Net sales and profitability developed in line with expectations

Figures shown before nonrecurring items.
Figures for 2014 include continuing operations, while figures for 2010-2013 include both discontinued and continuing operations.
Power Plants order intake stable despite challenges

TOTAL EUR 1,293 MILLION (1,292)

- Africa and Middle East: 33%
- Europe: 30%
- Americas: 26%
- Asia: 12%
Wärtsilä received its first LNG terminal order in 2014
Growth in Ship Power order intake

TOTAL EUR 1,746 MILLION (1,644)

- Offshore: 34%
- Gas carriers: 28%
- Traditional merchant: 16%
- Cruise and ferry: 10%
- Navy: 6%
- Special vessels: 4%
- Other: 2%

MEUR

- 2010: 600 MEUR
- 2011: 1,000 MEUR
- 2012: 1,400 MEUR
- 2013: 1,800 MEUR
- 2014: 2,200 MEUR

5 March 2015
Annual General Meeting
Acquisition of L-3 MSI strengthens Wärtsilä’s position in automation and electrical systems
Focus on growth in Services

![Bar chart showing MEUR from 2010 to 2014 with a steady increase.]

![Pie chart showing percentages: Field service 51%, Contracts 16%, Projects 9%, Spare parts 25%.]

TOTAL EUR 1,939 MILLION (1,842)

25% 51% 9% 16%

- Field service
- Contracts
- Projects
- Spare parts

5 March 2015
Annual General Meeting
Developing efficiency to secure competitiveness
Two new partnerships with CSSC will strengthen our position in marine markets

- **Wärtsilä CME** (Zhenjiang, China) Propulsion
  - 4-stroke engines

- **WHEC** (Mokpo, South Korea)
  - 4-stroke engines

- **CWEC** (Shanghai, China)
  - 49% Wärtsilä, 51% CSSC
  - 4-stroke engines

- **WQDC** (Shanghai, China)
  - 4-stroke engines

- **WYEC** (Zhuhai, China)
  - 4-stroke engines

- **WinGD** (Winterthur, Switzerland)
  - 30% Wärtsilä, 70% CSSC
  - 2-stroke engines

**Joint venture sites**

**Ongoing footprint initiatives**

5 March 2015
China’s role in shipbuilding

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

Yearly percentages from 1996 to 2014.
Our personnel is our most important resource
WeCare – the next step towards zero injuries
Committed to sustainability
Strategic focus areas

Smart Power Generation

Gas as a fuel

Environmental solutions
3 big ideas

We encourage an **ENTREPRENEURIAL DRIVE**

We believe in **CUSTOMER CENTRICITY**

We have a **PASSION FOR DOING RIGHT**
Prospects for 2015

Net sales to grow by
0-10%

Operational profitability
12.0-12.5%