



WÄRTSILÄ CORPORATION

J.P. MORGAN CAZENOVE EUROPEAN CAPITAL GOODS CEO CONFERENCE

12 JUNE 2015

Björn Rosengren,
President & CEO



This is Wärtsilä



Power Plants, 18%

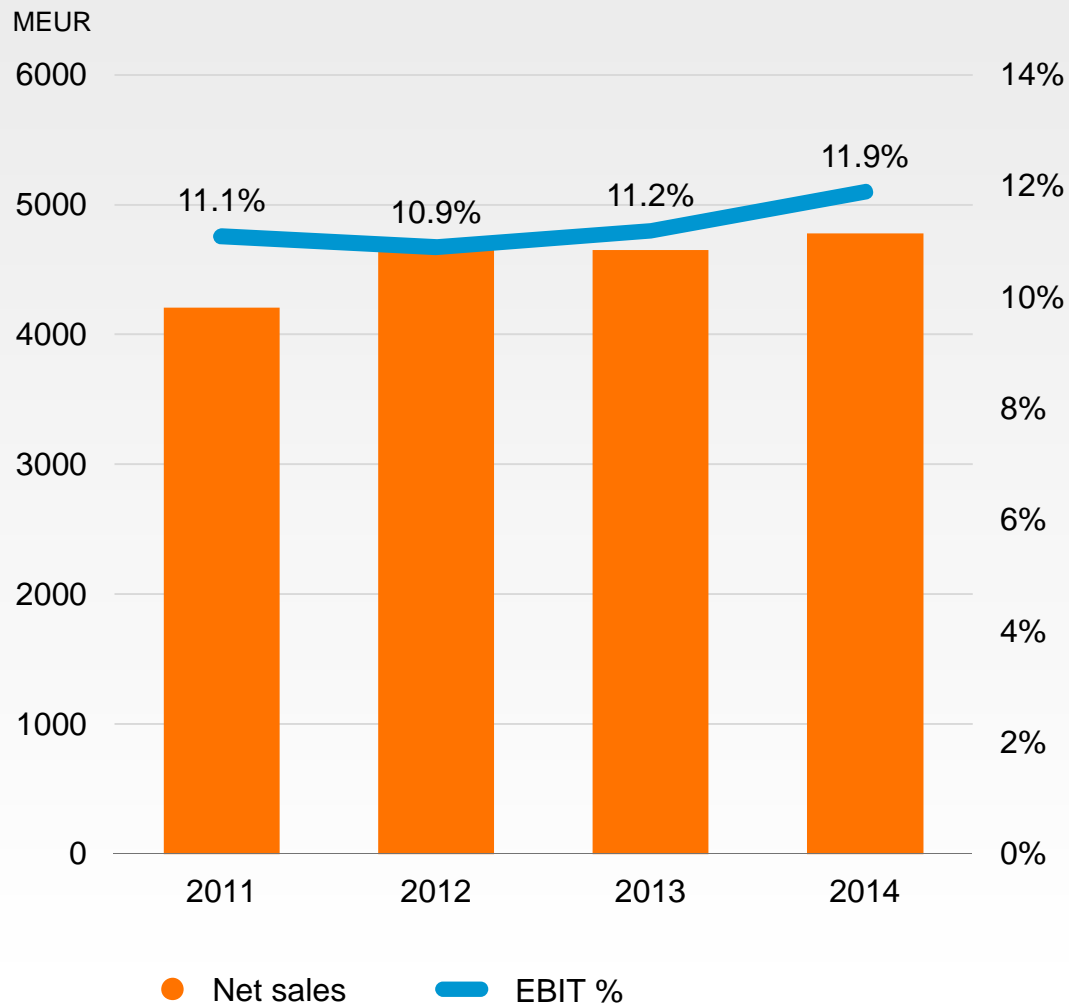


Ship Power, 32%

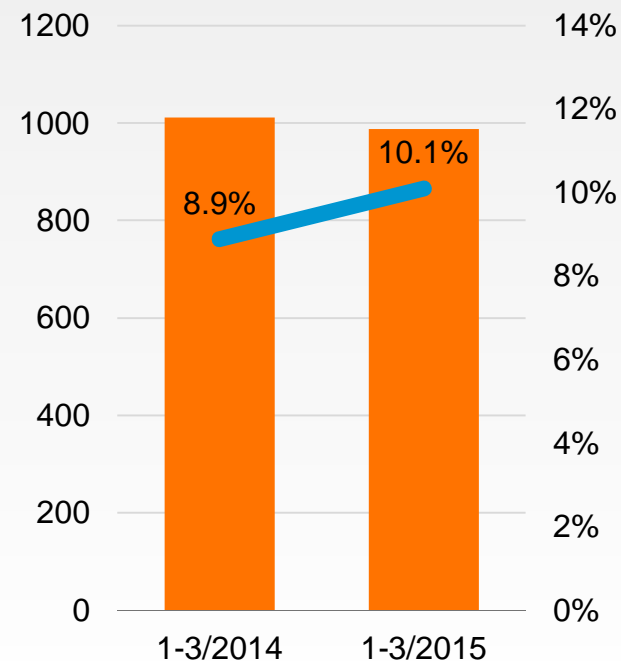


Services, 49%

Net sales and profitability



First quarter development



Figures shown before nonrecurring restructuring items.
 Figures for 2011-2013 and Q1/2014 include both discontinued and continuing operations.

