### Wärtsilä Corporation

Interim Report January-June 2005 Ole Johansson, President & CEO

5 August 2005



#### **Mission and Vision**

#### **Mission**

We provide life cycle power solutions to enhance the business of our customers, whilst creating better technologies that benefit both the customer and the environment.

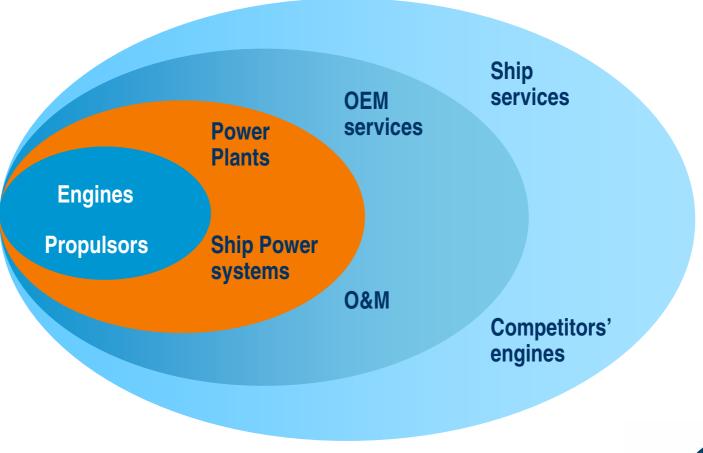
#### Vision

We will be the most valued business partner of all our customers.



#### **Our offering**

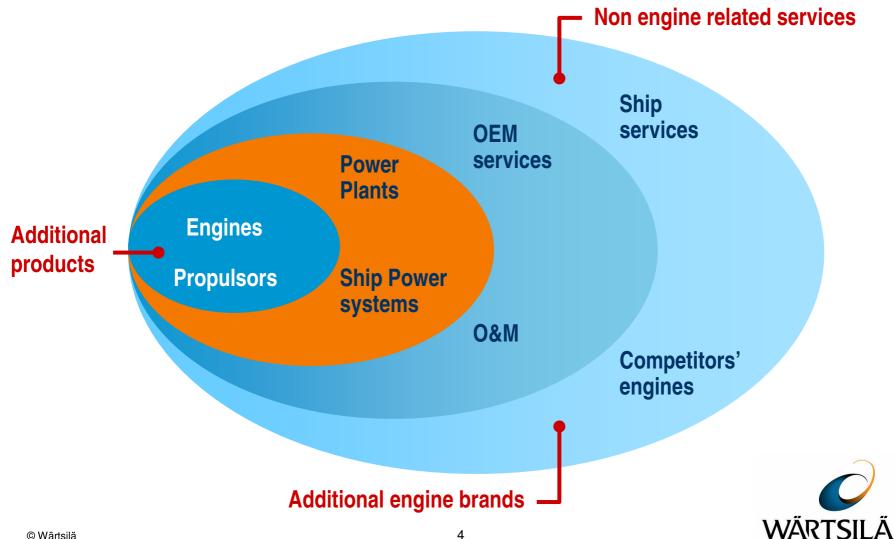
#### We are in business to power your business





#### **Our offering**

#### ...and we are seeking growth beyond the organic growth



# Highlights of the second quarter



- Net sales grew to EUR 686.8 million (581.3)
- Operating income improved to EUR 48.4 million (32.9)
- Power Businesses profitability (EBITA) 6.7%
- Order intake grew 43.1% to EUR 841.8 million (588.3)
- Order book at new record level EUR 2,267.9 million (1,779.2)
- Engine base grew due to acquisition of DEUTZ marine engine service business
- Imatra Steel became part of Oy Ovako Ab
- Power Businesses profitability (EBITA) for the full year around 8%



### Wärtsilä Group

WÄRTSILÄ



MEUR	Q2/20051	<u>Q2/2004</u>	
Net sales	686.8	581.3	
Operating income	48.4	32.9	
Profit before taxes	50.2	38.1	
EPS, EUR	0.40	0.28	
MEUR	1-6/2005 <sup>1</sup>	1-6/2004	2004
Net sales	1,257.5	1,103.0	2,478.2
Operating income	94.8	-30.3	112.0
Profit before taxes	92.5	78.2	217.3
EPS, EUR	0.73	0.50	1.42

<sup>1</sup> Imatra Steel became part of Oy Ovako Steel Ab, a new steel company that began operating on 10 May 2005. The company has been accounted for as an associated company from 1 May 2005. In the interim report Imatra Steel is consolidated as a subsidiary for one month of the second quarter and for four months of the full six-month period.

