

A modern office interior featuring a large, curved staircase on the left. In the foreground, there are several green armchairs. In the background, a large presentation screen displays a slide titled "Science-based innovations at our core". The room has a high ceiling with large windows and a carpeted floor.

# Strong start for the year

Q1/2021 Interim Report presentation  
Kai Öistämö, President and CEO

**VAISALA**

# Strong start for the year

- Market environment more favorable than expected
- Strong orders received across multiple market segments
- Business outlook lower limit raised

## Orders received

106.1 (89.7) MEUR  
+18%

## Net sales

92.0 (87.2) MEUR  
+5%



# Innovation and sustainability at the core of Vaisala, with several highlights in Q1



## Innovation and portfolio renewal

Product portfolio renewal proceeding despite COVID-19, new R&D building opened



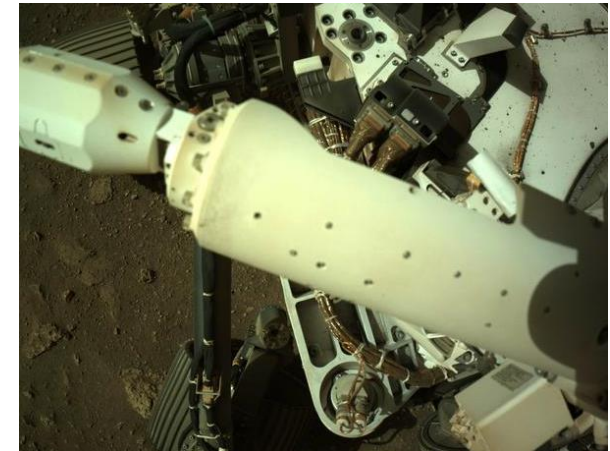
## Strong performance in life science & wind lidars

Positive impact from megatrends such as renewable energy and health and well-being



## 100% renewable electricity

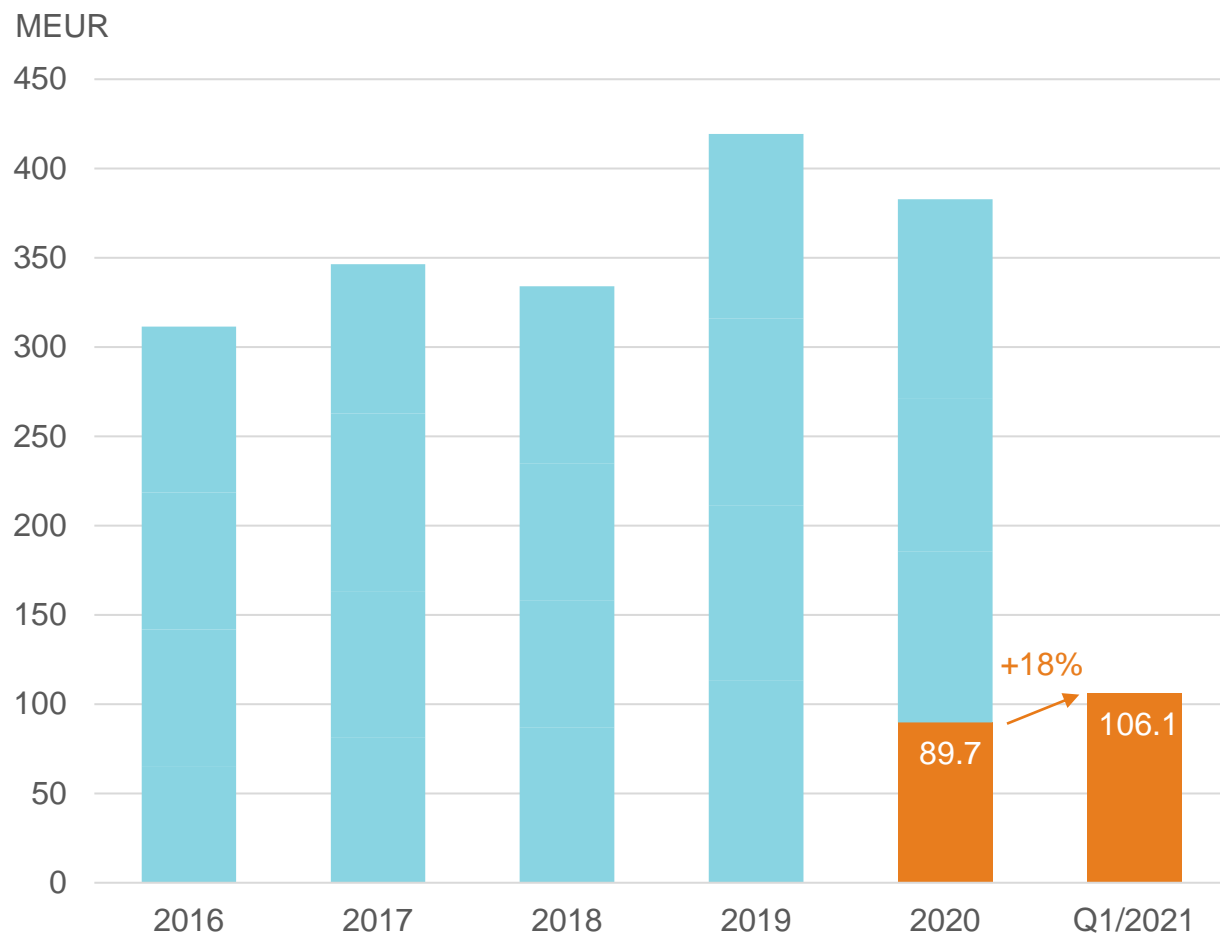
Carbon footprint (scope 2 emissions) reduced 97% from 2014 baseline



