



# Nokia Corporation

## Company Profile

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## COMPANY OVERVIEW

Nokia is a manufacturer of mobile phones and multimedia systems for the mobile telecommunications and wireless network infrastructure industries. The company also provides equipment, solutions and services for its operator and enterprise customers. It is headquartered in Espoo, Finland and employs about 53,500 people.

The company recorded revenues of E29,267 million during the fiscal year ended December 2004, a decrease of 0.6% over 2003. The operating profit of the company during fiscal 2004 was E4330 million, a decrease of 13.6% over fiscal 2003. The net profit was E3207 million during fiscal year 2004, a decrease of 10.7% over 2003.

## KEY FACTS

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<b>Web Address</b>	<a href="http://www.nokia.com">http://www.nokia.com</a>
<b>Revenues/turnover (€ Mn)</b>	29267
<b>Financial Year End</b>	December
<b>Employees</b>	53511
<b>SIC Codes</b>	SIC 3651 Household Audio and Video Equipment SIC 3661 Telephone and Telegraph Apparatus SIC 3663 Radio and Television Broadcasting and Communicatio SIC 3669 Communications Equipment, NEC
<b>NAICS Codes</b>	33431, 33421, 334418, 33422, 33429
<b>New York Ticker</b>	NOK
<b>Helsinki Ticker</b>	NOK

## **BUSINESS DESCRIPTION**

The roots of Nokia go back to the year 1865 with the establishment of a forest industry enterprise in Southwestern Finland by mining engineer Fredrik Idestam. The year 1898 witnessed the foundation of Finnish Rubber Works, and in 1912 Finnish Cable Works began operations. Nokia Corporation was formed in 1967 by the merger of Nokia Company, the original paper-making business, with the Finnish Rubber Works and Finnish Cable Works.

The company established its reputation as a major telecommunications company in 1960's. It developed a radio telephone in 1963 followed, in 1965, by data modems - long before such items were even heard of by the general public. The rapid expansion of Nokia's operations continued during the 1980s. Flotation's on the major stock markets - London (1987), Frankfurt (1988) and New York (1994) - accompanied this expansion. In 1991, Nokia made the first GSM call in Finland with a Nokia phone on a Nokia-equipped network.

In line with the company's continued development, in 1994, Nokia mobile phones launched mobile phones for all major digital systems: GSM, GSM 1800 (PCN), TDMA and Japan Digital. The company started on a major acquisition spree in 1990's. It acquired Ipsilon Networks (1997), Matra Nortel Communications (1998); User Interface Design (1998); NE-Products (1998); Vienna Systems Corporation (1998); Diamond Lane Communications (1999); InTalk Corporation (1999); and research and development units from TeamWARE Group (1999). It also acquired Aircom International, Rooftop Communications Corporation, Telekol Group, and security software business from TeamWARE Group in 1999.

Growth continued in 2000, with the acquisition of DiscoveryCom, Network Alchemy, NGI Industrial, and Ramp Networks. During 2001, Nokia completed two acquisitions designed to enhance its portfolio of businesses. It completed the acquisition of F5 Networks, a provider of Internet Traffic and Content Management (iTCM) products. It also acquired Amber Networks, a US-based networking infrastructure company that developed fault-tolerant routing platforms.

In 2002, Nokia acquired a stake in Redback Networks, a US based provider of subscriber management and optical platforms that enable carriers and service providers to construct next generation broadband networks. In the early part of 2003, the company unveiled the world's first TDMA handset with a full-color display. It also announced that it had reached an agreement with IBM to collaborate on the delivery of enterprise wireless eBusiness solutions. In October of the same year, Nokia filed an

application to de-list Nokia shares from the London Stock Exchange. The company acquired Eizel Technologies, a privately held software company; Sega.com; and Tahoe Networks in 2003. In February 2004 Nokia took control of Symbian, the mobile phone software firm.

During May 2005, Nokia concluded an agreement for the supply of a complete W-CDMA 3G (3G protocols support much higher data rates, measured in Mbps, intended for applications other than voice) core network to Vodafone Hungary. As part of the deal, Nokia provided its 3GPP Release 4 based MSC Server System, including the Nokia MSC Server and Nokia Multimedia Gateway, and Nokia packet core network equipment for 3G, giving Vodafone Hungary the capability to launch 3G multimedia services.

Nokia and Intel, in June 2005, announced a cooperation to accelerate the development, adoption and deployment of WiMAX technology (wireless technology that provides high throughput broadband connections over long distances), helping to bring new capabilities and data services to mobile users over high-speed broadband networks. In August 2005, Nokia announced that it plans to open a Global Networks Operation Center in India by the end of the 2005.

In September 2005, the acquisition of Nokia's Professional Mobile Radio (PMR) activities by EADS was finalized. In the same month, Nokia announced that it had chosen Taiwan to set up its first Mobile Services Development Center due to Taiwan's strong innovation and developing capability.

## HISTORY

Fredrik Idestam founded Nokia in 1865. Initially the company operated in the paper and rubber market, and only began to grow rapidly in the 1960s, when it attempted to become a regional conglomerate and entered the growing electronics market. The modern Nokia Corporation was established in 1967, when Nokia merged with Finnish Rubber Works and Finnish Cable Works.

Nokia established its reputation as a major telecommunications company in 1969, when it became the first company to introduce pulse code modulation (PCM) transmission equipment that conformed to CCITT (Consultative Committee on International Telegraphy and Telephony) standards. Transmission systems based on PCM were the newest innovation in telecommunications at the time and substantially increased the capacity of telephone cables.

In the early 1970s, Nokia began developing the switch that became known as the Nokia DX 200. Equipped with high-level computer language and Intel microprocessors, the DX 200 was the basis of Nokia's network infrastructure. The rapid expansion of Nokia's operations continued during the 1980s. flotations on the major stock markets - London (1987), Frankfurt (1988) and New York (1994) - accompanied this expansion.

In 1991, Nokia made the first GSM call in Finland with a Nokia phone on a Nokia-equipped network. The company made agreements to supply GSM networks to nine other European countries. By August 1997, Nokia had supplied GSM systems to 59 operators in 31 countries.

In line with the company's continued development, in 1994, Nokia mobile phones launched mobile phones for all major digital systems: GSM, GSM 1800 (PCN), TDMA and Japan Digital. In 1997, the company completed this list with the addition of CDMA and GSM 1900 mobile phones. In 1999, Nokia launched the first WAP handset to the global mass market with the Nokia 7110.

