WÄRTSILÄ IN BRIEF
Founded in 1834

Global leader in sustainable solutions for the marine and energy markets

Comparable Operating Result
457 MEUR

Order Intake
5,327 MEUR

Net Sales
5,170 MEUR

Operations in over 200 Locations

Our Personnel
19,000

Nationalities
140

Financials are for fiscal year 2019. Location, personnel and nationalities figures are approximations based on the status in December 2019.
ENABLING SUSTAINABLE SOCIETIES WITH SMART TECHNOLOGY

INNOVATING SINCE 1834

TOGETHER

FOR A SUSTAINABLE FUTURE
OUR BUSINESS AREAS

ENERGY
Leading the path towards a 100% renewable energy future

MARINE
Leading the industry transformation towards a Smart Marine Ecosystem
OUR PERSONNEL

Approx. 19,000 employees
over 200 locations world-wide
In more than 80 countries
OUR GLOBAL PRESENCE

62% Europe
11% Americas
23% Asia
4% Other

- Offices and workshops
- Production
- Headquarters
This figure tends to evolve throughout the year, therefore this number is an approximation.
SUSTAINABILITY
SUSTAINABILITY

for our stakeholders and the environment

SUSTAINABILITY STRATEGY AND TARGETS
Strong focus on marine and energy solutions

HIGH ETHICAL STANDARDS
Values and code of conduct program

DEFINED PROCESSES
Certified QEHS management systems

TRANSPARENCY
Sustainability reporting according to GRI standards

RECOGNISED SUSTAINABILITY WORK
I.a. DJSI and FTSE4good indices
RESEARCH AND DEVELOPMENT
In 2019 research & development investments amounted to 164 MEUR, representing 3.2% of net sales.

Approximately 2,300 patents and 600 patent applications.
FOCUS AREAS FOR OUR RESEARCH & DEVELOPMENT

FUEL FLEXIBILITY AND FUTURE FUELS

OPTIMISING ENERGY SYSTEMS

TOWARDS ZERO EMISSION MARITIME

NEW TECHNOLOGY TO ENABLE A SMART MARINE ECOSYSTEM
FINANCIAL OVERVIEW
## FINANCIAL HIGHLIGHTS

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<tbody>
<tr>
<td>Order intake</td>
<td>5,327</td>
<td>6,307</td>
<td>5,644</td>
<td>4,927</td>
<td>4,932</td>
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<td>Order book at the end of the period</td>
<td>5,878</td>
<td>6,166</td>
<td>5,100</td>
<td>4,696</td>
<td>4,882</td>
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<td>Net sales</td>
<td>5,170</td>
<td>5,174</td>
<td>4,911</td>
<td>4,801</td>
<td>5,029</td>
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<tr>
<td>Comparable operating result</td>
<td>457</td>
<td>577</td>
<td>576</td>
<td>583</td>
<td>612</td>
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<td>% of net sales</td>
<td>8.8</td>
<td>11.2</td>
<td>11.7</td>
<td>12.1</td>
<td>12.2</td>
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<td>Earnings/share, EUR²</td>
<td>0.37</td>
<td>0.65</td>
<td>0.63</td>
<td>0.60</td>
<td>0.75</td>
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1) Figures for 2017 have been restated due to the adoption of IFRS 15.
2) Earnings per share figures for 2015-2017 have been restated to reflect the increased number of shares.
ENERGY BUSINESS
ENERGY BUSINESS

Wärtsilä Energy Business leads the transition towards a **100% renewable energy future**. We help our customers unlock the value of the energy transition by optimising their energy systems and future-proofing their assets.

Our offering comprises flexible power plant solutions, energy management systems, and storage, as well as lifecycle services that ensure increased efficiency and guaranteed performance. Wärtsilä has 72 GW of installed power plant capacity in 180 countries around the world.
The energy landscape is in a transition towards more flexible and sustainable energy systems. We envision a 100% renewable energy future.

