

Wärtsilä's  
**Smart Marine  
Ecosystem**

An announcement



From Smart Marine vision  
to **Smart Marine  
Reality.**

A crucial step forward in the journey.



# Connecting intelligent vessels with smart ports

Enabling sustainable  
societies with  
**smart technology**



Innovative technologies  
Disruptive business models  
Strategic partnerships

## The world's widest product portfolio

Integrated systems through smart on-site solutions

## Unrivalled install base

Access to big data for analytics and machine learning

## Marine ecosystem know-how

Experience and expertise to understand big data and transform it into business opportunities



## Digital Insights

Asset management, operation and commercial optimisation to maximise profitability and minimise emissions

## Situational Awareness

Real-time vessel positioning and manoeuvring, maximising safety, reliability and ease-of-use



TRANSAS

# Wärtsilä acquires Transas

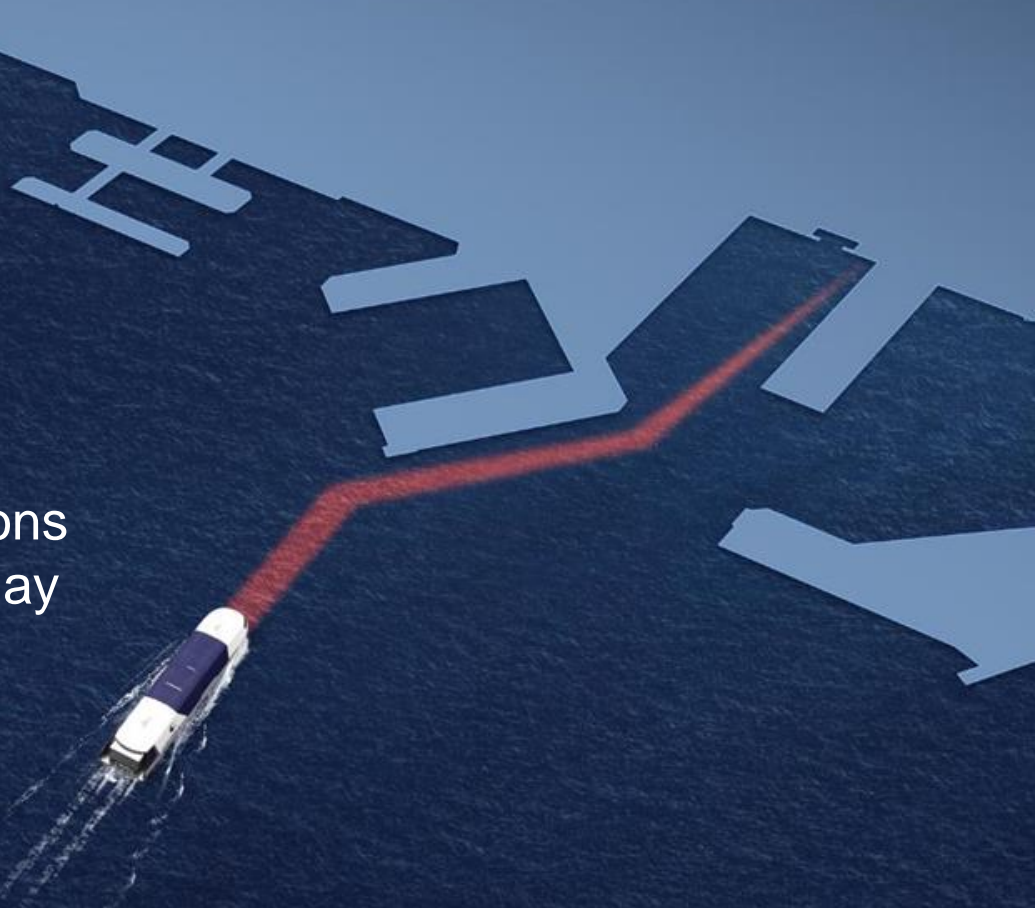
Making the future of shipping a reality today





