

CUSTOMER FUNDING AND STATUS OF GROUP FUNDING

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- Wärtsilä power plants are typically funded in local financial markets
 - Local developers and utilities are known locally enhancing the bankability for local financial institutions
 - Amount of debt funding in Wärtsilä power plants is up to Eur130m, making an international syndicated transaction unnecessary
- Different type of customers are able to tap into different sources of funds
 - **Public and private utilities**; Bond market, bank market or directly from budgets of public entities. Development banks participate often in projects in developing countries
 - **Independent Power Producers (IPPs)**; Non-recourse or limited recourse project finance. Bankability based on long term power purchase agreements and fuel supply agreements with creditworthy counterparties. Development banks participate often in projects based in developing countries
 - **Industrial manufacturers and customers in the Oil&Gas Industry**; Power plant funding is part of the funding package of the complete commercial project

No single source of funding for Wärtsilä power plants can be identified. Wärtsilä power plants are funded in many markets by a variety of customer profiles

- A Wärtsilä power plant project offers a solid bankable project from the lender point of view
 - Our in-house project development team provides expert project structuring support
 - Wärtsilä has a strong track record of delivering turn-key power plants
 - A long term Wärtsilä Operations & Management contract provides risk mitigation for the entire operational period

Wärtsilä provides support to customers in structuring and sourcing funding for IPP projects

Liberty Power Tech Ltd (LPTL) continues a series of IPP projects developed and delivered to Pakistan by Wärtsilä. Financial close was achieved in March 2009

Key details of project:

- **Location:** Faisalabad, Pakistan
- **Equipment:** 11x18V46 Wärtsilä engines
- **Fuel:** HFO
- **Size:** 200 MW
- **Off-taker:** National Transmission and Dispatch Company, Pakistan
- **Debt:** Locally placed debt including sharia-compliant Sukuk-bond
- **EPC contract value:** Eur137m
- **Financial close:** March 2009
- **Commercial Operations Date:** December 2010

Wärtsilä offering:

- Project development including
 - Tariff negotiations
 - Permits and environmental issues
 - Structuring debt and equity financing
 - Contract negotiations with the utility and fuel supplier
- Engineering, Procurement & Construction
- Operations & Management (long-term)



Financial close of LPTL in the middle of the financial crisis shows how local financial markets are able to support projects with strong fundamentals

ECA transaction with a 7-year SACE guarantee for a Dual-Fuel engine delivery to Turkey

Key details of project:

- **Location:** Usak, Turkey
- **Equipment:** 2x18V50 Wärtsilä Dual Fuel engines
- **Fuel:** Natural gas / HFO
- **Size:** 33 MW
- **Contract size:** Eur11m
- **Export Credit Agency:** SACE (Italy)
- **Cover:** Commercial and Political Risk 95%
- Lender 5%
- **Tenor:** 7 years as from Commissioning
- **Financial close:** October 2009
- **Commercial Operations Date:** July 2010

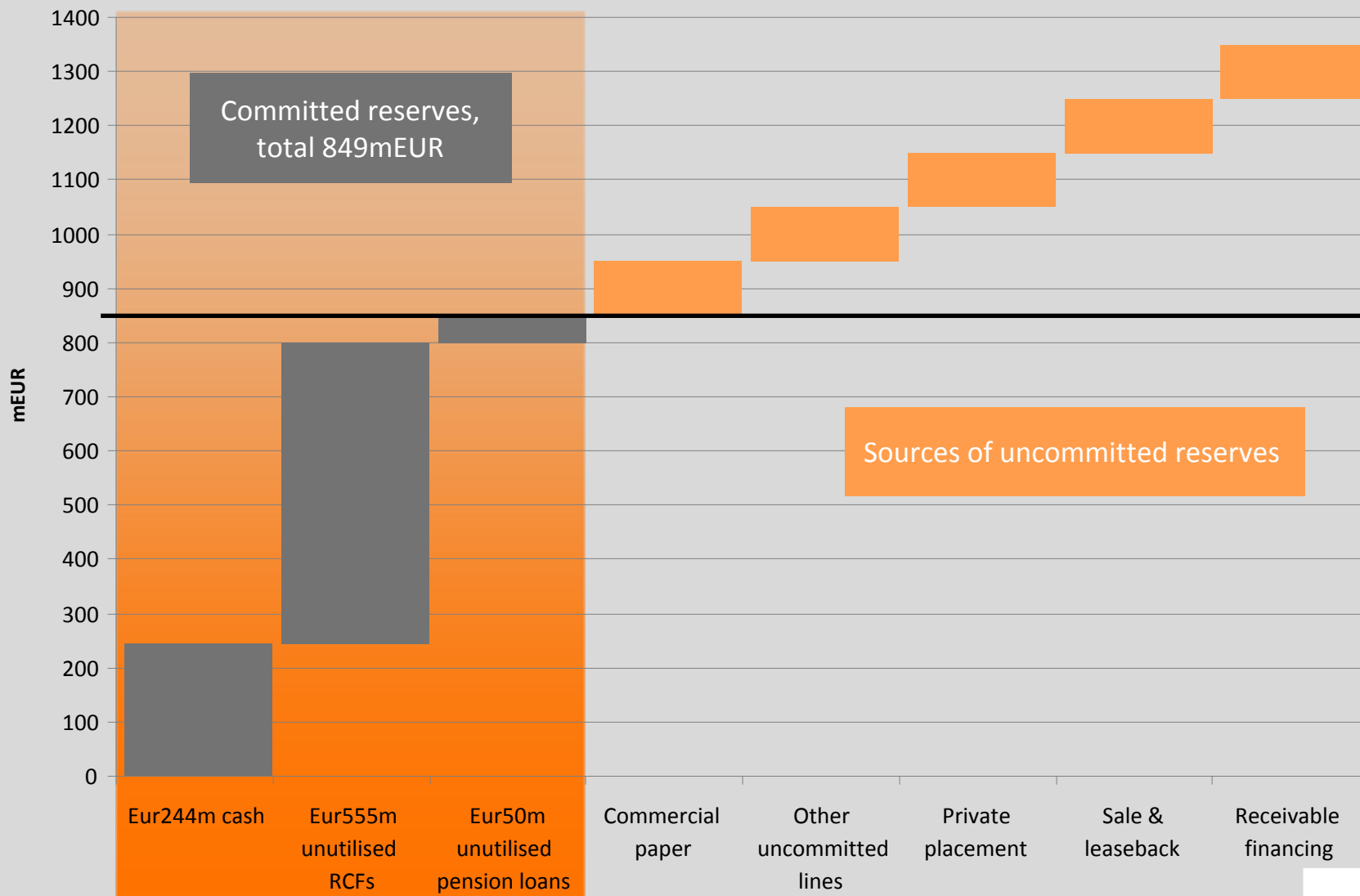
Wärtsilä offering:

- Engineered Equipment Delivery
- Arrangement of the ECA cover

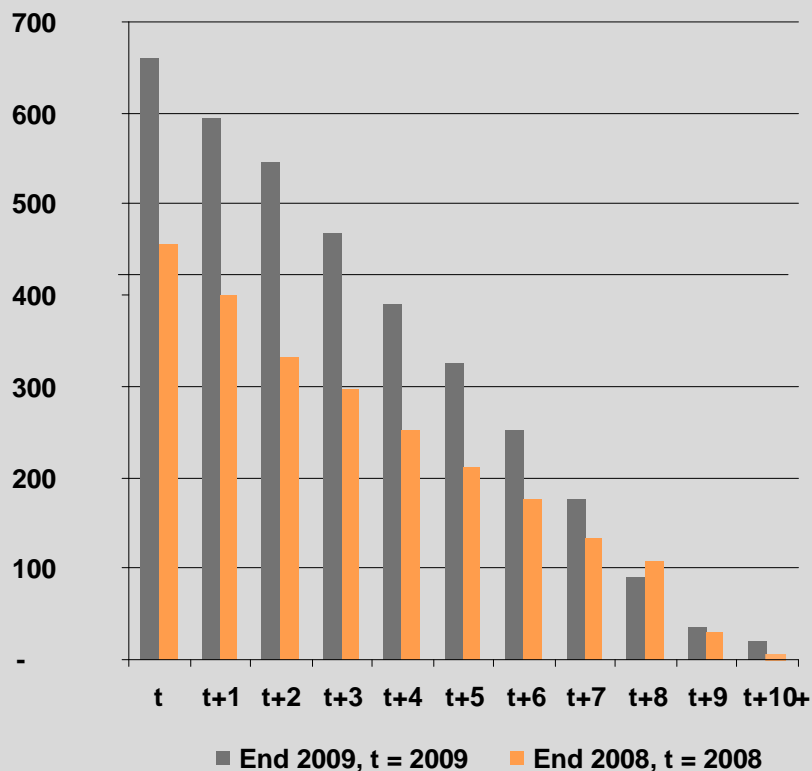


Export Credit Agency guarantees enhance the debt funding of customers

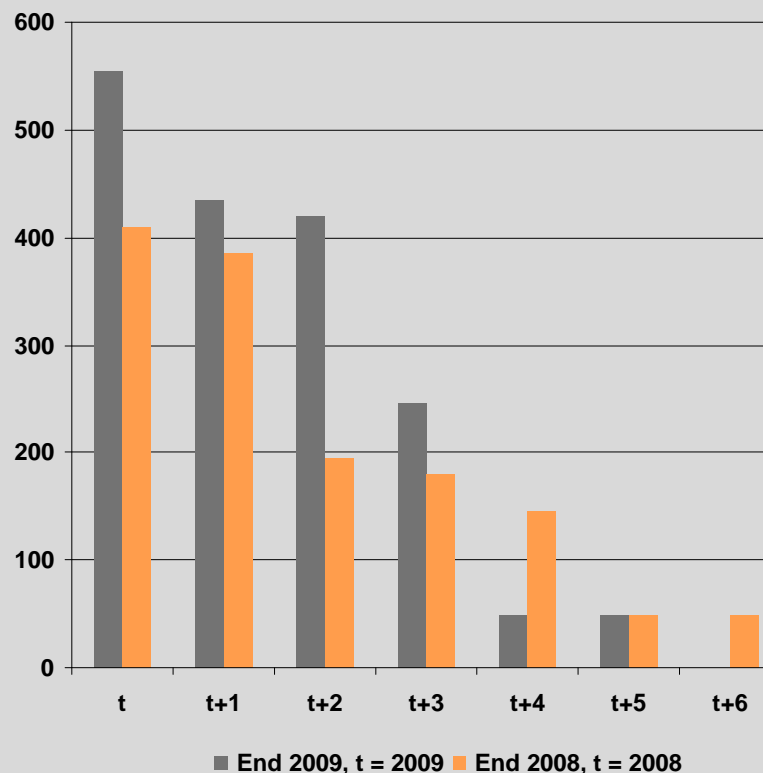
There is financial freedom – situation Q4 2009



Drawn Long Term loans (end of period)



Revolving Credit Facilities (end of period)



Excluding revolving credits facilities

To safeguard liquidity short-term debt was replaced by longer term financing during 2009



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