

Safe Harbor

Statements made during all analyst day presentations and question and answer sessions concerning Juniper Networks' business outlook, future financial and operating results, strategic direction, product and technology development plans 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: economic conditions generally or in the networking industry; changes in overall technology spending; the network capacity requirements of service providers; changing market requirements; the timing of orders and shipments; manufacturing and supply chain constraints variations in the mix of products sold; customer perceptions and acceptance of our products; litigation; and other factors listed in our most recent report on Form 10-K filed with the SEC. All statements made during these presentations and sessions are made only as of today. Juniper Networks undertakes no obligation to update the information presented during these presentations and sessions in the event facts or circumstances subsequently change after the date of this meeting.

In addition, certain historical Non-GAAP financial information will be presented today. For reconciliation of such measures to comparable GAAP measures, please visit our website at

http://www.juniper.net/company/investor_relations/index.html and click on the link entitled "Analyst Day 2008 – Non-GAAP reconciliations".



Eddie Minshull

**Executive Vice President,
Worldwide Field Operations**

A green circular graphic with a white border and a slight shadow, containing the word "Execution" in white text.

Execution

Foundation of Our GTM Strategy: Clear Differentiation...

We have established a leadership position as a provider of high-performance networking...

- **High-performance DNA**

... we are building on a solid foundation...

- **Technology leadership and innovation**
- **Solid financial footing**
- **Deep customer relationships**
- **Superior customer service**

... and we have assets that no one else does

- **Single Platform (JUNOS)**
- **Portfolio breadth**
- **Service awareness**
- **Intelligence in the network**
- **Open IP**
- **Marketing focus**

Global Presence: Follow-the-Sun Sales & Support



● 109 Offices in 47 Countries

▲ 15 Support Centers

Successful GTM Execution

65 of Top 65 Service Providers are Customers

**#2 In
Key IP
Categories**

**11 of Top
12 Mobile**

**Each of Top 4
US Cable
Operators**

**6 of Top
10 IPTV
Deployments**

Successful GTM Execution

30,000+ Enterprise Customers Globally

9,000+ Partners Globally

#1 in SSL
#1 in High End Firewalls
#2 in Secure Routing

**96 of
Fortune 100
Businesses**

**8 of Top 10
Commercial
Banks**

**47 of 50
US States**

Service Provider Environment: Evolution

Customers

- **Colliding Worlds**
- **IP is Strategic**
 - Unifies infrastructure
 - Enables new services
- **Buying Behavior Diverging**
 - Best-of-class
 - Solutions
 - Full outsourcing

