# WÄRTSILÄ CORPORATION

**INTERIM REPORT JANUARY-JUNE 2008** 

OLE JOHANSSON, PRESIDENT & CEO 24 JULY 2008



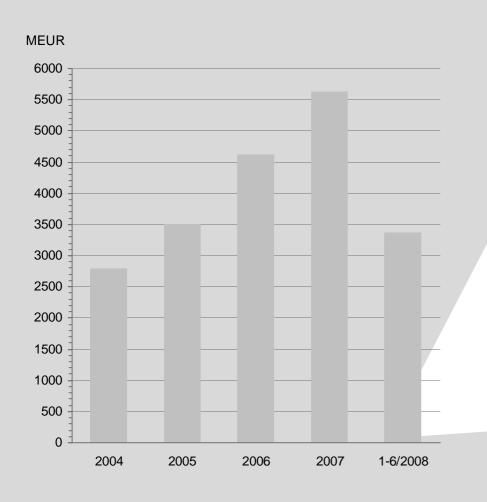
#### **Excellent second quarter**

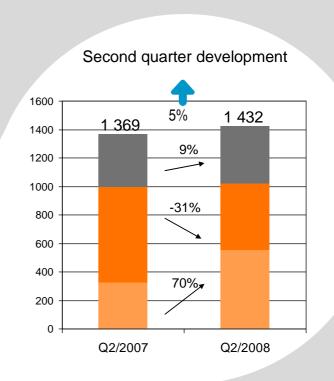


- Net sales +37%
- Operating result (EBIT) +67%, 11.2% of net sales
- Strong activity in Power Plants offsets lower orders in Ship Power
- EPS 0.96 (0.54)
- Strong cash flow