Based on our deep understanding and leading position in the energy transition we develop a new value-adding offering for our customers’ future needs.
DRIVERS FOR A 100% RENEWABLE ENERGY FUTURE

MITIGATING CLIMATE CHANGE
TARGETS FOR RENEWABLES AND DECARBONISATION
RAPIDLY DECREASING PRICE OF RENEWABLES
ELECTRIFICATION INCREASES ELECTRICITY DEMAND
INCREASING PUBLIC RESISTANCE AGAINST FOSSIL FUELS
FUTURE-PROOF AND FLEXIBLE SOLUTIONS SUPPORTING THE ENTIRE ENERGY TRANSITION, AVAILABLE TODAY

RES 18% Global average today*
RES 20% Tipping point
RES 80% Renewables as baseload
RES 100% Final push

2020 2025 2040 2050

Future-proof flexible power plants
Energy storage with industry-leading energy management system (GEMS)
Energy services that support customer needs along with the energy transition
Constantly seeking innovations for an optimised energy transition

Source: BNEF New Energy Outlook, 2019  RES = global production capacity of renewable energy sources (wind and solar)
SOLUTIONS TO SUPPORT THE ENERGY TRANSITION

FLEXIBLE POWER PLANTS
Flexible power plants utilising modular and future-proof technology to provide the best means of support to the power system.

ENERGY STORAGE AND OPTIMISATION
Energy storage solutions that build a resilient and intelligent power system. Industry-leading software can optimise any of the customer's assets and power systems.

LIFECYCLE SERVICES
Lifecycle services encompass performance and maintenance management as well as operational expertise, leading to safe, reliable, and environmentally sustainable operations.
STRENGTHS

With a deep understanding of the energy transition and power systems, we can help our customers find their optimal and most efficient path towards 100% renewable energy, while future-proofing their power system.

72 GW INSTALLED POWER PLANT CAPACITY IN 180 COUNTRIES

OVER 70 GLOBAL ENERGY STORAGE SYSTEMS INSTALLED

OUR EXPERTISE CENTRES SUPPORT NEARLY 250 POWER PLANTS GLOBALLY
MARINE BUSINESS
MARINE BUSINESS

We are on a mission to create a Smart Marine Ecosystem – one in which the maritime industry uses only the cleanest available fuels. Where on-board power production is optimised, and routes are precision-planned to avoid navigational hazards, traffic congestion, and unexpected waiting times.

Through our know-how, integrated product portfolio, and full lifecycle solutions – all supported by the market’s most extensive service network – we are committed to being the main driving force in sustainable shipping.
MARKET TRENDS & DRIVERS

URBANISATION AND INCREASE IN POPULATION

AGING OF POPULATION AND GROWING MIDDLE-CLASS

ADVANCED TECHNOLOGY DEVELOPMENTS

CLIMATE CHANGE

GEOPOLITICAL FACTORS AND SCARCE RESOURCES
SHIPPING IS THE WORLD’S MOST EFFICIENT MODE OF TRANSPORTATION

90% OF WORLD TRADE IS CARRIED BY SEA

$30 BN WASTED IN OVERCAPACITY, FUEL INEFFICIENCY & WAITING TIMES
LEADING THE WAY TOWARDS A SMART MARINE ECOSYSTEM

A Smart Marine Ecosystem is about the maritime industry working together to address critical challenges and to generate solutions towards a sustainable future.
DRIVING SUSTAINABLE SHIPPING

Data, technology, LNG, biofuels and renewables will take us to reducing -40% GHG levels by **2030**
Sustainable fuels and advanced technologies will take us to reducing -50% GHG levels by **2050**

ENERGY SOURCE AND FUEL FLEXIBILITY

ENERGY EFFICIENT TECHNOLOGIES

DATA

... ADOPTED IN A SMART MARINE ECOSYSTEM
WE OFFER UNMATCHED VALUE TO ALL MARINE SEGMENTS THROUGH OUR INTEGRATED LIFECYCLE OFFERING

ENERGY MANAGEMENT
Decarbonisation
Energy efficiency

ASSET MANAGEMENT
Zero unplanned maintenance
Performance-based agreements

VOYAGE MANAGEMENT
Towards autonomy
Voyage optimisation

PRODUCTS & SOLUTIONS
- Engines
- Propulsion
- Exhaust Gas System
- Automation
- Control systems
- NavCom
- Vessel Traffic Solutions
- Simulators
- Gas systems
- Spare parts
- Projects
- Water and Waste
- Agreements
- Field services
STRENGTHS

By radically transforming our industry to create value for our customers and wider society, we continuously develop and innovate new technologies, business models and enable regulators to continuously tighten environmental legislation.

BROADEST MARINE OFFERING AND WIDEST WORLDWIDE SERVICE NETWORK DELIVERED BY 12,500 MARINE EMPLOYEES

A RELIABLE PARTNER WITH STRONG EXPERIENCE, PRESENCE AND KNOWLEDGE

DELIVERING OPERATIONAL EFFICIENCIES THROUGH INTEGRATION AND CONNECTIVITY
THANK YOU
STAY IN TOUCH

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