

## Net sales

Wärtsilä's net sales for the third quarter totalled EUR 1,330 million (1,175), an increase of 13% compared to the corresponding period last year. Net sales from the Services business was stable at EUR 572 million (569). When adjusting for the effects of currency translation, Services' net sales increased by 2%. Net sales for Energy Solutions increased by 39% to EUR 451 million (324). Marine Solutions' net sales totalled EUR 307 million (282), which is 9% higher than in the corresponding quarter last year.

Wärtsilä's net sales for the review period January-September 2018 increased by 5% to EUR 3,642 million (3,471). Net sales from the Services business was stable at EUR 1,689 million (1,696). Adjusting for the effects of currency translation, Services' net sales grew by 4%. Net sales for Energy Solutions totalled EUR 1,086 million (975), an increase of 11%. Marine Solutions' net sales increased by 9% to EUR 867 million (799). Of the total net sales, Services accounted for 46%, Energy Solutions for 30%, and Marine Solutions for 24%.

Of Wärtsilä's net sales for the period January-September 2018, approximately 68% was EUR denominated, 21% USD denominated, with the remainder being split between several currencies.

## Net sales by business

MEUR	7-9/2018	Restated 7-9/2017	Change	1-9/2018	Restated 1-9/2017	Change	Restated 2017
Services	572	569	1%	1 689	1 696	0%	2 407
Energy Solutions	451	324	39%	1 086	975	11%	1 401
Marine Solutions	307	282	9%	867	799	9%	1 104
Net sales, total	1 330	1 175	13%	3 642	3 471	5%	4 911

Due to the internal reorganisation of service activities, EUR 39 million was transferred from Marine Solutions to Services in the figures for the third quarter of 2017 and EUR 177 million for the full year.