

# WÄRTSILÄ AUSTRALIA

COMPANY PRESENTATION 2021

*A global leader in smart technologies and complete lifecycle solutions for the marine and energy markets*

## Milestones of Australia, New Zealand & Papua New Guinea

- Pre-1989** ● Detroit Diesel acts as sales agent for Power Plants.
- 1989** ● Wärtsilä Diesel identity formed, office in Granville, NSW opens.
- 1992** ● Local Marine Sales Business originates in WAU.
- 1994** ● Local Energy Sales Business originates in Perth, WA.
- 1995** ● Office opened in Townsville, QLD to support installation & commissioning of Lihir.
- 1997** ● Perth, WA branch office opens & 2 Stroke Engineer develops SULZER Business.
- 1999** ● Granville, NSW office relocates to Huntingwood, NSW, Service office opens in Wellington, New Zealand.
- 2002** ● S&B Business part of WAU after global acquisition, Propulsion service established.
- 2008** ● Wärtsilä PNG office inaugurated.
- 2009** ● Relocation of Perth, WA office to Henderson.
- 2011** ● Perth, WA Workshop certified as Woodward Governor Service Facility.

## Milestones of Australia, New Zealand & Papua New Guinea

- 2013** Implementation of EDL LTS agreement, mobilisation of on-site team at McArthur River Mine.
- 2014** Perth, WA Workshop certified as Napier Turbocharger Service Facility.
- 2015** Implementation of 3yr agreement with Newcrest, mobilization of on-site team at Lihir Gold Mine.
- 2017** WAU signs EPC contract with NiuPower for 59MW (6 x W20V34SG) Port Moresby Power Station, located in Port Moresby, Papua New Guinea.
- 2018** WAU signs EPC contract with AGL Energy for 210MW (12 x W18V50DF) Barker Inlet Power Station, located in Adelaide, South Australia;  
WAU renews agreement with Newcrest;  
WAU signs O&M contract with NiuPower for 5+5yrs tenure (6x W20V34SG);  
WAU signs 'M' agreement with AGL for 10 yrs;  
Huntingwood workshop certified as ABB Turbocharger facility.
- 2019** WAU signs 10 years Deed of Amendment with EDL for first ever onshore M+ with DMP;  
Relocation of Perth, WA Office to Cockburn Central, WA. Workshop in Henderson was closed.
- 2020** COVID 19 pandemic;  
WAU signs a new 10 years M+A Agreement with Newcrest. Agreement value is 152MEUR;  
WAU signs frame agreement with AGL as one of their suppliers for the up to 1GW BESS project;  
WPG office relocates to downtown POM.

## Wartsila in Australia, NZ and Papua New Guinea in a nutshell

- One network company, has operations in 3 countries and comprises more than 100 professionals.
- An installed base of 1400 MW combined Energy and Marine
- Field service flying squad of more than 20 specialists, of which 25% have offshore certifications





## ENGINE SERVICES

Provides complete global services from maintenance to upgrades and retrofits for 2-stroke and 4-stroke engines and related systems for multiple brands.



## ELECTRICAL AND AUTOMATION SERVICES

Offers modernisation, electrical and automation solutions that improve performance, enhance safety, extend the product lifecycle and minimise risks



