WÄRTSILÄ

SHAPING THE DECARBONISATION OF MARINE AND ENERGY

HANNA-MARIA HEIKKINEN
MARCH 2022
MARKET FUNDAMENTALS

MARINE will move with unprecedented speed towards decarbonisation

Policies & regulations
- IMO target
- Access to capital
- Cost of carbon
- Demand for green sea transport

Technology
- Carbon neutral and zero carbon fuels
- Carbon fuels for many years, still
- Abatement technologies
- Battery systems, hybrids & energy saving devices
- Fuel efficiency & flexibility

Connectivity & data
- Vessels as data pools
- Optimisation solutions
- Performance-based agreements
- Cyber security
- Autonomous operations

ENERGY is moving towards a 100% renewables future

Policies & regulations
- EU: Carbon neutral by 2050
- USA: carbon free electricity production by 2035, net zero emissions by 2050
- China: Carbon neutral by 2060

Technology
- Wind and solar growing rapidly
- Intermittent sources requiring balancing power
- Sustainable fuels for thermal balancing
- Digitalisation
- Cyber security

Growing ENERGY demand
- By 2050, electricity generation expected to grow by 3X, renewables by 8X ¹
- By 2030, balancing power market to grow by 10X ²
- Gradual replacement of coal
- Power systems increasingly complex

¹) IEA World Energy Outlook 2021 (Net Zero Emissions Scenario)
²) Bloomberg New Energy Outlook 2020, Wärtsilä estimates
The Wärtsilä Way sets the scene for profitable growth

**Purpose**
Enabling sustainable societies through innovation in technology and services

**Target position**
Shaping the decarbonisation of Marine and Energy
- New financial targets
- "Set for 30" – new decarbonisation targets

**Strategic priorities**
Roadmap to improve performance and reach Target Position

**Values**
Customer Success, Passion, Performance
OUR VALUE CREATION POTENTIAL IS BASED ON TWO STRATEGIC THEMES

1 TRANSFORM
Decarbonisation creates new business opportunities

2 PERFORM
Leverage market recovery and growth
TRANSFORM
Decarbonisation creates new business opportunities

- Maritime is going through an unprecedented rate of change, which is accelerated by regulations and the demand for green transport.

- Also, the energy sector is undergoing a massive transformation as decarbonisation and renewables are fundamentally going to change the way energy is generated.

- We are set for performance and have significant value creation potential to drive this transformation as a technology leader.

1. Major test programme launched, 100% ammonia concept in 2023, 100% hydrogen in 2025

2. Extensive service network, positioned for growth both in transactional services and performance-based agreements

3. First Wärtsilä GridSolv Quantum delivered in the USA

4. First real-life digital port call with Wärtsilä Navi-Port

5. Wärtsilä selected to supply world’s largest bioLNG production plant

6. Hitting methanol milestone with first newbuild engine order

7. Ensuring optimal performance and minimal carbon footprint for world’s most environmentally friendly ferry
PERFORM

We are ready to leverage market recovery and growth

#1-3 in global markets

FINANCIAL TARGETS:
- 5% annual organic growth
- 12% operating margin

"SET FOR 30"

DECARBONISATION TARGETS:
- carbon neutral in our own operations by 2030
- a product portfolio ready for zero carbon fuels by 2030

Clear financial targets and strong commitment to realise them

Robust capital allocation principles and active portfolio management

Notable opportunity in retrofits and conversions

Focus on:
- High performing teams
- Performance excellence and robust execution
- Continuous improvement
- Cost structure – actions taken whenever and wherever necessary

Extensive service network, positioned for growth both in transactional services and performance-based agreements
New financial targets reflect growth opportunities and increased profitability

<table>
<thead>
<tr>
<th>New targets</th>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>5% annual organic growth</td>
</tr>
<tr>
<td><strong>Profitability</strong></td>
<td>12% operating margin</td>
</tr>
<tr>
<td><strong>Capital structure</strong></td>
<td>Gearing below 0.50</td>
</tr>
<tr>
<td><strong>Dividend</strong></td>
<td>At least 50% of earnings</td>
</tr>
</tbody>
</table>
Good growth opportunities in services, energy, and marine new build recovery. Our installed base provides a strong foundation for services growth.

