



Pertti Korhonen

Nokia GSM/WCDMA product range / November 2004

APPLICATION AREAS

VOICE

MULTIMEDIA

ENTERPRISE SOLUTIONS

CATEGORY

Premium



8910i

Fashion



7200



7250i



7260



7270



7280

Classic



6100



6170



6220



6230



6230i



6610i



6260

Active



5140

Expression



3100



3120



3200



3220



3230

Entry



3315



1100



2100



2300



2650



2600



1101

Imaging



6630



7610



6670



6600

Media & Music



7710

Games



N-GAGE



N-GAGE QD



9500



9300



6822



6820



6810






















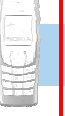





























D211



D211

Devices with series 60 user interface marked with **blue**
WCDMA devices **underlined**

Nokia GSM/WCDMA product range / November 2005

APPLICATION AREAS	VOICE	MULTIMEDIA	ENTERPRISE SOLUTIONS
CATEGORY		Imaging	Media & Music
Premium	 8800	 <u>N70</u>	 9500
Fashion	      7260 7270 7280 <u>7380</u> 7370 7360	 N90	 9300i
Classic	          6020 /6021 6030 6100 6101 <u>6280</u> 6270 6060 6230i 6610i 6111	 N80	 N91
Active	 5140i	 6682	 7710
Expression	     3100 3120 3200 3230 <u>3250</u>	 6680	 N92
Entry	      1100 2300 <u>2652</u> 2600 1101 1600	   7610 6670 6600	 E70
		 6630	 E61
		 N-GAGE	 E60
		 N-GAGE QD	 6700

Devices with series 60 user interface marked with **blue**
WCDMA devices underlined

Nokia is delivering leading products

Nokia is the market leader in 3G handsets -
approaching our global market share

**Nokia 6680 Rated
as 'Best in Class'
3G Device**



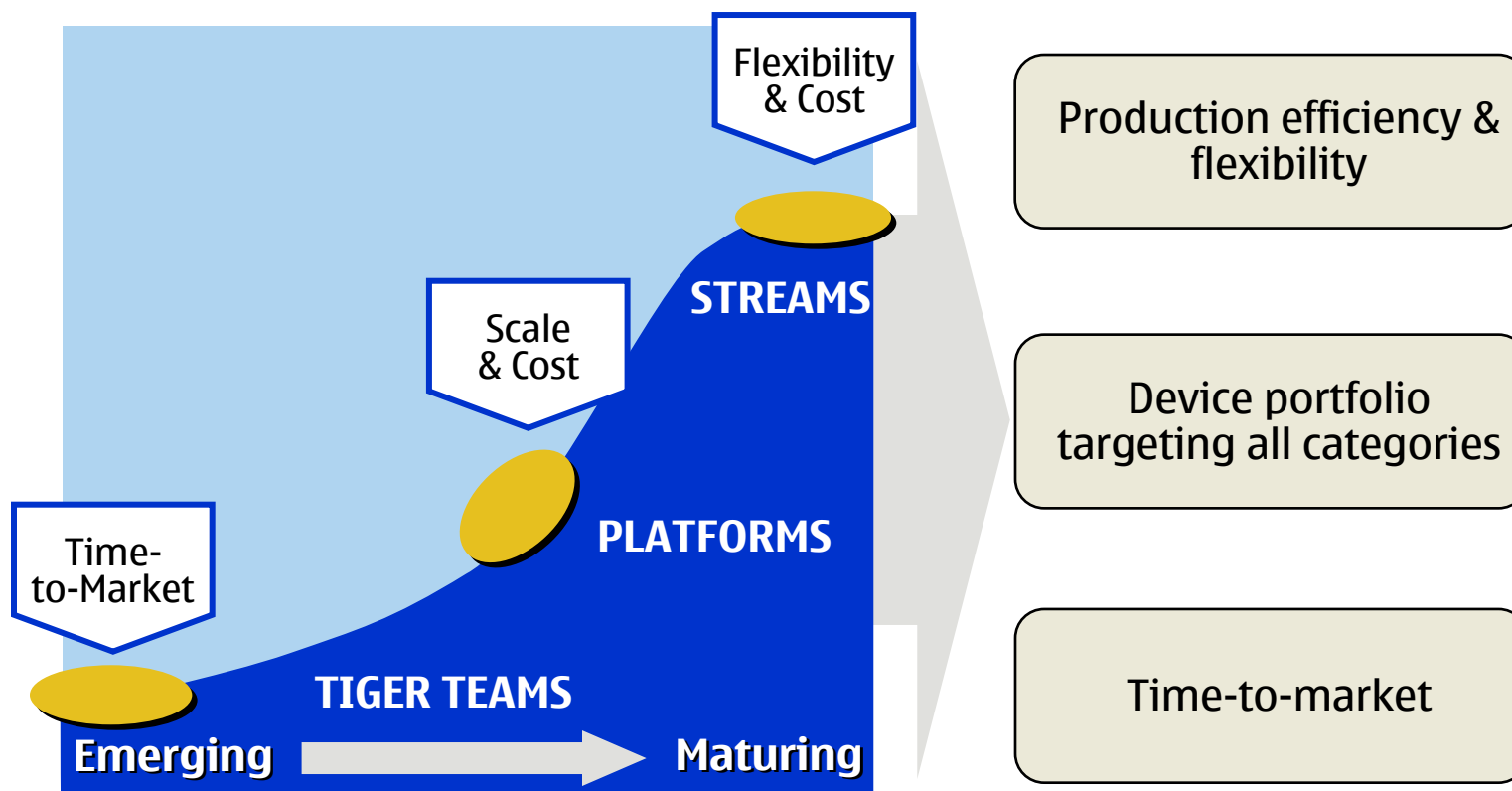
Strategy Analytics' Advanced Wireless
Laboratory (AWL) panels in London, UK
and Milan, Italy. May, 2005.