We aim for faster than market growth



Megatrends drive demand for our solutions



Strong presence in growth markets



Opportunities in strategic focus areas



Strengthening market position through acquisitions

Actions for reaching our long-term profitability target

11.9%

14.0%

Streamlining

Group efficiency program implemented during 2014

Increasing accountability

Setup of business line driven organisation

Pricing

Securing value based and market driven pricing

Productivity

Optimising lead times and focusing on continuous process improvement

Ensuring competitiveness

Investing into technological leadership

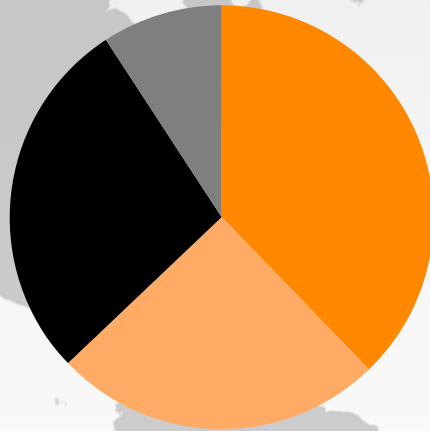
Power Plants market trends & drivers

- Economic growth, electrification and increased standard of living
- Demand for sustainability and reducing carbon emissions
- Rapid growth of intermittent renewable generation and escalating demand fluctuation
- Increasing role of natural gas
- Ageing installed capacity

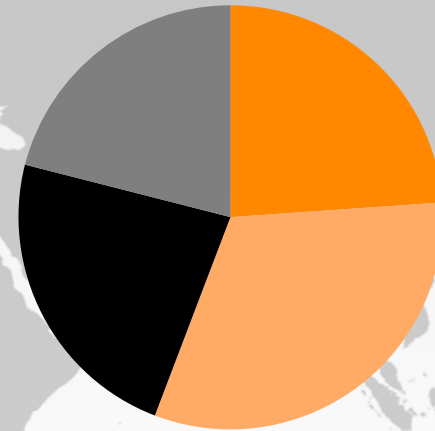


The world needs clean, affordable and reliable power generation

58 GW of installed power plant capacity in 175 countries



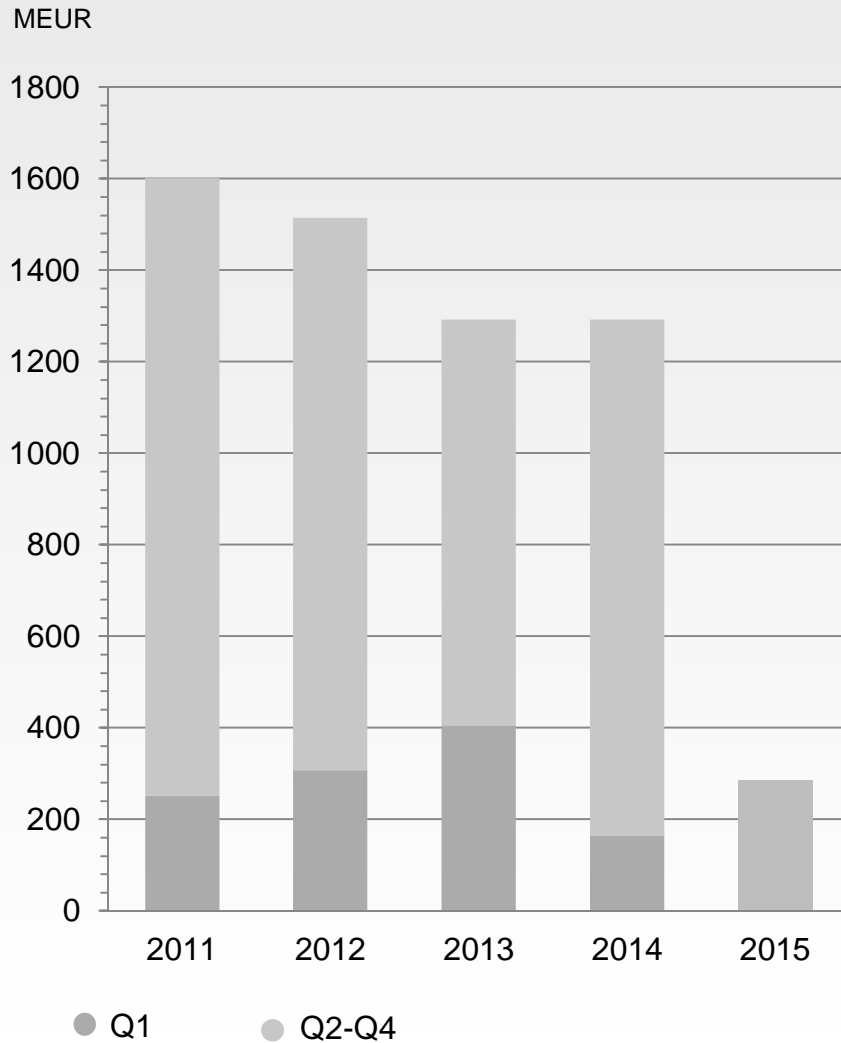
● Utilities ● Industry
● IPP's ● Others



● Europe ● Africa & Middle East
● Asia ● Americas

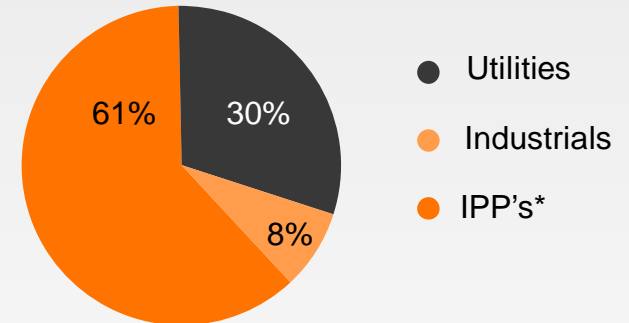
* December 2014

Power Plants order intake by customer segment

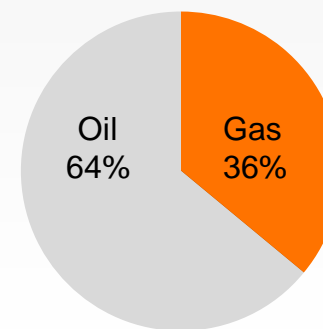


*IPP = Independent Power Producer

First quarter development
EUR 287 million (165)



