ORDER INTAKE STABLE, BUT COVID-19 CONTINUES TO BURDEN NET SALES AND PROFITABILITY
STRONG OPERATIONAL FOCUS TO MANAGE COVID-19 RELATED UNCERTAINTY

Our People: secure health and safety

Our Customers: provide the best possible support and deliver on our commitments

Our Performance: focus on cash, cost, and continuous improvement
<table>
<thead>
<tr>
<th>MEUR</th>
<th>1-3/2021</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>1,244</td>
<td>0%</td>
</tr>
<tr>
<td>of which services</td>
<td>704</td>
<td>11%</td>
</tr>
<tr>
<td>Order book</td>
<td>5,399</td>
<td>-6%</td>
</tr>
<tr>
<td>Net sales</td>
<td>946</td>
<td>-19%</td>
</tr>
<tr>
<td>of which services</td>
<td>550</td>
<td>-7%</td>
</tr>
<tr>
<td>Book-to-bill</td>
<td>1.32</td>
<td>0.25</td>
</tr>
<tr>
<td>Comparable operating result</td>
<td>41</td>
<td>-28%</td>
</tr>
<tr>
<td>% of net sales</td>
<td>4.3</td>
<td>-0.5 pp</td>
</tr>
<tr>
<td>Earnings per share, EUR</td>
<td>0.04</td>
<td>-0.01</td>
</tr>
<tr>
<td>Cash flow from operating activities</td>
<td>67</td>
<td>+25</td>
</tr>
</tbody>
</table>
IMPROVEMENT IN VESSEL ORDERS DRIVEN BY THE MERCHANT SEGMENT

Total vessel contracting

<table>
<thead>
<tr>
<th>Number of vessels</th>
<th>Million CGT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Merchant</td>
<td>250</td>
</tr>
<tr>
<td>Cruise and ferry</td>
<td>200</td>
</tr>
<tr>
<td>Special vessels</td>
<td>150</td>
</tr>
<tr>
<td>Offshore</td>
<td>100</td>
</tr>
<tr>
<td>3 months moving average in CGT</td>
<td>50</td>
</tr>
</tbody>
</table>

Specialised tonnage

<table>
<thead>
<tr>
<th>Number of vessels</th>
</tr>
</thead>
<tbody>
<tr>
<td>Offshore</td>
</tr>
<tr>
<td>Cruise and ferry</td>
</tr>
<tr>
<td>Special vessels</td>
</tr>
<tr>
<td>Offshore</td>
</tr>
<tr>
<td>Special vessels</td>
</tr>
<tr>
<td>LPG carriers</td>
</tr>
</tbody>
</table>

Source: Clarksons Research, contracting as per 7 January 2021
CGT = gross tonnage compensated with workload
WÄRTSILÄ’S SHARE OF THE ENERGY MARKET REMAINS STABLE

Market for gas and liquid fuel power plants <500 MW

MW, 12m rolling

The total market, including also power plants with prime movers above 500 MW, increased by 23% to 46.4 GW during the twelve-month period ending in December 2020 (37.8 at the end of September). The market data includes all Wärtsilä power plants and other manufacturers’ gas and liquid fuelled gas turbine based power plants with prime movers below 500 MW, as well as the estimated output of steam turbines for combined cycles. The data is gathered from the McCoy Power Report. The main gas turbine competitors are GE, Siemens, Mitsubishi, and Ansaldo. Other combustion engines are not included.
ORDER INTAKE

First quarter development

Order intake by business
- Marine Power: 36% (40)
- Marine Systems: 40% (38)
- Voyage: 5% (5)
- Energy: 12% (9)
- Portfolio Business: 7% (9)

Order intake by business type
- Services: 57% (51)
- Equipment: 43% (49)

MEUR, 12m rolling

- First quarter 2021 and comparison 2020
  - Q219-Q220: 1,247
  - Q319-Q320: 1,244
  - Q419-Q420: 1,247
  - Q120-Q420: 1,244
  - Q220-Q121: 1,247

Q219-Q120
Q319-Q220
Q419-Q320
Q120-Q420
Q220-Q121
ORDER BOOK

Order book by business

Order book delivery schedule

* As published in the Interim report January-March 2020, order book figures for 2019 have been restated due to stricter requirements for booking new orders.
NET SALES

