



Capital Market Days

Enterprise Solutions

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Agenda



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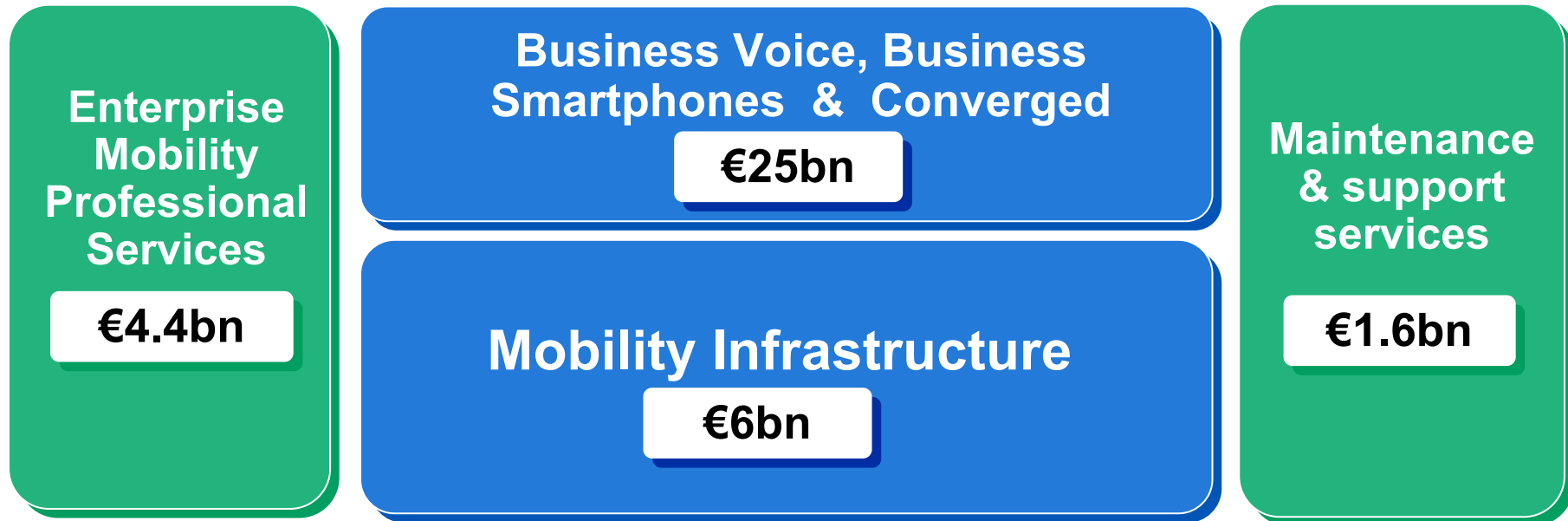
- Nokia's stake in Enterprise Mobility
- Enterprise Mobility defined
- Our challenges and focus
- Building customer momentum
- Tracking our success

Why mobility in the enterprise is important to Nokia



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- Represents huge market potential in revenue and profitability (2007)



- Shapes future of mobility and IP services
- Protects legacy as leading provider of personal business collaboration tools

Enterprise Mobility defined



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Address Unique User Needs

Access to information wherever, whenever

Business decision maker:

- ROI
- Customer responsiveness
- Productivity
- Competitive position

and

CIO/IT:

- Secure
- Manageable
- Scalable

How Enterprise Mobility will emerge



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2005

2006

2007

2008

Mobile Office

- Mobile e-mail breaks 5% penetration

- Multi-radio device pilots

- Corporate vs personal use policies emerge

Mobile WorkForce

- Mobile e-mail goes mainstream

- Volume multi-radio devices

- Emergence of integrated mobility servers

- +50% devices issued by IT departments

- 40% corporate apps have mobility element

Mobile Enterprise

- Single UI, seamless voice over wireless and roaming

- Mobile device used by white collar workers 65% computing time

- Mobility servers to volume

Our challenges and opportunities



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Device functionality

Challenges

- Enterprise-grade platform functionality
- Developer ecosystem
- CDMA

Opportunities

- Platform volumes
- Ubiquity of voice devices
- Multi-radio

Infrastructure scale

- Growing beyond the firewall and VPN
- Increasing Nokia IPR

- Capitalize on #2 firewall marketshare
- Disruptive impact of mobility infrastructure

IT presence

- Nokia awareness
- Fragmentation of corporate mobility ownership

- Nascent market
- 28K customer base
- IT distribution channel

The importance of infrastructure presence



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Connecting people in different locations

