

WÄRTSILÄ CORPORATION

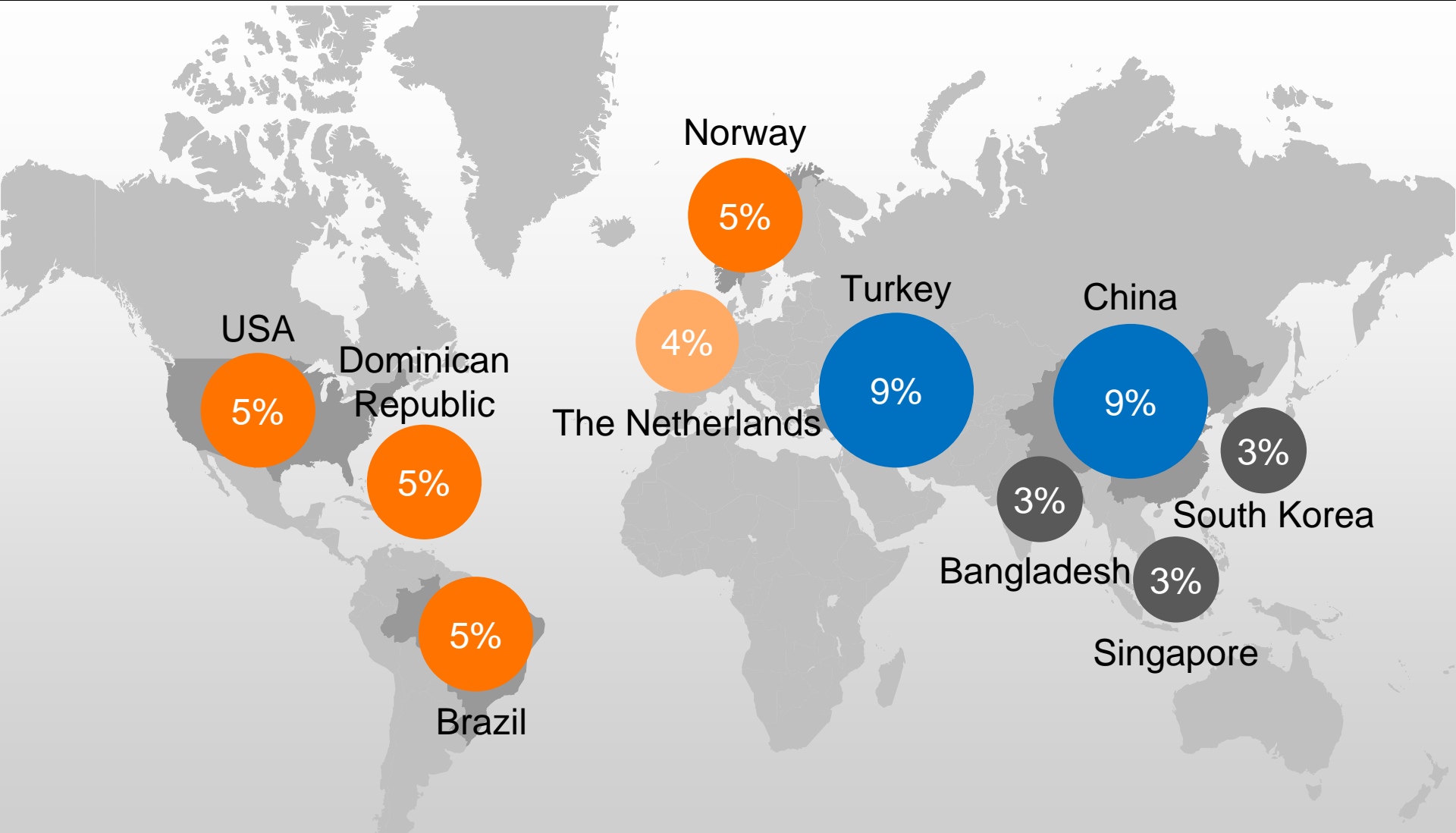
Handelsbanken Nordic Large Cap Seminar

BJÖRN ROSENGREN, PRESIDENT AND CEO

10 SEPTEMBER 2012

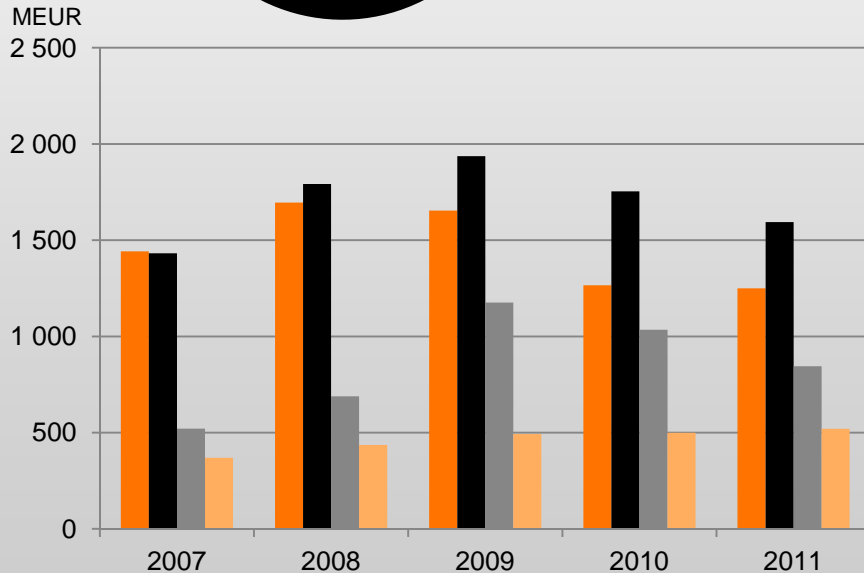
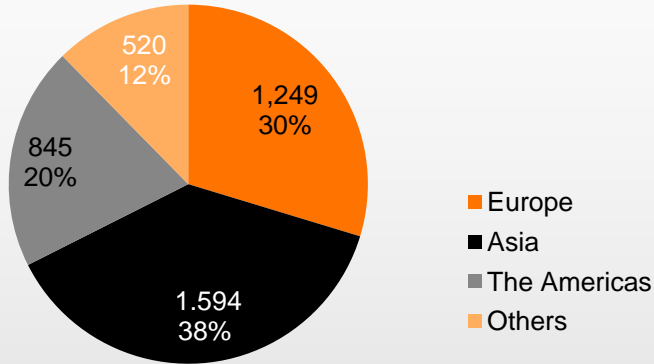


