



Welcome to Nokia Siemens Networks

Company and portfolio overview

4th Nokia week & 7th FRUCT Conference

April 28, 2010

Saint-Petersburg

Nokia Siemens
Networks



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Key facts

- Joint venture of Nokia (FI), Siemens (GER)
- Started operations April 1, 2007
- 64,000 employees in 150 countries
- #2 global telecom infra company
- €12.5bn net sales in 2009
- 600+ customers; 75 of top 100 operators



Market leading products and solutions

- Growing faster than competition in Services
- Number 2 in Managed Services
- Joint Number 1 in Network Implementation
- Global Service Delivery

Number 1 in

- Mobile broadband
- Next-generation voice
- Leading GSM vendor
- 260+ references for mobile soft-switching
- 100+ references for fixed NGN



Number 1 in

- Customer data management solutions
 - Prepaid solutions
- 2,400 network management systems for 670 customers

Strong deal and market momentum

Mobile broadband

- Beijing Mobile 3G radio and core network supporting future migration to TD-LTE
- Free Mobile (Iliad Group) radio, core and applications for the 3G mobile network
- TeliaSonera LTE
- Telefonica Spain 3G upgrade to HSPA+
- Swisscom and SFR core mobile network technology

Optical

- 5 contracts for 40 Gbps optical solution in NAM

Services

- NII Holdings multi-vendor managed services in Latin America
- Bharti Airtel network expansion and Aircel GSM roll out and managed services

Business Solutions

- Tunisiana and Vodacom Tanzania flexible and convergent payment services
- Smart Communications in the Philippines for unified charging and billing solution

NSN now has more LTE references – ten – than any other vendor, including four in 2010

600+ Communications Service Provider customers in over 150 countries



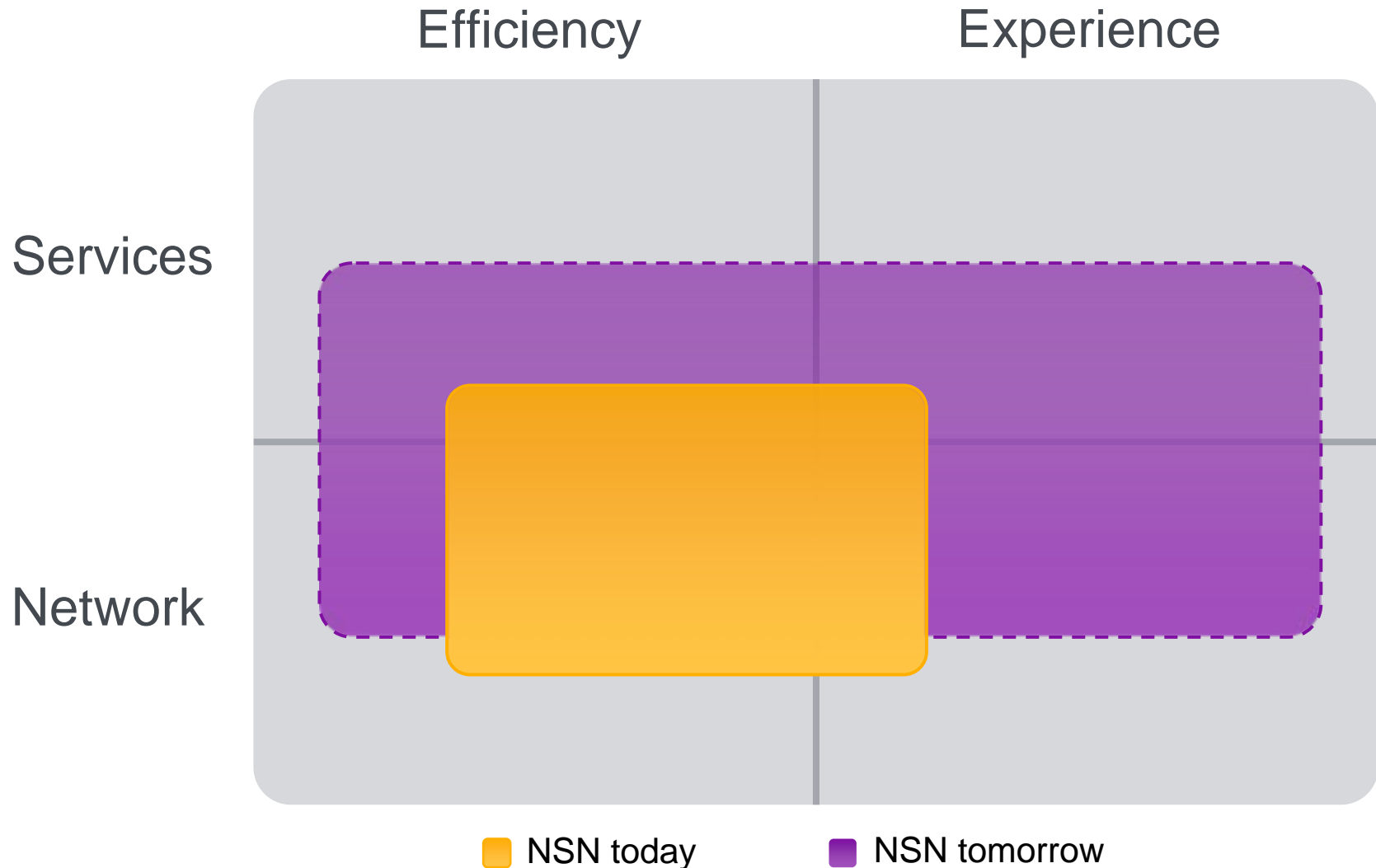
CSP customers:	> 600
Supplier to top-100 CSPs:	~ 75
Connections served:	> 2bn
Countries:	> 150
Service professionals:	> 28,000



