Net sales decreased as expected

- Net sales 2006: 18%
- Net sales 2007: 23%
- Net sales 2008: 14%
- Net sales 2009: -13%
- Net sales 2010: 0%
  - Net sales include Power Plants, Ship Power, and Services.
Profitability continued strong

Operating result, %

- 2006: 8.2%
- 2007: 10.1%
- 2008: 11.4%
- 2009: 12.1%
- 2010: 10.7%
Net sales by business 2010

- Ship Power: 26% (34)
- Power Plants: 34% (31)
- Services: 40% (35)
Net sales by market area
Strong presence in Asia
Personnel decreased

- Services
- Ship Power
- Power Plants
- Industrial Operations
- Administration

Year:
- 2006
- 2007
- 2008
- 2009
- 2010

Number of Personnel:
- 0
- 8000
- 12000
- 16000
- 20000

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Order intake increased

- Order intake increased by 22% from 2009 to 2010.
- Power Plants increased by 107% from 2009 to 2010.
- Ship Power increased by 35% from 2009 to 2010.
- Services decreased by 1% from 2009 to 2010.

2006: 4500 MEUR
2007: 5500 MEUR
2008: 5500 MEUR
2009: 3000 MEUR
2010: 4500 MEUR
Asia’s role in shipbuilding strengthening

Main shipbuilding countries
- China: 55%
- Korea: 24%
- Japan: 5%
- Europe: 7%
- Others: 9%

Main ship owner countries
- Singapore: 6%
- Greece: 12%
- Japan: 5%
- Korea: 5%
- Others: 50%

Approx. 1,700 vessels ordered in 2010
Wärtsilä strives for an increased share of vessel value
Power Plants order intake
Asia strongest region

- Americas: 24%
- Europe: 24%
- Asia: 42%
- Africa and Middle-east: 10%

Total orders in 2010: 3,175 MW
Power Plants for many applications

By application
- Baseload: 65%
- Grid stability & peaking: 23%
- Industrial self-generation: 6%
- Oil & gas: 6%

By fuel
- Gas: 43%
- Oil: 57%

Total orders in 2010: 3,175 MW
Services – net sales stable
Services – net sales distribution 2010

- Spare parts: 53%
- Field service: 24%
- Contracts: 14%
- Projects: 9%
Service contracts increased

- Net sales
- Total MW (O&M and Maintenance)
All time high cash flow from operating activities

MEUR

2006 2007 2008 2009 2010
Strong financial position

Solvency

Gearing

%
EPS and dividend/share

EPS figures include nonrecurring items and selling profits

1 Dividend 2010 – Proposal of the Board.
EPS figures include nonrecurring items and selling profits
Prospects for 2011

- Net sales expected to grow 3-5%
- Operational profitability expected to be around 11%
Long-term growth and profitability

- Target to grow faster than global GDP
- Operating profit margin target 10-14%