## **Cash flow**

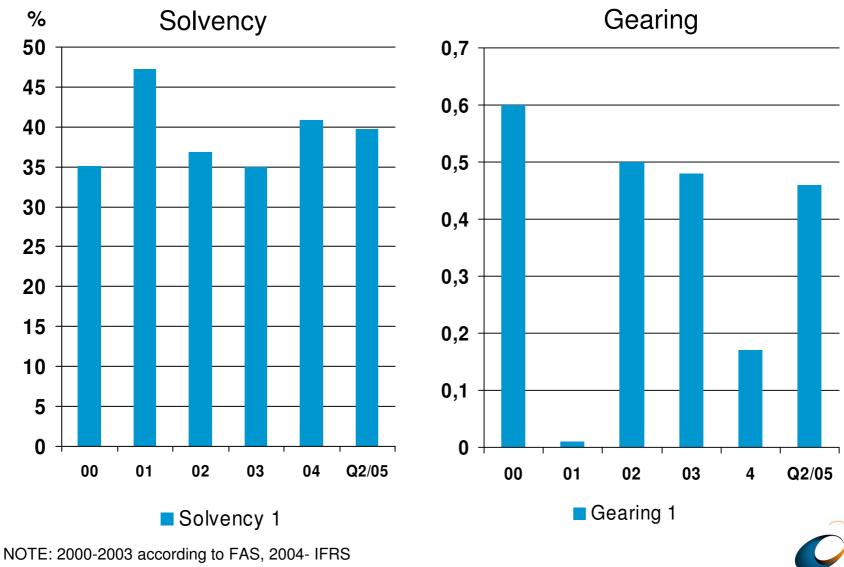


MEUR	1-6/2005	1-6/2004	2004
Cash flow from operating activities	-92.1	-2.7	220.1
Cash flow from investing activities	-165.6	114.8	85.0
Cash flow from financing activities	203.9	-112.0	-284.9
Liquid funds at the end of period	119.6	152.2	169.6



### Solvency and gearing

WÄRTSILÄ



Convertible subordinated debentures treated as equity

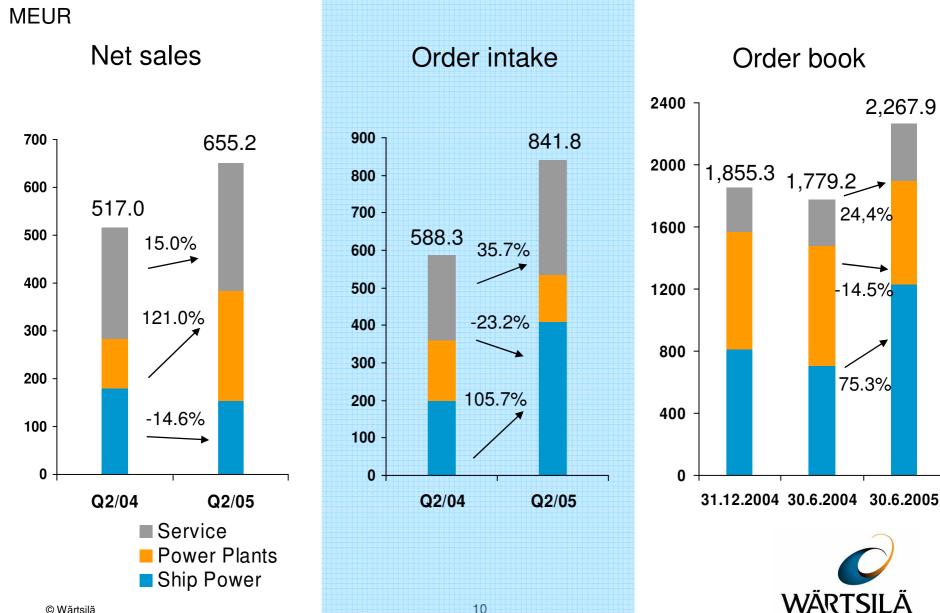
### **Power Businesses**



MEUR	Q2/2005	Q2/2004	Change%	
Net sales	655.2	517.0	26.7%	
Operating income	43.6	27.2	60.1%	
% net sales	6.7%	5.3%		
Order intake	841.8	588.3	43.1%	
MEUR	1-6/2005	1-6/2004	Change%	2004
Net sales	1,139.0	980.3	16.2%	2,224.7
Operating income	72.9	-38.9		87.7
% net sales	6.4%	-4.0%		3.9%
Order intake	1,519.8	1,477.0	2.9%	2,791.4
Order book end of period	2,267.9	1,779.2	27.5%	1,855.3