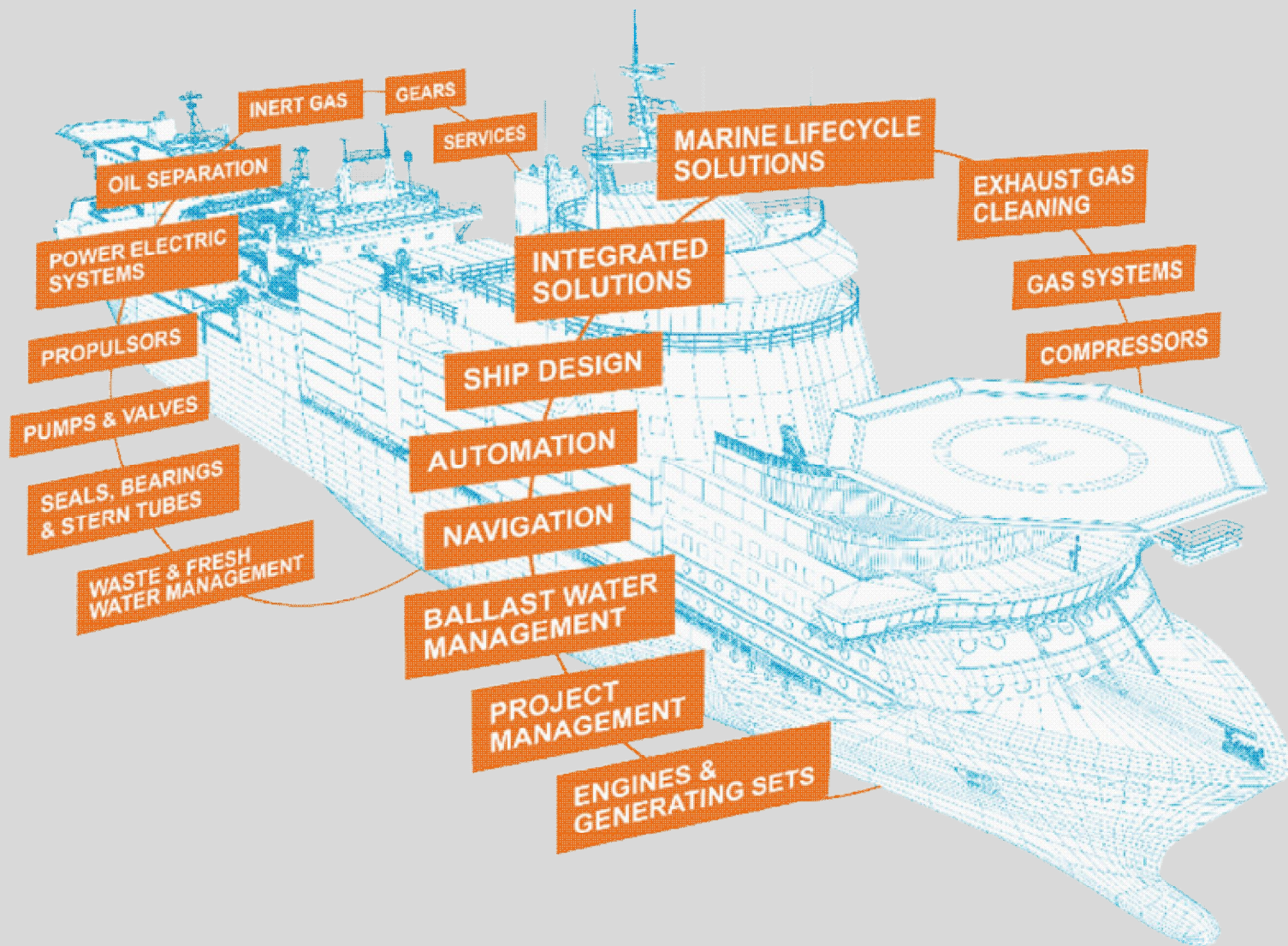
First quarter order intake by fuel in MW



