



WÄRTSILÄ CORPORATION

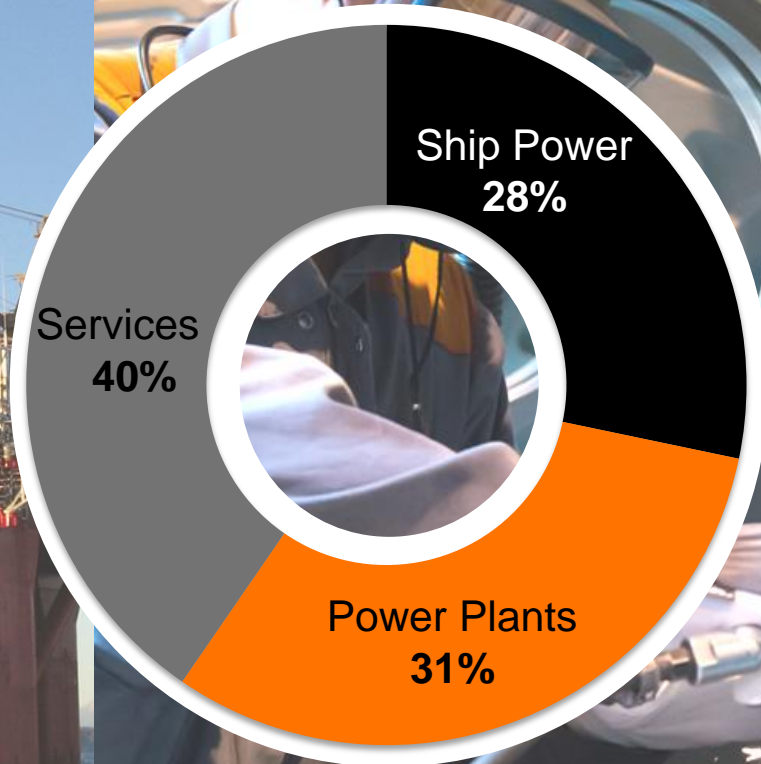
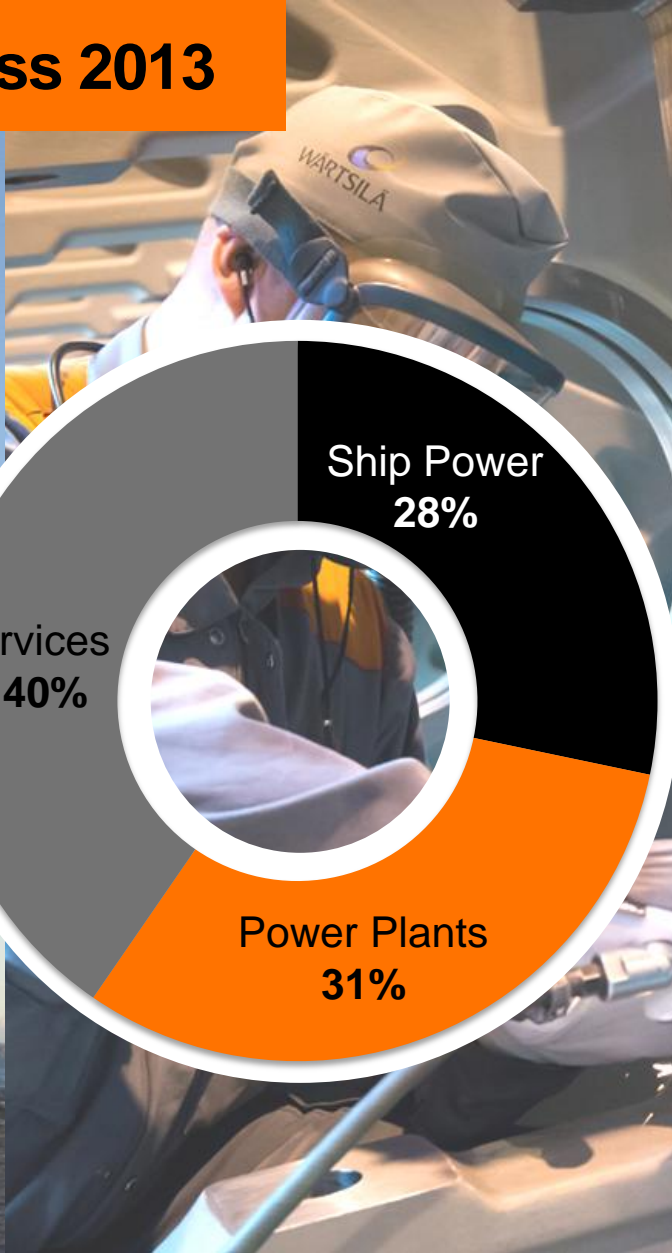
NAVIGATING THE NORDICS SEMINAR

