

WÄRTSILÄ

CORPORATE PRESENTATION 2020

WÄRTSILÄ IN BRIEF

FOUNDED IN 1834

GLOBAL LEADER

in sustainable solutions for the marine and energy markets

COMPARABLE OPERATING
RESULT
457 MEUR

ORDER INTAKE
5,327 MEUR

NET SALES
5,170 MEUR

OPERATIONS IN OVER
200 LOCATIONS

OUR PERSONNEL
19,000

NATIONALITIES
140

Financials are for fiscal year 2019. Location, personnel and nationalities figures are approximations based on the status in December 2019.

ENABLING SUSTAINABLE SOCIETIES WITH SMART TECHNOLOGY

**INNOVATING
SINCE 1834**

TOGETHER

**FOR A SUSTAINABLE
FUTURE**

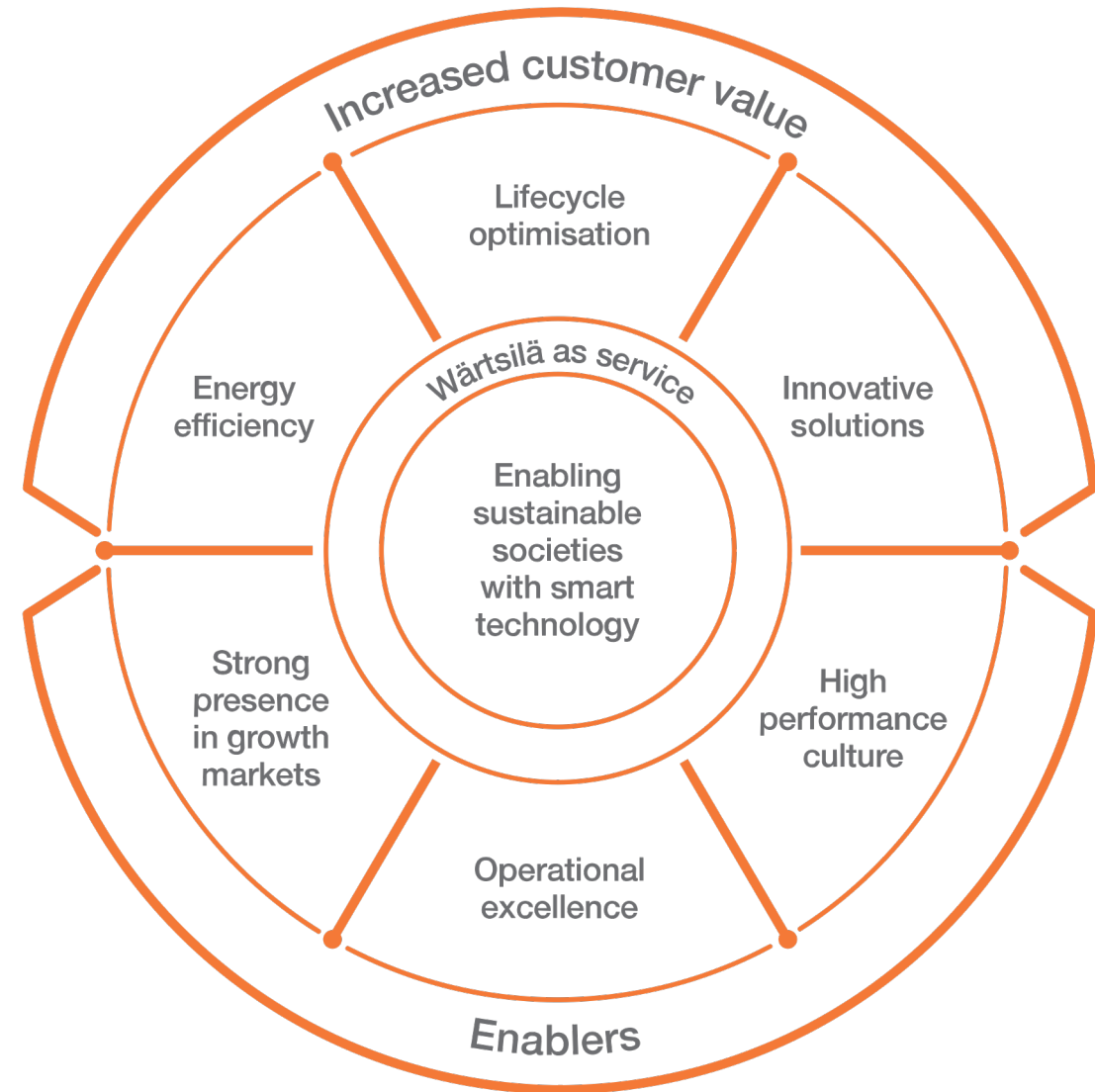
OUR BUSINESS AREAS

ENERGY

Leading the path towards a 100% renewable energy future

MARINE

Leading the industry transformation towards a Smart Marine Ecosystem

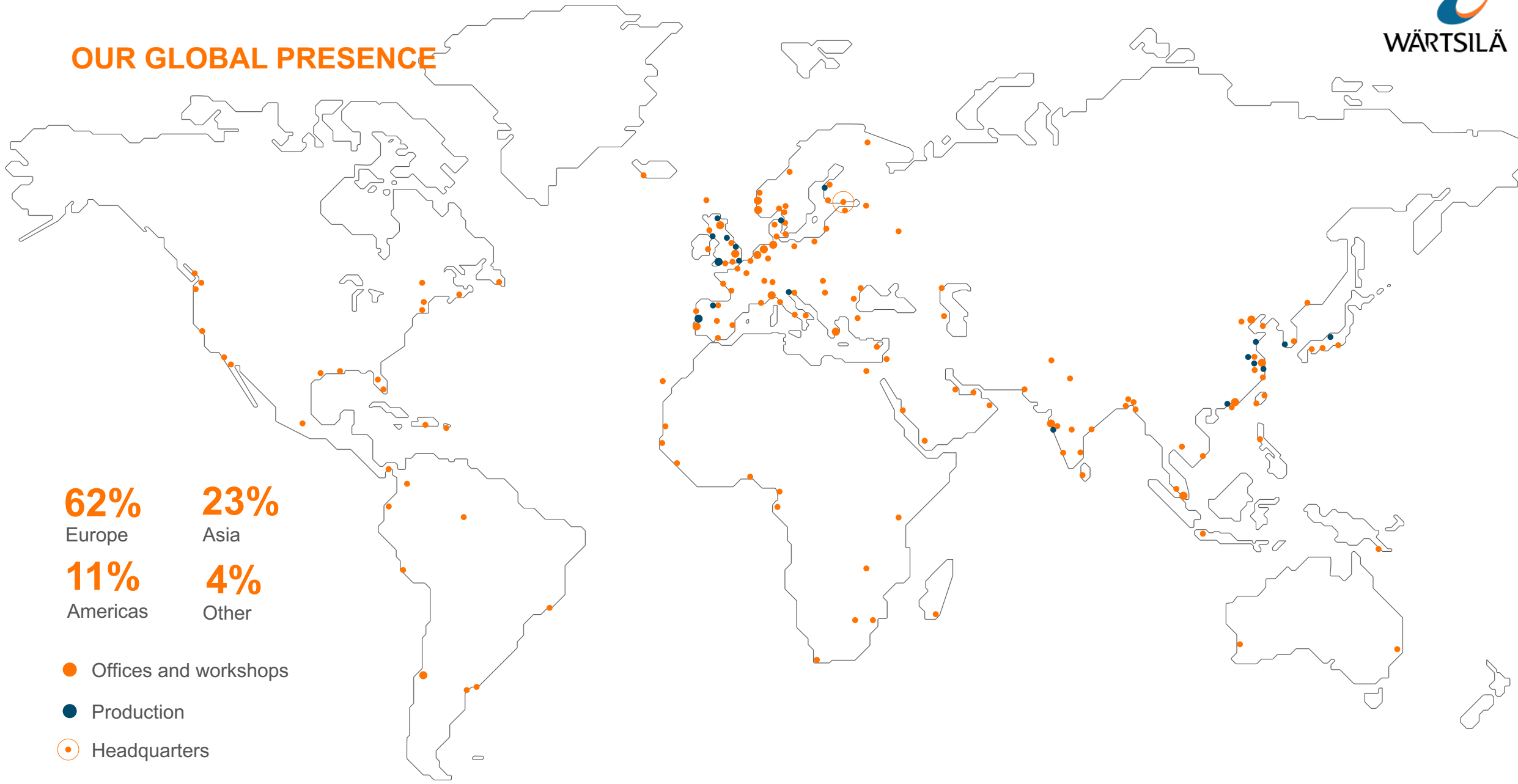


OUR PERSONNEL

Approx. **19,000** employees
over **200** locations world-wide
In more than **80** countries



