

NOKIA

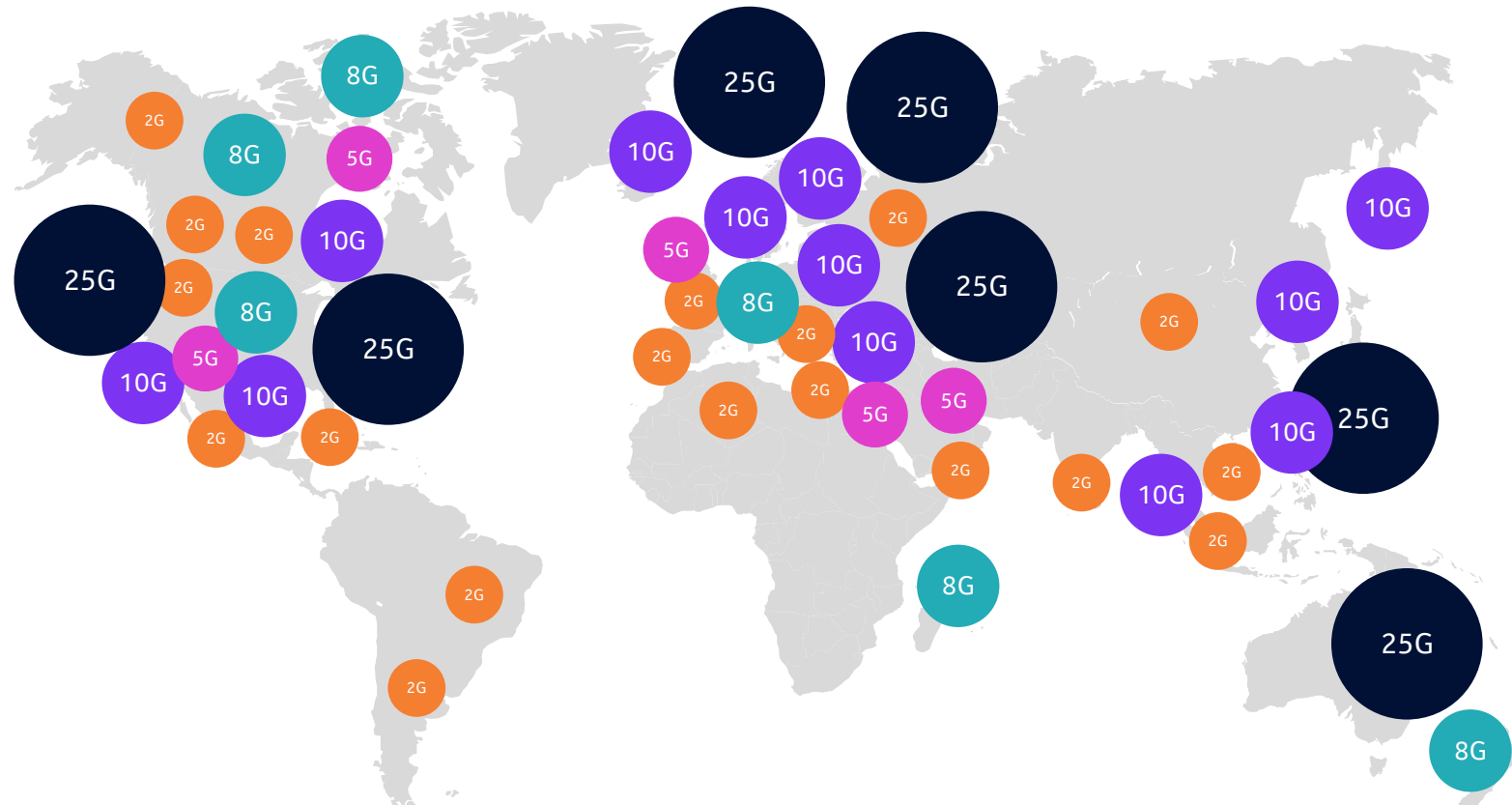
Wired for success

Stefaan Vanhastel
VP Marketing & Innovation
Nokia Fixed Networks