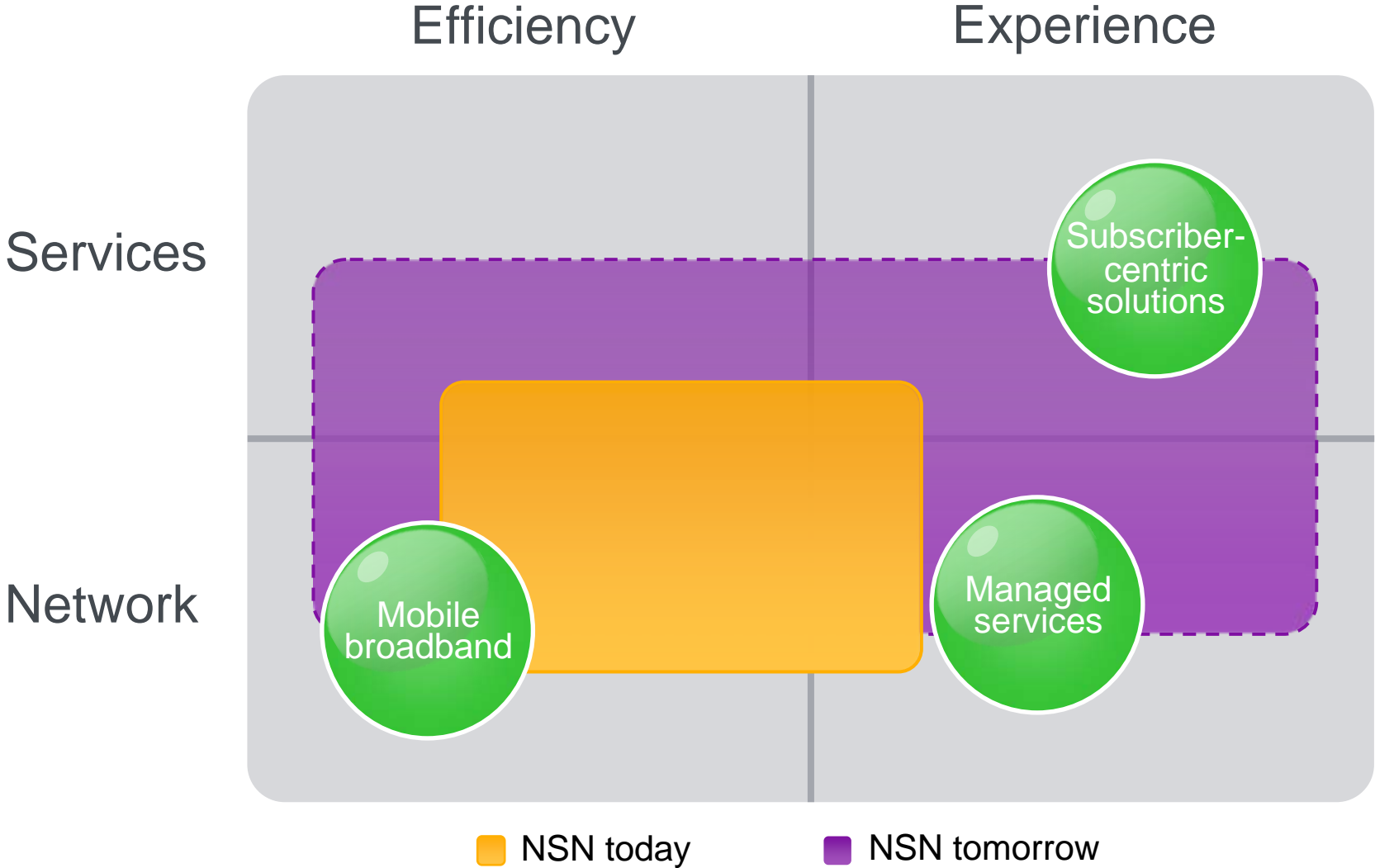
Our mission

We help
Communications Service Providers
build **more valuable customer
relationships.**

