

VAISALA Xweather

Driving recurring revenue through data and solution as a service

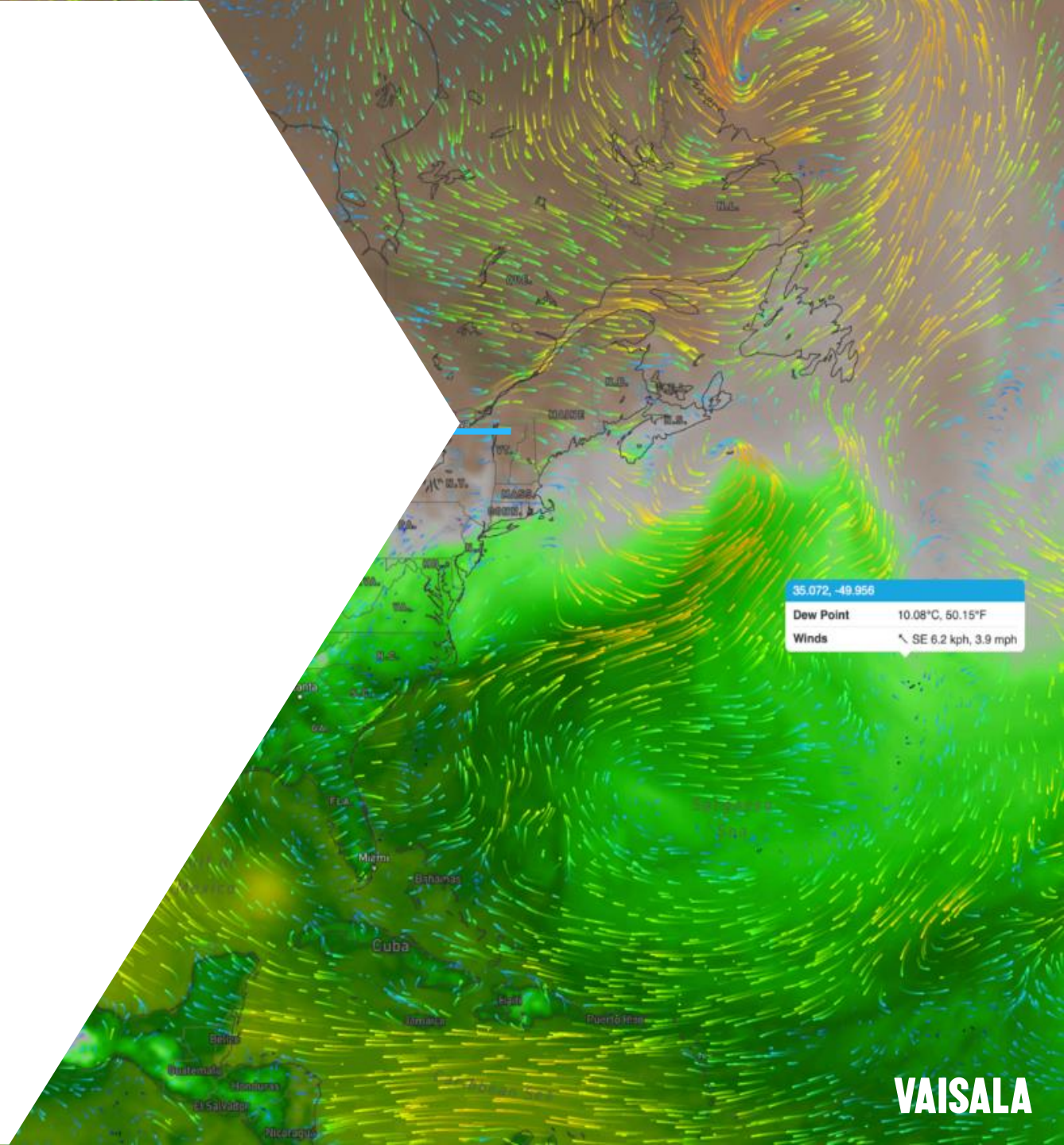
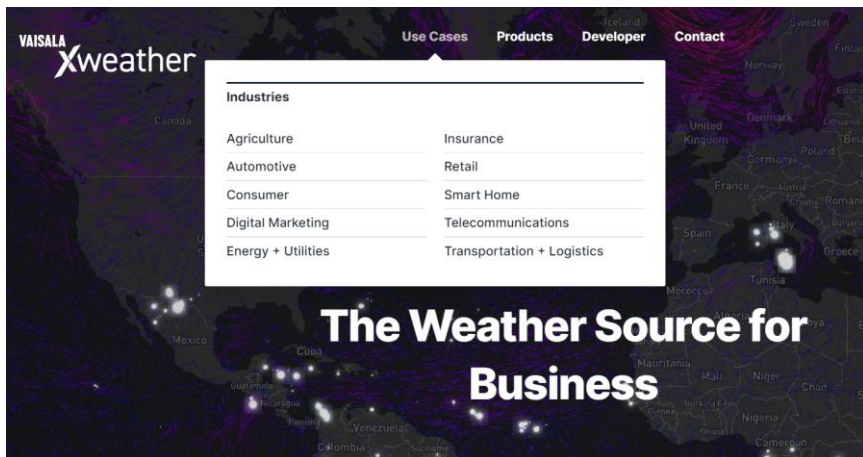
**Samuli Hänninen, Head of Vaisala Xweather
Weather and Environment**

