

WÄRTSILÄ CORPORATION

ANNUAL GENERAL MEETING • 8 MARCH 2012

BJÖRN ROSENGREN, PRESIDENT & CEO

Our focus on sustainability

Wärtsilä has an important role in meeting the world's increased demand for energy in a sustainable way. This is the cornerstone of our commitment to sustainability.

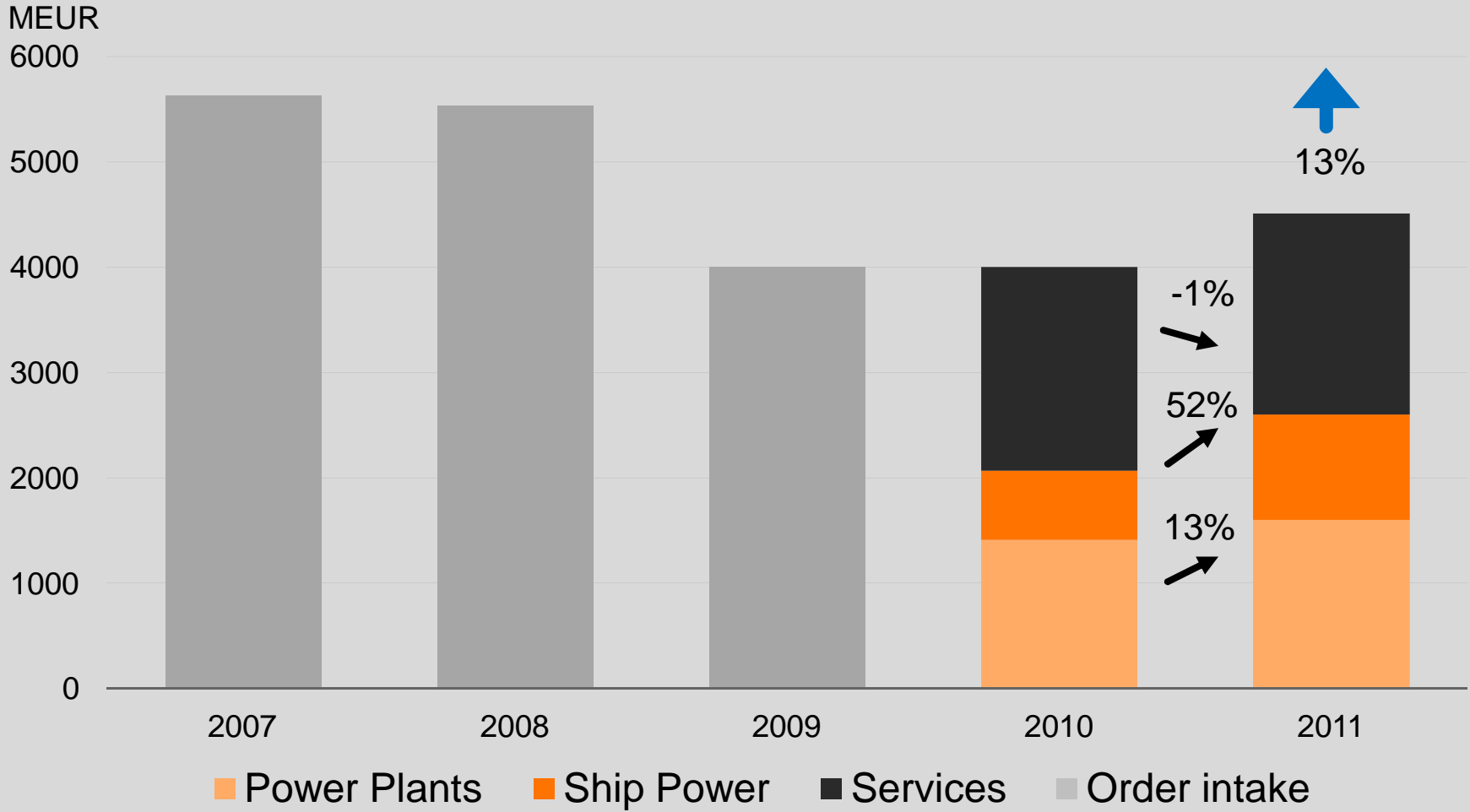
People strategy

- Nearly 19,000 people in 170 locations in 70 countries
- Focus on securing the right competence and motivation among our personnel
- We are committed to equal opportunities

