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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Our ambition is to be

The world’s most trusted systems partner for the world’s most critical networks.
Network infrastructure at a glance
A strong foundation for value acceleration

Net Sales (2020)
€7.0bn

Comparable OP (2020)
7%

Top CSPs worldwide are our customers
99 of 100

Enterprise customers
>1,500

Top cloud providers
7 of 8

SP Routing EMEA¹
Next Gen Fiber Access²
Global Turnkey Subsea

SP Routing Global³
Optical Transport EMEA²
Global Fiber Access³

¹4Q20, Dell’Oro, ²4Q20 Rolling, Dell’Oro, ³Excl-China, 4Q20, Dell’Oro
Revenue figures for 2020
Network Infrastructure
Our portfolio

**IP Networks**
IP networks & services for residential, mobile, enterprise and cloud interconnect applications

**Optical Networks**
Optical transport networks for metro-access, regional, longhaul and ultra longhaul applications

**Fixed Networks**
Fixed network services and solutions spanning fiber, 5G and copper broadband access networks

**Submarine Networks**
Turnkey global undersea transmission systems for CSPs, webscale, and oil and gas applications
Market trends
Critical networks underpin industry transformation

NI TAM 2020-23¹ €bn

- 5G infrastructure & services
- Enterprise digital transformation & cloud
- Pandemic-accelerated residential broadband
- Industry 4.0

+2% CAGR

²Does not include submarine cables or DC switching

0.4% CSP 20/23 CAGR
5.3% Non-CSP 20/23 CAGR
Our strategy for growth
Technology leadership and customer focus

1. Deliver Portfolio Innovation
   Technology leadership in networking silicon, software, and automation

2. Strengthen CSP Foundation
   Focused investment on delivering solutions optimized for CSPs

3. Accelerate non-CSP Growth
   Further expansion into webscale and enterprise markets
IP Networks

Strengthening our leadership position in core technologies

Industry leading silicon & systems

Software excellence

Network automation & tools
Optical Networks

Driving profitability through technology investment and increased scale

Deliver next-gen DSPs

Silicon photonics for optical components and modules

Network automation & application ecosystem
Fixed Networks

Continued leadership in fiber with next gen 10G & 25G
Invest in in-house silicon and optical modules for cost, TTM and differentiation
Cloud native software for automation and scalability
Lead in 5G FWA CPEs
Submarine Networks

Confirm leadership in submarine optical cable industry
Vessel fleet rejuvenation and expansion of owned vessels
Conversion of strong backlog
Opportunities to accelerate value creation

Data Center Networks

Opportunity:
DC switching is a large market with significant growth opportunity

Challenge:
Large established market with solid competition

5G Fixed Wireless Access

Opportunity:
5G brings increasing opportunity & traction for FWA

Challenge:
Limited silicon ecosystem diversity

New Network Builders

Opportunity:
Share gains & new sources of investment

Challenge:
New builders require new sales engagement model

Openness & Disaggregation

Opportunity:
New technologies and architectural approaches create opportunity for network transformation

Challenge:
Must build the right solutions that deliver value
Our financial ambition
Increase profitability

Comments

**Gross profit expands**
On market share gains in growing market

**SG&A optimized**
2pts lower as % of net sales

**R&D investments prioritized**
For growth areas as well as cost optimization

Comparable operating profit drivers 2020-2023

Comparable operating margin 2020-2023
Key takeaways
Network infrastructure portfolio

- A strong business foundation
- Market growth & opportunity
- Accelerating value creation
- Structured to succeed