Service Provider Environment: Evolution

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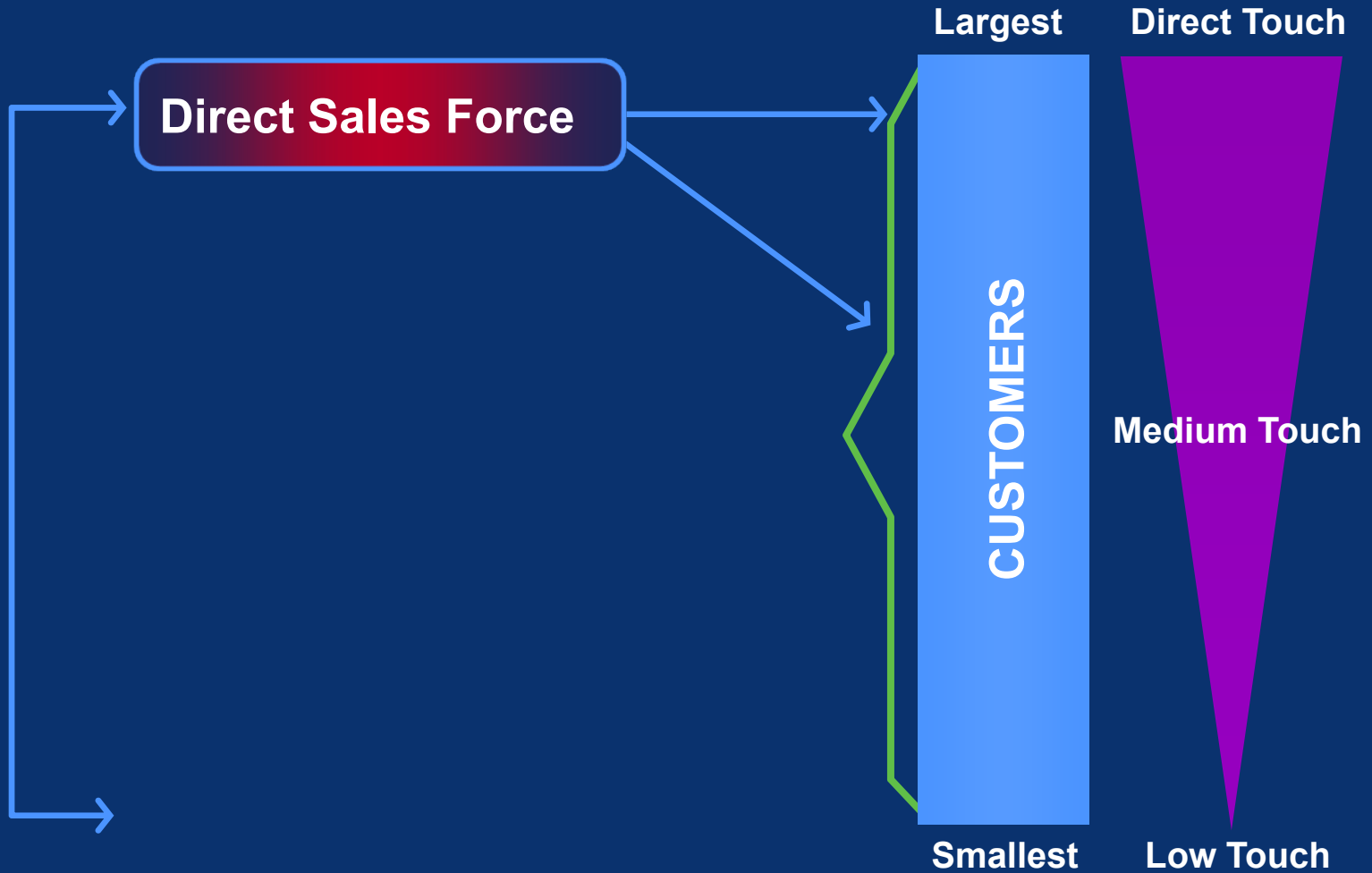
Suppliers

- **Consolidation**
- **Some with In-House IP**
 - Ericsson
 - Alcatel-Lucent
- **New GTM Partners**
 - Systems Integrators
 - Regional Partners

