

WÄRTSILÄ CORPORATION

ANNUAL GENERAL MEETING 7 MARCH 2013

BJÖRN ROSENGREN, PRESIDENT & CEO



Power production is a big responsibility



Efficiency, reliability and sustainable business practices are important focus areas for Wärtsilä.

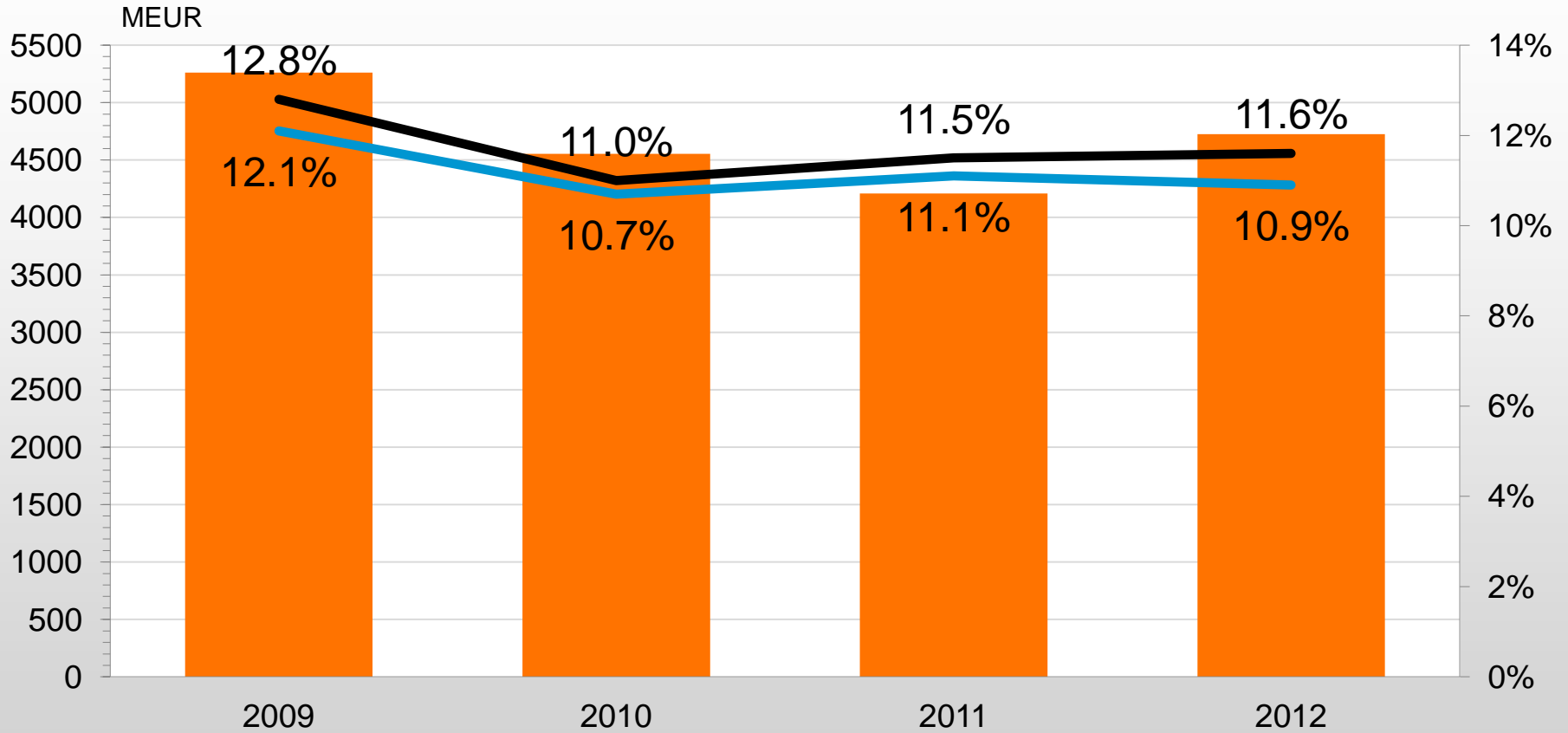


Hamworthy has performed well

- Wärtsilä's biggest ever acquisition, Hamworthy, was completed on 31 January 2012
- The acquisition provides important synergies in growth markets
- Hamworthy has been integrated into our Ship Power business