Investor event, November 10, 2022

VAISALA

VAISALA Xweather

- Subscription only
- DaaS and SaaS
- B2B and Developer




Video

A woman in a light-colored sweater and dark pants stands in a dark, rocky landscape at dusk. To her right is the rear of a dark-colored car with its taillights illuminated. The background shows a dark sky and a horizon line.

**VAISALA XWEATHER IS A LEADING ENVIRONMENT FORECAST
AND OBSERVATION SERVICE USING INTELLIGENT SENSORS.**

Our unique position

- with combined hardware and software knowhow
- building the next generation of services where hardware-based observation enhance forecasts.

An aerial photograph of a city at dusk or dawn, showing a dense grid of buildings. The sky transitions from a dark blue on the left to a lighter, hazy orange and blue on the right. The text is centered in the middle of the image.

**BUSINESSES AND DEVELOPERS WHOSE PRODUCTS,
OPERATIONS, OR CUSTOMERS DEPEND ON HIGH QUALITY
WEATHER AND ENVIRONMENTAL INFORMATION**

Xweather business today

35%

SaaS – Software as a Service

65%

DaaS – Data as a Service

~ 60%
North America

~ 30%
Europe

< 5%
Rest of the world

Xweather business today

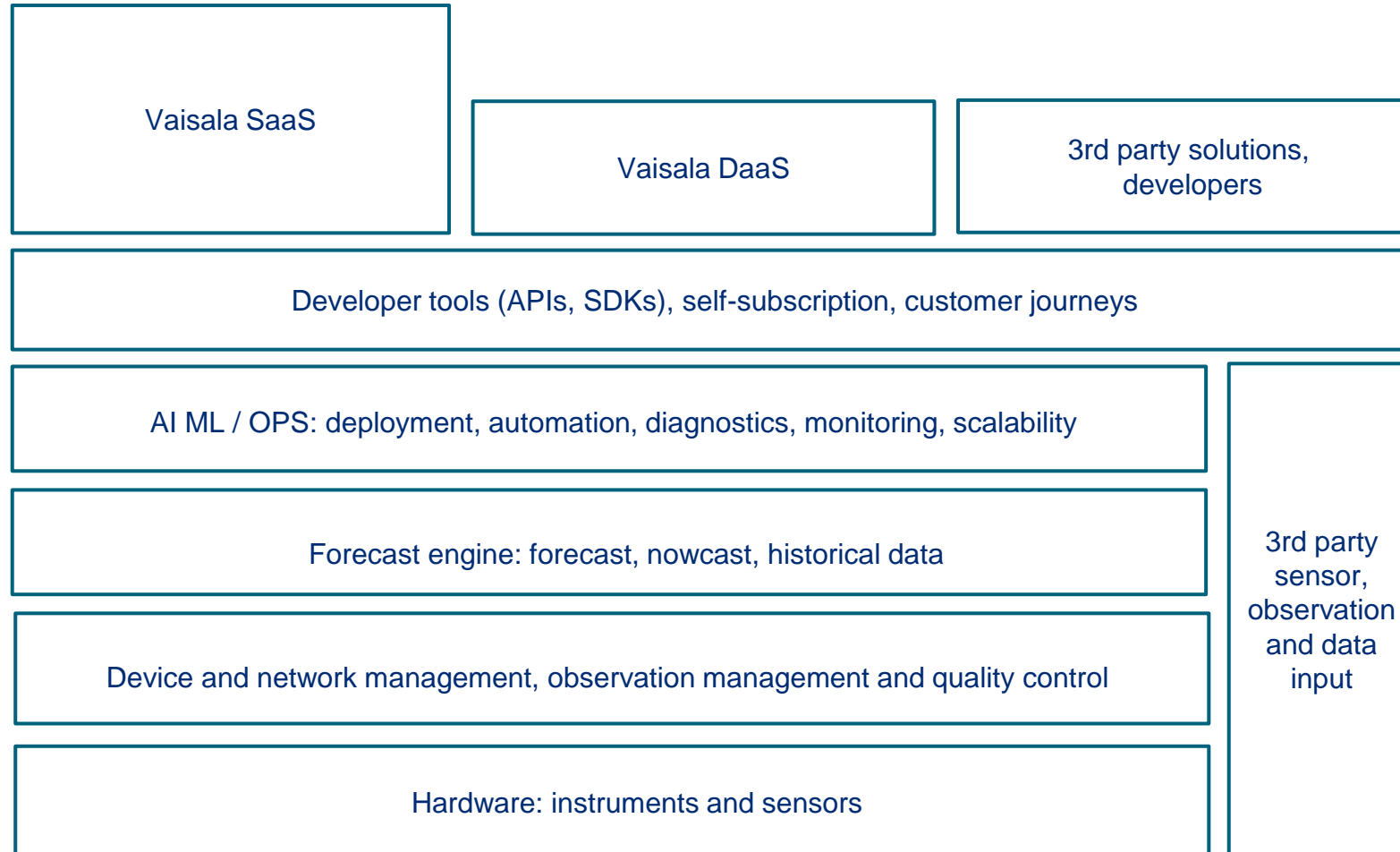
Double digit growth during
2022

+98% Net Revenue
Retention (NRR)

+95% of revenue is recurring

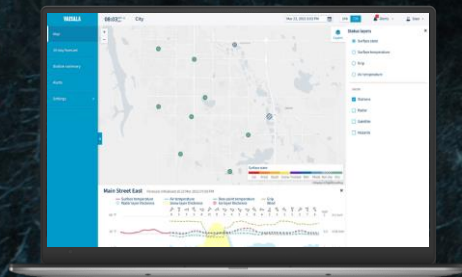
>1,500 paying customers

Technology stack



Solution as a Service

SW + HW bundled, first tier of offering SW only.
The more you use it, the better it gets.



Wx Horizon



TempCast



GroundCast

WX Horizon



TempCast

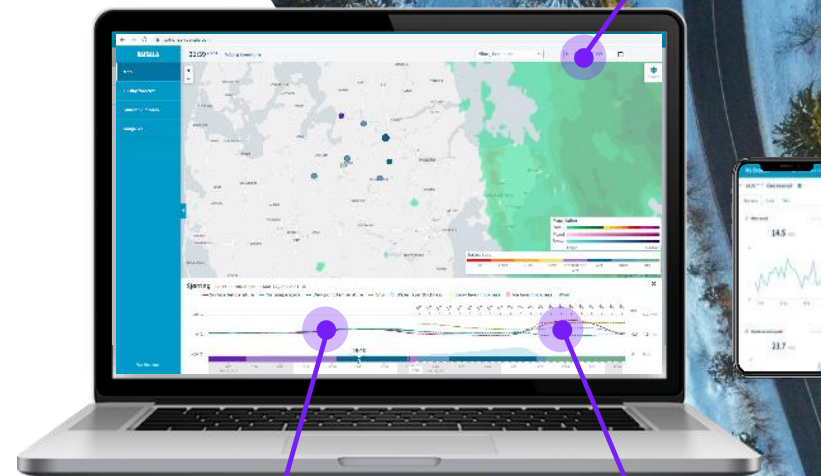


GroundCast

Your business.
Your forecast.
Always improving.

