

# **INTERIM REPORT JANUARY-MARCH 2008**

The figures in this interim report are unaudited.

#### **REVIEW PERIOD JANUARY - MARCH 2008 IN BRIEF**

| MEUR                      | 1-3/2008 | 1-3/2007 | Change | 2007  |
|---------------------------|----------|----------|--------|-------|
| Order intake              | 1 936    | 1 157    | 67%    | 5 633 |
| Order book 31 March       | 7 219    | 4 860    | 49%    | 6 308 |
| Net sales                 | 850      | 761      | 12%    | 3 763 |
| Operating result          | 81       | 63       | 28%    | 379   |
| % of net sales            | 9.6%     | 8.3%     |        | 10.1% |
| Profit before taxes       | 74       | 60       |        | 372   |
| Earnings/share, EUR       | 0.49     | 0.44     |        | 2.74  |
| Cash flow from            |          |          |        |       |
| operating activities      | 75       | 79       |        | 431   |
| Interest-bearing net debt |          |          |        |       |
| at the end of the period  | -79      | 179      |        | -27   |
| Gross capital expenditure | 38       | 42       |        | 231   |

### MARKET DEVELOPMENT

# **SHIP POWER**

In terms of new vessel orders, the start of 2008 has been clearly below the exceptionally high ordering of recent years. Monthly orders began to decline already at the end of last year, and ordering activity during the first three months, relating to the number of vessels, was at the same level as in 2003. This indicates a drop of as much as 50% from the very high activity in 2007. The decline was most visible in various merchant segment vessels. New orders for bulk carriers remained good, but volumes have normalized from their peak levels. In the offshore segment, the trend from smaller vessels to bigger and more complex tonnage continued. Despite the recent dip, freight rates are still at a high level, and new build prices have not come down, which indicates that ship yards still believe in continuing demand. To summarize the situation, there still seems to be overall market demand, but various uncertainty factors have postponed decision-making.

Korea has clearly regained the leading position in new vessel ordering with 41% of the market, in terms of number of new vessels ordered in the first quarter. China is a clear number two with 33% but has suffered somewhat from the current uncertain market conditions. During the review period, Europe received 11%, Japan 5%, and other countries 10% of new orders.

# **Ship Power market shares**

Wärtsilä's market share for medium speed main engines continued a slight downward trend to 36% (38 at the end of the previous quarter). This is explained by Wärtsilä's capacity constraints and the deferred ordering of LNG vessels. Wärtsilä's market share for low speed engines declined to 13% (16). In low speed engines, Wärtsilä's demand has shifted from bigger engines to medium size bore, implying less power and a smaller share of the total market. The market share for auxiliary engines remained almost unchanged at 6% (6).

#### **POWER PLANTS**

Markets continued to be globally active during the review period. The main growth drivers in the power plant market remain world economic growth, as well as the need to increase efficiency and versatility in power generation due to high fuel prices. Other drivers for the power plant market demand are environmental concerns and fuel availability issues. The market situation remained good and demand in the Power plant market remained high in all segments relevant to Wärtsilä – flexible baseload production, industrial self generation, grid stability and peaking, as well as power solutions for the oil and gas industry.

#### **Power Plants market shares**

According to the statistics compiled by Diesel and Gas Turbine magazine the total global market for oil and gas power plants in Wärtsilä's power range was 14,060 MW (14,750) between June 2006 and May 2007. Wärtsilä's market share of heavy fuel oil plants was 38% (34). In the market for light fuel oil, Wärtsilä's market share increased slightly to 24% (23), mainly as a result of high demand for Wärtsilä's power plants fuelled by liquid bio-fuels. The market for gas power plants, including both reciprocating engines and gas turbines, was roughly 10,900 MW (10,400), Wärtsilä's share in this segment was 12% (8).

#### ORDER INTAKE AND ORDER BOOK

The order intake for the review period totalled EUR 1,936 million (1,157), representing growth of 67%. Wärtsilä Ship Power continued to enjoy extremely lively ordering and its order intake for the review period totalled EUR 758 million (521), a growth of 45%. Merchant vessel orders were clearly dominant with 52% of total Ship Power orders. Most of the orders were for bulk carriers, and it seems that marine equipment orders are still profiting from the bulk carrier boom of last year. The remaining orders within the Merchant vessel segment, were distributed quite equally between tankers, RoRo vessels and cargo vessels, while containerships had a somewhat smaller share. The Offshore segment accounted for 21% of Wärtsilä Ship Power's new orders during the review period. The orders were still highly supply and support vessel driven, but orders were also received for offshore drilling appliances. The Cruise & ferry and special vessel segments each had 13% share of the orders, the rest being for Naval vessels.