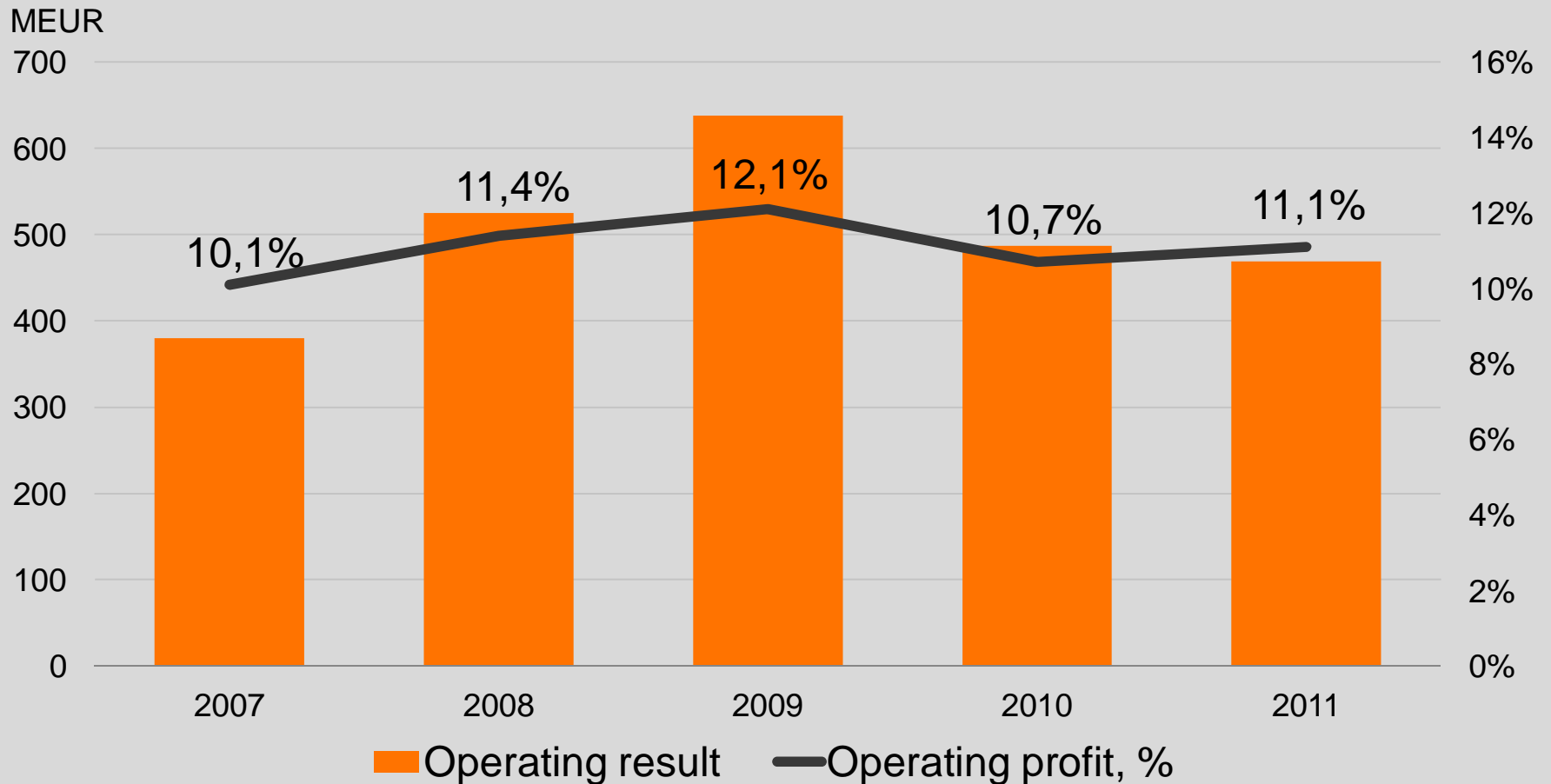
Uncertainty in the financial markets

- Escalating financial problems in the EU and US markets weakened GDP development globally
- Economic development in the emerging markets remained on a good level

