

Nokia Capital Markets Day 2009

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CEO

Nokia Capital Markets Day 09
Nokia Connecting People
Espoo December 2nd

Strategic Assets

**Brand
IPR**

**Local go-to-market
Supply-chain and manufacturing
Scale and global reach
Software assets**

A photograph showing four young adults (three men and one woman) sitting on a red brick-paved ground in what appears to be an art studio or gallery. They are surrounded by various colorful artworks, including paintings and sculptures. One man on the left is looking down at a small electronic device, possibly a smartphone or a small tablet. The other three individuals are looking towards him, engaged in conversation. The scene is set against a backdrop of green rolling shutters and more artwork.

Mobile device market:
Up ~10% in 2010

Focus areas

A close-up photograph of a person's hands. One hand holds a black Nokia smartphone, and the other hand holds an orange guitar pick attached to a cord. The person is wearing a white shirt and blue jeans. In the background, there are some trees and a building.

User experience
Product line-up
Software
Building the ecosystem
Nokia Siemens Networks

Nokia Siemens Networks



Devices & Services OPEX run-rate* reduced by ~1 billion euros in 2009

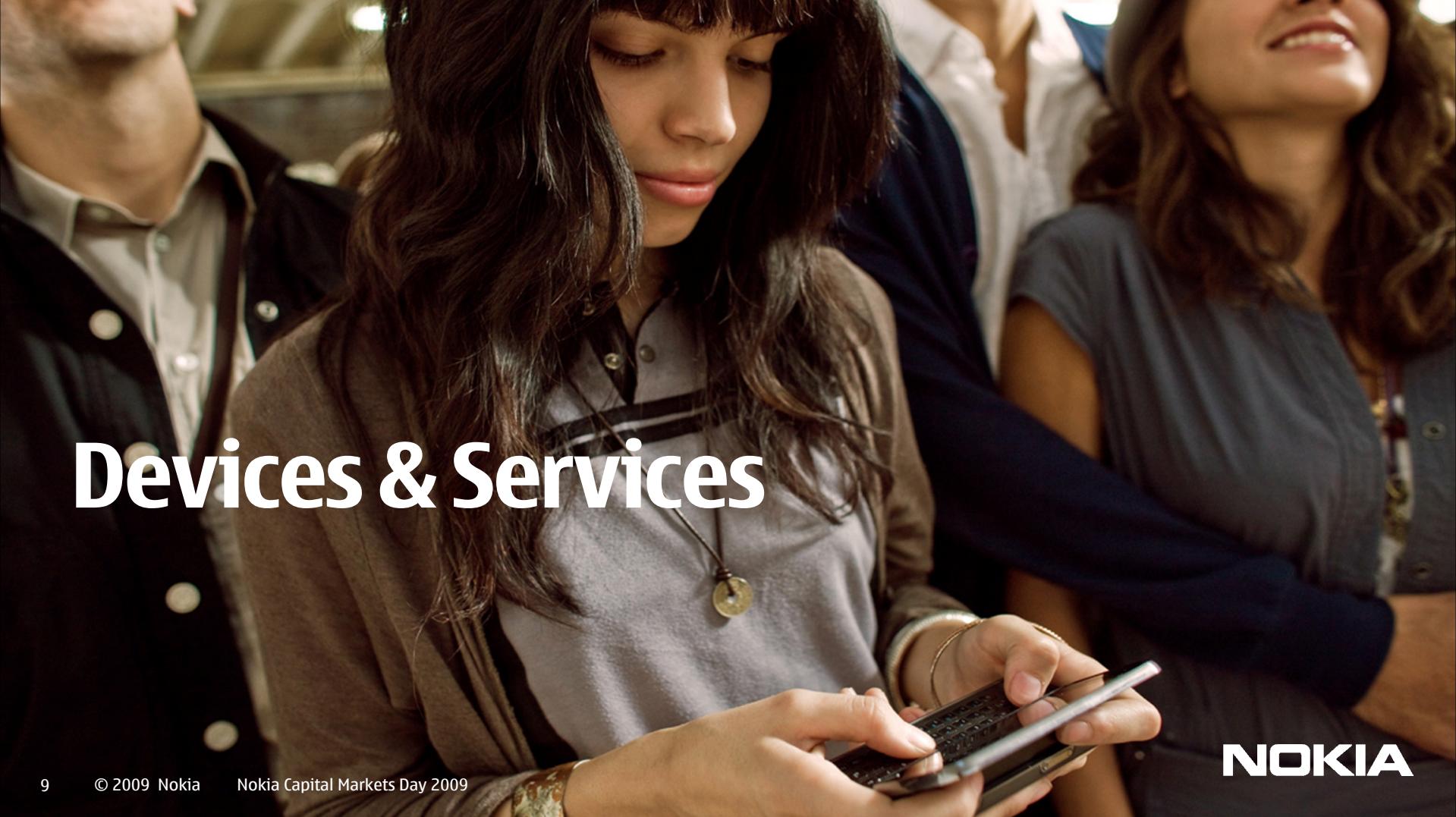
* Non-IFRS

Improving execution and performance

Adding value through software and services



NOKIA

A close-up photograph of a young woman with long dark hair, wearing a grey button-down shirt and a necklace with a large circular pendant. She is looking down at a black Nokia smartphone she is holding in her hands. In the background, other people are visible, suggesting a public or social setting.