Key drivers

Storage
- Fast growing demand for energy storage and power system optimisation solutions

Services
- Increased share of wallet from existing customers
- Deeper penetration of installed base
- Decarbonisation retrofits
- New business models

Thermal balancing
- Increased demand due to coal shut-downs
- Thermal balancing power complementing energy storage

Marine new build market recovery
- Cruise & Ferry and Special Vessel segments in particular

Limited additional CAPEX needed to facilitate the growth

Target:
5% annual organic growth
We will reach our profitability target while maintaining R&D investments at ~3% of net sales

**Key drivers**

- Marine and Energy Services growth
- Thermal balancing power growth
- Storage growth
- Voyage turnaround and digital growth
- Pricing
- Continuous improvement >0%
- Cost inflation

Starting point: Operating margin 5.9% (LTM Q3/2021)

Limited additional CAPEX needed to facilitate the growth

Target: 12% operating margin
Ambitious decarbonisation targets for 2030

To provide a product portfolio which will be ready for zero carbon fuels

To become carbon neutral in our own operations
SUPPORTING DECARBONISATION IN MARINE

OWNERS WILL DECIDE ON TECHNOLOGY PARTNERS NOW:

- Vessel life is 25-30 years
- Critical decision criteria:
  - Multifuel capabilities for blending with green fuels
  - Conversion capabilities for future fuels

MOVE FROM A SINGLE-FUEL INDUSTRY TO A MULTI-FUEL ONE
Distribution of fuel types for Decarbonisation 2050 (1.5°C scenario), exajoule

- Carbon neutral and zero carbon fuels in maritime

Source: DNV Maritime Forecast 2050 model, Wärtsilä internal estimates
SUPPORTING DECARBONISATION IN ENERGY

- Wind and solar are intermittent power sources
- Flexible balancing power needed to stabilize the power system: balancing power market expected to grow by 10X ¹)
- Reciprocating engines ideally suited to provide balancing power
  - Energy efficient
  - Fast ramp up/ramp down
  - Fuel flexible
- Today running on gas, tomorrow on green fuels

1) by 2030. Source: Bloomberg New Energy Outlook 2020, Wärtsilä estimates
ORDER INTAKE AND ORDER BOOK IMPROVED IN 2021

![Order Intake and Order Book Chart]

- **Marine**
- **Energy**
- **Portfolio Business**
- **Total order intake**
- **Order book**
Increasing adoption of intermittent renewable energy is accelerating the need for flexible balancing power

Omaha PPD 156 MW - USA
Wärtsilä’s technology with fast-starting internal combustion engines will be used to balance the power generation to the grid and ensure system stability

AGL 250 MWh - Australia
The battery energy storage system will support both thermal and renewable generating assets, and help Australia to decarbonise and transition towards 100% renewable energy future

BTG 150 MW - Brazil
Wärtsilä gas power plants feature high efficiency at any load, and can reach full output power within minutes, an essential benefit in systems integrating higher levels of renewable energy

CFE 600 MW - Mexico
The two plants will operate continuously during summer months, meeting the high electricity demand in the region, while being used to provide grid balancing service for the remainder of the year
NET SALES AND COMPARABLE OPERATING RESULT INCREASED IN 2021

Net sales (MEUR):
- 2017: 4,900
- 2018: 5,100
- 2019: 5,300
- 2020: 4,600
- 2021: 4,500

Comparable operating result (MEUR):
- 2017: 600
- 2018: 600
- 2019: 500
- 2020: 300
- 2021: 800

Comparable operating result, % of net sales:
- 2017: 14%
- 2018: 12%
- 2019: 10%
- 2020: 6%
- 2021: 8%
## STRONG CASH FLOW AND BALANCE SHEET