Get to Fast Faster 2025

Welcome to the multi-gig world



500+
Gigabit networks

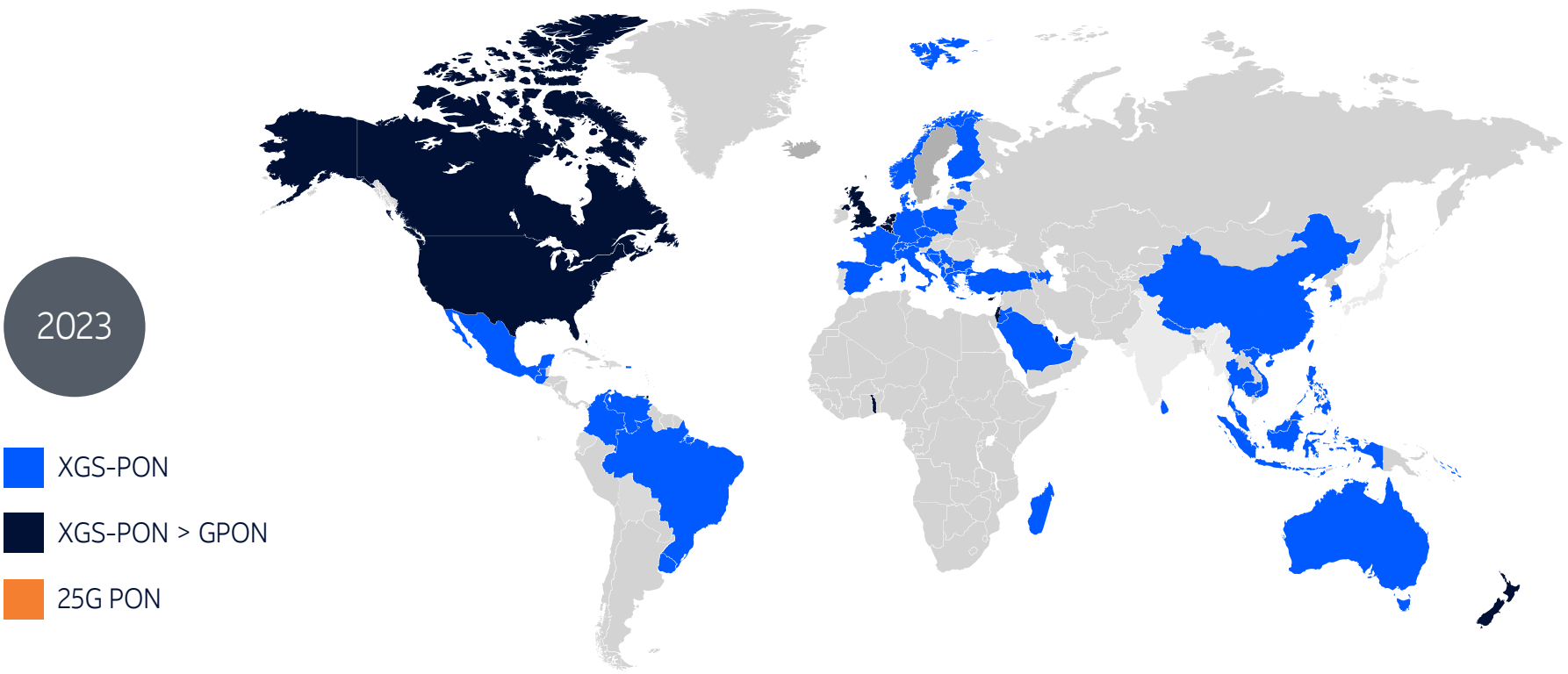
160+
Multi-Gigabit networks