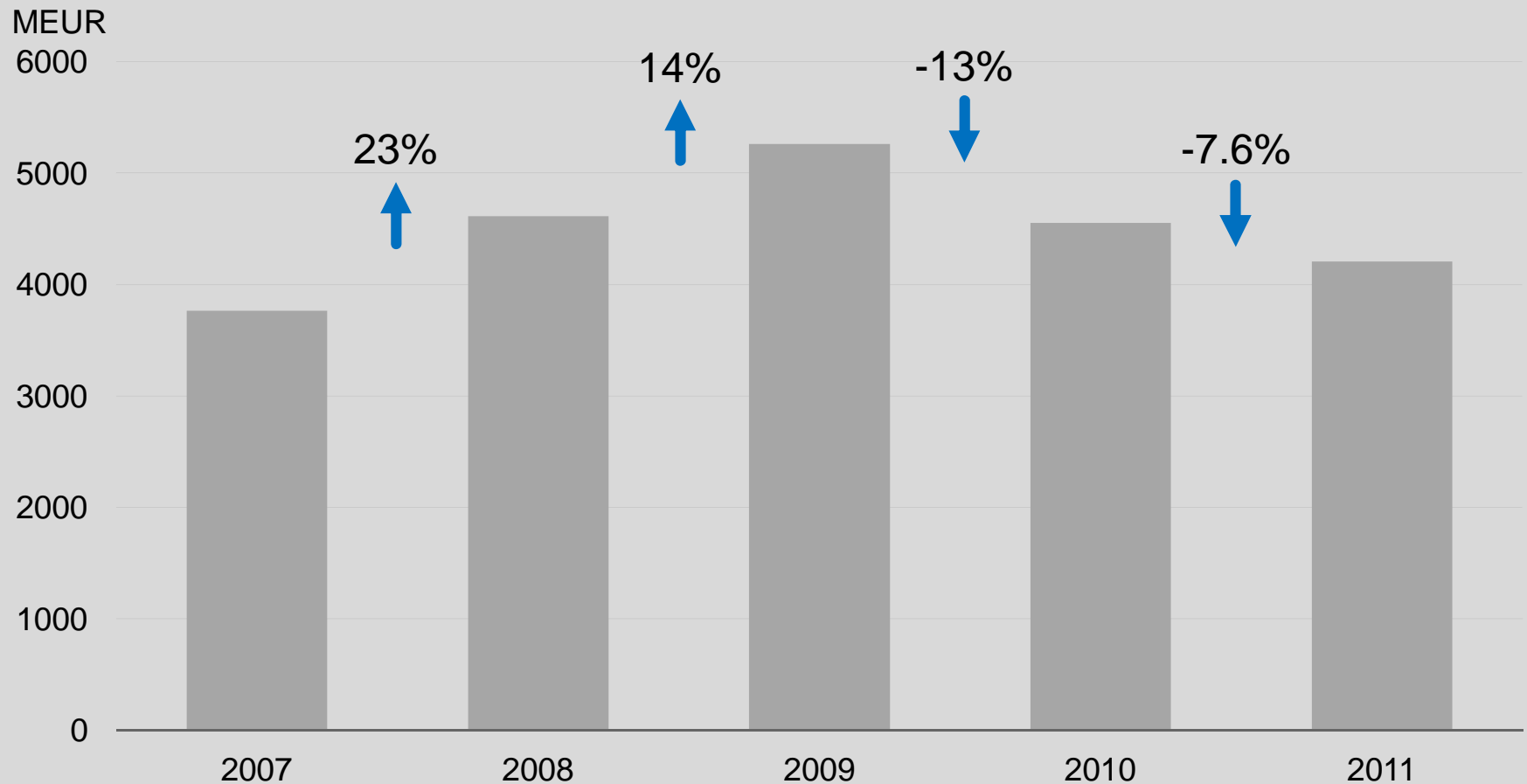
Order intake increased by 13%



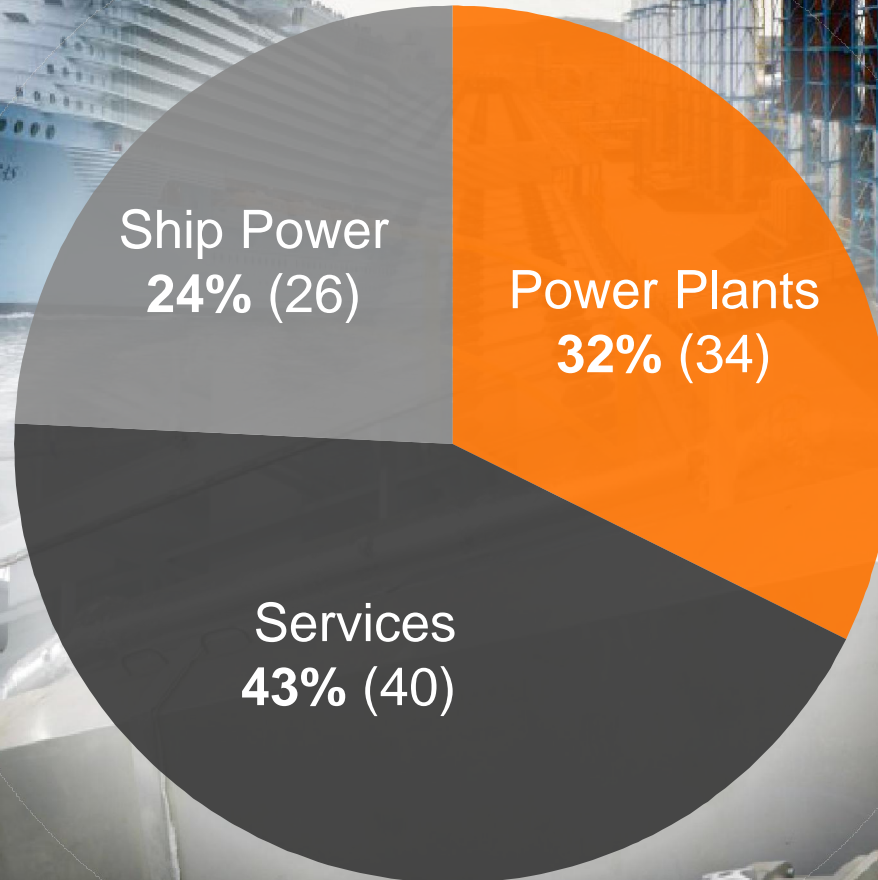
Profitability remained resilient



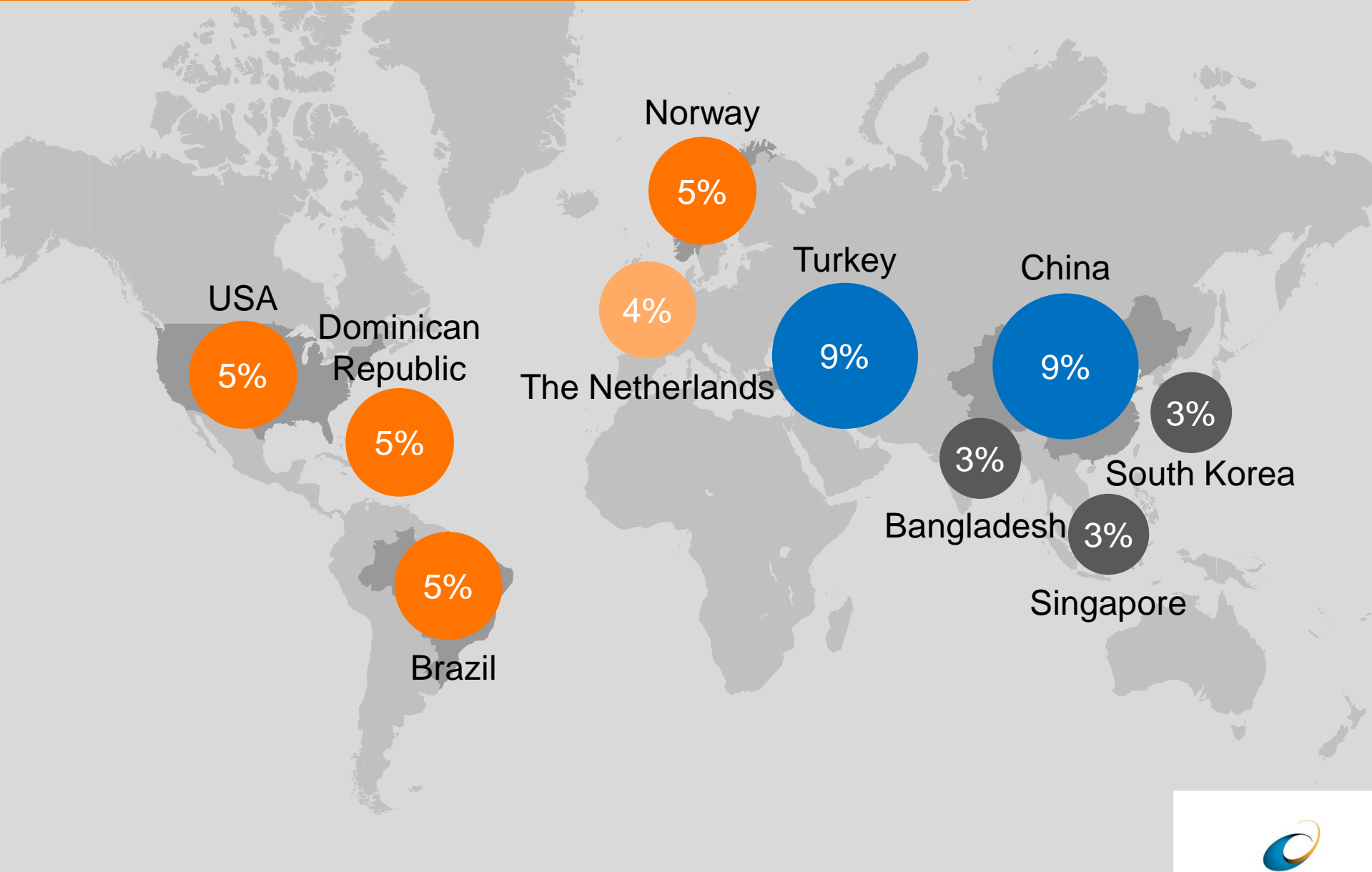
Net sales development



