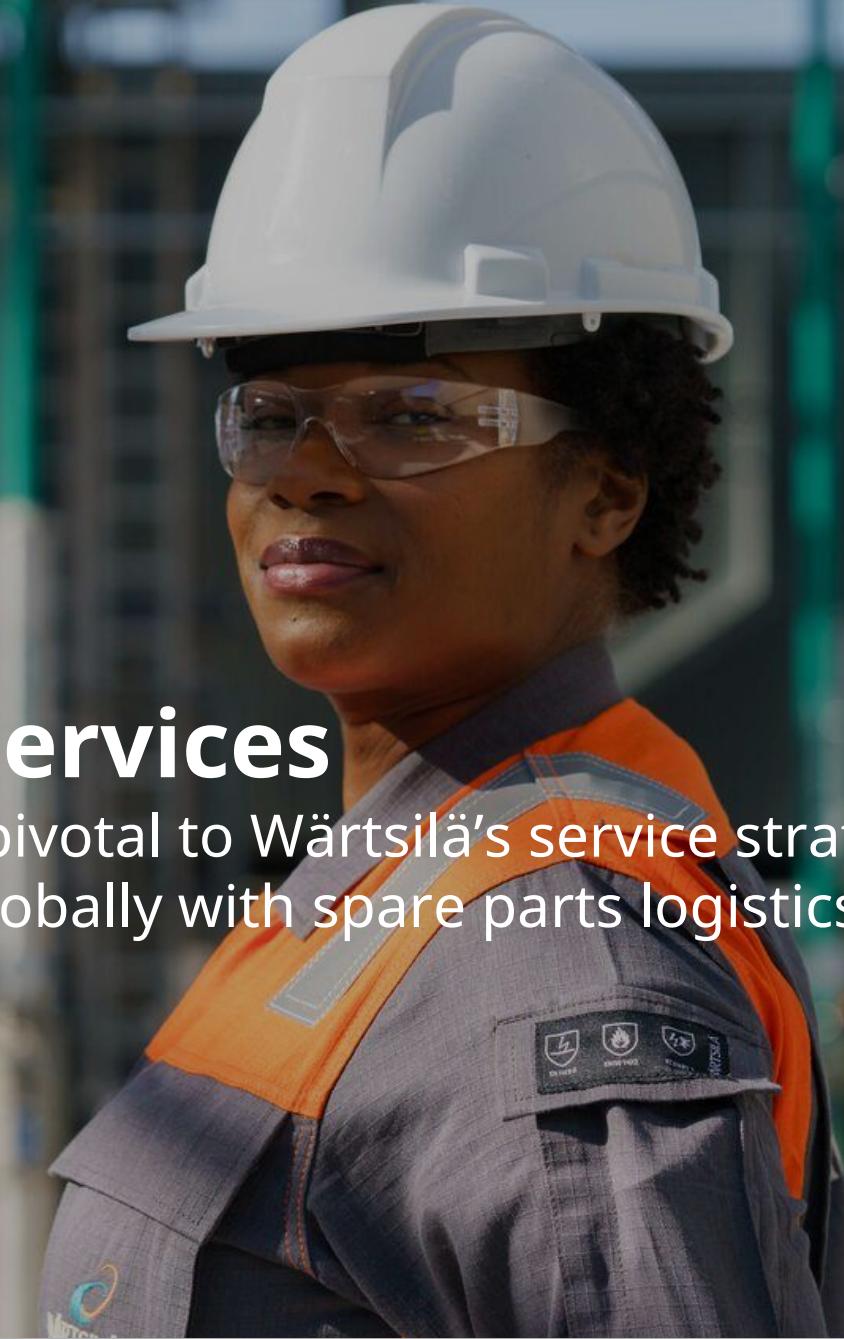


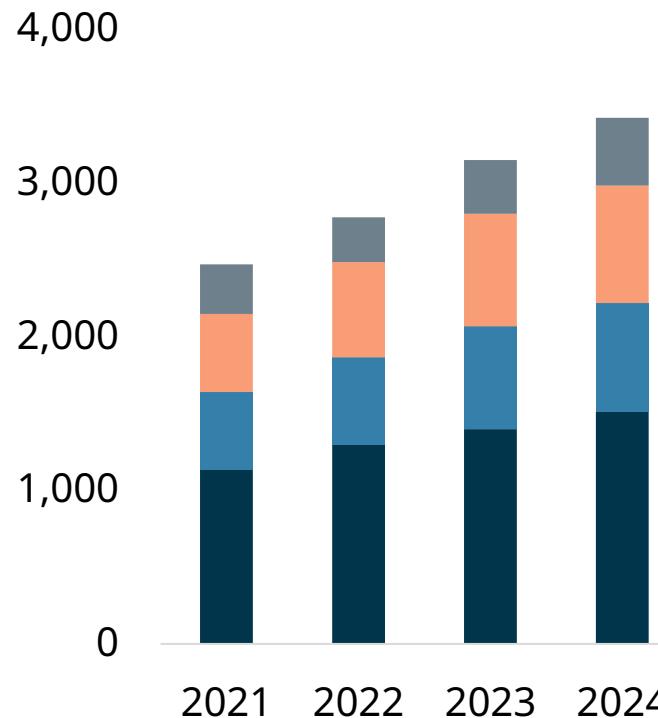
Site visit to Kampen: Wärtsilä Global Logistics Services

Wärtsilä Global Logistics Services (WGLS) is pivotal to Wärtsilä's service strategy, supporting Marine and Energy customers globally with spare parts logistics

