





GLOBAL LEADER

in sustainable solutions for the marine and energy markets

2018

Turnover

5 174 MEUR

Operations in

200 LOCATIONS

Operating result

543 MEUR

Our personnel

APPROX. 19 000

Order intake

6 307 MEUR

Nationalities

138

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TOWARDS A SMART MARINE ECOSYSTEM

We are leading the industry's transformation towards a Smart Marine Ecosystem, whereby **real-time communication** and the **digitalisation** of all aspects of shipping and port operations, including the entire logistics chain, are utilised to **create long-term value** for our customers and partners.

By applying smart technology and performance optimisation services, we deliver higher safety, greater efficiencies and minimised climate impact. This will result in more sustainable, safe, and profitable operations for ship owners and operators around the world.

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CUSTOMER BASE

• 182,000 MW

• > 800 installations covered by lifecycle solution agreements

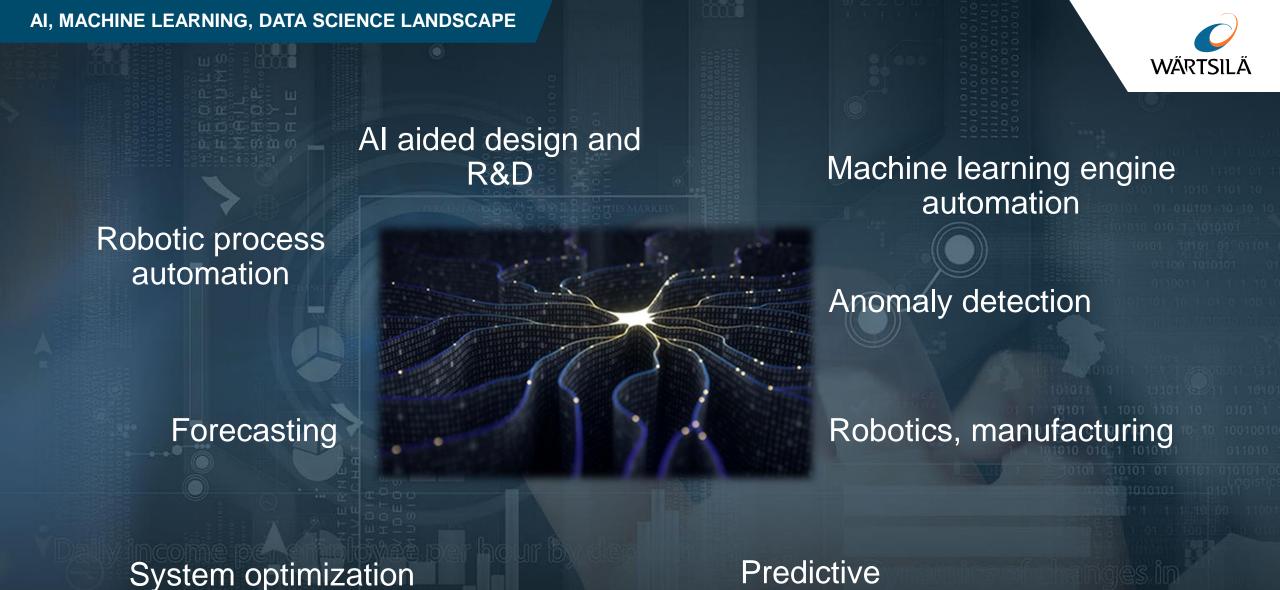
 2,600 customers manage their 22,500 installations through Online Services

REACH AND EXPERTISE

- 11,000 service professionals
- Certified and extensive OEM experience
- Comprehensive digital approach for optimising operations and enabling growth







maintenance

© Wärtsilä 30.3.2019 Smart technologies



Paradigm Shift
Paradigm shift in predictive maintenance enabled by new technologies

From	То
Engineering rules	Self-learning ML algorithms
Point solutions	Holistic solutions
Experts crunching data	Experts supporting customers
Periodic reports	Real-time collaboration
Reactive troubleshooting	Proactive support and optimisation

