financial Services	Strategic Enterprises / Broad Industry
	38%	7%	16%	10%	29%

Industry leading IP networking product portfolio with firmly established installed base

Note: Customer counts include customers with over $1M annualized
Source: Share data from Infonetics, Dell'Oro

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YTD FY14 Accomplishments through Integrated Operating Plan (IOP)

Strategy	R&D and GTM pivoted to fastest growing market sub-segments
Structure	1 Go-To-Market team, 1 Operations team and 1 R&D team: Agile & Entrepreneurial
Cost Management	Ahead on Plan: Achieved $160M annualized cost reduction
Capital Allocation	Ahead on Plan: Returned $1.8B to shareholders & reduced share count by 10%*

Executing on our IOP commitments

Note: Through Q3 FY14; share count reduction since Q4 FY13

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Juniper Strategy

Leading the next wave of IP networking for Cloud Builders and High-IQ networking customers

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Three Pillars of Execution

Focus R&D on Cloud & High-IQ Use Cases	Align Go-to-Market with Target Industry Verticals	Embrace One Juniper Model of Working
Leap in Performance Lift in Intelligence	Deepen engagement with faster growing segments and take share	Deliver innovation that matters to customers with disciplined execution

Positioned to grow and take share in target markets

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Juniper Financial Strategy and Targets FY15-17

Outpacing Market Growth	Target Operating Margin	Attractive Capital Returns
3-6% Revenue CAGR	**25%**	**$4.1B** via Buybacks and Dividends in FY14-16

Driving strong shareholder returns

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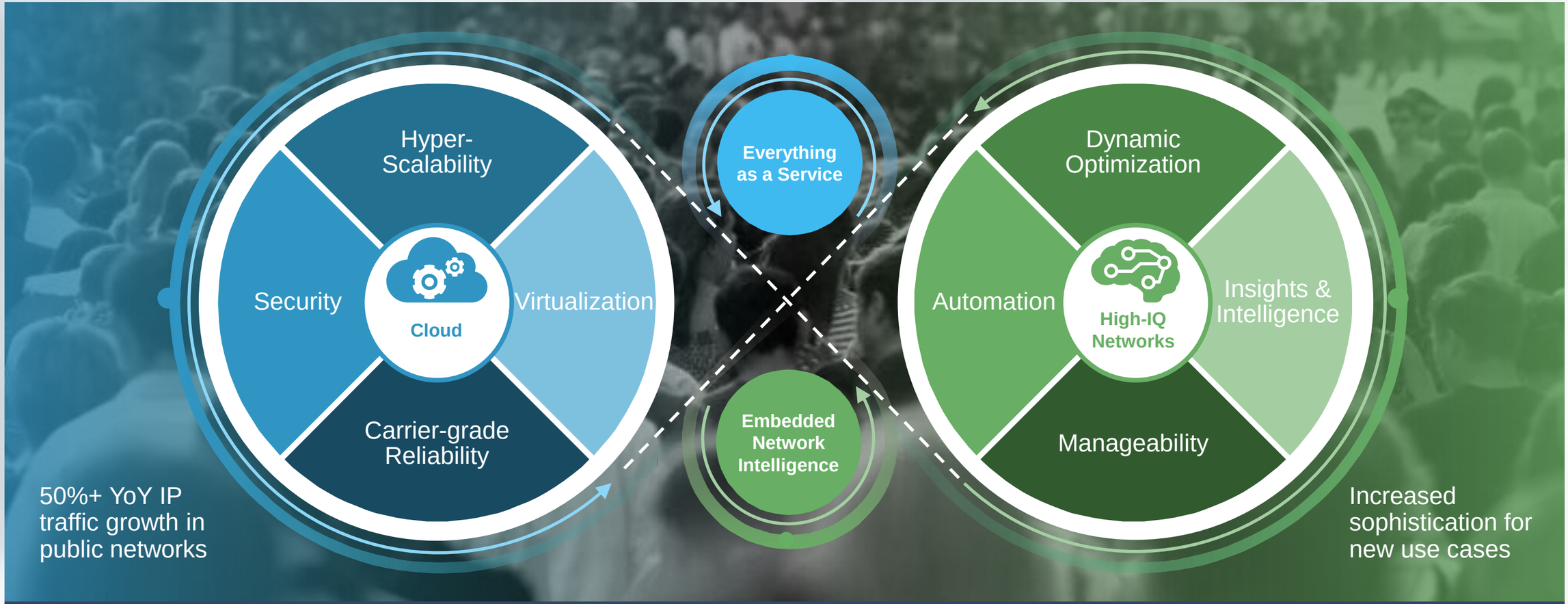
Our Context: Rise of the Creative Planet