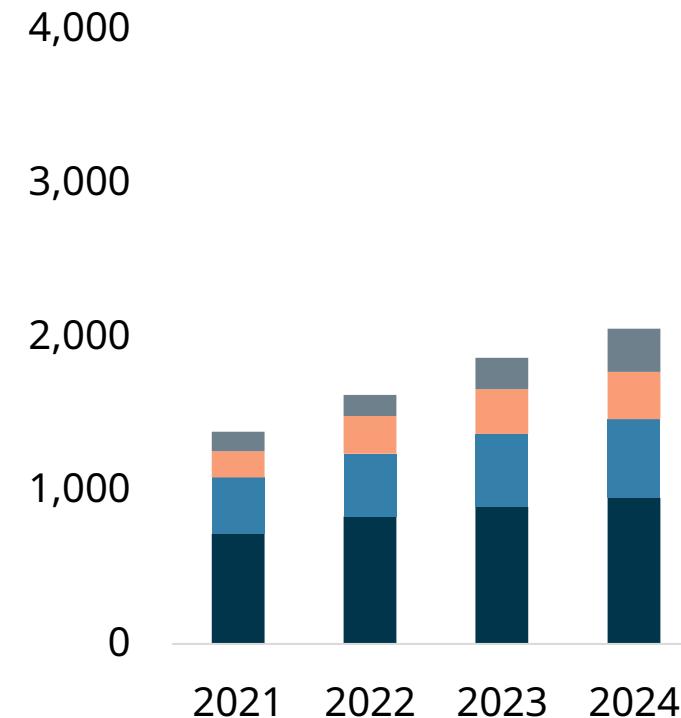


Services is a key driver for Wärtsilä growth and profitability; in 2024, service grew 9% compared to 2023, and ~40% compared to 2021

Group services net sales, EURm¹⁾²⁾



Marine services net sales, EURm¹⁾



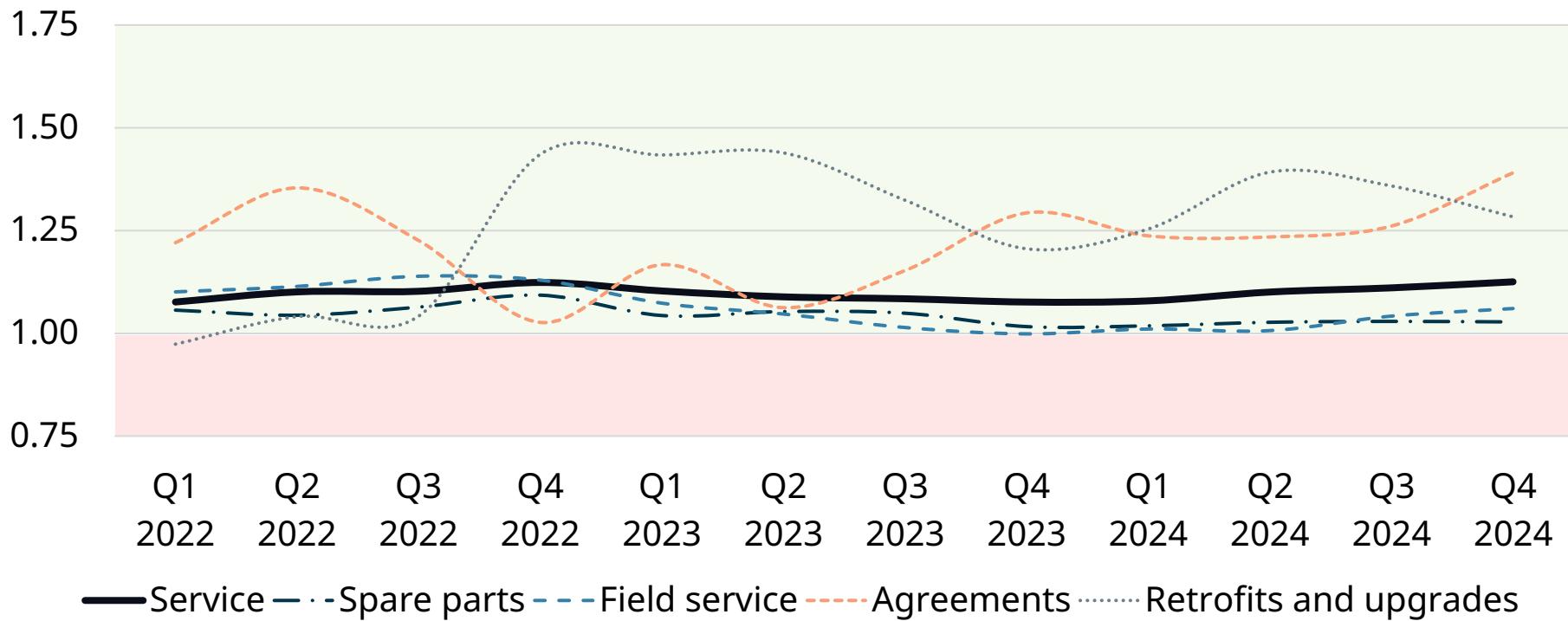
2024 vs 2023 growth, % service net sales

	Group	Marine
Total Service net sales	+9%	+10%
Spare Parts	+8%	+6%
Field Service	+5%	+8%
Agreements	+4%	+5%
Retrofits & upgrades	+26%	+38%