Devices & Services

**Mobile Phones
Smartphones
Mobile Computers**

Smartphones: New markets and lower price points



Nokia N97



Nokia X6



Nokia N97 mini



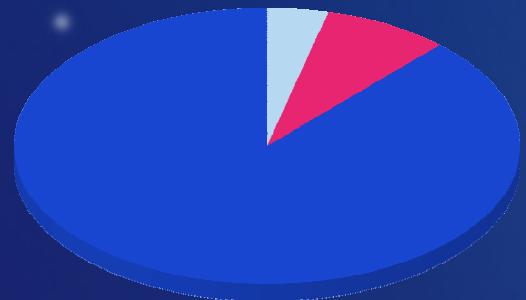
Nokia E72



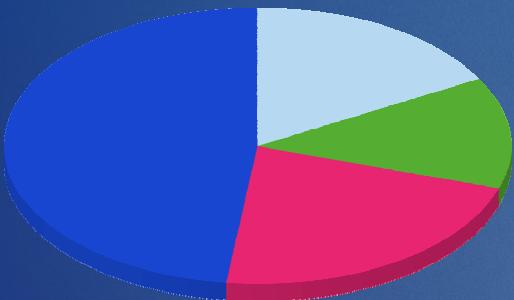
Nokia 5230

Nokia smartphone portfolio mix

Q4'08



Q4'09



Q4'10

Projection



■ ITU-T ■ Touch only ■ Qwerty only ■ Touch and Qwerty

Source: Nokia, number of devices

Lifecasting with Ovi



17°C | ↗ 8 m/s

A screenshot of a Facebook map application. The map shows a coastal area with several roads and a bridge. A red marker indicates the location of the "Nokia Head Office" at "Keilalahdentie 2, Espoo, FIN". A callout box provides details about the location. On the left, there's a sidebar with zoom controls (+, -, x) and a list of actions: "See helpful details on this location", "Navigate to this location", "See what is nearby", and "Define this location a favourite". At the bottom left is a compass icon with the text "Open Ovi Maps >". At the bottom right is a "Copy Link to this location" button.

Nokia Head Office
Keilalahdentie 2, Espoo, FIN

See what is nearby in Ovi maps >>

★ See helpful details on this location
★ Navigate to this location
★ See what is nearby
★ Define this location a favourite

2008 Navteq, 2008 Nav2

Open Ovi Maps >>

Copy Link to this location

100 cities 50 languages



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**~4 million
customers**

**60 operators
globally**



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Mobile Phones: Volume, value and scale