<table>
<thead>
<tr>
<th></th>
<th>1-12/2021</th>
<th>1-12/2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flow from operating activities</td>
<td>731</td>
<td>681</td>
</tr>
<tr>
<td>Working capital</td>
<td>-100</td>
<td>257</td>
</tr>
<tr>
<td>Net interest-bearing debt</td>
<td>4</td>
<td>394</td>
</tr>
<tr>
<td>Gearing</td>
<td>0.00</td>
<td>0.18</td>
</tr>
<tr>
<td>Solvency, %</td>
<td>38.6</td>
<td>38.1</td>
</tr>
<tr>
<td>Basic earnings/share, EUR</td>
<td>0.33</td>
<td>0.23</td>
</tr>
</tbody>
</table>
EARNINGS AND DIVIDEND PER SHARE

<table>
<thead>
<tr>
<th>Year</th>
<th>EPS</th>
<th>Dividend</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>0.63</td>
<td>0.46</td>
</tr>
<tr>
<td>2018</td>
<td>0.65</td>
<td>0.48</td>
</tr>
<tr>
<td>2019</td>
<td>0.37</td>
<td>0.48</td>
</tr>
<tr>
<td>2020</td>
<td>0.23</td>
<td>0.20</td>
</tr>
<tr>
<td>2021</td>
<td>0.33</td>
<td>0.24</td>
</tr>
</tbody>
</table>
WE CONTINUE INVESTING IN INNOVATION TO ENSURE A BROAD, INDUSTRY-LEADING SOLUTION OFFERING

<table>
<thead>
<tr>
<th>Year</th>
<th>R&amp;D Expenditure (MEUR)</th>
<th>% of Net Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>141</td>
<td>2.9</td>
</tr>
<tr>
<td>2018</td>
<td>175</td>
<td>3.0</td>
</tr>
<tr>
<td>2019</td>
<td>175</td>
<td>3.6</td>
</tr>
<tr>
<td>2020</td>
<td>175</td>
<td>3.6</td>
</tr>
<tr>
<td>2021</td>
<td>175</td>
<td>3.7</td>
</tr>
</tbody>
</table>
SIGNIFICANT VALUE CREATION POTENTIAL

PURPOSE
ENABLING SUSTAINABLE SOCIETIES THROUGH INNOVATION IN TECHNOLOGY AND SERVICES

ENERGY
Intermittent sources of energy require balancing solutions. By 2030, the balancing power market is expected to grow >10X.

MARINE
An unprecedented rate of change driven by regulations and demand for green transport. 50% GHG reduction in shipping by 2050.

COMMITTED TO TARGETS

FINANCIAL TARGETS
• 5% annual organic growth
• 12% operating margin

“SET FOR 30” – DECARBONISATION
• A product portfolio ready for zero carbon fuels
• Carbon neutral in own operations

TARGET POSITION
SHAPING THE DECARBONISATION OF MARINE & ENERGY

LEADING OFFERING TO SUPPORT OUR CUSTOMERS IN DECARBONISATION

FUEL FLEXIBLE ENGINES ENABLING DECARBONISATION
BATTERY, ENERGY SAVING, AND EMISSION ABATEMENT TECHNOLOGIES
THERMAL BALANCING AND ENERGY STORAGE
ENERGY EFFICIENCY & POWER SYSTEM OPTIMISATION
THE WIDEST SERVICE NETWORK IN THE INDUSTRY
DIGITAL SOLUTIONS ENABLING OPTIMISED OPERATIONS AND SERVICE
THANK YOU!
FINANCIAL DEVELOPMENT IN Q4 2021
MOVING IN THE RIGHT DIRECTION IN 2021: ORDERS, NET SALES, OPERATING RESULT, AND CASH FLOW ALL IMPROVED

• Order intake increased by 32%, growth in all businesses

• Good progress in services:
  – Order intake increased by 17%
  – Net sales increased by 11%