Net sales by business 2011

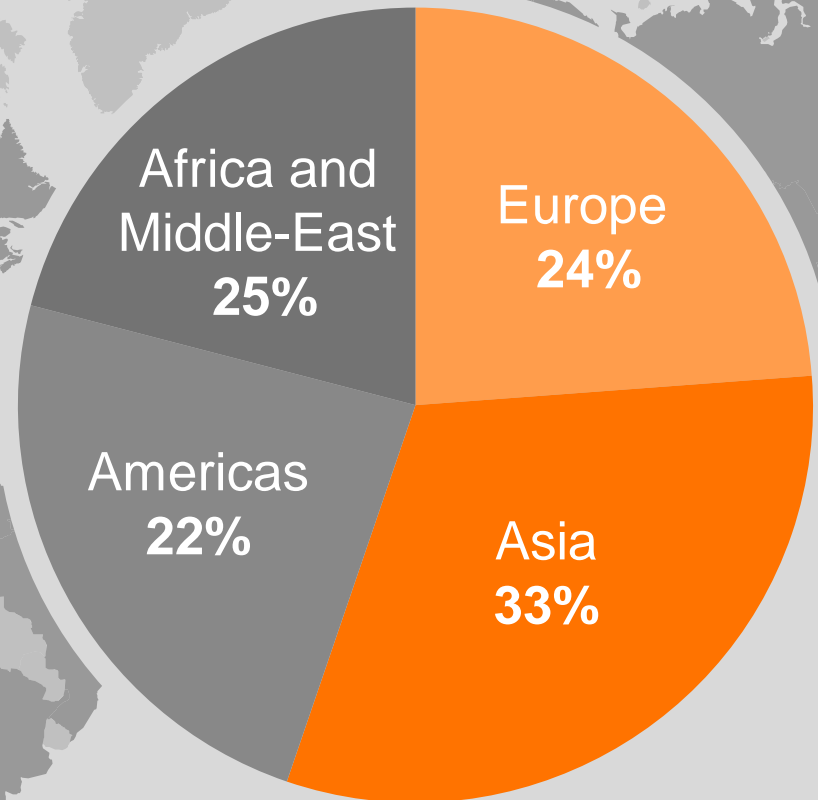


Global net sales Top 10 countries



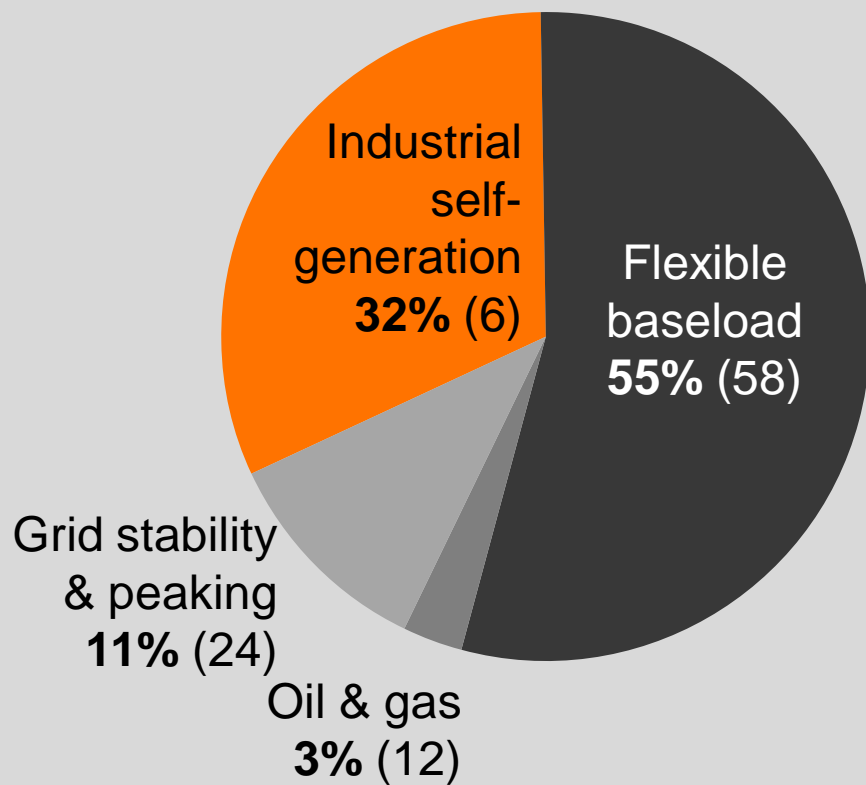
Power Plants order intake Good global spread

