

# **WÄRTSILÄ CORPORATION**

**INTERIM REPORT JANUARY-MARCH 2009**

**OLE JOHANSSON, PRESIDENT & CEO**

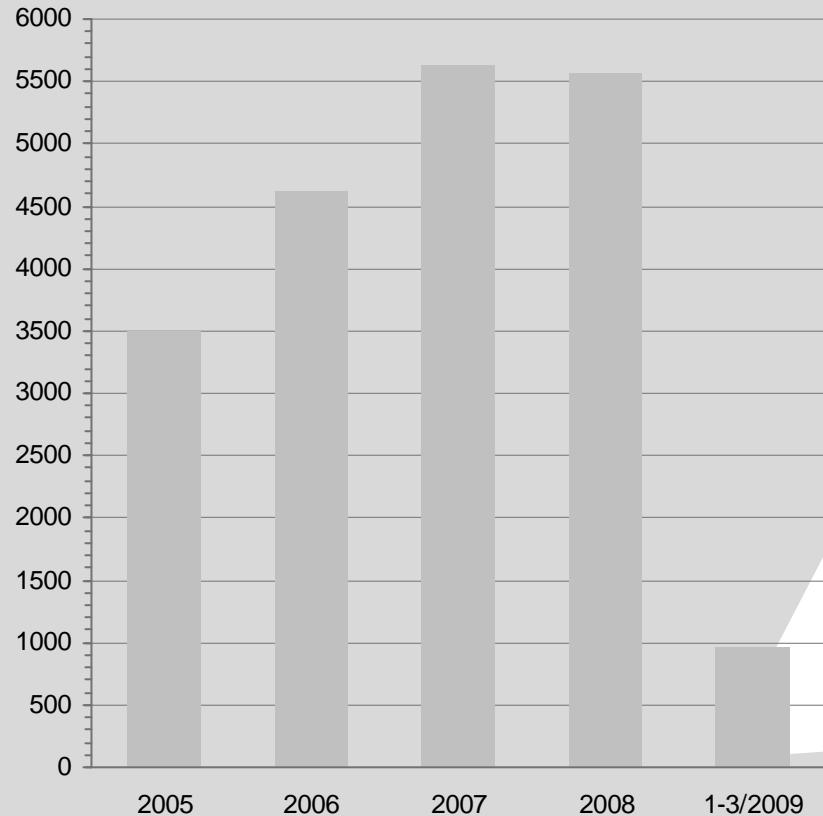
**24 APRIL 2009**



- Very strong net sales EUR 1 241 million (+46%)
- Operating result (EBIT) EUR 130 million (+60%), 10.5% of net sales
- EPS EUR 0.89 (0.49)
- Order intake EUR 958 million (-51%)
- Cancellations EUR 51 million

