



WÄRTSILÄ CORPORATION

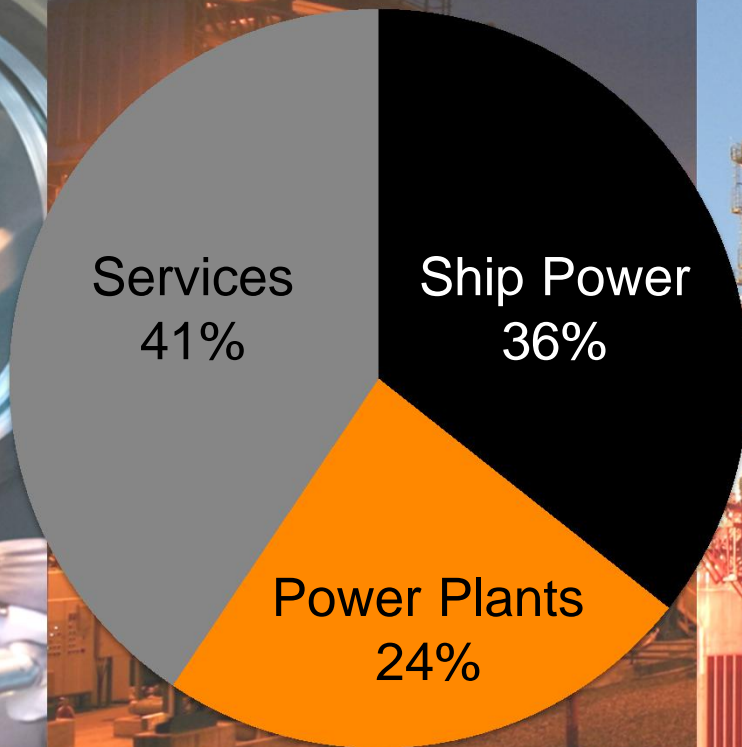
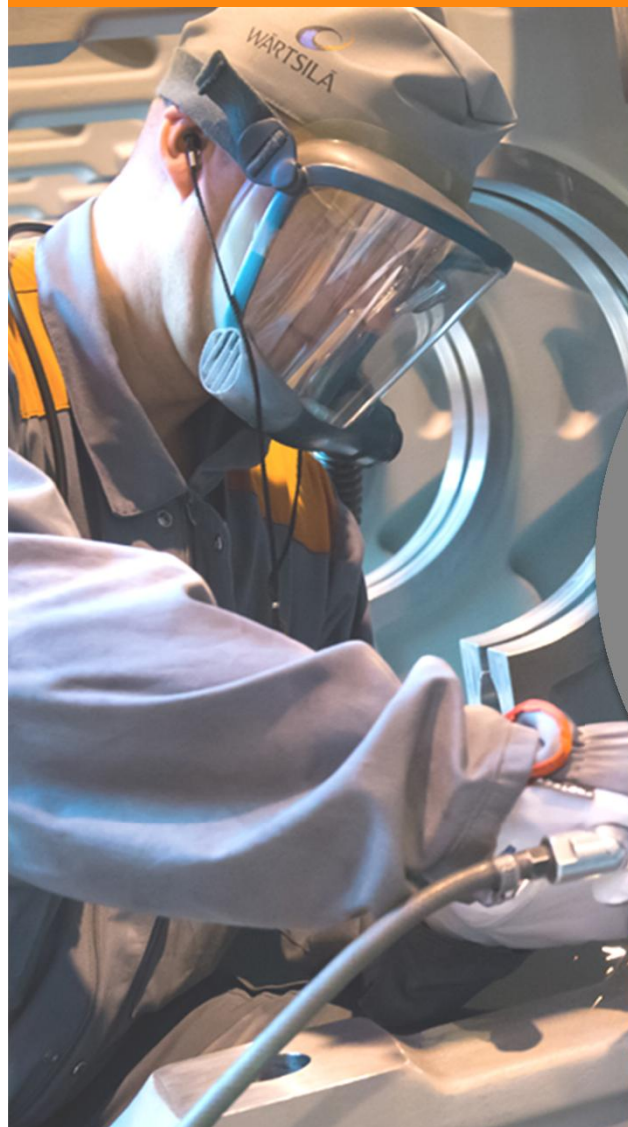
BANK OF AMERICA MERRILL LYNCH GLOBAL INDUSTRIALS CONFERENCE 2015

