

Wärtsilä's prospects for 2018

The demand for Wärtsilä's services and solutions in 2018 is expected to improve somewhat from the previous year. Demand by business area is anticipated to be as follows:

- Solid in Services (lowered from good). Although there are growth opportunities in selected regions and segments, the development of transactional service volumes has been slower than anticipated.
- Good in Energy Solutions. The global shift towards renewable energy sources and increasing electricity demand in the emerging markets are supporting the need for distributed and flexible power capacity, including gas-fired generation, energy storage, and smart integration technology.
- Good in Marine Solutions. Wärtsilä's demand outlook is supported by its extensive product mix and broad segment exposure, which compensates for the slow pace of recovery in overall vessel contracting.

Wärtsilä's current order book for 2018 deliveries is EUR 1,364 million (1,206) and is comprised mainly of equipment deliveries. Services' business is largely transactional, with only around 30% of its annual net sales coming from the order book.