



NORTEL

Business made simple

Forward-looking Information



Certain statements in this presentation may contain words such as “could”, “expects”, “may”, “anticipates”, “believes”, “intends”, “estimates”, “targets”, “envisions”, “seeks” and other similar language and are considered forward-looking statements or information under applicable securities legislation. These statements are based on Nortel’s current expectations, estimates, forecasts and projections about the operating environment, economies and markets in which Nortel operates. These statements are subject to important assumptions, risks and uncertainties, which are difficult to predict and the actual outcome may be materially different. Further, actual results or events could differ materially from those contemplated in forward-looking statements as a result of the following (i) risks and uncertainties relating to Nortel’s restatements and related matters including: Nortel’s most recent restatement and two previous restatements of its financial statements and related events; the negative impact on Nortel and NNL of their most recent restatement and delay in filing their financial statements and related periodic reports; legal judgments, fines, penalties or settlements, or any substantial regulatory fines or other penalties or sanctions, related to the ongoing regulatory and criminal investigations of Nortel in the U.S. and Canada; any significant pending civil litigation actions not encompassed by Nortel’s proposed class action settlement; any substantial cash payment and/or significant dilution of Nortel’s existing equity positions resulting from the finalization and approval of its proposed class action settlement, or if such class action settlement is not finalized, any larger settlements or awards of damages in respect of such class actions; any unsuccessful remediation of Nortel’s material weaknesses in internal control over financial reporting resulting in an inability to report Nortel’s results of operations and financial condition accurately and in a timely manner; the time required to implement Nortel’s remedial measures; Nortel’s inability to access, in its current form, its shelf registration filed with the United States Securities and Exchange Commission (SEC), and Nortel’s below investment grade credit rating and any further adverse effect on its credit rating due to Nortel’s restatements of its financial statements; any adverse affect on Nortel’s business and market price of its publicly traded securities arising from continuing negative publicity related to Nortel’s restatements; Nortel’s potential inability to attract or retain the personnel necessary to achieve its business objectives; any breach by Nortel of the continued listing requirements of the NYSE or TSX causing the NYSE and/or the TSX to commence suspension or delisting procedures; (ii) risks and uncertainties relating to Nortel’s business including: yearly and quarterly fluctuations of Nortel’s operating results; reduced demand and pricing pressures for its products due to global economic conditions, significant competition, competitive pricing practice, cautious capital spending by customers, increased industry consolidation, rapidly changing technologies, evolving industry standards, frequent new product introductions and short product life cycles, and other trends and industry characteristics affecting the telecommunications industry; the sufficiency of recently announced restructuring actions, including the potential for higher actual costs to be incurred in connection with these restructuring actions compared to the estimated costs of such actions and the ability to achieve the targeted cost savings and reductions of Nortel’s unfunded pension liability deficit; any material and adverse affects on Nortel’s performance if its expectations regarding market demand for particular products prove to be wrong or because of certain barriers in its efforts to expand internationally; any reduction in Nortel’s operating results and any related volatility in the market price of its publicly traded securities arising from any decline in its gross margin, or fluctuations in foreign currency exchange rates; any negative developments associated with Nortel’s supply contract and contract manufacturing agreements including as a result of using a sole supplier for key optical networking solutions components, and any defects or errors in Nortel’s current or planned products; any negative impact to Nortel of its failure to achieve its business transformation objectives, including completion of the sale of its UMTS access business to Alcatel; additional valuation allowances for all or a portion of its deferred tax assets; Nortel’s failure to protect its intellectual property rights, or any adverse judgments or settlements arising out of disputes regarding intellectual property; changes in regulation of the Internet and/or other aspects of the industry; Nortel’s failure to successfully operate or integrate its strategic acquisitions, or failure to consummate or succeed with its strategic alliances; any negative effect of Nortel’s failure to evolve adequately its financial and managerial control and reporting systems and processes, manage and grow its business, or create an effective risk management strategy; and (iii) risks and uncertainties relating to Nortel’s liquidity, financing arrangements and capital including: the impact of Nortel’s most recent restatement and two previous restatements of its financial statements; any inability of Nortel to manage cash flow fluctuations to fund working capital requirements or achieve its business objectives in a timely manner or obtain additional sources of funding; high levels of debt, limitations on Nortel capitalizing on business opportunities because of credit facility covenants, or on obtaining additional secured debt pursuant to the provisions of indentures governing certain of Nortel’s public debt issues and the provisions of its credit facilities; any increase of restricted cash requirements for Nortel if it is unable to secure alternative support for obligations arising from certain normal course business activities, or any inability of Nortel’s subsidiaries to provide it with sufficient funding; 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Terry Glofcheskie
VP Investor Relations



Agenda

Wednesday, November 15

7:00	Continental Breakfast and Registration	
8:00	Introduction	T. Glofcheskie
8:05	CEO Overview	M. Zafirovski
8:45	CFO Update	P. Currie
9:15	Q&A	T. Glofcheskie, moderator
9:35	CSO Strategic Direction and Implications	G. Riedel
10:05	CTO Industry Landscape and Technology Directions	J. Roese
10:45	Break	<i>20 minutes</i>
11:05	Business Transformation	D. Carey
11:30	Supply Chain / Quality / Six Sigma	J. Hackney
11:55	Q&A	T. Glofcheskie, moderator
12:15	Lunch	<i>60 minutes</i>



Agenda (Continued)

Wednesday, November 15

1:15	ESPN	S. Slattery D. Joannou
1:55	MCCN	R. Lowe P. MacKinnon
2:40	Metro Ethernet Services	P. Morin S. Lupu
3:10	Nortel Global Services	D. Wendt M. Bejar
3:40	Q&A	T. Glofcheskie, moderator
4:00	Break	<i>20 minutes</i>
4:20	CMO Marketing Plan / Brand Strength	L. Flaherty
4:40	CEO Closing Remarks	M. Zafirovski
5:00	Reception	<i>60 minutes</i>

Nortel 2006 Investor Conference

November 16 - Plenary Sessions



Innovative Communications Alliance (ICA)

Wireless Broadband

Provider Backbone Transport (PBT)

Business Transformation / 6 Sigma

presented by:

Ruchi Prasad
Vice President & GM

Peter MacKinnon
GM WiMAX and
Chairman, LG-NT Co. Ltd
and
Doug Wolff
VP and GM CDMA

Mike Adams
VP Metro Ethernet
Networks Architecture

Bill Donovan
SVP Business
Transformation
and
Joel Hackney
SVP Global
Operations and
Quality

location:

room: Interface 2
(2nd floor)

room: Innovation 2
(2nd floor)

room: Imagination 2
(2nd floor)

room: Customer
Presentation Centre
(2nd floor)

times:

Session I 8:30-9:20
Session II 9:30-10:20
Session III 10:30-11:20

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Session II 9:30-10:20
Session III 10:30-11:20

host:

Peter Finter
VP Global Market
Strategy and Operations

Scott Wickware
VP Strategic Marketing

Helen Xenos
Metro Ethernet Networks
Marketing

Dave Charron
Leader Corporate
Finance

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