

# ANNUAL GENERAL MEETING 2007

Ole Johansson

## Ship Power solutions

Growth through new products and increasing presence in Asia

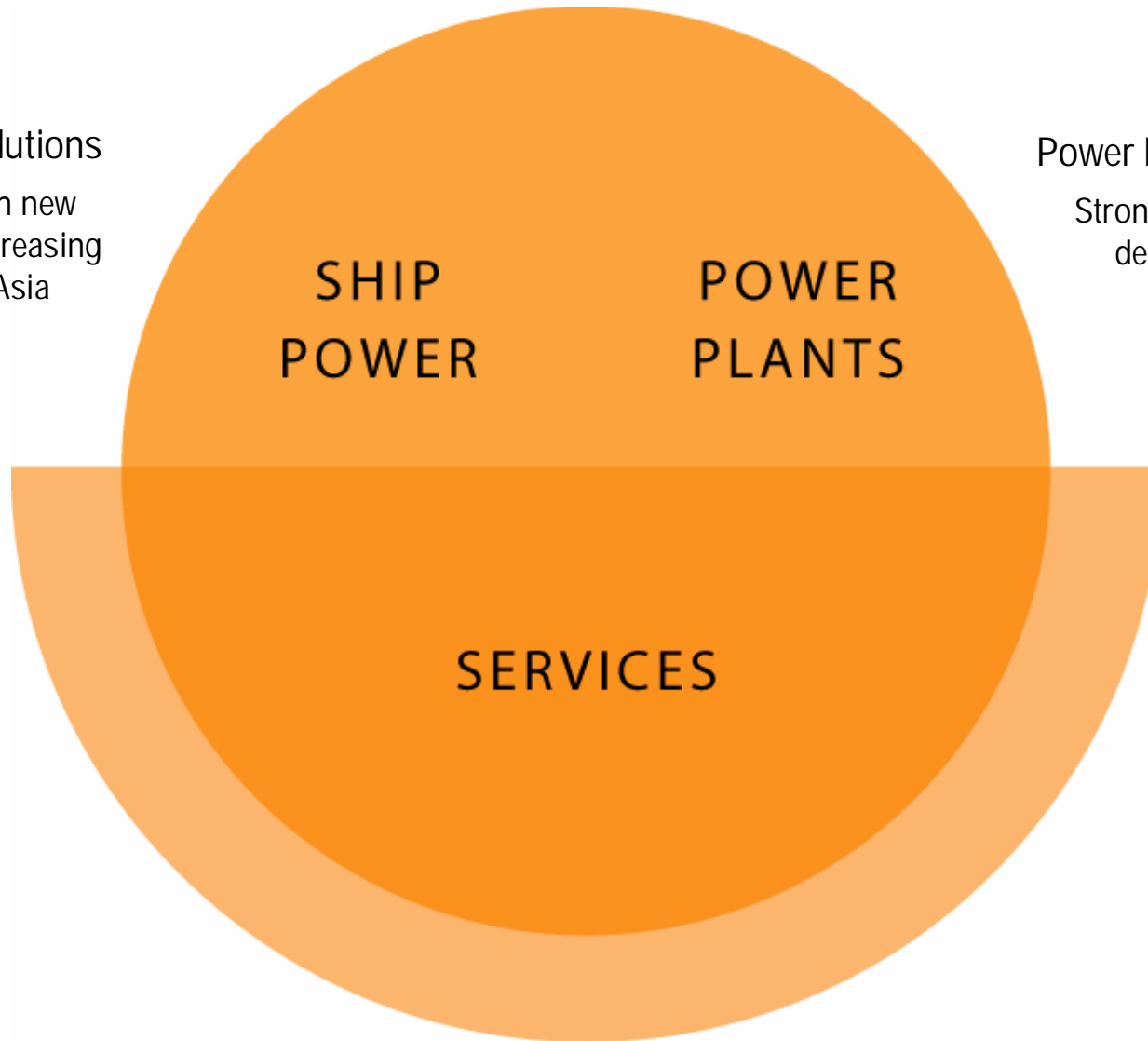
SHIP  
POWER

POWER  
PLANTS

## Power Plant solutions

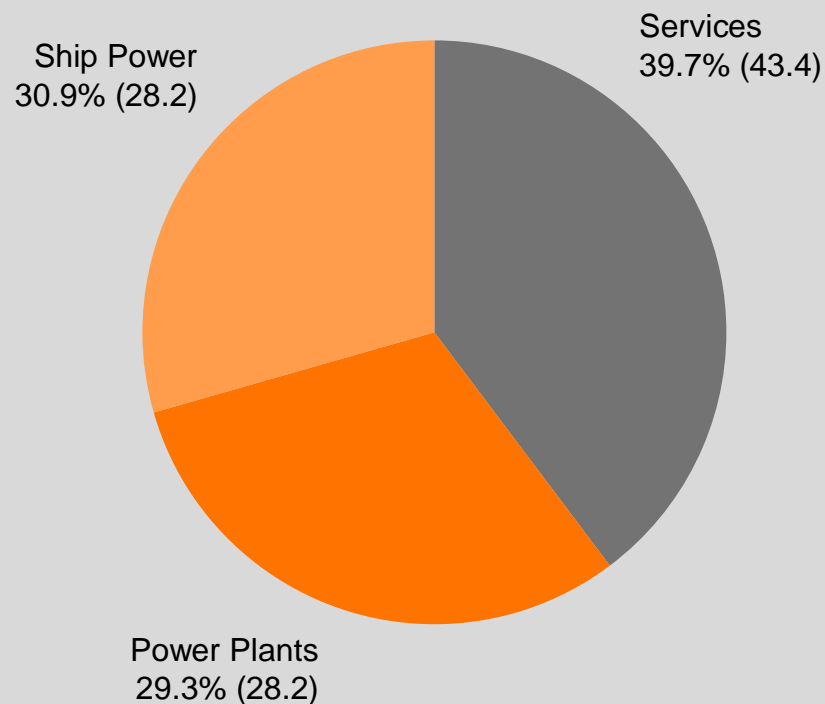
Stronger position in decentralized energy

SERVICES



# Key figures 2006

## Net sales by business 2006



MEUR	2006	2005*	Change (%)
Net sales	<b>3,189.6</b>	2,520.3	26.6
Operating income	<b>261.6</b>	202.5	29.2
% of net sales	<b>8.2</b>	8.0	
Income before taxes	<b>446.8<sup>2</sup></b>	212.4 <sup>1</sup>	
Earnings/share, EUR	<b>3.72</b>	1.80	

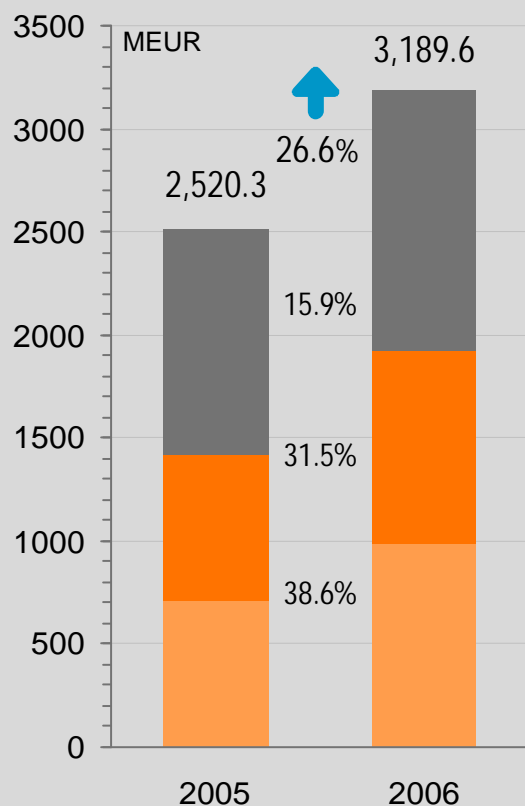
1) The figure in the comparison period includes Imatra Steel's pre-tax profit of EUR 21.4 million and Wärtsilä's share of Ovako's profit after taxes EUR 10.4 million.