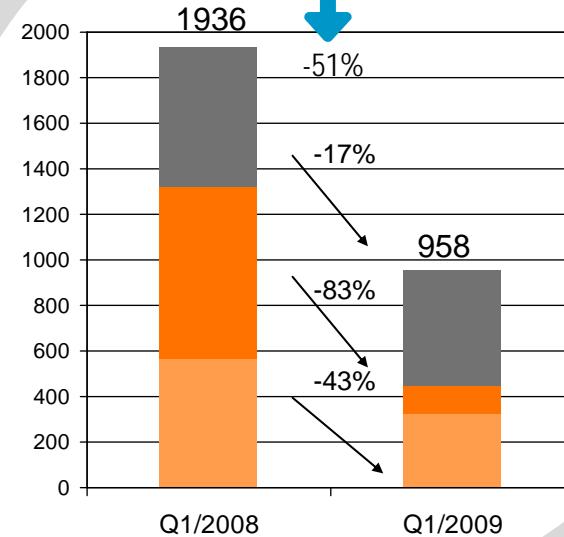
# Order intake

MEUR

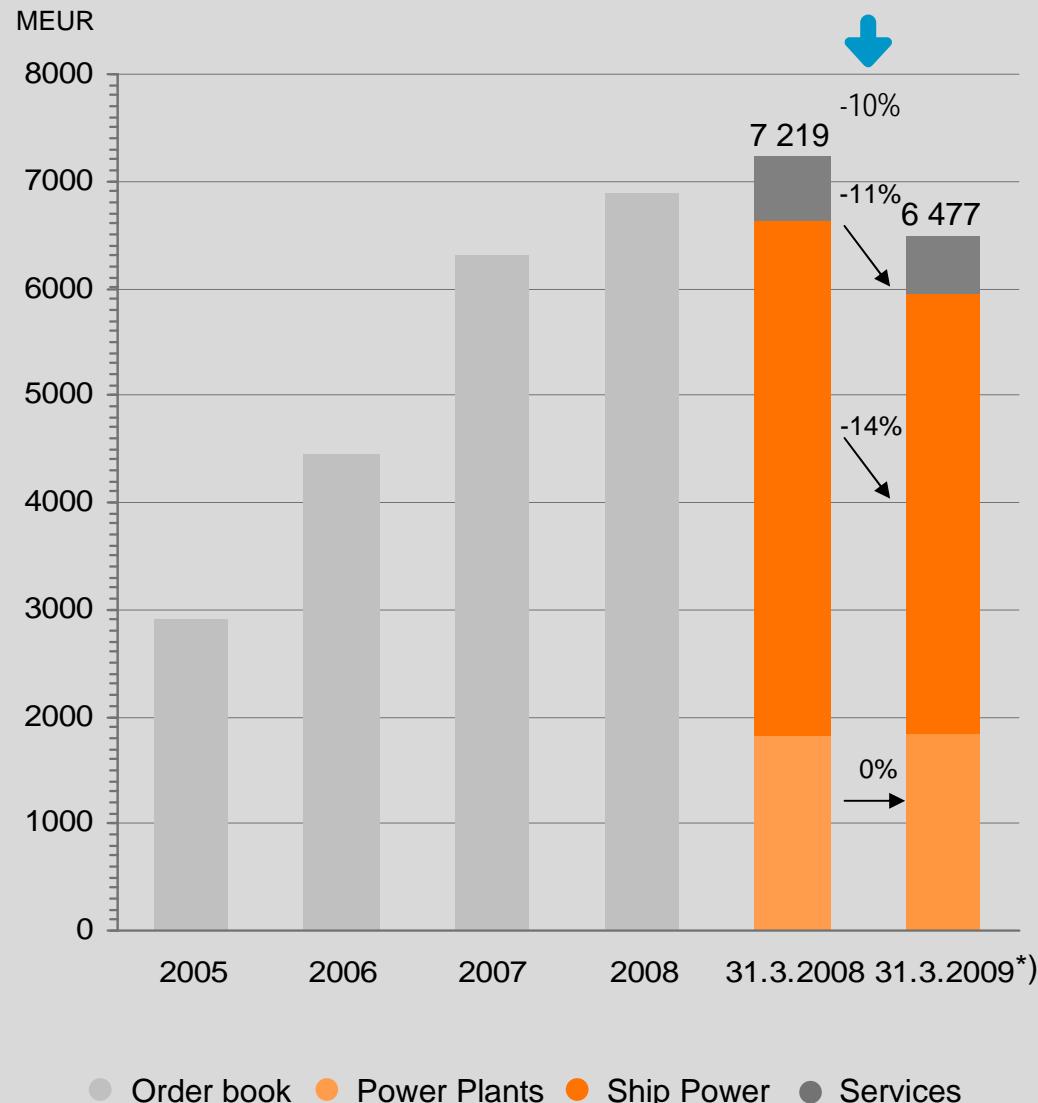


- Order intake
- Power Plants
- Ship Power
- Services

First quarter development

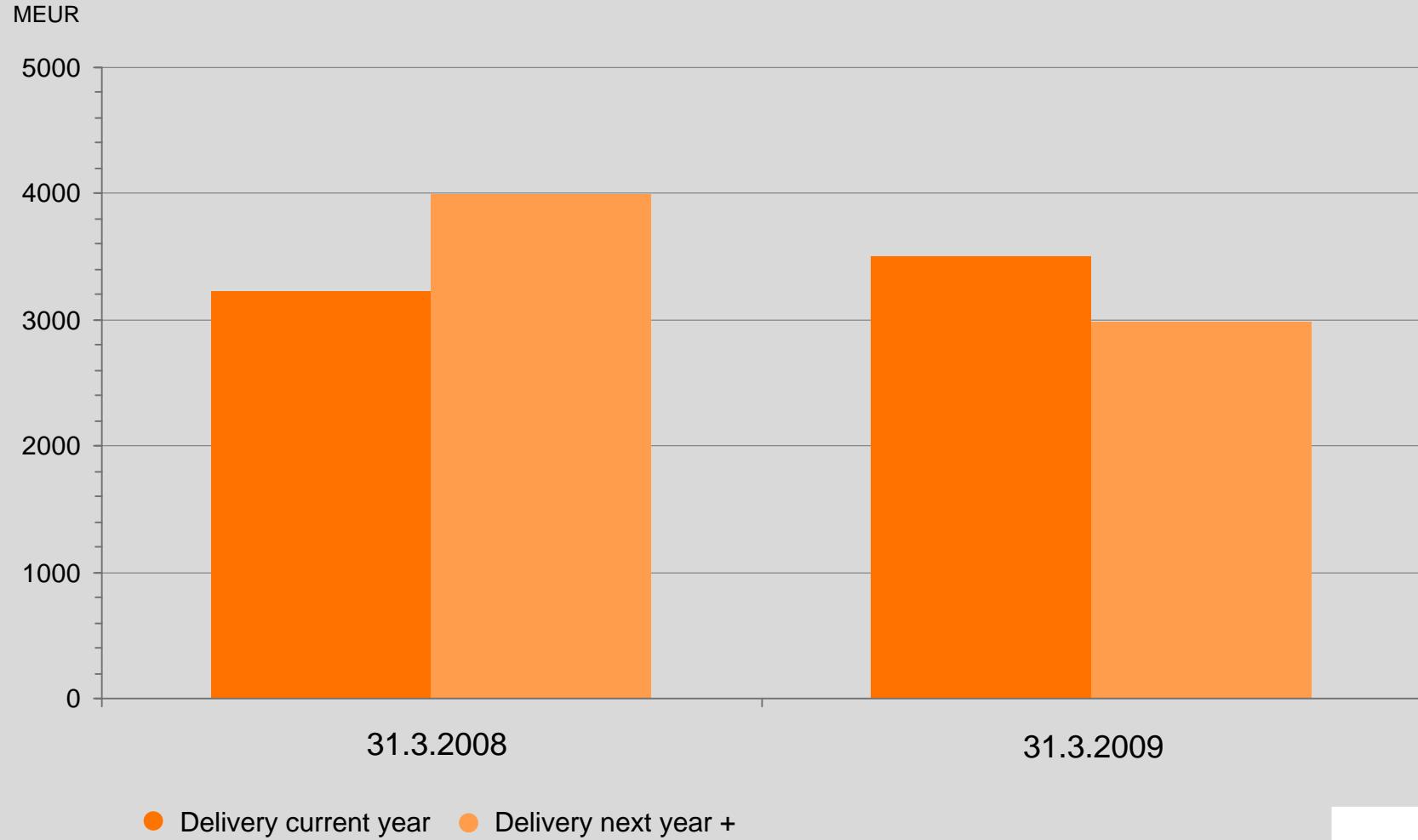


# Order book still on high level



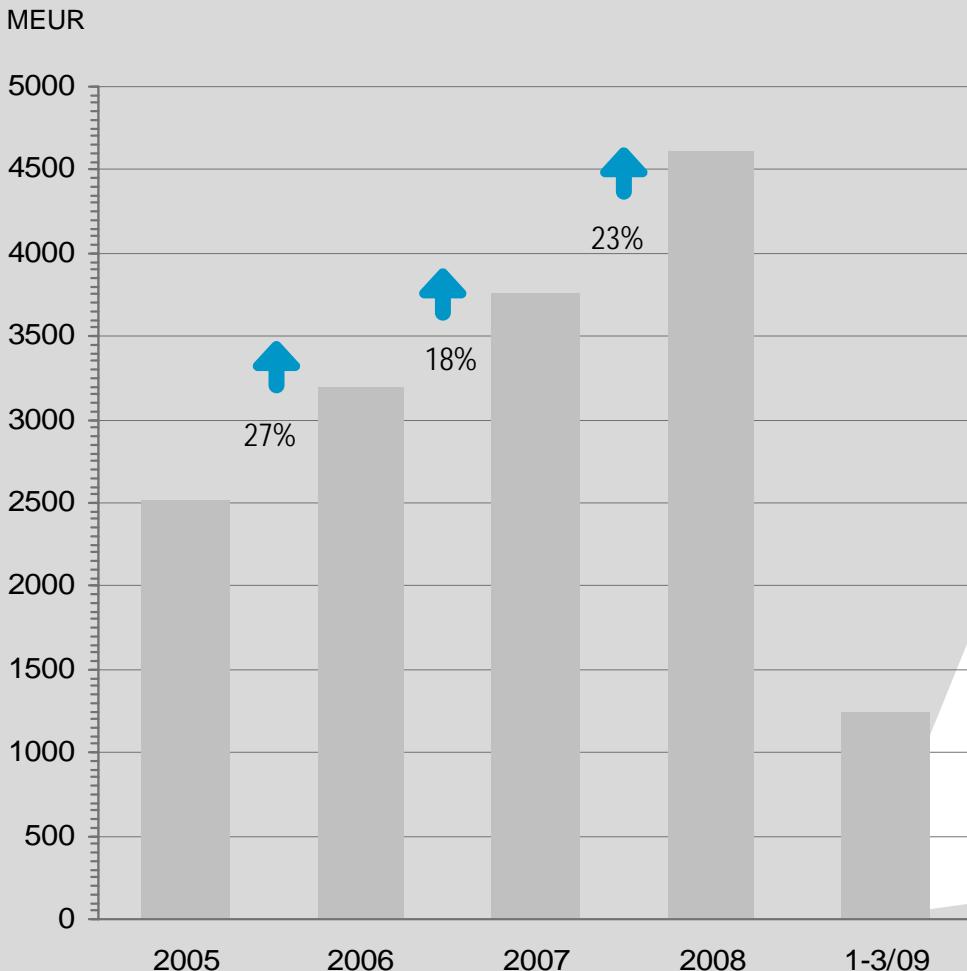
<sup>\*)</sup> Cancellations amounting to EUR 51 million have been deducted from the order book during the review period.