Order intake for the Power Plants business was very strong during the first quarter, and 168% higher than during the corresponding period last year, totalling EUR 566 million (211). The largest oil-fired power plant orders were received from Brazil, Indonesia and Greece. The two Brazilian projects, disclosed in March, are the first power plants to materialize from the A-3 energy auction conducted in Brazil in 2007. Wärtsilä sees further potential in the Brazilian market. The largest gas power plants orders were received from the USA and Algeria. The power plant order from South Texas Electric Cooperative marks an entry into the Texas utility market and further improves Wärtsilä's foothold in the US grid stability market.

The Services business received several substantial project orders during the review period. These include a contract from Norwegian ferry operator New Kystlink AS for an overhaul project of the "Pride of Telemark" ferry, a major retrofit order from Laurin Maritime for Wärtsilä Senitec oily water separators, and the gas conversion and relocation of the EGESUR power plant in Peru. These orders confirm the success of Wärtsilä's Services business and the suitability of its offering to the needs of the market.

At the end of the review period the Ship Power order book stood at EUR 4,810 million (3,285), a growth of 46%. The Power Plants order book stood at EUR 1,822 million (1,140), which is 60% higher than the corresponding period in 2007. In 2004, Wärtsilä received two orders for power plant deliveries to Iraq. The first power plant of the Iraqi order has almost been completed, and all corresponding payments have been received. The second order has been excluded from the order book during the review period due to the uncertainty of delivery. At the end of the review period Wärtsilä's total order book stood at EUR 7,219 million (4,860), a growth of 49%.

### Order intake by business

| MEUR                | 1-3/2008 | 1-3/2007 | Change | 2007  |
|---------------------|----------|----------|--------|-------|
| Ship Power          | 758      | 521      | 45%    | 2 600 |
| Services            | 611      | 423      | 44%    | 1 607 |
| Power Plants        | 566      | 211      | 168%   | 1 421 |
| Order intake, total | 1 936    | 1 157    | 67%    | 5 633 |

### **Order intake Power Plants**

| MW              | 1-3/2008 | 1-3/2007 | Change | 2007  |
|-----------------|----------|----------|--------|-------|
| Oil             | 442      | 130      | 239%   | 1 358 |
| Gas             | 543      | 122      | 344%   | 1 005 |
| Renewable fuels | 37       | 204      | -82%   | 483   |

### Order book by business

| MEUR              | 31 Mar. 2008 | 31 Mar. 2007 | Change | 2007  |
|-------------------|--------------|--------------|--------|-------|
| Ship Power        | 4 810        | 3 285        | 46%    | 4 292 |
| Services          | 588          | 433          | 36%    | 405   |
| Power Plants      | 1 822        | 1 140        | 60%    | 1 608 |
| Order book, total | 7 219        | 4 860        | 49%    | 6 308 |

### **NET SALES**

Wärtsilä's net sales for January-March 2008 totalled EUR 850 million (761), a growth of 12%. Ship Power net sales fell by 5% due to the timing of deliveries and totalled EUR 244 million (256). Net Sales for Power Plants developed favourably during the review period and totalled EUR 175 million (150), a growth of 17% compared to the corresponding period last year. Net sales from the Services business increased to EUR 428 million (352), a growth of 22%. Organic growth represented 20% of Services' net sales growth. Ship Power net sales accounted for 29%, Services net sales for 50%, and Power Plants for 21% of total net sales.

### Net sales by business

| MEUR             | 1-3/2008 | 1-3/2007 | Change | 2007  |
|------------------|----------|----------|--------|-------|
| Ship Power       | 244      | 256      | -5%    | 1 320 |
| Services         | 428      | 352      | 22%    | 1 550 |
| Power Plants     | 175      | 150      | 17%    | 882   |
| Net sales, total | 850      | 761      | 12%    | 3 763 |

# **FINANCIAL RESULTS**

The operating result rose to EUR 81 million (63) for January-March 2008, which is 9.6% of net sales (8.3). Financial items amounted to EUR -7 million (-4). Net interest totalled EUR 0 million (-2). Profit before taxes amounted to EUR 74 million (60). Taxes in the reporting period amounted to EUR -25 million (-17). Earnings per share were EUR 0.49 (0.44).

# **BALANCE SHEET, FINANCING AND CASH FLOW**

Cash flow from operating activities for January-March 2008 was strong and totalled EUR 75 million (79). Advance payments at the end of the period totalled EUR 1,083 million (698). Liquid reserves at the end of the period amounted to EUR 432 million (148). Net interest-bearing loan capital totalled EUR -79 million (179). The solvency ratio was 32.0% (42.4) and gearing was -0.07 (0.19). Dividends based on the decision taken by the AGM 2008, paid on 2 April 2008, affect the solvency ratio.