2) The January – December result 2006 includes Wärtsilä's share of Ovako's profit after taxes EUR 18.1 million and a tax-free capital gain of EUR 49.3 million from the sale of Oy Ovako Ab and a capital gain of EUR 123.9 million from the sales of Assa Abloy B shares.

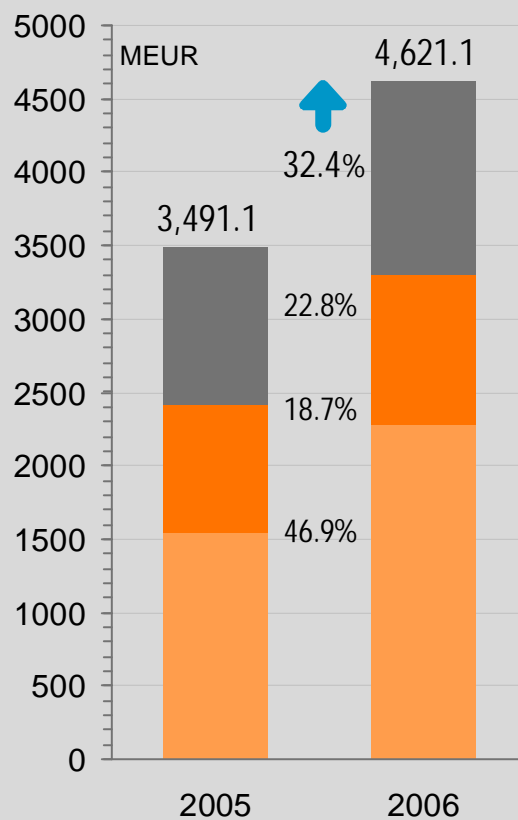
\*) For comparability reasons net sales and operating income for 2005 are presented without Imatra Steel.

