

Dear Yrjö, Ladies and Gentlemen

I first met Yrjö in 1976. Significant progress in digital signal processing had just started. I was doing my Master of Science thesis in this area on the topic of "The use of delta modulation in PCM-coding".

I was happy to get guidance in my study from Yrjö, who was one of the leading researchers in digital signal processing and had just returned from the US. Yrjö made a strong impression as a person who is always curious to learn new things and help others.

Yrjö started at Nokia in 1993. I will now tell you about a couple of our shared experiences during our time at Nokia Mobile Phones. The first one is the way how we successfully dealt with the collapse of the mobile phone market in 2001. This market had experienced exceptional growth rates: close to 70% both in 1998 and 1999 and 45% still in 2000. Then growth suddenly dropped below zero in 2001.

Due to our strong market position and our extensive distribution network, we had been able to predict this happening. By rapid actions such as focusing on R&D investments - with Yrjö's leadership - to the completion of the most attractive new products which had faster data speeds, we succeeded in further strengthening our leadership in this demanding situation.

The next question was: how would the market volume develop from now onwards? We tried to "predict this unpredictable" question in various ways. Yrjö did again a great job by making forecasts based on Moore's law and on assumptions about the speed of the expansion of new technologies and features in mobile phones. In comparison he also used historical watch market data. Market growth returned to

positive already in 2002 and grew by about 15% in 2003 followed by increasingly faster growth.

But mobile communication is more than handsets. One of the key elements are international standards. The turn of the century was an active phase in new technologies. When 3G standardization was completed Nokia brought its first 3G phone, Nokia 6650, to the market in 2002. 3G standardization was an intensive competition between two alternatives. With Yrjö's leadership WCDMA, which was supported by Nokia and Ericsson, won this very important battle. The beginning of the era of smart phones was symbolized by Nokia 7650 featuring on the front page of *The Economist* in November 2002. Nokia continued to actively develop both Symbian- and Linux-based smart phone platforms, bring new technologies and products to the market, and strengthen Nokia's IPR-portfolio. Yrjö's contribution at Nokia was significant!

Yrjö and I became good friends during our Nokia years. Later we became family friends. Our summer places are close to each other in Raasepori. Our common hobby is boating, which we have enjoyed with various success. Yrjö and Tuula have taken good care of Leena and me, by bringing us firewood for sauna and fireplace - Yrjö driving his Avant and Tuula following him in her own Avant. Whenever we have had problems with whatever technology, Yrjö has always been there to help.

All in all, Yrjö has exceptional visions of the innovations and trends in telecom technology, from basic science to consumer products. It has been great to work with you Yrjö!