The global leader in advanced technologies and complete lifecycle solutions for the marine and energy markets

Wärtsilä’s 19,000 employees generates net turnover amounting to 5 billion euro annually.* The company is active at 200 locations around the globe in some 70 countries and employs people with various backgrounds, levels of education, experience and ambitions. We believe in equal opportunity and personal growth and we support our employees on their personal path at Wärtsilä.

We concern ourselves with advanced technologies that maximise the economic performance of our customers’ ships and power plants in an environmentally friendly manner. Here, the focus is on sustainability, innovation and total return. Consider the development of high-capacity propulsion systems for ships, for example. No other single company can compete with our wide portfolio of products, systems and solutions. Combined with nearly 200 years of knowledge and experience, this makes Wärtsilä a player on the world stage.

* in 2015
Wärtsilä has a great position for profiting from trends in environmental awareness and changing energy demands. We strive for growth by offering innovative, energy-efficient lifecycle solutions and by using our leading position in technological applications as fuel.

WE RUN AHEAD
Regulations in the area of efficient energy use and consumption are becoming increasingly stringent in both the marine and energy sectors. Wärtsilä ensures that products and services are adapted immediately to new regulations. This allows Wärtsilä to make the difference in comparison to other global players in the sectors in which it operates.

MAKING A DIFFERENCE
The world of power is changing rapidly. Sustainable, energy-efficient products and services are becoming increasingly important. This carefully goes for us as well. We want to make a difference in the worldwide energy transition. For example, our innovative technologies make ship propulsion increasingly more efficient. Wärtsilä is ahead of the pack in making systems that can run on significantly more environmentally friendly Liquid Natural Gas (LNG). We are accelerating our digital approach to the maritime industry.

As a manufacturer, we are unparalleled in turning data into valuable recommendations. We don’t report deviations in the data, but go much further by indicating which components have problems and what has to be done with them. Together with our subsidiary Eniram, we offer an online service that provides condition-monitoring services for the most important products, along with suggestions to optimise the performance of ships. We call these Genius Services. With our Online Services, customers can also gain insight into their own data themselves.

PASSION TO PERFORM
Wärtsilä is a proud and involved global player that provides its employees every opportunity to grow professionally and personally. Wärtsilä cherishes the dedication and passion of employees who work hard every day to improve their craftsmanship. We believe in the power of diversity within our company: in terms of gender, culture, background, education and more. Every individual, every experience, everyone’s contribution is valuable and ultimately results in the best and most sustainable result for the customer.

Wärtsilä’s headquarters is in Helsinki, Finland. Worldwide, Wärtsilä has 200 locations, eight of which are in the Netherlands. In total, nearly 19,000 people work at the company, nearly 1,000 in the Netherlands.

Our expertise
Wärtsilä is subdivided into marine solutions, energy solutions and services with various product business lines.

Pioneering solutions
You come up with the most advanced solutions if you’re continually prepared to face a customer’s challenge with an open mind. We also work as efficiently as possible and with an entrepreneur’s attitude: This way, every Wärtsilä employee contributes to the best answer to customer demand.

Marine solutions
Wärtsilä enhances the business of its marine and oil & gas industry customers by providing innovative products and integrated solutions that are safe, environmentally sustainable, efficient, flexible, and economically sound. Being a technology leader, and through the experience, know how and dedication of our personnel, we are able to customise solutions that provide optimal benefits to our customers around the world.

Energy solutions
Wärtsilä Energy Solutions is a leading global supplier of ultra-flexible power plants of up to 650 MW operating on various gaseous and liquid fuels. Our portfolio includes unique solutions for baseload, peaking, reserve and load-following power generation, as well as for balancing intermittent renewable energy. Wärtsilä Energy Solutions also provides utility-scale solar PV power plants, as well as an LNG terminals and distribution systems. As of 2016, Wärtsilä has 60 GW of installed power plant capacity in 176 countries around the world.

