Wärtsilä Capital Markets Day

Investing in the future

Wärtsilä Industrial Operations

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Group Vice President
WIO Key Performance indicators

PERFORMANCE
ENERGY • EXCITEMENT • EXCELLENCE

QUALITY • DELIVERY • COST • INNOVATIONS • PEOPLE
WIO enablers

- Product Portfolio
- R&D
- Supply Management
- Manufacturing
- People
- Cost and Investment
Wärtsilä 4-stroke engines portfolio

Wärtsilä 64
Wärtsilä 46/46F
Wärtsilä 50DF
Wärtsilä 38
Wärtsilä 34SG
Wärtsilä 32DF
Wärtsilä 32
Wärtsilä 26
Wärtsilä 20

Engine output (MW)
Wärtsilä Propulsion Portfolio

FPP Controls
Composite Bearing
Stern Tube Bearing (oil)
Shaft Line Bearing (oil)

Seal
Steerable Thrusters
CPP
Gears
Transverse Thrusters
Supply Chain

• Performance measurements
• External factors
• Expectations

Excellent relations

• Supply chain excellence

Quality

Delivery

Cost

People
Wärtsilä Manufacturing Concept

R&D integration

Supply Chain Integration

Continues Line based flow

Customer
Delivery Centre philosophy

Order Intake
- Long term planning
- Capacity & slots booking
- Project release

Customer solution engineering
- Product development
- Change mgmt

Material supply
- Material planning
- Purchase order creation
- Goods reception
- Stock mgmt

Manufacturing / Testing
- Production planning
- Component & module manufacture
- Assembly
- Testing & finishing
- Dispatching
Our global 2-stroke engines Licensees sites

- Poland: H. Cegielski
- Croatia: Treci Maj
- Russia: Bryansk Engineering Works
- Korea: Hyundai, Doosan
- Vietnam: Vinashin
- China: CSSC: Hudong, CSIC: Dalian, Yichang, QMD
- Brazil: NUCLEP
- Japan: Hitachi, Diesel United, Mitsubishi, NKK
- Croatia: Treci Maj
- Russia: Bryansk Engineering Works
- Korea: Hyundai, Doosan
- Vietnam: Vinashin
- China: CSSC: Hudong, CSIC: Dalian, Yichang, QMD
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Delivered 4-stroke engine megawatts
Delivered 4-stroke engine megawatts

![Bar chart showing delivered 4-stroke engine megawatts from 2001 to Q1-Q3-2007.](chart.png)
WIO personnel

Merge of Engine Division and Propulsions
Focus areas

Quality ↔ Validation
Energy ↔ Environment

R&D expenditure

Capital expenditure
(Production, R&D & IT)

Focus areas 2007
Thanks