

# Services - strong growth through broader offering

Group Vice President, Services Tage Blomberg

Capital Markets Day, 16 June 2006

WÄRTSILÄ SERVICE

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WÄRTSILÄ SERVICES



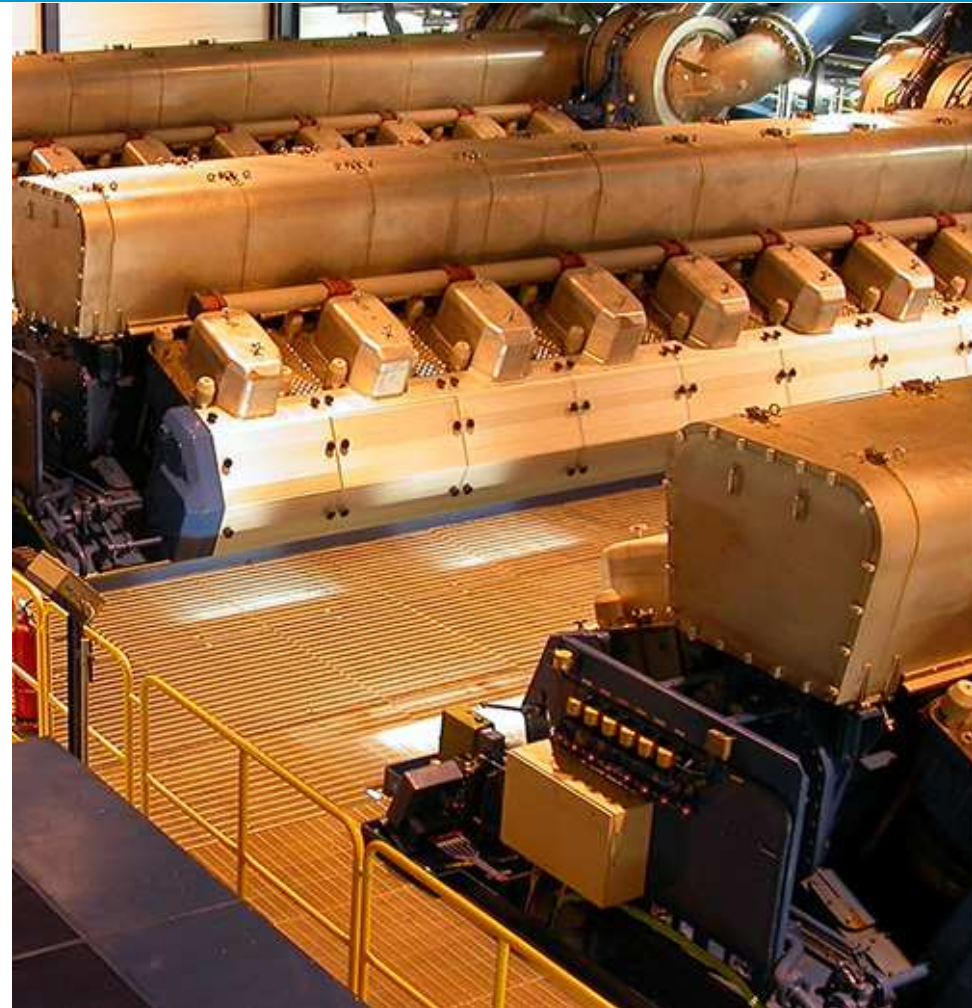
- **Ship services**
- **Power & Industrial services**
- **Engine services**
- **Propulsion services**
- **Automation services**
- **Reconditioning services**
- **Training services**
- **Operations & Management**



- Our Ship Services provide maintenance and repair services for ships equipment:
  - In-situ machining
  - Repair and retrofit
  - Hull repair and rebuilding
  - Equipment service:
    - Boilers
    - Heat exchangers
    - Pumps
    - Hydraulic equipment



- Our Power & Industrial Services provide maintenance and repair services:
  - Repair, retrofit and rebuild
  - Fuel conversions
  - Environmental solutions
  - Equipment service:
    - Boilers
    - Heat exchangers
    - Pumps
    - Hydraulic equipment



