



WÄRTSILÄ'S AGENDA FOR PROFITABLE GROWTH

15 CAPITAL
MARKETS
DAY HELSINKI
FINLAND

Björn Rosengren
President and CEO



We are dedicated to reaching our long-term financial targets

Grow faster than
global GDP

Reach **14%**
profitability

Maintain gearing
below **50%**

Dividend of at
least **50%** of EPS
over the cycle

We aim for faster than market growth



Megatrends drive demand
for our solutions



Strong presence in
growth markets



Opportunities in
strategic focus areas



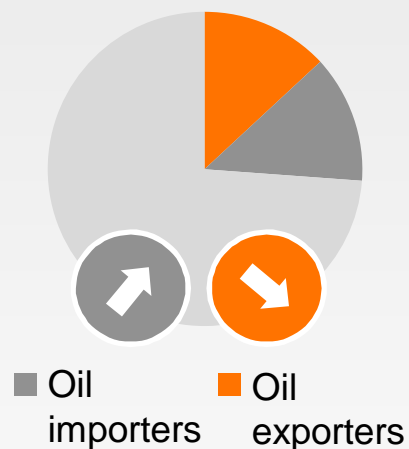
Strengthening market position
through acquisitions

But we are impacted by certain short-term challenges

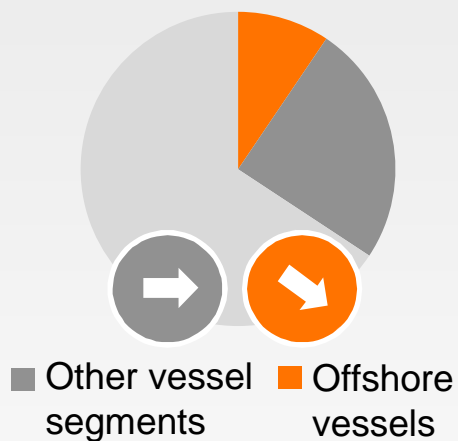
- Uncertainty in the global economy
- Geopolitical tension
- Oil price development and pressure on offshore orders



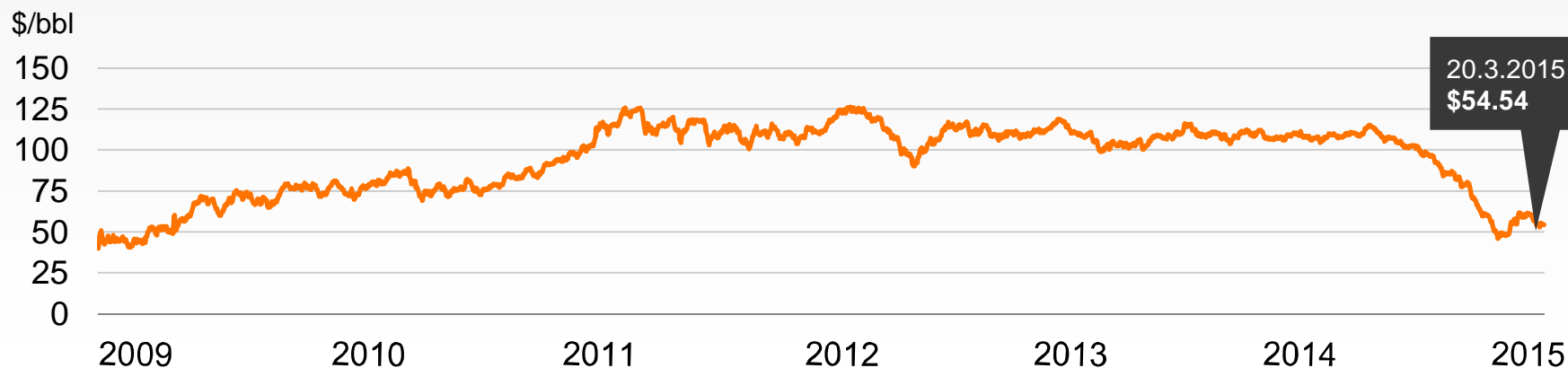
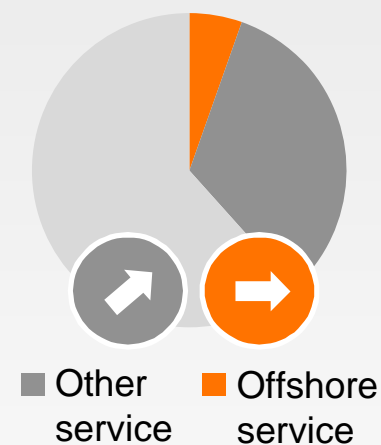
Power Plants



