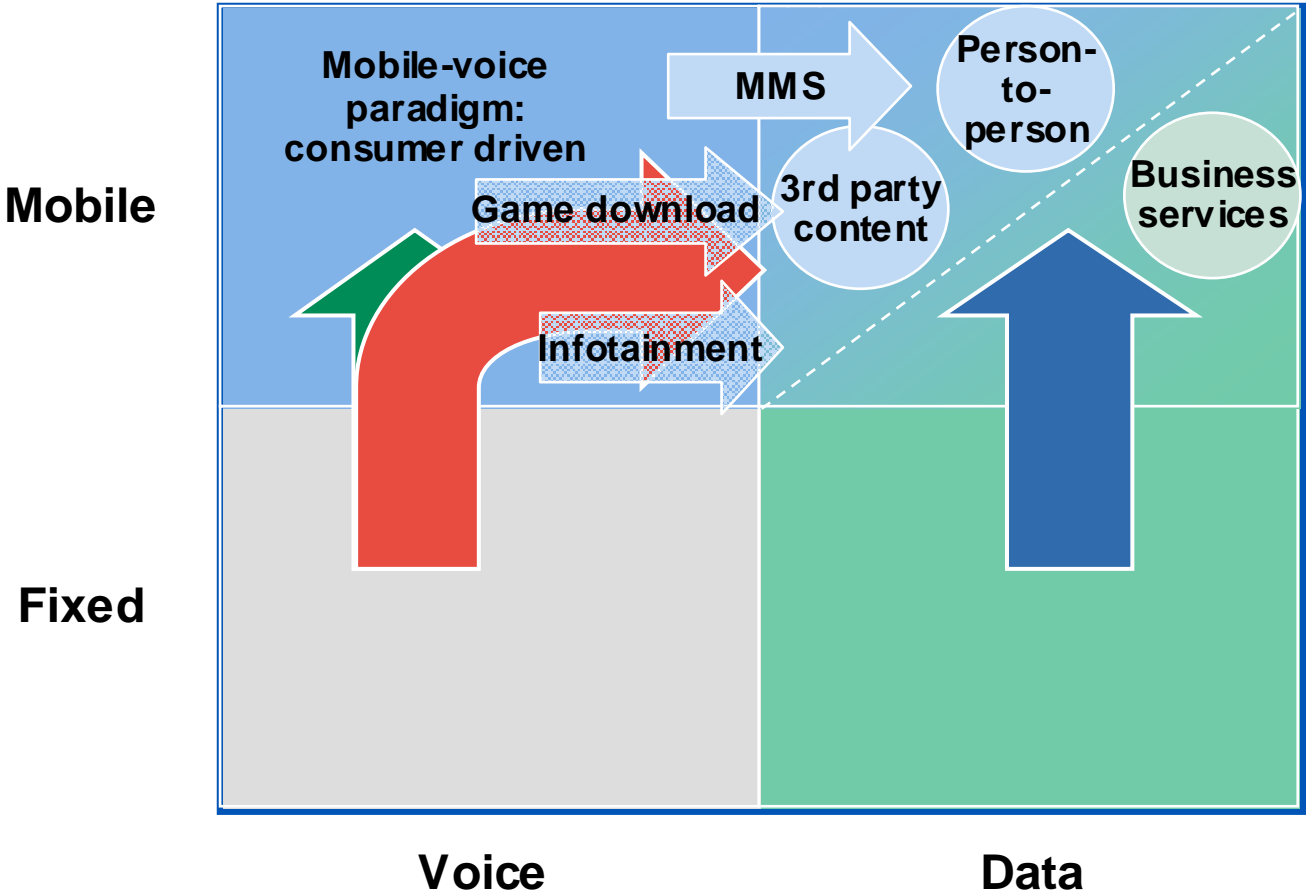


Nokia Strategy



Exploit mobile voice

Drive consumer mobile multimedia

Bring extended mobility to enterprise



NOKIA

Nokia Strategic Elements

**Exploit
mobile
voice**

**Drive consumer
mobile
multimedia**

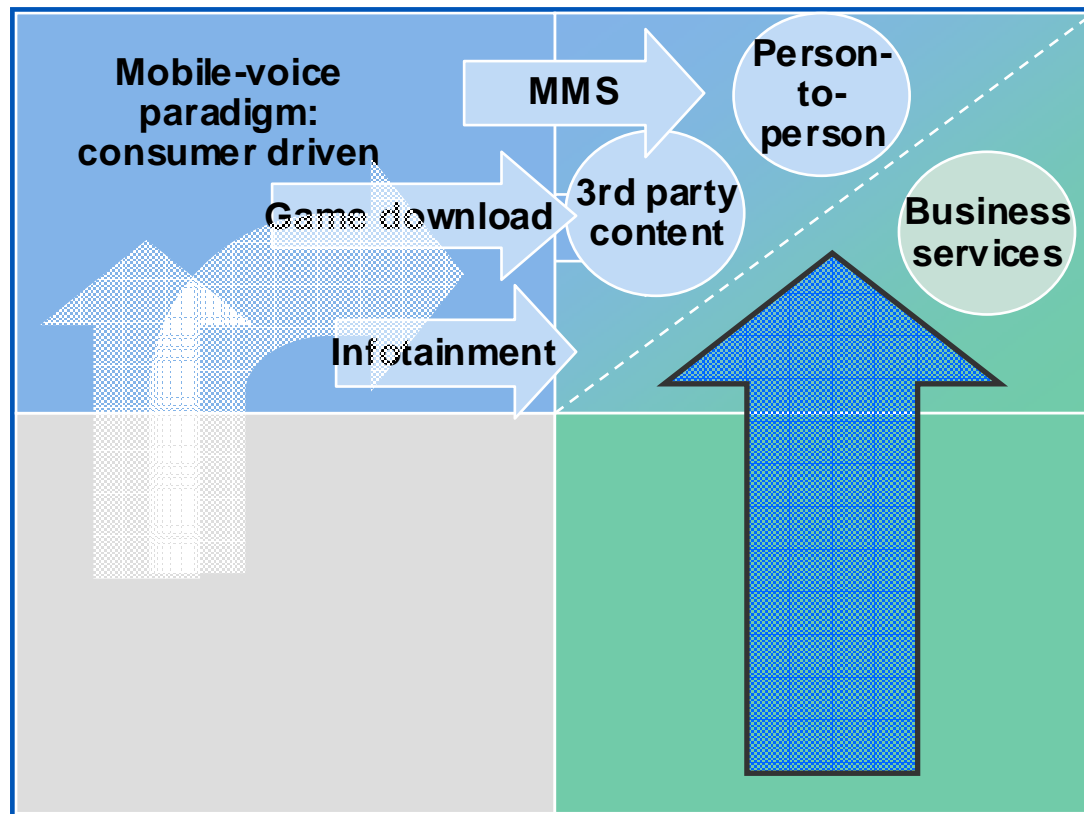
**Bring
extended
mobility to
enterprise**



NOKIA

Nokia Enterprise Solutions

Why would Nokia target the enterprise market ?



- the enterprise market will significantly influence the shaping of the mobile internet
- the enterprise market continues to be an important revenue source for Nokia and its partners
- no player has established itself as the leader of the enterprise mobility market
- Nokia plans to become the leader

