2020 – A YEAR CHARACTERISED BY COVID-19 RELATED UNCERTAINTY
<table>
<thead>
<tr>
<th></th>
<th>10-12/2020</th>
<th>CHANGE</th>
<th>1-12/2020</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>1,118</td>
<td>-28%</td>
<td>4,359</td>
<td>-18%</td>
</tr>
<tr>
<td></td>
<td>of which services</td>
<td>626</td>
<td>-14%</td>
<td>2,267</td>
</tr>
<tr>
<td>Order book</td>
<td></td>
<td></td>
<td>5,057</td>
<td>-14%</td>
</tr>
<tr>
<td>Net sales</td>
<td>1,220</td>
<td>-28%</td>
<td>4,604</td>
<td>-11%</td>
</tr>
<tr>
<td></td>
<td>of which services</td>
<td>654</td>
<td>-12%</td>
<td>2,255</td>
</tr>
<tr>
<td>Book-to-bill</td>
<td>0.92</td>
<td>-0.01</td>
<td>0.95</td>
<td>-0.08</td>
</tr>
<tr>
<td>Comparable operating result</td>
<td>103</td>
<td>-49%</td>
<td>275</td>
<td>-40%</td>
</tr>
<tr>
<td></td>
<td>% of net sales</td>
<td>8.4</td>
<td>-3.6 pp</td>
<td>6.0</td>
</tr>
<tr>
<td>Earnings per share, EUR</td>
<td>0.10</td>
<td>-0.07</td>
<td>0.23</td>
<td>-0.14</td>
</tr>
<tr>
<td>Cash flow from operating activities</td>
<td>274</td>
<td>-21</td>
<td>681</td>
<td>+449</td>
</tr>
<tr>
<td>Dividend proposal per share, EUR</td>
<td>0.20</td>
<td></td>
<td></td>
<td>-58%</td>
</tr>
</tbody>
</table>
VESSEL ORDERS AT A LOW LEVEL THROUGHOUT 2020

Source: Clarksons Research, contracting as per 7 January 2021
CGT= gross tonnage compensated with workload
ENERGY MARKET SITUATION STABILISED DURING 2020

The total market, including also power plants with prime movers above 500 MW, decreased by 4% to 37.8 GW during the twelve-month period ending in September 2020 (39.3 at the end of June).

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

Fourth quarter development

- Order intake by business type
  - 56% (47) Services
  - 44% (53) Equipment

- Order intake by business
  - 39% (42) Marine Power
  - 42% (38) Marine Systems
  - 12% (9) Voyage
  - 5% (6) Energy
  - 2% (5) Portfolio Business

Fourth quarter 2020 and comparison 2019

MEUR, 12m rolling

0 1,000 2,000 3,000 4,000 5,000 6,000 7,000
Q119-Q419 Q219-Q120 Q319-Q220 Q419-Q320 Q120-Q420

Q4 -28%
1,555 1,118
ORDER BOOK

Order book by business

- Marine Businesses total
- Voyage
- Book-to-bill, QTD
- Marine Power
- Energy
- Marine Systems
- Portfolio Business

Order book delivery schedule

- Delivery next year
- Delivery after next year

- 31.12.2018
- 31.12.2019
- 31.12.2020

*2018 figures not restated to accommodate the establishment of Portfolio Business entity.
**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

Fourth quarter development

- Net sales by business
  - Marine Power: 40% (36)
  - Marine Systems: 38% (38)
  - Voyage: 6% (5)
  - Energy: 14% (17)
  - Portfolio Business: 2% (4)

- Net sales by business type
  - Services: 54% (44)
  - Equipment: 46% (56)

MEUR, 12m rolling

Q119-Q419  Q219-Q120  Q319-Q220  Q419-Q320  Q120-Q420

Fourth quarter 2020 and comparison 2019

- Q4: 28%
**COMPARABLE OPERATING RESULT**

**Review period development**

- **MEUR, 12m rolling**
  - Q119-Q419: 8.8%
  - Q219-Q120: 7.9%
  - Q319-Q220: 6.8%
  - Q419-Q320: 7.4%
  - Q120-Q420: 6.0%