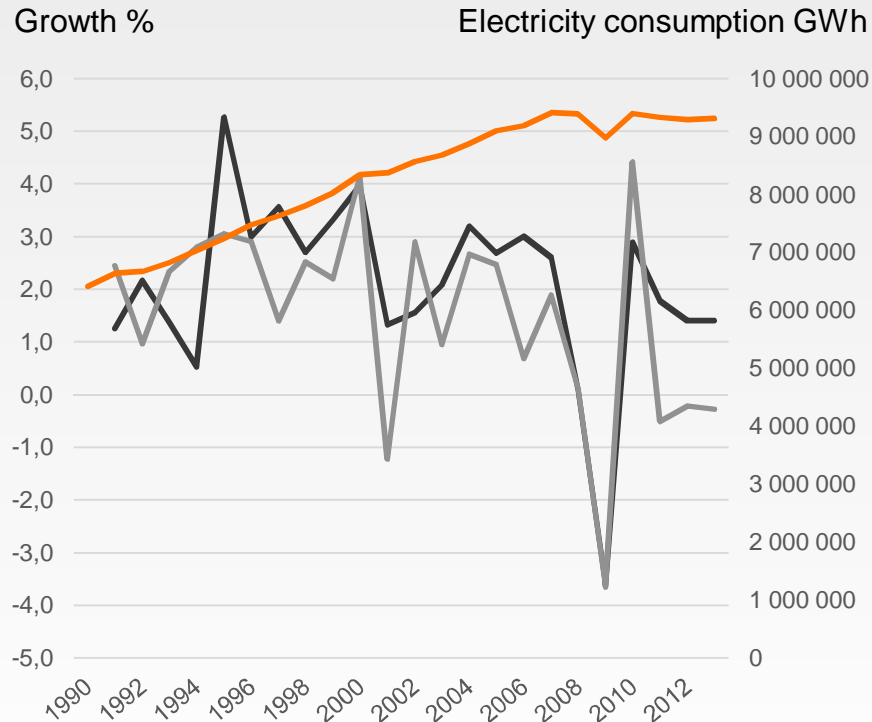
Ship Power



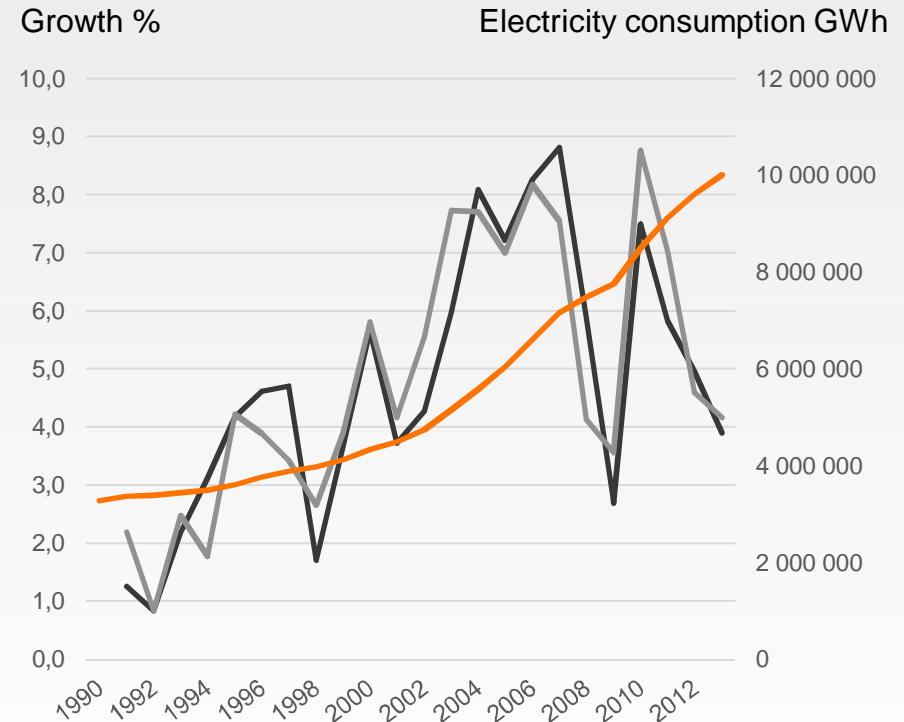
Services



OECD electricity consumption