Global net sales - top 10 countries

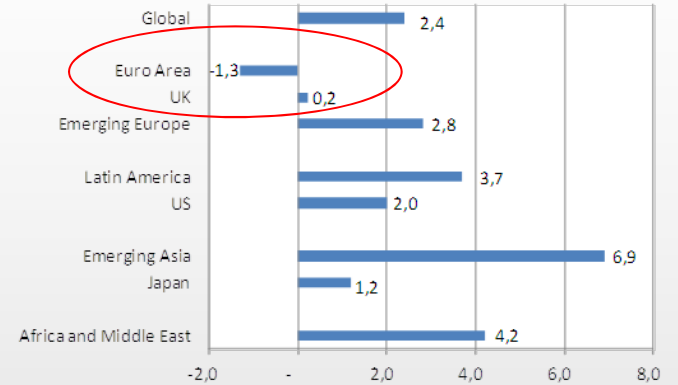


Net sales – emphasis on high growth areas

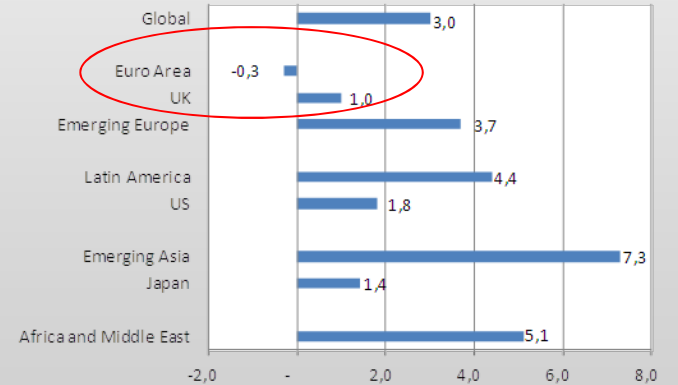
Net sales by market area 2011 (MEUR):



Forecasted GDP growth 2012¹



Forecasted GDP growth 2013¹



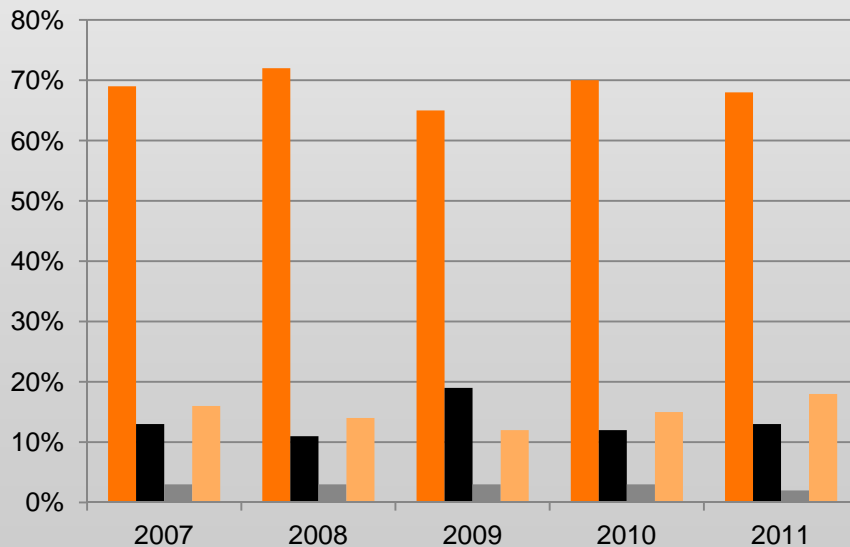
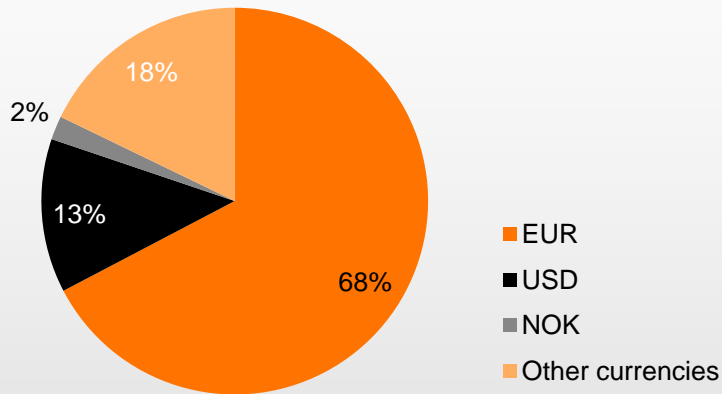
Notes: ¹Estimates by Citigroup Global Markets (22 February 2012)

Europe accounted for some 30% of Wärtsilä 2011 sales, while the rest of the world accounted for more than 70% of the sales, offering diversification from the weak European economy



Net sales by currency – small impact on profitability

Net sales by currency 2011:

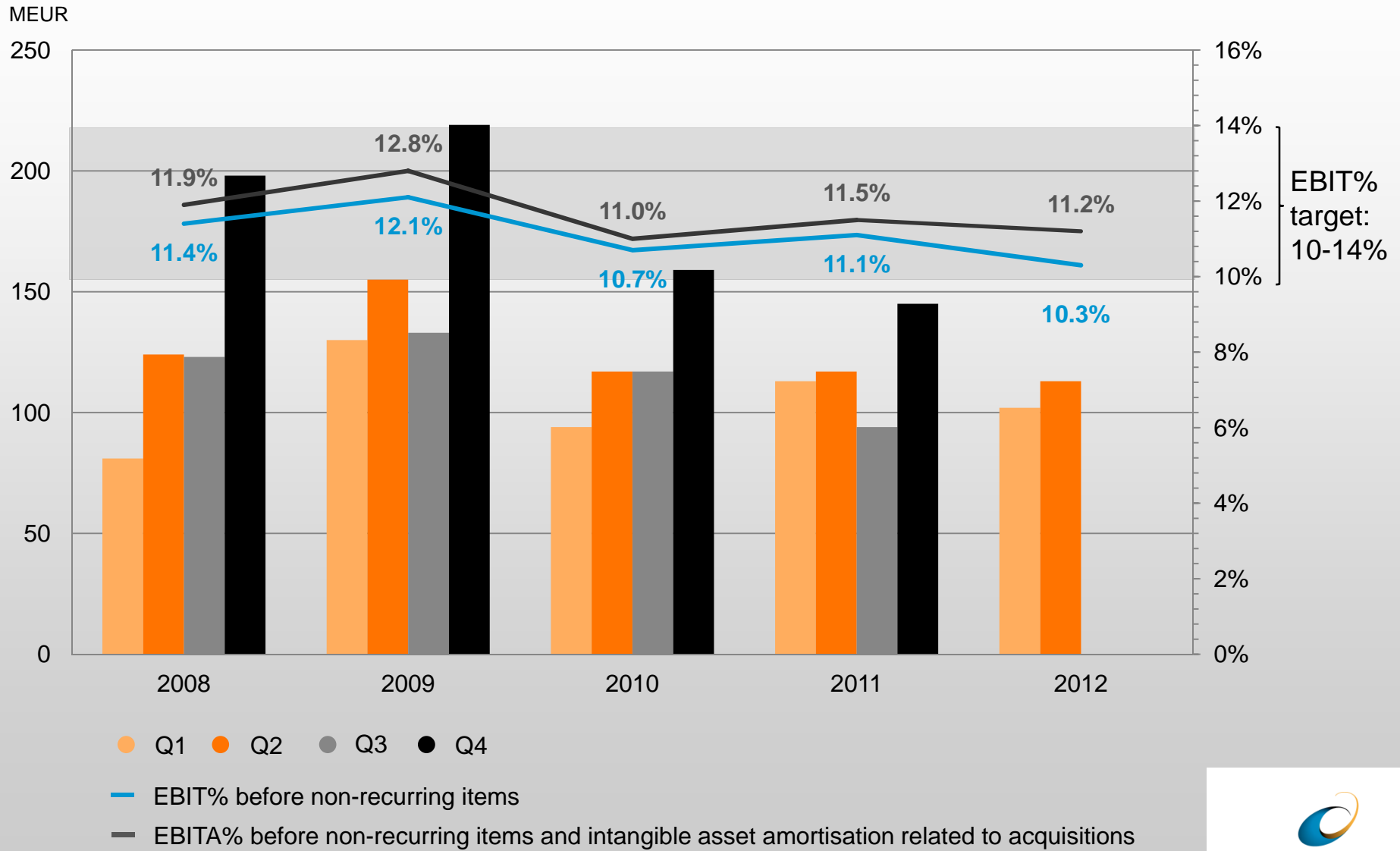


Sensitivity analysis

Impact of EUR exchange rate compared to other currencies 2012:

- +/- 10% (compared to Feb 2012) would result in -/+ 4% change in net sales
- Impact on profitability would be marginal





Target markets and solutions



Flexible base-load power generation



Grid stability and peaking



Industrial self-generation



Solutions for oil and gas industry



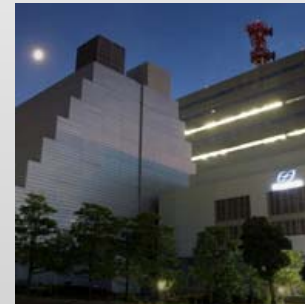
Oil, dual-fuel and gas fired power plants



Liquid biofuel power plants



Flexible grid stability power plants

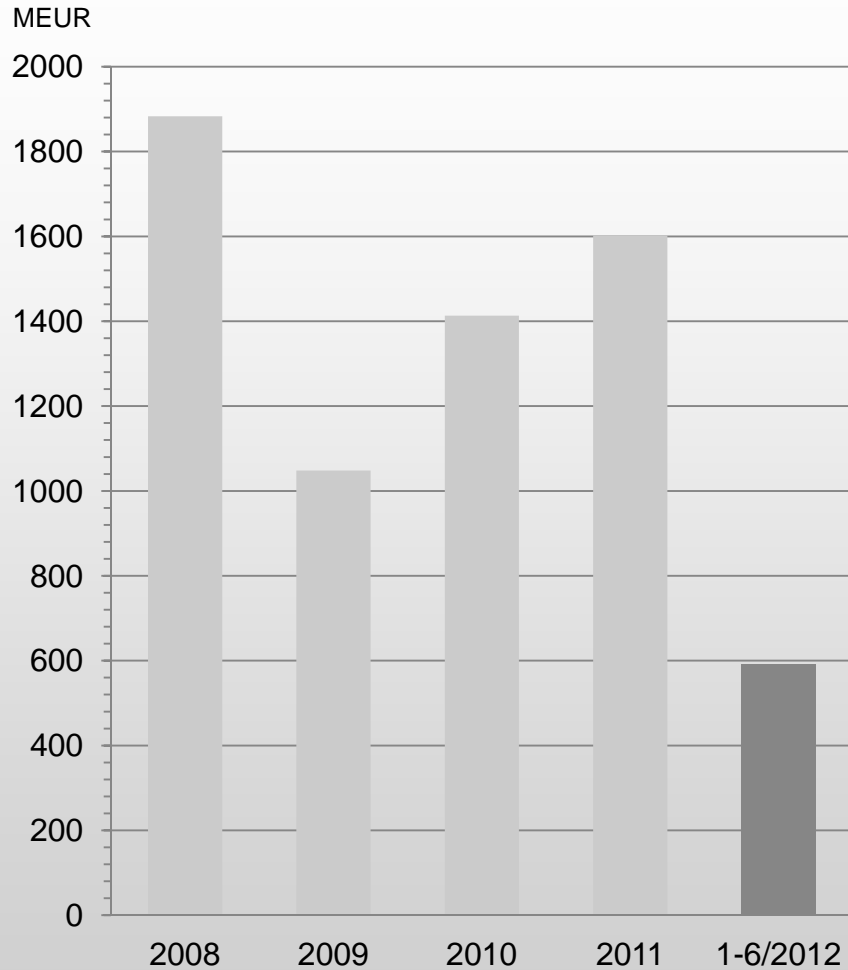


Combined heat & power plants (CHP)

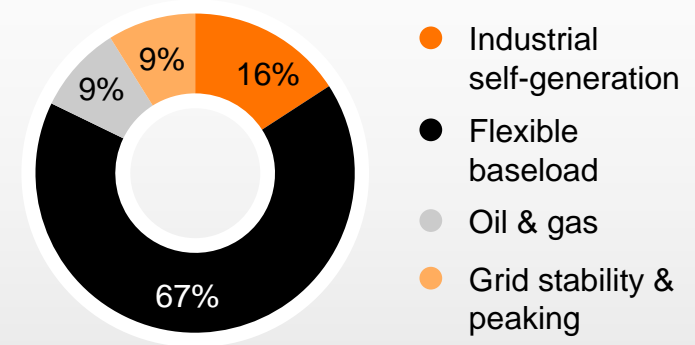


Pumping and compression applications

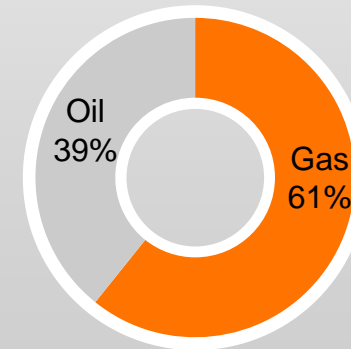
Order intake by application



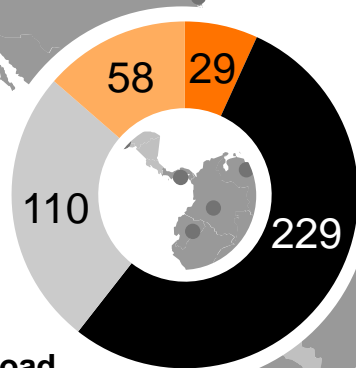
Review period development
Total EUR 591 million (672)