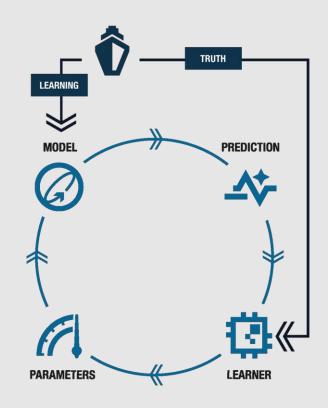
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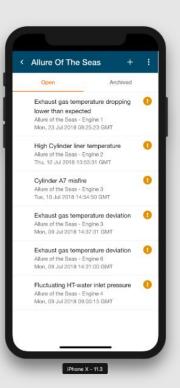


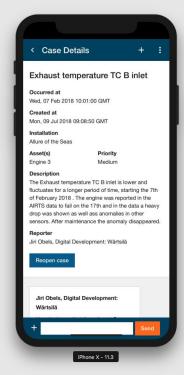
Leveraging Expertise

- Artificial Intelligence techniques are used to predict operational parameters at any given time.
- Equipment experts review the anomalies and provide a diagnosis and recommendation in a collaboration application.

 Application allows easy collaboration between experts and operators enabling better asset management decisions









Wärtsilä **Expert**



Customer **Onshore Experts**



Customer Chief **Engineers**

10

INTERNAL



Simple working principle

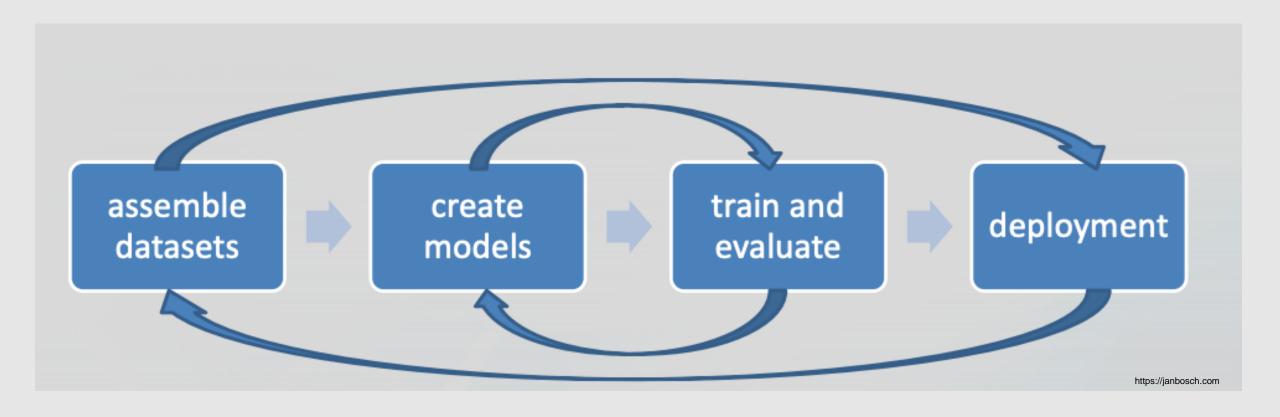


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From working principle to deployment