Power Plants strategic goals



The most complete marine offering on earth



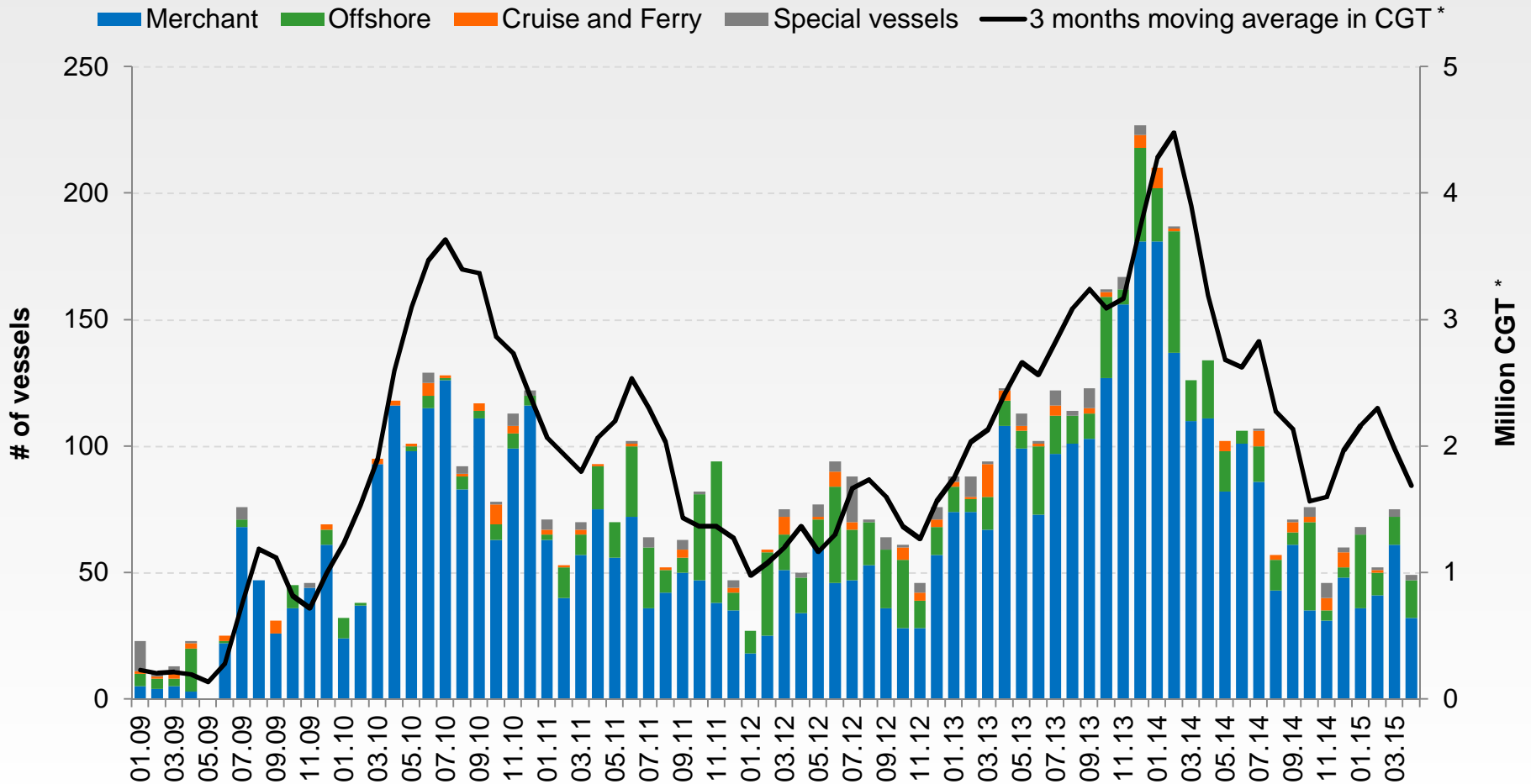
Ship Power market trends & drivers

- Marine trade and transportation growth
- Demand for oil and gas drive investments in exploration and production of offshore oil & gas and distribution chain development
- Demand for environmental solutions and gas as a marine fuel
- Energy efficiency, operating performance and security