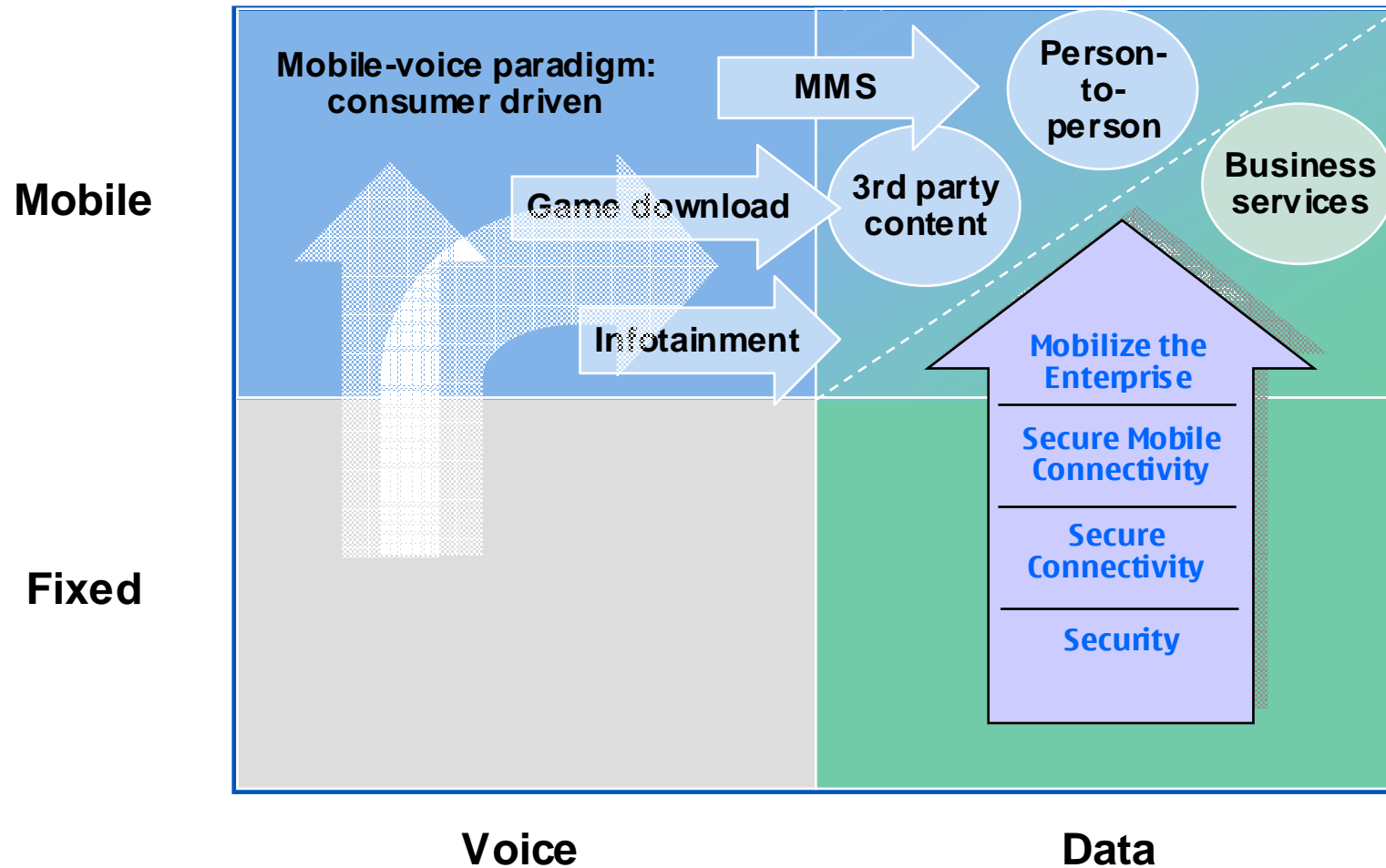
Voice

Data



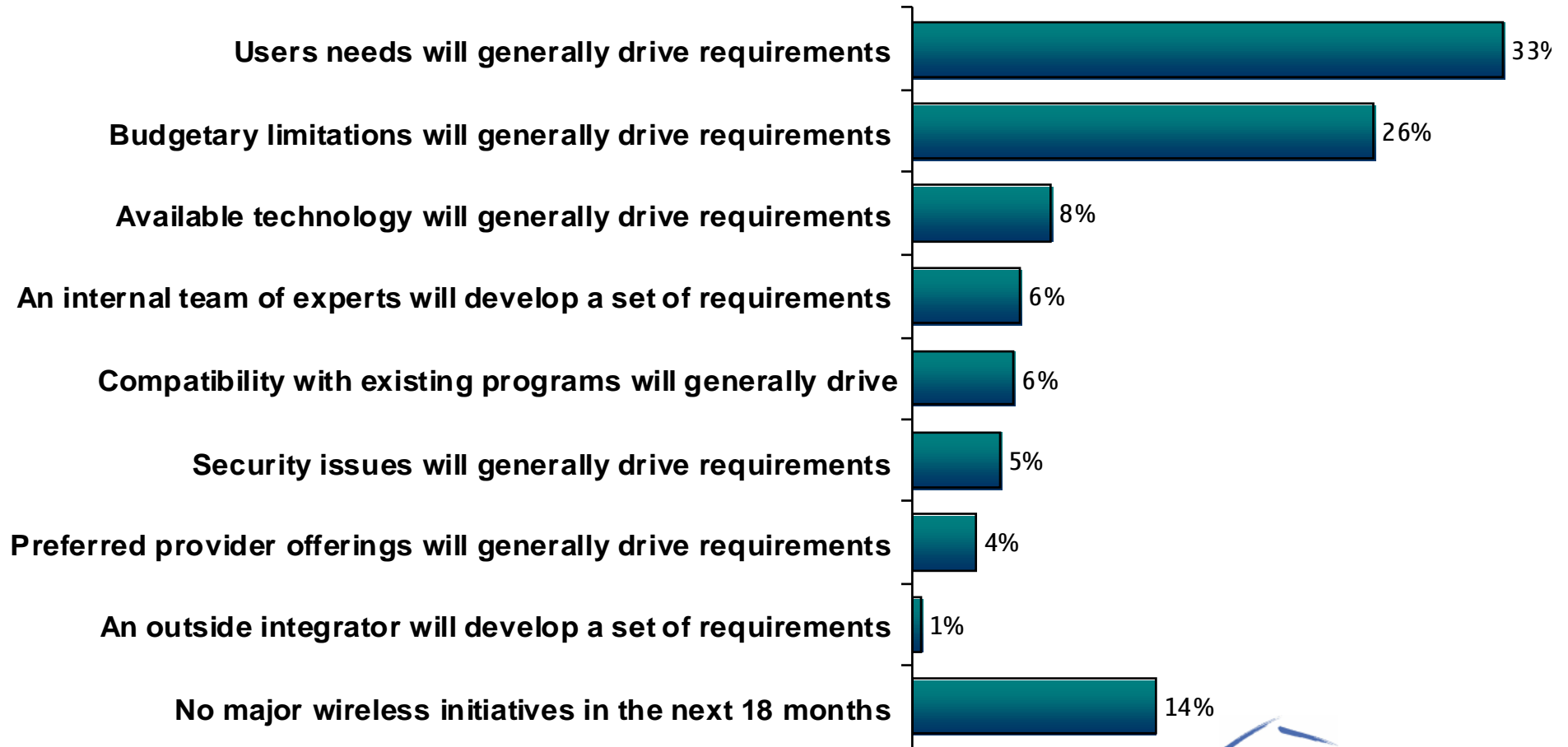
NOKIA

Nokia: Building Enterprise Competency



NOKIA

Top Determinants of Mobile Requirements

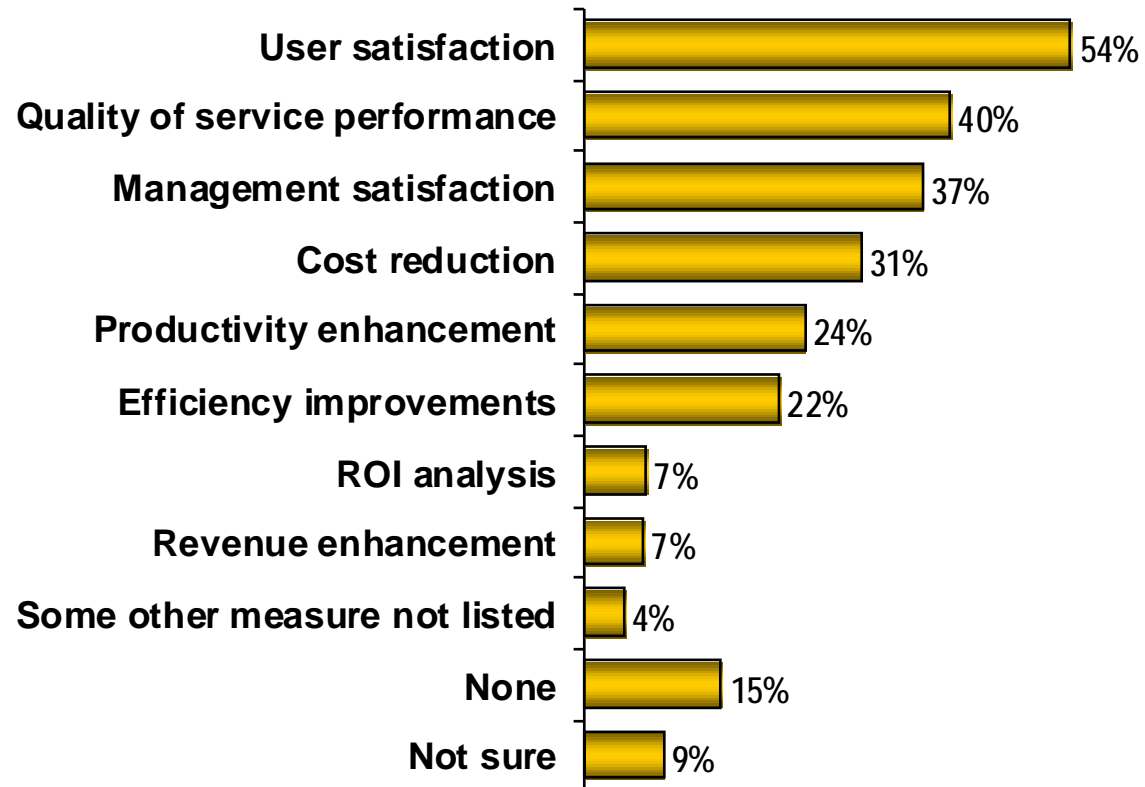


TELEPHIA® 2003

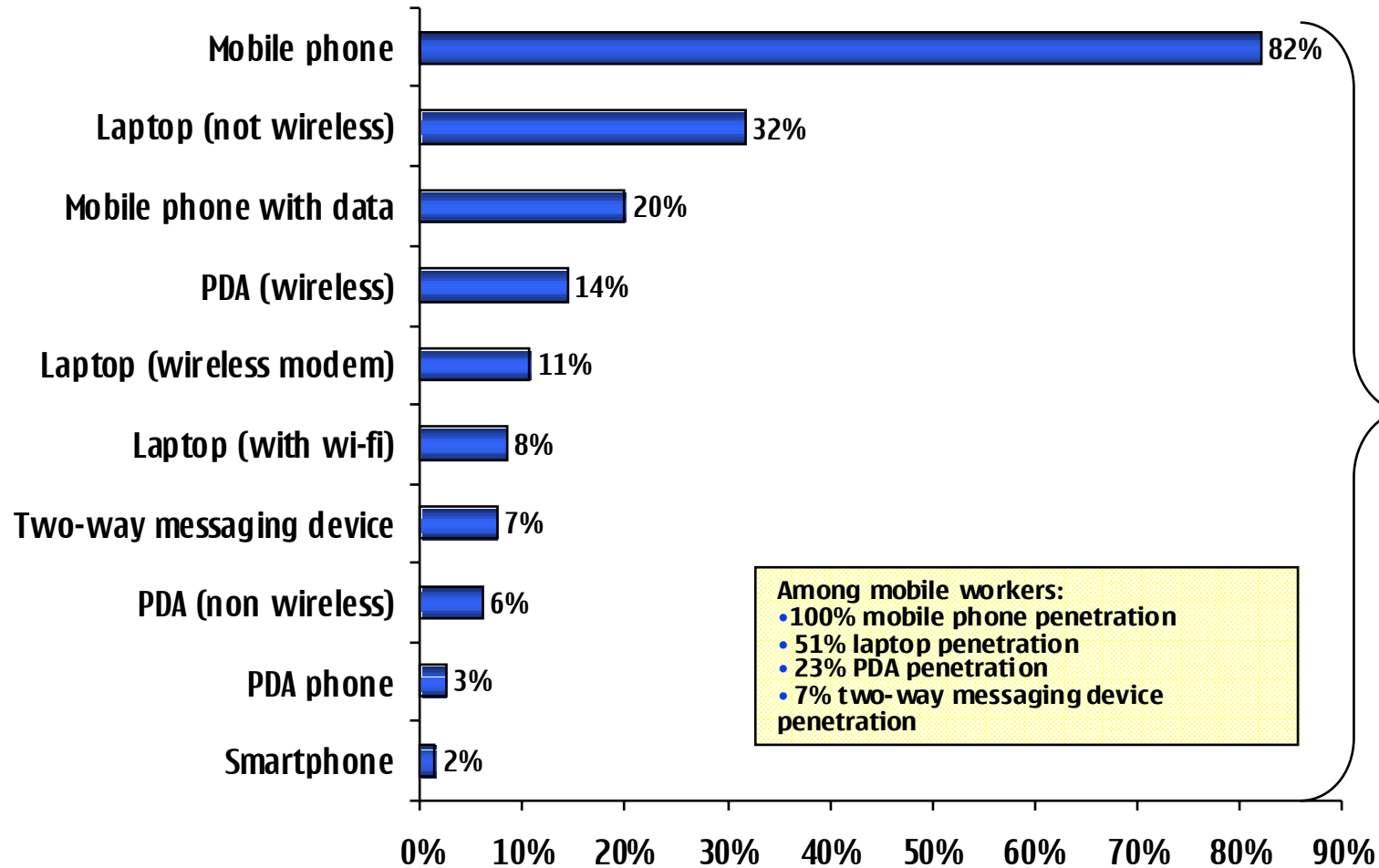


NOKIA

