

# Vaisala's updated strategy drives higher growth and increased profitability targets

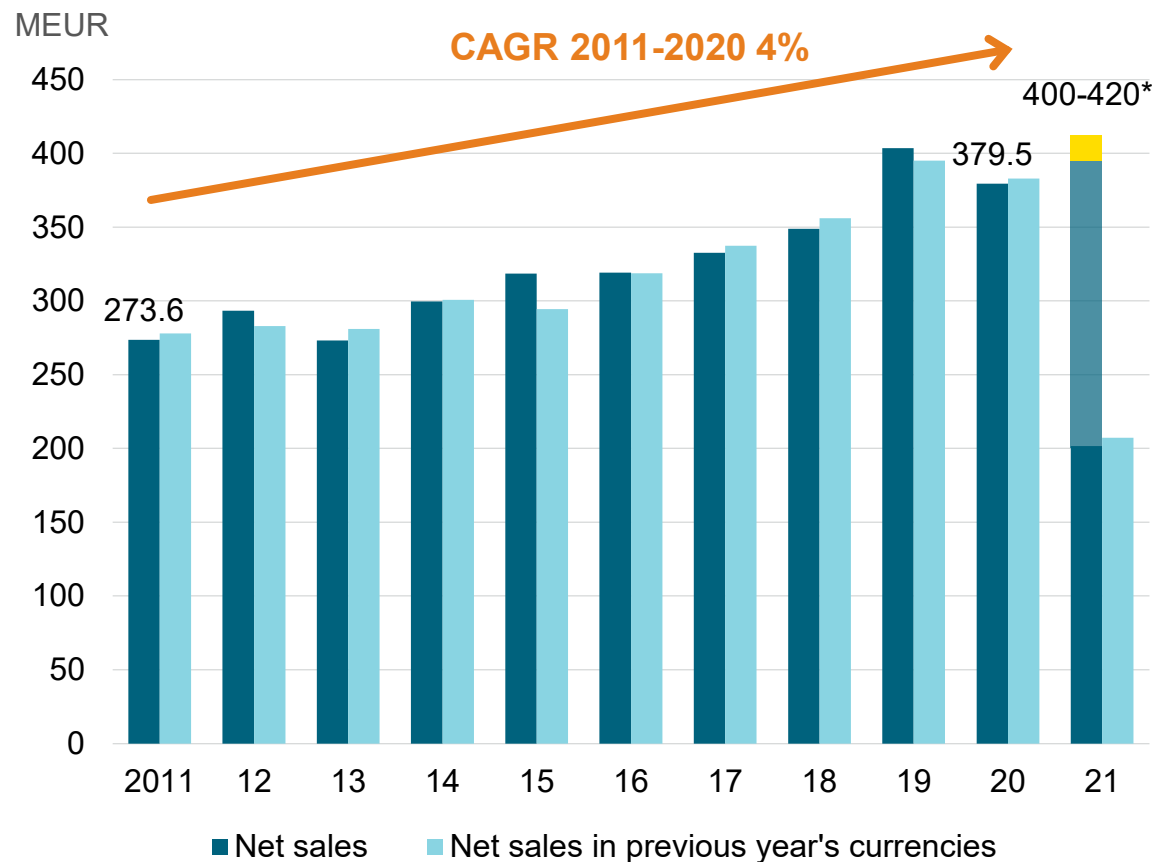
Kaarina Muurinen, CFO

Capital Markets Day 2021

September 21, 2021

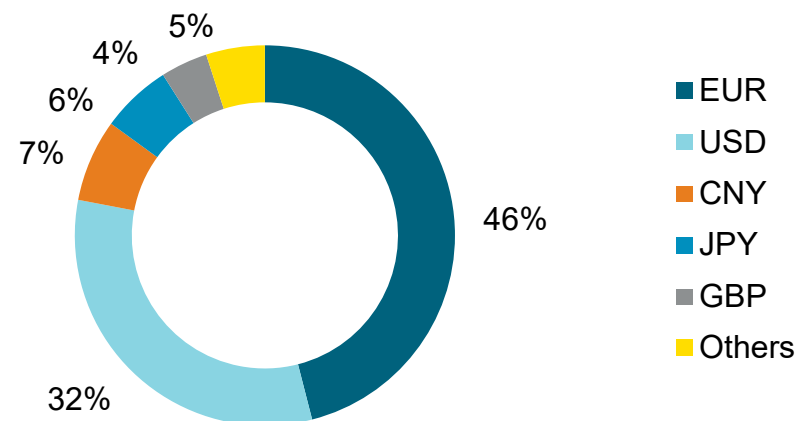
The logo features the word 'VAISALA' in a bold, blue, sans-serif typeface.