# Order book distribution

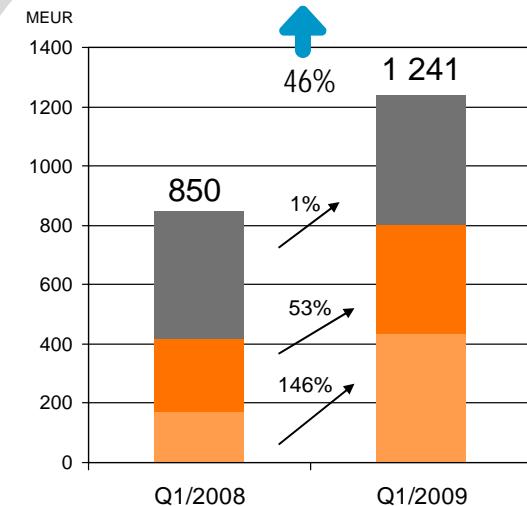


# Net sales growth strong

## Especially favourable development in Power Plants

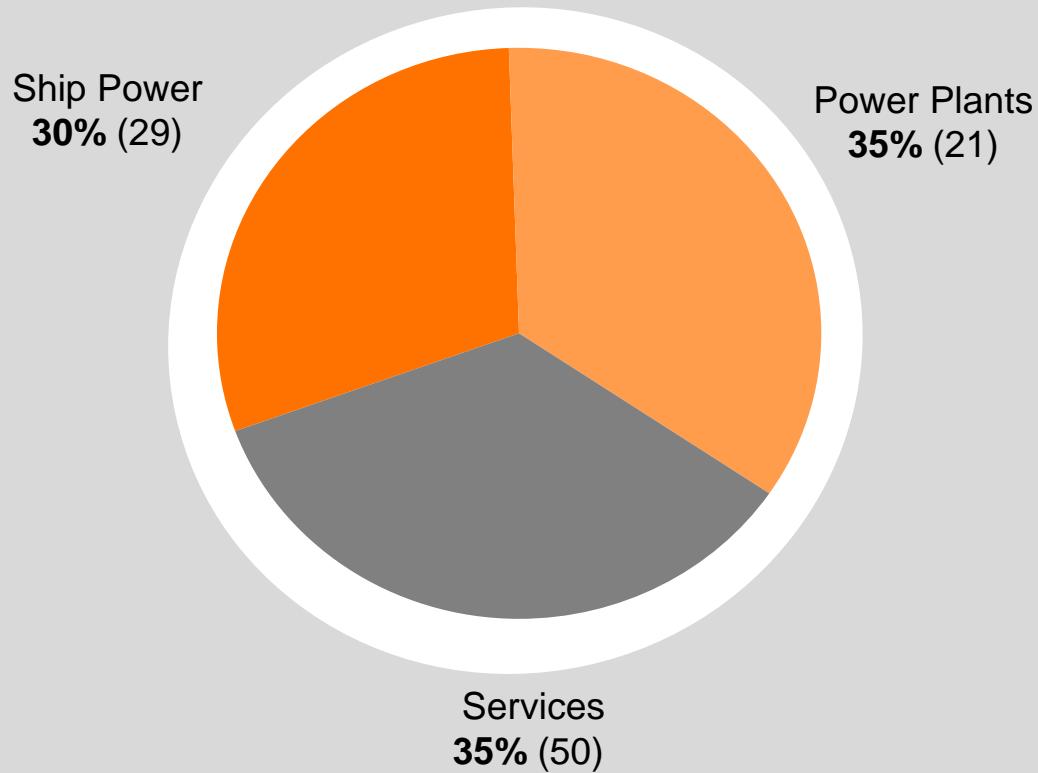


First quarter development

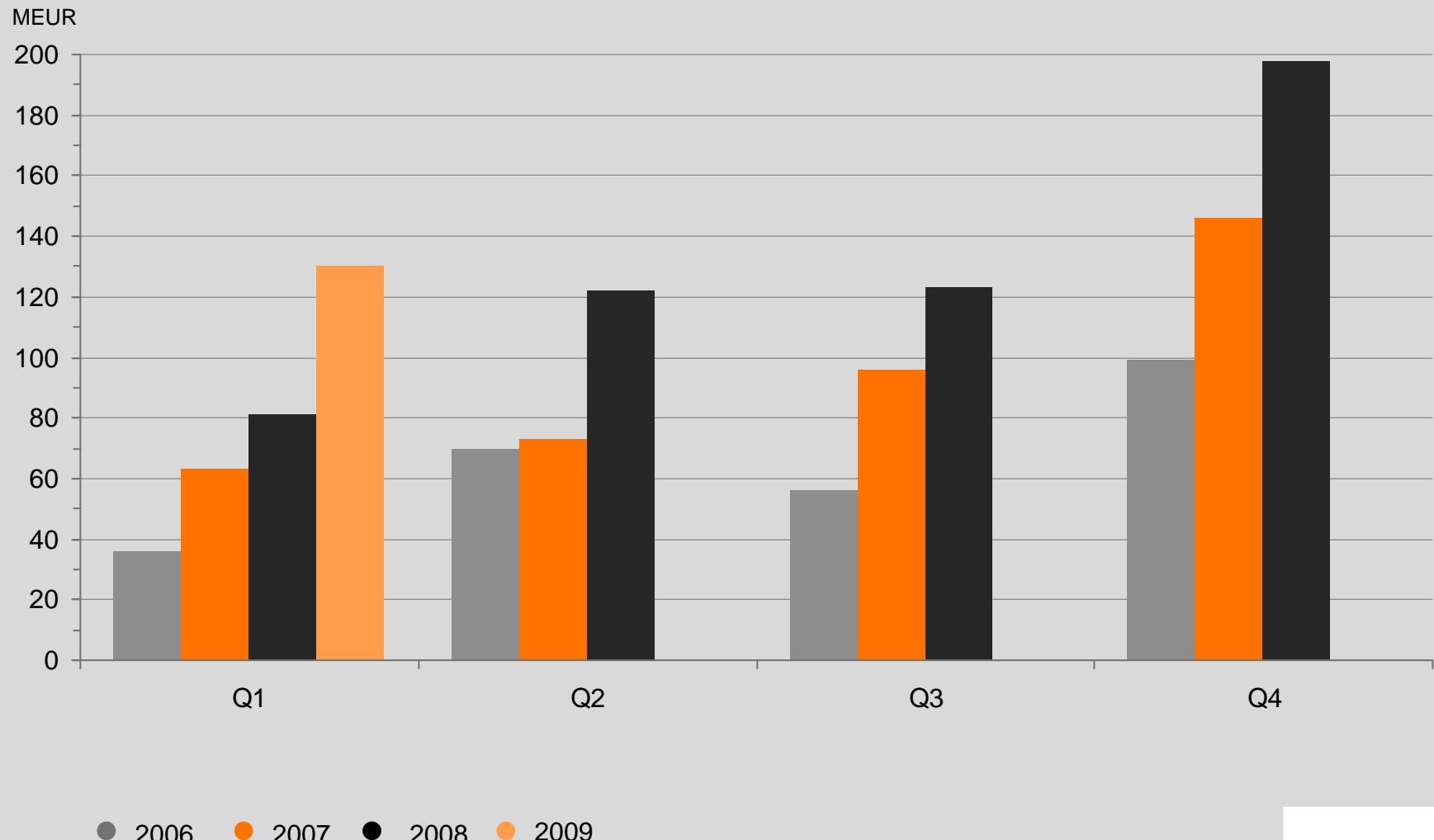


- Net sales
- Power Plants
- Ship Power
- Services

# Net sales by business 1-3/2009

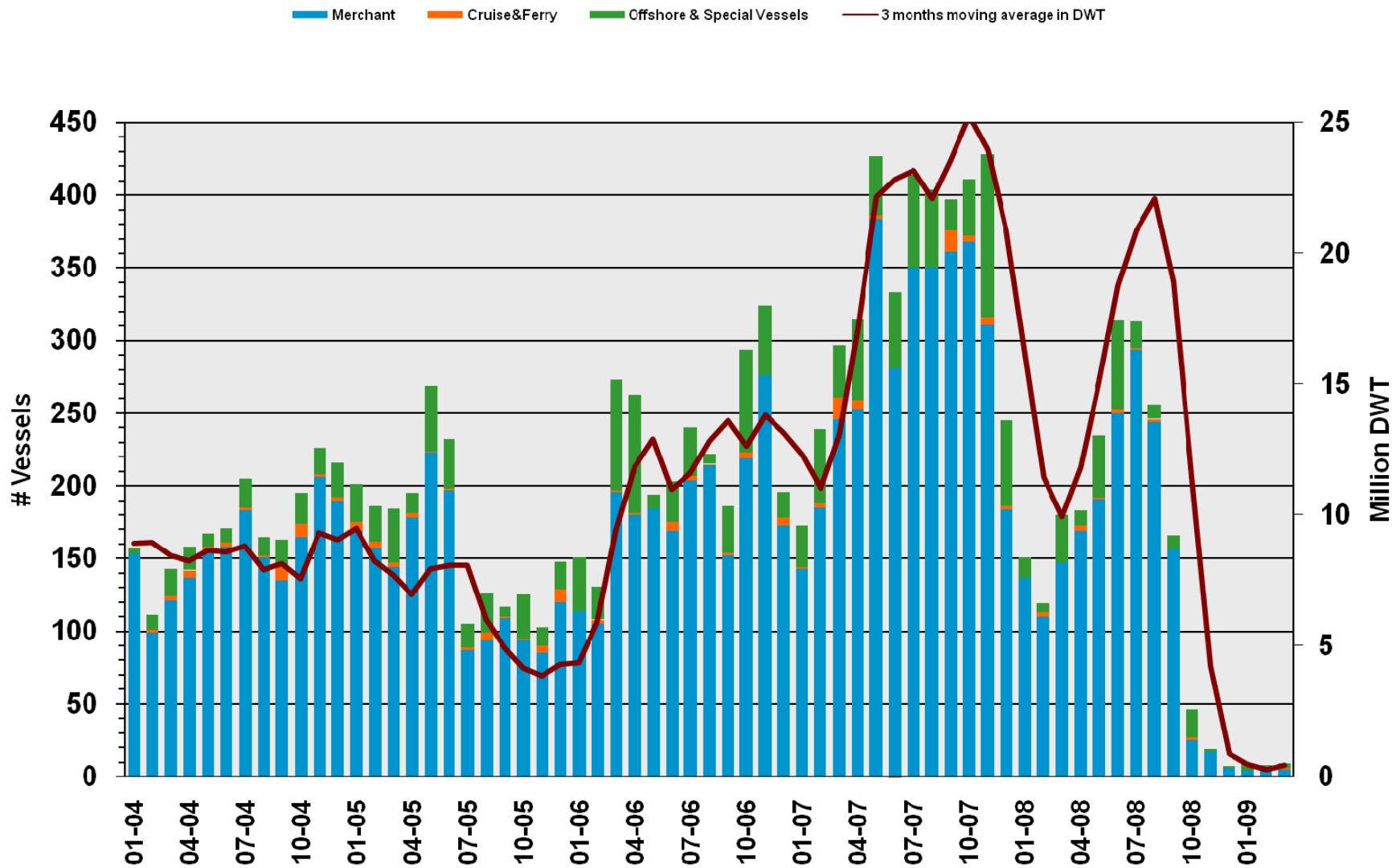


# Strong operating profit



# Ship Power market - vessel order development

Market conditions remain unchanged

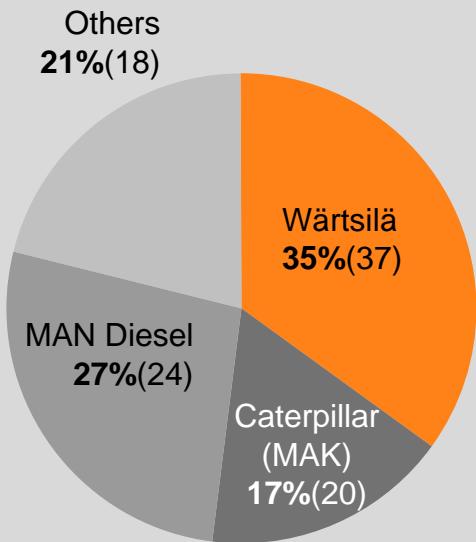


