



A STRATEGY THAT PAYS OFF

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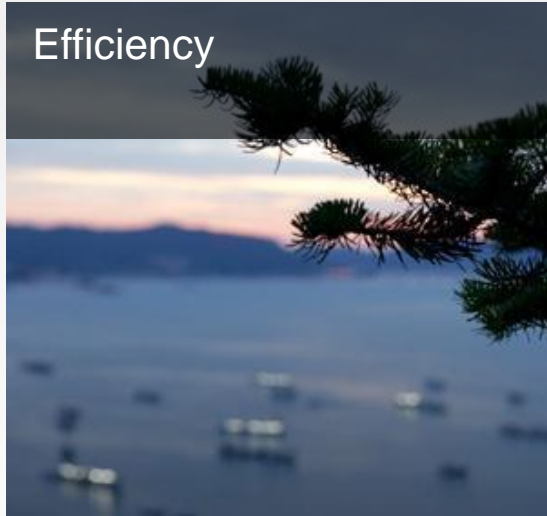
- 
- 1 Strategic focus**
 - 2 Market environment**
 - 3 Competitive landscape**
 - Competition
 - R&D
 - Hamworthy
 - 4 Our future**
 - 5 Cases**

Ship Power's strategic goal

To be recognised as the leading provider of innovative products and integrated solutions in the marine and offshore oil & gas industry.

LEADER IN

Efficiency



Gas and dual-fuel solutions



Environmental solutions



THROUGH
OFFERING

- Lifecycle solutions for ship owners and operators
- Integrated solutions for the shipbuilding industry, owners and operators
- The most competitive products and delivery process for the marine industry