Services
Wärtsilä Services supports its customers throughout the lifecycle of their installations by optimising efficiency and performance. The company’s service network of approximately 11,000 professionals in 160 locations is unmatched in the industry, delivering services to more than 12,000 customers every year. This portfolio of services—from spare parts to complete operational, maintenance and optimisation services—is constantly being developed, not only to improve the availability of customers’ installations, but to support them in growing their businesses. Wärtsilä is committed to providing high quality support and the availability of services in the most environmentally sound way possible, wherever, whenever.
The maritime markets in which we are active

Wärtsilä’s unique capabilities in harnessing innovation and digitalisation form the basis of our support for our customers as we enter a new age of shipping. It is no longer always enough to provide individual products or systems, since the essential global need for optimal efficiency and minimal risks demand that all these individual parts function together as a single integrated, harmonious entity. When Wärtsilä talks about connecting the dots, integration of all the various elements that go into producing the most efficient and cost-effective operational performance is central to this concept.

No other company can match our portfolio of products, systems and solutions. It is this vastly broad offering, together with our almost 200 years of know-how and experience, that makes Wärtsilä so very capable in producing the best and most efficient integrated solutions. This single-supplier capability speeds and eases the design and procurement process, facilitates accurate and on-time logistics, and reduces project development and execution risks for shipyards and owners.

Examples of our propulsion specialities under one roof

IN THE TECHNOLOGY & SERVICES CENTRE IN DRUNEN

The orange, grey and blue dots below provide an indication of where the various products are located on a ship.

Integrated solutions

Supporting expertise

We offer even more expertise.
We are at the forefront of technical innovations

WÄRTSILÄ GENIUS SERVICES
Wärtsilä launched Wärtsilä Genius services, an area of expertise designed to help customers optimise their operations and seize the opportunities offered by digitalisation. The service concept is based on comprehensive optimisation of customers’ business and entire installation instead of focusing on maintenance and servicing alone. Wärtsilä has signed several maintenance agreements that benefit from Wärtsilä Genius services, using real-time data and analytics. The main concerns for all our customers are uptime and cost-efficiency, both of which have a direct impact on profitability. We are developing Wärtsilä Genius services with these concerns in mind - we want to ensure that our customers can get the most out of their assets, while operating in a safe and environmentally friendly way.

Wärtsilä Genius Services includes:

- Engine efficiency monitoring service
  With the service, customers can optimise their fuel consumption by adjusting their operations according to real-time data. It is including dual fuel engines. The service monitors the engine’s efficiency in a standardised (ISO specified fuel of consumption) way.

- Propulsion Condition monitoring Service
  Provides the customer with real-time advice and periodic reports concerning the condition of the machinery, as well as information necessary for efficient maintenance planning.

- Cyber security patching service
  Is a subscription-based service that provides tools to manage the entire lifecycle of your industrial control system assets. The service provides essential updates, patches and hot fixes for applications, operating systems, devices and servers.

- Offline vibration analysis service
  Is a service for propulsion and other rotating equipment. This expert service analyses measurement data from the equipment to determine their condition and possible maintenance needs. With it, component defects, alignment issues and balance problems can be detected and remedied before they have a chance to cause significant damage.

WÄRTSILÄ ONLINE SERVICES
With Wärtsilä Online Services you can manage your installations and equipment such as bulletin, interactive manuals and frequently asked questions 24/7. You can effectively search for equipment-specific technical documentation.

Parts Online
In the Parts Online Services you can identify spare parts through catalogues and illustrations. Check spare part prices and availability, create spare part quotations or orders and track and trace deliveries. Your order history is automatically archived in the Online Services.

TechRequest
By creating a TechRequest you can ask technical questions directly from Wärtsilä Technical Services. With a direct contact and dialogue with Wärtsilä’s technical experts you prevent losing time and any crucial information during the discussion as your questions are automatically sent to the correct team. You can see full history of all Technical questions and related answers for your company and installations.

