# Interim Report

JANUARY-SEPTEMBER 2004





### INTERIM REPORT JANUARY-SEPTEMBER 2004 WÄRTSILÄ CORPORATION

Highlights of third quarter 7-9/2004:

- The order intake grew 7.7% on the same period in 2003.
- Net sales decreased 8.2%.
- The operating margin reached 6.0% (4.3) for the Group, for Power Businesses 6.1% (4.7) and for Imatra Steel 4.7% (-2.1). Highlights of the reporting period 1-9/2004:
- The order intake grew 25.2% to EUR 2,075.4 (1,658.1) million.
- Net sales rose 1.6% to EUR 1,662,0 (1,635.4) million.
- Operating income was EUR 162,0 (47.2) million, which included a one-time capital gain of EUR 107.7 million on the sale of Assa Abloy shares.
- The Power Businesses' operating income was EUR 43.3 (49.2) million and operating margin 2.9% (3.3).
- Imatra Steel's operating income was EUR 11.0 (-1.9) million and operating margin 6.2% (-1.3).
- The Group's earnings per share (EPS) were EUR 1.83 (0.40).
- The order book was on a good level.

Financial outlooks for the Power Businesses and Imatra Steel for full year remains unchanged.

WÄRTSILÄ GROUP IN BRIEF							
EUR mill.	7-9/2004	7-9/2003	1-9/2004	1-9/2003	2003		
Net sales	559.0	608.7	1,662.0	1,635.4	2,357.5		
Operational EBITA <sup>1</sup>	40.0	32.8	74.4	71.8	127.0		
Operational EBIT	33.4	26.1	54.3	51.7	100.0		
Non-recurring costs & income			107.7	-4.5	-118.5		
Operating income	33.4	26.1	162.0	47.2	-18.4		
Result before taxes	31.7	19.3	161.2	-34.9	34.4		
EPS, EUR	0.29	0.27	1.83	0.40	-0.66		

<sup>&</sup>lt;sup>1</sup> EBITA is the operating income before amortization of goodwill on consolidation.

#### GROUP NET SALES AND RESULT

Wärtsilä Group's net sales for the reporting period 1-9/2004 rose 1.6% compared to the first nine months of 2003. The Group's operating income totalled EUR 162.0 (47.2) million, which included a one-time capital gain of EUR 107.7 million on the sale of Assa Abloy shares during the first quarter. The operating income of the Power Businesses amounted to EUR 43.3 (49.2) million. Imatra Steel's EBIT was EUR 11.0 (-1.9) million. Imatra Steel's result in 2003 was burdened by a EUR 4.5 million writedown on fixed assets.

Net financial items were EUR -0.8 (-12.3) million owing to low gearing, higher dividend income compared to last year and a strong cash flow. The Group's result before taxes was EUR 161.2 (34.9) million. Earnings per share (EPS) were EUR 1.83 (0.40).

#### CAPITAL EXPENDITURE AND CASH FLOW

Capital expenditure in the reporting period amounted to EUR 43.9 (41.7) million. Cash reserves at the close of the period totalled EUR 144.0 (109.1) million. Net interest-bearing loan capital was EUR 185.9 (464.6) million. Cash flow after operating activities increased to EUR 89.6 (62.6) million due to the of good performance and favourable development in working capital during the third quarter.

The solvency ratio stood at 41.6% (37.3) and gearing was 0.22 (0.58).

#### STRUCTURAL DEVELOPMENT OF THE GROUP

Personnel consultations on discontinuing manufacturing at Turku, Finland and Mulhouse, France were completed in March. In August Wärtsilä sold the product rights of the high-speed Wärtsilä 200 and 220 product family that was produced in Mulhouse. Divestment of the French production unit is also under negotiations. The restructuring continued as planned.

In May Wärtsilä established Ciserv Korea Ltd, a Ciserv group company, in Korea. In June Wärtsilä acquired two Dutch marine electrotechnical repair and service companies, which were renamed Cisery Europoort BV.

Wärtsilä-CME Zhenjiang Propeller Co Ltd, the joint venture company set up by Wärtsilä and China State Shipbuilding Corporation (CSSC) to manufacture propellers in China, started operating at the beginning of June. The cooperation and production has started well.