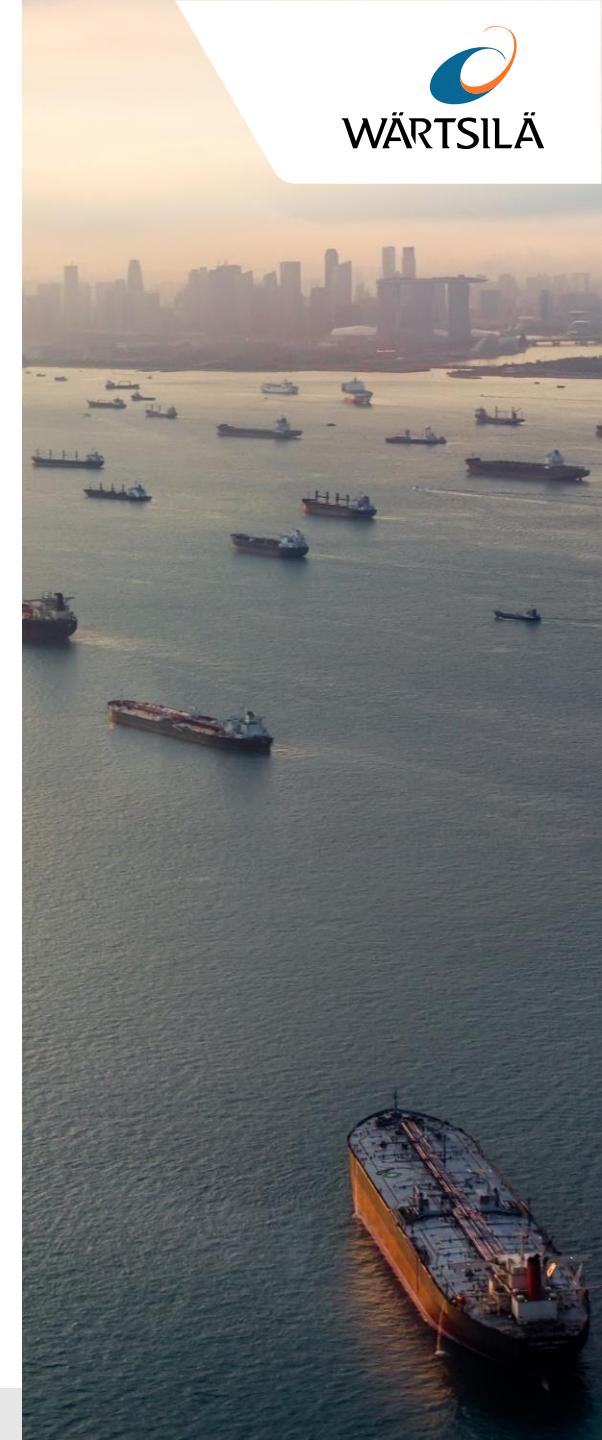
1) 2021 data restated to reflect the internal transfer of service activities; 2) Marine and Energy

Book-to-bill ratio above 1 for all revenue streams lays a solid foundation for future growth

Marine 12m rolling book-to-bill¹⁾



1) 2021 data restated to reflect the internal transfer of service activities

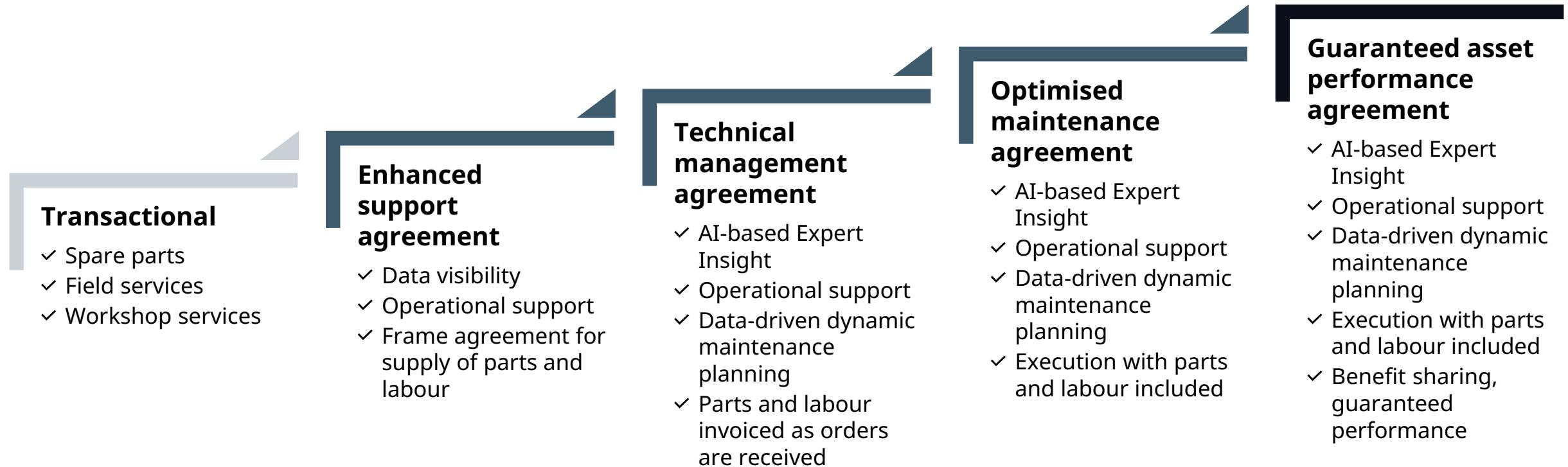


We increase sales and profitability by moving up our Marine service value ladder, with WGLS¹⁾ contributing at every step

Marine service value ladder, sales EUR/kW relative to transactional

1x

2-3x



1) Wärtsilä Global Logistics Services

Marine service growth is driven by growing the installed base, by moving up the service value ladder, and through retrofits and upgrades



+3.5%

growth in Marine engine
installed base over 2021 - 2024¹⁾

(+3.3% at Group level)²⁾



+10%

Marine highest-tier agreement³⁾
sales in 2024 vs 2023

(+12% at Group level)⁴⁾



+46%

Marine retrofits total
order intake in 2024 vs 2023

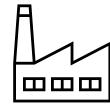
(+38% at Group level)⁵⁾

1) In MW terms, Marine 4-stroke and QuantiParts included; 2) Energy 4-stroke, 2-stroke and QuantiParts included; 3) Sales to marine installations with an active GAP - Guaranteed asset performance agreement, OMA - Optimised maintenance agreement as per December 2024; covered products are 4-Stroke, 2-Stroke, QuantiParts and Propulsion; 4) Energy installations included; 5) Energy included

Wärtsilä serves its installed base through a world leading global network of service centers, workshops, and service professionals



