JUNIPER NETWORKS®

Juniper is committed to making all global operations

100%

carbon neutral by 2025.

How? Right now, over half of our consumption comes from renewable energy sources. The remaining 45% is determined by three things: how we do business, what we're selling, and the supply chain process.
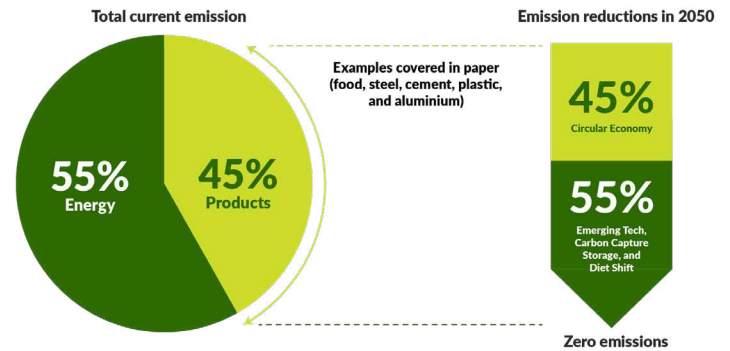
Achieving Net Zero requires the Circular Economy

Source: Completing The Picture: How The Circular Economy Tackles Climate Change by Ellen MacArthur Foundation (2019)

With our Circular Economy, we can reduce global emissions to

net zero.

Our Circular Economy offerings target our Scope 3 emissions — representing over 95% of Juniper's greenhouse gas emissions.

Juniper's Greenhouse Gas Emission Profile (Metric tons CO2e)

Category	2018	2019	2020
Scope 1	3,859	4,517	8,867
Scope 2 (Market)	52,655	46,307	43,859
Scope 2 (Location)	56,003	48,655	46,324
Scope 3	1,529,699	426,468	1,165,100

Source: Juniper Corporate Social Responsibility Report 2021

See the impact with our Try & Buy Program.

The **Try & Buy** program is part of our Circular Economy Offerings and can drastically reduce Scope 3 results. As a self-funded program, it improves customer experience by providing sustainable options for those interested in additions to their existing network or migrating towards Juniper products.

Try & Buy includes Juniper's full product portfolio:

- Routers — fully configured bundles, line cards, FRUs
- Switches — systems, FRUs, expansion modules, optics
- Security — systems, FRUs
- Wireless APs
- End-of-Life products up until End-of-Support
- A selection of current-line products, subject to pricing and availability

Juniper Certified Pre-Owned (JCPO) is part of Juniper's Circular Economy. It's what makes Try & Buy possible.

Designed for sustainability.
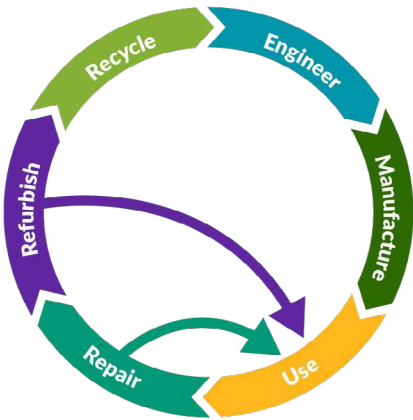
Sustainability Metrics

- JCPO has saved over 150 tons of e-waste from landfills
- Typical JCPO router or switch saves over 20 pounds of landfill e-waste and 1000 pounds of CO_2
- JCPO has saved over 2.3m pounds of CO_2 since 2017

JCPO is more than just a sustainable business offering.
It's a highly profitable business that enables strategic programs for Juniper.
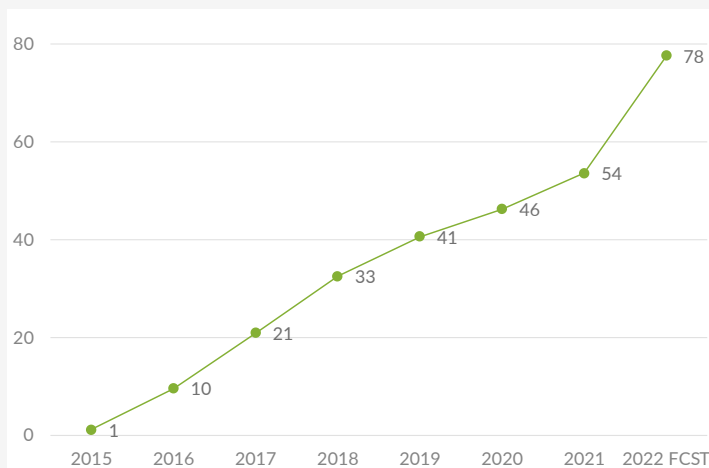
Program Update

- $60M+ booked to date
- $20-30M forecasted in 2022
- Can supply Juniper Support with spares for EOL support extensions
- Enables Juniper's "Technology Migration Incentive Program" (TMIP Trade-In)
- Enables Juniper buybacks
- Enables Juniper "Try & Buy" Program
- Enhances Demo product modernization

JCPO offers:

Sustainability
- Supports environmental sustainability efforts to be carbon neutral and limit e-waste
- Helps companies reach sustainability goals and saves clients money

Quality
- Guaranteed to work good as new, backed by Juniper's 1-year Manufacturer's Limited Warranty, and eligible for J-Care support
- Equipment is refurbished with the latest software and firmware
- Certification process incorporates latest Engineering Change Orders (ECOs) and replaces any necessary outdated components, including:
  - Latest revisions of software and firmware
  - Bug fixes
  - Default configurations
  - Serial number verification
  - Component repair and replacement
  - Detailed cosmetic restoration
  - Certification qualifying testing
  - Warranty registration
  - Repackaged in a heavy-duty, double-wall branded box that meets all freight requirements for shipping

Availability
- Immediate availability of in-stock products and shorter lead times on available products (Products in stock ship within 24-48 hours)
- End-of-Life (EOL) products available for customers who need to extend existing Juniper architecture
- Can be combined with new hardware sales to fit client's budgetary constraints

Security
- Eliminates risk of counterfeit equipment or malware that occurs with unauthorized "used" Juniper resellers on the gray market
- Minimizes risk of network downtime due to software bugs or vulnerabilities

Try & Buy features and benefits:

60-Day Risk-Free Trial

At no cost, customers can try the product fully deployed in a production environment. After 60 days, they can buy or return it.

Hassle-Free Process

All orders are placed through PureWrx. Then, Juniper Authorized Partners work with Juniper Account Managers to determine discounts.

Full Product Suite

Juniper's entire product portfolio, including software and support, are eligible for Try & Buy. Authorized partners follow the same guidelines as new hardware to determine product eligibility under their current partner agreement with Juniper.

No-Demo Returns

Customers can purchase and keep the product on trial to preserve valuable data. No need to ship back to Juniper and wait for lead times on replacement products.

Learn More:

Juniper Certified Pre-Owned program – The ONLY Pre-Owned Hardware that is Certified and Supported by Juniper Networks

Juniper Climate Change and Sustainability

Juniper Try and Buy – The Exclusive Source for Juniper Try & Buy

PN: 7400175-001-EN