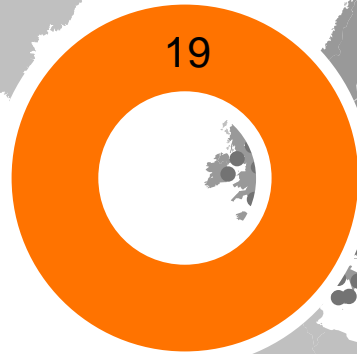
Review period order intake by fuel in MW



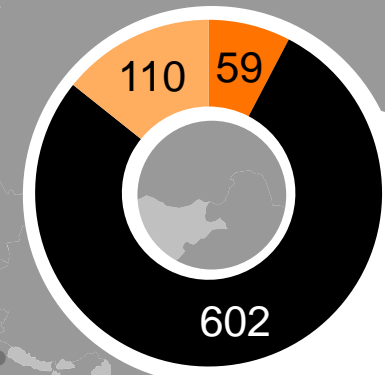
Americas 425 (199)



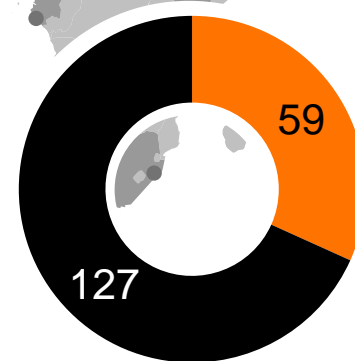
Europe 19 (550)



Asia 771 (298)



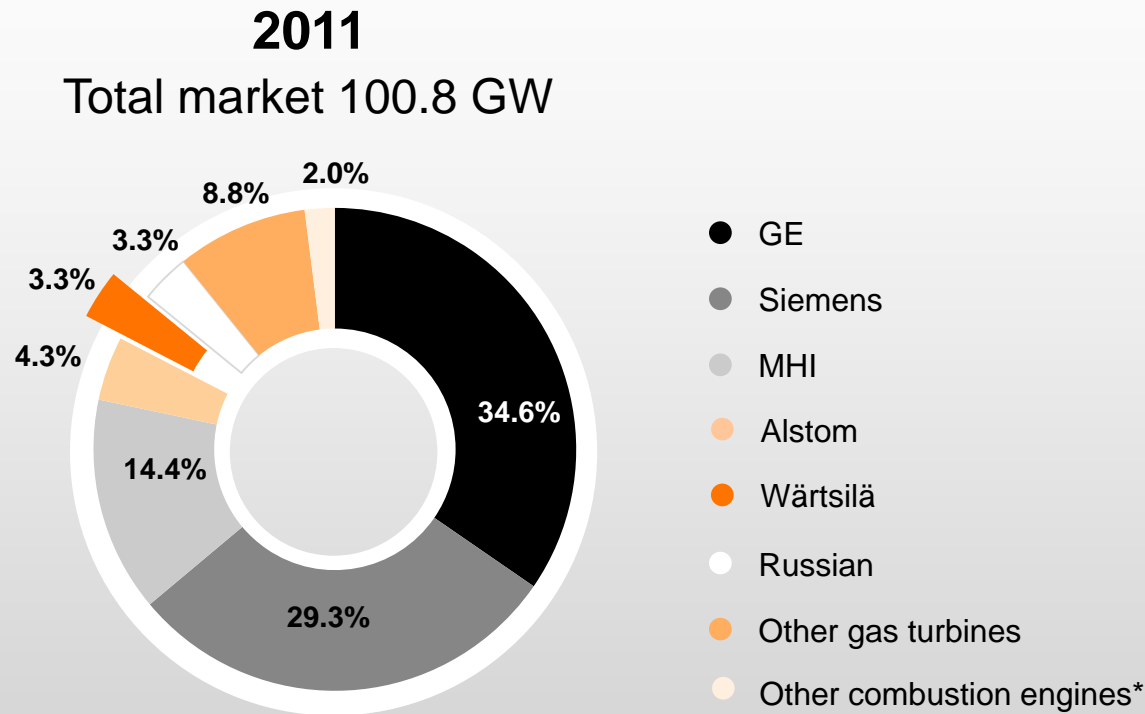
Africa and Middle East 186 (440)



- Flexible baseload
- Industrial self-generation
- Grid stability & peaking
- Oil & gas

Order intake 1-6/2012: 1,401 MW (1,487)

Market for gas and liquid based power plants



Market data includes all prime mover units over 5 MW and estimated output of steam turbines for combined cycles.

