



Wärtsilä is a global leader in complete lifecycle power solutions for the marine and energy markets. By emphasising technological innovation and total efficiency, Wärtsilä maximises the environmental and economic performance of its customers' vessels and power plants. Wärtsilä is listed on the NASDAQ OMX Helsinki, Finland.

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Passion for optimizing
lifecycle value
for our customers
with modern
and sustainable
power solutions

HISTORY



1966
FIAT and IRI agree to transfer their diesel engine activities (Fiat, Ansaldo and CRDA) to a new Company called Grandi Motori Trieste (GMT)



1972
Headquarters and Manufacturing plant move from Turin to Trieste. GMT begins production and manufacturing of 2-stroke and 4-stroke engines



1982
GMT acquires the Sulzer license for 2-stroke and 4-stroke engines



1984
GMT becomes a division of Fincantieri

WÄRTSILÄ IN ITALY

Wärtsilä Italia is part of Wärtsilä Corporation, a Finnish company, leader in complete lifecycle power solutions for the global marine and energy markets. In 1997, Wärtsilä Corporation became a shareholder of Grandi Motori Trieste (GMT) and in 1999 GMT's ownership was transferred totally to the Wärtsilä Group. In the year 2000, the company was named Wärtsilä Italia SpA.

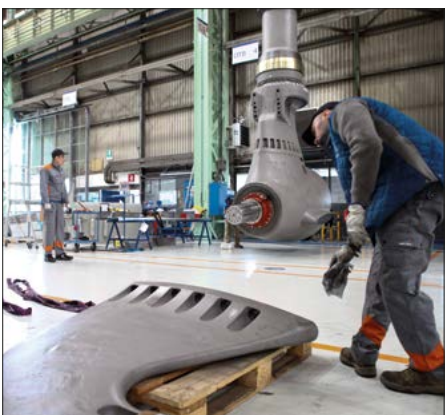
The Product Company Large Bore develops, sells, manufactures and provides service solutions for a wide range of medium speed engines with unit outputs from 1.9 MW to 23 MW. Wärtsilä has made investments in a modern manufacturing concept to deliver high quality solutions, raise efficiency and to increase capacity for engine assembly and testing in Trieste.

Today the **Delivery Centre Trieste (DCT)**, coming from a long tradition of engine production which started with 2-stroke engines as well as large

4-stroke (including the largest 4-stroke engine ever produced, W64) is currently a modern **multi-product factory**. Today, the product portfolio assembled in Trieste comprises the families of 4-stroke engine products (Wärtsilä 26, Wärtsilä 38, Wärtsilä 46 and 46F, Wärtsilä 50DF and Wärtsilä 50SG – in the 2014 has been introduced also the Wärtsilä 46 DF) as well as propulsion products. The assembly of propulsion products, started in 2010, includes Lips Modular Thrusters (LMT), Retractable Thrusters, Gear Boxes and Controllable Pitch Propeller (CPP).

Trieste's facilities, with an area of 550,000 square meters, of which 155,000 are covered, is one of the biggest sites of the Wärtsilä group.

The Italian operations of Wärtsilä currently employ around 1,300 people, located in Trieste, Milan and the services centres of the most important Italian ports.



OUR BUSINESS AREAS

Wärtsilä Italia is focused on both the marine market and the energy market providing power generation solutions for land based power plants.



MARINE SOLUTIONS

In the **Marine business**, Wärtsilä provides sales and customer support to all major ship owners and shipyards in Italy, and to customers in Malta, Monaco and the Balkan area. Other areas of expertise are: project management and solution engineering for Wärtsilä 4-stroke engines worldwide; sales and project engineering for the production of propulsion products in addition to product engineering for propulsion control systems. ⬇

MARINE SOLUTIONS' STRENGTHS

- An unmatched track record in providing gas fuelled vessels with our dual-fuel technology and gas systems
- The broadest portfolio of reliable and high performing products and solutions in the marine industry, supported by the industry's strongest global services network
- A unique synergy between ship design and engineering capabilities that allows us to maximise a vessel's efficiency throughout its lifecycle
- A strong presence in all major segments in the industry, allowing us to navigate ship building cycles

ENERGY SOLUTIONS

In the Energy segment, Wärtsilä offers multi-fuel solutions for the power generation market.