GroundCast sensor

TempCast sensor



Demo

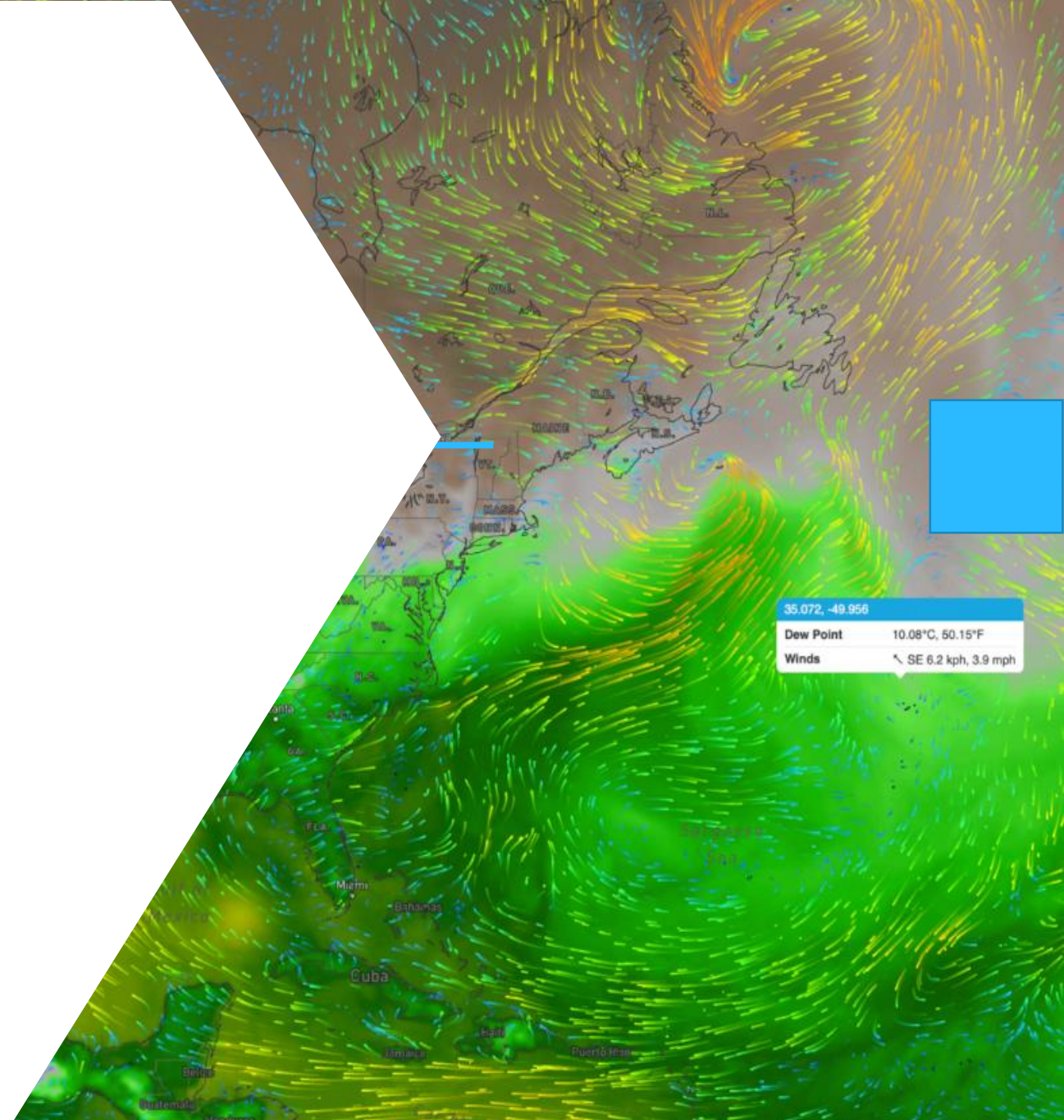
Data as a Service

Self service data for developers and SME's
Enterprise offering for larger accounts

47.680, -117.402	
Humidity	63%
Winds	SE 6.6 kph, 4.1 mph
Lightning	No strikes

Forecast

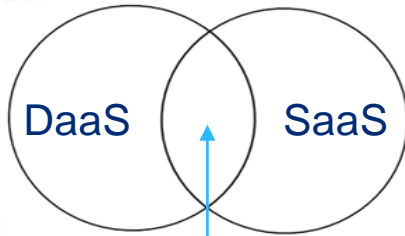
- Global Weather Forecasting based on Vaisala MOS and our unique data ingestion engine
- Delivered through APIs:
 - AerisWeather Weather API
 - AerisWeather Maps API
 - MapsGL