# Vaisala's net sales have grown on average 4% over the past ten years

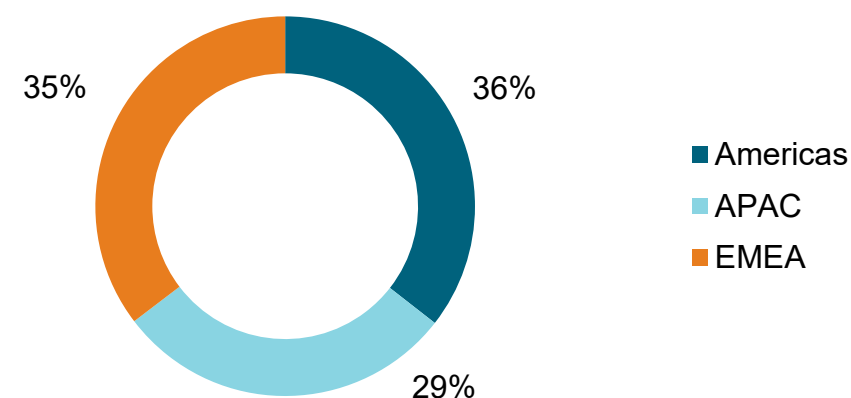


\*) Business outlook for full year 2021 net sales

**Net sales by currencies 2020**

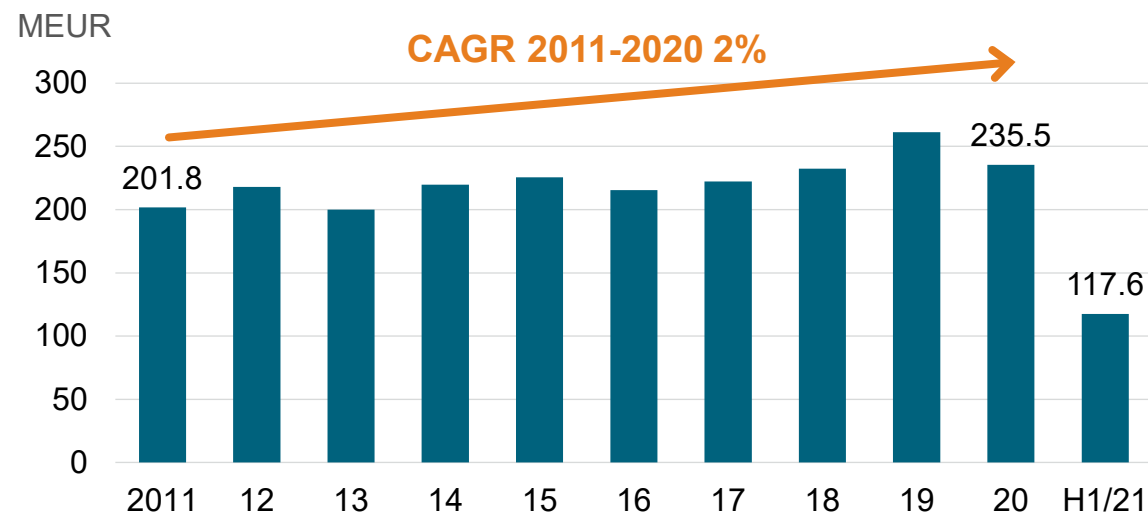


**Net sales by regions 2020**



# Product sales have driven growth while project and service sales have brought stability

