

WÄRTSILÄ CORPORATION

Baird Global Industrial Conference

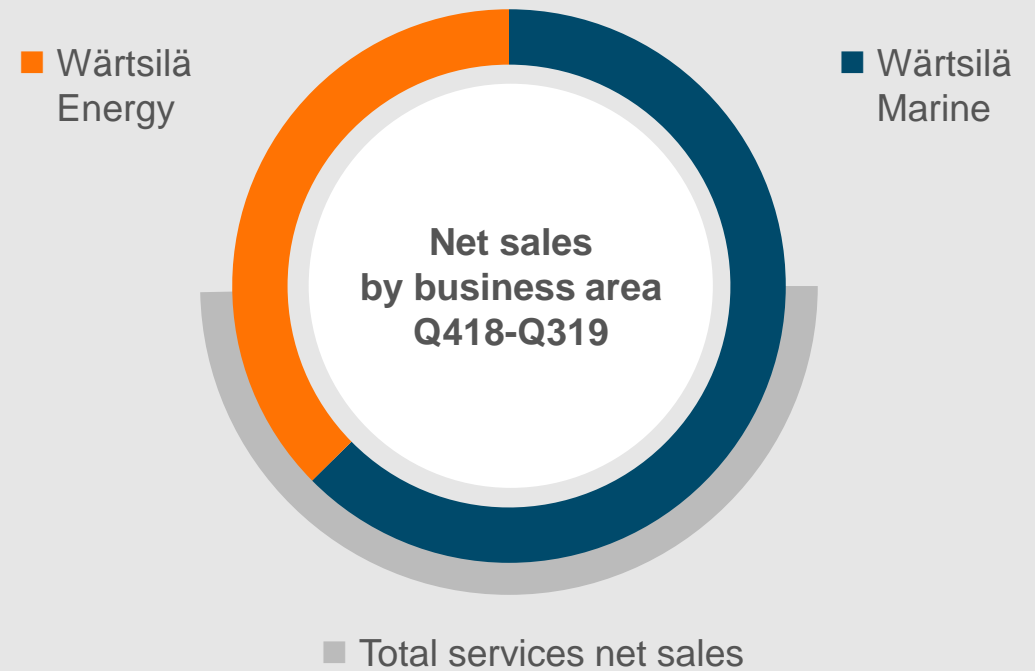
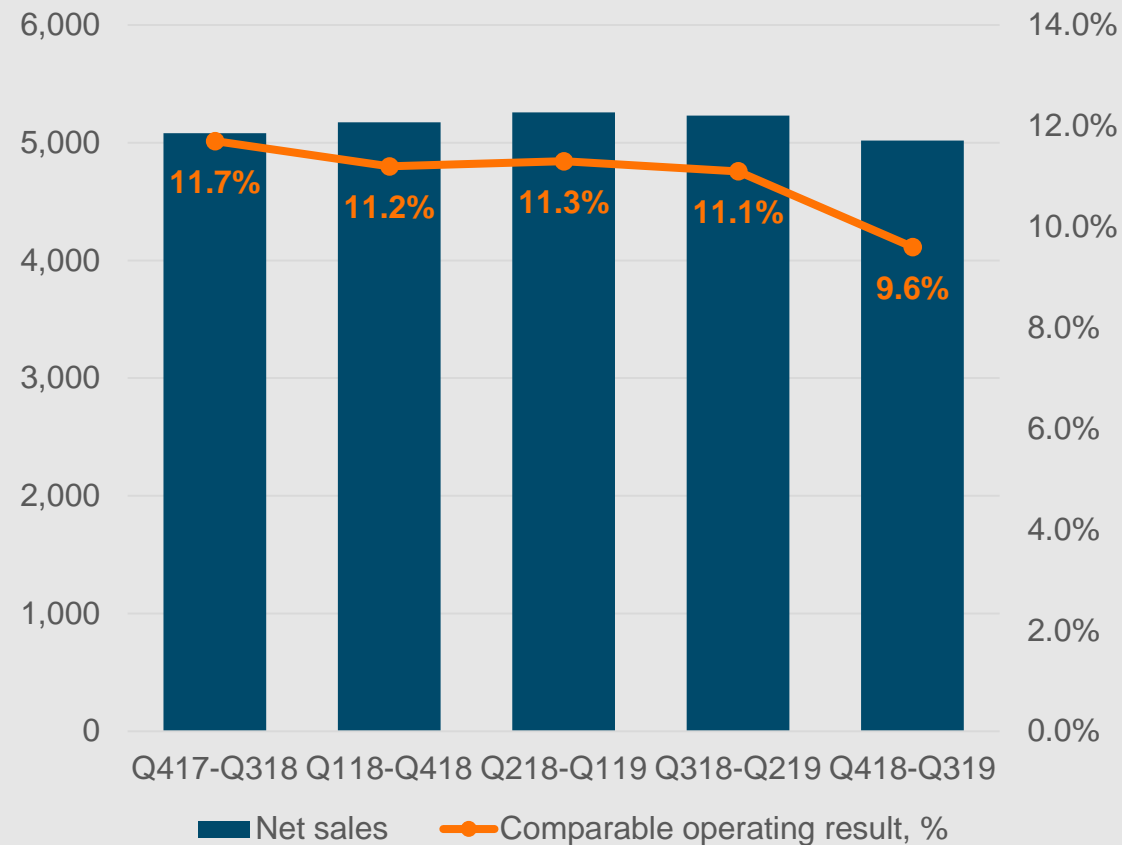
5 November 2019