Wärtsilä has increased its holding in Japan Marine Technologies Co Ltd from 93.9% to 99.3%. The investment in the shares was altogether EUR 3.9 million.

In June Wärtsilä decided to outsource the global maintenance and support of its information technology applications. The decision underpins the company's aim to enhance operational efficiency.

GROUP NET SALES BY BUSINESSES								
EUR mill.	7-9/2004	7-9/2003	Change%					
Power Businesses	505.1	568.4	-11.1%					
Imatra Steel	54.2	40.6	33.5%					
Internal net sales	-0.3	-0.3						
Total	559.0	608.7	-8,2%					
EUR mill.	1-9/2004	1-9/2003	Change%	2003				
Power Businesses	1,485.4	1,484.9	0.0%	2,155.8				
Imatra Steel	177.3	151.1	17.3%	202.7				
Internal net sales	-0.7	-0.6		-1.0				
Total	1,662.0	1,635.4	1.6%	2,357.5				

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GROUP OPERATING INC	COME BA B	SUSINESSES	
EUR mill.	7-9/2004	7-9/2003	
Operational EBIT,			
Power Businesses	30.9	26.9	
Imatra Steel	2.5	-0.8	
Group operational EBIT	33.4	26.1	
EUR mill.	1-9/2004	1-9/2003	2003
Operational EBIT,			
Power Businesses	43.3	49.2	95.0
Imatra Steel	11.0	2.6	5.1
Group operational EBIT	54.3	51.7	100.0
Nonrecurring costs,			
Power Businesses			-130.0
Imatra Steel		-4.5	-4.4
Capital gains	107.7 <sup>1</sup>		15.92
Group operating income	162.0	47.2	-18.4

<sup>&</sup>lt;sup>1</sup> Assa Abloy shares

<sup>&</sup>lt;sup>2</sup> Polar shares

POWER BUSINESSES: Ship Power, Service and Power Plants						
EUR mill.	7-9/2004	7-9/2003	Change%			
Net sales	505.1	568.4	-11.1%			
Operating income	30.9	26.9	14.7%			
% of net sales	6.1%	4.7%				
Order intake	598.4	555.8	7.7%			
EUR mill.	1-9/2004	1-9/2003	Change%	2003		
Net sales	1,485.4	1,484.9	0.0%	2,155.8		
Operating income	43.3	49.2		$-35.0^{1}$		
% of net sales	2.9%	3.3%		-1.6%		
Order intake	2,075.4	1,658.1	25.2%	2,148.7		
Order book, end of period	1,870.3	1,405.1	33.1%	1,245.0		

<sup>&</sup>lt;sup>1</sup>Year 2003 includes restructuring provision of EUR 130 million.

#### **POWER BUSINESSES**

The third-quarter profitability of the Power Businesses rose clearly due to the efficiency improvements and high activity level of the Group. The operating income of the Power Businesses was 6.1% (4.7) of net sales. The operating income for the whole nine-month period totalled EUR 43.3 million (49.2). The operating margin was 2.9% (3.3). The volume of new orders received during the nine-month period was 25.2% higher than in the comparable period, demand being good in all sectors.

Ship Power				
EUR mill.	7-9/2004	7-9/2003	Change%	
Net sales	131.0	194.4	-32.6%	
Order intake	165.0	127.5	29.4%	
EUR mill.	1-9/2004	1-9/2003	Change%	2003
Net sales	429.1	509.5	-15.8%	686.1
Order intake	560.3	487.6	14.9%	626.4
Order book, end of period	736.0	640.5	14.9%	606.8

#### Ship Power business

The order intake of the Ship Power Business grew significantly during the third quarter and was 29.4% higher than in the comparable period. The increase during the reporting period was 14.9%. The order book has improved during the whole year. Activity was lively in the markets of importance to Wärtsilä.

Wärtsilä gained significant new orders in Poland and China. In Poland Wärtsilä was contracted to supply for four vessels total packages consisting of medium-speed main and auxiliary engines, propellers including seal protection systems and efficiency rudders. The Chinese order also included a complete integrated propulsion system and auxiliary power based on main and auxiliary engines, reduction gears and controllable pitch propellers. In September Wärtsilä launched a range of Wärtsilä Auxpac generating sets. The launch resulted immediately in orderintake growth, with over 50 units ordered at Chinese shipyards during the third quarter.

