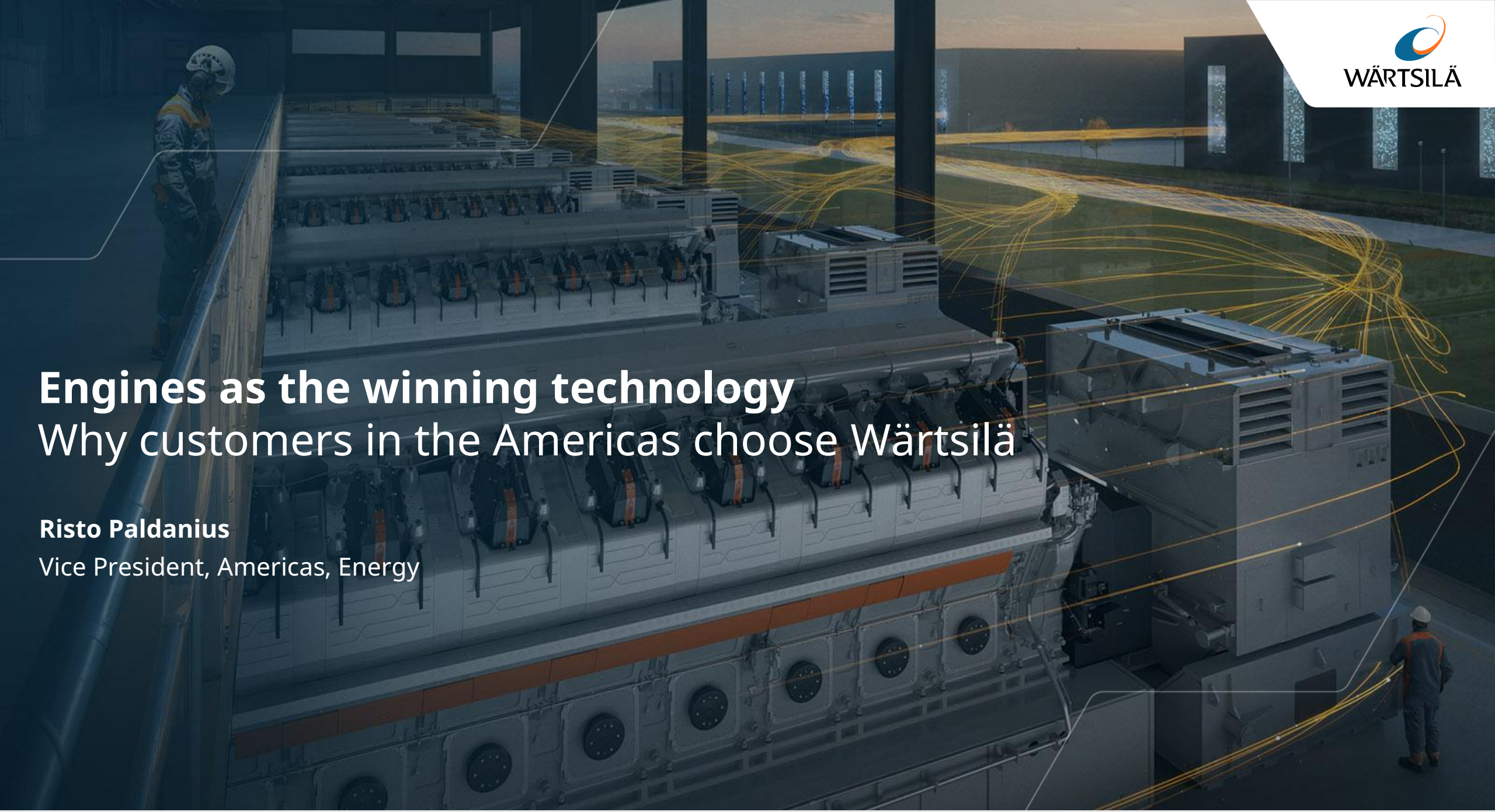


Engines as the winning technology
Why customers in the Americas choose Wärtsilä

Risto Paldanius
Vice President, Americas, Energy

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Both balancing and baseload segments are important for the Americas area



Increasing share of variable renewables in customers' portfolios and local energy systems requires renewables balancing

Flexibility provides our customers:

- Reliability
- Electricity market monetization
- System savings



Firm power generation with high annual running hours services the site or the grid

Firm baseload provides our customers:

