

Wärtsilä

CEO Strategy Call

Håkan Agnevall, President and CEO

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The Data Centre power market is shifting, with new thermal baseload opportunities in specific markets

Historical: backup power



20-100 MW

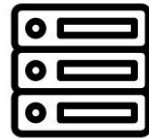
typical power need

Grid interconnections immediately available

- Customer focus: CAPEX, availability
- Segment typically served by high-speed engines
- High risk in case of strict availability guarantees
- Limited lifecycle service opportunity



Emerging: off-grid baseload



50-300 MW

typical power need

Grid interconnection times up to 5-7 years in some markets

- Customer focus: delivery time, OPEX, emissions
- Typically requires medium-speed engines or gas turbines
- Wärtsilä competitiveness high due to shorter lead times, modularity, reliability
- High lifecycle sales potential

US market developing rapidly as baseload is needed while awaiting grid connection

>50%
of all data centres worldwide

>10%
of total electricity consumption in at least 5 US states

\$22 billion
invested in data centres (2023)



Wärtsilä has disclosed two data centre orders – one in the U.S. and the other in Europe

Wärtsilä engines selected to deliver reliable power for U.S. data centre

- Wärtsilä will supply 282MW of flexible engines to operate a new data centre project in Ohio, USA.
- The onsite power facility, providing power directly to the data centre, will operate with fifteen Wärtsilä 18V50SG engines running on natural gas.
- The order was booked in Q2 2025.

Wärtsilä and AVK collaborate to deliver on-site power generation for data centres

- Wärtsilä and energy solutions business AVK-SEG have signed a cooperation agreement aimed at meeting data centres' unique power requirements.
- Wärtsilä will provide the engineered equipment and maintenance support.
- Wärtsilä and AVK are currently executing energy centre projects in Ireland.
- The agreement was signed in Q2 2024.