It should be noted that Nokia and its business are exposed to various risks and uncertainties and certain statements herein that are not historical facts are forward-looking statements. These forward-looking statements reflect Nokia’s current expectations and views of future developments and include statements preceded by “believe”, “expect”, “expectations”, “commit”, “anticipate”, “foresee”, “see”, “target”, “estimate”, “designed”, “aim”, “plan”, “intend”, “influence”, “assumption”, “focus”, “continue”, “project”, “should”, “is to”, “will” or similar expressions. These statements are based on management’s best assumptions and beliefs in light of the information currently available to it. Because they involve risks and uncertainties, actual results may differ materially from the results that we currently expect. Factors, including risks and uncertainties that could cause such differences can be both external, such as general, economic and industry conditions, as well as internal operating factors. We have identified these in more detail in our Annual Report on Form 20-F for the year ended December 31, 2020 under “Operating and Financial Review and Prospects—Risk Factors”, and in our other filings or documents furnished with the U.S. Securities and Exchange Commission, including Nokia’s financial results reports. Other unknown or unpredictable factors or underlying assumptions subsequently proven to be incorrect could cause actual results to differ materially from those in the forward-looking statements. We do not undertake any obligation to publicly update or revise forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent legally required.

Nokia presents financial information on reported, comparable and constant currency basis. Comparable measures presented in this document exclude intangible asset amortization and other fair value adjustments, goodwill impairments, restructuring related charges and certain other items affecting comparability. In order to allow full visibility on determining comparable results, information on items affecting comparability is presented separately for each of the components of profit or loss. Constant currency reporting provides additional information on change in financial measures on a constant currency basis in order to better reflect the underlying business performance. Therefore, change in financial measures at constant currency excludes the impact of changes in exchange rates in comparison to euro, our reporting currency. As comparable or constant currency financial measures are not defined in IFRS they may not be directly comparable with similarly titled measures used by other companies, including those in the same industry. The primary rationale for presenting these measures is that the management uses these measures in assessing the financial performance of Nokia and believes that these measures provide meaningful supplemental information on the underlying business performance of Nokia. These financial measures should not be considered in isolation from, or as a substitute for, financial information presented in compliance with IFRS.

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Cloud and Network Services at-a-glance
Strong foundation with growth potential

- Strong foundation
- Software, private wireless and managed services
- Market growth, 2% CAGR 2020 - 2023
- Growing faster than the market

- €3.2bn
- #1
- €25bn
- >2%

Creating value for our customers by leading the industry transformation to cloud-native software and as-a-service delivery, as demand for critical networks accelerates.
Opportunity drivers
Market dynamics are creating a value shift

CSP revenue and cost pressure
Market saturation and cost pressure driving need for new 5G revenue sources leveraging cloud economics

COVID learning
Increased need for resiliency, capacity, and automation

Security and data explosion
Network disaggregation increases threat surface while mission critical data volume increases

Acceleration of digital industries
Automation driving industrial wireless networks and digital transformation

Industry requirements
- Cloud
- Automation
- Security
- Analytics
- SaaS
Growing addressable market
Pivoting to emerging market opportunity

Key emerging opportunities

- 5G Core
- Analytics and AI-based services
- Private wireless and industrial automation
- Digital operations and closed loop automation
- Managed security

Existing areas include 3G/4G core, legacy assurance, voice prepaid systems, legacy transactional managed and network performance services

Market

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emerging</td>
<td>10</td>
<td>15</td>
</tr>
<tr>
<td>Existing</td>
<td>15</td>
<td>11</td>
</tr>
<tr>
<td>In EUR billion</td>
<td>~2% CAGR +15%</td>
<td></td>
</tr>
</tbody>
</table>

CNS business mix

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emerging</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Existing</td>
<td>63%</td>
<td>37%</td>
</tr>
<tr>
<td></td>
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</tbody>
</table>
## Technology leadership for emerging opportunities