# Key figures

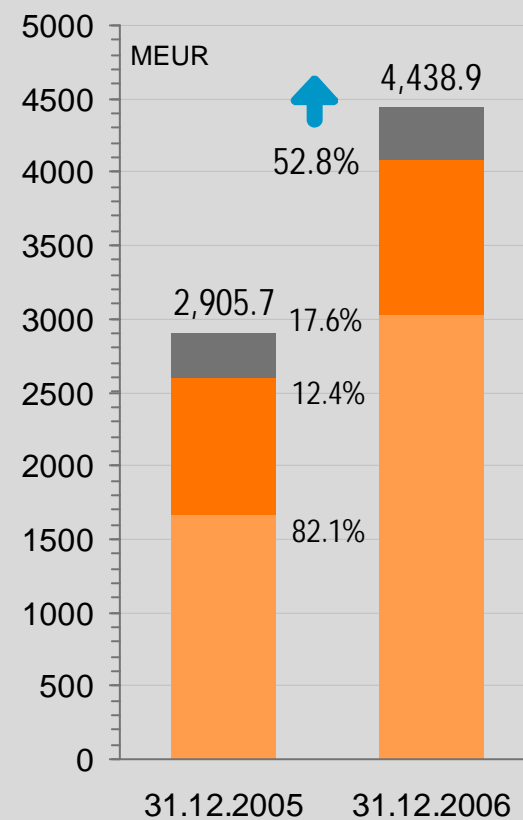
## Net sales



## Order intake



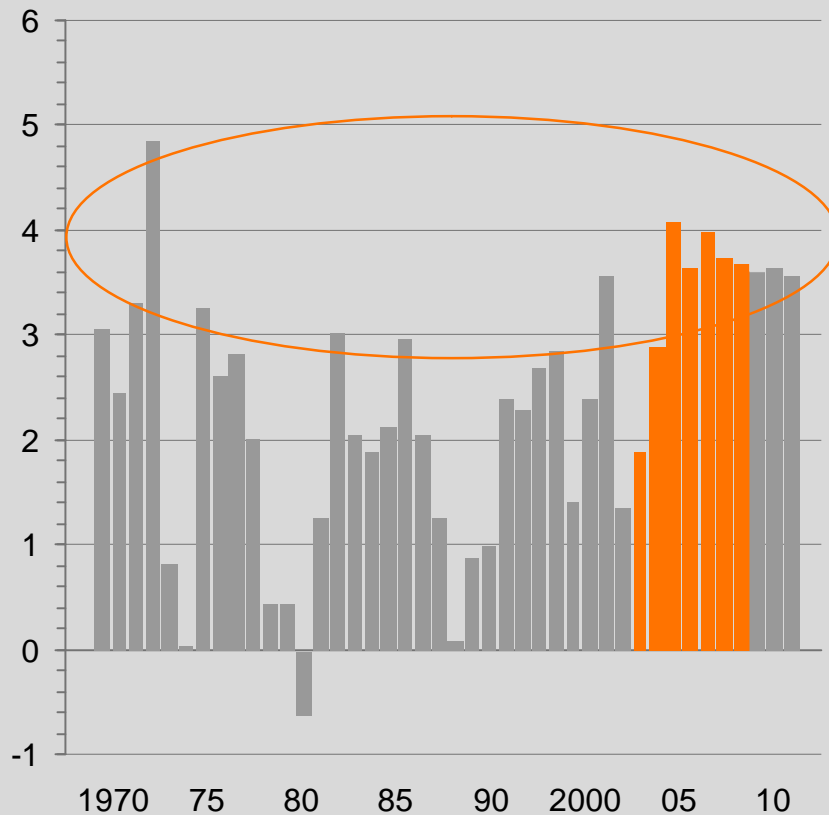
## Order book



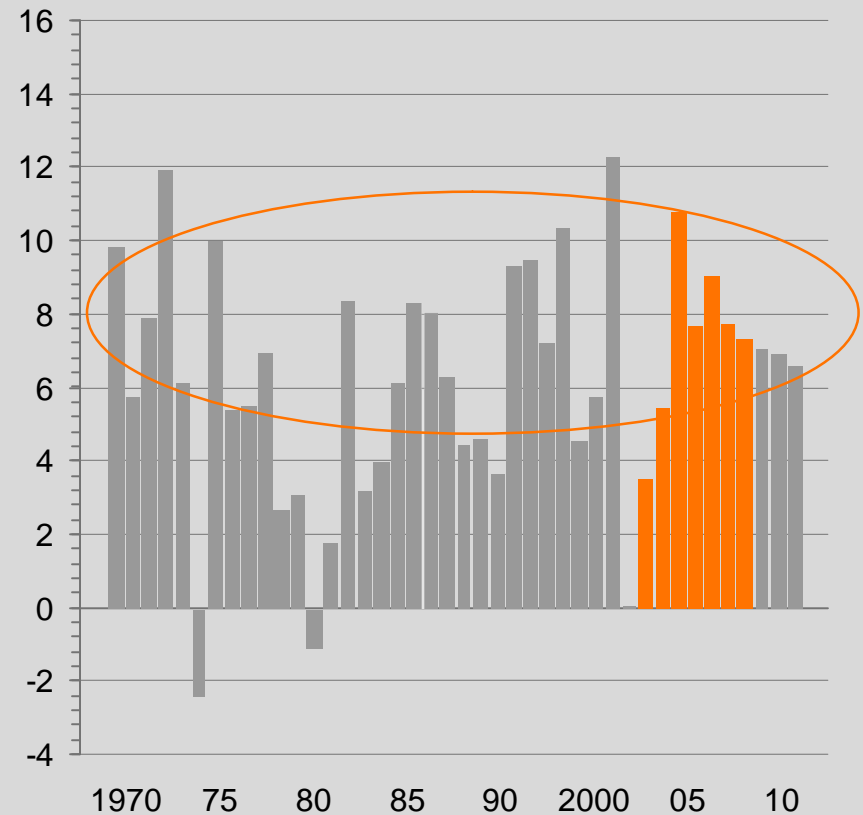
● Services ● Power Plants ● Ship Power

# Global growth rates have accelerated

## World Real per Capita GDP



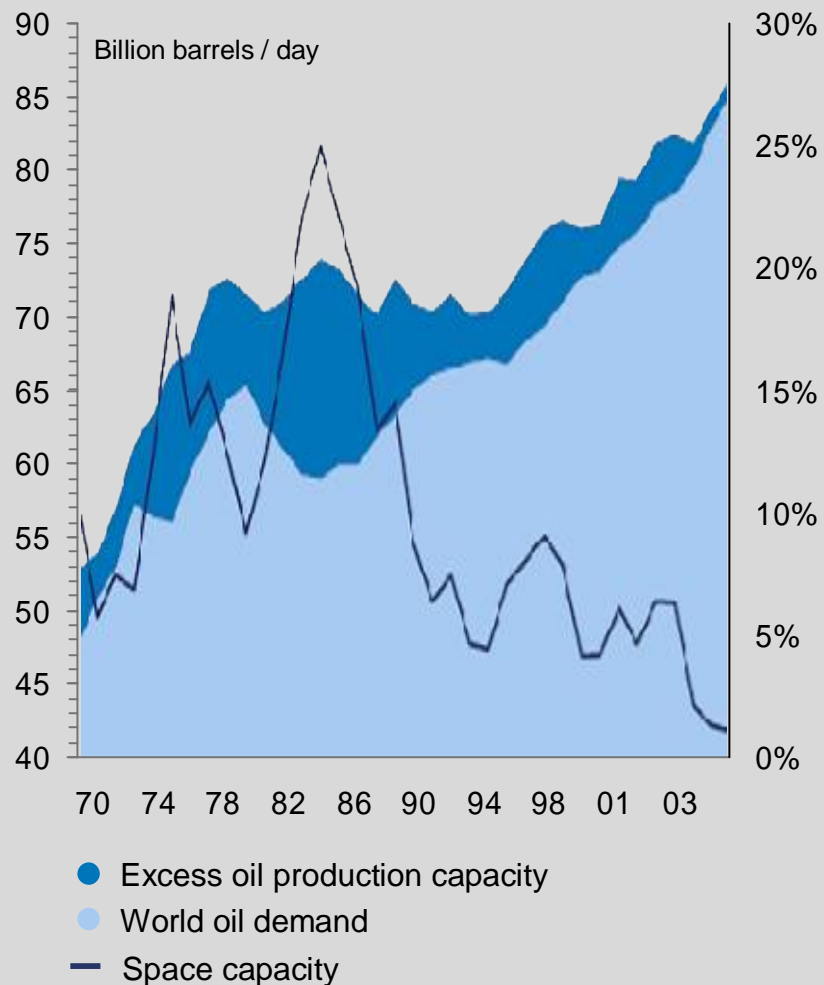
## World trade volume



Note! Aggregates computed on the basis of purchasing power parity (PPP) weights  
Source: IMF: World Economic Outlook, September 2006

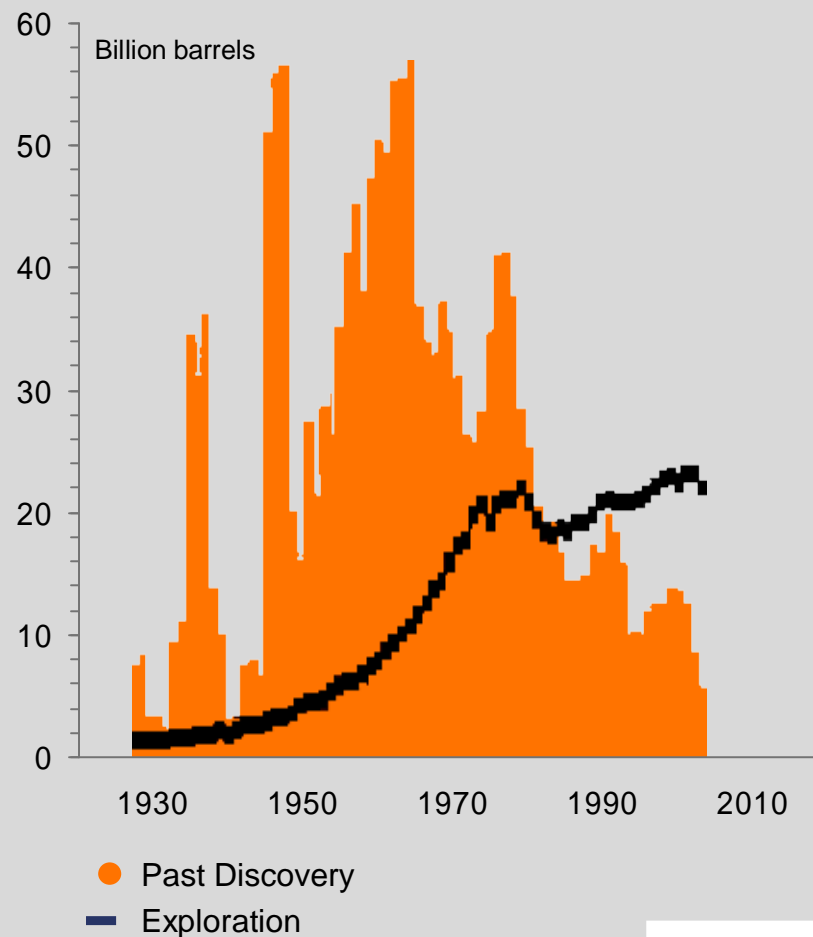
# The oil industry needs to produce and discover more