Total orders in 2011 3,340 MW

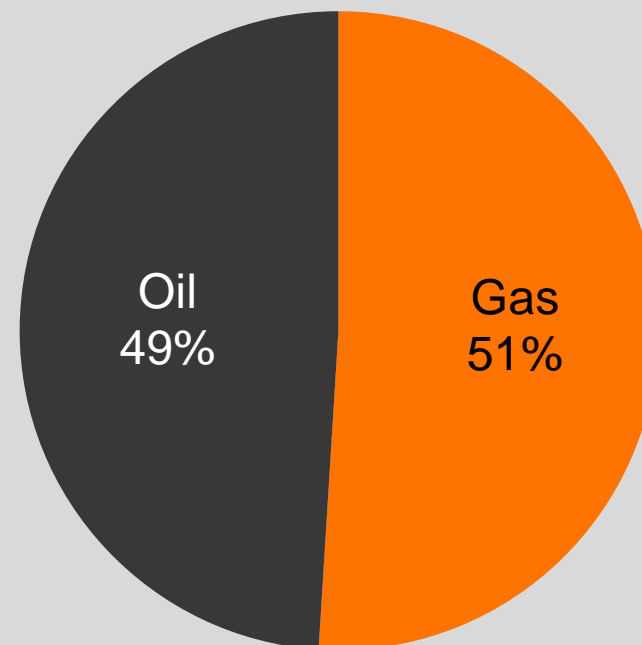


Power Plants order intake

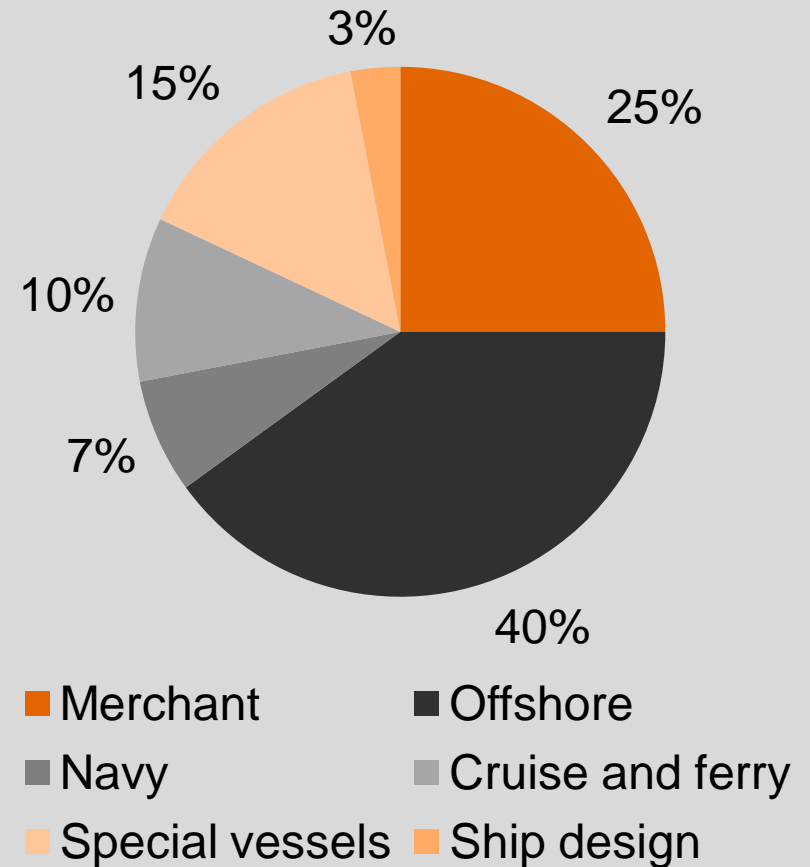
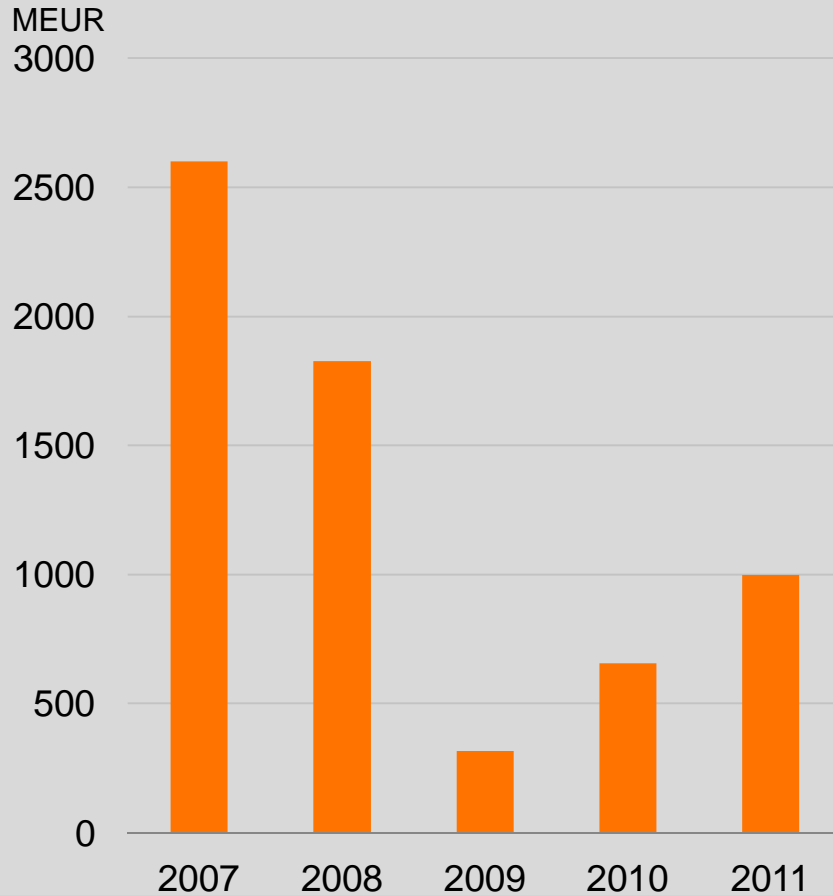
By application