In the low-speed sector Wärtsilä gained a large amount of RTflex engine orders during September.

Service				
	7-9/2004	7-9/2003	Change%	
Net sales, EUR mill.	228.3	218.7	4.4%	
	1-9/2004	1-9/2003	Change%	2003
Net sales, EUR mill.	683.5	653.3	4.6%	885.5
Personnel, end of period	6,303	5,938	6.1%	5,993
Service agreements, MW	9,611	9,780	-1.7%	9,629
O&M agreements, MW	2,596	2,215	17.2%	2,289

#### Service business

Service net sales grew 4.4% during the third quarter. The increase in net sales for the whole reporting period was 4.6% compared to the same period last year. Wärtsilä has approximately 150 operations and maintenance (O&M) agreements for power plants worldwide covering now almost 2,600 MW, an increase of 17.2% compared to last year. Long-term service and O&M agreements cover more than 12,000 MW, or over 9% of Wärtsilä's active engine base (130 GW).

During 2004 Wärtsilä has signed 30 O&M agreements, of which a third are renewed agreements. Wärtsilä signed new O&M agreements for nine power plants during the third quarter. One O&M agreement was also signed for a marine offshore vessel. Sales of spareparts and service for 2-stroke engines continued to grow.

Wärtsilä now has nine Ciserv companies at strategic maritime locations around the world. The aquisitions of the Dutch service companies in June further strengthens Wärtsilä's special competence in the repair and maintenance of Marine electronical equipments. The development of the Ciserv brand continues.

Power Plants				
EUR mill.	7-9/2004	7-9/2003	Change%	
Net sales	144.0	153.7	-6.3%	
Order intake	175.6	203.7	-13.8%	
Order intake MW				
HFO	337	484	-30.2%	
gas	157	75	109.2%	
BioPower, MWth	31	0		
EUR mill.	1-9/2004	1-9/2003	Change%	2003
Net sales	368.9	316.3	16.6%	577.5
Order intake	807.8	504.6	60.1%	639.3
Order intake MW				
HFO	1,412	1,017	38.8%	1,249
gas	442	158	179.9%	219
BioPower, MWth	74	128	-42.2%	133
Order book, end of period	808.7	462.9	74.7%	357.2

#### Power Plants business

Net sales of the Power Plants business weakened slightly during the third quarter but grew during the reporting period compared with the same periods last year. The order intake weakened during the third quarter compared with the same period last year. Success in the gas power plant market continued. The order book at the close of the period, EUR 808.7 million, was at a record high level and double that of the level at the end of 2003. The historically