Growth continued in August 2000, with the acquisition of DiscoveryCom, a provider of broadband digital subscriber line (DSL) services. The purchase strengthened loop management and related competencies within Nokia's portfolio of DSL solutions and services.

During 2001, Nokia completed two acquisitions designed to enhance its portfolio of businesses. In January, Nokia completed the acquisition of Ramp Networks, a US-

based provider of purpose-built Internet security appliances specifically designed for small office applications. In August, Nokia acquired Amber Networks, a US-based networking infrastructure company that developed fault-tolerant routing platforms.

Nokia entered into several new joint initiatives during 2001. In November, Nokia announced its commitment to the Open Mobile Architecture initiative together with 18 companies, laying a foundation for the smooth transition to a global multimedia services market. Furthermore, Nokia and Sony announced collaboration in developing an open middleware platform. In December, Nokia joined the Service Availability Forum as a founding member.

In May 2002, Nokia acquired a stake in Redback Networks, a US based provider of subscriber management and optical platforms that enable carriers and service providers to construct next generation broadband networks.

In the early part of 2003, Nokia unveiled the world's first TDMA handset with a full-color display. The company also announced that it had reached an agreement with IBM to collaborate on the delivery of enterprise wireless eBusiness solutions. In October of the same year, Nokia filed an application to de-list Nokia shares from the London Stock Exchange. After the de-listing in London, Nokia shares were traded on the Helsinki Stock Exchange, the Frankfurt and Paris Stock Exchanges within the euro zone, the New York Stock Exchange, and the Stockholm Stock Exchange.

In March 2004 it was announced that Nokia had taken control of Symbian. Nokia increased its shareholding in the venture after paying Psion around £130 million for its stake. Following the acquisition of Psion's stake in Symbian, Nokia's shareholding in the venture stood at 63%.

Vodafone awarded Nokia a contract to be the supplier of WCDMA 3G network infrastructure to Vodafone Australia and Vodafone New Zealand in May 2004. Under the agreement, Nokia will provide complete 3G core and radio networks, as well as offer full managed services for network operations.

In June 2004 Nokia upgraded its representative office in Almaty to a full commercial office to better serve the growing mobile telecommunications market in Kazakhstan and the surrounding region. The number of Nokia staff working in Almaty will roughly double in the near future. This was Nokia's first office in Central Asia, underlining the importance of Kazakhstan as the key market in the region.

Nokia and Hutchison India concluded a new agreement in June 2004 on the supply of Nokia's mobile switching and GSM radio network to meet the growing demand in India



for high-quality mobile phone services. Nokia will now supply GSM equipment to nine of Hutchison India's 13 "circles", making it the largest network vendor for the Indian operator.

The French financial supervision authority, AMF, approved the delisting of Nokia shares from the Paris Stock Exchange in July 2004.

August 2004 saw mobile operator Ethiopian Telecommunications Corporation (ETC) select Nokia to supply and deploy GSM network equipment, including the Nokia Connect GSM solution for optimized network coverage, in a deal valued at 40 million euros.

During the same month, Taiwan Cellular selected Nokia to complete the next phase of its WCDMA 3G network roll-out under an agreement for the sole supply of full range of core and radio network equipment.

Nokia announced in April 2005 that EADS would acquire the Professional Mobile Radio (PMR) business of Nokia by the end of 2005.

In May 2005, Nokia concluded an agreement for the supply of a complete WCDMA 3G core network to Vodafone Hungary. As part of the deal, Nokia provided its 3GPP Release 4 based MSC Server System, including the Nokia MSC Server and Nokia Multimedia Gateway, and Nokia packet core network equipment for 3G, giving Vodafone Hungary the capability to launch 3G multimedia services.

## KEY EMPLOYEES

Name	Job Title	Board	Compensation
Jorma Ollila	Chairman of the Board, Chief Executive Officer	Executive Board	\$3,411,459
Pekka Ala-Pietila	President and Head of Customer and Market Operations	Executive Board	\$1,196,509
Richard A. Simonson	Chief Financial Officer, Senior Vice President	Executive Board	
Paul J. Collins	Vice Chairman of the Board	Non Executive Board	
Georg Ehrnrooth	Director	Non Executive Board	
Daniel R. Hess	Director	Non Executive Board	
Bengt Holmstrom	Director	Non Executive Board	
Per Karlsson	Director	Non Executive Board	
Edouard Michelin	Director	Non Executive Board	
Dame Marjorie Scardino	Director	Non Executive Board	
Vesa Vainio	Director	Non Executive Board	
Arne Wessberg	Director	Non Executive Board	
Robert Andersson	Executive Vice President-Customer And Market Operations	Senior Management	
Simon Beresford-Wylie	Executive Vice President and General Manager of Networks	Senior Management	
Olli-Pekka Kallasvuoto	Executive Vice President and General Manager of Mobile Phones	Senior Management	\$1,038,150
Pertti Korhonen	Senior Vice President, Chief Technology Officer	Senior Management	
Mary T. McDowell	Senior Vice President and General Manager of Enterprise Solution	Senior Management	
Hallstein Moerk	Senior Vice President of Human Resources	Senior Management	
Yrjo Neuvo	Senior Vice President, Technology Advisor	Senior Management	
Tero Ojanperä	Senior Vice President, Chief Strategy Officer	Senior Management	
Veli Sundback	Senior Vice President, Corporate Relations and Responsibility	Senior Management	

Anssi Vanjoki	Executive Vice President and General Manager of Multimedia	Senior Management	
Kai Oistamo	Executive Vice President and General Manager	Senior Management	

## KEY EMPLOYEE BIOGRAPHIES

### Jorma Ollila

Board: Executive Board

Job Title: Chairman of the Board, Chief Executive Officer

Since: 1986

Salary: \$3,411,459

Total Annual Compensation: \$3,411,459

Mr Ollila served as the company's president, chief executive office and chairman of the group executive board from 1992 to 1999. From 1990 to 1992 he was the president of Nokia Mobile Phones, and from 1986 to 1989 he worked as a senior vice president, finance. Mr Ollila, from 1978 to 1985 worked in various managerial positions at Citibank within corporate banking.

