



Wärtsilä in
UK & Ireland



WÄRTSILÄ'S KEY FIGURES IN 2017

- Net sales EUR 4,923 million
- Operating result EUR 590 million
- Order intake EUR 5,644 million
- Order book 31 Dec 2017 EUR 5,064 million
- Personnel 18,065
- Wärtsilä Marine Solutions 2017
 - Net sales EUR 1,307 million
 - Order intake EUR 1,478 million
 - Order book, end of period EUR 2,023 million
 - Personnel 5,845
- Wärtsilä Services 2017
 - Net sales EUR 2,215 million
 - Order intake EUR 2,481 million
 - Order book, end of period EUR 1,171 million
 - Personnel 10,624
- Wärtsilä Energy Solutions 2017
 - Net sales EUR 1,401 million
 - Order intake EUR 1,685 million
 - Order book, end of period EUR 1,871 million
 - Personnel 1,038

Wärtsilä is a global leader in smart technologies and complete lifecycle solutions for the marine and energy markets. By emphasising sustainable innovation, total efficiency and data analytics, Wärtsilä maximises the environmental and economic performance of the vessels and power plants of its customers.

Wärtsilä has three business lines: Marine Solutions, Energy Solutions and Services. These are all united by Wärtsilä's purpose – enabling sustainable societies with SMART technology.

Wärtsilä operates globally, with markets in Europe, Asia, the Americas and Africa. Today 1% of the world's energy is produced by Wärtsilä power plants. Every third ship sailing the oceans is powered by Wärtsilä, and every second ship is serviced by us.

BUSINESSES IN BRIEF

Wärtsilä Services creates lifecycle services for its customers which enhance their business. Wärtsilä provides the industry's broadest range of services for both shipping and power generation. Service solutions range from spare parts and basic support to ensuring maximised lifetime, increased efficiency and guaranteed performance of customer's equipment or installation – in a safe, reliable, and environmentally sustainable way.

Wärtsilä Energy Solutions is a leading global systems integrator offering a broad range of environmentally sound solutions. Its offering includes ultra-flexible internal combustion engine based power plants, energy storage systems, and utility-scale solar photovoltaic (PV) power plants, as well as liquefied natural gas (LNG) terminals and distribution systems. These flexible and efficient solutions provide superior value to customers, while enabling a more sustainable and modern energy system for future generations.

Wärtsilä Marine Solutions enhances the business of its marine and oil & gas industry customers by providing innovative products and integrated solutions that are safe, environmentally sustainable, flexible, and efficient. Through the experience, dedication and know-how of our personnel, Wärtsilä is able to customise solutions that provide real value to its customers around the world.

Wärtsilä Key Facts

- Founded in 1834
- Headquarters in Helsinki, Finland
- Wärtsilä employs 18,000 professionals spanning over 200 locations in more than 70 countries around the world
- Wärtsilä is listed on the Nasdaq Helsinki, Finland



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Services

Wärtsilä offers a complete range of bespoke products and services, including performance optimisation, upgrades and operational support.

Engine Services

Wärtsilä provides complete engine and related systems services covering both Wärtsilä and other engine makes. To ensure that our customers get the most out of their engine and installation throughout its lifetime, we offer full lifecycle support for their installations.

Our OEM services range from in-situ machining repair, retrofit and rebuilding to fuel conversions, environmental solutions and include:

- Basic support covering parts; field and workshop services; repair services; technical support; health

- checks and training courses
- Management support covering service agreements; condition-based maintenance and tailor made services to support any upgrade of existing installations
- Operational support including service agreements
- Optimising solutions covering upgrades; fuel conversions and safety & monitoring systems to improve equipment's performance
- Environmental solutions covering the reduction of NOX, SOX, CO and smoke
- Online Services Support covering interactive manuals, customer support, spares online, reports and technical bulletins

We manufacture and supply original parts (OEM) for all these engine types and propulsion: A/S20/25 engines, Bolnes, Crepelle, DEUTZ MWM, GMT,

Nohab Diesel, Poyaud, SACM, Stork Werkspoor Diesel, Wichmann, Wärtsilä, Lips, thrusters, propellers, Z/ZA/ ZAS40/50 engines .

Reconditioning Parts and Services

Wärtsilä can offer a wide variety of reconditioned parts and reconditioning services at reduced prices. Our 2-stroke and 4-stroke engine component reconditioning services enhance the performance of your components. You can achieve the maximum service life for your components with minimized maintenance cost, and without compromising safety or reliability. Our reconditioned parts have been refurbished according to Wärtsilä quality standards, and can be available for many OEM products.