## Oil production capacity and demand

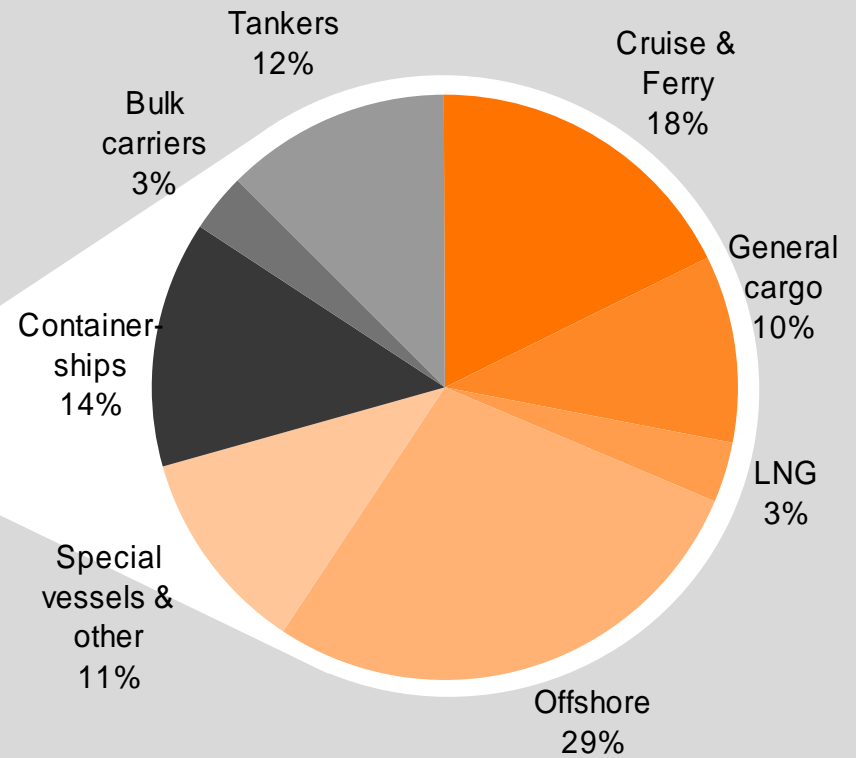
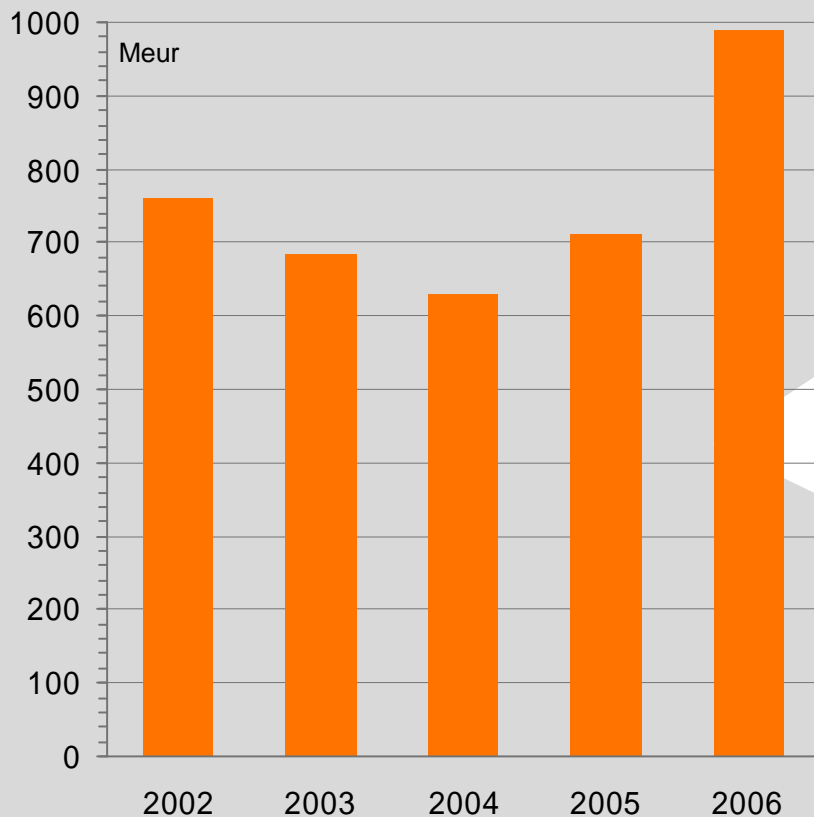


Source: BP/Pareto; ODS-Petrodata

## Global oil discovery

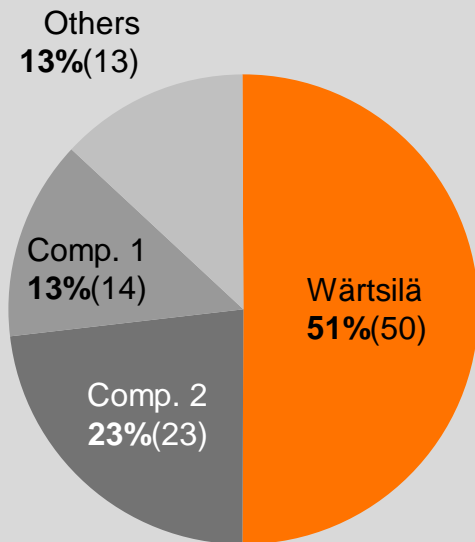


# Ship Power - net sales by vessel type



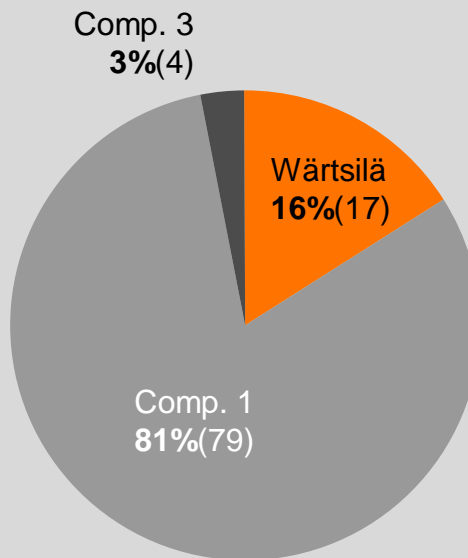
# Market position of Wärtsilä's marine engines

## Medium-speed main engines (Own production)



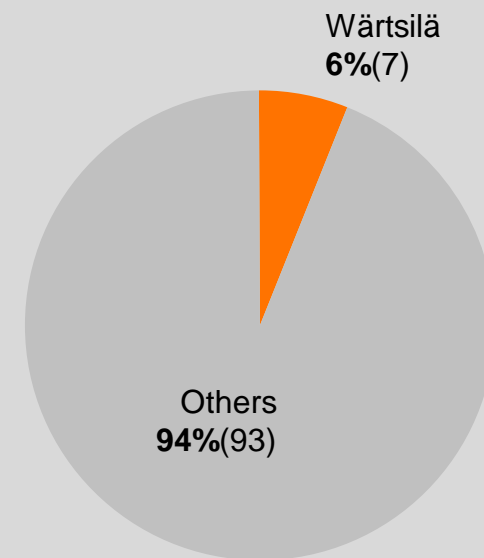
Total market volume last 12 months:  
**9,200 MW** (9,600)

## Low-speed main engines (Production by licensees)



Total market volume last 12 months:  
**26,600 MW** (21,900)

## Auxiliary engines (Own production)



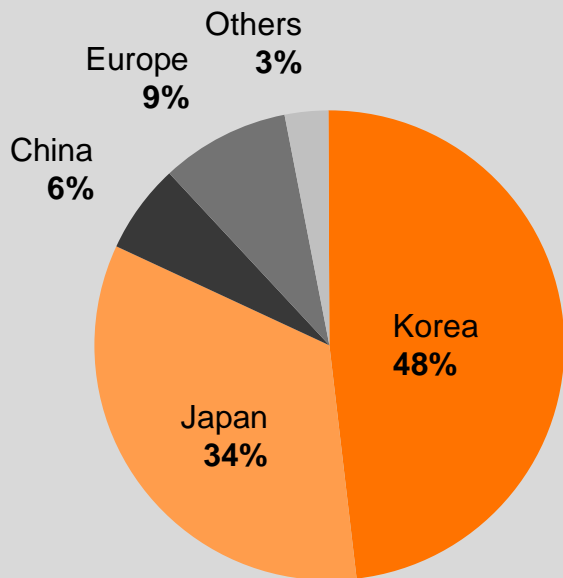
Total market volume last 12 months:  
**7,600 MW** (6,700)

Wärtsilä's own calculation is based on: Lloyd's Register – Fairplay, Clarkson's Research Studies and BRL Shipping Consultants. 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.