Natalia Valtasaari

Vice President, Investor Relations

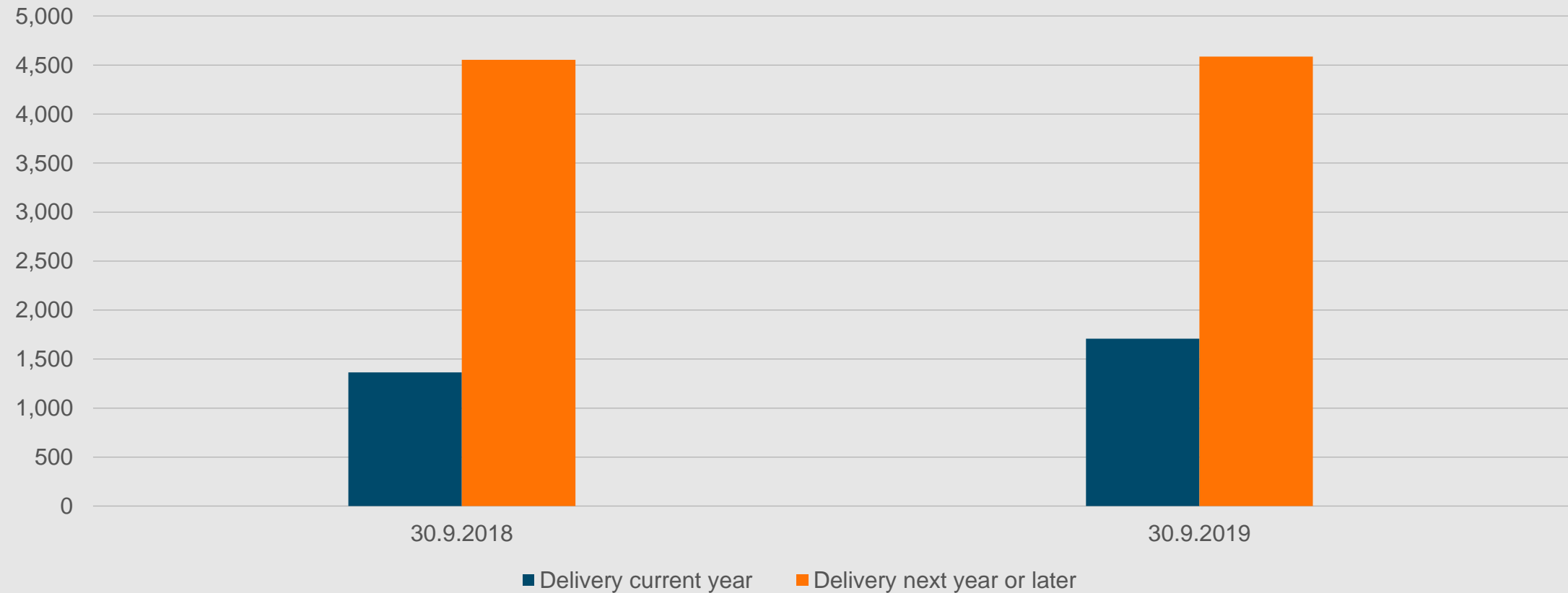
Net sales and profitability

MEUR, 12 months rolling



Order book distribution

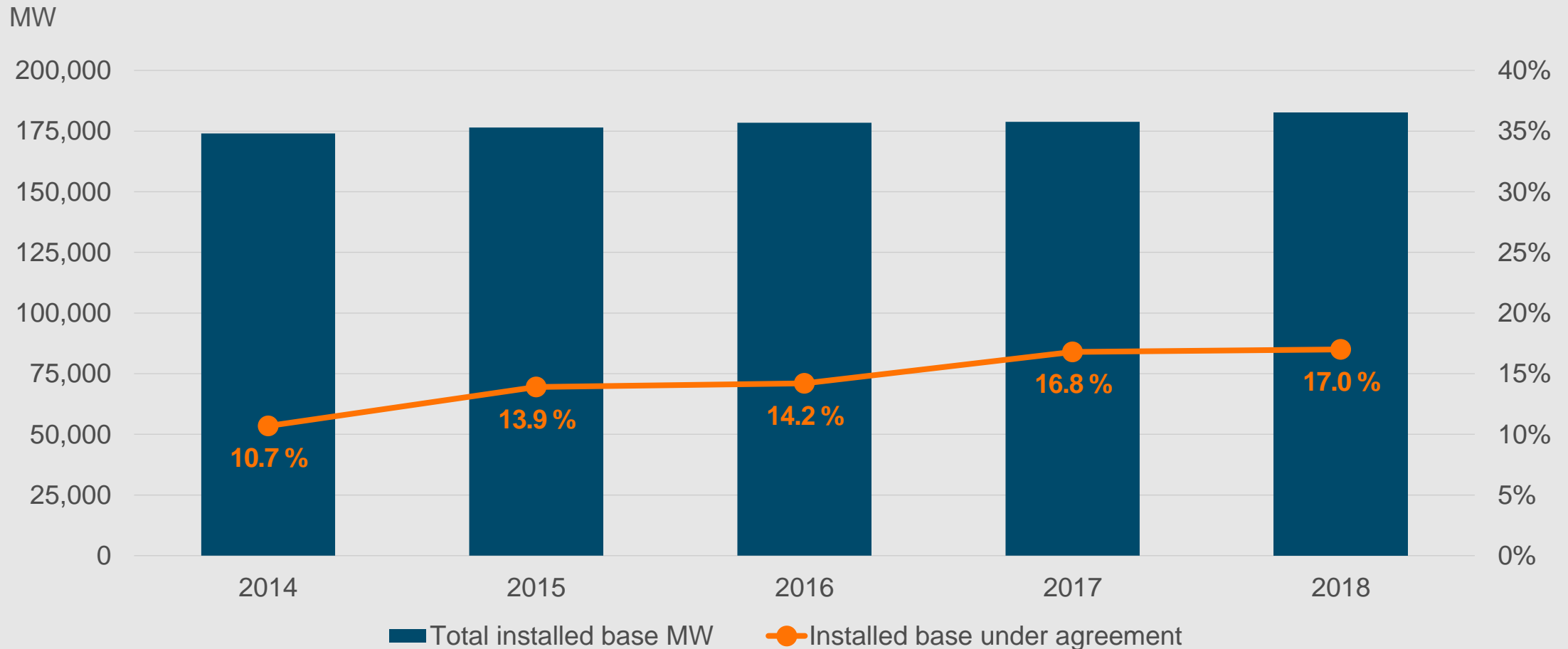
