Net sales and profitability

MEUR, 12 months rolling

Cash Collections by Year

Q417-Q318 11.7%  Q118-Q418 11.2%  Q218-Q119 11.3%  Q318-Q219 11.1%  Q418-Q319 9.6%

Net sales
Comparable operating result, %

- Wärtsilä Energy
- Wärtsilä Marine

Net sales by business area Q418-Q319

Total services net sales
Order book distribution

MEUR

<table>
<thead>
<tr>
<th></th>
<th>30.9.2018</th>
<th>30.9.2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delivery current year</td>
<td>1,500</td>
<td>2,000</td>
</tr>
<tr>
<td>Delivery next year or later</td>
<td>3,500</td>
<td>3,500</td>
</tr>
</tbody>
</table>
Wärtsilä enhancing competitiveness by aligning operations globally
Focus on growing the share of long-term service agreements

- 2014: 10.7%
- 2015: 13.9%
- 2016: 14.2%
- 2017: 16.8%
- 2018: 17.0%

**Total installed base MW**

**Installed base under agreement**
Vessel contracting activity remains subdued

Source: Clarksons (vessels >2,000 Dwt/GT)
Order intake development

Rolling 12m, MEUR

Wärtsilä Marine, services
Wärtsilä Marine, equipment

January–September development

Equipment order intake by segment
- Cruise & Ferry: 23%
- Offshore: 30%
- Navy: 3%
- Special Vessels: 9%
- Merchant: 5%
- Gas carriers: 25%
- Others: 5%

Services order intake by segment
- Merchant: 23%
- Gas carriers: 12%
- Others: 4%
- Special Vessels: 16%
- Others: 10%
- Cruise & Ferry: 10%
SMART MARINE VISION

- Hybrid Ship
- Efficient & Green Sailing
- Safe & Automated Operations
- Transparent & Coordinated Port Operations
- Remote Emissions & Performance Monitoring
- SMART Routing and Voyage Planning
- Collision Avoidance and Auto-Docking
- Real-Time Visibility of Ship ETA and ETD

5 November 2019
THE FUTURE OF NAVIGATION

IntelliTug

Remote Operations

San Diego
8,000 km / 5,000 mi

Automated Vessel Operations

AI-based Applications
- Advanced Routing
- Collision Avoidance
- Anomaly Detection
Operating installed base by region and profile

- Africa
- Americas
- Europe
- Middle East and Asia

- Baseload
- Intermediate load
- Peaking
- Stand-by
Energy investments favouring renewables and flexibility

Gross capacity additions

Flexible capacity additions

Note: Other flexible capacity includes all possible technologies that are not running on baseload excluding peaker gas.

Order intake development

Rolling 12m, MEUR

- Q118-Q418
- Q218-Q119
- Q318-Q219
- Q418-Q319

Wärtsilä Energy, services
Wärtsilä Energy, equipment

January–September development

- Equipment order intake by segment
- Services order intake by segment

Utilities
Independent Power Producers
Industrials
Others
ENABLING THE USE OF CARBON NEUTRAL GAS
The demand for Wärtsilä’s services and solutions in the coming twelve months is expected to be somewhat below that of the previous twelve months.

Demand by business area is anticipated to be as follows:

- Soft in Wärtsilä Marine Business
- Weak in Wärtsilä Energy Business (downgraded from soft)
Further information:

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