A dynamic global market, but with distinctive segment-specific and local needs

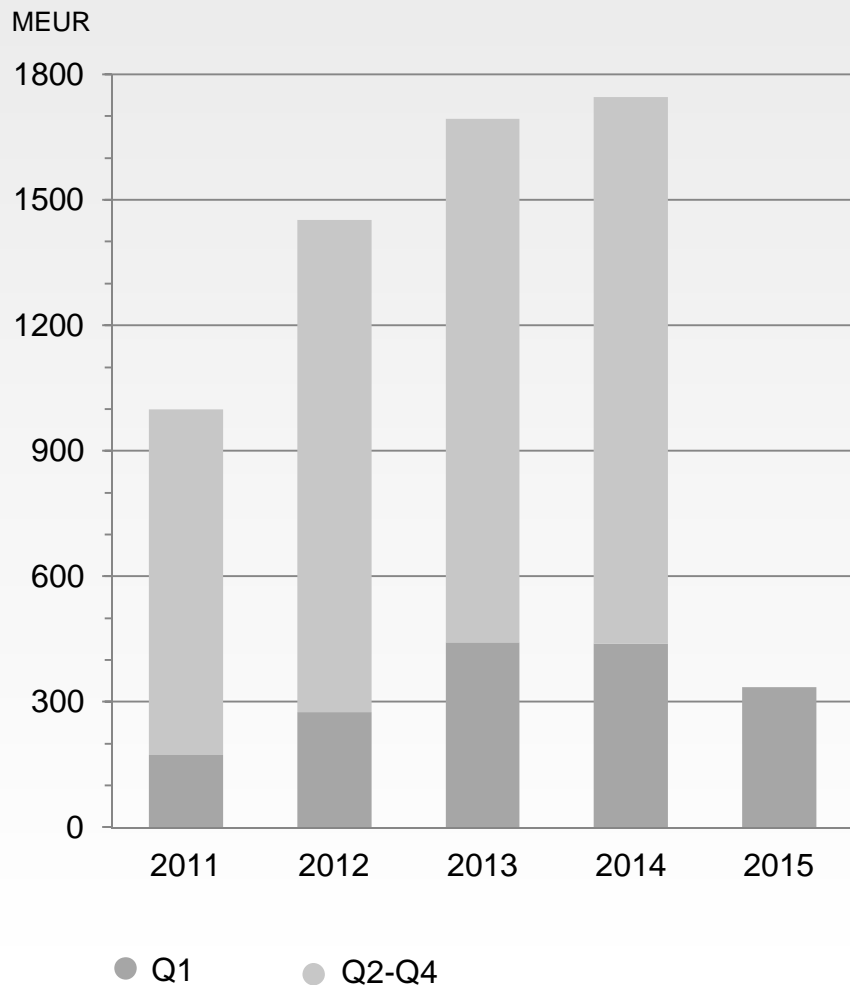
Subdued vessel contracting



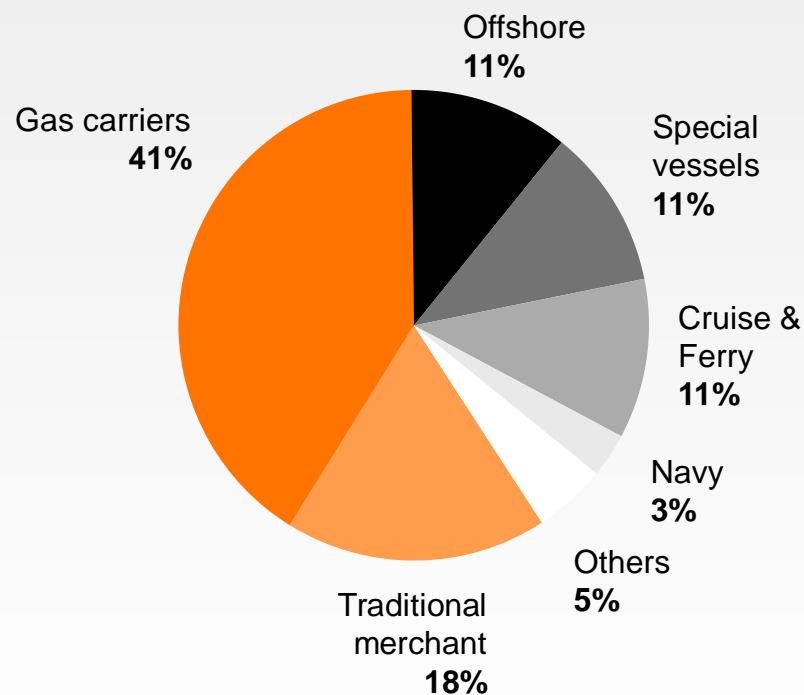
Source: Clarkson Research Services, figures exclude late contracting

* CGT= gross tonnage compensated with workload

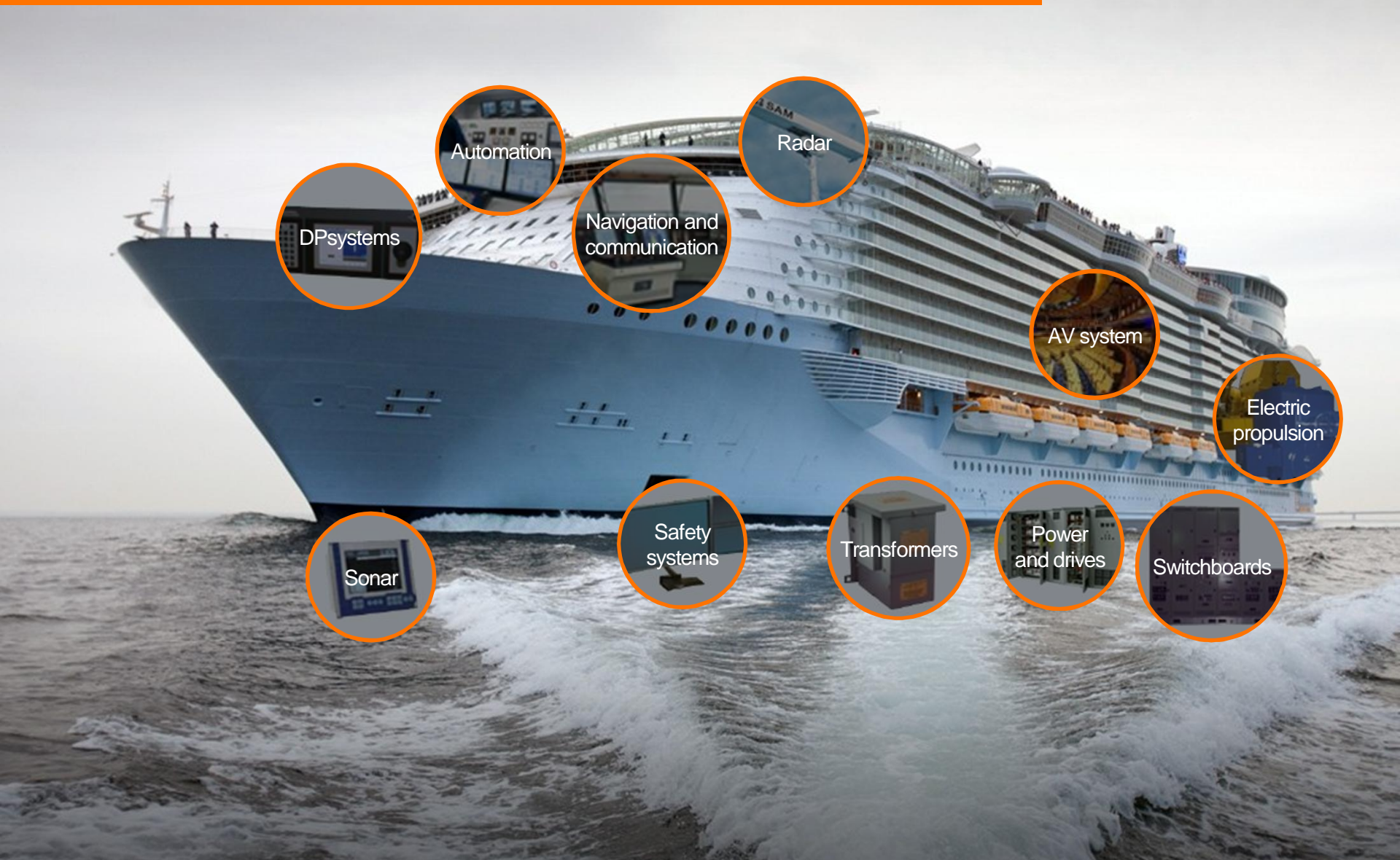
Ship Power order intake supported by gas carriers



First quarter development
EUR 336 million (440)