Net sales and profitability

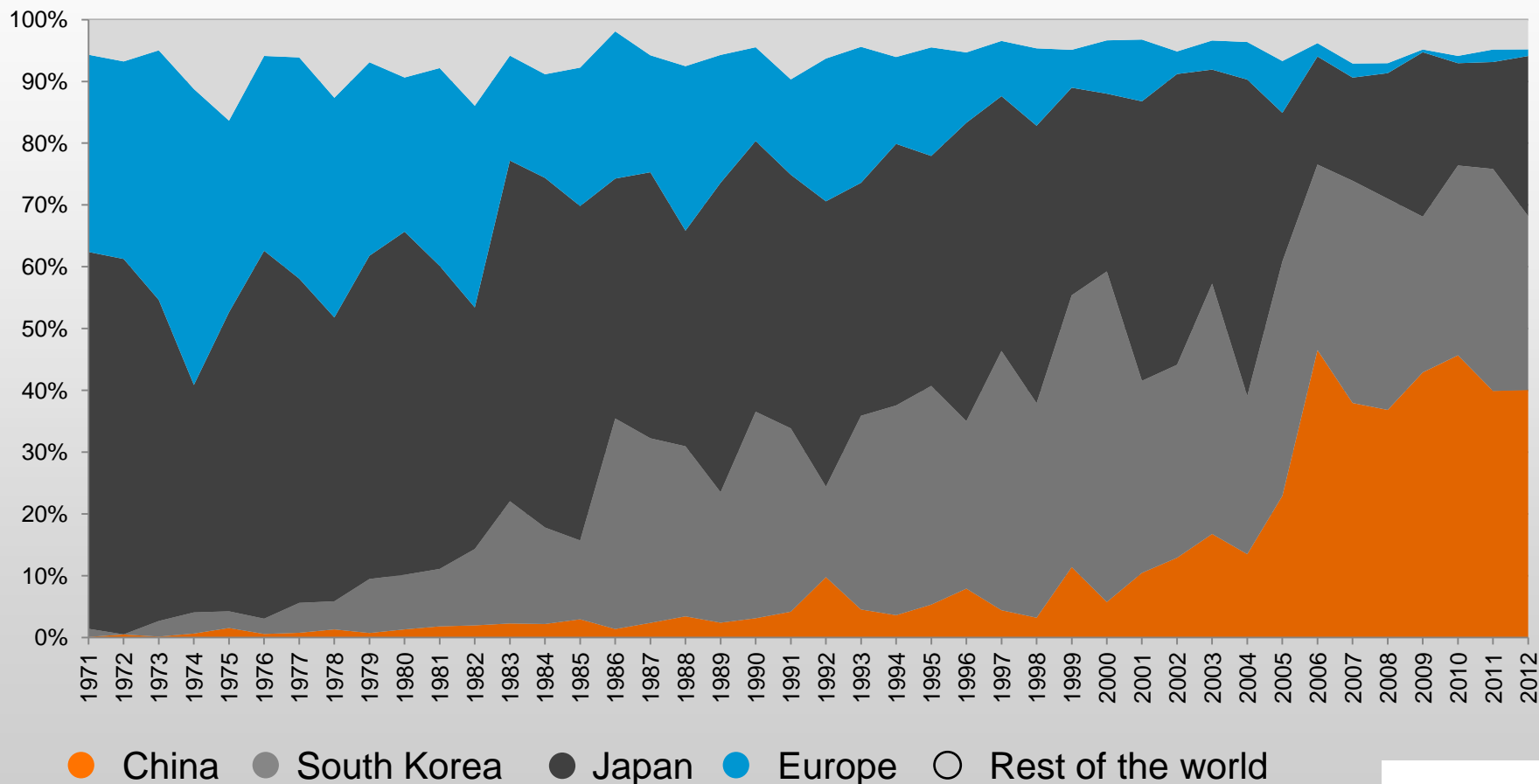


- Net sales
- EBITA% (operating result before nonrecurring items and intangible asset amortisation related to acquisitions)
- EBIT% (operating result before nonrecurring items)