19 MARCH 2015

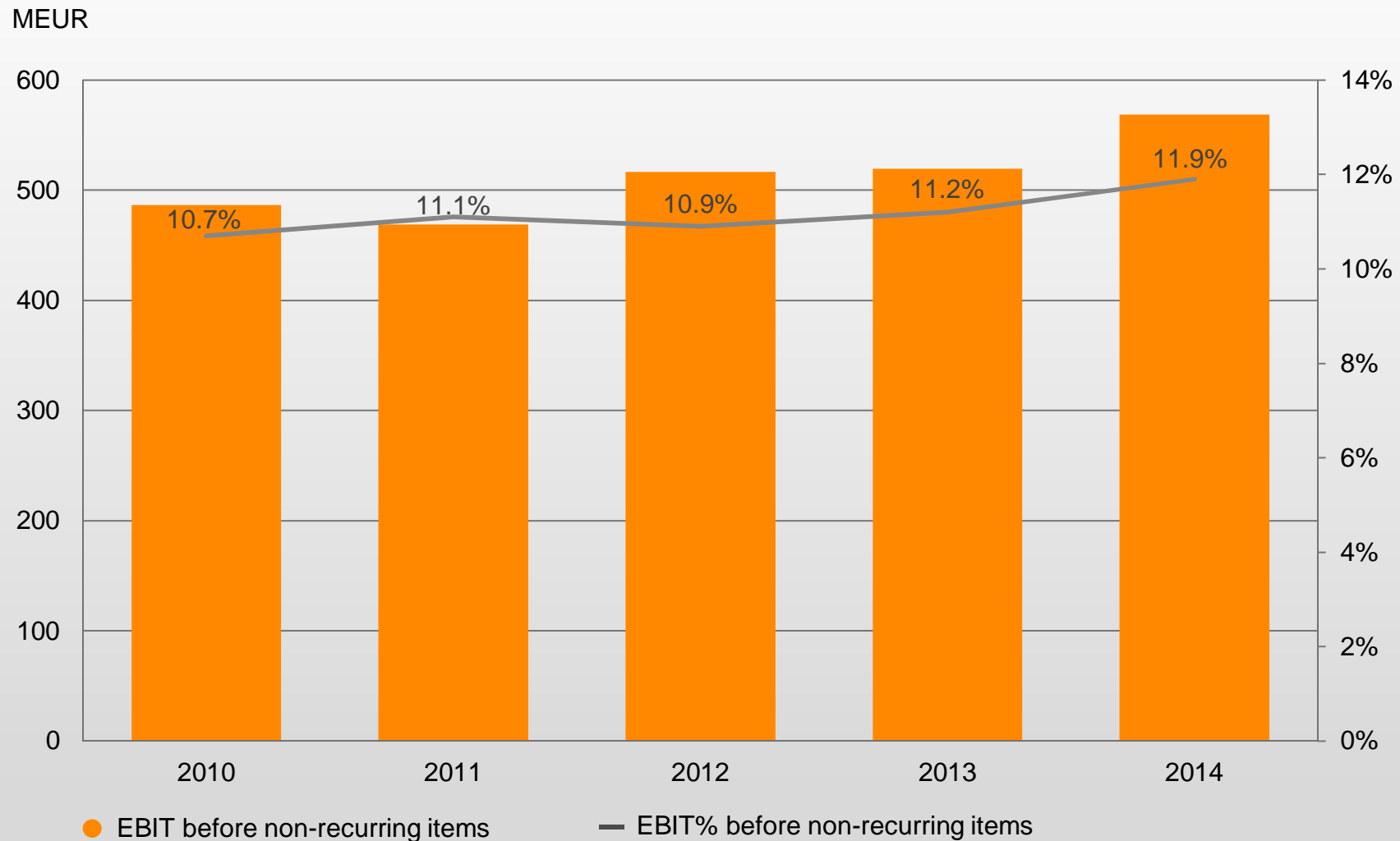
Björn Rosengren,
President & CEO



Net sales by business 2014



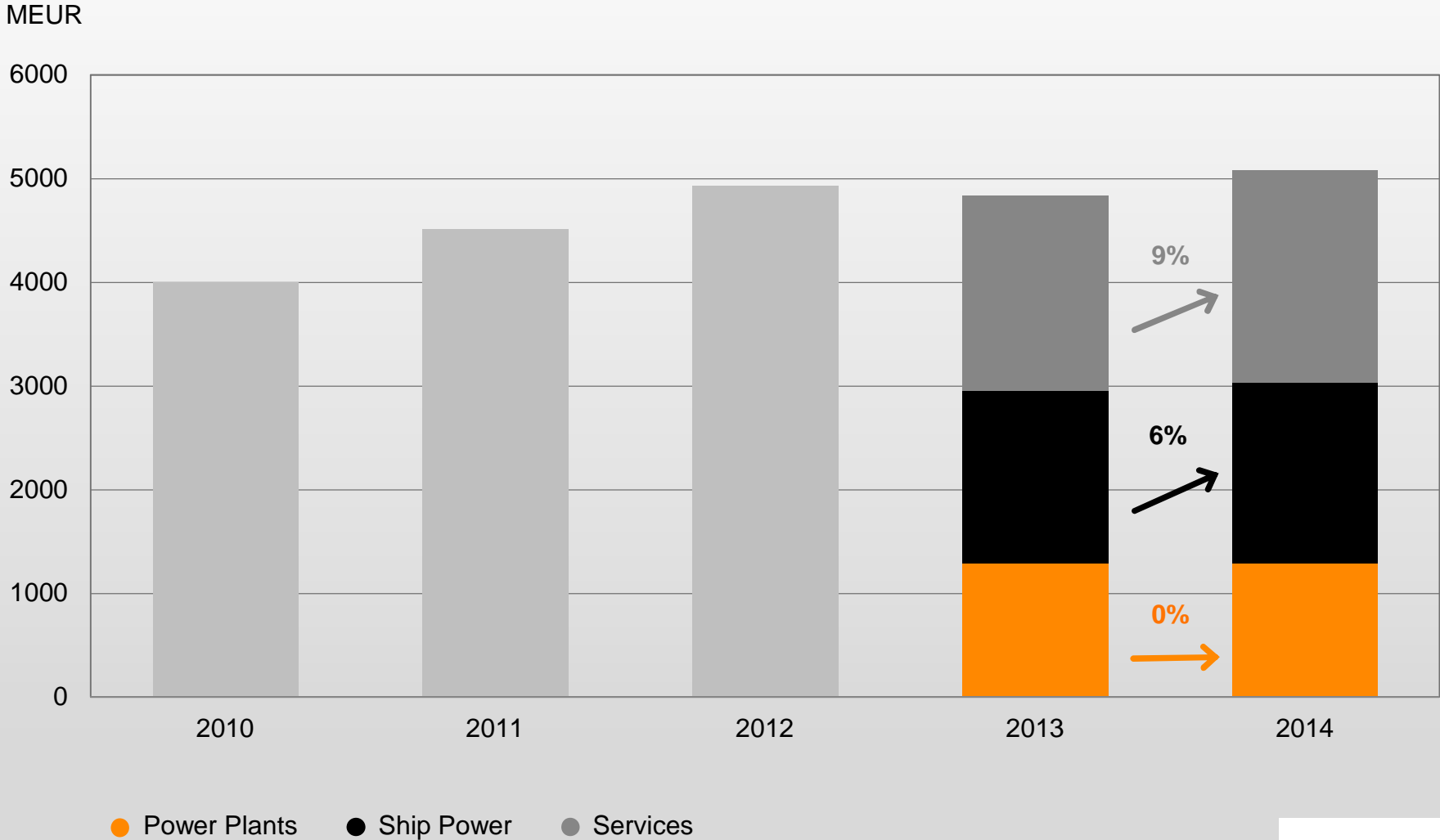
Profitability at upper end of guidance range