100M
Gigabit+ users

Source: Omdia; 2025



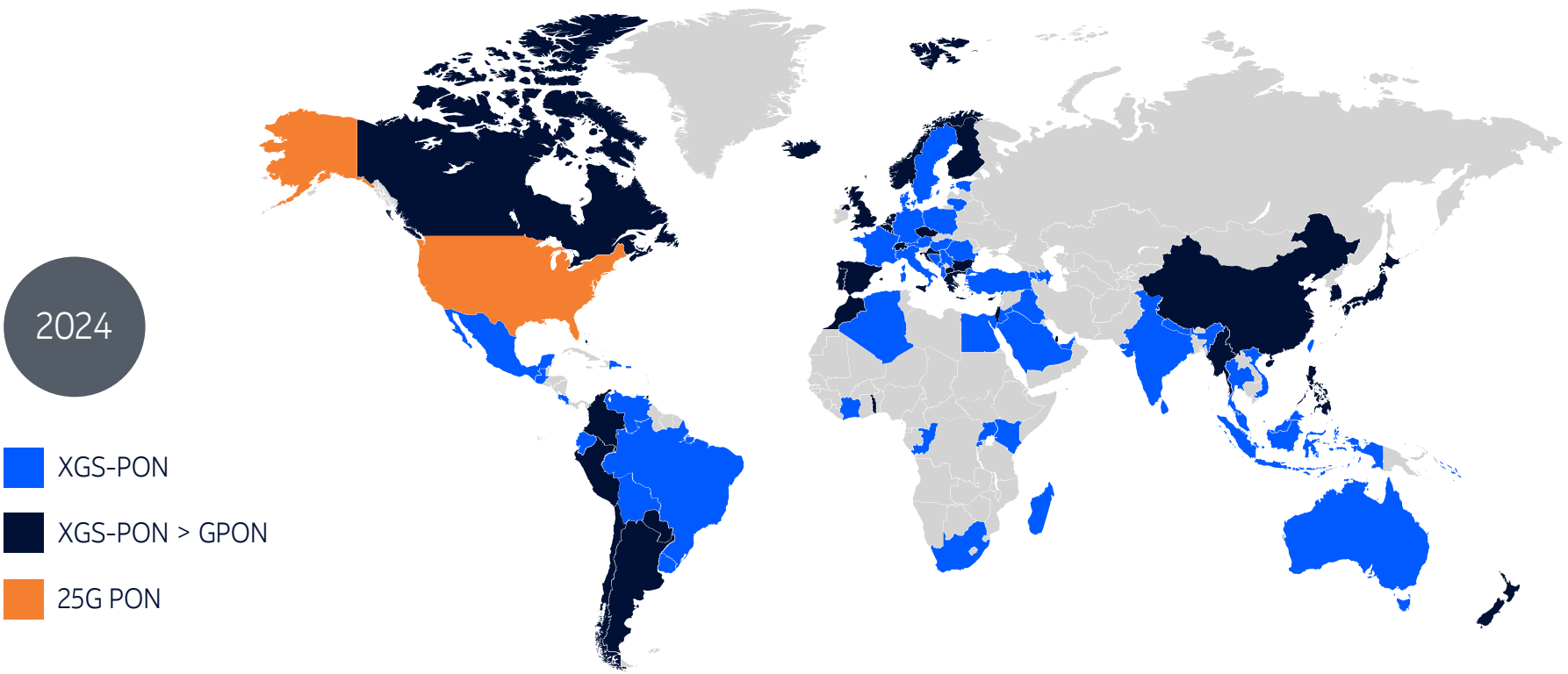
Multi-Gigabit technologies are taking over



