

A person's hands are shown holding a black smartphone in their right hand and a long, cylindrical Vaisala environmental sensor in their left hand. The sensor is transparent with blue markings and text, including "DO NOT REMOVE". The background is a wide, paved road with white dashed lines, stretching into the distance under a cloudy sky. The road is flanked by grassy fields and distant hills.

Year started with strong demand

Interim Report January–March 2023
Kai Öistämö, President and CEO

VAISALA

Strong demand in Q1

- Orders received and net sales grew by 11%
- Order book EUR 164 million
- Operating result decreased Y/Y
- Cash flow from operating activities clearly improved from previous year

Orders received

132.0 (118.8) MEUR
+11%

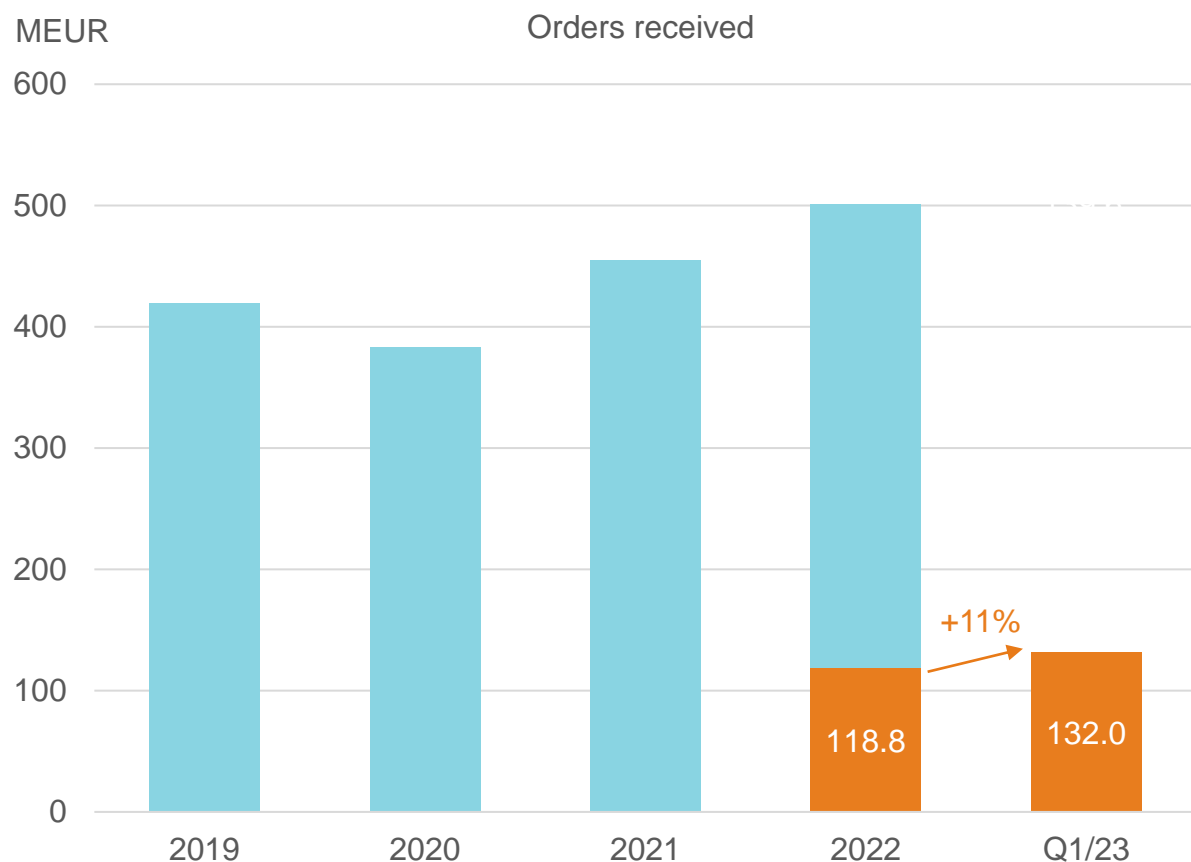
Net sales

131.8 (118.8) MEUR
+11%

Subscription sales excluded from orders received and order book as of the beginning of 2023