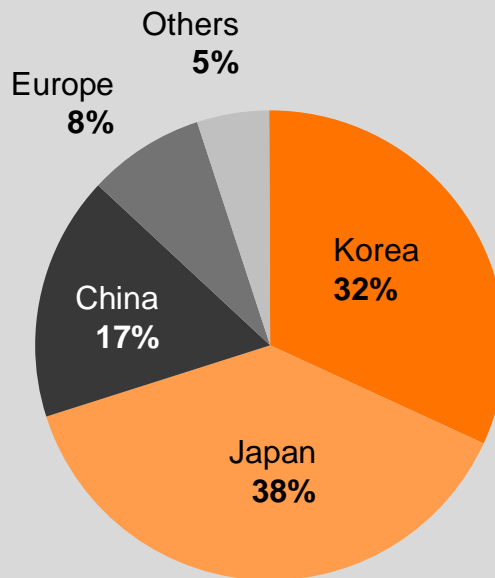
# Shipbuilding growing in China

Vessel orders 2000



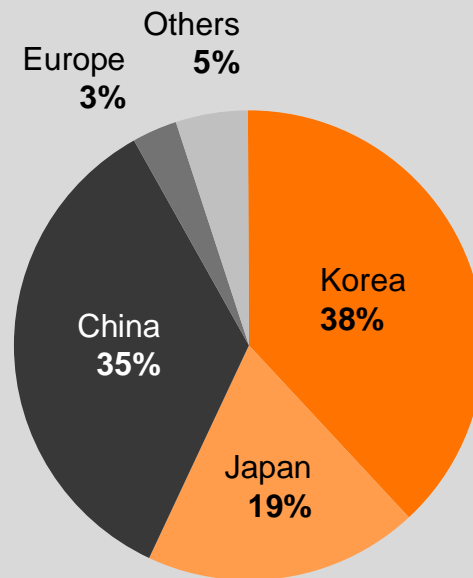
67.595.039 dwt

Vessel orders 2004



104.940.490 dwt

Vessel orders 2006

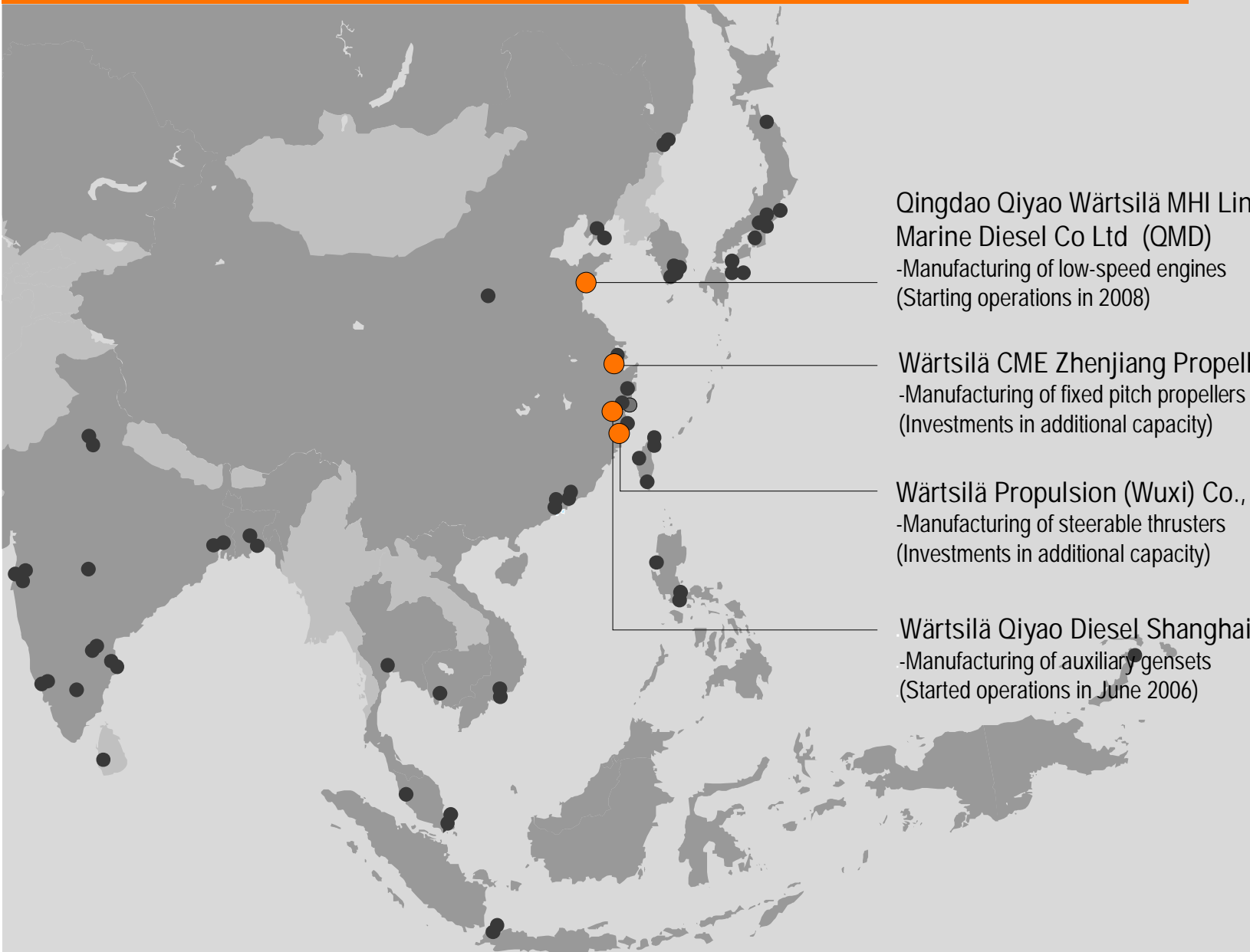


141.589.105 dwt

Market share of dwt. Vessels > 1000gt.

Source: Clarkson Research Studies December 2006

# Markets in Asia - production growing in China



Qingdao Qiyao Wärtsilä MHI Linshan  
Marine Diesel Co Ltd (QMD)  
-Manufacturing of low-speed engines  
(Starting operations in 2008)

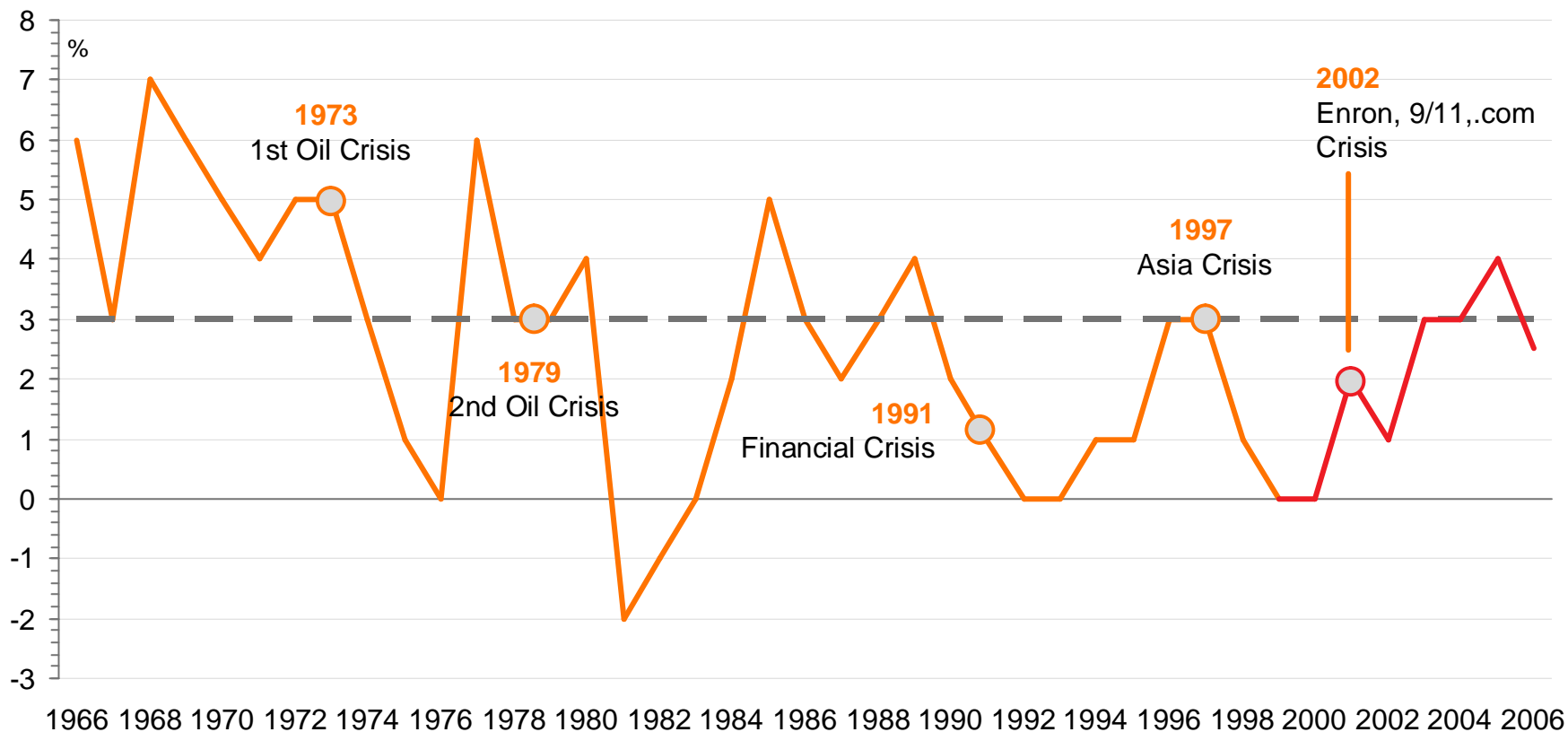
Wärtsilä CME Zhenjiang Propeller Co., Ltd  
-Manufacturing of fixed pitch propellers  
(Investments in additional capacity)

