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Conference Call

Second Quarter 2002 Financial Results

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15.00 Helsinki time / 08.00 New York time

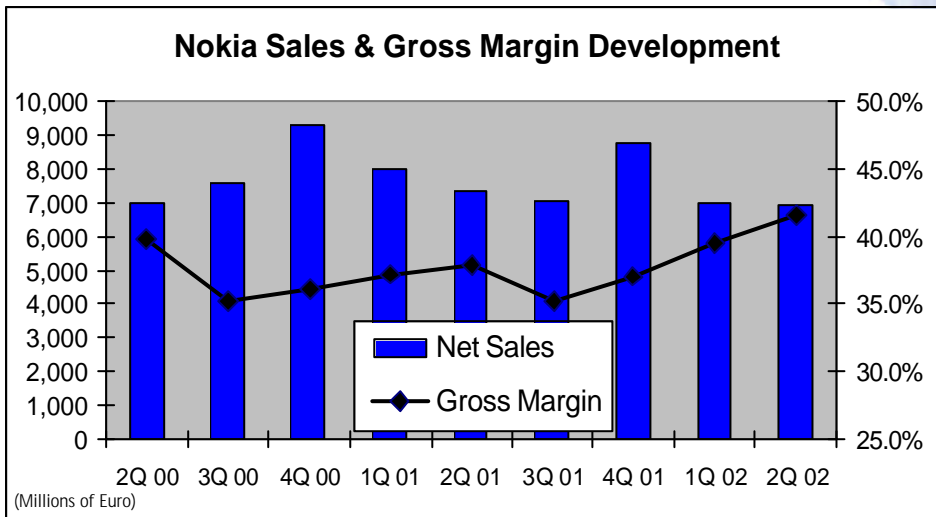
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During this call, we will be making various forward-looking statements regarding the future business and financial performance of Nokia and the mobile communications industry.

These statements are predictions that involve both risks and uncertainties, and actual results may vary materially. We refer you to pages 10 to 17 of Nokia's Form 20-F, to our previous announcements and to Nokia's press release issued today regarding some important risk factors you should consider in evaluating this information.



Strong Profitability for Nokia



Nokia - Key Figures

2Q 2002	PRO FORMA*			REPORTED		
	2Q/2002	2Q/2001	Change (%)	2Q/2002	2Q/2001	Change (%)
EUR (million)						
Net sales	6 935	7 346	-6	6 935	7 346	-6
Nokia Mobile Phones	5 398	5 349	1	5 398	5 349	1
Nokia Networks	1 474	1 896	-22	1 474	1 896	-22
Nokia Ventures Organization	106	134	-21	106	134	-21
Operating Margins	18.2	15.5		17.6	11.7	
Nokia Mobile Phones	21.7	17.9		21.3	16.9	
Nokia Networks	11.6	15.8		10.9	12.7	
Nokia Ventures Organization	-59.4	-68.7		-65.1	-190.3	
Net profit	905	830	9	862	589	46
EPS, EUR						
Diluted	0.19	0.17	12	0.18	0.12	50
Operating Cash Flow				1 410	790	73

Q2-2002 Sales: 50% from Europe/Africa, 26% from APAC, and 24% Americas

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Tools in Place for Growth in Our Industry

Service Environment Becoming a Reality

- GPRS
- MMS
- XHTML
- JAVA
- Color Displays

Unprecedented Industry Cooperation

- Open Mobile Alliance (OMA)
 - Open standards
 - Interoperability
- Fast mass market adoption

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Nokia Mobile Phones in Q2-2002

- Nokia handset volumes up 12% y-o-y
- ASPs down in Q2 – but will rise during H2-2002
- H1-2002 announced 20 new phone models – 2002 total of 30 plus
- Technology Features in Phones Models Shipping in 2002:
 - 11 with Java
 - 6 with MMS
 - 3 with XHTML
 - 13 with GPRS
 - 10 with color displays
- Series 60 licensed to Siemens and Matsushita

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Mobile Phone Market Update

- Approximately 93 million units sold globally in Q2-2002 (sell through)
- 1 billion mobile subscriber mark was reached during Q2 2002
- Industry volume growth: Americas up most, Europe/Africa up, APAC down (*decline in Korean and slower replacement in Japan*)
- Channel inventory at a normal level currently – approximately one month
- Full year 2002 units sold globally of about 400 million (*all regions about 5% growth – led by Americas, APAC, and Europe/Africa*)

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Nokia Mobile Phones in Q2-2002

- 36 million phones sold in Q2-2002 (12% y-o-y growth vs. market growth of 4%)
- Volumes grew in all regions
- Market share above 38% - increased in APAC, GSM and CDMA
- 2002 market share to increase over 2001 level of 37%
- Long-term target of 40%
- Replacement market to be about 50% of global market in 2002