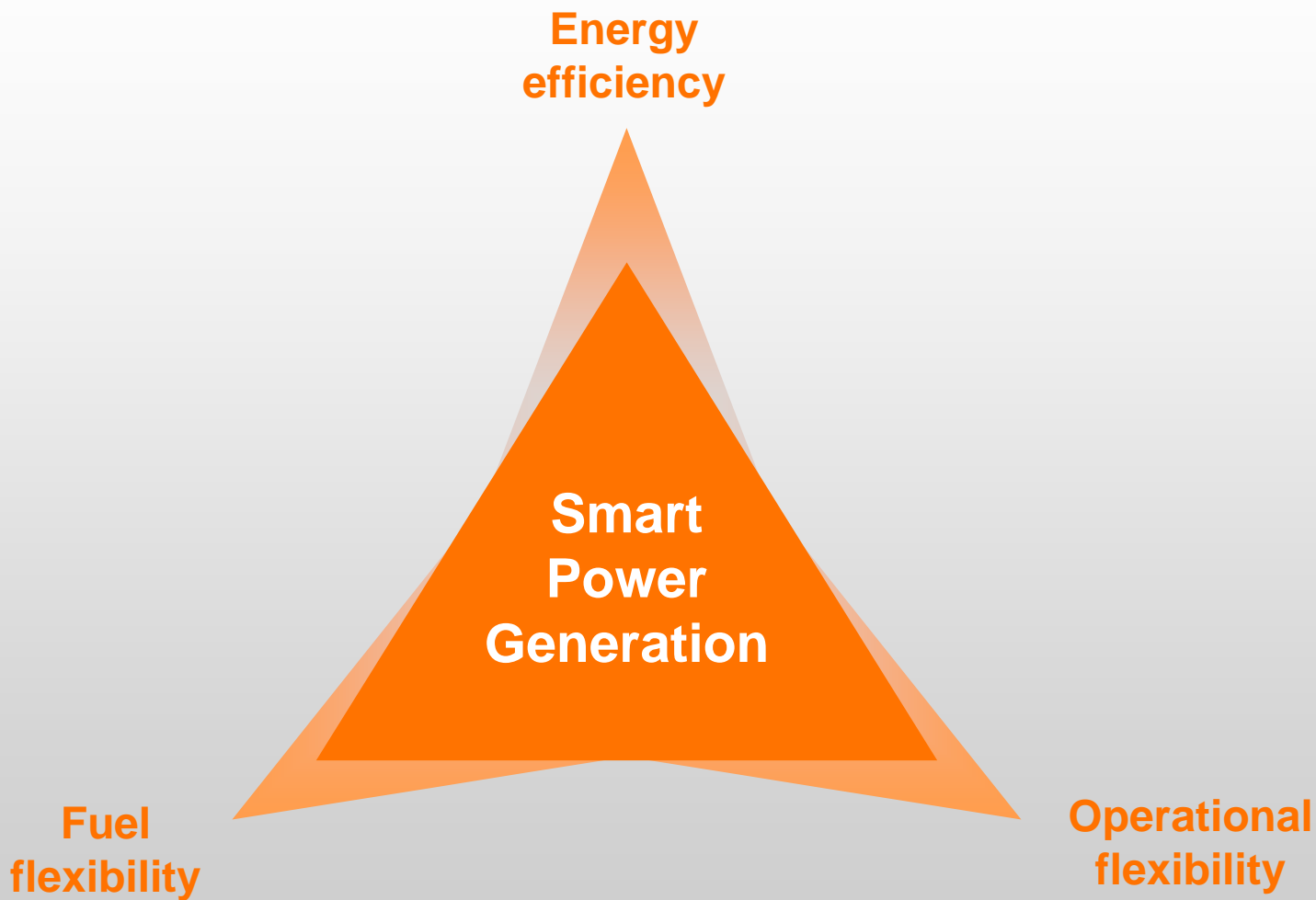
The data is gathered from the McCoy Power Report.

In engine technology, Wärtsilä has a leading position.

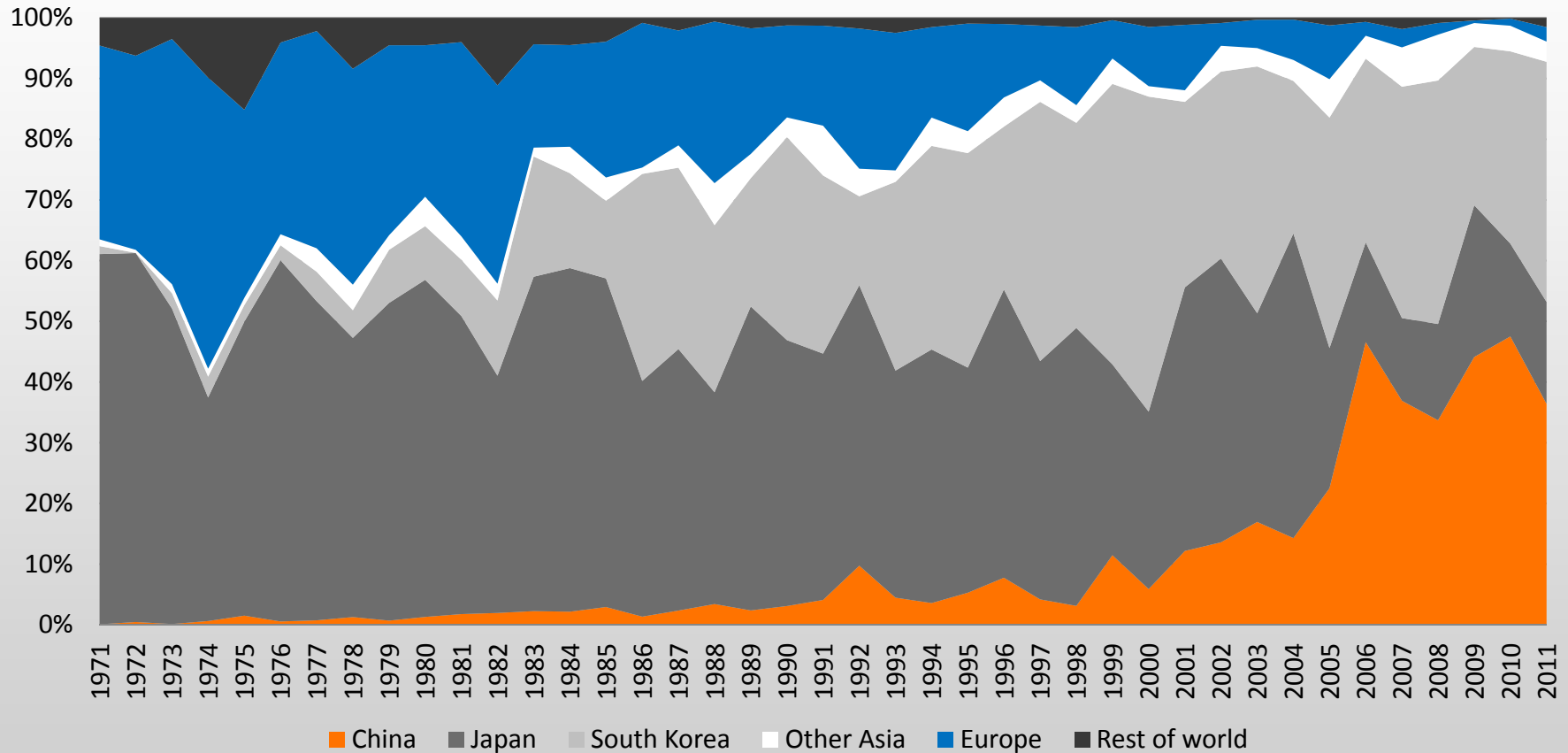
* Other combustion engines figures based partly on Wärtsilä's own estimate.