Source: Clarkson Research Services Limited

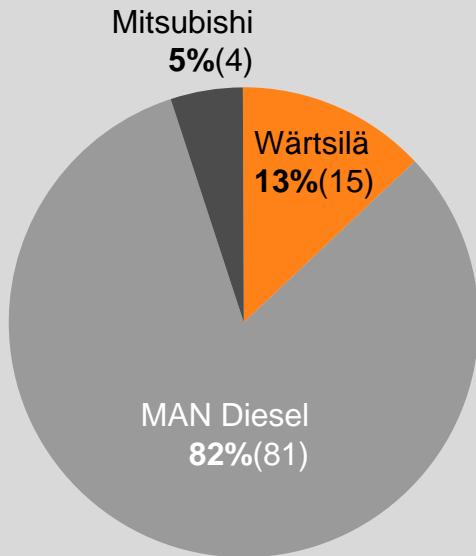
# Ship Power market

## Market position of Wärtsilä's marine engines

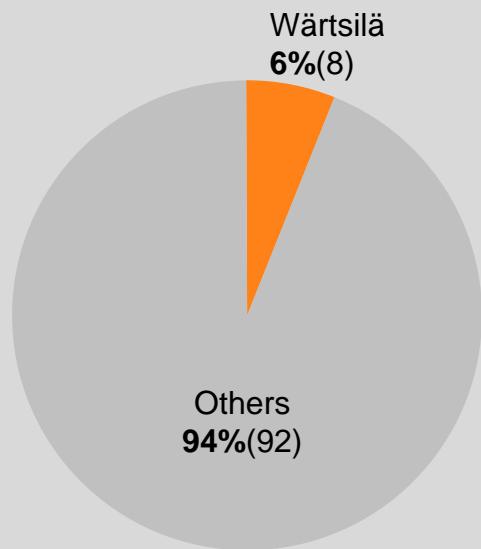
Medium-speed main engines



Low-speed main engines

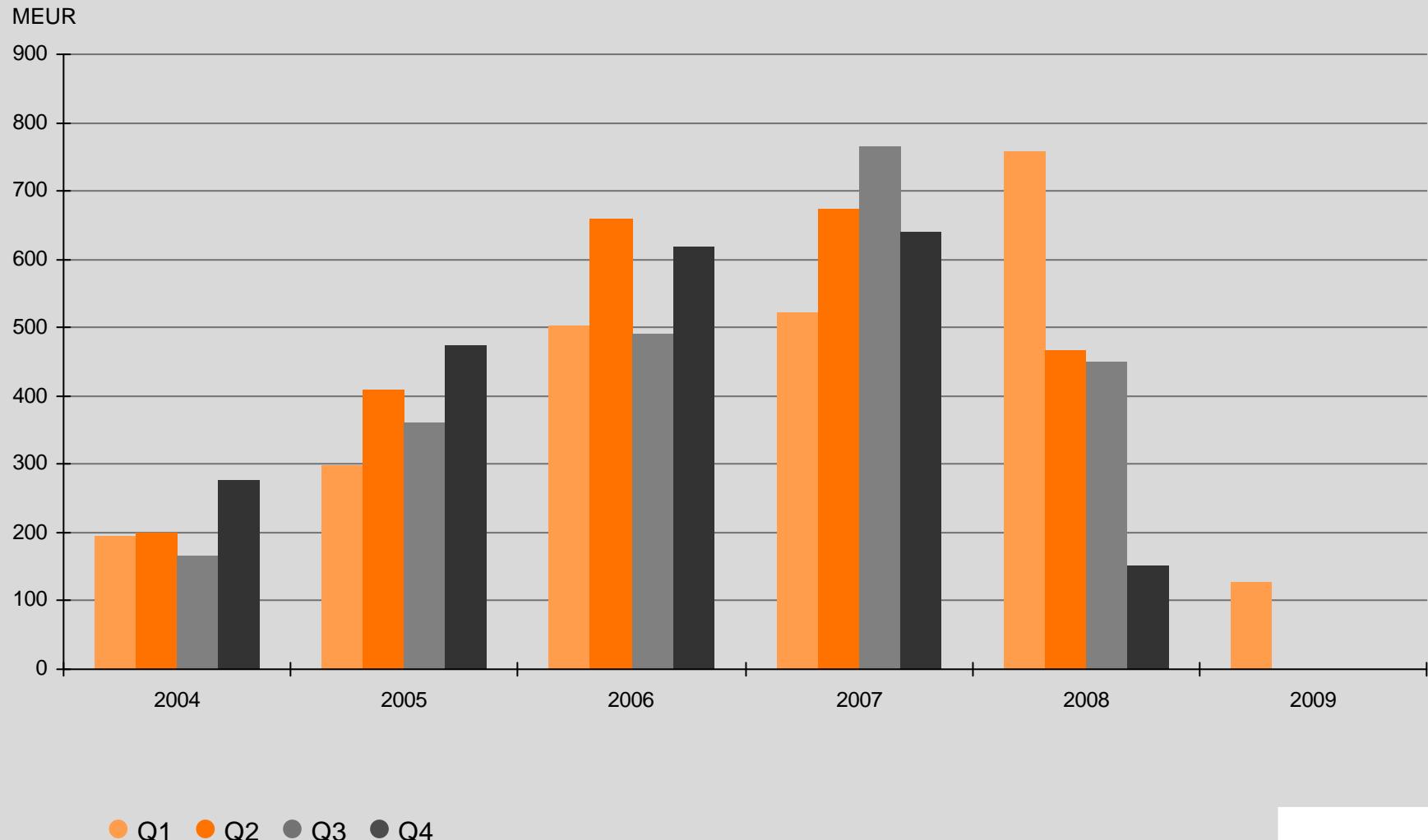


Auxiliary engines

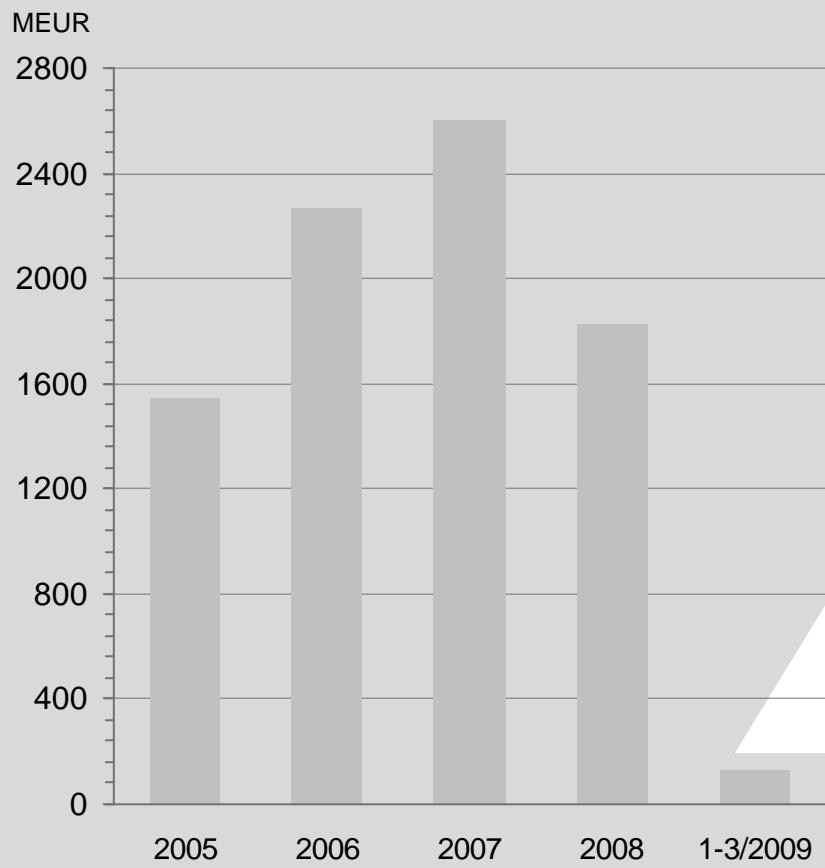


Wärtsilä's market shares are calculated on a 12 months rolling basis, numbers in brackets are from the end of the previous quarter. Wärtsilä's own calculation is based on Marine Market Database.

