



**Jaakko-Veikko Eskola**  
**Group Vice-President**  
**Wärtsilä Corporation**

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April 02, 2009

## Personal

### Jaakko-Veikko Eskola

<b>Date of Birth/(Age)</b>	15/06/58 (50 years old)
<b>Nationality</b>	Finnish
<b>Marital Status/Children</b>	Married, 4 children (aged 23, 20, 5 and 2,5)
<b>Address</b>	<b>Wärtsilä Corporation</b> <b>Ship Power</b> 18 <sup>th</sup> Floor, World Plaza 855 Pu Dong Nan Lu, Shanghai 200120 P.R. China
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## Education & Qualifications

1977	Helsingin Normaalilyseo <b>Graduated</b>
1983	Helsinki University of Technology <b>Master of Science (Eng), Metallurgy</b>
Languages	<b>Finnish - mother tongue, English - fluent, Swedish - intermediate, German - basic knowledge</b>

## Positions of Trust

2008 – to date	<b>President of EMEC (European Marine Equipment Council)</b>
2006 – to date	Member of the Supervisory Board of Finpro, the Finnish Export Association
1998 – to date	Power Partners Oy (joint venture captive power plants leasing company with Nordea Bank) - Managing Director and Member of the Board
2004 – 2005	Chairman of WADE (World Alliance for Decentralized Energy)

## Career Summary

04/06 – to date	<p>Wärtsilä Corporation Oyj</p> <p>Group Vice President, Head of Ship Power</p> <p>Member of the Board of Management</p> <p>Turnover ~ € 1.0 Billion, Ebit over 5 %</p> <p>Division with more than 2.300 people</p>
04/05 – to date	<p>Wärtsilä Corporation Oyj</p> <p>Vice President, Sales and Marketing, Power Plants</p> <p>Head of Global Sales of Wärtsilä Power Plants</p> <p>Turnover ~ € 800 million, Ebit ~ 6%</p> <p>Total sales force around 150 people</p> <ul style="list-style-type: none"><li>• Market share in Heavy Fuel Oil power plants over 70% and in Gas Power Plants around 15%</li><li>• Heavy competition coming from much bigger companies, such as Caterpillar, USA and MAN, Germany</li></ul> <p>Task information:</p>

- Manage and lead the sales
- Member of the Power Plants Division Board
- Reporting to Group Vice President
- 18 Direct (Regional Directors) and 150 indirect (Business Development Managers and Sales support people) subordinates
- Based in Helsinki

Key achievements:

- Order intake margin has grown by several percentages

02/98 - 04/05

Wärtsilä Development & Financial Services Oy  
President

Company information:

- 100% owned subsidiary of Wärtsilä Corporation
- Power plant development and financial services
- Turnover ~ € 20 million, total assets ~ € 50 million
- 16 people
- Small player in a niche market

Task information:

- Manage and lead this sales support function
- Member of the Power Plants Division Board
- Reporting to both CFO and GVP
- 5 Direct area heads and 16 indirect development and financial services managers
- Based in Helsinki

Key achievements:

- Re-organisation of this function
- Final profitability

02/97 – 01/98

PCA Corporate Finance Oy

Executive Director, Partner

Company information:

- Small investment bank

Task information:

- Project Financing
- Reporting to MD
- Business based in Finland and Baltic Countries
- Based in Helsinki

Key achievements:

- Study of Public-Private Partnership financing of Helsinki-Lahti railways

05/95 – 01/97

Merita Bank Oy

Vice President

Task information:

- Head of Global Project Financing
- Reporting to Head of Division
- 5 direct (Managers) subordinates
- Based in Helsinki

Key achievements:

- Set-up of the Project Financing Department of Merita Bank

01/92 – 05/95

Kansallis-Osake-Pankki (KOP), London Branch

Assistant General Manager

Task information:

- Head of Finland Marketing and Project Financing
- Reporting to GM
- KOP's global project financing was done through London
- Based in London

Key achievements:

- Set-up of the Global Business of KOP

12/88 – 12/91

Kansallis-Osake-Pankki, Luxembourg Branch

Vice President

Task information:

- Head of International Department & Deputy Head of Corporate Banking
- Reporting to MD
- KOP's business in Europe was done through Luxembourg
- Based in Luxembourg

Key achievements:

- Cleaning of most of the bad-debt portfolio of the bank

05/86 – 11/88

Kansallis-Osake-Pankki, Helsinki

Assistant Vice President, International Risk Management & Project Financing

Task information:

- Assisting the Risk Management function
- Based in Helsinki

05/84 – 14/86

Industrialisation Fund of Finland

Corporate Analyst & Marketing officer

Task information:

- Corporate Analyst
- Based in Helsinki

## International Experience

1988 – 1991

Luxembourg, Luxembourg

1992 – 1995

UK, London

2008 – to date

People's Republic of China, Shanghai