MEUR





Wärtsilä **enhancing competitiveness** by aligning operations globally

Focus on growing the share of long-term service agreements

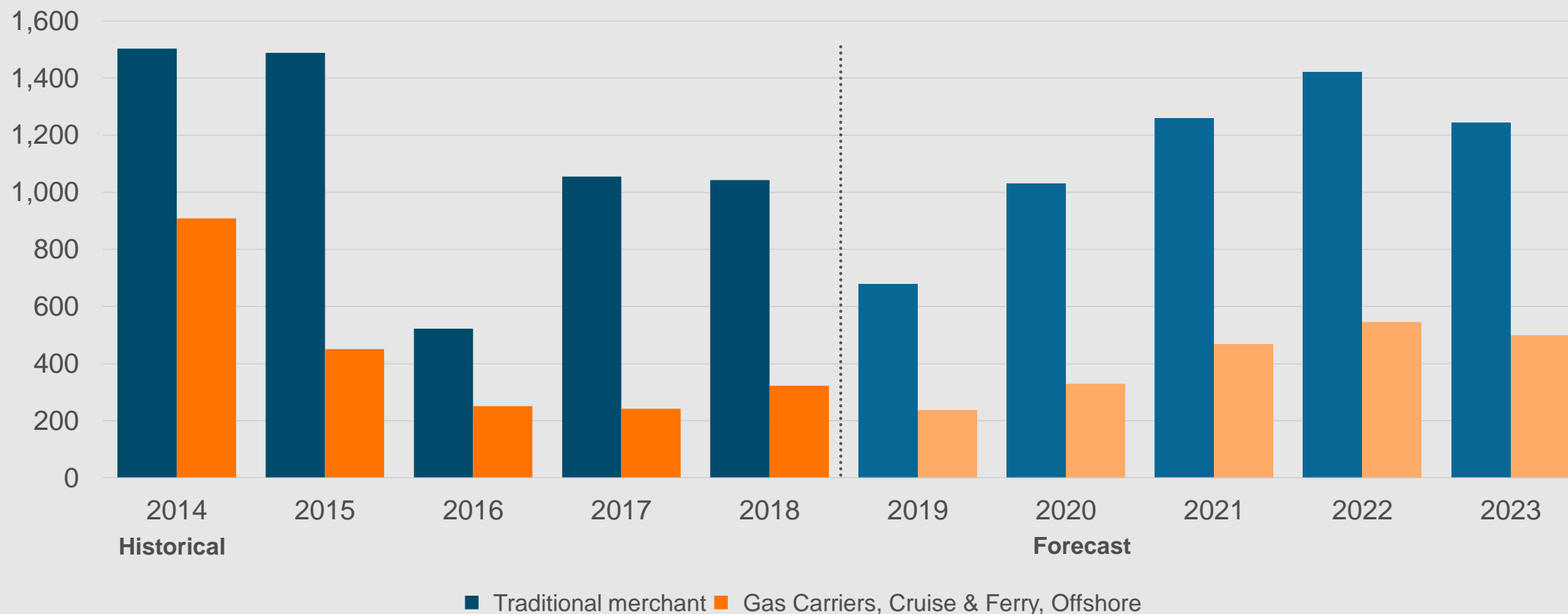