Q1/2023 orders received grew by 11%

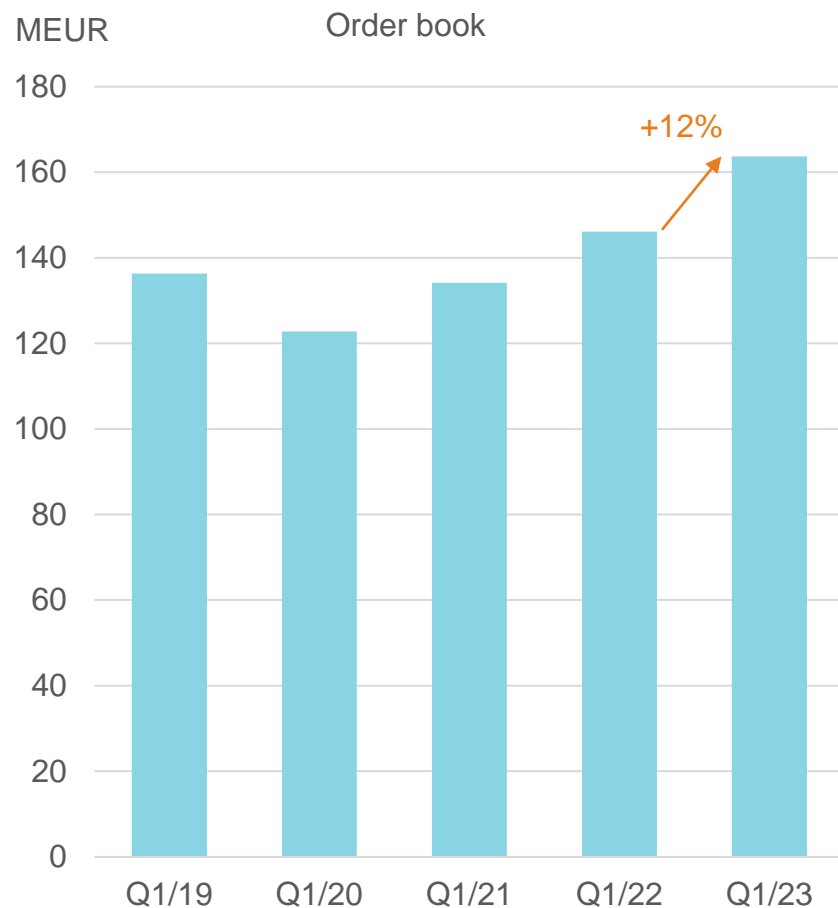


Growth 11% in constant currencies

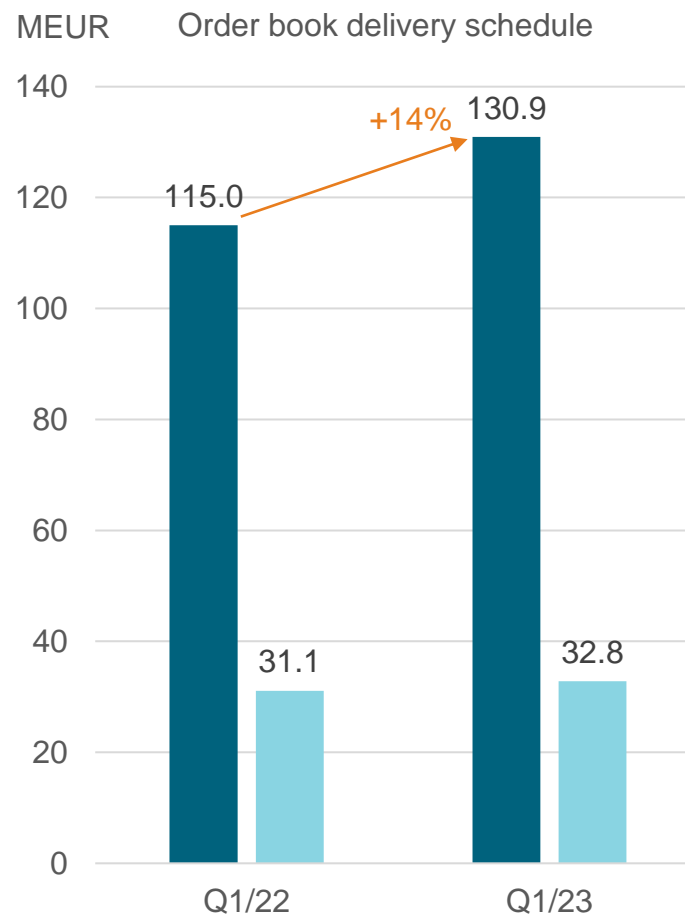
2019-2021 include subscription sales

- Orders received grew in both business areas
- Orders increased very strongly in meteorology, roads and automotive as well as in industrial instruments market segments