In Italy, Wärtsilä has delivered or has under construction power plants having a total output of 1,390 MW. Today, with approximately 600 MW, Wärtsilä has a market share of more than 95% of power generation from liquid bio-fuels in Italy and the largest bio-fuel plant in the world. Furthermore, in line with Italian National Energy Strategy, Wärtsilä promotes energy efficiency and flexibility with the **SMART POWER GENERATION** concept through cogeneration and district heating plants. ⬇

ENERGY SOLUTIONS' STRENGTHS

- Unique operational and fuel flexibility
- Energy efficiency and emissions compliance
- Competitive capital cost and Engineering, Procurement and Construction (EPC) capability
- Global service organisation

SERVICES

In the Marine and Energy markets, Wärtsilä Services supports its customer throughout the lifecycle of their installations by enhancing their business, optimizing efficiency and performance. We offer high quality and our expertise as a **Total Solution Provider**. We service engines, Wärtsilä and other trademarks, together with related systems. We supply components, maintenance and modernization solutions for propulsion systems. We provide long-term agreements and tailor made projects as well as Gas and Environmental Solutions in compliance with the latest legislation. Wärtsilä Services is present on the Italian territory with its locations in Trieste, Genoa, Naples and Taranto, in order to serve the customers whenever, wherever in the most environmentally sound way possible. ⬇

SERVICES' STRENGTHS

- Long-term relationships with customers and in-depth understanding of their needs
- A lifecycle offering
- The broadest services offering in the industry
- A global service network

ITALY ADDRESSES

Wärtsilä Services is present on the Italian territory with its locations in Trieste, Genoa, Naples and Taranto, in order to serve the customers whenever, wherever.



TRIESTE

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WÄRTSILÄ CORPORATION

Wärtsilä is a global leader in complete lifecycle power solutions for the marine and energy markets.

Wärtsilä operates globally in three business areas – Energy Solutions, Marine Solutions and Services – united by the same values and vision. Markets are 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. Every second ship is serviced by us.

Approximately 17,700 professionals,
132 nationalities in 70 countries, we
serve customer in over 200 locations

Net sales EUR 4.8 billion

Installed base 182,000 MW

Manufacturing centres
in Europe and in Asia



SUSTAINABILITY

Wärtsilä applies global guiding principles such as the Quality, Environmental, Health & Safety policy (QEHS policy) and the Code of Conduct, which together with the company's values ensure a harmonised way of working towards sustainable development. Wärtsilä strives to develop environmentally sound products and solutions across a wide

front, including technologies related to efficiency improvement, the reduction of gaseous and liquid emissions, waste reduction, noise abatement as well as effluent and ballast water treatment. The company conducts its business in a responsible way and expects high ethical standards also from its business partners.



VALUES

ENERGY

Capture opportunities
and make things happen.

EXCELLENCE

Do things better than anyone else
in our industry.

EXCITEMENT

Foster openness, respect and trust
to create excitement.

MISSION

We provide lifecycle power solutions to enhance the business of our customers, whilst creating better technologies that benefit both the customer and the environment.

VISION

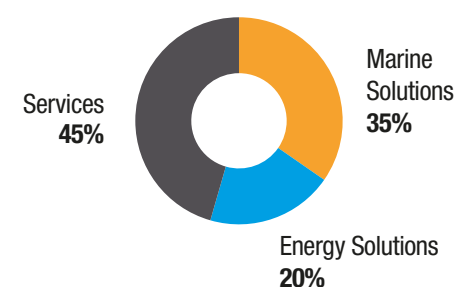
We will be the most valued business partner of all our customers.



Key Figures 2016

- **Order intake**
EUR 4,927 million
- **Net sales**
EUR 4,801 million
- **Comparable operating result**
EUR 583 million

Net sales by business



Today
we are
much
more
than an
engine
company