Global net sales - top 10 countries

- USA: 5%
- Dominican Republic: 5%
- Brazil: 5%
- The Netherlands: 4%
- Norway: 5%
- Turkey: 9%
- China: 9%
- South Korea: 3%
- Bangladesh: 3%
- Singapore: 3%
Net sales by market area 2011 (MEUR):

- Europe: 1,249 (30%)
- Asia: 845 (20%)
- The Americas: 1,594 (38%)
- Others: 520 (12%)

Europe accounted for some 30% of Wärtsilä 2011 sales, while the rest of the world accounted for more than 70% of the sales, offering diversification from the weak European economy.

Forecasted GDP growth 2012:
- Global: 2.4
- European Area: 1.3
- Emerging Europe: 2.8
- Latin America: 2.0
- US: 3.7
- Emerging Asia: 1.2
- Japan: 4.2
- Africa and Middle East: 6.9

Forecasted GDP growth 2013:
- Global: 3.0
- European Area: -0.3
- Emerging Europe: 3.7
- Latin America: 1.8
- US: 4.4
- Emerging Asia: 1.4
- Japan: 7.3
- Africa and Middle East: 5.1

Notes: 1Estimates by Citigroup Global Markets (22 February 2012)
Net sales by currency – small impact on profitability

Sensitivity analysis

Impact of EUR exchange rate compared to other currencies 2012:

- +/- 10% (compared to Feb 2012) would result in +/- 4% change in net sales
- Impact on profitability would be marginal
Target markets and solutions

- Flexible base-load power generation
- Grid stability and peaking
- Industrial self-generation
- Solutions for oil and gas industry
- Oil, dual-fuel and gas fired power plants
- Liquid biofuel power plants
- Flexible grid stability power plants
- Combined heat & power plants (CHP)
- Pumping and compression applications
Order intake by application

Review period development
Total EUR 591 million (672)

- Industrial self-generation: 9%
- Flexible baseload: 67%
- Grid stability & peaking: 16%
- Oil: 39%
- Gas: 61%
- Oil & gas: 9%

Review period order intake by fuel in MW

- Industrial self-generation: 9%
- Flexible baseload: 67%
- Grid stability & peaking: 16%
- Oil: 39%
- Gas: 61%
- Oil & gas: 9%
Global order intake

Order intake 1-6/2012: 1,401 MW (1,487)

- Americas 425 (199)
- Europe 19 (550)
- Africa and Middle East 186 (440)
- Asia 771 (298)

Flexible baseload
Industrial self-generation
Grid stability & peaking
Oil & gas
Market data includes all prime mover units over 5 MW and estimated output of steam turbines for combined cycles. The data is gathered from the McCoy Power Report. In engine technology, Wärtsilä has a leading position. * Other combustion engines figures based partly on Wärtsilä’s own estimate.
Power Plant strategy going forward

• Maintain our leading position in HFO power plants
• Grow strongly in large gas power plants
• Grow in power plants based on renewables
• Grow in oil and gas and emergency power applications
Smart Power Generation

- Energy efficiency
- Fuel flexibility
- Operational flexibility
Shipbuilding has moved to Asia

Contracting volumes (DWT): share by region

Source: Wärtsilä’s Marine Market Database
Vessel order development

Source: Clarkson Research Services

* CGT= gross tonnage compensated with workload
Order intake increased by 51%

Review period development
Total EUR 723 million (479)

- Offshore: 43%
- Merchant: 32%
- Special vessels: 7%
- Cruise & ferry: 4%
- Navy: 12%
- Other: 2%

Graph showing the order intake development from 2008 to 1-6/2012 in MEUR.
Ship Power’s focus on growth

OUR STRATEGIC GOAL
To be recognised as the leading solutions provider in the marine industry for:

- **Efficiency**
- **Gas and dual-fuel solutions**
- **Environmental solutions**

LEADER IN

THROUGH OFFERING

- Lifecycle solutions for ship owners and operators
- Enhanced system integration for the ship building industry
- The best product sales and delivery process for the marine industry
Wärtsilä Services global network
Widest range of offering and expertise

Installed base
180,000 MW

70 countries, 160 locations, 5000 field service experts
Wide range of expertise

- Engine services
- Propulsion services
- Electrical & automation services
- Boiler services
- Environmental services
- Service agreements
- Service projects
- Training services
By product, 1-6/2012:
- Spare parts: 43%
- Field service: 24%
- Contracts: 14%
- Projects: 9%

By region, 2011:
- Middle-East and Asia: 22%
- Northern Europe: 29%
- Southern Europe and Africa: 21%
- Americas: 27%
Our strategic goal

We will:

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

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

- **Power Plants**: The power generation market is expected to remain active in 2012.

- **Ship Power**: Full year vessel contracting expected to be somewhat lower than in 2011. Robust contracting activity is expected for the offshore, gas carrier, and other specialised vessel markets.

- **Services**: The merchant marine segments are still expected to be under pressure, as overcapacity in the market continues to impact the potential for services in this area. The power plant service market is expected to develop steadily.
Wärtsilä expects its net sales for 2012 to grow by 5-10% and its operational profitability (EBIT% before non-recurring items) to be 10-11%.
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