**Nokia N90 selected
as the European
Media Phone of the
Year**



Reaching greater levels of efficiency

Business phase optimized operational mode



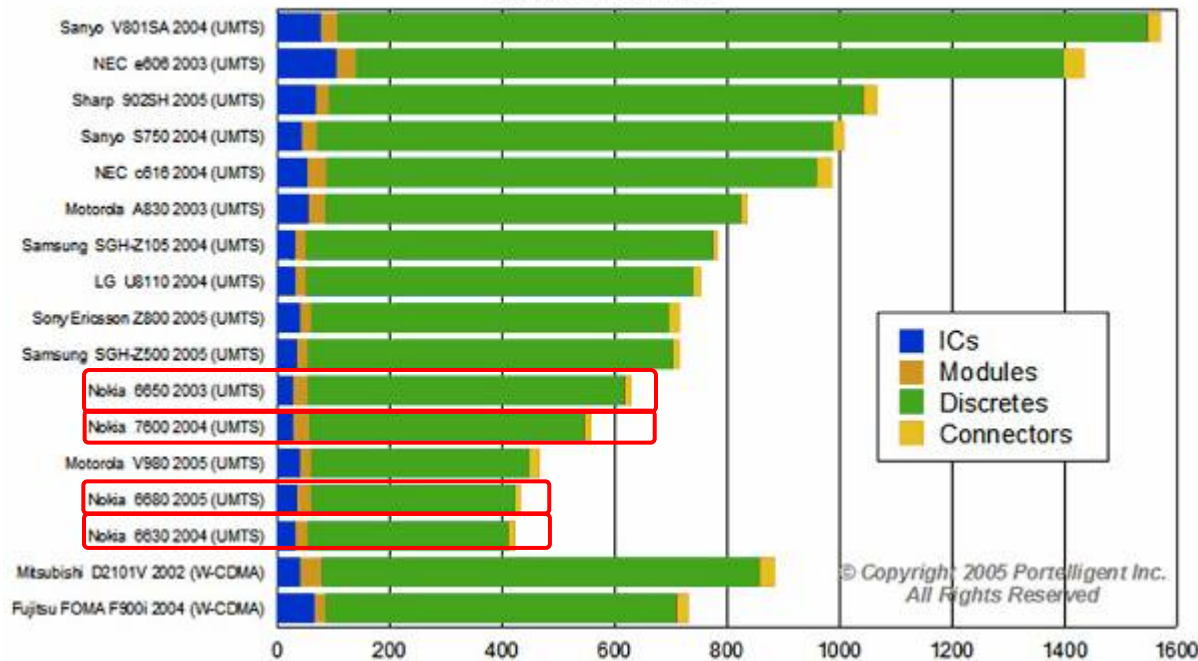
Operational efficiency in device R&D reaching desired level