Wärtsilä Marine Business



Vessel contracting activity remains subdued

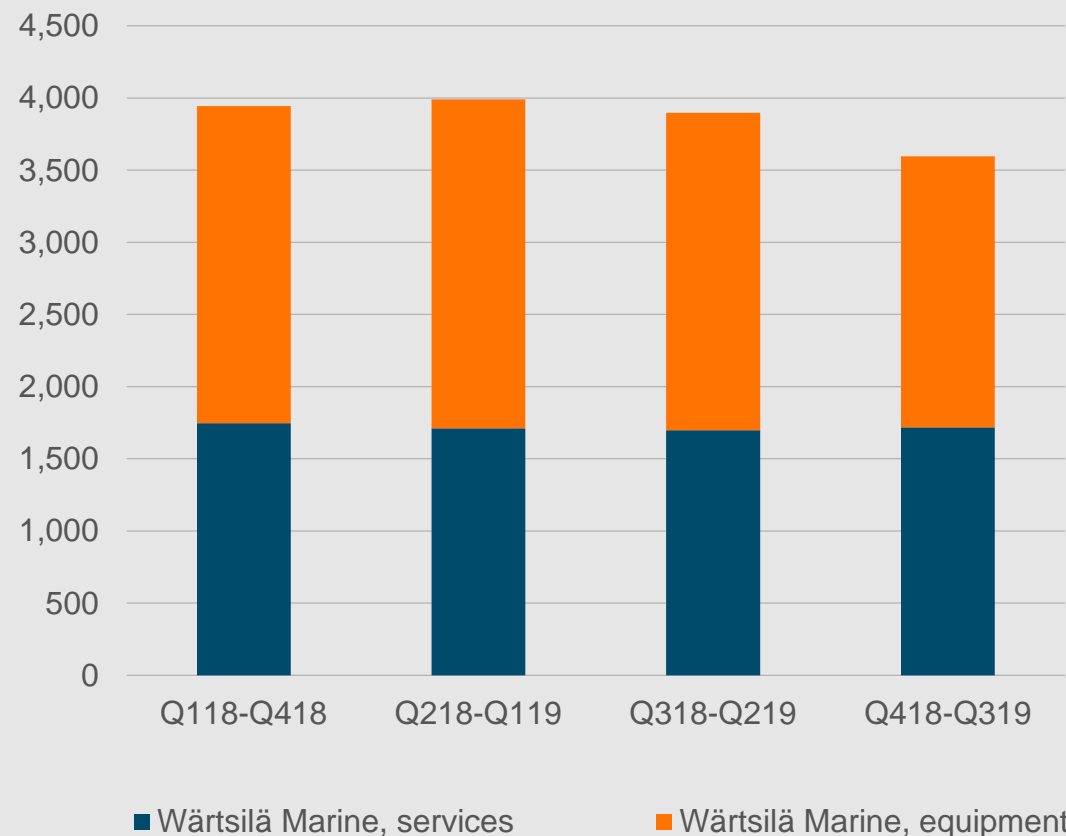
Vessel contracting



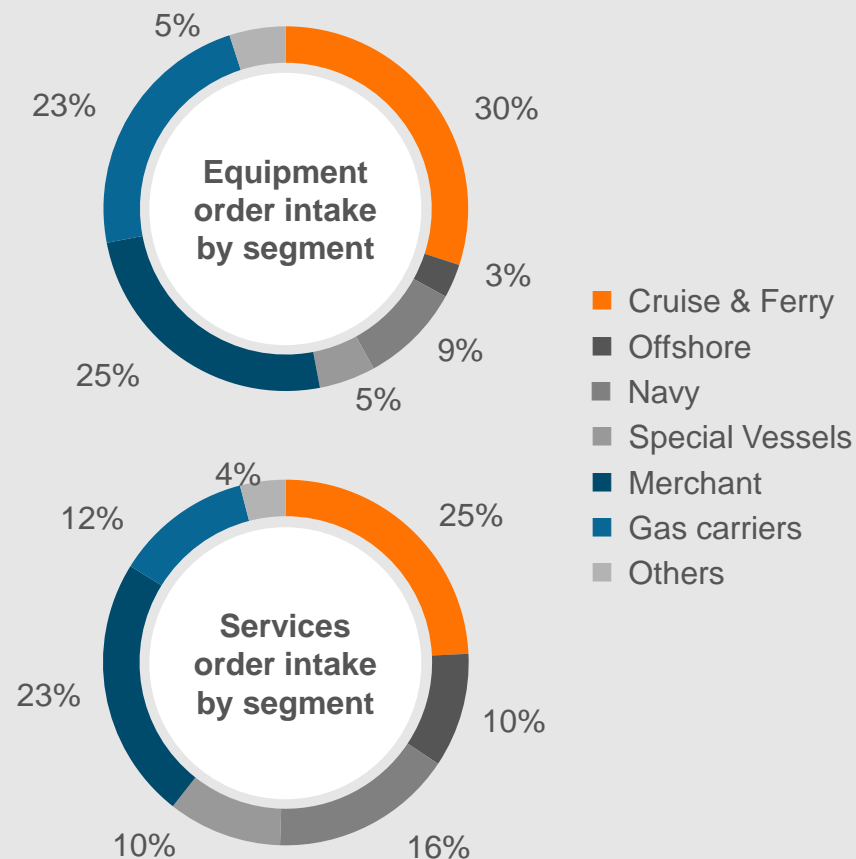
Source: Clarksons (vessels >2,000 Dwt/GT)