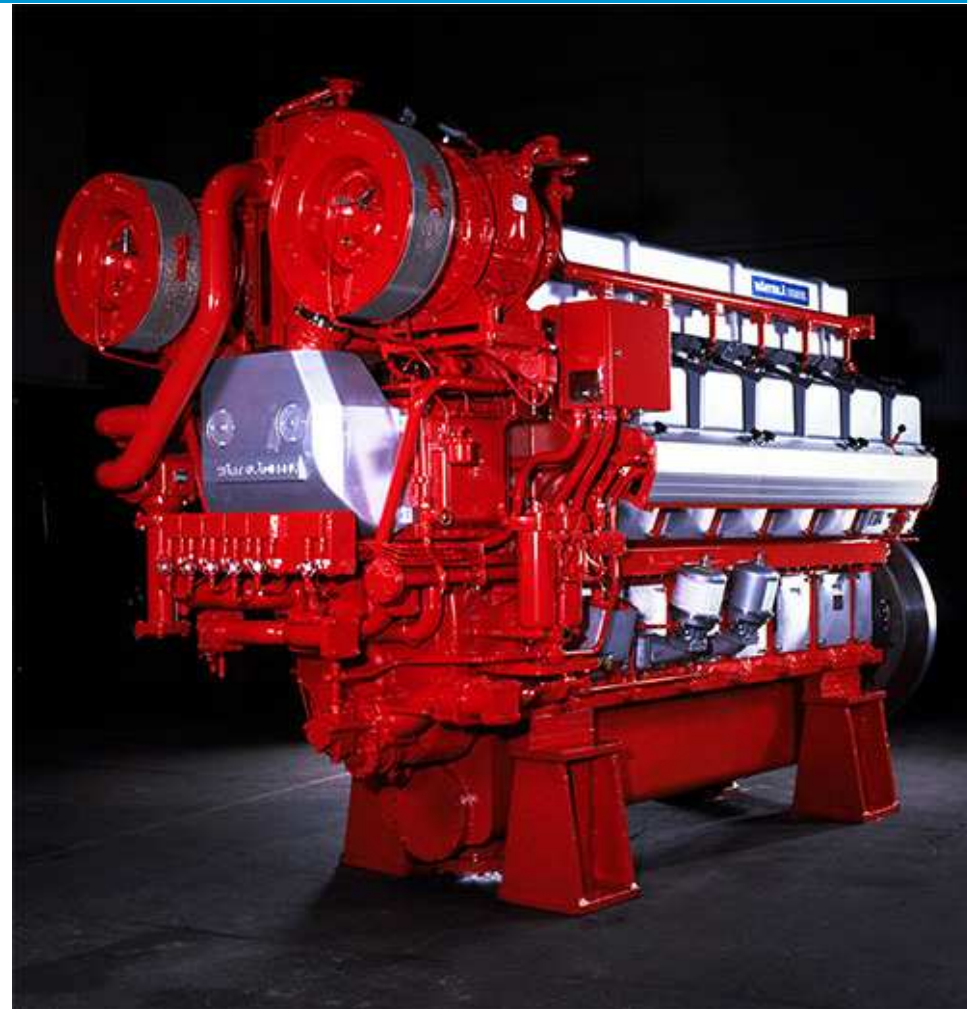


- We provide complete engine and related systems services globally covering both Wärtsilä and other engine makes.
- Our OEM services include:
  - Basic support
  - Operation support
  - Performance optimizers
  - Repair services
  - Environmental solutions
  - Online support



