



## PRE-SILENT NEWSLETTER Q4 2023

As the year 2023 comes to an end, Wärtsilä IR presents you the Q4 pre-silent newsletter, highlighting the topics from the last quarter of 2023.

As a reminder, the silent period starts on Wednesday, 10 January 2024 and the Financial Statements Bulletin 2023 will be published on Wednesday, 31 January 2024.

### Guidance

*This is the prospects statement from the Stock Exchange Release published on October 31st, 2023.*

Wärtsilä expects the demand environment for the next 12 months (Q4/2023–Q3/2024) for Marine to be similar to that of the comparison period and for Energy to be better to that of the comparison period.

### Announced orders booked/signed for Q4/2023

#### Business

#### Order

Marine  
Systems

[Wärtsilä gas handling systems again selected for a medium gas carrier newbuild project](#)

## Business Order

Marine Systems	<a href="#"><u>Wärtsilä's market leading position in cargo handling solutions highlighted with contract for four new LPG carrier vessels</u></a>
Marine Systems	<a href="#"><u>Wärtsilä to extend existing biogas plant to produce 45 tons of bioLNG per day</u></a>
Energy	<a href="#"><u>Wärtsilä contracted to supply two 30 MW power plants for Indonesian state-owned utility</u></a>
Marine Systems	<a href="#"><u>Four new Purus gas carriers to operate with Wärtsilä cargo handling systems</u></a>
Marine Power	<a href="#"><u>Wärtsilä to retrofit ten Hafnia tankers for improved propulsion efficiency</u></a>
Marine Power	<a href="#"><u>Wärtsilä to supply one of Europe's most advanced simulators to new Finnish maritime training facility</u></a>

**All orders**

### Other important announcements in Q4/2023

- 14.12.2023 [Wärtsilä's financial information and Annual General Meeting in 2024](#)
- 13.12.2023 [Wärtsilä launches EvoTube, the solution for seamless transition from oil to water](#)
- 11.12.2023 [Wärtsilä is again included in the Dow Jones Sustainability Index](#)
- 5.12.2023 [Wärtsilä enables acceleration of marine's transition to sustainable fuels with introduction of four methanol engines](#)
- 4.12.2023 [Wärtsilä celebrates 30 years of commitment to the Mexican energy market](#)
- 28.11.2023 [Wärtsilä signs Electrification and Integration Services agreement for USA's first zero-emission high speed ferries project](#)
- 27.11.2023 [Wärtsilä launches Quantum High Energy storage system with advanced safety features and energy density](#)
- 15.11.2023 [Wärtsilä continues to set the pace for marine decarbonisation with launch of world-first 4-stroke engine-based ammonia solution](#)
- 13.11.2023 [Wärtsilä to accelerate decarbonisation in Indonesia, following inauguration of new workshop and Land & Sea Academy](#)
- 9.11.2023 [Wärtsilä and Seaspan transform maritime operations with SmartDock autodocking system](#)
- 6.11.2023 [Wärtsilä plans to simplify its organisation and reporting structure, Marine Systems to be discontinued as a reporting segment](#)
- 2.11.2023 [Wärtsilä supports Denmark's green energy future with opening of new biogas liquefaction plant](#)
- 1.11.2023 [New version of the Wärtsilä 31DF engine reduces methane emissions by an additional 41% on average, when compared to previous market best](#)

## **Webcast service provider**

Thank you for the feedback related to our current webcast service provider. It is very important for us that everybody can join the result events, and therefore, we have decided to change the provider. From the Q4 2023 publication forwards, the services are provided by Inderes and Flik.

New service provider will make it possible to join our result publications calls and state questions by both via a web interface and by dialling in with a telephone. We hope that the primary way to participate in our calls is via the web interface, as the sound quality is significantly better, but we acknowledge that in some organizations the firewalls set limitations for the web participation. Please use the teleconference dial-in option if you experience issues with the web participation.

### *Participating via the web*

Register and login to the web interface via the web address given in the stock exchange release. When you will register, you will be prompted whether you would like to participate as a listener or active Q&A participant. If you are an analyst or investment professional and intent to ask questions in the Q&A, please select the active Q&A participant option. Once the event starts, the event page will switch to the presentation mode automatically.

### *Participating via the teleconference*

If you prefer dialling in to the event with a telephone number, that option is also supported. We kindly ask you to register in advance. Registration takes place via a web address that is given in the stock exchange release. Once you register, you will receive an email with the dial-in numbers and your personal PIN code to access the event.

More information will be provided later on a stock exchange release.

## **Main IR activities in Q4**

We arranged the Capital Markets Day 2023 on 9th November 2023 for investors, analysts, and representatives from banks and media. The event provided information on the company's business environment, the strategic themes of Transform and Perform, and the roadmap to reach reconfirmed

financial targets, with presentations from the President and CEO **Håkan Agnevall**, CFO **Arjen Berends**, Marine Power President **Roger Holm**, and Energy President **Anders Lindberg**. The recording of the event and the presentation materials are available [here](#) and a blog post summarizing the event can be found [here](#).

We participated in roadshows and conferences in New York, Oslo, and London. Our latest roadshow presentation is available on our website: [Wärtsilä roadshow presentation](#)

We will arrange a pre-silent call with our CFO Arjen Berends on **4 January 2024 at 15-16:00 (EET)**. The registration for the call is open:

[Register here](#)



## Upcoming IR activities

Dates are preliminary and subject to change.

- 4.1.2024** Pre-silent call with CFO
- 8.1.2024** SEB Nordic Seminar, Copenhagen
- 31.1.2024** Financial Statement Bulletin 2023
- 6.2.2024** Roadshow in Amsterdam
- 14.2.2024** Annual Report 2023
- 20.-22.2.2024** Global Industrial Tech & Mobility Conference, Miami
- 29.2.2024** CEO call
- 21.3.2024** UBS Global Energy Transition Conference, London

[IR calendar](#)

## Most recent IR blog posts



### Summary of the Capital Markets Day 2023

Wärtsilä hosted a Capital Markets Day for investors, analysts, and representatives from banks and media on Thursday, 9 November 2023.

[Read more](#)



### Key messages and Q&A on Interim report January-September 2023

Wärtsilä published its Interim report January–September 2023 on Tuesday 31 October 2023 at 8:30 am EET. Here are the key messages and Q&A on the report.

[Read more](#)

## Wärtsilä IR blog

### Other content that might interest you

Engine vs. Turbine, how does the two differ in flexibility, plant operation, and efficiency?

On the Battle of Technologies the defending champion Reciprocating Engine enters the ring to face the Aeroderivative Turbine.

Who will be declared the champion of grid flexibility? Watch the video to find out!



[Watch the video](#)

# Consensus

Please find the latest consensus estimates below.

[Consensus estimates](#)



*Wärtsilä Investor Relations wishes you Happy Holidays*

## Contact us

If you would like to meet with us, please contact Janine Tourneur at [janine.tourneur@wartsila.com](mailto:janine.tourneur@wartsila.com) to arrange a meeting. Please send all other general inquiries to [investor.relations@wartsila.com](mailto:investor.relations@wartsila.com).

Best regards,  
Wärtsilä's IR team

Wärtsilä is a global leader in innovative technologies and lifecycle solutions for the marine and energy markets. We emphasise innovation in sustainable technology and services to help our customers continuously improve their environmental and economic performance.



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