### Pekka Ala-Pietila

Board: Executive Board

Job Title: President and Head of Customer and Market Operations

Since: 1992

Age: 46

Salary: \$1,196,509

Total Annual Compensation: \$1,196,509

Mr Pietila is president of Nokia and head of customer and market operations. He has served as the company's president and head of Nokia Ventures Organization from 1999 to 2003; executive vice president and deputy to the chief executive office of Nokia and president of Nokia communications products from 1998 to 1999; president of Nokia mobile phones (1992-1998); vice president, product marketing of Nokia mobile phones (1991-1992); and vice president, strategic planning of Nokia mobile phones (1990-1991).

### Richard A. Simonson

Board: Executive Board

Job Title: Chief Financial Officer, Senior Vice President

Since: 2004

Age: 45

Mr Simonson is the executive vice president and chief financial officer of Nokia. Prior to this, he worked as vice president and head of customer finance of Nokia from 2001 to 2003; managing director of telecom and media group of Barclays in 2001; and head of global project finance and other various positions at Bank of America Securities from 1985 to 2001.

**Paul J. Collins**

Board: Non Executive Board

Job Title: Vice Chairman of the Board

Since: 2000

Age: 67

Mr Collins has been vice chairman of Nokia since 2000. He has also served as the vice chairman of Citigroup from 1998 to 2000; vice chairman and member of the board of directors of Citicorp and Citibank from 1988 to 2000. He has held various executive positions at Citibank within investment management, investment banking, corporate planning as well as finance and administration from 1961 to 1988.

**Georg Ehrnrooth**

Board: Non Executive Board

Job Title: Director

Since: 2000

Age: 63

Mr. Ehrnrooth is a Board member since 2000. Master of Science (Eng.) (Helsinki University of Technology). President and CEO of Metra Corporation 1991-2000, President and CEO of Lohja Corporation 1979-1991. Holder of various executive positions at Wärtsilä Corporation within production and management 1965-1979. Chairman of the Board of Directors of Assa Abloy AB (publ) and Varma-Sampo Mutual Pension Insurance Company, Vice Chairman of the Board of Directors of Rautaruukki Corporation, member of the Board of Directors of Oy Karl Fazer Ab, Sandvik AB (publ) and Sampo plc. Chairman of The Center for Finnish Business and Policy Studies (EVA).

**Bengt Holmstrom**

Board: Non Executive Board

Job Title: Director

Since: 1999

Age: 54

Dr. Holmstrom is a Paul A. Samuelson Professor of Economics at MIT, joint appointment at the MIT Sloan School of Management. Board member since 1999. Bachelor of Science (Helsinki University), Master of Science (Stanford University), Doctor of Philosophy (Stanford University). Edwin J. Beinecke Professor of Management Studies at Yale University 1985-1994. Member of the Board of Directors of Kuusakoski Oy. Member of the American Academy of Arts and Sciences and Foreign Member of The Royal Swedish Academy of Sciences.

### **Per Karlsson**

Board: Non Executive Board

Job Title: Director

Since: 2002

Age: 48

Mr. Karlsson is an Independent Corporate Advisor. Board member since 2002. Degree in Economics and Business Administration (Stockholm School of Economics). Executive Director, with mergers and acquisitions advisory responsibilities, at Enskilda M&A, Enskilda Securities (London) 1986-1992. Corporate strategy consultant at the Boston Consulting Group (London) 1979-1986. Board member of IKANO Holdings S.A.

### **Dame Marjorie Scardino**

Board: Non Executive Board

Job Title: Director

Since: 2001

Age: 56

Dame Marjorie is Chief Executive and member of the Board of Directors of Pearson plc. Board member since 2001. BA (Baylor), JD (University of San Francisco). Chief Executive of The Economist Group 1993-1997, President of the North American Operations of The Economist Group 1985-1993. Lawyer 1976-1985 and publisher of the Georgia Gazette newspaper 1978-1985.

### **Vesa Vainio**

Board: Non Executive Board

Job Title: Director

Since: 1993

Age: 61

Mr. Vainio is a Board member since 1993. LL.M. (University of Helsinki). Chairman 1998-1999 and 2000-2002 and Vice Chairman 1999-2000 of the Board of Directors of Nordea AB (publ). Chairman of the Executive Board and CEO of Merita Bank Ltd and CEO of Merita Ltd 1992-1997. President of Kymmene Corporation 1991-1992. Holder of various other executive positions in Finnish industry 1972-1991. Chairman of the Board of Directors of UPM-Kymmene Corporation.

### **Arne Wessberg**

Board: Non Executive Board

Job Title: Director

Since: 2001

Age: 60

Mr. Wessberg is Chairman of the Board of Directors and Chief Executive Officer of Yleisradio Oy (Finnish Broadcasting Company). Board member since 2001. Studies in economics in the University of Tampere 1963-1966. Chairman of the Board of Eurosport Consortium 1998-2000, member 1989-1997. Member of the Board of Trustees of IIC 1996-1998 and 1993-1995. Holder of various positions at Yleisradio Oy (Finnish Broadcasting Company) in different executive roles 1979-1994 and as a reporter and editor 1971-1976. President of the European Broadcasting Union (EBU), member of the Board of Directors of the International Council of NATAS and member of the Trilateral Commission (Europe).

### **Robert Andersson**

Board: Senior Management

Job Title: Executive Vice President-Customer And Market Operations

Mr Andersson joined Nokia in 1985, and has held a number of managerial positions since then. In 1998, he was appointed vice president of sales for Nokia mobile phones in the Europe and Africa region. At the end of 2001, he started as senior vice president of Nokia mobile phones in the Asia Pacific region. In April 2004, he was appointed senior vice president of customer and market operations in Europe, Middle East and Africa.

### **Simon Beresford-Wylie**

Board: Senior Management

Job Title: Executive Vice President and General Manager of Networks

Since: 1994

Age: 48

Mr Wylie is the executive vice president and general manager-networks of the company. He has also worked as the senior vice president of Nokia networks, Asia Pacific from (2003-2004); senior vice president, customer operations of Nokia networks (2002-2003); vice president, customer operations of Nokia networks (2000-2002); managing director of Nokia networks in India and area general manager, South Asia (1999-2000). Prior to these positions he worked as the regional director of business development, project and trade finance of Nokia networks, Asia Pacific from 1998 to 1999.