## Navigation systems

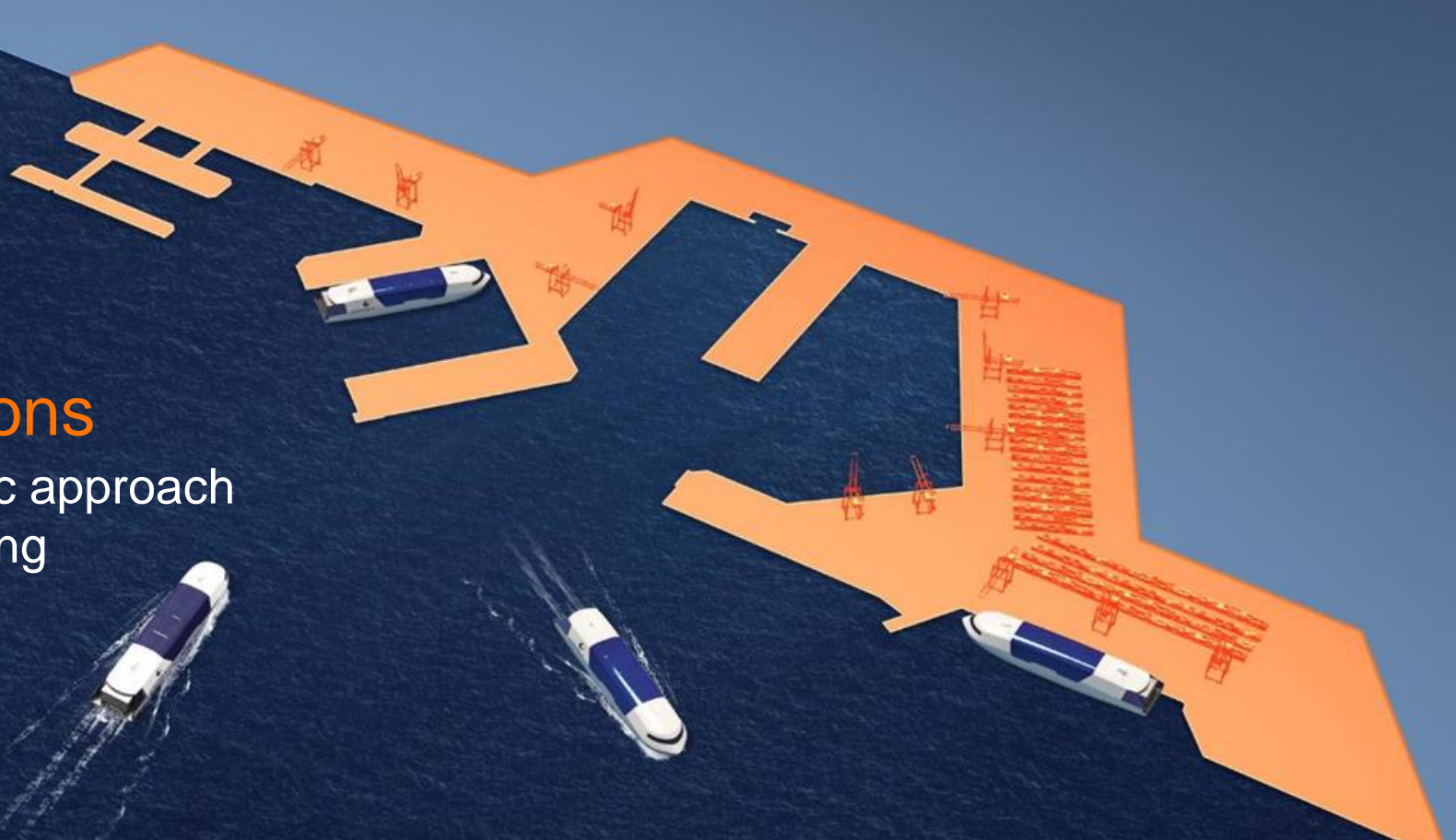
Advanced integrated bridge solutions  
and ECDIS (Electronic Chart Display  
and Information System)