## Sensors on Perseverance at Mars

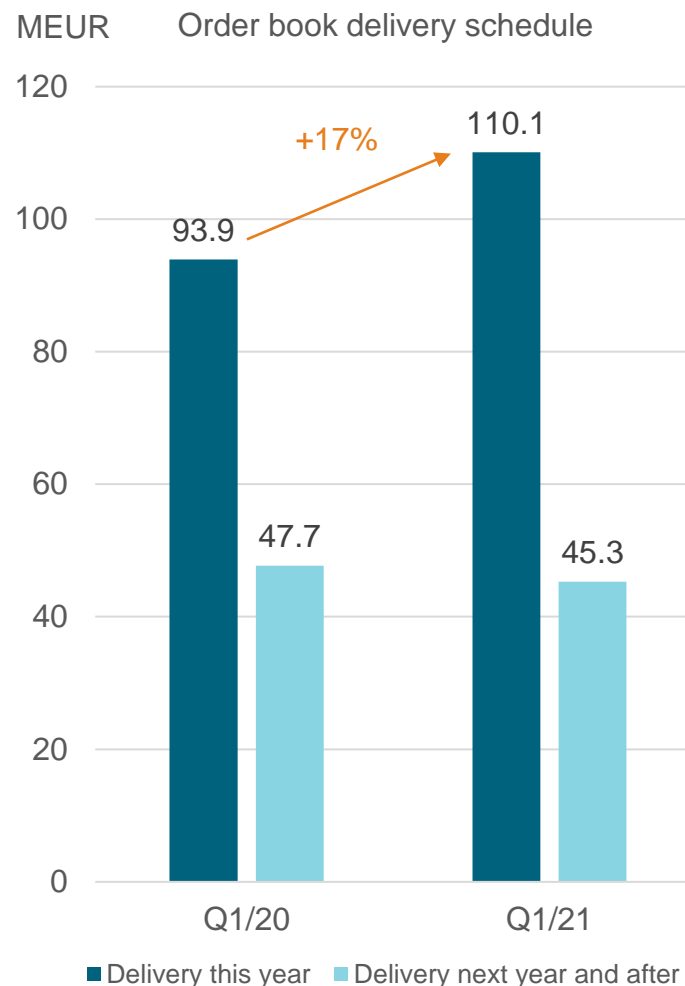
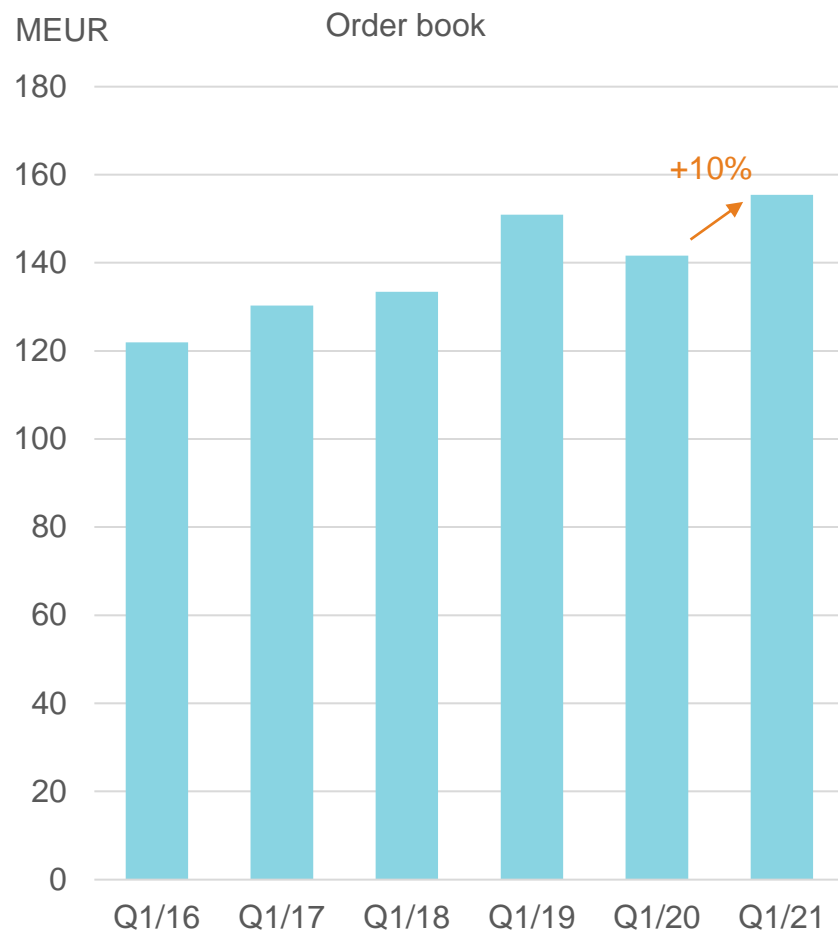
Part of first-ever meteorological observation network on another planet

