

A new era of immersiveness between human, physical and digital worlds

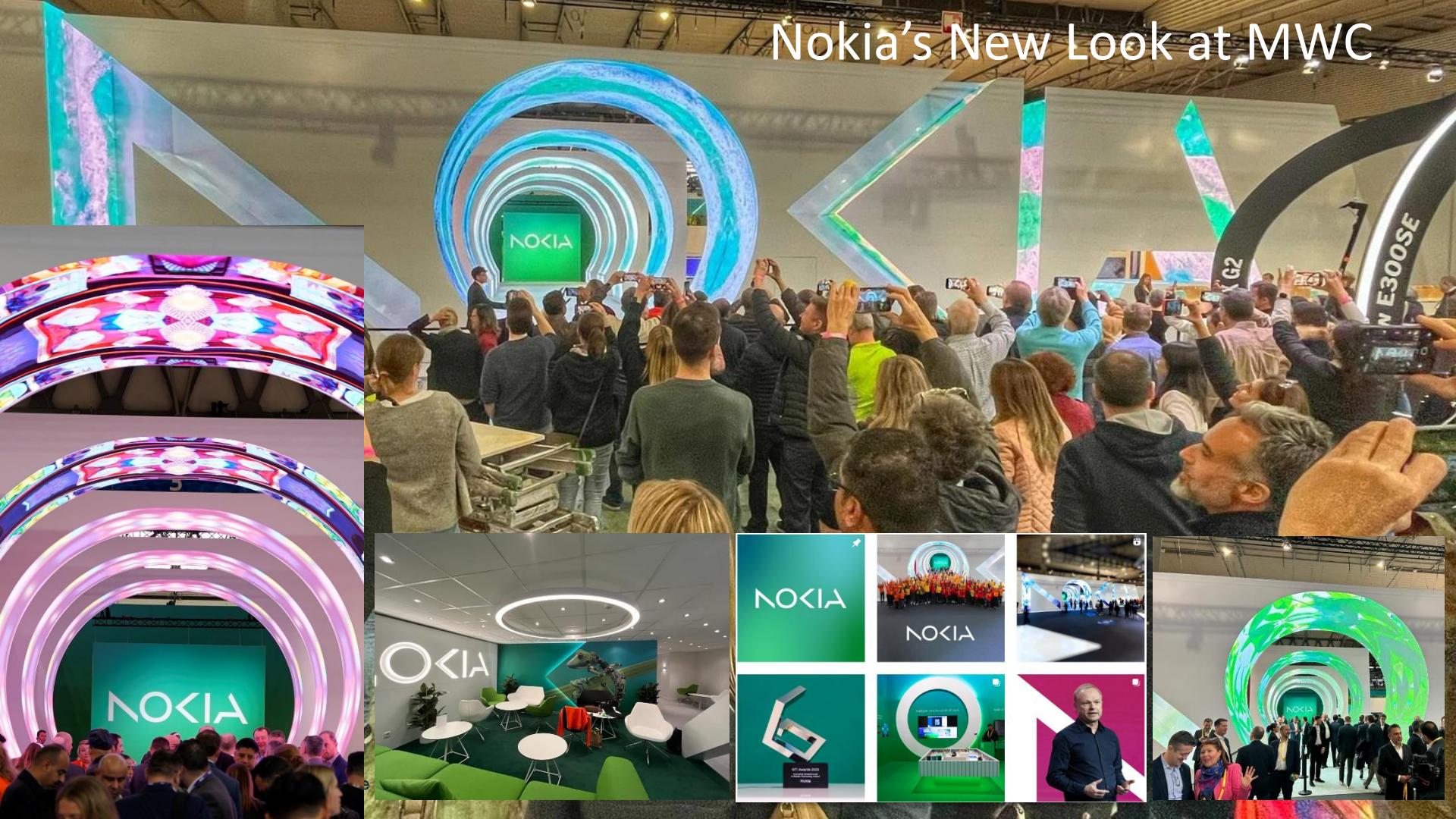
Jean-Luc Beylat, VP ecosystems Nokia,
Head of Bell Labs France
February 2023
Celtic Event , March 2023



NOKIA



Nokia's New Look at MWC



At Nokia, we create technology that helps the world act together

When the world's people, machines and devices are in sync with each other, we can realize the full potential of digital:

- Sustainable business growth
- Productivity in industry
- Inclusive digital access

Who we are today

A B2B technology
innovation leader,
realizing the potential of
digital in every industry