- Maintain our leading position in HFO power plants
- Grow strongly in large gas power plants
- Grow in power plants based on renewables
- Grow in oil and gas and emergency power applications



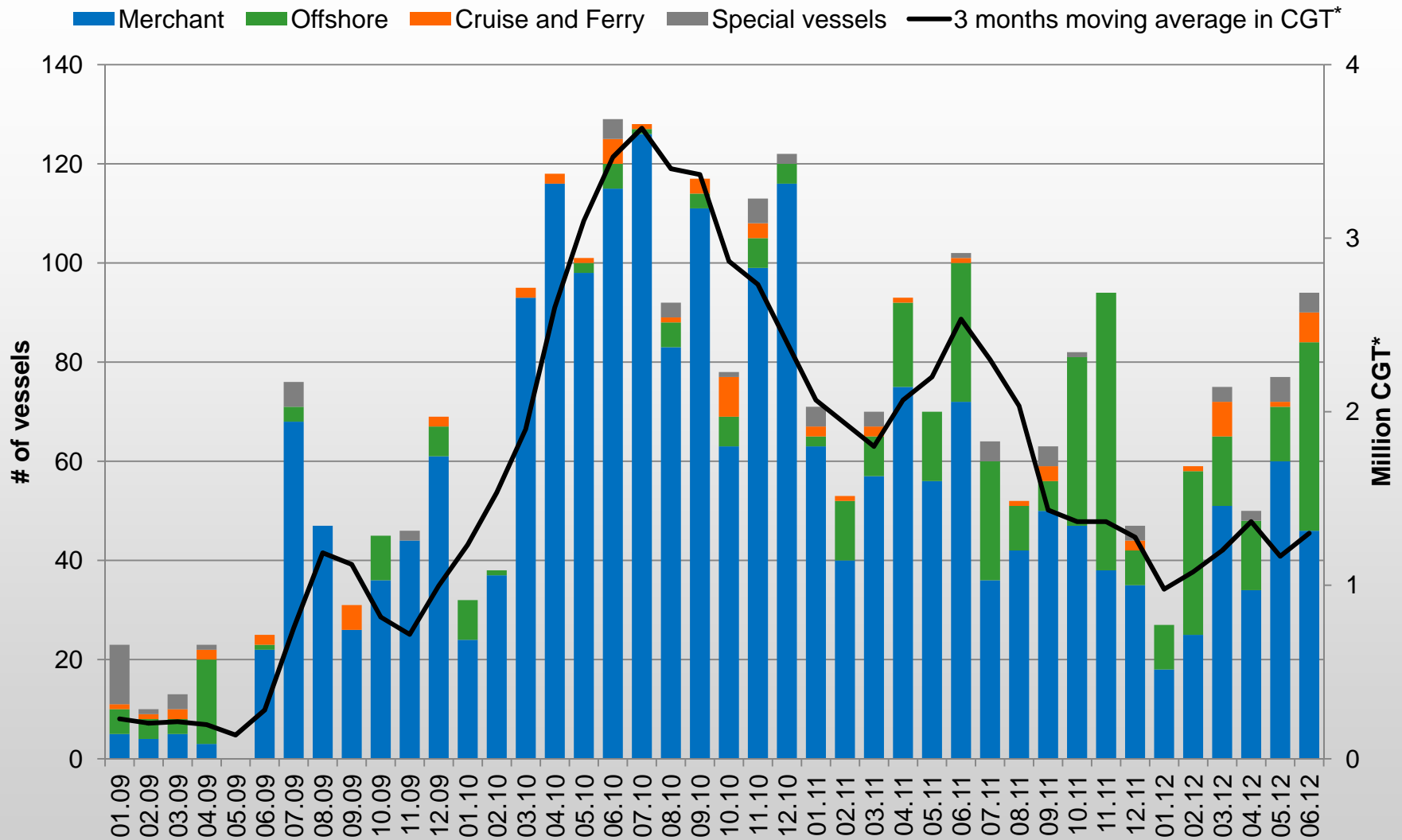


Contracting volumes (DWT): share by region



Source: Wärtsilä's Marine Market Database

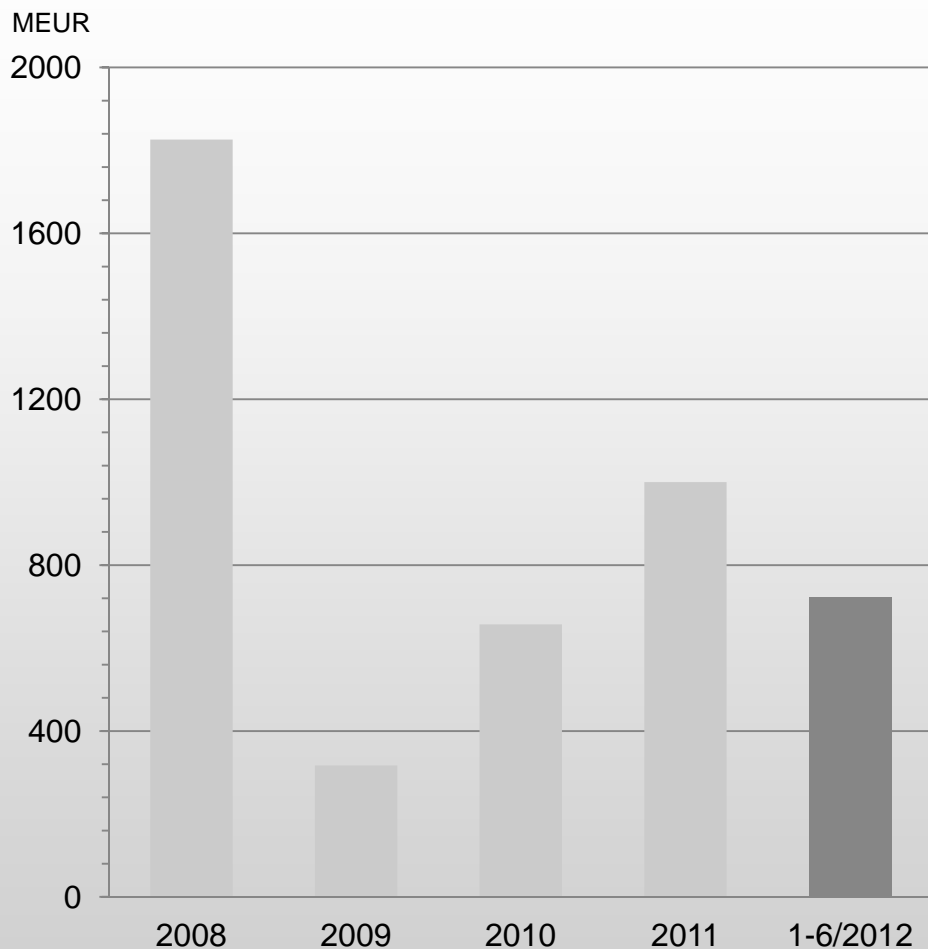
Vessel order development



Source: Clarkson Research Services

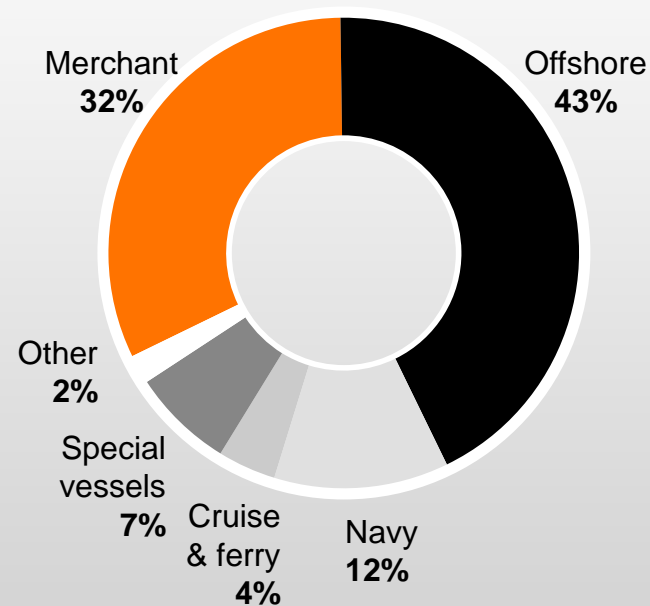
* CGT= gross tonnage compensated with workload