#### **HOLDINGS**

Wärtsilä owns 7,270,350 B shares in Assa Abloy, or 2.0% of the total. This holding has been booked in the balance sheet at its market value at the end of the reporting period, EUR 83 million.

#### **CAPITAL EXPENDITURE**

Gross capital expenditure in the review period totalled EUR 38 million (42), which comprised EUR 5 million (12) in acquisitions and investments in securities and EUR 33 million (30) in production and information technology investments. Depreciation amounted to EUR 21 million (18).

Due to strong volume growth, the total capital expenditure for 2008 is expected to be approx. EUR 200 million.

### STRATEGIC ACQUISITIONS, JOINT-VENTURES AND EXPANSION OF NETWORK

In March Wärtsilä acquired the Norwegian company Maritime Service AS, which specializes in ship service, mechanical and reconditioning services. Maritime Service has its operations in Ålesund, on the west coast of Norway. The annual net sales of Maritime Service were 26 million NOK (EUR 3.2 million) in 2007.

During the review period Wärtsilä Services continued the expansion of its network by opening offices and workshops in Namibia, Chile and Brazil.

#### OTHER STRATEGIC ISSUES

The importance of Asia as a shipbuilding hub has notably increased during recent years. In order to be closer to the fastest growing shipbuilding markets, the senior management of Wärtsilä Ship Power will relocate to Shanghai, China during 2008.

### **MANUFACTURING**

During the review period, new investments to increase the capacity of the Automation business in Norway and the Propulsion business in Spain were initiated. This capacity will become available in 2009. All other ongoing investment programs to increase capacity, including joint ventures, are proceeding according to plan. Continuous progress has been made in enlarging the supplier base in emerging markets.

In March, Wärtsilä and Jiangsu Rongsheng Heavy Industries Group Co Ltd (RSHI) signed a licence agreement for the manufacture and sale of Wärtsilä low speed marine diesel engines by RSHI in China. Another license agreement was signed in April between Wärtsilä and Zhenjiang CME Co Ltd (CME) for the manufacture and sale of Wärtsilä RT-flex low speed marine diesel engines by CME in China.

#### **RESEARCH & DEVELOPMENT**

During the review period several R&D accomplishments were achieved. The 20kW solid oxide fuel power plant prototype that was started in Wärtsilä's Fuel Cell test centre in October, passed the 1,000 hours milestone.

The first RTA 82 engine was successfully started and passed the factory acceptance test witnessed by the customer and classification society. The engine is an addition to Wärtsilä's low speed engine portfolio and has been developed in collaboration with Hyundai Heavy Industry.

#### **PERSONNEL**

Wärtsilä had 16,979 (14,754) employees at the end of March. The largest personnel increases took place in the Services business where the personnel increase was 15% compared to the corresponding period 2007. 10,095 (8,746) people were employed by the Services business.

During the review period Wärtsilä launched a Top Graduates professional programme for R&D. During the programme, attendees will drive R&D projects throughout Wärtsilä's international organization. A similar program for finance graduates has been in action since March 2007.

### **CHANGES IN MANAGEMENT**

Atte Palomäki (42) M.Sc. (pol.) started as Group Vice President, Corporate Communications and member of the Wärtsilä Board of Management on 1 of March 2008.

### SHARES AND SHAREHOLDERS

In March Wärtsilä's A and B-series shares were combined. After the combination all shares carry one vote and equal rights. The combination of the share series involved a free share issue directed to the holders of Series A-shares so that holders of Series A-shares received one share free of charge for each nine Series A-shares. In the directed share issue 2,619,954 shares were given. Trading with the new and combined shares started on 27 of March.

### **SHARES ON HELSINKI EXCHANGES**

| 26 March 2008  A-share (WRTAV)     | Number of<br>shares<br>23 579 587 | Number of votes 235 795 870 |                 |                      |
|------------------------------------|-----------------------------------|-----------------------------|-----------------|----------------------|
| B-share (WRTBV)                    | 72 389 974                        | 72 389 974                  |                 |                      |
| 31 March 2008                      | Number of shares                  | Number of votes             | Number of share | s traded<br>1-3/2008 |
| WRT1V                              | 98 589 515                        | 98 589 515                  | 47              | 876 412              |
| 1 Jan26 March 2008                 | High                              | Low                         | Average 1)      | Close                |
| A-shares                           | 53.00                             | 33.05                       | 46.51           | 42.79                |
| 1 Jan31 March 2008                 | High                              | Low                         | Average 1)      | Close                |
|                                    | 52.40                             | 35.02                       | 43.71           | 42.75                |
| 1) Trade-weighted average price.   |                                   |                             |                 |                      |
|                                    |                                   | 31 Mar. 2008                | 31 Mar. 2007    |                      |
| Market capitalization, EUR million |                                   | 4 215                       | 4 417           |                      |
| Foreign shareholders               |                                   | 49.6%                       | 30.5%           |                      |

