

Wärtsilä Italia S.p.A.

Capital Markets Day

Trieste 31 May 2005

Wärtsilä Italia S.p.A. - Trieste factory



- Factory total area 550,000 sq. m
- Covered area 150,000 sq. m



FIAT

Torino, founded 1905
FIAT 2-stroke engines



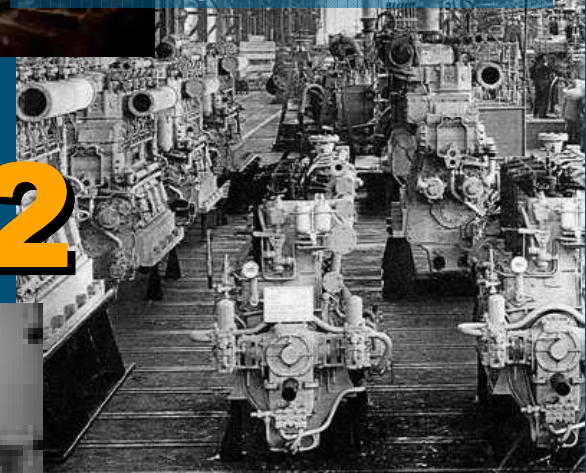
GMT

year 1972



ANSALDO

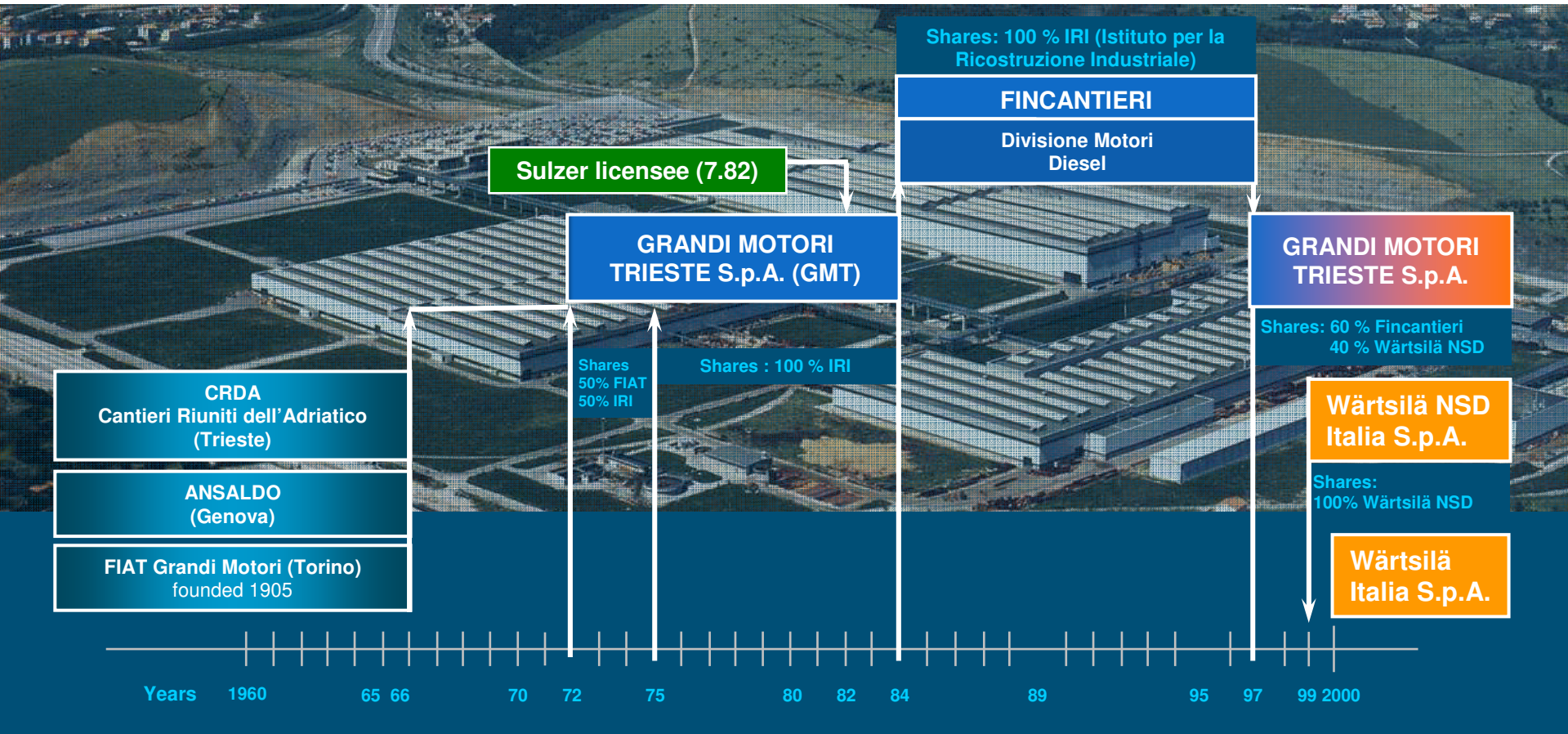
Genova, founded 1912
2-stroke engines
Burgmeister licence