First quarter development

- Net sales by business
  - Marine Power: 45% (39)
  - Marine Systems: 30% (30)
  - Voyage: 6% (6)
  - Energy: 15% (20)
  - Portfolio Business: 3% (5)

- Net sales by business type
  - Equipment: 58% (51)
  - Services: 42% (49)

MEUR, 12m rolling

- Q1 -19%
- Q219-Q120: 5,170
- Q319-Q220: 5,063
- Q419-Q320: 4,924
- Q120-Q420: 1,170
- Q220-Q121: 946

First quarter 2021 and comparison 2020
COMPARABLE OPERATING RESULT BURDENED BY NET PROVISIONS ARISING FROM A DETAILED PROJECT RISK REVIEW

Review period development

MEUR

Q219-Q120 Q319-Q220 Q419-Q320 Q120-Q420 Q220-Q121
7.9% 6.8% 7.4% 6.0% 5.9%

MEUR, 12m rolling
CASH FLOW FROM OPERATING ACTIVITIES

Review period development

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEUR</td>
<td>613</td>
<td>430</td>
<td>470</td>
<td>232</td>
<td>681</td>
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</table>

<table>
<thead>
<tr>
<th>Period</th>
<th>1-3/2020</th>
<th>1-3/2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEUR</td>
<td>42</td>
<td>67</td>
</tr>
</tbody>
</table>
Carbon capture and storage (CCS) in the maritime industry
• Installation of a 1 MW pilot plant in Moss, Norway to test CCS technologies in a range of scenarios and conditions

Power-to-X-to-Power
• An agreement signed with Vaasan Sähkö, EPV Energia and City of Vaasa to cooperate in a project aiming at utilising emission-free hydrogen in power production, industry, and traffic applications

Grid-scale energy storage
• A non-exclusive five-year large-scale storage system frame agreement signed with AGL Energy Limited in Australia

34SG Balancer
• Optimised for renewable baseload markets; an agile, fast-starting gas engine capable of ramping up to full load in two minutes to seamlessly integrate with renewables
• Order intake decreased by 10% to EUR 446 million (496), pressurised by extremely subdued vessel contracting in the cruise and ferry segment

• Net sales decreased by 7% to EUR 426 million (457)

• Comparable operating result amounted to EUR 40 million (36) or 9.3% of net sales (7.9), improved by:
  • A favourable service sales mix
  • Efficiency improvement actions taken
Wärtsilä signed a significant guaranteed asset performance agreement for an LNG carrier fleet

- The agreement includes normal maintenance management, scheduled and unscheduled maintenance, and performance guarantees
- The purpose of the agreement is to increase availability and safety and to reduce costs, while also sharing profits and risks
MARINE SYSTEMS

• Order intake increased by 35% to EUR 153 million (113), driven by equipment business in the Exhaust Treatment, Gas Solutions, and Marine Electrical Systems business units

• Net sales decreased by 39% to EUR 142 million (234), mainly due to high scrubber delivery volumes Q1 2020 and retrofit programmes currently being postponed as a consequence of high container rates

• Comparable operating result amounted to EUR 8 million (19) or 5.5% of net sales (8.0), mainly due to lower scrubber retrofit volumes
VOYAGE

- Order intake decreased by 20% to EUR 86 million (107), pressurised by the COVID-19 impact on demand in the cruise segment
- Net sales decreased by 15% to EUR 59 million (69), mainly due to:
  - COVID-19 related project delays
  - Lower transactional service business
- Comparable operating result amounted to EUR -12 million (-12) or -21.3% of net sales (-17.0), negatively impacted by lower sales volumes
Wärtsilä to deliver the latest technology in radio and integrated navigation systems for icebreaking tankers

- The ten LNG-fuelled tankers will be constructed for the Arctic LNG-2 project by Samsung Heavy Industries Co. Ltd
- All the navigational systems to be installed come integration-ready with Wärtsilä’s Fleet Operations Solution
ENERGY

- Order intake increased by 4% to EUR 493 million (475), supported by:
  - Good activity level in the energy storage markets
  - Healthy service order intake
- Net sales decreased by 18% to EUR 288 million (351)
- Comparable operating result amounted to EUR 4 million (14) or 1.5% of net sales (3.9), burdened by:
  - Approx. EUR 20 million net provisions arising from a detailed project risk review
  - Delays in equipment deliveries
Wärtsilä awarded a gas conversion project in Senegal

