This is Wärtsilä

Power Plants, 18%

Ship Power, 32%

Services, 49%
Net sales and profitability

Figures shown before nonrecurring restructuring items.
Figures for 2011-2013 and Q1/2014 include both discontinued and continuing operations.
We aim for faster than market growth

Megatrends drive demand for our solutions

Strong presence in growth markets

Opportunities in strategic focus areas

Strengthening market position through acquisitions
Actions for reaching our long-term profitability target

11.9% 14.0%

Streamlining
Group efficiency program implemented during 2014

Increasing accountability
Setup of business line driven organisation

Pricing
Securing value based and market driven pricing

Productivity
Optimising lead times and focusing on continuous process improvement

Ensuring competitiveness
Investing into technological leadership
The world needs clean, affordable and reliable power generation.
58 GW of installed power plant capacity in 175 countries

* December 2014
Power Plants order intake by customer segment

First quarter development
EUR 287 million (165)

First quarter order intake by fuel in MW

*IPP = Independent Power Producer

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Power Plants strategic goals

Maintain leading position in flexible baseload power plants
Grow strongly in large utility gas power plants
Grow in LNG infrastructure projects
Grow in industrial applications
The most complete marine offering on earth
Ship Power market trends & drivers

- Marine trade and transportation growth
- Demand for oil and gas drive investments in exploration and production of offshore oil & gas and distribution chain development
- Demand for environmental solutions and gas as a marine fuel
- Energy efficiency, operating performance and security

A dynamic global market, but with distinctive segment-specific and local needs
Subdued vessel contracting

Source: Clarkson Research Services, figures exclude late contracting
* CGT= gross tonnage compensated with workload
Ship Power order intake supported by gas carriers

First quarter development
EUR 336 million (440)

Gas carriers 41%
Offshore 11%
Special vessels 11%
Cruise & Ferry 11%
Navy 3%
Traditional merchant 18%
Others 5%

Q1  Q2-Q4
Acquisition of MSI strengthens our position in automation and electrical systems
Growth opportunities in marine markets

Gas and dual-fuel solutions

Broader scope of supply

Efficiency

Environmental solutions
We are where our customers need us to be

11,000 service professionals in 70 countries, 160 locations…
Services development

First quarter development
EUR 485 million (435)

- Spare parts 53% (53)
- Field service 24% (24)
- Contracts 17% (17)
- Projects 6% (6)

Q1: EUR 485 million
Q2-Q4: EUR 435 million
Installed engine base provides a foundation for growth

- **Power Plants**
- **Ship Power 4 st**
- **Ship Power 2 st**
Services’ strategic focus areas

CUSTOMER FIRST
We will nourish our partnership with our existing customer base

GO-DIGITAL
We will digitalise our customer engagement

ASSET & LIFECYCLE MANAGEMENT
We will continue to develop and commercialise our portfolio of value-adding services
Development of service agreements

MW

0% 5% 10% 15% 20% 25% 30%

2000 4000 6000 8000 10000 12000 14000

2009 2010 2011 2012 2013 2014 Q1 2015

- MW under agreement – Power Plants
- MW under agreement – Ship Power
- % of Power Plants installed base
- % of Ship Power installed base
Wärtsilä expects its net sales for 2015 to grow by 0-10% and its operational profitability (EBIT% before non-recurring items) to be between 12.0-12.5%.
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