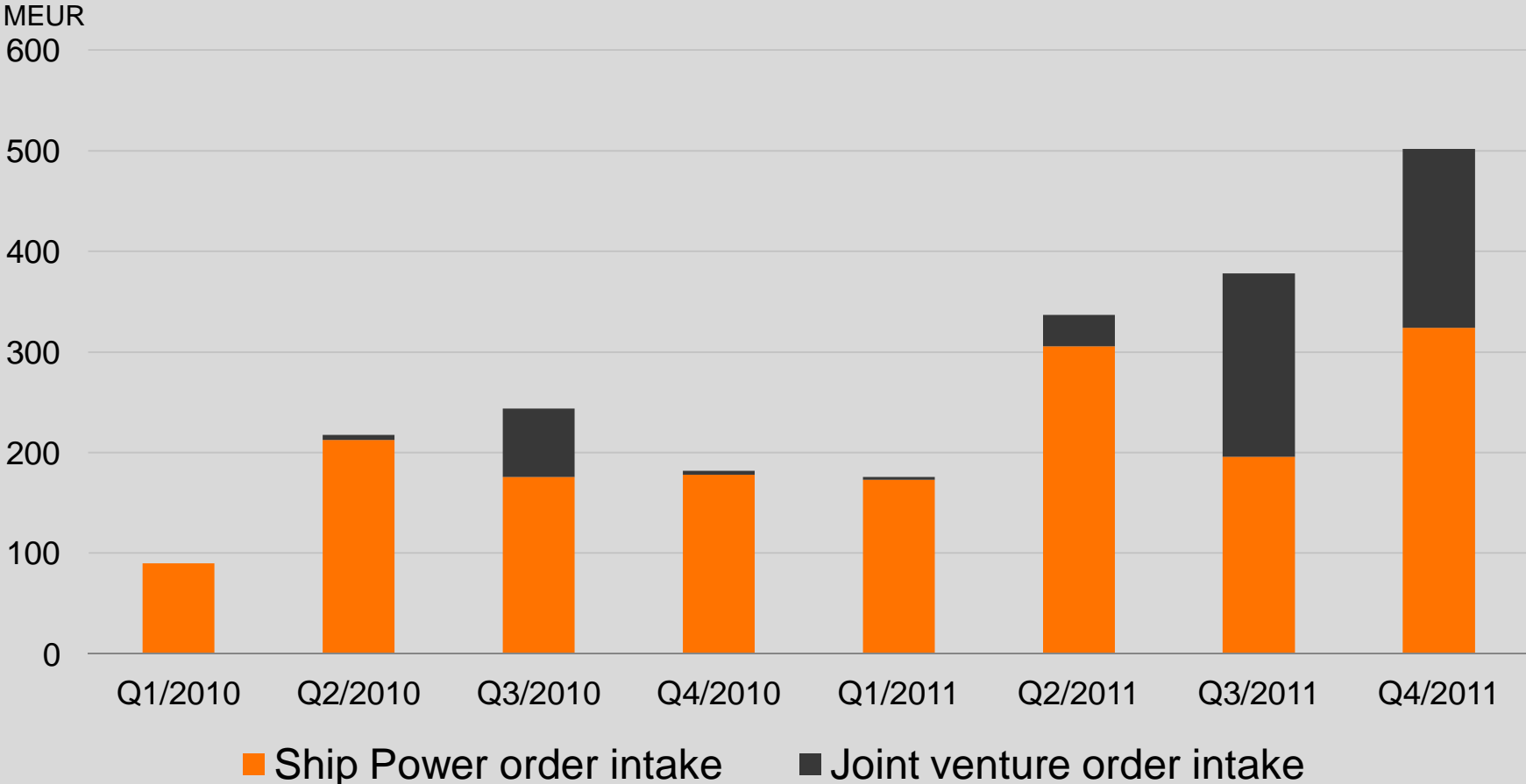
By Fuel



Ship Power order intake by segment



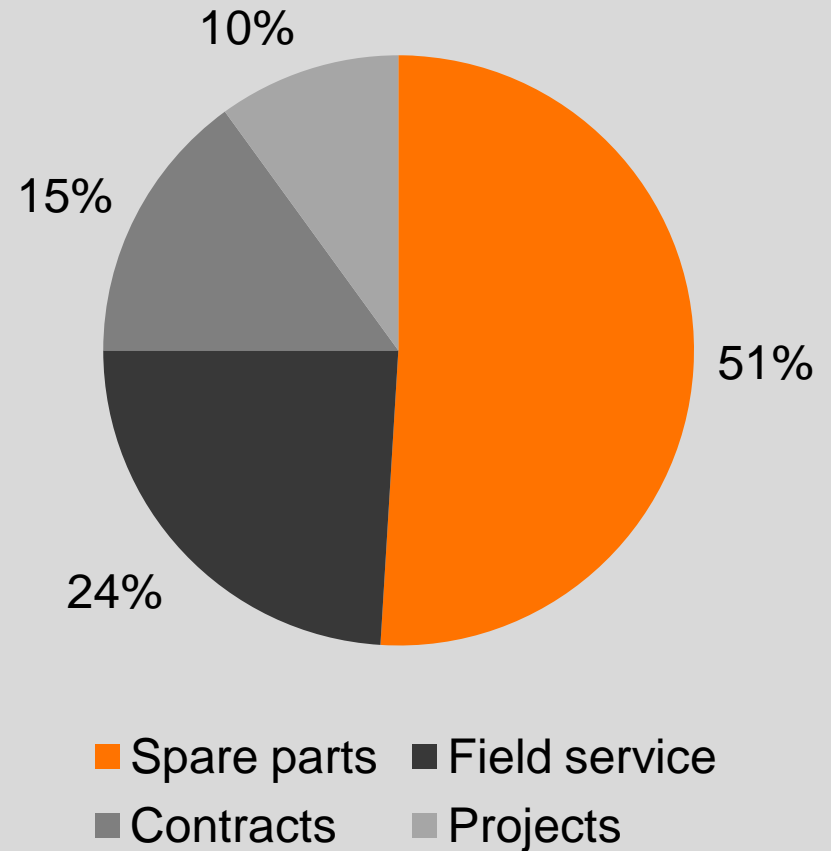
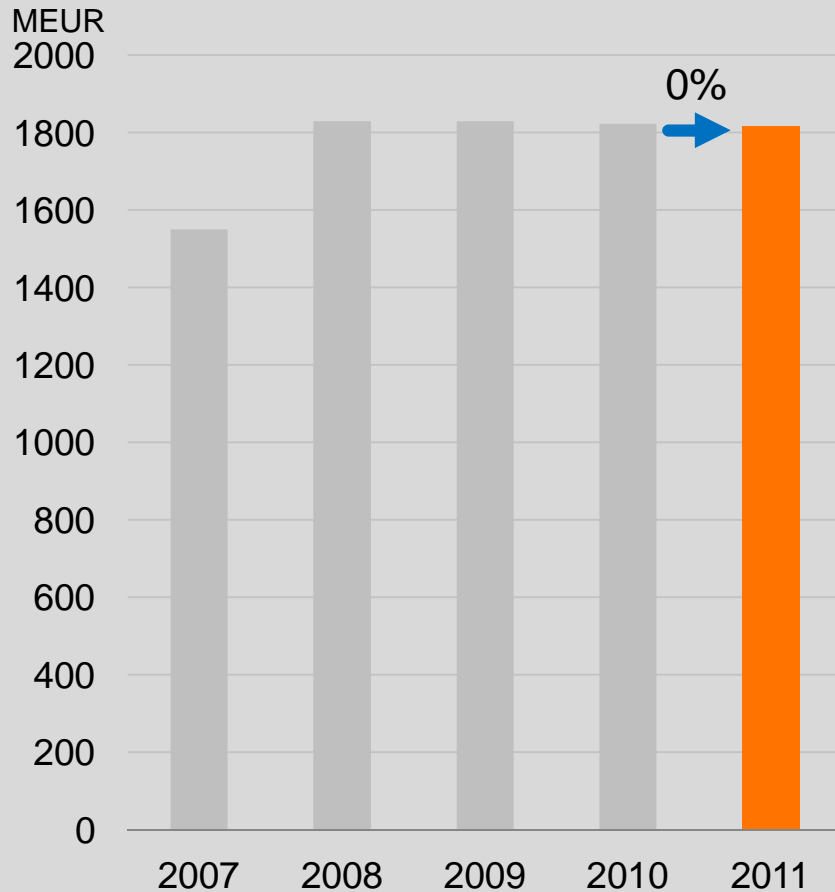
Joint venture order intake strong