- **Comparable operating result**
  - Marine Power: 8.8%
  - Marine Systems: 6.0%
  - Voyage: 4.0%
  - Energy: 2.0%
  - Portfolio Business: 2.0%
  - Total, % of sales: -2.0%

**Comparable operating result, %**

- Q119-Q419: 8.8%
- Q219-Q120: 7.9%
- Q319-Q220: 6.8%
- Q419-Q320: 7.4%
- Q120-Q420: 6.0%
CASH FLOW FROM OPERATING ACTIVITIES RECORD HIGH

MEUR

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount (MEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>600</td>
</tr>
<tr>
<td>2017</td>
<td>400</td>
</tr>
<tr>
<td>2018</td>
<td>500</td>
</tr>
<tr>
<td>2019</td>
<td>200</td>
</tr>
<tr>
<td>2020</td>
<td>700</td>
</tr>
</tbody>
</table>

28 January 2021
EARNINGS AND DIVIDEND PER SHARE

*Proposal of the Board
Figures for 2016-2017 have been restated to reflect the increased number of shares.
In 2020, order intake decreased by 23% to EUR 1,737 million (2,247), pressurised by:

- Fleet idling
- Customers adjusting capital and operating expenditures

Net sales decreased by 9% to EUR 1,748 million (1,923)

Comparable operating result amounted to EUR 137 million (273) or 7.8% of net sales (14.2), weakened by:

- A less favourable sales mix
- Weak fixed cost absorption
NET SALES FROM INSTALLATIONS UNDER AGREEMENT DECLINED DUE TO COVID-19 IMPACTS

MEUR, 12m rolling

<table>
<thead>
<tr>
<th>Date</th>
<th>Value (MEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>31.12.2018</td>
<td>350</td>
</tr>
<tr>
<td>31.3.2019</td>
<td>350</td>
</tr>
<tr>
<td>30.6.2019</td>
<td>350</td>
</tr>
<tr>
<td>30.9.2019</td>
<td>350</td>
</tr>
<tr>
<td>31.12.2019</td>
<td>350</td>
</tr>
<tr>
<td>31.3.2020</td>
<td>350</td>
</tr>
<tr>
<td>30.6.2020</td>
<td>350</td>
</tr>
<tr>
<td>30.9.2020</td>
<td>350</td>
</tr>
<tr>
<td>31.12.2020</td>
<td>350</td>
</tr>
</tbody>
</table>
In 2020, order intake decreased by 28% to EUR 539 million (754), affected by:
- Postponed customer decision-making
- Reduced fuel spreads lowering demand for scrubber investments

Net sales decreased by 15% to EUR 808 million (952), driven by the ending boom in scrubber demand

Comparable operating result amounted to EUR 83 million (60) or 10.3% of net sales (6.3)
- Operating result for 2019 weakened by cost overruns in certain gas solution projects
In 2020, order intake decreased by 16% to EUR 262 million (310)
  • Low demand in the cruise industry
  • Growth in fleet optimisation solutions
Net sales decreased by 12% to EUR 248 million (280), driven by:
  • Project postponements
  • Lower transactional service business
Comparable operating result amounted to EUR -41 million (-31) or -16.5% of net sales (-11.2), negatively impacted by:
  • Lower sales volumes
  • A less favourable service mix
  • Investments in digital competences
Wärtsilä Fleet Operations Solution to optimise the performance of UltraShip’s entire fleet of 18 LPG tankers

- The solution saves costs while increasing safety by automatically optimising the route and speed of the vessel
- It also provides the fullest and latest voyage data, keeping both onboard and onshore personnel informed and notified
ENERGY