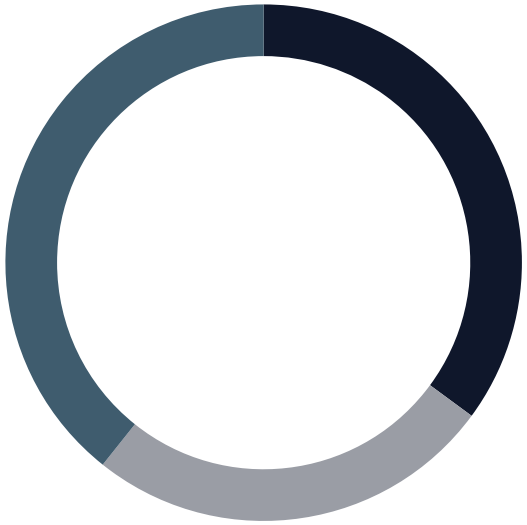
- Reliability
- Efficiency
- Seasonal baseload capability

IPP = Independent Power Producer

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Demand from all three customer segments has grown fast

AMER Order Intake Q1/2020-Q3/2026 by use case



In the Americas, we focus on three customer segments







Utilities	IPPs	Industrials
Regulated Utilities	Independent Power Producers	Data Centres
De-regulated Utilities		Mining
Municipals & Co-ops		Oil & Gas

Co-ops = (Electric) Cooperatives

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Reflections from customer meetings

Utilities

What do the Utility customers need?

- Flexibility in a power system with high share of renewables
- Firm capacity to respond rapidly to changing system conditions
- Lowest overall system cost, not simply lowest generation cost
- Certainty of execution and timely capacity additions

Why do the Utilities choose Wärtsilä?

- Market leader in proven flexible engine technology, ~20% market share
- Strong economics and lower system costs at the power-system level
- High-capacity value
- Competitive speed of delivery
- Partnership approach with experienced long-term lifecycle capabilities



RICE= Reciprocating Internal Combustion Engine

IRP= Integrated Resource Planning (typically min. 5yrs load growth outlook)

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The engine advantage is proven by US system modelling

More savings, more certainty, more accredited capacity *)

Engines outperform Aeroderivative turbines and Steam Turbines in:

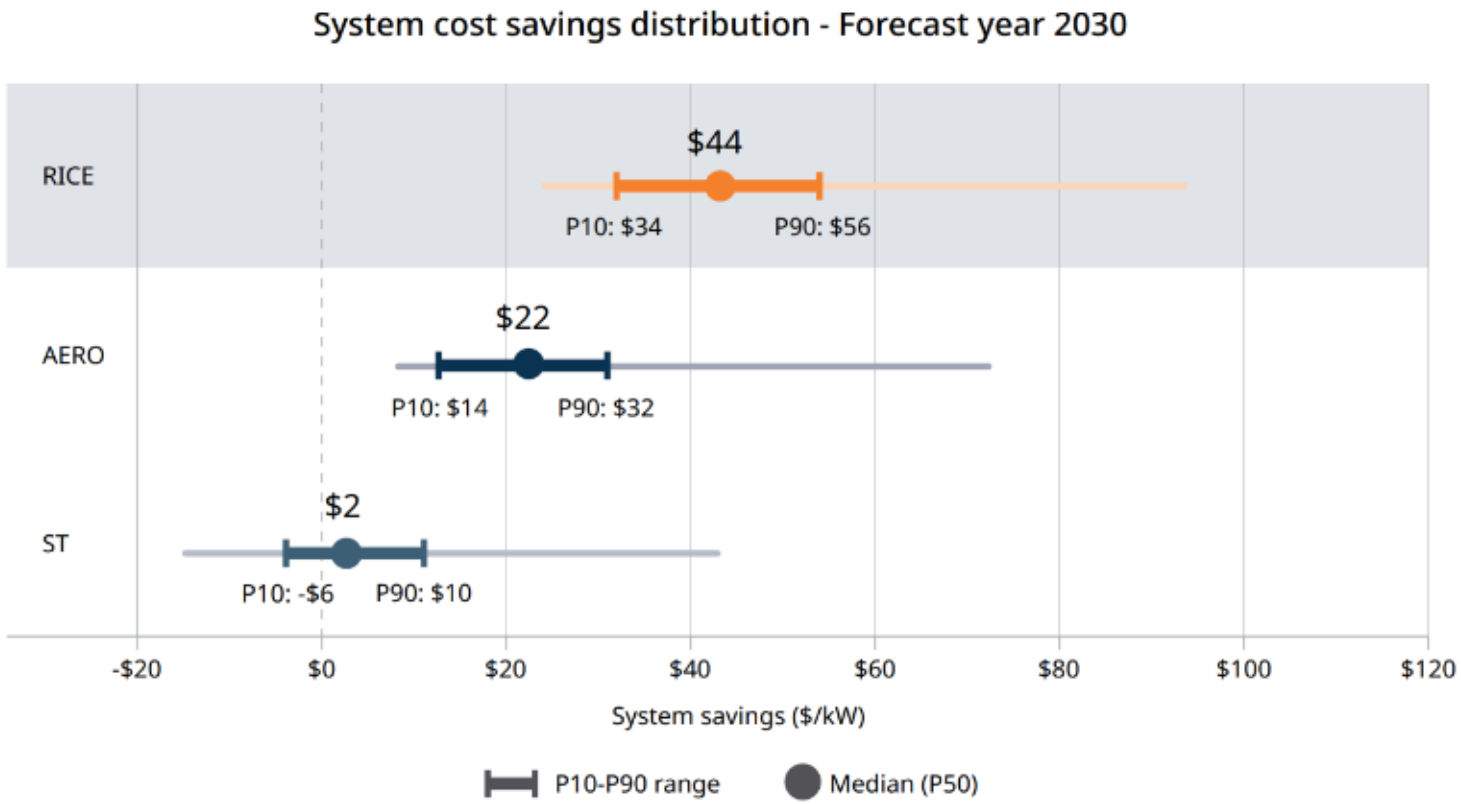
- system savings
- economic value
- capacity accreditation