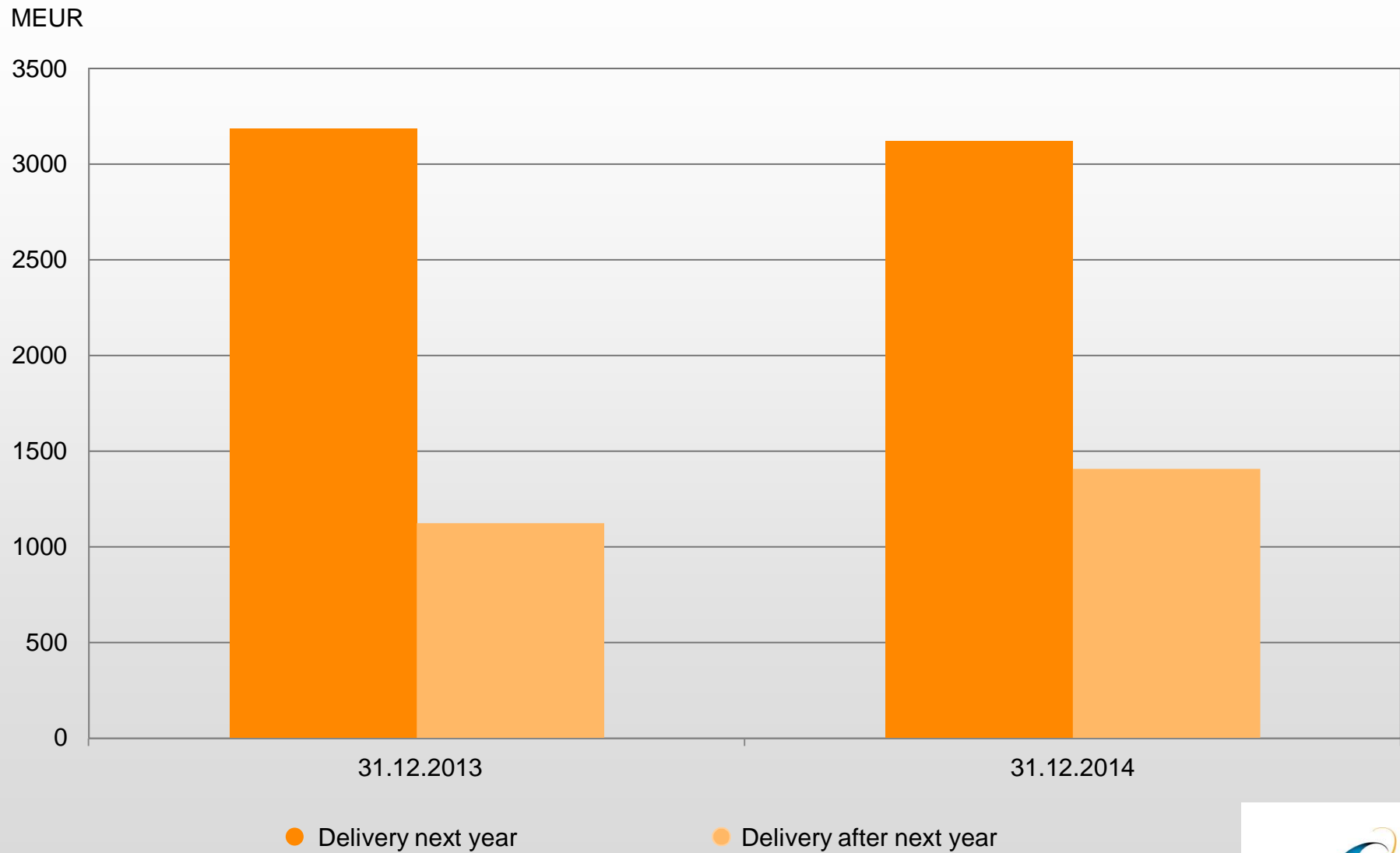
2014 EBIT and EBIT% include continuing operations. Figures for 2010-2013 include both discontinued and continuing operations.