- In 2020, order intake decreased by 7% to EUR 1,653 million (1,769)
  - Slowdown of economic activity burdened orders – improvement towards year-end
  - Resilient activity in the storage market
- Net sales decreased by 9% to EUR 1,620 million (1,779)
- Comparable operating result amounted to EUR 101 million (155) or 6.3% of net sales (8.7), burdened by:
  - Delivery delays
  - Weaker absorption of fixed costs
  - Increased costs of project execution
  - Delivery of projects communicated in 2019 to be affected by cost overruns
A 10-year service agreement signed for a 170 MW power plant serving a mine in Papua New Guinea

- The tailored guaranteed asset performance agreement worth over EUR 150 million was signed with Lihir Gold Ltd, one of the world’s largest gold mining companies
- The agreement covers maintenance and operations advisory services and has shared business case incentives to reduce operational cost and enhance power availability, supporting the mine’s production targets

*Includes agreements covering both installed assets and assets to be installed in the future
PROSPECTS FOR 2021

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

Marine Businesses

Energy

<table>
<thead>
<tr>
<th>Customer Segment</th>
<th>Services</th>
<th>Equipment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marine Power</td>
<td>16%</td>
<td>22%</td>
</tr>
<tr>
<td>Services</td>
<td>14%</td>
<td>31%</td>
</tr>
<tr>
<td>Equipment</td>
<td>35%</td>
<td>22%</td>
</tr>
<tr>
<td>Marine Systems</td>
<td>4%</td>
<td>13%</td>
</tr>
<tr>
<td>Services</td>
<td>32%</td>
<td>22%</td>
</tr>
<tr>
<td>Equipment</td>
<td>35%</td>
<td>22%</td>
</tr>
<tr>
<td>Voyage</td>
<td>27%</td>
<td>32%</td>
</tr>
<tr>
<td>Services</td>
<td>26%</td>
<td>8%</td>
</tr>
</tbody>
</table>

- Gas carriers
- Cruise & ferry
- Offshore
- Navy
- Special vessels
- Merchant
- Other

Other
Industrials
Independent Power Producers
Utilities
ORDERS RECEIVED FOR ENERGY EQUIPMENT GLOBALLY

ORDER INTAKE 1-12/2020:
1,557 MW (1,980)

Utilities

IPP’s (Independent Power Producers)

Industrials

Others

Americas 493 (410)
Europe 404 (240)
Africa and Middle East 298 (344)
Asia 362 (986)
NET SALES BY BUSINESS TYPE

Fourth quarter development

Marine Businesses
- Spare parts: 25% (23)
- Field service: 15% (14)
- Service agreements: 7% (7)
- Service projects: 6% (5)
- Equipment: 6% (19)
EUR 724 million (965)

Energy
- Spare parts: 22% (15)
- Field service: 6% (5)
- Service agreements: 8% (4)
 EUR 465 million (648)

NET SALES BY BUSINESS TYPE

Fourth quarter development

Marine Businesses
- Spare parts: 25% (23)
- Field service: 15% (14)
- Service agreements: 7% (7)
- Service projects: 6% (5)
- Equipment: 6% (19)
EUR 724 million (965)

Energy
- Spare parts: 22% (15)
- Field service: 6% (5)
- Service agreements: 8% (4)
 EUR 465 million (648)
NET SALES BRIDGE

<table>
<thead>
<tr>
<th></th>
<th>MEUR</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-12/2019</td>
<td>5,170</td>
</tr>
<tr>
<td>Equipment, organic</td>
<td>-282</td>
</tr>
<tr>
<td>Services, organic</td>
<td>-125</td>
</tr>
<tr>
<td>Portfolio Business</td>
<td>-43</td>
</tr>
<tr>
<td>Acquisitions &amp; divestments</td>
<td>-8</td>
</tr>
<tr>
<td>FX impact</td>
<td>-108</td>
</tr>
<tr>
<td>1-12/2020</td>
<td>4,604</td>
</tr>
</tbody>
</table>
THANK YOU

Further information:
NATALIA VALTASAARI
Vice President, Investor Relations
Tel: +358 (0) 10 709 5637
E-mail: natalia.valtasari@wartsila.com