#### **Strong order intake continued**

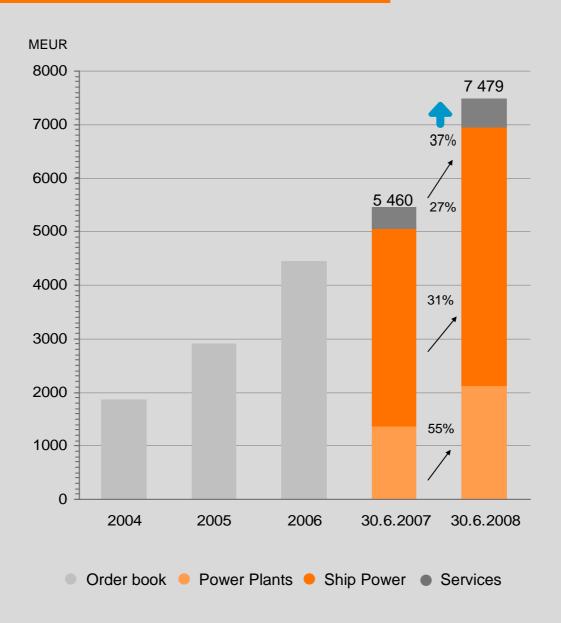




Order intakePower PlantsShip PowerServices

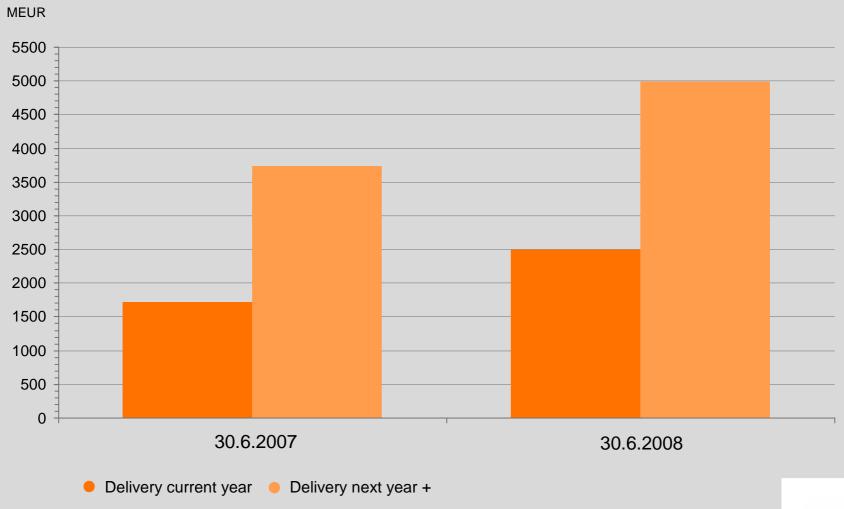


#### Order book at new record level



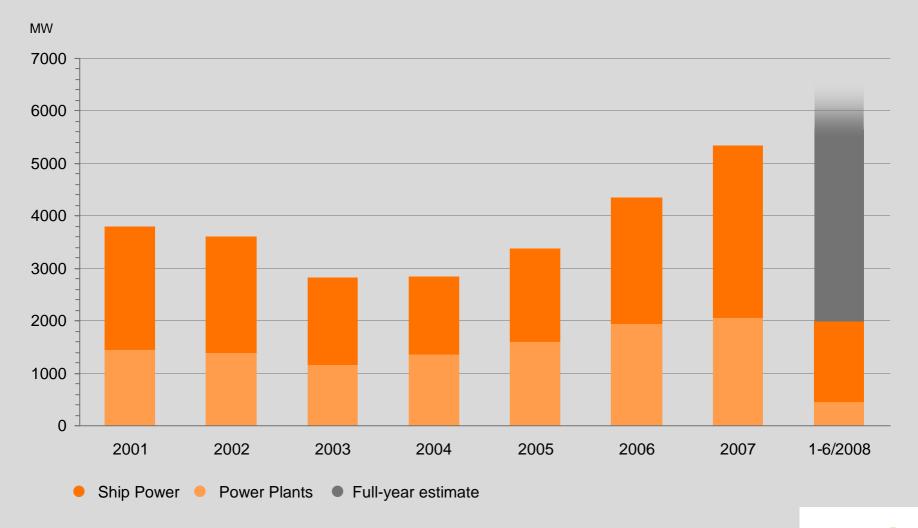


#### **Order book distribution**



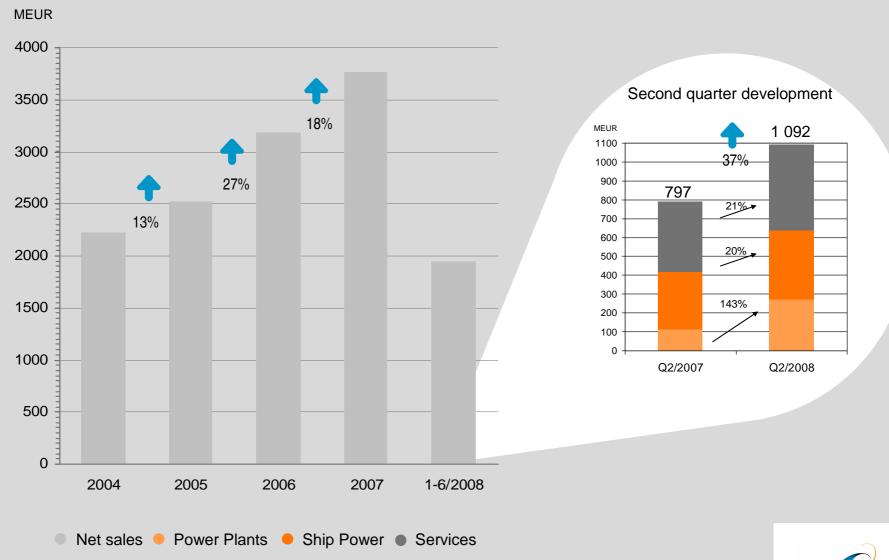


# Delivered engine megawatts from own factories





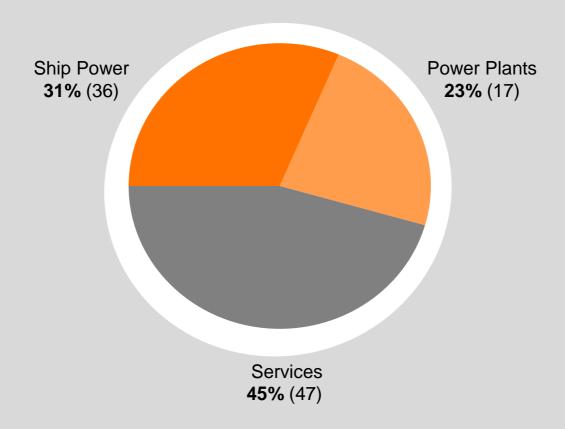
#### Net sales growing according to plan