• Profitability improved

• Strong cash flow

• Covid-19 continued to have a negative impact on Wärtsilä’s business

• New ambitious financial and decarbonisation targets announced
## POSITIVE DEVELOPMENT IN ALL KEY FIGURES

<table>
<thead>
<tr>
<th></th>
<th>10-12/2021</th>
<th>10-12/2020</th>
<th>CHANGE</th>
<th>1-12/2021</th>
<th>1-12/2020</th>
<th>CHANGE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Order intake</strong></td>
<td>2,150</td>
<td>1,118</td>
<td>92%</td>
<td>5,735</td>
<td>4,359</td>
<td>32%</td>
</tr>
<tr>
<td>of which services</td>
<td>753</td>
<td>626</td>
<td>20%</td>
<td>2,656</td>
<td>2,267</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Order book</strong></td>
<td></td>
<td></td>
<td></td>
<td>5,859</td>
<td>5,057</td>
<td>16%</td>
</tr>
<tr>
<td>of which current year deliveries</td>
<td>3,763</td>
<td>3,298</td>
<td>14%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net sales</strong></td>
<td>1,597</td>
<td>1,220</td>
<td>31%</td>
<td>4,778</td>
<td>4,604</td>
<td>4%</td>
</tr>
<tr>
<td>of which services</td>
<td>761</td>
<td>654</td>
<td>16%</td>
<td>2,499</td>
<td>2,255</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Book-to-bill</strong></td>
<td>1.35</td>
<td>0.92</td>
<td></td>
<td>1.20</td>
<td>0.95</td>
<td></td>
</tr>
<tr>
<td><strong>Operating result</strong></td>
<td>144</td>
<td>90</td>
<td>59%</td>
<td>314</td>
<td>234</td>
<td>34%</td>
</tr>
<tr>
<td>% of net sales</td>
<td>9.0</td>
<td>7.4</td>
<td></td>
<td>6.6</td>
<td>5.1</td>
<td></td>
</tr>
<tr>
<td><strong>Comparable operating result</strong></td>
<td>158</td>
<td>103</td>
<td>53%</td>
<td>357</td>
<td>275</td>
<td>30%</td>
</tr>
<tr>
<td>% of net sales</td>
<td>9.9</td>
<td>8.4</td>
<td></td>
<td>7.5</td>
<td>6.0</td>
<td></td>
</tr>
</tbody>
</table>
FOURTH QUARTER HIGHLIGHTS

Net sales EUR 1,597 million
  • 16% increase in service sales

Comparable operating result EUR 158 million
  • 53% growth
  • More favourable sales mix between equipment and services
• The number of vessels ordered in the review period increased to 1,855 (815 in the corresponding period in 2020, excluding late reporting of contracts).

• In 2021, record level vessel contracting was seen in containerships, newbuild activity in gas carriers and bulkers exceeded pre-Covid era. Cruise newbuild activity was limited.

• The transition to cleaner fuels has already started, with 384 orders placed globally for alternative fuel capable vessels.

• At the end of December, around 70% of the cruise fleet capacity was active, up from around 50% at the end of September, and around 20% at the end of June.

Source: Clarkson Research, 12m rolling contracting as at 5 January 2022 (+100 gt, excluding late reporting of contracts) Specialised vessels include LNG carriers, LPG carriers, cruise & ferry, offshore, and special vessels.
The energy markets were recovering throughout the year 2021, despite the Covid-19 pandemic and the resulting weakening of the investment environment.

While the market situation is improving, customers still continue to postpone investments due to the pandemic.

Activity in the energy storage markets has continued at a good level.

Wärtsilä’s market share in gas and liquid fuel power plants decreased to 5%.

