

# **WÄRTSILÄ CORPORATION**

**INTERIM REPORT JANUARY-JUNE 2007**

**OLE JOHANSSON, PRESIDENT & CEO**

**3 AUGUST 2007**

# Highlights

| MEUR                                | Q2/07 | Q2/06             | 1-6/07 | 1-6/06            | 2006              |
|-------------------------------------|-------|-------------------|--------|-------------------|-------------------|
| Order intake                        | 1 369 | 1 190             | 2 526  | 2 214             | 4 621             |
| Order book                          |       |                   | 5 460  | 3 772             | 4 439             |
| Net sales                           | 797   | 845               | 1 558  | 1 437             | 3 190             |
| Operating result                    | 73    | 70                | 136    | 106               | 262               |
| % of net sales                      | 9.2   | 8.3               | 8.8    | 7.4               | 8.2               |
| Profit before taxes                 | 72    | 204 <sup>1</sup>  | 132    | 244 <sup>2</sup>  | 447 <sup>3</sup>  |
| Earnings/share, EUR                 | 0.54  | 1.60 <sup>1</sup> | 0.98   | 2.15 <sup>4</sup> | 3.72 <sup>4</sup> |
| Cash flow from operating activities |       |                   | 129    | 49                | 302               |
| Gross capital Expenditure           |       |                   | 112    | 116               | 193               |

1. Includes Wärtsilä's share of Ovako's profit after taxes, EUR 8 million and a capital gain of EUR 124 million from the sale of Assa Abloy B-shares.

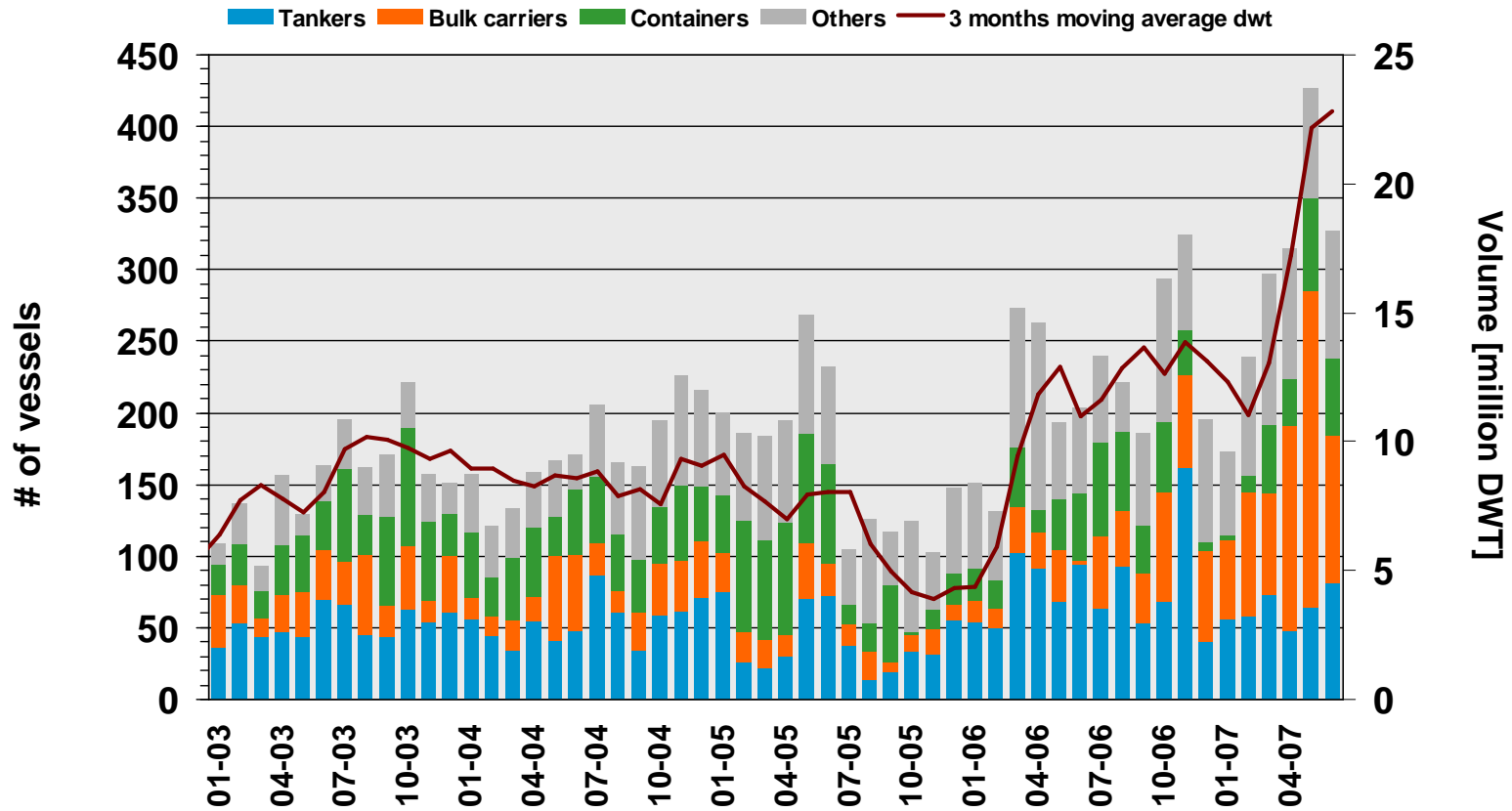
2. Includes Wärtsilä's share of Ovako's profit after taxes, EUR 15 million and a capital gain of EUR 124 million from the sale of Assa Abloy B-shares.

3. Includes Wärtsilä's share of Ovako's profit after taxes, EUR 67 million, and a capital gain of EUR 124 million from the sale of Assa Abloy B shares.