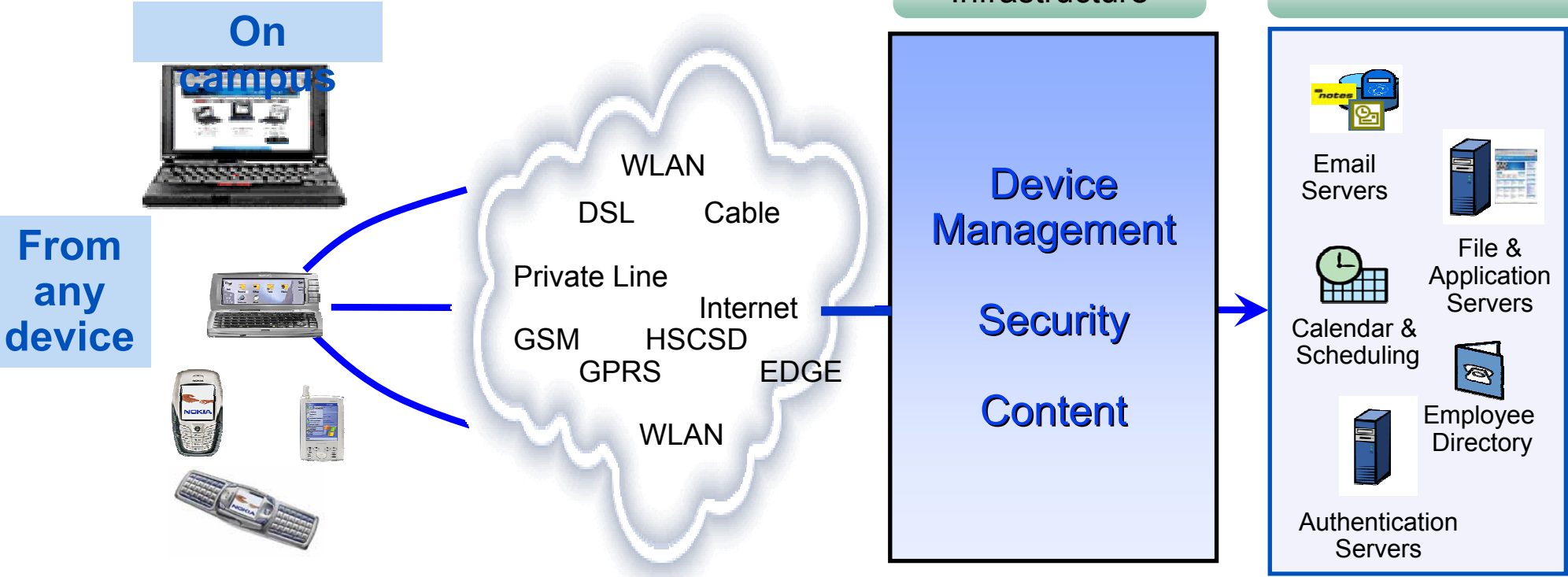
Over variety of networks

With these Solutions

To access These

Corporate Infrastructure

IT Assets



From any device

On campus

Off campus

Our focus: Enterprise-class devices



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Communicators



**Enterprise
Smartphones**



Messaging (Data)

Messaging (Voice)

Enterprise Features

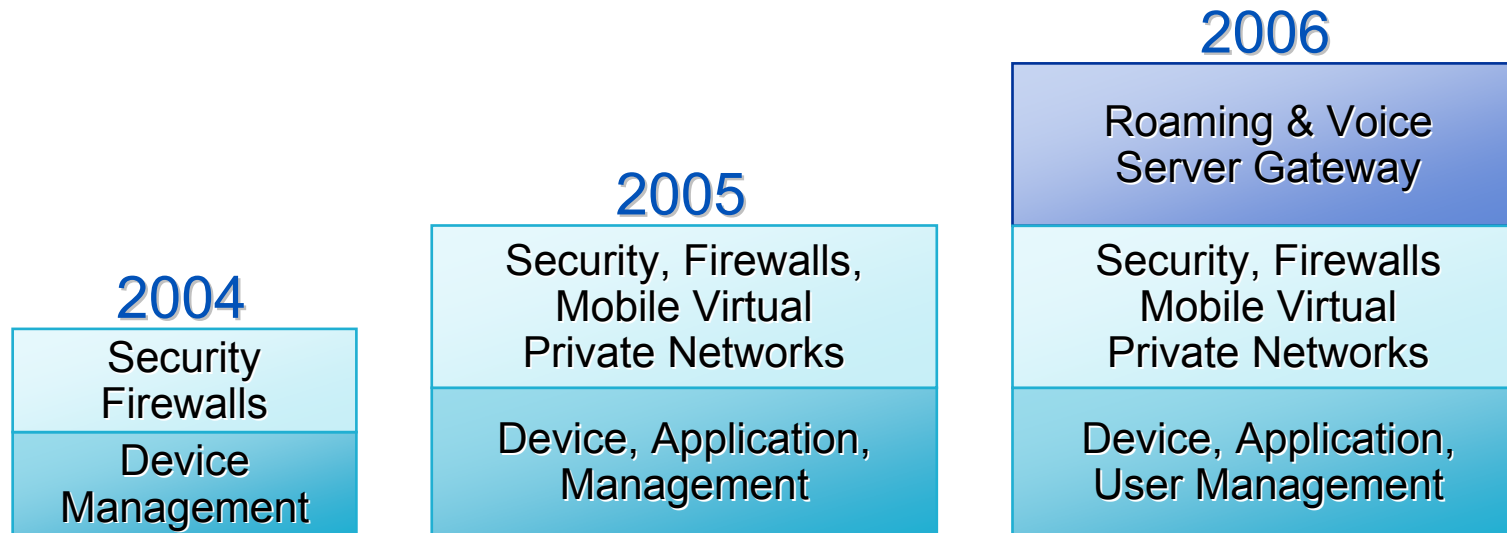
- Enhanced voice
- PIM
- E-mail access
- Back-up
- Synchronization
- Device security
- Device management
- Performance
- Connectivity to IT infra
- Development tools