The total market, including also power plants with prime movers above 500 MW, increased by 6% to 46.0 GW during the twelve-month period ending in September 2021 (43.3 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 INCREASED BY 92%

- Order intake increased across all businesses
- Equipment order intake increased by 184%, driven by energy orders
- Service order intake increased by 20%
INCREASE IN ORDER BOOK
BOOK-TO-BILL CONTINUED TO IMPROVE

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 INCREASED BY 31%

- Equipment net sales increased by 48%
- Service net sales increased by 16%

**Equipment**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Equipment Net Sales (MEUR)</th>
<th>Equipment Net Sales, 12m rolling (MEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 19</td>
<td>943</td>
<td>2,279</td>
</tr>
<tr>
<td>Q2 19</td>
<td>451</td>
<td>2,499</td>
</tr>
<tr>
<td>Q3 19</td>
<td>1,778</td>
<td>2,367</td>
</tr>
<tr>
<td>Q4 19</td>
<td>1,995</td>
<td>2,245</td>
</tr>
<tr>
<td>Q1 20</td>
<td>2,142</td>
<td>2,500</td>
</tr>
<tr>
<td>Q2 20</td>
<td>2,257</td>
<td>2,128</td>
</tr>
<tr>
<td>Q3 20</td>
<td>2,311</td>
<td>2,244</td>
</tr>
<tr>
<td>Q4 20</td>
<td>2,320</td>
<td>2,250</td>
</tr>
<tr>
<td>Q1 21</td>
<td>2,336</td>
<td>2,242</td>
</tr>
<tr>
<td>Q2 21</td>
<td>2,336</td>
<td>2,242</td>
</tr>
<tr>
<td>Q3 21</td>
<td>2,345</td>
<td>2,243</td>
</tr>
<tr>
<td>Q4 21</td>
<td>2,361</td>
<td>2,244</td>
</tr>
</tbody>
</table>

**Services**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Service Net Sales (MEUR)</th>
<th>Service Net Sales, 12m rolling (MEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 19</td>
<td>741</td>
<td>2,499</td>
</tr>
<tr>
<td>Q2 19</td>
<td>654</td>
<td>2,499</td>
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<tr>
<td>Q3 19</td>
<td>566</td>
<td>2,499</td>
</tr>
<tr>
<td>Q4 19</td>
<td>836</td>
<td>2,499</td>
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<tr>
<td>Q1 20</td>
<td>878</td>
<td>2,499</td>
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<tr>
<td>Q2 20</td>
<td>899</td>
<td>2,499</td>
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<tr>
<td>Q3 20</td>
<td>954</td>
<td>2,499</td>
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<tr>
<td>Q4 20</td>
<td>971</td>
<td>2,499</td>
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<tr>
<td>Q1 21</td>
<td>971</td>
<td>2,499</td>
</tr>
<tr>
<td>Q2 21</td>
<td>971</td>
<td>2,499</td>
</tr>
<tr>
<td>Q3 21</td>
<td>971</td>
<td>2,499</td>
</tr>
<tr>
<td>Q4 21</td>
<td>971</td>
<td>2,499</td>
</tr>
</tbody>
</table>
CASH FLOW FROM OPERATING ACTIVITIES INCREASED

Cash flow from operating activities

<table>
<thead>
<tr>
<th>MEUR</th>
<th>Q419</th>
<th>Q120</th>
<th>Q220</th>
<th>Q320</th>
<th>Q420</th>
<th>Q121</th>
<th>Q221</th>
<th>Q321</th>
<th>Q421</th>
</tr>
</thead>
<tbody>
<tr>
<td>MEUR</td>
<td>295</td>
<td>274</td>
<td>295</td>
<td>274</td>
<td>295</td>
<td>274</td>
<td>295</td>
<td>274</td>
<td>370</td>
</tr>
</tbody>
</table>

- Cash flow from operating activities, 12m rolling MEUR 731

Fourth quarter development

<table>
<thead>
<tr>
<th>MEUR</th>
<th>Profit</th>
<th>Depreciation</th>
<th>Trade receivables</th>
<th>Inventories</th>
<th>Trade payables</th>
<th>Other working capital</th>
<th>Other</th>
<th>Operating cash flow</th>
</tr>
</thead>
<tbody>
<tr>
<td>85</td>
<td>40</td>
<td>-93</td>
<td>131</td>
<td>159</td>
<td>16</td>
<td>33</td>
<td>370</td>
<td></td>
</tr>
</tbody>
</table>
2-stroke future fuels conversion platform