Q1/2023 order book EUR 163.7 million



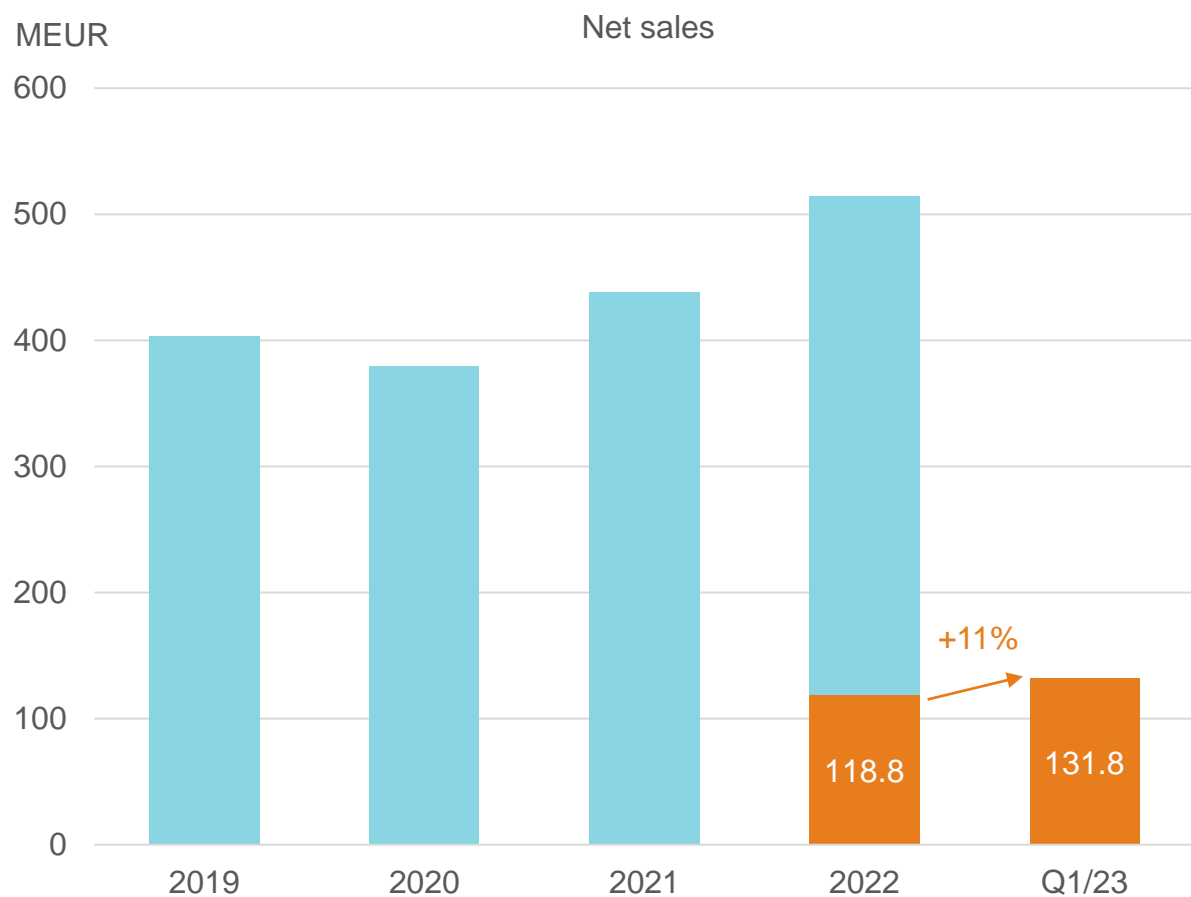
2019-2021 include subscription sales



■ Delivery next year ■ Delivery after next year

- Increase in industrial instruments as well as in power and energy market segments in Industrial Measurements
- Increase in all market segments in Weather and Environment

