Net sales and profitability

Net sales by business area

Q218-Q119

Wärtsilä Energy

Wärtsilä Marine

Net sales by business area Q218-Q119

Total services net sales

MEUR, 12 months rolling

Q217-Q118 Q317-Q218 Q417-Q318 Q118-Q418 Q218-Q119

11.7% 11.8% 11.7% 11.2% 11.3%

Comparable operating result, %
Order book distribution

![Order book distribution chart](chart.png)

- **31.3.2018**
  - Delivery current year: 2,500 MEUR
  - Delivery next year or later: 2,200 MEUR

- **31.3.2019**
  - Delivery current year: 3,100 MEUR
  - Delivery next year or later: 2,700 MEUR

*14 June 2019*
Wärtsilä enhancing competitiveness by aligning operations globally
Wärtsilä
Marine Business
Marine contracting outlook

Merchant contracting

- Tankers
- Bulkers
- Containerships
- Other Merchant

Gas carrier contracting

- LPG Carriers
- LNG Carriers

Cruise and ferry contracting

- Cruise
- Passenger Ferries

Offshore contracting

- Utility Support
- Mobile Drilling
- Mobile Production
- Offshore Support Vessels
- Construction Units
- Survey, Logistics, Rescue & Salvage

Source: Clarksons (vessels >2,000 Dwt/GT)
SMART MARINE VISION

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

IntelliTug

Remote Operations

Automated Vessel Operations

AI-based Applications
- Advanced Routing
- Collision Avoidance
- Anomaly Detection
Operating installed base by region and profile
Energy markets transitioning to renewables and flexible capacity

Cumulative installed capacity globally (GW)

ENABLING THE USE OF CARBON NEUTRAL GAS
The demand for Wärtsilä’s services and solutions in the coming 12 months is expected to be in line with the comparative period of the previous year.

Demand by business area is anticipated to be as follows:

• Solid in Wärtsilä Marine Business
• Solid in Wärtsilä Energy Business
Further information:

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