- The retrofit conversion will initially enable operation with currently available LNG fuel, which can then be further developed in order to allow for the adoption of alternative green fuels or fuel blends

New IQ Series exhaust gas treatment system

- Innovative design allows the same exhaust gas cleaning results to be achieved with a smaller footprint

Conversion to ammonia-fuelled engine

- Cooperation agreement with Eidesvik Offshore ASA aims to convert an offshore supply vessel (OSV) to operate with an ammonia-fuelled combustion engine

Smart port innovation and digitalisation

- Wärtsilä Voyage signed a landmark Memorandum of Understanding (MoU) with the Maritime and Port Authority of Singapore (MPA) to further strengthen their collaboration
MARINE POWER: INCREASE IN ALL KEY FIGURES

COMPARABLE OPERATING RESULT INCREASED BY 67%

Order intake

<table>
<thead>
<tr>
<th>Quarter</th>
<th>MEUR 2019</th>
<th>MEUR 2020</th>
<th>MEUR 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q419</td>
<td>656</td>
<td>440</td>
<td>659</td>
</tr>
</tbody>
</table>

12m rolling MEUR 2,011

+50%

Comparable operating result

<table>
<thead>
<tr>
<th>Quarter</th>
<th>MEUR 2019</th>
<th>MEUR 2020</th>
<th>MEUR 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q420</td>
<td>107</td>
<td>45</td>
<td>75</td>
</tr>
</tbody>
</table>

12m rolling 10.5%

- Reactivation of cruise vessels and increased service volumes
- Efficiency improvement actions

Net sales

<table>
<thead>
<tr>
<th>Quarter</th>
<th>MEUR 2019</th>
<th>MEUR 2020</th>
<th>MEUR 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q419</td>
<td>603</td>
<td>489</td>
<td>589</td>
</tr>
</tbody>
</table>

12m rolling MEUR 1,863

+20%

Comparable operating result

<table>
<thead>
<tr>
<th>Quarter</th>
<th>MEUR 2019</th>
<th>MEUR 2020</th>
<th>MEUR 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q421</td>
<td>75</td>
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<td></td>
</tr>
</tbody>
</table>

MEUR

- Cost inflation
- Low factory load

33 © Wärtsilä
Wärtsilä has signed a long-term Optimised Maintenance Agreement with Singapore based NYK Shipmanagement

- The 13-year contract is designed to ensure maximum uptime and equipment reliability, with assured maintenance costs, for an LNG carrier vessel featuring three Wärtsilä 50DF dual-fuel engines

- The order includes Expert Insight, which enables dynamic, data-driven maintenance planning, optimising maintenance needs and monitoring equipment and systems in real-time through the use of artificial intelligence (AI) and advanced diagnostics
MARINE SYSTEMS: NET SALES AND ORDER INTAKE INCREASED

SERVICE ORDER INTAKE INCREASED BY 21%

Order intake

**Net sales**

Comparable operating result

- Demand for transactional services
  - Lower new build scrubber margins
  - Equipment/service mix

Comparable operating result

12m rolling 7.9%

MEUR
VOYAGE: INCREASE IN ALL KEY FIGURES

CLEAR IMPROVEMENT IN PROFITABILITY

Order intake

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Order intake (MEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q419</td>
<td>93</td>
</tr>
<tr>
<td>Q220</td>
<td>55</td>
</tr>
<tr>
<td>Q420</td>
<td>93</td>
</tr>
<tr>
<td>Q221</td>
<td>93</td>
</tr>
<tr>
<td>Q421</td>
<td>93</td>
</tr>
</tbody>
</table>

12m rolling MEUR 292

Comparable operating result

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Comparable operating result (MEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q420</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>Q421</td>
</tr>
</tbody>
</table>

