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Nokia's Enterprise Solutions group accelerates growth in first year of operation

- Broadened device and IT platform product portfolio
- New products positively received
- Strong alliances with key IT companies yield successful solutions
- Government certifications increase addressable market for infrastructure products

New York and Monaco—November 2, 2004 – Nokia (NYSE:NOK) today reported that after only a year in existence, its new Enterprise Solutions business group is well on the way towards establishing itself as the go-to company for business mobility best practices, market-leading technologies, products, and solutions for the enterprise.

During its first year in operation, Nokia Enterprise Solutions broadened Nokia's business-optimized device portfolio with the market introduction of the Nokia 6820, and Nokia 6810 QWERTY-keyboard enabled messaging devices; the Nokia 9300 enterprise smartphone, and the Nokia 9500 Communicator. In addition, the unit expanded its high-end IP security platforms portfolio and forged new alliances with the world's leading IT companies to enable the successful mobilization of critical business applications.

"I am pleased by the progress Nokia Enterprise Solutions group has made in its first year," said Mary McDowell, senior vice president and general manager. "We saw a 52-percent year-over-year increase in sales in the third quarter 2004, and our new devices, which are being very well received by the market, should be an important growth driver for Nokia in 2005."

In October, Enterprise Solutions began shipping the Nokia 9500 Communicator, the 'workhorse' of its device portfolio, which is also being piloted by key customers. In September, Enterprise Solutions unveiled the Nokia 9300, a streamlined enterprise smartphone designed for professional consumers and enterprises alike. Both devices have been well received in the market and with operators.

"Today's business mobility landscape looks very different from when we started a year ago," continued McDowell. "Enterprise customers and operators are finally beginning to understand the tremendous and positive impact mobility can have on the way we work. Nokia is helping define what enterprise mobility truly means to end users, CIOs, and business decision makers. Our feedback shows that businesses and organizations worldwide are benefiting tangibly from the productivity gains and increased efficiency that comes from mobilizing the entire workforce, not just the executive corner office."

Nokia and industry research firms predict that by the end of 2005, employees at over 60 percent of the top 2000 global companies will have some form of mobile access to corporate applications. Mobile use in the enterprise will evolve beyond voice to include connectivity to the corporate 'backend,' requiring more stringent security and features. To this end, Enterprise Solutions also strengthened its IP security appliance platform portfolio over the past year to include a wide array of products for all size companies, from small home offices to large global corporations. In May, Nokia introduced the IP2250 and IP1260, two new high performance, carrier-class security appliances that allow large enterprises to secure their data networks and manage heavy amounts of traffic.

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The group also expanded its Secure Mobile Connectivity offerings, adding new functionality to Nokia Secure Access System and the Nokia Wireless Accelerator. Nokia Secure Access System allows employees to access email and other corporate data via a secure connection from any public Internet kiosk, terminal or wireless device. Nokia Wireless Accelerator optimizes data communication over low bandwidth wireless and fixed networks to efficiently download data to wireless devices or laptops. The evolution of both products undertaken by the new Enterprise Solutions group provides additional benefits to the enterprise, including increased productivity for mobile employees, remote access cost savings, and fast, simple deployment.

In September, Nokia received important government certification of its network security appliances for small and medium-sized enterprises. The certification provides new opportunities for deployment of Nokia network security solutions throughout public and private sector organizations in North America.

In its first year, Enterprise Solutions also forged strong alliances with key IT vendors to enable a broad range of options for enterprises to mobilize their infrastructures. Highlights include:

- Working closely with IBM to build secure access to services on IBM's Websphere Everyplace Access. Pfizer and Ricoh are the first customers currently piloting the services, giving valuable feedback about the utility and functionality of sales force and field force automation tools.
- Joint work with Oracle on providing mobile access to the Oracle Collaboration Suite. Both the IBM and the Oracle solution include mobile email, which is identified as the critical first step in any enterprise mobility deployment.
- Collaboration with Symantec to provide integrated anti-virus and firewall protection with over-the-air management for the Nokia 9300 and 9500 Communicator.
- Supporting multiple other email solutions, such as BlackBerry Connect, Smartner's Duality Always-On Mail, the Nokia One Business Server, and standards-based POP3 and IMAP4 protocols.
- Continued work with Check Point Software Technologies to lead the IT security market with their VPN/firewall-based software on Nokia's proven IP Security Platforms. 2004 marks the sixth year the two companies have been working together.

"In much the same way mobile phones defined a new lifestyle for consumers, business mobility will define 'workstyle' for enterprise customers and operators," said McDowell. "Workstyle includes the merging of voice, data, applications, and personal life choices into an ever more powerful network environment defined by the mobile enterprise user. Nokia is leading the way in providing the tools and solutions that will one day free companies of all sizes to run full operations regardless of how, when, or where employees want to work. 2004 was a critical juncture for Nokia in building new businesses. I look at 2005 as the year Enterprise Solutions moves from emerging player to being a recognized leader in providing superior business mobility technologies, products and solutions."

About Nokia

Nokia is a world leader in mobile communications, driving the growth and sustainability of the broader mobility industry. Nokia connects people to each other and the information that matters to them with easy-to-use and

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innovative products like mobile phones, devices and solutions for imaging, games, media and businesses. Nokia provides equipment, solutions and services for network operators and corporations. www.nokia.com.

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