This is Wärtsilä

SERVICES

POWER PLANTS

SHIP POWER

SERVICES
Strong growth in order intake

First quarter development

- Services: 1,109 (22% increase)
- Ship Power: 60% increase
- Power Plants: 31% increase

Order intake from Q1/2012 to Q1/2013.
Net sales development

First quarter development

-13%
-7.6%
12%
12%
12%
3%
-26%
-12%
-12%
Net sales by business 1-3/2013

- Services: 49% (49)
- Ship Power: 28% (24)
- Power Plants: 23% (27)
Profitability

EBIT% target: 10-14%

EBIT% (operating result before non-recurring items)

EBIT&A% (operating result before non-recurring items and intangible asset amortisation related to acquisitions)

Q1, Q2, Q3, Q4
Preventing the unexpected and optimising our customers' operations is our shared passion. We serve you whenever, wherever.

We provide the broadest portfolio and best services in the industry for both shipping and power generation. We offer expertise, proximity and responsiveness for all customers in the most environmentally sound way.
Wide range of expertise and services

- Engine services
- Propulsion services
- Electrical & automation services
- Boiler services
- Seals & Bearings services
- Environmental services
- Service agreements
- Service projects
- Training services
Key market drivers

- Development of installed base and fleet utilisation
- Increased focus on total cost of ownership and lifecycle efficiency
- Changes in environmental regulations
- Growth of gas as a fuel in shipping and in power generation
- Outsourcing of operations and maintenance in service markets
- Accelerating technological development and cost pressure increases demand for expertise
Anchored* & Idle Vessels**, % of fleet

Fleet Average Speed***, knots

* Source Bloomberg (AISLive). More than 25,000 vessels (>299 GT) covered.
** Idle (no movement for 19 days for containerships, others 35 days). Source Lloyd’s MIU. Around 15,000 vessels (>299 GT) covered.
*** Source Bloomberg
Services net sales quarterly development

MEUR

0 100 200 300 400 500 600

2006 2007 2008 2009 2010 2011 2012 2013

Q1 Q2 Q3 Q4
Services net sales distribution 1-3/2013

- Spare parts: 54% (52)
- Field service: 23% (23)
- Contracts: 16% (13)
- Projects: 7% (12)

Total EUR 434 million (492)
In addition to Engine Services, Wärtsilä’s Services portfolio includes:
Electrical & Automation Services, Propulsion Services, Boiler Services, Environmental Services, O&M and Training Services
Wärtsilä’s service agreements around the world

Wärtsilä’s service agreement offering covers the operation and maintenance of power plants and service agreements for marine and offshore applications.

Wärtsilä has over 450 installations in 54 countries, totalling over 17.5 GW under service contracts.
O&M and maintenance agreements

Power Plants deliveries

% of delivered MWs

Development of Power Plants service agreements
Five year maintenance agreement for Viking Grace

• Agreement signed for maintaining and servicing ‘Viking Grace’, the world’s largest LNG fuelled passenger ferry
• The agreement covers four Wärtsilä 50DF engines and the Wärtsilä LNGPac gas system's safety valves
• Target to extend maintenance intervals, optimise spare parts logistics, and lower operating costs
• Wärtsilä’s dual-fuel technology enables the ‘Viking Grace’ to meet the current and anticipated IMO and EU environmental regulations
Services will:

- Maximise market share with the present customer base
- Constantly develop the offering proposition with value-enhancing solutions
- Grow by providing more service agreements with new Ship Power and Power Plants deliveries
- Become the industry’s market leader in environmental services

To be recognised by customers as their services partner: competitive, trusted and easy to deal with.