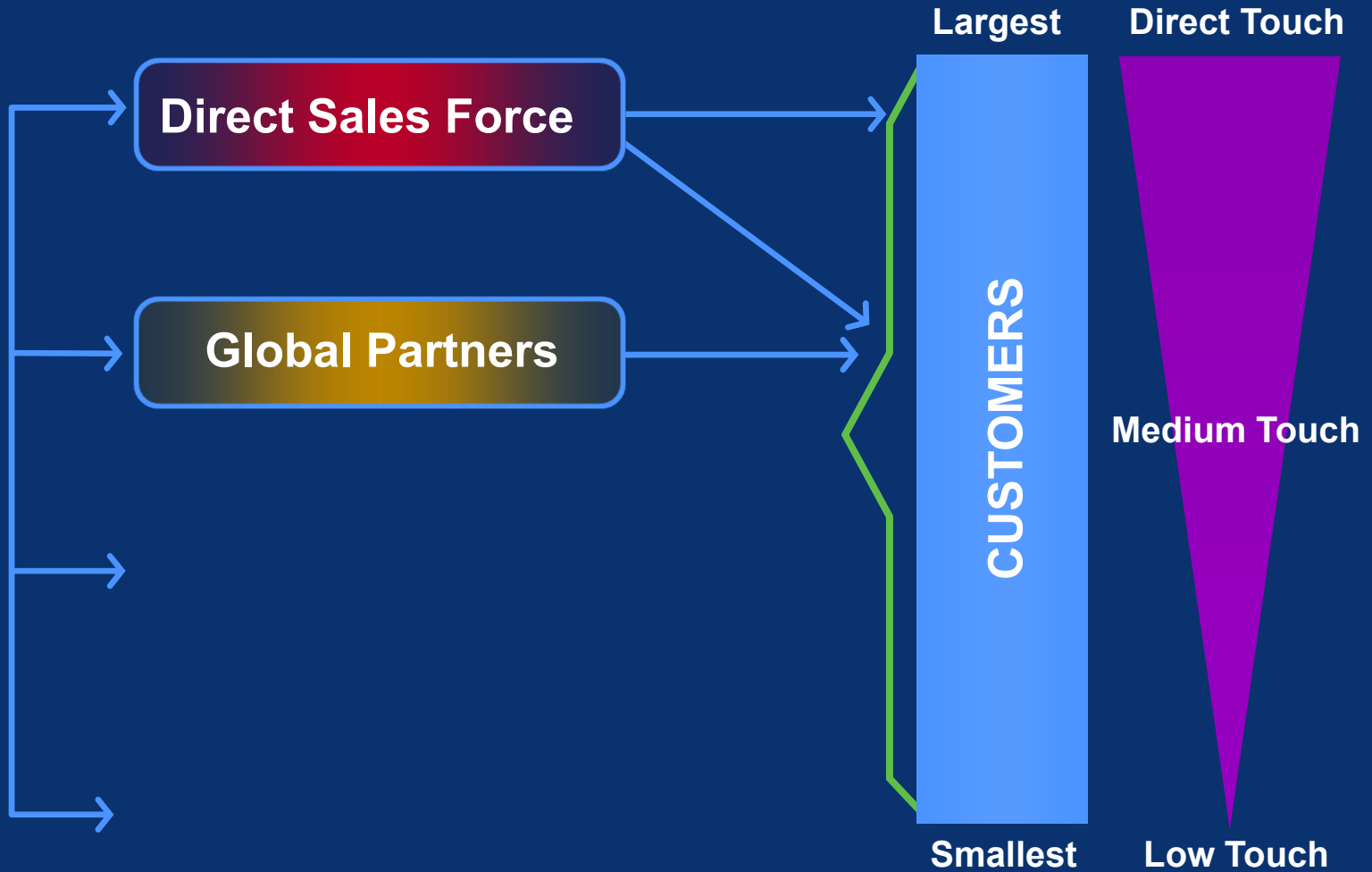
Multi-Faceted Approach with Service Providers