4. Includes also deferred tax assets totalling EUR +26 million relating to previously recognized restructuring expenses.

# Market development - Ship Power

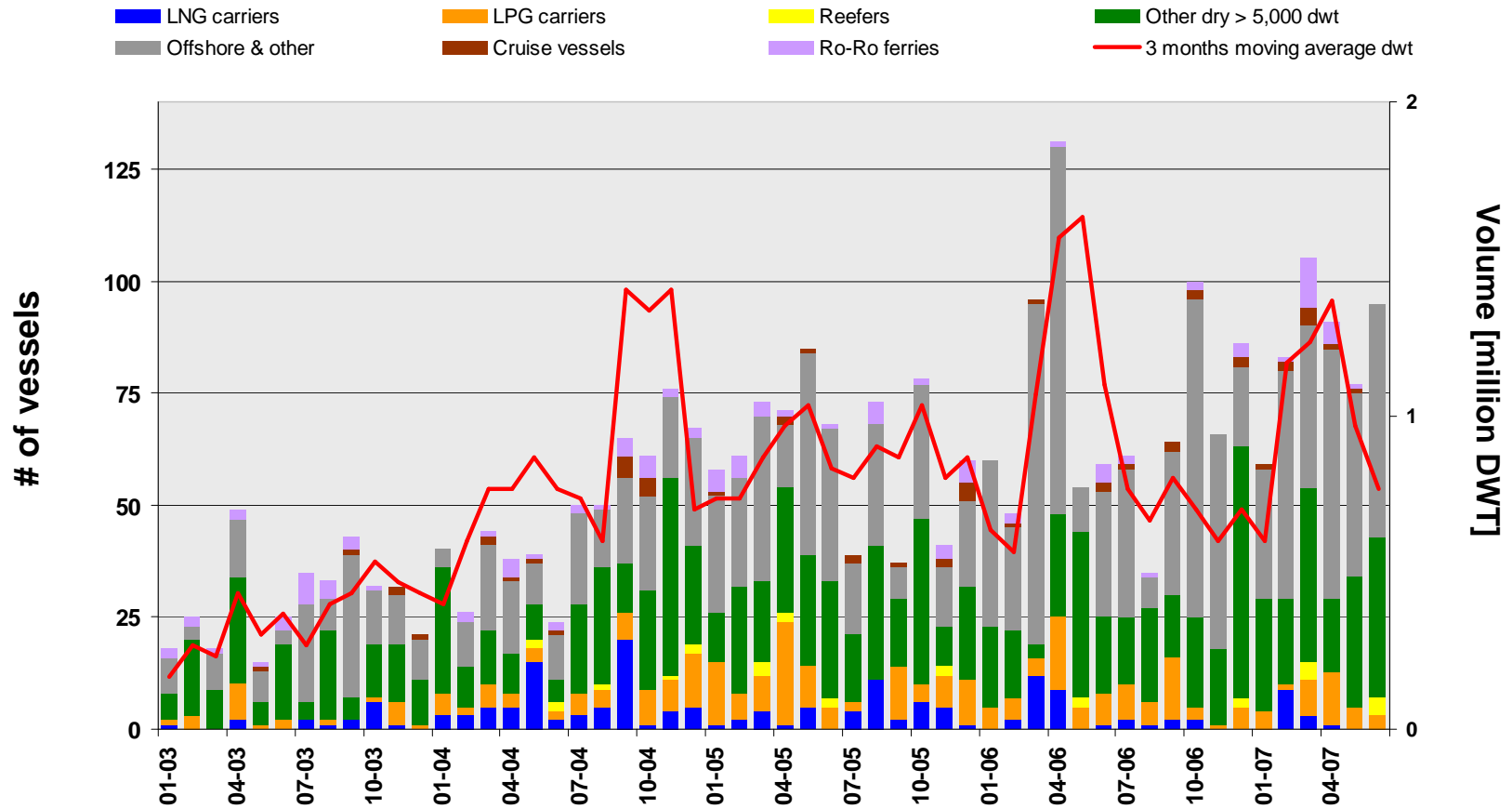
## Vessel orders



Source: Based on data from Clarkson Research Studies

# Market development - Ship Power

## Vessel orders - other vessels

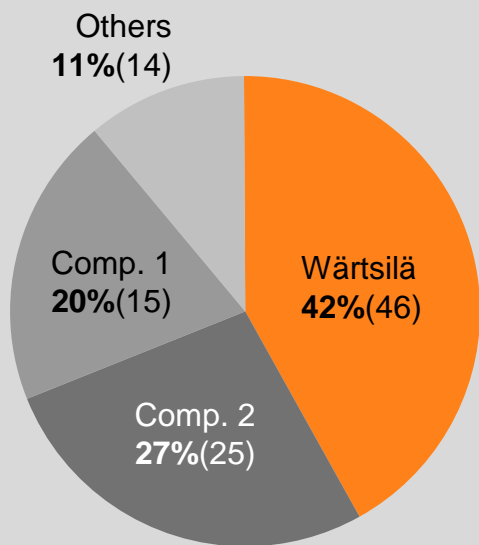


Source: Based on data from Clarkson Research Studies

# Market development - Ship Power

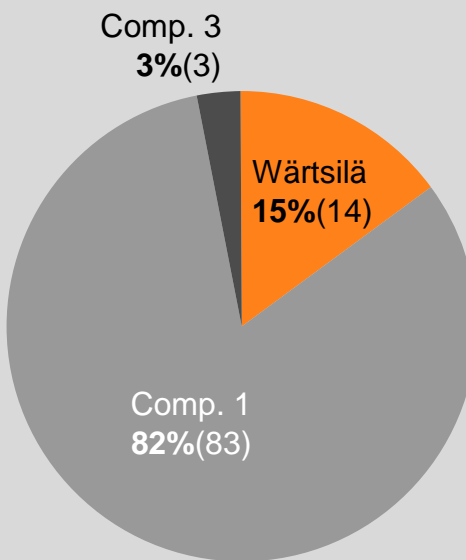
## Market position of Wärtsilä's marine engines Q2/2007

### Medium-speed main engines



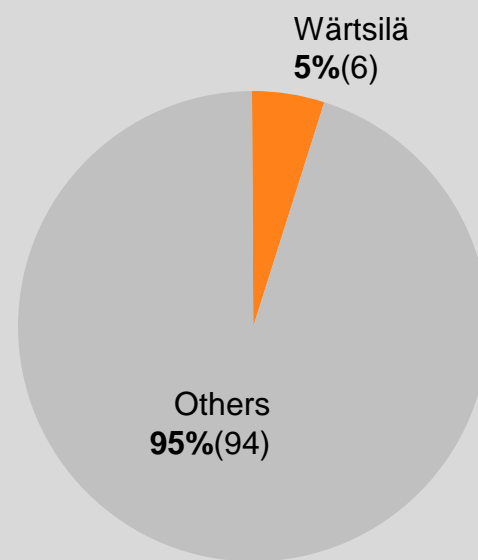
Total market volume last 12 months:  
**9,400 MW** (8,800)

### Low-speed main engines



Total market volume last 12 months:  
**29,400 MW** (27,700)

### Auxiliary engines



Total market volume last 12 months:  
**9,000 MW** (7,600)

Wärtsilä's own calculation is based on Marine Market Database. Market shares based on installed power, numbers in brackets are from the end of the previous quarter. The total market is based on the volume of the last 12 months. Numbers in brackets reflect the volume of the last 12 months at the end of the previous quarter.