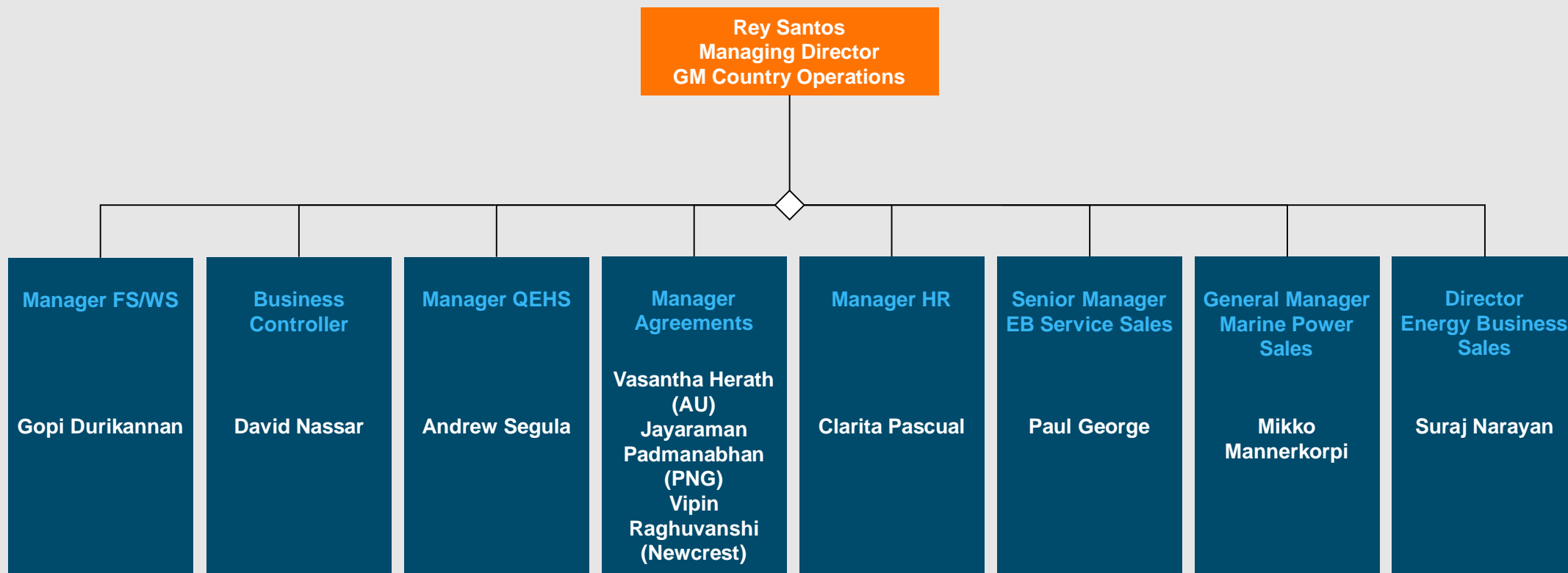
## PROPULSION SERVICES

Provides the parts, repairs, maintenance and modernisation solutions, like Wärtsilä EnergoFlow and Wärtsilä EnergoProFin, to keep propulsion systems running efficiently.



## TURBOCHARGER SERVICES

A well-maintained and performance optimised ensures maximum fuel efficiency turbocharger and prevents unexpected operational costs.



## Quality, Environment, Health & Safety, Security

The health, safety and security of employees and partners as well as environmental protection and customer satisfaction are priorities for Wärtsilä.



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### ZeroMindset

“We will not accept, create or pass-on any quality defects,”

Wärtsilä promotes the continuous improvement principle and has a certified QEHS Management systems:

- ISO 14001: 2015 – Environmental Management System
- ISO 18001: 2007 – Health & Safety Management
- ISO 9001: 2015 – Quality Management System

## Our services

We provide the broadest portfolio and best services in the industry for power plants and marine customers in Australia, New Zealand and Papua New Guinea: expertise, proximity and responsiveness for all customers regardless of their equipment make.

**The range of services include:**

- OEM Field and Workshop Services & Spare Parts for Wärtsilä, Sulzer, Nohab, GMT, ISOTTA, Deutz Marine, SACM, Crepelle, Wichmann, Stork Werkspoor, Bolnes Engines
- Technical support for all above engine types
- Hamworthy products
- Whessoe – Process Control Technology
- Trouble shooting and site audit services
- Upgrades, modifications, relocations, fuel conversions
- Environmental and Safety solutions
- Operation and Management of customer installations
- Electrical & Automation Services
- Propeller upgrades
- Seals & Bearings
- Training



- **Engine**
- **Propulsion**
- **Electrical & Automation**
- **Sales & Bearings**







# Solutions to support the energy transition

## FLEXIBLE POWER PLANTS

Flexible power plants utilising modular and future-proof technology that will run on any available fuels today and tomorrow.

## ENERGY STORAGE AND OPTIMISATION

Energy storage solutions that build a resilient and intelligent power system. Industry-leading software can optimise any of the customer's assets and power systems.

## LIFECYCLE SERVICES

Lifecycle services encompass performance and maintenance management as well as operational expertise, leading to safe, reliable, and environmentally sustainable operations.

