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2009 Summary

Overall
- Challenging economic and competitive environment
- Top-line decline also reflects effect of deal discipline
- Mature technologies in decline; momentum in focus areas

Financials
- 18% top line drop Q3 YTD, impacting profitability
- Plans in place to return to growth
- Cost discipline, continuing to lower the break even point
- Generating cash from operating activities

Strategy
- Driving efficiency and subscriber experience
- Focus on operator network and service layers
Challenging business environment in 2009

2009 has been a tough and disappointing year
- Reviving top line Nokia Siemens Networks’ major priority
- Gross margin stabilized
- Opex reductions moderated operating loss

<table>
<thead>
<tr>
<th>EUR million</th>
<th>Q1/08</th>
<th>Q2/08</th>
<th>Q3/08</th>
<th>Q4/08</th>
<th>Q1/09</th>
<th>Q2/09</th>
<th>Q3/09</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales*</td>
<td>3404</td>
<td>4071</td>
<td>3504</td>
<td>4340</td>
<td>2990</td>
<td>3199</td>
<td>2760</td>
</tr>
<tr>
<td>Operating profit*</td>
<td>81</td>
<td>274</td>
<td>177</td>
<td>225</td>
<td>-122</td>
<td>2</td>
<td>-53</td>
</tr>
<tr>
<td>Operating margin*</td>
<td>2.4%</td>
<td>6.7%</td>
<td>5.1%</td>
<td>5.2%</td>
<td>-4.1%</td>
<td>0.1%</td>
<td>-1.9%</td>
</tr>
</tbody>
</table>

*Non-IFRS

© Nokia Siemens Networks
Nokia Capital Markets Day 2009
R&D transformation – roadmap and cost advantage

R&D hours and cost in NSN Radio Access

Scale: Day 1 = 100

- 32% targeted capacity increase
- 18% targeted cost reduction

- Significant internal R&D ramp-up
- Focus on best skill / cost balance
- Reduction in collaborator input
- Resources shifted to focus products
- Proximity to key customers
- Highly competitive roadmap
2009 – Momentum where it matters

- Mobile broadband
- Managed Services
- Subscriber-centric solutions
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Our customers’ top business goals in 2012

<table>
<thead>
<tr>
<th>Goal</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subscriber experience</td>
<td>27%</td>
</tr>
<tr>
<td>Reduce OPEX</td>
<td>19%</td>
</tr>
<tr>
<td>New revenue sources</td>
<td>18%</td>
</tr>
<tr>
<td>Business beyond telecoms</td>
<td>14%</td>
</tr>
<tr>
<td>Increase market share</td>
<td>13%</td>
</tr>
<tr>
<td>Reduce CAPEX</td>
<td>6%</td>
</tr>
<tr>
<td>Deal with new players</td>
<td>3%</td>
</tr>
</tbody>
</table>

Priorities changing:
With challenges in top-line growth, optimised subscriber experience and OPEX reductions become key value drivers.

Source: Business Needs Study 2009 (n153), Nokia Siemens Networks, Respondents were allowed to select two options
The Opportunity for Nokia Siemens Networks
Fulfillment requires transformation

- Network OPEX
- Network CAPEX
- IT – external
- IT – internal

Enlarged opportunity through solutions-lead, partnered approach

Source: Gartner, KPMG, Nokia Siemens Networks estimate
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Execution priorities for 2010

- Reinvigorating the organization
- Driving for growth
- Cost leadership
Reinvigorating the organization: Customer-centric

Customer Operations
- Business Solutions
- Network Systems
- Global Services

Simplicity
Speed
Empowerment
Customer focus
Cost leadership

- Plan to reduce annualised OPEX and production overheads by €500m by the end of 2011, compared to the end of 2009
- Plan to cut annual procurement costs by more than €500m
- Balance to low-cost, high-efficiency and new markets
Driving for growth: Building on our strengths

Efficiency

Services

Network

Experience

Subscriber-centric solutions

Mobile broadband

Managed Services

NSN today

NSN tomorrow
Forecasts and targets for 2010

• Nokia and Nokia Siemens Networks expect a flat market in euro terms for mobile and fixed infrastructure and related services market in 2010, compared to 2009.

• Nokia and Nokia Siemens Networks targets for Nokia Siemens Networks to grow faster than the market in 2010.

• Nokia and Nokia Siemens Networks target Nokia Siemens Networks non-IFRS operating margin of breakeven to 2% in 2010.
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Key takeaways

• Pursuing transformational opportunities – Professional Services leading the way
• Critical assets to enable best subscriber experience
• #1 mobile broadband customer base and offering
• Driving for growth – portfolio view of key markets
Appendix
Driving for growth: Mobile broadband momentum

163 active WCDMA/HSPA radio access customers
23 new customers added YTD in 2009 – 16 in 2H09

Undisputed LTE leadership

• First with LTE commercial HW: 100k LTE-ready BTS for 100+ operators
• World’s first LTE call and handovers on commercial software
• Selected by 4 operators for LTE radio deployment, including NTT DoCoMo
• LTE Centers of Competence in all lead markets globally
• LTE core network pioneer: packet core for DoCoMo, Zain and IMS for Verizon
Driving for growth: Managed services momentum

- Only vendor to gain market share in 2008*
- Underpinned by unique Global Delivery model
- More than 230 MS contracts managing more than 300m subscribers

Spain and UK
Complete operations of fixed and mobile multi vendor networks
3GIS
Shared network management

Latin America
Largest MS provider in Latin America with a 5 year €1.1 billion multi vendor managed services contract

28,000 Services Professionals
- Including 16,000 in Managed Services
- Successful onboarding of >13,000 new MS employees

Middle East & Africa
Five-year multi-vendor managed services contract for 3,000 sites in three countries

Largest MS provider in India
delivering complete operations for Unitech, Tata and 4 other CSPs

*Source: Equipment Vendor Services to Service Providers report, Infonetics Research, May 2009
**Deals are public and non-public
Driving for growth: Solutions momentum

- Number 1 in NGN voice solutions
  - 260+ references for mobile soft-switching
  - 100+ references for fixed NGN
- Number 1 in customer data management; >1bn subscribers
  - 80 customers in 46 countries
- Prepaid leader with over 500m subscribers
- Installed 2,400 network management systems for 670 customers
- Over 760 systems integration projects
- 5 out of top 10 customers have paid for our business consulting services

Breakthrough win for our Service Delivery Framework at Globe
“We saw an end-to-end skill not only in hardware but also in Services... we thought if we are going to make leap in this leading edge application we need a trusted partner.”
- Ernest L. Cu, Chief Executive Officer, Globe, Philippines

All-IP HSPA network at Bell Canada enhanced by unified subscriber database
By evolving to a subscriber-centric network with a unified subscriber database, Bell can reap the benefits of network efficiency and is also able to provide an enhanced personal experience to customers

Driving aggressive growth for leo™ with real time charging, mediation and subscriber data management
We opted for a trusted partner and their solution enables us to quickly launch attractive promotions and marketing campaigns
- Soban Paha, Chief Executive Officer, Leo, Namibia