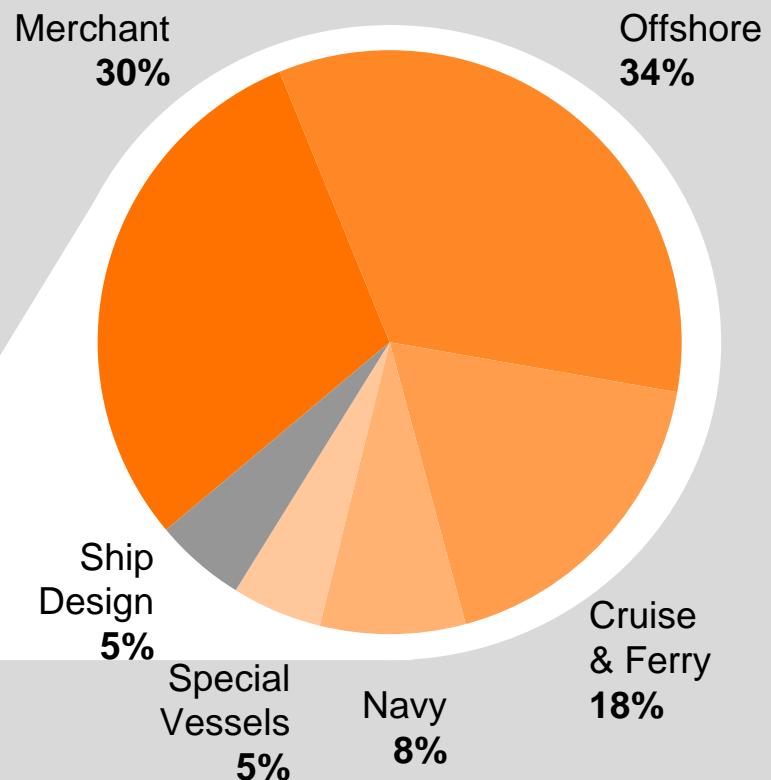
# Ship Power quarterly order intake



# Ship Power order intake

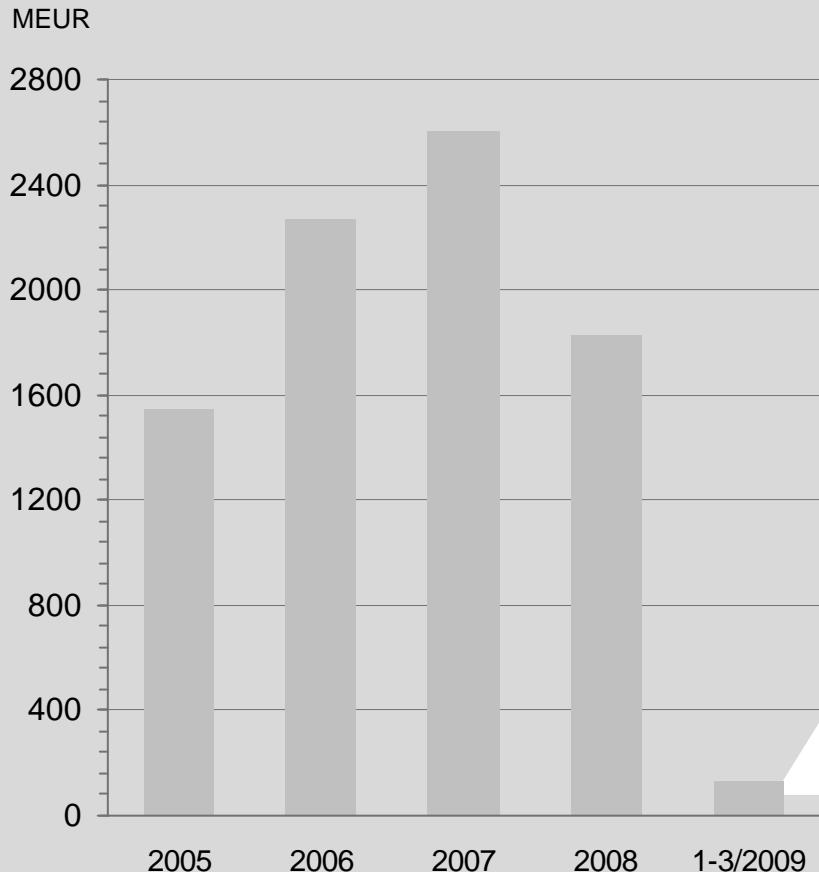


First quarter development

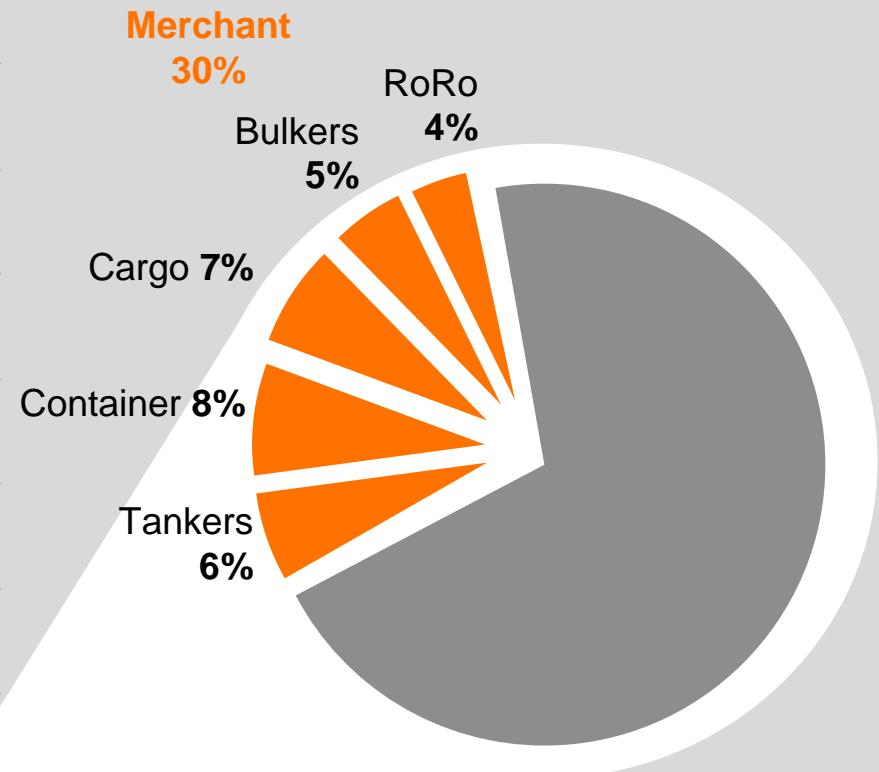


# Ship Power order intake

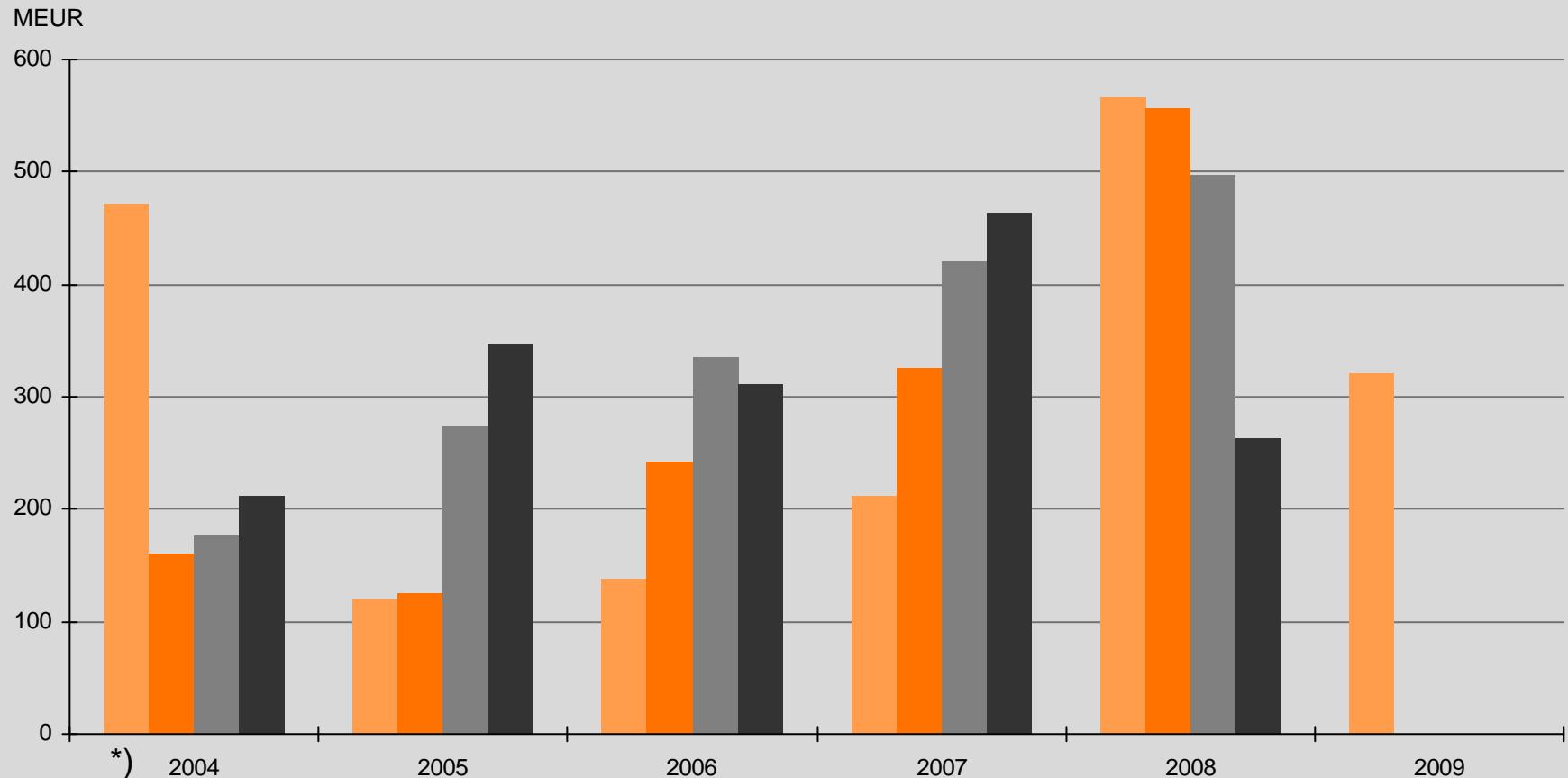
## Merchant segment order distribution



### First quarter development



# Power Plants quarterly order intake

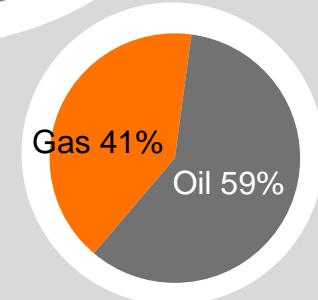
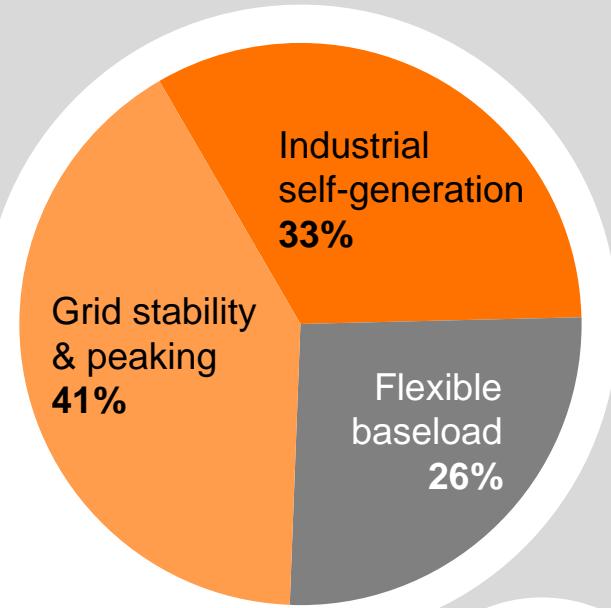
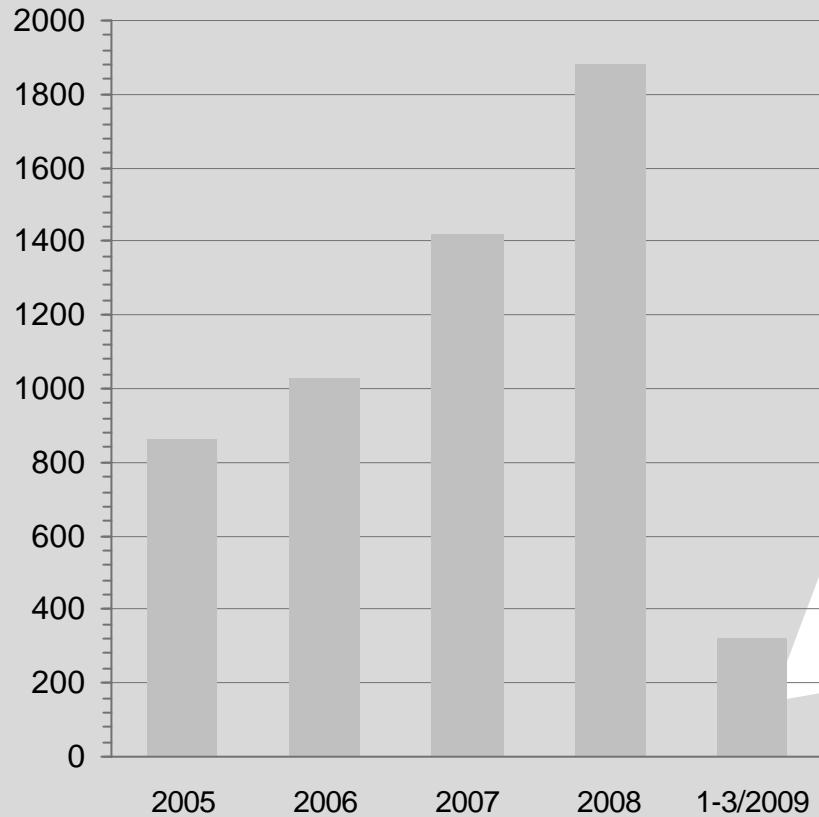


