



KEEP BUSINESS MOVING

JFS - BUSINESS RELIEF PROGRAM

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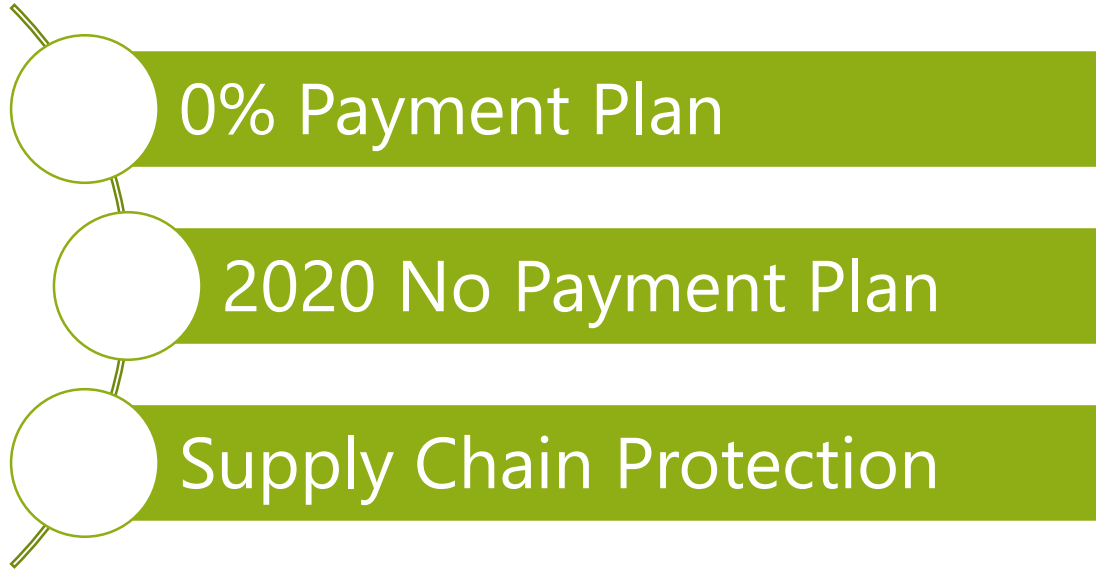
JUNIPER
NETWORKS

Engineering
Simplicity

BUSINESS RELIEF PROGRAM

- Provide Juniper Sales and Channel Partner Sales with attractive payment solutions to offer its customers to “Keep Business Moving”. This means using financing solutions to accelerate deals, to keep deals on track, and to avoid end-user paralysis.
- Juniper will offer payment deferrals and aggressive financing alternatives to make it easier for customers to acquire Juniper solutions and provide favorable cash flow solutions to expedite orders to insure against potential supply chain delays.
- Juniper will offer a special short-term, no-cost usage program in support of front-line healthcare institutions fighting the Coronavirus
- Promotions available through the end of calendar Q3. (see following slides for details)

JFS – Business Relief Program



Business Relief Program – 12, 24 and 36 month terms

- Available to credit qualified customers for any transactions between \$100K to \$1 million.
- Transactions greater than \$1 million must be reviewed and approved by JFS management.
- For transactions booked by September 30th with scheduled delivery in 2020.
- Subject to fully executed payment plan documentation

BRP1 – 4 quarterly payments at no additional cost to the customer (purchase price divided by 4)

BRP2 – 8 quarterly payments at no additional cost to the customer (purchase price divided by 8)

BRP3 – 12 quarterly payments at no additional cost to the customer (purchase price divided by 12)

Deferred Payment Program – No payments due in 2020!

- Any transactions greater than \$100K booked by September 30th with scheduled delivery in 2020 will have payments deferred to January 1, 2021.
 - 50% due January 1, 2021.
 - 50% due 180 days following the first payment date.
- Available to credit qualified customers and fully executed payment plan documentation

EXAMPLE

Purchase Order ***\$1,000,000 on April 15th, 2020***
Shipment Date ***June 1st, 2020.***
Standard Payment Date: ***June 30, 2020.***

Deferred Pmt. Program: ***First Payment - \$500K due January 1, 2021***
Second Payment - \$500K due July 1, 2021

Supply Chain Protection Program – Order now, Payments later

- Any transactions greater than \$100K booked by September 30th with scheduled delivery in 2020 will have payments deferred until six months following the invoice date(s).
 - No payments for six months followed by:
 - (SCPP1) Four quarterly Payments at no interest expense to our customer, or
 - (SCPP2) Eight quarterly Payments based on an annual interest rate of 1.5%, or
 - (SCPP3) Twelve quarterly payments based on an annual interest rate of 1.95%
- Available to credit qualified customers and fully executed payment plan documentation

EXAMPLE (SCPP2)

Purchase Order ***\$1,000,000 on April 15th, 2020***
Shipment Date ***June 1st, 2020.***
Standard Payment Date: ***June 30, 2020.***

Supply Chain Protection Program: First Payment - \$126,644. due on December 1, 2020
Followed by 7 equal quarterly payments of \$126,644.

GEOGRAPHICAL AVAILABILITY

Program will be restricted to countries where financing is currently conducted by JFS and its financing partners.

- United States and Canada
- United Kingdom and Western Europe
- Japan, Singapore, Hong Kong, Malaysia and Indonesia

- Other countries are on a deal by deal basis and must be approved by JFS

Please email JFS@Juniper.net with any questions or requests