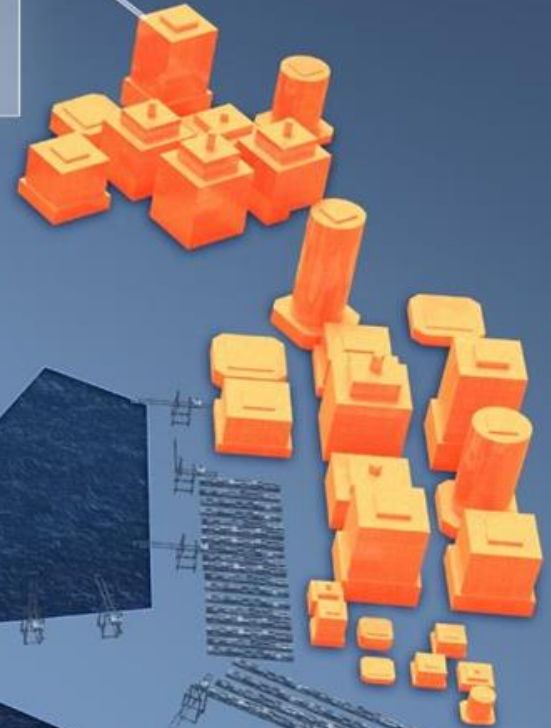


## Ship traffic control solutions

Solutions for a coordinated, holistic approach to maritime traffic control, monitoring and decision support