Non-OECD electricity consumption



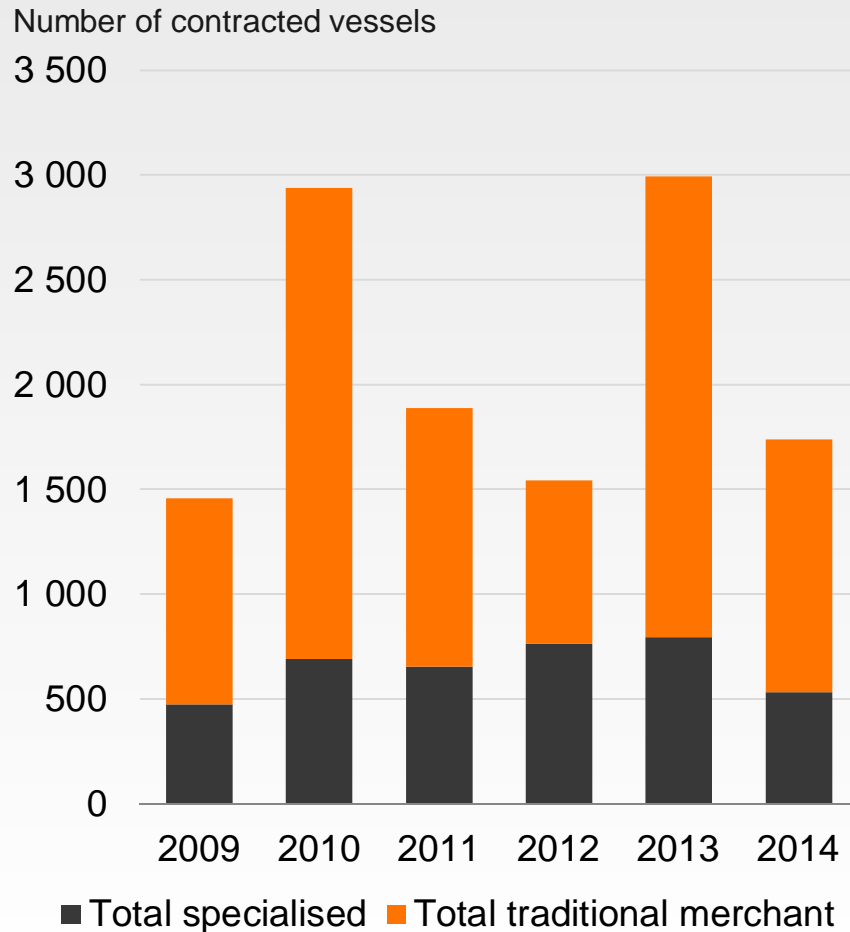
GDP yearly growth rate
 Electricity production growth rate
 Electricity consumption