## Weather and Environment

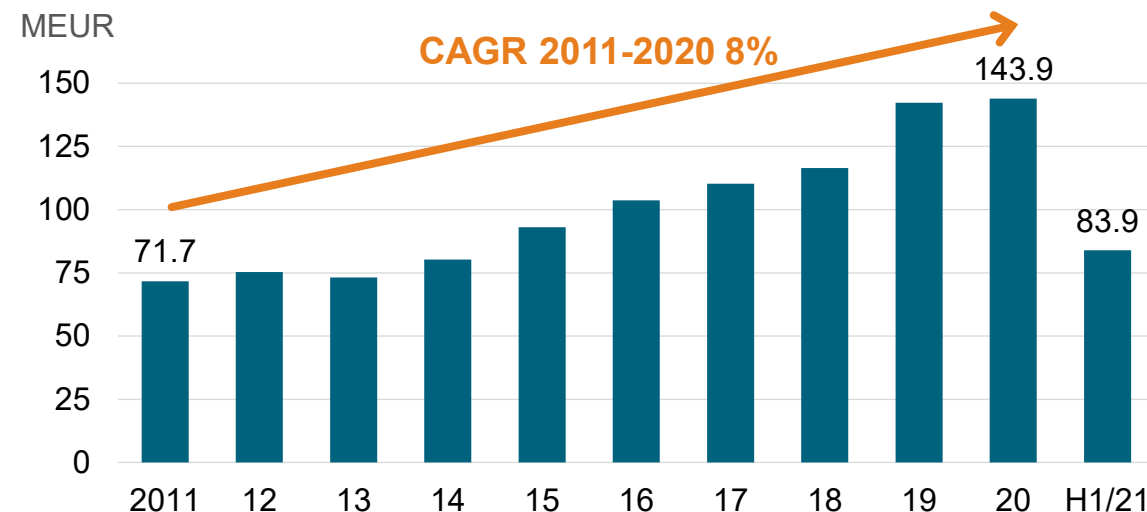


## Sales mix 2020

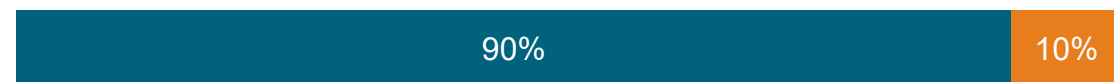


■ Products ■ Projects ■ Services

## Industrial Measurements

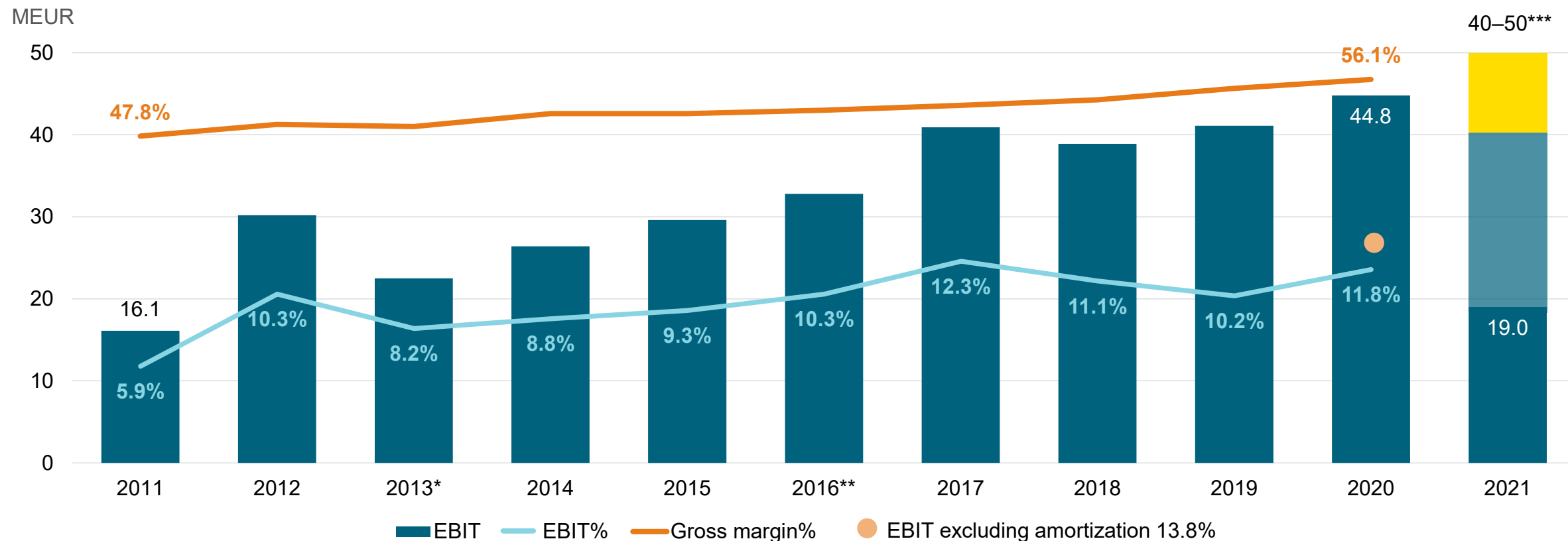


## Sales mix 2020



■ Products ■ Services

# Operating result has tripled since 2011 and profitability has improved by 6 