- Target 1: Device R&D 8% of device net sales by end of 2006
 - R&D costs successfully brought under control – On track to reach target
- Target 2: Halve the cycle times
 - Improvements in the platform and integration cycles – On track to reach target
- Target 3: Halve the integration costs
 - Improvement on throughput - On track to reach target
- Target 4: Best customer satisfaction
 - Improved customer satisfaction and increased product competitiveness clearly visible

Nokia strategy delivers tangible value today and builds towards the future

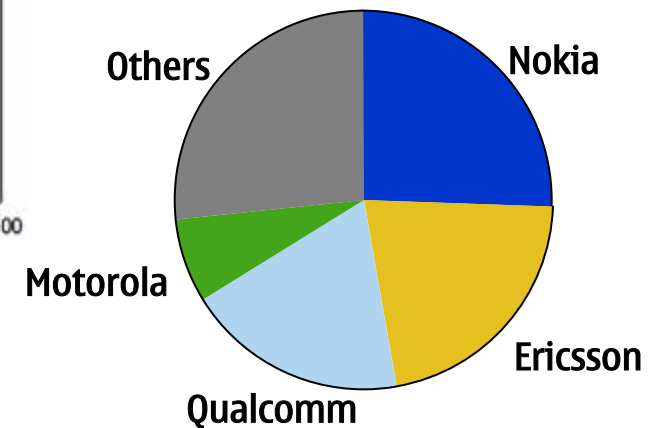
Component Counts of UMTS & W-CDMA Phones