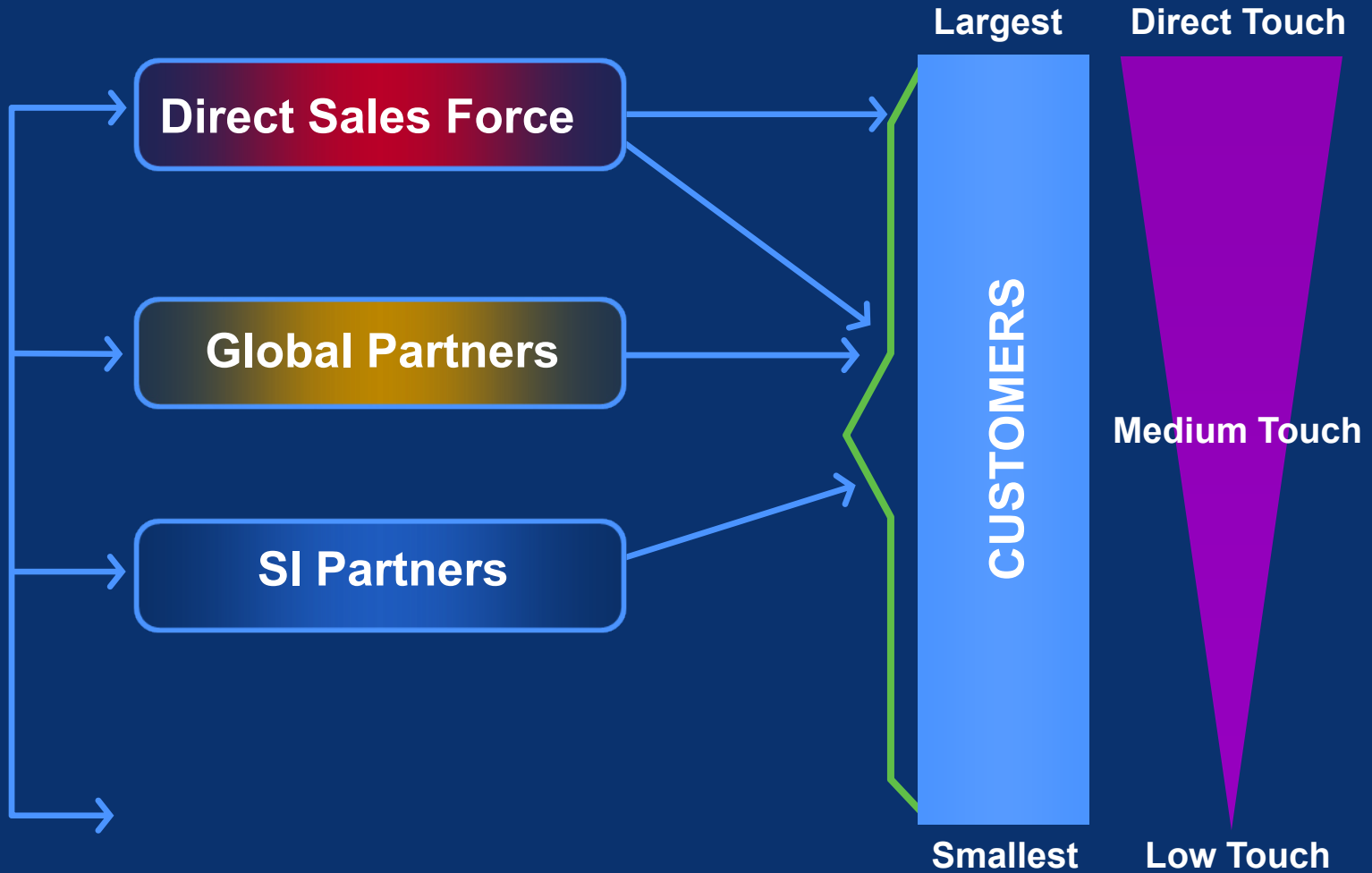
Multi-Faceted Approach with Service Providers