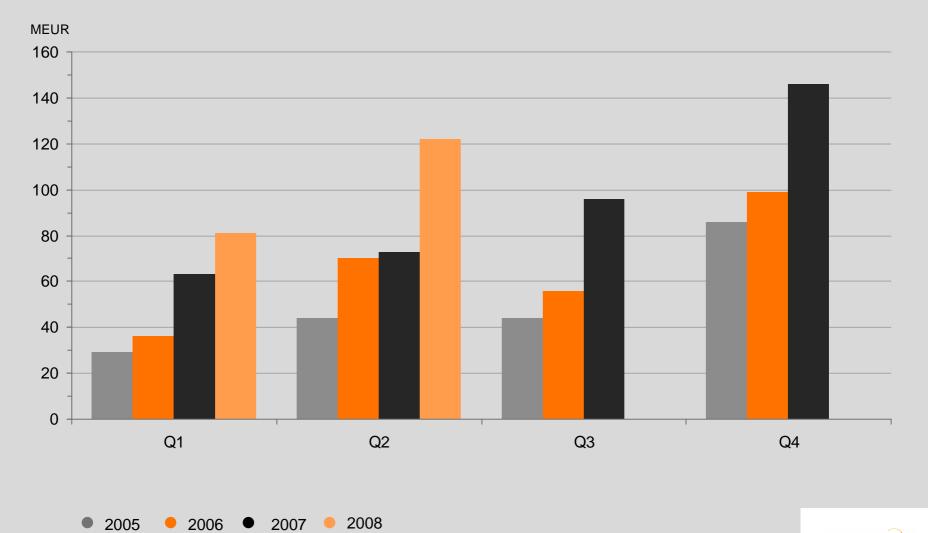
#### Services brings stability to new equipment sales