10 JUNE 2014

Marco Wirén,
EVP & CFO




Net sales by business 2013



Key figures

MEUR	2013	2012
Order intake	4872	4 940
Order book at the end of the period	4426	4 492
Net sales	4654	4 725
Operating result before non-recurring items	520	517
% of net sales	11.2	10.9
Earnings/share, EUR	1.98	1.72
Cash flow from operating activities	578	153
Net interest-bearing debt at the end of the period	276	567
Gross capital expenditure	134	513
Gearing	0.15	0.32

Power Plants



We provide superior value to our customers with our distributed, flexible, efficient and environmentally advanced energy solutions, which enable a transition to a more sustainable and modern energy infrastructure.

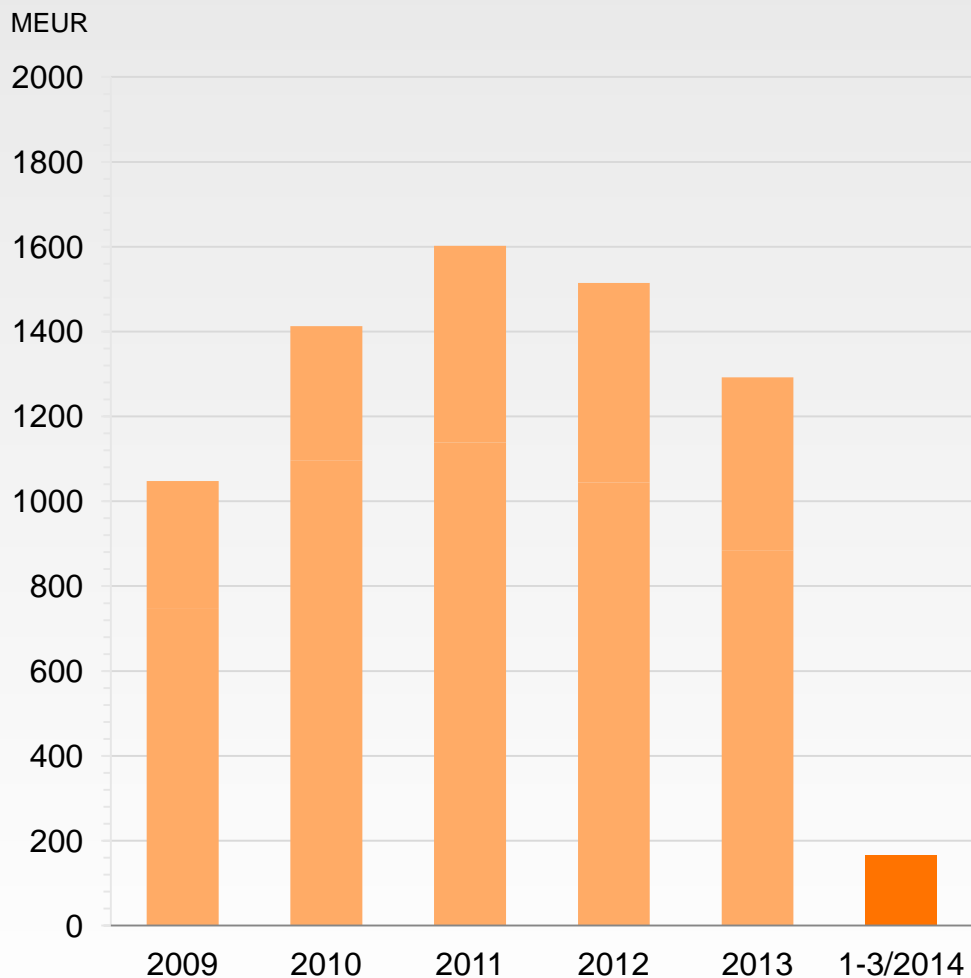
Market trends and drivers

- The growth of electricity demand is strongly connected to GDP development, electrification and increasing standard of living
- Demand for sustainability and focus on climate change
- Rapid growth of intermittent renewable generation, combined with escalating daily, weekly and seasonal demand fluctuation, increases the need for flexibility
- Increasing role of gas, especially as a balancing fuel
- Aging installed capacity drives investments in new technologies

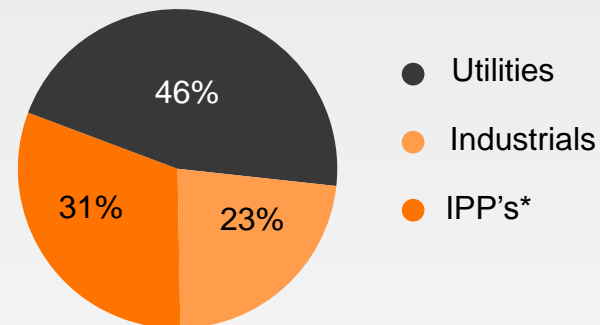


The world needs affordable, clean, flexible and reliable power.