Q. To date, which of the following means has your company used to measure the performance of its mobile investments?



Enterprise Devices Currently Used



ES Mobile connectivity gateways are able to address the enterprise mobility needs for virtually all device types and more importantly drive demand for business optimized Nokia terminals

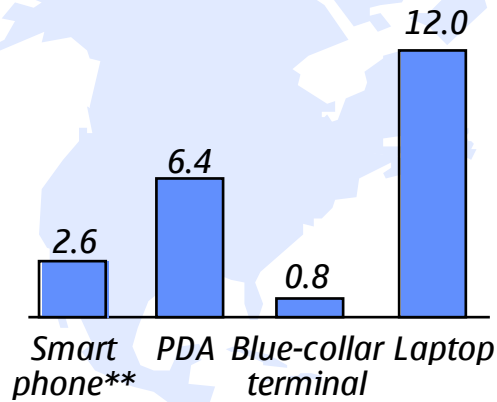


NOKIA

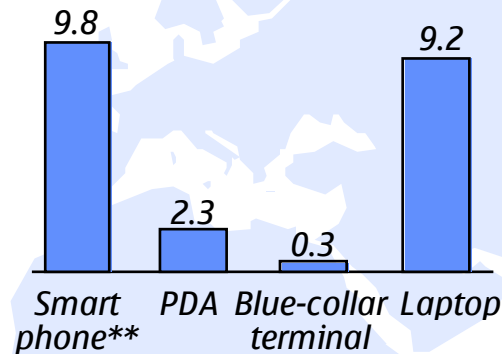
What do we know about Enterprise Mobility ?



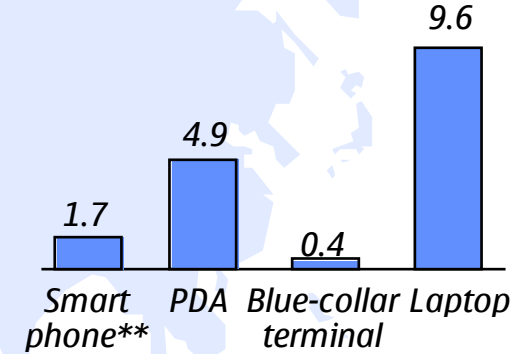
US shipments* 2003 (billions)



European shipments* 2003 (billions)



Asia Pacific shipments* 2003 (billions)



- *Smart phone sales - Europe centric*
- *PDA's and blue-collar terminals strong in the US*