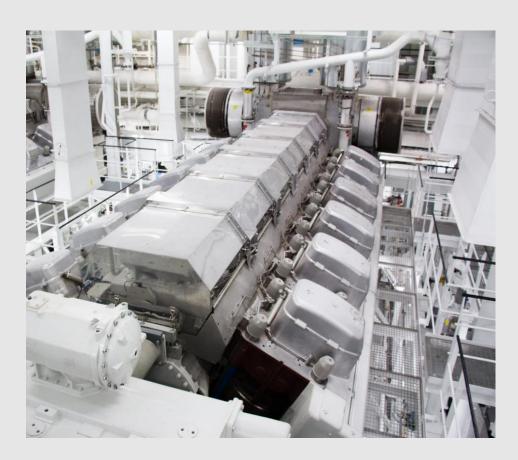


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Results Proof-Of-Principle

On two cruise vessels with in total 10 W46 engines



30 Cases with live data in 8 weeks

Cases

Potential failures detected

10

Cases

Excess fuel consumption detected

15

Cases

Other

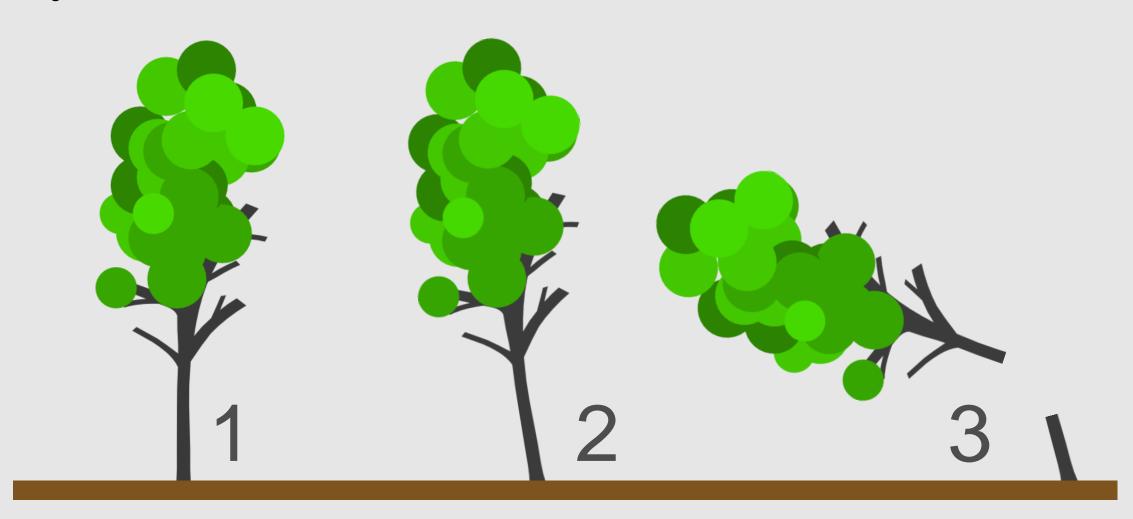
W46 on a cruise vessel

Results proof-of-principle

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Falling tree paradox Degradation of asset until break-down



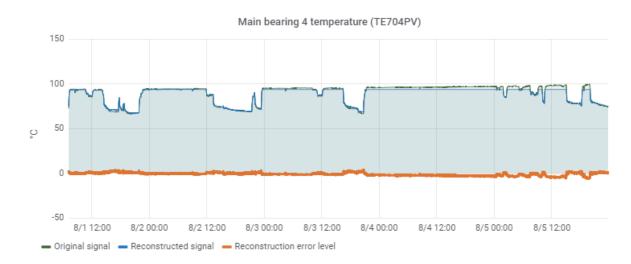
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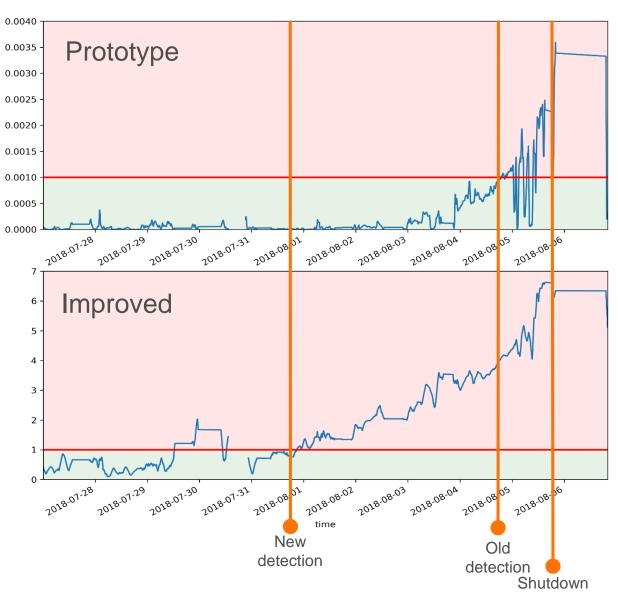


Example 1

- Cause: Fuel in lubrication oil
- Effect: Unplanned-downtime
- Early warning: From 0 day to 5 days