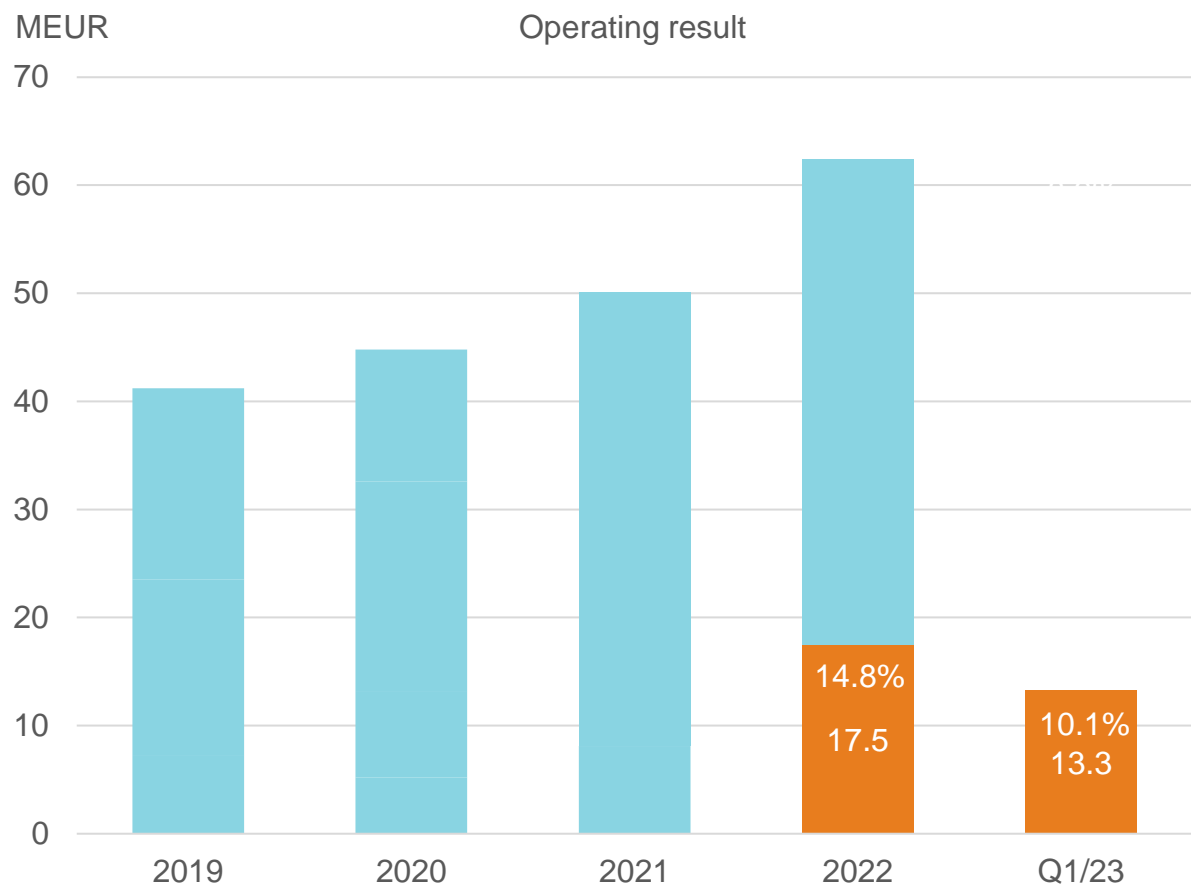
Q1/2023 net sales grew by 11%



Growth 11% in constant currencies

- Net sales grew in both business areas, very strongly in Industrial Measurements business area
- Net sales grew very strongly in industrial instruments, life science, and power and energy market segments