We help CSPs build customer value through efficiency and experience



Driving for growth: Building on our strengths



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Financial performance Q1 2010

A steady, profitable start to 2010

- Operating profit in seasonally weakest quarter
- Sales within forecast guidance; year-on-year decline slows
- Cost discipline and product cost reductions lift profitability
- Strong sales mix delivers healthy gross margin

EUR million	Q2/08	Q3/08	Q4/08	Q1/09	Q2/09	Q3/09	Q4/09	Q1/10
Net sales	4071	3504	4340	2990	3199	2760	3625	2718
Operating profit	274	177	225	-122	2	-53	201	15
Operating margin	6.7%	5.1%	5.2%	-4.1%	0.1%	-1.9%	5.5%	0.6%

Table shows non-IFRS results from Q3/08 onwards when Nokia started reporting both IFRS and non-IFRS results. Non-IFRS results exclude special items for all periods.

Financial strength and stability

Support of two strong parents

“NSN’s strategy of driving for growth has already led to improved deal momentum in Q4.

We are encouraged by this progress, and we are confident that NSN has the right strategy and the right assets to be a long-term industry leader.”

Olli-Pekka Kallasvuo, CEO of Nokia and Chairman, Nokia Siemens Networks Board of Directors

January 28, 2010

- **During Q1, NSN’s parents showed their support with a €1bn debt-for-equity conversion – strengthening NSN’s financial position**

- Very limited external debt
- €2bn syndicated loan available
- Efficient OPEX structure
- Low break-even point
- Major R&D spend: €2bn in '09

NOKIA
Connecting People

SIEMENS

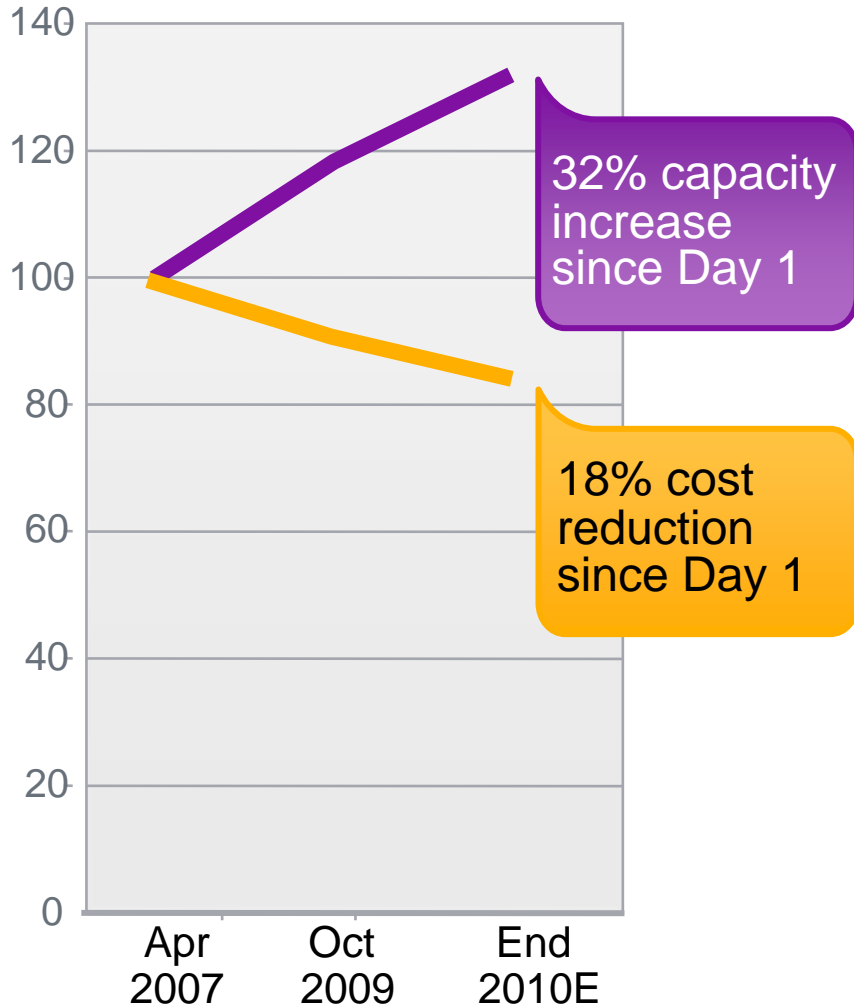
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R&D transformation: cutting cost, improving quality

R&D hours and cost in NSN Radio Access

Scale: Day 1 = 100



- R&D refocused on key areas
- Significant internal R&D ramp-up
- Focus on best skill / cost balance
- Reduction in collaborator input
- Resources shifted to focus products
- Proximity to key customers
- Highly competitive roadmap