Updated: 10/31/2005

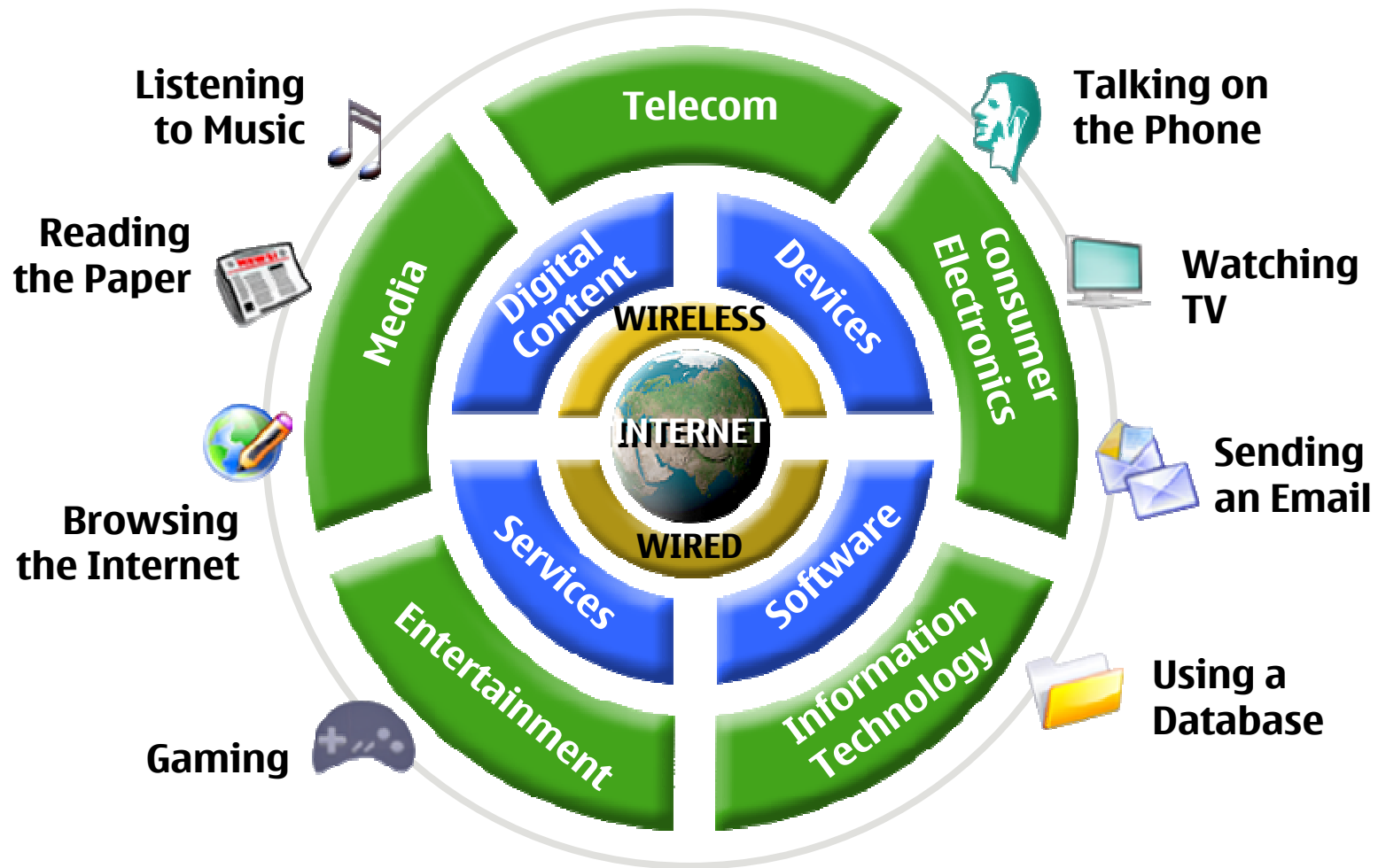


Source: Portelligent 2005

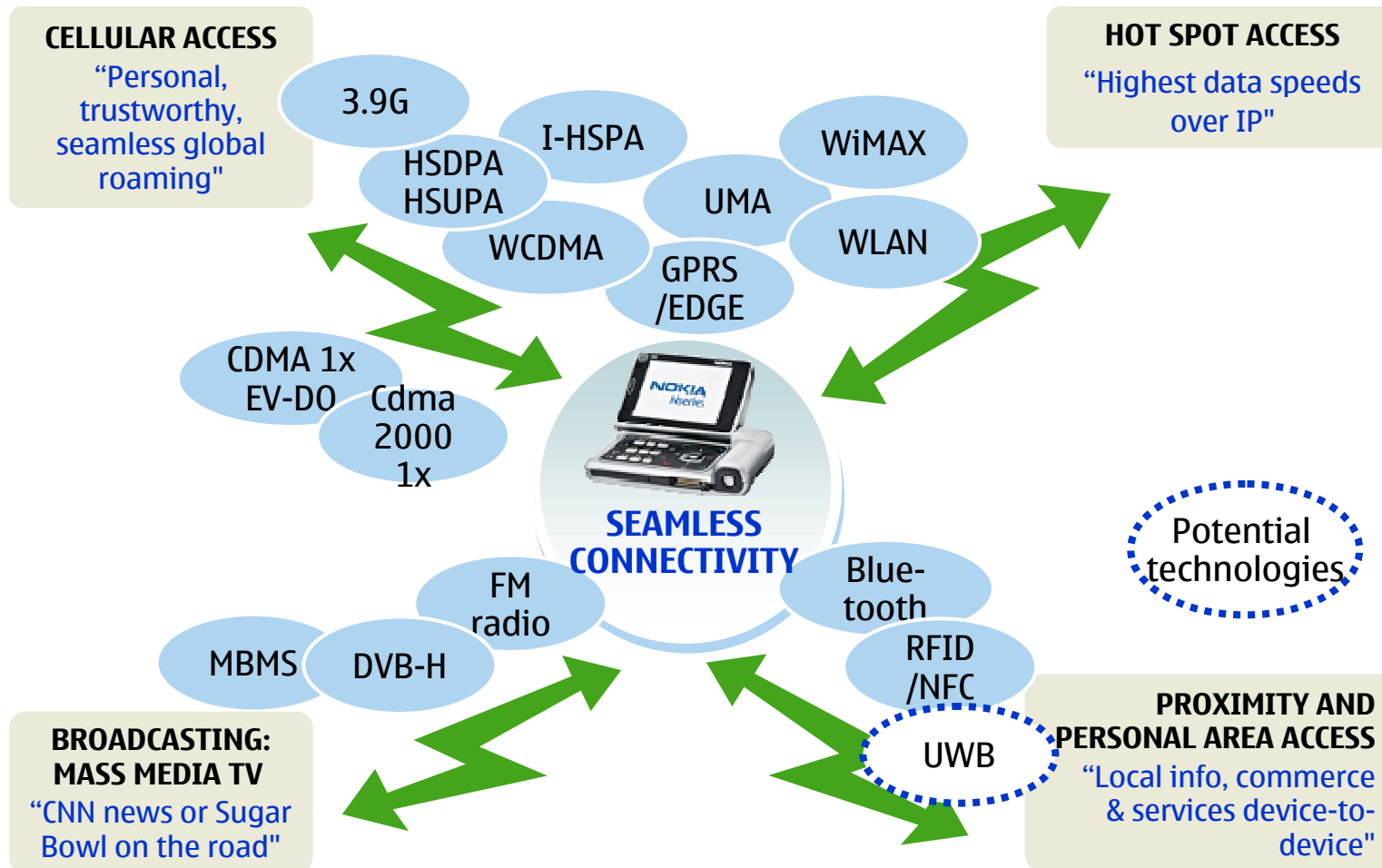
WCDMA IPR judged essential (Goodman-Myers study, 2005)



Convergence drives new opportunities around access technologies and software

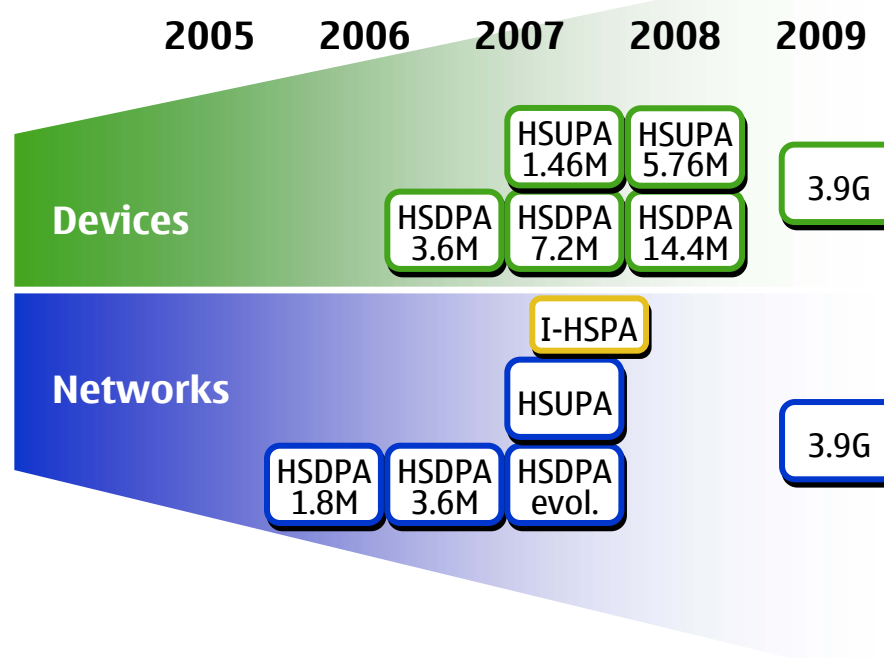


Nokia's multi-radio strategy enables mobile convergence



Nokia leads in 3G Technology

- Nokia 6630 and 6680 were the industry's first GCF certified 3G devices
- **Nokia 3G engines are the smallest on the market**
- Nokia 3G phones are widely used as reference devices by operators and vendors
- HSDPA lead - tested 3,6Mbps performance
- Nokia chipsets deliver the highest and most stable performance
- Significant cost advantage in 3G chipset and related IPR