Order intake increased by 51%



Review period development

Total EUR 723 million (479)



OUR STRATEGIC GOAL

To be recognised as the leading solutions provider in the marine industry for:

LEADER IN

Efficiency



Gas and dual-fuel solutions



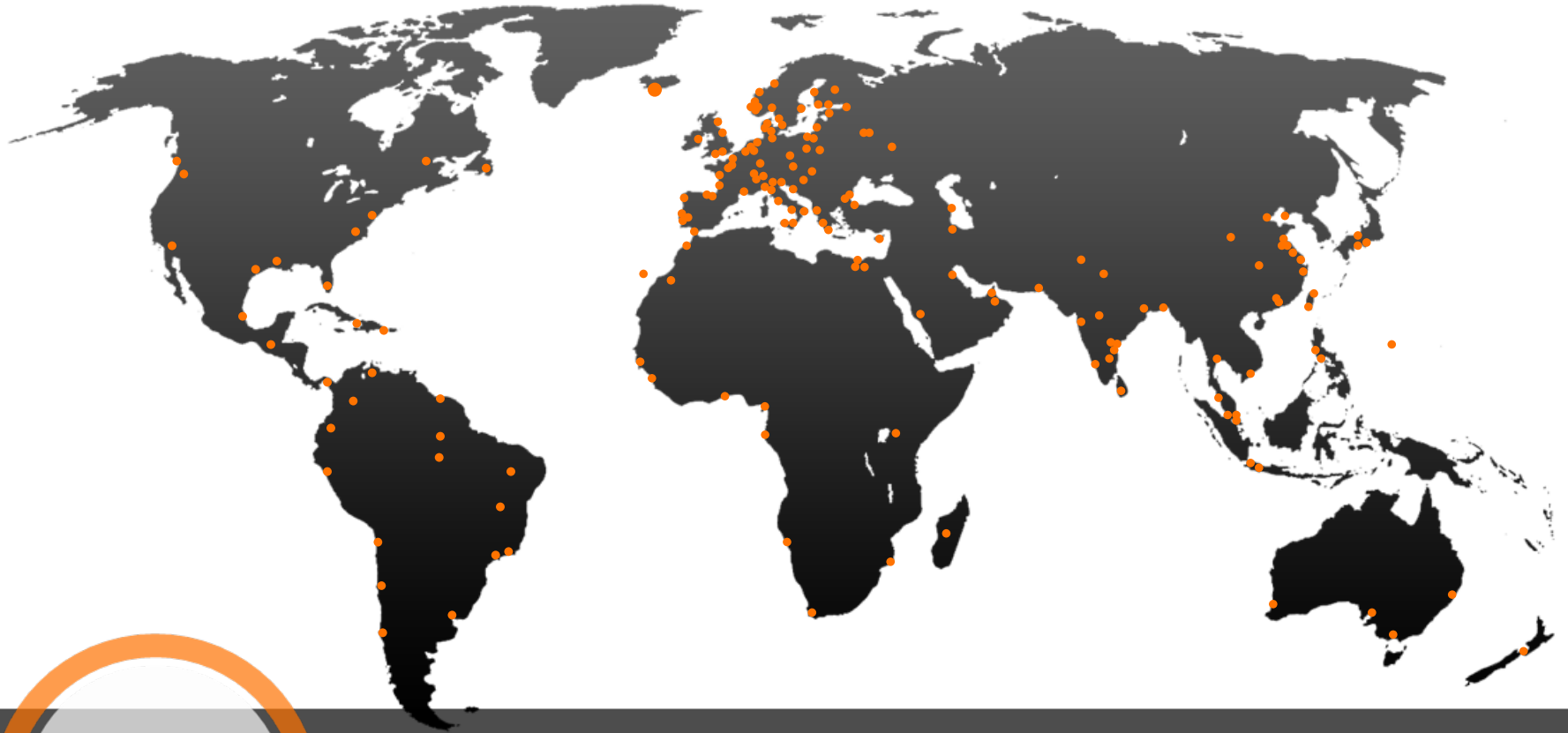
Environmental solutions



THROUGH
OFFERING

- Lifecycle solutions for ship owners and operators
- Enhanced system integration for the ship building industry
- The best product sales and delivery process for the marine industry