\*) Q1    Q2    Q3    Q4

\*) 2004 Iraq-orders

# Power Plants order intake by application

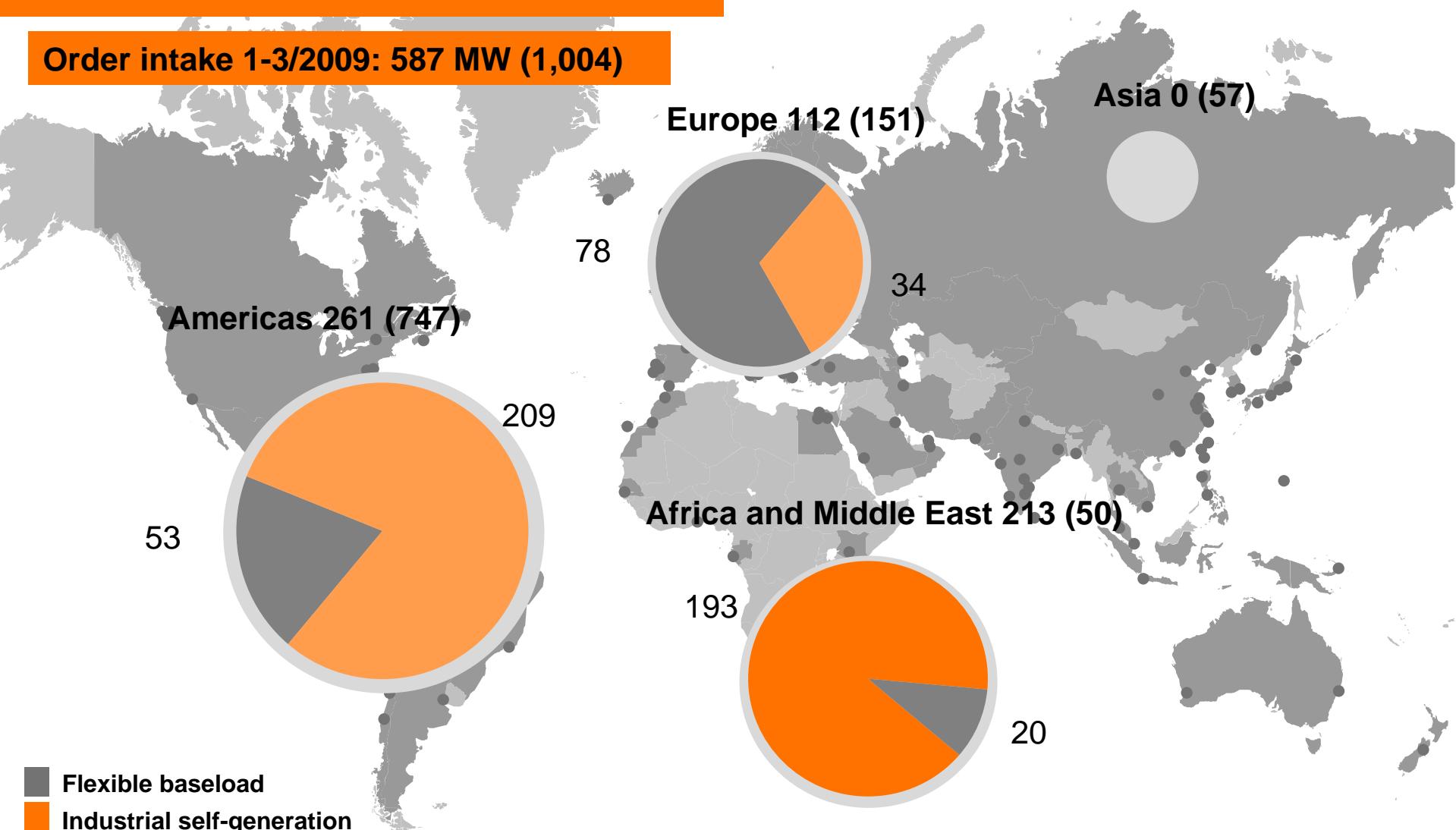
MEUR



# Power Plants order intake

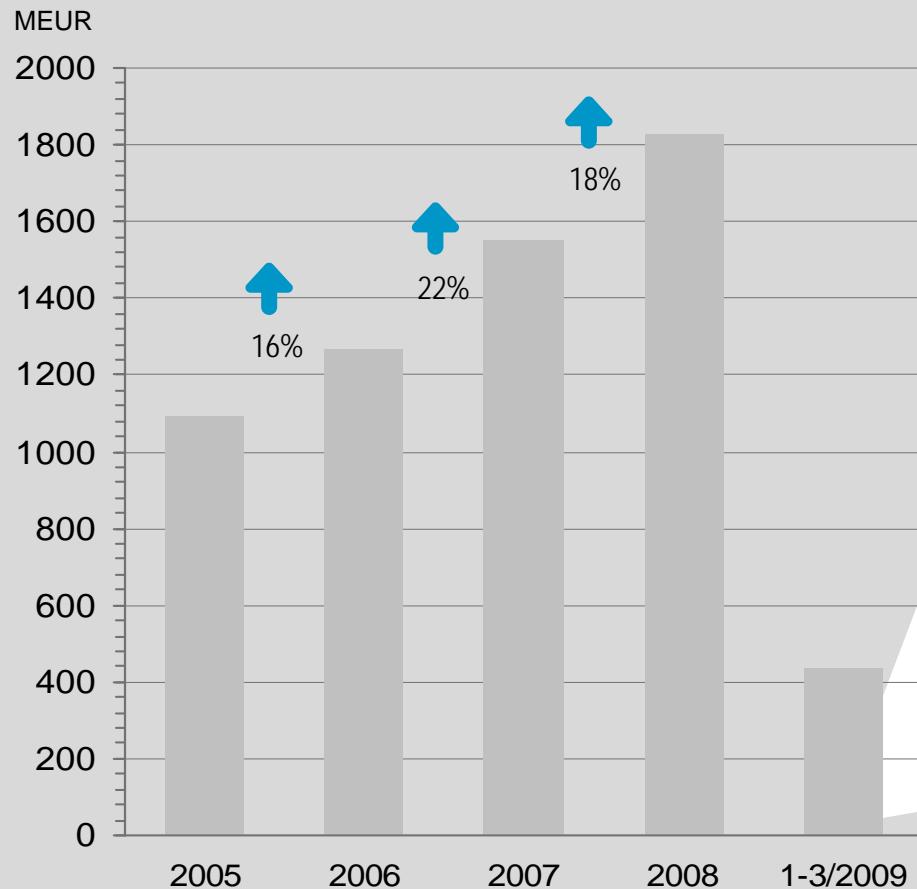
Americas strongest region

Order intake 1-3/2009: 587 MW (1,004)