China plays a central role in shipbuilding

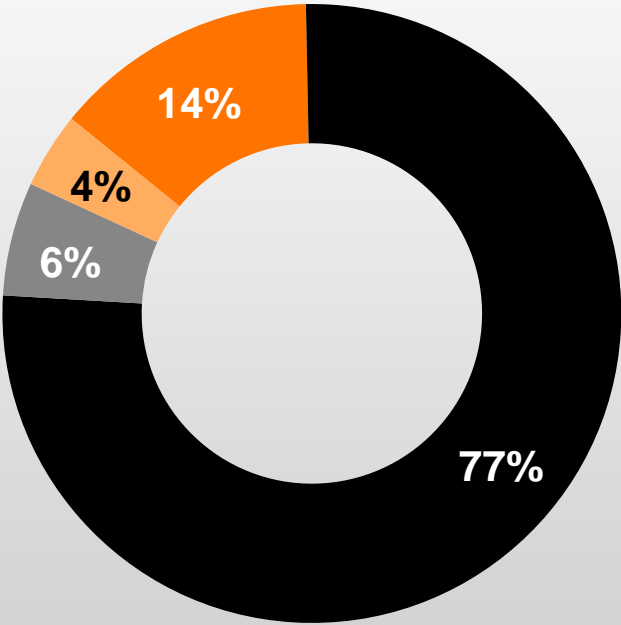
Contracting volumes (DWT): share by region



Power Plants order intake

By application

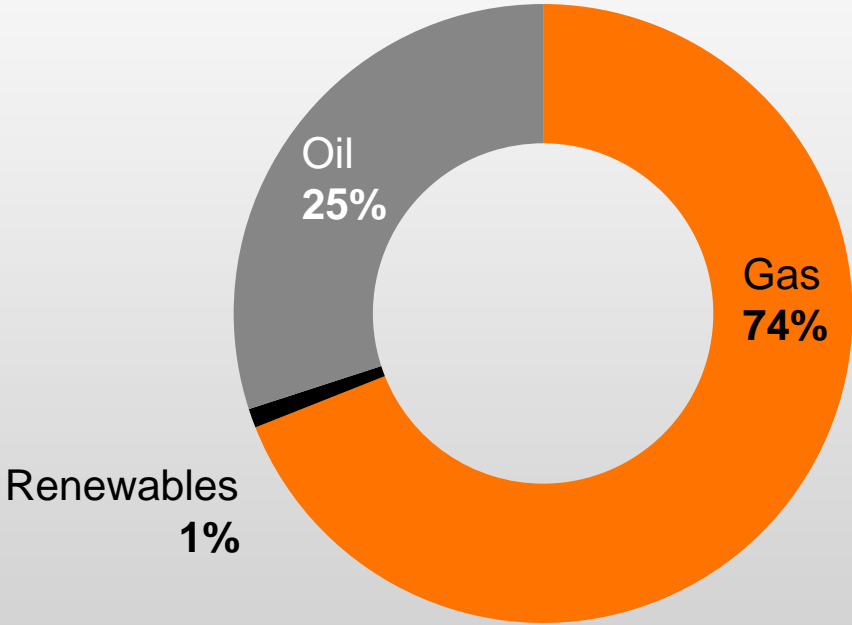
Total EUR 1,515 million



- Flexible baseload
- Grid stability and peaking
- Oil & gas
- Industrial self-generation