Order intake growth supported by Ship Power & Services



Order book distribution

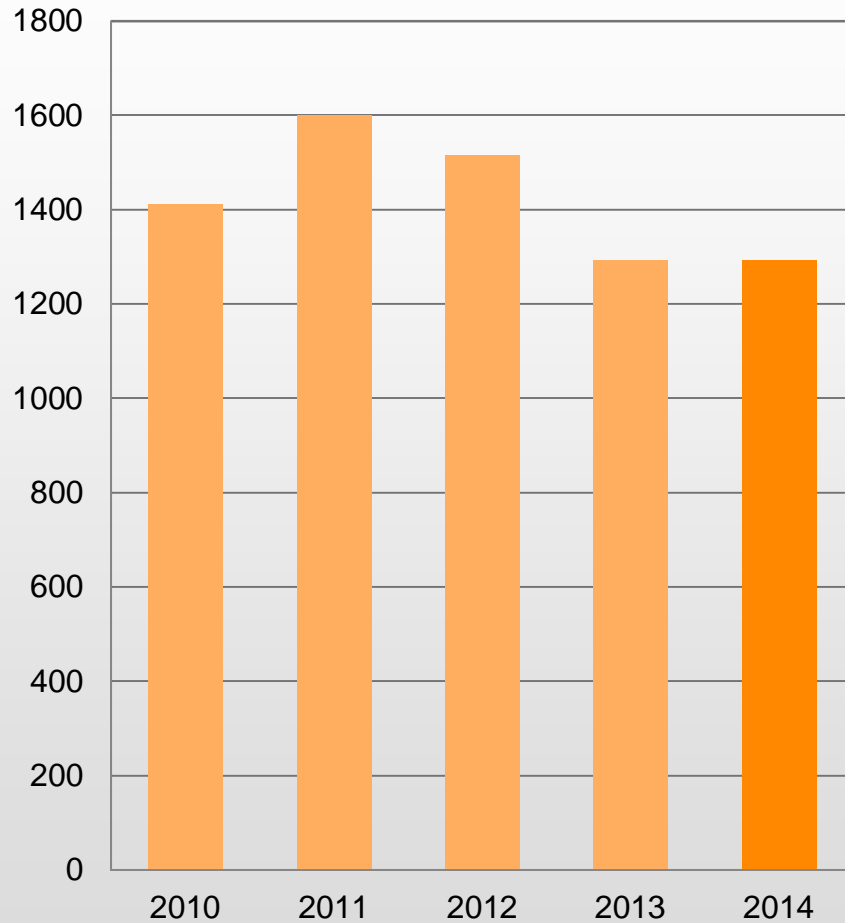


Power Plants' market drivers

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

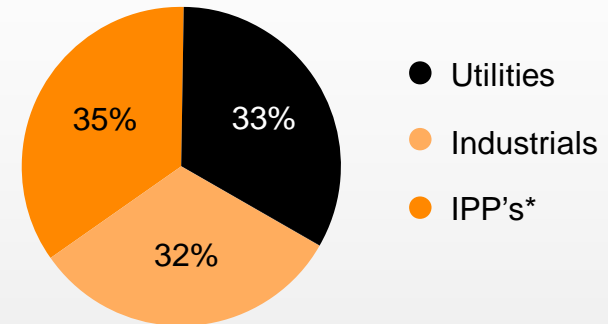
Power Plants order intake

MEUR

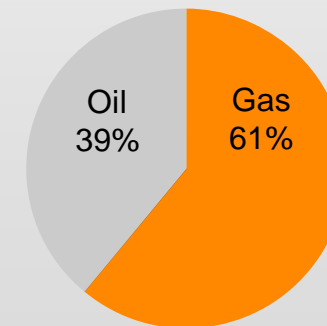


*IPP = Independent Power Producer

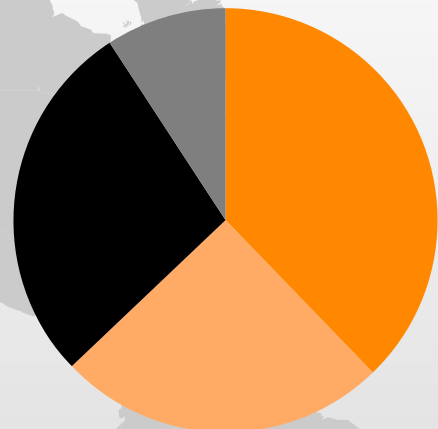
Order intake by customer segment, MEUR



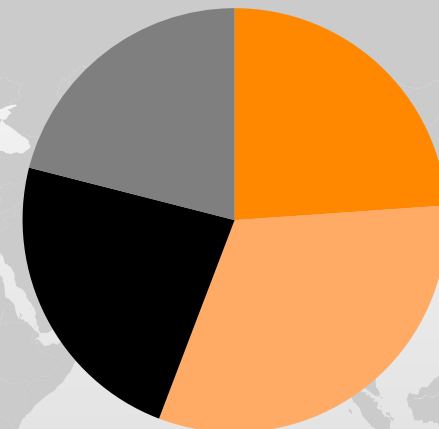
Order intake by fuel, MW



58 GW of installed power plant capacity in 175 countries



● Utilities ● Industry
● IPP's ● Others



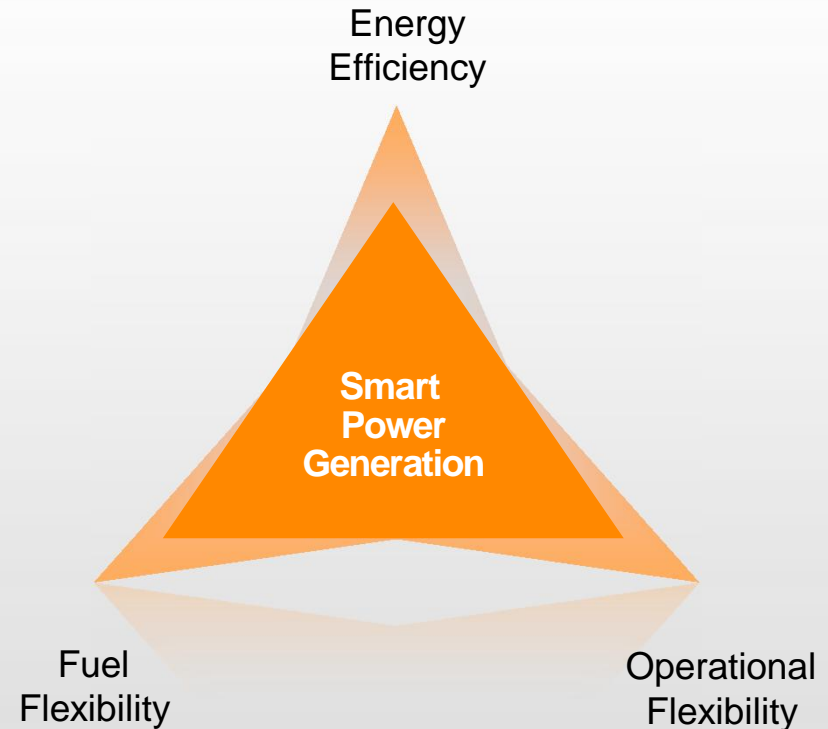
● Europe ● Africa & Middle East
● Asia ● Americas

* December 2014

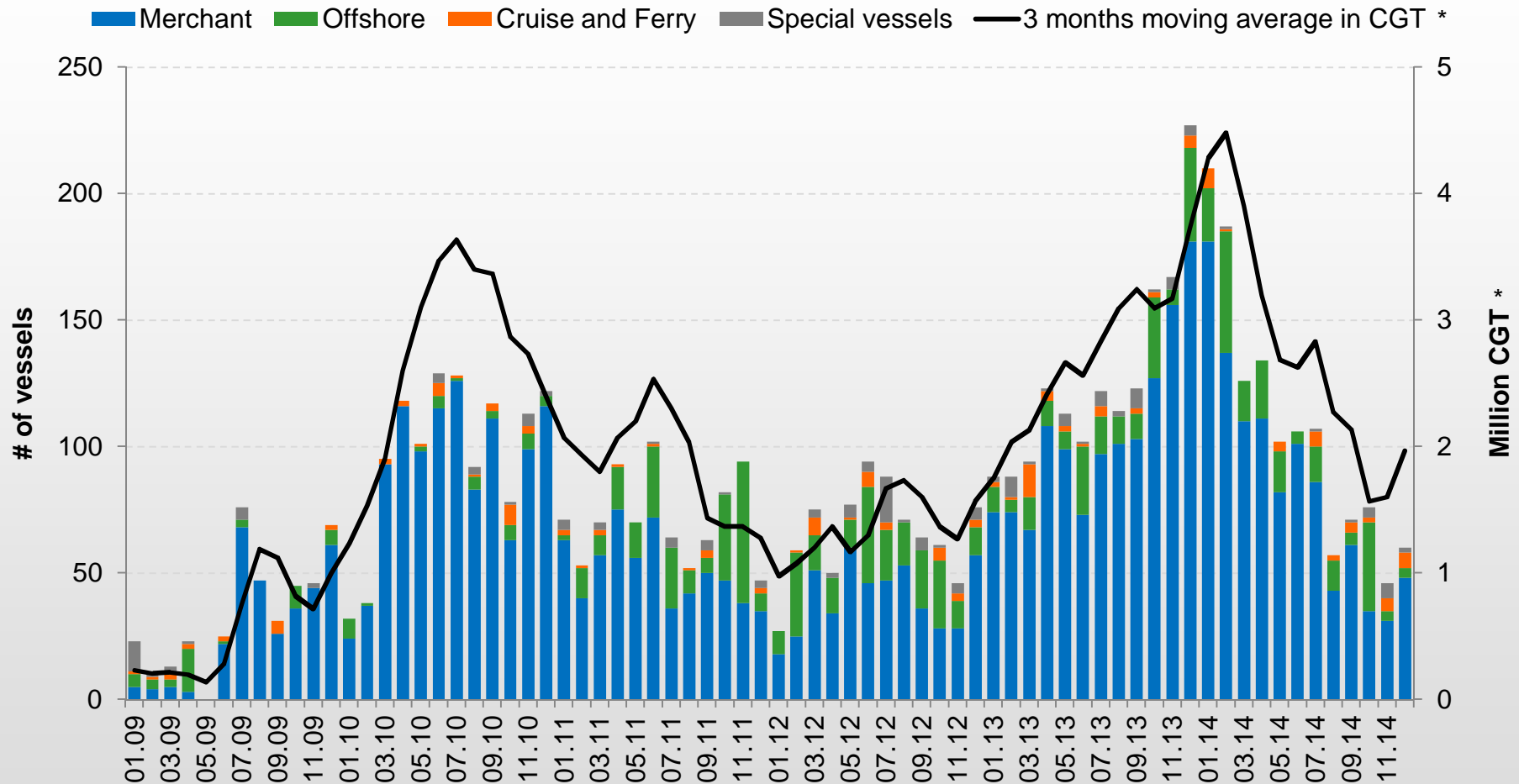


Power Plants' strategic focus

- Maintain leading position in flexible baseload power plants
- Grow in large utility gas power plants
- Grow in LNG infrastructure projects
- Grow in industrial applications



