

# WÄRTSILÄ CORPORATION

**KEPLER CHEUVREUX – AUTUMN CONFERENCE**

14.9.2016

Marco Wirén, EVP & CFO

# Wärtsilä's net sales by business Q2/2016



**ENERGY SOLUTIONS, 16%**

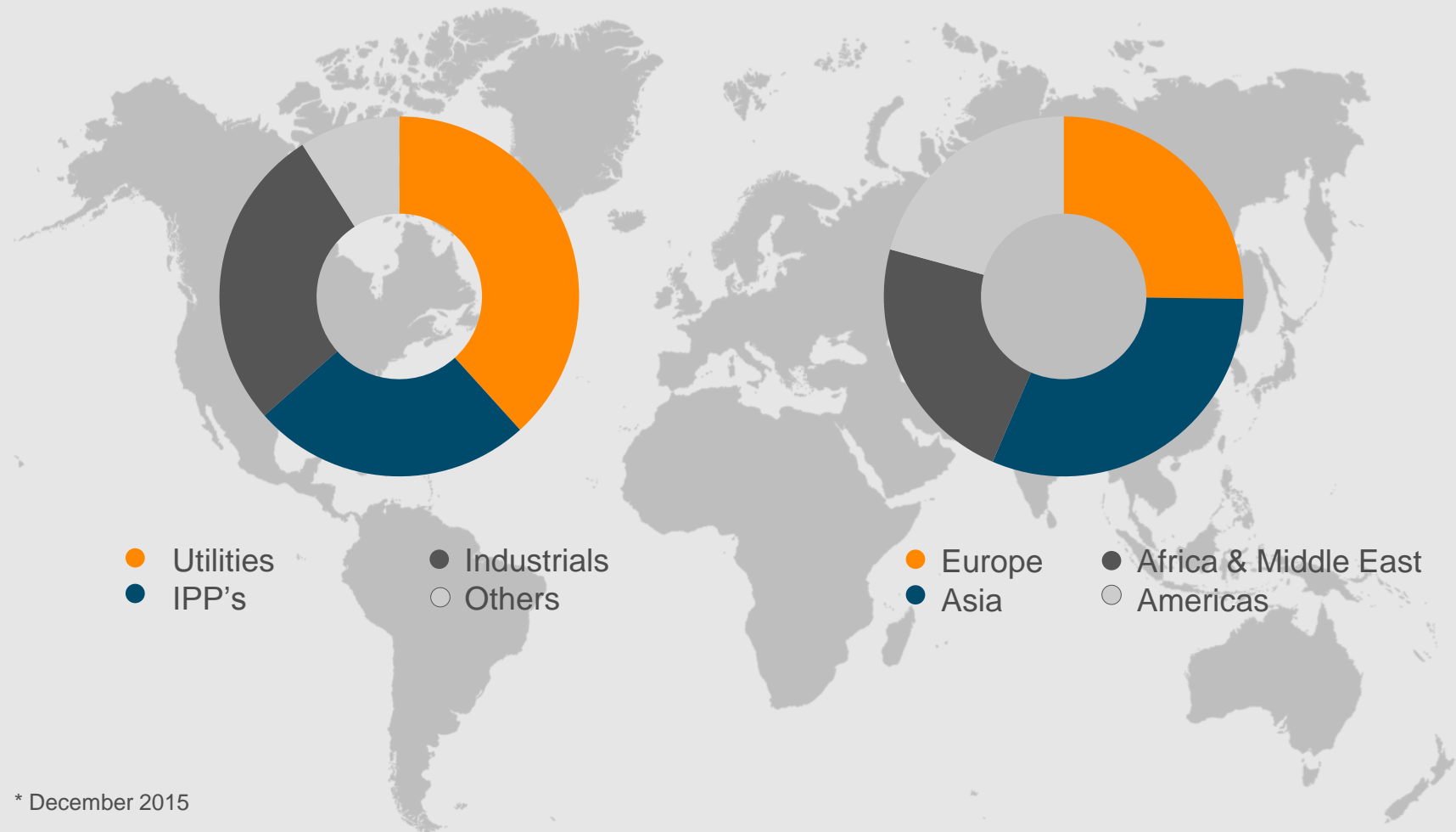


**MARINE SOLUTIONS, 36%**

**SERVICES, 48%**



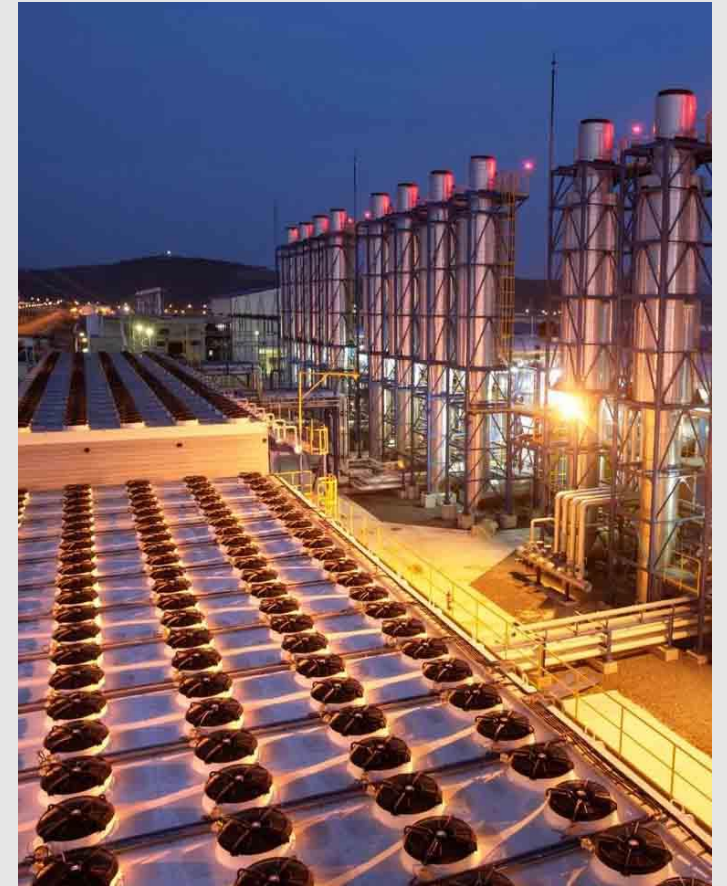