Our brand promises

Future-ready
performance

Impact at
scale

Collaborative
advantage



Creating new opportunity with customers

Service providers

Going beyond
telecommunications

7bn+

Subscriptions supported by
our mobile networks

500m+

Fixed broadband lines
and ports shipped

Enterprise and government

Accelerating digital
transformation

2.2k

Mission-critical customers

560+

Private wireless customers

Webscalers

Delivering the next
generation of cloud

135%

YoY growth of our
webscaler business

7

Partnerships and engagement
with 7 critical hyperscalers

Technology licensees

Adopting cutting-
edge technology

20k+

Patent families

4.5k+

Patent families declared
essential to 5G

Delivering networks that sense, think and act across our best-of-breed portfolio

Network Infrastructure

- IP networks
- Fixed networks
- Optical networks
- Submarine networks

€9.0bn

net sales 2022

Mobile Networks

- Radio access networks
- Microwave radio links
- Related network management software and services

€10.7bn

net sales 2022

Cloud & Network Services

- Business applications
- Core networks
- Cloud and cognitive services
- Enterprise campus edge

€3.4bn

net sales 2022

Nokia Technologies

- Patent licensing
- Technology licensing
- Brand licensing

€1.6bn

net sales 2022

Nokia Bell Labs

- Core research
- Solutions research

€21bn+

invested in R&D across Nokia, including Nokia Bell Labs, over the past 5 years

Delivering collaborative advantage:

We bring together customer and partner ecosystems to create the digital services and applications of the future

NokiaPartners

Enabling opportunities to discover, build and go-to-market together to realize the potential of digital.

Network as Code

Opening up networks for innovation and collaboration.

Interoperability standards

Driving standards that turn technology innovation into business growth.



Collaborative advantage

Different ways companies partner with Nokia



Discover
Accelerating time to innovation

Build
Accelerating time to solution

Go to market
Accelerating time to value

Build
Accelerating time to solution

Explore Nokia build partners

Factory virtual twin

DISCOVER

Accelerate
time to
innovation

BUILD

Accelerate
time to
solution

**GO TO
MARKET**

Accelerate
time to
value

NOKIA

We have a responsibility to develop technology to address the world's challenges



Pressure on the planet is increasing

Reducing carbon emissions and the use of scarce natural resources



Productivity is stalling

Bringing digitalization to the physical industries it has not yet reached



Inclusive access to opportunity remains stubbornly unequal

Providing more inclusive access to work, healthcare and education

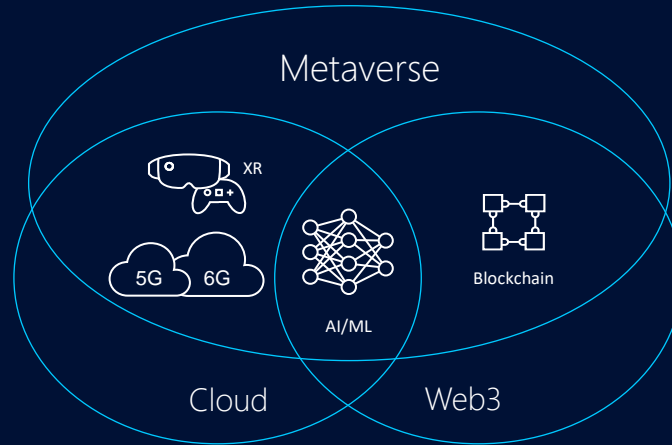
Key trends shaping the world of 2030

Driving requirements for the ecosystem and the network

Socioeconomic & geopolitical

Deglobalization	State-driven innovation
Cybersecurity	Sustainability

Technology



User needs

Industry-Enterprise-Consumer-Developer

Evolved experiences	Digital-first
Service-optimized connectivity	New purchasing priorities

We have a clear and definitive vision of the metaverse opportunities

Concepts of 'Human Augmentation' and 'Digital-Physical Fusion' frame this vision

Metaverse enablers



Human Augmentation

Handhelds
VR HMDs
Tethered AR glasses
Haptic-enabled remote control

Connected bio-medical implants
Industrial exoskeletons
Ergonomic, untethered XR glasses
XR interoperability



Digital-Physical Fusion

Basic, organization-level digital twins
Smart sensor networks
Persistent virtual worlds & objects

Complex, enterprise-wide digital twins
Ecosystem interoperability
Interactive 3D digital twins
6G network sensing

Metaverse opportunities

Consumer Metaverse



Enterprise Metaverse (IT-centric)



Industrial Metaverse (OT-centric)