Warranty Online
In Warranty Online Services you can easily and efficiently register all your warranty claims online and track the resolution progress i.e. claim status and history. The Warranty Online provides you efficient and fast services along with full history of the warranty claim activities.

Since Wärtsilä can deliver integrated solutions, we are uniquely capable of interpreting the data collected in this chain and transposing this into valuable recommendations. With this data, we ensure that the Wärtsilä products on board continue to function optimally and that any malfunctions are prevented. The Wärtsilä products on board continue to function optimally and that any malfunctions are prevented.

The work on future visions has been prompted by the inevitable effect that growing global energy demand and increasingly stringent environmental legislation to combat climate change will have on the shipping sector. Additionally, Wärtsilä assesses various emerging trends, such as sharing economies, new business models enabled by the new digital universe, the huge growth in energy storage capacity, and new affordable ‘green’ energy sources, since they represent both challenges and opportunities for the future of shipping.

"We accept the challenges created by the developments currently taking place. Wärtsilä is increasing its speed of re-invention; not just internally but in cooperation with our customers and partners, so that the industry can be assured of having the technologies ready and available to meet the new requirements," says Roger Holm, President, Wärtsilä Marine Solutions.

In its ‘Visions of Future Shipping’ paper, Wärtsilä presents different scenarios that could shape the way that shipping companies operate in the future. These scenarios have each been identified under different names, as follows:

CONVoy
By taking advantage of advanced controls and communication between autonomous components, systems, and vessels, shipping fleets could be operated in convoys. The fuel savings created by vessels closely following each other results from the lower entrance speed of water ahead of the astern vessel. By optimising the operations, significant fuel reductions could be achieved. Furthermore, through the use of system autonomy, artificial intelligence, and advanced connectivity, it is envisaged that the tacking ships could be operated with fewer crew members. Advanced communication technologies will also rapidly increase the sharing of information, which will save time and optimise the allocation of cargo to vessels.

ZERO – Floating Distribution Hubs
Another scenario could be to have artificial islands along the main shipping routes producing emissions-free fuels from solar or wind for powering green energy sources. Clean energy production is becoming a global priority, and its influence on the shipping industry is expected to be felt more and more within the near future.

Exergeo – Unlimited Energy Storage
Large investments will drive energy storage using battery technology. Wärtsilä believes that battery energy density will increase substantially during the coming years. This will allow ships to operate in sensitive areas silently and with no exhaust emissions.

Z3 - Green Energy
Towards a carbon-free power generation and shipping, Wärtsilä demonstrates that battery energy density will increase substantially during the coming years. This will allow ships to operate in sensitive areas silently and with no exhaust emissions.

LITOTS - Working together
For efficient cargo sharing, access to the same information by all global operators would ensure, for example, that no container ship sells cargo free. This sharing of assets could be achieved by use of a digital tool.

"Wärtsilä takes a solid lead in marine digitalisation."
From days past...

WÄRTSILÄ IN THE NETHERLANDS

The Netherlands has a long history, in ships and shipbuilding. From 1939 through 2010, the former LIPS company produced ships' propellers. In the early 1990s, the company was acquired by John Crane and in 2003, the company became part of Wärtsilä.

Nearly 200 years of history

In addition to the Kampen location, there are seven other Wärtsilä locations in the Netherlands. The worldwide spare parts distribution is run from Kampen through a highly automated warehouse. The locations in Schiedam, Kruiningen (QuantiServ) and Harlingen focus primarily on serving customers optimally with questions about products, custom made solutions, service contracts, maintenance and parts. Rotterdam is the location for Wärtsilä SAM Electronics. Our services are directed close to the customer, from the heart of the Rotterdam Harbour. Zwolle is home to the office that focuses on energy solutions for Africa and Europe. The subsidiary QuantiParts is also located in Zwolle and provides parts and knowledge for the so-called "classic" engine brands from Wärtsilä.