Demo

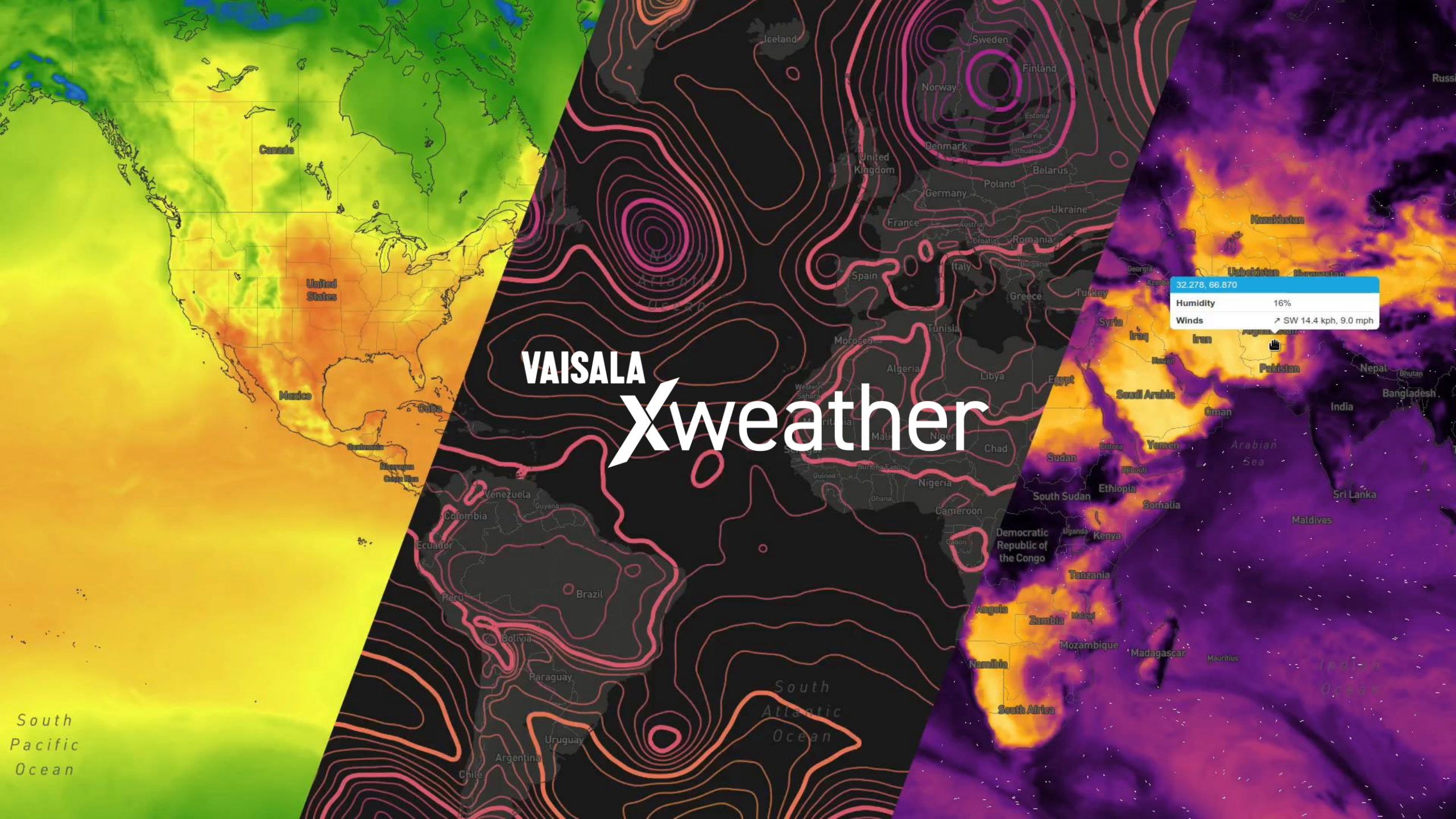
Driving recurring revenue through data and solution as a service

- ARR and NRR
- Technology: same building blocks for DaaS and SaaS



Common data and forecasting assets

- A scalable platform to serve several industries
- Customer journey: from free trial (DaaS) to full solution (SaaS)



VAISALA Xweather

32.278, 66.870	
Humidity	16%
Winds	↗ SW 14.4 kph, 9.0 mph

South
Pacific
Ocean

South
Atlantic
Ocean

Indian
Ocean

VAISALA