# >4,500 power plants in 175 countries



\* December 2015

## Market trends & drivers

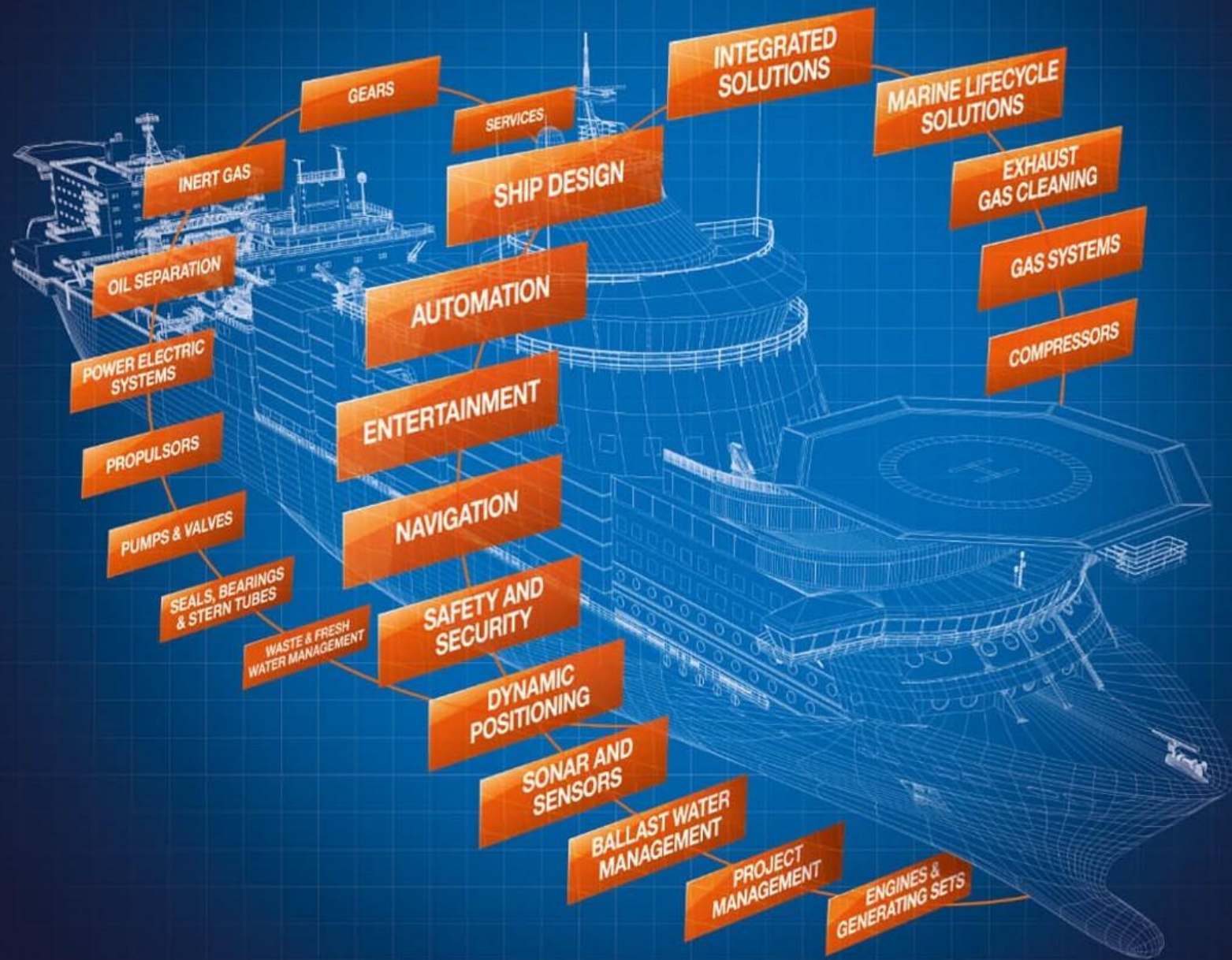
- Economic growth, electrification and increased standard of living
- Growth in sustainable energy and reducing carbon emissions