## Maritime simulation & training

Development of personnel,  
improving efficiency and safety

## Software development capability

The key enabler of digital platform  
and value-added services

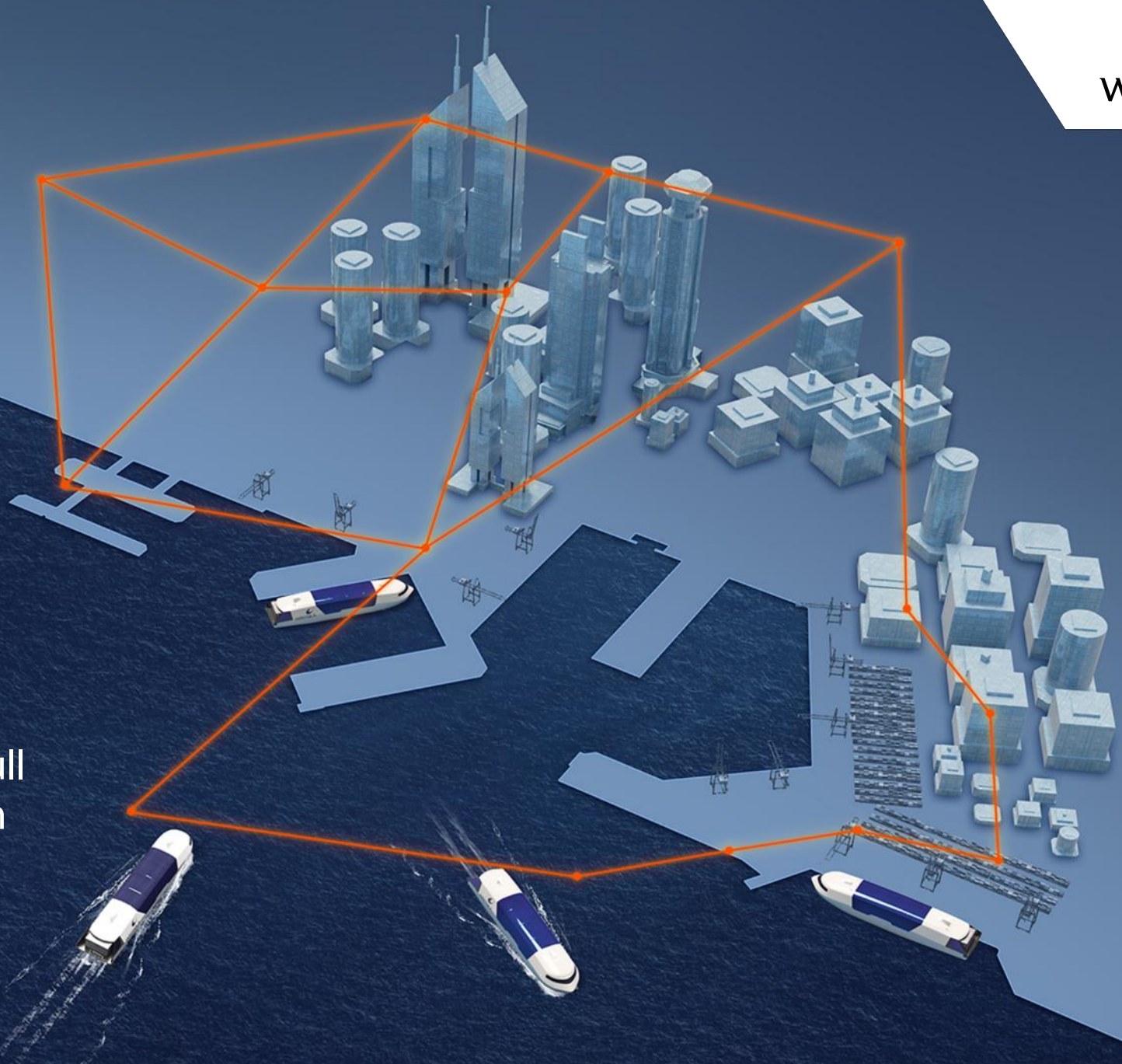






## Digital platform

Managing operations across the full breadth of the maritime ecosystem





## Fleet operations solution

A suite of value-added services,  
turning data into value  
for the customer





Annual net  
sales: around  
EUR

**140M**

Employees:

**1000**  
(30% in software  
development)

**HQ in Portsmouth, UK**

22 regional offices worldwide  
and a distribution network  
spanning 120 countries

Marine simulation  
systems:

**>5.5K**  
91+ countries

LEADING SUPPLIER

Vessel Traffic Management  
& Information Systems: in

**300+** ports  
55 countries

LEADING SUPPLIER

Marine onboard  
equipment:

**>13K**  
100+ countries

LEADING ECDIS SUPPLIER

Electronic  
Charts:

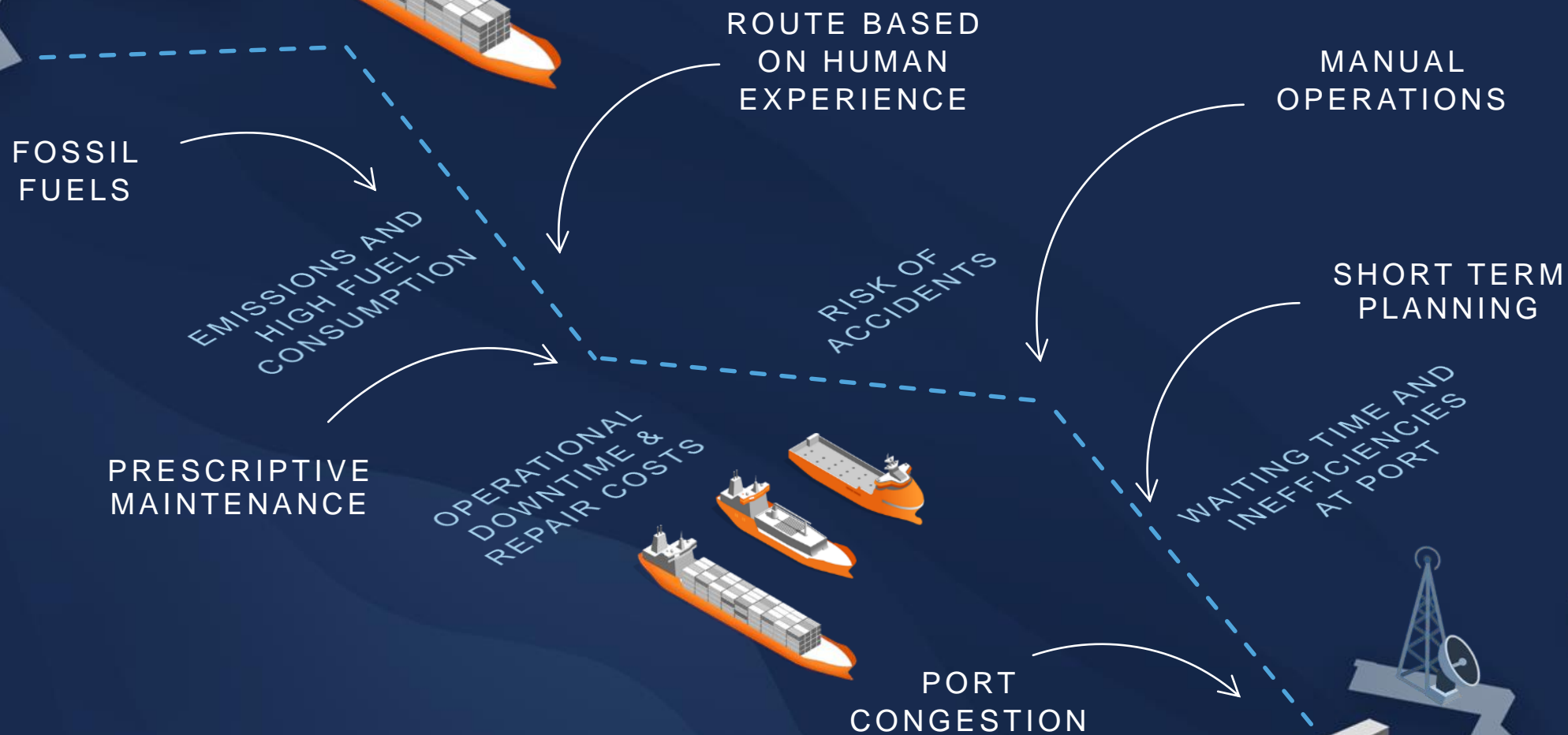
**>3M**  
sold worldwide

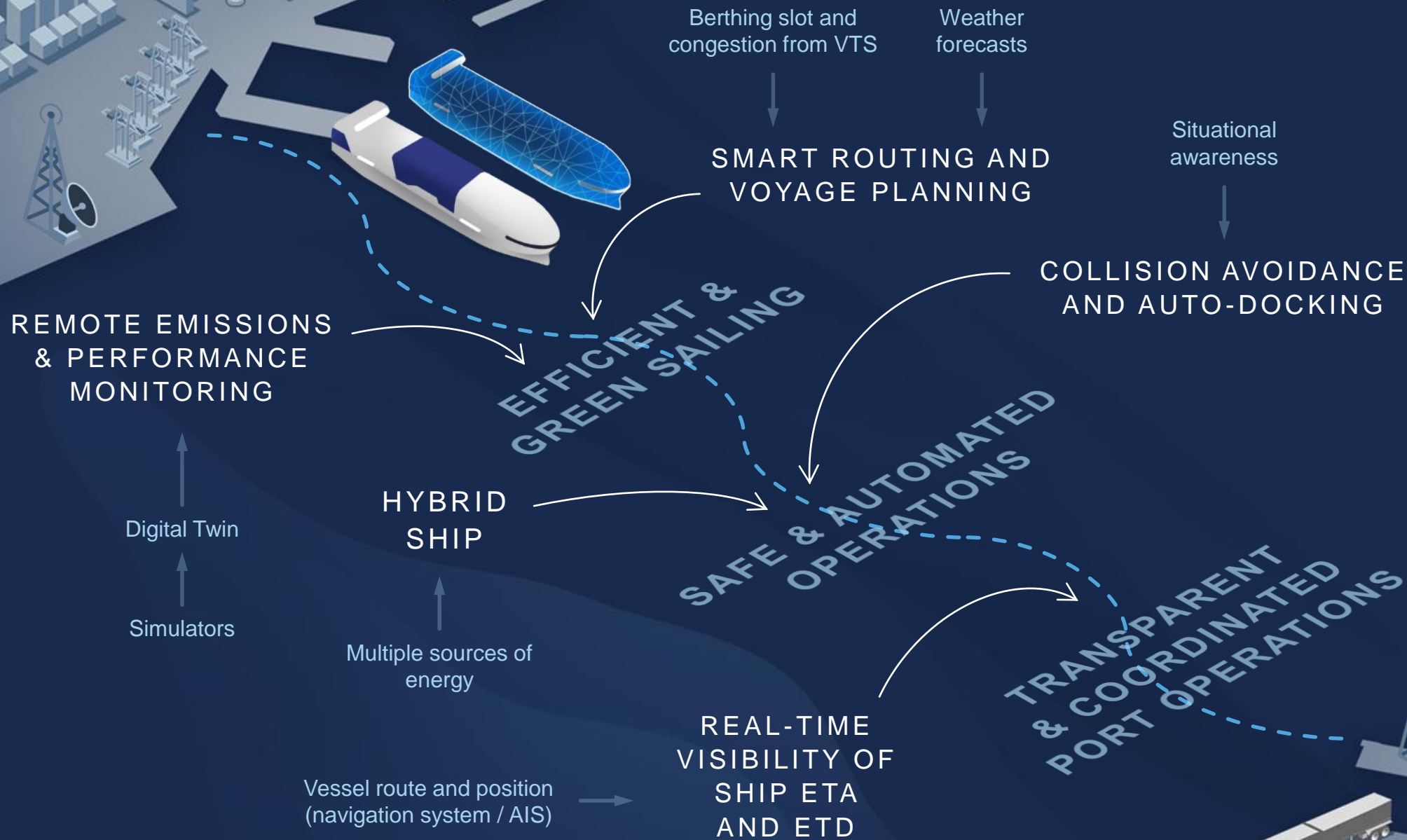


# The Smart Marine Ecosystem

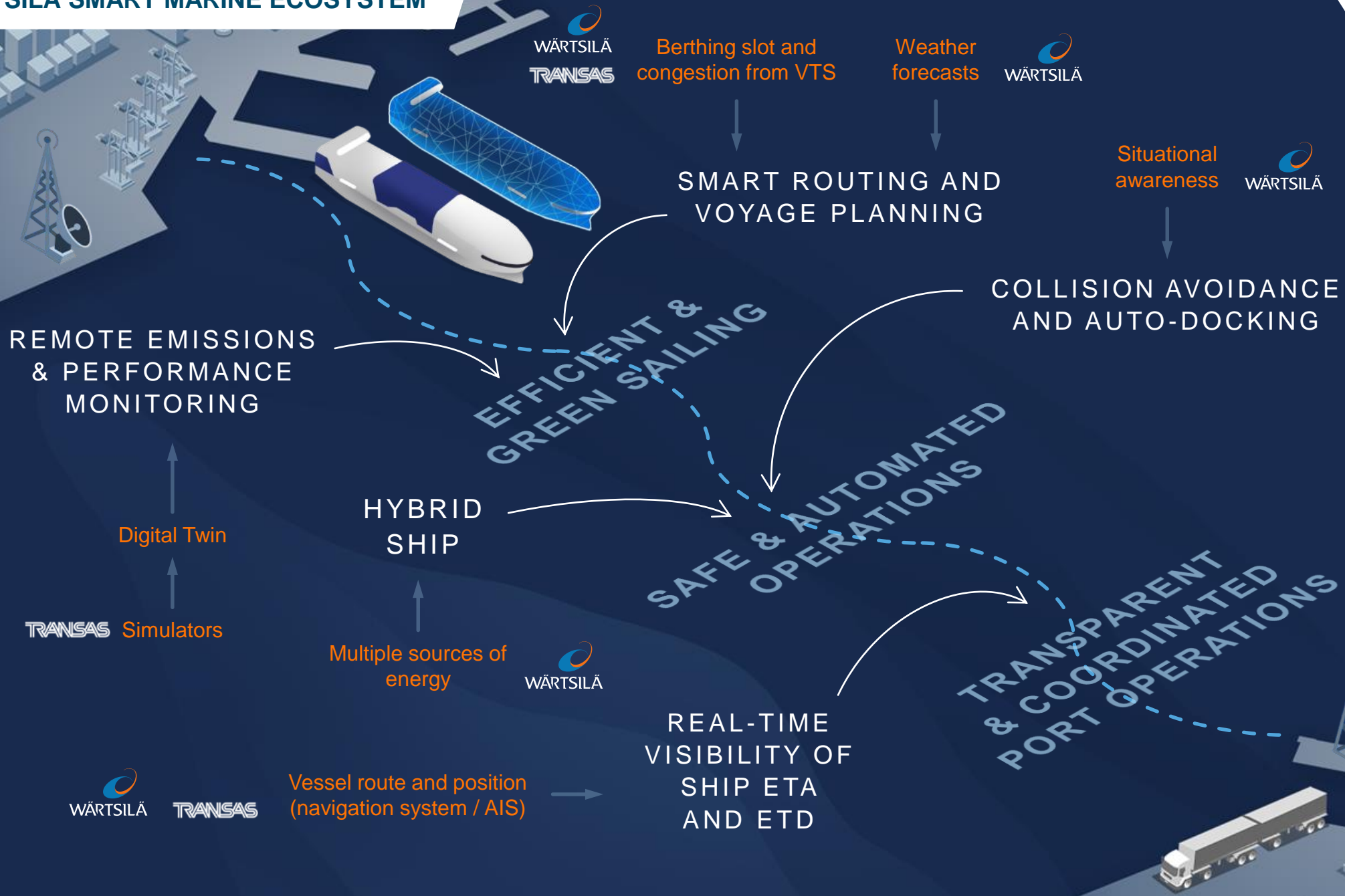




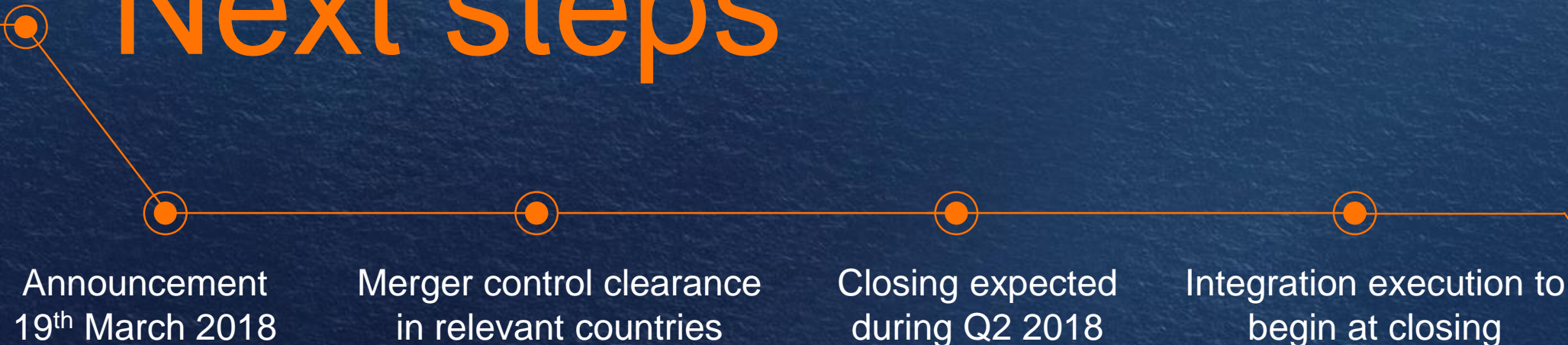








# Next steps



Announcement  
19<sup>th</sup> March 2018

Merger control clearance  
in relevant countries

Closing expected  
during Q2 2018

Integration execution to  
begin at closing







An aerial view of a city with a network of orange lines and icons overlaid. The icons include a smartphone, a cloud, a satellite, a diamond, a gear, and a factory. A white logo consisting of a stylized 'C' with a swoosh is positioned above the main text. The background is a blue-tinted 3D city model.

# TRANSAS & WÄRTSILÄ

## Q&A