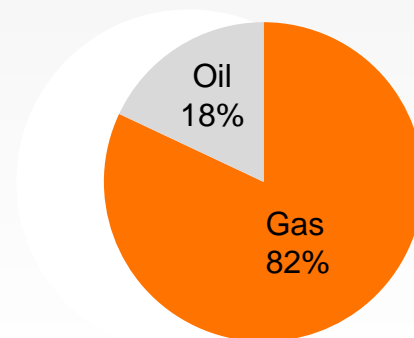
Power Plants order intake by customer segment



Full year 2013 development
Total EUR 1,292 million (1,515)



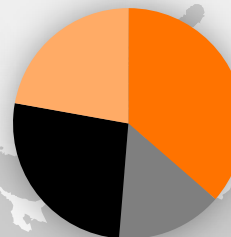
Full year 2013 order intake by fuel in MW



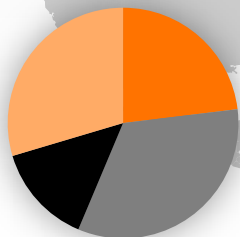
*IPP = Independent Power Producer

Power Plants installed base

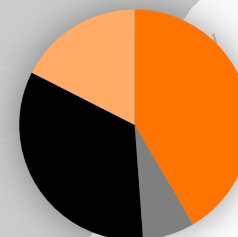
Europe:
Output: 12.5 GW



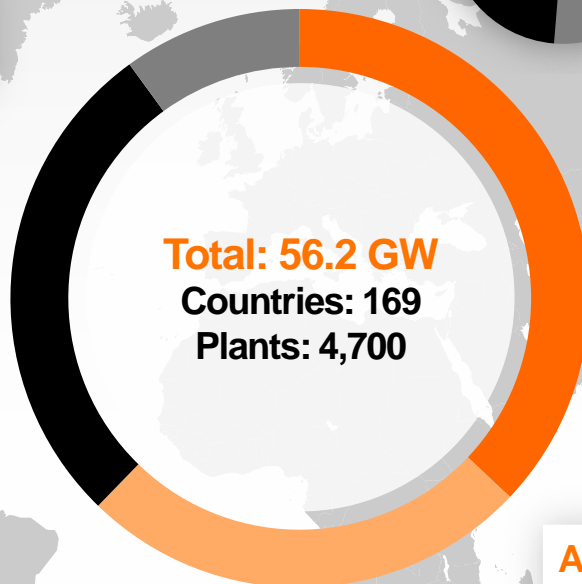
Americas:
Output: 11.7 GW



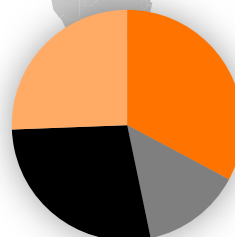
Asia:
Output: 19.8 GW



Total: 56.2 GW
Countries: 169
Plants: 4,700



Africa & Middle East:
Output: 12.5 GW

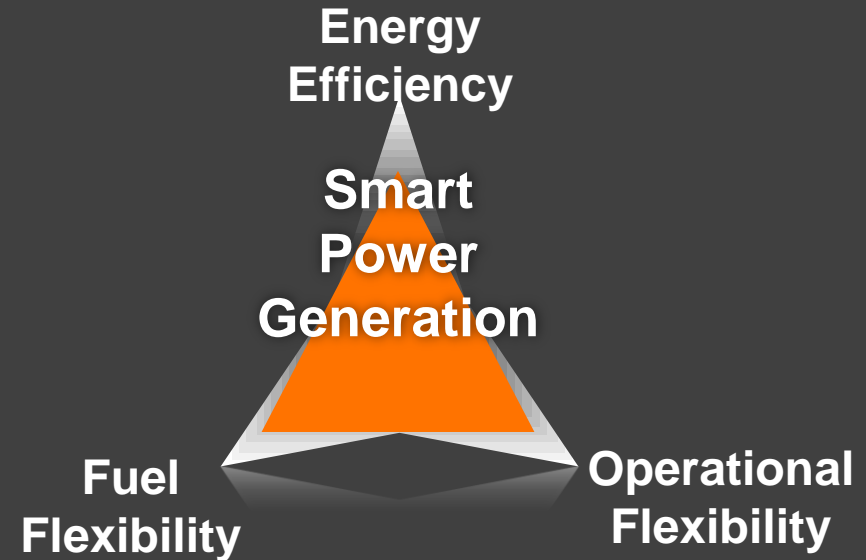


- Utilities
- IPPs
- Industrials
- Others

* December 2013

Power Plants' strategic focus

- Maintain leading position HFO & dual-fuel power plants
- Grow in the large utility gas power plants by capturing market share from gas turbines
- Grow in biofuel power plants by enabling a wide fuel range
- Grow in special applications - nuclear emergency power, combined heat & power, oil & gas and LNG infrastructure