# Q1 orders received increased by 18% Y/Y



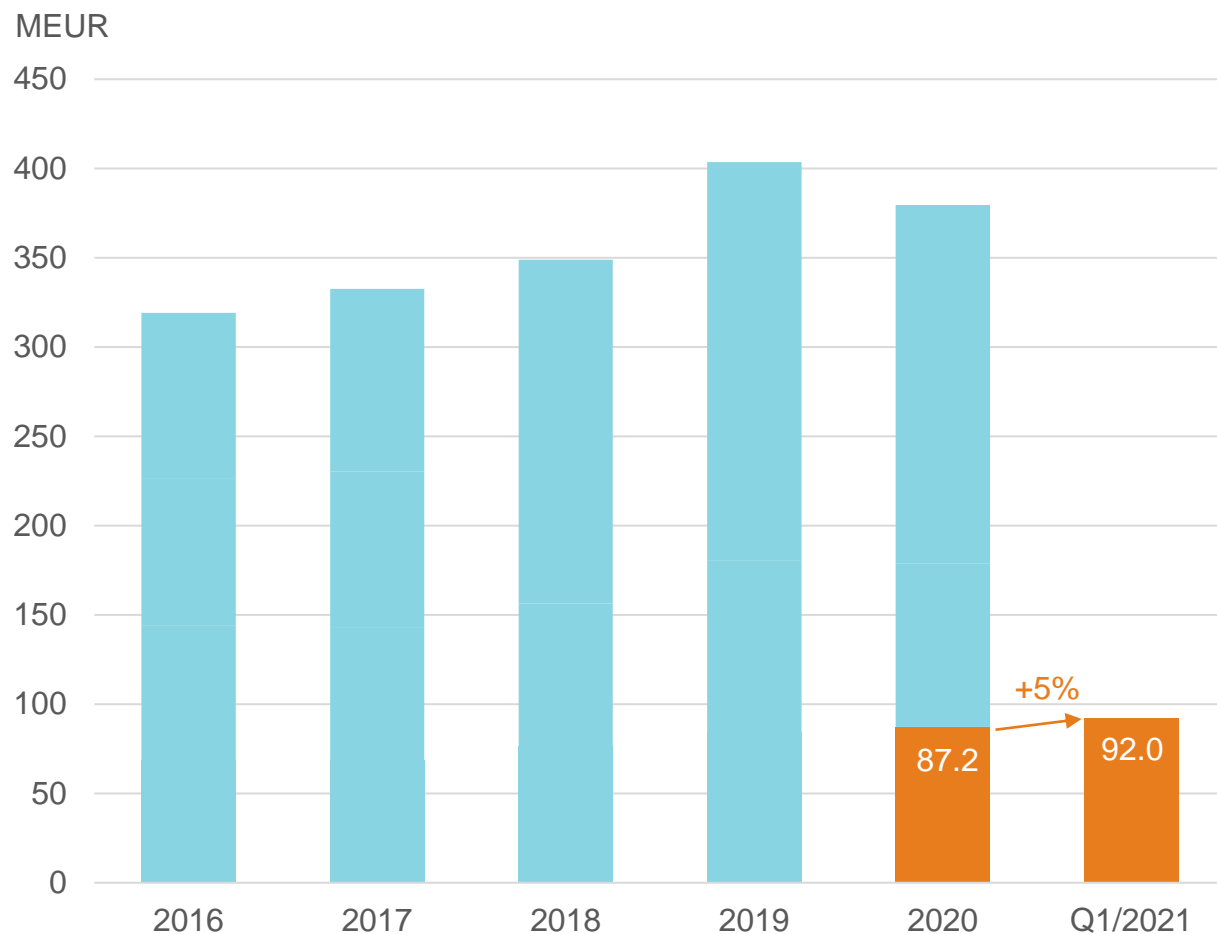
- Increase in both business areas
- Increase in renewable energy, ground transportation, and industrial instruments market segments
- Weakness in aviation market continued
- Increase 23% with constant currencies

# Q1 order book increased by 10% Y/Y



- Increase in both business areas
- Increase in all market segments in Industrial Measurements