* Including both consumer and enterprise sales

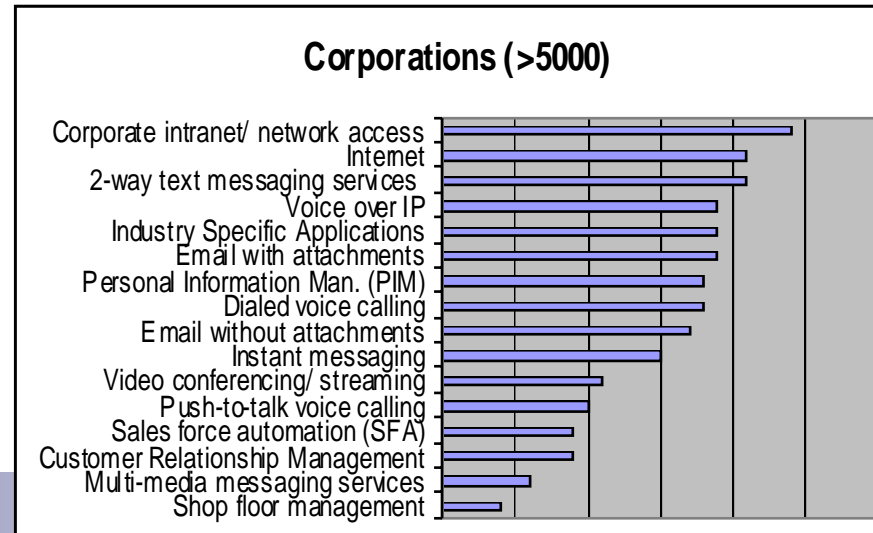
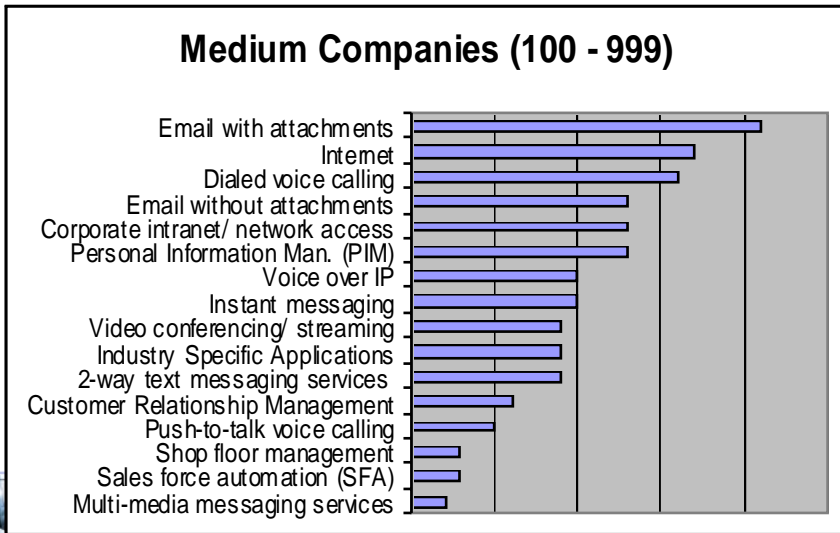
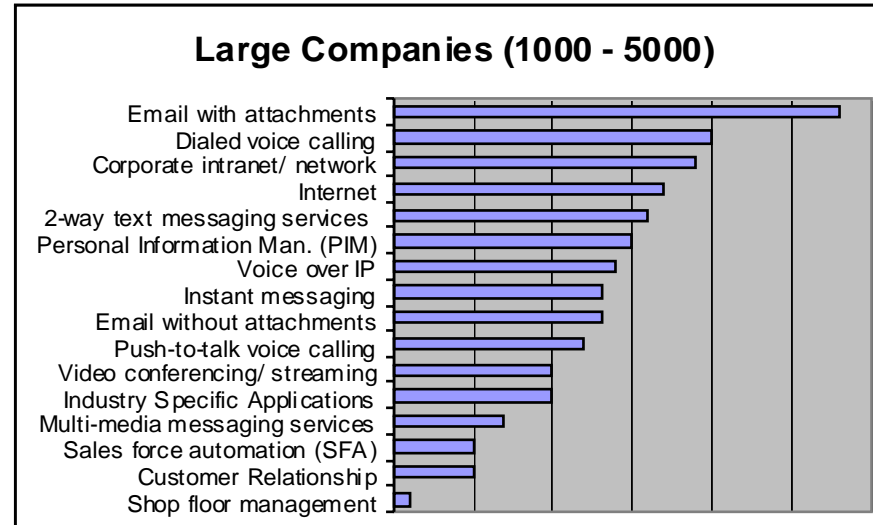
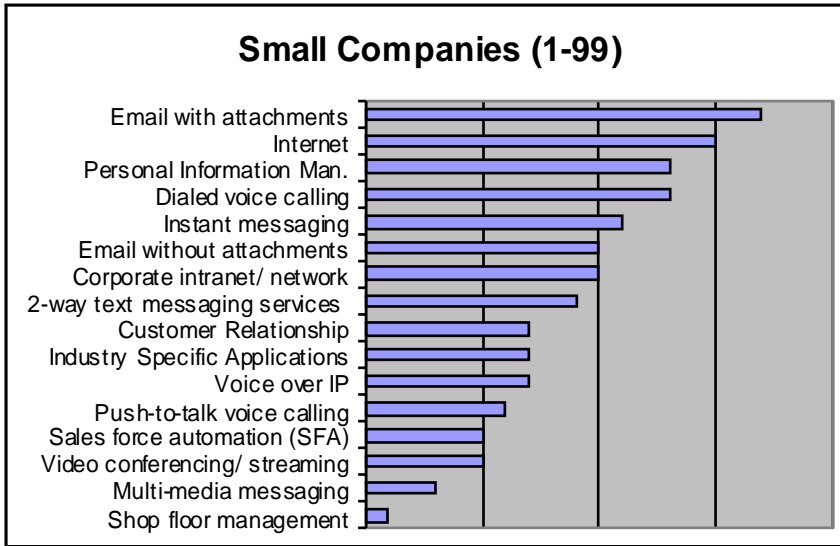
** Converged hand helds

Source: IDC 2003



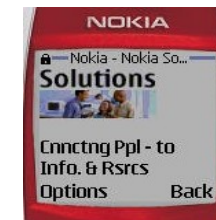
NOKIA

Q: Which of the following types of wireless voice and data initiatives are being actively considered at this time for implementation during the next 18 months?



NES: What is our business ?

- *Enterprise Solutions will offer agnostic products*
 - *Nokia devices which interoperate with industry leading IT systems*
 - *Nokia gateways which interoperate with leading IT industry terminals*
- *Enterprise Solutions will offer complimentary solutions*
 - *Nokia will enable 'end to end' solutions based on integrated Nokia terminals, connectivity and mobilization gateways*