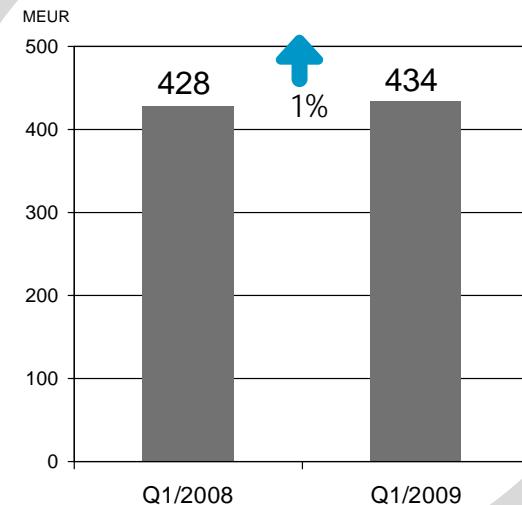


# Services net sales

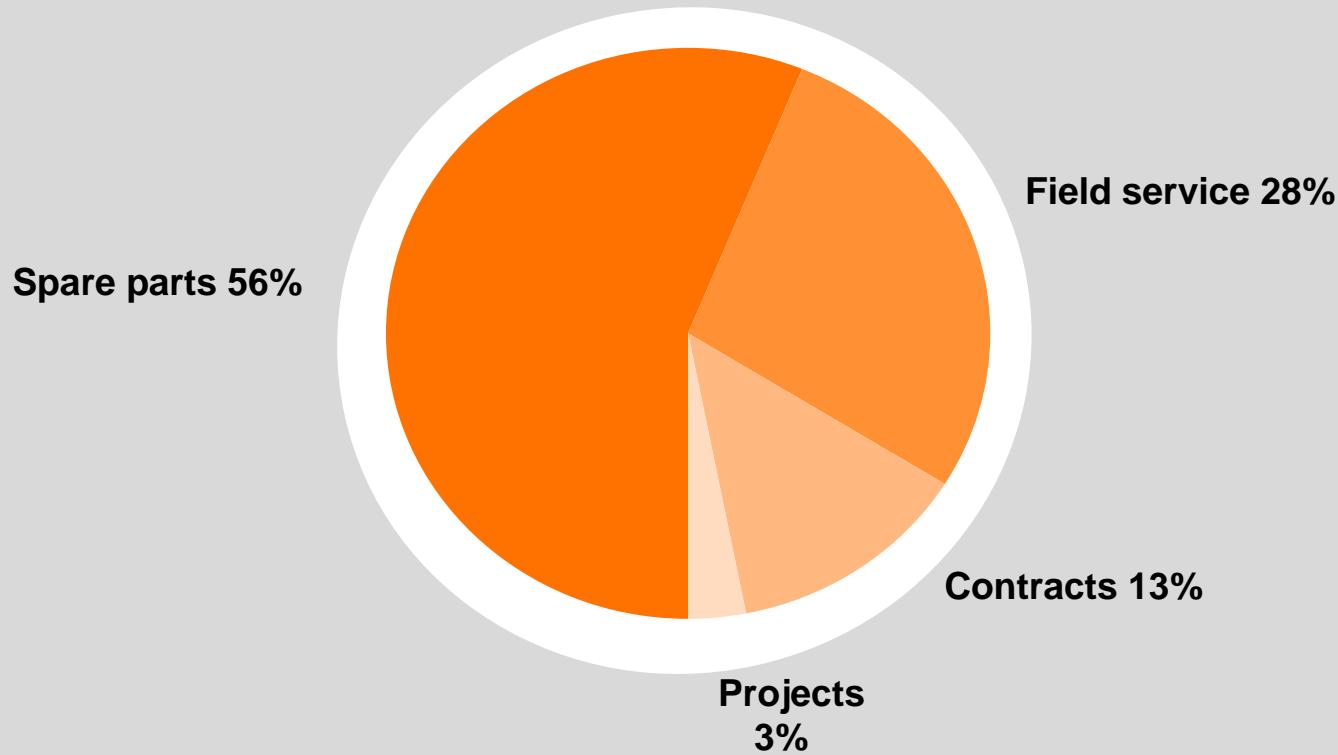
Last year's high level maintained



First quarter development

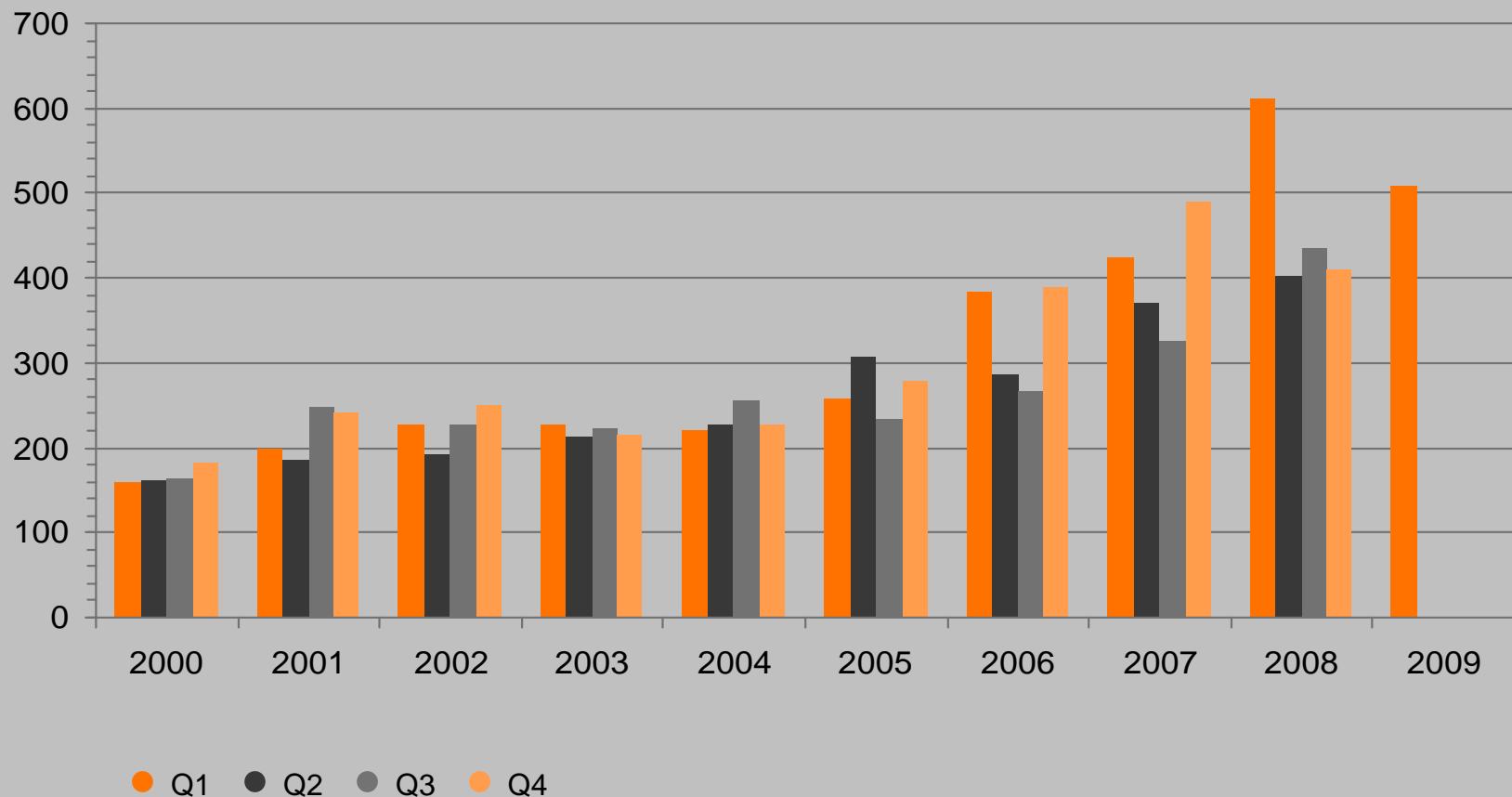


# Services net sales distribution



# Services – Order intake per quarter

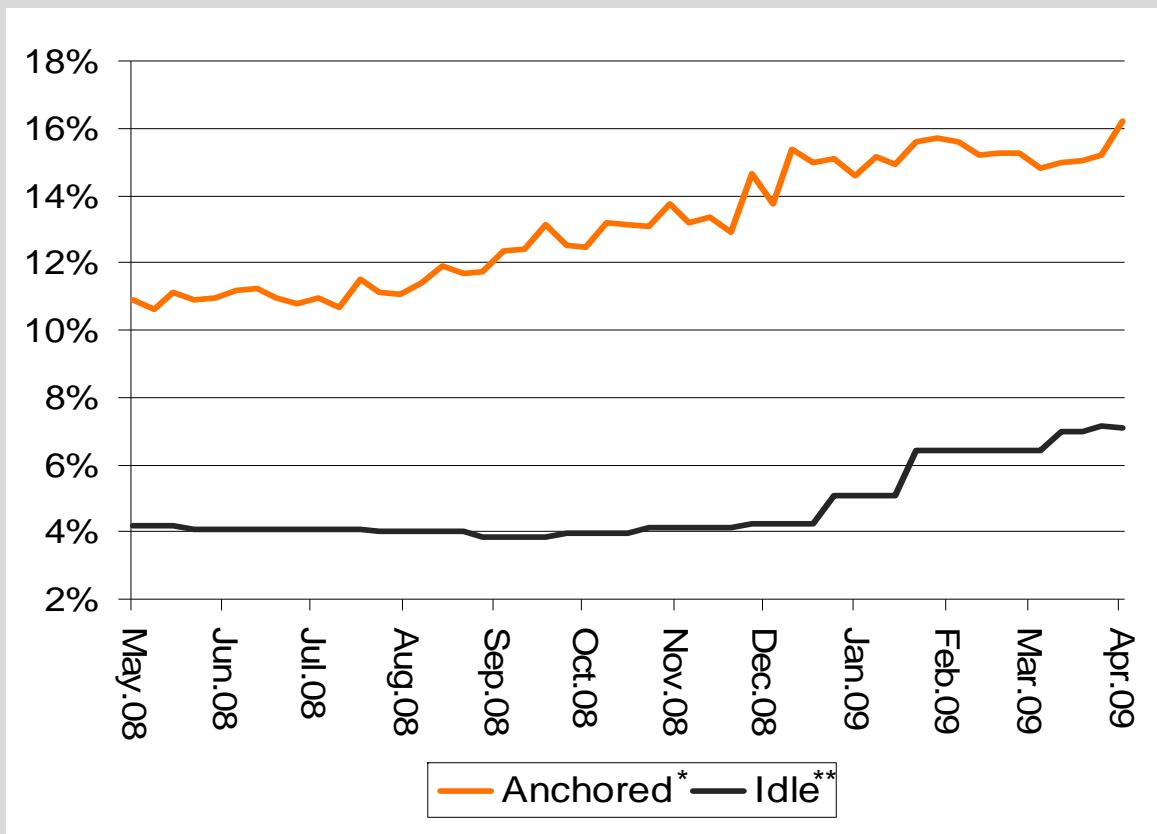
MEUR



● Q1   ● Q2   ● Q3   ● Q4

# Services potential

## Laid-up tonnage increasing

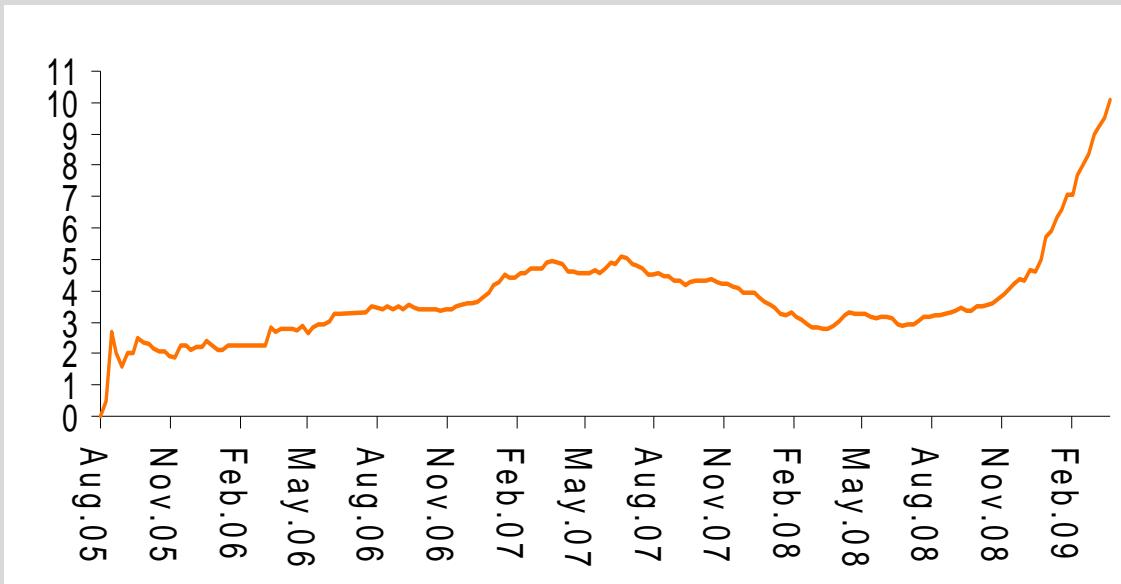


\* Anchored (reported navigation status at anchor). Source Bloomberg (AISLive). More than 25 000 vessels (>299 GT) covered.