percentage points



\*) Excl. EUR 4.3 million write-down of goodwill and intangible assets from the acquisition of Veriteq Instruments Inc.

\*\*) Excl. EUR 10.5 million write down of intangible assets from the acquisitions of Second Wind Systems Inc. And 3TIER Inc

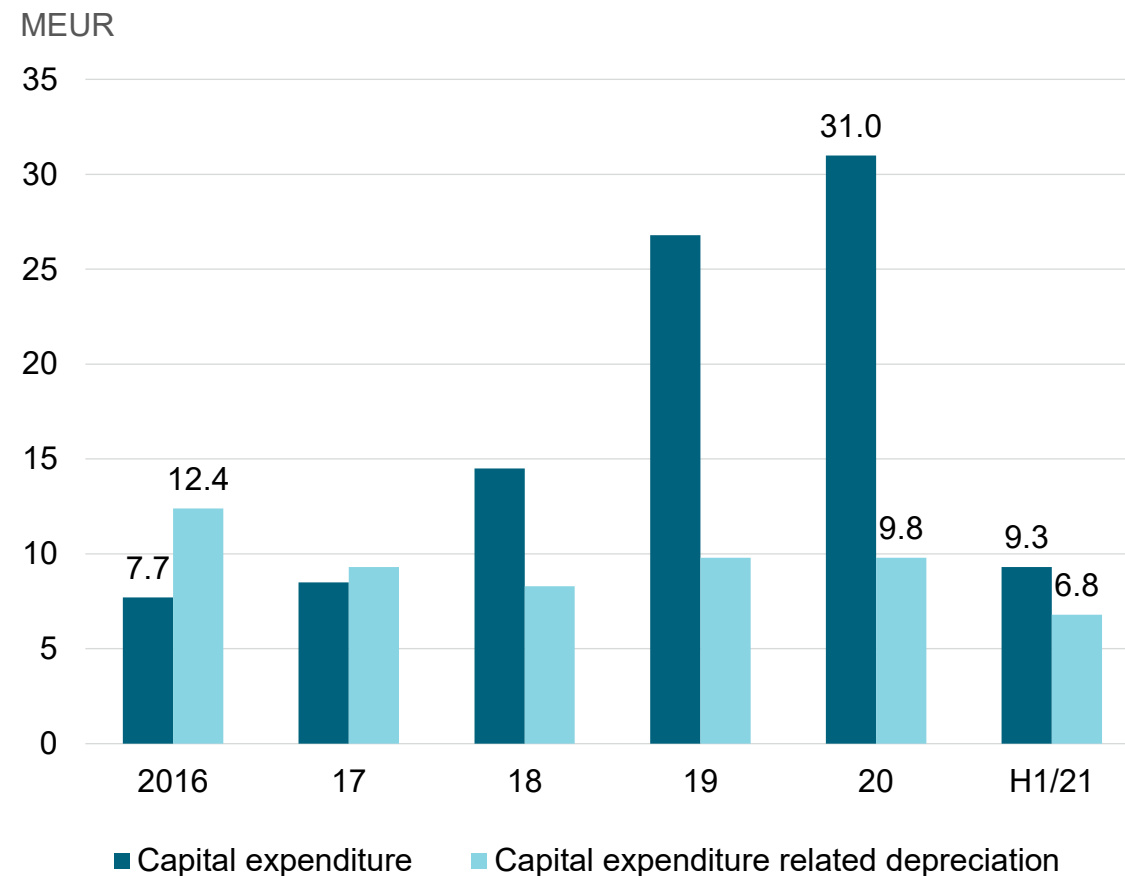
\*\*\*) Business outlook for full year 2021 operating result

