WÄRTSILÄ’S PURPOSE is to enable sustainable societies with smart technology.
Net sales and profitability

Figures shown before items affecting comparability. Figures for 2013 include both discontinued and continuing operations. Figures for 2017 have been restated due to the adoption of IFRS 15.
Order book distribution

Comparison figures for 2017 have been restated due to the adoption of IFRS 15.
We are where our customers need us to be
11,000 service professionals in 70 countries, 160 locations…
Comparison figures for 2017 have been restated due to the internal reorganisation of service activities and the adoption of IFRS 15.
Focus on long-term partnerships
Markets transitioning to renewables and flexible capacity

Cumulative installed capacity in OECD countries (GW)

Cumulative installed capacity in non-OECD countries (GW)

Source: Bloomberg New Energy Outlook 2017

Other includes: coal, oil, nuclear, other renewables; Flexible includes: batteries, demand response and other flexible capacity
Market trends support Energy Solutions’ order intake

Review period development
Total EUR 773 million (766)
- Utilities: 1%
- Independent power producers: 46%
- Industrials: 53%

Review period order intake by fuel in MW
- Gas: 56%
- Oil: 41%
- Renewables: 3%
Growth in Energy Solutions’ market share

Source: McCoy Power Report. Includes GT-based gas and liquid-fuelled, <500 MW power plants with prime movers above 5 MW. Includes estimated output of steam turbines for combined cycles (factor 0.5 for industrial turbines, 0.25 for aeros). Oil & Gas projects not included. Other combustion engines not included – data not available.
OUR SMART ENERGY VISION

TIPPING POINT
Existing thermal capacity replaced with flexible generation

RENEWABLE BASELOAD
Energy storage becomes affordable, enabling increase in renewable energy

100% RENEWABLE ENERGY
Flexible thermal capacity provides seasonal back-up, daily energy variations managed with storage
Gradual recovery in vessel contracting

Source: Clarkson Research Services, figures exclude late contracting

* CGT = gross tonnage compensated with workload
Marine Solutions’ order intake supported by broad product offering

**Review period development**

Total EUR 766 million (634)

- Gas carriers: 14% (34)  
- Offshore: 7% (2)  
- Special vessels: 3% (6)  
- Traditional merchant: 40% (15)  
- Cruise: 25% (31)  
- Ferry: 4% (2)  
- Navy: 4% (2)  
- Other: 4% (1)  

**MEUR**

- 2014: 1,230 MEUR  
- 2015: 1,540 MEUR  
- 2016: 1,220 MEUR  
- 2017: 1,280 MEUR  
- 2018: 1,020 MEUR
OUR SMART MARINE VISION

- Hybrid Ship
- Efficient & Green Sailing
- Safe & Automated Operations
- 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
SMART TECHNOLOGY HUB IN VASKILUOTO, VAASA

THE NEXT GENERATION
INNOVATION, CO-CREATION AND
ADVANCED PRODUCTION HUB
Prospects for 2018

The demand for Wärtsilä’s services and solutions in 2018 is expected to improve somewhat from the previous year.

Demand by business area is anticipated to be as follows:

• Good in Services
• Good in Energy Solutions
• Good in Marine Solutions (raised from solid)
We are committed to our long-term financial targets

**GROW FASTER THAN GLOBAL GDP**
Focus on strengthening position in strategic growth markets

**REACH 14% PROFITABILITY**
Enhanced performance through continuous improvement

**MAINTAIN GEARING BELOW 50%**
Unleveraged balance sheet supports growth through acquisitions

**DELIVER DIVIDEND OF ≥50% OF EPS OVER THE CYCLE**
Committed to providing shareholder returns
THANK YOU

IR Contact:
Natalia Valtasaari
Director, Investor & Media Relations
Tel. +358 (0) 40 187 7809
E-mail: natalia.valtasaari@wartsila.com