Nokia Software Offering Meets Operator Needs

with best end-user satisfaction and ARPU

2. WIDEST DEVICE PORTFOLIO



3. LEADING CUSTOMIZATION



4. LEADING SERVICE PORTFOLIO & DELIVERY



1. OPEN TECHNOLOGIES; NON-FRAGMENTED PLATFORMS

Series 40

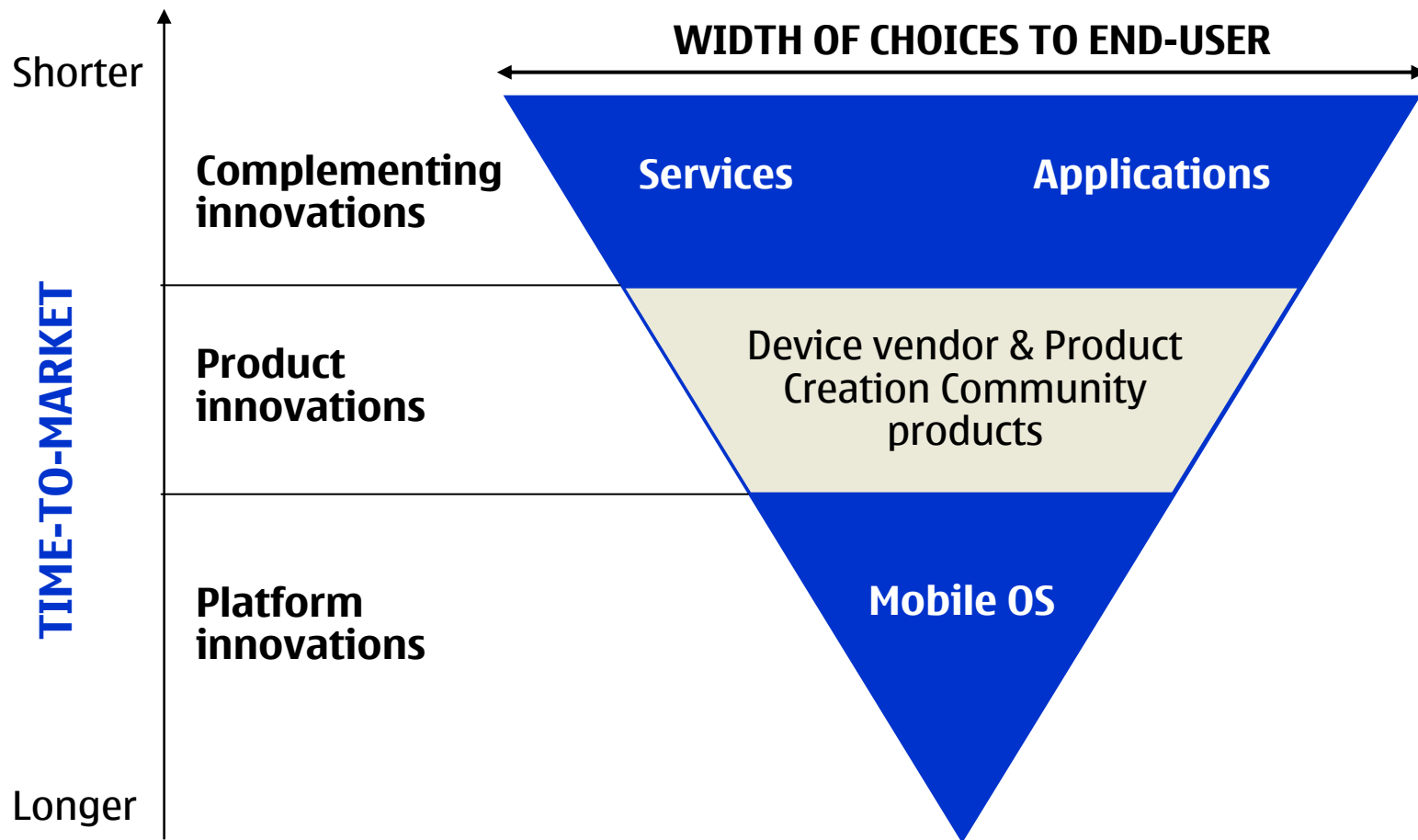
Series 60

Browser



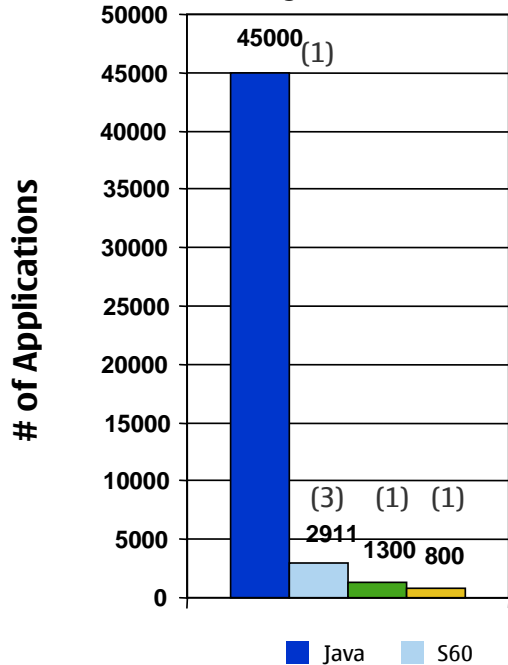
Native Series 60

Mobile software platforms must enable external innovation

