This is Wärtsilä
Net sales by business 1-6/2014

- Ship Power 38\%(28)
- Power Plants 20\%(28)
- Services 42\%(44)
Net sales and profitability

EBIT% (operating result before nonrecurring items)

<table>
<thead>
<tr>
<th>Year</th>
<th>EBIT%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>12.1%</td>
</tr>
<tr>
<td>2010</td>
<td>10.7%</td>
</tr>
<tr>
<td>2011</td>
<td>11.1%</td>
</tr>
<tr>
<td>2012</td>
<td>10.9%</td>
</tr>
<tr>
<td>2013</td>
<td>11.2%</td>
</tr>
</tbody>
</table>

MEUR

EBIT% target: 10-14%

Review period development

<table>
<thead>
<tr>
<th>Period</th>
<th>MEUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-6/2013</td>
<td>8.9%</td>
</tr>
<tr>
<td>1-6/2014</td>
<td>9.9%</td>
</tr>
</tbody>
</table>
Power Plants trends and drivers

- The growth of electricity demand is strongly connected to GDP development
- Increased demand for sustainability
- Rapid growth of intermittent renewable generation, combined with escalating demand fluctuation, increases the need for flexibility
- Increasing role of gas
- Aging installed capacity drives investments in new technologies

The world needs affordable, clean, flexible and reliable power.
Improvement in power plant quotations

Quoted MW per Fuel Type

Activity remains focused on gas
Power Plants order intake by customer segment

Review period development
Total EUR 409 million (623)

- Utilities: 17%
- Industrials: 55%
- IPP’s*: 28%

Review period order intake by fuel in MW

- Oil: 48%
- Gas: 52%

*IPP = Independent Power Producer
Total: 56.2 GW
Countries: 169
Plants: 4,700

Europe:
Output: 12.5 GW

Asia:
Output: 19.8 GW

Americas:
Output: 11.7 GW

Africa & Middle East:
Output: 12.5 GW

* December 2013
Market for gas and liquid based power plants

2013
Total market 73.2 GW (75.4)

Includes all Wärtsilä power plants and other manufacturers’ gas and liquid fuelled power plants with prime movers above 5 MW, as well as estimated output of steam turbines for combined cycles. The data is gathered from the McCoy Power Report. Other combustion engines not included. In engine technology Wärtsilä has a leading position.
Power Plants’ strategic focus

• Maintain leading position HFO & dual-fuel power plants

• Grow in the large utility gas power plants by capturing market share from gas turbines

• Grow in biofuel power plants by enabling a wide fuel range

• Grow in special applications - nuclear emergency power, combined heat & power, oil & gas and LNG infrastructure
The development of efficient vessels, environmental solutions and gas technology will be our priority in meeting the evolving needs of our customers.
Oil and gas production

Combined Oil and Gas Production

- Oil Production
- Gas Production
- Offshore %

World Offshore Oil & Gas Production Growth

- Oil Offshore %
- Gas Offshore %
- Oil Production

Source: Clarkson Research
Vessel contracting development

Source: Clarkson Research Services, figures exclude late contracting
* CGT = gross tonnage compensated with workload
Ship Power order intake developed favourably

Review period development
Total EUR 875 million (827)

Gas carriers 37%
Offshore 30%
Navy 5%
Special vessels 4%
Traditional merchant 18%
Others 1%
Cruise and ferry 3%
Wärtsilä’s market shares are calculated on a 12 months rolling basis, numbers in brackets are from the end of the previous quarter. The calculation is based on Wärtsilä’s own data portal.

**Ship Power market**

**Market position of Wärtsilä’s marine engines**

**Medium-speed main engines**
- Wärtsilä: 52% (51)
- MAN D&T: 17% (23)
- Caterpillar: 11% (6)
- Others: 20% (20)

**Low-speed main engines**
- Mitsubishi: 1% (1)
- Wärtsilä: 11% (9)
- MAN D&T: 88% (90)

**Auxiliary engines**
- Wärtsilä: 2% (3)
- Others: 98% (97)

**Total market volume last 12 months**
- Medium-speed main engines: 4,139 MW (3,787)
- Low-speed main engines: 28,804 MW (31,017)
- Auxiliary engines: 7,860 MW (6,895)
Ship Power focus areas

- Efficiency
- Gas and dual-fuel solutions
- Offshore market
- Environmental solutions
### Clear leadership in gas applications

