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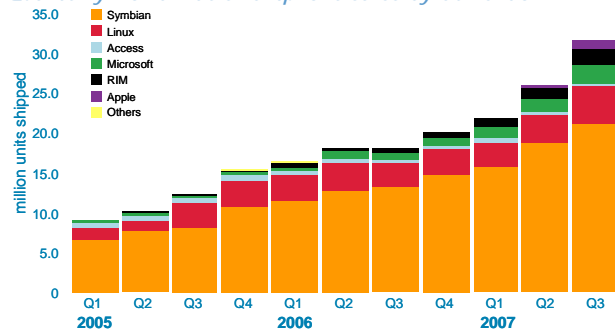
Symbian in November

- 6, Symbian unaudited Q3 results
- 7, Symbian Summit Tokyo 2007
- 14, Symbian acquires personnel and technology from Beijing Genesis Interactive Technology

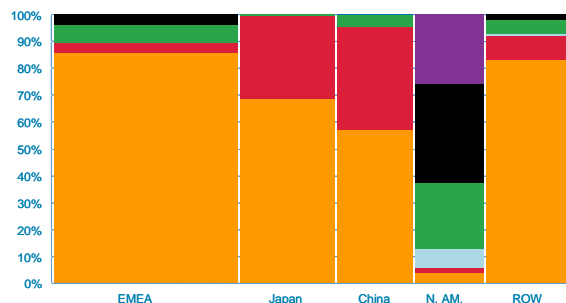
Symbian Q3 2007 results

- 20.4M Symbian smartphones shipped - up 56%*
 - 165M cumulative Symbian smartphone shipments
 - 134 Symbian smartphone models in the market - up 28%*
 - 15 NEW Symbian smartphone models shipped in Q3
 - 8,314 commercially available Symbian applications - up 36%*
 - New Symbian technologies to power the future of computing: ScreenPlay, FreeWay and SMP
- * Q3 2006 - Q3 2007 Year-On-Year growth

Quarterly worldwide smartphone sales by OS vendor



Q3 smartphone sales by OS vendor by region



Source: Canalis

Application of the Month



wwigo (pronounced 'vigo') stands for Webcam Wherever I Go. With wwigo, a Symbian smartphone with a camera can be used as a webcam with PC or Laptop using Bluetooth as the transmission medium. It works with applications such as Skype, Yahoo IM, Windows Live Messenger, You Tube, Grouper, Movie Maker etc.

New Smartphones in October / November



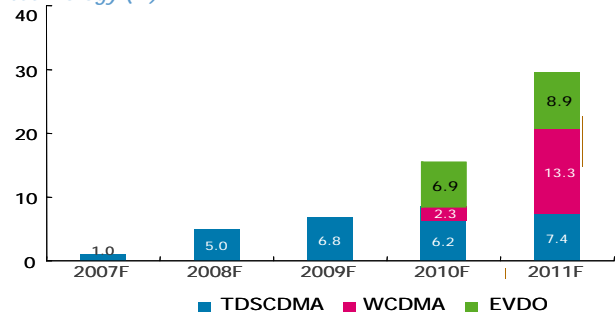
Sony Ericsson W960i Nokia N82 Nokia E51 Samsung SGH-i450 LG KS10

*Phones announced or shipping in Oct/Nov 2007

3G forecast in China

Despite delays in TD-SCDMA license award, 3G services will be launched as part of trials in 2008. 3G mobile phone sales in China are forecast to reach 255m units by 2011, up to 33% from open OS smartphones.

Annual 3G subscriber addition forecast breakdown by technology (m)



- 3G licenses will not be issued until late 2008, or early 2009, despite several TDSCDMA trials by all mobile operators
- However, TD-SCDMA will gain users through enlarged trials before licenses are awarded (at which points licensees will just be officially given to the operators)
- There will be a number of standard available in China on 3G, and WCDMA and EVDO users will catch up after 3G licensing

