



Nokia: Converging on the Future of Business Mobility

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Strong Enterprise Solutions results in '07

- Tracking at **greater than 2B€** run-rate
- Q3 operating profit is 88M€, **153M€ improvement** year-over-year
- **104% revenue growth** from Q3 2006 to Q3 2007
- **More than 6M** Nokia Eseries devices shipped to date
- **Nokia Eseries:** user experience, investment protection, manageability, security and business value



Nokia Eseries leads the way



“The Nokia E51 is a brilliant business-class phone and **certainly isn't ordinary.**”



“Nokia smartphone fans in the U.S. can rejoice... Nokia's new E61i, with the added Wi-Fi support and slick redesign, answers corporate maven's looking for lower-cost alternatives to the BlackBerry.”

WIRED



Nokia E61i is “Editors’ Choice”...“It’s roomy 2.8 inch screen and comfy keyboard make excellent companions to the fast Symbian OS, which puts Windows Mobile to shame...”

ZDNet



“...even with the iPhone being out right now, the E90 has some features that could quite possibly make it the **ultimate business communications and mobile office device.**”

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Nokia Eseries: limitless possibilities

your life

Excel at
work



MS Exchange
Lotus
Groupwise
Word, Excel
Powerpoint
VoIP/IMX
Voice/video
conferencing
Other enterprise
apps

NOKIA

Global rollout of Intellisync pushes business mobility to new horizons

53 Nokia Intellisync carriers signed to date



More than tenfold subscriber growth in licenses:
from 300,000 in Feb. 2006 to 3.6M today

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Why operators choose Intellisync



**The best
operator-
branded email
proposition in
the industry**

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Progressing in the enterprise

Behind the firewall email

- > European demand is strongest, correlated with device market share

Mobile Unified Communications

- > Strongest point of entry, in collaboration with Cisco, Avaya, Alcatel-Lucent
- > Driving “desk-bound” productivity for mobile workers

Device Management

- > Appeals to IT managers: secure, remote access and control over devices
- > Broadest DM support capabilities across the widest array of devices, PCs and operating systems

A blue locker is shown floating at an angle in the upper left portion of the frame. The background consists of a bright blue sky filled with large, white, fluffy clouds. Below the sky, a hazy landscape of rolling hills and fields is visible. The overall image has a blue color cast.

