Excellent start for the year

Interim Report January–March 2022
Kai Öistämö, President and CEO
Excellent start for the year

- Net sales growth strong in both business areas
- Operating result more than doubled
- Order book EUR 169 million
- Sales to Russia and Belarus suspended, no material impact

**Orders received**

125.0 \( (106.1) \) MEUR

+18%

**Net sales**

118.8 \( (92.0) \) MEUR

+29%
Highlights of Q1/2022: strengthening market position and leading in sustainability

New partnership with Volkswagen AG

Vaisala now provides Volkswagen Group with global infotainment weather service.

Expanding product portfolio for data centers

The new immersion type temperature transmitter completes Vaisala’s product portfolio for data centers.

Increasing climate action

Setting a science-based target to reduce emissions.

European Climate Leader

Vaisala ranks in top 5 of Financial Times’ Climate Leaders 2022 list.
Q1/2022 orders received increased by 18% Y/Y

- Increase in orders received was very strong in both business areas
- Orders increased strongly in renewable energy, aviation, industrial instruments and life science market segments
Q1/2022 order book increased by 8% Y/Y

- Increase in industrial instruments and life science market segments in Industrial Measurements
- Increase in aviation and renewable energy market segments in Weather and Environment
Q1/2022 net sales grew by 29% Y/Y

- Very strong growth in both business areas
- Net sales grew strongly in renewable energy, meteorology, industrial instruments, and life science market segments

Increase 25% in constant currencies
Excellent performance continued

- Orders received increased strongly in industrial instruments and life science market segments
- Order book EUR 35.1 (24.9) million, +41%

Increase 14% in constant currencies
Net sales growth of 34% increased operating result

- Net sales growth strong in all market segments
- Gross margin improved to 64.3 (63.5) %
  - Additional material costs related to component spot purchases had less than one percentage point negative impact on gross margin
- Operating result EUR 14.6 (9.4) million, 27.5 (23.8) % of net sales
Orders received at excellent level

- Orders received increased strongly in renewable energy and aviation market segments
- Order book EUR 133.4 (130.5) million

Increase 13% in constant currencies
Operating result increased to 4.4 % of net sales

- Net sales grew strongly in renewable energy and meteorology market segments, and well in ground transportation market segment
- Gross margin improved to 49.7 (48.1) %
  - Additional material costs related to component spot purchases had less than one percentage point negative impact on gross margin
- Operating result EUR 2.9 (-0.9) million, 4.4 (-1.7) % of net sales
1-3/2022 financials
1-3/2022 operating result 14.8% of net sales

<table>
<thead>
<tr>
<th>MEUR</th>
<th>1-3/2022</th>
<th>1-3/2021</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>118.8</td>
<td>92.0</td>
<td>437.9</td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>-52.0</td>
<td>-41.6</td>
<td>-196.0</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>66.8</td>
<td>50.4</td>
<td>241.8</td>
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<tr>
<td>Operating expenses</td>
<td>-49.4</td>
<td>-42.4</td>
<td>-186.5</td>
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<tr>
<td>Other operating income and expenses</td>
<td>0.2</td>
<td>0.1</td>
<td>-5.2</td>
</tr>
<tr>
<td><strong>Operating result</strong></td>
<td>17.5</td>
<td>8.1</td>
<td>50.1</td>
</tr>
<tr>
<td>Share of result in associated company</td>
<td>-</td>
<td>-</td>
<td>0.2</td>
</tr>
<tr>
<td>Financial income and expenses</td>
<td>-0.2</td>
<td>-0.2</td>
<td>-2.1</td>
</tr>
<tr>
<td><strong>Result before taxes</strong></td>
<td>17.4</td>
<td>7.9</td>
<td>48.3</td>
</tr>
<tr>
<td>Income taxes</td>
<td>-3.6</td>
<td>-1.6</td>
<td>-8.9</td>
</tr>
<tr>
<td><strong>Result for the period</strong></td>
<td>13.8</td>
<td>6.3</td>
<td>39.5</td>
</tr>
</tbody>
</table>

- 1-3/2022 net sales growth 29%
- Growth in constant currencies 25%
- Gross margin improved to 56.2 (54.8) %
- Additional material costs related to component spot purchases had less than one percentage point negative impact on gross margin
- Operating result increased following growth in net sales and improvement in gross margin
- EPS 0.38 (0.17) EUR
1-3/2022 cash flow from operating activities decreased Y/Y due negative impact of net working capital

<table>
<thead>
<tr>
<th>Component</th>
<th>1-3/2022</th>
<th>1-3/2021</th>
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</thead>
<tbody>
<tr>
<td>Result for the period</td>
<td>13.8 MEUR</td>
<td>6.3 MEUR</td>
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<tr>
<td>Non-cash expenses</td>
<td>6.7 MEUR</td>
<td>5.3 MEUR</td>
</tr>
<tr>
<td>Change in working capital</td>
<td>-8.8</td>
<td>-0.7</td>
</tr>
<tr>
<td>Financial items</td>
<td>0.8</td>
<td>-1.4</td>
</tr>
<tr>
<td>Income taxes</td>
<td>-1.8</td>
<td>-4.5</td>
</tr>
<tr>
<td>Investing activities</td>
<td>-26.6</td>
<td>9.3</td>
</tr>
<tr>
<td>Financing activities</td>
<td>-5.9</td>
<td>-7.6</td>
</tr>
<tr>
<td>Change in cash</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Cash and cash equivalents:
- End Q1/2022: 70.5 MEUR
- End Q4/2021: 77.9 MEUR
- End Q1/2021: 53.9 MEUR
## Strong financial position

<table>
<thead>
<tr>
<th></th>
<th>MEUR</th>
<th>1-3/2022</th>
<th>1-3/2021</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity per share</td>
<td>5.93</td>
<td>5.25</td>
<td></td>
<td>6.36</td>
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<tr>
<td>Return on equity %</td>
<td>24.8</td>
<td>12.7</td>
<td></td>
<td>18.1</td>
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<tr>
<td>Solvency ratio %</td>
<td>50.9</td>
<td>52.8</td>
<td></td>
<td>57.2</td>
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<tr>
<td>Capital expenditure</td>
<td>3.5</td>
<td>4.5</td>
<td></td>
<td>19.2</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>70.5</td>
<td>53.9</td>
<td></td>
<td>77.9</td>
</tr>
<tr>
<td>Interest-bearing liabilities</td>
<td>59.7</td>
<td>51.7</td>
<td></td>
<td>50.2</td>
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<tr>
<td>Gearing %</td>
<td>-5.0</td>
<td>-1.2</td>
<td></td>
<td>-12.0</td>
</tr>
</tbody>
</table>
Market development and business outlook
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 unchanged

Net sales
Vaisala estimates that its full-year 2022 net sales will be in the range of EUR 465–495 million

Operating result (EBIT)
Vaisala estimates that its full-year 2022 operating result (EBIT) will be in the range of EUR 55–70 million
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