+68%

Net sales

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Net sales (MEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q419</td>
<td>82</td>
</tr>
<tr>
<td>Q220</td>
<td>68</td>
</tr>
<tr>
<td>Q420</td>
<td>84</td>
</tr>
<tr>
<td>Q221</td>
<td>84</td>
</tr>
<tr>
<td>Q421</td>
<td>84</td>
</tr>
</tbody>
</table>

12m rolling MEUR 279

Comparable operating result

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Comparable operating result (MEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q419</td>
<td></td>
</tr>
<tr>
<td>Q220</td>
<td>-11</td>
</tr>
<tr>
<td>Q420</td>
<td>1</td>
</tr>
<tr>
<td>Q221</td>
<td></td>
</tr>
<tr>
<td>Q421</td>
<td></td>
</tr>
</tbody>
</table>

+24%

+ Sales volumes
+ Equipment/service mix
+ Efficiency improvement actions

- Cost inflation
- Increased investments in digital competences

-20.0%
VOYAGE CLOUD SOLUTIONS

INCREASE OF 48% IN CONNECTED VESSELS

Number of vessels connected to our cloud solutions

Wärtsilä to deliver the first-ever Cloud Simulation service in Africa at the Technical University of Mombasa

- The modern training technology will help the African seafarers to be trained remotely on STCW Training (Standards of Training, Certification and Watchkeeping for Seafarers) as well as on other training courses
- The sessions will always have up-to-date databases, tailored content, and training will be accessible on-demand from anywhere and with a wide range of devices
- Cloud Simulators are complementary to on-premises simulators and ensure top-notch remote training even for off-campus seafarers located in far-flung parts of Africa and anywhere in the world
ENERGY: ORDER INTAKE, NET SALES AND COMPARABLE OPERATING RESULT INCREASED

LARGE SINGLE DEALS SUPPORTED ORDER INTAKE

Order intake

Comparable operating result

Net sales

Comparable operating result

- Equipment/service sales mix
- Increased share of energy storage deliveries
- Ramp-up of the storage organisation
- Cost inflation

+ Sales volumes
+ Favourable mix within services

+120%
+44%
12m rolling
MEUR 2,444
12m rolling
MEUR 1,861
12m rolling 7.3%
Wärtsilä awarded two major contracts with a combined value of approximately 480 MEUR for power plant deliveries to Mexico

- Wärtsilä will supply Mexico’s state-owned electricity utility, Comisión Federal de Electricidad (CFE), with two large multi-fuel power plants having a combined output of 600 MW

- The projects will be delivered on a full engineering, procurement, and construction (EPC) basis, and they represent the largest generating capacity EPC contract ever awarded to Wärtsilä

- The projects comprise a 400 MW facility operating with 24 Wärtsilä 50DF dual-fuel engines, and a 200 MW generating unit featuring 22 Wärtsilä 34DF dual-fuel engines
The demand for remote support for power plants is constantly growing. Yet, we solve most cases during the same day:

- **96%** of support cases were solved remotely in 2021
- **91%** of support cases were solved during the same day
- Remote support solutions help reduce operating costs through optimisation of data and infrastructure, and they also help prevent problems before they even occur.

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

Wärtsilä expects the demand environment in the first quarter to be better than that of the corresponding period in the previous year. However, the prevailing market conditions make the outlook uncertain.
ORDER INTAKE
FOURTH QUARTER DEVELOPMENT

Order intake by business:
- 31% (39) Marine Power
- 14% (12) Marine Systems
- 4% (5) Voyage
- 48% (42) Energy
- 4% (5) Portfolio Business

Order intake by business type:
- 65% (44) Services
- 35% (56) Equipment
NET SALES

FOURTH QUARTER DEVELOPMENT

- **Net sales by business**:
  - Marine Power: 37% (40)
  - Marine Systems: 5% (6)
  - Voyage: 2% (2)
  - Energy: 14% (14)
  - Portfolio Business: 42% (38)