2023

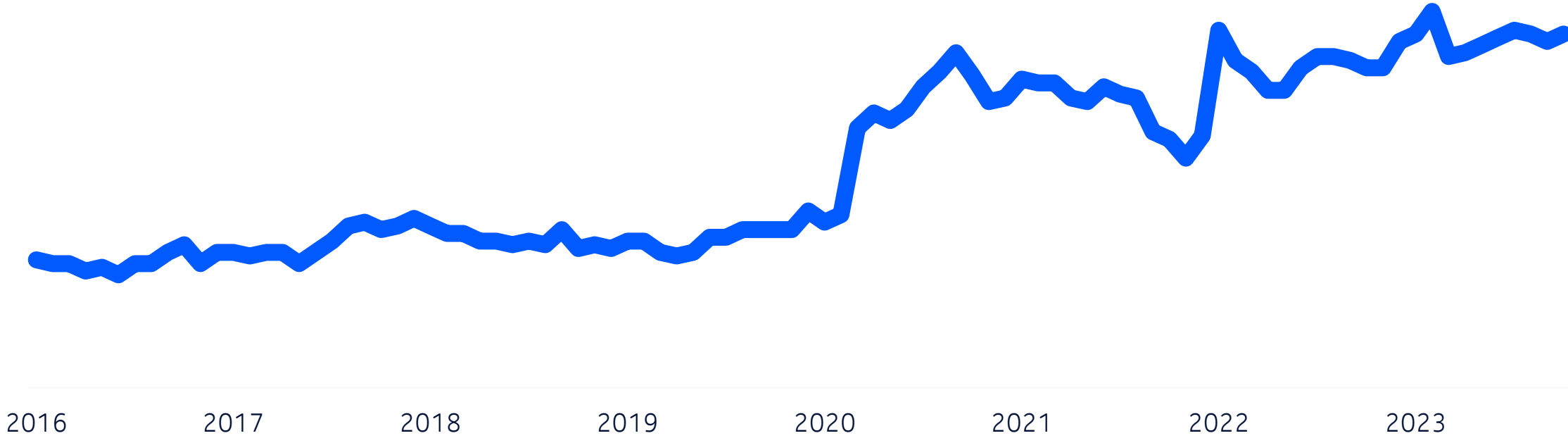
- XGS-PON
- XGS-PON > GPON
- 25G PON

Multi-Gigabit technologies are taking over

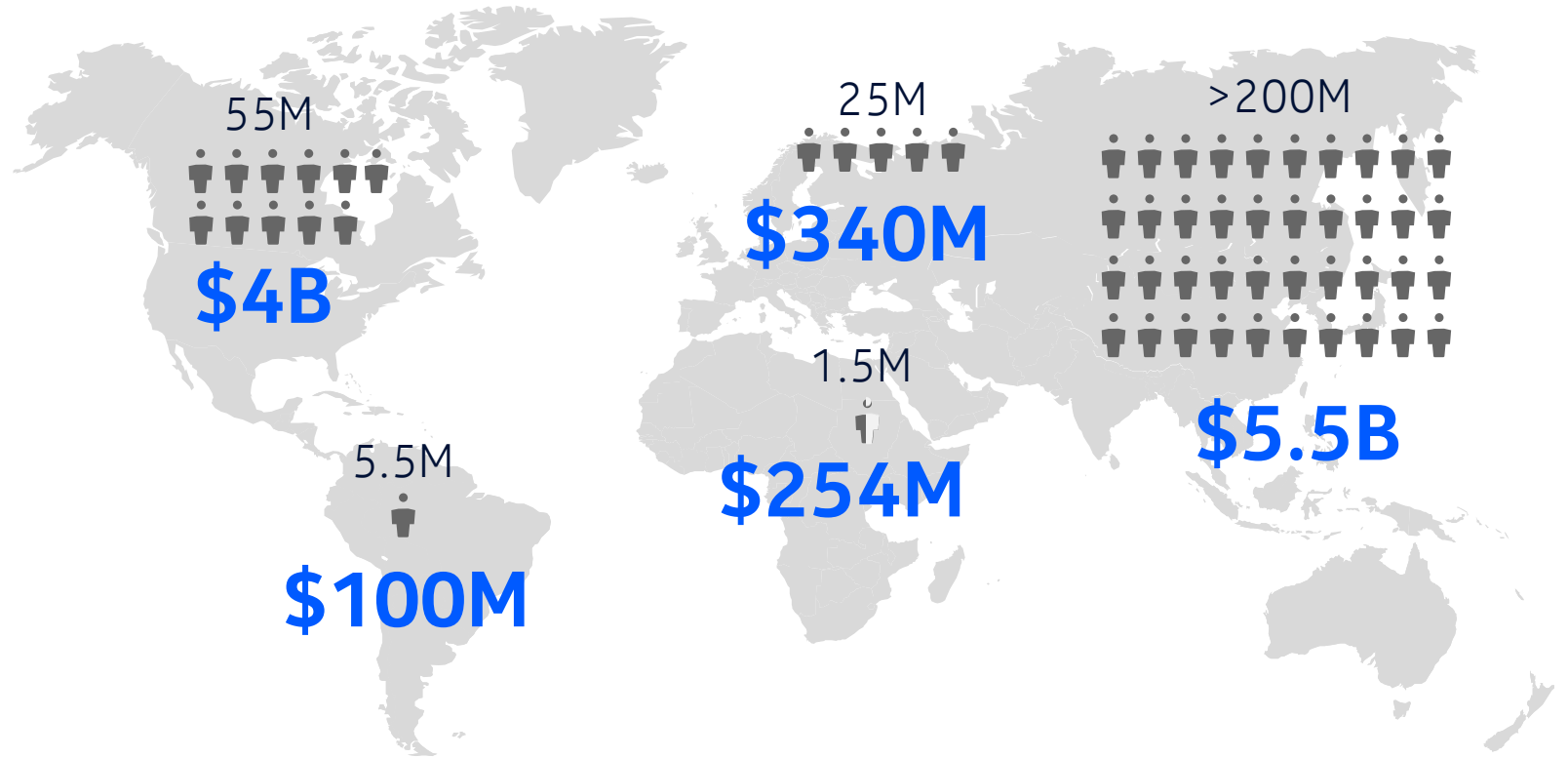