- Increase in renewable energy, ground transportation, and meteorology market segments but decrease in aviation in Weather and Environment
- Order book with delivery this year increased by 17% Y/Y

# Q1 net sales grew by 5% Y/Y



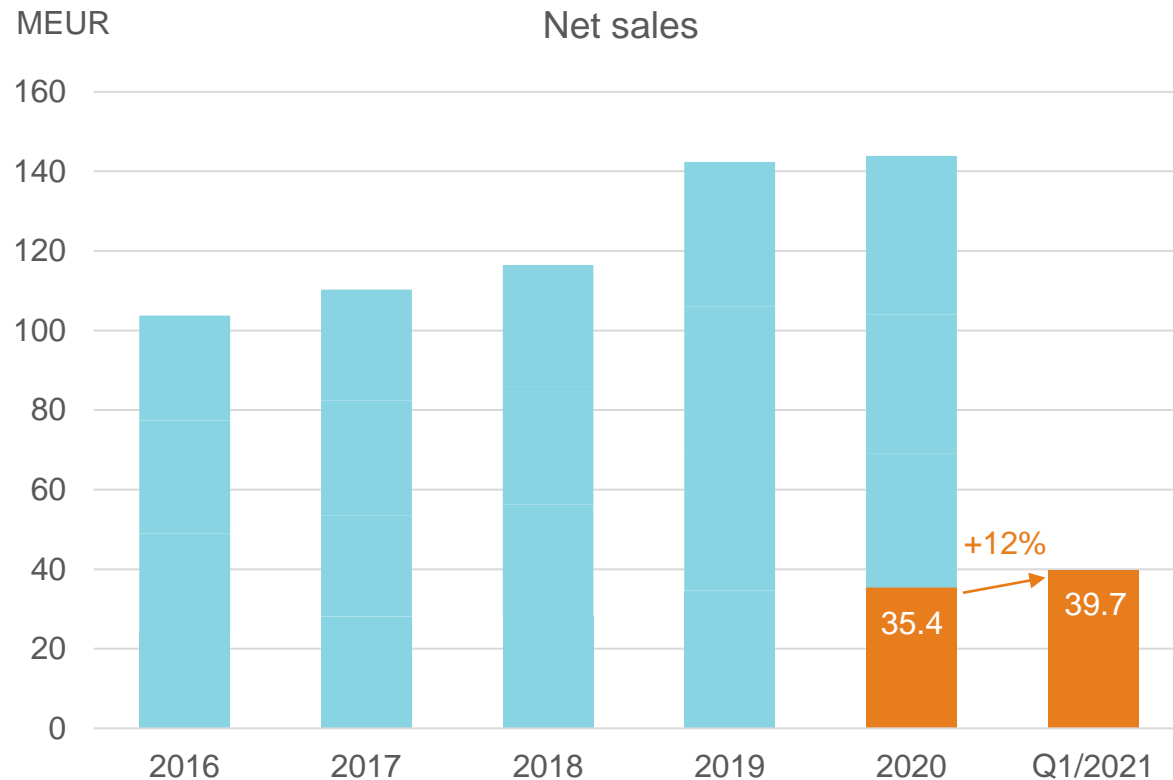
- Growth in Industrial Measurements and about flat in Weather and Environment
- Growth in life science, industrial instruments, renewable energy, and ground transportation market segments
- Growth 9% with constant currencies