A 3D architectural rendering of a medium-scale LNG infrastructure facility. The scene is set on a waterfront with a large body of water. In the foreground, a blue LNG tanker ship is docked at a pier, with the letters 'LNG' visible on its side. To the left, another pier features a red gantry crane and stacks of containers. In the background, a large industrial complex with several white buildings and tall chimneys is situated on a green, forested island. A white wind turbine stands on the island. To the right, a large white storage tank is labeled 'Mangal LNG' and 'WÄRTSILÄ'. The overall scene is a detailed digital model of an energy infrastructure project.

**Developing medium-scale
LNG infrastructure**

Ship Power



We are passionate about optimising lifecycle value by offering what our customers need - operational efficiency, environmental excellence, fuel flexibility and services.

Market trends and drivers

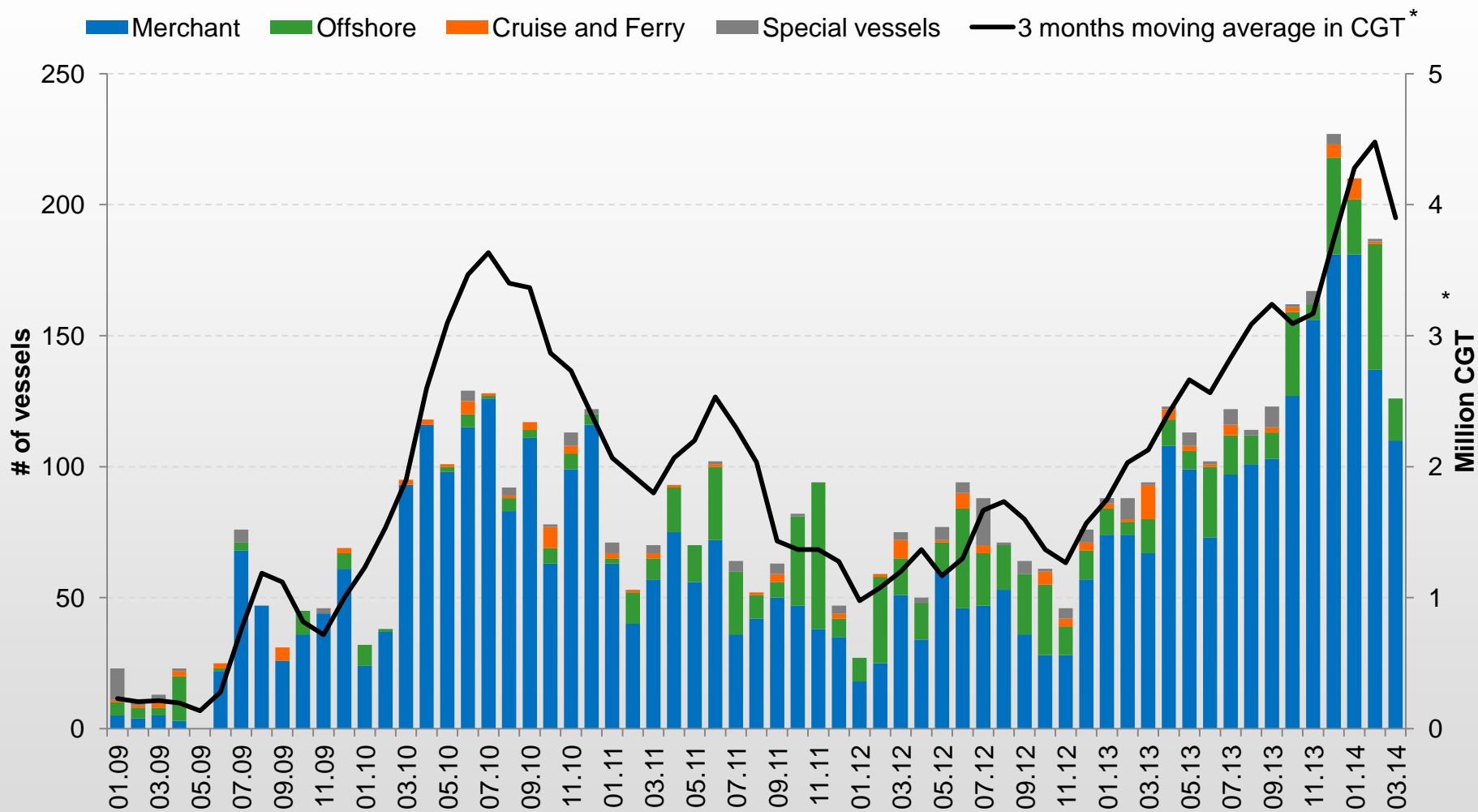
- Development of the global economy drives seaborne trade
- Development of oil & gas prices stimulates investments in exploration and production of offshore oil & gas
- Increasing focus on energy efficiency and environmental performance
- Environmental regulations drive demand for environmental solutions and gas as a marine fuel