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Nokia Networks in 2002

- Wireless infrastructure will decline 10% in 2002
- 3G revenue recognition to start in H2-2002 – WCDMA first then GSM/WCDMA
- 3G revenue recognition expected to represent over 25% of H2-2002 Networks' revenue
- New public MMS solution contracts with:
 - TIM
 - Telefonica Moviles
 - mm02
 - M1
- Major operators to launch MMS by late September
- MMS initial pricing reasonable at around 50 Euro cents

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Nokia Networks in 2002

- 3G deliveries to 42 operators (26 full commercial)
- New 3G WCDMA contracts with:
 - mm02 – UK, Germany and Ireland
 - Hutchinson 3G – Austria
 - Radiolinja - Finland
- First 3G network pre-commercial launch in September
- 3G business system ready by early 2003 – start of commercial 3G terminal deliveries
- Long-term market share target is 35% of overall market

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Customer Financing

- Customer financing end of Q2-2001 was 4.2 billion Euros:
 - Outstanding (off & on balance sheet): 1.7 billion Euros
 - Additional commitments (un-drawn): 2.5 billion Euros
 - *3G outstanding and un-drawn balance total:* 3.6 billion Euros
- MobilCom EUR 752 million facility refinancing are ongoing
 - We expect that by the time of a final agreement is reached to be in the position to reassess the value of the receivables and possible alternative security. We do expect this to lead into a material charge in the 3rd quarter. This charge will be excluded from the pro forma earnings.

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Balance Sheet & Cash Flow

- Net operating cash flow approx. EUR 1.4 billion in Q2-2002
- WCDMA infrastructure related WIP totaled 686 million Euros at end of Q2-2002
- Gearing –42%
- Net cash position of EUR 5.4 billion

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Guidance for Q3-2002

Q3-2002 guidance:

- Revenues expected to be between EUR 7.2 – 7.6 billion (2-8% yoy growth)
- Pro forma Q3-2002 EPS is expected to be between .15 to .17 Euro (diluted)
- 'Common Group Expenses' approx. EUR 40 million
- 'Share of Associated Companies' charge of EUR 5 million
- 'Financial Income' approx. EUR 30 million
- 'Minority Interests' to remain unchanged from Q2-2002
- Pro forma tax rate approx. 30%

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Guidance for H2-2002

H2-2002 guidance:








- Revenue growth of 3-10% vs. H2 -2001
- Pro forma operating margins for Nokia Mobile Phones are expected to be around 20% for the balance of 2002 (Q4 stronger than Q3)
- Pro forma operating margins for Nokia Networks are expected to be around 10% for the balance of 2002
- Nokia Ventures Organization is expected to post a pro forma loss of around EUR 150 million for 2002
- 2002 pro forma diluted EPS of 79-84 Euro cents
- Net operating cash flow for 2002 to continue at a healthy level

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Function/ Feature	TDMA			CDMA			
							
Model	6340 GAIT	6360	8265	3585	6370	6385	8270
Category	Classic	Classic	Fashion	Expression	Classic	Classic	Fashion
Band Functionality/ Frequency	GSM 1900 TDMA/AMPS 800/1900	TDMA/ AMPS 800/1900	TDMA/ AMPS 800/1900	CDMA 1X AMPS 800/1900	CDMA 1X Voice AMPS 800/1900	CDMA 1X Voice and Data/ AMPS 800/1900	CDMA 1900
Region	Americas	Americas	Americas	Americas	Americas	Americas	Americas
Browser	WAP 1.2.1	WAP 1.2.1	WAP 1.2.1	Openwave 4.1/ WAP 2.0	Openwave 4.1/5.0	Openwave 4.1/5.0	Openwave 4.1
Nokia PC Suite	Yes	Yes			Yes	Yes	
Enabling Technology	Mobile Wallet			Java			
Connectivity	Infrared	Infrared			Infrared	Infrared	
Talk Time	3.5 – 6 hours	2.6 - 5.2 hours	Up to 3 hours	2.8 – 3.6 hours	3.2 – 4 hours	3.2 – 4 hours	Up to 2h 45min
Standby Time	Up to 10-25 days	Up to 7-14 days	Up to 4-8 days	Up to 6 – 13 days	Up to 7 - 15 days	Up to 7-15 days	Up to 3-5 days
Screen Resolution	96 x 65	96 x 65	84 x 48	96 x 65	96 x 65	96 x 65	84 x 48
Extra Features	Picture Messaging	Record memos/ Picture Messaging	Picture Messaging	MIDI Tones/ Interactive covers	Record memos/ Picture Messaging/ Mobile Chat	Record memos/ Picture Messaging/ Mobile chat	5-line display/One touch dialing
Availability	1H 2002	1Q 2002	2Q 2002	2H 2002	2Q 2002	2H 2002	2Q 2002