By fuel

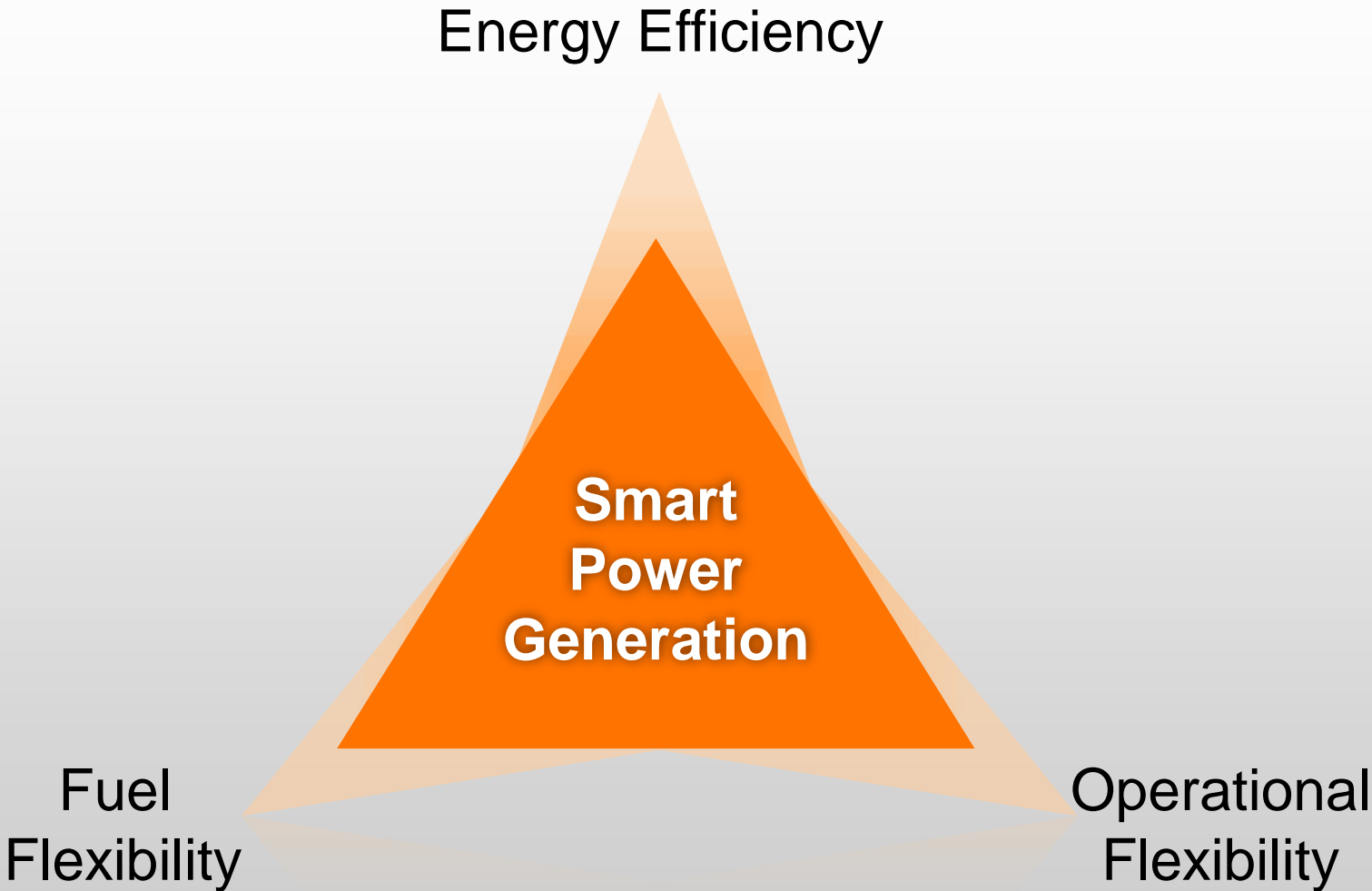
Total 3,146 MW



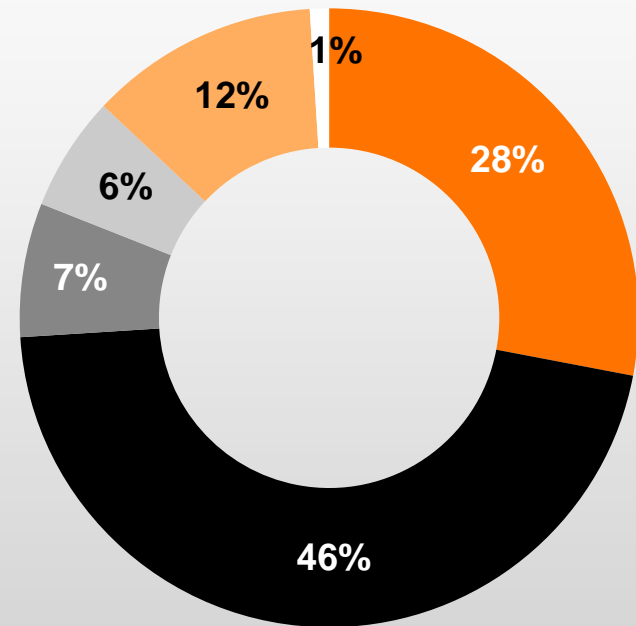
