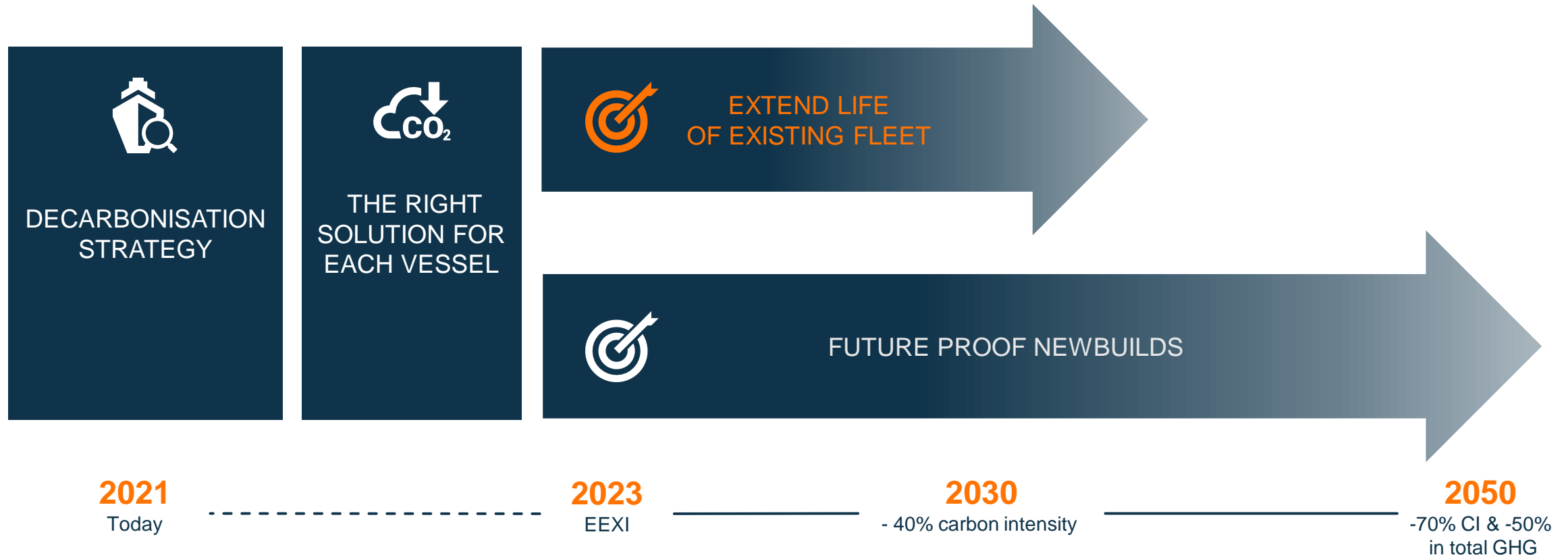


WÄRTSILÄ LIFECYCLE AGREEMENTS

LER ZHI-YAO

SALES MANAGER, PERFORMANCE SERVICES
MARINE POWER

A TAILOR-MADE PATHWAY TO DECARBONISATION



THE RIGHT SOLUTION FOR **EACH** VESSEL



ENGINE OPTIMISATION
& FUEL FLEXIBILITY



ELECTRIFICATION



ENERGY SAVING
DEVICES



LIFECYCLE
SOLUTIONS



TECHNICAL
SOLUTIONS



HOW A PARTNERSHIP CAN SUPPORT DECARBONISING?

GUARANTEEING PERFORMANCE & SHARING THE RISK

1

Becoming a partner: resolving complexity and setting joint operating targets based on your needs

2

Expanding revenue streams by minimising cost of unscheduled maintenance, downtime and interruptions

3

Minimising OPEX by guaranteeing fuel consumption and emissions reductions

4

Securing peace of mind by reaching joint compliance targets

**OUTCOME-BASED
BUSINESS**

EXAMPLES OF GUARANTEED OUTCOMES



UPTIME



FUEL SAVINGS



REDUCTION IN GHG /
COMPLIANCE

OPEX SAVINGS & EMISSION REDUCTIONS GUARANTEED

12M €

In fuel expenses saved per annum

For a fleet of Cruise ships

-69%

In reduction of unscheduled maintenance costs over a 2-year period

For a fleet of LNG carriers

13.7M €

In savings by increasing time between overhauls, minimising interruptions & downtime in operations

For a fleet of LNG carriers

PARTNERING FOR CARE-FREE LIFECYCLE OPERATIONS

GUARANTEED ASSET PERFORMANCE AGREEMENT

Ensured performance and improved
profitability

OPTIMISED MAINTENANCE AGREEMENT

Improved availability and cost
predictability

TECHNICAL MANAGEMENT AGREEMENT

Advanced operations and
maintenance support

ENHANCED SUPPORT AGREEMENT

Better access to data and
support

+700

SHIPS HAVE A
WÄRTSILÄ LIFECYCLE
AGREEMENT

94%

OF CUSTOMERS
RENEW THEIR
AGREEMENT

DIGITAL ENABLERS

CONNECTIVITY

Monitoring and trending capability with Wärtsilä Data Collection Unit (WDCU) or cloud-to-cloud integration

EXPERT INSIGHT

A predictive maintenance service that proactively detects problems before they lead to unplanned downtime

OPERATIONAL SUPPORT

Round-the-clock remote support by Wärtsilä Expertise Centres, wherever and whenever you need it

DATA-DRIVEN MAINTENANCE

Dynamic maintenance planning that safely optimises maintenance intervals based on actual condition of your assets

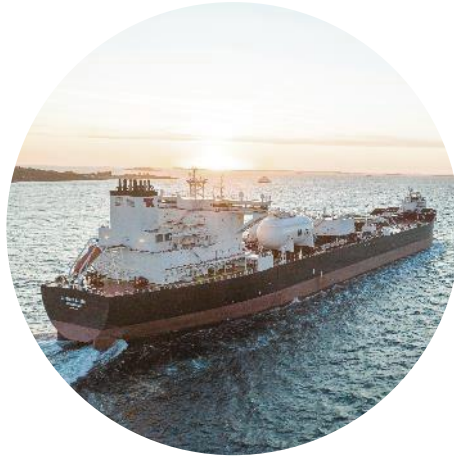
25%

REDUCTION OF
UNSCHEDULED
MAINTENANCE

90%

OF ISSUES SOLVED
REMOTELY

+700 VESSELS HAVE A WÄRTSILÄ LIFECYCLE AGREEMENT



MERCHANT

LNG Carrier, Container Vessel, Bulk Carrier, RoRo Vessel, Tanker, Car Carrier, General Cargo Vessel

293 vessels



CRUISE & FERRY

Passenger & Cargo Vessel, Cruise Vessel, Ferry, High Speed Passenger Vessel

150 vessels



OFFSHORE, OIL&GAS

Offshore support Vessel, FPSO, FSRU, FLNG Plant FSO, Fixed Production Platform, Semi-submersible rigs

64 assets



SPECIAL

Dredgers, Tugs, Icebreaker, Cable Layer Vessel, Fishing Vessel, Navy Vessels, Other Service Vessels

178 vessels

WÄRTSILÄ LIFECYCLE AGREEMENT

Let us help you build the right solution.



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