### **CHANGES IN OWNERSHIP**

In relation to the combination of the share series and the directed free share issue, Wärtsilä was informed of the following changes in ownership:

The Fiskars Group's share of Wärtsilä Corporation's votes decreased to less than 1/5 (20%). Following the transaction Fiskars Corporation holds 901,857 or 0.9% of Wärtsilä's share capital and votes, and the Fiskars wholly owned subsidiary Avlis AB's holds 15,944,444 or 16.2% of Wärtsilä's share capital and total votes. In total, Fiskars Group holds 16,846,301 or 17.1% of Wärtsilä Corporation's share capital and votes.

Varma Mutual Pension Insurance's share of Wärtsilä Corporation's shares increased to more than 1/20 (5%) and the share of the votes decreased to less than 1/10 (10%). Following the transaction Varma holds 5,130,087 or 5.2% of Wärtsilä's share capital and total votes.

Svenska Litteratursällskapet i Finland r.f's share of Wärtsilä Corporation's votes decreased to less than 1/20 (5%). Following the transaction Svenska Litteratursällskapet holds 1,735,506 or 1.76% of Wärtsilä's share capital and total votes.

The above-mentioned changes came into effect when the combined and new shares were registered in the trade register on 26 March 2008.

#### **OPTION SCHEMES**

During the review period Wärtsilä had one option scheme. This 2002 option scheme ended on 31 March 2008 and all option rights were exercised.

#### DECISIONS TAKEN BY THE ANNUAL GENERAL MEETING

Wärtsilä's Annual General Meeting on 19 March approved the financial statements and discharged the company's President & CEO and the members of the Board of Directors from liability for the financial year 2007. The Meeting approved the Board of Directors' proposal to pay a dividend of EUR 2.25 per share and an extra dividend of EUR 2.00 per share for a total dividend of EUR 4.25 per share.

The Annual General Meeting decided that the Board of Directors shall have six members. The following were elected to the Board: Ms Maarit Aarni-Sirviö, Mr Kaj-Gustaf Bergh, Mr Kari Kauniskangas, Mr Antti Lagerroos, Mr Bertel Langenskiöld and Mr Matti Vuoria.

The firm of authorized public accountants KPMG Oy Ab were appointed as the company's auditors.

The Annual General Meeting approved the proposal of the Board of Directors to amend the Articles of Association.

The Annual General Meeting approved the proposal of the Board of Directors to direct a free share issue to holders of A shares and to combine the Series A and Series B shares and the changes to the Articles of Association.

#### ORGANIZATION OF THE BOARD OF DIRECTORS

The Board of Directors of Wärtsilä Corporation elected Antti Lagerroos as its chairman and Matti Vuoria as the deputy chairman. The Board decided to establish an Audit Committee, a Nomination Committee and a Compensation Committee. The Board appointed from among its members the following members to the Committees:

### **Audit Committee:**

Antti Lagerroos, chairman Maarit Aarni-Sirviö Matti Vuoria

### **Nomination Committee:**

Antti Lagerroos, chairman Matti Vuoria Kaj-Gustaf Bergh

#### **Compensation Committee:**

Antti Lagerroos, chairman Matti Vuoria Bertel Langenskiöld

### **RISKS AND BUSINESS UNCERTAINTIES**

No major changes in the risks and business uncertainties occurred during the review period. The biggest risks remain related to sub-suppliers capacity constraints. Sub-suppliers are running at capacity and global demand in key components such as castings, forgings and thruster gear-wheels exceeds supply. Wärtsilä's measures to secure availability of key components continue in close collaboration with the supply chain. The uncertainty within the financial markets, as well as the US housing market, has so far not had any impact on Wärtsilä.

#### MARKET OUTLOOK

Record long order books and high ship prices, in combination with fluctuating charter rates and uncertainties in the financial markets, impacted the shipping and ship building industry and led to a decrease in new vessel orders. This has been long anticipated and could, in fact, be seen as healthy for the industry because it has reduced market speculation. At this stage it is too early to predict what direction the market will take following these developments.

