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Our offering covers all market segments



THROUGH OFFERING:

- **Lifecycle solutions** for ship owners and operators
- Integrated solutions for the shipbuilding industry, owners and operators
- The best customer value and customer experience in the marine industry

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ENGINE POWER PLANTS

Ultra-flexible internal combustion engine based power plants



ENERGY STORAGE AND INTEGRATION

Utility-scale energy storage solutions and advanced software



RENEWABLES

Utility-scale solar power plants, solar-engine, storage+ hybrid solutions



LNG INFRASTRUCTURE

Small and medium scale liquefaction plants, terminals and distribution

WÄRTSILÄ

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





Asset Management

- Asset Management
- Preventive Maintenance
- Predictive Maintenance
- CM and CBM



A new Wärtsilä Engine



Paradigm Shift

Paradigm shift in predictive maintenance enabled by new technologies

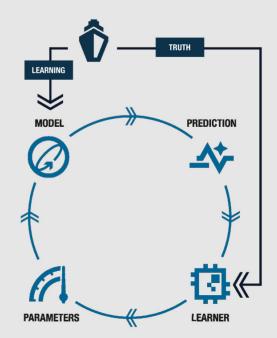
From	То
engineering rules	self-learning ML algorithms
point solutions	holistic solutions
experts crunching data	experts supporting customers
periodic reports	real-time collaboration
reactive troubleshooting	proactive support and optimisation

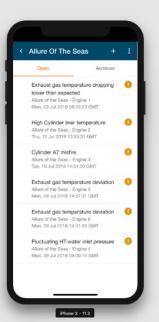


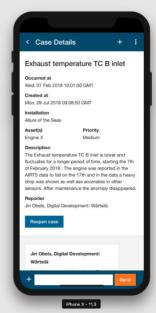
Leveraging Expertise

 Artificial Intelligence techniques are used to predict operational parameters at any given time.

 Deviations between actual and predicted values are used to generate anomalies.









