

A person wearing a bright yellow puffer jacket and a purple knit beanie is seen from behind, looking towards a clear blue sky. In the background, several high-voltage power line towers are visible, suggesting a focus on energy or infrastructure. The overall scene is bright and clear.

Driving sustainable growth and global market leadership

Kai Öistämö, President and CEO

Investor event, November 10, 2022

VAISALA

Excellent performance in Q3

- Orders received and net sales grew strongly in both business areas
- Order book at record of EUR 188 million
- Operating result increased Y/Y

Orders received

137.2 (109.9) MEUR

+25%

Net sales

133.3 (111.5) MEUR

+20%



Both business areas performed strongly in Q3

Industrial Measurements

- Orders increased in all market segments
- Net sales grew by 22%
 - Growth 14% with constant currencies
- Gross margin decreased to 60.9 (64.4) %
 - Additional material costs related to component spot purchases had a 6.3 pp. negative impact
- Operating result at previous year's level, 25.3 (30.2) % of net sales
- Operating expenses increased as planned

Weather and Environment

- Orders received increased in meteorology and renewable energy market segments
- Net sales grew by 18%
 - Growth 11% with constant currencies
- Gross margin 49.9 (52.9) %
 - Additional material costs related to component spot purchases had a 2.5 pp. negative impact
- Operating result increased compared to previous year, 9.9 (8.2) % of net sales
- Operating expenses increased as planned



Market development

Growth

- High-end industrial instruments
- Life science
- Power industry
- Liquid measurements
- Renewable energy

Recovery

- Aviation

Stable

- Meteorology
- Ground transportation

Business outlook for 2022 increased on October 14

Net sales

Vaisala estimates that its full-year 2022 net sales will be in the range of EUR 500–520 million

Operating result (EBIT)

Vaisala estimates that its full-year 2022 operating result (EBIT) will be in the range of EUR 62–72 million



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Questions on Q3 performance



OBSERVATIONS FOR A BETTER WORLD

Vaisala is extremely well-positioned at the core of key megatrends, enabling businesses and societies to understand, mitigate, and adapt to climate change.

Four drivers for successful strategy implementation



Managing three types of businesses



Flagships

- Global leader in most of our traditional markets
- Strong position with solid profitability



Growth businesses

- Adjacent markets with attractive growth drivers
- Investments in both organic innovations and acquisitions over longer time



Emerging opportunities

- New scalable Solution as a Service and Data as a Service solutions
- Innovative sensing technologies

Long-term financial targets



Growth



Average annual growth



7%



Profitability



Operating result margin (EBIT)



15%

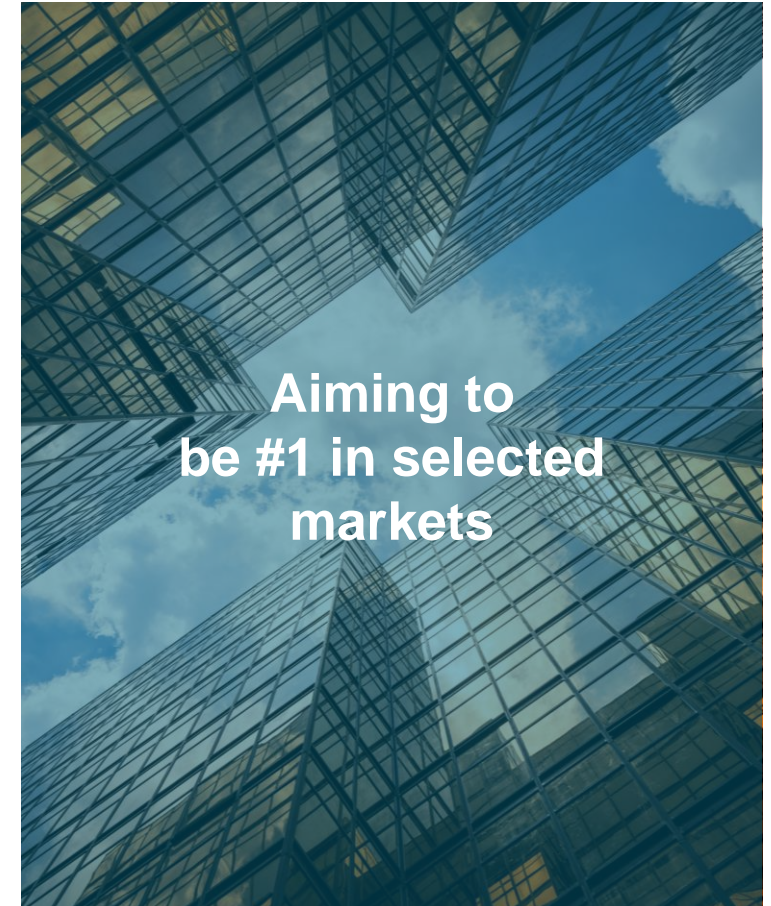
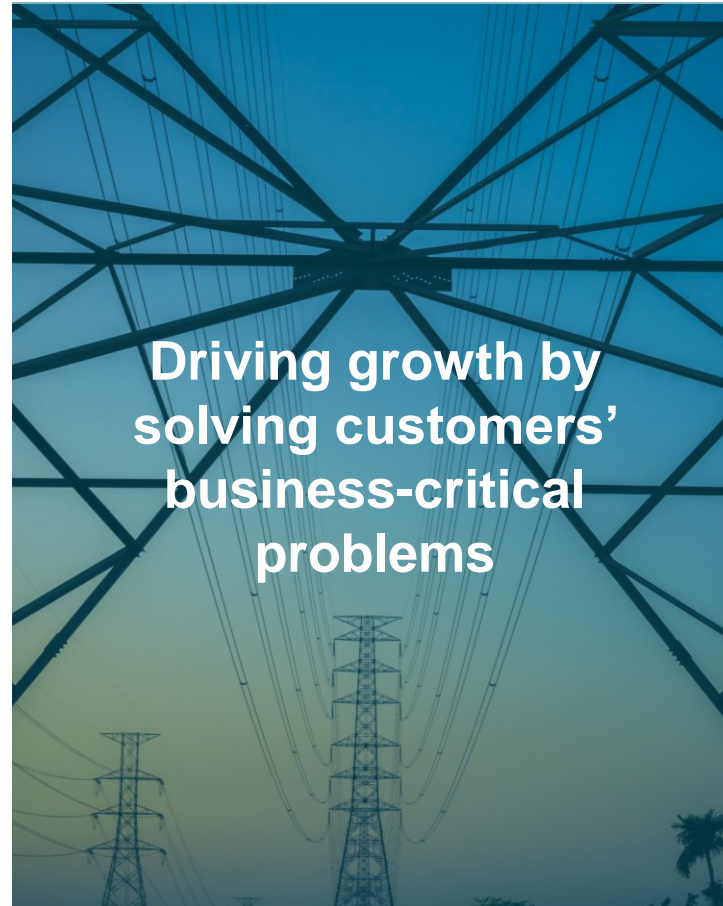


Dividend



Stable dividend which will increase in line with net profit development

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