### **Olli-Pekka Kallasvuo**

Board: Senior Management

Job Title: Executive Vice President and General Manager of Mobile Phones

Since: 1990

Age: 50

Salary: \$1,038,150

Total Annual Compensation: \$1,038,150

Mr Kallasvuo is the company's executive vice president and general manager -mobile phones. He also worked as executive vice president, chief financial officer of Nokia from 1999 to 2003. Other managerial positions in the company include executive vice president of Nokia Americas and president of Nokia Inc (1997-1998); executive vice president, chief financial officer of Nokia (1992-1996); and senior vice president, finance of Nokia (1990-1991).

### **Pertti Korhonen**

Board: Senior Management

Job Title: Senior Vice President, Chief Technology Officer

Since: 2002

Age: 42

Mr Korhonen joined Nokia in 1986. Three years later, he was made vice president of R&D for Nokia mobile phones in Oulu, Finland. In the years that followed, he held a variety of key management positions. He was senior vice president, global operations,



logistics and sourcing, Nokia Mobile phones from 1999 to 2001, and senior vice president, global operations and logistics, Nokia mobile phones from 1998 to 1999. Prior to that, Mr Korhonen served as vice president, logistics, Nokia mobile phones and vice president, manufacturing Europe, Nokia mobile phones. In 2002 he was named executive vice president, Nokia mobile software.

**Mary T. McDowell**

Board: Senior Management

Job Title: Senior Vice President and General Manager of Enterprise Solution

Since: 2004

Age: 39

Ms McDowell is the company's executive vice president and general manager-enterprise solutions. She has also worked as senior vice president, strategy and corporate development of Hewlett-Packard in 2003; senior vice president and general manager, Industry-Standard Servers of Hewlett-Packard from 2002 to 2003. Ms McDowell also served as senior vice president and general manager, industry-standard servers of Compaq Computer from 1998 to 2002.

**Hallstein Moerk**

Board: Senior Management

Job Title: Senior Vice President of Human Resources

Since: 2004

Age: 50

Mr Moerk accepted his present position at Nokia in 1999 after a 22-year career at Hewlett-Packard. There he made a rise from controller, Hewlett-Packard A/S Norway, to managing director, European Multicountry Region. Prior to this he held various positions at Texas Instruments in Denmark and Norway.

**Yrjo Neuvo**

Board: Senior Management

Job Title: Senior Vice President, Technology Advisor

Since: 1993

Age: 60

Mr Neuvo is the company's senior vice president and technology advisor. He has also worked as executive vice president, chief technology officer of Nokia mobile phones from 1999 to 2003. Prior positions include senior vice president, product creation of

Nokia mobile phones (1994-1999); and senior vice president, technology of Nokia (1993-1994).

**Tero Ojanperä**

Board: Senior Management

Job Title: Senior Vice President, Chief Strategy Officer

Since: 2005

Mr Ojanpera serves as the company's executive vice president and chief strategy officer. He has also worked as senior vice president, head of Nokia research center from 2002 to 2004; vice president, research, standardization and technology of IP mobility networks, Nokia networks from 1999 to 2001; and vice president, radio access systems research and general manager of Nokia networks in Korea.

**Veli Sundback**

Board: Senior Management

Job Title: Senior Vice President, Corporate Relations and Responsibility

Since: 1996

Age: 57

Mr Sundback is the company's executive vice president, corporate relations and responsibility. Prior to this position, he served as the executive vice president, corporate relations and trade policy of Nokia. Before this he was, secretary of state at the ministry for foreign affairs from 1993 to 1995.

**Anssi Vanjoki**

Board: Senior Management

Job Title: Executive Vice President and General Manager of Multimedia

Since: 1998

Age: 47

Mr Vanjoki joined Nokia in 1991 and was named vice president, sales, Nokia mobile phones, before his promotion in 1994 to senior vice president, Nokia mobile phones Europe and Africa. In 1998 he was made executive vice president, Nokia mobile phones Europe and Africa and became a member of the group executive board of Nokia. In addition, in 1999, he took responsibility for Nokia's digital convergence unit and, in 2002, also headed up the business unit management.

**Kai Oistamo**

Board: Senior Management

Job Title: Executive Vice President and General Manager

Mr Oistamo joined Nokia consumer electronics in 1991, and during 1991-1995 he held number managerial and technical positions, including being stationed in the key markets of France and Germany. In 1995, he was appointed product manager, Nokia mobile phones. In 1997, he was promoted to vice president TDMA business line. In 2002, Mr Oistamo was named senior vice president, Nokia mobiles phones. In January 2004 he was appointed senior vice president, business line management, within the mobile phones business group.

## **MAJOR PRODUCTS AND SERVICES**

Nokia is a manufacturer of mobile phones and multimedia systems for the mobile telecommunications and wireless network infrastructure industries. The company's products and services include:

- Mobile phone handsets
- Network infrastructure products
- Multimedia devices
- Satellite receivers
- Terrestrial receivers
- Cable receivers
- Wireless voice and data devices
- Set-top boxes
- Home satellite systems
- Mobile gaming devices
- Wireless switching
- Transmission equipment

## **PRODUCTS AND SERVICES ANALYSIS**

The company recorded revenues of E29,267 million during the fiscal year ended December 2004, a decrease of 0.6% over 2003.

Nokia generates revenues through its three business divisions: mobile phones (63.0% of total revenues during fiscal 2004), networks (21.8%), multimedia (12.4%), enterprise solutions (2.7%) and common group functions (0.1%).

### **Revenues by Division**

During the fiscal year 2004, the mobile phones division recorded revenues of E18,429 million, a decrease of 11.5% over fiscal 2003.

The networks division recorded revenues of E6367 million in 2004, an increase of 13.3% over fiscal 2003.

The multimedia division recorded revenues of E3636 million in 2004, an increase of 45.7% from fiscal 2003.

The enterprise solutions division recorded revenues of E806 million in 2004, an increase of 60.6% from fiscal 2003.

The common group functions division recorded revenues of E29 million in 2004, an increase of 163.6% from fiscal 2003.

### **Revenues by Geography**

The US accounted for 11.7% of the total revenues. Revenues from the US reached E3416 million in 2004, a decrease of 23.7% over fiscal 2003.

China accounted for 9.1% of the total revenues. Revenues from China reached E2660 million in 2004, an increase of 32.1% over fiscal 2003.

Great Britain accounted for 7.7% of the total revenues. Revenues from Great Britain reached E2261 million in 2004, a decrease of 16% over fiscal 2003.

Germany accounted for 5.9% of the total revenues. Revenues from Germany reached E1730 million in 2004, a decrease of 24.7% over fiscal 2003.

