Power production is a big responsibility

Efficiency, reliability and sustainable business practices are important focus areas for Wärtsilä.
Hamworthy has performed well

- Wärtsilä’s biggest ever acquisition, Hamworthy, was completed on 31 January 2012
- The acquisition provides important synergies in growth markets
- Hamworthy has been integrated into our Ship Power business
Net sales and profitability

- **Net sales**
- **EBIT% (operating result before nonrecurring items)**
- **EBITA% (operating result before nonrecurring items and intangible asset amortisation related to acquisitions)**
- **EBIT% (operating result before nonrecurring items)**
China plays a central role in shipbuilding

Contracting volumes (DWT): share by region

- China
- South Korea
- Japan
- Europe
- Rest of the world

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By application
Total EUR 1,515 million
- Flexible baseload: 77%
- Grid stability and peaking: 14%
- Oil & gas: 4%
- Industrial self-generation: 6%

By fuel
Total 3,146 MW
- Gas: 74%
- Oil: 25%
- Renewables: 1%
Power plants in nearly 170 countries
Smart Power Generation

Energy Efficiency

Fuel Flexibility

Operational Flexibility
Ship Power order intake increased by 45%

- Merchant: 28%
- Offshore: 46%
- Cruise & ferry: 12%
- Special vessels: 6%
- Navy: 7%
- Other: 1%
Strong activity in offshore markets
Our strategic goal
To be recognised as the leading solutions provider in the marine industry:

Efficiency

Gas and dual-fuel solutions

Environmental solutions
Services net sales returned to growth
Wärtsilä’s service agreements around the world

- Wärtsilä’s service agreement offering covers the operation and maintenance of power plants and service agreements for marine and offshore applications
- Wärtsilä has over 500 installations in 55 countries, totalling over 16.5 GW under service contracts

- Americas 4,140 MW
- North Europe 2,750 MW
- South Europe & Africa 5,230 MW
- Middle East & Asia 4,440 MW
Through our R&D activities we help our customers develop their operations in a sustainable way.
Diversity in personnel

Approximately 18,900 employees in 70 countries
Organising for entrepreneurial drive

To further strengthen our competitiveness and to serve our customers more effectively, we have changed our organisational set up within Ship Power and Wärtsilä Industrial Operations.
Prospects for 2013

Net sales expected to grow by 0-10%. Operational profitability expected to be around 11%.
Focus on growth

Profitable growth by focusing on

Smart Power Generation

Gas as a marine fuel

Environmental solutions