Acquisition of MSI strengthens our position in automation and electrical systems



DPsystems

Automation

Navigation and communication

Radar

AV system

Electric propulsion

Sonar

Safety systems

Transformers

Power and drives

Switchboards

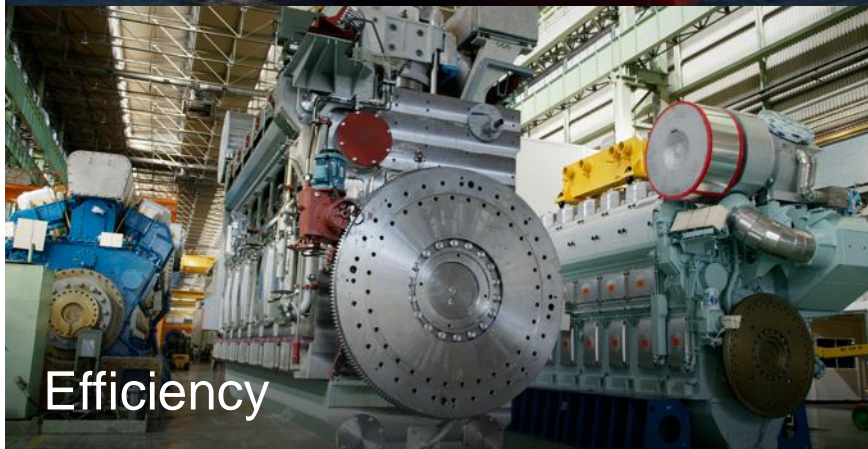
Growth opportunities in marine markets



Gas and dual-fuel solutions



Broader scope of supply