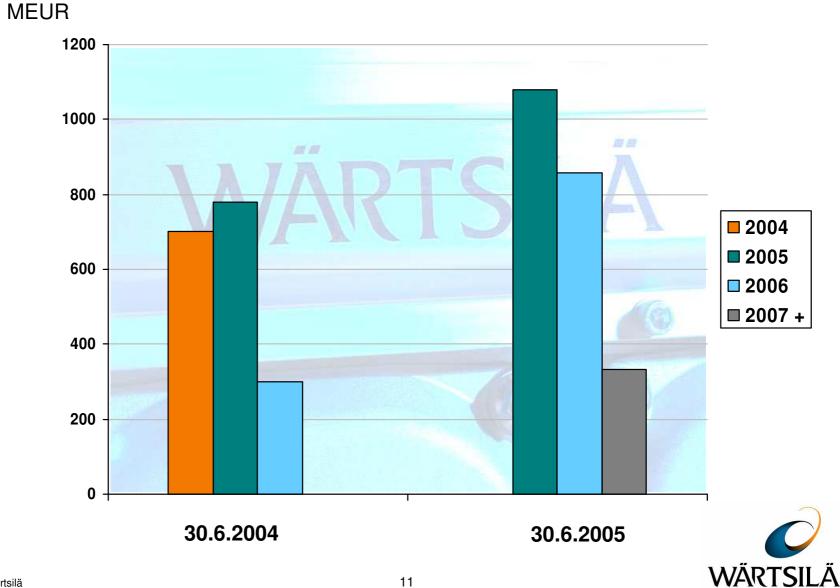
### Power Businesses – Key figures



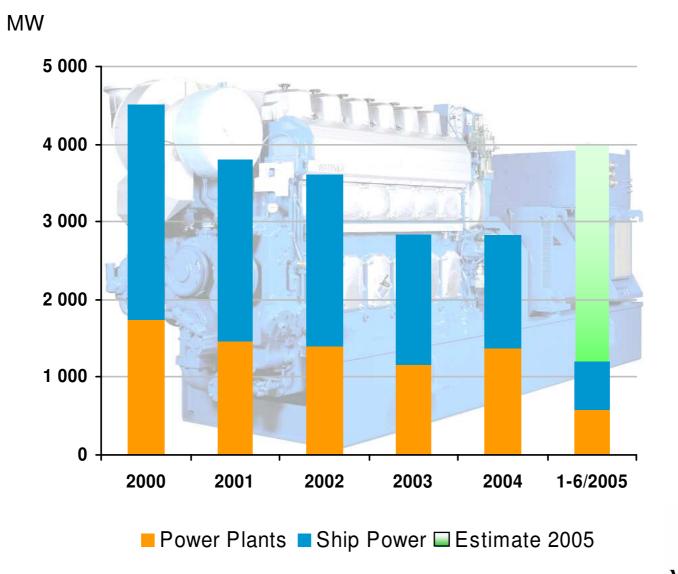
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### **Power Businesses - Order book split**



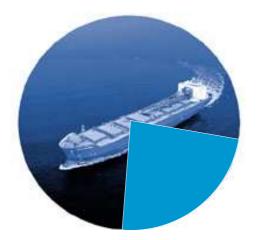
### Delivered engine megawatts from own factories





### **Ship Power**

MEUR	Q2/2005	Q2/2004	Change	2004
Net sales	153.0	179.1	-14.6%	631.2
Order intake	409.9	199.3	105.7%	836.7
Order book, end of period	1,230.8	702.0	75.3%	812.7