Wärtsilä Propulsion (Wuxi) Co., Ltd.  
-Manufacturing of steerable thrusters  
(Investments in additional capacity)

Wärtsilä Qiyao Diesel Shanghai Co., Ltd.  
-Manufacturing of auxiliary gensets  
(Started operations in June 2006)

# Energy demand is growing

## World energy demand



Source: Clarkson Research Studies

# Leading power supplier on selected markets

## Flexible baseload power generation

- Installed base 21,1 GW,  
1,529 power plants

## Grid stability and peaking

- Installed base 4,2 GW,  
446 power plants

## Industrial self-generation

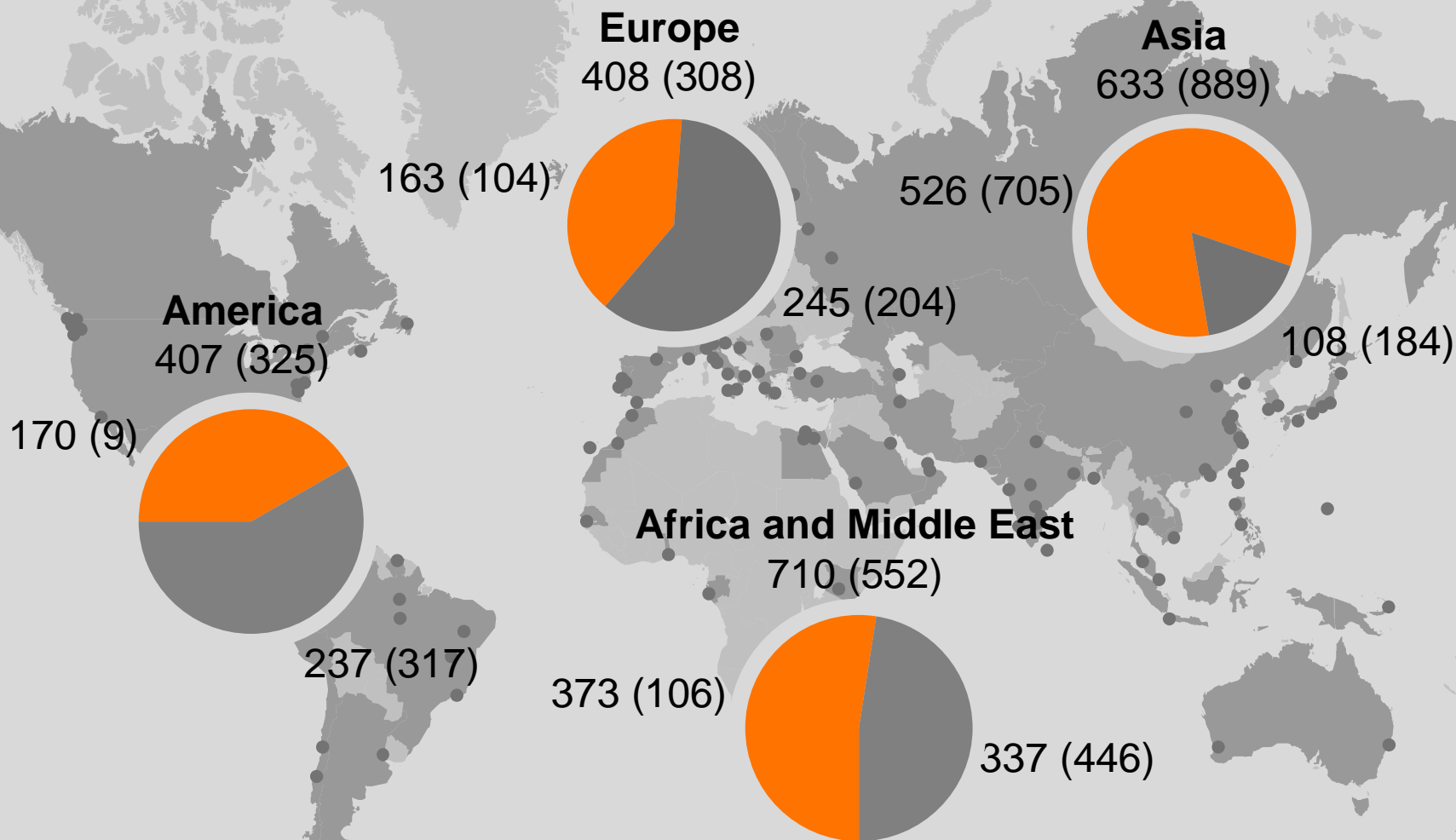
- Installed base 11,0 GW,  
1,412 power plants

