

## Financial and operational highlights in Q3 2020

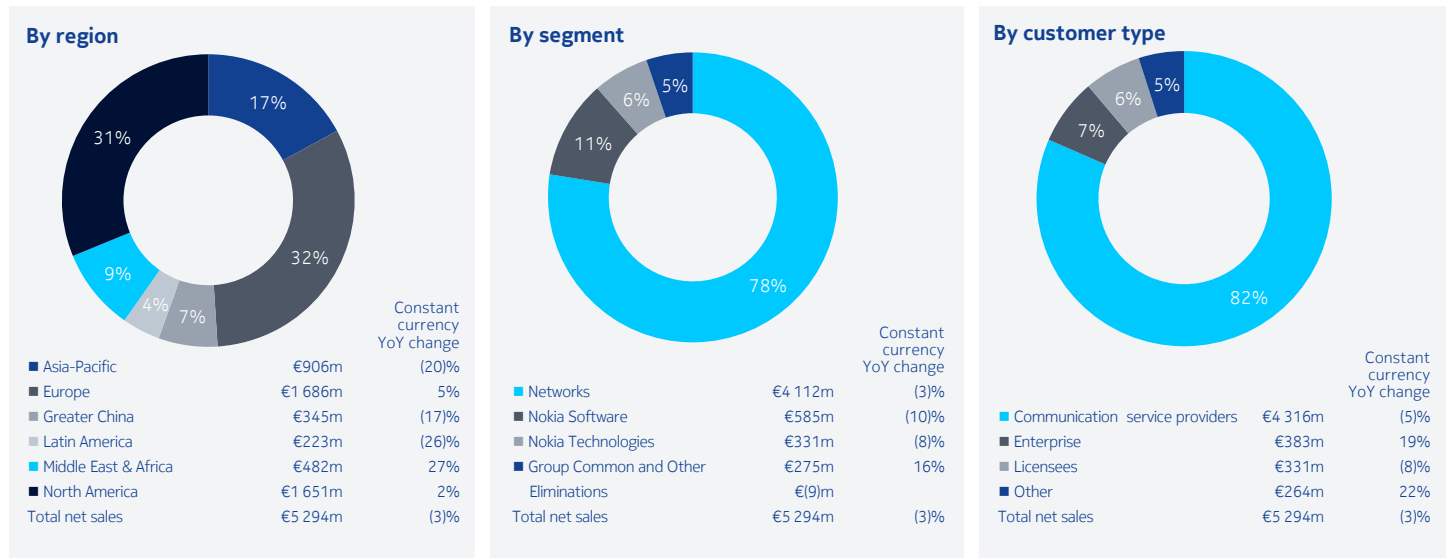
“As our solid Q3 results demonstrate, we are making good progress in many parts of our business. Profitability was up on a year-on-year basis, we had the fifth consecutive quarter of solid free cash flow, Nokia Enterprise maintained its double-digit growth, and we continued to strengthen the competitiveness and cost position of our mobile radio products.”

**Pekka Lundmark, President and CEO**

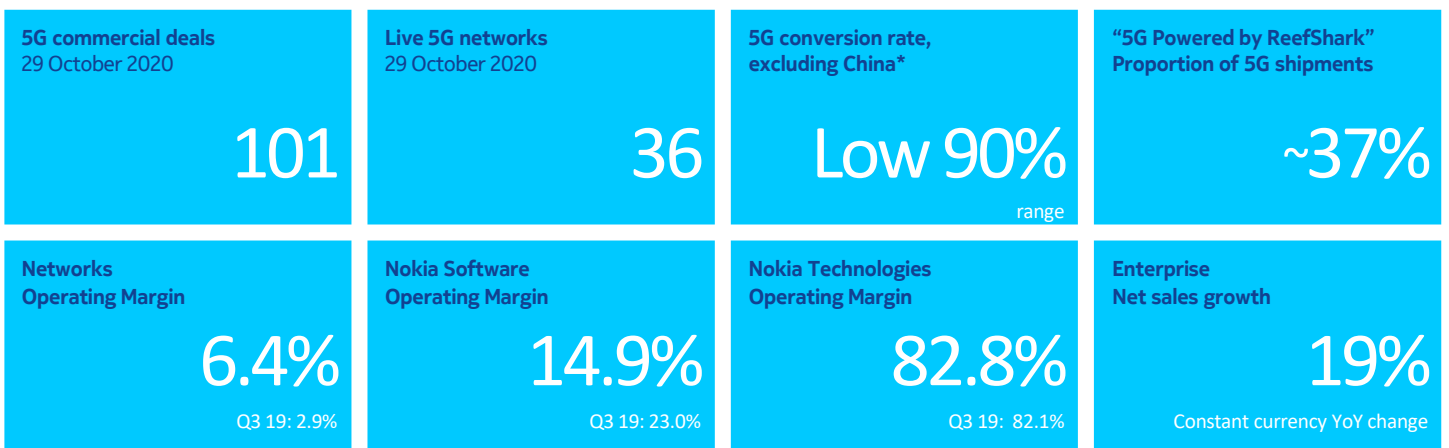
### Financial highlights



### Net sales, reported



### Business and operational highlights



\* This operational metric factors in customer size and measures the conversion of our end of 2018 4G footprint to 5G and includes new 5G customer wins.

**Disclaimer:** Nokia presents financial information on reported, non-IFRS and constant currency basis. Non-IFRS measures presented in this document exclude certain costs and charges and may not be indicative of Nokia’s underlying business performance. Change in financial measures at constant currency excludes the impact of changes in exchange rates in comparison to euro, our reporting currency. Non-IFRS or constant currency financial measures should not be considered in isolation from, or as a substitute for, financial information presented in compliance with IFRS. Please see our complete financial report for more information on our results and financial performance as well as our operating and reporting structure.