Finland accounted for 1.2% of the total revenues. Revenues from Finland reached E351 million in 2004, an increase of 1.2% over fiscal 2003.

Other countries accounted for 64.4% of the total revenues. Revenues from other countries reached E18,849 million in 2004, an increase of 6.9% over fiscal 2003

## SWOT ANALYSIS

Nokia is a manufacturer of mobile phones and multimedia systems for the mobile telecommunications and wireless network infrastructure industries. The company also provides equipment, solutions and services for its operator and enterprise customers. Nokia is the largest mobile phone manufacturer in the world with about 32% market share. However, shortage of components, like, image sensors and display drivers, can adversely impact the company's operations.

<b>Strengths</b>	<b>Weaknesses</b>
Market leadership	Loss of market share
Product development	No exposure to the US 3G market
Top-notch brand recognition	Enterprise solutions business
Low cost production	
<b>Opportunities</b>	<b>Threats</b>
One billion mobile phones by 2009	Global component shortages
Mobile phones becoming media channels	Technological risk
Rise in demand for 3G technology	Consolidation in the telecom industry
	Safety concerns
	Virus

### Strengths

#### Market leadership

Among mobile phone manufacturers, the top two market leaders: Nokia and Motorola, together accounted for half of all global sales in the first half of 2005. Nokia the largest mobile phone manufacturer holds about 32% market share. Motorola on the second position controls about 18% market. Samsung's and LG Electronics' market share is 12.8% and 6.5%, respectively. Additionally, in 2004, total mobile device sales volume achieved by the company's mobile phones, multimedia and enterprise solutions

business groups reached a record of 207.7 million units, representing growth of 16% compared with 2003. Based on an estimated global market volume for mobile devices of 643 million units, Nokia's global market share was 32% in 2004. The company's leading position acts as a strong competitive advantage.

#### Product development

Nokia has out-performed industry rivals in the research and development of new products. The company released a number of new handsets, featuring a variety of new technologies and line extensions including java script, photo messaging and bluetooth. During 2004, Nokia announced a total of 36 new mobile devices in a wide variety of designs and technologies for all segments and at all price points. Of the products launched, 34 had color screens and 23 were camera phones, including its first mega-pixel camera phone, the Nokia 7610. The company also introduced its first mobile device to support wireless local area network (LAN), the Nokia 9500, as well as expanding its third-generation, cell-phone technology (3G) offering with shipments of two mobile devices, the Nokia 7600 and Nokia 6630. Nokia allocates a vast amount of time and money to its research and development activities and it is th

#### Top-notch brand recognition

One of Nokia's core assets is its strong brand value, and the company has been marketing aggressively to continue to strengthen its brand equity through various marketing campaigns. Nokia brand ranks sixth worldwide, near brands like Coca-Cola, Microsoft, IBM, GE and Intel; with a total brand value of \$26.5 billion. Nokia markets its products by advertising through a mix of print and broadcast media, point-of-sale support material, and the Internet. In addition, the company conducts branding campaigns by sponsoring various sporting events and through Club Nokia, an exclusive Website for Nokia phone subscribers. Since the company's distribution channel includes mobile carriers, Nokia's product marketing is also done partly through marketing initiatives driven by mobile carriers. Marketing and brand value are sales drivers for the company.

## **Weaknesses**

#### Loss of market share

Nokia, the world's biggest mobile phone maker, lost market share for the first quarter of 2005 to Motorola and Samsung Electronics. Nokia's share of the global cell phone market fell to 30.4% in first quarter of 2005 (which was up to 32% in first half of 2005) from 33% in fourth quarter of 2004. At the same time, Motorola's share rose to 16.8%



from 16.3%. Samsung and LG further built on their position in the market by focusing on building phones with new form factors, especially the clamshell, and began to take share away from Nokia. Nokia lost market share because it was late to enter the market for phones with advanced features. Additionally, the company's revenue has decreased in 2004, whereas Motorola's revenue has increased during the same period. The company added features to more expensive phones and cut prices on cheaper models after its market share fell to a five-year low at the beginning of 2004, which affected its margins.

#### No exposure to the US 3G market

One of the missing pieces in Nokia's infrastructure market is meaningful exposure to the US 3G upgrade cycles like Evolution Data Optimized (EV-DO) and Wideband Code Division Multiple Access (W-CDMA). EV-DO is a wireless radio broadband data protocol being adopted by many CDMA mobile phone providers in Japan, Korea and the US Canada, as part of the CDMA2000 standard. In comparison to the other networks, EV-DO provides significantly faster download speed. Sprint and Verizon have started offering EV-DO services in the US; and Cingular has upgraded to W-CDMA in the US. While the company has solid exposure to growth in emerging markets, better margins are found in Western Europe and the US. This limitation to the US 3G deployment market limits Nokia's ability to improve its infrastructure margins.

#### Enterprise solutions business

Although management has guided for aggressive growth of its enterprise unit in 2005, it is expected that the company may not meet these targets. The rollout of two business handsets was delayed and Nokia has been late in making a move in this growing market. Additionally, the enterprise solutions division has been losing money and reported an operating loss of E199 million in 2004 as compared to an operating loss of E141 million in 2003. Also the company's low level of original content and almost exclusive reliance on third parties for solutions have left it with little room to improve its margin and have put a cap on its ability to realize gains in this market.

## Opportunities

#### One billion mobile phones by 2009

The milestone of one billion mobile phones sold per year is expected to be reached in 2009. Asia Pacific would account for most sales - one in every four mobile phones sold in 2005; in 2009, this will increase to one in three. China and India alone will

account for nearly 200 million units in 2007, with the Indian market surpassing China in 2009 to reach 139 million units. Total mobile phones sold in 2004 were about 21 million in India and is estimated to be 34 million in 2005. In comparison, China clocked in 68 million units in 2004 and is estimated to grow to 85 million in 2005. A conducive regulatory environment, affordable services and increased geographic penetration of networks will drive mobile penetration in India. Worldwide mobile phone sales are expected to increase at a compound annual growth rate (CAGR) of 9.1% from 674 million units in 2004 to 1041.52 million units in 2005.

