A global leader in smart technologies and complete lifecycle solutions for the marine and energy markets
CLEAN ENVIRONMENT
A future without emissions or pollution

MARKET SHAPING & INNOVATION
A union of new technology and business models

ENERGY INTELLIGENCE
An optimised way of producing and using energy

WÄRTSILÄ’S PURPOSE is to enable sustainable societies with smart technology.
Wärtsilä takes a leadership role in the Smart Marine and Smart Energy ecosystems throughout their entire lifecycle. **We aim** at increasing efficiency while enabling a zero emission society.

- Unique market position
- Deep customer understanding
- Predictive analytics and asset optimisation
- Global service network
- Extensive product range
- Engineering and technology expertise
- Significant investments in future technology
Smart Marine Vision

Wärtsilä’s aim is to lead the industry’s transformation towards a Smart Marine Ecosystem by new ways of collaboration and smart technology.

By applying smart technology and performance optimisation services, Wärtsilä aims to deliver greater efficiencies, minimise climate impact and a higher safety to the shipping industry.
Smart Energy Vision

The energy landscape is in transition towards more flexible and sustainable energy systems. We envision a 100% renewable energy future.

Wärtsilä is leading the transition as the Energy System Integrator – we understand, design, build and serve optimal power systems for future generations.

We provide all the essential technologies, lifecycle services and optimised solutions for future energy systems.
PRODUCTION AND SERVICES GLOBALLY

- Services network
- Production facilities with sizeable manufacturing (fully owned)
- Production facilities (joint ventures)
Focus on research and development

Strong emphasis on digitalisation, smart technologies, new products, and solutions, particularly in the areas of efficiency improvement, fuel flexibility, total cost of ownership, and the reduction of environmental impact.

Long-term co-operation with research institutes and partners.

R&D investments in 2017 amounted to EUR 141 million, representing 2.9% of net sales.

Approximately 2,700 patents and patent applications.
OUR PERSONNEL

Approximately 19,000 professionals
In over 200 locations
In more than 80 countries
WE PROVIDE SMART SOLUTIONS FOR MARINE AND ENERGY INDUSTRIES

ENERGY EFFICIENCY

› Optimised performance through fuel flexibility and latest innovations
› Increased competitiveness through operations and business planning
› Sustainable and environment friendly solutions

LIFECYCLE OPTIMISATION

› Optimised asset performance over the lifecycle with clear value-add to the customers
› Deep expertise of system integration
› Data and analytics to support business decisions

INNOVATIVE SOLUTIONS

› Provide growth opportunities via new era of collaboration and knowledge sharing
› Improved visibility and transparency
› Support customers’ business with new business models
Solid profitability

Figures shown before items affecting comparability. Figures for 2013 include both discontinued and continuing operations. Figures for 2017 have been restated due to the adoption of IFRS 15.
## Financial highlights

<table>
<thead>
<tr>
<th></th>
<th>2017¹</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013³</th>
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<tbody>
<tr>
<td>Order intake</td>
<td>5 644</td>
<td>4 927</td>
<td>4 932</td>
<td>5 084</td>
<td>4 872</td>
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<tr>
<td>Order book at the end of the period</td>
<td>5 100</td>
<td>4 696</td>
<td>4 882</td>
<td>4 530</td>
<td>4 426</td>
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<tr>
<td>Net sales</td>
<td>4 911</td>
<td>4 801</td>
<td>5 029</td>
<td>4 779</td>
<td>4 654</td>
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<tr>
<td>Comparable operating result</td>
<td>576</td>
<td>583</td>
<td>612</td>
<td>569</td>
<td>520</td>
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<tr>
<td>% of net sales</td>
<td>11.7</td>
<td>12.1</td>
<td>12.2</td>
<td>11.9</td>
<td>11.2</td>
</tr>
<tr>
<td>Earnings/share, EUR²</td>
<td>0.63</td>
<td>1.79</td>
<td>2.25</td>
<td>1.76</td>
<td>1.98</td>
</tr>
</tbody>
</table>

¹) Figures for 2017 have been restated due to the adoption of IFRS 15.
²) Earnings per share for 2017 have been restated to reflect the increased number of shares.
³) Figures for 2013 include both discontinued and continuing operations.
SERVICES

We create lifecycle services with our customers, enhancing their businesses – whenever, wherever
CUSTOMER BASE
• Installed base of 182,000 MW
• More than 800 installations covered by Wärtsilä lifecycle solution agreements
• Close to 2,600 customers manage their 22,500 installations through Wärtsilä Online Services

REACH AND EXPERTISE
• Approximately 11,000 service professionals with leading technology know-how
• Certified and extensive OEM experience
• Comprehensive digital approach for optimising operations and enabling growth
Meeting the needs of our customers according to their business objectives