Q1/2023 operating result decreased Y/Y



- Gross margin was at previous year's level 56.1 (56.2) %
 - Component spot purchases had a 1.3 (0.4) percentage point negative impact
- Operating expenses increased
 - Investments in sales and marketing as well as in R&D
 - IT system renewal investment continued

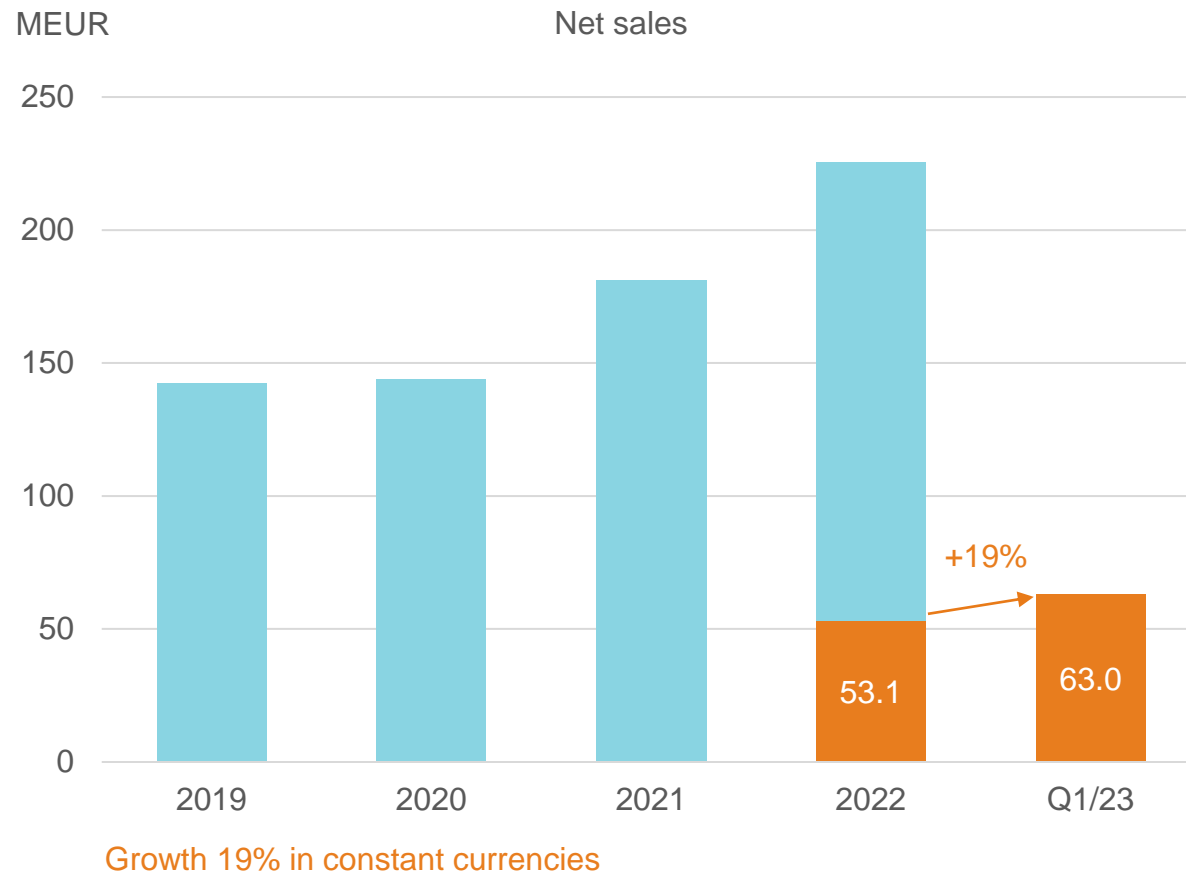
Good demand during Q1

- Orders received grew in industrial instruments, and liquid measurements as well as in power and energy market segments
- Order book EUR 38.6 (35.1) million, +10%