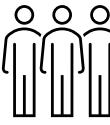
70+
countries



44
workshops



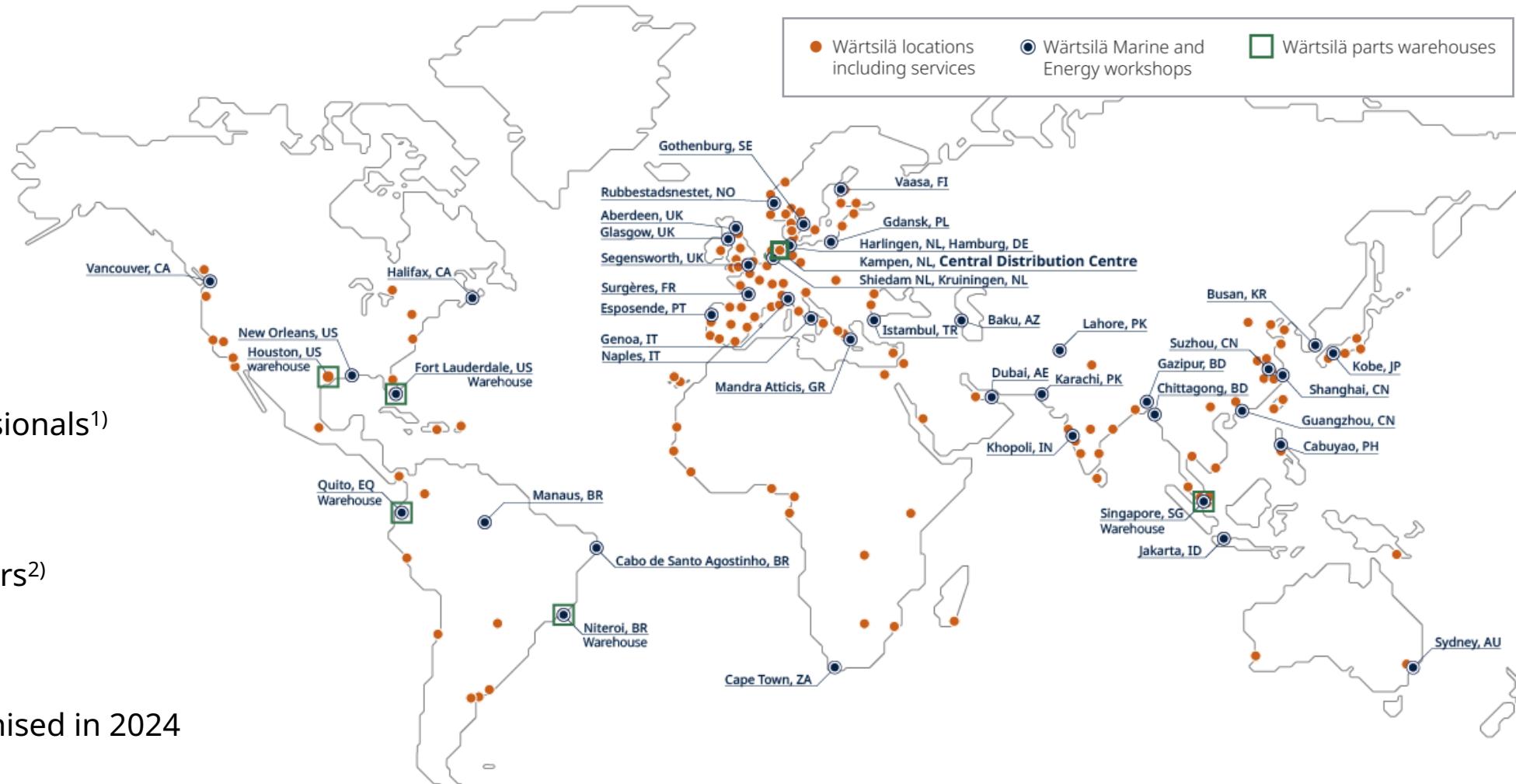
3 400+
billable professionals¹⁾



9 000+
active customers²⁾



1 000+
trainings organised in 2024



1) Billable field services and workshop personnel as per Q4 2024, including Marine and Energy; 2) Including Marine and Energy customers

The Parts and Field Service team supports all our service delivery models, including agreements and retrofits



Field Services Resources



Global Logistics Services & Supply Management



Workshops



Technical Services



Warranty Services



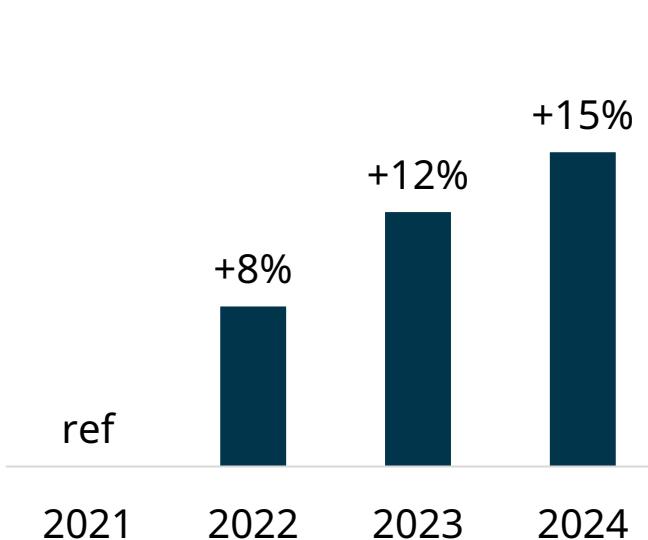
Wärtsilä Land & Sea Academy

We have expanded capacity and enhanced operational efficiency to meet rising demands