<table>
<thead>
<tr>
<th>Segment</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Power Plants</strong></td>
<td></td>
</tr>
<tr>
<td>Dual-fuel power plants</td>
<td>• 83 installations</td>
</tr>
<tr>
<td></td>
<td>• 375 engines</td>
</tr>
<tr>
<td></td>
<td>• Output 4.7 GW</td>
</tr>
<tr>
<td></td>
<td>• Online since 1997</td>
</tr>
<tr>
<td>Gas power plants</td>
<td>• 550 installations</td>
</tr>
<tr>
<td></td>
<td>• 1,700 engines</td>
</tr>
<tr>
<td></td>
<td>• Output 10.5 GW</td>
</tr>
<tr>
<td>LNGC</td>
<td>• 145 vessels</td>
</tr>
<tr>
<td></td>
<td>• 585 engines</td>
</tr>
<tr>
<td>Multigas Carrier</td>
<td>• 5 vessels</td>
</tr>
<tr>
<td></td>
<td>• 20 engines</td>
</tr>
<tr>
<td>Conversion</td>
<td>• 1 chemical tanker</td>
</tr>
<tr>
<td></td>
<td>• 2 engines</td>
</tr>
<tr>
<td>OSV’s</td>
<td>• 31 vessels</td>
</tr>
<tr>
<td></td>
<td>• 96 engines</td>
</tr>
<tr>
<td>Production</td>
<td>• 2 platforms</td>
</tr>
<tr>
<td></td>
<td>• 9 FPSO’s</td>
</tr>
<tr>
<td></td>
<td>• 1 FSO</td>
</tr>
<tr>
<td></td>
<td>• 40 engines</td>
</tr>
<tr>
<td>Ro-Ro</td>
<td>• 2 vessels</td>
</tr>
<tr>
<td></td>
<td>• 8 engines</td>
</tr>
<tr>
<td>Cruise &amp; Ferry</td>
<td>LNG cruise ferry</td>
</tr>
<tr>
<td></td>
<td>• 1 vessel</td>
</tr>
<tr>
<td></td>
<td>• 4 engines</td>
</tr>
<tr>
<td></td>
<td>• Complete gas train</td>
</tr>
<tr>
<td>LNG ferries</td>
<td>• 5 ferries</td>
</tr>
<tr>
<td></td>
<td>• 20 engines</td>
</tr>
<tr>
<td></td>
<td>• Complete gas train</td>
</tr>
<tr>
<td>Navy</td>
<td>Coastal patrol</td>
</tr>
<tr>
<td></td>
<td>• DF propulsion</td>
</tr>
<tr>
<td></td>
<td>• DF main and auxiliary engines</td>
</tr>
<tr>
<td>Others</td>
<td>Tug</td>
</tr>
<tr>
<td></td>
<td>• 2 vessels</td>
</tr>
<tr>
<td></td>
<td>• 2 engines each</td>
</tr>
<tr>
<td></td>
<td>• Mechanical drive</td>
</tr>
<tr>
<td></td>
<td>Guide ship</td>
</tr>
<tr>
<td></td>
<td>• 1 vessel/engine</td>
</tr>
<tr>
<td></td>
<td>IWW</td>
</tr>
<tr>
<td></td>
<td>• 2 vessels</td>
</tr>
<tr>
<td></td>
<td>• 3 engines</td>
</tr>
</tbody>
</table>

> 6 segments  ~ 2,500 engines  > 10,000,000 running hours
Wärtsilä Services’ global network

Installed base
182,000 MW

70 countries, 160 locations, 11,000 service professionals
Widest range of offering and expertise
Services trends and drivers

- Focus on total cost of ownership
- Development of installed base and installation utilisation
- Growth of gas as a fuel
- Changes in environmental regulations and safety requirements
- Demand for safety, reliability, performance and availability
- Accelerating need for real-time information
- Need for technical expertise to optimise engine performance and fuel consumption
Services net sales development remains stable

Review period development
Total EUR 903 million (899)

Spare parts 52%(50)
Field service 25%(27)
Contracts 17%(16)
Projects 6%(7)

MEUR
2000
1800
1600
1400
1200
1000
800
600
400
200
0
2010 2011 2012 2013 1-6/2014

Q1-Q2 Q3-Q4
Wärtsilä’s service agreements around the world

- Americas: 5,750 MW
- North Europe: 3,011 MW
- South Europe & Africa: 5,919 MW
- Middle East & Asia: 5,033 MW
An organisation based on divisions with end-to-end responsibility

TRANSPARENCY  ACCOUNTABILITY  SPEED
The joint venture will take over Wärtsilä’s 2-stroke engine business

CSSC will own 70% and Wärtsilä 30% of the business

Responsibility for servicing Wärtsilä’s 2-stroke engines will remain with Wärtsilä Services

The closing of the transaction is subject to the required regulatory approvals, which are expected in the first quarter of 2015.

Going forward, the 2-stroke engine business will be reported as discontinued operations
Wärtsilä estimates its profitability for 2014 to be around 11.5%, due to the two-stroke business transaction. Net sales are expected to grow by around 5%.
IR Contact:
Natalia Valtasaari
Director, Investor Relations
Tel. +358 (0) 40 187 7809
E-mail: natalia.valtasaari@wartsila.com