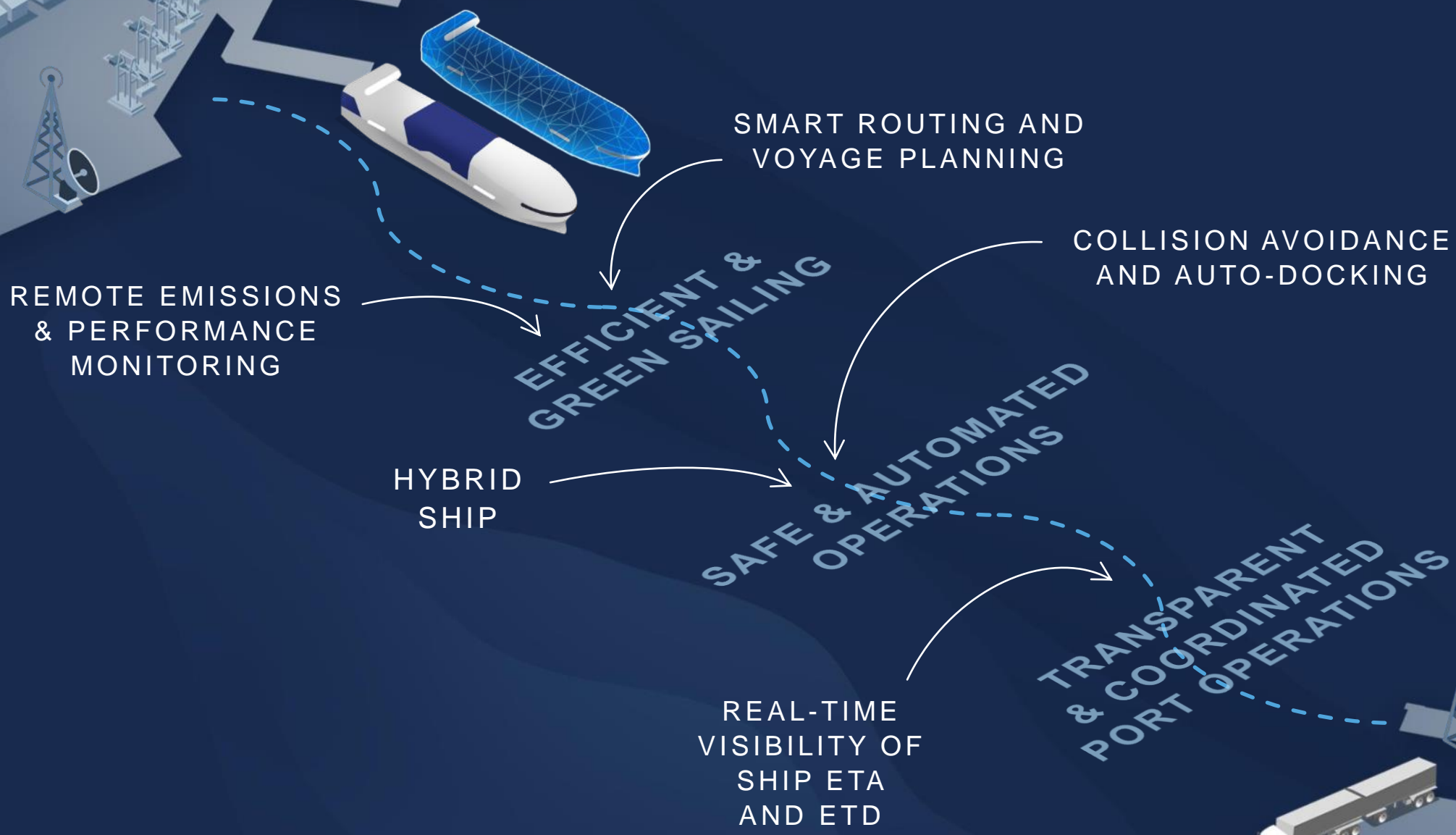
Order intake development

Rolling 12m, MEUR



January–September development





THE FUTURE OF NAVIGATION

IntelliTug



Remote Operations



San Diego
8 000 km /
5 000 mi

Aberdeen

Automated Vessel Operations



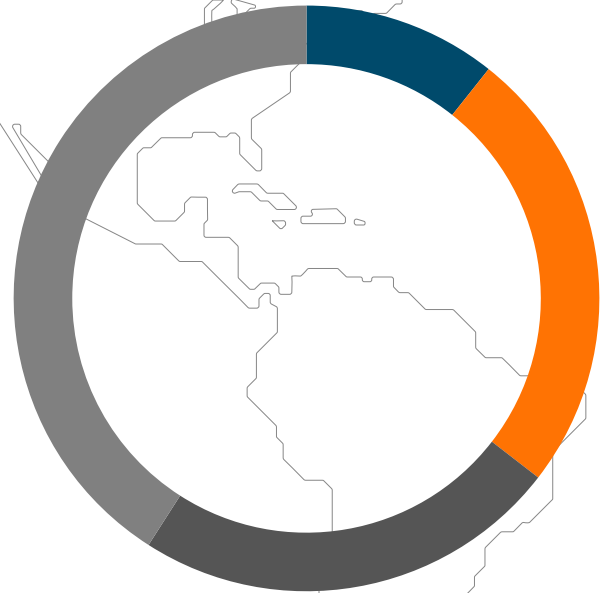