Avvenu maximizes mobility

**“Digital locker” technology allows
anytime, anywhere access to
documents and files...even
when host computer is off**

At the heart of our strategy is a secure experience

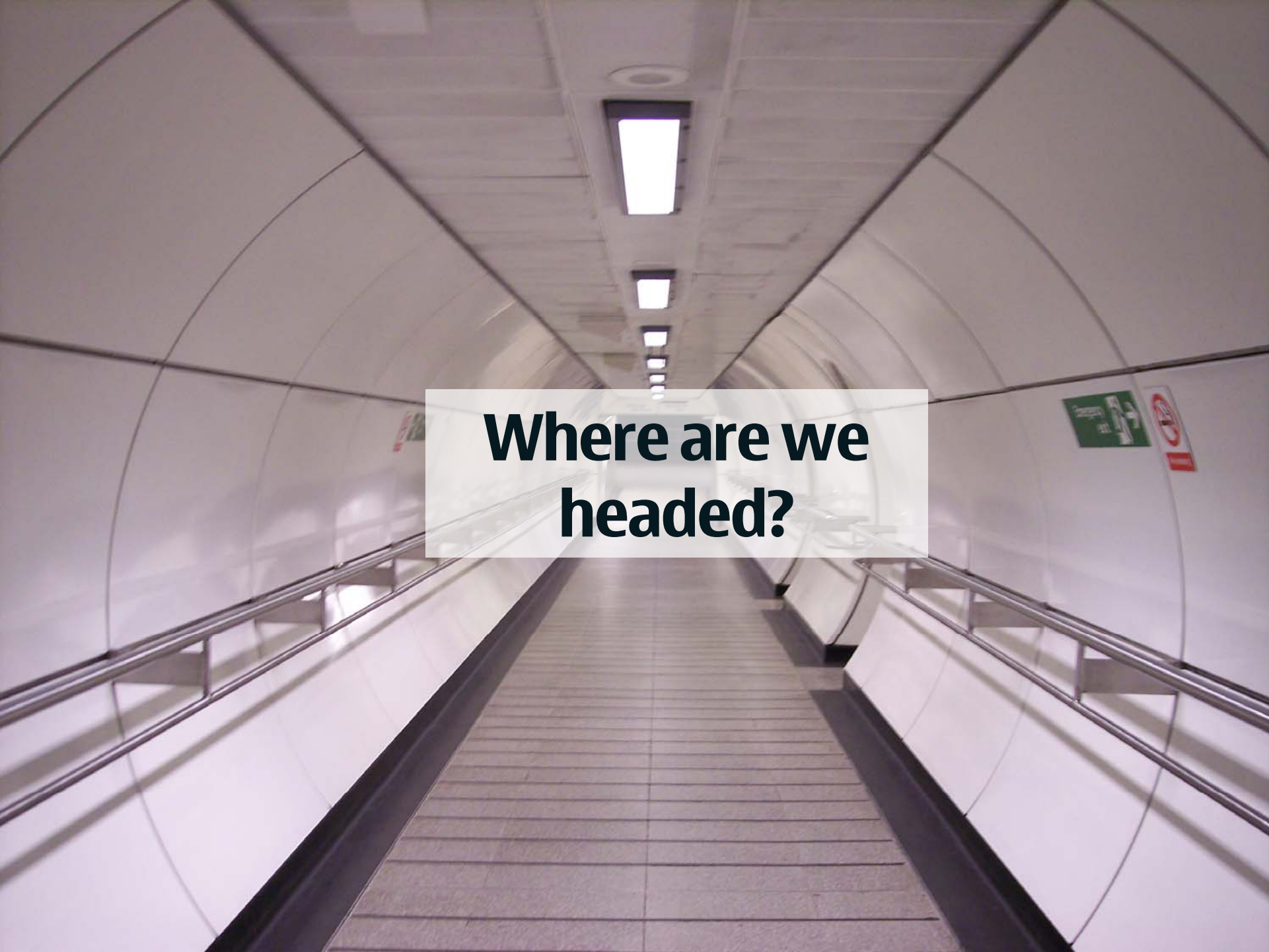
- **Partnership with Check Point and Intel** delivers better integrated security solutions without slowing network performance
- Extending portfolio to **IPS and UTM** to address evolving security needs
- **Nokia IP2450** sets new standard with leading price-performance
- **Partnerships with Neusoft and Sourcefire**



NOKIA



Leveraging Mobile Unified Communications opportunity



**Where are we
headed?**

Changing landscape is empowering the *consumer*

Monolithic solution



Software & Services

Email, music,
navigation, photos



Devices

Eseries,
Nseries



Channels

Operator, B2B, B2C,
Retail, Online



User-driven solution



2002

2007

2010

Realizing the opportunity



Scaling Eseries to volume

Winning with broadest range of business devices

Leveraging consumerization trend

Realizing the opportunity



Scaling **Eseries** to volume

Extending **mobileware platform**

Offering best-in-class solutions usability

New email services and deployment options

Stronger Cisco alignment on Mobile UC

Expanding application support

Realizing the opportunity



Scaling **Eseries** to volume

Extending **mobileware** platform

Expanding **go-to-market ecosystem**

Growing the NFB Partners program

Enhanced solutions-oriented retail programs

Leveraging existing consumer channels

Expanding business mobility sales force

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Accelerating growth in 2008

Trends in our favor:

Web 2.0

Consumerization of IT

We will deliver:

Solutions that maximize productivity while enhancing personal life

Our ambition:

Deliver business mobility on the user's terms



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