

Excellent growth continued in second quarter

Q2/2021 Half Year Financial Report presentation
Kai Öistämö, President and CEO



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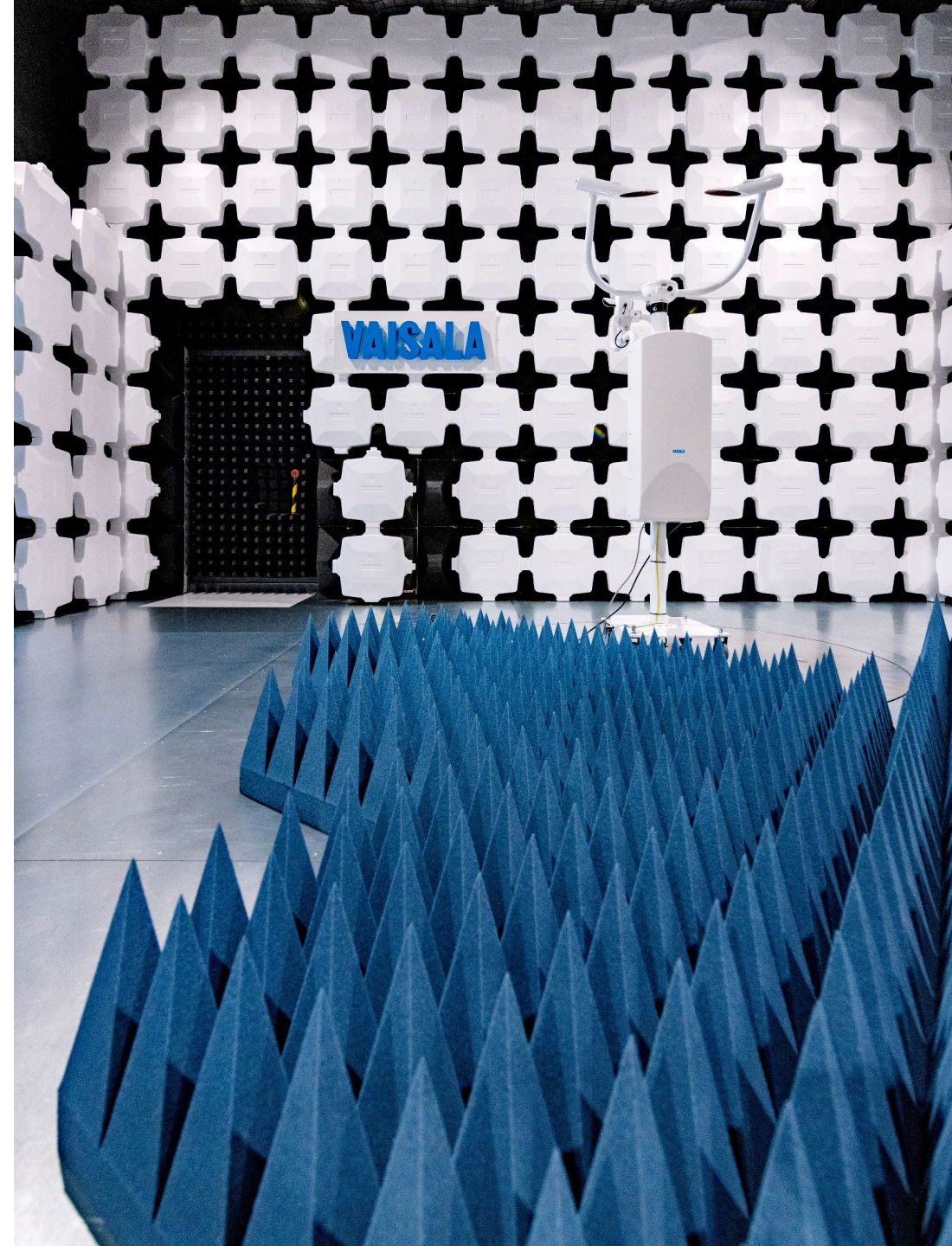
- Strong profitability
- All-time high order book 165 MEUR
- Business outlook for 2021 net sales and operating result raised

Orders received

120.1 (95.9) MEUR
+25%

Net sales

109.5 (91.4) MEUR
+20%



Highlights of Q2/2021: operational excellence, recognized sustainability leadership



Operational excellence

Successfully scaling up delivery capability in challenging supply environment



European Climate Leader

Vaisala scores in top of Financial Times' list for significant reduction of greenhouse gas emissions.



Ethiopia project go-ahead

Weather observation and forecasting system project in Ethiopia proceeds, all approvals received.