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Facts & figures in the Netherlands

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<tr>
<th>IN THE NETHERLANDS</th>
<th>WORK APPROXIMATELY</th>
<th>1000 EMPLOYEES</th>
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<tr>
<td>IN KAMPEN WORK</td>
<td>APPROXIMATELY</td>
<td>120 / 210 WÄRTSILÄ</td>
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<tr>
<td>NATIONALITIES WITHIN NL</td>
<td>23</td>
<td>80% MEN &amp; 20% WOMEN</td>
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Want to dive deeper into the world of Wärtsilä? We have a beautiful, extensive online encyclopaedia to enthuse you from A to W (for Wärtsilä, of course. And, yes, it goes to Z).

WWW.WARTSILA.COM/ENCYCLOPEDIA
About the Central Distribution Centre

The CDC delivers spare parts to its customers worldwide as well as Wärtsilä’s 160 service locations around the globe.

By using one global logistics centre, and through the creation of a highly efficient logistics flow, Wärtsilä is better positioned to serve its customers. Consolidating logistics and warehousing results in faster and more efficient spare parts deliveries, 24 hours a day 7 days a week.

The distribution centre in Kampen began operations in December 2010. The facilities cover an area of 37,000 m². Wärtsilä’s total investment in the distribution centre was ~80 million EUR. There are approximately 330 people working here - about 120 Wärtsilä personnel and 210 for our partners.

MISSION
We provide our customers high-quality logistics services, cost efficiently and on time.

VISION
We will be forerunners in developing innovative solutions, experiences and methods. With the partnerships, Wärtsilä aim to increase quality, accuracy and/or safety in an environment like the CDC.

VALUES
We trust, respect and support each other.
We are passionate. We share one vision. We communicate openly and honestly. We learn from our experiences and methods. With the partnerships, Wärtsilä aim to bring our spare parts delivery operations to the next level by continuous improvement and customer focus.

Innovations of robotics & drone technology

Wärtsilä and DHL are working together on a joint innovation roadmap. Two exciting innovation areas that we have looked into for the Central Distribution Centre are the applications of robotics and drone technology.

Why are we investigating the application of robotics technology? Currently, the market is delivering tremendous improvements in robot capabilities due to technological advancements. This leads to decreasing prices of enabling technologies and modules, and increasing expectations of Customers. Robots can nowadays be used for trailer and container unloading, autonomous piece-picking, assisting order pick processes and supporting customisation processes. Furthermore robots can also be used for many other tasks besides handling and transporting of goods. Relevant areas for the logistics industry are amongst others maintenance, stock-taking, surveillance, parking robots, and robotic waste-sorting systems.

Drone technology is already piloted for parcel delivery, but is now made ready for usage in warehouse environments. When applying drone technology in warehouse environments you can think of stock-taking, inventory counting, security, yard management, and asset tracking activities, to increase quality, accuracy and/or safety in an environment like the CDC.

The goal of these pilots is to learn more about the added value of these technologies in our environment, and the human-technology interface between robot/drone and a warehouse employee. We still want to emphasise that this technology is not about replacing people, but to work together with people to get the process to a higher quality and to create a safer environment.

The main processes

The start of Wärtsilä Global Logistics Services (WGLS)

Wärtsilä Global Logistics Services (WGLS) manages the entire logistics chain of Wärtsilä OEM parts, from order intake to customer delivery.