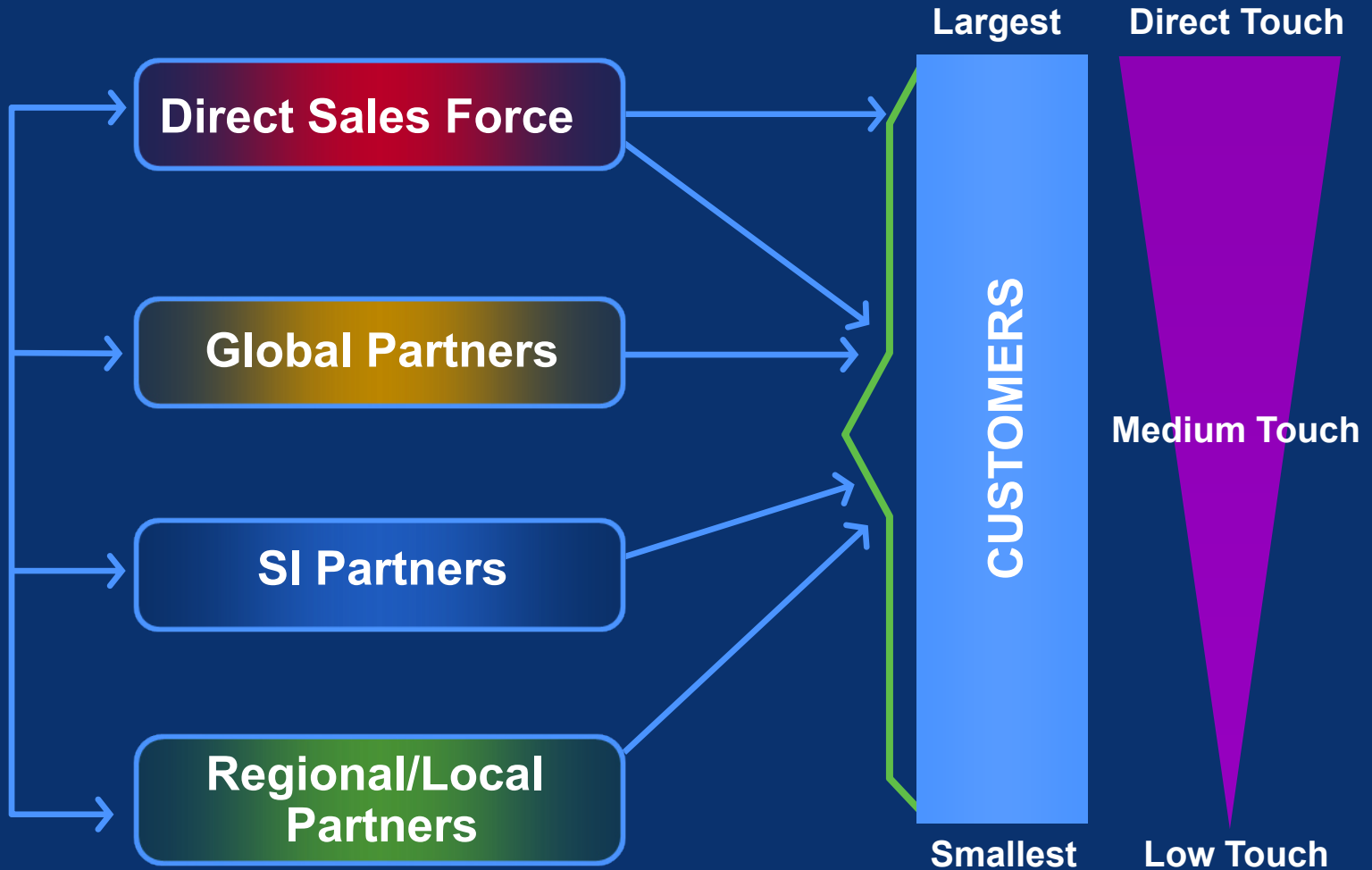
Multi-Faceted Approach with Service Providers



