

An aerial night view of a city, likely Tokyo, with a network of white lines and dots overlaid on the image, suggesting a global or digital network. The city lights are visible in the background, and the network lines are more prominent in the foreground and middle ground.

Growing in the new markets

Jarkko Sairanen, EVP
Weather and Environment

Investor event, November 10, 2022

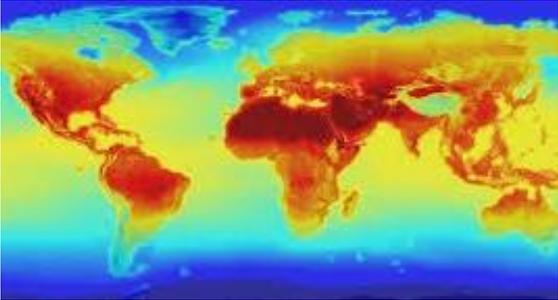
VAISALA

An aerial night view of a city with several tall skyscrapers and a beach area. Multiple bright lightning bolts are striking down from a dark, stormy sky over the ocean and city. The city lights are visible, and the overall scene is dramatic and high-contrast.

WEATHER AND ENVIRONMENT

We enable businesses and societies to understand, mitigate, and adapt to climate change and extreme weather

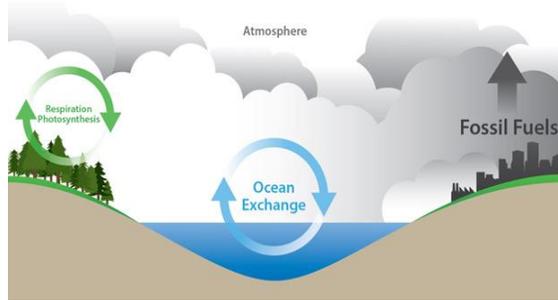
Megatrends driving our business



13 CLIMATE ACTION
 **Climate change**



7 AFFORDABLE AND CLEAN ENERGY
 **Sustainable energy**



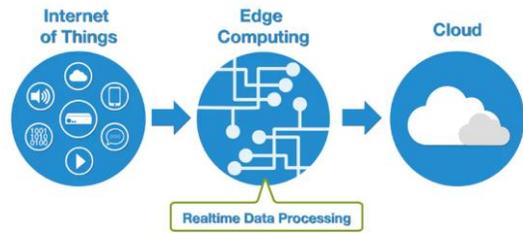
13 CLIMATE ACTION
 **Low carbon economy**



11 SUSTAINABLE CITIES AND COMMUNITIES
 **Green and smart cities**



11 SUSTAINABLE CITIES AND COMMUNITIES
 **Future of mobility**



Everything as a connected sensor



AI & cloud ecosystems



Service experience economy

Managing actively three business paradigms



Flagships

- Global leader in our traditional core business
- Relatively stable markets
- Strong position with solid profitability



Growth businesses

- Adjacent markets with attractive growth drivers
- Markets with paradigm shifts
- Appetite to accelerate through M&A



Emerging opportunities

- New scalable XaaS business from Observations, Data, Software and Solutions as a Service
- Innovative sensing technologies and IoT solutions

Building new core market segments



Flagships

Meteorology

Aviation



Growth businesses

Renewables
(wind & solar)

Roads



Urban weather & environment



Emerging opportunities

Automotive

Developers

Weather dependent industries



Our businesses and their drivers



Flagships



Key targets

- Maintain global leadership
- Large system capability
- Focus on profitability



Growth businesses



Key targets

- Segment driven business build
- #1 position in chosen segments
- Double digit growth



