REVIEW BY THE PRESIDENT & CEO

Jaakko Eskola
Some growth in net sales, profitability in line with previous year

Figures for 2013 include both discontinued and continuing operations.
Order intake grew in all business areas

- **Energy Solutions**
- **Marine Solutions**
- **Services**
Solid development in Services’ net sales

- **Special vessels**
- **Offshore**
- **Power plants**
- **Cruise & ferry**
- **Merchant**
- **Navy**

<table>
<thead>
<tr>
<th>Year</th>
<th>MEUR</th>
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<tr>
<td>2013</td>
<td>1 500</td>
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<td>2014</td>
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<td>2015</td>
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<td>2017</td>
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Customers’ interest in long-term service agreements increasing
Strong growth in Energy Solutions’ order intake

![Bar chart showing growth in order intake from 2013 to 2017](chart.png)

- **2013**: 1,200 MEUR
- **2014**: 1,200 MEUR
- **2015**: 900 MEUR
- **2016**: 1,500 MEUR
- **2017**: 1,800 MEUR

![Pie chart showing regional breakdown](pie_chart.png)

- **Americas**: 26%
- **Asia**: 47%
- **Europe**: 11%
- **Africa and Middle East**: 16%
GLOBAL ENERGY SYSTEMS INTEGRATION

LNG INFRASTRUCTURE
ENGINE POWER PLANTS
ENERGY STORAGE & SOFTWARE
SOLAR PV & HYBRID POWER PLANTS
Marine Solutions’ order intake boosted by favourable vessel mix and broad product offering
Wärtsilä’s purpose is to enable sustainable societies with smart technology.
Greensmith strengthens our system integration competences
Our Smart Marine vision emphasises connectivity and digitalisation
WÄRTSILÄ successfully tests remote control ship operating capability

SAN DIEGO
8,000 km / 5,000 ml

ABERDEEN

Developing capabilities in intelligent shipping
R&D investments secure our competitive positioning

MEUR

2013*  |  2014  |  2015  |  2016  |  2017

*) Restated, figures include continuing operations

R&D expenditure  |  % of net sales
Focus on collaboration and knowledge sharing
Cultivating an inclusive and diverse corporate culture
Ensuring safe working conditions is a key priority
Prospects for 2018

The demand for Wärtsilä’s services and solutions in 2018 is expected to improve somewhat from the previous year.

Demand by business area is anticipated to be as follows:

• Good in Services
• Good in Energy Solutions
• Solid in Marine Solutions