



# WÄRTSILÄ LIFECYCLE SOLUTIONS

ENSURING YOUR POWER PLANT PERFORMANCE AND COMPETITIVENESS



## A PARTNERSHIP TO SUCCEED IN THE ENERGY MARKET TRANSITION

The industry is moving towards more flexible and sustainable energy systems. As inflexible baseload generation declines, the share of renewables rapidly increases alongside the expanding application of energy storage technology and flexible gas adoption. This immense shift means that no single technology, software, service or skill can ensure optimal lifecycle performance of power plants. Therefore, choosing a reliable partner with best-in-class expertise is essential in securing your investments.




### WHAT DOES THE TRANSITION MEAN FOR BUSINESS?

- Power systems and technologies are increasingly complex
- Business cases need to be strong to secure financing
- The rapid pace of change shortens the horizon for business planning

# ENSURE YOUR POWER PLANT PERFORMANCE AND COMPETITIVENESS

With Wärtsilä Lifecycle solutions, we maintain and optimise your power plant performance. This support encompasses our technology, software and service expertise as well as our holistic view and understanding of installations on a system level through a long-term service agreement.

## CHOOSE THE RIGHT LEVEL OF SUPPORT FOR YOUR POWER PLANT:

 <p><b>WÄRTSILÄ OPERATION AND MAINTENANCE</b></p> <p><b>PROTECT YOUR INVESTMENT</b></p> <p>We take full responsibility for operating and maintaining your power plant and guarantee its performance.</p>	 <p><b>WÄRTSILÄ GUARANTEED ASSET PERFORMANCE</b></p> <p><b>ENSURE POWER PLANT PERFORMANCE</b></p> <p>We take full responsibility for maintaining your power plant and guarantee its performance.</p>	 <p><b>WÄRTSILÄ OPTIMISED MAINTENANCE</b></p> <p><b>ENSURE SAFE &amp; RELIABLE OPERATIONS</b></p> <p>We take full responsibility for maintaining your power plant and improve performance, reliability and predictability of your operations and costs.</p>
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## EACH SOLUTION IS CUSTOMISED TO MEET YOUR NEEDS:

- PERFORMANCE GUARANTEES** Power plant performance guarantees based on measured data and ensured throughout the duration of the service agreement.
- BUSINESS MODEL** Agreeing on an incentive and risk sharing model as well as service fee structure.
- OPERATION MODEL** Definition of responsibility for operations as well as needed on-site/remote and Wärtsilä Expertise centre support.
- MAINTENANCE MODEL** Definition of the responsibility for planned and unplanned maintenance, needed Wärtsilä Expertise centre support and maintenance matched with the operating profile.
- SERVICE MODULES** Included services for performance management, operational support, maintenance management and analytics.

**WITH A WÄRTSILÄ LIFECYCLE SOLUTION  
OUR EXPERTS AND EXPERTISE CENTRES WILL SERVE YOU ALL THE WAY.**

## Your benefits

A Wärtsilä Lifecycle solution agreement ensures power plant performance and competitiveness.

<b>Maximised return on investment</b>	<b>Ensured operational efficiency</b>	<b>Safe and reliable operations</b>	<b>Operation and maintenance optimisation &amp; cost predictability</b>
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### CASE EXAMPLE

#### The impact of power plant performance on profitability and competitiveness

Our performance guarantees support customers in maintaining key performance indicators during the lifecycle of the power plant.

	OPTIMAL POWER PLANT PERFORMANCE	LOSS IN EFFICIENCY AND AVAILABILITY
PLANT NET POWER	200 MW	200 MW
PLANT AVAILABILITY	96 %	94 %
EBITDA MARGIN % 10 year average	15.5 %	14.0 %
LCOE Average over the economic period	67.56 EUR/MWh	68.83 EUR/MWh

All values and figures related to performance, earnings and costs are for information purposes only and are not to be construed as guaranteed by Wärtsilä or directly applicable for any power plant. The actual values achievable by individual power plants will depend on several variables and factors.



WÄRTSILÄ

# WHY WÄRTSILÄ LIFECYCLE SOLUTIONS?

We maintain and optimise your power plant performance with comprehensive lifecycle solutions encompassing our technology, software and service expertise as well as our holistic view and understanding of installations on a system level.

We believe in co-creation and co-operation to improve the performance, viability and profitability of your business in the long-term.

## WE'RE WITH YOU – ALL THE WAY.

### OPTIMISING OPERATIONS AND GUARANTEEING PERFORMANCE IS OUR SHARED PASSION

**10**

EXPERTISE CENTRES AROUND  
THE WORLD

**140**

EXPERTS IN OUR  
EXPERTISE CENTRES

**250**

POWER PLANTS WORLDWIDE ARE  
SUPPORTED BY A LIFECYCLE SOLUTION  
AGREEMENT WITH WÄRTSILÄ

Out of the operational support cases,  
Wärtsilä Expertise centres received in 2019

**62%**

WERE SOLVED REMOTELY

**67%**

WERE SOLVED  
DURING THE SAME DAY

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