OUR EXPERTISE AREAS

• QuantiParts
• QuantiServ
• Spare parts

• Lifecycle solutions
• Analytics and monitoring services, including Eniram
• Engine services
• Electrical and automation
• Environmental services
• Hydro & Industrial services
• Propulsion services
• Seals and bearings services
• Turbocharger services
• Training services
• Underwater services

DELIVERY EXCELLENCE

OPTIMISED MAINTENANCE AND OPERATIONS

OPTIMISING CUSTOMERS’ BUSINESSES

• Lifecycle solutions
• Analytics and monitoring services, including Eniram
OUR STRATEGIC FOCUS AREAS

CUSTOMER FIRST
Growth in existing business by improving customer loyalty

GO DIGITAL
Growth through optimising customer performance

ASSET & LIFECYCLE MANAGEMENT
Growth through value-adding lifecycle services & projects

NEW CUSTOMER ACCESS
Growth beyond the traditional Wärtsilä installed base
The market segments that we serve

SERVICES

OIL & GAS

MARINE

ENERGY

OFFSHORE AND ONSHORE

MERCHANT

CRUISE AND FERRY

SPECIAL VESSELS AND NAVY

HYDRO & INDUSTRIAL
ENERGY SOLUTIONS

We are a leading global energy system integrator offering a broad range of environmentally sound solutions. We deliver value to our customers by integrating all the essential technologies, services and solutions for sustainable and reliable energy systems. Our flexible and efficient solutions provide customers with superior value and enable a transition to a more sustainable and modern energy system for future generations.
ECONOMIC GROWTH, ELECTRIFICATION AND IMPROVING STANDARD OF LIVING

RAPIDLY INCREASING RENEWABLES

DECLINING INFLEXIBLE BASE LOAD GENERATION

EMERGING DISRUPTIVE STORAGE TECHNOLOGY

THE ROLE OF GAS IS INCREASING
Strengths

• Competitive capital cost and EPC capability
• Unique operational and fuel flexibility
• The most proven software platform for integrating renewable energy sources
• System integration offering with lifecycle support
• Value added hybrid solutions for existing and new customers
• A leading position in the emerging energy storage market
Our customer segments

**UTILITIES**
Organisations providing electricity and/or heat to power markets or end users

**IPPS**
Financial organisations investing in power plants to sell power to utilities

**INDUSTRIAL CUSTOMERS**
Industrial businesses with captive power plants
ENGINE POWER PLANTS
Ultra-flexible internal combustion engine based power plants

ENERGY STORAGE AND INTEGRATION
Utility-scale energy storage solutions and advanced software

RENEWABLES
Utility-scale solar power plants, solar-engine, storage and hybrid solutions

LNG INFRASTRUCTURE
Small and medium scale liquefaction plants, terminals and distribution
MARINE SOLUTIONS

We are the leading provider of innovative products and integrated solutions in the marine and oil & gas industries. As a leader in our fields, we must continuously develop and transform ourselves to meet changing customer needs. We have a passion to do right for our customers and the environment.
URBANISATION, GLOBALISATION AND POPULATION GROWTH SUPPORT SEABORNE TRADE DEVELOPMENT AND DRIVE CHANGING TRADE PATTERNS

TECHNOLOGICAL DEVELOPMENTS AND NEW BREAKTHROUGHS (DIGITALISATION, DISRUPTIVE TECHNOLOGIES, BATTERIES ETC.) CREATE A NEED FOR NEW BUSINESS MODELS

INCREASING CONSUMPTION AND GROWING MIDDLE CLASS POPULATION SUPPORT DEMAND FOR CRUISE SECTOR PARTICULARLY IN ASIA

STRICTER ENVIRONMENTAL REGULATIONS ARE DRIVING INTEREST IN GAS AS A MARINE FUEL AND IN EMISSIONS ABATEMENT TECHNOLOGIES
Strengths

- Strong presence in all major marine and offshore oil & gas segments
- Broadest portfolio of reliable and high performing products, systems, and solutions in the industry
- Fuel efficient solutions that are compliant with the strictest environmental requirements
- Extensive expertise in serving the entire gas value chain
- Delivering cost efficiencies and unlocking new revenue streams through integration, digitalisation and interconnectivity
- Hybrid propulsion combining energy storage and engines for better efficiency and greater sustainability
Our offering covers all market segments

- Lifecycle solutions for ship owners and operators
- Integrated solutions for the shipbuilding industry, owners and operators
- The best customer value and customer experience in the marine industry
EPC = engineering, procurement and construction
IFRS 15 = international financial reporting standard 15
IPPs = independent power producers
LNG = liquified natural gas
OEM = original equipment manufacturer
PV = photovoltaic
R&D = research & development