# Increase in assets following business growth and acquisitions

MEUR	2011	2020	Growth
Total non-current assets	101.0	160.5	59%
Inventories	33.4	44.5	33%
Total current receivables	70.8	92.5	31%
Cash and cash equivalents	45.5	45.4	0%
<b>Total assets</b>	<b>250.8</b>	<b>351.8</b>	<b>40%</b>
Equity	182.5	205.1	12%
Interest-bearing loans	0.0	45.2	-
Other liabilities	68.3	101.2	48%
<b>Total equity and liabilities</b>	<b>250.8</b>	<b>351.8</b>	<b>40%</b>

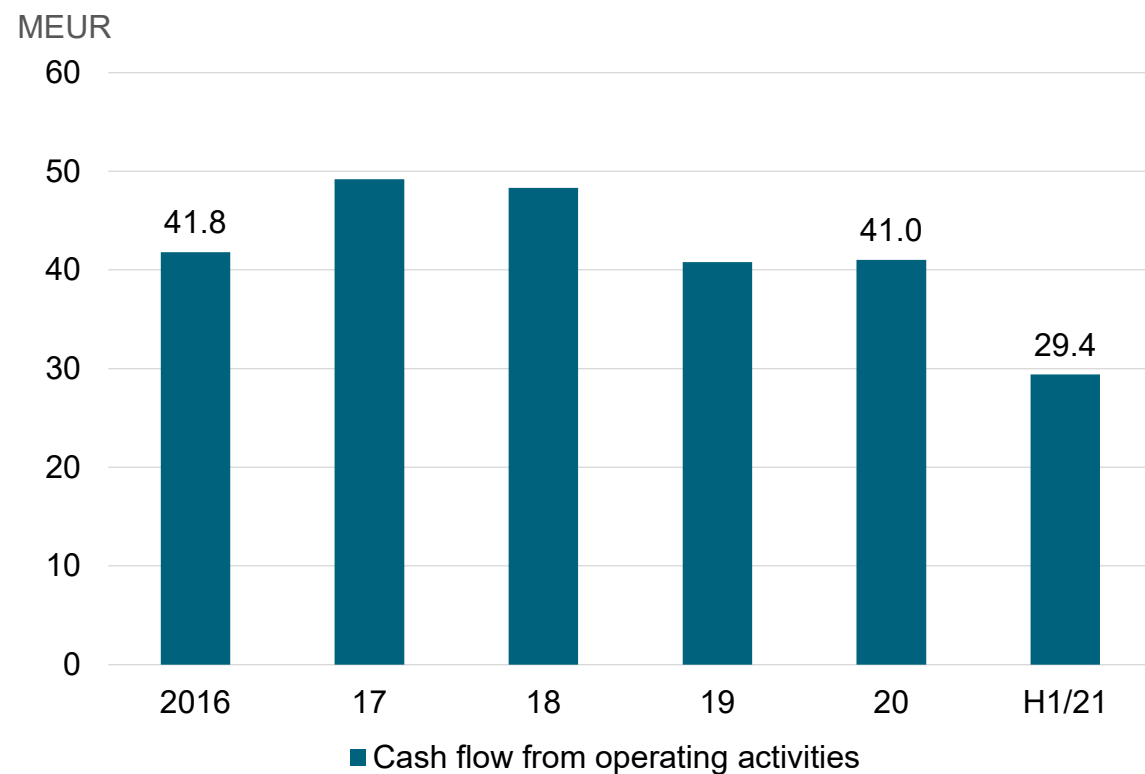
  

Net sales	273.6	379.5	39%
Net working capital	64.2	83.5	30%

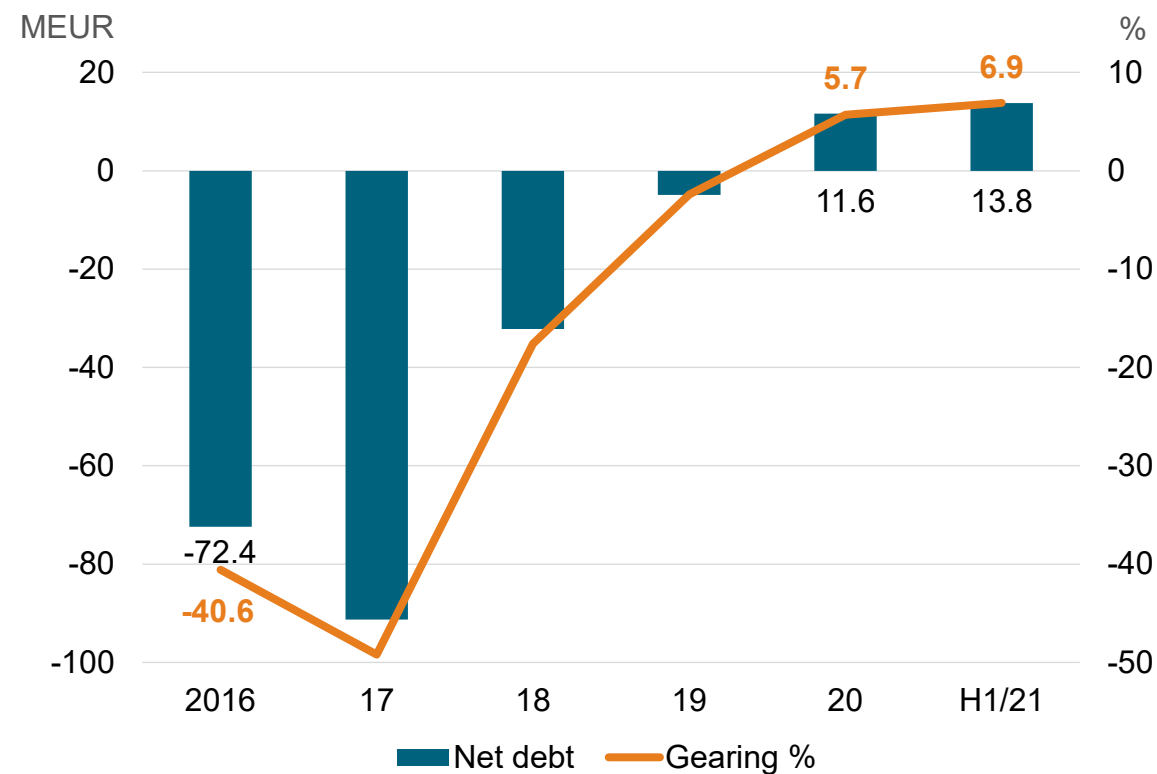


# Strong cash position

## Reliable cash flow generation



## Acquisitions and facility investments financed with debt



# Long-term financial targets

 **Growth** → Average annual growth → **7%**

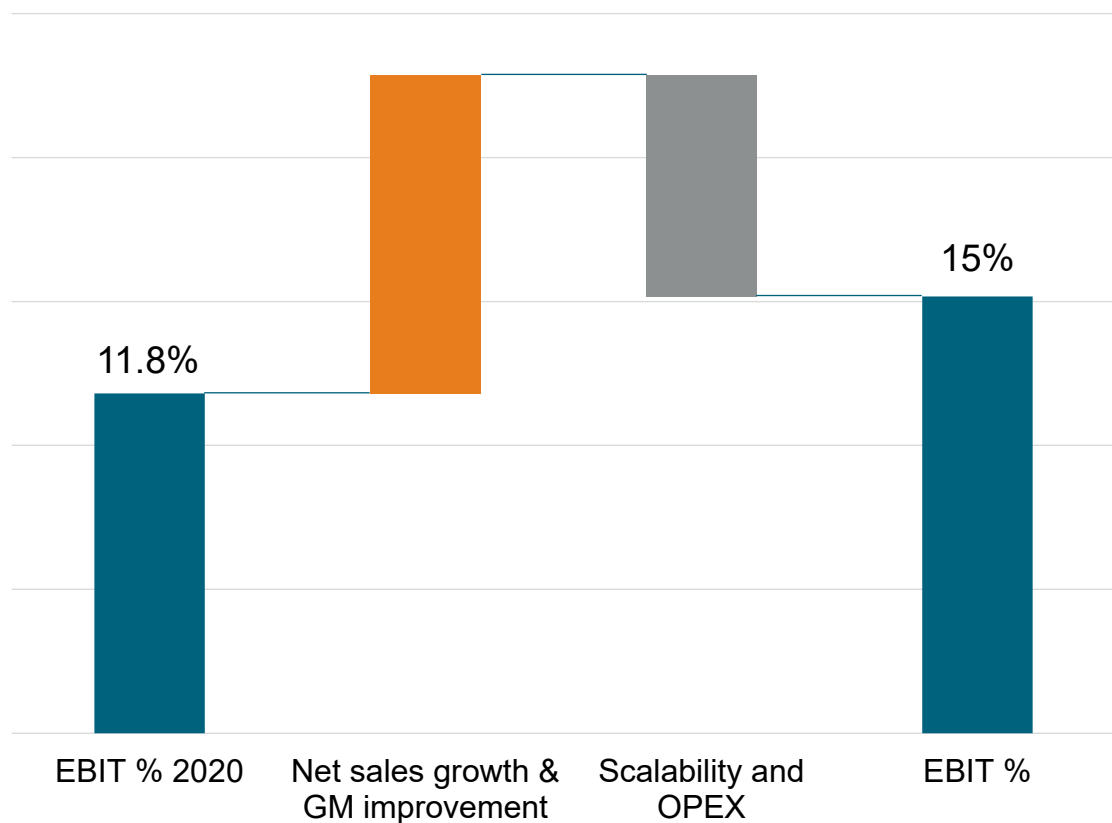