# Engine services – OEM brands

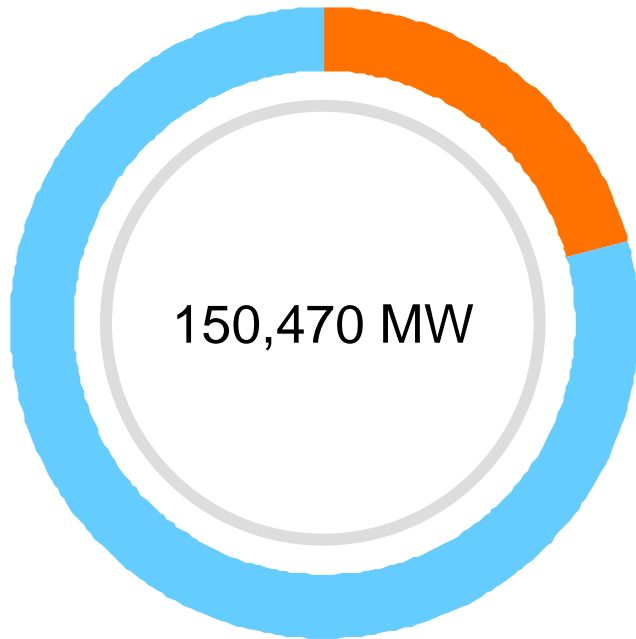
- Our OEM brands include:
  - Wärtsilä
  - Sulzer
  - DEUTZ marine engines
  - Nohab Diesel
  - Wärtsilä Diesel
  - GMT
  - Wichmann
  - SACM
  - Stork SW Diesel
  - Moteurs Duvant Crepelle
  - Nordberg
  - Poyaud
  - Bolnes



# Active engine base 150 GW

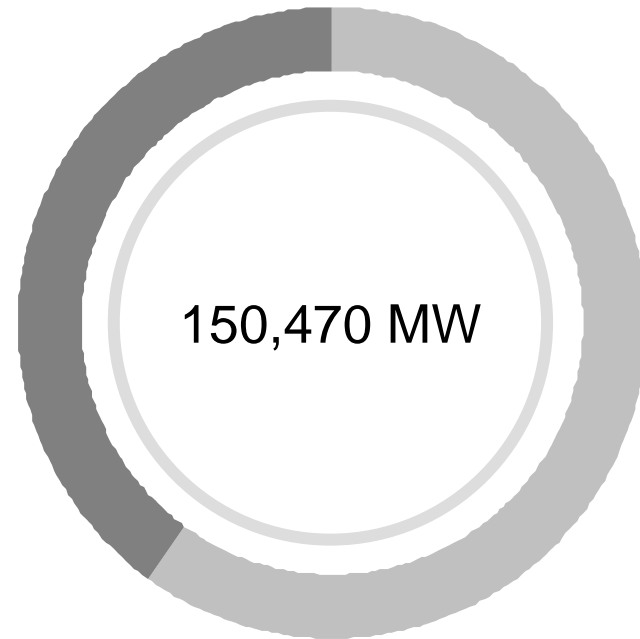
**Ship Power**  
79.2%

**Power Plants**  
20.8%



**Low-speed**  
44%

**Medium-speed**  
56%







- We provide complete propulsion systems services globally covering both Wärtsilä and other makes.
- Our OEM services include:
  - Basic support
  - Operation support
  - Performance optimizers
  - Repair services
  - Online support

# Propulsion services – underwater repair



- Service, repair and design engineering for:
  - Power, diesel electric propulsion, steam and gas turbines and vessel automation systems
  - Electrical systems
  - Control and automation systems
  - Switchboards and control desks
  - LNG/FPSO conversions

**New**





- Service, repair and design engineering for:
  - Installation and commissioning
  - Maintenance
  - Repair
  - Reconditioning
  - Turn-key projects management



- Expertise acquired from:



**AKER KVÆRNER™**



## Ciserv products & services

- Workshop services
- Control and automation services
- Switchboards
- Field service
- In-situ balancing
- Site audits

## Gerhardt products & services

- **Solutions for:**
  - Engines and turbines
  - Lubrication systems
  - Control systems
  - Ignition systems
  - Starting systems
  - Turbochargers
- **Services:**
  - Maintenance, repair and reconditioning
  - Retrofit and engineering
  - Software and programming
  - Field service and training

## Total Automation products & services

- Technical sales
- Whessoe
- Control panels
- Gauging systems
- On-shore service
- Voyage repair
- Commissioning
- Design and engineering

## Aker Kvaerner products & services

- Power drive
- Electric propulsion
- H-M-L Voltage Equipment and UPS
- Control systems
- Vessel automation
- Design and analysis