NOKIA

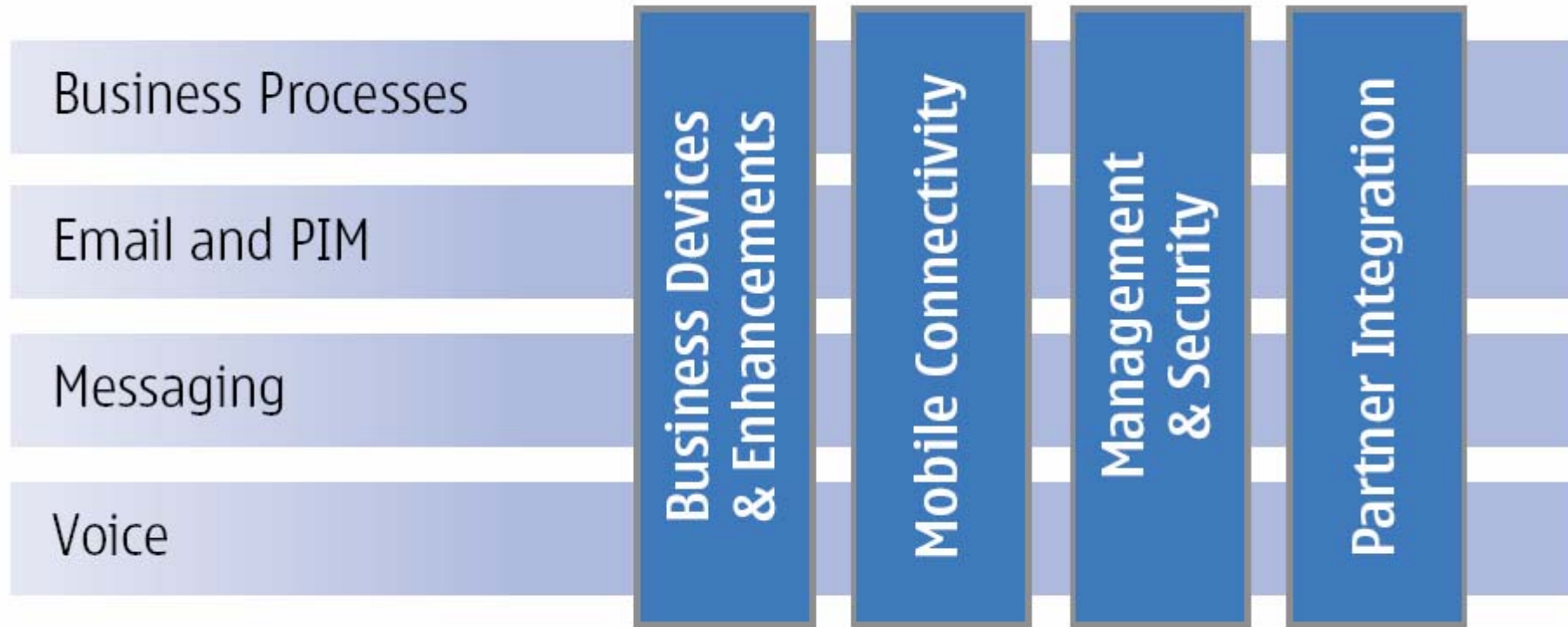
Nokia Business Devices

- *Progressive range of business optimized products*
- *Businesses can easily match the needs of their mobile workers with the best possible Nokia mobile device*
- *Range of products for range of needs*



NOKIA

Nokia Enterprise Mobility Solutions



Any Browser-Enabled Small Screen Device?



