WÄRTSILÄ IN BRIEF
FOUNDED IN 1834

GLOBAL LEADER
in sustainable solutions for the marine and energy markets

2018

<table>
<thead>
<tr>
<th>Turnover</th>
<th>Order intake</th>
<th>Our personnel</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 174 MEUR</td>
<td>6 307 MEUR</td>
<td>APPROX. 19 000</td>
</tr>
</tbody>
</table>

Comparable operating result
577 MEUR

Operations in
200 LOCATIONS

Nationalities
135

Our personnel
APPROX. 19 000

Turnover
5 174 MEUR

Order intake
6 307 MEUR

Our personnel
APPROX. 19 000

Operations in
200 LOCATIONS

Nationalities
135

Comparable operating result
577 MEUR
ENABLING SUSTAINABLE SOCIETIES WITH SMART TECHNOLOGY
SMART TECHNOLOGY
COMPANY
We aim at increasing efficiency while enabling a zero emission society.
FOCUS ON RESEARCH AND DEVELOPMENT
Strong emphasis on **digitalisation and smart technologies**

New products and solutions 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
165 MEUR
In 2018 R&D investments amounted to 165 MEUR, representing 3.2% of net sales.

2 900 patents and applications
Approximately 2 300 patents and 600 patent applications.
OUR PERSONNEL

19,000 professionals
200 locations world-wide
In more than 80 countries
OUR 135 NATIONALITIES
OUR PEOPLE AROUND THE WORLD

60% Europe
24% Asia
11% Americas
5% Other continents
FINANCIAL OVERVIEW
6,307 MEUR
Order intake in 2018

Figures shown before items affecting comparability. Figures for 2017 have been restated due to the adoption of IFRS 15.
## FINANCIAL HIGHLIGHTS

<table>
<thead>
<tr>
<th>MEUR</th>
<th>2018</th>
<th>2017¹</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>6 307</td>
<td>5 644</td>
<td>4 927</td>
<td>4 932</td>
<td>5 084</td>
</tr>
<tr>
<td>Order book at the end of the period</td>
<td>6 166</td>
<td>5 100</td>
<td>4 696</td>
<td>4 882</td>
<td>4 530</td>
</tr>
<tr>
<td>Net sales</td>
<td>5 174</td>
<td>4 911</td>
<td>4 801</td>
<td>5 029</td>
<td>4 779</td>
</tr>
<tr>
<td>Comparable operating result</td>
<td>577</td>
<td>576</td>
<td>583</td>
<td>612</td>
<td>569</td>
</tr>
<tr>
<td>% of net sales</td>
<td>11.2</td>
<td>11.7</td>
<td>12.1</td>
<td>12.2</td>
<td>11.9</td>
</tr>
<tr>
<td>Earnings/share, EUR²</td>
<td>0.65</td>
<td>0.63</td>
<td>0.60</td>
<td>0.75</td>
<td>0.59</td>
</tr>
</tbody>
</table>

¹) Figures for 2017 have been restated due to the adoption of IFRS 15.
²) Earnings per share figures have been restated to reflect the increased number of shares.
OUR BUSINESS AREAS

ENERGY BUSINESS
Wärtsilä Energy Business is leading the transition towards a 100% renewable energy future. Our solutions and services provide the needed flexibility to integrate renewables and secure power system reliability. We support our customers over the lifecycle of their installations, enabling increased efficiency and guaranteed performance.
The energy landscape is in transition towards more flexible and sustainable energy systems. **We envision a 100% renewable energy future.**

The declining cost of renewables has begun to reduce new investments in inflexible baseload technologies. This transition will eventually enable renewables to become the new baseload. That will require flexibility and storage to ensure reliable generation.
ENERGY MARKET TRENDS & DRIVERS

RAPIDLY INCREASING RENEWABLES

DECENTRALIZED ENERGY

INCREASING ROLE OF FLEXIBLE GAS

EMERGING STORAGE TECHNOLOGY

DATA & DIGITALIZATION
THE LEADING ENERGY SYSTEM INTEGRATOR

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 integrated with engine power plants and energy storage

GAS-TO-POWER
LNG solutions integrated with engine power plants in one single project

LIFECYCLE SERVICES AND ASSET MANAGEMENT
STRENGTHS

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

70 GW INSTALLED POWER PLANT CAPACITY IN 177 COUNTRIES

OVER 70+ GLOBAL ENERGY STORAGE SYSTEMS INSTALLED

OUR EXPERTISE CENTERS SUPPORT NEARLY 800 INSTALLATIONS GLOBALLY
OUR CUSTOMER SEGMENTS

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

IPPS
Financial organisations investing in power generation and storage assets to sell power to utilities

INDUSTRIAL CUSTOMERS
Industrial businesses with captive power plants
MARINE BUSINESS

In the maritime and oil & gas industries, no other company has a broader offering of technologically advanced, environmentally sustainable, and economically sound solutions.

With an integrated product portfolio comprising full lifecycle solutions, we are leading the industry’s transformation towards a highly connected Smart Marine Ecosystem.
LEADING THE WAY TOWARDS A SMART MARINE ECOSYSTEM

The marine industry is moving towards a future that is increasingly connected. By utilising real-time communication and digitalisation in all aspects of shipping and port operations we create long-term value for our customers and partners.

By applying smart technologies and performance optimisation services, we deliver higher safety, greater efficiencies and minimised climate impact.
Market Trends & Drivers

Urbanisation and Increase in Population
Aging of Population and Growing Middle-Class
Advanced Technology Developments
Climate Change
Geopolitical Factors and Scarce Resources
STRENGTHS

By radically transforming our industry to create value for our customers and wider society, we continuously develop and innovate new technologies and business models and conform to environmental legislation.

BROADEST OFFERING AND WIDEST WORLDWIDE SERVICE NETWORK

A RELIABLE PARTNER WITH STRONG EXPERIENCE, PRESENCE AND KNOWLEDGE

DELIVERING OPERATIONAL EFFICIENCIES THROUGH INTEGRATION AND CONNECTIVITY
STRENGTHS

• Broadest products and solutions portfolio together with a worldwide service and support network

• Continuously developing and innovating new technologies and business models to create value for our customers, conform to environmental legislation and improve and radically transform our industry

• A reliable partner with strong experience, presence and knowledge of the maritime industry

• Delivering cost, fuel, and operational efficiencies through integration and interconnectivity
SMART TECHNOLOGY OFFERING COVERS ALL MARKET SEGMENTS

MARINE BUSINESS

- Power supply
- Power conversion
- Propulsion
- Exhaust treatment

- Parts solutions
- Maintenance and repair services
- Lifecycle solutions

- Automation, navigation & communication
- Simulation & training solutions
- Fleet operations solutions
- Ship traffic control solutions
- Special products
- Entertainment systems

- Water & waste
- Gas solutions for marine and land-based applications

THE WORLD’S WIDEST PRODUCT AND SOLUTIONS PORTFOLIO AND THE MOST EXTENSIVE SERVICE NETWORK
APPENDIX: ABBREVIATIONS

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
THANK YOU!