The market position of Wärtsilä’s marine engines Q4/2006

**Own production**

*Medium-speed main engines*
- Wärtsilä 51% (50)
- Comp. 2 23% (23)
- Comp. 1 13% (14)
- Others 13% (13)

*Total market volume last 12 months:*
- 9,200 MW (9,600)

**Production by licensees**

*Low-speed main engines*
- Wärtsilä 16% (17)
- Comp. 1 81% (79)
- Comp. 3 3% (4)
- Others 94% (93)

**Own production**

*Auxiliary engines*
- Wärtsilä 6% (7)
- Others 94% (93)

*Total market volume last 12 months:*
- 7,600 MW (6,700)

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 the end of the previous quarter. The total market is based on the volume of the last 12 months. Numbers in brackets reflect the volume of the last 12 months at the end of the previous quarter.
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 Q2/06. The total market is based on the volume of the last 12 months. Numbers in brackets reflect the volume of the last 12 months at the end of the previous quarter.
The market position of Wärtsilä’s marine engines Q2/2006

Own production

Medium-speed main engines

- Wärtsilä 48% (46)
- Comp. 1 24% (25)
- Comp. 2 14% (16)
- Others 14% (13)

Total market volume last 12 months:
7,906 MW (7,289)

Production by licensees

Low-speed main engines

- Wärtsilä 21% (27)
- Comp. 1 76% (71)
- Comp. 2 3% (2)
- Others 91% (90)

Total market volume last 12 months:
18,683 MW (19,775)

Own production

Medium-speed auxiliary engines

- Wärtsilä 9% (10)
- Others 91% (90)

Total market volume last 12 months:
4,570 MW (5,500)

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 Q1/06. The total market is based on the volume of the last 12 months. Numbers in brackets reflect the volume of the last 12 months at the end of the previous quarter.
The market position of Wärtsilä’s marine engines Q1/2006

**Own production**

**Medium speed main engines**

- Wärtsilä 46% (45)
- Comp. 1 25%
- Comp. 2 16%
- Others 13%

*Total market volume last 12 months: 7,289 MW (6,676)*

**Production by licensees**

**Low speed main engines**

- Wärtsilä 27% (24)
- Comp. 1 71%
- Comp. 2 2%

*Total market volume last 12 months: 19,775 MW (22,703)*

**Own production**

**Medium speed auxiliary engines**

- Wärtsilä 10% (8)
- Others 90%

*Total market volume last 12 months: 5,500 MW (5,220)*

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 Q4/05. The total market is based on the volume of the last 12 months. Numbers in brackets reflect the volume of the last 12 months at the end of the previous quarter.