#### Mobile phones becoming media channels

Mobile handsets are becoming media channels, with expectations for the industry to be worth \$42.8 billion by 2010. Mobile handsets supplying games, gambling, music and adult content are said to be driving the industry and phones holding 50-60 songs are expected to become standard. It is expected that downloaded music will double as ring-tones and the audio business is expected to be worth \$11 billion by 2010. Ring-tones presently tend to cost more than a whole track downloaded onto a music player or computer. However, it is expected that people will not be prepared to pay to download a track online, but pay more for it again to use as a ring-tone in the future. Mobiles are expected to become the most popular mass market device for digital music and games, which would aid Nokia's multimedia division in its growth.

#### Rise in demand for 3G technology

The global demand for 3G technology is on a rise. The number of users of the high-speed data protocol 3G will rise from 600,000 at the end of 2003 to 240 million by 2009. The company, in September 2005, launched a number of programs to cultivate Taiwan's mobile services industry as it enters the era of 3G multimedia communication. These programs include the official opening of Nokia's first 3G based Mobile Services Development Center (MSDC), a joint program with Taiwan's Institute for Information Industry (III) for the establishment of localized training centers, and a partnership with Chunghwa Telecom to launch Taiwan's first ever mobisode campaign, the first mobile film festival to be held in the Asia Pacific region. Nokia has chosen Taiwan to set up its first Mobile Services Development Center due to Taiwan's strong innovation and developing capability. A focus on developing 3G technology particularly in light booming 3G market is likely to result in future gains.

## Threats

Global component shortages

Shortages of multiple parts, including image sensors, display drivers and color filters resulted in limited availability of color display modules in 2003. Many OEM makers reported that they would have shipped more phones, but were constrained by component shortages, particularly for the color display modules. These shortages continued in 2004. The component shortages are likely to continue in 2005, as the demand is growing at a faster pace than the supply. New applications such as wireless Internet are requiring new handsets that pack evermore chips and technologies. As a result, mobile phone handset makers are scrambling to secure critical components. A shortage of components can adversely impact the company's operations.

#### Technological risk

The company's future growth depends upon the successful development and introduction of new products. The key to success in markets is to provide technologically superior products, which address customer needs. The market for Nokia's products is characterized by shorter product cycles and technological innovation. The company faces competition from a number of strong players like Motorola, Samsung and Sony Ericsson. All of these companies are continuously innovating and launching a number of new products in the market. An inability to perceive demand may render the company's technology obsolete leading to huge cost liability.

#### Consolidation in the telecom industry

The US mobile market is moving away from being a fragmented regional industry to a consolidated one, with only a few big players competing fiercely on price. Comcast merged with AT&T Broadband in 2002. With the Sprint-Nextel merger in 2005, three companies (including Sprint- Nextel, Cingular-AT&T and Verizon) will control 75% of the US mobile market. With an increasing consolidation in the market, the company's bargaining power may be adversely affected vis-à-vis the cell phone services providers.

#### Safety concerns

The concern over the links between radiation, cancer and the usage of cellular phones is making it difficult for communications companies to extend network capabilities in terms of constructing new phone masts. The potential for network expansion is still considerable, so any hindrance to its development will pose a serious revenue threat for equipment manufacturers such as Nokia.

## **TOP COMPETITORS**

The following companies are the major competitors of Nokia Corporation:

Koninklijke Philips Electronics N.V.  
Panasonic Mobile Communications Co., Ltd.  
Motorola, Inc.  
NEC Corporation  
Siemens AG  
Sony Corporation  
Sony Ericsson Mobile Communications AB  
Samsung Corporation

## COMPANY VIEW

A review by the board of directors of Nokia is given below. The statement has been taken from the company's 2004 annual report.

Nokia's net sales decreased by 1% to EUR 29,267 million (EUR 29,455 million). Sales of Mobile Phones decreased by 12% to EUR 18,507 million (EUR 20,951 million). Sales of Multimedia increased by 46% to EUR 3,659 million (EUR 2,504 million). Sales of Enterprise Solutions increased by 57% and totaled EUR 830 million (EUR 529 million). Sales of Networks increased by 13% to EUR 6,367 million (EUR 5,620 million).

Operating profit decreased by 14% to EUR 4330 million (EUR 5011 million), representing an operating margin of 14.8% (17.0%). Operating profit in Mobile Phones decreased by 36% to EUR 3768 million (EUR 5927 million), representing an operating margin of 20.4% (28.3%). Operating profit in Multimedia was EUR 179 million (operating loss EUR 186 million), representing an operating margin of 4.9% (7.4%). Enterprise Solutions reported an operating loss of EUR 199 million (operating loss of EUR 141 million). Operating profit in Networks increased to EUR 878 million including a negative impact from research and development impairments totaling EUR 115 million; representing an operating margin of 13.8% (3.9%). In 2003, operating profit included a positive adjustment of EUR 226 million related to customer financing impairment charges (MobilCom) and charges of EUR 550 million related to restructuring&D expenses, as well as a goodwill impairment of EUR 151 million, with a total net impact of EUR 475 million.

Common Group expenses totaled EUR 296 million (EUR 370 million, including the gain of EUR 56 million on the sale of the remaining shares of Nokian Tyres Ltd) and included a one-time positive item of EUR 160 million representing the premium return under our multi-line, multi-year insurance program, which expired during 2004. The return was due to our low claims experience during the policy period. It also included a EUR 12 million negative impact from the divestiture of Nextrom.

In January–December, net financial income was EUR 405 million (EUR 352 million), including a one-time positive item of EUR 106 million. During the year, Nokia sold approximately 69% of its original holdings in the subordinated convertible perpetual bonds issued by France Telecom. As a result, the company booked a total net gain of EUR 106 million. The bonds had been classified as available-for-sale investments and fair valued through shareholders' equity.

Profit before tax and minority interests was EUR 4 709 million (EUR 5 345 million). Net profit totaled EUR 3 207 million (EUR 3 592 million). Earnings per share decreased to EUR 0.70 (basic) and EUR 0.70 (diluted), compared with EUR 0.75 (basic) and EUR 0.75 (diluted) in 2003.

At December 31, 2004, net debt-to-equity ratio (gearing) was 78% (71% at December 31, 2003). During the January December 2004, capital expenditure amounted to EUR 548 million (EUR 432 million).

#### Global reach

In 2004, Europe/Middle East/Africa accounted for 55% of Nokia's net sales (56% in 2003), North America 12% (16%), Latin America 8% (6%), China 10% (8%), and Asia-Pacific 15% (14%). The 10 largest markets were the US, China, UK, Germany, India, Brazil, Russia, United Arab Emirates, Italy and Spain, together representing 54% of total sales.

