Highlights Q3/2013

- Order intake EUR 1,097 million, -14%
- Net sales EUR 1,209 million, +11%
- Book-to-bill 0.91
- EBITA EUR 146 million, 12.1% of net sales
- EBIT EUR 138 million, 11.4% of net sales
- EPS EUR 0.48
- Cash flow from operating activities EUR 139 million
- Net sales growth guidance specified to 0-5% (previously 0-10%)

EBITA is shown excluding non-recurring items and intangible asset amortisation related to acquisitions.
EBIT is shown excluding non-recurring items.
Certain comparison figures in this presentation have been restated due to changes in pension accounting.
Order intake impacted by customer decision-making

Third quarter development

- Power Plants
- Ship Power
- Services

Q1-Q3  Q4
2009  2010  2011  2012  2013

MEUR

Q3/2012  Q3/2013

1,275  1,097

-14%  6%  -3%  -42%
Net sales developed according to expectations

- Net sales in line with our expectations
- Net sales developed according to expectations

Third quarter development

- 2009: MEUR 5500
- 2010: MEUR 4500
- 2011: MEUR 4000
- 2012: MEUR 5000
- 2013: MEUR 5000

- Q3/2012: MEUR 1,087, 11%
- Q3/2013: MEUR 1,209, 38%

Services: 11% increase
Ship Power: 0% increase
Power Plants: 38% increase

Q1-Q3, Q4
Net sales by business 1-9/2013

- Ship Power: 28% (27)
- Power Plants: 31% (29)
- Services: 41% (43)
Book-to-bill ratio remains above one

Order intake | Net sales | Book-to-bill

MEUR

- 2009: 0.63
- 2010: 0.88
- 2011: 1.07
- 2012: 1.05
- 1-9/2013: 1.09
Order book distribution

![Bar chart showing order book distribution for 30.9.2012 and 30.9.2013 with deliveries for current year and next year or later.](chart.png)

**Delivery current year**

**Delivery next year or later**
Profitability

EBIT% target: 10-14%

Yearly EBITA% (operating result before non-recurring items and intangible asset amortisation related to acquisitions)

Yearly EBIT% (operating result before non-recurring items)
Moderate activity in power generation markets
Power plant quotation activity remained stable

Share of natural gas is consistently increasing
Power Plants order intake by customer segment

Review period development
Total EUR 884 million (1,045)

Review period order intake by fuel in MW

*IPP = Independent Power Producer
Contract for the largest peaking gas power plant in Indonesia

- Supply of engineering and equipment for a 184 MW peaking gas power plant in Indonesia
- Order placed by PT Wijaya Karya, one of Indonesia’s biggest construction contractors
- Power will be generated by a total of 19 Wärtsilä 34SG engines and the produced electricity will be used to stabilise the grid
- Wärtsilä’s capability to deliver high quality, extremely efficient, and flexible power plant solutions on a fast-track basis were key in receiving the contract
Power Plants - global order intake

Order intake 1-9/2013: 1,786 MW (2,414)
Market for gas and liquid based power plants

H1 2013
Total market 18.8 GW (28.8)

- Siemens: 34.6%
- GE: 26.1%
- MHI: 8.0%
- Alstom: 5.9%
- Wärtsilä: 12.8%
- Ansaldo: 5.9%
- Other GTs: 6.4%
- Other: 8.0%

Includes all Wärtsilä power plants and other manufacturers’ gas and liquid fuelled power plants with prime movers above 5MW, 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.
Good activity in all major vessel segments
Good activity in vessel contracting continues

Source: Clarkson Research Services

* CGT = gross tonnage compensated with workload
Ship Power order intake by segment

Review period development
Total EUR 1,200 million (1,114)

- Offshore: 44%
- Merchant: 29%
- Special vessels: 7%
- Cruise & ferry: 10%
- Navy: 6%
- Other: 4%

MEUR development:
- 2009: 0
- 2010: 44%
- 2011: 88%
- 2012: 1,200
- 2013: 1,200

Q1-Q3: Q4
Order to supply the propulsion solutions for six new offshore pipe laying vessels to be built by IHC Merwede for Subsea 7 and Seabras Sapura

The scope of supply for each ship comprises six 8-cylinder Wärtsilä 32 engines and a series of thrusters

Key in the award of the contract:
- ability to secure easy and quick changing of the underwater demountable thrusters
- ability to meet the tight delivery schedule with equipment and machinery that provide the necessary quality, reliability and efficiency
• Order intake in **Wärtsilä Hyundai Engine Company Ltd** in South Korea, and **Wärtsilä Qiyao Diesel Company Ltd** in China totalled EUR 143 million (175) during the review period January-September 2013

• 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
Ship Power Market
Market position of Wärtsilä’s marine engines

Medium-speed main engines
- Wärtsilä: 49% (47)
- MAN D&T: 21% (18)
- Others: 18% (25)

Low-speed main engines
- MAN D&T: 88% (85)
- Wärtsilä: 10% (14)
- Mitsubishi: 2% (1)

Auxiliary engines
- Others: 95% (96)
- Wärtsilä: 5% (4)