Wärtsilä Ship Power's ordering activity has continued at the same high level as at the end of last year. Even though key components, such as main engines and propulsion equipment, remain critical factors for the entire vessel supply, there is a time lag between vessel ordering and component ordering. For this reason Wärtsilä foresees an active Ship Power market for at least the second quarter of 2008. During the third quarter, it is expected that a slowdown will be seen within the merchant segment ordering as a consequence of a reduction in vessel orders.

In the Power Plant market the situation remains good. The main drivers for continued growth, such as economic growth and the need to increase efficiency and versatility in power generation, remain. Other drivers for the power plant market demand are environmental concerns and fuel availability issues. Flexible baseload, as well as industrial self-generation applications, are forecasted to remain active market segments throughout the Middle East, Africa and the Americas. Continued growth potential is seen in the grid stability services market in North America as well as in other developed countries. Wärtsilä's power plant solutions are ideally suited for today's markets, which require high efficiency and operational flexibility plus environmental sustainability. For Wärtsilä Power Plants, continued high ordering activity is expected in all segments for at least the next two quarters.

Activity in the Services business will continue strong and it will continue to constitute a considerable share of Wärtsilä's net sales.

The long order book and flexible manufacturing model, in combination with the solid growth in Services, gives Wärtsilä ample time to react to potential fluctuations in the market.

# **WÄRTSILÄ'S PROSPECTS FOR 2008 REITERATED**

Based on the strong order book, Wärtsilä's net sales are expected to grow by about 25% in 2008. Wärtsilä's profitability varies considerably from one guarter to another. The full-year operating margin will exceed 11%.

# WÄRTSILÄ INTERIM REPORT JANUARY - MARCH 2008

This interim financial report is prepared in accordance with IAS 34 (Interim Financial Reporting) using the same accounting policies and methods of computation as in the annual financial statements for 2007. All figures in the accounts have been rounded and consequently the sum of individual figures can deviate from the presented sum figure.

#### **Use of estimates**

The preparation of the financial statements in accordance with IFRS requires management to make estimates and assumptions that affect the valuation of the reported assets and liabilities and other information, such as contingent liabilities and the recognition of income and expenses in the income statement. Although the estimates are based on the management's best knowledge of current events and actions, actual results may differ from the estimates. Amended and new International Financial Reporting Standards (IFRS) as of 1 January 2008:

- IFRIC 11 IFRS 2 Group Treasury Share Transaction
- IFRIC 12 Service Concession Agreements
- IFRIC 13 Customer Loyalty Programmes
- IFRIC 14 IAS 19 The Limit on Defined Benefit Asset, Minimum Funding Requirements and their Interaction

The adoption of the new and revised standards and interpretations does not have any material effect on the interim financial report.

Wärtsilä Corporation 24 April 2008 Board of Directors

# **CONDENSED INCOME STATEMENT**

| MEUR   | 1-3/2008 | 1-3/2007 | 2007   |
|--|----------|----------|--------|
| Net sales  | 850      | 761      | 3 763  |
| Other income   | 5        | 4        | 21     |
| Expenses   | -754     | -683     | -3 328 |
| Depreciation and impairment  | -21      | -18      | -78    |
| Operating result   | 81       | 63       | 379    |
| Financial income and expenses  | -7       | -4       | -8     |
| Share of profit of associates  |          |          | 1      |
| Profit before taxes  | 74       | 60       | 372    |
| Income taxes   | -25      | -17      | -106   |
| Profit for the financial period  | 49       | 42       | 265    |
| Attributable to:   |          |          |        |
| Equity holders of the parent company                                     | 47       | 42       | 262    |
| Minority interest  | 2        |          | 3      |
| Total  | 49       | 42       | 265    |
| Earnings per share attributable to equity holders of the parent company: |          |          |        |
| Earnings per share, EUR  | 0.49     | 0.44     | 2.74   |
| Diluted earnings per share, EUR  | 0.49     | 0.44     | 2.73   |