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 **Profitability** → Operating result margin (EBIT) → **15%**

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 **Dividend** → Stable dividend which will increase in line with net profit development

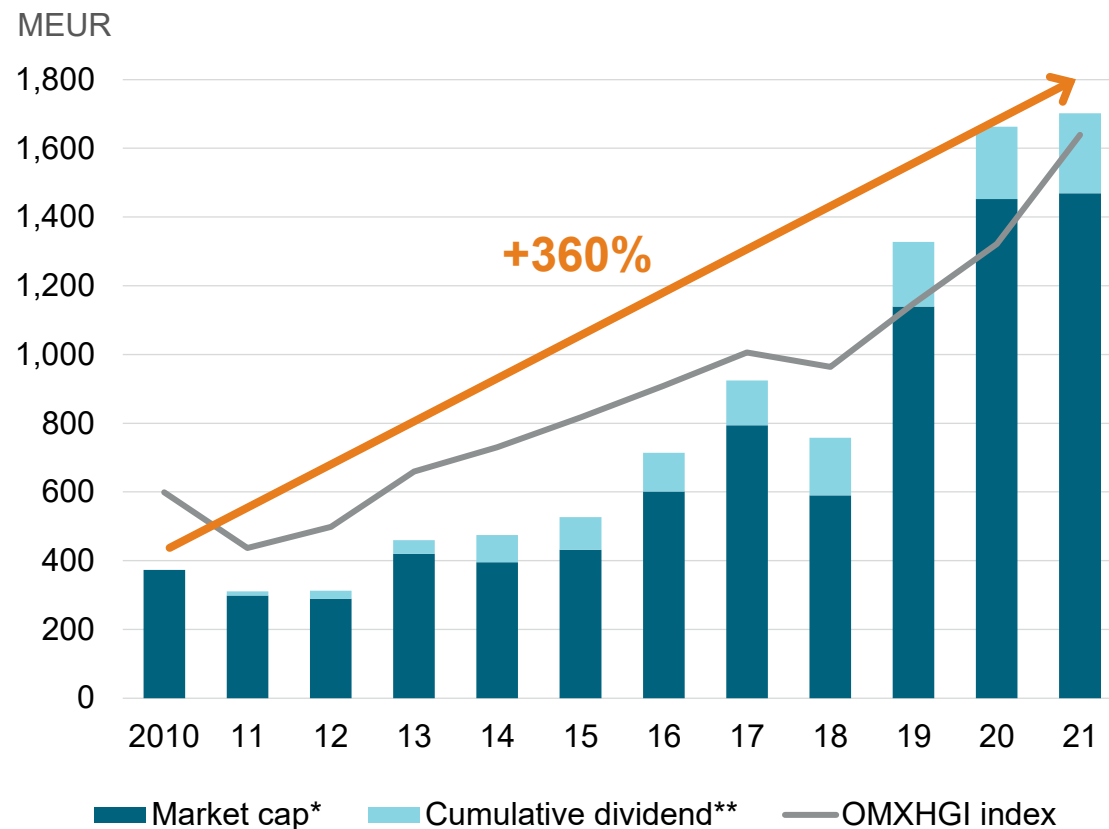
# How we will reach our long-term EBIT target of 15%