The most complete marine offering on earth

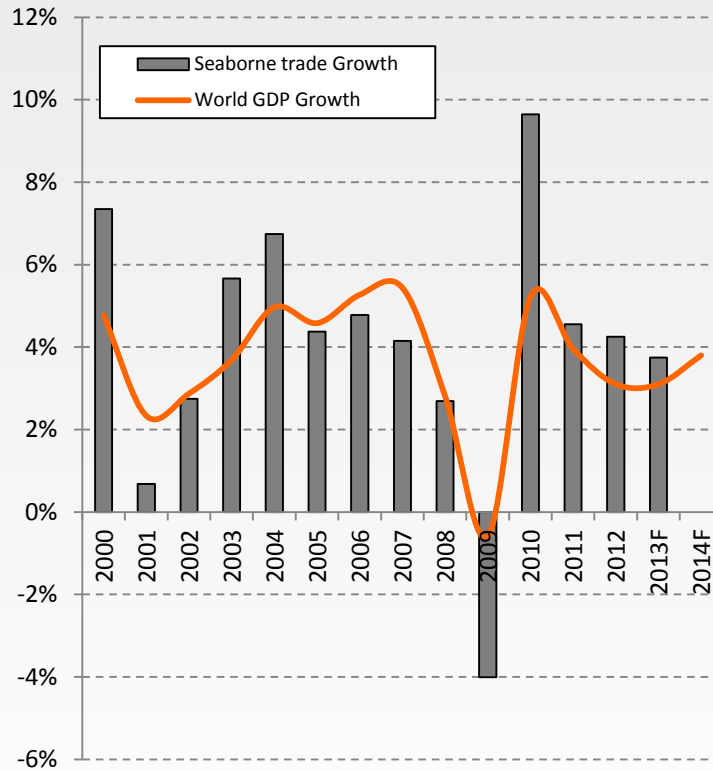




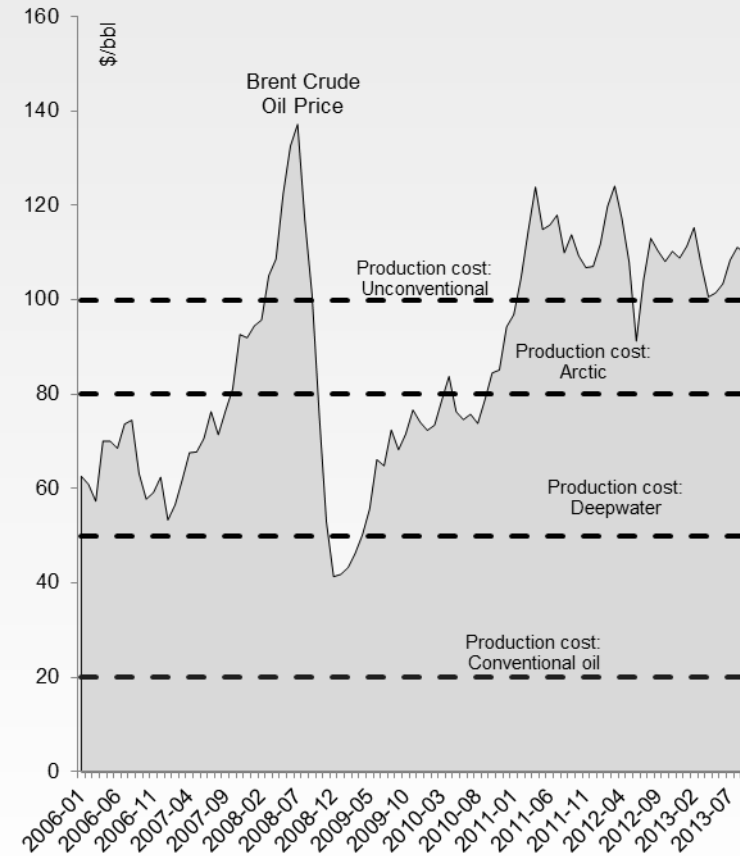
MARKET ENVIRONMENT

13 Capital Markets Day
HELSINKI FINLAND