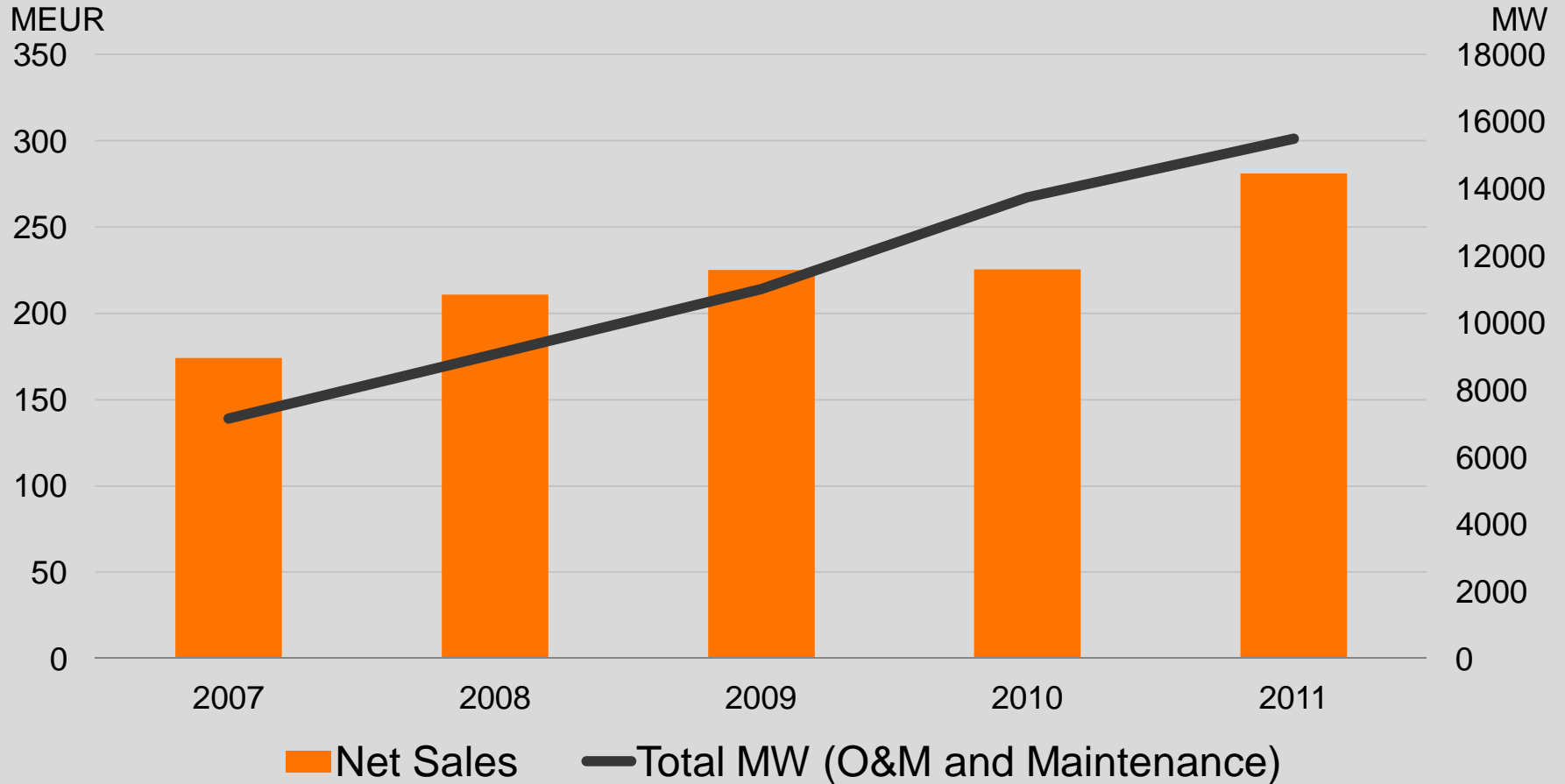
Offshore markets active

- Interest in gas increasing in the offshore industry
 - Order received for first U.S. flagged offshore supply vessels
 - Installation of power modules for a new offshore vessel