- Rapid growth of intermittent renewable generation and escalating demand fluctuation
- Increasing role of natural gas
- Ageing installed capacity



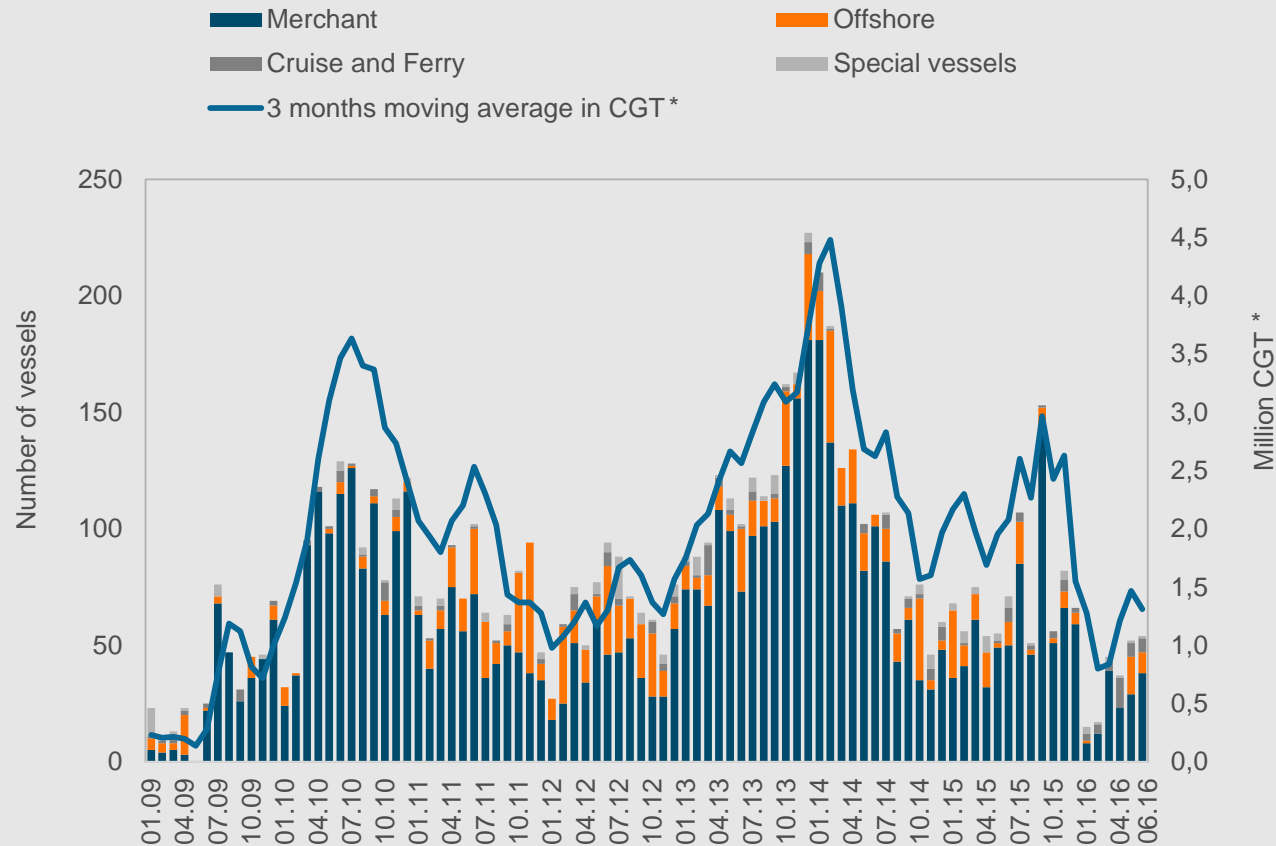
# Wärtsilä enters the utility-scale solar business