Source: IEA, BP Statistical review

Power Plants' strategic goals

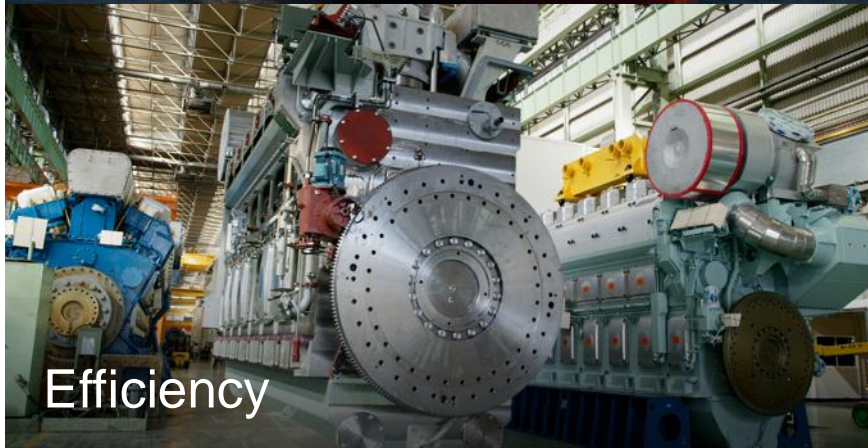


Ship Power markets: Resilience in specialised vessel contracting

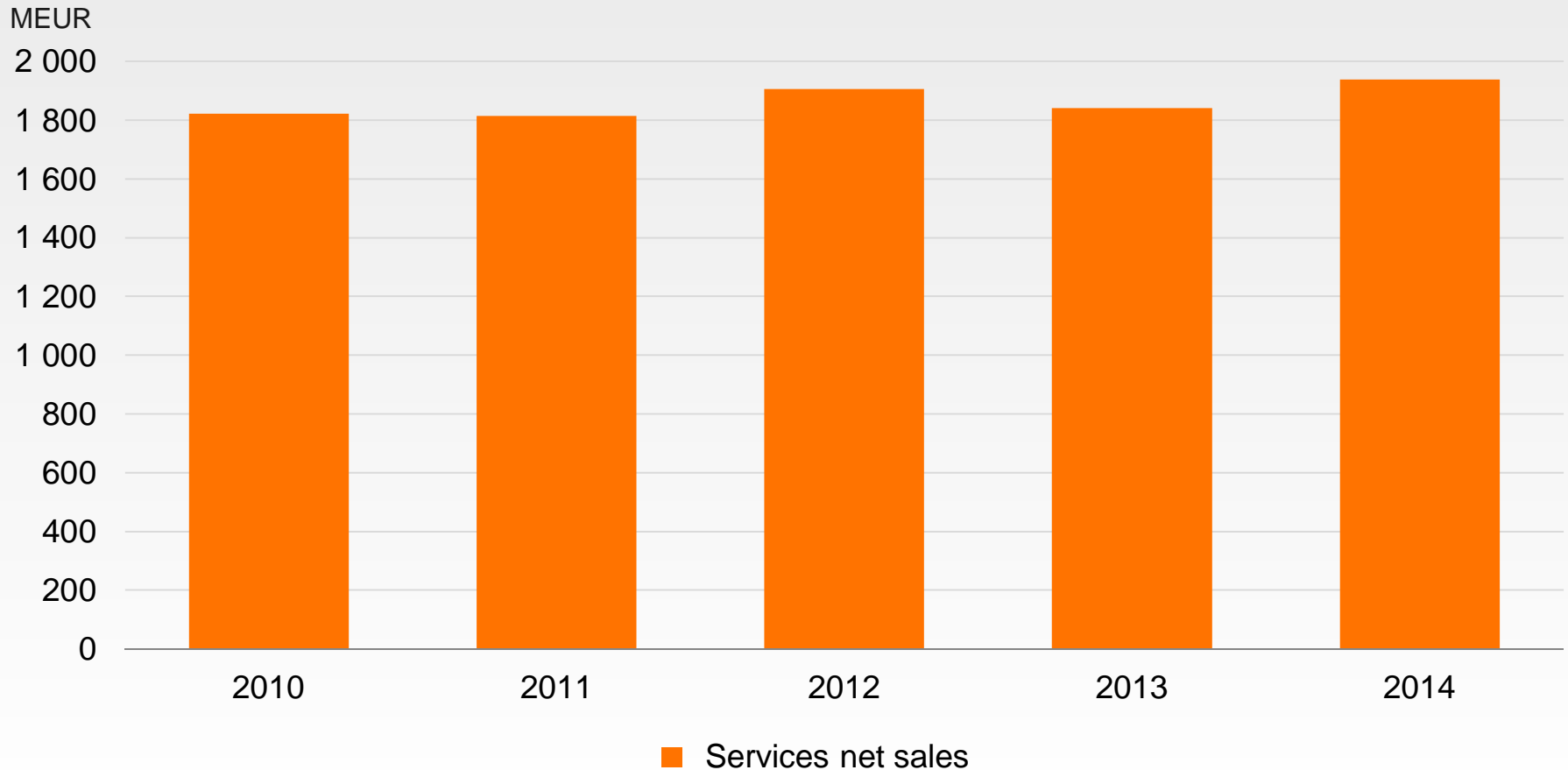


Source: Clarkson Research Services

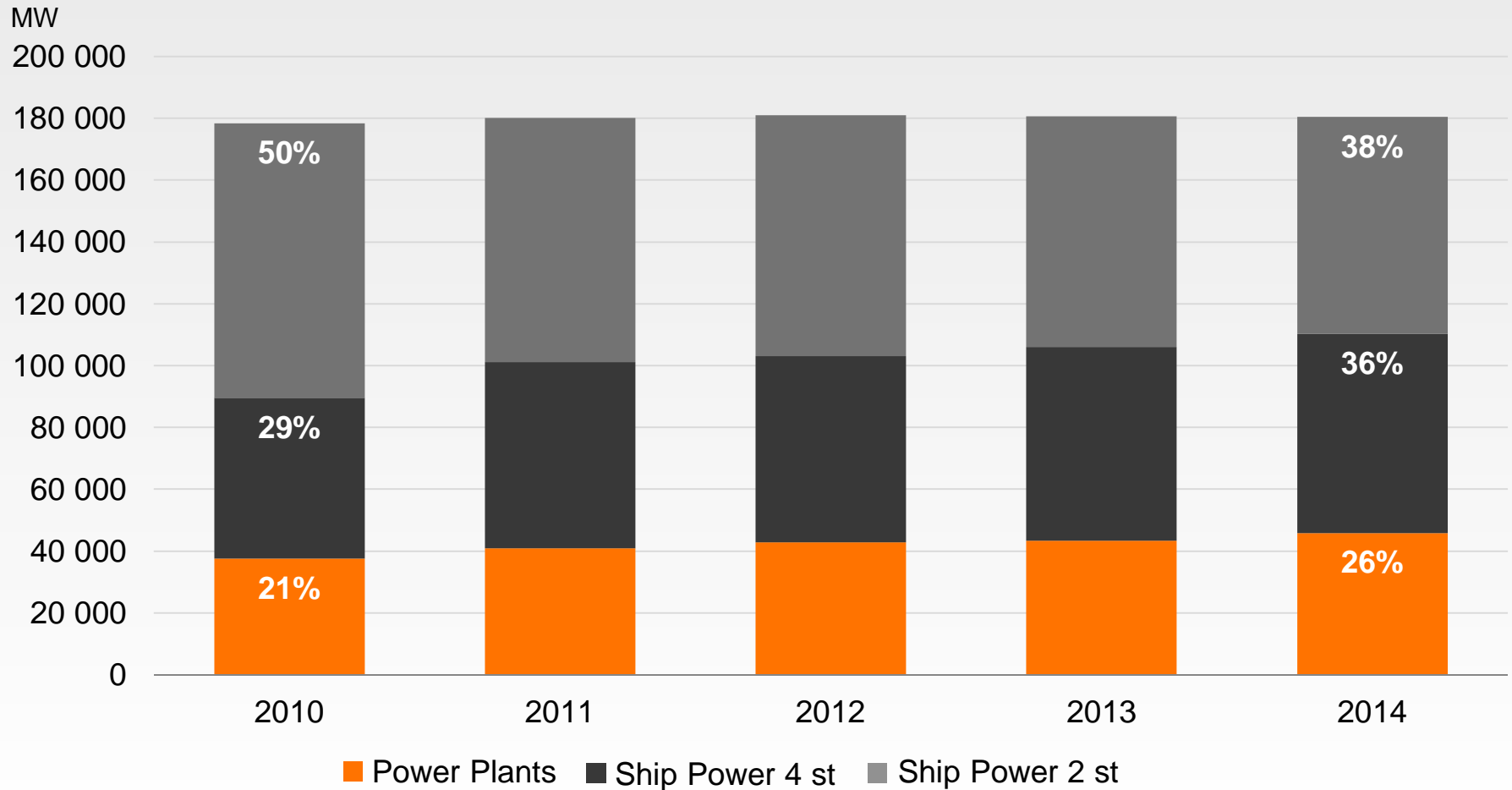
- Slow recovery in the global economy
- Oil price decline increasing pressure in offshore markets
- Positive outlook for cruise and ferry vessels
- Gas fundamentals remain sound
- Environmental regulations create interest in gas driven vessels and environmental solutions