Electrical & Automation Services

With 25 years of experience, Wärtsilä Electrical & Automation (E&A) Services offers lifecycle support for all types of high, medium and low voltage electrical systems. Wärtsilä provides engineering studies (ETAP/SKM) for Fault Levels, Arc Flash and Discrimination evaluation. We also offer customised audits and electrical obsolescence reporting, site engineering and maintenance solutions for all switchboards including injection testing of protection and circuit breakers.

Additionally, Wärtsilä's qualified service team and project engineers can provide ANC (Automation, Navigation and Communication) systems support for vessels with 'Wartsila SAM' products as part of the ANC global network.

- Power Management Systems
- Distribution and Switchboards
- Engine & Generator Controls
- Governor's and AVR solutions
- Protection Systems
- Variable Speed Drives
- Retrofit Bridge Console Projects
- Radar, VDR, ECDIS, Navigation & Conning Solutions
- Automation, IAS and Machinery Control upgrades

E&A UK have a long track record in partnership with Basler Digital Voltage Regulators (AVR) and are official distributors across 26 countries. With access to all Wärtsilä E&A services and manufacturing centres worldwide, we can assist with all enquiries across the range of UPS, Load Banks, Frequency Converters, Entertainment and Security Solutions, Dynamic Positioning, as well as Sonar and Sensor Technology for projects and vessels of all types.

Propulsion Services

Wärtsilä Propulsion Services offer a complete range of ship propulsion service solutions including the supply of new propellers and CPP blades, service engineers for CPP systems, thruster repairs and overhauls, metallurgical repairs to blades, and a full in-house emergency machining shop, plus fitting service. Furthermore, we offer a team of highly qualified service engineers who specialise in onsite replacement of face seals, Lips Seals, Composite Bearings, and bonding as and when required. Seals & Bearings and all propulsion spares are sold through our UK Parts team.

In addition to our spares service, we have accumulated a large selection of Service Exchange thrusters from a variety of OEM's, including Ulstein, Kamewa and Lips. Wärtsilä Propulsion Services is 24/7 service provider for any location across the globe.

Recently, Wärtsilä has expanded its propulsion services to include Wärtsilä Global Underwater Services, which reduce the need for vessel downtime. This service enables uninterrupted operation with the best propulsion efficiency for lower fuel consumption. Our whole range of specialist Propulsion Services are designed to match any unique operational requirements and highly cost competitive. Propulsion services span all makes of equipment, and our engineers are trained in a variety of OEM equipment. This allows for a complete vessel service no matter how many types of makers' equipment are installed.

DID YOU KNOW

Wärtsilä enhanced its portfolio with acquisitions such as:

- 2018: Transas - a global market leader in marine navigation solutions that include complete bridge systems, digital solutions and electronic charts. The company is also a leader in professional training and simulation services, ship traffic control, as well as monitoring, and decision-support tools. Transas leverages the latest advances in machine learning to create a unified cloud-based platform for managing operations across the entire marine ecosystem.
- 2017: Puregas Solutions - turnkey biogas upgrading solutions that uses capture process to convert biogas to biomethane and renewable natural gas
- 2017: Greensmith Energy Management Systems Inc. - intelligent energy storage technology and solutions
- 2016: Eniram - energy management and analytics solutions to reduce fuel consumption and emissions in the marine industry
- 2015: L-3 Marine Systems International (MSI) - business sector in Electronic systems focusing on commercial ship industry with brands like SAM Electronics, JOWATLAS EUROATLAS, ELAC Nautik and FUNA
- 2012: Hamworthy - specialist equipment and services to the marine, oil & gas and industrial sectors with brands like Hamworthy Serck Como
- 2008: Claus D. Christophe Mess- und Regeltechnik - design, delivery and service of automation systems for ship owners and yards
- 2006: INTEC Injectortecnic - fuel injection equipment, providing installation and services of injection components for marine diesel engines
- 2005: Deutz Marine Service - medium and large marine engine service business
- 2003: John Crane Lips - marine propulsion systems
- 1997: Sulzer Diesel - sale, manufacturing and servicing of Wartsila low-speed marine diesel engines





Training Services

Global training solutions, which are provided by the Wärtsilä Land & Sea Academy (WLSA), cover all aspects of management, operation, maintenance and safety issues. These training solutions optimize the safety, availability, reliability and performance of your power or marine installation. WLSA also offers on-board and on-site training. Some of our trainings include:

- Product Training for Wärtsilä products
- Plant operation and management, engine performance evaluation and maritime resource management
- Training Agreements and the Assessment Service, which are tailor-made to ensure you have competent personnel available for current and future needs

Operations & Management Services

An operation & maintenance solution with Wärtsilä means entering into a partnership, agreeing on and working towards shared productivity and profitability goals for your company. It is an efficient business solution covering every aspect of the day-to-day operation and all related maintenance and administration tasks. It aims to maximize the productive lifetime of your installation and the return on your investment. The solution is tailored to your specific needs including performance and lifecycle cost guarantees.