Seaborne trade follows GDP

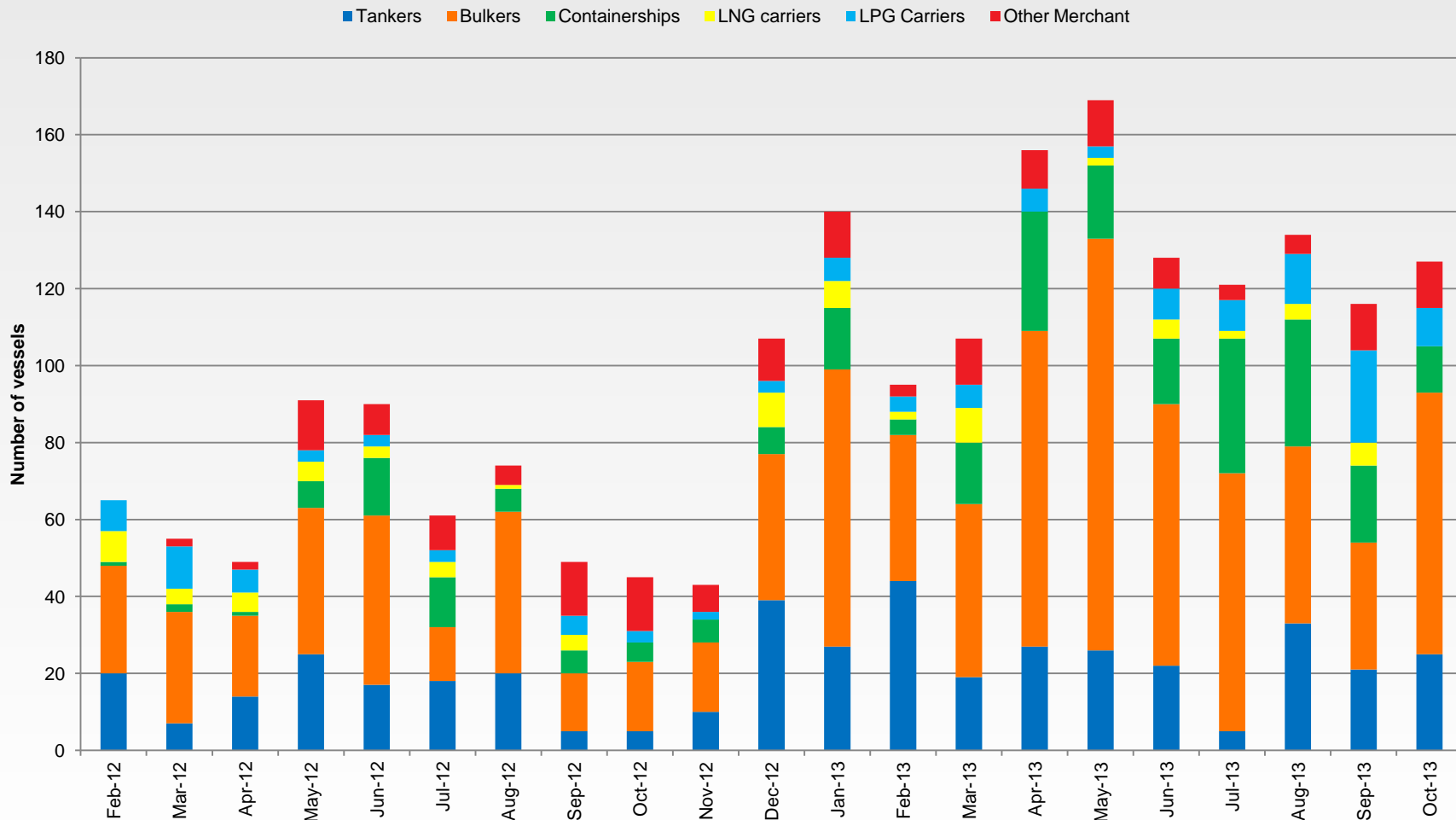


Oil price development support offshore



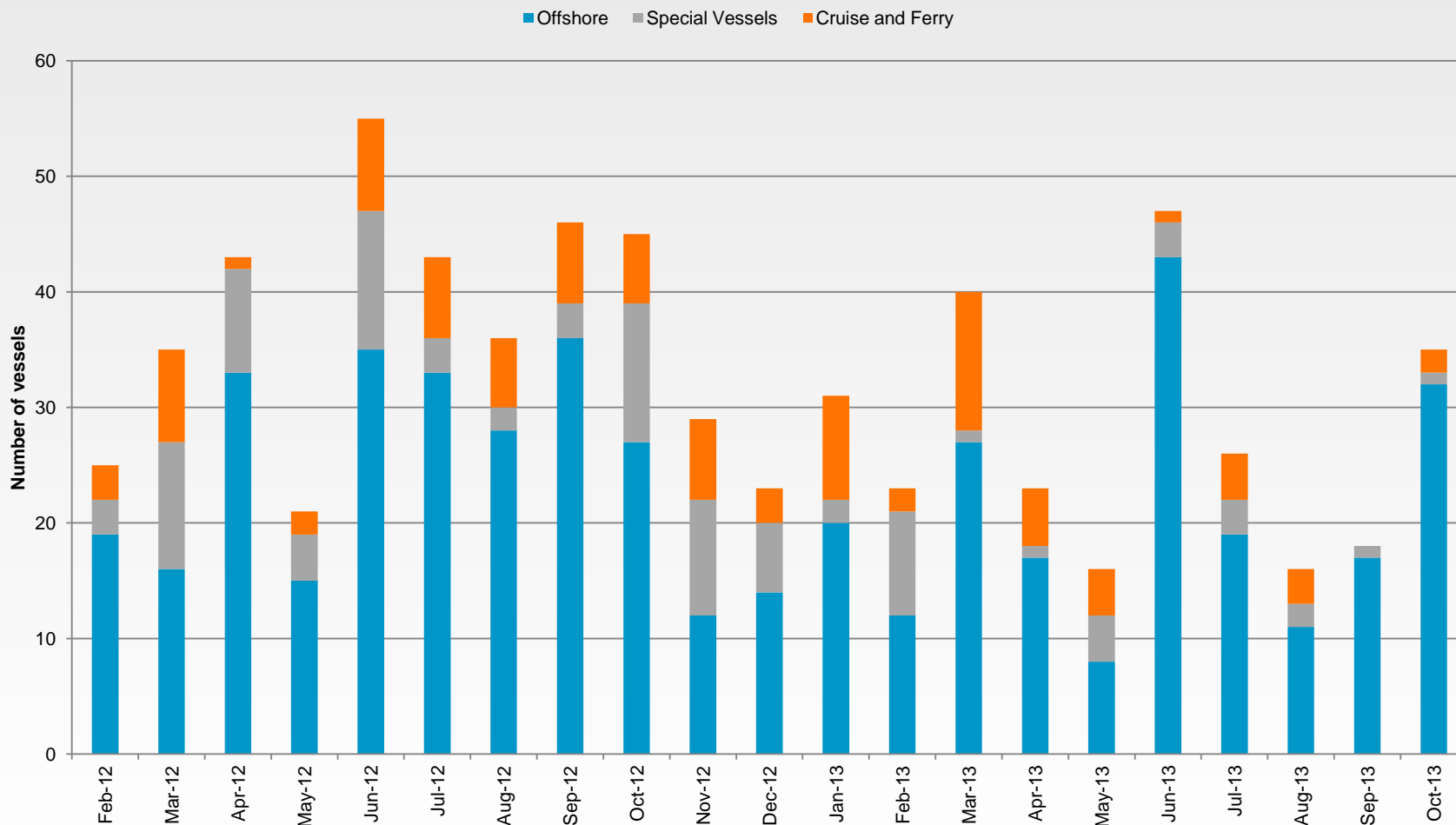
Source: Clarkson Research Services, IMF