- Wärtsilä will convert the close to 90 MW Bel-Air power plant in Dakar, Senegal to operate on liquefied natural gas (LNG)
- The conversion will enable the plant to switch to the use of gas when it is available, thus lowering the carbon footprint of energy production

* Includes agreements covering both installed assets and assets to be installed in the future
PROSPECTS

Wärtsilä expects the near-term demand environment to be somewhat better than that of the corresponding period in the previous year. However, visibility remains limited, and the prevailing market conditions make the outlook uncertain.
## JANUARY–MARCH ORDER INTAKE BY CUSTOMER SEGMENT

### Marine Businesses

<table>
<thead>
<tr>
<th>Segment</th>
<th>Equipment</th>
<th>Services</th>
<th>Equipment</th>
<th>Services</th>
<th>Voyage</th>
<th>Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marine Power</td>
<td>6%</td>
<td>7%</td>
<td>1%</td>
<td>23%</td>
<td>40%</td>
<td>23%</td>
</tr>
<tr>
<td></td>
<td>(11)</td>
<td>(36)</td>
<td>(2)</td>
<td>(14)</td>
<td>(16)</td>
<td>(19)</td>
</tr>
<tr>
<td>Marine Systems</td>
<td>21%</td>
<td>21%</td>
<td>14%</td>
<td>8%</td>
<td>12%</td>
<td>23%</td>
</tr>
<tr>
<td></td>
<td>(15)</td>
<td>(20)</td>
<td>(15)</td>
<td>(11)</td>
<td>(13)</td>
<td>(23)</td>
</tr>
<tr>
<td></td>
<td>58%</td>
<td>18%</td>
<td>3%</td>
<td>19%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td>(66)</td>
<td>(6)</td>
<td>(5)</td>
<td>(14)</td>
<td>(0)</td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td>35%</td>
<td>6%</td>
<td>35%</td>
<td>41%</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(4)</td>
<td>(31)</td>
<td>(38)</td>
<td>(1)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equipment</td>
<td>33%</td>
<td>5%</td>
<td>5%</td>
<td>22%</td>
<td>18%</td>
<td>17%</td>
</tr>
<tr>
<td></td>
<td>(37)</td>
<td>(5)</td>
<td>(2)</td>
<td>(18)</td>
<td>(18)</td>
<td>(20)</td>
</tr>
<tr>
<td>Services</td>
<td>64%</td>
<td>4%</td>
<td>5%</td>
<td>7%</td>
<td>1%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(4)</td>
<td>(48)</td>
<td>(6)</td>
<td>(2)</td>
<td>(36)</td>
<td>(0)</td>
</tr>
</tbody>
</table>

### Energy

- **Other:** 18% (14)
- **Industrials:** 30% (33)
- **Independent Power Producers:** 21% (25)
- **Utilities:** 31% (28)

![Energy Breakdown](chart.png)
ORDERS RECEIVED FOR ENERGY EQUIPMENT GLOBALLY

ORDER INTAKE 1-3/2021: MEUR 232 (263)

- Utilities
- IPP's (Independent Power Producers)
- Industrials
- Others

Americas: 174 (212)
Europe: 4 (9)
Asia: 28 (17)
Africa and Middle East: 27 (25)
NET SALES BY BUSINESS TYPE

First quarter development

Marine Businesses
- 29% (25)
- EUR 626 million (759)
- 45% (49)
- 14% (15)
- 6% (5)
- 6% (6)

Energy
- 27% (19)
- EUR 288 million (351)
- 33% (48)
- 6% (7)
- 11% (5)
- 23% (21)

- Spare parts
- Field service
- Service agreements
- Service projects
- Equipment

NET SALES BY BUSINESS TYPE

MEUR, 12m rolling

MEUR

0 200 400 600 800 1,000 1,200 1,400 1,600 1,800


Services Equipment Service sales, 12m rolling
NET SALES BRIDGE

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1,170</td>
<td>-137</td>
<td>-26</td>
<td>-13</td>
<td>-15</td>
<td>-32</td>
<td>946</td>
</tr>
</tbody>
</table>
GEARING

Review period development

2016 2017 2018 2019 2020

31.3.2020 31.3.2021
THANK YOU

Further information:

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