Slowdown in vessel contracting

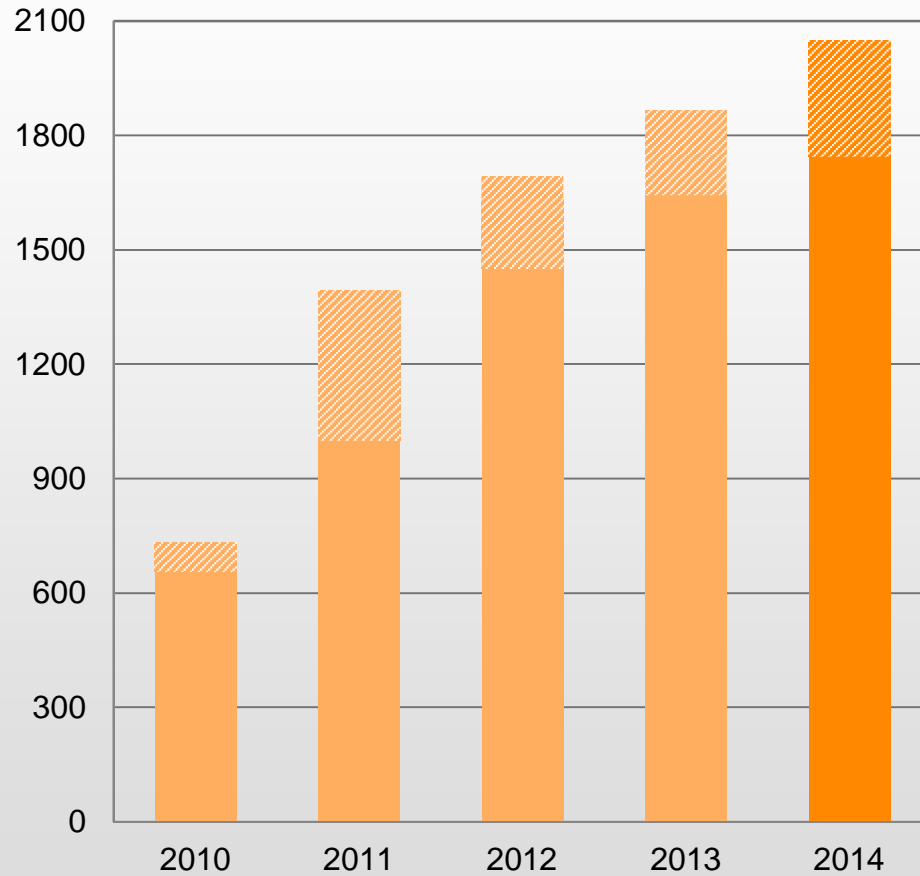


Source: Clarkson Research Services, figures exclude late contracting
 * CGT= gross tonnage compensated with workload