- **Net sales by business type**:
  - Services: 48% (54)
  - Equipment: 52% (46)
FOURTH QUARTER DEVELOPMENT BY BUSINESS TYPE

Order intake

- Marine Businesses
  - EUR 1,060 million (628)
  - 58% (43)
  - 20% (29)
  - 11% (16)
  - 7% (5)
  - 5% (6)
  - Spare parts
  - Field service
  - Service agreements
  - Service projects
  - Equipment

- Energy
  - EUR 1,031 million (469)
  - 75% (44)
  - 11% (23)
  - 3% (5)
  - 9% (26)
  - 2% (2)

Net sales

- Marine Businesses
  - EUR 895 million (724)
  - 24% (25)
  - 13% (15)
  - 10% (7)
  - 6% (6)
  - Spare parts
  - Field service
  - Service agreements
  - Service projects
  - Equipment

- Energy
  - EUR 670 million (465)
  - 58% (45)
  - 15% (19)
  - 5% (6)
  - 4% (8)
## JANUARY–DECEMBER ORDER INTAKE BY CUSTOMER SEGMENT

<table>
<thead>
<tr>
<th>Marine Businesses</th>
<th>Gas carriers</th>
<th>Cruise &amp; ferry</th>
<th>Offshore</th>
<th>Navy</th>
<th>Special vessels</th>
<th>Merchant</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Marine Power</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equipment</td>
<td>5% (22)</td>
<td>27% (31)</td>
<td>3% (4)</td>
<td>16% (8)</td>
<td>21% (22)</td>
<td>28% (13)</td>
<td>0% (0)</td>
</tr>
<tr>
<td>Services</td>
<td>18% (16)</td>
<td>21% (14)</td>
<td>13% (15)</td>
<td>7% (11)</td>
<td>14% (16)</td>
<td>25% (26)</td>
<td>2% (2)</td>
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<tr>
<td><strong>Marine Systems</strong></td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Equipment</td>
<td>35% (35)</td>
<td>3% (4)</td>
<td>1% (2)</td>
<td>33% (3)</td>
<td>2% (0)</td>
<td>18% (25)</td>
<td>6% (30)</td>
</tr>
<tr>
<td>Services</td>
<td>3% (2)</td>
<td>8% (11)</td>
<td>6% (4)</td>
<td>28% (32)</td>
<td>8% (11)</td>
<td>42% (36)</td>
<td>4% (3)</td>
</tr>
<tr>
<td><strong>Voyage</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Equipment</td>
<td>1% (0)</td>
<td>22% (27)</td>
<td>7% (7)</td>
<td>15% (8)</td>
<td>5% (16)</td>
<td>28% (21)</td>
<td>22% (21)</td>
</tr>
<tr>
<td>Services</td>
<td>3% (4)</td>
<td>28% (26)</td>
<td>6% (9)</td>
<td>2% (3)</td>
<td>6% (6)</td>
<td>53% (54)</td>
<td>2% (-1)</td>
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<tr>
<td><strong>Energy</strong></td>
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<tr>
<td>Equipment</td>
<td>49% (35)</td>
<td>42% (48)</td>
<td>9% (16)</td>
<td></td>
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<td>1% (0)</td>
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<tr>
<td>Services</td>
<td>33% (32)</td>
<td>31% (29)</td>
<td>27% (30)</td>
<td></td>
<td></td>
<td>10% (9)</td>
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</tr>
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</table>
### ORDERS RECEIVED FOR ENERGY EQUIPMENT GLOBALLY

<table>
<thead>
<tr>
<th>Region</th>
<th>Utilities</th>
<th>IPP's (Independent Power Producers)</th>
<th>Industrials</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>1,224</td>
<td>268</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Europe</td>
<td>83 (179)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Africa and Middle East</td>
<td>74 (171)</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Asia</td>
<td>148 (196)</td>
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</tr>
</tbody>
</table>

**EQUIPMENT ORDER INTAKE 1-12/2021:**
MEUR 1,529 (813)