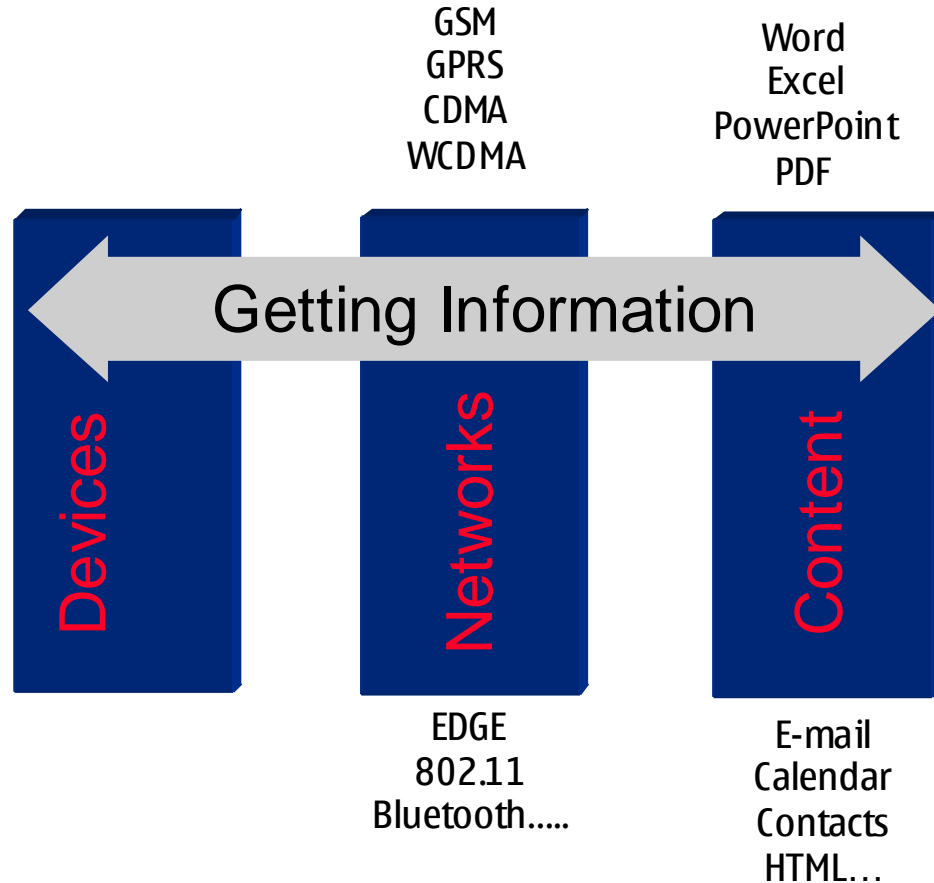
Mobile phones



Entertainment and media

PDA's

Lightweight, inexpensive browser-only terminals



Enterprise Mobility Systems Product Range

Network Integrity

- *Firewall/VPN*
- *Intrusion Detection*

Secure Mobile Connectivity

- *Nokia Secure Access System*
- *Mobile VPN*
- *Wireless Accelerator*

Mobile Content Access

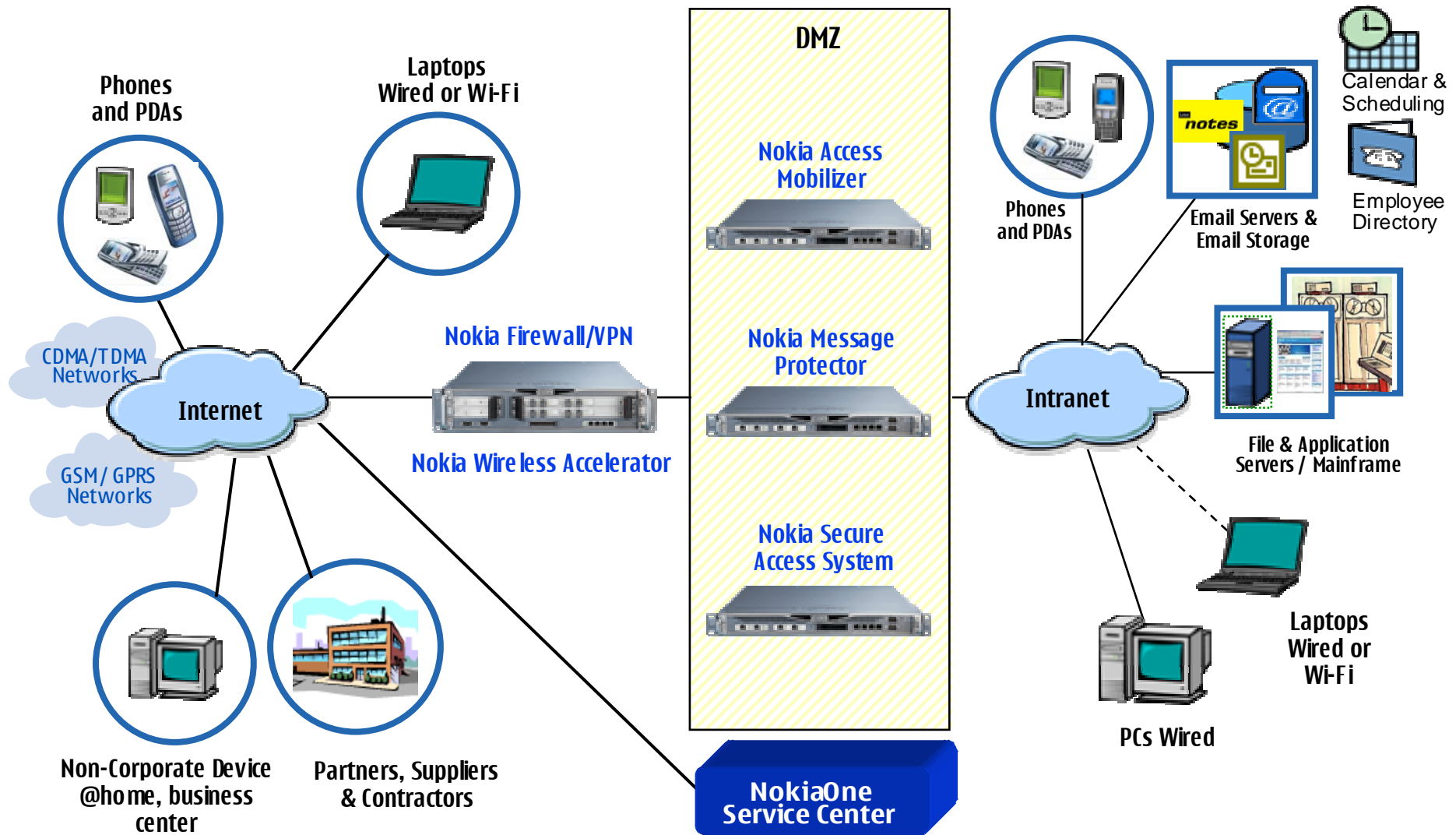
- *Nokia Access Mobilizer*
- *Nokia One*
- *Message Protector*

Appliances & Management

- *IP platforms*
- *IPSO operating system*
- *Horizon Manager*



Nokia Enterprise Mobility Solutions



Summary

Nokia Enterprise Solutions will:

- *build on our enterprise competency*
- *enable enterprises to mobilize their business to fuel growth*
- *market a unique highly credible perspective on mobility*
- *offer agnostic terminal and secure gateway products which will interoperate with industry leading IT infrastructure*
- *enable secure 'end to end' mobility solutions*
- *target the most attractive enterprise customer segments through existing and emerging channels*
- *meet both the business needs (ROI) of our customers and win the hearts and minds of enterprise mobile users*



Mobilize the Enterprise !



NOKIA