# **CONDENSED BALANCE SHEET**

| MEUR  | 31 Mar. 2008 | 31 Mar. 2007 | 31 Dec. 2007 |
|---|--------------|--------------|--------------|
| Non-current assets  |              |              |              |
| Intangible assets   | 641          | 605          | 646          |
| Property, plant and equipment                             | 385          | 315          | 377          |
| Equity in associates                                      | 15           | 11           | 16           |
| Investments available for sale                            | 138          | 192          | 155          |
| Deferred tax receivables                                  | 68           | 82           | 70           |
| Other receivables   | 18           | 43           | 19           |
|   | 1 266        | 1 248        | 1 283        |
| Current assets  |              |              |              |
| Equity in associates                                      | 1            | 6            | 1            |
| Inventories   | 1 311        | 960          | 1 081        |
| Other receivables   | 1 117        | 962          | 1 088        |
| Cash and cash equivalents                                 | 432          | 148          | 296          |
|   | 2 861        | 2 076        | 2 466        |
| Assets  | 4 127        | 3 324        | 3 749        |
| Shareholders' equity                                      |              |              |              |
| Share capital   | 336          | 335          | 336          |
| Other shareholders' equity                                | 628          | 768          | 979          |
| Total equity attributable to equity holders of the parent | 964          | 1 103        | 1 315        |
| Minority interest   | 11           | 11           | 10           |
| Total shareholders' equity                                | 975          | 1 115        | 1 325        |
| Non-current liabilities                                   |              |              |              |
| Interest-bearing debt                                     | 241          | 257          | 245          |
| Deferred tax liabilities                                  | 80           | 77           | 81           |
| Other liabilities*  | 559          | 437          | 466          |
|   | 881          | 771          | 792          |
| Current liabilities                                       |              |              |              |
| Interest-bearing debt                                     | 123          | 107          | 38           |
| Other liabilities   | 2 148        | 1 332        | 1 594        |
|   | 2 271        | 1 439        | 1 632        |
| Total liabilities   | 3 152        | 2 210        | 2 424        |
| Shareholders' equity and liabilities                      | 4 127        | 3 324        | 3 749        |

<sup>\*</sup>In Q1/2007, the total amount of Advances received was presented in Current liabilities.

# **CONDENSED CASH FLOW STATEMENT**

| MEUR   | 1-3/2008 | 1-3/2007 | 2007 |
|--|----------|----------|------|
| Cash flow from operating activities:                                 |          |          |      |
| Profit before taxes  | 74       | 60       | 372  |
| Depreciation and impairment  | 21       | 18       | 78   |
| Financial income and expenses  | 7        | 4        | 8    |
| Selling profit and loss of fixed assets and other adjustments        | -4       | -1       | -7   |
| Share of profit of associates  |          |          | -1   |
| Changes in working capital   | 5        | 28       | 135  |
| Cash flow from operating activities before financial items and taxes | 103      | 108      | 585  |
| Net financial items and income taxes                                 | -27      | -29      | -154 |
| Cash flow from operating activities                                  | 75       | 79       | 431  |
| Cash flow from investing activities:                                 |          |          |      |
| Investments in shares and acquisitions                               | -5       | -12      | -65  |
| Net investments in tangible and intangible assets                    | -31      | -27      | -166 |
| Proceeds from sale of shares   | -01      | -21      | 7    |
| Cash flow from other investing activities                            | 1        |          | 9    |
| Cash flow from investing activities                                  | -35      | -38      | -214 |
| Oddit flow from investing detivities                                 | -55      | -30      | -214 |
| Cash flow from financing activities:                                 |          |          |      |
| Issuance of share capital  |          | 3        | 4    |
| New long-term loans  |          | 58       | 65   |
| Amortization and other changes in long-term loans                    | -9       | -16      | -33  |
| Changes in short term loans and other financing activities           | 108      | 50       | 36   |
| Dividends paid   |          | -167     | -168 |
| Cash flow from financing activities                                  | 100      | -72      | -95  |
| Change in limit funds increase (1) / decrease (1)                    | 440      | 24       | 400  |
| Change in liquid funds, increase (+) / decrease (-)                  | 140      | -31      | 122  |
| Cash and cash equivalents at beginning of period                     | 296      | 179      | 179  |
| Fair value adjustments, investments                                  |          |          | 1    |
| Exchange rate changes  | -4       | -1       | -6   |
| Cash and cash equivalents at end of period                           | 432      | 148      | 296  |

# STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

| MEUR  | Total equity    | attributable t | o equity holde | rs of the pare | nt       | Minority interest | Total<br>equity |
|---|-----------------|----------------|----------------|----------------|----------|-------------------|-----------------|
|   |                 |                |                | Fair           |          |                   |                 |
|   |                 | Share          |                | value          |          |                   |                 |
|   | Share           | issue          | Translation    | and other      | Retained |                   |                 |
|   | capital         | premium        | differences    | reserves       | earnings |                   |                 |
| Shareholders' equity on 31<br>December 2007                 | 336             | 61             | 3              | 127            | 788      | 10                | 1 325           |
| Translation differences                                     |                 |                | -4             |                |          | -1                | -5              |
| Available-for-sale investments                              |                 |                |                |                |          |                   |                 |
| gain / loss from fair valuation,                            |                 |                |                |                |          |                   |                 |
| net of taxes  |                 |                |                | -14            |          |                   | -14             |
| Cash flow hedges after taxes                                |                 |                |                | 27             |          |                   | 27              |
| Net income recognized directly                              |                 |                |                | 4.4            |          |                   |                 |
| in equity   |                 |                | -4             | 14             |          | -1                | 9               |
| Profit for the financial period  Total recognized income an |                 |                |                |                | 47       | 2                 | 49              |
| expense for the period                                      |                 |                | -4             | 14             | 47       | 1                 | 58              |
| Dividends   |                 |                |                |                | -408     |                   | -408            |
| Shareholders' equity on 31                                  |                 |                |                |                |          |                   |                 |
| March 2008  | 336             | 61             | -1             | 141            | 427      | 11                | 975             |
| Shareholders' equity on 31<br>December 2006                 | 334             | 58             | 3              | 128            | 693      | 13                | 1 230           |
| Other changes   |                 |                |                |                |          | -2                | -2              |
| Available-for-sale investments                              |                 |                |                |                |          |                   |                 |
| gain/loss from fair valuation,                              |                 |                |                |                |          |                   |                 |
| net of taxes  |                 |                |                | 7              |          |                   | 7               |
| Cash flow hedges after taxes                                |                 |                |                | 1              |          |                   | 1               |
| Net income recognized directly in equity                    |                 |                |                | 8              |          | -2                | 7               |
| Profit for the financial period                             |                 |                |                |                | 42       |                   | 42              |
| Total recognized income and exp                             | ense for the pe | riod           |                | 8              | 42       | -2                | 49              |
| Options exercised   | 1               | 3              |                |                |          |                   | 3               |
| Dividends paid  |                 |                |                |                | -167     |                   | -167            |
| Shareholders' equity on 31<br>March 2007                    | 335             | 61             | 3              | 136            | 568      | 11                | 1 115           |

# **GEOGRAPHICAL SEGMENTS**

| MEUR               | Europe | Asia | Americas | Other | Group |
|--------------------|--------|------|----------|-------|-------|
| Net sales 1-3/2008 | 318    | 301  | 159      | 71    | 850   |
| Net sales 1-3/2007 | 330    | 257  | 98       | 75    | 761   |

# **INTANGIBLE ASSETS AND PROPERTY, PLANT & EQUIPMENT**

| MEUR                                       | 1-3/2008 | 1-3/2007 | 2007 |
|--|----------|----------|------|
| Intangible assets                          |          |          |      |
| Book value at 1 January                    | 646      | 602      | 602  |
| Changes in exchange rates                  | -6       | -2       | -6   |
| Acquisitions                               | 2        | 3        | 47   |
| Additions                                  | 7        | 6        | 33   |
| Depreciation and impairment                | -8       | -7       | -30  |
| Disposals and intra-balance sheet transfer |          | 2        |      |
| Book value at end of period                | 641      | 605      | 646  |
| Property, plant and equipment              |          |          |      |
| Book value at 1 January                    | 377      | 315      | 315  |
| Changes in exchange rates                  | -1       |          | 3    |
| Acquisitions                               | 2        |          | 1    |
| Additions                                  | 26       | 24       | 133  |
| Companies sold                             |          | -10      | -17  |
| Depreciation and impairment                | -13      | -10      | -48  |
| Disposals and intra-balance sheet transfer | -6       | -4       | -9   |
| Book value at end of period                | 385      | 315      | 377  |

# **GROSS CAPITAL EXPENDITURE**

| MEUR  | 1-3/2008 | 1-3/2007 | 2007 |
|---|----------|----------|------|
| Investments in securities and acquisitions          | 5        | 12       | 65   |
| Intangible assets and property, plant and equipment | 33       | 30       | 166  |
| Group   | 38       | 42       | 231  |

During the review period investment in the enlargement of propulsion equipment manufacturing in the Netherlands and China amounted to EUR 2 million, and Wärtsilä had commitments related to the enlargements amounting to EUR 8 million at the end of the review period. In addition, Wärtsilä's part of the investments related to the investment programme in the Korean joint venture Wärtsilä Hyundai Engine Company Ltd. amounted to EUR 5 million and the part of the commitments related to the investment programme were EUR 7 million at the end of the review period.