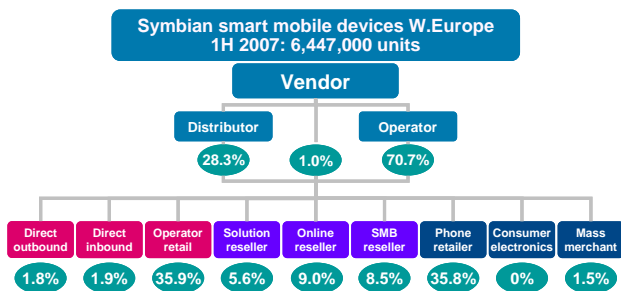
Source: BDA China

Linux strengths and weaknesses

- ✓ Developer appeal
- ✓ Wide accessibility of source
- ✓ Proven/hardened kernel
- ✓ New kernel versions every 2.5 months
- ✓ Growing GTK+ mindshare
- ✓ Strong networking/IP heritage
- ✓ Support for broad range of IP protocols
- ✓ Range of advanced File Systems available, including JFS
- ✓ Perception that Linux is highly upward scalable
- ✗ Fragmentation: lack of 3rd party developer native API, and rival factions
- ✗ Incompleteness
- ✗ Viral effect of GPL leeches IP
- ✗ 'Wait or Branch' development model - leads to cost for people who need mobile specific development
- ✗ Operators are concerned about security.
- ✗ Contributing parts of mobile SW stack lowers barrier to entry.
- ✗ Low relative profitability and high relative costs.
- ✗ Recent patent infringement assertions from Microsoft: Linux, in its generic form, infringes upon 235 of its patents?!
- ✗ Lack of visibility of kernel roadmaps.
- ✗ Although the Linux Kernel has support for SMP, taking full advantage of SMP requires co-ordination with other OS services (some services need to be SMP safe, others tuned to take advantage of running different threads on different processors) which may be difficult to pull-off in a distributed Linux ecosystem.
- ✗ Polling and monolithic kernel design.
- ✗ Linux "doesn't mind" breaking the compatibility of internal kernel APIs, data structures and HALs: adversely affecting hardware vendors and device creators.
- ✗ Lack of standard cellular telephony abstraction.
- ✗ Linux-based phone developers have to develop their own equivalent to DevSound A3F in their platform or integrated into the application (similar to RTOS)

Symbian smartphone sales channels in Western Europe

Operators constitute the dominant channel in Western Europe



Source: Canals estimates August 2007

Nokia new service model

Nokia's new service portal targets consumers and operators may benefit from it.



- Nokia wants to move away from boom-bust cycles in line with phone cycles
- A service element will increase customer loyalty
- RIM and Apple are the pioneer in adding a successful service element to their hardware offer
- Ovi, meaning 'door' in Finnish, enables people to easily access their existing social networks, communities and content from a single place, as well as acting as a gateway to Nokia services. Accessible from a computer or compatible Nokia device, Ovi includes the Nokia Music Store, Nokia Maps and N-Gage, with more services to follow.
- Vodafone and Nokia have agreed to launch an integrated suite of Vodafone services combined with Nokia Ovi services on a range of Nokia handsets

Key take-away points:

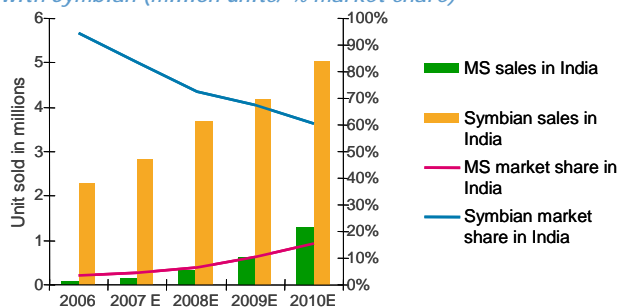
- How Nokia's service can help operators, in their core capacity as bit-pipes
- Location based services mean operators can locate a customer. Nokia's Navteq database and the customer profile held by the operator will allow targeting information and creating advertising opportunities.
- Good wireless content, whatever its source, will improve data ARPU for the operator

Windows Mobile in India

Analysts have made a lot of noise on Microsoft success in India but it boils down to 1m units by 2010.

- Windows Mobile may grab up to 15% of the market in India by 2010, its most successful market for smartphones sales
- From a conservative view point, Symbian would have still 60% market share in India by 2010
- India is the second biggest market for Nokia, across its entire portfolio
- Even with success in the fastest growing region in the world, Windows does not pose a sizable threat to Symbian
- Some analysts still predict that Windows Mobile will take up to 70.5% of the smartphone market by 2010, but such statements do not stand scrutiny

Forecast of WM smartphone sales in India and comparison with Symbian (million units/ % market share)



Source: IDC, Canals, Microsoft press release

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