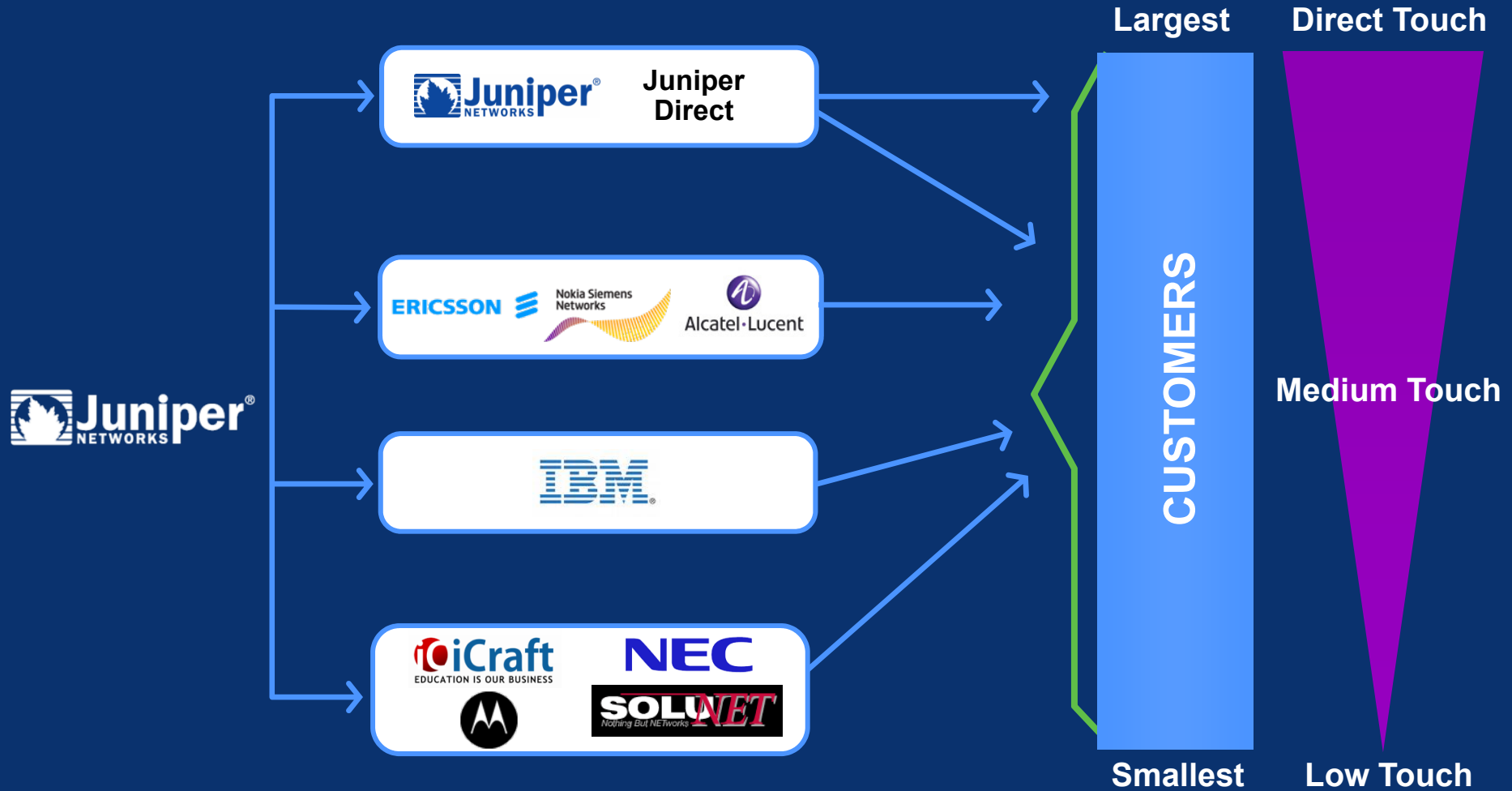
Multi-Faceted Approach with Service Providers



Multi-Faceted Approach with Service Providers



Key Service Provider GTM Partners



Enterprise Go-To-Market Strategy

**Focused
Enterprise
Go-To-Market**

QUALIFY



TEAM



SERVICE



Evolving Enterprise GTM

Past

- Primarily homogeneous market coverage model
- Large/Medium enterprise & public sector