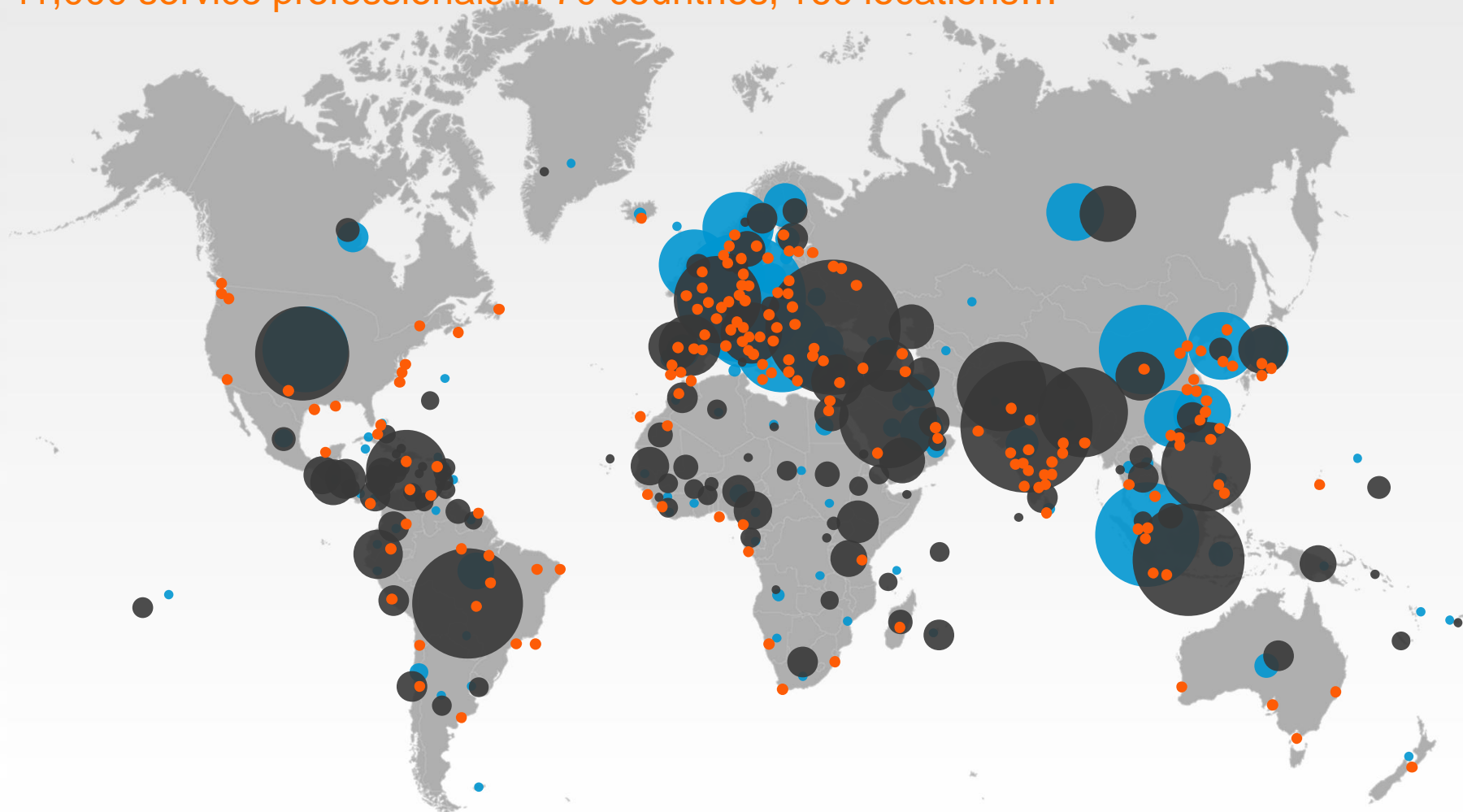
Efficiency



Environmental solutions

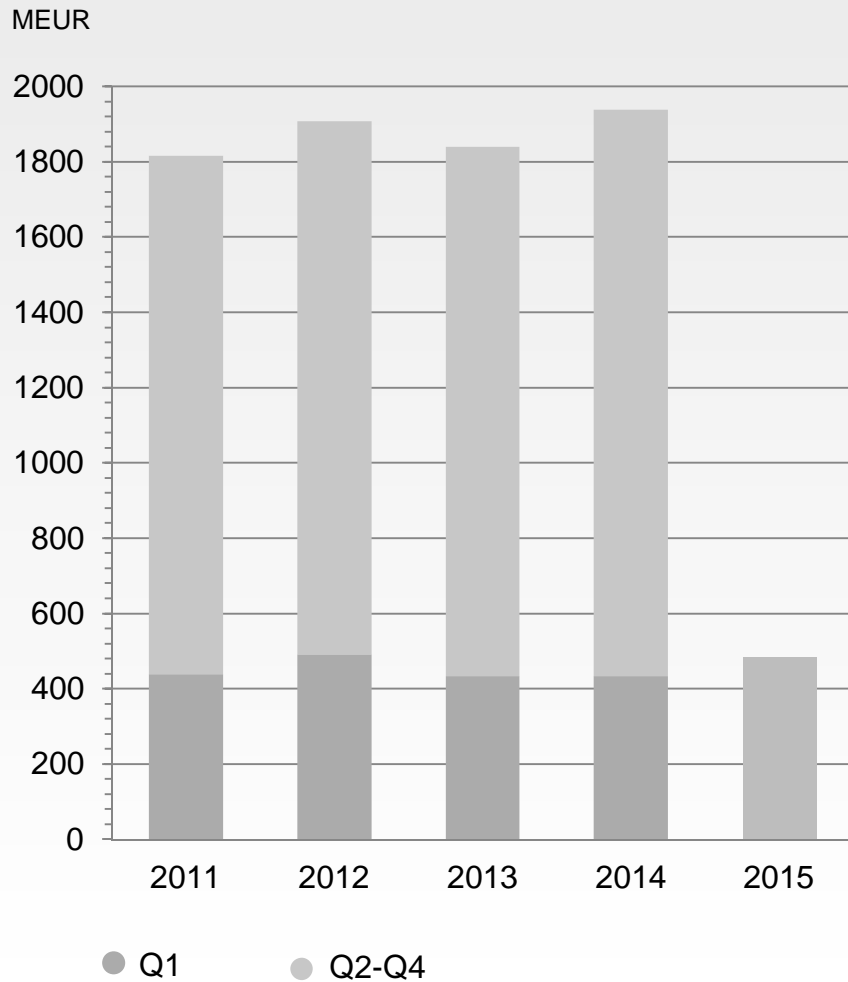
We are where our customers need us to be

11,000 service professionals in 70 countries, 160 locations...

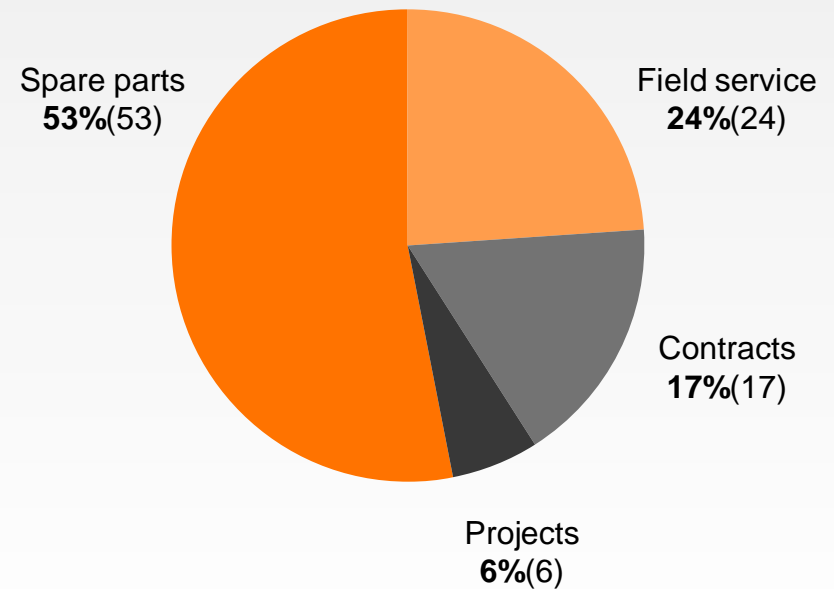


- Marine installed base by operating country
- Power installed base by operating country
- Service locations