Leveraging our global EPC expertise to help our customers reduce carbon emissions by offering hybrid solutions that couple solar PV parks with Smart Power Generation power plants in focus areas such as Africa, the Middle East, the Americas and Southeast Asia.





## Market trends & drivers



Source: Clarkson Research Services, figures exclude late contracting

\* CGT= gross tonnage compensated with workload

- Urbanisation, globalisation and population growth support increase in seaborne trade
- Technological developments and new breakthroughs demand faster product development and create new business models
- Increasing consumption and growing middle class population support demand for cruise sector
- Growing energy demand
- Climate change and gas as a fuel

# Strategy

LEADER IN

EFFICIENCY

GAS AND DUAL-  
FUEL SOLUTIONS

ENVIRONMENTAL  
SOLUTIONS

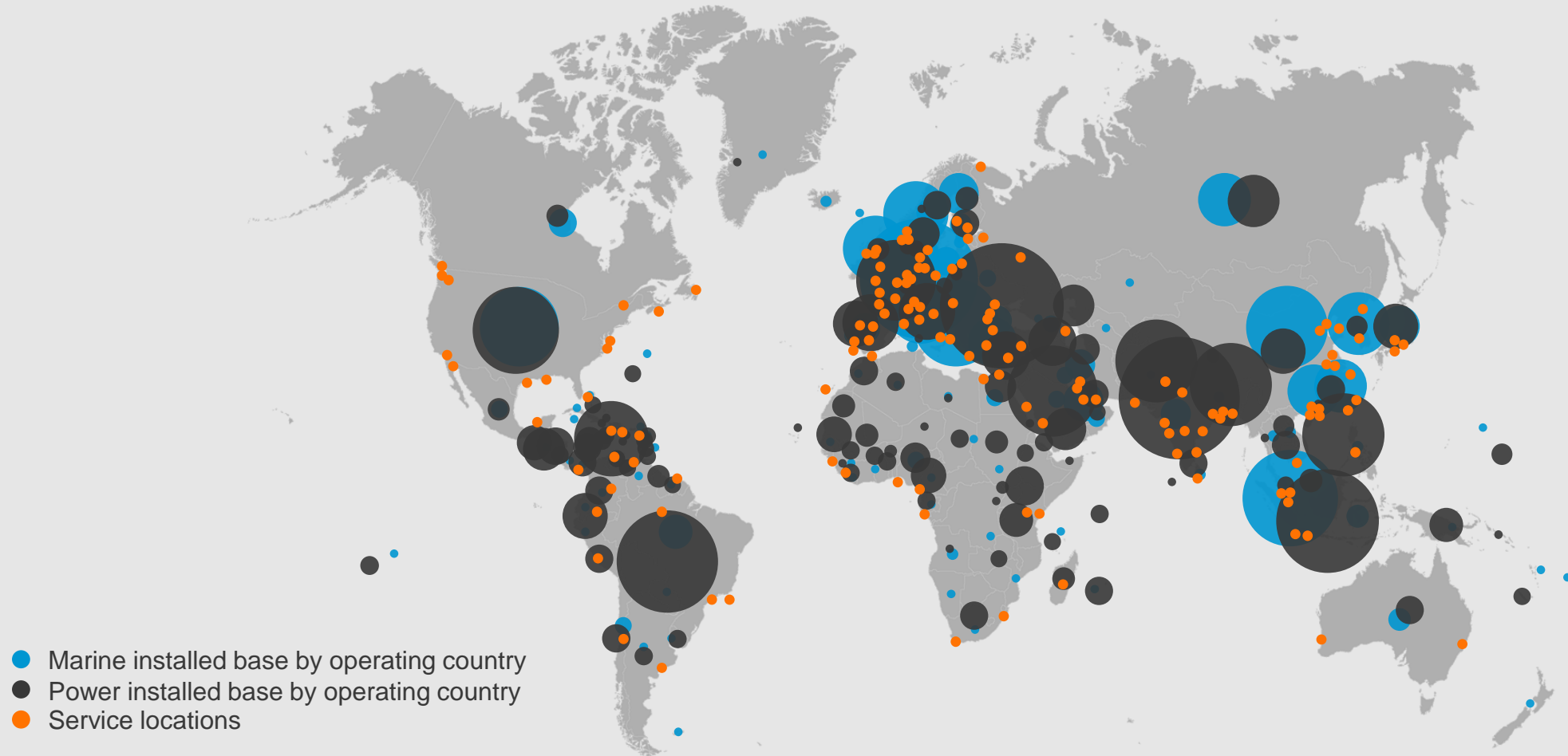


THROUGH  
OFFERING

- **Lifecycle solutions** for ship owners and operators
- **Integrated solutions** for the shipbuilding industry, owners and operators
- The best customer value and customer experience in the marine industry