# Automation services – FPSO conversion projects



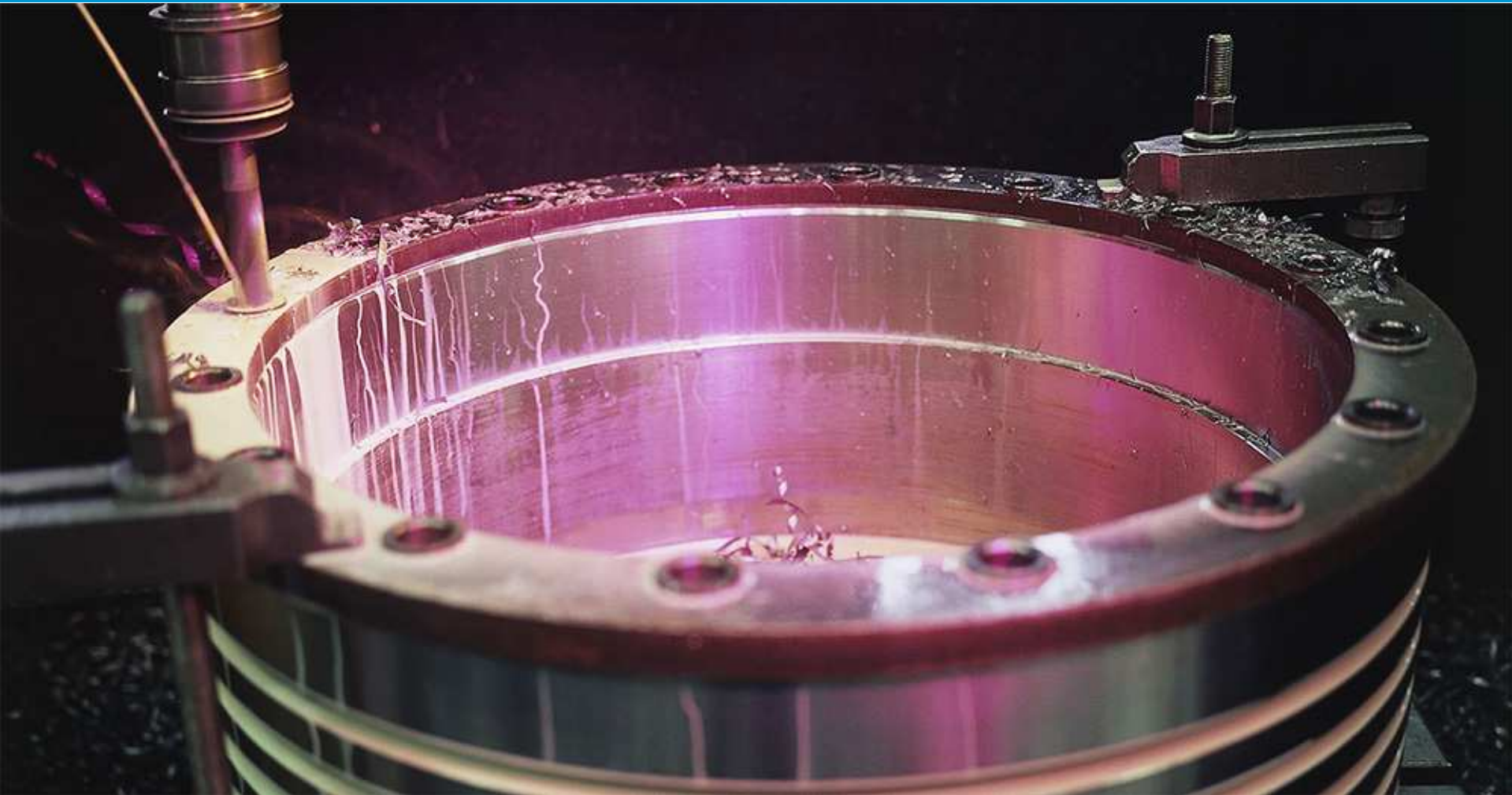
# Reconditioning services



- Equipment reconditioning & reconditioning of 2-stroke and 4-stroke engine components.
- Achieve maximum service life of equipment and components.
- Cost effective reconditioning methods applying the latest technology.
- Exchange pool services with reconditioned components directly from our global stocks.