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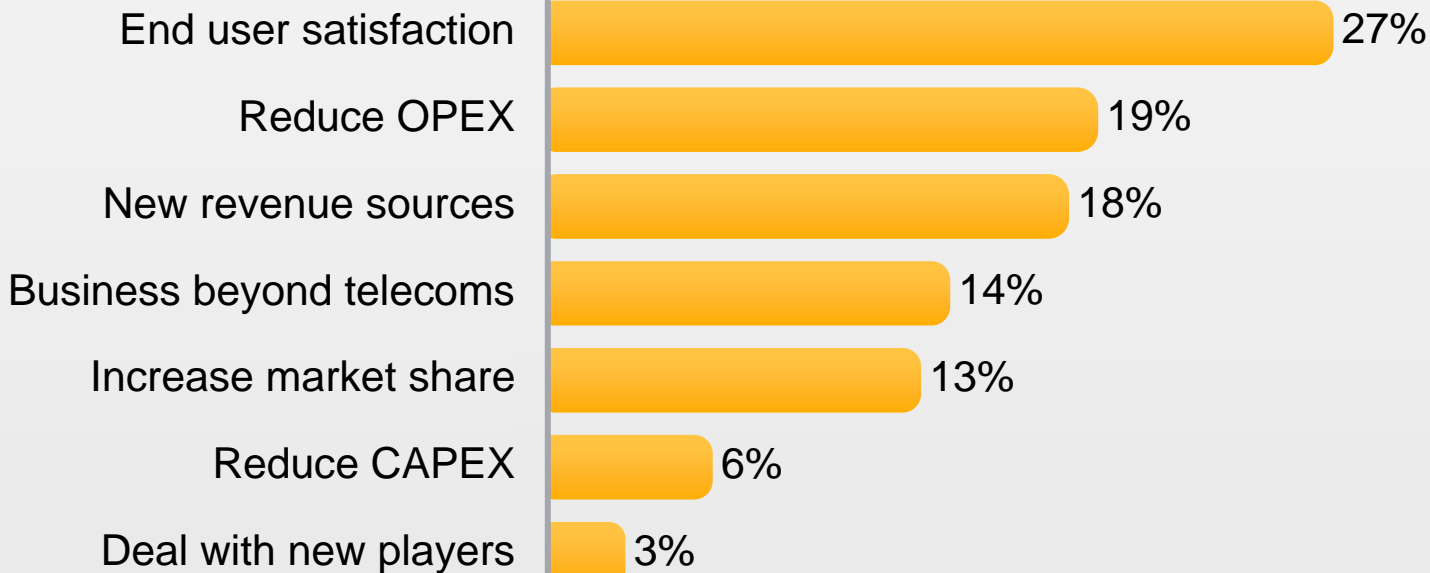
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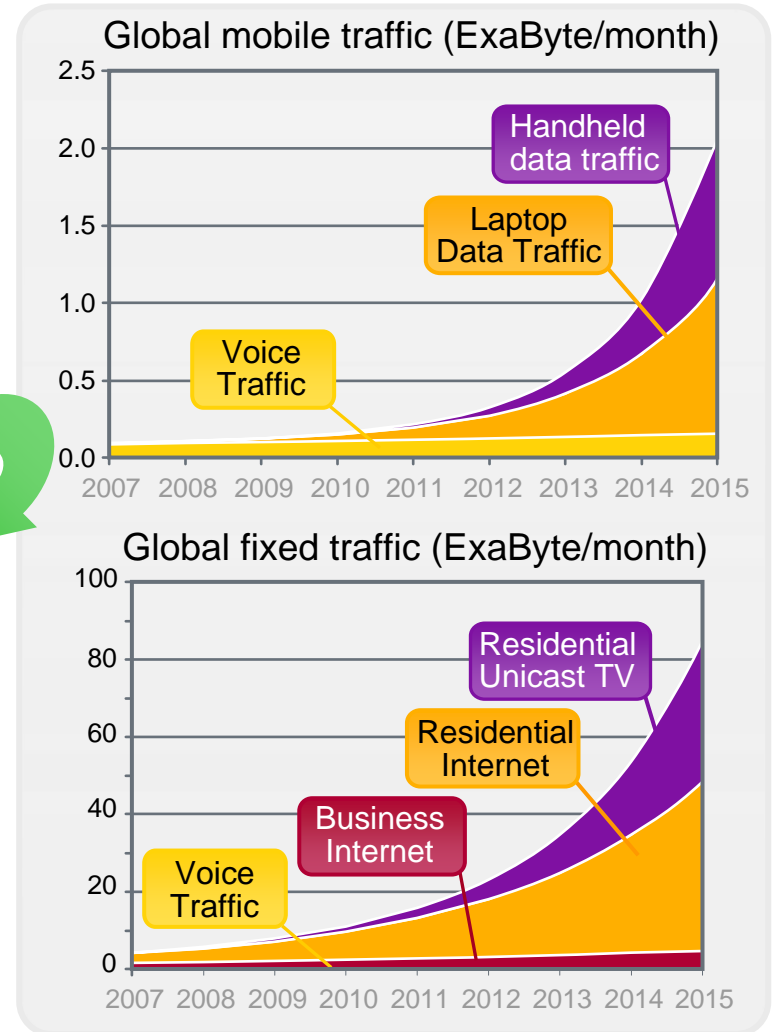
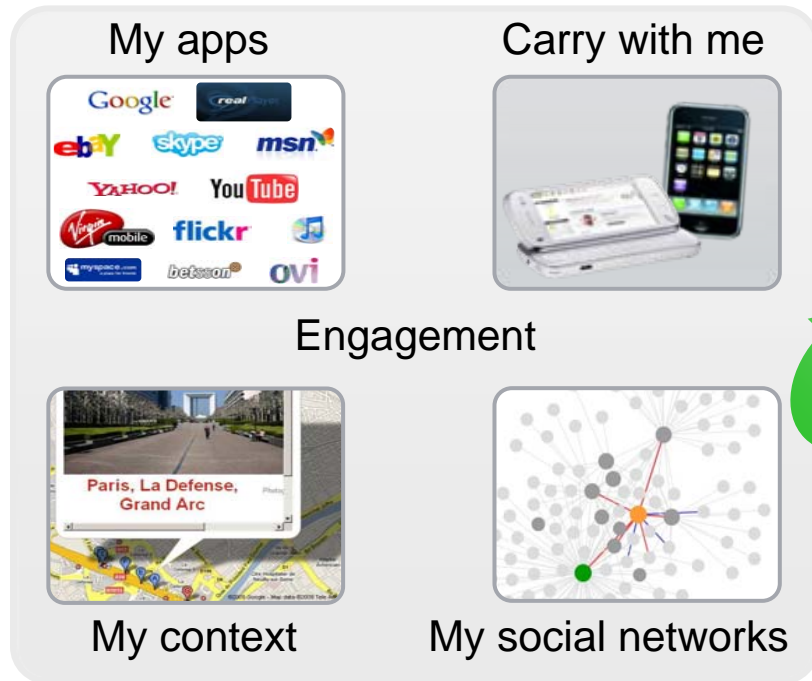
Our customers' top business goals in 2012