#### Net sales by business 1-6/2008



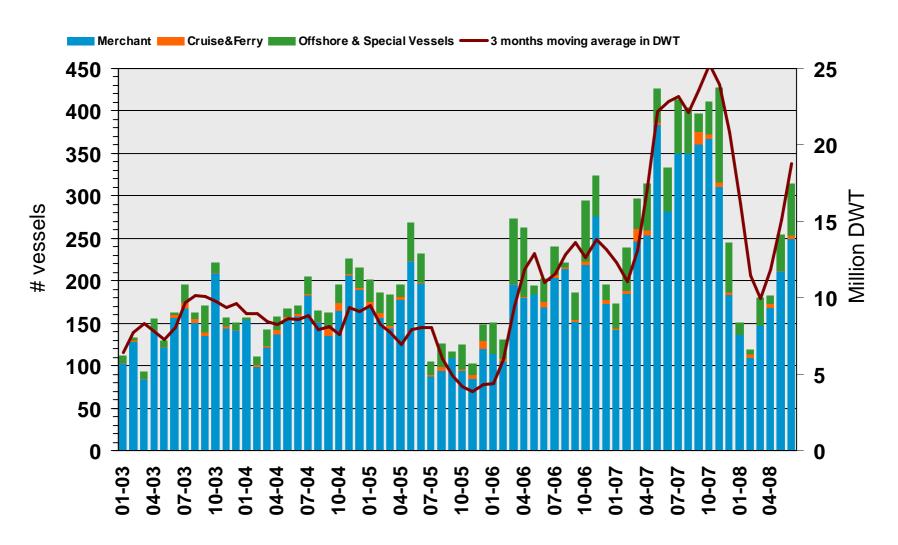


## Strong operating profit in the second quarter





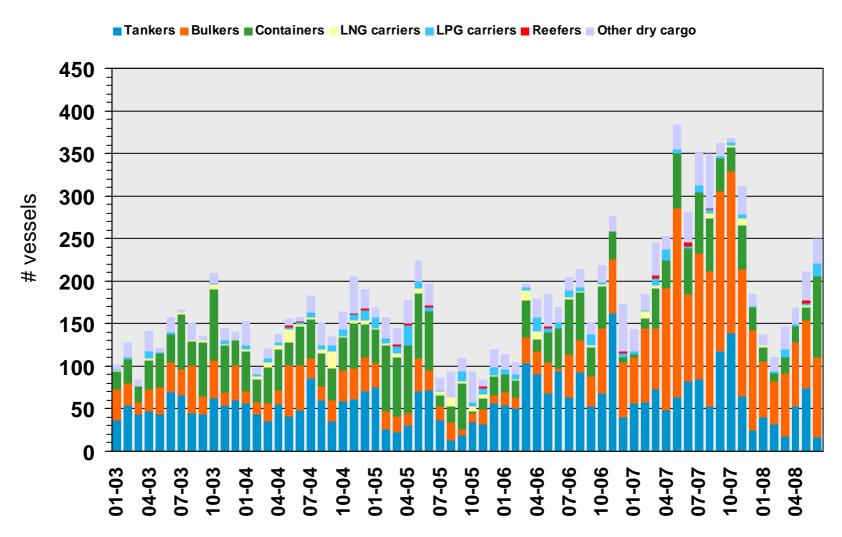
#### **Ship Power market - vessel order development**



Source data: Clarkson Research Services



#### Ship Power market - merchant vessel order development

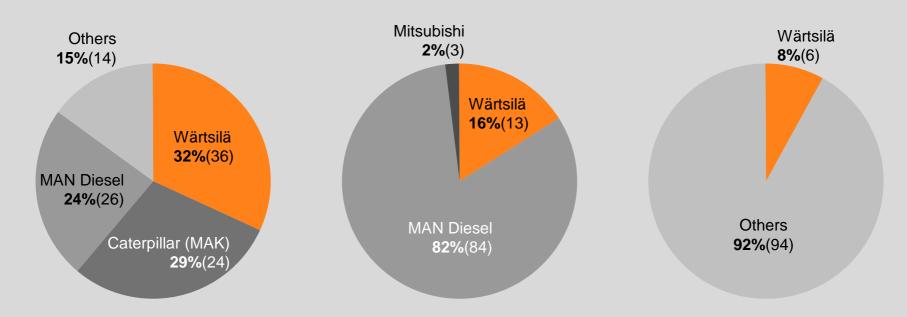


Source data: Clarkson Research Services



# **Ship Power - market development** Market position of Wärtsilä's marine engines Q2/2008

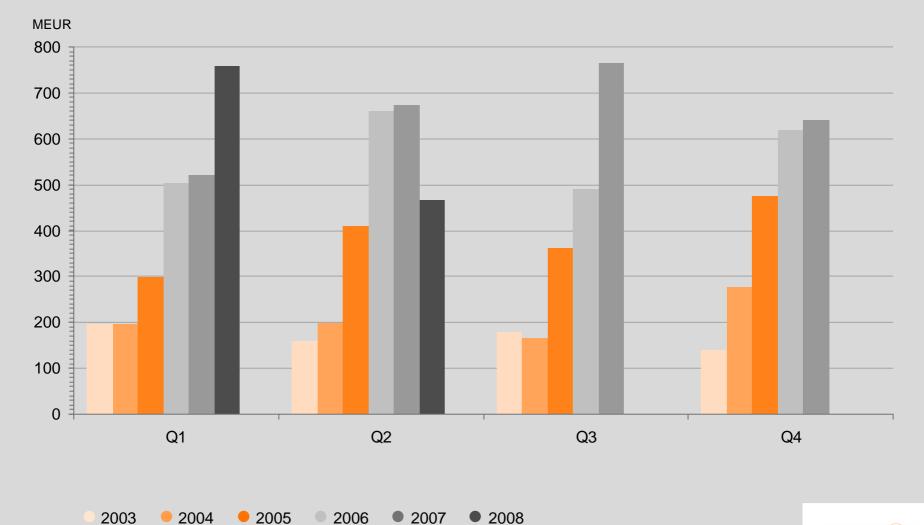
Auxiliary engines Medium-speed main engines Low-speed main engines



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.