Speed is still king

Google Trends “speedtest”



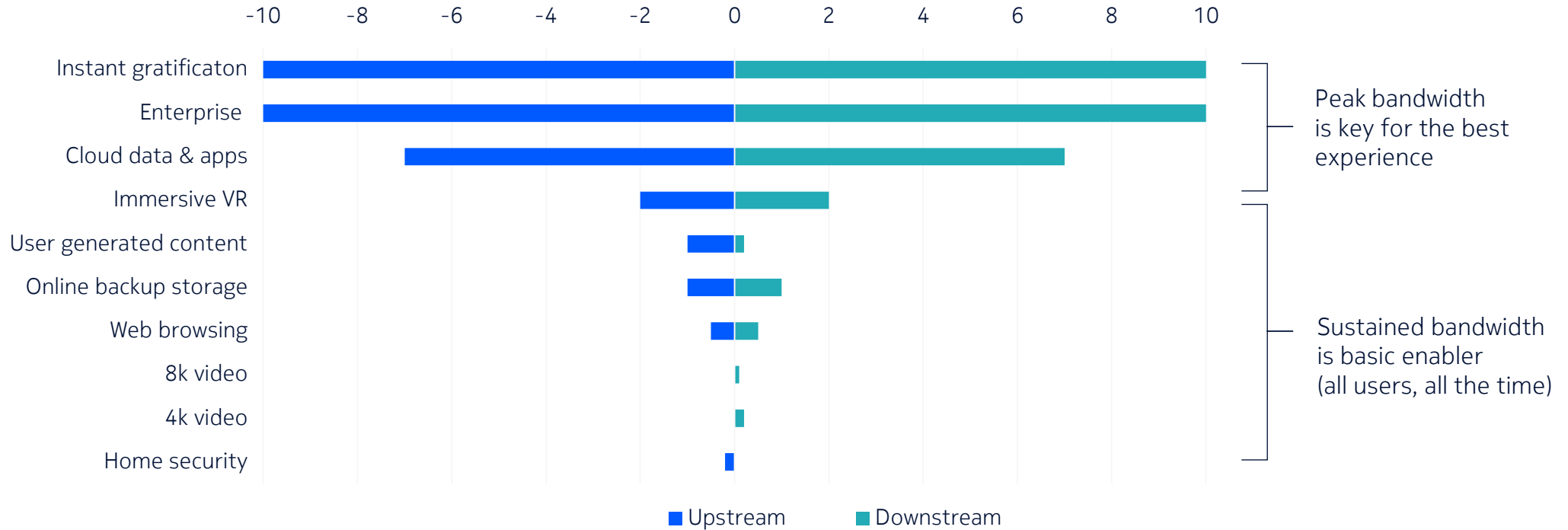
Consumers
are willing to
pay for 1G(+)