Priorities changing:

With challenges in top-line growth, optimised subscriber experience and OPEX reductions become key value drivers



Symbiotic impact – communications behaviour and the broadband explosion



End-user behavior is changing

From internet to “evernet”

"Free or fantastic" services

Simplicity & user experience

Digital life goes mainstream

Smart devices in the home

Privacy and security

Internet super brands

Home



Enterprise



Our vision: the Individual Communications Experience



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Network Systems: Individual communication experience provided by the most efficient networks

- Packet enabled backhaul for any access media
- Microwave, copper, optical

Mobile broadband

- WCDMA/HSPA
- LTE
- Innovative architecture
- Technology leadership

Mobile backhaul

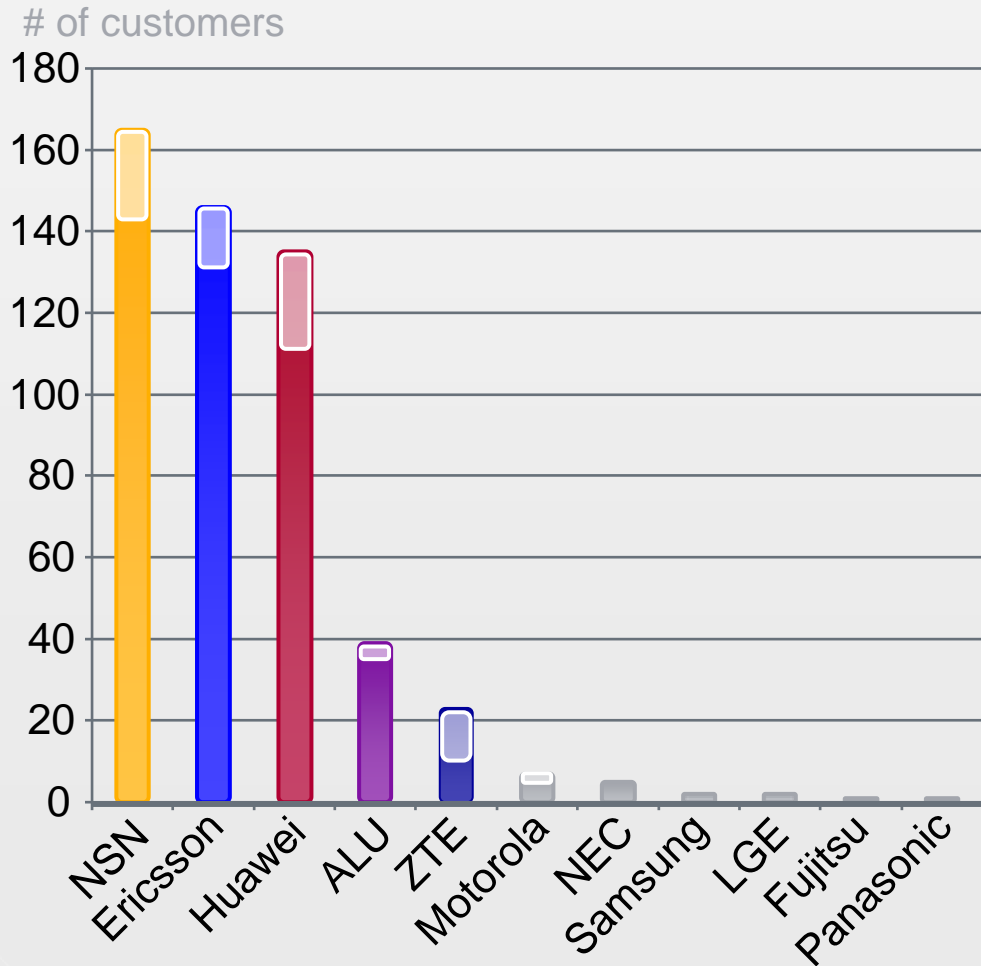
Helping CSPs to build more valuable customer relationships