Increased capacity

+15%

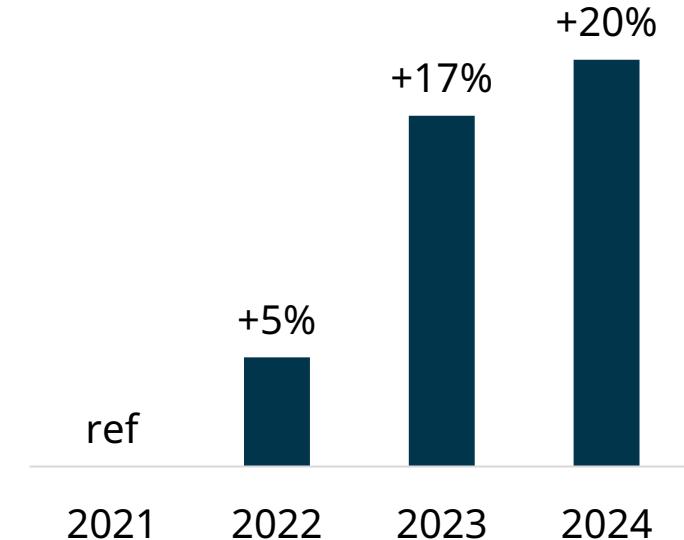
billable PFS personnel
over 2021 - 2024¹⁾



Enhanced efficiency

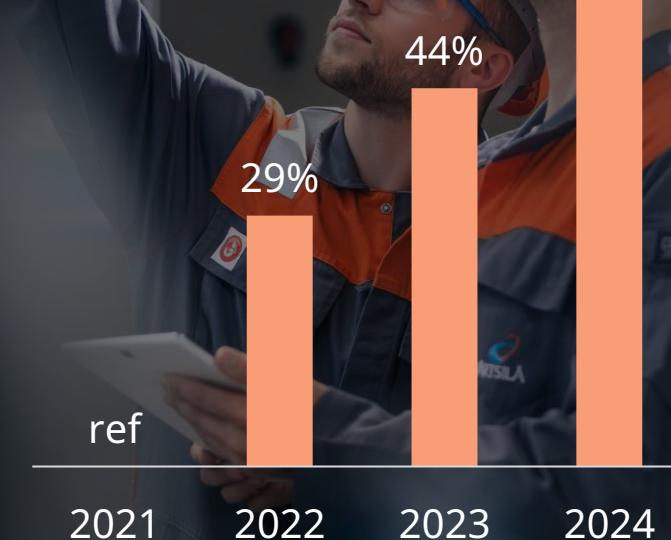
+20%

worked hours in billable PFS
cost centres over 2021 - 2024¹⁾



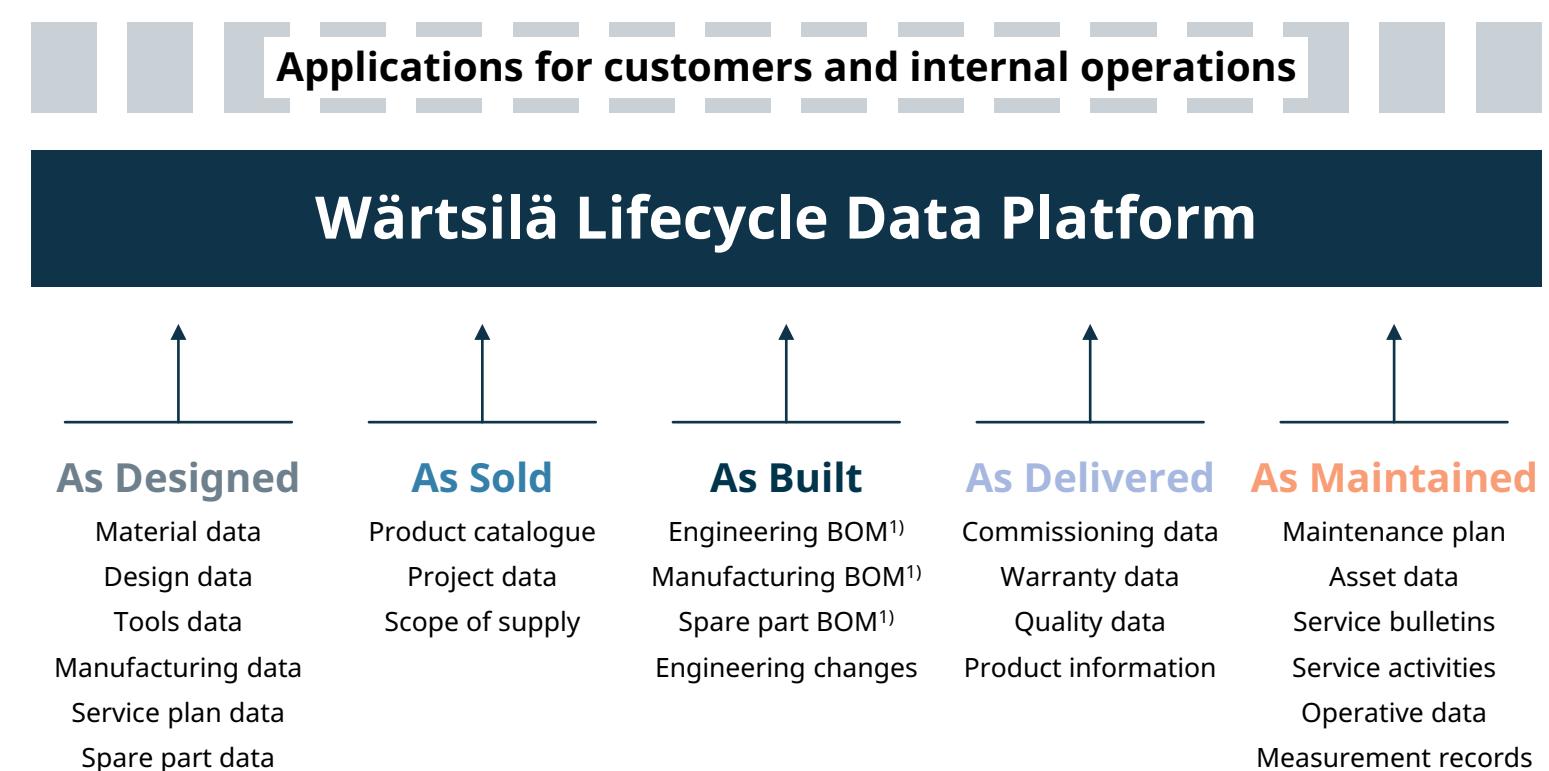
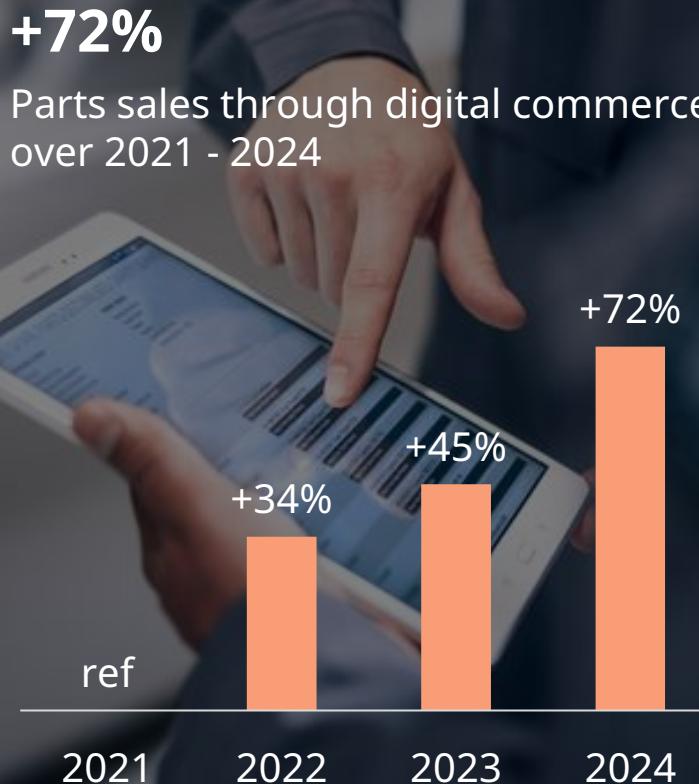
+56%