Total market volume last 12 months:
- Medium-speed main engines: 4,438 MW (4,850)
- Low-speed main engines: 20,540 MW (13,214)
- Auxiliary engines: 5,024 MW (3,800)

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.
Stable development in the service markets
Services net sales by quarter

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>300</td>
<td>400</td>
<td>350</td>
<td>330</td>
</tr>
<tr>
<td>2007</td>
<td>320</td>
<td>420</td>
<td>370</td>
<td>340</td>
</tr>
<tr>
<td>2008</td>
<td>340</td>
<td>440</td>
<td>390</td>
<td>360</td>
</tr>
<tr>
<td>2009</td>
<td>360</td>
<td>460</td>
<td>400</td>
<td>380</td>
</tr>
<tr>
<td>2010</td>
<td>380</td>
<td>480</td>
<td>420</td>
<td>400</td>
</tr>
<tr>
<td>2011</td>
<td>400</td>
<td>500</td>
<td>450</td>
<td>430</td>
</tr>
<tr>
<td>2012</td>
<td>420</td>
<td>520</td>
<td>480</td>
<td>460</td>
</tr>
<tr>
<td>2013</td>
<td>440</td>
<td>540</td>
<td>500</td>
<td>480</td>
</tr>
</tbody>
</table>
Services net sales distribution 1-9/2013

- Spare parts: 53% (53)
- Field service: 23% (23)
- Contracts: 17% (16)
- Projects: 7% (8)

Total EUR 1,334 million (1,377)
First major service agreement signed in Australia

- 10-year service agreement signed with Energy Developments Ltd of Australia to maintain the McArthur River Mine power plant
- The 53 MW power plant supplies power to the McArthur River zinc mine, with electricity generated by six Wärtsilä 34SG engines running on natural gas
- The service agreement includes a guarantee for the plant's availability to generate power based on pre-planned scheduled maintenance periods
Development of Power Plants service agreements

- **O&M and maintenance agreements**
- **Power Plants deliveries**
- % of delivered MWs

- **2009**: 53%
- **2010**: 57%
- **2011**: 58%
- **2012**: 57%
- **Q3/2013**: 49%

<table>
<thead>
<tr>
<th>Year</th>
<th>MW (GWh)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>53%</td>
</tr>
<tr>
<td>2010</td>
<td>57%</td>
</tr>
<tr>
<td>2011</td>
<td>58%</td>
</tr>
<tr>
<td>2012</td>
<td>57%</td>
</tr>
<tr>
<td>Q3/2013</td>
<td>49%</td>
</tr>
</tbody>
</table>
Anchored Vessels & Fleet Development*

Fleet Average Speed, knots**

* Source Bloomberg (IHS AIS Live). The database covers more than 25 000 vessels (>299 GT).
** Source Bloomberg
Solid financial position
Cash flow from operating activities

MEUR

- 2009
- 2010
- 2011
- 2012
- 1-9/2013

© Wärtsilä
Working capital
Good development in advances received

<table>
<thead>
<tr>
<th>Year</th>
<th>Net working capital</th>
<th>Total inventories</th>
<th>Advances received</th>
<th>Net working capital / Net sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>267</td>
<td>1600</td>
<td></td>
<td>5.8%</td>
</tr>
<tr>
<td>2009</td>
<td>486</td>
<td>1560</td>
<td></td>
<td>9.2%</td>
</tr>
<tr>
<td>2010</td>
<td>118</td>
<td>1490</td>
<td></td>
<td>3.7%</td>
</tr>
<tr>
<td>2011</td>
<td>235</td>
<td>1360</td>
<td></td>
<td>6.8%</td>
</tr>
<tr>
<td>2012</td>
<td>465</td>
<td>1210</td>
<td></td>
<td>9.8%</td>
</tr>
<tr>
<td>30.9.2013</td>
<td>488</td>
<td>1290</td>
<td></td>
<td>10.2%</td>
</tr>
</tbody>
</table>

* Working capital / 12 months rolling net sales
At the end of the reporting period, drawn revolving credits amounted to 0 euro. Drawn short-term loans include EUR 123 million Finnish Commercial Papers. The total amount of Finnish Commercial Paper Programs was EUR 700 million (uncommitted).
Financial position

Solvency

<table>
<thead>
<tr>
<th>Year</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>30.9.2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>40</td>
<td>40</td>
<td>40</td>
<td>40</td>
<td>38.4%</td>
</tr>
</tbody>
</table>

Gearing

<table>
<thead>
<tr>
<th>Year</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>30.9.2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>0.30</td>
<td>-0.10</td>
<td>0.10</td>
<td>0.40</td>
<td>0.40</td>
</tr>
</tbody>
</table>
• **Power Plants**: Based on weaker global ordering statistics in the first half-year, the overall market for natural gas and liquid fuel based power generation in 2013 is expected to decline.

• **Ship Power**: The outlook for the shipping and shipbuilding market in 2013 has improved. Overall, the contracting mix is expected to be more balanced than in 2012, with activity in all major vessel segments.

• **Services**: The overall service market outlook remains stable.
Prospects for 2013 revised

Wärtsilä expects its net sales for 2013 to grow by 0-5% (previous estimate 0-10%) and its operational profitability (EBIT% before non-recurring items) to be around 11%.