#### Research and development

As of December 31, 2004, we employed 20 722 people in research and development in 12 countries, representing approximately 37% of Nokia's total workforce. R&D expenses totaled EUR 3 733 million in 2004, a decrease of 1% from 2003 (EUR 3 760 million). R&D expenses represented 12.8% of Nokia net sales in 2004, compared with 12.8% of net sales in 2003.

If R&D impairments, write-offs and personnel-related restructuring costs in Networks were excluded from both the 2004 (impairments of EUR 115 million) and 2003 (personnel-related restructuring costs, impairments and write-offs totaling EUR 470 million) R&D expenses, the increase in R&D expenses would have been 10%, and would have represented 12.4% of Nokia net sales in 2004, compared with 11.2% of net sales in 2003.

#### Technology developments

During the year, Nokia continued to make advances in new technologies for mobile devices, software platforms and developer operations. Nokia added compelling features to its mobile devices with technologies such as Push to Talk over Cellular, megapixel cameras and multiradio capability, including wireless LAN and near field communications.

Nokia entered several technology development agreements with operators to jointly bring innovations to market. These included agreements with France Telecom for rich media solutions and with T-Mobile for the development of Series 60 Platform applications. A mobile service architecture initiative led by Nokia and Vodafone was launched to simplify mobile Java standards. Nokia also continued its work with in numerous industry associations and initiatives to support interoperable, high-quality products and solutions.

Nokia strengthened its commitment to Symbian's long-term success in the mobile operating system market by increasing its shareholding in Symbian from 32.2% to 47.9%. Nokia also extended its Symbian OS application technology development abilities through an agreement with Metrowerks.

In June, Nokia introduced the Series 60 2nd Edition with support for scalable user interfaces, high-resolution displays and multi-radio. The external licensee base of Series 60 continued to grow during the year. Nokia outlined plans to expand the Series 60 Platform for smartphones to a variety of segments, such as enterprise, multimedia and consumer.

In 2004, to support advanced mobile software developers, Nokia opened Forum Nokia PRO, a developer community, and launched the Preminet service.

#### People

The average number of personnel for 2004 was 53 511 (51 605 for 2003). At the end of 2004, Nokia employed 55 505 people worldwide (51 359 at yearend 2003). In 2004, Nokia's personnel increased by a total of 4 146 employees (decrease of 389 in 2003).

#### Corporate reorganization

On January 1, 2004, Nokia reorganized to further align the company's overall structure with its strategy, to better position each business group to meet the specific needs of diverse market segments, and to increase Nokia's operational efficiency and maintain the economies of scale. The structure includes four business groups: Mobile Phones, Multimedia, Enterprise Solutions and Networks. In addition, there are two horizontal groups that support the mobile device business groups: Customer and Market Operations and Technology Platforms.

#### Nokia in mobile devices in 2004

In 2004, the total mobile device sales volume achieved by our Mobile Phones, Multimedia and Enterprise Solutions business groups reached a record of 207.7 million units, representing growth of 16% compared with 2003. According to Nokia's preliminary estimates, the overall market for mobile devices grew by 31% to reach 643 million units.

Of the 36 devices we announced in 2004, the majority had cameras and nearly all had color screens. We also introduced additional designs with ten new clamshell models, in addition to flip-open messenger devices and the Nokia 9300 smartphone for enterprises.

We also expanded our 3G offering with shipments of two mobile devices, the Nokia 7600 and Nokia 6630. In the smartphone segment, where we are a clear market leader, Nokia delivered approximately 12 million Symbian operating system-based mobile devices during 2004.

#### Mobile Phones in 2004

During 2004, the Mobile Phones business group continued to support the company's long-term strategy of expanding mobile voice in growth markets as well as identifying further opportunities in the more developed markets. In line with this, we announced a range of competitive voice-optimized phones and camera phones as well as a number of new mobile entry models.

Highlights for 2004 in Mobile Phones' portfolio included the Nokia 6230, a business camera phone, with a balanced feature set that sold well throughout the year. In the fourth quarter it became the top-selling phone in Western Europe a first for a camera phone. Sales of the Nokia 6230 camera phone were followed closely by the Nokia 6610i. The Nokia 3230 camera phone, targeting younger audiences, was also strategically important.

During the year, we announced more than 10 new CDMA products. Of these, the Nokia 6255, a high-end CDMA camera phone for business users, began shipping in December, and strengthened our overall CDMA offering.

In design, the company announced an art-deco inspired Fashion Collection, presenting three distinct form factors and a sample of bold new features: the Nokia 7260, a monoblock design; the Nokia 7270, a clamshell; and the Nokia 7280, a slide phone with no keypad.



In our entry-level offering, initial shipments of the Nokia 2600, a colorscreen monoblock phone and the Nokia 2650, a color-screen clamshell model, both met with a positive response from consumers.

#### Multimedia in 2004

Nokia continued to take advantage of digital convergence by announcing six new smartphones and numerous products in the areas of imaging, games and new enhancement products.

The Nokia 7610 imaging smartphone, Nokia's first megapixel imaging device, started sales in May and quickly became the best selling megapixel GSM imaging smartphone globally. By the end of 2004, Nokia had four different megapixel models in the market, making Nokia the market leader in megapixel mobile imaging in GSM. Nokia continued to collaborate with operators, retailers and printing partners to enable ease-of-use when sharing, printing or storing images.

The Nokia 6630, our latest 3G WCDMA smartphone, was offered by more than 30 operators worldwide, including in Japan, and initial market feedback has been very positive. Sales of Nokia's first EDGE-enabled Series 60 smartphone, the Nokia 6620, started in the Americas in July.

Sales of the imaging devices unit were robust, while the games business in 2004 was a disappointment.

#### Enterprise Solutions in 2004

Nokia began shipments of the Nokia 6820 and Nokia 6810 messaging devices and the Nokia 9500 Communicator in 2004. These business-optimized devices drove Enterprise Solutions' 2004 full-year sales. During the third quarter 2004, Nokia launched the Nokia 9300 high-end, enterprise smartphone, which is expected to ship during the first quarter 2005.

Nokia announced or reaffirmed alliances with leading IT companies that support our new Communicator family for enterprises. The most significant alliances were with those supporting our mobile e-mail efforts, including Good Technology, Smartner and Visto. These provide a broad range of e-mail options for Nokia business-optimized devices such as, the Nokia 9500 and Nokia 9300.