Fundamental growth drivers - demanding next wave of IP networking innovation

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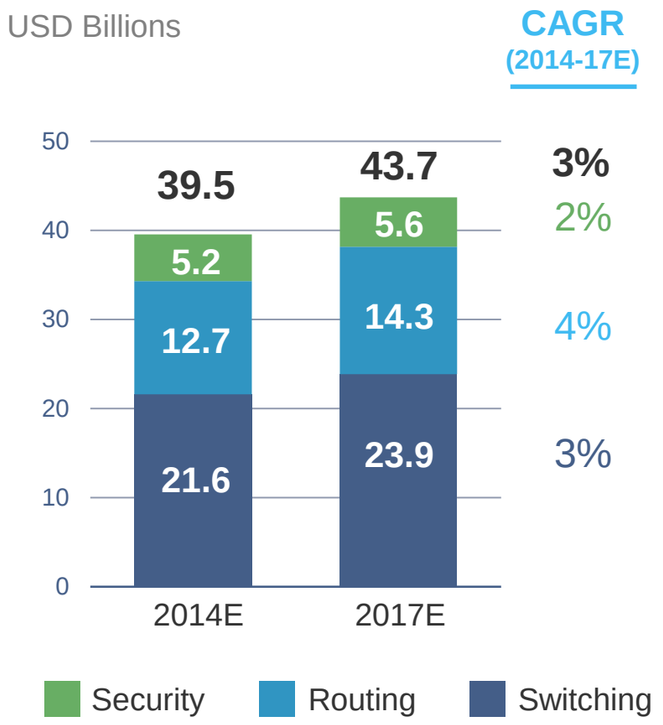
Builders of Cloud and High-IQ Networks

Traditional TAM View
(2014-17E)



	Network Capex (2017E USD)	CAGR (2014-17E)
Telecom	13.6B	2-4%
Cable / MSO	2.3B	7-10%
Web 2.0 / XaaS / Hosting & Colo	8.3B	15-20%
National Government / Financial Services	8.0B	3-5%
Strategic Enterprises / Broad Industry	11.5B	~0%

Resource allocation aligned to target verticals – winning marquee accounts
Partner dependent for Broad Industry

Sources: Traditional TAM View: Infonetics, Dell'oro; Vertical View: Juniper Corporate Strategy

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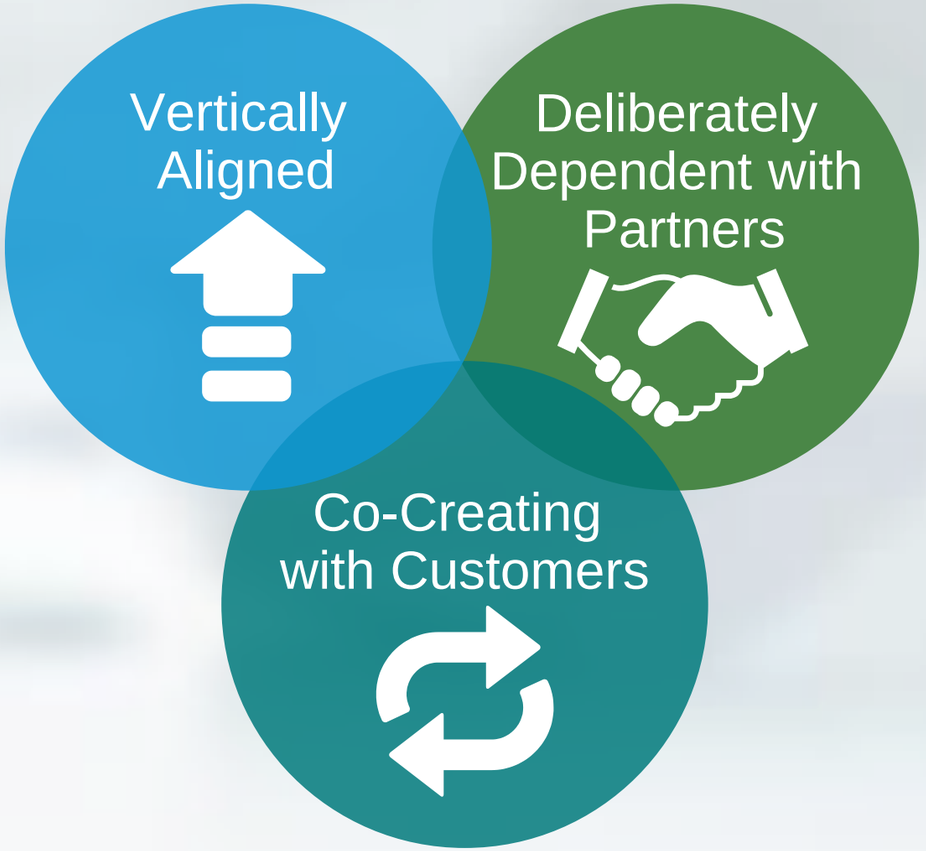
Focused Go-to-Market Model