Our focus: Security and Mobile connectivity



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Secured Mobile Gateway phased plan:



Leverage three market disruptions:

1. Mobilization of IT
2. Fixed to mobile convergence
3. Voice and data convergence



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Our focus: Accelerating growth of mobile e-mail



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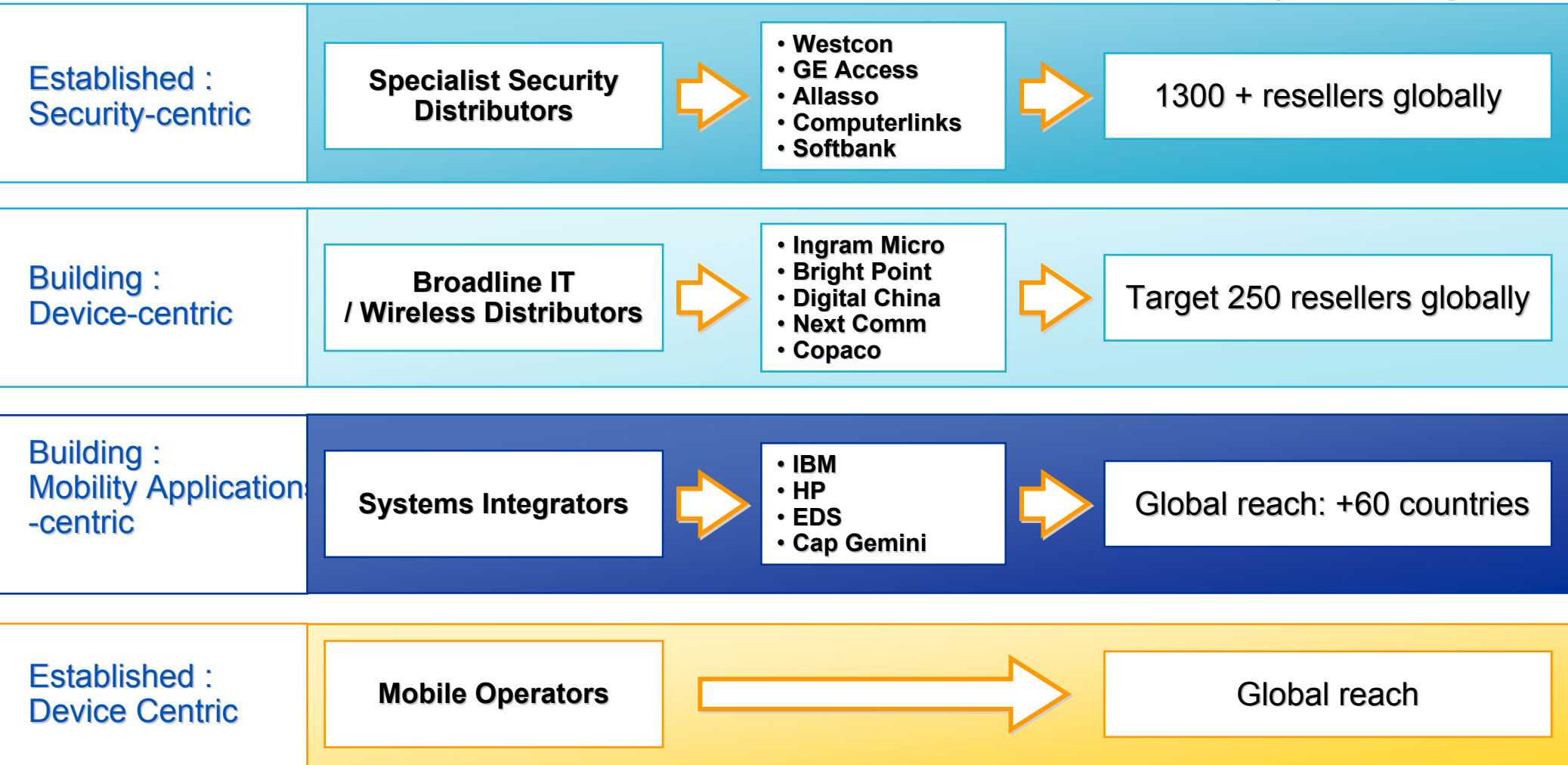
- Make Nokia the device of choice for mobile e-mail and messaging in the enterprise
- Provide many popular and promising e-mail solutions on business-optimized devices
- Continue to market and develop Nokia One Business Server