**WE OFFER UNMATCHED VALUE TO ALL MARINE SEGMENTS THROUGH OUR INTEGRATED LIFECYCLE OFFERING**

**ENERGY MANAGEMENT**

Decarbonization  
Energy efficiency

**ASSET MANAGEMENT**

Zero unplanned maintenance  
Performance-based agreements

**VOYAGE MANAGEMENT**

Towards autonomy  
Voyage optimization

**PRODUCTS & SOLUTIONS**



Engines



Propulsion



Exhaust Gas System



Automation



Control systems



NavCom



Vessel Traffic Solutions



Simulators



Gas systems



Spare parts



Projects



Water and Waste



Agreements



Field services



Huntingwood, Sydney Office



Perth, WA Office



Overview of Sydney Workshop



WPG Office, Downtown Port Moresby

Our Sydney Workshop is equipped with the following:

- Valve grinding machines
- Chris Marine VRL and VSL machines
- Chris Marine CPL Machine
- Ultrasonic cleaning machines
- Turbo washing machine
- Chris Marine Cylinder liner honing machine
- Water blasting machine
- Sand blasting machine
- Turbocharger Schenck Balancing Machine
- Engine block liner landing grinding machine
- Engine block machining for re-sleeving
- Machine shop (Lathe, drill press, etc)
- Hydraulic press
- Welding and oxy acetylene
- 1 ton overhead crane
- 5 ton overhead crane
- Forklift
- Fuel Pump Room:
  - Lapping machine
  - Test bench for injectors
  - Fuel pump calibrating tool
  - Balancing machine for small rotor shafts



**Machining of cylinder head sealing faces**



**Injector calibration**



**Fuel pump overhaul**



**Quality check before despatch**



**Cylinder liner honing**



**Turbocharger Balancing machine**



**Blasting Machine**



**Balancing rotor shaft**



**Reading calibration**

### Field Service Competencies/Services:

- Engine Overhauls & major repairs, 4S
- Engine Overhauls, 2S
- Engine rehabilitation services
- E&A Services
- Turbocharger services (ABB)
- Turbocharger services (Napier)
- Propulsion services
- S&B services
- Insitu block machining services (block seal face)
- Insitu block machining services (block sleeving)
- Installation & commissioning
- Whessoe tank gauging services
- Engine, E&A & Systems Audit services
- Engine, E&A & Systems Upgrade services
- Gas tuning



### Workshop/Services:

- Engine component standard overhauls, 4S
- Cylinder head exhaust pocket machining, 4S
- Cylinder lining honing services
- Ultrasonic cleaning of charge air coolers
- Cylinder head sealing face machining, 4S
- Turbocharger overhauls
- Turbocharger rotorshaft balancing
- Governor services (Woodward, Europa, Diesel Kiki, etc)
- Geislinger Damper services
- Fuel pump overhaul & calibration



## SPARE PARTS

**We supply original parts (OEM) for all these engines  
and propulsion systems brands:**

Wärtsilä, Sulzer, DEUTZ marine engines, Nohab Diesel, Wärtsilä Diesel, GMT, Wichmann, LIPS, Japan Marine Technology, Deep Sea Seals, SACM, Stork SW Diesel, Crepelle, Nordberg, Poyaud, Bolnes, Whesoe

We also supply parts from original manufacturers suitable for engines, boilers, auxiliary systems, propulsors, electrical & automation systems and navigation systems.

## Our service partners



### QuantiServ

QuantiServ offers specialised, fast and reliable support, maintenance and repair services for customers operating Wärtsilä and third-party equipment in the marine and energy sectors.

- Reconditioning
- In-situ machining
- Mobile teams
- Metal stitching and specialised welding
- Epoxy resins
- Dry-docking support