# Excellent performance

- Orders received increased in all market segments
- Economic recovery in China boosted growth of orders received
- Growth of orders received 29% with constant currencies



# Net sales growth of 12% increased operating result



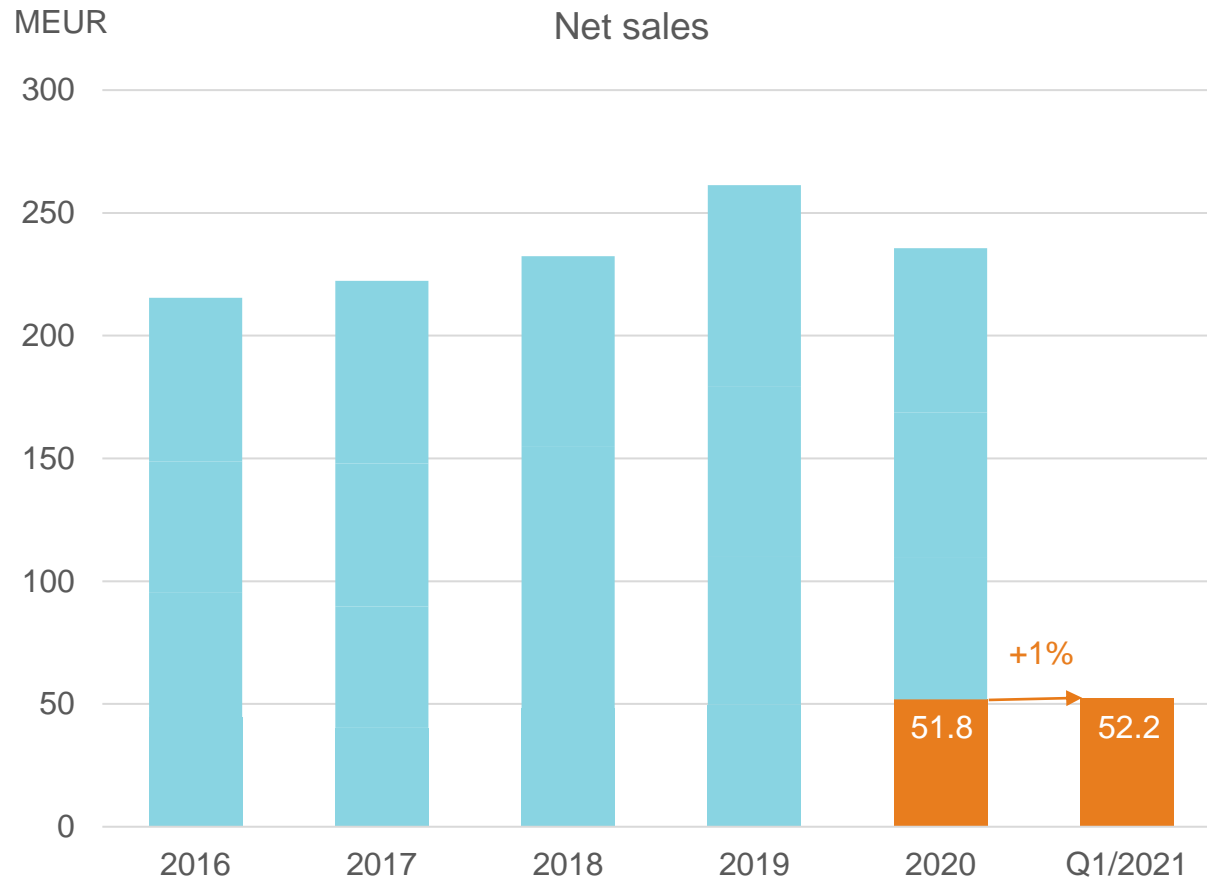
- Operating result EUR 9.4 (7.6) million, 23.8 (21.4) % of net sales
- Net sales growth strong in life science and power industry market segments and good in industrial instruments, but net sales declined in liquid measurements
- Net sales growth 17% with constant currencies
- OPEX at previous year's level
- R&D expenditure 12.1% of net sales