IP transformation

- IP and Photonic control for resilient high bandwidth all-IP networks
- 40G optical

Unified E2E management and service efficiency

Number 1 in Mobile broadband



Undisputed LTE leadership

- First with LTE commercial HW: over 130k LTE-ready BTS for close to all of our 3G operators
- World's first LTE call and handovers on commercial software
- Selected by 8 operators for LTE radio deployment, including NTT DoCoMo
- LTE Centers of Competence in all lead markets globally
- LTE core network pioneer: packet core for DoCoMo, Zain and IMS for Verizon
- 172 active WCDMA/HSPA radio access customers

Leading the market with Single RAN LTE

World's 1st

2009 LTE call on commercial standards baseline, commercial HW and SW

2010 100 Mbps LTE call with LG device

+25 LTE trials with leading CSPs

Telefonica



...

End-to-end with leading device vendors



...

LTE Centers of Competence for LTE in all lead markets

10 operators selected our LTE

NTT docomo



TeliaSonera



(EPC core)

confidential

confidential

confidential

confidential

confidential



中国移动通信
CHINA MOBILE

World's first TD-LTE femtocell demonstration



LTE network



Barcelona | 15-18 February 2010

50+ RAN IP migration projects and 11 I-HSPA Flat IP customers

LTE ready Flexi Multiradio



shipped to over 140 customers

Nokia Siemens Networks



Continued leadership in GSM

- Leader in customer satisfaction
- 322 GSM customers in 136 countries serving over 2.1B subscribers
- 209 EDGE networks
- 129 AMR networks

2010 highlights

- 700 MUSD deal with Bharti Airtel
- 300 MUSD contract with Aircel
- 5 new customers

Our 2009 highlights

- Customer satisfaction in highest ever level
- We won 9 new customers
- We swapped 15 competitor networks
- 75% growth in modernization of our own installed base
- Record deliveries for Flexi TRX and BSS BSC
- We won 50% of launched new GSM networks

Our 2009 launches

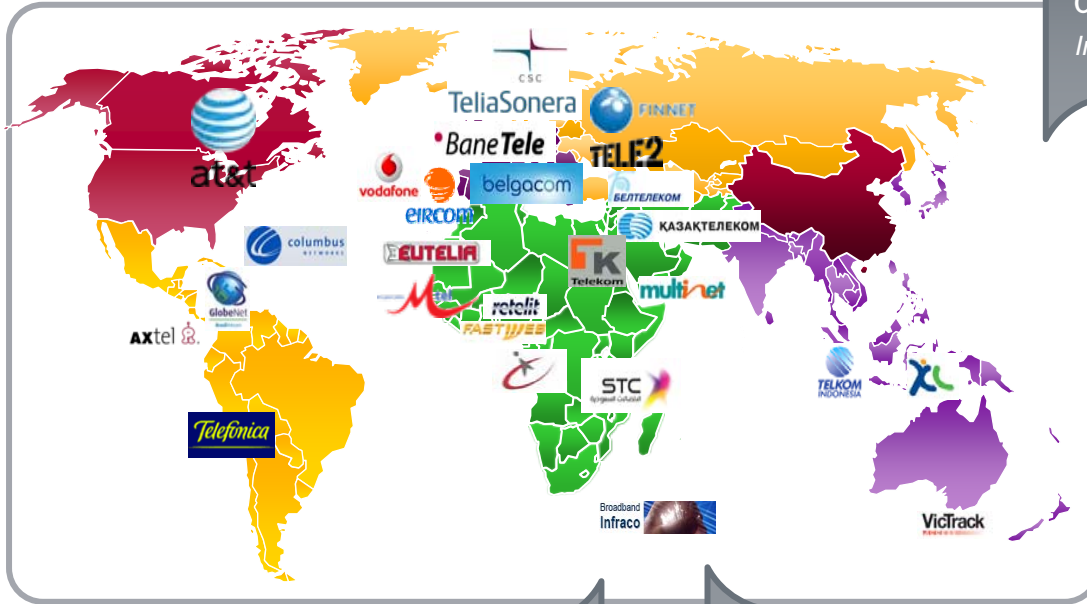
- First commercial double speed DLDC solution
- Unique OSC solution for double voice capacity and up to 50% reduction in CO2 emissions
- Village Connection Rel. 2
- Higher capacity, higher connectivity and low energy consumption Flexi BSC
- SON Suite for GSM