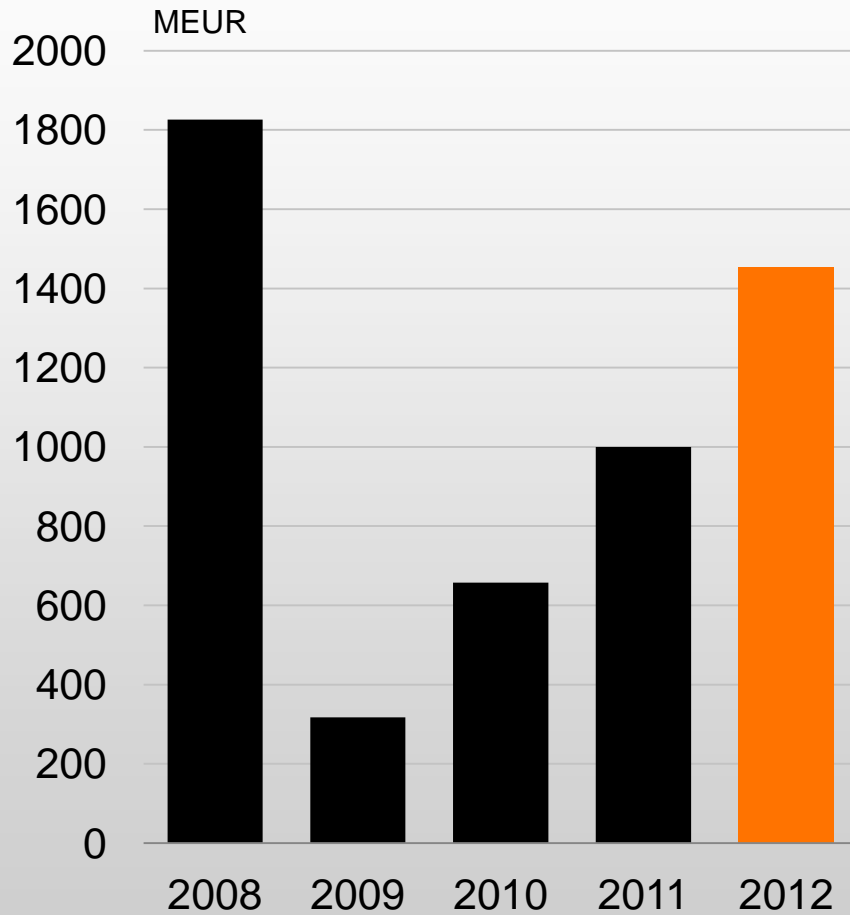
Power plants in nearly 170 countries