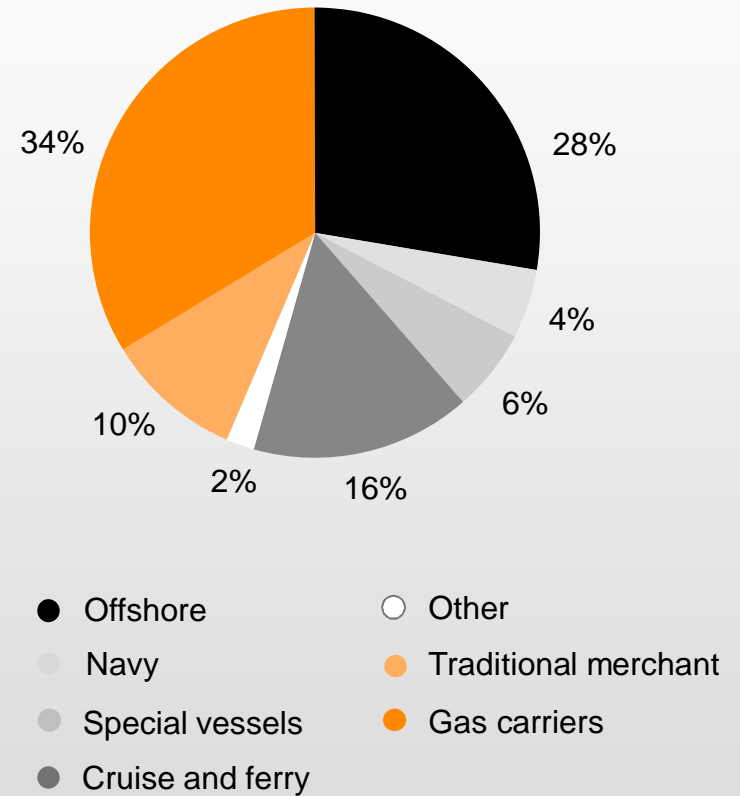


Growth in Ship Power order intake

MEUR



- Ship Power order intake
- ▨ Joint venture order intake



The most complete marine offering

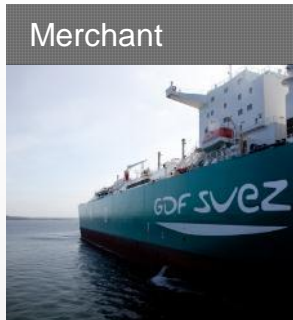


Clear leadership in dual-fuel applications



DF Power plants

- 83 installations
- 375 engines
- Output 4670,7 MW
- Online since 1997



LNGC

- 145 vessels
- 585 engines

Multigas Carrier

- 5 vessels
- 20 engines

Conversion

- 1 chemical tanker
- 2 engines

Ro-Ro

- 2 vessels
- 8 engines



OSV's

- 31 vessels
- 96 engines

Production

- 2 platforms
- 9 FPSO's
- 1 FSO
- 40 engines



LNG cruise ferry

- 1 vessel
- 4 engines
- Complete gas train

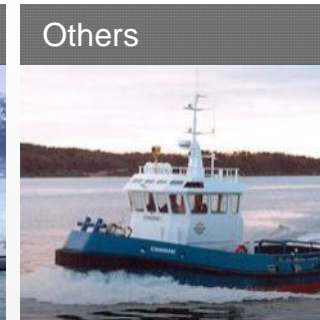
LNG ferries

- 5 ferries
- 20 engines
- Complete gas train



Coastal patrol

- DF-propulsion
- DF main and auxiliary engines



Tug

- 2 vessels
- 2 engines each
- Mechanical drive

Guide ship

- 1 vessel/engine

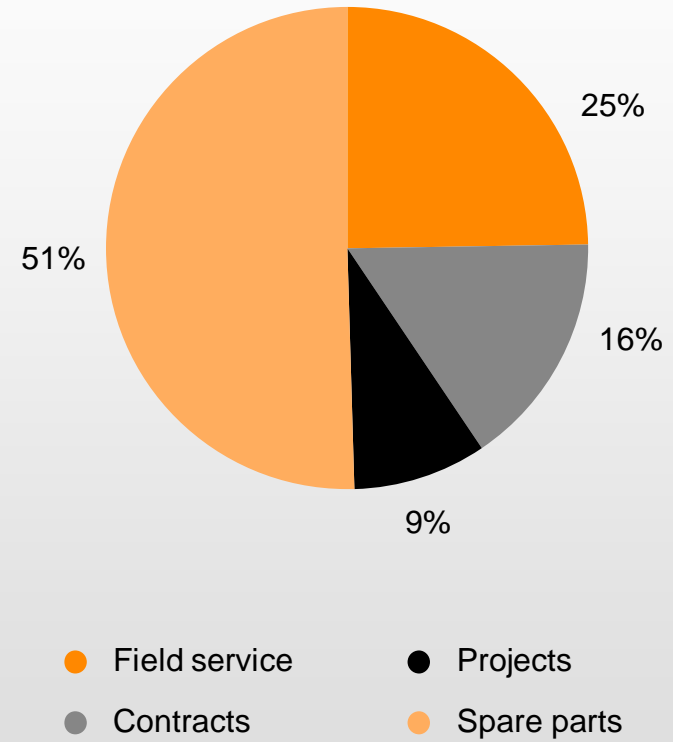
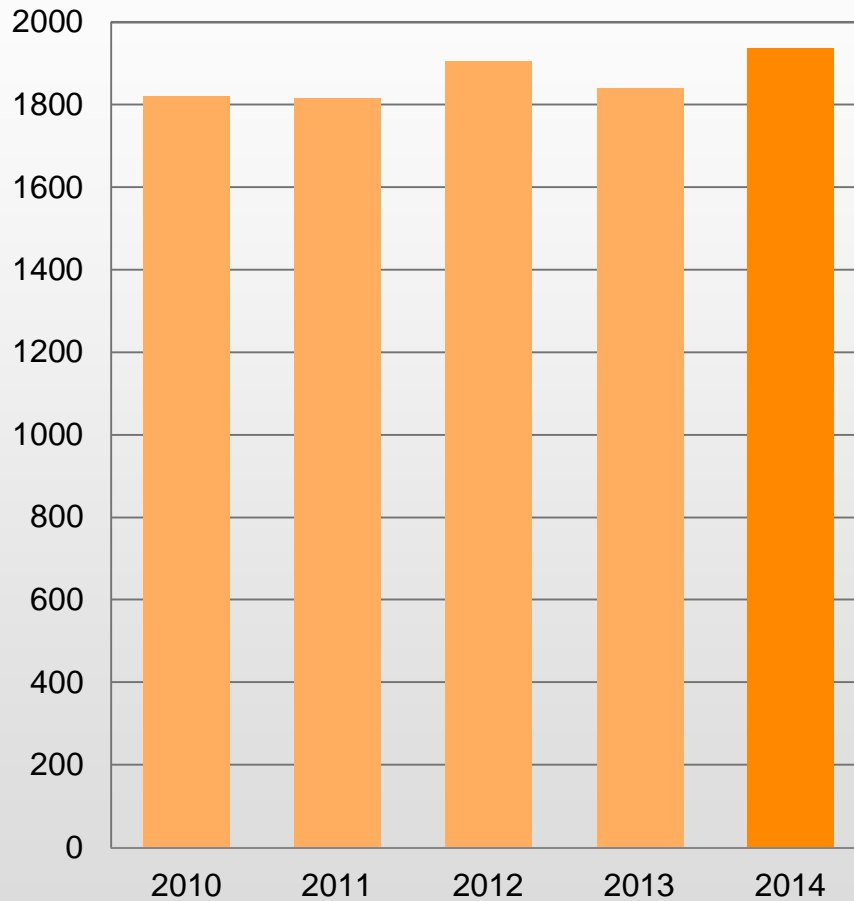
IWW

- 2 vessels
- 3 engines

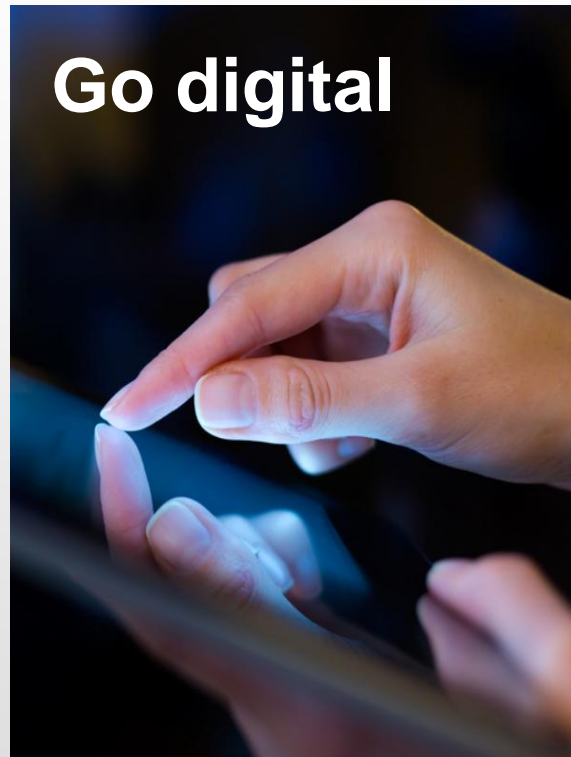
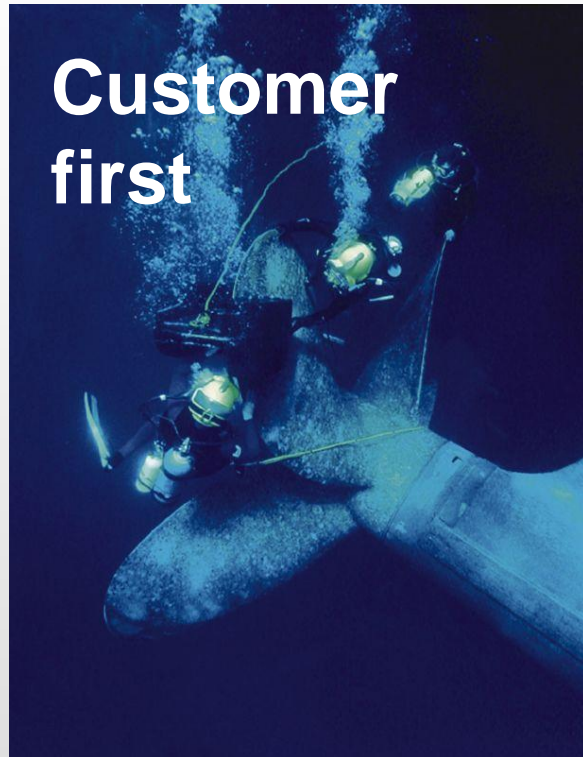
→ 6 segments → > 1,000 engines → > 10,000,000 running hours