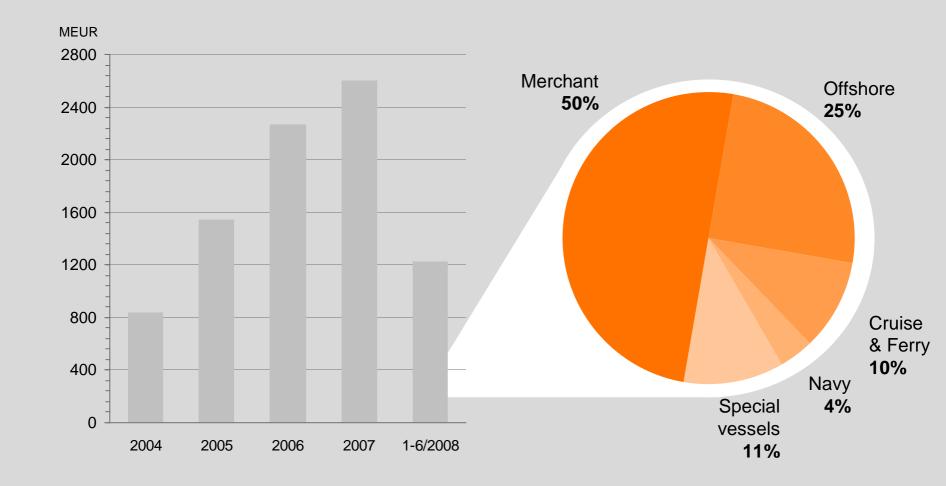


# **Ship Power quarterly order intake Good order intake for Q2/08**



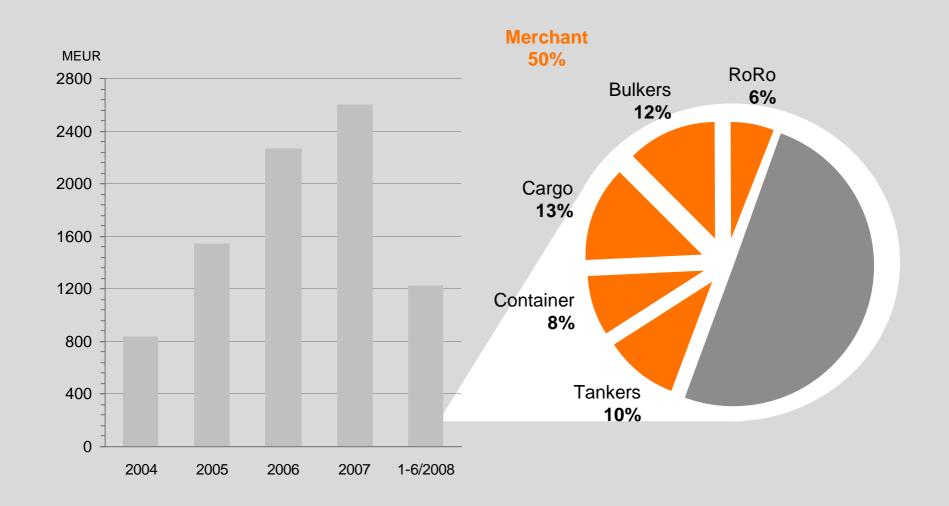


# **Ship Power order intake 1-6/2008 Merchant segment still dominant**



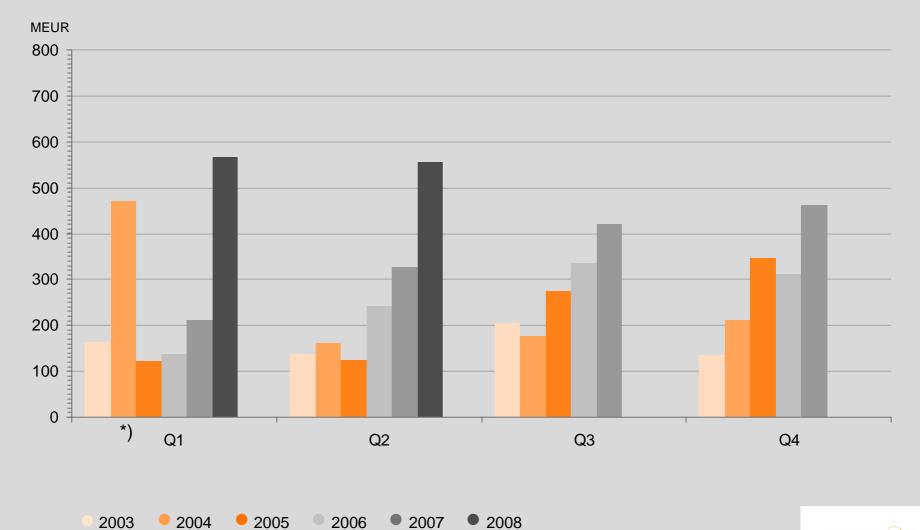


## Merchant segment order distribution





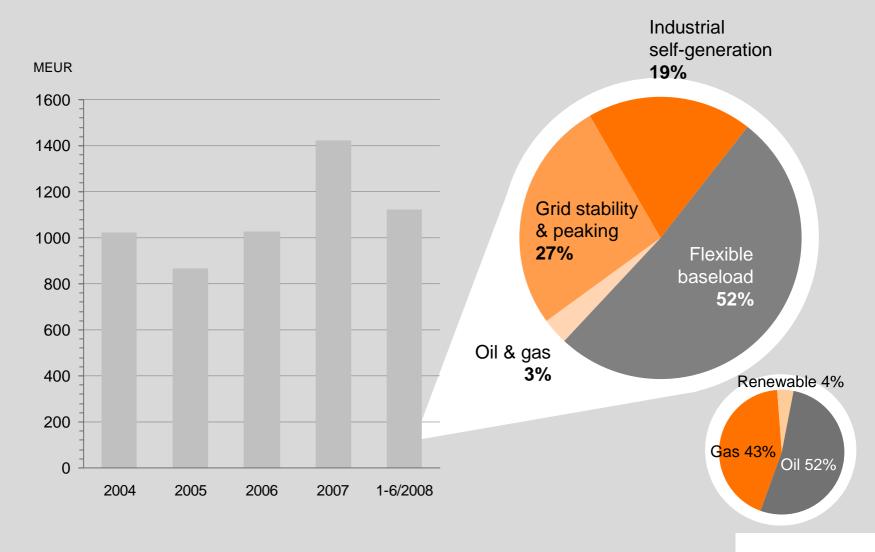
#### **Power Plants quarterly order intake High ordering activity continued**