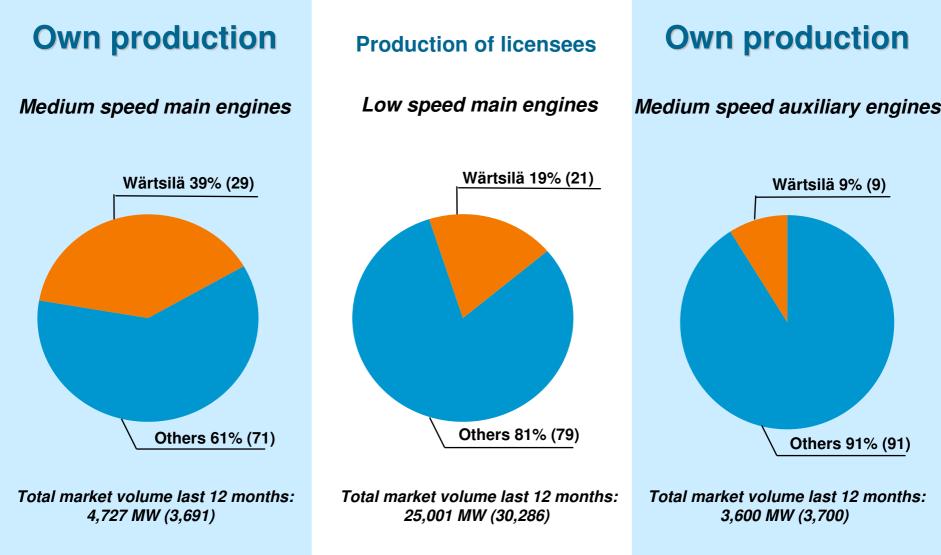


Power Businesses net sales Q2/2005 EUR 655.2 million.

Ship Power 23.4%

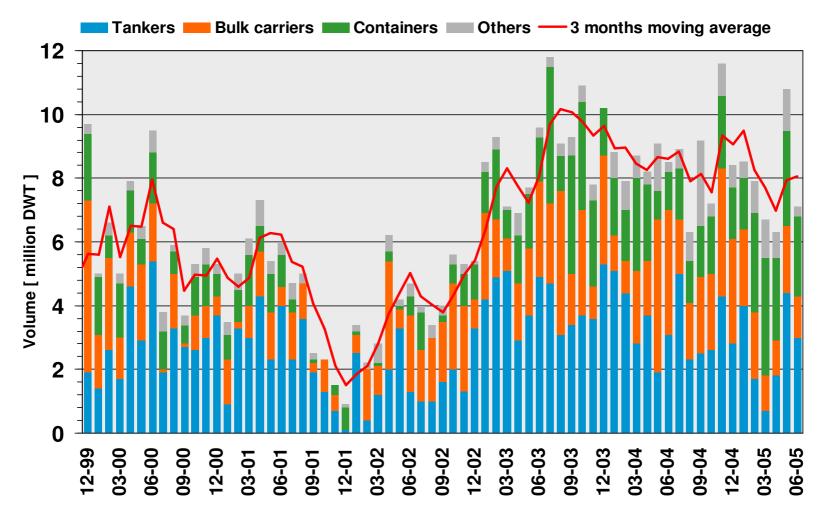


### The market position of Wärtsilä's marine engines Q2/2005



Wärtsilä's own calculation is based on: Lloyd's Register – Fairplay, Clarkson's Research Studies and BRL Shipping Consultants. Market shares based on installed power, numbers in brackets are from 12 months ago.

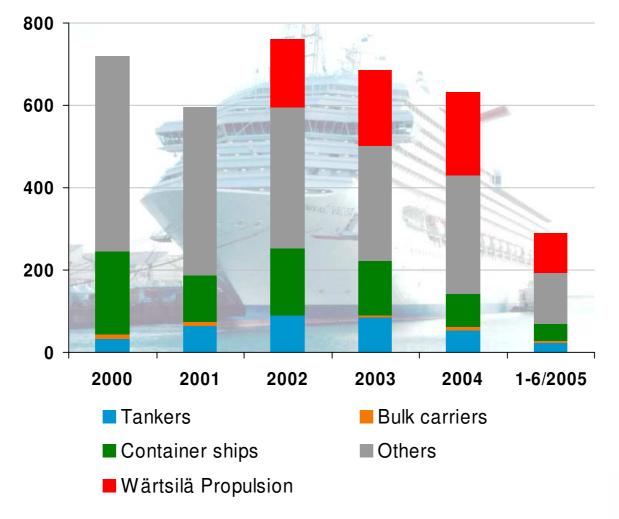
#### **Vessel orders**



Source: Clarkson Research Studies Note: Cargo vessels > 5,000 dwt



#### Net sales of Ship Power by vessel type





#### **Service**

C	2/2005	Q2/2004	Change%	2004
Net sales, MEUR	266.8	232.0	15.0%	936.8
Personnel, end of period	6 839	6 193	10.4%	6 378
Long-term service agreements, MW	9,505	9,668	-1.7%	9,609
O&M (operation and maintenance agreements), MW	2,560	2,572	-0.5%	2,569