Timo Leskinen new EVP, HR

Leskinen joins Vaisala on October 1, focusing on people and leadership practices.

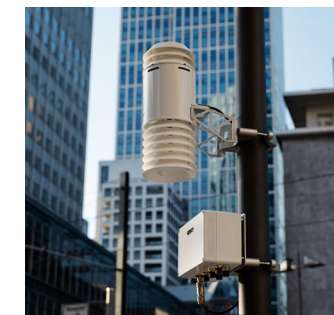
New innovations for a sustainable planet



Renewable energy
Reliability and cost-efficiency for wind assessment, also offshore
WindCube Scan Dual Lidar Ready

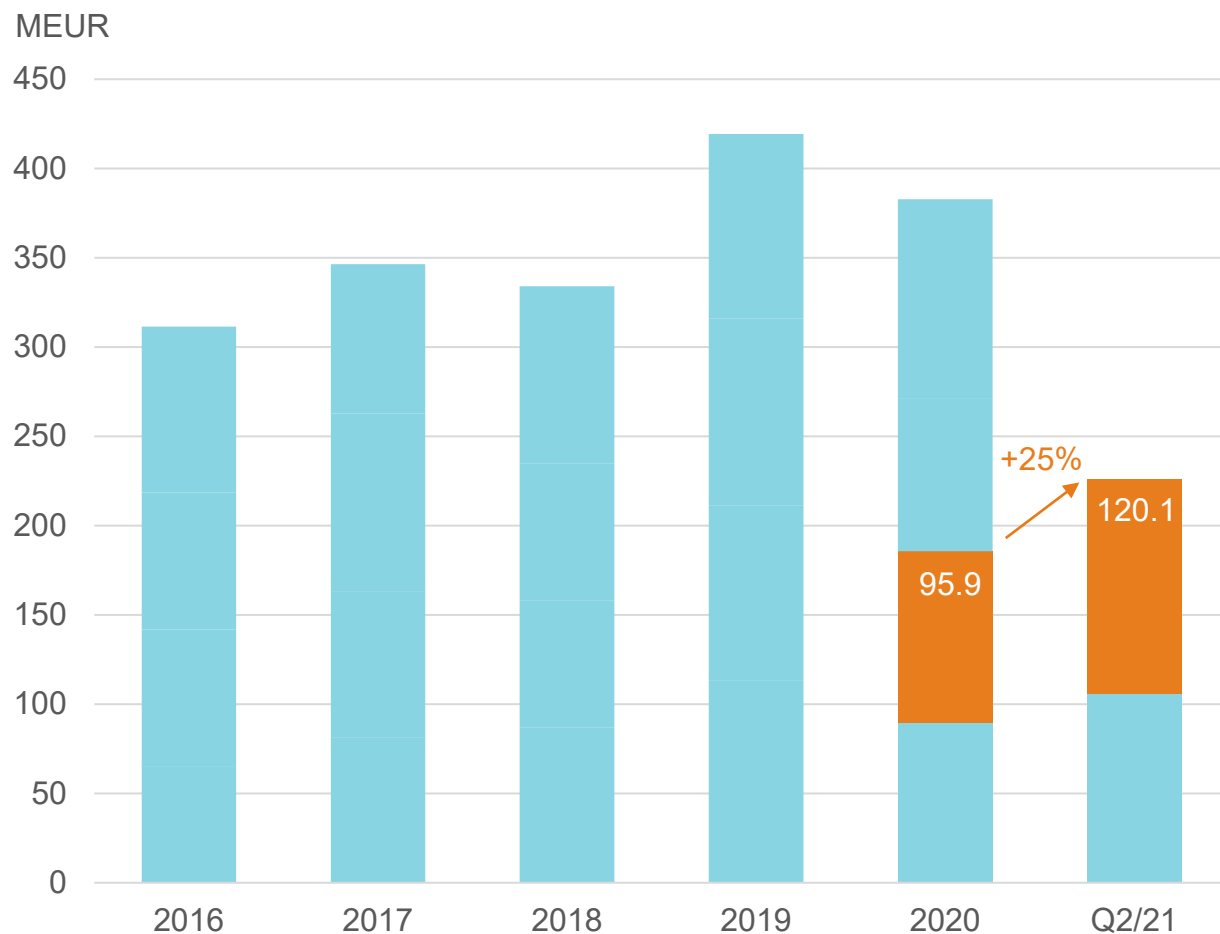


Continuous monitoring
Easy use of wireless data loggers with CO₂ measurements, improving CO₂ monitoring in life science
GMP251 + RFL100 data loggers