Our field proven DWDM platform is key to build optimized photonic IP networks

1 in long haul ROADM

This position is maintained quite constantly over time

Infonetics, 2009



“... extending robust WDM capabilities toward the edge of the metro network helps NSN fill out its overall optical value proposition, and puts the vendor in position to mine additional sales from operators that already rely on the hiT 7300 in their metro core/regional networks.”

Current Analysis, March, 2009

Leadership in 40G deployments and a good start on 100G R&D

Ovum, January 2009

“NSN is the acknowledged leader in 40G and has **earned a reputation** as one of the most vocal and active proponents of **100G development and commercialization.**”

Current Analysis, March, 2009

Customer experience and transformation: Business Solutions helps CSPs turn insight into action

- Leverage customer information
- Manage and improve customer experience
- Reduce churn

New **revenue**
streams &
business models

- Increase ARPU
- Develop and deliver a wider service portfolio efficiently and quickly
- Execute strategic moves in the changing market

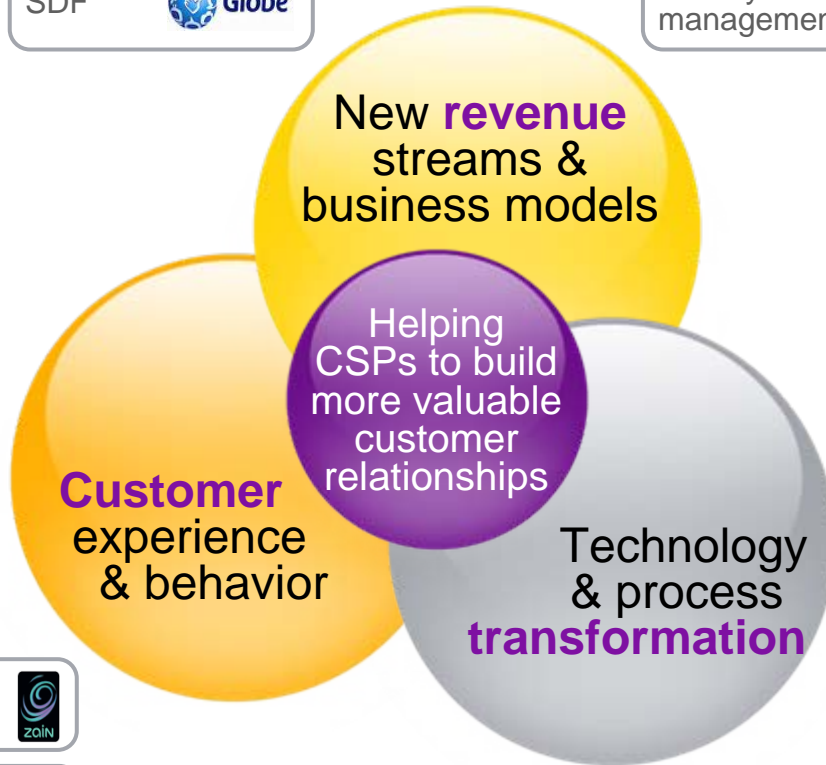
Helping
CSPs to build
more valuable
customer
relationships

Customer
experience
& behavior

Technology
& process
transformation

- Improve efficiency
- Manage network and service complexity
- Optimize business processes

Customer proven assets, capabilities and experience



Data consolidation

Device management

Customer care

Customer insights

Mobile Browsing

Prepaid

Unified charging

Real time charging

OSS transformation

Network assurance

Automation

VoIP

IMS

Security

Convergence

Fraud mgmt

Converged services



Real business success to date

600 CSP
customers

- over 120 real time
customer monitoring
and analysis cases

5 out of the top **10**
CSP groups buy our
business and process
consulting services

#2 in Service Delivery
Framework with **55+**
projects & MMSC with

80 installations
worldwide

90+ browsing and
WAP installations with
highest capacities over

17,000 requests per
second

#1 in new generation
Subscriber Data
Management with 1.2 bn
subscribers globally; a
leader in HLRs; **#1** in
device management