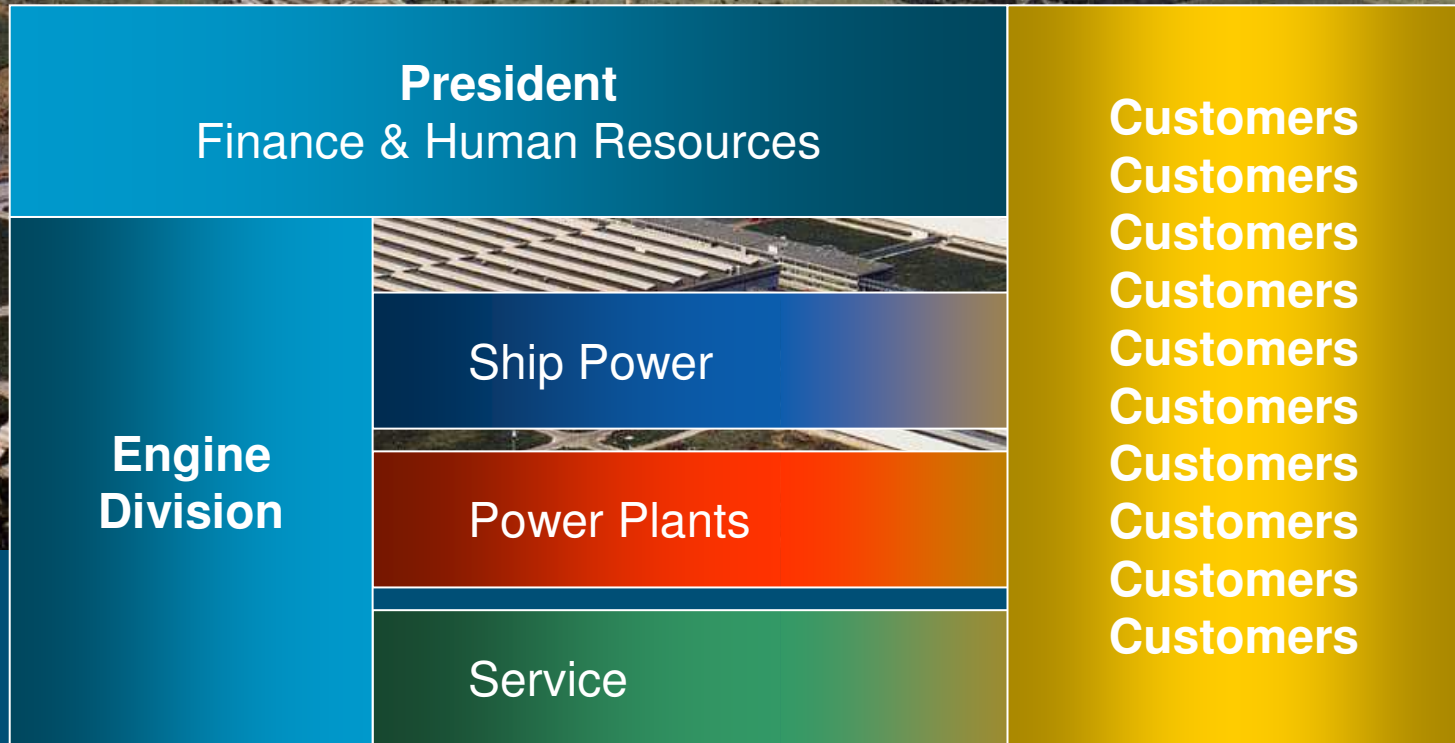
C.R.D.A.