# Reconditioning services – components







- Wärtsilä Land & Sea Academy (WLSA)
- Global training centres in Philippines, Finland and USA
- Training programmes cover operation, maintenance and safety issues, competence and career management systems.
- WLSA partnering with specialist training providers
- More than 15,700 course man-days/year
- Advanced e-learning systems

# Training services – Competence & Career management



- Complete solutions for:
  - Professional Career Path (PCP) planning
  - Competence tracking services
  - Utilizing human capital and management systems

# Operations & Management

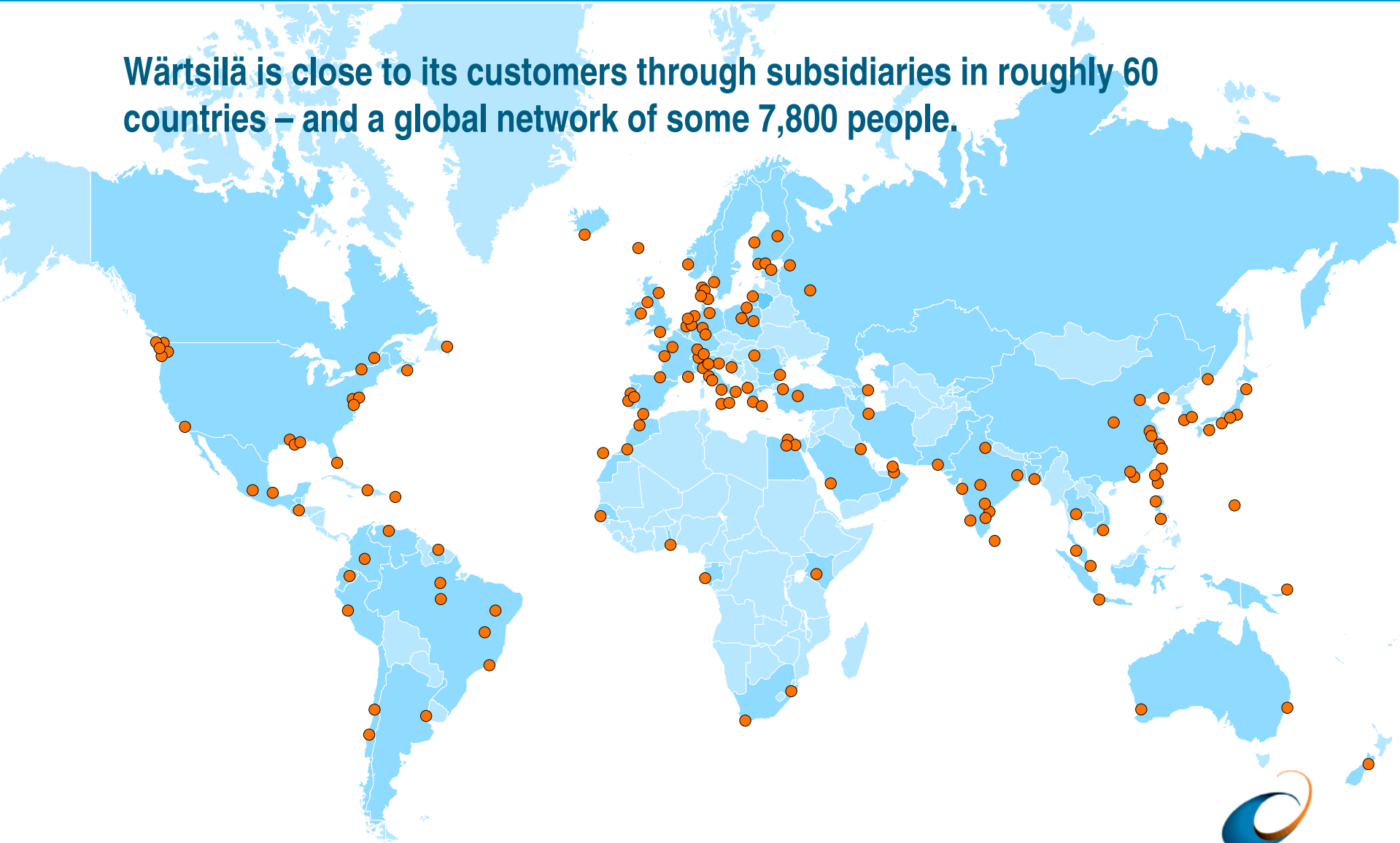


- Wärtsilä manages all aspects of operating an installation including administrative, financial, human resources and technical.
- An O&M agreement focuses on performance, profitability and maximizing equipment lifetime and frees owners to concentrate on their core business.
- Wärtsilä currently operates 150 plants with an aggregated output of some 2,800 MW.