System savings

2X AERO

Capacity accreditation

94% vs 88%



*) Power plant's output that the electricity system can confidently count on when it is needed most

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Confidential

Reflections from customer meetings

Data centres

What do the data centre customers need?

- Speed to power: Time to equipment delivery and commercial operation
- Availability and reliability to ensure computing power at all times
- Ability to respond to community requirements: electricity price, water consumption

Why do the data centre customers choose Wärtsilä?

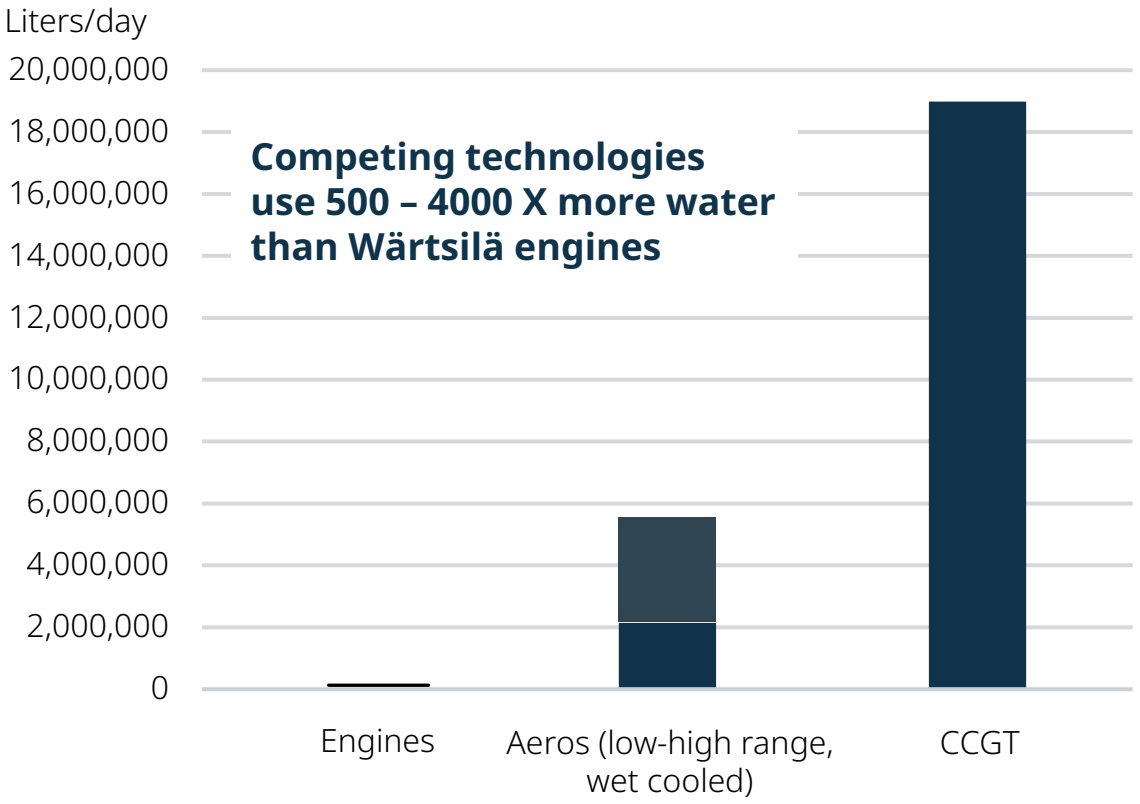
- Competitive power equipment lead times
- Proven and reliable power solutions with modularity and scalability benefits
- Flexibility that matches with battery energy storage, renewable energy additions, and future grid connection requirements
- Experienced lifecycle partner with top tier services capability – *Energy is not data centres' core business!*
- NEW: standardized, de-risked, and repeatable "Generator to Chip" solutions through partnerships (Schneider Electric & Stanley Consultants)