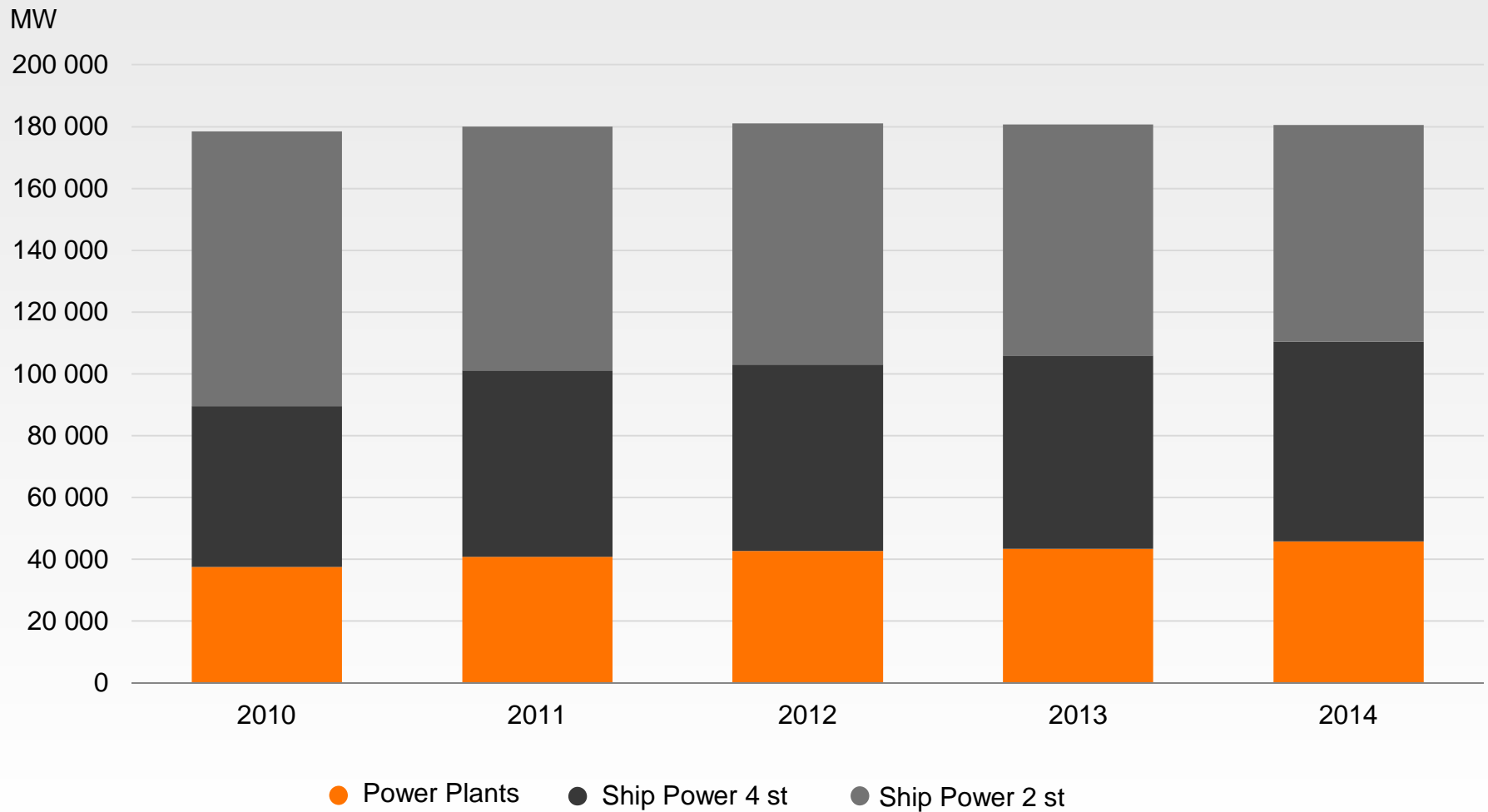
Services development



First quarter development
EUR 485 million (435)



Installed engine base provides a foundation for growth



Services' strategic focus areas



CUSTOMER FIRST

We will nourish our partnership with our existing customer base

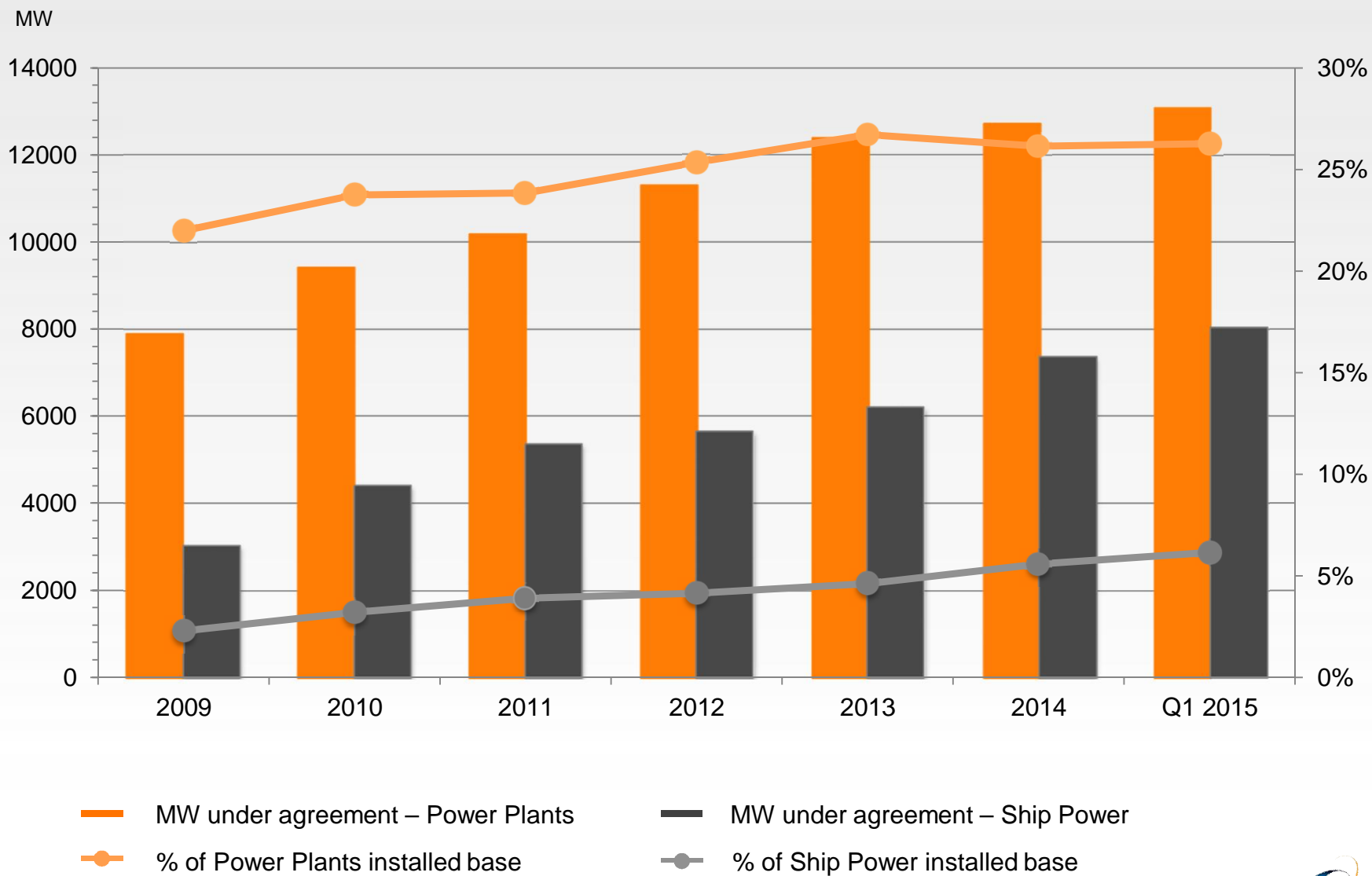
GO-DIGITAL

We will digitalise our customer engagement

ASSET & LIFECYCLE MANAGEMENT

We will continue to develop and commercialise our portfolio of value-adding services

Development of service agreements



Wärtsilä expects its net sales for 2015 to grow by 0-10% and its operational profitability (EBIT% before non-recurring items) to be between 12.0-12.5%.



WÄRTSILÄ

IR Contact:

Natalia Valtasaari

Director, Investor Relations

Tel. +358 (0) 40 187 7809

E-mail: natalia.valtasaari@wartsila.com