Contracting Activity Development - Merchant



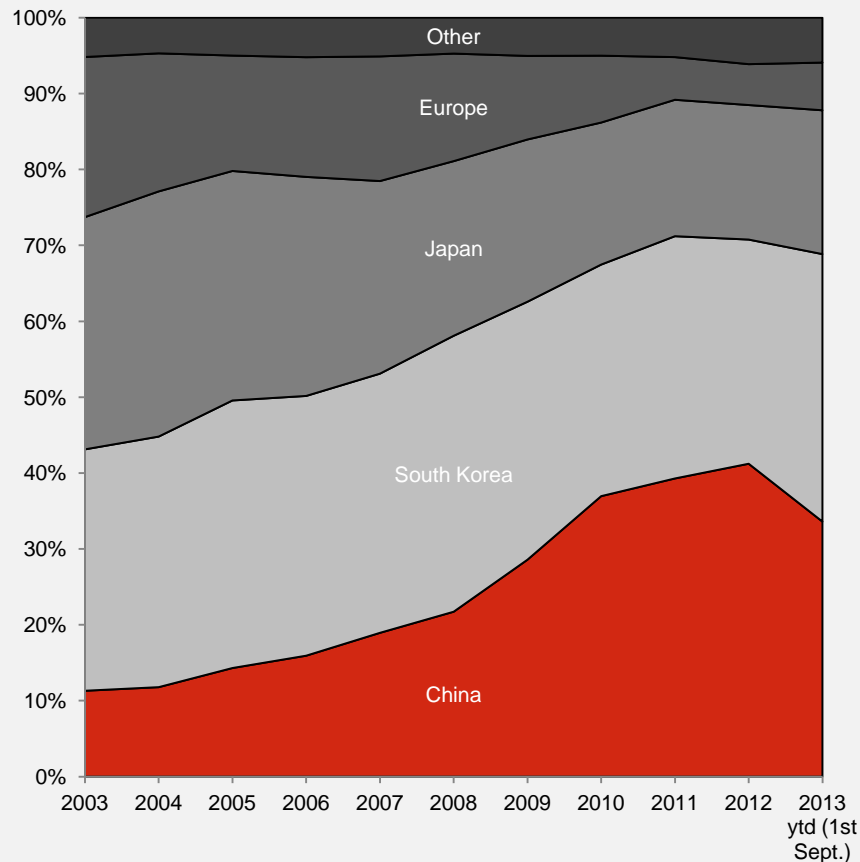
Source: Clarkson Research Services,

Contracting Activity Development - Specials

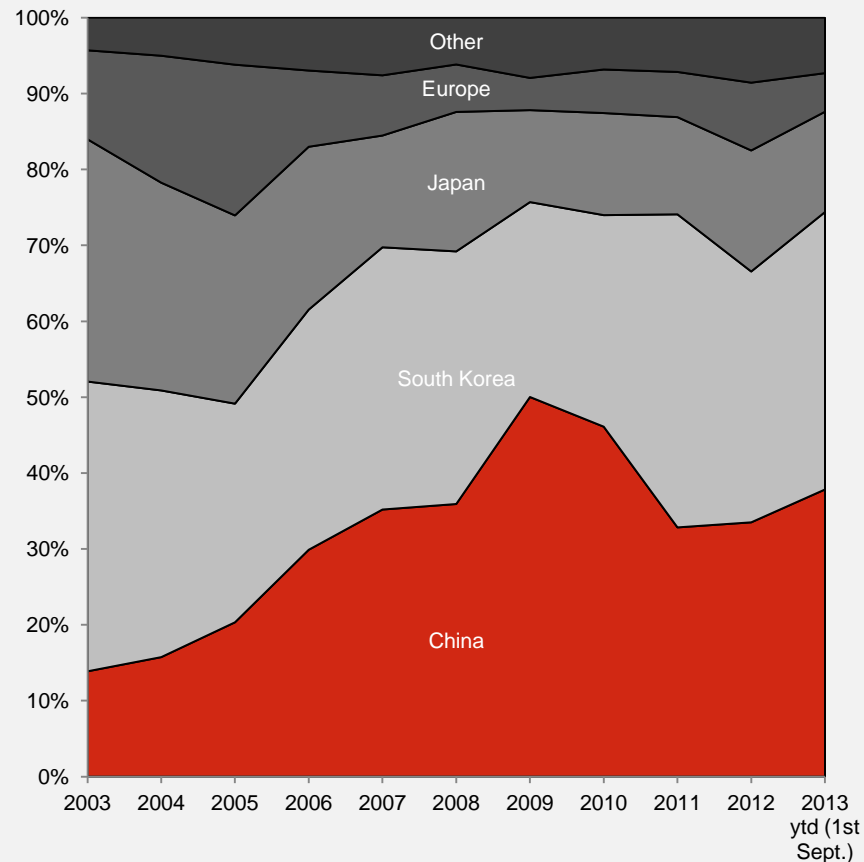