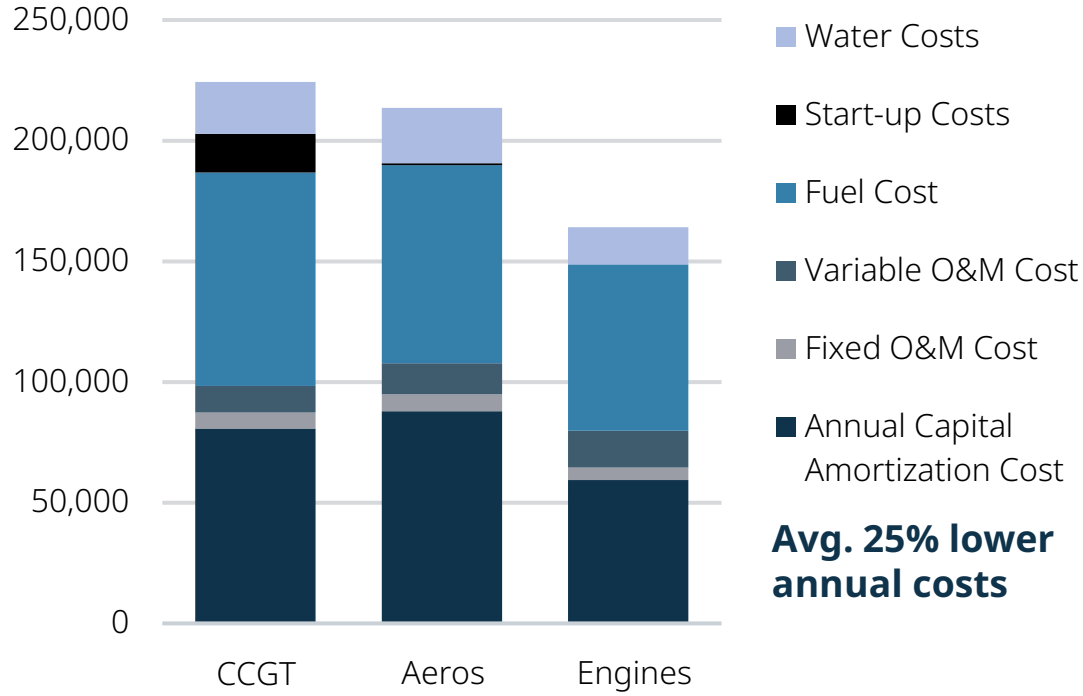
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Wärtsilä engines have a strong competitive advantage related to water usage and project costs of a data center power plant

Daily power generation water usage



Annual project costs



Source and assumptions water use: GT Pro for Aeros and CCGT internal Wärtsilä documentation using 1000 MW of generation operating at 80% at 24 °C ambient temperature
Source and assumptions Project Costs: Wärtsilä internal analysis of a 300MW off-grid data centre in Texas designed to cover all load and contingencies to provide power at all times

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Reflections from customer meetings

Field service and agreements customers

What do lifecycle services customers need?

- Certainty that power plant stays operational and performance stays high
- Proactiveness and quick reaction speed: spare parts, field services
- Predictable and optimised lifecycle costs

Why do lifecycle services customers choose Wärtsilä?