Growth 10% in constant currencies

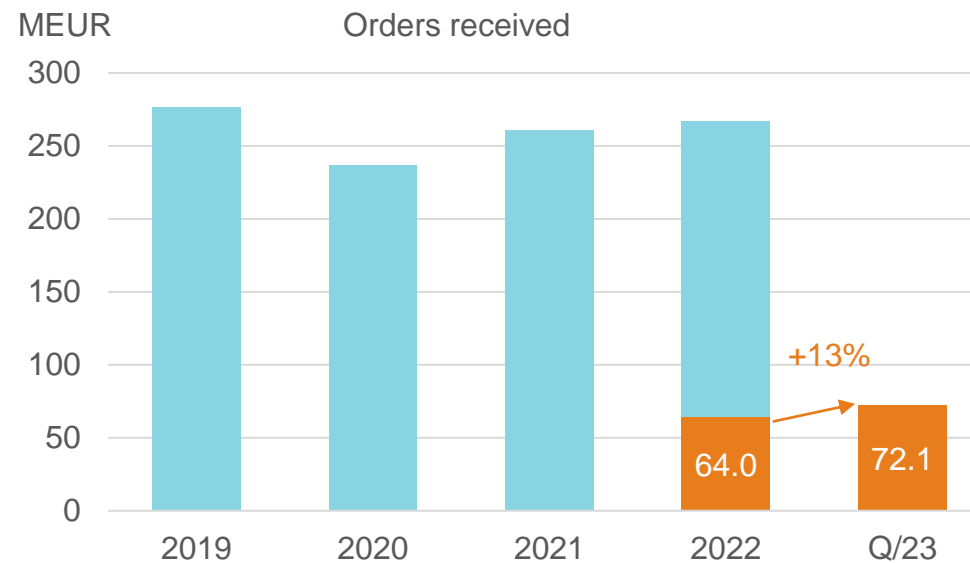
Very strong net sales growth



- Net sales grew in all market segments, growth was very strong in industrial instruments, life science as well as in power and energy market segments
- Gross margin decreased from previous year and was 62.6 (64.3) %
 - Additional material costs related to component spot purchases had a 1.7 (0.6) percentage point negative impact
- Operating result EUR 15.0 (14.6) million, 23.8 (27.5) % of net sales