Marine Solutions

Wärtsilä is the leading provider of integrated solutions and innovative products in the marine and oil & gas industries. Wärtsilä's marine solutions are environmentally sustainable, efficient, flexible, and economically sound. These integrated systems include products such as multi-fuel engines, generating sets, reduction gears, propulsion equipment, automation and power distribution systems, battery hybrid systems, sealing solutions, and environmental abatement systems for the marine industry. Our customers are leading global or local companies within the merchant, offshore, cruise and ferry, navy, and special vessel segments. As

a technology leader in this field, with extensive experience, know-how and dedication of our personnel, we are able to tailor optimised solutions for the benefit of our clients around the world.

Marine solutions is driving Wärtsilä's lead towards an industry transformation as part of the Smart Marine Ecosystem. This ecosystem will be developed utilising smart technology, which allows for collaboration and knowledge sharing, to connect all stakeholders for a common benefit. Digital connectivity will soon link ships to ports, terminals, cargo suppliers and receivers. It will also connect factories to containers, customers and warehouses. Through the introduction of smart technology, Wärtsilä can guide the marine industry towards a Smart Marine Ecosystem. The ultimate goal is to enable sustainable societies with smart technologies.





Energy Solutions

Wärtsilä has decades of experience in delivering power plants, with over 67 GW installed globally. We are a leading supplier of flexible power plants, offering competitive and reliable solutions for baseload power generation, grid stability & peaking, industrial self-generation, as well as for the oil and gas industry. We provide superior value to our customers with our flexible and efficient energy solutions which enable the transition to a more sustainable and modern energy infrastructure, including solar and wind power.

Today, Wärtsilä can offer utility-scale solar photovoltaic (PV) power plants as well as engine-solar PV hybrid power plants. We also offer energy storage solutions to build a resilient, intelligent and flexible energy infrastructure.

The energy landscape is in transition towards more flexible and sustainable energy systems. Wärtsilä envisions a 100% renewable energy future and we are leading the transition as the energy system integrator – we understand, design, build and serve optimal power systems for future generations. Our smart power generation provides industry-leading energy efficiency as well as fuel and operational flexibility, helping to integrate renewables and secure reliability.





Wärtsilä in UK & Ireland

Aberdeen

Wärtsilä Engine Services

11a Peterseat Drive
Altens, Aberdeen, AB12 3HT
Tel: +44 1224 871 166
Fax: +44 1224 871 188
24hrs Phone: +44 7775 807172

Durham

Wärtsilä Whessoe Gauging

28 Northfield Way, Aycliffe Industrial Park
Newton Aycliffe, Co. Durham, DL5 6UF
Tel: +44 1325 327 299
Fax: +44 1325 310 808

Fareham

Wärtsilä Engine Services

Spinnaker House, Waterside Gardens
Fareham, Hampshire, PO16 8SD
Tel: +44 1489 550 050

Glasgow

Wärtsilä Propulsion

Inchinnan Business Park, Cartside Avenue
Paisley, Renfrewshire, PA4 9RX
Tel: +44 1418 122 888
Fax: +44 1418 122 999

Havant

Wärtsilä Seals and Bearings

4 Marples Way
Havant, Hampshire, PO9 1NX
Tel: +44 2392 400 121
Fax: +44 2392 492 470

Hull

Wärtsilä Valves Ltd

D shed-74 Humber Enterprise Park
Brough, East Yorkshire, HU15 1EQ
Switchboard +44 (0) 1482 323163
Fax +44 (0) 1482 224057

Email: sales@shipham-valves.com

Montrose

Wärtsilä Electrical and Automation Services

Harbour Building, South Quay
Ferryden, Montrose, DD10 9SL
Tel: +44 1674 678 429
24h Phone: +44 1674 678 429

Poole

Head Office for Environmental Solutions

Wärtsilä (Hamworthy) Water Systems Ltd,
Fleets Corner
Poole, Dorset, BH17 0JT
Switchboard: +44 1202 662 600
Fax: +44 1202 668 793
E-mail: poolespares.enquiries@wartsila.com

Segensworth

Wärtsilä Engine Services

30 Brunel Way, Segensworth
Fareham, Hampshire, PO15 5SD
Tel: +44 1489 550 050
Fax: +44 1489 550 055
24h Phone: +44 7775 807 100

Slough

Wärtsilä Bearings

810 Oxford Avenue, Slough Trading
Estate, Berkshire, Slough, SL1 4LN
Tel: +44 1753 216 400

Customer Support Centre (24hr)

customersupport.north@wartsila.com

UK: +44 2036 999 935

www.wartsila.com

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