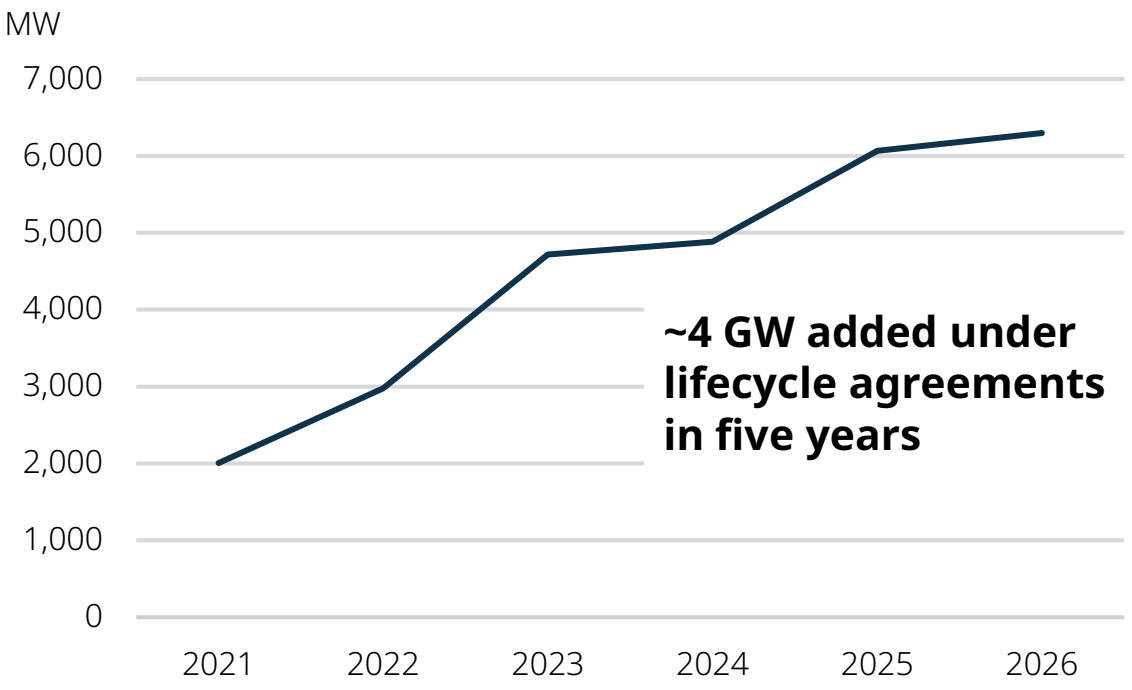
- Reputation: Experienced, trusted partner with high quality & services capability
- Strong local footprint and Wärtsilä's own service personnel
- Responsive support, reliable execution, and Wärtsilä's Expertise Centre support
- Deep technical expertise that helps solve complex challenges
- Long term lifecycle service agreements that support customer's economics, predictability, and expand opportunities across the lifecycle



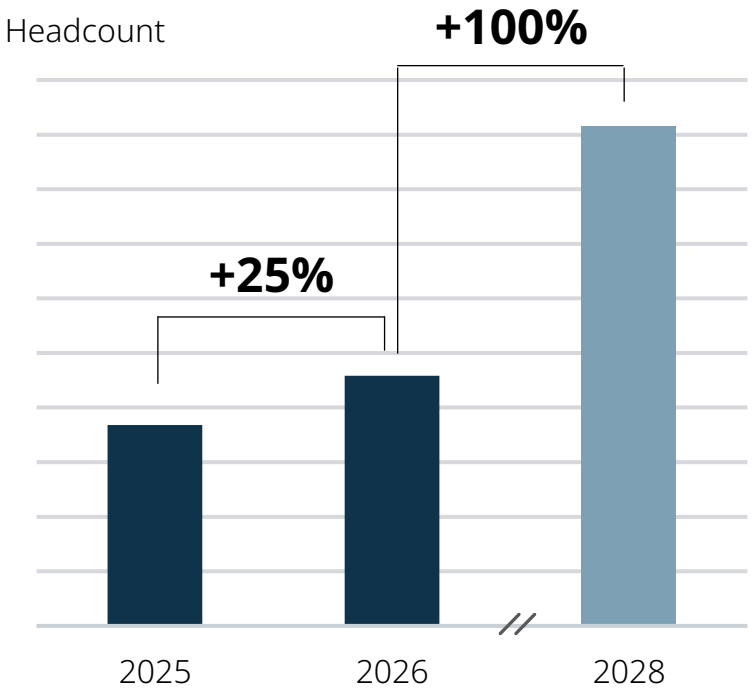
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Wärtsilä's footprint and agreement coverage are climbing up in the Americas

MWs under lifecycle service agreement in the Americas 2021 – 2026



Wärtsilä North America's headcount to support US growth 2025 – 2028



Wärtsilä's US operating installed base
>8 GW

New power plants under execution in the US only
>5 GW

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