Source: Clarkson Research Services, only 'ship-shaped' offshore vessels reported

Yard country - share of deliveries (CGT)



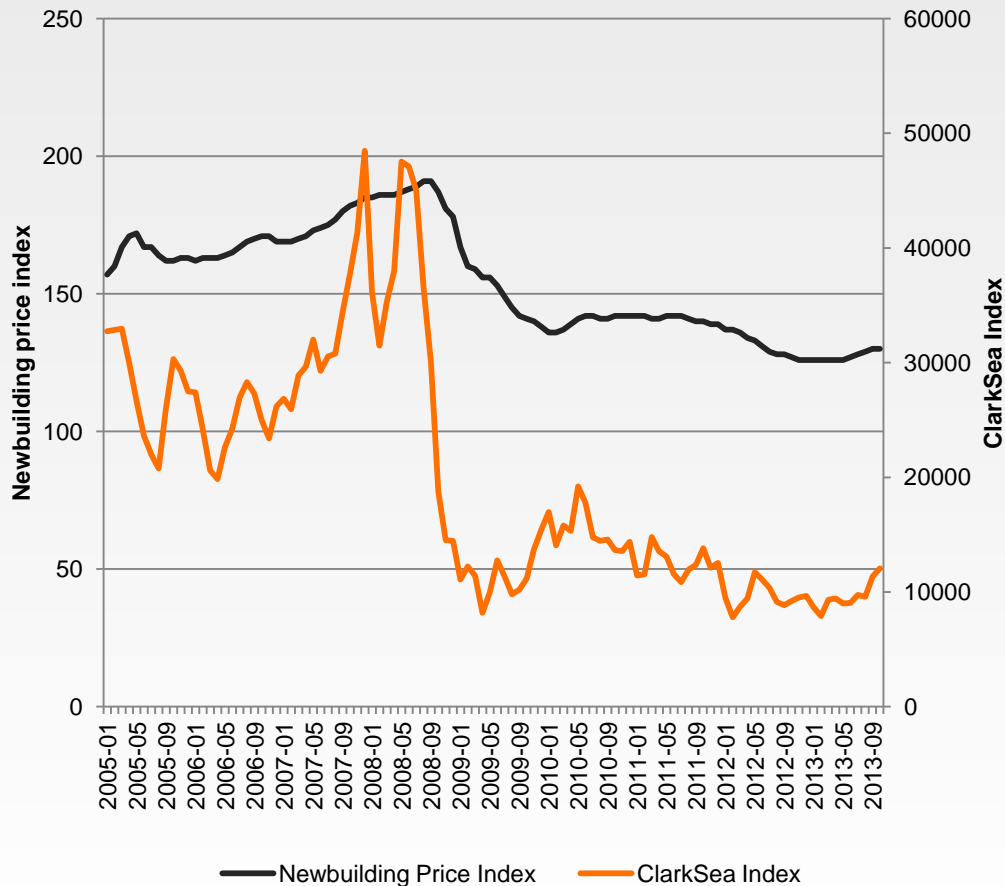
Yard country - share of contracting (CGT)