## Bio-energy

- Installed base 20 MWe & 590 MWth,  
82 power plants

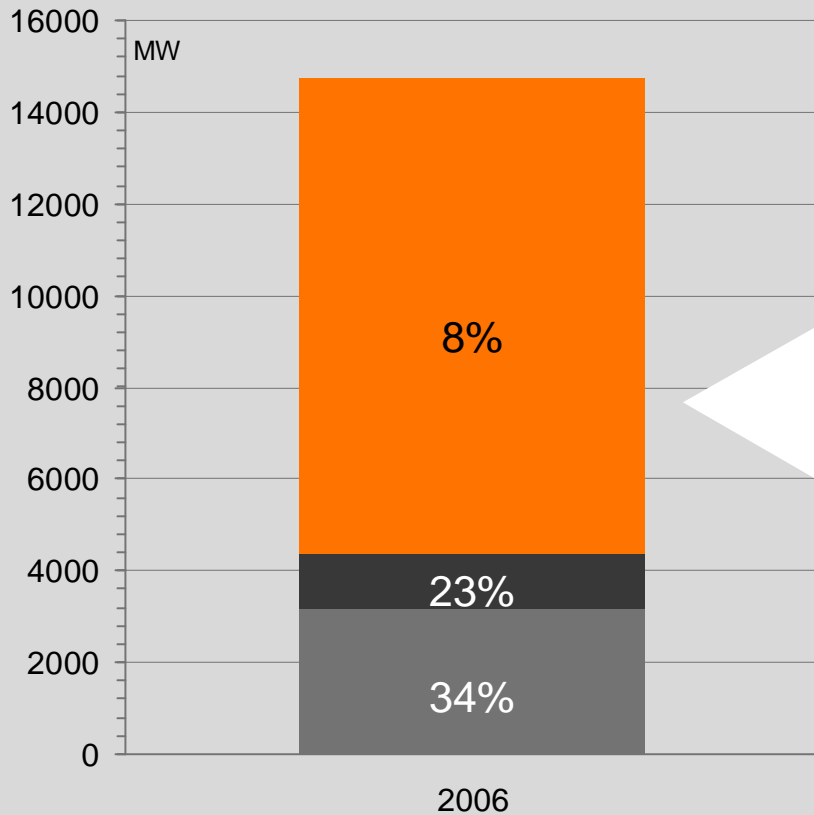


# Power plants order intake 2006: 2.158 MW (2.075)

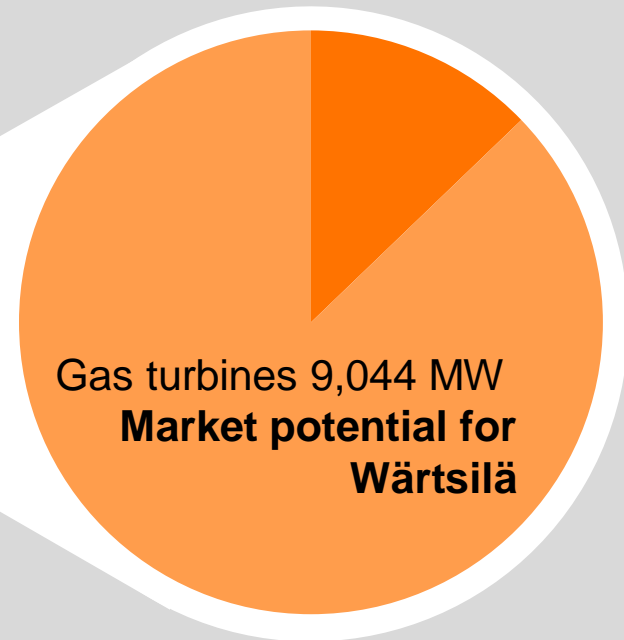


Wärtsilä has delivered a total of 4,200 power plants in 25 years

# High market shares on selected markets



Rec. engines  
1,327 MW  
**Wärtsilä 63.5%**



● HFO 1-60 MW    ● LFO 3,5-60 MW    ● GAS 3,5-60 MW

Note I: Wärtsilä's gas power plant target markets have changed since Wärtsilä stopped manufacturing and selling high speed engines (power range < 3,5 MW)

Note II: The 2006 LFO figure includes liquid biofuels.

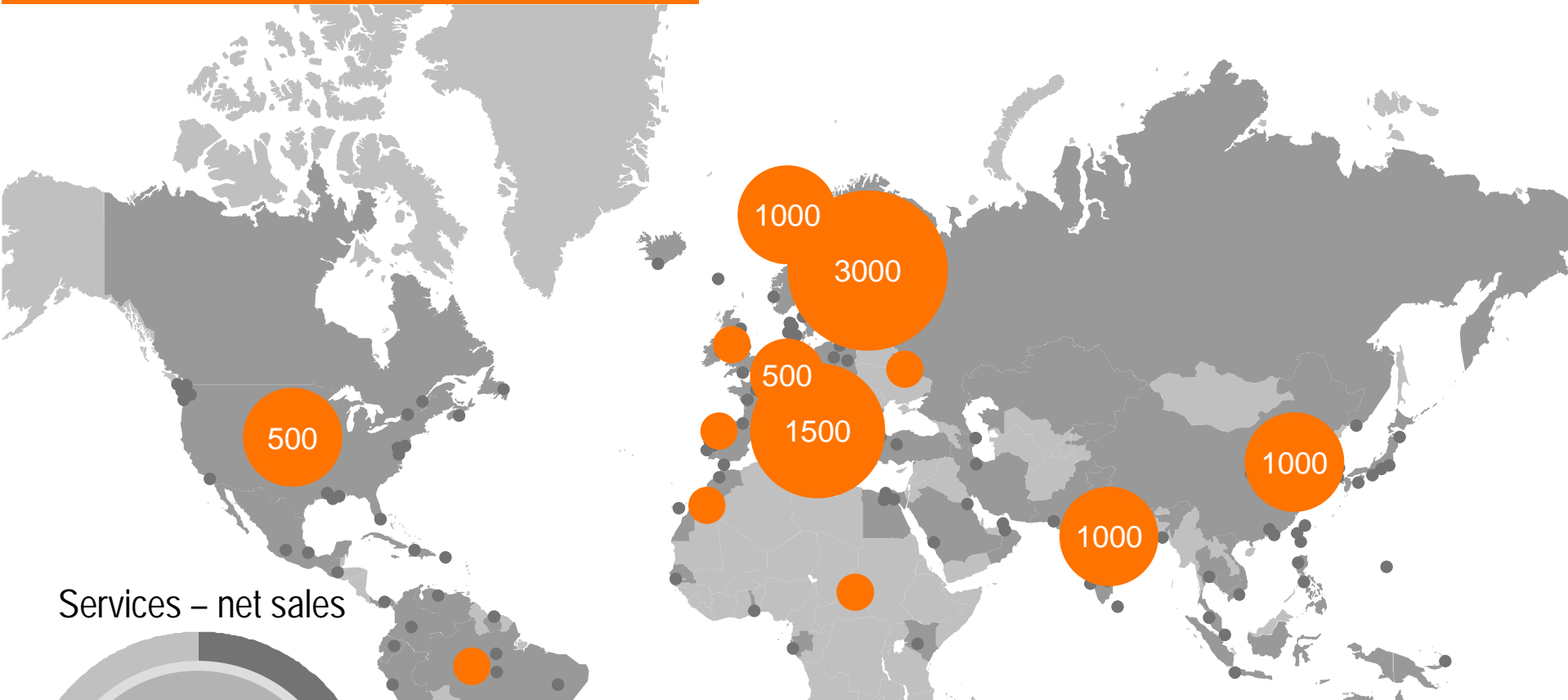


**24/7**



**Globally**

# Global service network



Services – net sales

~40%

of total net sales

Our service network consists of over 8,000 professionals in over 70 countries



# Wärtsilä Services

Engine  
Services

Reconditioning  
Services

Propeller  
Services

Operation &  
Management

Automation  
Services

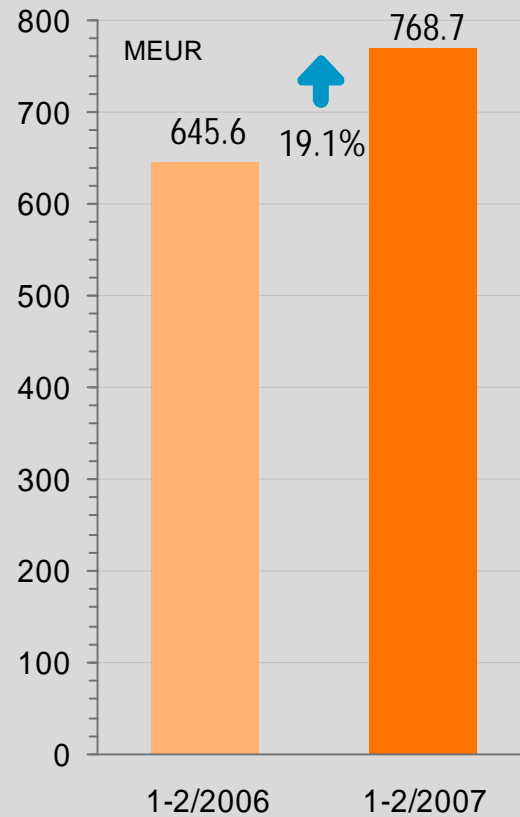
Training  
Services

Ship  
Services



# Growth continued in the beginning of 2007

## Order intake



# Wärtsiläs prospects in 2007



- Demand in the ship power and energy markets will remain active for Wärtsilä for at least the first half of 2007.
- Based on the strong order book, Wärtsilä's net sales are expected to grow this year by around 15%.
- Profitability will exceed 9%.
- Wärtsilä sees further possibilities for growth in 2008.