Two new network security gateways, the Nokia IP2250 and Nokia IP1220, were announced during 2004. Designed for medium-to-large enterprises, service providers

and data sites, Nokia's network security gateways are designed to bring improved total cost of ownership and higher return on investment. These new products place Nokia at the top end of performance in the firewall marketplace. The new Nokia IPSO Operating System was also announced and is intended to lengthen the life of Nokia customers' firewall and VPN investments.

The Nokia Secure Access System, an SSL-based remote access solution with clientless virtual private network functionality, also had good success in the market during 2004.

#### Networks in 2004

During 2004, Nokia announced 13 WCDMA 3G contracts, seven of which were with new 3G customers underscoring Nokia's strong ability to win new business in this technology as the industry moves towards full commercialization of WCDMA. By end of the year, 63 operators had launched commercial WCDMA 3G networks, and Nokia was supplier to 28 of these.

Nokia also signed over 30 GSM, EDGE or GPRS contracts covering all markets, including contracts with 10 new GSM customers. Nokia made important new market entries to several emerging growth markets.

Operators increasing focus on operating expenses, combined with the increasing complexity of mobile networks, further opened the market for services. Nokia rapidly built its position in the managed services market and signed seven significant contracts. The multi-vendor, multi-technology Nokia NetAct(tm) service and network management system was included in most of the infrastructure deals during the year. Systems integration and efficiently run deployments played a key role in the rollout of new technology, and the year saw a rising trend in the volume of consultative service sales to operators. Nokia strengthened its strategic focus on the services business by creating a dedicated Services Business Unit.

Significant progress was also made in the new core networks business. Nokia won its first commercial contracts for the IP Multimedia Subsystem (IMS) for richer multimedia communications. Nokia also started a service trial with Telecom Italia to explore the opportunities this offers for operators. Nokia is the number one in the market for push to talk, winning 26 commercial Push to talk over Cellular contracts with operators during 2004. Nokia was the first vendor to start delivering 3GPP Release 4 architecture to operators, winning 25 deals for the Nokia MSC Server System, which enables significant cost savings in the delivery of voice minutes.

### Shares and share capital

In 2004, Nokia's share capital increased by EUR 302.40 as a result of the issue of 5 040 new shares upon exercise of stock options issued to key personnel in 1999. Effective April 14, 2004, a total of 132 536 200 shares held by the company were cancelled pursuant to the shareholders' resolution taken at the Annual General Meeting on March 25, 2004. As a result of the cancellation, the share capital was reduced by the aggregate par value of the shares cancelled, EUR 7 952 172, corresponding to less than 2.8% of the share capital of the company and the total voting rights. The cancellation did not reduce the shareholders' equity. Neither the aforementioned issuances nor the cancellation of shares had any significant effect on the relative holdings of the other shareholders of the company nor on their voting power.

Nokia repurchased through its share repurchase plans a total of 214 057 700 shares on the Helsinki Exchanges at an aggregate price of approximately EUR 2.659 billion during the period from January 23, 2004 to November 26, 2004. The price paid was based on the market price at the time of repurchase. The shares were repurchased to be used for the purposes specified in the authorizations given by the Annual General Meetings of 2003 and 2004 to the Board. The aggregate par value of the shares purchased was EUR 12 843 462, representing approximately 4.59% of the share capital of the company and the total voting rights. These new holdings did not have any significant effect on the relative holdings of the other shareholders of the company nor on their voting power.

On December 31, 2004, Nokia and its subsidiary companies owned 176 819 877 Nokia shares. The shares had an aggregate par value of EUR 10 609 192.62, representing approximately 3.79% of the share capital of the company and the total voting rights.

The total number of shares at December 31, 2004 was 4 663 761 300. As a result of the new share issues, Nokia received a total of EUR 84 810.60 in additional shareholders' equity in 2004. On December 31, 2004, Nokia's share capital was EUR 279 825 678.

### Corporate responsibility

As market leader and a leading global brand, our impact on society comes with responsibilities that go beyond providing products. Listening to stakeholders is one key element in developing corporate responsibility programs. Following are some developments made in this area during 2004.

The European Community invited Nokia, as one of two companies, to participate in a multi-stakeholder consultation pilot, called the Integrated Product Policy, that examines how environmental awareness works in practice and aims to improve knowledge of the environmental performance and the sustainable use of products throughout their life-cycle.

We gained positive results from our Philippines pilot of Bridgeit, a program using mobile technology to bring interactive, multimedia learning materials to teachers and students who would otherwise have no access to them. Launched by Nokia, the International Youth Foundation (IYF), the United Nations Development Programme (UNDP) and Pearson, Bridgeit is now being expanded to double the number of schools and will be replicated in other countries.

In recognition of this work, we gained first place for the second year running in the Dow Jones Sustainability Index European Technology and Global Communications Technology categories.

#### Outlook

The year 2004 was demanding for Nokia. In response, the company set five top priorities in the areas of customer relations, product offering, R&D efficiency, demand-supply management and the company's ability to offer end-to-end solutions. Nokia is making good progress in these areas, and is now better positioned to meet future challenges.

Nokia continues to expect the overall mobile device market in 2005 to grow by approximately 10% in volume and to a lesser extent in value. Growth is expected to continue to be driven by replacement and upgrade sales in more developed markets and by new subscriber growth in developing mobile markets, as well as the widespread commercialization of 3G devices in the second half of 2005.

In infrastructure, Nokia expects the overall market in 2005 to be up slightly in euro terms as operators continue building coverage and expanding capacity in growth markets, as well as optimizing and expanding existing 2G networks and rolling-out 3G networks in more developed markets.

Competition in both the mobile device and infrastructure markets is expected to further intensify in 2005 as a result of anticipated slower growth, compared with 2004. However, by upholding a clear competitive focus, particularly in the priority areas outlined above, Nokia's goal is to further build on its industry-leading position.

#### Dividend

Nokia's Board of Directors will propose a dividend of EUR 0.33 per share for 2004.

## LOCATIONS AND SUBSIDIARIES

### Head Office

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Vertu Beacon Hill Road Church Crookham Hampshire GU52 8DY United Kingdom P: 44 1252 611000 <a href="http://www.vertu.com">www.vertu.com</a>	Symbian Ltd. 2-6 Boundary Row Southwark London SE1 8HP United Kingdom P: 44 207 563 2000 F: 44 207 563 2860 <a href="http://www.symbian.com">www.symbian.com</a>
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