Wärtsilä Oyj Abp
Market shares in marine engines

Ship Power market shares 2005
The market position of Wärtsilä’s marine engines Q4/2005

Own production

Medium speed main engines

Wärtsilä 45% (34)
Others 55% (66)

Total market volume last 12 months:
6,676 MW (3,990)

Low speed main engines

Wärtsilä 24% (18)
Others 76% (82)

Total market volume last 12 months:
22,703 MW (24,863)

Auxiliary engines

Wärtsilä 8% (9)
Others 92% (91)

Total market volume last 12 months:
5,220 MW (3,540)

Wärtsilä’s own calculation is based on: Lloyd's Register – Fairplay, Clarkson's Research Studies and BRL Shipping Consultants. Market shares based on installed power, numbers in brackets are from 12 months ago.
The market position of Wärtsilä’s marine engines Q3/2005

**Own production**

*Medium speed main engines*

- Wärtsilä 41% (25)
- Others 59% (75)

*Total market volume last 12 months: 5,393 MW (4,372)*

**Production by licensees**

*Low speed main engines*

- Wärtsilä 23% (19)
- Others 77% (81)

*Total market volume last 12 months: 25,483 MW (29,255)*

**Own production**

*Auxiliary engines*

- Wärtsilä 11% (9)
- Others 89% (91)

*Total market volume last 12 months: 3,500 MW (3,700)*

Wärtsilä’s own calculation is based on: Lloyd’s Register – Fairplay, Clarkson’s Research Studies and BRL Shipping Consultants. Market shares based on installed power, numbers in brackets are from 12 months ago.
The market position of Wärtsilä’s marine engines Q2/2005

**Own production**

*Medium speed main engines*

- Wärtsilä 39% (29)
- Others 61% (71)

*Total market volume last 12 months:*

4,727 MW (3,691)

**Production of licensees**

*Low speed main engines*

- Wärtsilä 19% (21)
- Others 81% (79)

*Total market volume last 12 months:*

25,001 MW (30,286)

**Own production**

*Auxiliary engines*

- Wärtsilä 9% (9)
- Others 91% (91)

*Total market volume last 12 months:*

3,600 MW (3,700)

Wärtsilä’s own calculation is based on: Lloyd's Register – Fairplay, Clarkson’s Research Studies and BRL Shipping Consultants. Market shares based on installed power, numbers in brackets are from 12 months ago.
The market position of Wärtsilä’s marine engines Q1/2005

**Own production**

*Medium speed main engines*
- Wärtsilä 36%(29)
- Others 64%(71)

*Total market volume last 12 months: 4,972 MW (3,471)*

**Production of licensees**

*Low speed main engines*
- Wärtsilä 21%(20)
- Others 79%(80)

*Total market volume last 12 months: 24,488 MW (28,658)*

**Own production**

*Auxiliary engines*
- Wärtsilä 10%(9)
- Others 90%(91)

*Total market volume last 12 months: 4,000 MW (3,500)*

Wärtsilä own calculation based on: Lloyd's Register – Fairplay, Clarkson’s Research Studies and BRL Shipping Consultants
Monitoring period 12 months (31 March 2004 - 31 March 2005)