Trend of actual and predicted signal

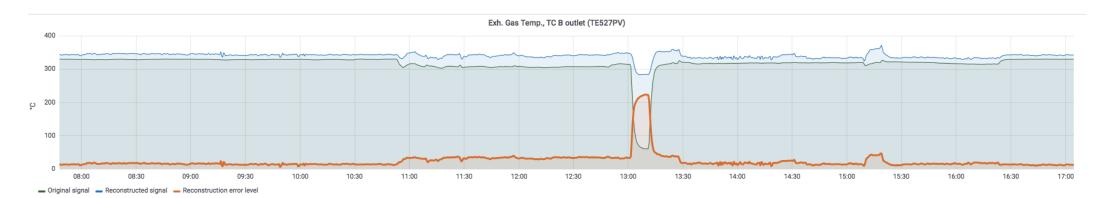


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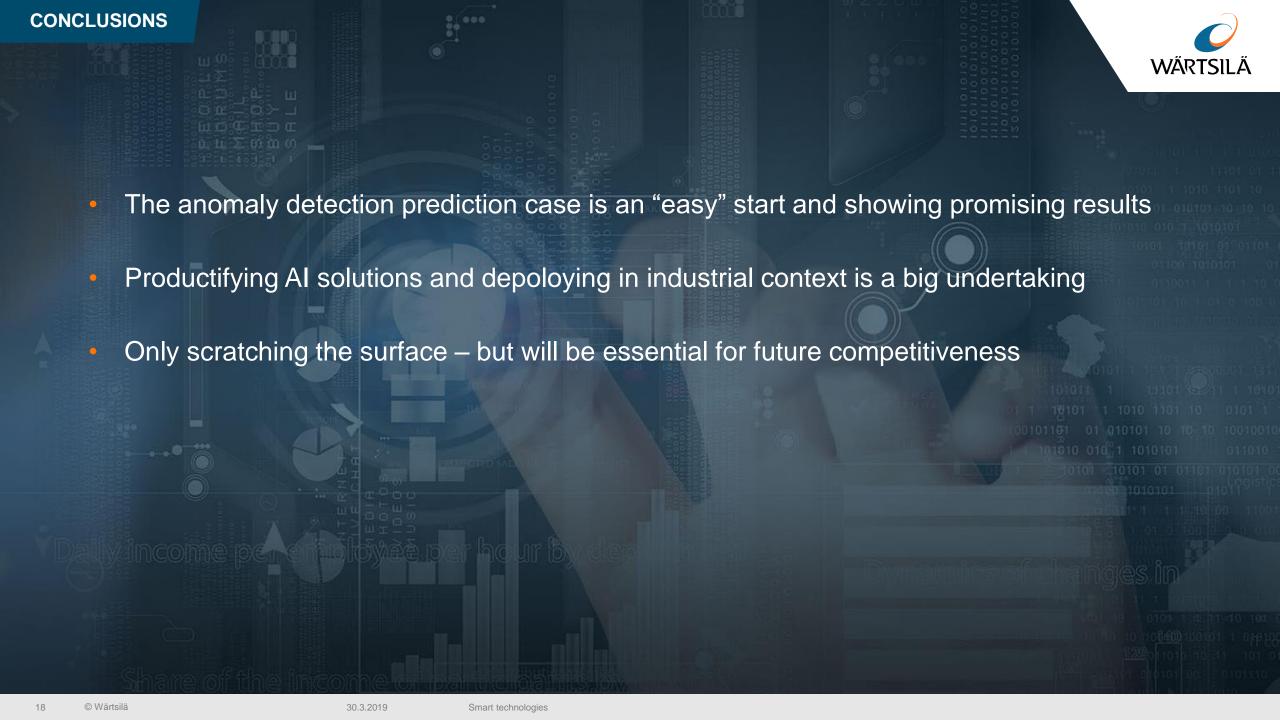
Example 2

- Detected abnormal turbocharger washing, diagnosed malfunctioning valve
- Actions taken by vessel crew:
 - Inspected washing valve and valve was fixed
- Potential consequences if not found:
 - Turbocharger will get stuck due to carbon deposits and need to be opened up and cleaned which is more effort and downtime of the engine compared to washing the turbo chargers



Trend of actual and predicted signal

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JOIN US SHAPING THE FUTURE





INTENS Kick-off