number of trainings
over 2021 - 2024²⁾



1) Marine and Energy, Parts & Field Services organisation; 2) Marine and Energy, excl. e-learning and customer trainings

We invest in digitalisation to enhance the customer experience while reducing cost-to-serve



1) BOM - Bill Of Materials

Wärtsilä Global Logistics Services

We excel in spare parts logistics from supply chain
to customer delivery in Marine and Energy



WÄRTSILÄ

Wärtsilä GLS – Global Logistics Services delivers high-quality services through a seamlessly integrated supply chain



6

CDC¹⁾ Kampen +
parts distribution
warehouses



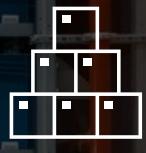
38

countries where
we operate²⁾



1 800

active suppliers



1.2 million

different spare
part numbers in
portfolio



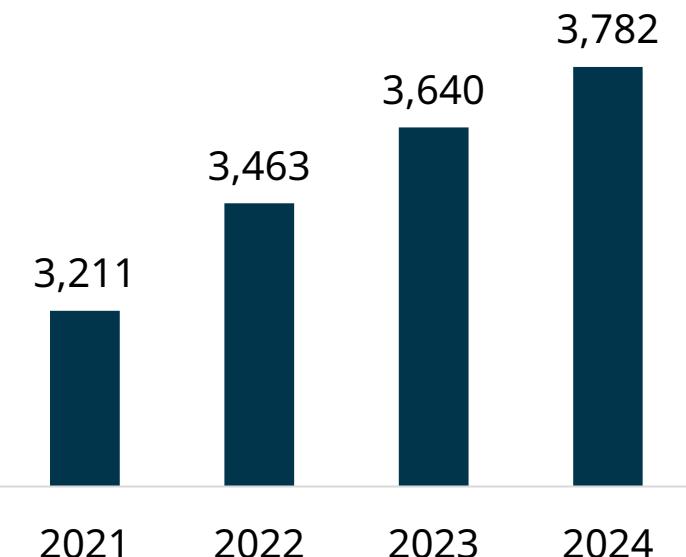
90%

availability
off-the-shelf

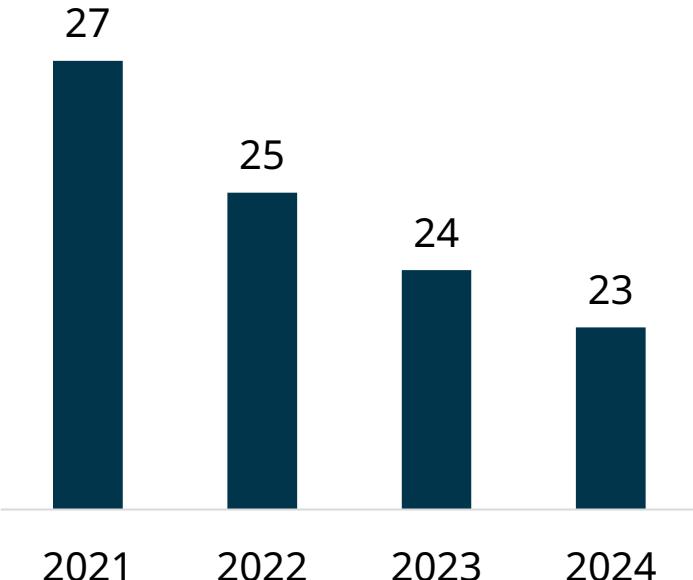
1) Central Distribution Centre; 2) Primarily Customer Service and Customs Management resources

Our deliveries increased by 18% since 2021; we leverage automation to maximise efficiency and stock accuracy