Services net sales development



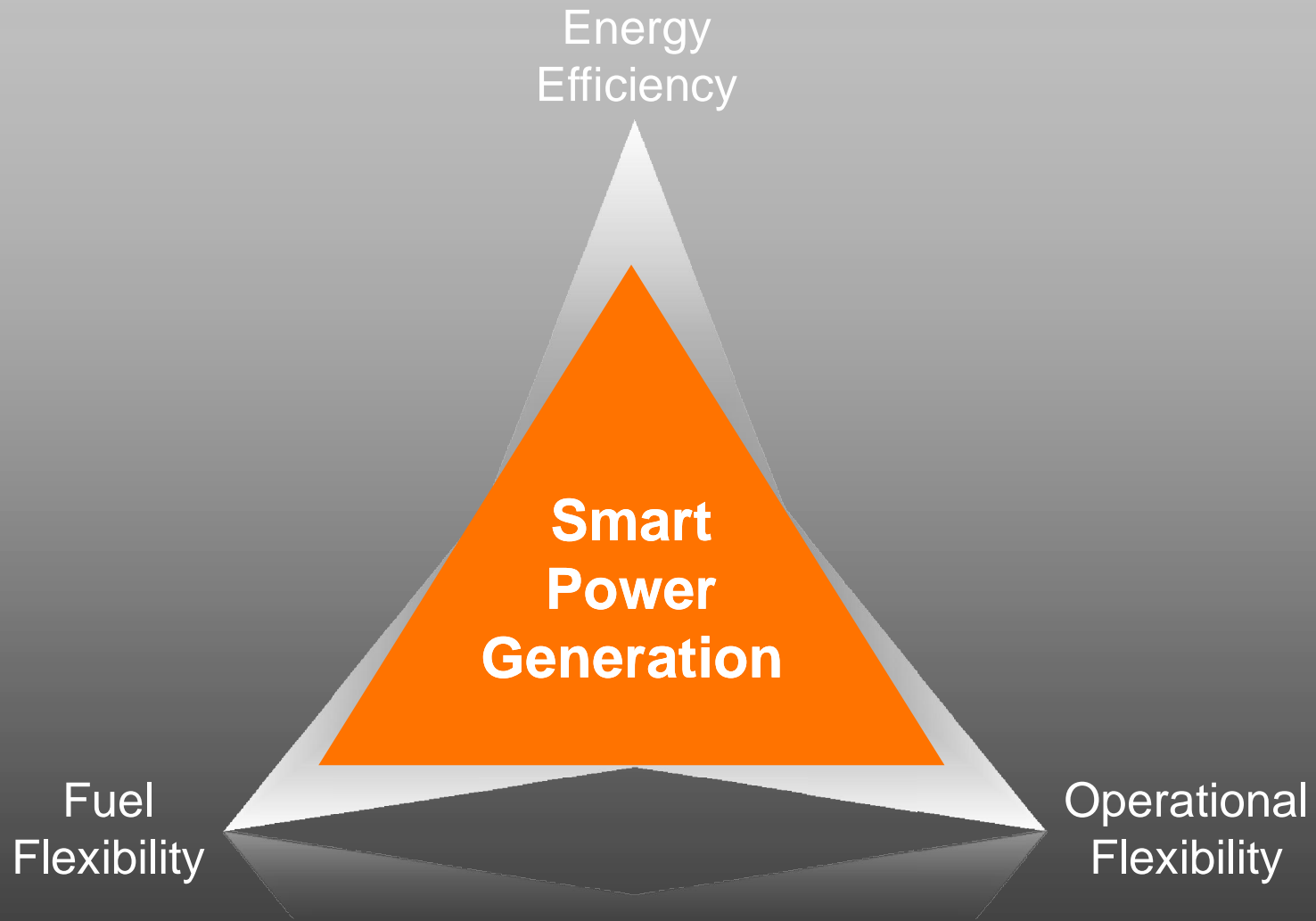
Continued interest in service agreements



Services Environmental projects

- Bit Viking conversion from heavy fuel oil to LNG
- Fitting of catalysts on two Finnish ice breakers
- Scrubber installation on a Containership vessel

Smart Power Generation

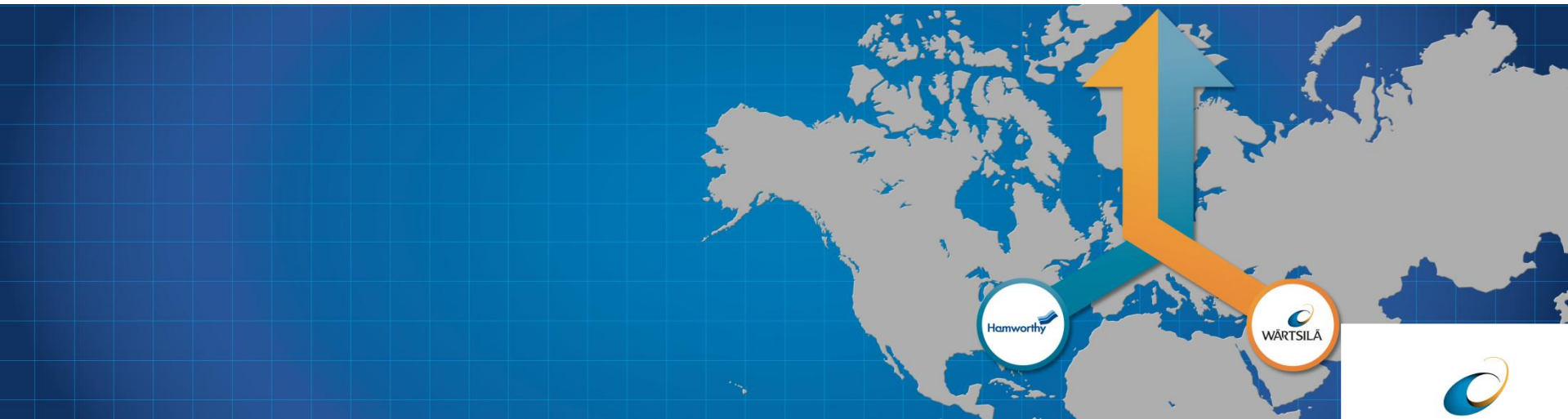


Dual-fuel engines and environmental solutions

- New environmental regulations drive demand for gas as a marine fuel and for environmental solutions
- We focus on developing environmental solutions and gas technology and related systems in order to serve our customers

Hamworthy acquisition

- Strengthens our position in the offshore, the marine gas applications and the environmental solutions markets
- Acquisition became effective on 31 January 2012
- Important synergies in growth markets



Prospects for 2012

- Wärtsilä expects its net sales for 2012 to grow by 5-10% and its operational profitability to be 10-11%
- These estimates take into account the impact of the Hamworthy acquisition





WÄRTSILÄ