Going deeper with customers to operationalize next wave of IP networking

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Customer Imperatives and Architectural Tenets

Imperatives of Target Customers

Capital Efficiency

OpEx Reduction

New Revenue Sources

Technology Implications

- Efficient traffic growth absorption
- Scalability
- Carrier-grade resilience
- Security
- Automation / Simplification
- Agility
- New network-based services
- Differentiated user experience

Network Architectural Tenets

- Scale-up
- Scale-out
- Simplify
- Secure
- SDN/NFV, Insight & Automation

Key architectural tenets address customer imperatives across all verticals

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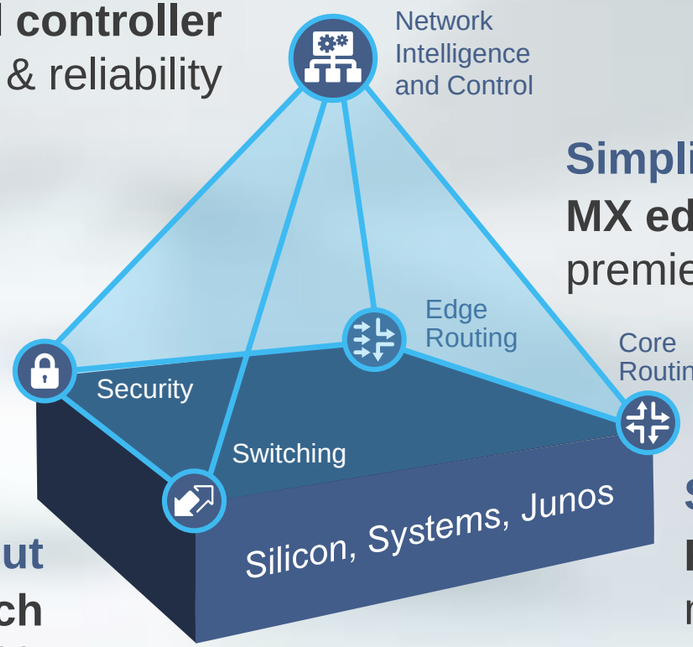
Juniper Ensemble for Next Wave of IP Networking

SDN/NFV, Insight & Automation

Contrail controller

Leading in scale & reliability



Simplify

MX edge router

premier universal edge

Secure

SRX firewall

Highest performance
single instance

Scale-out

QFX switch

Premier date center switch with
battle-hardened IP protocols

Scale-up

PTX core router

market leader in
price/performance

Key Characteristics

- ✔ Best-in-class
- ✔ Open
- ✔ Common Junos
- ✔ Differentiated Silicon
- ✔ Telemetry & Control