**WÄRTSILÄ**

# Proposal for Board of Directors



**Maarit Aarni-Sirviö**, Born 1953.

- M.Sc. (Tech), MBA. Vice President, Fenoli - Business unit, Borealis Group. Member of the Boards of Borealis Polymers Oy, Vattenfall AB and Rautaruukki Oyj.



**Heikki Allonen**, Born 1954.

- MSc (Eng.). President & CEO of Fiskars Corporation. Member of the Board of Wärtsilä Corporation since 2004. Rautaruukki Corporation, member of the Supervisory Board.

# Proposal for Board of Directors



**Göran J. Ehrnrooth**, Born 1934.

- MSc (Econ). Member of the Board of Wärtsilä Corporation since 1992.



**Antti Lagerroos**, Born 1945.

- LL.Lic. President & CEO and Member of the Board of Finnlines Plc. Member of the Board of Wärtsilä Corporation since 2002. Member of the Supervisory Board of Ilmarinen Mutual Insurance Company.

# Proposal for Board of Directors



## **Bertel Langenskiöld**, Born 1950.

- MSc (Eng.). President of Metso Paper, Inc. as of 4/2007. Member of the Board of Wärtsilä Corporation since 2002. Member of the Board of Luvata International Oy.



## **Matti Vuoria**, Born 1951.

- BA, Master of Laws. President & CEO of Varma Mutual Pension Insurance Company. Member of the Board of Wärtsilä Corporation since 2005. Deputy Chairman of the Board: Danisco A/S and Stora Enso.

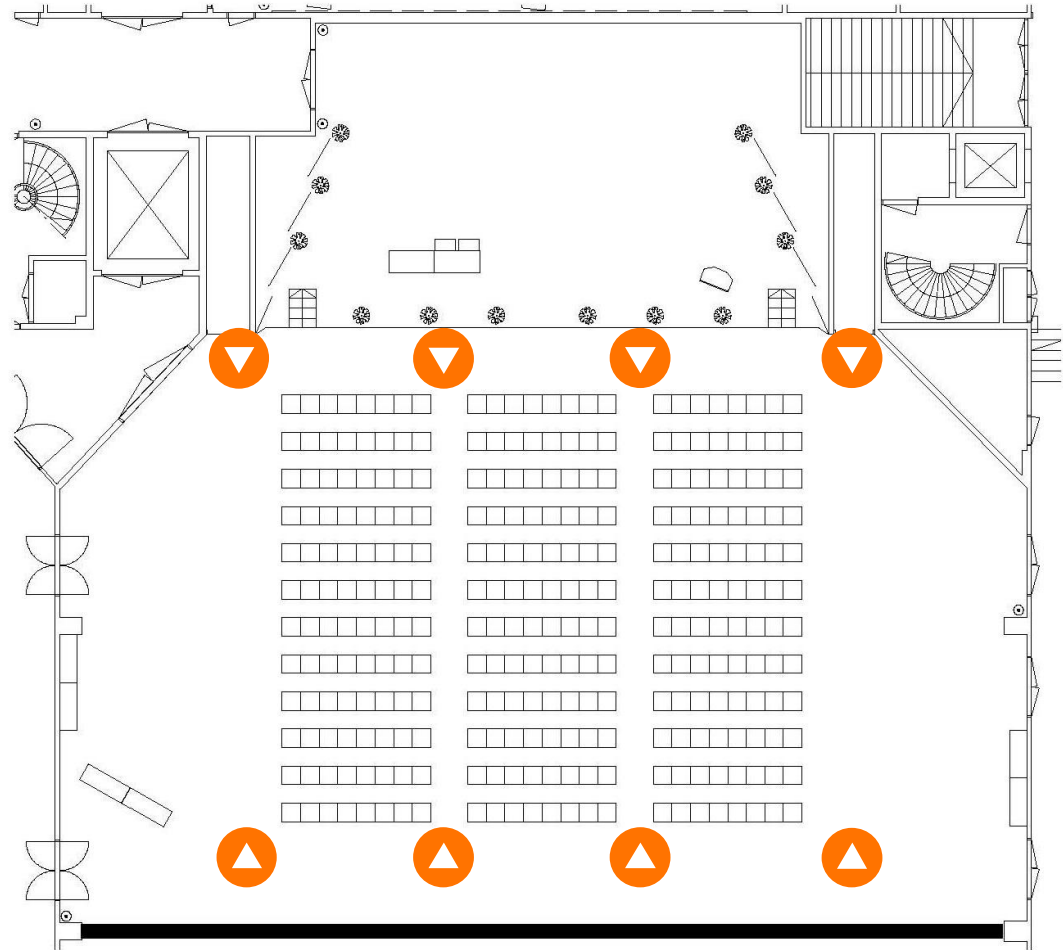


**WÄRTSILÄ**



# Voting

The voting slips will be collected in the following order:



# Voting slip

**WÄRTSILÄ** ÄÄNLIPPU NRO RÖSTSEDEL NR  
 YHTIÖKOKOUS BOLAĞSSTÄMMA 15.03.2004  
 Osakkeenomistaja Airtellogari

Edustaja Ombud:

Avustaja Sitokse:

	Osakkeita Aktier	Äänit Röster
Seri A Serie A	0	0
Seri B Serie B	100	100
Osake ja äänimäärä yhteensä Aktie- och röstantal sammanlagt	100	100

**WÄRTSILÄ** ÄÄNESTYS OMRÖSTNING 6  
 YHTIÖKOKOUS BOLAĞSSTÄMMA 15.03.2004  
 Kännsettu ehdotus: Omförelse förslag

A000000000  
 B0000000100  
 OS000000100  
 AA000000100

**WÄRTSILÄ** ÄÄNLIPPU NRO RÖSTSEDEL NR  
 YHTIÖKOKOUS BOLAĞSSTÄMMA 15.03.2004  
 Osakkeenomistaja Airtellogari

Edustaja Ombud:

Avustaja Sitokse:

	Osakkeita Aktier	Äänit Röster
Seri A Serie A	0	0
Seri B Serie B	100	100
Osake ja äänimäärä yhteensä Aktie- och röstantal sammanlagt	100	100

**WÄRTSILÄ** ÄÄNESTYS OMRÖSTNING 5  
 YHTIÖKOKOUS BOLAĞSSTÄMMA 15.03.2004  
 Kännsettu ehdotus: Omförelse förslag

A000000000  
 B0000000100  
 OS000000100  
 AA000000100

**WÄRTSILÄ** 4 OMRÖSTNING 4  
 YHTIÖKOKOUS BOLAĞSSTÄMMA 15.03.2004  
 Kännsettu ehdotus: Omförelse förslag

A000000000  
 B0000000100  
 OS000000100  
 AA000000100

**WÄRTSILÄ** 3 OMRÖSTNING 3  
 YHTIÖKOKOUS BOLAĞSSTÄMMA 15.03.2004  
 Kännsettu ehdotus: Omförelse förslag

A000000000  
 B0000000100  
 OS000000100  
 AA000000100

**WÄRTSILÄ** 2 OMRÖSTNING 2  
 YHTIÖKOKOUS BOLAĞSSTÄMMA 15.03.2004  
 Kännsettu ehdotus: Omförelse förslag

A000000000  
 B0000000100  
 OS000000100  
 AA000000100

**WÄRTSILÄ** 1 OMRÖSTNING 1  
 YHTIÖKOKOUS BOLAĞSSTÄMMA 15.03.2004  
 Kännsettu ehdotus: Omförelse förslag

A000000000  
 B0000000100  
 OS000000100  
 AA000000100



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