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The development of efficient vessels, environmental solutions and gas technology will be our priority in meeting the evolving needs of our customers.

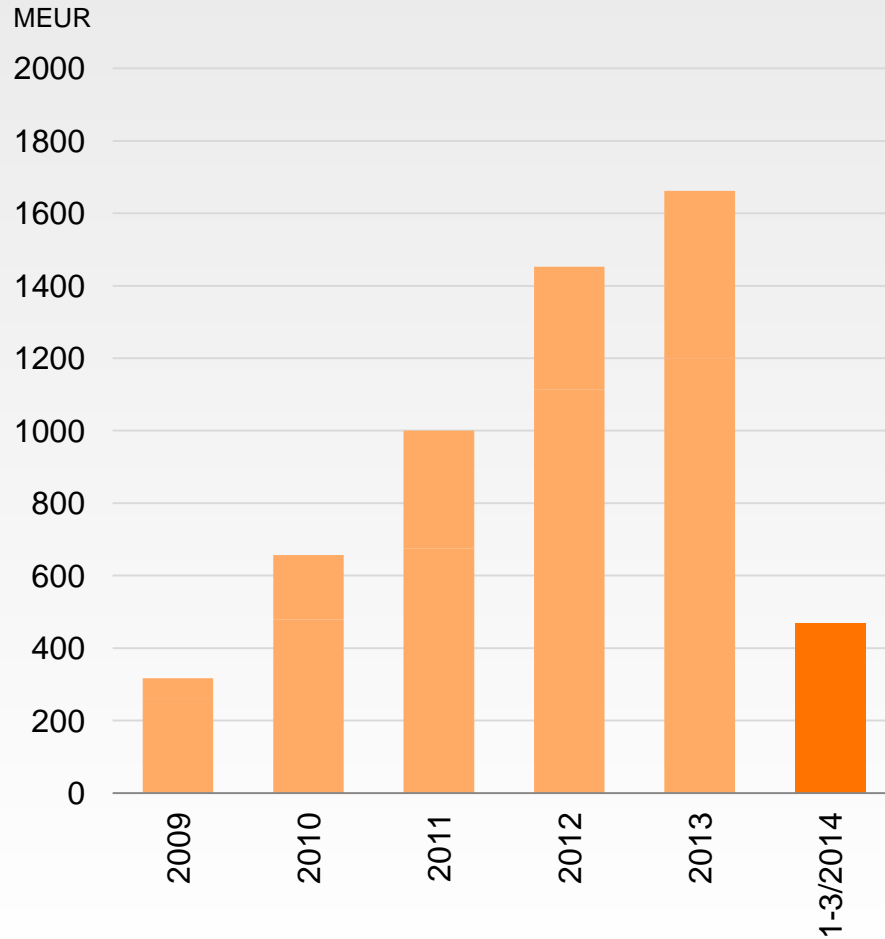
Good activity in vessel contracting



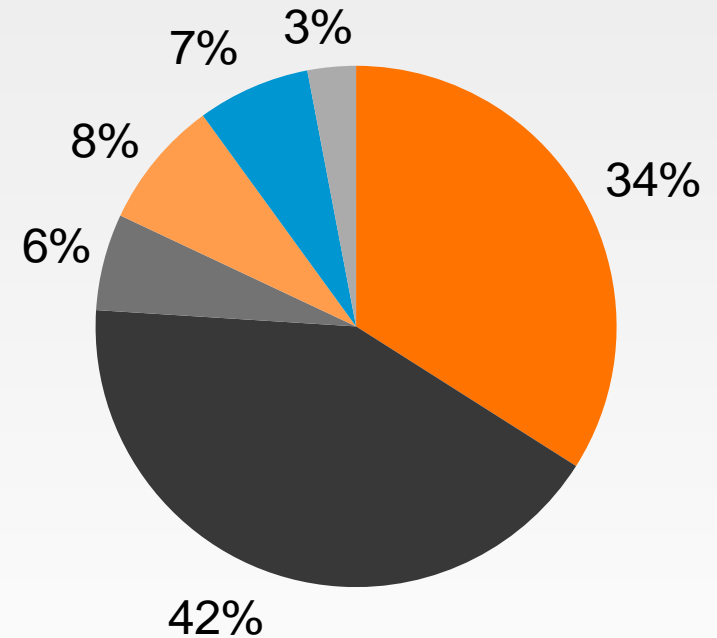
Source: Clarkson Research Services

* CGT= gross tonnage compensated with workload

Growth in Ship Power order intake



Full year 2013 development