The gap in market share of deliveries between Chinese and Korean yards is likely to reduce going forward. This is due to the relatively good forward order book cover at Korean yards as a result of the large proportion of contracts won for vessels with high CGT coefficients.

Source: Clarkson Research Services

ClarkSea and newbuilding price index



Key points

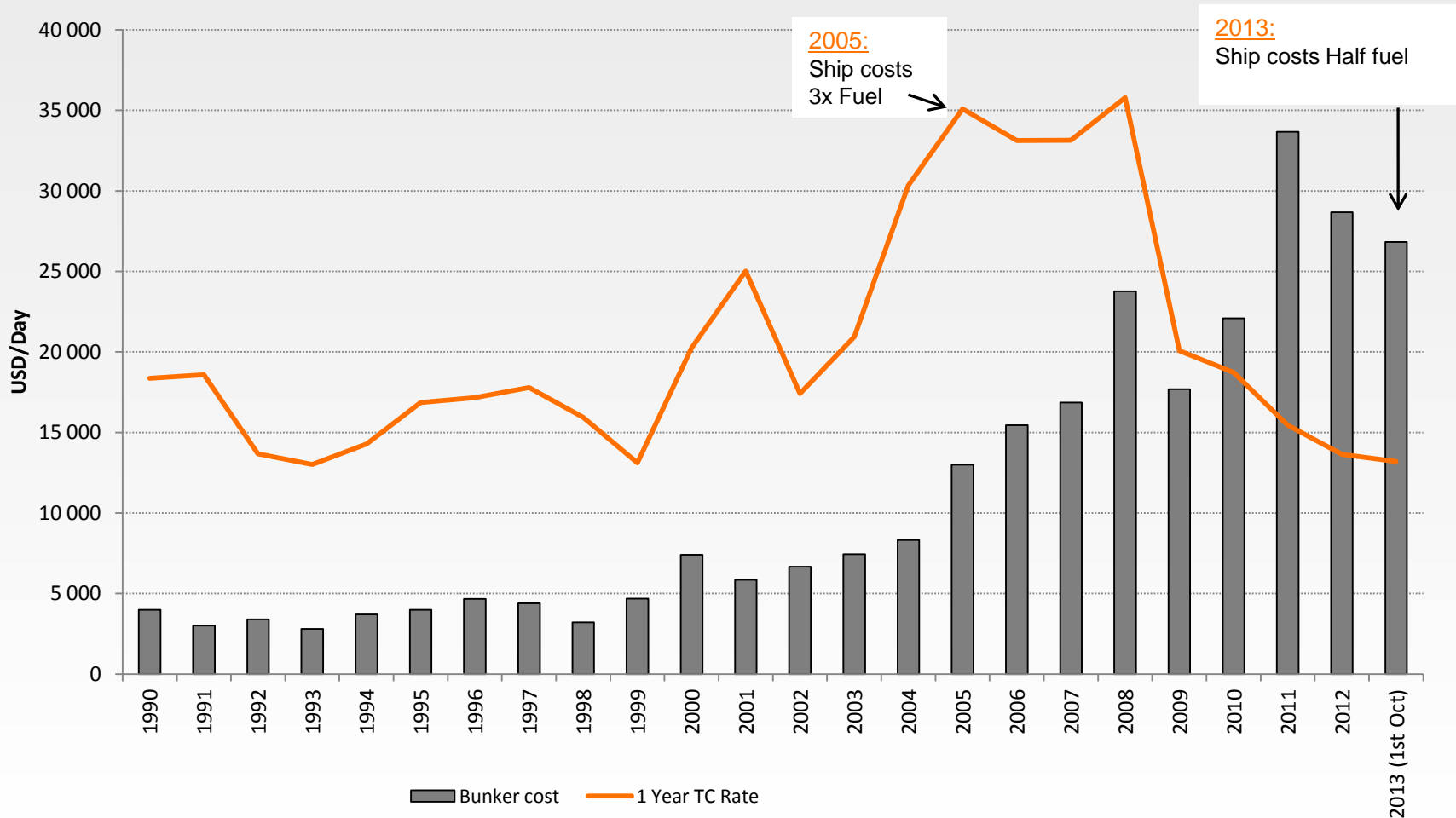
- Newbuilding prices are **attractive**
- Financing, some **signs of easing can be seen** across the industry