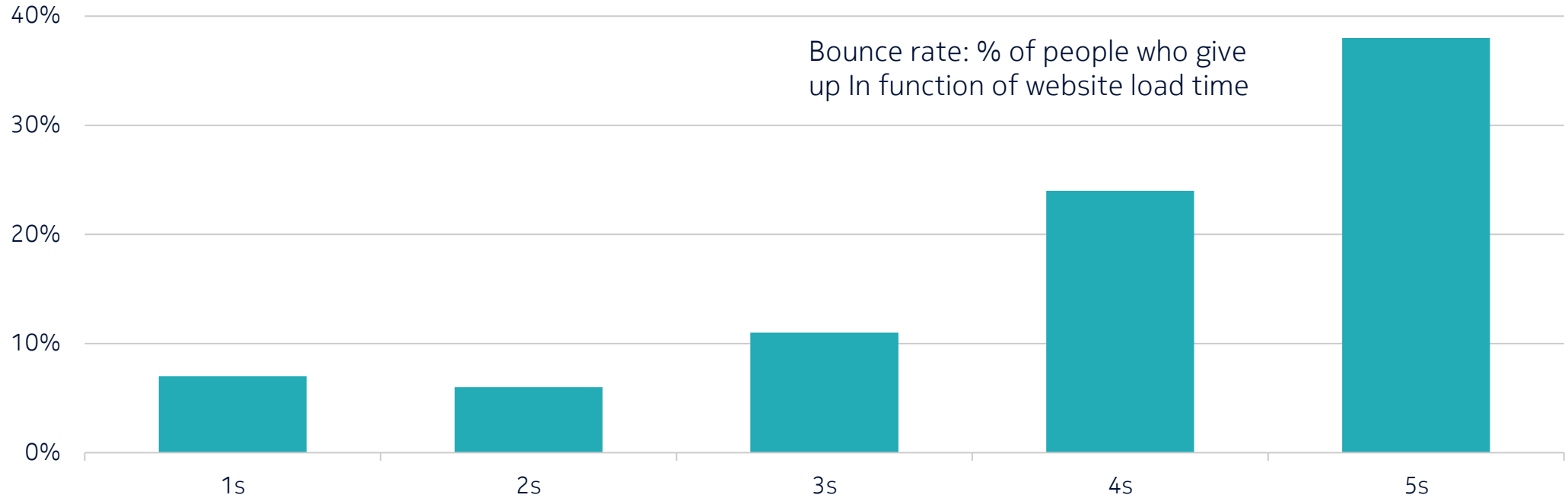
2024 Incremental
ARPU from 1G(+)

Source: Nokia analysis, 2025

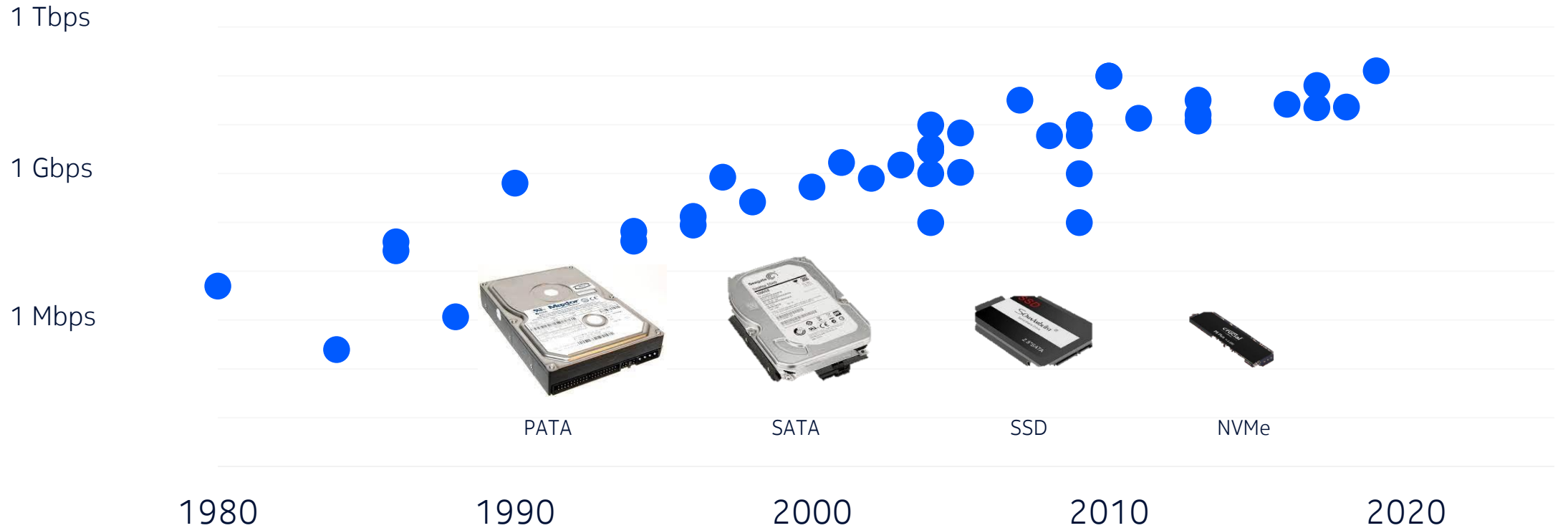
Human impatience is the killer app for multi-gig