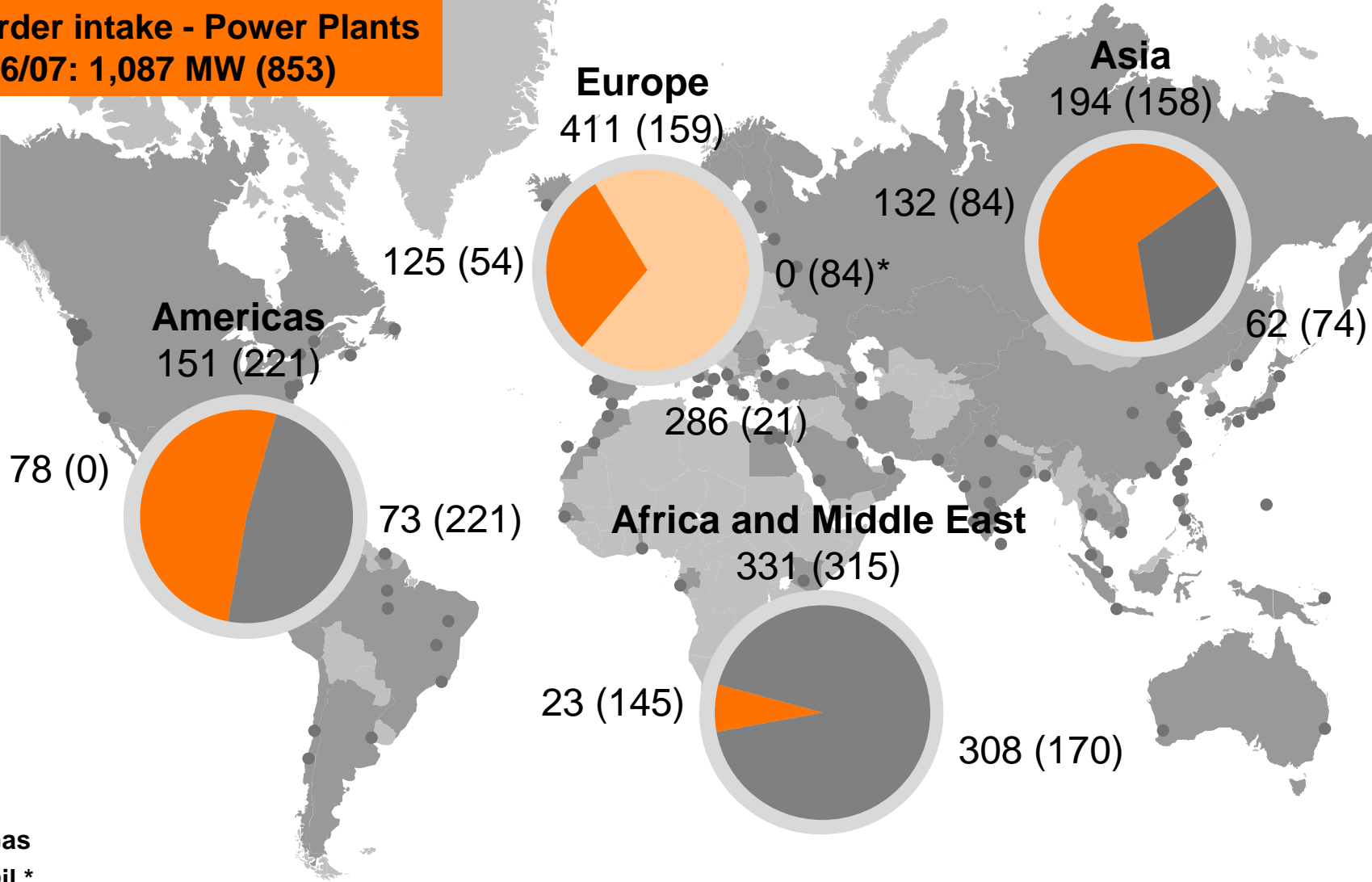
# Market development - Power Plants



- Markets continued to be globally active
- The order intake for power plants running on renewable fuels continued actively
- Demand for gas-fired power plants remained at a good level