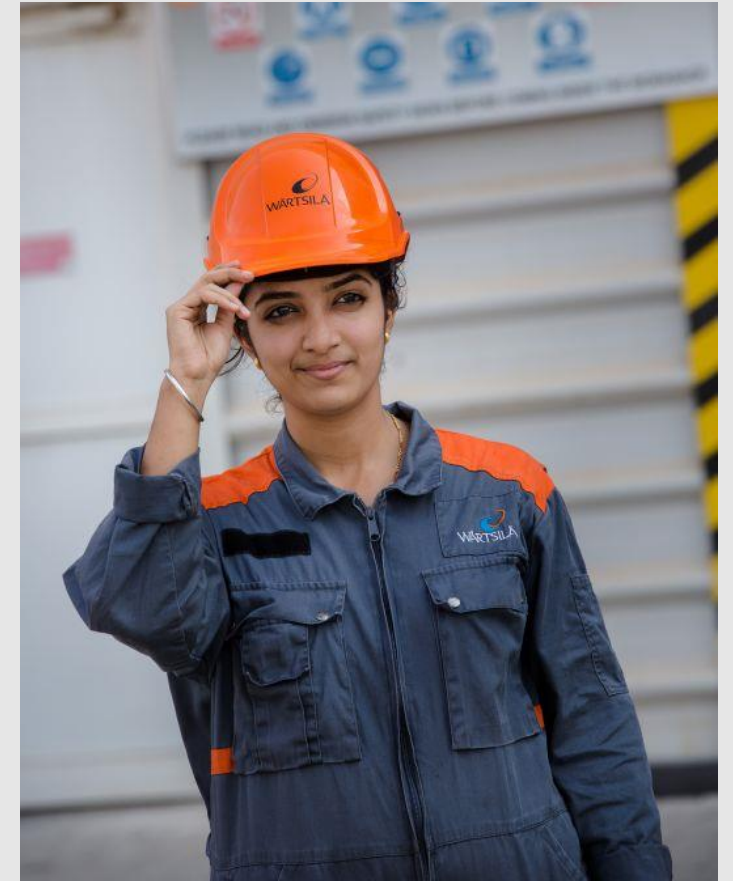


**We are where our customers need us to be**  
**11,000 service professionals in 70 countries, 160 locations...**

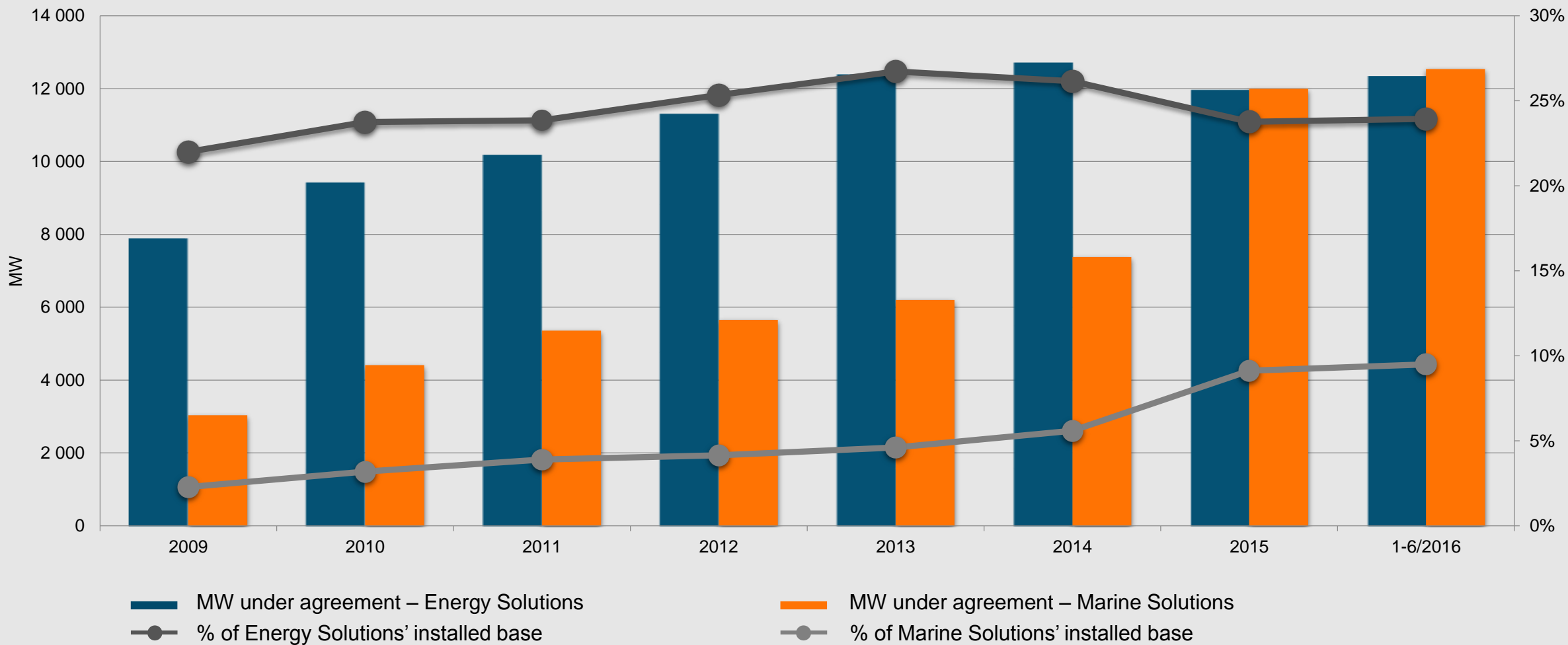


## Market trends & drivers

- Development of installed base and installation utilisation
- Growing importance of gas as a fuel
- Need for real time monitoring and analytics
- Need to increase uptime and availability
- Focus on efficiency
- New and stricter regulations



## Development of installed base covered by service agreements



# Positioned for growth



**ENERGY EFFICIENT SOLUTIONS**



**GAS BASED TECHNOLOGY**



**INNOVATIVE SOLUTIONS**

# Acquisitions support Wärtsilä's growth and innovation strategy

The acquisition of Eniram is a key step in our digital development, enabling us to strengthen our competences in data analytics, modelling and performance optimization.

American Hydro supports our expansion in renewables, by enhancing our existing hydro and industrial service offering.

# THANK YOU!

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