AI-based Applications

- Advanced Routing
 - Collision Avoidance
 - Anomaly Detection
- 

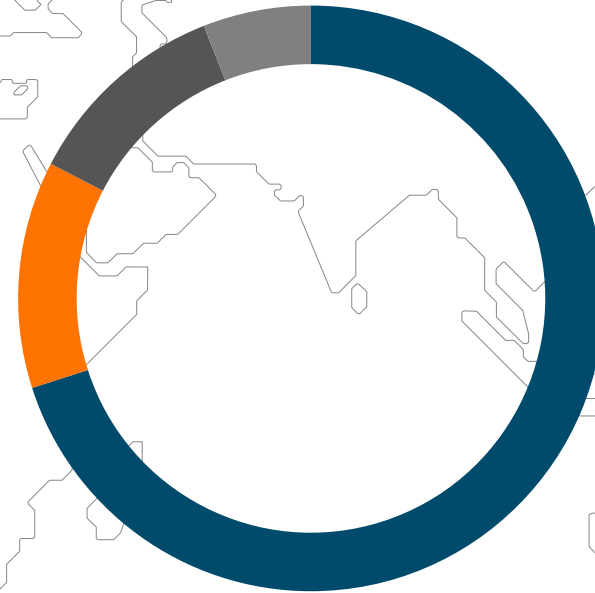


Wärtsilä Energy Business

Operating installed base by region and profile



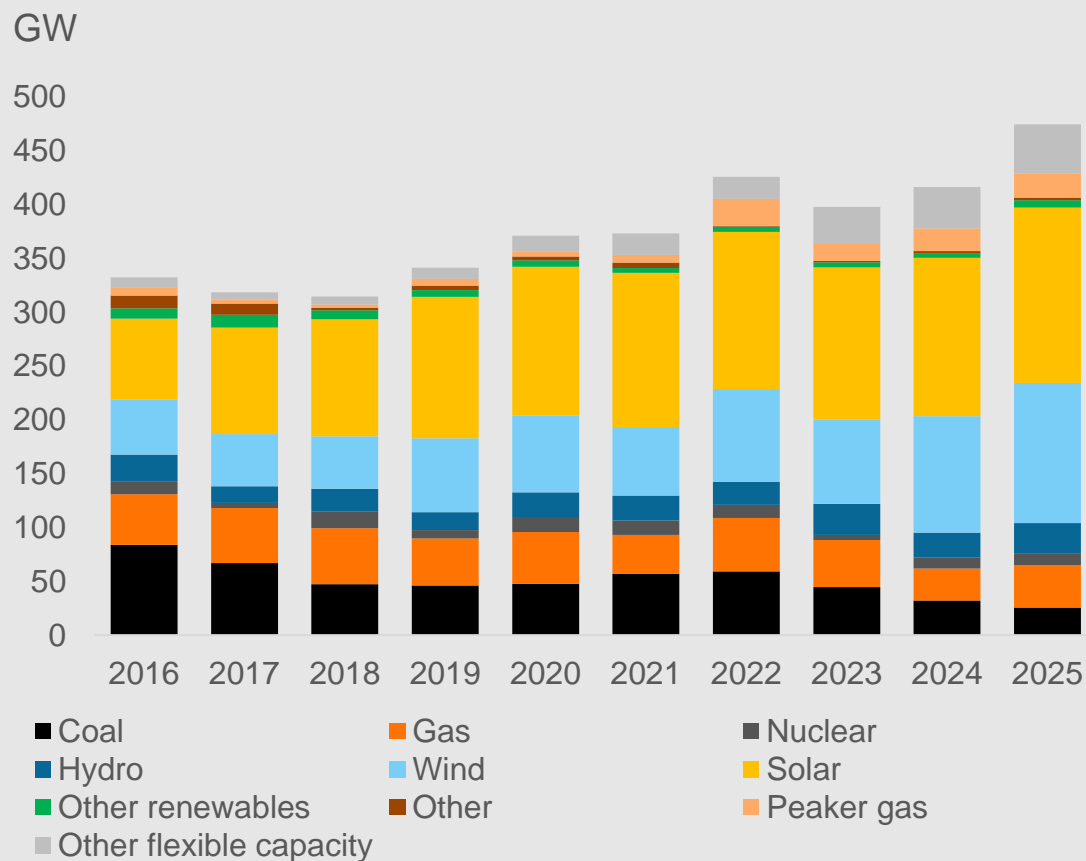
■ Africa ■ Americas ■ Europe ■ Middle East and Asia