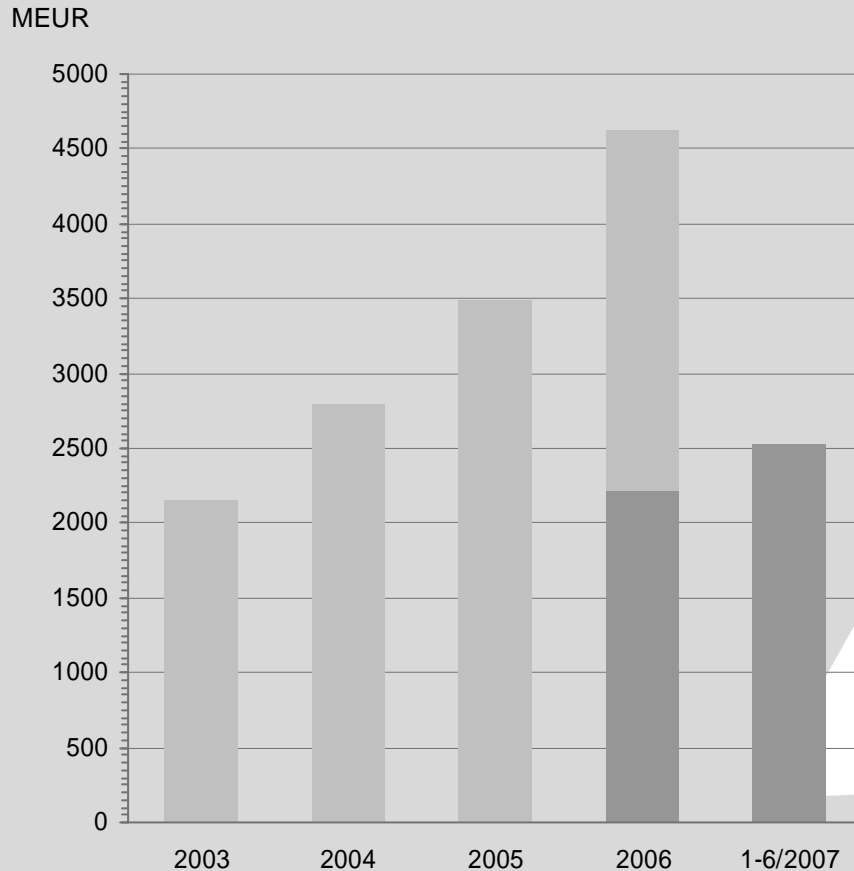
# Market development - Power Plants

**Order intake - Power Plants**  
1-6/07: 1,087 MW (853)

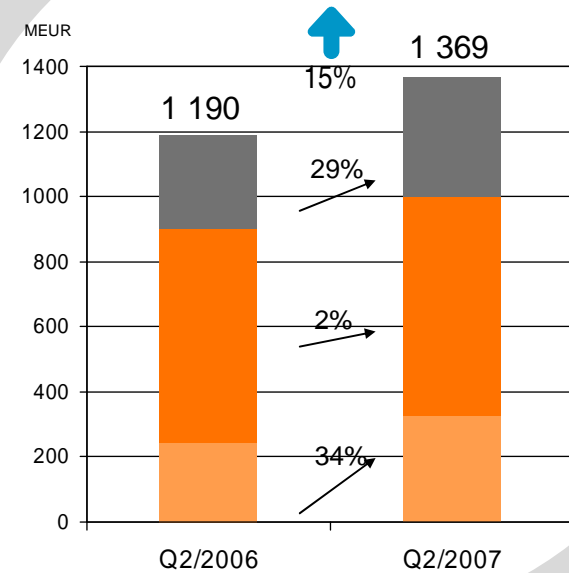


■ Gas  
■ Oil \*  
■ Renewable fuels

# Order intake continued strong



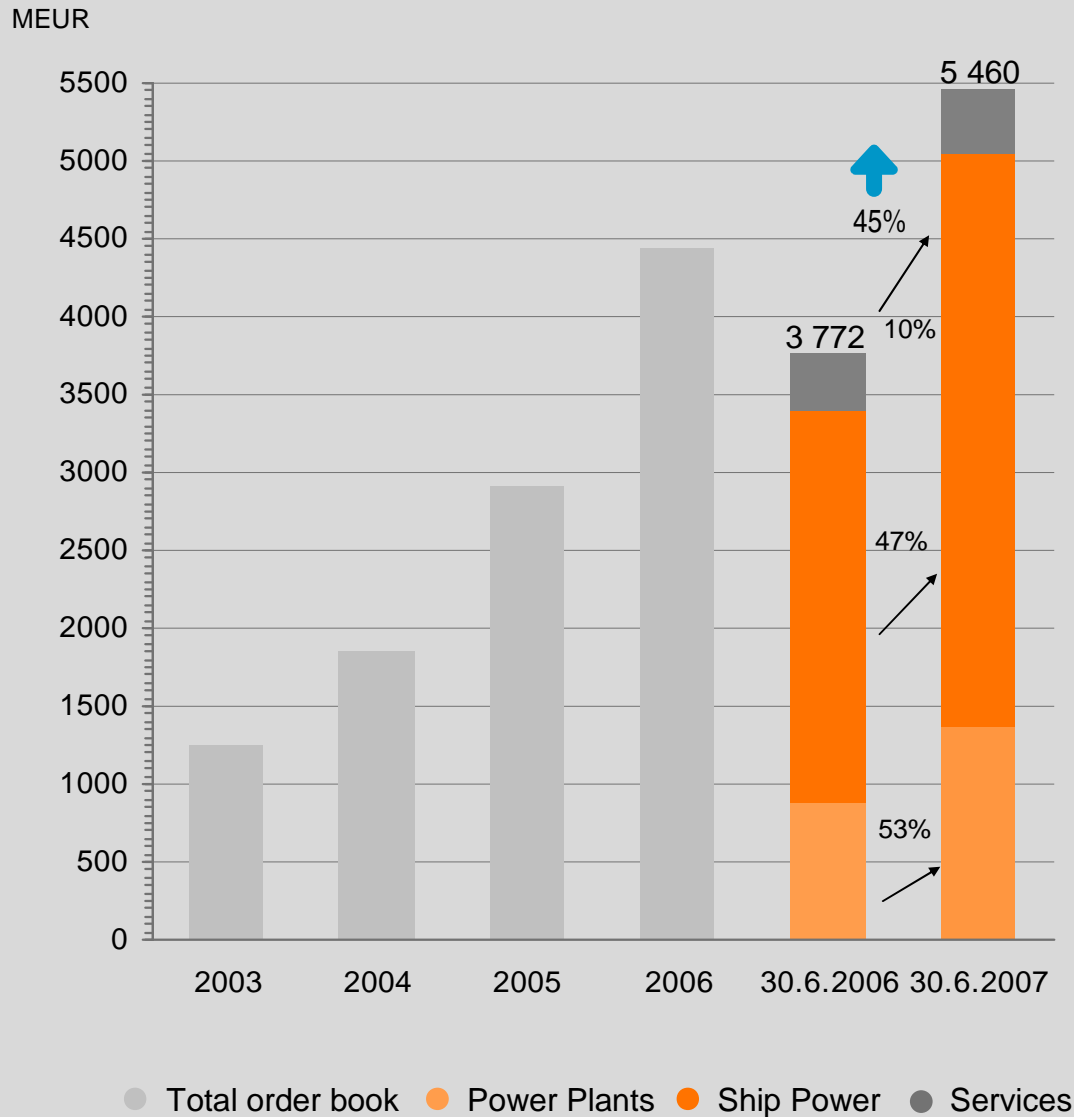
Second quarter development



