WÄRTSILÄ CORPORATION
ANNUAL GENERAL MEETING

3 MARCH 2016

Jaakko Eskola,
President & CEO
Net sales and profitability developed in line with expectations

- Figures shown before nonrecurring items.
- Figures for 2011-2013 include both discontinued and continuing operations.
Challenging market conditions impacted Energy Solutions’ order intake

- 2011: MEUR 1,009 million (1,293)
- 2012: MEUR 1,009 million (1,293)
- 2013: MEUR 1,009 million (1,293)
- 2014: MEUR 1,009 million (1,293)
- 2015: MEUR 1,009 million (1,293)

Geographical distribution:
- Americas: 34%
- Africa and Middle East: 10%
- Europe: 33%
- Asia: 23%
WÄRTSILÄ IS WELL POSITIONED TO BENEFIT FROM THE TREND TOWARDS SUSTAINABLE POWER PRODUCTION
Marine Solutions’ order intake development satisfactory

<table>
<thead>
<tr>
<th>Year</th>
<th>MEUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>1,000</td>
</tr>
<tr>
<td>2012</td>
<td>1,200</td>
</tr>
<tr>
<td>2013</td>
<td>1,400</td>
</tr>
<tr>
<td>2014</td>
<td>1,600</td>
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<tr>
<td>2015</td>
<td>1,800</td>
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**TOTAL EUR 1,599 MILLION (1,746)**

- Gas carriers: 38%
- Special vessels: 15%
- Offshore: 18%
- Other: 10%
- Navy: 6%
- Cruise and ferry: 4%
- Traditional merchant: 8%
- Total: EUR 1,599 million
ACQUISITION OF L-3 MSI STRENGTHENS WÄRTSILÄ’S POSITION IN AUTOMATION AND ELECTRICAL SYSTEMS
Services’ net sales reached an all time high

MEUR

<table>
<thead>
<tr>
<th>Year</th>
<th>Field service</th>
<th>Projects</th>
<th>Contracts</th>
<th>Spare parts</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>EUR 2,184 MILLION (1,939)</td>
</tr>
<tr>
<td>2012</td>
<td></td>
<td></td>
<td></td>
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<td>2013</td>
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<td>2014</td>
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<tr>
<td>2015</td>
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</tbody>
</table>
KEY GROWTH AREAS

Energy efficient solutions

Gas based technology

Innovative solutions
OUR FOCUS ON DIGITALISATION STRENGTHENS OUR POSITION AT THE FOREFRONT OF TECHNOLOGICAL INNOVATION
WE ARE STRONGLY COMMITTED TO R&D
A SAFE WORKING ENVIRONMENT IS OUR PRIORITY
OUR SKILLED AND DEDICATED EMPLOYEES ARE KEY TO OUR SUCCESS
SUPPORTING THE DEVELOPMENT OF A SUSTAINABLE, LOW CARBON SOCIETY
Prospects for 2016

Net sales to grow by 0-5%

Operational profitability 12.5-13.0%