\*) 2004 Iraq-orders

#### **Power Plants order intake**





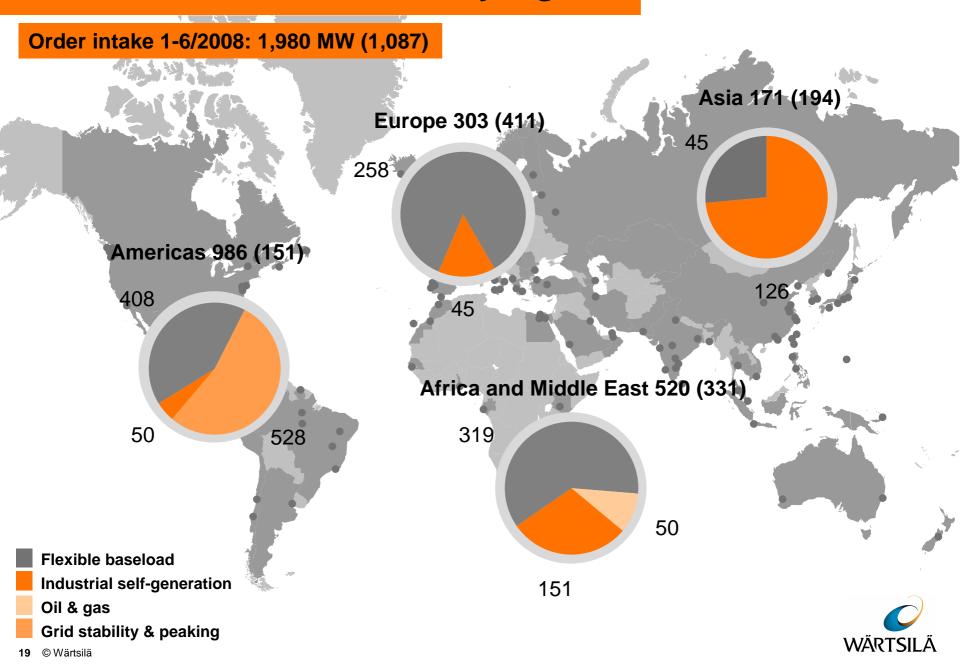
#### Several important orders received

- Third order from the A-3 energy auction conducted in Brazil in 2007
- Tri-fuel power plant order to Togo
- First order in the world for Combined Heat and Power plant running on jatropha