### Four areas of technology leadership

<table>
<thead>
<tr>
<th>Area</th>
<th>Description</th>
</tr>
</thead>
</table>
| **1. Security** | Adherence to new security standards and regulations  
Automated self protected networks  
Secure core, fulfillment, assurance and operations |
| **2. Automation** | Automated, orchestrated end-to-end slice management  
Self healing, predictive network operations and maintenance  
Plug and play industrial wireless as-a-service (NDAC) |
| **3. Monetization** | Enterprise triggered network slice activation – “customer of one”  
Network abstraction to monetized units - cloud gaming, sVPN, etc.  
Recommendation engine based on network/subscriber behavior |
| **4. XaaS** | Private Wireless-aaS, Core-aaS, Security-aaS, etc.  
Aggregate 5G insights for new service and quality  
Deliver rapid innovation to customers |

NDAC – Nokia Digital Automation Cloud; XaaS – Everything as a Service; sVPN – secure Virtual Private Network; aaS – as a Service
Technology leadership strengthens differentiation
Delivering for CSPs and Enterprises

Customer needs

Nokia delivers

Time to market

- 50+ 5G Stand Alone core customers
- 1st 5G Stand Alone charging deployment
- 1st private wireless as a service

Expertise

- 250+ core networks currently under execution
- 1,500+ mission critical networks for Enterprise
- 1B+ subscribers via managed network and security services

Open and flexible

- 5G network analytics across multiple vendors
- Open standards, open source, and APIs
- Any cloud

Trusted partner

- Serving the top 50 CSPs globally
- 260 private wireless customers
- National Cybersecurity Center of Excellence partner
Bottom-line financial performance expectations 2020-2021
Execution plan in place to grow comparable operating margin

Reset
Comparable operating profit drivers 2020-2021

- Decrease
- Increase

2020
1. Projects
2. Volume / Mix
3. Rebalanced R&D
4. Restructuring
5. Other
2021

1. Reengineer challenging projects
2. Improve volume, mix, and delivery
3. Rebalance R&D to emerging opportunities
4. Restructuring savings
   - Automate operating processes
   - Remote delivery of services
   - Centers of Excellence
5. Other savings offset by currency impacts

Comparable operating margin

-2% 3–6%
Bottom-line financial performance expectations 2021-2023
Accelerate growth in comparable operation margin

Accelerate and Scale
Comparable operating profit drivers 2021-2023

1. Improve volume and mix
2. Rebalance R&D and invest in SaaS
3. Restructuring savings
   - Add cloud, automation, and AI capabilities
   - Continue transition to automation, remote delivery, and Centers of Excellence
4. Other savings

Comparable operating margin

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Decrease</td>
<td>3–6%</td>
<td>8–11%</td>
</tr>
<tr>
<td>Increase</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
A phased journey of technology leadership and value creation

<table>
<thead>
<tr>
<th>2021 focus</th>
<th>2022 and mid term</th>
<th>Scale</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Reset</strong></td>
<td><strong>Accelerate</strong></td>
<td><strong>Scale</strong></td>
</tr>
<tr>
<td>Grow faster than the market</td>
<td>Grow faster than the market</td>
<td>Grow faster than the market</td>
</tr>
<tr>
<td>Lead in software, services, and</td>
<td>#1/#2 in key emerging technologies</td>
<td>#1/#2 in all technologies</td>
</tr>
<tr>
<td>private wireless</td>
<td>SaaS foundation – 1000 customers</td>
<td>Full SaaS transition</td>
</tr>
<tr>
<td>Digitize and automate operations</td>
<td>Network and industrial automation</td>
<td>Zero touch automation</td>
</tr>
<tr>
<td>Rebalance R&amp;D investments</td>
<td>R&amp;D and revenue rotation</td>
<td>Seamless integration into the digital ecosystem</td>
</tr>
<tr>
<td>Reset fixed costs</td>
<td></td>
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</table>

Cloud and Network Services is expected to grow faster than the market, while investing for technology leadership and SaaS, with improving operating margin reaching 8-11% by 2023.