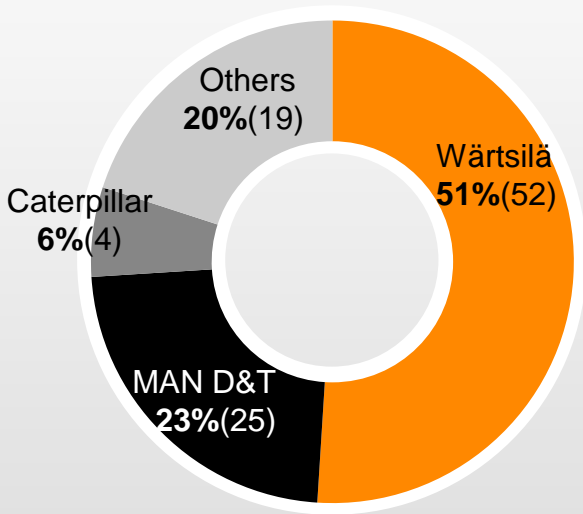


- Merchant
- Other
- Cruise and ferry
- Offshore
- Special vessels
- Navy

Ship Power market

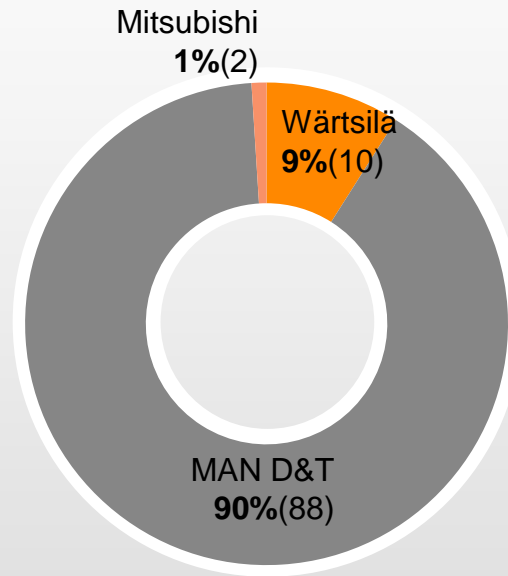
Market position of Wärtsilä's marine engines

Medium-speed main engines



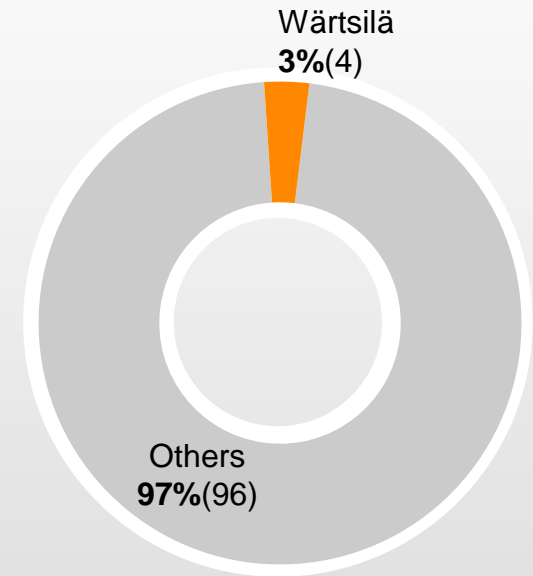
Total market volume last 12 months:
3,787 MW (4,137)

Low-speed main engines



Total market volume last 12 months:
31,017 MW (22,935)

Auxiliary engines



Total market volume last 12 months:
6,895 MW (5,966)