- Major internal change program approved in 2007 to establish WGLS
- Main reason for program was to improve overall parts services and to increase flexibility
- Based on a single Central Distribution Centre (CDC), one transportation provider, two suppliers, consolidated inventory management, reduction of emissions on transportation

- The CDC was built in Kampen, in the province of Overijssel, after careful route analyses
- The CDC started its operations on 13 December 2010, with parts from the Dutch warehouses
- Next in turn were moving the parts from the French warehouses, going live with the new operations model in March 2011, followed by Sweden in April 2011, Finland in July 2011, Italy in October 2011, and finally Norway in December 2011
- In total 464 trucks with ~635,077,038 kg of spare parts were moved from the old warehouses to the new CDC within a one year time frame
The Central Distribution Centre in figures*

- Received 62,000 purchase orders from suppliers.
- Packed in 98,000 packages.
- Stored 85,500 unique materials in CDC.
- Consisting out of 877,400 line items.
- Consisting of 146,000 purchase order line items.
- We shipped 117,400 customer deliveries.
- We received 5,000 re-classification requests.
- And issued 11,700 classification certificates.
- And coordinated 1,050 customer notifications.
- Handled 1,670 returns incl. 5,200 line items.
- Tuned 4,000 electronic cards.
- Created 66,000 export declarations.
- Stored 85,500 unique materials in CDC.

- With a stock value of €260 million.
- We shipped 117,400 customer deliveries.
- Consisting of 877,400 line items.
- Packed in 141,000 packages.

- Shipped about 18,700,000 KG of spare parts.
- With a total volume of 41,900 m³.

- Shipped to:
  - Netherlands: 20,250 deliveries, 7,500 deliveries to Germany, 6,800 deliveries to Singapore.
  - Germany: 7,500 deliveries.

- Mode of transportation:
  - 45% courier
  - 20% free carrier (FCA)
  - 15% air
  - 5% sea
  - 8% road

* Stats 2015
The Wärtsilä Power Run is an event in Kampen. The distances are 5, 10 and 15 km. Since 2016 there is also the run of 1 km, aimed for children aged 8-12 years.

This run is truly for everybody, irrespective of your condition. Get together, run and have fun for a good cause! The event takes place in the summer.

Do you want to join us? Please view wartsila.com/careers
Keep it safe together

The safety of our employees and of our guests is always paramount. By following the instructions below, we can jointly safeguard everyone’s safety.

The following regulations concerning the health and safety of both our employees and our visitors apply on the Wärtsilä grounds. We expect you to use these regulations. Therefore, please read the text below carefully.

— Upon arrival, you must register at the reception desk of the gatehouse as a visitor. After you identify yourself with a valid ID you will then receive a visitor’s pass and a safety vest. We request that you wear this visibly. Upon departure, you must log out and return the visitor’s pass and safety vest.
— Should you encounter any unsafe situation, notify your Wärtsilä contact person of this.
— We request that you follow the instructions of corporate emergency responders in the event of an emergency. You can recognise these employees by their fluorescent jackets.
— When taking stairs, hold onto the banister.
— Don’t use the elevator during emergencies.
— +31 (0)88 980 1300 Emergency number

General Safety regulations

- As a visitor, you are under the supervision of a Wärtsilä employee.
- Stay on walkways.
- Security officers are authorised to carry out searches. Don’t leave personal items unattended!
- Wear your visitor’s badge visibly.
- Smoking is permitted only in the areas indicated.
- Access for those less than 16 years of age is permitted only under supervision.
- Take photos is permitted only after receiving Wärtsilä’s permission.
- Deposit waste in the wastebaskets indicated.
- Safety shoes are mandatory.

Visiting the dock area through the gatehouse the safety instructions below need to be followed, next to our general safety regulations.

— Driving with open cargo doors is not allowed.
— Put the safety vest in bin next to the exit dock area when leaving.
— Wheelblocks placed?
— Check with driver:
  1. Keys from ignition?
  2. Handbrake on?
— Document handed to the dock leader.
— Forbidden to operate dockleveler.
— Fuse cargo close / delete.
— Cargo must not be unloaded / loaded.
— Driver must be seated in the yellow square.
— Use toilet en coffee at the Transport Office.
— When light is RED never drive away from the dock!
— Only when the light is GREEN remove wheelblocks and drive away.

The safety of our employees and of our guests is always paramount. By following the instructions below, we can jointly safeguard everyone’s safety.