Air quality
Identification of pollutant gases and particles in real time, putting cities in control of air quality decisions
AQT530

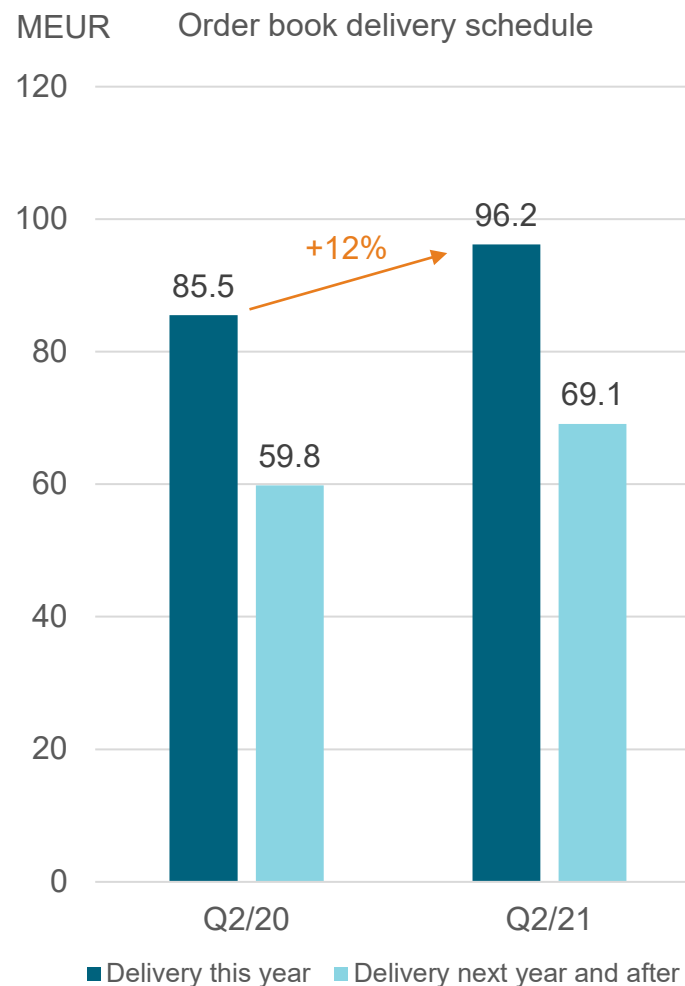
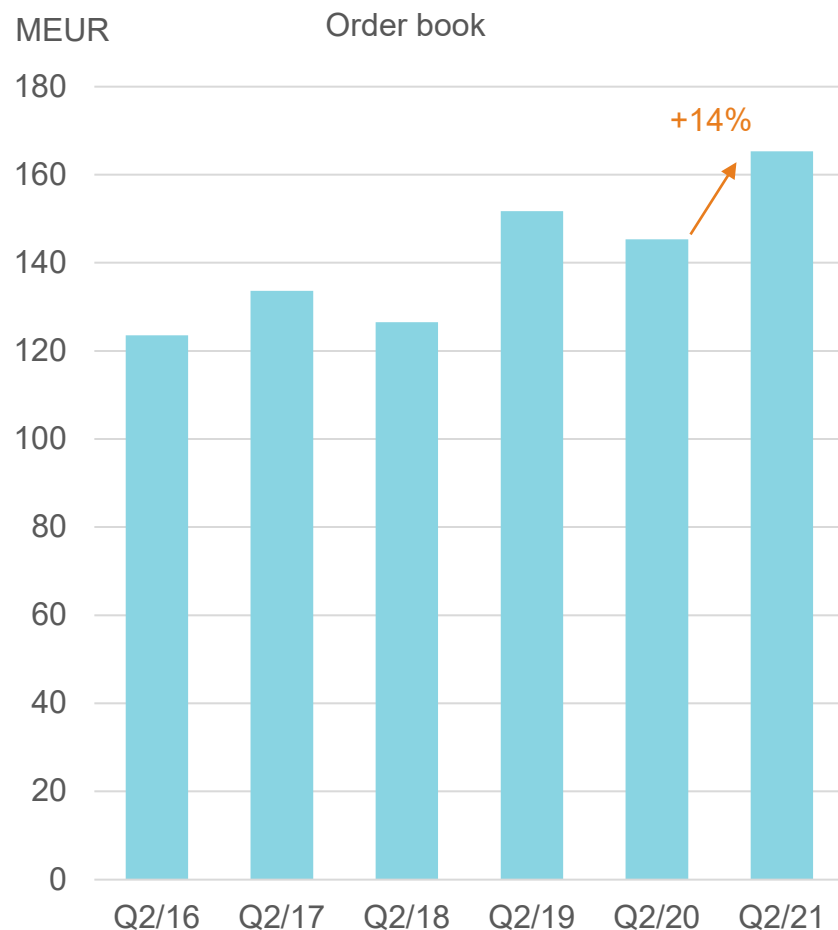
Q2/2021 orders received increased by 25% Y/Y