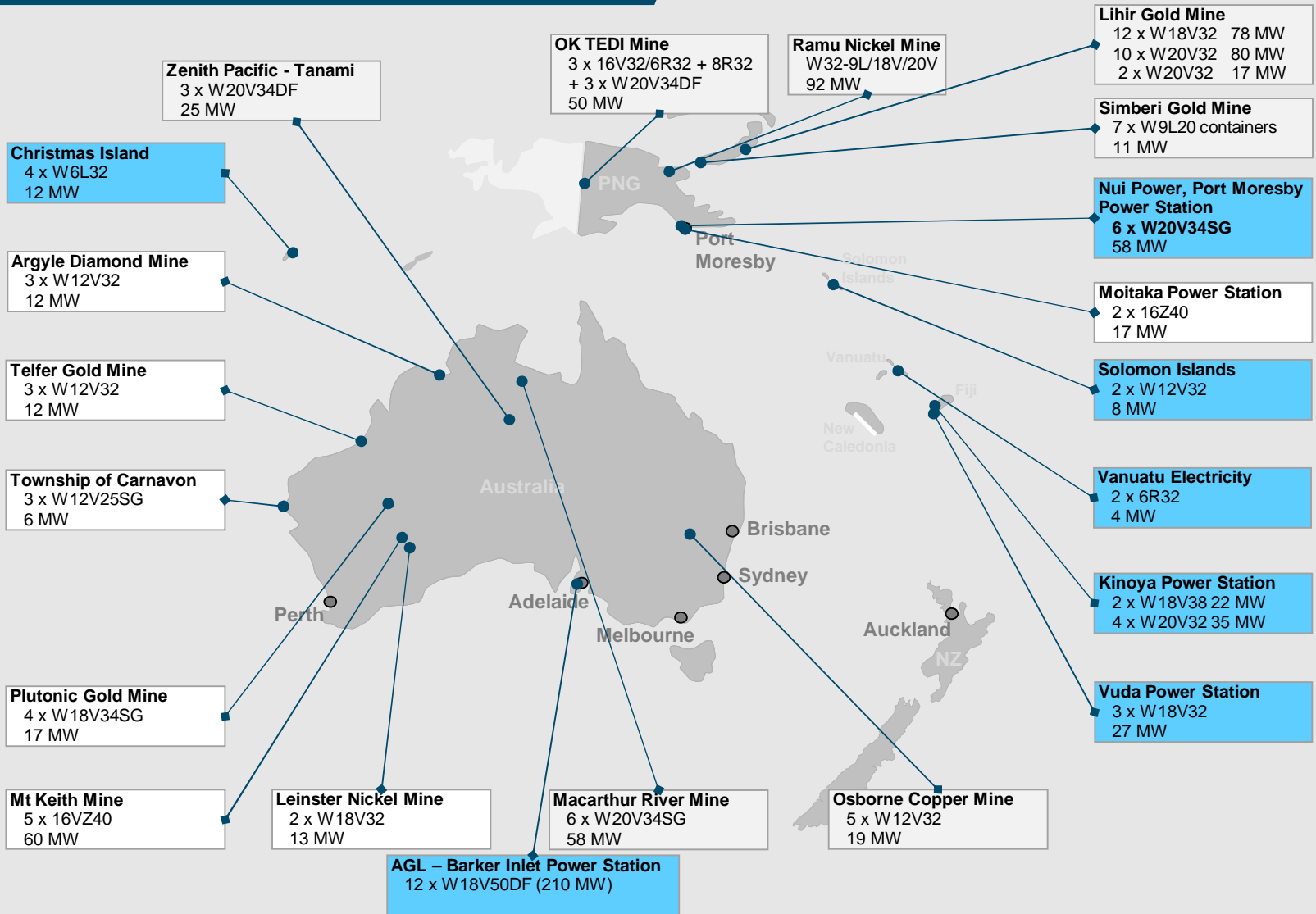
### QuantiParts

QuantiParts trades OEM spare parts for selected Wärtsilä 4-stroke engines for marine and energy customers worldwide.

QuantiParts provides 24-7 services and support with leading technical know-how.



# WÄRTSILÄ AUSTRALIA – INSTALLATIONS, ENERGY



## Australia and Oceania References

**Key:**

- Mining
- Utilities

Total Energy	~ 1001 MW
Total Marine	~ 400 MW
<b>TOTAL</b>	<b>~ 1401 MW</b>



## Key Marine Segments

- Navy
- Catamaran Shipyards
- Ferry
- Special Vessel
- Cruise (overseas visiting ships)

## Key customers

- Australian / New Zealand Navy, ASC
- Austal / Incat
- TT-Line / Interislander
- Sanford, Talleys, Sealord, Riverside
- Carnival / RCL / P&O Cruises

Installed base ~ 400MW

# APPENDIX

# WÄRTSILÄ IN BRIEF

FOUNDED IN 1834

# GLOBAL LEADER

in sustainable solutions for the marine and energy markets

COMPARABLE OPERATING  
RESULT  
**275 MEUR**

ORDER INTAKE  
**4,359 MEUR**

NET SALES  
**4,604 MEUR**

OPERATIONS IN OVER  
**200 LOCATIONS**

OUR PERSONNEL APPROX.  
**17,800**

NATIONALITIES  
**139**

Financials are for fiscal year 2020. Location, personnel and nationalities figures are approximations based on the status in December 2020.