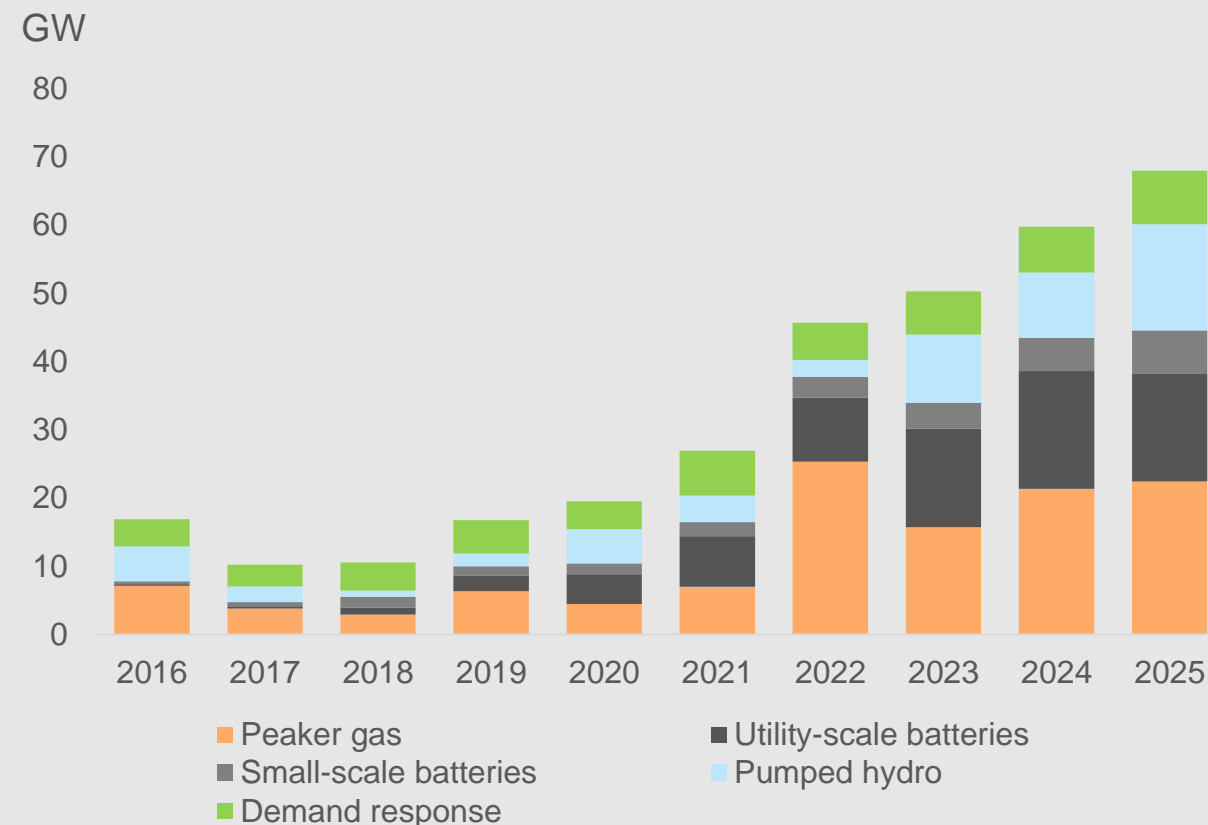
■ Baseload ■ Intermediate load ■ Peaking ■ Stand-by

