Highlights Q3/2015

- Order intake EUR 1,086 million, -17%
- Net sales EUR 1,222 million, +9%
- Book-to-bill 0.89 (1.17)
- EBIT EUR 160 million, 13.1% of net sales
  (EUR 142 million or 12.7%)
- EBITA EUR 170 million, 13.9% of net sales
  (EUR 149 million or 13.3%)
- EPS EUR 0.49 (0.43)
- Cash flow from operating activities EUR -5 million (68)
- Order book at the end of the period
  EUR 5,112 million, +9%

EBIT is shown excluding non-recurring items.
EBITA is shown excluding non-recurring items and purchase price allocation amortisation.
Year to date order intake supported by Services

Third quarter development

MEUR

2011 2012 2013 2014 2015

Q1-Q3 Q4

SERVICES

Marine Solutions

Energy Solutions

1,309 -17%

1,086 -56%

10%

-12%
Net sales developing well

Third quarter development

- Services: 9% increase, 1,117 MEUR
- Marine Solutions: 12% increase, 23% of total
- Energy Solutions: 14% decrease, 4% of total

Net sales in line with our expectations
Net sales by business 1-9/2015

- Services: 45% (43)
- Energy Solutions: 22% (22)
- Marine Solutions: 33% (36)
Book-to-bill ratio remains above one

Order intake  Net sales  Book-to-bill

Order intake

Net sales

Book-to-bill ratio remains above one
Order book distribution

![Bar chart showing order book distribution from 30.9.2014 to 30.9.2015. The chart compares delivery for the current year and delivery for the next year or later.](chart.png)
Operating result and profitability in line with expectations

EBIT is shown before non-recurring items. Figures for 2011-2013 include both discontinued and continuing operations.
Macroeconomic uncertainty continues to effect power generation markets
Energy Solutions’ quotation activity on a good level

MW

0 2 000 4 000 6 000 8 000 10 000 12 000 14 000 16 000 18 000


Multi-fuel
Gas
Liquid fuel
Energy Solutions’ order intake impacted by delayed customer decision-making

Review period development
Total EUR 642 million (792)

- Utilities: 11%
- IPP’s*: 44%
- Industrials: 44%

Review period order intake by fuel in MW

- Oil: 64%
- Gas: 36%

*IPP = Independent Power Producer
Energy Solutions’ orders globally

Order intake 1-9/2015: 1,687 MW (1,716)

- Europe: 1,037 MW (410)
- Asia: 174 MW (326)
- Africa and Middle East: 230 MW (440)
- Americas: 246 MW (539)

Utilities: 12
IPP’s: 40
Industrials: 4

Energy Solutions’ orders globally
Market for gas and liquid fuel power plants, <500 MW

Market volume 1-6/2015: 12.6 GW (10.6), +19%

Market data includes all Wärtsilä power plants and other manufacturers’ gas and liquid fueled gas turbine based power plants with prime movers above 5 MW, as well as estimated output of steam turbines for combined cycles. The data is gathered from the McCoy Power Report. Other combustion engines not included. In engine technology Wärtsilä has a leading position.
Marine markets affected by low contracting and a weak sentiment in the offshore segment
Vessel contracting activity remains low

Source: Clarkson Research Services, figures exclude late contracting
* CGT= gross tonnage compensated with workload
Marine Solutions’ order intake impacted by market challenges

Review period development
Total EUR 1,134 million (1,286)

- Gas carriers: 35%
- Cruise & Ferry: 17%
- Navy: 4%
- Traditional merchant: 18%
- Special vessels: 10%
- Offshore: 11%
- Others: 4%

MEUR

2011 2012 2013 2014 2015

Q1-Q3 Q4
Joint venture order intake totalled EUR 163 million (126) during January-September 2015.

Wärtsilä’s share of ownership in these companies is 50%, and the results are reported as a share of result of associates and joint ventures.

Joint venture order intake, includes figures from Wärtsilä Hyundai Engine Company Ltd. and Wärtsilä Qiyao Diesel Company Ltd.

Marine Solutions order intake
Strong position in marine engine market

Wärtsilä’s market shares are calculated on a 12 months rolling basis, numbers in brackets are from the end of the previous quarter. The calculation is based on Wärtsilä’s own data portal.

Medium-speed main engines

- Others: 16% (16)
- Caterpillar: 13% (10)
- MAN D&T: 8% (15)
- Wärtsilä: 63% (59)

Total market volume last 12 months: 4,519 MW (4,988)

Auxiliary engines

- Others: 91% (95)
- Wärtsilä: 9% (5)

Total market volume last 12 months: 3,986 MW (4,078)
The recently introduced Wärtsilä 31 engine, the world’s most efficient 4-stroke diesel engine, has been selected to power a new generation icebreaker.

- The icebreaker will feature three 8-cylinder Wärtsilä 31 engines and Wärtsilä’s online monitoring systems.
- Wärtsilä 31 engine is fuel efficient, reliable, flexible in operations and has outstanding performance in extreme environmental conditions.
Service market activity developing well
Continued growth in Services’ net sales

Third quarter development

MEUR

2011 2012 2013 2014 2015

MEUR

Q3/2014 Q3/2015

5% -3% 5%

472 531

12%

Continued growth in Services’ net sales
Services net sales distribution 1-9/2015

- **Spare parts**: 51% (51)
- **Field service**: 24% (24)
- **Contracts**: 17% (17)
- **Projects**: 8% (8)

**Total EUR 1,565 million (1,375)**
Development of service agreements

MW

<table>
<thead>
<tr>
<th>Year</th>
<th>MW under agreement – Energy Solutions</th>
<th>MW under agreement – Marine Solutions</th>
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<tbody>
<tr>
<td>2009</td>
<td>8,000</td>
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<tr>
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</tr>
<tr>
<td>30.9.2015</td>
<td>12,000</td>
<td>6,500</td>
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</tbody>
</table>

% of Marine Solutions’ installed base

% of Energy Solutions’ installed base
Fleet utilisation

Anchored Vessels & Fleet Development*

Fleet Average Speed, knots**

* Source Bloomberg. Sample of more than 25 000 vessels (>299 GT) covered by IHS AIS Live.
** Source Bloomberg
Solid financial standing
Cash flow from operating activities

Review period development

<table>
<thead>
<tr>
<th>Year</th>
<th>MEUR</th>
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<table>
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<tr>
<td>1-9/2015</td>
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</tbody>
</table>
Working capital impacted by increased inventories

Review period development

- Working capital
- Total inventories
- Advances received
- Working capital / Net sales

* Working capital / 12 months rolling net sales
Gearing impacted by L-3 MSI acquisition

Review period development
Market outlook

• **Energy Solutions**: The market for liquid and gas fuelled power generation is expected to remain challenging as economic uncertainty continues. The megatrend towards distributed, flexible gas-fired power generation is gaining further ground globally.

• **Marine Solutions**: The outlook for the shipping and shipbuilding markets remains challenging. Overcapacity continues to affect demand and low oil prices impact investments in offshore segment. Gas carrier contracting is expected to continue on a normalised level, while the outlook for cruise & ferry remains positive.

• **Services**: The overall service market outlook is positive with growth opportunities in selected regions and segments. Customers in both the marine and power plant markets continue to show healthy interest in long-term service agreements.
Wärtsilä expects its net sales for 2015 to grow by 5-10% and its operational profitability (EBIT% before non-recurring items) to be between 12.0-12.5%. The guidance includes the impact of the L-3 Marine Systems International acquisition.