Emerging opportunities

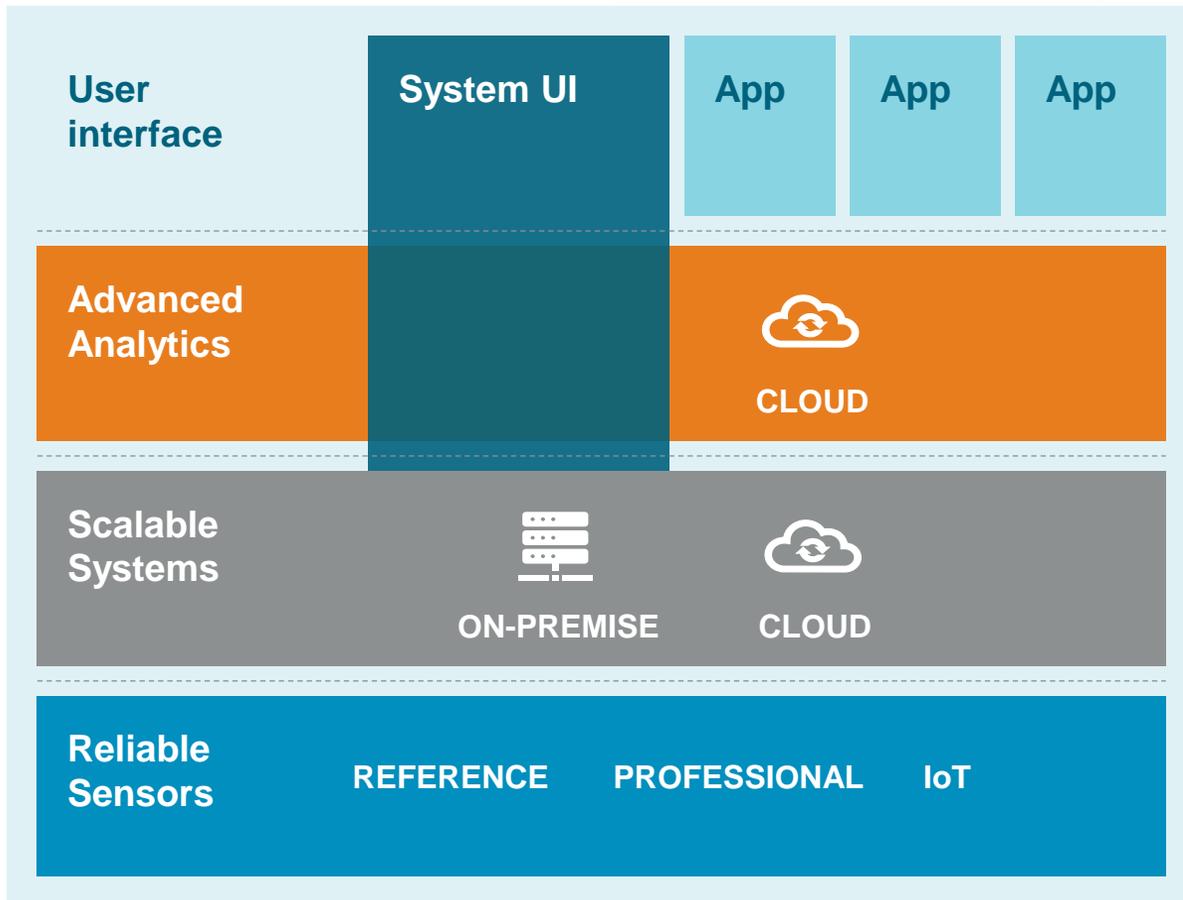


Key targets

- Global DaaS/SaaS product business
- Scalable end-to-end platform
- Strong recurring revenue growth

VAISALA
Xweather

A unique “full stack” play



Vision for the growth

Today



Flagships Growth segments and DaaS/SaaS

Future



Flagships Growth segments and DaaS/SaaS

Investments focused to support the vision for the growth

Growing in the new markets



Growing in the new markets



Secure flagship markets for long-term leadership and profitability



Expand in growth and emerging markets and be #1 in selected segments



Grow recurring revenue

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Xweather



Ensure product leadership and master technology platforms

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