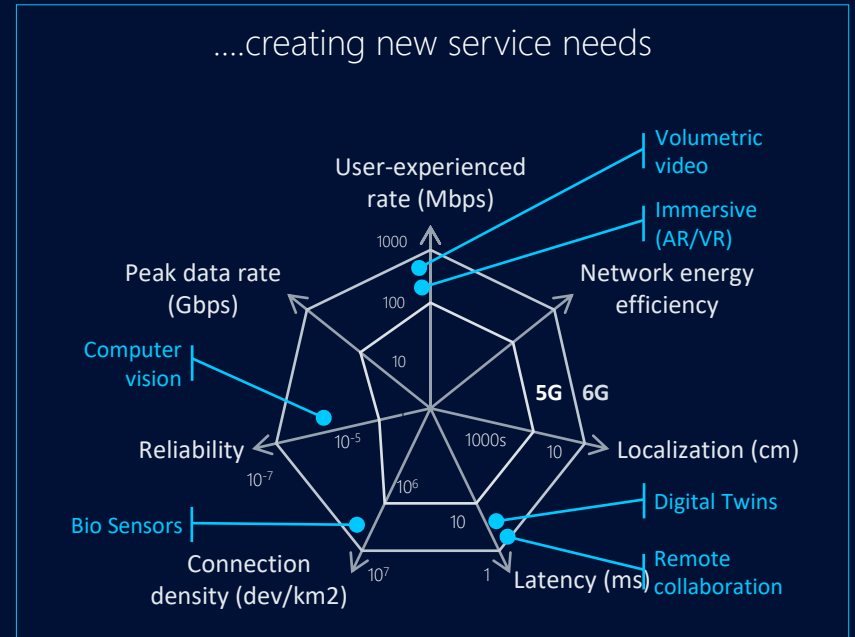
Nokia well ahead of the current 'meta-hype':
based on Nokia Bell Labs research over 5+ years

Customer and service requirements for metaverse

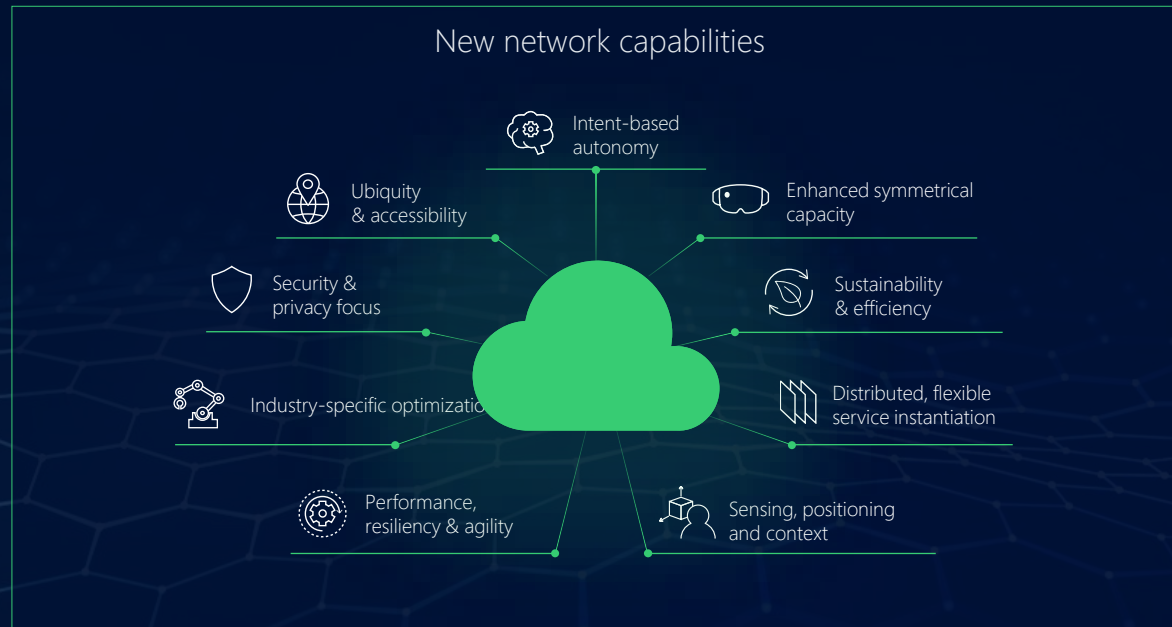
... will be different than today's



— Government
 — IT: enterprise
 — OT: industry 4.0
 — CSP, neutral host, wholesale access, cloud provider



The network will be key to realizing those opportunities ... requiring transformed capabilities and versatile integrations



The technology we lead in: Networks that sense, think and act

Making high performance connectivity more consumable and sustainable

A transformation in how networks are deployed



Opening up networks for innovation and collaboration, securely

A transformation in how networks are applied

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