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

The most complete marine offering on earth



Ship Power's strategic goal

To be recognised as the leading provider of innovative products and integrated solutions in the marine and 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

Wärtsilä Services' global network

Installed base
182,000 MW

70 countries, 160 locations, 11,000 service professionals
Widest range of offering and expertise

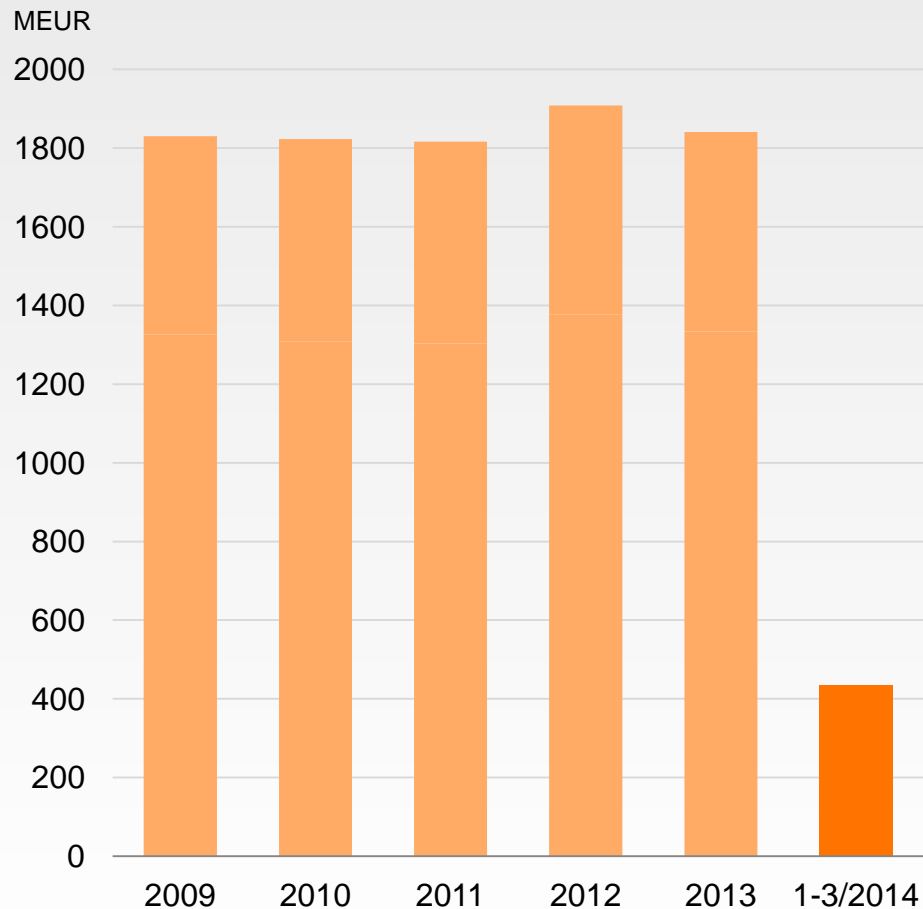


Market trends and drivers

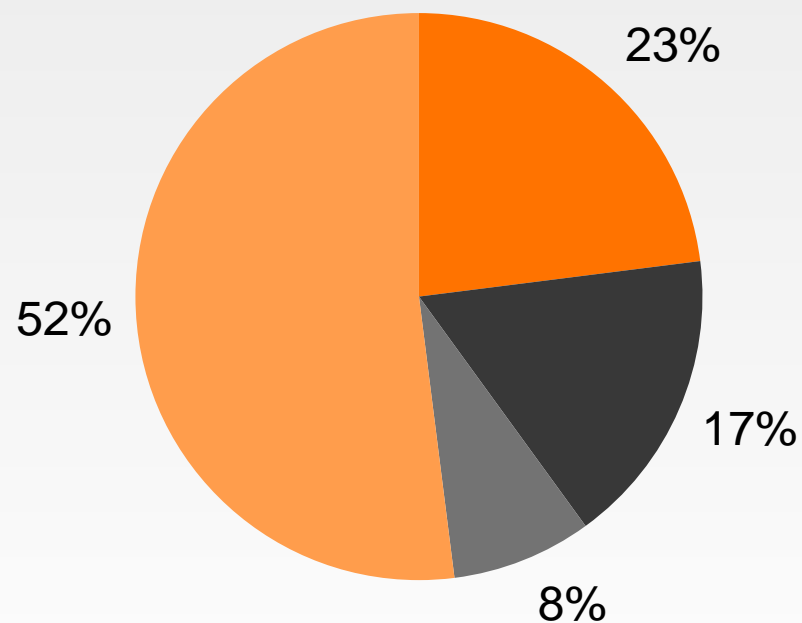
- Focus on total cost of ownership
- Development of installed base and installation utilisation
- Growth of gas as a fuel
- Changes in environmental regulations and safety requirements
- Outsourcing of operations and maintenance
- Accelerating technological development and need for real-time information
- Need for technical expertise