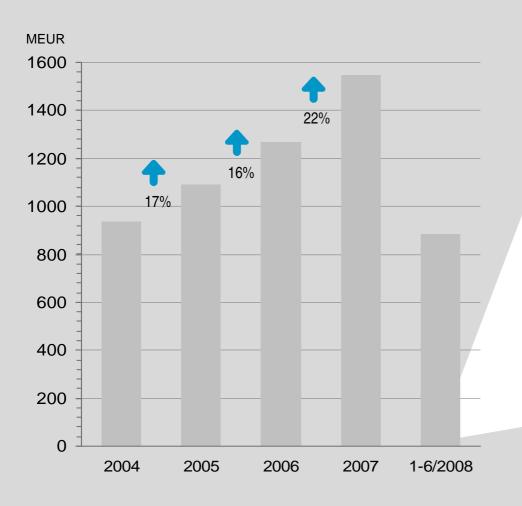


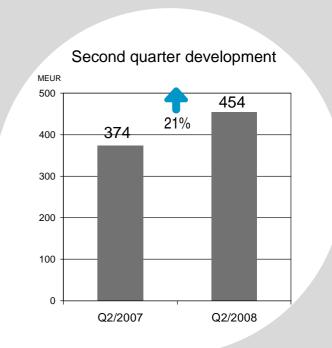


#### Power Plants - order intake by region



#### Services Net Sales – 20% organic growth

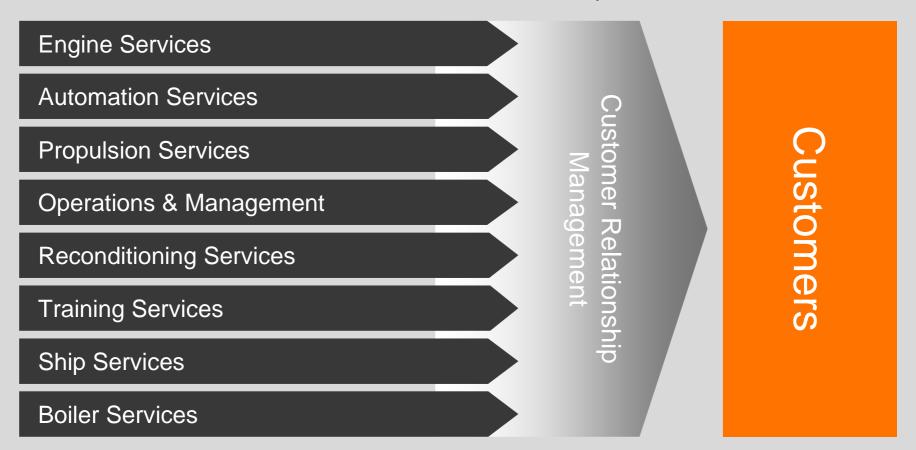






#### Added capabilities support growth

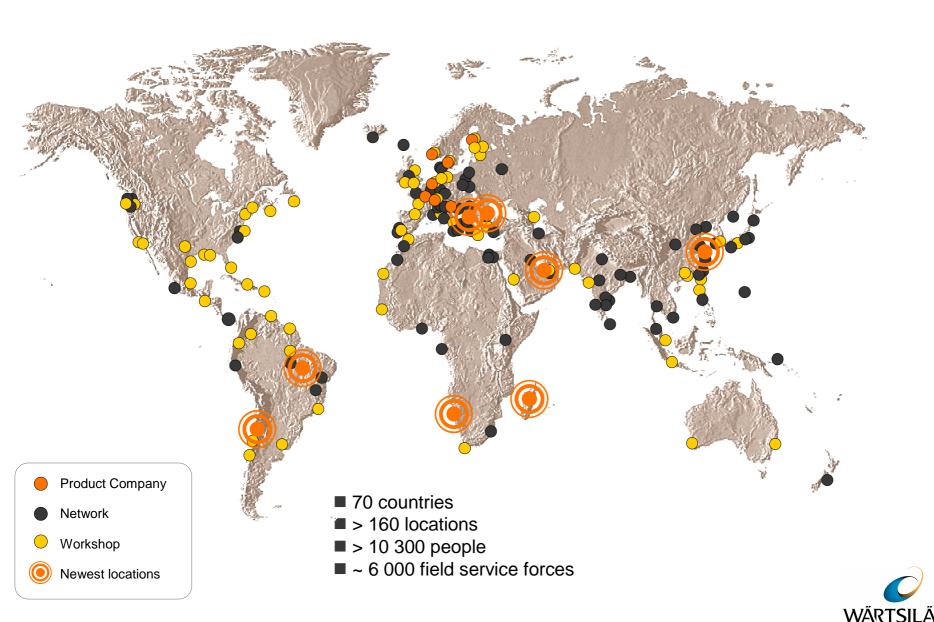
Wärtsilä Services becomes the most valued business partner...



by understanding Customers' needs and assembling the appropriate solution to solve them.



# **Expansion of the global Services network continued**



#### **Acquisitions in 2008**



- Maritime Service AS in Norway ship service, mechanical and reconditioning services
- International Combustion Engineering A/S in Denmark and UAE - project engineering, service and repair of steam boilers and ancillary burner systems
- Christophel Mess- und Regeltechnik
  GmbH in Germany design, delivery and service of automation systems
- Agreement signed to acquire Vik-Sandvik in Norway - design and engineering services to ship owners and yards