# ENABLING SUSTAINABLE SOCIETIES WITH SMART TECHNOLOGY

**INNOVATING  
SINCE 1834**

**TOGETHER**

**FOR A SUSTAINABLE  
FUTURE**

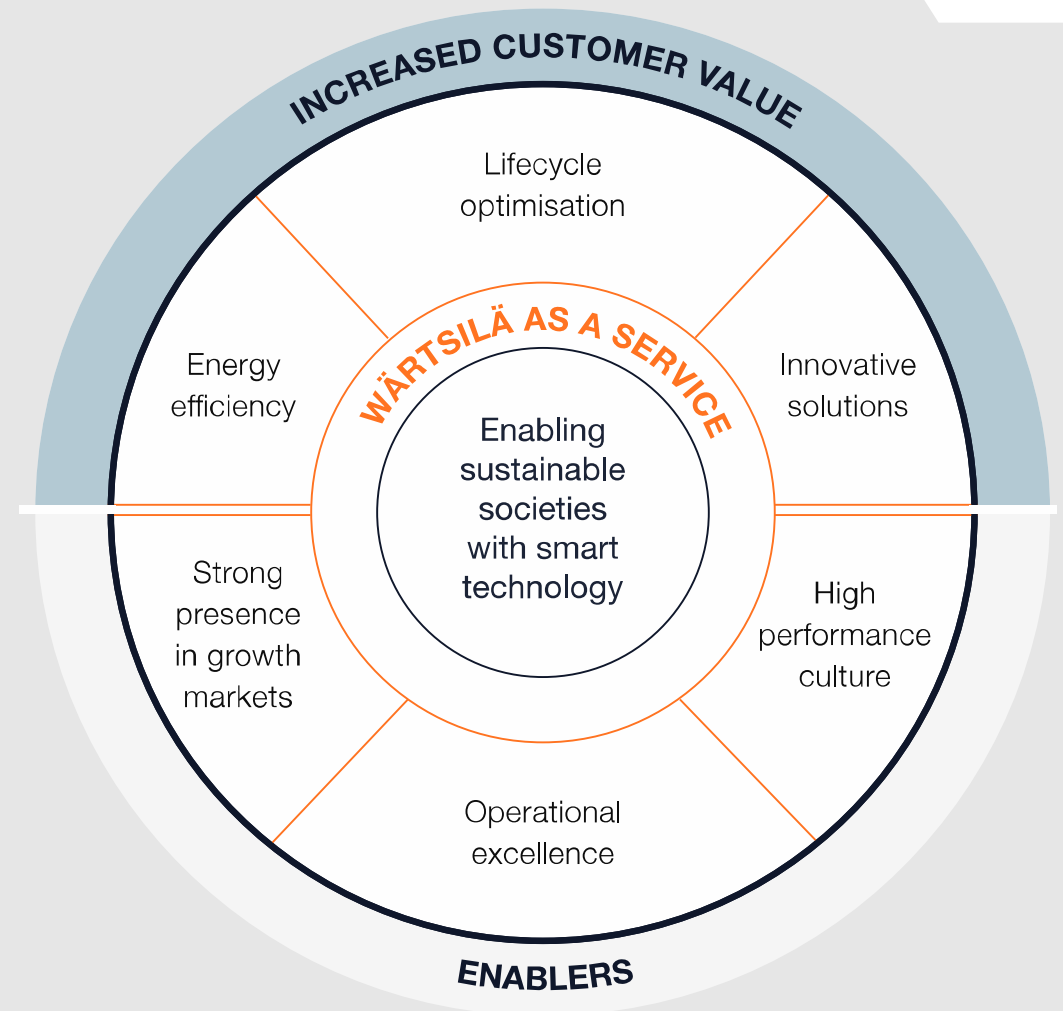
## OUR INDUSTRIES

# ENERGY

Leading the path towards a 100% renewable energy future