Wärtsilä Expert



Customer Onshore Experts



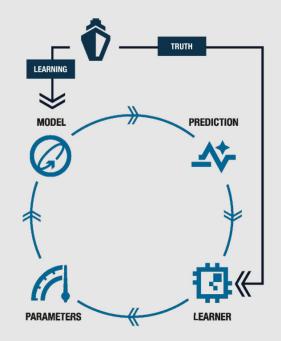
Customer Chief Engineers

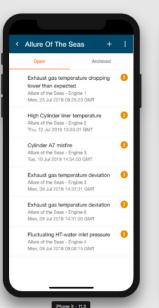


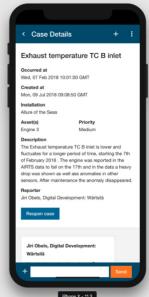
Leveraging Expertise

 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



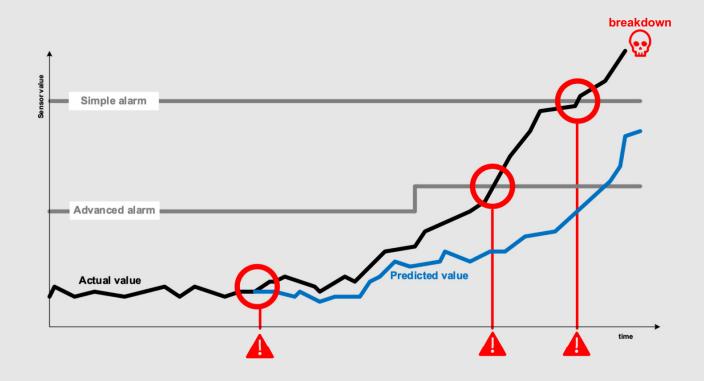
Customer Onshore Experts



Customer Chief Engineers



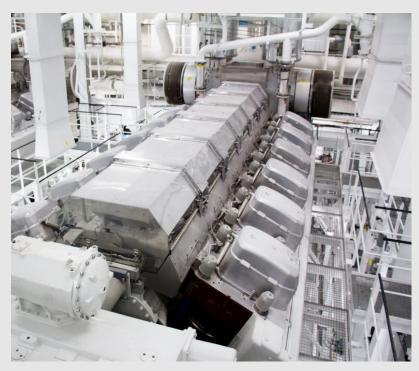
Early Detection



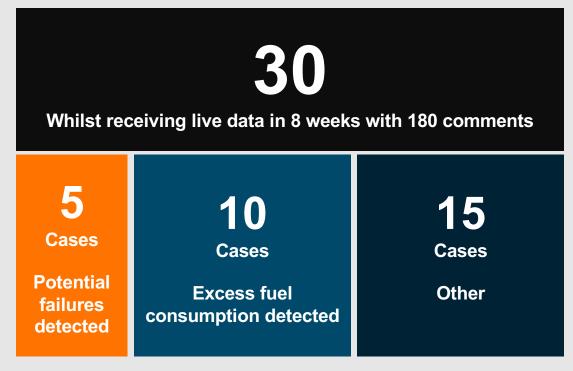


Results Proof-Of-Principle

On two cruise vessels with in total 10 W46 engines



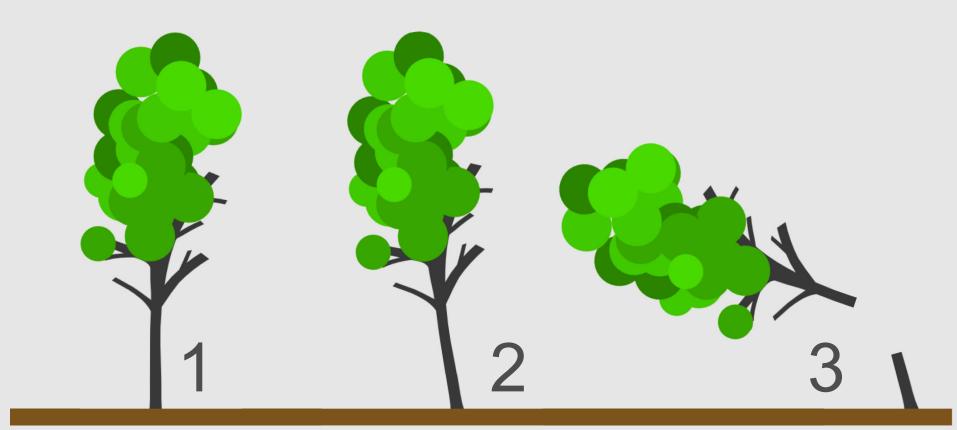
W46 on a cruise vessel



Results proof-of-principle



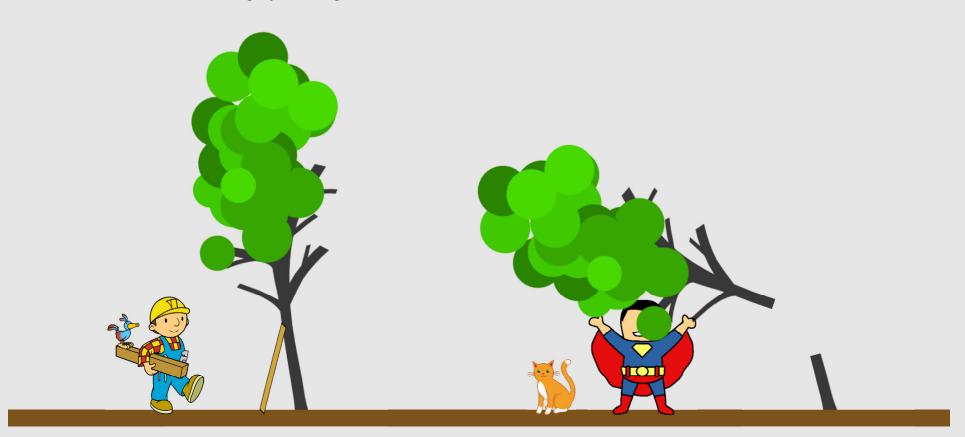
Falling tree paradox Degradation of asset until break-down





Falling tree paradox

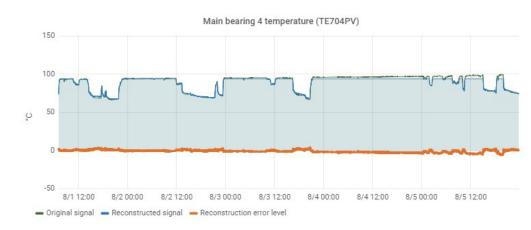
The best condition monitoring systems get the least attention



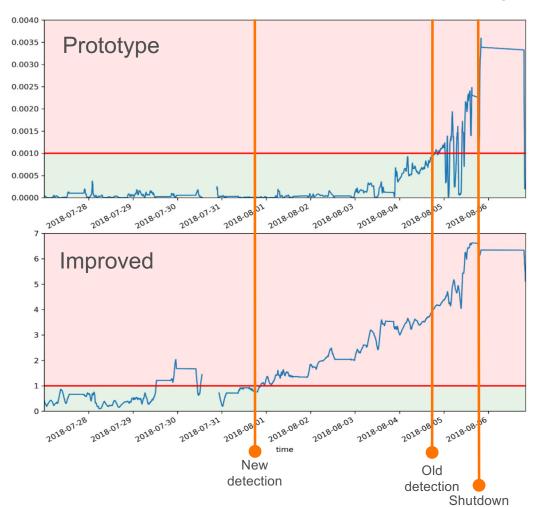


Example 1 of 3

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



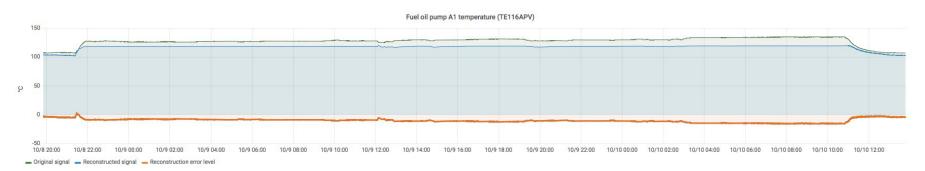
Trend of actual and predicted signal





Example 2 of 3

- Detected unexpected temperature increases of the fuel pump
- Actions taken by vessel crew:
 - Pump is checked and the delivery valve spring was found broken and the steam valve was stuck
- Potential consequences if not found:
 - Engine can't run on high load (>85%); when this higher loads are tried the engine probably will shutdown
 - Consequential damage: parts of the valve spring could end up in the injectors which will cause an immediate engine shutdown

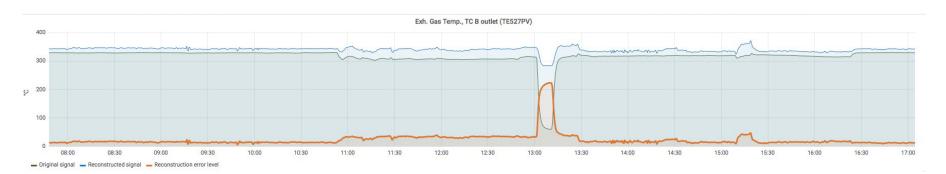


Trend of actual and predicted signal



Example 3 of 3

- 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



Future outlook

- Integrate to maintenance strategies
- Adding additional equipment types
- Adding additional layers of intelligence