# Strong growth in orders received

- Orders received increased in renewable energy and ground transportation market segments
- Meteorology market segment flat
- Weakness continued in aviation
- Growth of orders received 19% with constant currencies



# Operating result increased as a result of lower operating expenses



- Operating result EUR -0.9 (-2.4) million, -1.7 (-4.6) % of net sales
- Net sales grew in renewable energy, ground transportation, and meteorology market segments, but decreased in aviation
- Net sales growth 4% with constant currencies
- OPEX lower compared to previous year due to more efficient ways of working triggered by the COVID-19 pandemic
- R&D expenditure 16.1% of net sales

A low-angle, upward-looking photograph of modern skyscrapers. The buildings are constructed with glass and steel, featuring a grid-like pattern of windows. The sky is a vibrant blue, filled with soft, white cumulus clouds. A diagonal line divides the image, separating the architectural scene on the left from a plain white background on the right.

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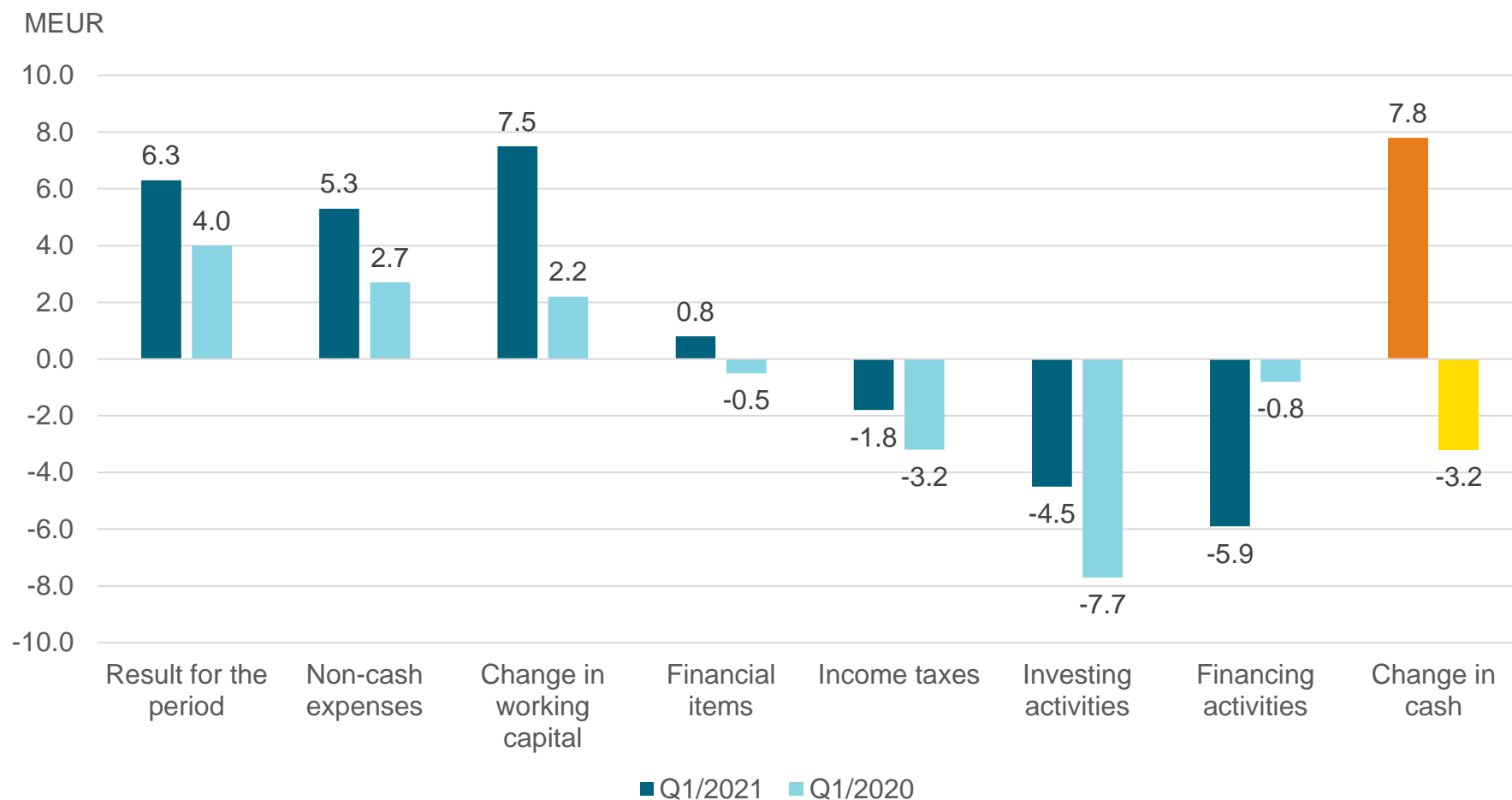
# Financials

# Q1 operating result 8.8% of net sales

MEUR	Q1/2021	Q1/2020	2020
Net sales	92.0	87.2	379.5
Cost of goods sold	-41.6	-38.0	-166.6
<b>Gross profit</b>	<b>50.4</b>	<b>49.2</b>	<b>212.9</b>
Operating expenses	-42.4	-44.0	-169.2
Other operating income and expenses	0.1	0.0	1.1
<b>Operating result</b>	<b>8.1</b>	<b>5.2</b>	<b>44.8</b>
Share of result in associated company	-	-	0.2
Financial income and expenses	-0.2	-0.2	-3.6