# Worldwide service network

Wärtsilä is close to its customers through subsidiaries in roughly 60 countries – and a global network of some 7,800 people.



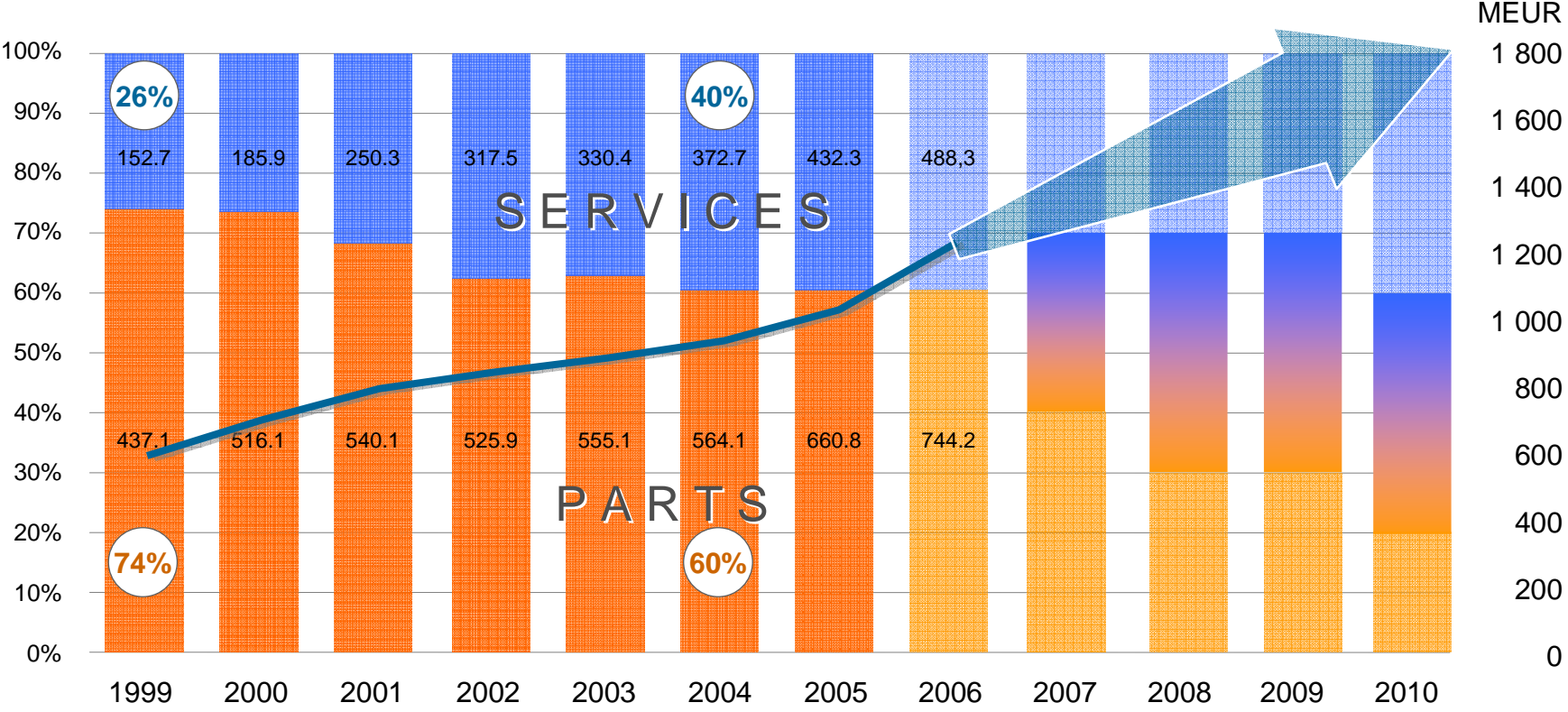


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**Globally**

# Services Direction 2006 – 2010





Thank You!

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**WÄRTSILÄ**