OUR GLOBAL PRESENCE



62%
Europe

23%
Asia

11%
Americas

4%
Other

- Offices and workshops
- Production
- Headquarters

OUR 140 NATIONALITIES



This figure tends to evolve throughout the year, therefore this number is an approximation.

SUSTAINABILITY

SUSTAINABILITY

for our stakeholders and the environment

SUSTAINABILITY STRATEGY AND TARGETS

Strong focus on marine and energy solutions

HIGH ETHICAL STANDARDS

Values and code of conduct program

DEFINED PROCESSES

Certified QEHS management systems

TRANSPARENCY

Sustainability reporting according to GRI standards

RECOGNISED SUSTAINABILITY WORK

I.a. DJSI and FTSE4good indices

RESEARCH AND DEVELOPMENT



164 MEUR

In 2019 research & development investments amounted to 164 MEUR, representing 3.2% of net sales.

2,900 PATENTS AND APPLICATIONS

Approximately 2,300 patents and 600 patent applications.

FOCUS AREAS FOR OUR RESEARCH & DEVELOPMENT



**FUEL FLEXIBILITY
AND FUTURE FUELS**



**OPTIMISING
ENERGY SYSTEMS**



**TOWARDS ZERO
EMISSION MARITIME**



**NEW TECHNOLOGY TO
ENABLE A SMART
MARINE ECOSYSTEM**

FINANCIAL OVERVIEW

FINANCIAL HIGHLIGHTS

MEUR	2019	2018	2017¹	2016	2015
Order intake	5,327	6,307	5,644	4,927	4,932
Order book at the end of the period	5,878	6,166	5,100	4,696	4,882
Net sales	5,170	5,174	4,911	4,801	5,029
Comparable operating result	457	577	576	583	612
% of net sales	8.8	11.2	11.7	12.1	12.2
Earnings/share, EUR ²	0.37	0.65	0.63	0.60	0.75

1) Figures for 2017 have been restated due to the adoption of IFRS 15.

2) Earnings per share figures for 2015-2017 have been restated to reflect the increased number of shares.

ENERGY BUSINESS

ENERGY BUSINESS

Wärtsilä Energy Business leads the transition towards a **100% renewable energy future**. We help our customers unlock the value of the energy transition by optimising their energy systems and future-proofing their assets.

Our offering comprises flexible power plant solutions, energy management systems, and storage, as well as lifecycle services that ensure increased efficiency and guaranteed performance. Wärtsilä has 72 GW of installed power plant capacity in 180 countries around the world.



TOWARDS A 100% RENEWABLE ENERGY FUTURE

The energy landscape is in a transition towards more **flexible and sustainable** energy systems. **We envision a 100% renewable energy future.**

Based on our deep understanding and leading position in the energy transition we develop a **new value-adding offering** for our customers' future needs.



DRIVERS FOR A 100% RENEWABLE ENERGY FUTURE

MITIGATING CLIMATE CHANGE

TARGETS FOR RENEWABLES AND DECARBONISATION

RAPIDLY DECREASING PRICE OF RENEWABLES

ELECTRIFICATION INCREASES ELECTRICITY DEMAND

INCREASING PUBLIC RESISTANCE AGAINST FOSSIL FUELS

FUTURE-PROOF AND FLEXIBLE SOLUTIONS SUPPORTING THE ENTIRE ENERGY TRANSITION, AVAILABLE TODAY



Future-proof **flexible power plants**



Energy storage with industry-leading energy management system (GEMS)



Energy services that support customer needs along with the energy transition



Constantly seeking **innovations** for an optimised energy transition

SOLUTIONS TO SUPPORT THE ENERGY TRANSITION

FLEXIBLE POWER PLANTS

Flexible power plants utilising modular and future-proof technology to provide the best means of support to the power system.