# IMPACT OF ACQUISITIONS ON THE CONSOLIDATED BALANCE SHEET

During the review period Wärtsilä has acquired a Norwegian company Maritime Service AS, specializing in ship service, mechanical and reconditioning services.

| MEUR                              | 1-3/2008 |
|-----------------------------------|----------|
| Acquisition costs                 | 3        |
| Acquired assets to fair value     | 1_       |
| Goodwill                          | 2        |
|                                   |          |
| Specification of acquired assets: |          |
| Intangible assets                 | 1        |
| Property, plant and equipment     | 2        |
| Cash and cash equivalents         | 1        |
| Liabilities                       | -2       |
| Total                             | 1        |

# **INTEREST-BEARING LOAN CAPITAL**

| MEUR                   | 31 Mar. 2008 | 31 Mar. 2007 | 31 Dec. 2007 |  |
|------------------------|--------------|--------------|--------------|--|
| Long-term liabilities  | 241          | 257          | 245          |  |
| Current liabilities    | 123          | 107          | 38           |  |
| Loan receivables       | -12          | -37          | -14          |  |
| Cash and bank balances | -432         | -148         | -296         |  |
| Net                    | -79          | 179          | -27          |  |

# **FINANCIAL RATIOS**

|                                 | 1-3/2008 | 1-3/2007 | 2007  |
|---------------------------------|----------|----------|-------|
| Earnings per share, EUR         | 0.49     | 0.44     | 2.74  |
| Diluted earnings per share, EUR | 0.49     | 0.44     | 2.73  |
| Equity per share, EUR           | 9.78     | 11.53    | 13.70 |
| Solvency ratio, %               | 32.0     | 42.4     | 45.9  |
| Gearing                         | -0.07    | 0.19     | -0.01 |

# **PERSONNEL**

|                  | 1-3/2008 | 1-3/2007 | 2007   |
|------------------|----------|----------|--------|
| On average       | 16 813   | 14 583   | 15 337 |
| At end of period | 16 979   | 14 754   | 16 336 |

# **CONTINGENT LIABILITIES**

| MEUR   | 31 Mar. 2008 | 31 Mar. 2007 | 31 Dec. 2007 |
|--|--------------|--------------|--------------|
| Mortgages  | 13           | 15           | 13           |
| Chattel mortgages  | 8            | 21           | 8            |
| Total  | 21           | 37           | 22           |
|  |              |              |              |
| Guarantees and contingent liabilities on behalf of Group companies | 441          | 359          | 479          |
| Nominal amount of rents according to leasing contracts             | 71           | 42           | 69           |
| Total  | 512          | 401          | 548          |

# NOMINAL VALUES OF DERIVATIVE INSTRUMENTS

| MEUR                               | Total amount | of which closed |
|------------------------------------|--------------|-----------------|
| Interest rate swaps                | 140          |                 |
| Foreign exchange forward contracts | 1 456        | 278             |
| Currency options, purchased        | 151          | 20              |
| Currency options, written          | 20           | 20              |

# **CONDENSED INCOME STATEMENT, QUARTERLY**

| MEUR  | 1-3/2008             | 10-12/2007 | 7-9/2007 | 4-6/2007 | 1-3/2007 |
|---|----------------------|------------|----------|----------|----------|
| Net sales                                       | 850                  | 1 272      | 933      | 797      | 761      |
| Other income                                    | 5                    | 10         | 3        | 4        | 4        |
| Expenses  | -754                 | -1 114     | -821     | -710     | -683     |
| Depreciation and impairment                     | -21                  | -22        | -19      | -18      | -18      |
| Operating result                                | 81                   | 146        | 96       | 73       | 63       |
| Financial income and expenses                   | -7                   | -1         | -2       | -1       | -4       |
| Share of profit of associates                   |                      | 1          |          |          |          |
| Profit before taxes                             | 74                   | 145        | 95       | 72       | 60       |
| Income taxes                                    | -25                  | -43        | -26      | -20      | -17      |
| Profit for the financial period                 | 49                   | 103        | 68       | 52       | 42       |
| Attributable to:                                |                      |            |          |          |          |
| Equity holders of the parent company            | 47                   | 101        | 68       | 52       | 42       |
| Minority interest                               | 2                    | 2          | 1        | 1        |          |
| Total   | 49                   | 103        | 68       | 52       | 42       |
| Earnings per share attributable to equity holde | rs of the parent com | pany:      |          |          |          |
| Earnings per share, EUR                         | 0.49                 | 1.05       | 0.71     | 0.54     | 0.44     |
| Diluted earnings per share, EUR                 | 0.49                 | 1.05       | 0.70     | 0.54     | 0.44     |

# **CALCULATION OF FINANCIAL RATIOS**

### Earnings per share (EPS)

profit before taxes - income taxes - minority interests

Adjusted number of shares over the financial year

# Equity per share

Shareholders' equity

Adjusted number of shares at the end of the period

#### Solvency ratio

Shareholders' equity + minority interests

x 100

Balance sheet total - advances received

### Gearing

Interest-bearing liabilities - cash and bank balances

Shareholders' equity + minority interests

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