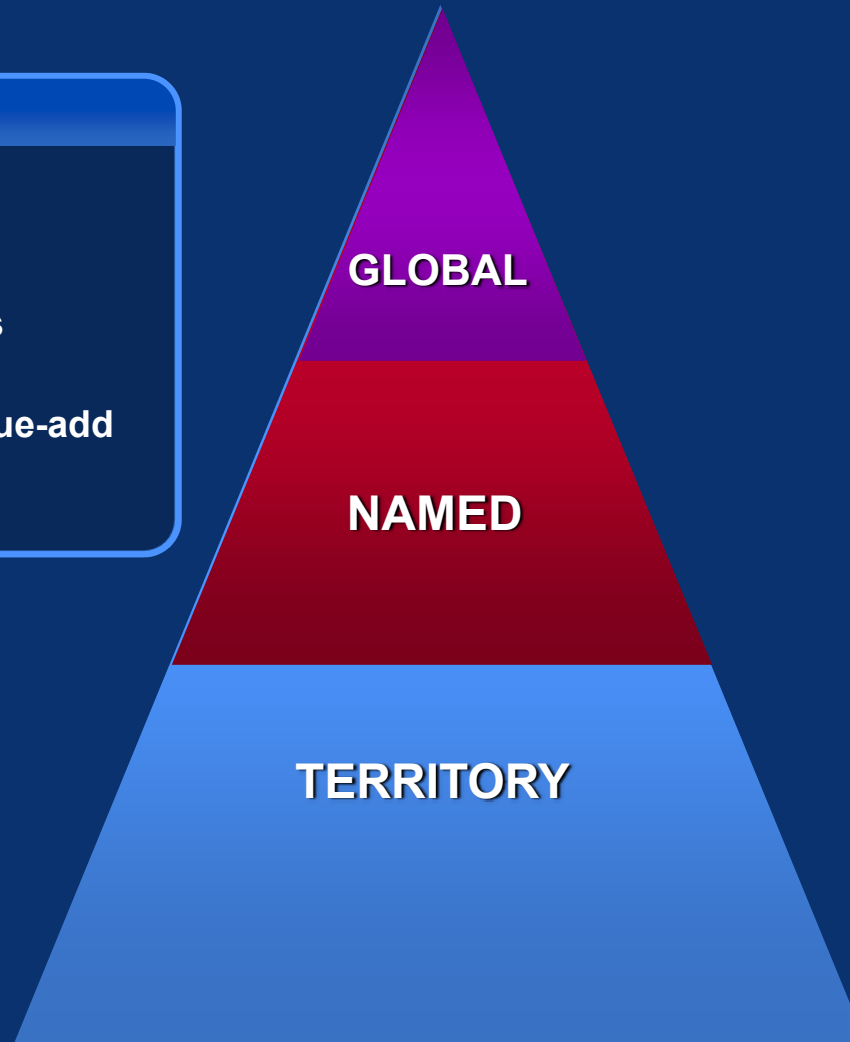


TERRITORY

Evolving Enterprise GTM

Phase I

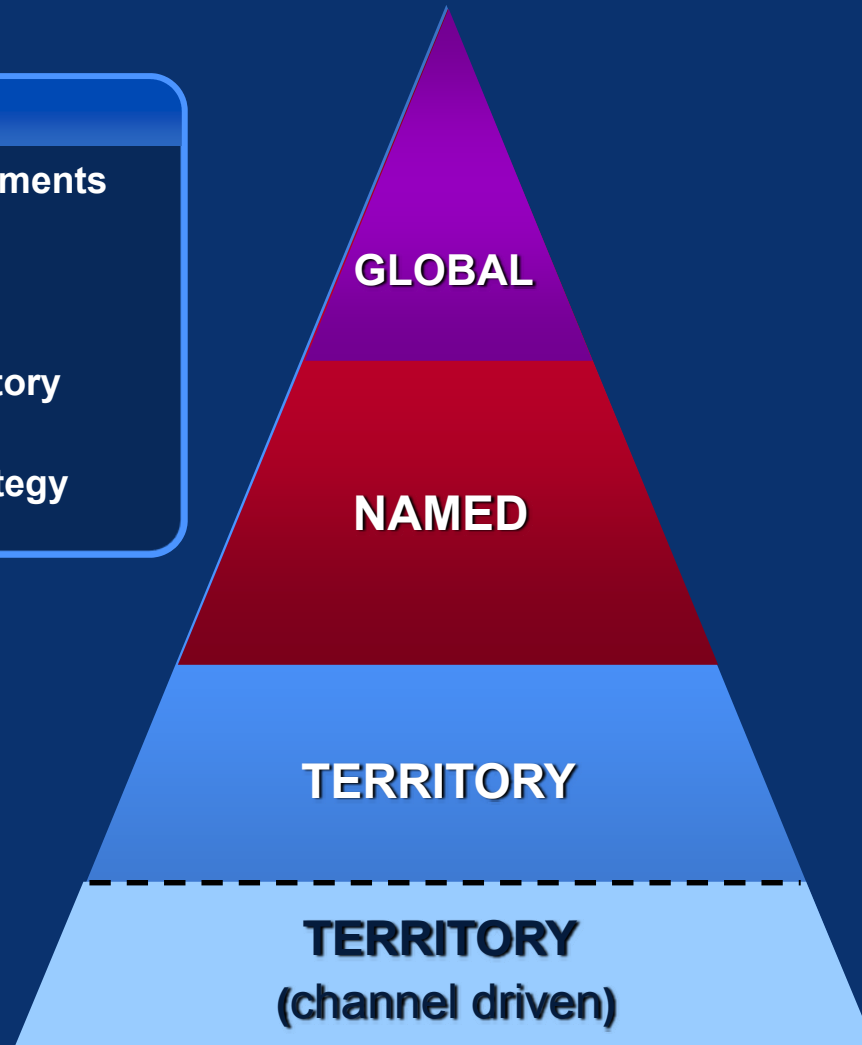
- Formalized Global, Named and Territory segments
- Developed Inside Sales strategy
- Start mapping high value-add partners



