Services - strong growth through broader offering

Group Vice President, Services Tage Blomberg

WÄRTSILÄ SERVICE
+ CISERV
= WÄRTSILÄ SERVICES
Services

- Ship services
- Power & Industrial services
- Engine services
- Propulsion services
- Automation services
- Reconditioning services
- Training services
- Operations & Management
Our Ship Services provide maintenance and repair services for ships equipment:

- In-situ machining
- Repair and retrofit
- Hull repair and rebuilding
- Equipment service:
  - Boilers
  - Heat exchangers
  - Pumps
  - Hydraulic equipment
Our Power & Industrial Services provide maintenance and repair services:
- Repair, retrofit and rebuild
- Fuel conversions
- Environmental solutions
- Equipment service:
  - Boilers
  - Heat exchangers
  - Pumps
  - Hydraulic equipment
Engine services

- We provide complete engine and related systems services globally covering both Wärtsilä and other engine makes.
- Our OEM services include:
  - Basic support
  - Operation support
  - Performance optimizers
  - Repair services
  - Environmental solutions
  - Online support
Our OEM brands include:
- Wärtsilä
- Sulzer
- DEUTZ marine engines
- Nohab Diesel
- Wärtsilä Diesel
- GMT
- Wichmann
- SACM
- Stork SW Diesel
- Moteurs Duvant Crepelle
- Nordberg
- Poyaud
- Bolnes
Active engine base 150 GW

- Ship Power: 79.2%
- Power Plants: 20.8%
- Low-speed: 44%
- Medium-speed: 56%

150,470 MW
Propulsion services

- We provide complete propulsion systems services globally covering both Wärtsilä and other makes.
- Our OEM services include:
  - Basic support
  - Operation support
  - Performance optimizers
  - Repair services
  - Online support
We provide complete propulsion systems services globally covering both Wärtsilä and other engine makes.

Our OEM services include:

- Basic support
- Operation support
- Performance optimizers
- Repair services
- Online support

Propulsion services – underwater repair
Automation services

- Service, repair and design engineering for:
  - Power, diesel electric propulsion, steam and gas turbines and vessel automation systems
  - Electrical systems
  - Control and automation systems
  - Switchboards and control desks
  - LNG/FPSO conversions

New
Automation services

- Service, repair and design engineering for:
  - Installation and commissioning
  - Maintenance
  - Repair
  - Reconditioning
  - Turn-key projects management
Automation services

- Expertise acquired from:
  - CISERV
    - A Wärtsilä Company
    - (ex DECAM)
  - GERHARDT
  - AKER KVÆRNER™
  - Total Automation Ltd
Automation services

Ciserv products & services
- Workshop services
- Control and automation services
- Switchboards
- Field service
- In-situ balancing
- Site audits

Gerhardt products & services
- Solutions for:
  - Engines and turbines
  - Lubrication systems
  - Control systems
  - Ignition systems
  - Starting systems
  - Turbochargers
- Services:
  - Maintenance, repair and reconditioning
  - Retrofit and engineering
  - Software and programming
  - Field service and training

Total Automation products & services
- Technical sales
- Whessoe
- Control panels
- Gauging systems
- On-shore service
- Voyage repair
- Commissioning
- Design and engineering

Aker Kvaerner products & services
- Power drive
- Electric propulsion
- H-M-L Voltage Equipment and UPS
- Control systems
- Vessel automation
- Design and analysis
Automation services – FPSO conversion projects
Reconditioning services

- Equipment reconditioning & reconditioning of 2-stroke and 4-stroke engine components.
- Achieve maximum service life of equipment and components.
- Cost effective reconditioning methods applying the latest technology.
- Exchange pool services with reconditioned components directly from our global stocks.
Reconditioning services – components

- Equipment reconditioning & reconditioning of 2-stroke and 4-stroke engine components.
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Training services

- Wärtsilä Land & Sea Academy (WLSA)
- Global training centres in Philippines, Finland and USA
- Training programmes cover operation, maintenance and safety issues, competence and career management systems.
- WLSA partnering with specialist training providers
- More than 15,700 course man-days/year
- Advanced e-learning systems
Training services – Competence & Career management

- Complete solutions for:
  - Professional Career Path (PCP) planning
  - Competence tracking services
  - Utilizing human capital and management systems
Wärtsilä manages all aspects of operating an installation including administrative, financial, human resources and technical.

An O&M agreement focuses on performance, profitability and maximizing equipment lifetime and frees owners to concentrate on their core business.

Wärtsilä currently operates 150 plants with an aggregated output of some 2,800 MW.
Wärtsilä is close to its customers through subsidiaries in roughly 60 countries – and a global network of some 7,800 people.
24/7  Globally
Services Direction 2006 – 2010

Year | MEUR
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1999 | 437.1
2000 | 516.1
2001 | 540.1
2002 | 525.9
2003 | 555.1
2004 | 564.1
2005 | 660.8
2006 | 744.2
2007 |
2008 |
2009 |
2010 |

Services: 26% in 1999, rising to 40% in 2006
Parts: 74% in 1999, declining to 60% in 2006
Thank You!