Source: Clarkson Research Services

*The ClarkSea Index is a weighted average of tanker, bulk carrier, containership and gas carrier earnings.

Newbuilding Price Index (Jan 1988 = 100)

The cost of fuel for ships
(Based on Aframax tanker, 1 year TC rate and Rotterdam bunker price)



Source: Clarkson Research Services



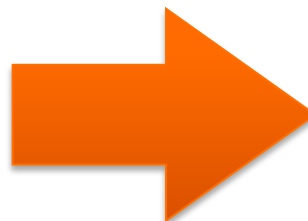
COMPETITIVE LANDSCAPE

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The fundamentals has not changed just the order of importance

Wärtsilä does:

- Continuously responsive to customer needs, competent and reliable
- Integrated system supplier, total solution provider
- Provide high-quality life-cycle power solutions, maintenance and service suitable to customers
- Enhancing customers' business through superior energy, operational and environmental efficiency



Trusted partner



Customer needs:

- Customer understanding
 - Understands customers business and needs
 - Matching offering that suits the needs
- Trustworthy partner
 - Has good references
 - Reliable
 - Takes responsibility
- Customer management
 - Easy to work with
 - Competent personnel
 - Response time
- Efficient systems
 - High quality
 - Innovative

The competition has changed



E&A

Propulsion

Gas Systems



4-stroke medium speed



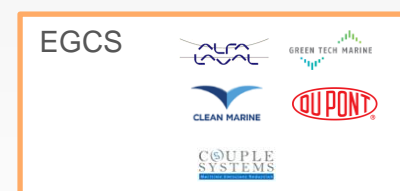
Flow Systems



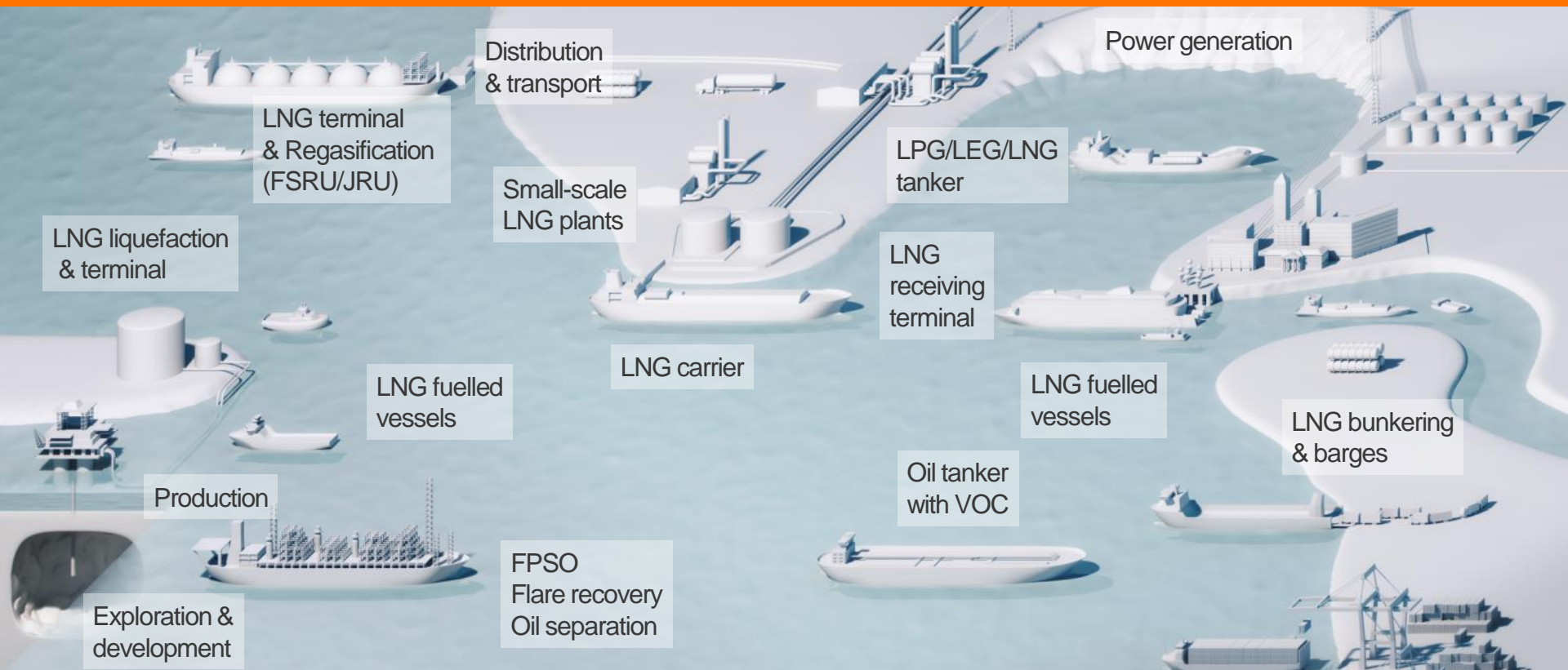
Ship Design

2-stroke

Environmental solutions



Our expertise in the gas value chain



Exploration & Drilling

- LNG fuel gas systems for OSVs

Production & liquefaction

- On- & Offshore small scale liquefaction
- Antiflaring/VOC
- Oil separation
- Gas FPSO

Transport & storage

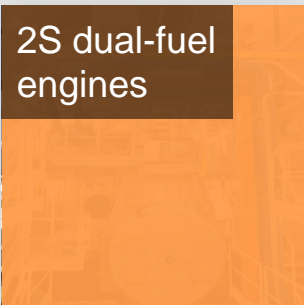
- LNG fuel gas systems
- LPG, LEG & LNG cargo handling

Receiving terminals & regasification

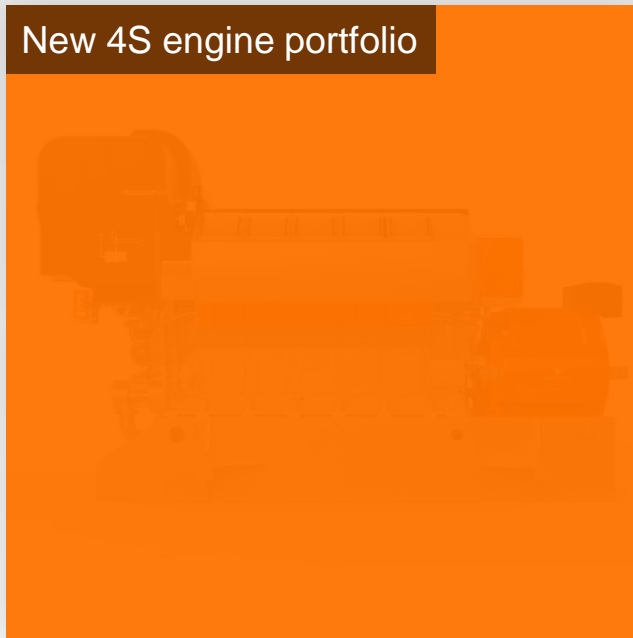
- Jetty & Floating regasification
- Bunkering & barges
- Receiving terminals