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Function/ Feature	GSM					
						
Model	3350	3410/3315	3510	3610	3590	5210
Category	Expression	Expression	Expression	Expression	Expression	Active
Band Functionality/ Frequency	GSM 900/1800	GSM 900/1800	GSM 900/1800 GPRS	GSM 900/1800	GSM 850/1900 GPRS	GSM 900/1800
Region	APAC	Europe, Africa-3410 APAC-3315	Europe, Africa, APAC	APAC	Americas	Europe, Africa, APAC
Browser	WAP 1.1	WAP 1.2.1	WAP 1.2.1	WAP 1.1	WAP 1.2.1/ XHTML	WAP 1.1
Nokia PC Suite						Yes
Enabling Technology		Java (3410)	MMS		Java	
Connectivity						Infrared
Talk Time	2h 40min - 4h 45min	2h 40min - 4h 45min	Up to 4h 30min	Up to 3h 50 min	2h 30min - 6 hours	Up to 3h 50min
Standby Time	55 - 260hours	55 - 260hours	Up to 13 days	Up to 170 hours	Up 12.5 days	Up to 170 hours
Screen Resolution	96 x 65	96 x 65	96 x 65	96 x 65	96 x 65	84 x 48
Extra Features	Picture Messaging	Picture Messaging	MIDI Tones Inter-active Covers	Hindi input/Lunar Calendar	MIDI Tones Interactive Covers	Thermometer, Removable shell
Availability	1Q 2002	2Q 2002	2Q 2002	3Q 2002	3Q 2002	1Q 2002

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Function/ Feature	GSM						
							
Model	6310i	6500	6510	6590	6610	7210	7650
Category	Classic	Classic	Classic	Classic	Classic	Fashion	Imaging
Band Functionality/ Frequency	GSM 900/1800/1900 GPRS HSCSD	GSM 900/1800 GPRS	GSM 900/1800 GPRS HSCSD	GSM 850/1900 GPRS	GSM 900/1800/900 GPRS HSCSD	GSM 900/1800/ 1900 GPRS	GSM 900/1800 GPRS HSCSD
Region	Global	APAC	Europe, Africa, APAC	Americas	Europe, Africa, APAC	Global	Europe, Africa, APAC
Browser	WAP 1.2.1	WAP 1.2.1	WAP 1.2.1	WAP 1.2.1/ XHTML	WAP 1.2.1	WAP 1.2.1	WAP 1.2.1
Nokia PC Suite	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Enabling Technology	Java/Mobile Wallet		Mobile Wallet		Java/MMS	Java/MMS	Java/MMS/ Symbian
Connectivity	Bluetooth/ Infrared	Infrared	Infrared			Infrared	Infrared/ Bluetooth
Talk Time	Up to 6 hours	2h 15min - 4 hours	2h 15m - 4-hours	2h 30 min - 5 hours	Up to 2-5 hours	2h 30min -4h 30min	2-4 hours
Standby Time	Up to 17 days	100-350 hours	100-350 hours	Up to 4-16 days	Up to 150-300 hours	Up to 10 days	Up to 90-230 hours
Screen Resolution	96 x 65	96 x 65	96 x 65	96 x 65	128 x 128 (4096 colors)	96 x 60 (4096 colors)	176 x 208 (4096 colors)
Extra Features	Voice dialing/ Stopwatch	FM Radio/ Voice dialing	FM Radio/ Voice Dialing	FM Radio	FM Radio	FM Radio/ Handsfree Speaker	Built-in Camera
Availability	2Q 2002	1H 2002	1Q 2002	3Q 2002	3Q 2002	3Q 2002	Now

Function/ Feature	GSM					
						
Model	8300	8855	8910	9210e	9210i	9290
Category	Fashion	Premium	Premium	Business Application	Business Application	Business Application
Band Functionality/ Frequency	GSM 1900 GPRS	GSM 900/1800	GSM 900/1800 GPRS HSCSD	GSM 900/1800	GSM 900/1800 HSCSD	GSM 1900
Region	Americas	APAC	Europe, Africa, APAC	China	Europe, APAC	Americas
Browser	WAP 1.2.1	WAP 1.1	WAP 1.2.1	WAP 1.1	WAP 1.1	WAP 1.2.1
Nokia PC Suite	Yes		Yes	Yes	Yes	Yes
Enabling Technology				Java/Symbian	Java/Symbian	Java/Symbian
Connectivity	Infrared	Infrared	Bluetooth	Infrared	Infrared	Infrared
Talk Time	Up to 4 hours	3h 20 min - 4h 15 min	Up to 4 hours	Up to 4-10 hours	Up to 4-10hours	Up to 4-10 hours
Standby Time	Up to 16 days	Up to 75-225 hours	Up to 300 hours	Up to 80-230 hours	Up to 80-230 hours	Up to 80-230 hours
Screen Resolution	84 x 48	84 x 48	84 x 48	640 x 200 (4096 colors)	640 x 200 (4096 colors)	640 x 200 (4096 colors)
Extra Features	Record memos/ Stopwatch	Analog Watch/Lunar Date	Titanium casing/Voice Dialing	Speaker Phone/QWERTY keyboard	Speaker Phone/QWERTY keyboard	Speaker Phone/QWERTY keyboard
Availability	1Q 2002	1H 2002	2Q 2002	1Q 2002	2Q 2002	2Q 2002