\*\* Idle (no movement for 19 days for containerships, others 35 days). Source Loyd's MIU. Around 15 000 vessels (>299 GT) covered.

# Services potential

More vessels being broken up

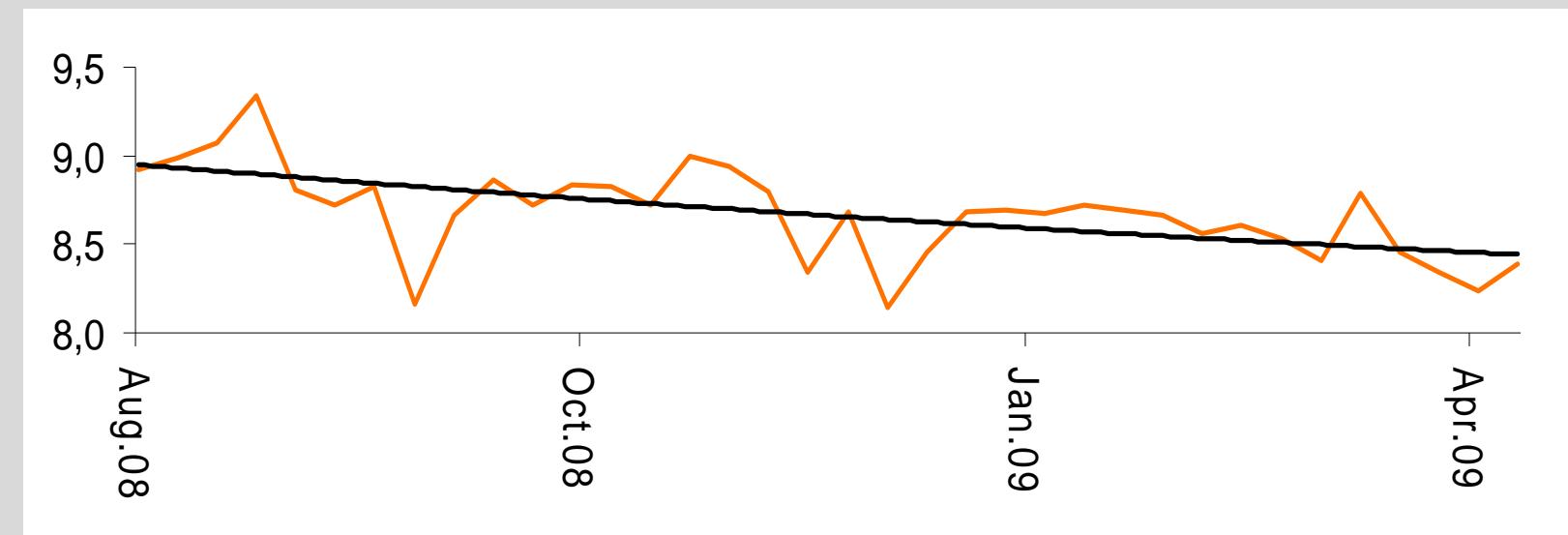


0.1% of  
total fleet

Source: Bloomberg (AISLive)

# Service potential

## Average speed decreasing



Source: Bloomberg (AISLive)

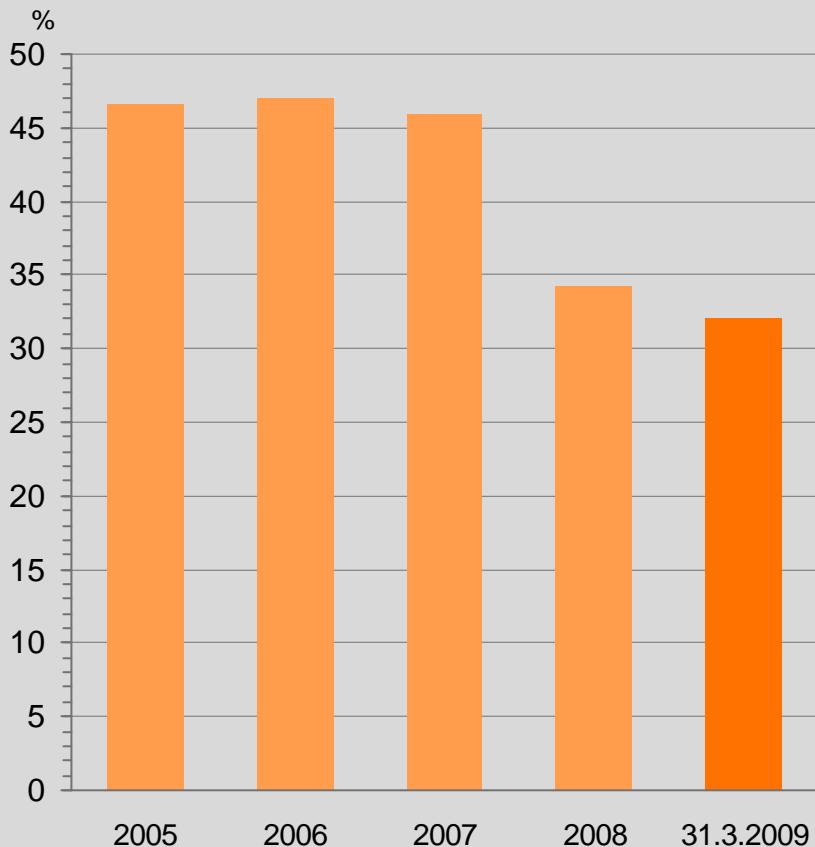
# Cash flow



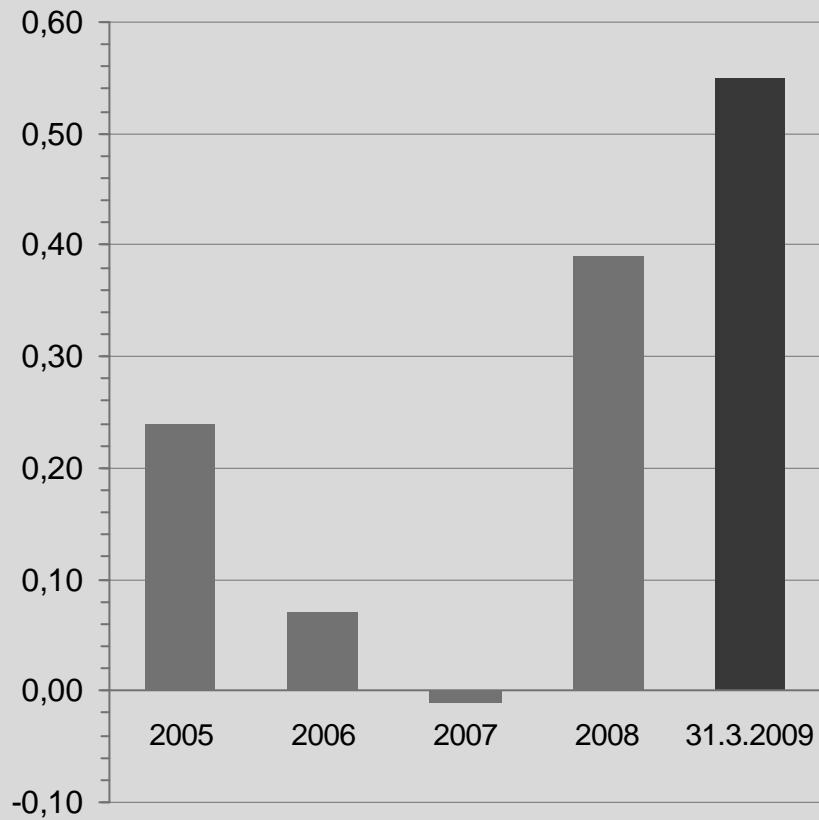
MEUR	1-3/09	1-3/08	2008
Cash flow from operating activities	23	75	278
Cash flow from investing activities	-46	-35	-329
Cash flow from financing activities	-27	100	-26
Liquid funds at the end of period	149	416	197

# Financial position

## Solvency



## Gearing





- Ship Power
  - Slippage of ship yard delivery schedules
  - Cancellation of existing orders, Wärtsilä sees a potential cancellation risk of approximately EUR 1 000 million
- Power Plants
  - Impact of financial crisis on the timing of orders
- Services
  - Possible reduction of maintenance and service demand due to larger scale lay-ups of ships



- Ship Power: number of laid up vessels increases, major changes in new ordering outlook not expected
- Power Plants: ordering activity expected to remain at a good albeit lumpy level
- Stable development in Services continues, visibility has become shorter

# Prospects for 2009 reiterated



- Despite the risk of cancellations, the substantial order book should support a 10-20 percent growth in net sales for 2009, which would maintain the profitability at last year's good level.



WÄRTSILÄ