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16 million sold



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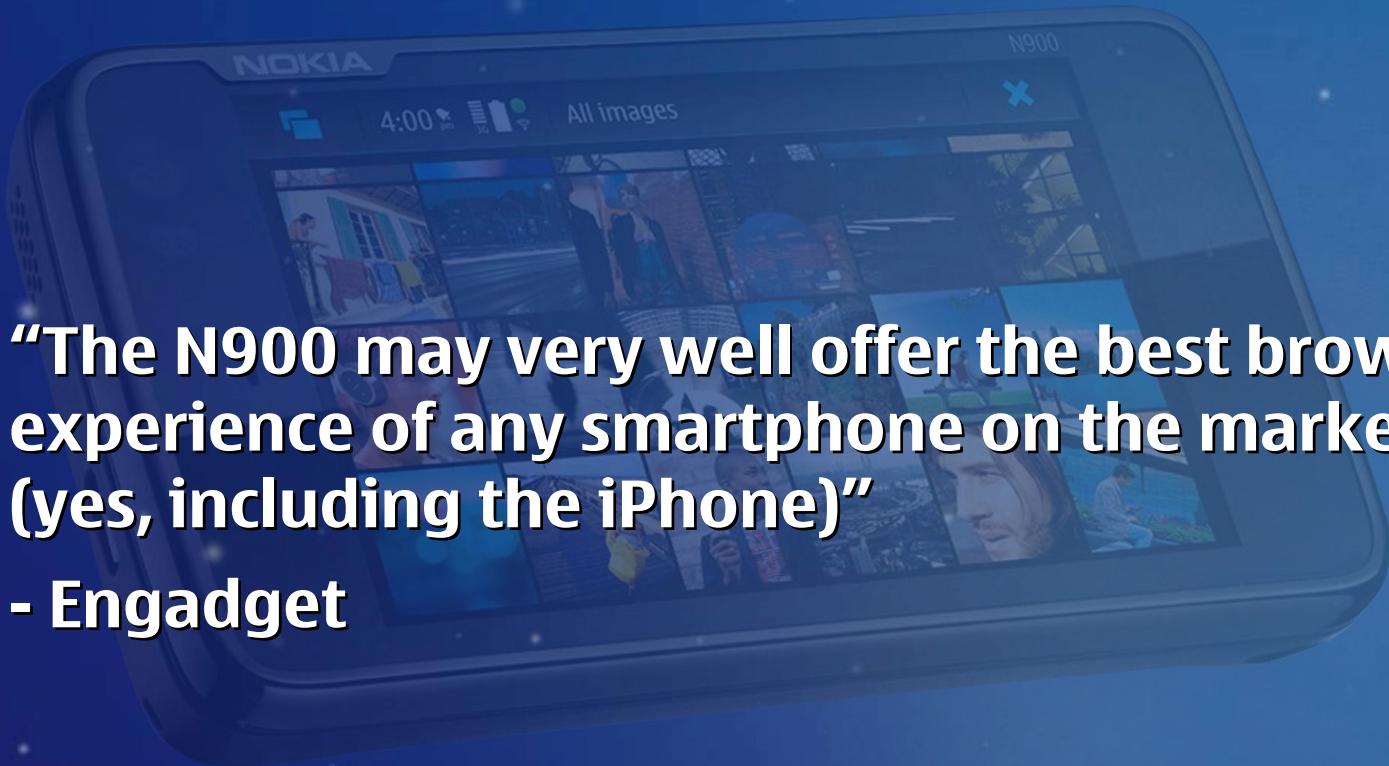
Nokia Life Tools



Mobile Computers: No compromises

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“The N900 may very well offer the best browsing experience of any smartphone on the market today (yes, including the iPhone)”

- Engadget



Nokia's approach: All price points, all markets

Software innovation

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Symbian: Reach and flexibility

A close-up photograph showing a person's hands interacting with a Microsoft Surface tablet. One hand is holding the tablet, which has a white cover with a blue and green abstract pattern. The other hand is pointing at the screen. In the foreground, another person's arm and shoulder are visible, wearing a dark t-shirt.

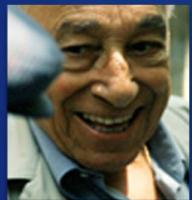
Microsoft®

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Growing the developer and partner ecosystem



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