70 countries, 160 locations, 5000 field service experts

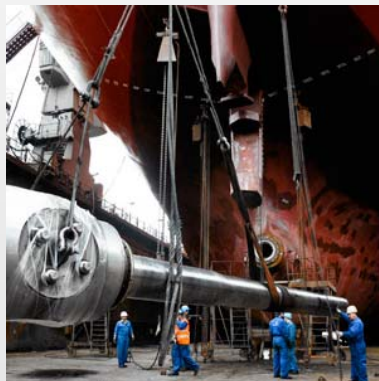


Installed
base
180,000 MW

Wärtsilä Services global network
Widest range of offering and expertise



Engine services



Propulsion services



Electrical & automation services



Boiler services



Environmental services



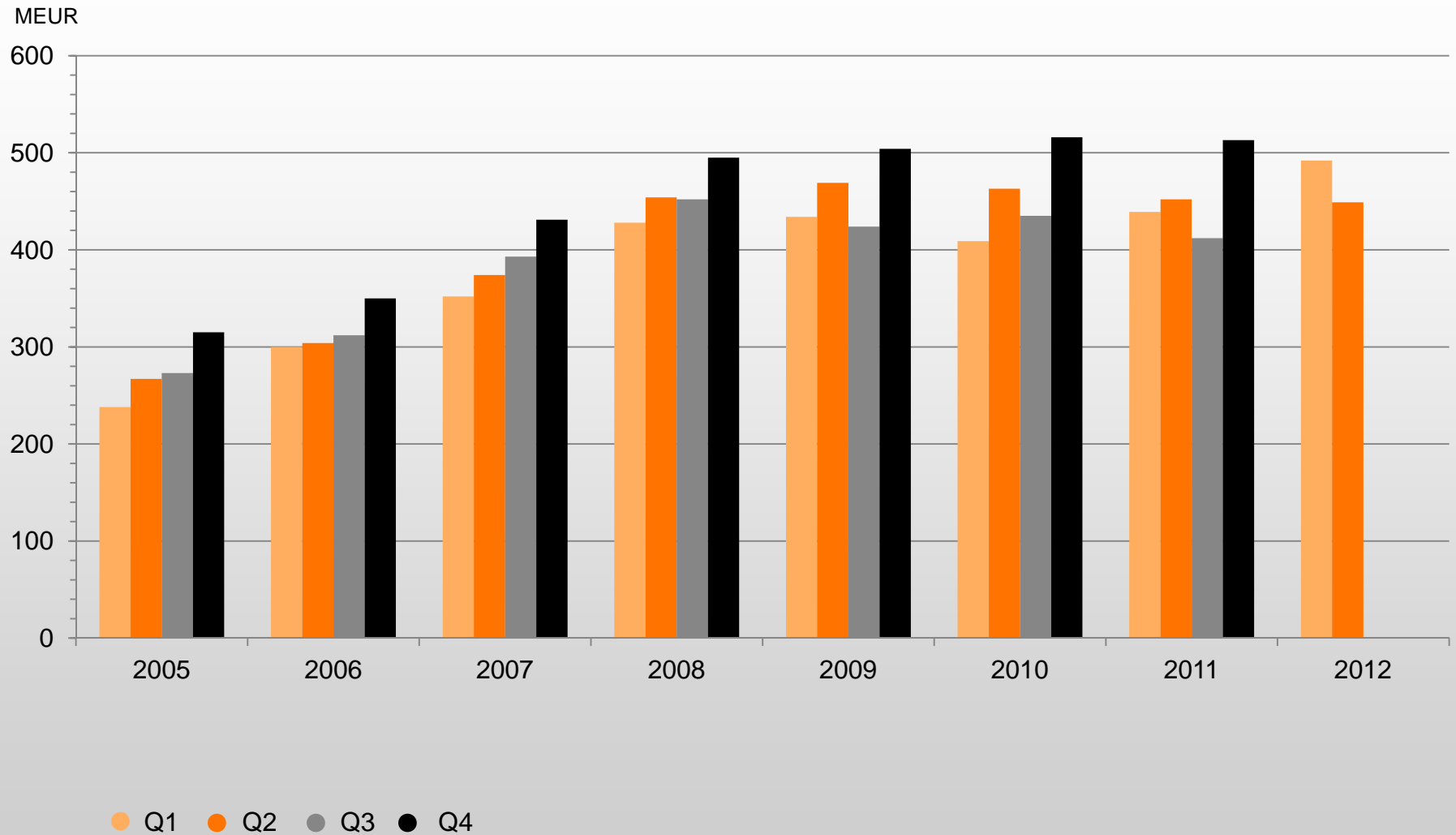
Service agreements



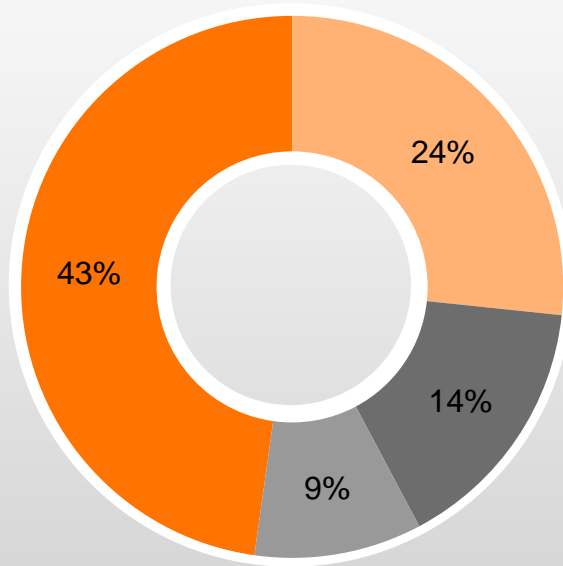
Service projects



Training services

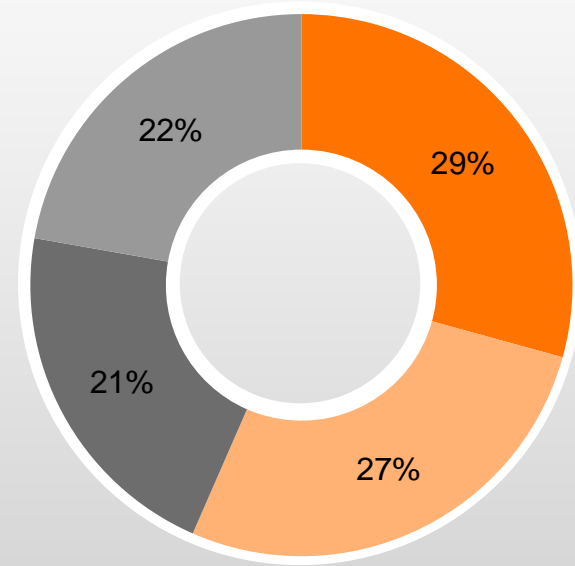


By product, 1-6/2012



- Spare parts
- Field service
- Contracts
- Projects

By region, 2011



- Middle-East and Asia
- Northern Europe
- Southern Europe and Africa
- Americas

We will:

- Maximise our market share with our present customer base
- Constantly develop our offering proposition with value-enhancing solutions
- Grow by providing more service agreements with new Ship Power and Power Plants deliveries
- Become our industry's market leader in environmental solutions

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To be recognised by customers as their services partner: competitive, trusted and easy to deal with.



- **Power Plants:** The power generation market is expected to remain active in 2012.
- **Ship Power:** Full year vessel contracting expected to be somewhat lower than in 2011. Robust contracting activity is expected for the offshore, gas carrier, and other specialised vessel markets.
- **Services:** The merchant marine segments are still expected to be under pressure, as overcapacity in the market continues to impact the potential for services in this area. The power plant service market is expected to develop steadily.

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Wärtsilä expects its net sales for 2012 to grow by 5-10% and its operational profitability (EBIT% before non-recurring items) to be 10-11%.



WÄRTSILÄ

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