## WÄRTSILÄ GROUP UNAUDITED

INCOME STATEMENT				FINANCIAL ANALYSIS			
EUR mill.	1-9/2004	1-9/2003	2003	EUR mill.	1-9/2004	1-9/2003	2003
Net sales	1,662.0	1,635.4	2,357.5	Cash flow from operating activities			
Other operating income	119.5	17.1	37.9	Operating result	162.0	47.2	-18.4
Expenses	-1,548.0	-1,523.4		Depreciations and write downs	71.7	81.6	156.0
Depreciation and write downs	-71.7	-81.6	-156.0	Selling profit and loss of fixed			
Share of profits/losses in				assets and other adjustments	-111.1	-6.8	-22.7
associated companies	0.2	-0.3	0.0	Changes in working capital	-2.2	-15.8	96.2
Operating income	162.0	47.2	-18.4	Cash flow from operating activities			
Financial income and expenses	-0.8	-12.3	-15.9	before financial items and taxes	120.5	106.1	211.1
Result before taxes	161.2	34.9	-34.4	Net financial income and expense	S		
Income taxes <sup>1</sup>	-49.7	-10.5	-4.0	and paid income taxes	-30.9	-43.5	-19.0
Minority interests	-0.6	-0.4	-0.9	Cash flow from operating activities	(A) 89.6	62.6	192.1
Result of the financial period	111.0	24.0	-39.3				
<sup>1</sup> Taxes calculated on the profit fo	r the period.			Cash flow from investing activities:			
				Investments in tangible and			
BALANCE SHEET				intangible assets	-29.5	-31.0	-62.8
EUR mill. 30	Sept. 2004 30	Sept. 2003	2003	Investments in shares and acquisit	ions -7.4	-1.2	-2.6
Fixed assets	821.9	949.4	887.3	Proceeds from sale of shares	130.3	8.3	7.5
Current assets				Cash flow from other investing act	ivities 13.5	10.9	35.7
Inventories	610.2	619.5	555.5	Cash flow from investing activities		-13.0	-22.2
Receivables	749.2	778.6	790.1	, and the second			
Cash and bank balances	144.0	109.1	150.0	Cash flow from financing activities	:		
Total	2,325.4	2,456.6	2,382.9	Issuance for share capital <sup>1</sup>	24.6	1.0	1.4
Share capital	216.0	208.7	208.8	New long-term loans	30.0	181.4	303.0
Other shareholders' equity	651.4	661.7	595.8	Amortisation and other changes to	)		
Minority interests	7.7	6.2	6.1	long-term loans	-40.9	-303,1	-337.0
Provisions	202.6	122.0	235.1	Paid dividends	-45.0	-104.3	-104.6
Long-term liabilities	304.3	239.0	327.2	Changes in short-term loans and			
Current	943.4	1,219.0	1,009.9	other financing activities	-171.3	98.7	-68.6
Total	2,325.4	2,456.6	2,382.9	Cash flow from financing activities	(C)-202.5	-126.3	-205.8
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GROSS CAPITAL EXPENDITUI	RE			Change in liquid funds (A+B+C),			
EUR mill.	1-9/2004	1-9/2003	2003	increase(+)/decrease(-)	-6.0	-76.7	-35.9
Investments in securities and acc	quisitions			I to did founds at his observer of most of	1500	105.0	105.0
Power Businesses	7.4	1.2	2.6	Liquid funds at beginning of period		185.8	185.8
Other investments				Liquid funds at end of period <sup>1</sup> Conversion of subordinated deber	144.0	109.1	150.0
Power Businesses	32.2	31.3	51.2	Conversion of Subordinated deber	ntures.		
Imatra Steel	4.3	9.2	11.6				
Group	43.9	41.7	65.4	PERSONNEL			
				On average	1-9/2004	1-9/2003	2003
INTEREST-BEARING LOAN CA	APITAL			Power Businesses	11 086	10 972	10 976
EUR mill. 30	Sept. 2004 30	Sept. 2003	2003	Imatra Steel	1 217	1 349	1 317
Long-terms liabilities	270.7	197.9	288.2	Group	12 303	12 321	12 293
Current liabilities	68.8	374.9	208.6	Personnel, end of period	12 380	12 154	12 110
Convertible subordinated debent	ures	27.9	27.5				
Loan receivables	-9.6	-26.9	-21.2	CONTINGENT LIABILITIES			
Cash and bank balances	-144.0	-109.1	-150.0		Sent 2004	30 Sept. 2003	2003
Net	185.9	464.6	353.2	Mortgages	43.2	52.1	51.7
				Chattel mortgages	30.9	34.6	32.5
FINANCIAL RATIOS	1-9/2004	1-9/2003	2003	Total	74.1	86.7	84.2
Earnings per share, EUR	1.83	0.40	-0.66	Guarantees and contingent liabilitie		00.7	04.2
Diluted earnings per share, EUR		0.40	-0.00	on behalf of the company	240.6	253.2	258.9
Book value of equity /share EUR		14.13	13.03		240.0		230.9
Solvency ratio 1, %	41.6	37.3	35.0	-on behalf of assoc. companies	22.2	1.1 40.2	E1 2
Solvency ratio 1, % Solvency ratio 2, % <sup>1</sup>		37.3	35.0 36.2	Leasing obligations	33.3 273.9		51.3
	41.6			Total	213.9	294.5	310.2
Gearing 1	0.22	0.58	0.48				
Gearing 2 <sup>1</sup>	0.22	0.53	0.43	NOMINAL VALUES OF DERIVAT	IVE INSTR	UMENTS	
<sup>1</sup> In year 2003 solvency ratio 2 an			quity	EUR mill.			closed
includes the convertible subordin	iateu debentur	es.		Interest rate swaps		0.0	160.0
				Foreign exchange forward contract			64.0
				Currency options, purchased		6.3	
				If all above instruments had been s			end of
				the period, the effect would be EU			
				,			

high order book was due considerably to the two power plants, with an aggregate value of EUR 361 million, ordered for Iraq in March. The most important orders received in the third quarter were placed in Africa and Asia. Wärtsilä also received a significant bioplant order from Central Europe.

