The industry is moving towards more flexible and sustainable energy systems. As inflexible baseload generation declines, the share of renewables rapidly increases alongside the expanding application of energy storage technology and flexible gas adoption. This immense shift means that no single technology, software, service or skill can ensure optimal lifecycle performance of power plants. Therefore, choosing a reliable partner with best-in-class expertise is essential in securing your investments.

WHAT DOES THE TRANSITION MEAN FOR BUSINESS?

- Power systems and technologies are increasingly complex
- Business cases need to be strong to secure financing
- The rapid pace of change shortens the horizon for business planning
ENSURE YOUR POWER PLANT PERFORMANCE AND COMPETITIVENESS

With Wärtsilä Lifecycle solutions, we maintain and optimise your power plant performance. This support encompasses our technology, software and service expertise as well as our holistic view and understanding of installations on a system level through a long-term service agreement.

ENSURE YOUR POWER PLANT PERFORMANCE AND COMPETITIVENESS

ENSURE YOUR POWER PLANT PERFORMANCE AND COMPETITIVENESS

CHOOSE THE RIGHT LEVEL OF SUPPORT FOR YOUR POWER PLANT:

WÄRTSILÄ OPERATION AND MAINTENANCE

PROTECT YOUR INVESTMENT

We take full responsibility for operating and maintaining your power plant and guarantee its performance.

WÄRTSILÄ GUARANTEED ASSET PERFORMANCE

ENSURE POWER PLANT PERFORMANCE

We take full responsibility for maintaining your power plant and guarantee its performance.

WÄRTSILÄ OPTIMISED MAINTENANCE

ENSURE SAFE & RELIABLE OPERATIONS

We take full responsibility for maintaining your power plant and improve performance, reliability and predictability of your operations and costs.

WITH A WÄRTSILÄ LIFECYCLE SOLUTION OUR EXPERTS AND EXPERTISE CENTRES WILL SERVE YOU ALL THE WAY.

Your benefits

A Wärtsilä Lifecycle solution agreement ensures power plant performance and competitiveness.

<table>
<thead>
<tr>
<th>Maximised return on investment</th>
<th>Ensured operational efficiency</th>
<th>Safe and reliable operations</th>
<th>Operation and maintenance optimisation &amp; cost predictability</th>
</tr>
</thead>
</table>

CASE EXAMPLE

The impact of power plant performance on profitability and competitiveness

Our performance guarantees support customers in maintaining key performance indicators during the lifecycle of the power plant.

<table>
<thead>
<tr>
<th>PLANT NET POWER</th>
<th>OPTIMAL POWER PLANT PERFORMANCE</th>
<th>LOSS IN EFFICIENCY AND AVAILABILITY</th>
</tr>
</thead>
<tbody>
<tr>
<td>200 MW</td>
<td>96 %</td>
<td>94 %</td>
</tr>
<tr>
<td>PLANT AVAILABILITY</td>
<td>15.5 %</td>
<td>14.0 %</td>
</tr>
<tr>
<td>EBITDA MARGIN %</td>
<td>67.56 EUR/MWh</td>
<td>68.83 EUR/MWh</td>
</tr>
</tbody>
</table>

All values and figures related to performance, earnings and costs are for information purposes only and are not to be construed as guaranteed by Wärtsilä or directly applicable for any power plant. The actual values achievable by individual power plants will depend on several variables and factors.
WHY WÄRTSILÄ LIFECYCLE SOLUTIONS?

We maintain and optimise your power plant performance with comprehensive lifecycle solutions encompassing our technology, software and service expertise as well as our holistic view and understanding of installations on a system level.

We believe in co-creation and co-operation to improve the performance, viability and profitability of your business in the long-term.

WE’RE WITH YOU – ALL THE WAY.

OPTIMISING OPERATIONS AND GUARANTEEING PERFORMANCE IS OUR SHARED PASSION

| 10 | EXPERTISE CENTRES AROUND THE WORLD |
| 140 | EXPERTS IN OUR EXPERTISE CENTRES |
| 250 | POWER PLANTS WORLDWIDE ARE SUPPORTED BY A LIFECYCLE SOLUTION AGREEMENT WITH WÄRTSILÄ |

Out of the operational support cases, Wärtsilä Expertise centres received in 2018

- 69% WERE SOLVED REMOTELY
- 53% WERE SOLVED DURING THE SAME DAY