Smart Power Generation



Ship Power order intake increased by 45%



- Merchant
- Offshore
- Navy
- Cruise & ferry
- Special vessels
- Other

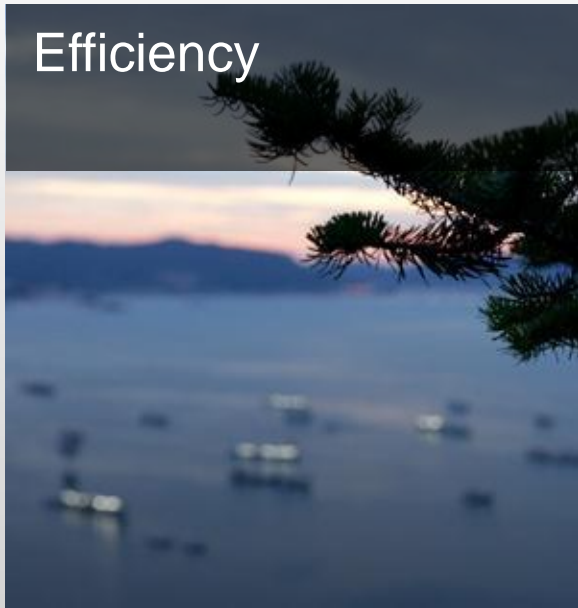
Strong activity in offshore markets



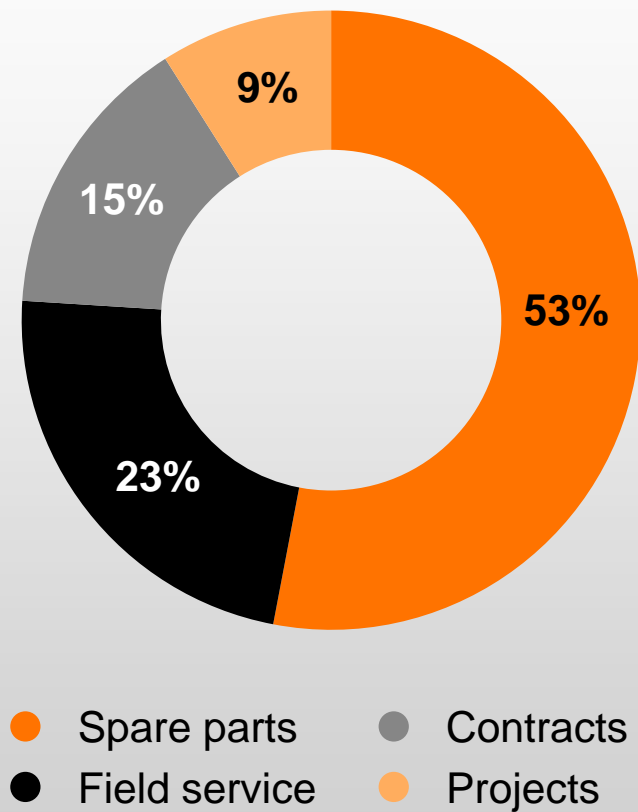
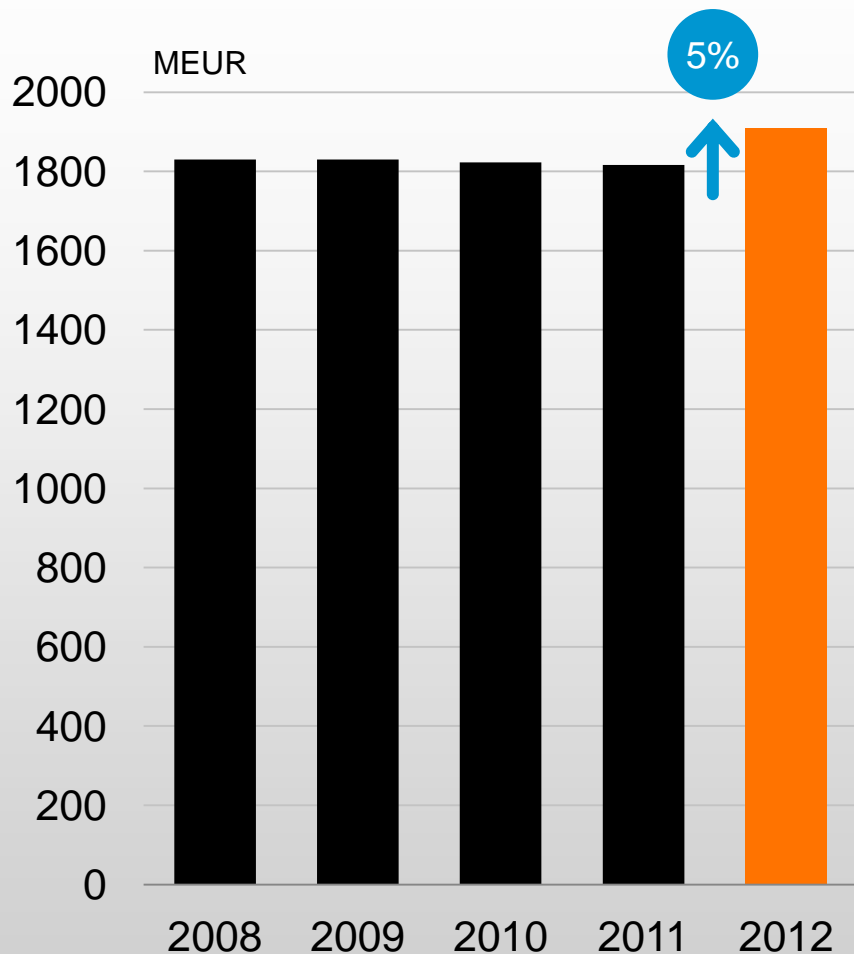
Ship Power strategy