Trieste, founded 1907
2-stroke engines
Sulzer licence

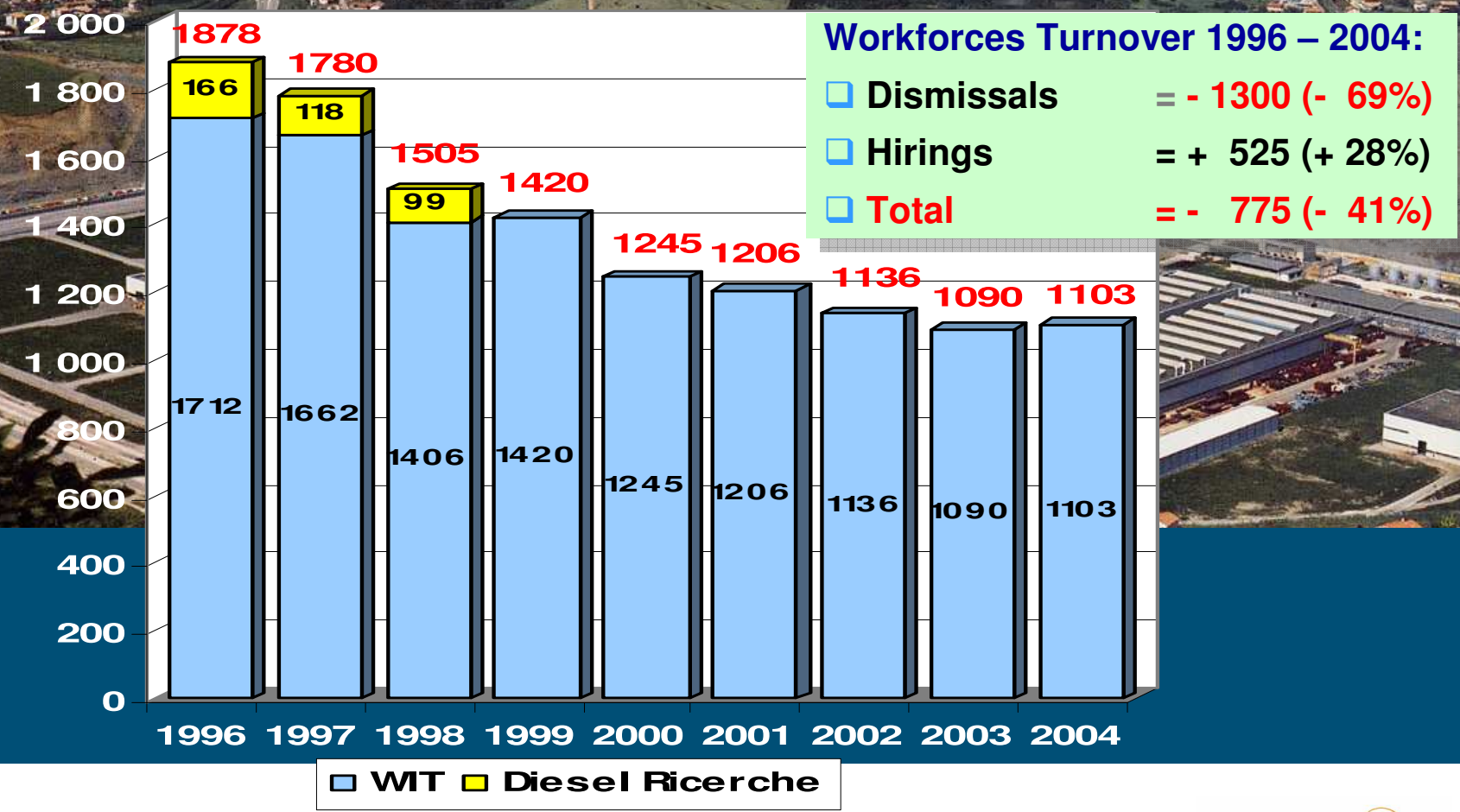
GMT / WIT historical diagram



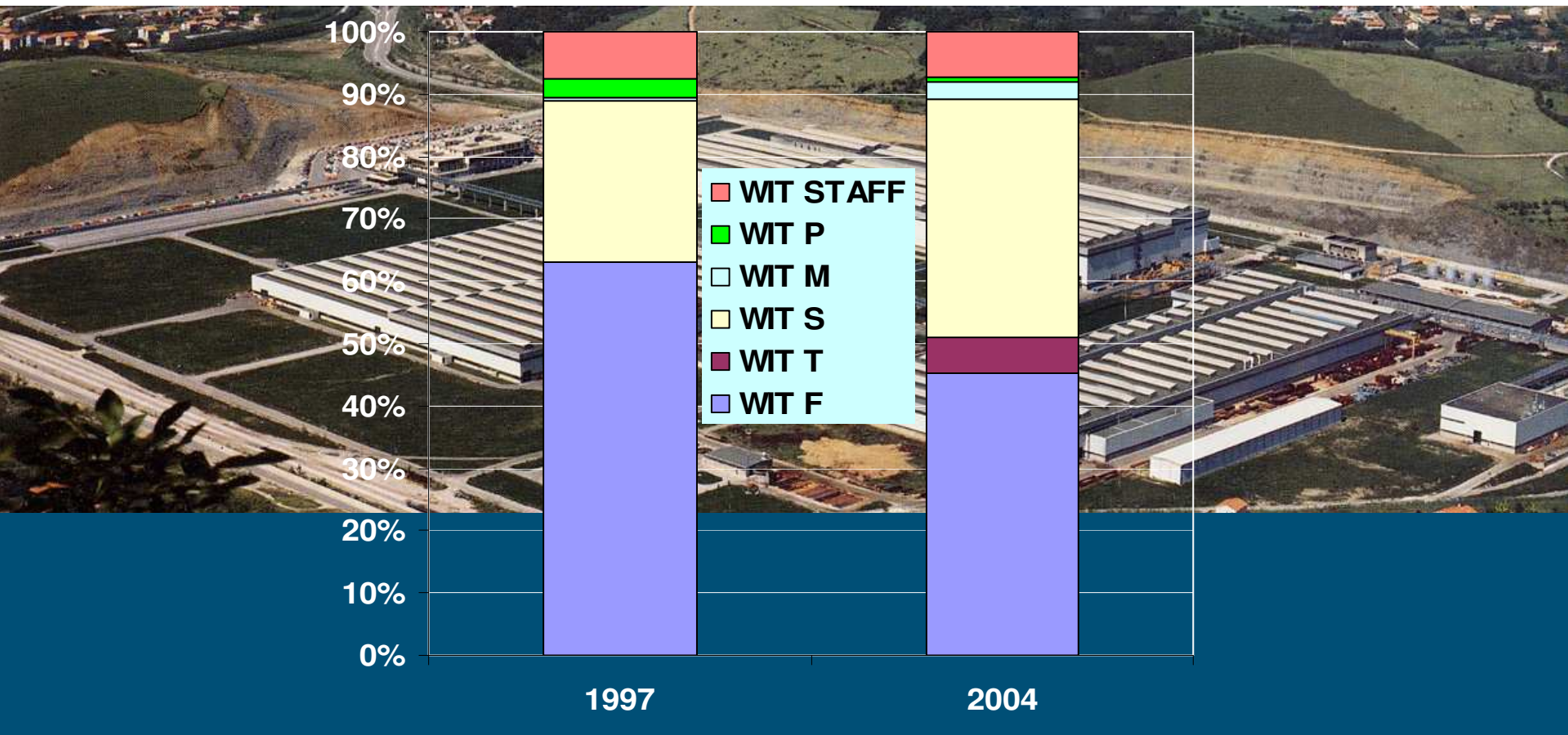
Wärtsilä Italia - way of working



WIT Workforces on book



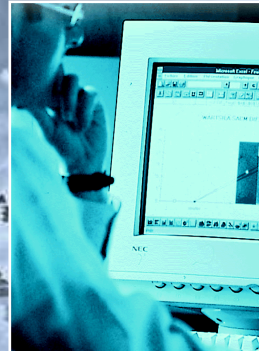
WIT Personnel per BU 1997 - 2004



- Project Management for Italian Customers and Engineering for 4-strokes as well as Navy projects
- Sales and pre-engineering support to Italian owners and shipyards, Account Management for Fincantieri
- Maintain technical data, product and application expertise for our strategic products W26, W38, ZA40S and W64 engines
- Business Support Centre for Navy projects world-wide