Compelling portfolio and strong market position

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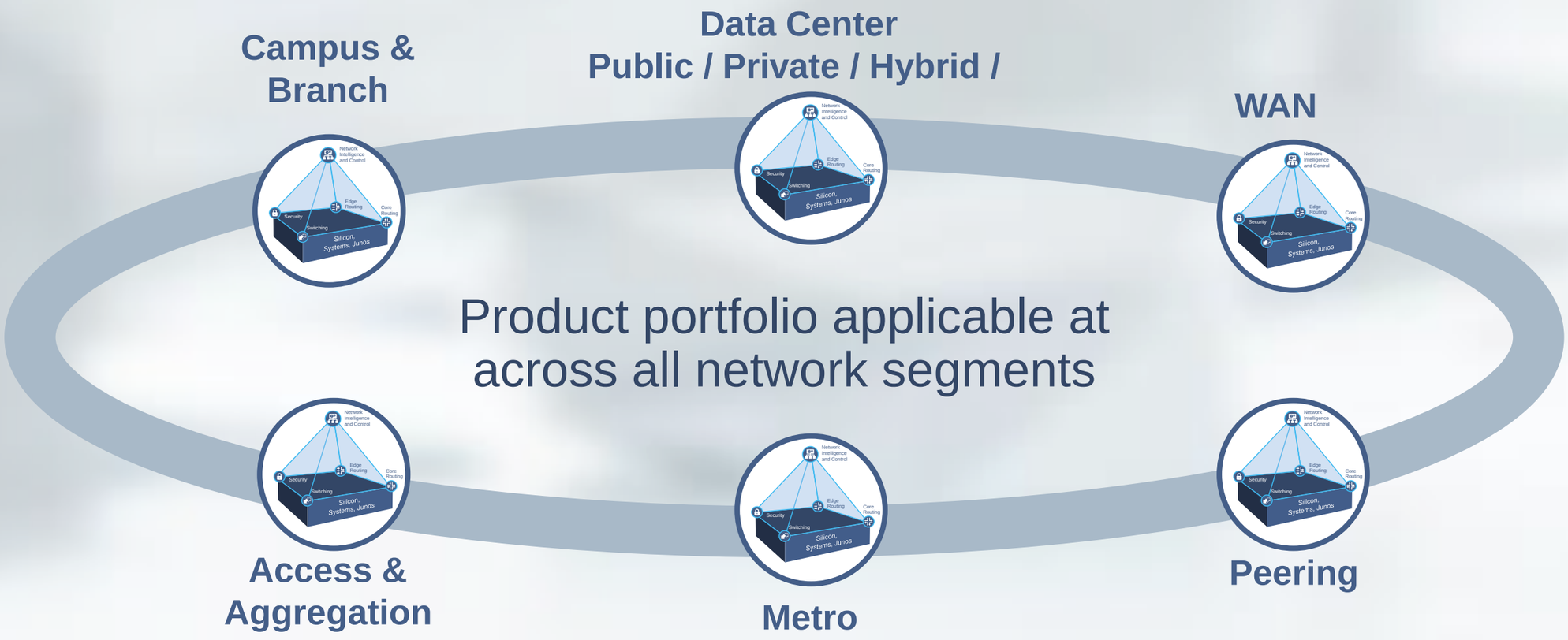
Enabling End-to-End Customer Use Cases



Juniper’s ensemble threads through all hops in the network

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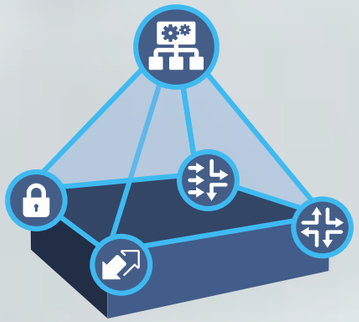
Juniper Product Innovation



High-IQ Networks
Manageability
Automation
Insights
Optimization

Intelligence **LIFT** – Firmly establish leadership

- ✓ SDN/NFV enabled
- ✓ Real-time optimization
- ✓ Full observability & control
- ✓ Automation
- ✓ Active defense

Performance **LEAP** – Extend leadership

✓ Throughput ✓ Density ✓ Power efficiency

Cloud: Hyper-scalability, Carrier-grade Reliability, Security, Virtualization

Taking share via Leap in performance and Lift in intelligence

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One-Juniper Model of Work

Disciplined Execution, Accountability

Testing with Reality, Learning, Calibration

Emphasis on customer imperatives threaded across all work at Juniper

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Customer Testimonials

Telecom

"We selected Juniper Networks managed services offering…we are confident we will be able to offer ***a remarkable experience to our customers****."*

- VP of networking at a leading EMEA carrier

Web 2.0

"Ultimately, OpenContrail makes it possible for us to ***enhance sovereignty, contain network operation cost and to provide competitive pricing*** *to our customers."*

- CEO at leading EMEA cloud provider

Broad Industry

"[We] require ***progressive and agile technology solutions*** *that keep pace with our growth, which is what Juniper's solutions offer."*

- CIO at a large US retail company

Financial Services

"Going forward, we plan to migrate data center operations to a cloud computing architecture and we can already see how Juniper's ***advanced physical and virtual firewall architecture*** *will be of great benefit."*

- Security lead at a top APAC bank

Cable

"Cost effectively delivering new IP-based services will require new and innovative approaches. [Juniper Networks and Gainspeed's] new Virtual CCAP solution ***promises to revolutionize the network and enable an accelerated migration to IP****."*

- CTO at a major U.S. Cable operator

Customers are enthusiastic about Juniper's approach addressing their imperatives

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Well-Positioned to Enter 2015

- ✔ Focused on Cloud Builder & High-IQ strategy to take share
- ✔ Pivoted R&D resources to meet customer needs
- ✔ Reoriented Go-to-Market approach with key verticals
- ✔ Realigned to One Juniper: More effective customer delivery system and cost structure
- ✔ Expanded operating margins and returned capital

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Thank You