Our focus: Go to Market



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Building momentum with customers



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- Customer:** St. John's County, Florida, Bldg Dept
- Industry:** Government
- Challenge:** Eliminate wasteful return trips to office to enter info in county computer system
- Solution:** Nokia 9500 Communicators running Celesta Smart Forms 2
- Benefits:** Building inspectors save 1 hr/day
No need to hire 2 new inspectors
- Deployment:** 2 ½ weeks to develop interface and implement

Key features

- Business voice
- Work offline
- Local data storage
- Pre-programmed communications settings
- Future proof for improved productivity

CELESTA



Building momentum with customers



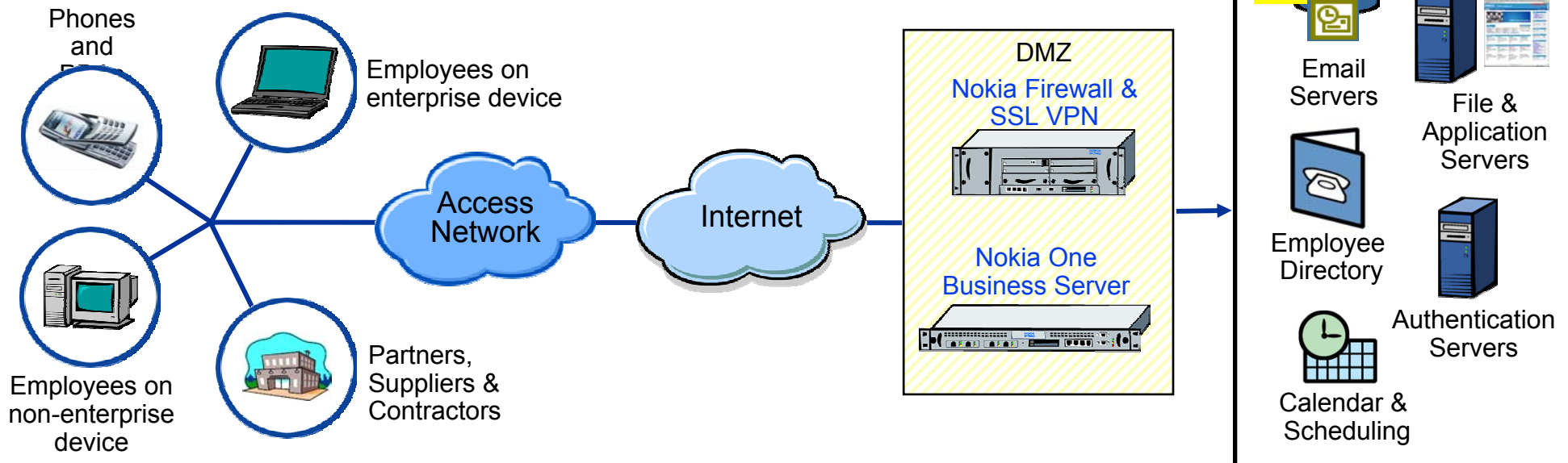
Customer: Nordic Pension Fund – Swedish Third National

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Industry: Financial

Challenge: Provide remote portfolio managers with fast, easy and secure access to desktop applications from anywhere in the world

Solution: Nokia devices, Nokia One Business Server, Nokia Firewalls, Nokia SSL VPN



Tracking our success



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- Significant revenue growth in 2005
- Profitability outlook
- Range of devices with multi-client e-mail support
 - 4+ new devices in 2005
- Market share – Security and Mobile Connectivity
 - A leader in SSL VPN and IP VPN in 2006
 - Maintain #2 position firewall (appliance) business
- Timing is everything