● Total order intake ● 1-6 order intake ● Power Plants ● Ship Power ● Services



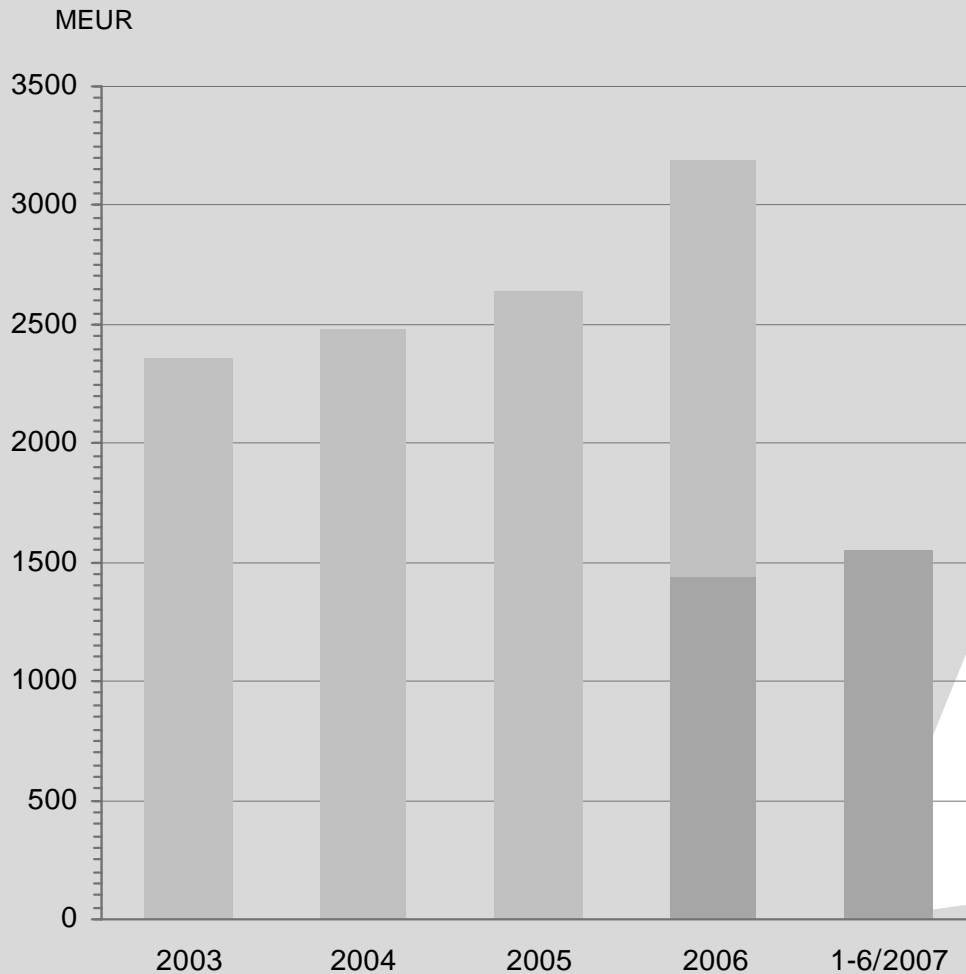
# Order book - growth 45%



# Order book distribution - good visibility 2008 and beyond

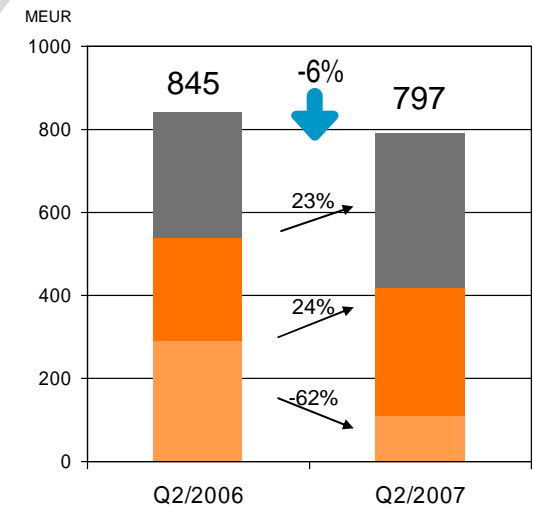


# Net sales

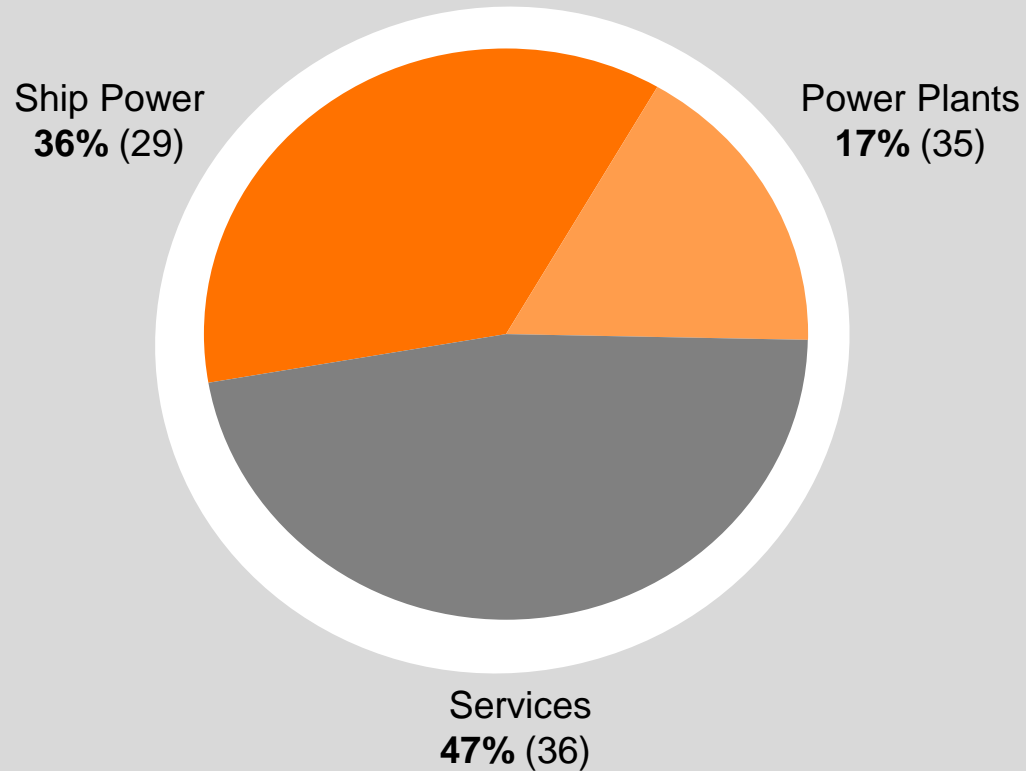


● Total net sales ● 1-6 net sales ● Power Plants ● Ship Power ● Services