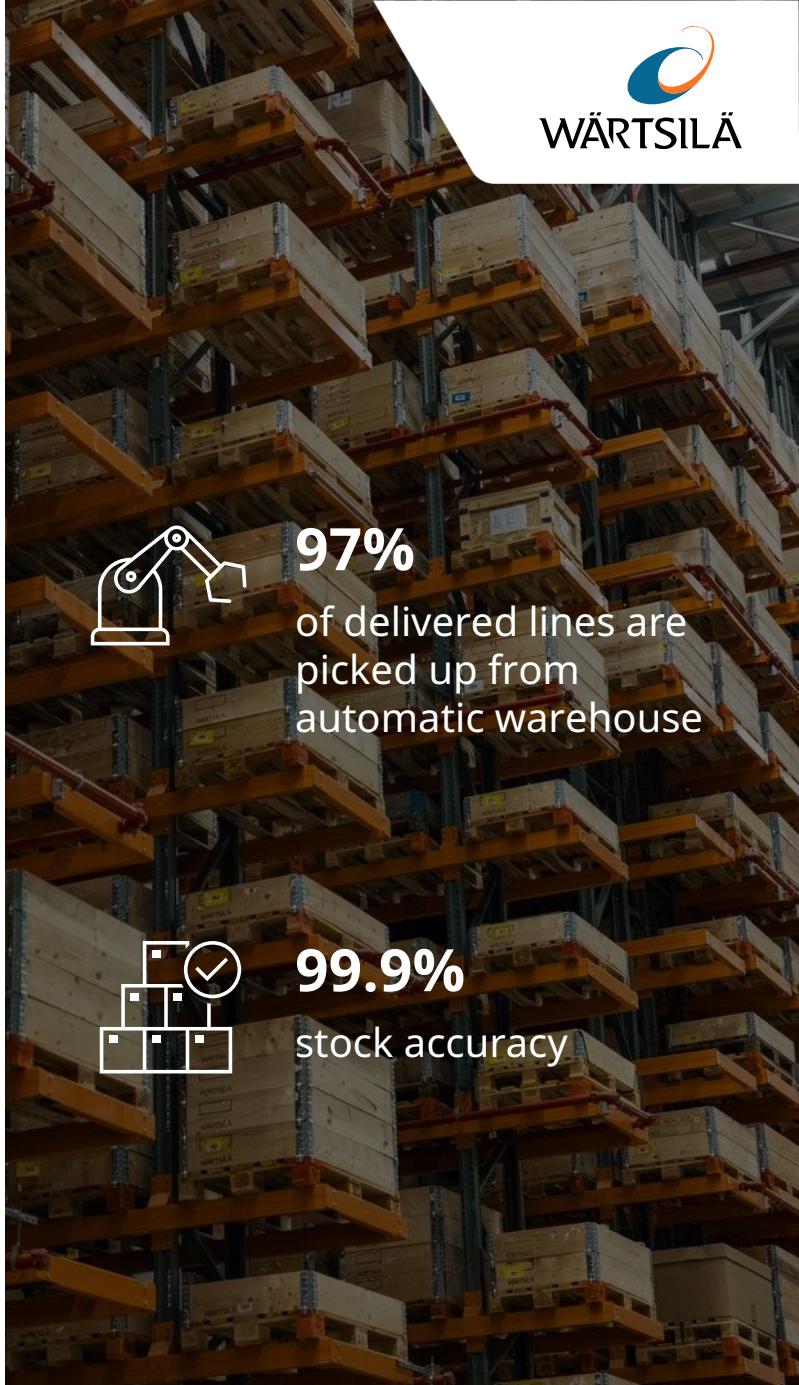
Every day we pack
~3 800 delivery lines¹⁾



We pack one delivery line every
23 seconds



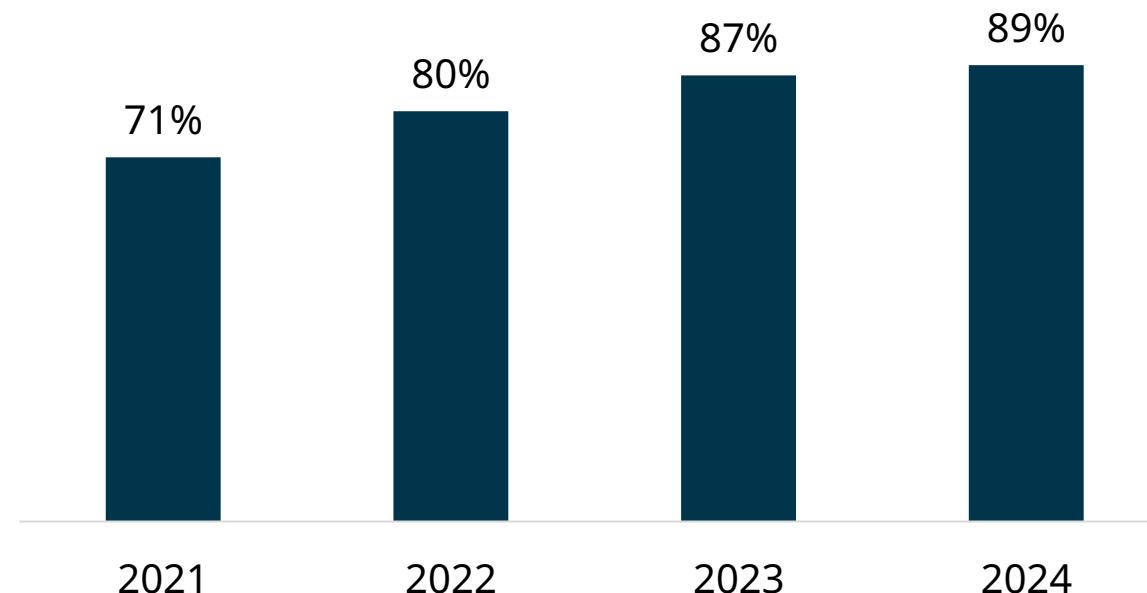
1) Yearly average



Our continuous improvement mindset leads to ever-enhancing customer service

+18% - points

on-time delivery over 2021 - 2024

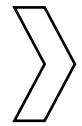


We continuously strive towards a zero-waste supply chain, in collaboration with our suppliers and customers