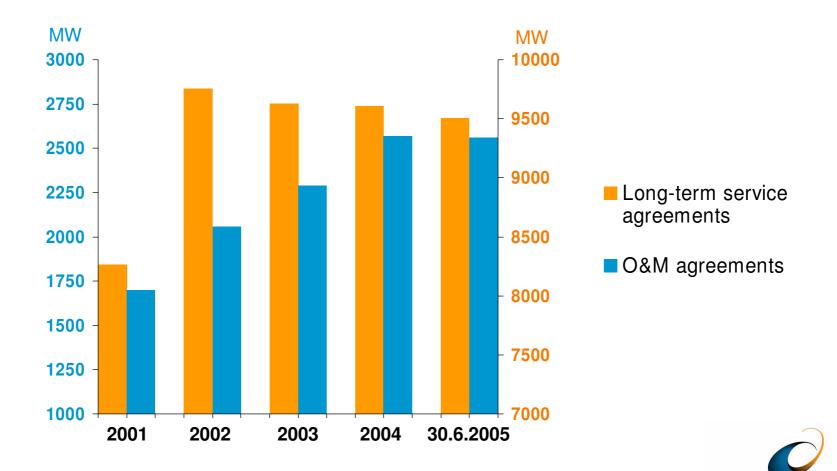
Power Businesses net sales Q2/2005 EUR 655.2 million.

Service 40.7%



#### Long-term service and O&M agreements

- Active engine base 148,000 MW
- Long-term service and O&M agreements cover 12,000 MW



WAR

#### **Power Plants**

MEUR	Q2/2005	Q2/2004	Change	2004
Net sales	230.9	104.5	121.0%	651.9
Order intake	123.9	161.4	-23.2%	1,019.5
Order intake, MW				
heavy fuel oil	188	292	-35.7%	1,664
gas	133	77	73.2%	649
BioPower, MW <sub>th</sub>	21	0		110
Order book, end of period	665.9	778.7	-14.5%	752.4

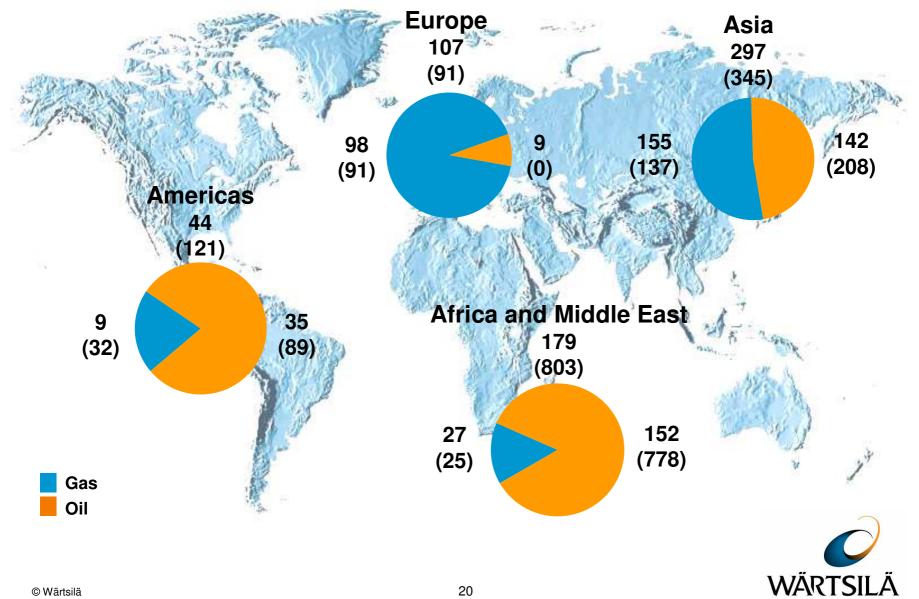


Power Businesses net sales Q2/2005 EUR 655.2 million.

Power Plants 35.2%



### Power plant order intake 1-6/2005: 627 MW (1,359)





- The new company was accounted for as an associated company from 1st of May 2005.
- Wärtsilä's ownership in the company is 26.5%. Wärtsilä's share of the associated company's result was EUR 6.7 million.
- The holding's balance sheet value EUR 101.0 million.
- Wärtsilä has granted a shareholders' loan of EUR 21.2 million to Ovako.

# ASSA ABLOY

- Wärtsilä owns 4.7% of Assa Abloy shares.
- The holding's market value EUR 184.1 million (30th June 2005).



### Wärtsilä's prospects 2005 and 2006



- The net sales of Wärtsilä Power Businesses for the current year are estimated to grow approximately 15%.
- Regardless of the fluctuations between the individual quarters, the full-year profitability (EBITA) of Power Businesses is expected to be around 8%.
- Net sales in 2006 are estimated to increase by about 10% based on the current strong order book and lively market activity.
- Profitability (EBITA) in 2006 is estimated to improve slightly.