Focus on growth in Services

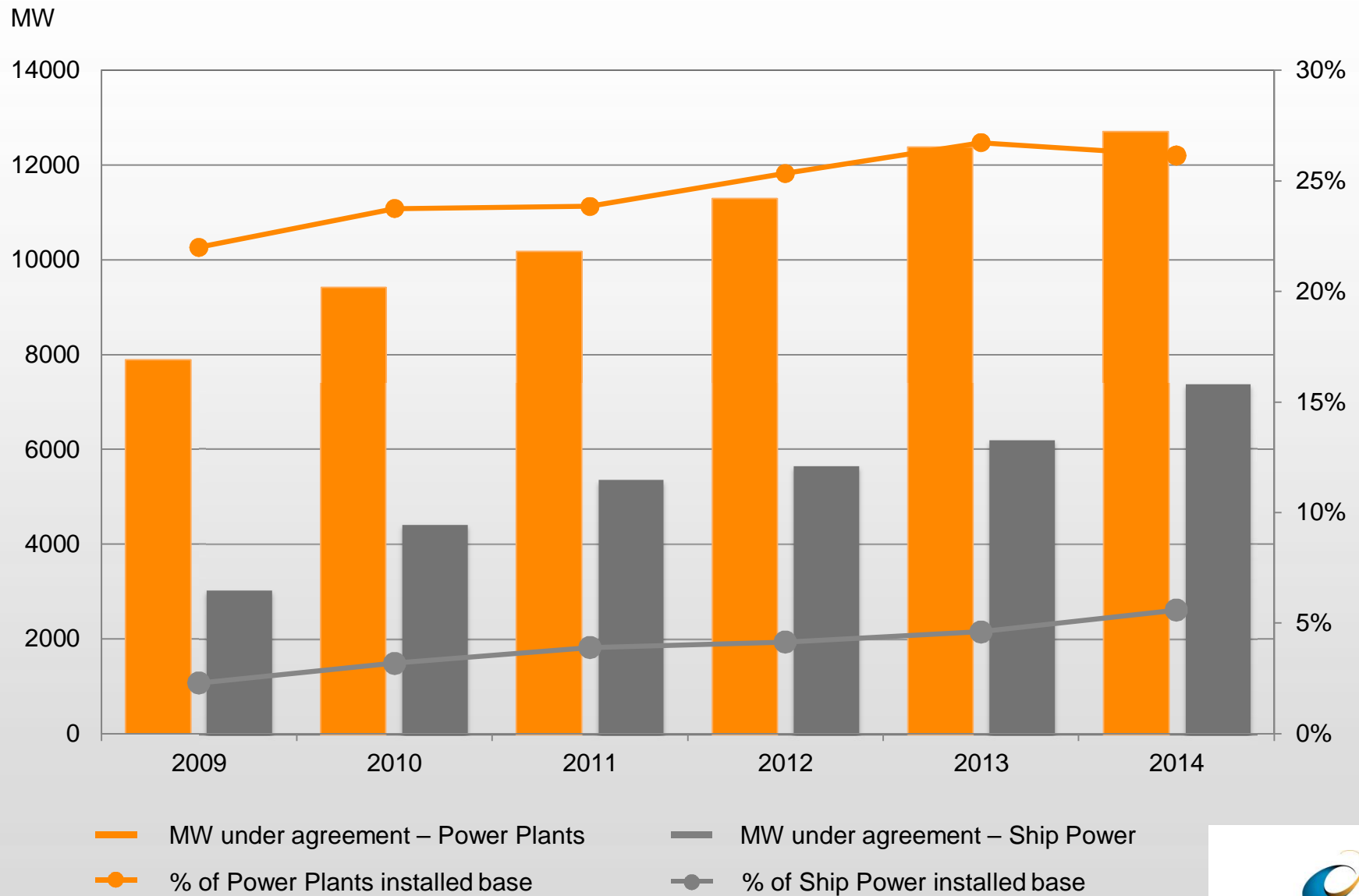
MEUR



Services' strategic focus areas

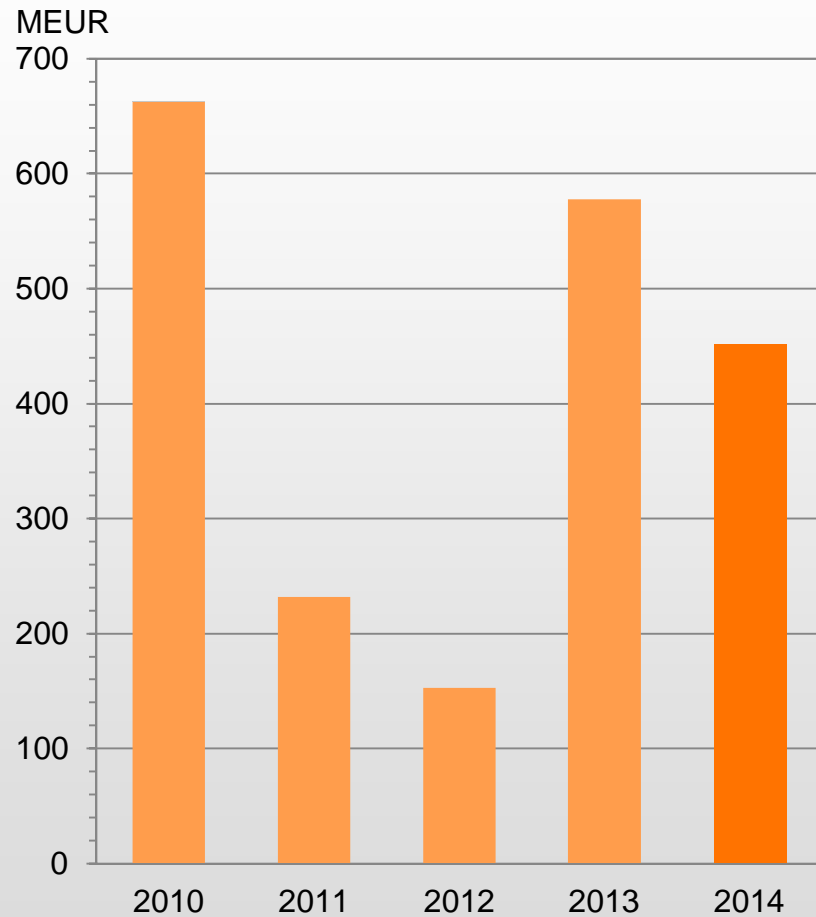


Development of service agreements

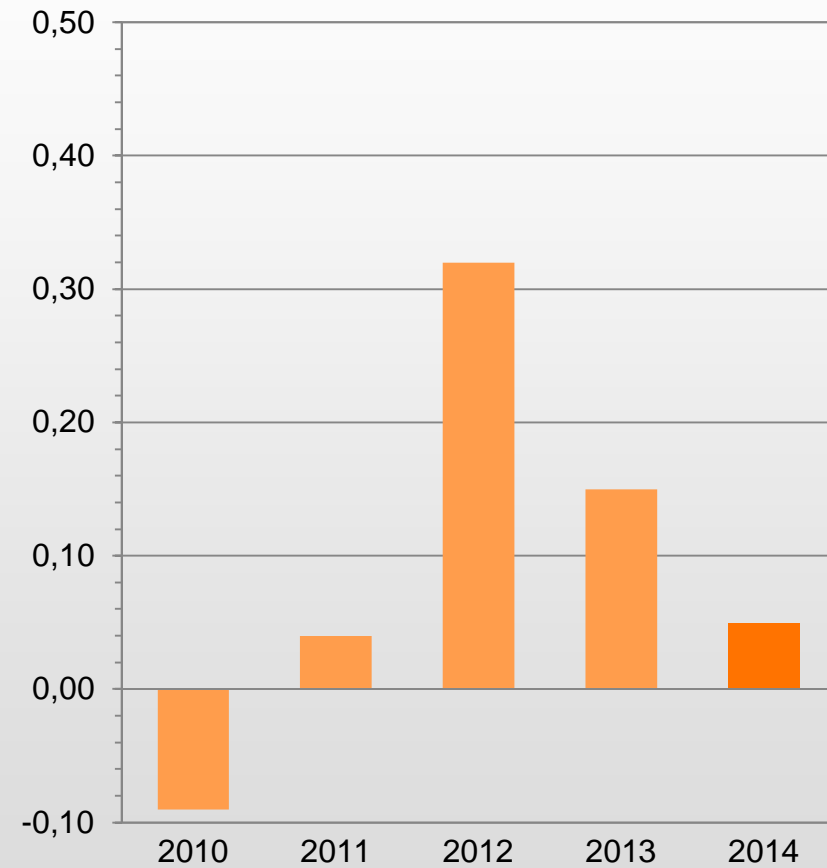


Solid financial position

Cash flow from operating activities



Gearing