ENERGY STORAGE AND OPTIMISATION

Energy storage solutions that build a resilient and intelligent power system. Industry-leading software can optimise any of the customer's assets and power systems.

LIFECYCLE SERVICES

Lifecycle services encompass performance and maintenance management as well as operational expertise, leading to safe, reliable, and environmentally sustainable operations.

STRENGTHS

With a deep **understanding of the energy transition** and power systems, we can help our customers find their optimal and most efficient path towards 100% renewable energy, while **future-proofing** their power system.

72 GW INSTALLED POWER
PLANT CAPACITY IN **180**
COUNTRIES

OVER **70 GLOBAL**
ENERGY STORAGE
SYSTEMS INSTALLED

OUR EXPERTISE CENTRES
SUPPORT NEARLY **250**
POWER PLANTS GLOBALLY

MARINE BUSINESS

MARINE BUSINESS

We are on a mission to create a Smart Marine Ecosystem – one in which the maritime industry uses only the cleanest available fuels. Where on-board power production is optimised, and routes are precision-planned to avoid navigational hazards, traffic congestion, and unexpected waiting times.

Through our know-how, integrated product portfolio, and full lifecycle solutions – all supported by the market's most extensive service network – we are committed to being the main driving force in sustainable shipping.

MARKET TRENDS & DRIVERS

URBANISATION
AND INCREASE IN
POPULATION

AGING OF
POPULATION
AND GROWING
MIDDLE-CLASS

ADVANCED
TECHNOLOGY
DEVELOPMENTS

CLIMATE CHANGE

GEOPOLITICAL
FACTORS AND
SCARCE
RESOURCES

**SHIPPING IS
THE WORLD'S MOST
EFFICIENT MODE
OF TRANSPORTATION**

90%

**OF WORLD TRADE IS
CARRIED BY SEA**

\$30 BN

**WASTED IN OVERCAPACITY, FUEL
INEFFICIENCY & WAITING TIMES**

LEADING THE WAY TOWARDS A SMART MARINE ECOSYSTEM

A Smart Marine Ecosystem is about the maritime industry working together to address critical challenges and to generate solutions towards a sustainable future.

GLOBAL DATA STREAMS
TOWARDS ZERO EMISSIONS

VESSELS
EFFICIENCY

SAFETY

PORTS
RELIABILITY

SUPPLIERS

DRIVING SUSTAINABLE SHIPPING

Data, technology, LNG, biofuels and renewables will take us to reducing **-40% GHG levels by 2030**
Sustainable fuels and advanced technologies will take us to reducing **-50% GHG levels by 2050**



**ENERGY SOURCE
AND FUEL FLEXIBILITY**



**ENERGY EFFICIENT
TECHNOLOGIES**



DATA



... ADOPTED IN A SMART MARINE ECOSYSTEM

WE OFFER UNMATCHED VALUE TO ALL MARINE SEGMENTS THROUGH OUR INTEGRATED LIFECYCLE OFFERING

ENERGY MANAGEMENT

Decarbonisation
Energy efficiency

ASSET MANAGEMENT

Zero unplanned maintenance
Performance-based agreements

VOYAGE MANAGEMENT

Towards autonomy
Voyage optimisation

PRODUCTS & SOLUTIONS



Engines



Propulsion



Exhaust Gas System



Automation



Control systems



NavCom



Vessel Traffic Solutions



Simulators



Gas systems



Spare parts



Projects



Water and Waste



Agreements



Field services

STRENGTHS

By radically transforming our industry to create value for our customers and wider society, we continuously develop and innovate new technologies, business models and enable regulators to continuously tighten environmental legislation.

**BROADEST MARINE OFFERING
AND WIDEST WORLDWIDE
SERVICE NETWORK DELIVERED
BY 12,500 MARINE EMPLOYEES**

**A RELIABLE PARTNER
WITH STRONG EXPERIENCE,
PRESENCE AND KNOWLEDGE**

**DELIVERING OPERATIONAL
EFFICIENCIES THROUGH
INTEGRATION AND CONNECTIVITY**

THANK YOU

STAY IN TOUCH

Follow us and get updates delivered to your favorite social media channels.





WÄRTSILÄ