#### Engine manufacture and technology

The new engine Wärtsilä 46F was launched in September. The target for the new engine is to further strengthen Wärtsilä's leading position within this power range. Wärtsilä's research and development activities have continued to focus on common rail and gas engine technology. Feedback from the market has been good.

The agreed restructurings have continued according to plan. The current order book and order intake during the past months will secure high capacity utilization.

Imatra Steel				
EUR mill.	7-9/2004	7-9/2003 CI	nange %	
Net sales	54.2	40.6	33.5%	
Operating income	2.5	-0.8		
% of net sales	4.7%	-2.1%		
EUR mill.	1-9/2004	1-9/2003 Cl	nange %	2003
Net sales	177.3	151.1	17.3%	202.7
Operating income	11.0	-1.9		0.7
% of net sales	6.2%	-1.3%		0.3%

#### **IMATRA STEEL**

Imatra Steel's net sales for the reporting period rose 17.3% compared to the same period last year, during which the Billnäs Spring Works was still part of Imatra Steel. The comparable growth in net sales during the period was 21.6%. The growth was a result of improvement in demand and to the fact that it was possible to pass on increased raw material costs to prices.

Operating income between January and September improved to EUR 11.0 (-1.9) million. Last year's result was burdened by a one-time EUR 4.5 million writedown of fixed assets (the comparable result in 2003 was EUR 2.6 million). The third-quarter result was EUR 2.5 (-0.8) million. The improvement in performance was attributable to the company's streamlining measures, improved demand and price increases. During the summer a significant maintenance investment was undertaken at the Kilsta forge.

Demand for special engineering steels continued strong with respect to both forgings and steels. Heavy truck production, in particular, have been continuously rising.

#### HOLDING IN ASSA ABLOY

During the first quarter Wärtsilä sold its entire holding of Assa Abloy AB (publ.) Series A shares, i.e. 10,546,425 shares, for SEK 116.50 per share, or SEK 1,228.7 million (EUR 133.3 million). Wärtsilä entered a capital gain of EUR 107.7 million on this sale.

Wärtsilä still owns 17,270,350 Assa Abloy B shares, or 4,7% of Assa Abloy's share capital. The market value of this holding at the end of June was EUR 174.3 million and its book value in the Group's balance sheet is EUR 41.8 million.

#### ANNUAL GENERAL MEETING

The Annual General Meeting, held on 15 March 2004, decided to pay a dividend of EUR 0.75 per share. The meeting decided that the company's Board of Directors would have seven members. The following were elected to the Board: Heikki Allonen, Göran J. Ehrnrooth, Risto Hautamäki, Jaakko Iloniemi, Antti Lagerroos, Bertel Langenskiöld and Paavo Pitkänen.

The firm of authorized public accountants KPMG Wideri Oy Ab was appointed as the company's auditors. The meeting also renewed the Board's authorizations to purchase and dispose of the company's own shares.

#### **BOARD OF DIRECTORS**

The Board elected Antti Lagerroos as its chairman and Göran J. Ehrnrooth as the deputy chairman. The Board decided to establish an Audit Committee and a Nomination and Compensation Committee. The Board appointed Antti Lagerroos chairman of the Audit Committee and its other members Heikki Allonen, Risto Hautamäki and Paavo Pitkänen. The Board appointed Antti Lagerroos chairman of the Nomination and Compensation Committee and its other members Göran J. Ehrnrooth and Jaakko Iloniemi.

#### MANAGEMENT

Lars Hellberg, (45), BSc (Eng.) was appointed Group Vice President, Engine Division, and a member of the Board of Management on 1 June 2004. He follows Sven Bertlin, who continues as Executive Vice President of the Group until his retirement at the end of the year.

#### OTHER EVENTS

Wärtsilä floated two convertible subordinated debentures in 1994 which together totalled EUR 117.7 million. Of the outstanding loan, EUR 27.5 million at the end of 2003, EUR 1.0 million was converted into Series A and B shares between January and March and EUR 23.6 million between 1 and 19 April 2004. The nonconverted balance, EUR 2.8 million, was repaid by the company on 3 May 2004. These conversions raised Wärtsilä's share capital by EUR 7,176,540. The share capital after the increase was EUR 215,951,442 and the total number of shares was 61,700,412 divided into 15,719,725 Series A shares and 45,980,687 Series B shares.