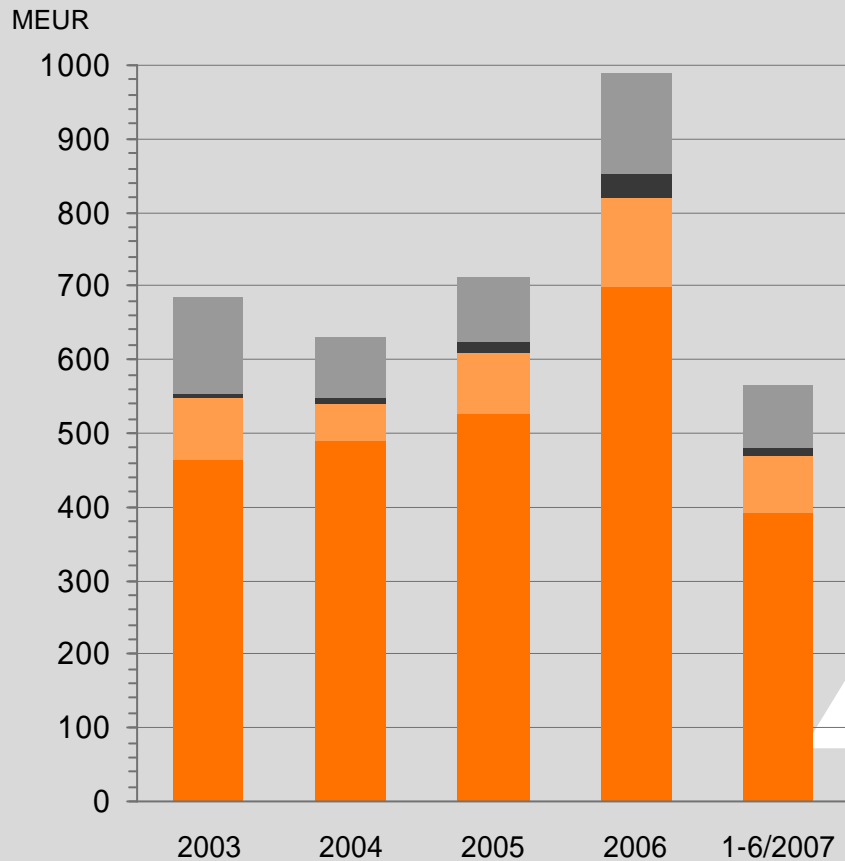
## Second quarter development



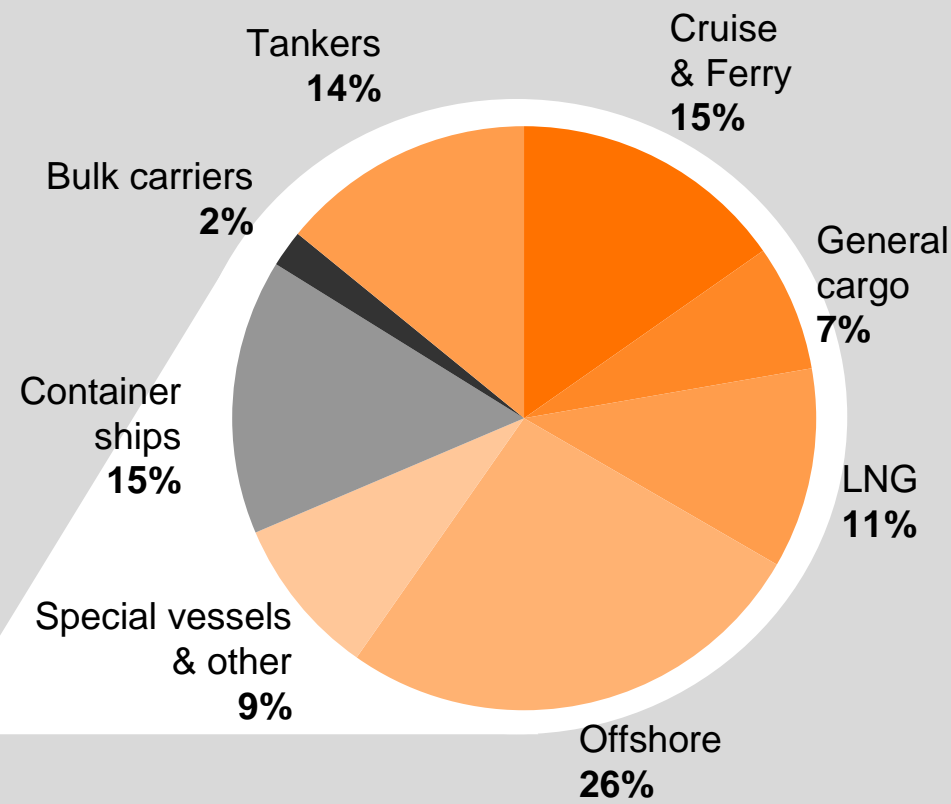
# Net sales by business 1-6/2007



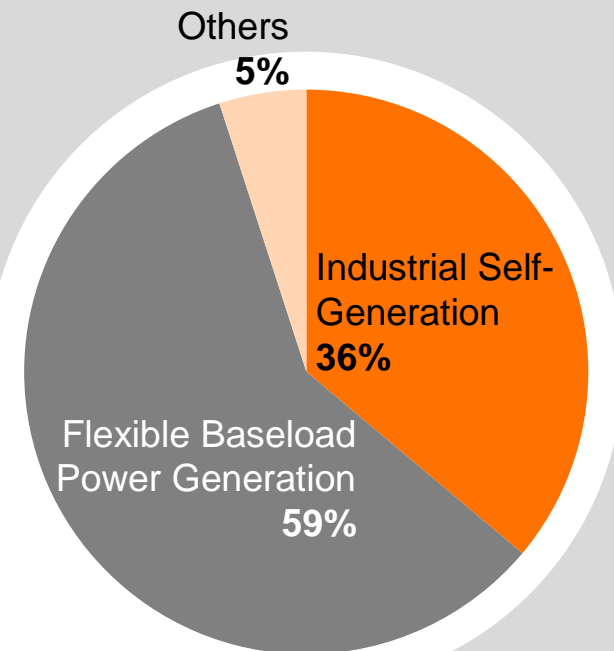
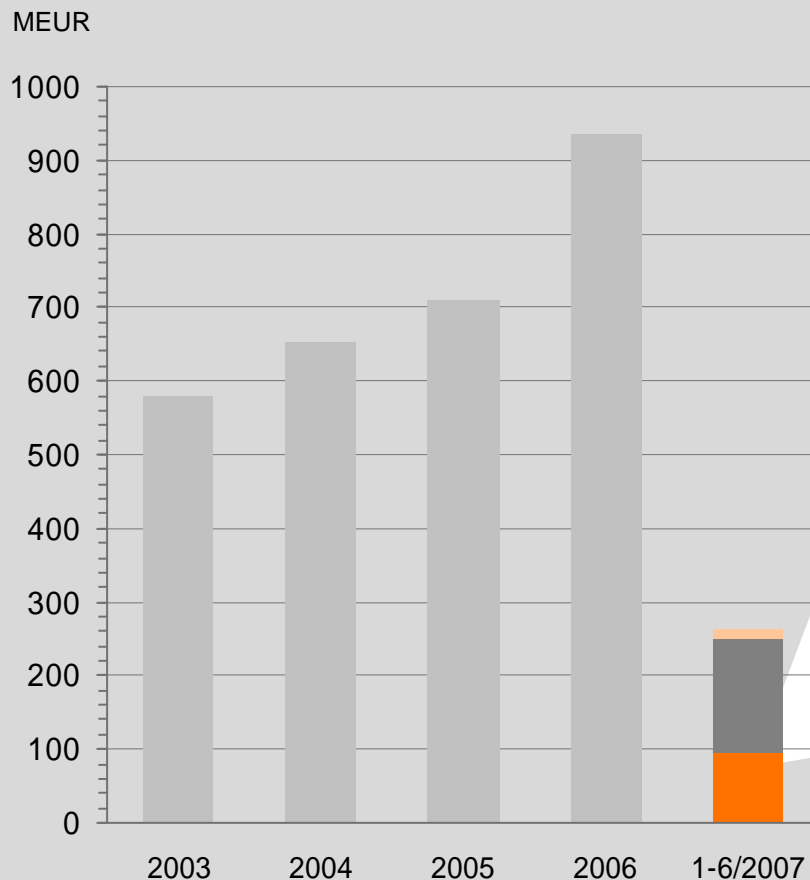
# Net sales 1-6/2007 - Ship Power



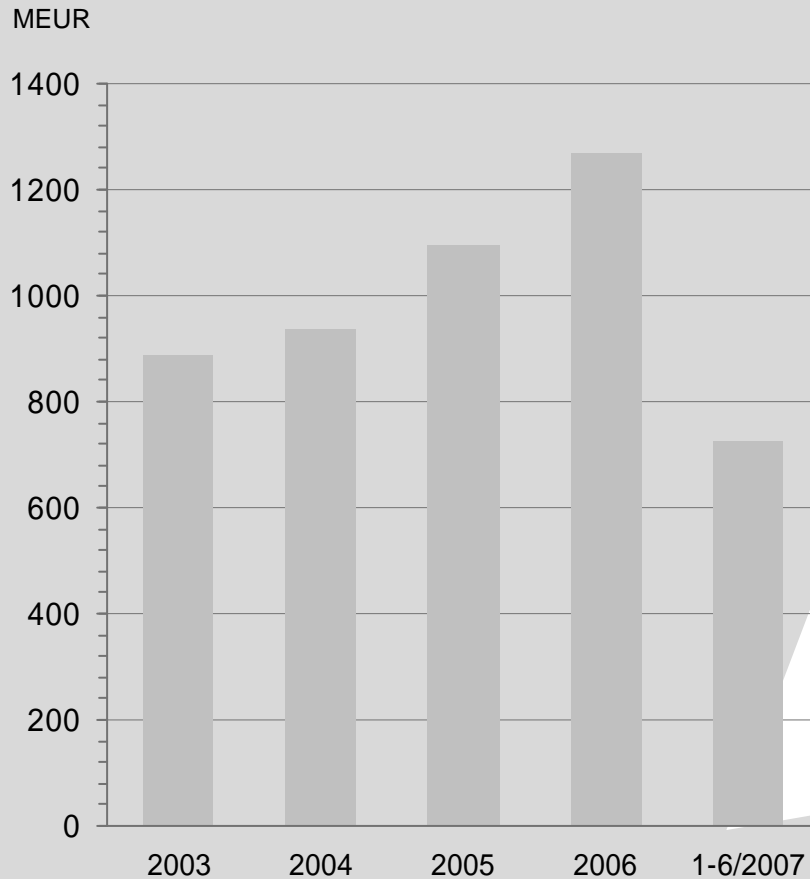
● Others   
 ● Tankers   
 ● Bulk carriers   
 ● Container ships