# MARINE

Leading the industry transformation towards a Smart Marine Ecosystem



# OUR PERSONNEL

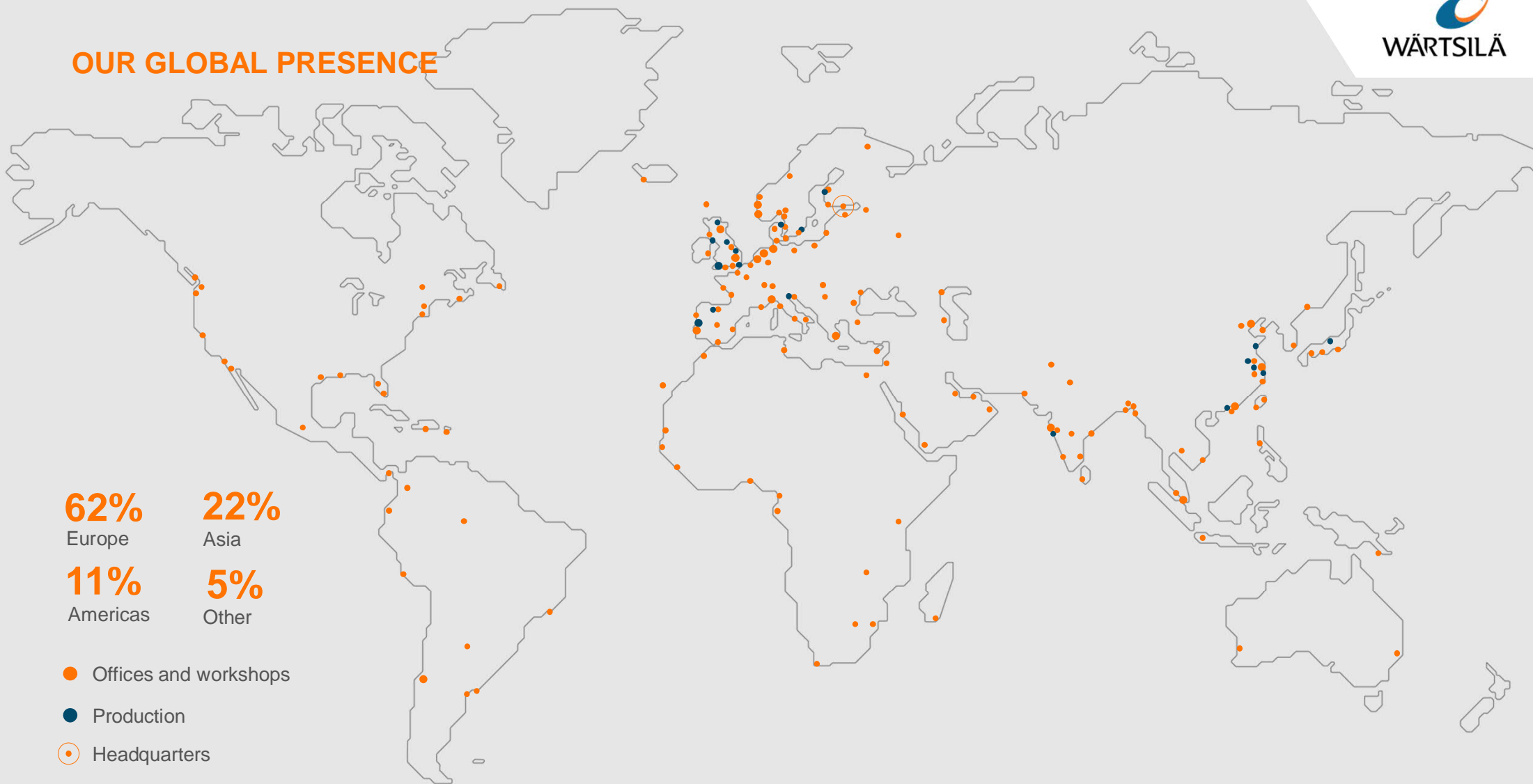
Approx. **17,800** employees

Over **200** locations world-wide