Strong growth in orders received

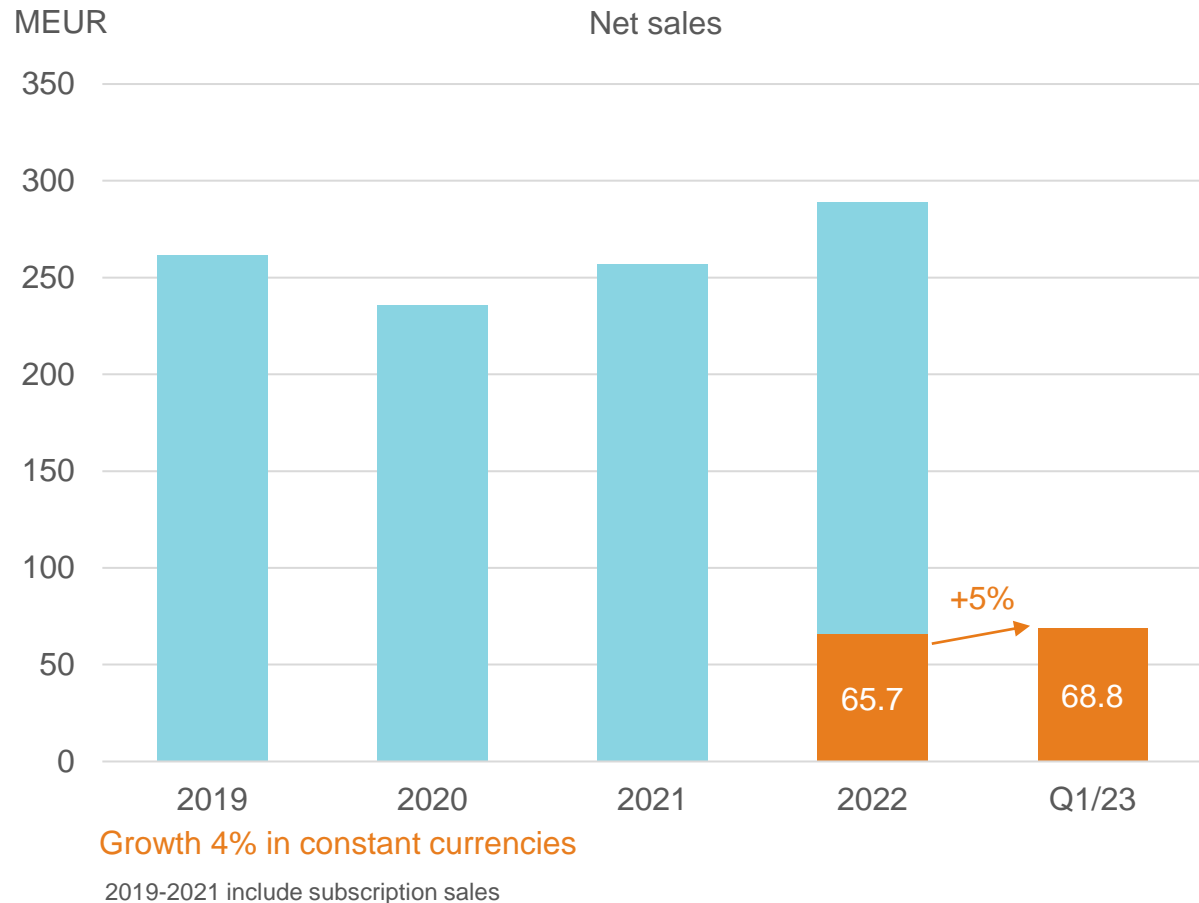
- Orders received grew strongly in meteorology as well as in roads and automotive market segments
- Order book EUR 125.1 (111.0) million, +13%