Ecofriendly packaging

on the supplier side and in our own operations



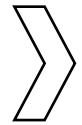
-67%

reduction in plastic vs 2022, equivalent to c.35 tons/year



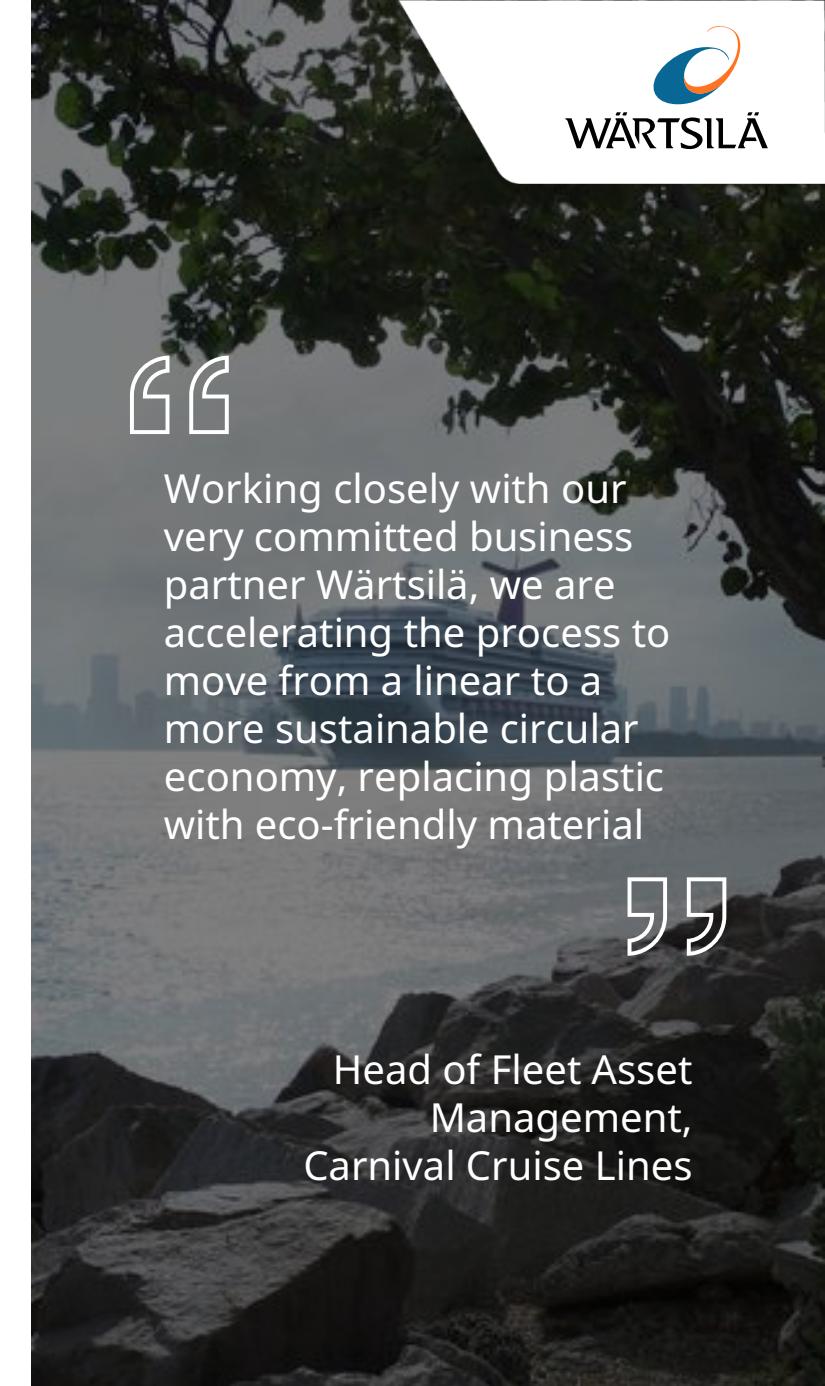
100% use of HVO100¹⁾ fuel

for all domestic truck transport in Kampen



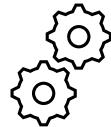
-90%

reduction in CO2 emissions per day, equivalent to c.900 trucks/year



1) Fossil-free paraffinic diesel made from vegetable oil or waste-based feedstock, reduce net CO2 emissions by up to 90%

We are committed to grow our Service business, while enhancing operational efficiency and customer value



Increased demand

- ✓ +3.3% total engine installed base over 2021 - 2024¹⁾ (+3.5% in Marine)
- ✓ +38% retrofits total order intake 2024 vs 2023 (+46% in Marine)
- ✓ +12% total highest-tier agreement²⁾ sales 2024 vs 2023 (+10% in Marine)



Increased capacity

- ✓ +15% billable PFS personnel over 2021 - 2024³⁾
- ✓ +20% worked hours in billable PFS cost centres over 2021 - 2024³⁾
- ✓ +56% number of trainings over 2021 - 2024⁴⁾



Continuous improvement and digitalisation

- ✓ 89% on time parts delivery in 2024
- ✓ 97% of delivery lines from automatic warehouse
- ✓ 99.9% stock accuracy
- ✓ +72% parts sales through digital commerce over 2021 - 2024

1) In MW terms, Marine 4-stroke and QuantiParts and Energy 4-stroke, 2-stroke and QuantiParts included; 2) Sales to marine and energy installations with an active GAP - Guaranteed asset performance agreement, OMA - Optimised maintenance agreement as per December 2024; covered products are 4-Stroke, 2-Stroke, QuantiParts and Propulsion; 3) Marine and Energy, Parts & Field Services organisation; 4) Marine and Energy, excl. e-learning and customer trainings



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