Our strategic goal

To be recognised as the leading solutions provider in the marine industry:



Services net sales returned to growth



Wärtsilä's service agreements around the world



A world map with four white circular callouts overlaid on different regions. Each callout contains text in orange and black. The callouts are: Americas (4,140 MW), North Europe (2,750 MW), South Europe & Africa (5,230 MW), and Middle East & Asia (4,440 MW).

Americas
4,140 MW

North
Europe
2,750 MW

South
Europe
& Africa
5,230 MW

Middle East
& Asia
4,440 MW



- Wärtsilä's service agreement offering covers the operation and maintenance of power plants and service agreements for marine and offshore applications
- Wärtsilä has over 500 installations in 55 countries, totalling over 16.5 GW under service contracts

Innovation and R&D



Through our R&D activities we help our customers develop their operations in a sustainable way.



Diversity in personnel



Approximately 18,900 employees in 70 countries



Organising for entrepreneurial drive



To further strengthen our competitiveness and to serve our customers more effectively, we have changed our organisational set up within Ship Power and Wärtsilä Industrial Operations.



Prospects for 2013



Net sales expected to grow by 0-10%.

Operational profitability expected to be around 11%.

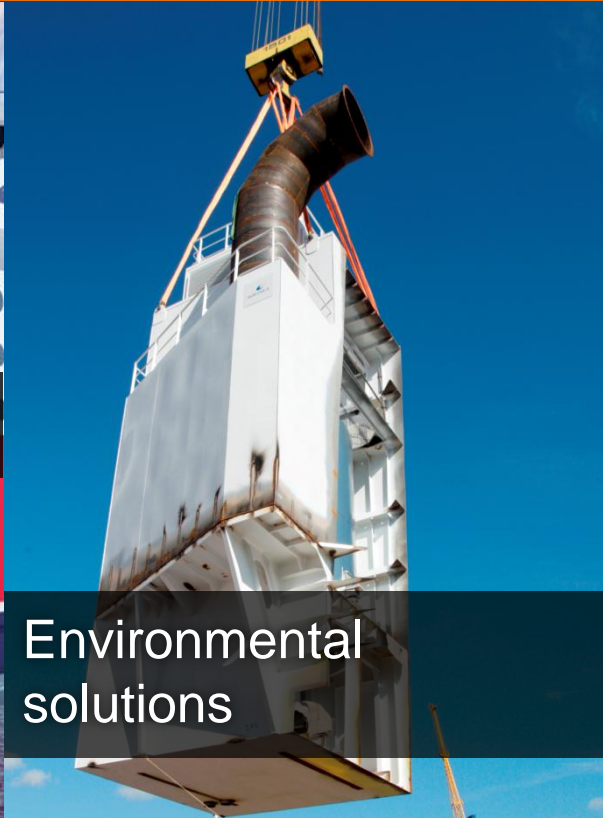


Profitable growth by focusing on

Smart Power Generation



Gas as a marine fuel



Environmental solutions



WÄRTSILÄ