Evolving Enterprise GTM

Phase II

- Global and Named segments fully mapped
- Start Inside Sales implementation
- Re-focus Juniper Territory coverage
- Revised J-Partner strategy



Evolving Enterprise GTM

Phase II

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GLOBAL

NAMED

TERRITORY


TERRITORY
(channel driven)

Phase III

- Gain traction with High-Performance Network solutions (HPN)
- Fully HPN enabled partners

Alignment, Focus, Leverage

Relationship with NSN

The Nokia Siemens Networks logo, which includes a stylized wave graphic composed of vertical lines in shades of purple and yellow, positioned below the text "Nokia Siemens Networks".

Nokia Siemens
Networks

#2 in wireless networks
#2 in operator services
#3 in wireline networks

Source: NSN


The Juniper Networks logo, featuring a stylized tree icon to the left of the text "Juniper" in a large, bold font, with "NETWORKS" in a smaller font below it.

Juniper[®]
NETWORKS

**#2 in Service
Provider Routing**
#2 in IP Core, IP Edge

According to Synergy Research Q307

Relationship with NSN



Nokia Siemens
Networks

#2 in wireless networks
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Source: NSN




Juniper®
NETWORKS

**#2 in Service
Provider Routing**
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According to Synergy Research Q307

- 7+ year relationship; Over \$2B installed base together
- Joint deployments in accounts including DT, Telefonica, Fastweb, TI

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- Evolving from product supplier to solutions development and integration
- Expanding joint solutions portfolio
- From network centric to services centric deployments

Relationship with IBM



**World's largest SI
Services & Solution focus
Expertise in enterprise &
carrier offerings**



**#1 in SSL
#1 in High End Firewalls
#2 in Secure Routing**

According to Infonetics Research Q307

Relationship with IBM



World's largest SI
Services & Solution focus
Expertise in enterprise &
carrier offerings



#1 in SSL
#1 in High End Firewalls
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According to Infonetics Research Q307

- **10+ year relationship in ASIC design for Juniper platforms**
- **Recently executed a formal Global Alliance Agreement**

Relationship with IBM



World's largest SI
Services & Solution focus
Expertise in enterprise &
carrier offerings



#1 in SSL
#1 in High End Firewalls
#2 in Secure Routing

According to Infonetics Research Q307

- **Joint solutions for enterprise and carrier**
- **Maintenance and financing**
- **Enterprise switch launch**
- **IBM's new Enterprise Data Center announcement**
- **IBM ISS Managed Security Services for Juniper platforms**

The background features a dark blue, semi-transparent image of a server room. On the left, several network cables are bundled together. On the right, a server rack is visible with its characteristic repeating patterns of server bays. The overall aesthetic is technical and professional.

High-Performance Networking For High-Performance Businesses