Distribution & transport to the users

- Gas/LNG distribution/logistics
- Feed gas to Power plants



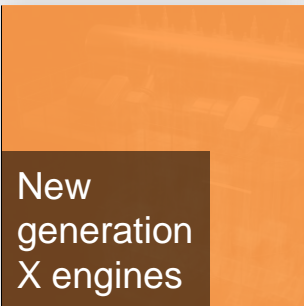
2S dual-fuel engines



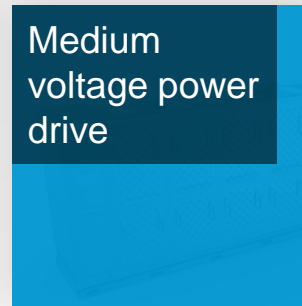
New 4S engine portfolio



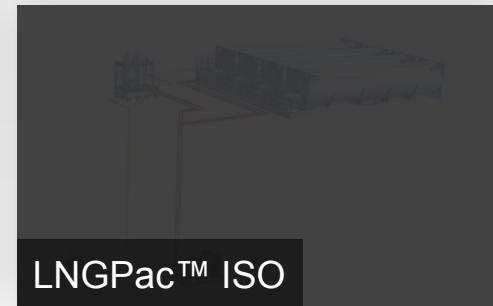
Wärtsilä 3C



New generation X engines



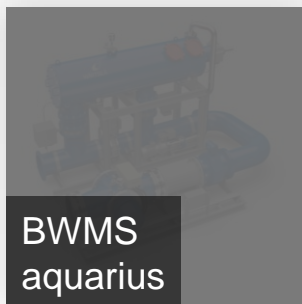
Medium voltage power drive



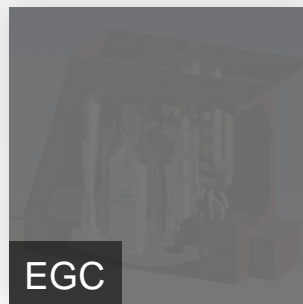
LNGPac™ ISO



WST – 45U



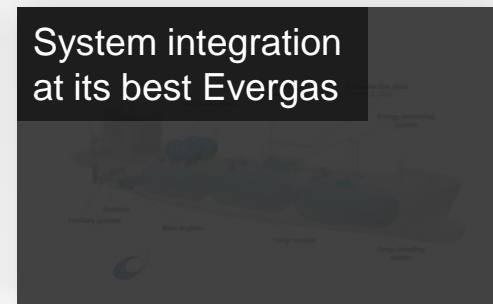
BWMS aquarius



EGC



Gas reformer



System integration at its best Evergas



Merchant

LNGC

- 130 vessels
- 520 engines

Multigas Carrier

- 5 vessels
- 20 engines

Conversion

- 1 Chem. Tanker
- 2 engines



Navy

Coastal Patrol

- DF-propulsion
- DF main and auxiliary engines



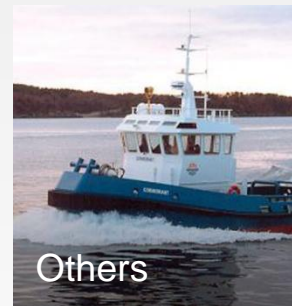
Offshore

OSV's

- 21 vessels
- 70 engines

Production

- 1 platform
- 8 FPSO's etc.
- 1 FSO
- 33 engines



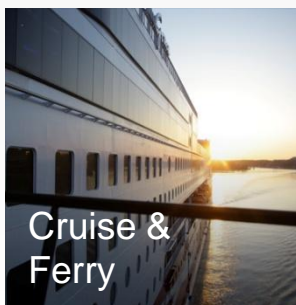
Others

TUG

- 2 vessel
- 2 engines each
- Mechanical drive

Guide Ship

- 1 vessel /engine
- IWW**
- 2 vessel
- 3 engines



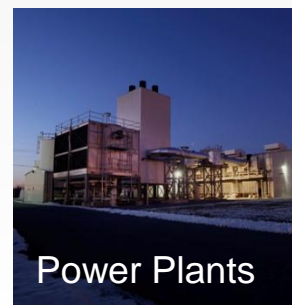
Cruise & Ferry

LNG Cruise ferry

- 1 vessels
- 4 engines
- Complete gas train

LNG ferries

- 4 ferries
- 16 engines
- Conversion**
- 1 ferry
- 2 engines



Power Plants

DF Power Plant

- 64 installations
- 331 engines
- Output 4040 MW
- Online since 1997

>1,000 engines → >7,000,000 running hours



Hamworthy has transformed us into a market leading **environmental player** with proprietary technologies for water treatment, exhaust gas cleaning and ballast water management



We are now a **gas competence house** – not only gas engines and fuel gas, but very much also operation critical gas processing and handling solutions for gas transportation, offshore and oil & gas



Hamworthy's **financial performance** has met our expectations; supported by the activity in the gas and offshore markets, and the upcoming market for EGC and BWMS, our target of "doubling the sales within the next five years" seems well achievable

Gas fueled installations / vessels

We will maintain our clear leadership in powering and equipping gas fuelled installations/vessels as market grows across vessel types, regions, and applications.

Energy efficiency and Environmental performance

We leverage on an expanding portfolio of innovative products and system integration capabilities.

The most complete marine offering on earth





CASES

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LNG FUELLED PSV OFFERING OPERATIONAL SAVINGS AND ENVIRONMENTAL BENEFITS



Shipowner: Harvey Gulf International Marine

Shipyard: TY offshore

Design: STX Marine inc.

Delivery: 2014

Scope of supply

- Dual-fuel machinery
- Electrical and automation package
- Complete propulsion system
- Power management system
- Complete LLC power distribution system
- LNG fuel storage and handling components

CUSTOMIZED DESIGN AND FULLY INTEGRATED EQUIPMENT SOLUTION

Shipowner: Armada Offshore Mpsv Limited
Shipyard: Fujian Mawei Shipbuilding Ltd
Design: Wärtsilä Ship Design
Delivery: 2015

Scope of supply

- Initial, basic and detail design
- Engines
- Electrical and automation package
- Complete propulsion system
- Complete LLC power distribution system



Shipowner: Société des traversiers du Québec

Shipyard: Chantier Davie Canada

Delivery: 2015

Scope of supply

- Dual-fuel machinery
- Complete propulsion system
- Electrical and automation package including 3C
- LNG fuel storage and handling components
- Site management and commissioning

LNG PSV OPTIMIZED TO
ENHANCE EFFICIENCY AND
OPERATIONAL SAFETY



Shipowner: Siem Offshore
Shipyard: Hellesøy Verft
Design: Wärtsilä Ship Design
Delivery: 2014

Scope of supply

- Initial, basic and detail design
- Dual-fuel machinery
- Electrical and automation package
- Complete propulsion system
- Power management system
- Complete LLC power distribution system
- LNG fuel storage and handling components

EXHAUST GAS CLEANING RETROFIT CONTRACTS



First order

- June 2013 for SuperSpeed II
- Delivery in Q2/2014

Second order

- September 2013 for SuperSpeed I, Color Magic and Color Fantasy
- Delivery in Q4/2014

Scope of supply

- 4 x open loop scrubber for each ship

Retrofit services

- Basic design
- Detail design
- Plan approval coordination with Class and Flag
- Supervision during installation



WÄRTSILÄ