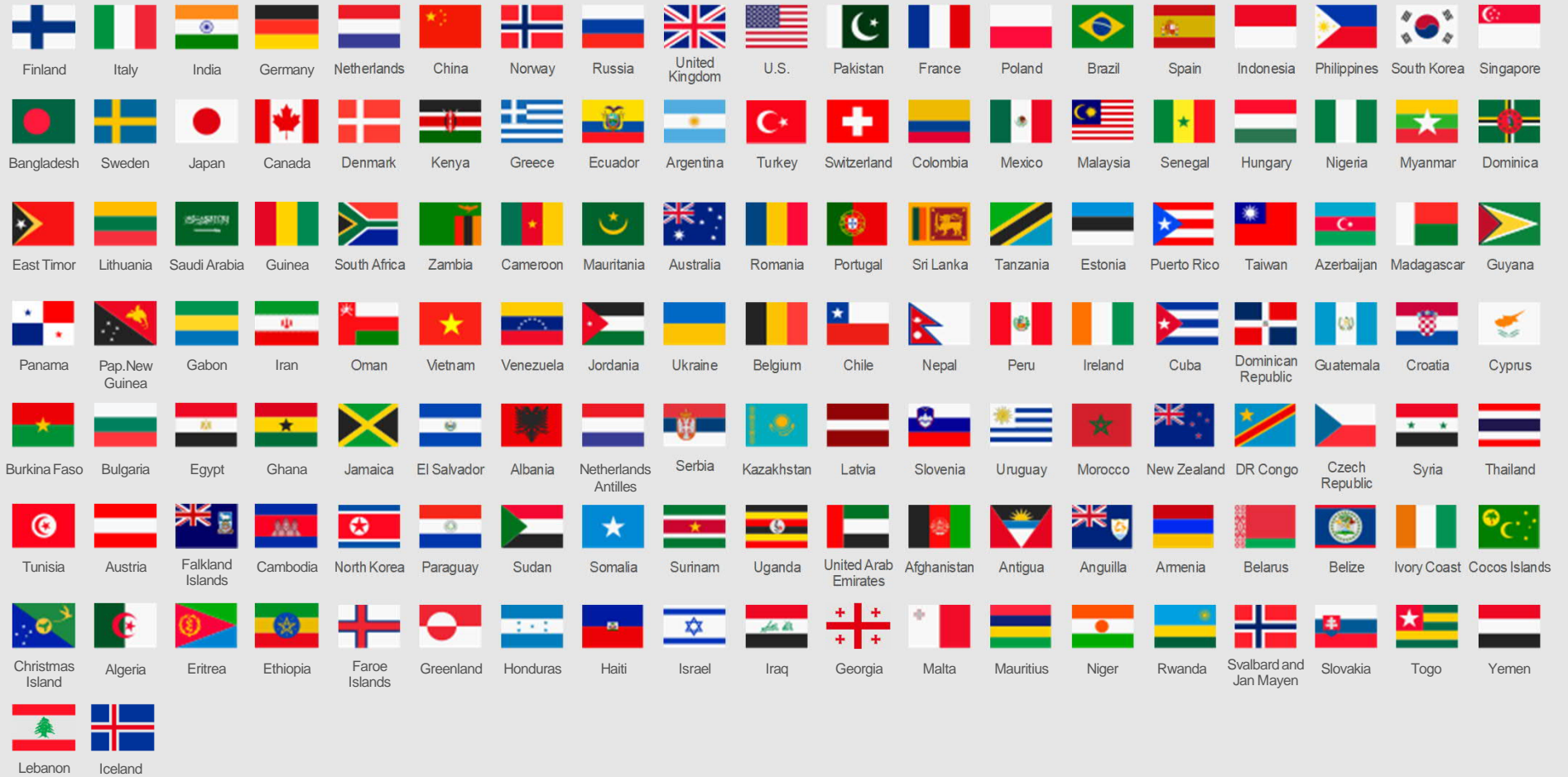
In more than **70** countries



## OUR GLOBAL PRESENCE



## OUR 139 NATIONALITIES



This figure tends to evolve throughout the year, therefore this number is an approximation.



WÄRTSILÄ