No-one wants to wait



Making the cloud as fast as a local hard drive



Beyond residential: Fiber for everything



Massive capacity


Low cost

Low power

Faster TTM

The logo for New Zealand Cherry Corp. is a yellow circle with a white border, containing the text "NEW ZEALAND CHERRY CORP." in white, uppercase letters.

NEW ZEALAND
CHERRY
CORP.

A close-up photograph of several red cherries. Various parts of the cherries are outlined with thin, colored lines (white, green, blue) to represent computer vision segmentation. The outlines highlight the stems, pits, and specific areas of the fruit's surface.

Revolutionizing Farm 4.0

25G

3x productivity
0 waste

| Strictly for the use of Get To Fast Faster 2025 participants

Monetizing XGS+

Work-from-Home slice

Best Office365 experience with a dedicate WfH slice to Azure

Multi-gig, zero risk

Meet advertised speeds for premium users at all times

Enterprise services

1G to 10G+ enterprise connectivity using PON

Low-latency slice for gaming

Consistent low latency for gaming and online events

Speed test guarantee

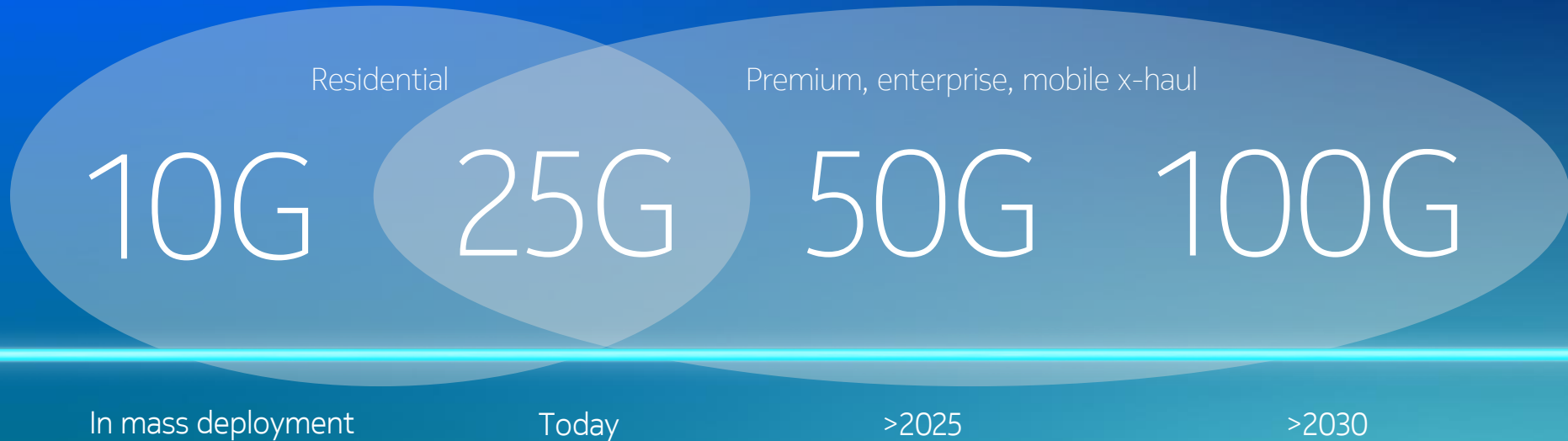
Detect Wi-Fi jamming to stop burglary attempts