# Net sales 1-6/2007 - Power Plants

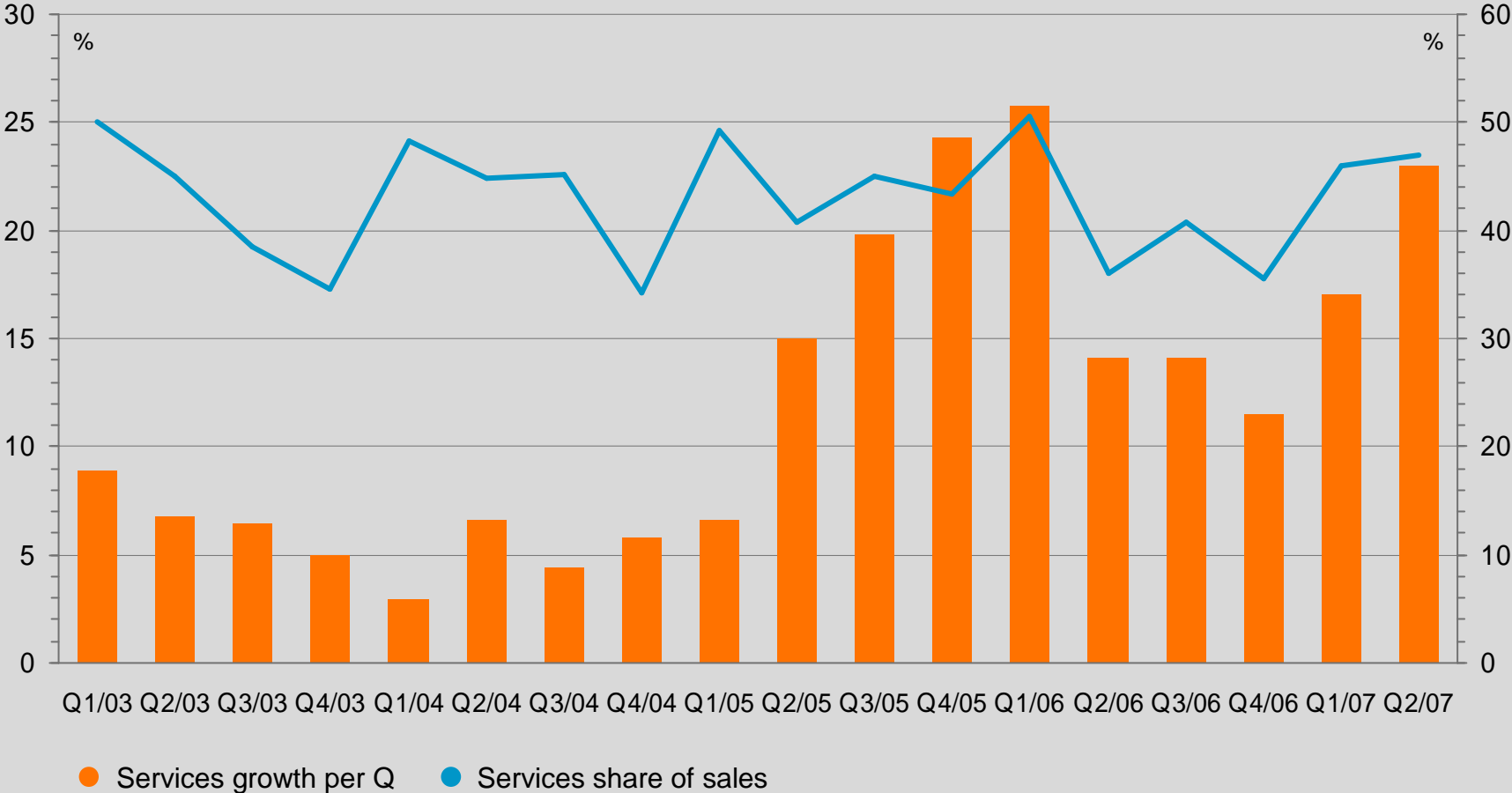


# Net sales 1-6/2007 - Services



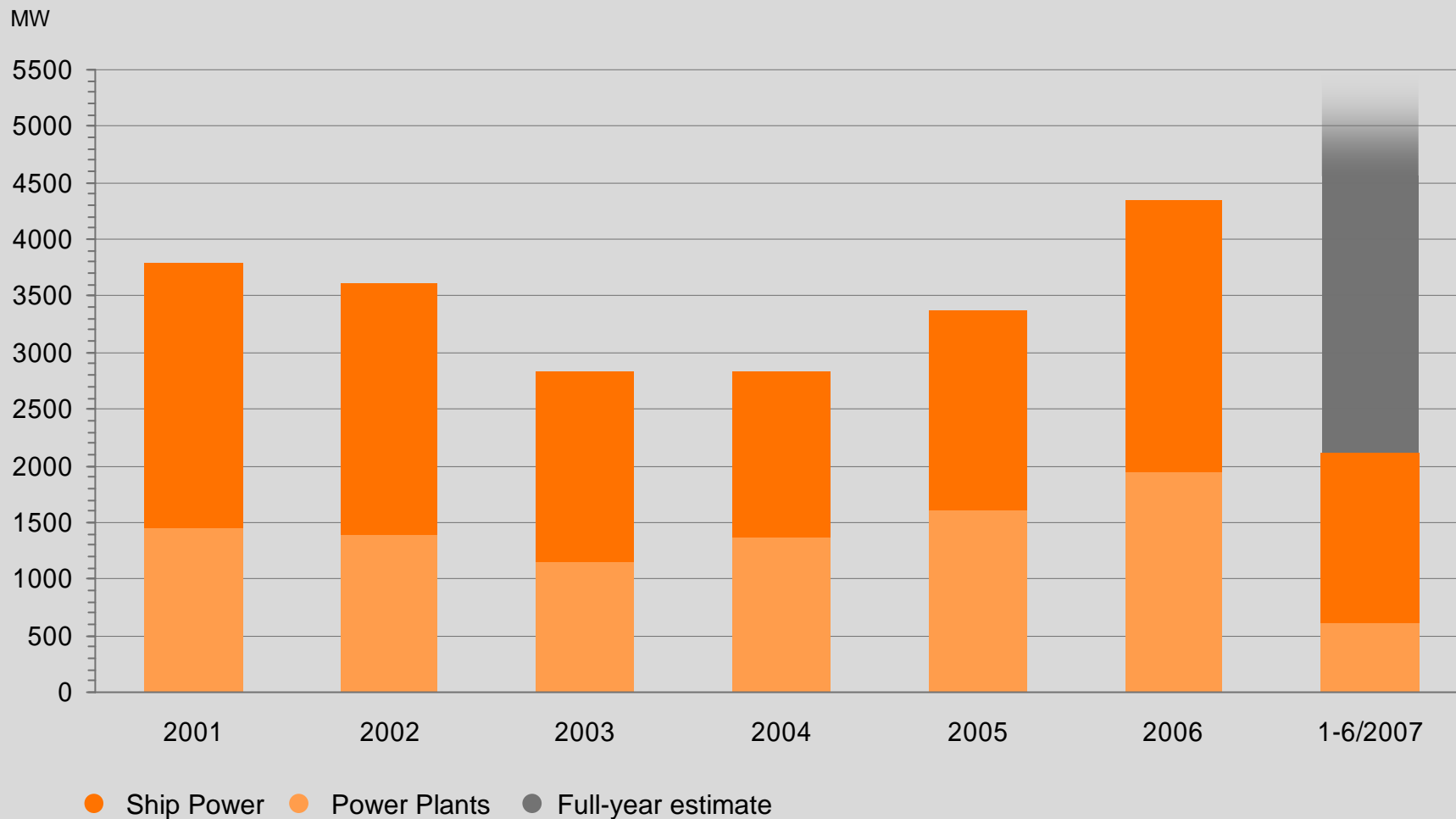
- Engine Services
- Operation & Management Services
- Automation Services
- Propulsion Services
- Ship Services
- Reconditioning Services
- Training Services