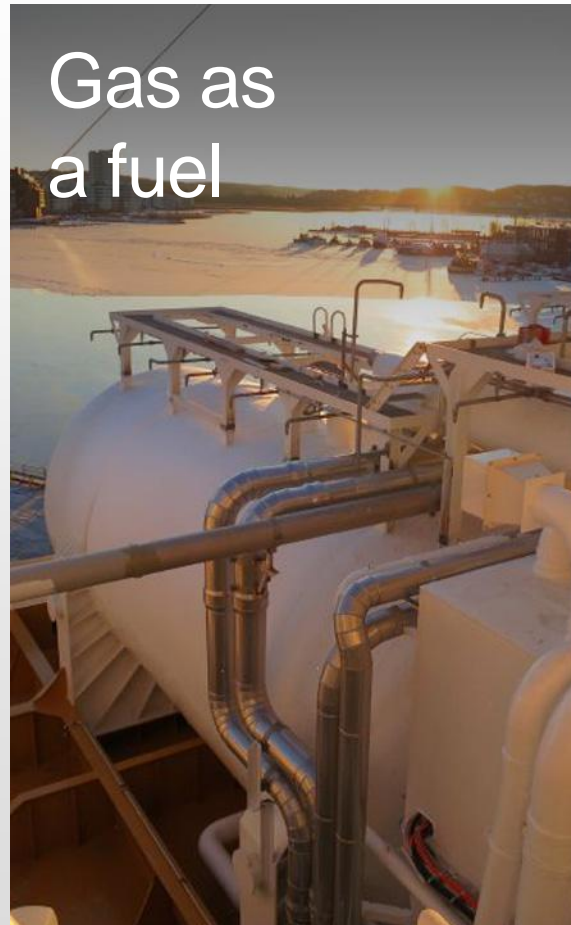
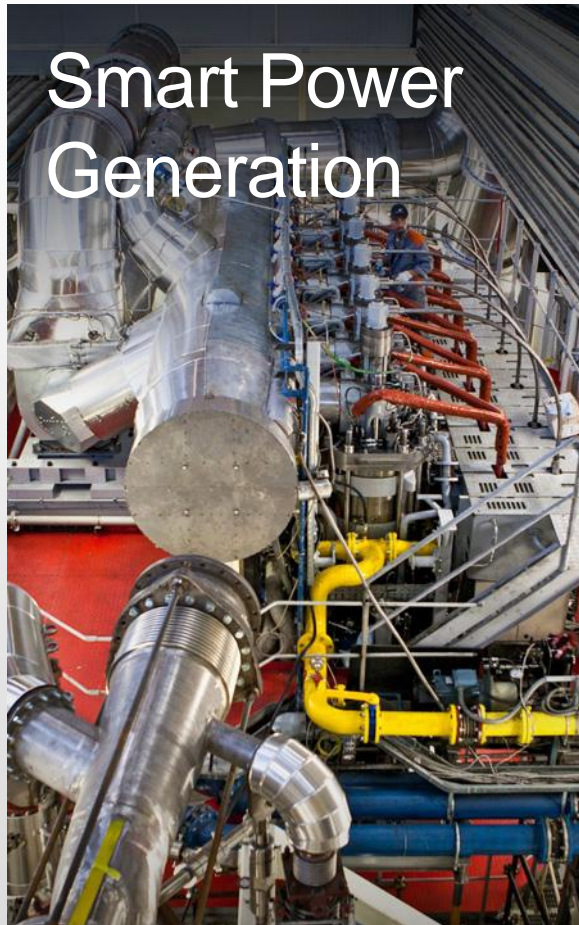


Prospects for 2015



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's strategic focus areas





WÄRTSILÄ

IR Contact:

Natalia Valtasaari

Director, Investor Relations

Tel. +358 (0) 40 187 7809

E-mail: natalia.valtasaari@wartsila.com

WARTSILA.COM