Mobile transport

Cell site backhaul over FTTH



Choose the right evolution strategy for your needs and your business case



25G PON goes mass market



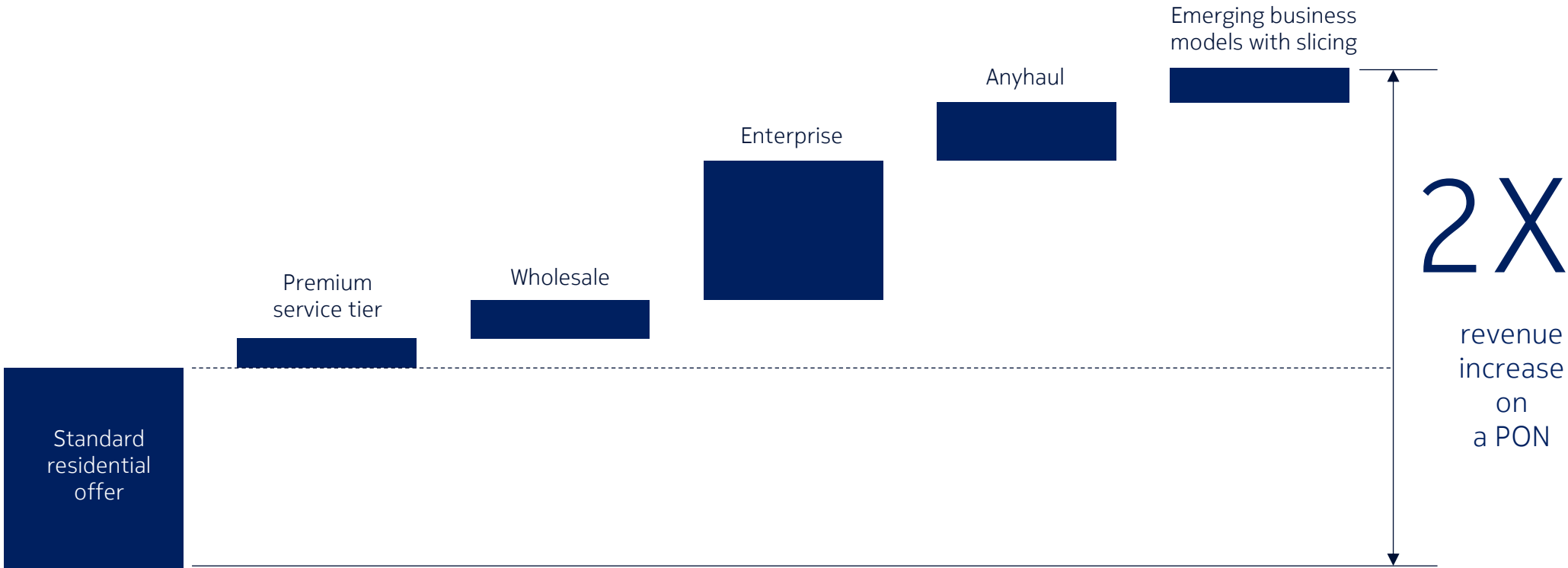
- Cost optimized for mass-market
- Most efficient 10G+ broadband
- Fast time to market for competitive advantage
- Established interop events concluded; more planned

50G & 25G for the Post-Quantum era

- Full-density 16p XGS & 25G
- 50G asymmetrical, and ready for symmetrical
- Single-Dual-Triple-PON optical modules
- Secure, Post-Quantum ready
- 6-nines reliability
- Quillion based



Fiber business case 2.0



Thank you



NOKIA