

## GROWTH IN ORDERS AND NET SALES IN THE FIRST HALF OF 2017

“The first half of 2017 was characterised by good development in net sales, largely due to an increase in the number of power plant deliveries, as well as by solid earnings. Order intake developed well in all business areas. The power plant project pipeline has continued to materialise into orders at a healthy pace, thanks to the growing interest in flexible, gas-fired technologies. Furthermore, although the marine markets remain challenging, a favourable vessel contracting mix supported the development of Marine Solutions’ orders received, particularly in the second quarter. Activity in the service markets was broadly stable, with healthy demand for long-term agreements. I am pleased that our customers continue to see the value of entering into service partnerships with Wärtsilä, which provides a good basis for future development.

Wärtsilä’s ambition is to become an agile technology company dedicated to improving customers’ operations by being a leader in smart marine and smart energy ecosystems. The recent acquisitions of Eniram and Greensmith, as well as our cleantech innovations, demonstrate our active role in enabling sustainable societies and in helping customers to benefit from smart technologies. To support the development of our digital services and products, we are launching digital acceleration centres where promising ideas are developed and co-created into service concepts and products together with customers and partners. I am confident that the investments into our company-wide digital transformation will drive new business opportunities, ultimately strengthening our competitive positioning, and supporting our long-term target of profitable growth.”

### Key figures

MEUR	4-6/2017	4-6/2016	Change	1-6/2017	1-6/2016	Change	2016
Order intake	1 363	1 194	14%	2 776	2 465	13%	4 927
Order book at the end of the period				5 065	5 083	0%	4 696
Net sales	1 292	1 196	8%	2 299	2 163	6%	4 801
Operating result <sup>1</sup>	117	96	22%	197	179	10%	532
% of net sales	9.1	8.0		8.6	8.3		11.1
Comparable operating result	126	122	3%	211	206	2%	583
% of net sales	9.7	10.2		9.2	9.5		12.1
Comparable adjusted EBITA	134	131	3%	228	224	2%	618
% of net sales	10.4	10.9		9.9	10.3		12.9
Profit before taxes	103	58	77%	177	138	28%	479
Earnings/share, EUR	0.38	0.19		0.66	0.49		1.79
Cash flow from operating activities	2	202		3	189		613
Net interest-bearing debt at the end of the period				299	517		150
Gross capital expenditure				20	71		146
Gearing				0.14	0.25		0.07

<sup>1</sup>Items affecting comparability in the second quarter of 2017 included costs related to restructuring programmes of EUR 8 million (26). During the review period January-June 2017 restructuring costs amounted to EUR 14 million (27).