# Wärtsilä Services - accelerating growth





# Delivered engine megawatts from own factories



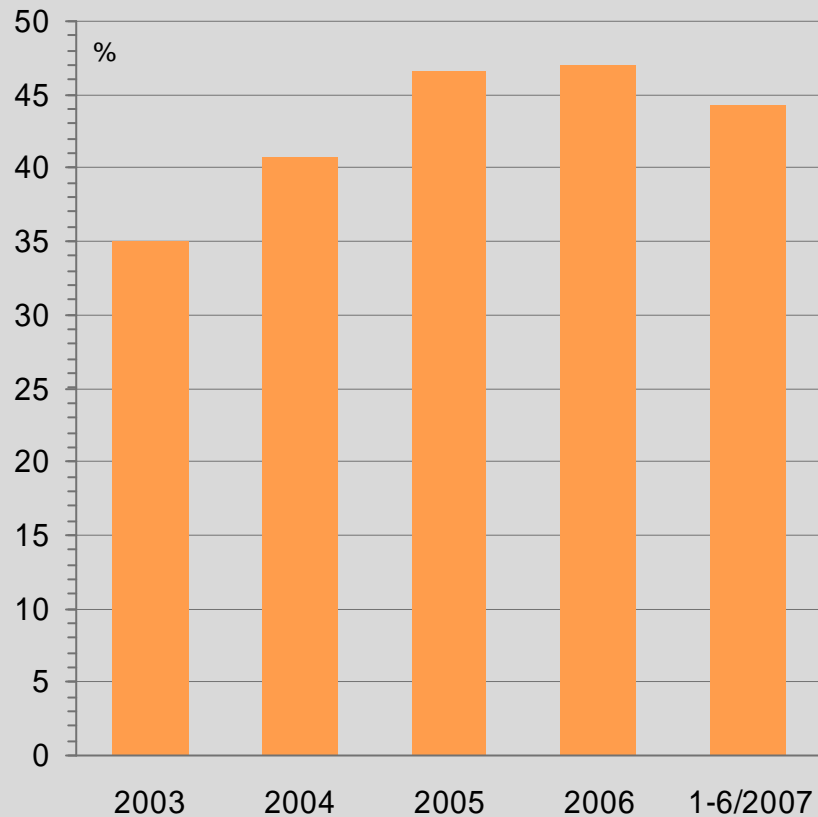
# Cash flow



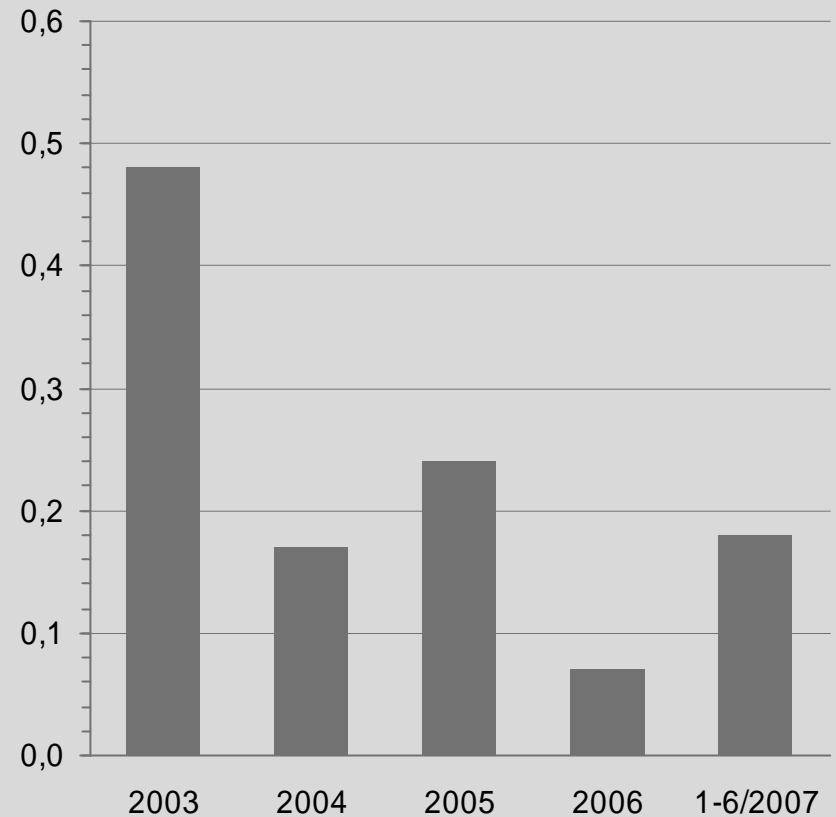
| <u>MEUR</u>                         | <u>1-6/07</u> | <u>1-6/06</u> | <u>2006</u> |
|-------------------------------------|---------------|---------------|-------------|
| Cash flow from operating activities | 129           | 49            | 302         |
| Cash flow from investing activities | -99           | 55            | 148         |
| Cash flow from financing activities | -76           | -82           | -387        |
| Liquid funds at the end of period   | 133           | 137           | 179         |

# Financial position

## Solvency



## Gearing



NOTE: 2003 according to FAS, 2004- IFRS  
Convertible subordinated debentures treated as equity



- Demand in the ship power and energy markets looks likely to remain active for Wärtsilä for the next two quarters.
- Based on the strong order book, Wärtsilä's net sales are expected to grow this year by around 15%.
- Profitability will exceed 9%.
- Wärtsilä's profitability varies considerably between the quarters as will be the case also this year.
- Wärtsilä sees further possibilities for growth in 2008.



**WÄRTSILÄ**