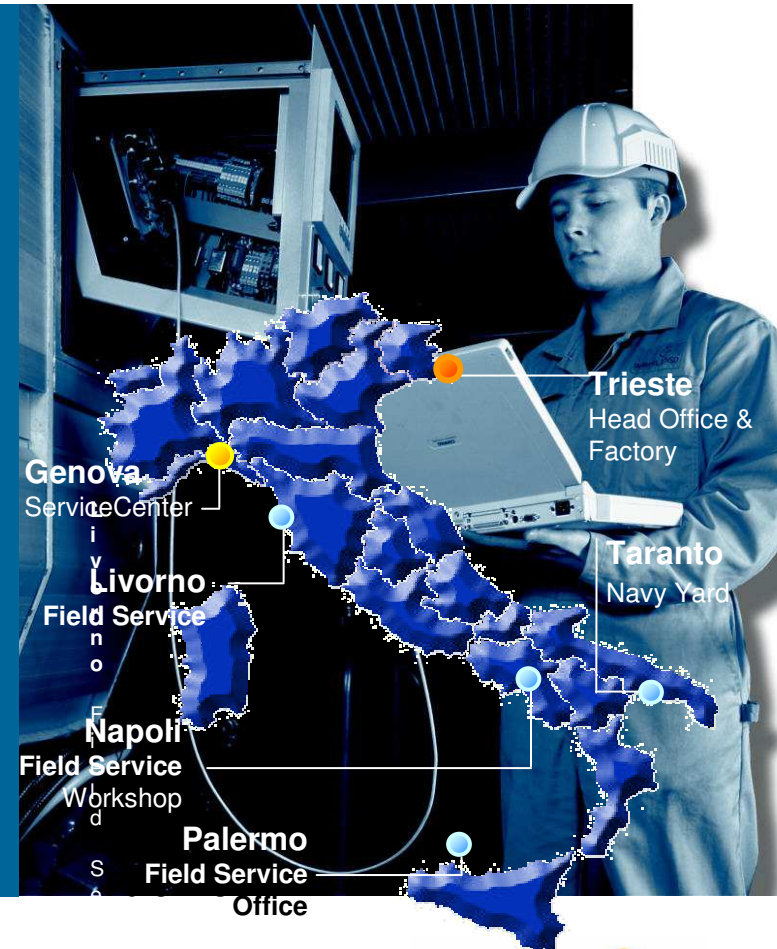


- Wärtsilä power generation solutions in ITALY for land based power plants
- WIT Power markets and sells:
 - Power generation equipment
 - Power generation systems
 - Turnkey power plants
 - Power generation operation and services
- Solutions are based on Wärtsilä prime movers for power plants from 1 MW up to 300 MW



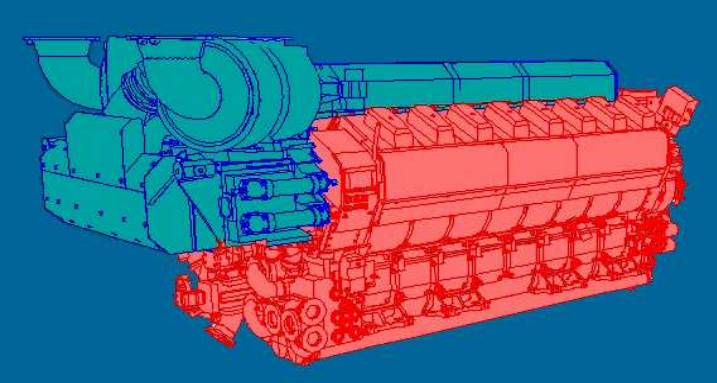
WIT Service mission:

- Service and reconditioning in Italy for Ship machinery, Power Plants and Navy.
- Support customers' business for several engine brands in key ports with long-term service contracts, operations & maintenance contracts and training activities.
- Support world-wide the products of the Company W26-26X, W38B, W64, ZA40S, ZA50 and GMT engines



Product engineering has the responsibility for:

- development and product support for Wärtsilä W64, W46&W50DF, W38B, W26 engines
- design of special features:
 - Testing of 18V50DF Dual-Fuel engine
 - Common Rail for W38B
 - Combustion Air Saturation System for NO_x reduction
 - Micro-emulsion for ZA40S for smoke and NO_x reduction
- laboratory tests for the above engines & systems:
 - Total 16 test beds: 8 for big engines, 8 for small engines (<900 kW)
 - Gas availability



Delivery Centre Trieste

WIT Factory is focused on :

- W64
 - W46 & W50DF
 - W38B
 - W26
 - Sulzer ZA40 (only repeated orders)
-
- Medium-speed engine components
 - Engines/components back-up factory for other Wärtsilä units in case of peak- loads.



WIT Factory: Delivered MW 1990-2005



Exhaust gas system with silencers for MS engines



**Environmental Management System Certificate
UNI EN ISO 14001: 1996**

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