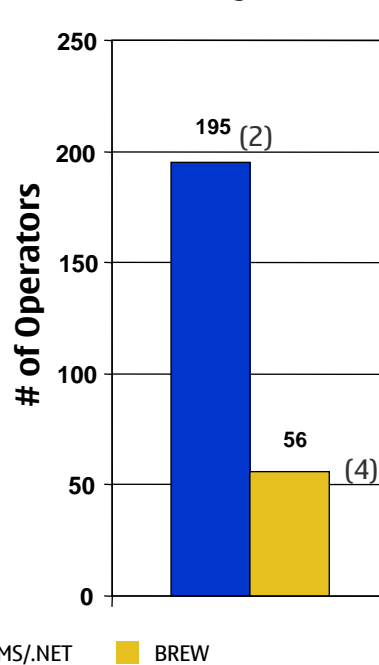


Nokia software platforms utilize technologies with the largest content ecosystem and momentum

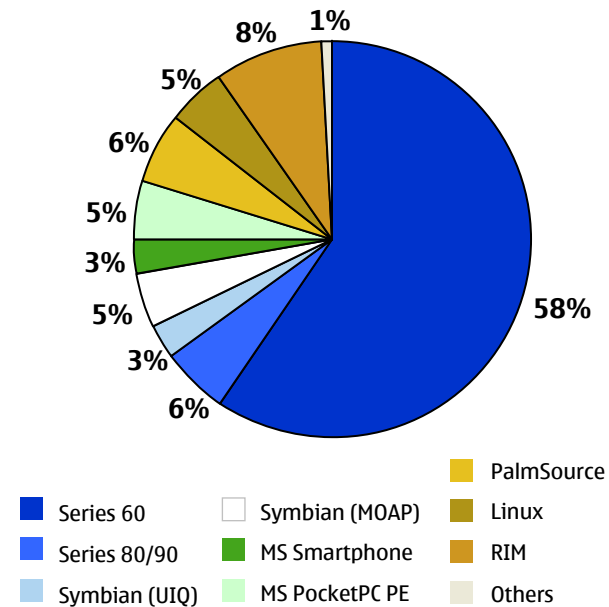
Developers Prefer Java



Operators Prefer Java



S60 Leads in Smartphones



Source: Canalis, October 2005

(1) Source: ARC Group: Mobile Application Platforms and Operating Systems, March 2004
 (2) Source: Nokia