Stable development in Services

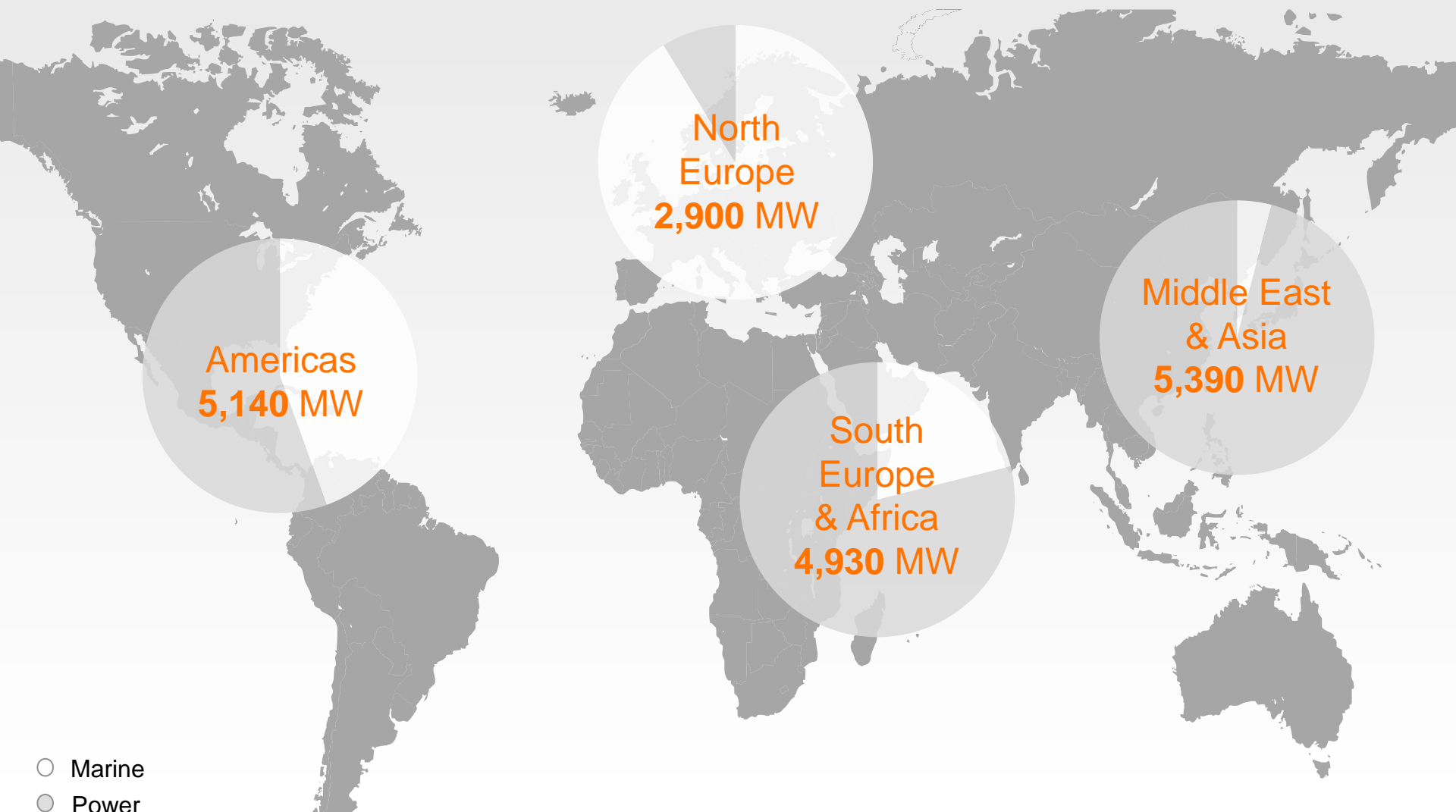


Full year 2013 development



- Spare parts
- Field service
- Contracts
- Projects

Wärtsilä's service agreements around the world



Differentiated service offering through modularisation



Positioned for growth even in challenging markets



Wärtsilä expects its net sales for 2014 to grow by 0-10% and its operational profitability (EBIT% before non-recurring items) to be around 11%.



WÄRTSILÄ

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