<b>Result before taxes</b>	<b>7.9</b>	<b>5.0</b>	<b>41.3</b>
Income taxes	-1.6	-0.9	-8.5
<b>Result for the period</b>	<b>6.3</b>	<b>4.0</b>	<b>32.8</b>

- Operating result increased following growth in net sales and lower operating expenses
- Gross margin decreased to 54.8 (56.4) %
  - Product mix and appreciated Euro
- OPEX decreased
  - More efficient ways of working triggered by the COVID-19 pandemic
- Comparison period included EUR 1.1 million credit loss allowance
- EPS 0.17 (0.11) EUR

# Good result and positive net working capital increased cash flow



Cash flow improvement driven by:

- Higher result for the period
- Increase of liabilities
- Normalized capex

Cash and cash equivalents:

End Q1/2021: 53.9 MEUR

End Q4/2020: 45.4 MEUR

End Q1/2020: 52.9 MEUR



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# **Market development and business outlook**



# Market development

COVID-19 pandemic will continue to cause significant uncertainty in 2021. Still, the global economy is expected to continue to recover in 2021.

- **High-end industrial instruments**
- **Life science and power industry**
- **Renewable energy**
- **Meteorology, developing countries**
- **Aviation**

# Business outlook for 2021 narrowed

## Net sales

Vaisala estimates that its full-year 2021 net sales will be in the range of **EUR 380–400 million**

## Operating result (EBIT)

Vaisala estimates that its full-year 2021 operating result (EBIT) will be in the range of **EUR 35–45 million**



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