Services brings stability to our cyclical end markets



Installed engine base provides a foundation for growth



Further developing our Services business



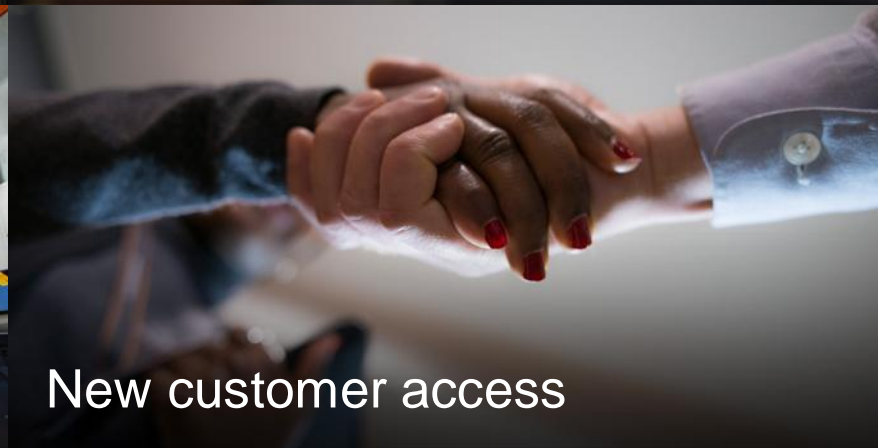
Customer first



Go digital



Asset & lifecycle management



New customer access

Continued innovation is key to future success



Profitability driven by continuous improvement



We are dedicated to reaching our long-term financial targets

Grow faster than global GDP

Focus on strengthening position in strategic growth markets

Reach **14%** profitability

Enhanced performance through continuous improvement

Maintain gearing below **50%**

Unleveraged balance sheet supports growth through acquisitions

Dividend of at least **50%** of EPS over the cycle

Committed to providing shareholder returns

Thank you!



WÄRTSILÄ

www.wartsila.com