(3) Source: Symbian OS Applications Tracking (Q3 2005)
 (4) Source: Qualcomm

Nokia Strategy Fosters a Healthy Ecosystem of Innovation

EFFICIENT PLATFORMS, TOOLS & SUPPORT

- Nokia expected to have shipped 300 + million platform devices by end of 2005*
- **190 +** operators worldwide that have deployed Java services.*
- **2 million +** forum.nokia.com registrants.*



WIDEST CHOICE OF APPLICATIONS FOR USERS

- **~23 million** mobile Java downloads globally per month in 2005.*
- **45,000 +** mobile Java applications on the market.**
- **5,000 +** applications available for Symbian OS devices.*

SUPERIOR REVENUE FOR DEVELOPERS

Developers' global mobile Java application revenue on Nokia platform devices expected to be **€340 million in 2005 alone**.*

Sources: * Nokia 2005; ** Informa Telecoms & Media, June 2005

Keys to Future Success

- Master multi-radio technology evolution and implementation
- Execute a software strategy that leverages ecosystem-wide innovation
- Create and capture value across core technologies (including IPR)
- Leverage efficient operational mode and development of products
- Execute on a global scale while meeting local requirements
- Create complete solutions with leading user experience, quality and cost



Home is the place for next convergence wave

BROADBAND

VoIP, Entertainment,
E-Business, Services



MOBILE MULTIMEDIA

Entertainment,
Personal pictures
and Video, Services



MEDIA

Pre-Recorded Content
Personal Media



BROADCAST

Services,
Entertainment



**CONSUMERS WANT TO SHARE CONTENT BETWEEN THEIR
MOBILE DEVICES, COMPUTERS AND HOME ELECTRONICS.**

Mobile Phones will share multi-media content with home electronics and computers



**My most precious
media content -
always with me**

DLNA -enabled devices

Mobile Phones will share multi-media content with home electronics and computers



“I can share the new video of ‘Hollywood Undead’ on my friend’s new DVR for viewing it on a large TV screen.”



My most precious media content - always with me

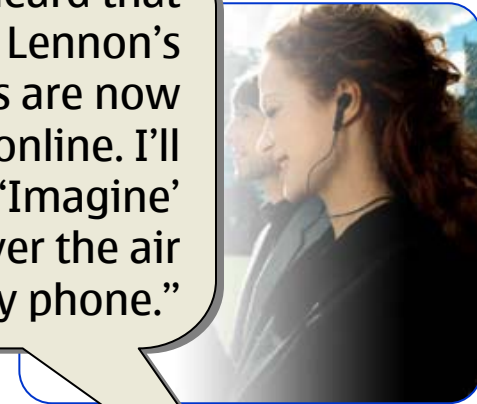


DLNA –enabled devices

Mobile Phones will share multi-media content with home electronics and computers



“I just heard that John Lennon’s songs are now available online. I’ll download ‘Imagine’ over the air to my phone.”



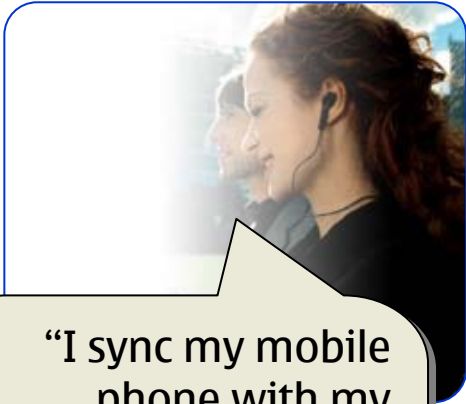
My most precious media content - always with me

DLNA –enabled devices


Mobile Phones will share multi-media content with home electronics and computers



**My most precious
media content -
always with me**



“I sync my mobile phone with my computer daily and get a selection of new music, podcasts and music videos on the phone.”



DLNA –enabled devices



Thank you!