Energy investments favouring renewables and flexibility

Gross capacity additions



Flexible capacity additions

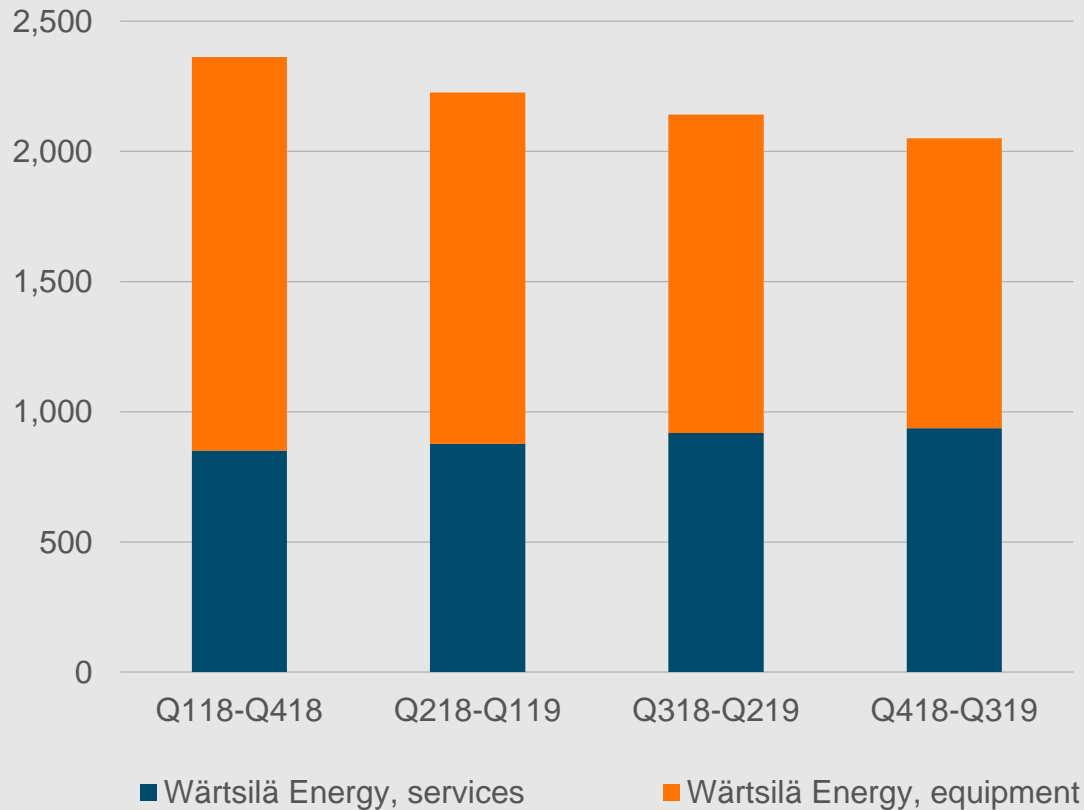


Gross capacity additions. Source: Bloomberg New Energy Outlook 2019.
 Note: Other flexible capacity includes all possible technologies that are not running on baseload excluding peaker gas.

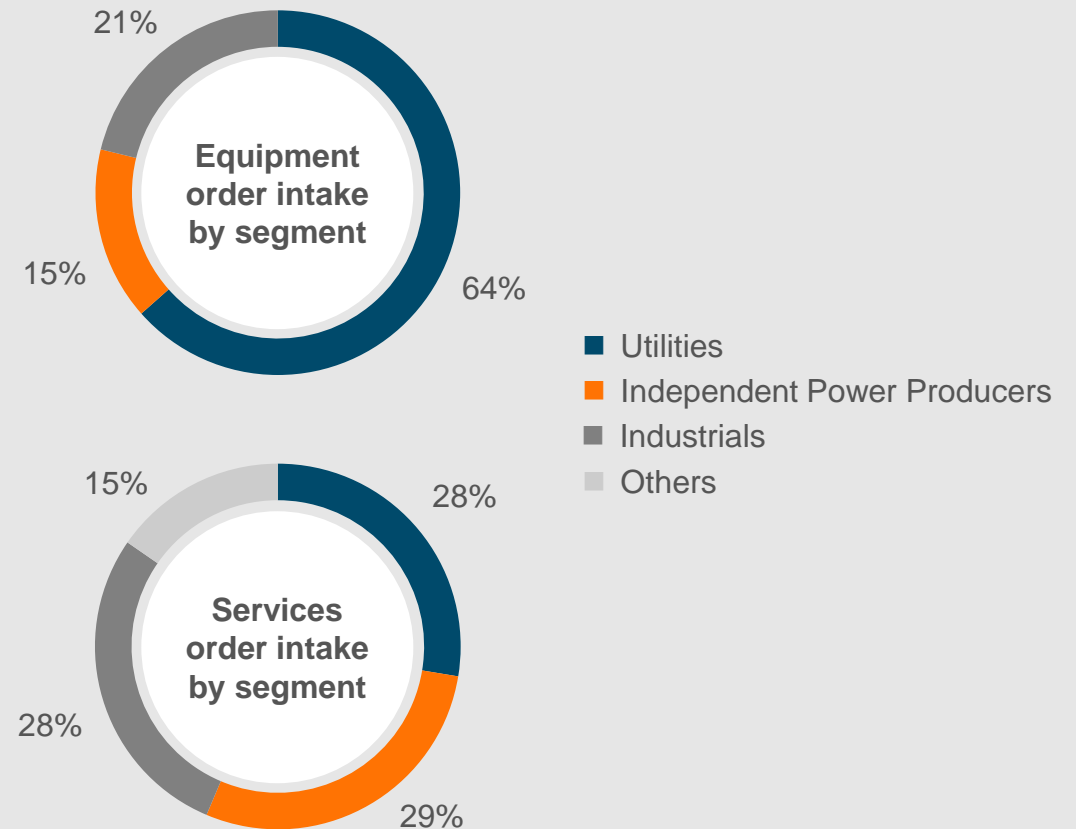
Flexible capacity additions. Source: Bloomberg New Energy Outlook 2019.

Order intake development

Rolling 12m, MEUR



January–September development





ENABLING THE USE
OF CARBON NEUTRAL GAS

The demand for Wärtsilä's services and solutions in the coming twelve months is expected to be somewhat below that of the previous twelve months.

Demand by business area is anticipated to be as follows:

- Soft in Wärtsilä Marine Business
- Weak in Wärtsilä Energy Business (downgraded from soft)



THANK YOU



WÄRTSILÄ

Further information:

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