- Industrial Measurements as well as Weather and Environment's renewable energy market segment expected to grow strongest
- Scalable operations
  - Technology platforms
  - Production
  - Processes
  - Facilities

# Increase in share price and dividend payouts have generated significant value for shareholders

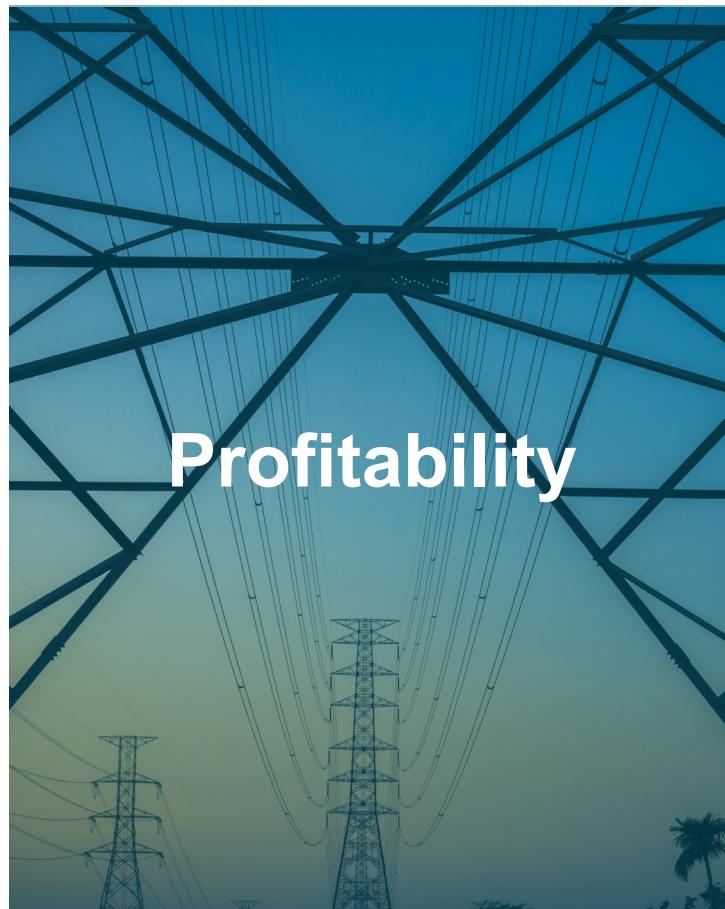
- Total shareholder return has been 360% since end of 2010, 15% p.a. while OMXHGI index return has been 10% p.a.
- Share price has quadrupled
- Cumulative dividend payout EUR 230 million since 2011 including 2021



\*) Total of series A and series K shares valued with series A share yearly closing price, excluding own shares

\*\*) Including capital return in 2013 and additional dividend in 2017

# Summary



**VAISALA**