800 Systems
integration projects
globally
More than 200
security projects

#1 in Mobile TV: **37**
successful Unicast and
Streaming customers

80 operators launching
IPTV service since
2000

1200+ network
management CSP
installations

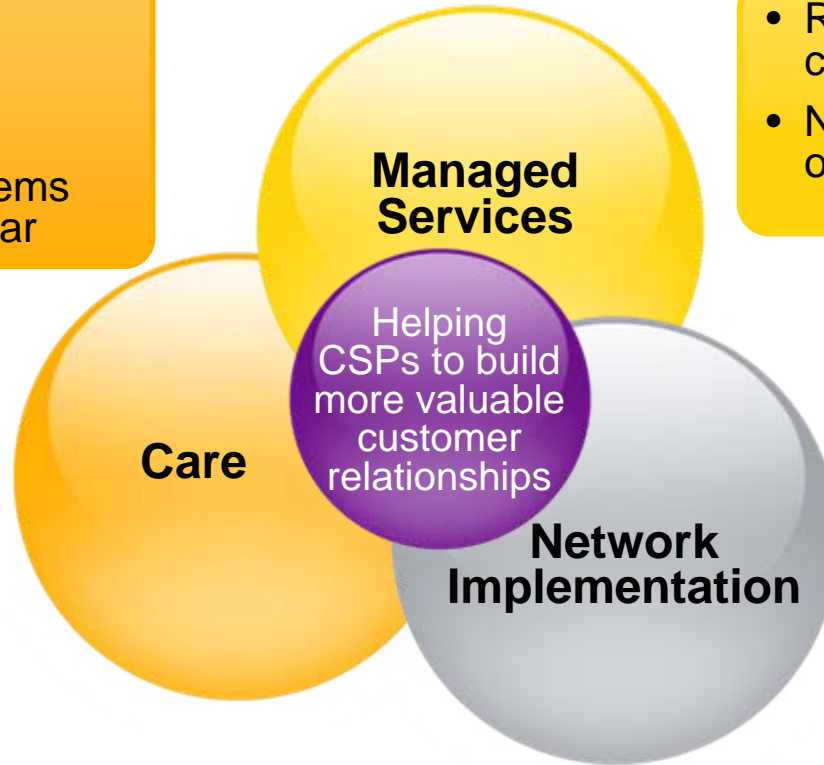
300+ charging CSP
customers globally
– mobile and fixed

#1 in fixed and mobile
NGN voice solutions,
connecting one-fourth
of the Earth's
population with our
voice solutions



Global Services – efficient operations

- Software and hardware maintenance
- Innovative care concepts
- Preventing problems before they appear



- Running and managing customer networks
- Network planning and optimization services

- Building the networks
- Innovative concepts
- Delivery excellence
- Minimized time to launch

Unique Global Service Delivery model

Strong track record in services business

Services support products

Services differentiate products

Services lead products

Services are the products

Product focused

Services focused

Network Implementation

- Over 1 million installed base stations
- 240 000 site activities per year – one site on air every 2 minutes
- 85 000 remote site activities annually

Care

- 350 mobile and 250 fixed customers in 135 countries
- Over 1 million remote connection hours/year
- 1 million hardware services transactions annually

Managed Services

- #2 vendor, fastest growing
- Running one of the largest networks in the world
- 310 million customers, 241 contracts
- Managing over 500 000 network elements, 50 % from other vendors
- 79 multi vendor networks managed

Key customer wins

North America

First ever telecom outsourcing project in North America, multi-vendor operations



Europe

Complete operations of fixed and mobile multi-vendor networks in Spain & UK



Shared network management



Pakistan

Off-grid site solutions running on solar power for Telenor Pakistan



India

Largest MS provider delivering complete operations for new & established CSPs



Latin America

Largest MS provider in Latin America with a 5 year €1,1 billion multi-vendor managed services contract with Oi, Brazil



5 year multi-vendor MS contract with NII Holding for 5 countries, 1000+ employees transfer



Africa

Biggest multi-vendor outsourcing case in the region; one of the first supplier swap Managed Services deals of its kind



Maroc Telecom's country-wide network with 13 million subscribers –Proactive care helped secure MMS and SMS revenues while ensuring connectivity and increasing efficiency



Global service delivery: right balance of customer proximity and global scale

High volume, standardized services

- Remote integration, TI management and quality audit
- Fault & Alarm monitoring
- Configuration change and performance report
- Contact centers

High complexity, shared delivery model

- Remote network planning & optimization
- Service optimization
- Preventive maintenance
- Software change management

Lisbon,
Portugal

Noida,
India

Chennai,
India

● Global Network Solutions Center (GNSC)

▲ Global Delivery Center (GDC)

● Project-based local network & systems integration centers

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Nokia Siemens Networks – an industry leader

- Continued momentum in Q1
- Financial strength & stability – strong parent company support
- Winning significant new business
- Commercial and technological leadership in LTE
- Fastest growing Professional Services business in industry