# **Strong cash flow continued**

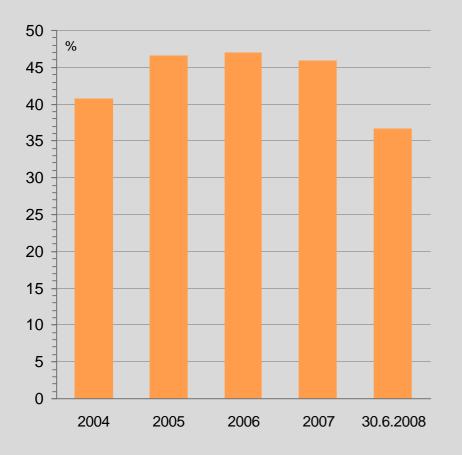


MEUR	1-6/08	1-6/07	2007
Cash flow from operating activities	207	129	431
Cash flow from investing activities	-75	-99	-214
Cash flow from financing activities	-266	-76	-95
Liquid funds at the end of period	156	133	296

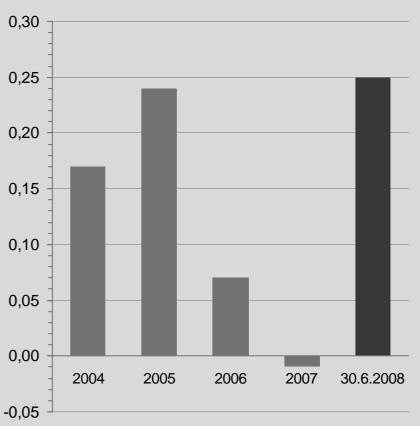


## **Financial position**

#### Solvency



#### Gearing



Convertible subordinated debentures treated as equity



#### Market outlook remains favourable



- Ship Power; in Q3 ordering activity expected to continue at Q2 good level, slowdown foreseen Q4. Shorter visibility overall
- Power Plants; market situation remains good, continued high ordering activity expected in all segments for the remaining part of the year
- Stable growth in Services continues



#### Wärtsilä's prospects for 2008 reiterated



- Based on the strong order book, Wärtsilä's net sales are expected to grow by about 25% in 2008
- Wärtsilä's profitability varies considerably from one quarter to another
- Full-year profitability will exceed 11%