Growth 12% in constant currencies

2019-2021 include subscription sales

Net sales grew 5% Y/Y



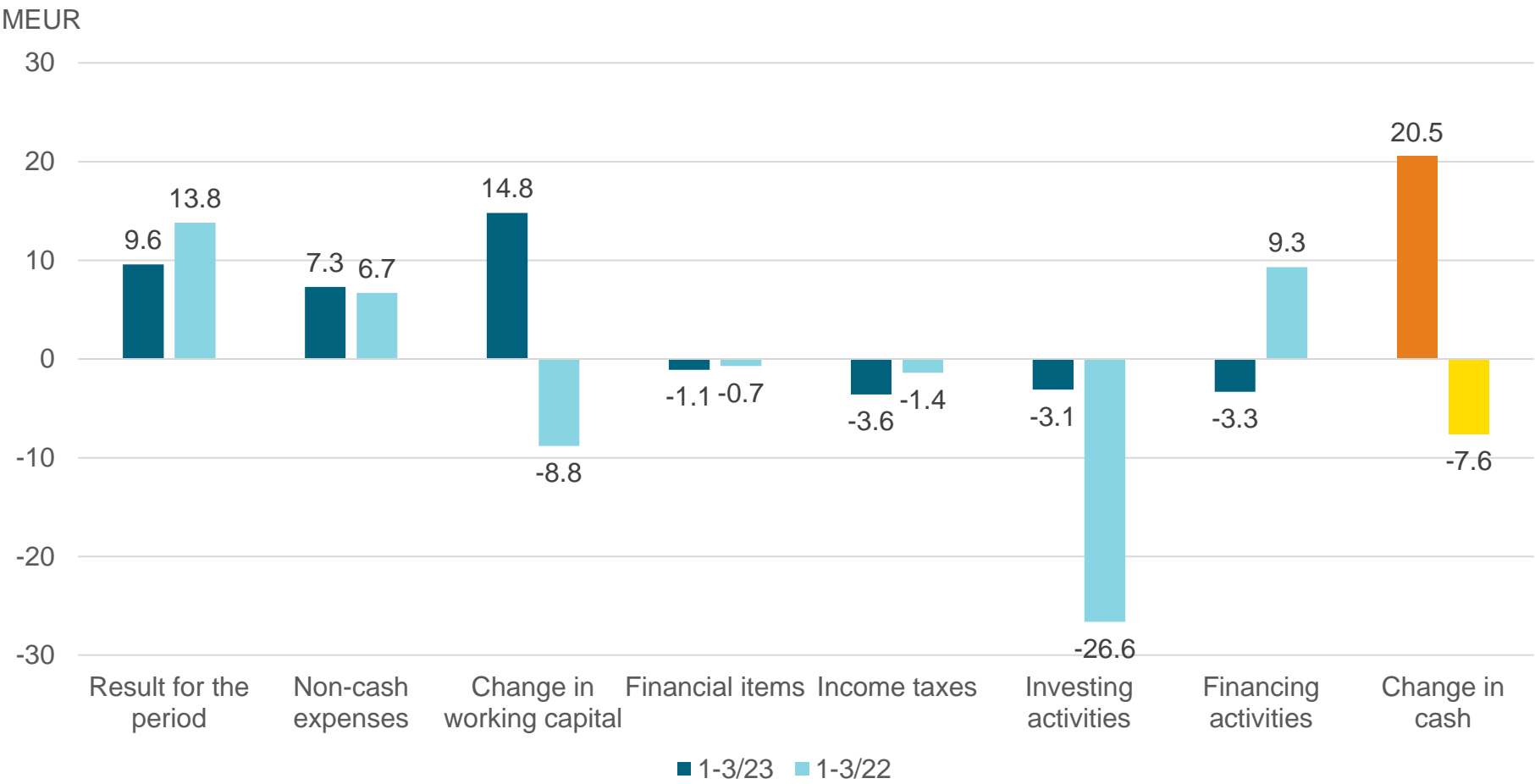
- Net sales grew in roads automotive and renewable energy market segments
- Gross margin improved from previous year and was 50.2 (49.7) %
 - Additional material costs related to component spot purchases had a 0.9 (0.2) percentage point negative impact
- Operating result EUR -1.7 (2.9) million, -2.5 (4.4) % of net sales



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1-3/2023 financials

1-3/2023 cash flow from operating activities increased as a result of decrease in trade receivables



- Cash and cash equivalents:
- End Q1/2023: 75.4 MEUR
 - End Q4/2022: 55.5 MEUR
 - End Q1/2022: 70.5 MEUR
 - Net working capital decreased



Strong financial position

MEUR	1-3/2023	1-3/2022	1-12/2022
Equity per share	6.33	5.92	6.91
Return on equity %	16.0	24.8	18.7
Solvency ratio %	52.7	50.8	58.1
Capital expenditure	3.1	3.5	13.7
Cash and cash equivalents	75.4	70.5	55.5
Interest-bearing liabilities	60.4	59.7	63.4
Gearing %	-6.5	-5.0	3.2



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Market development and business outlook



Market development

Growth

High-end industrial instruments

Life science

Power and energy

Liquid measurements

Renewable energy

Roads and automotive

Stable

Meteorology

Aviation

Business outlook for 2023

Net sales

Vaisala estimates that its full-year 2023 net sales will be in the range of **EUR 530–570 million**

Operating result (EBIT)

Vaisala estimates that its full-year 2023 operating result (EBIT) will be in the range of **EUR 70–85 million**



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