Varma Mutual Pension Insurance Company's holding of Wärtsilä votes decreased below 5%. The change was the result of the aforementioned share capital increase recorded in the Trade Register on 24 May 2004.

In April Fiskars Corporation raised its holding in Wärtsilä Corporation to 20.5% of the shares and 28.1% of the votes.

SHARES AND SHAREHOLDERS	1-9/2004	1-9/2003	2003
Turnover of shares on Helsinki Exchange	e 42.9%	33.8%	41.9%
Turnover of votes on Helsinki Exchange	19.9%	15.1%	20.2%
Turnover of shares on SEAQ	6.8%	1.1%	1.9%
Outside of Finland and nominee-register	ed 15.3%	8.1%	8.4%

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SHARES 30 September 2004						
	Series A	Series B	Total			
Number of shares	15,719,725	45,980,687	61,700,412			
Number of votes	157,197,250	45,980,687	203,177,937			

SHARE PRICE ON THE HELSINKI EXCHANGES						
1 January-30 September 200	4 High	Low	Average1	Amount		
	EUR	EUR	EUR	traded		
Series A	19.60	15.25	18.17	1.545,812		
Series B	19.99	14.95	17.69	24,918,772		

<sup>&</sup>lt;sup>1</sup> Trading volume weighted average price.

MARKE		

	30 Sept. 2004	30 Sept. 2003	31 Dec. 2003
EUR mill.	1,168.4	737.7	907.4

#### IFRS REPORTING

Wärtsilä will adopt IFRS reporting standards from the beginning of 2005. Preparations have proceeded as planned.

#### SUBSEQUENT EVENTS

Wärtsilä Corporation's Board of Directors has decided to convene an Extraordinary General Meeting for 1 december 2004 during wich the Board will propose payment of an extra dividend of 1 euro per share. The Board will also propose a bonus issue in which one new A share and one new Bshare will be issued for two existing A shares and two existing B shares respectively.

#### MARKET PROSPECTS

A record number of orders for new ships have been placed during this year. The capacity of large shipyards to handle big vessels is full, especially in Asia. The bulk of shipbuilding capacity has been sold to the end of 2007 and many yards are refraining from marketing berths for 2008. The lack of capacity, the sharp increase in the price of steel and the resulting rise in shipbuilding costs, and the action taken by China to curtail its economic growth will slow the rate of orders for large new vessels. Owing to the lack of capacity in Asia, European shipyards able to build smaller containerships, for example, with short delivery times increased their order books during the first half of the year. As a result, delivery times at the European yards could become longer.

Project activity has grown in the sectors of importance to Wärtsilä's own manufacturing – cruise ships, RoPax and RoRo vessels, LNG carriers and offshore applications. During September five cruise vessels were ordered bringing the total number of orders to eight. Comparable figure for last year is four.

The situation with fully booked yards in Asia and the filling up of yards in Europe is likely to cause a dip in order intake within the next 12 months.

The shift to contract based service continues although spare parts and components still contribute significantly to Wärtsilä's service sales. Sales of spare parts and service products for 2-stroke engines continue to grow, which gives Wärtsilä strong potential to increase its share of the 2-stroke engine service market.

A large part of the net sales of the Power Plants business is consentrated towards the end of the year. Regardless of the high price of oil the order intake and the demand for gas power plants is expected to stay at a good level.

Demand in Imatra Steel's market is expected to continue to remain favourable into next year.

#### **GROUP PROSPECTS 2004**

Net sales of the Power Businesses are expected to grow slightly. Wärtsilä's forecast for its full-year result remains unchanged, i.e. profitability is expected to improve slightly compared to 2003. A risk factor that could affect this estimate is the uncertain political situation in Iraq. The EUR 130 million restructuring provision made during the fourth quarter of 2003 to cover the programme is confirmed as sufficient.

Imatra Steel's net sales are expected to increase and its result to improve due to streamlining measures and the improvement in demand.

27 October 2004

Wärtsilä Corporation Board of Directors

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John Stenbergin ranta 2 P.O. Box 196 00531 Helsinki, Finland Tel. +358 10 709 0000 Fax +358 10 709 5700 www.wartsila.com