Increase 28% in constant currencies

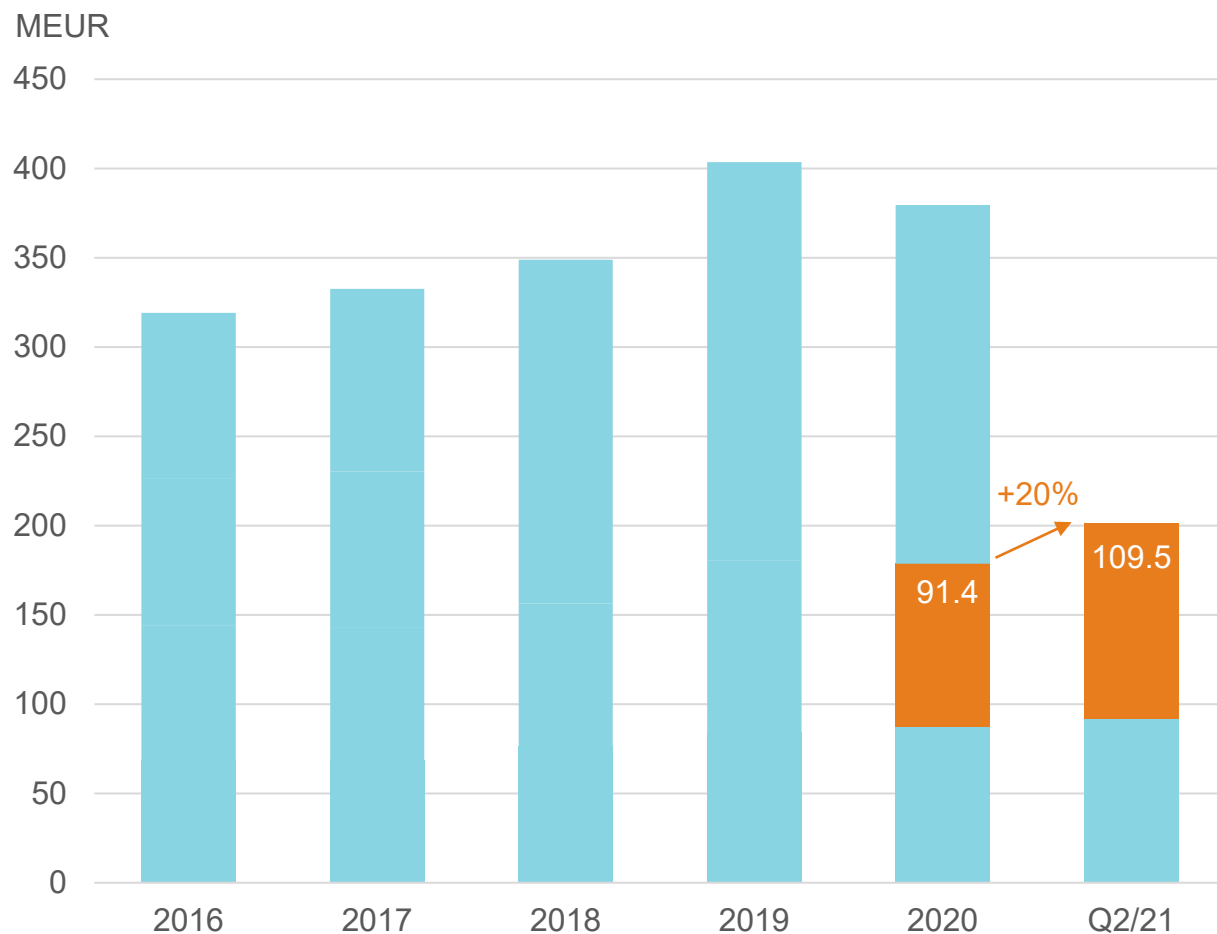
- Increase in both business areas
- Increase in industrial instruments, life science, meteorology and renewable energy market segments

Q2/2021 order book increased by 14% Y/Y



- Increase in all market segments in Industrial Measurements
- Increase in renewable energy and meteorology market segments in Weather and Environment
- Order book with delivery this year increased by 12% Y/Y

Q2/2021 net sales grew by 20% Y/Y



Increase 23% in constant currencies

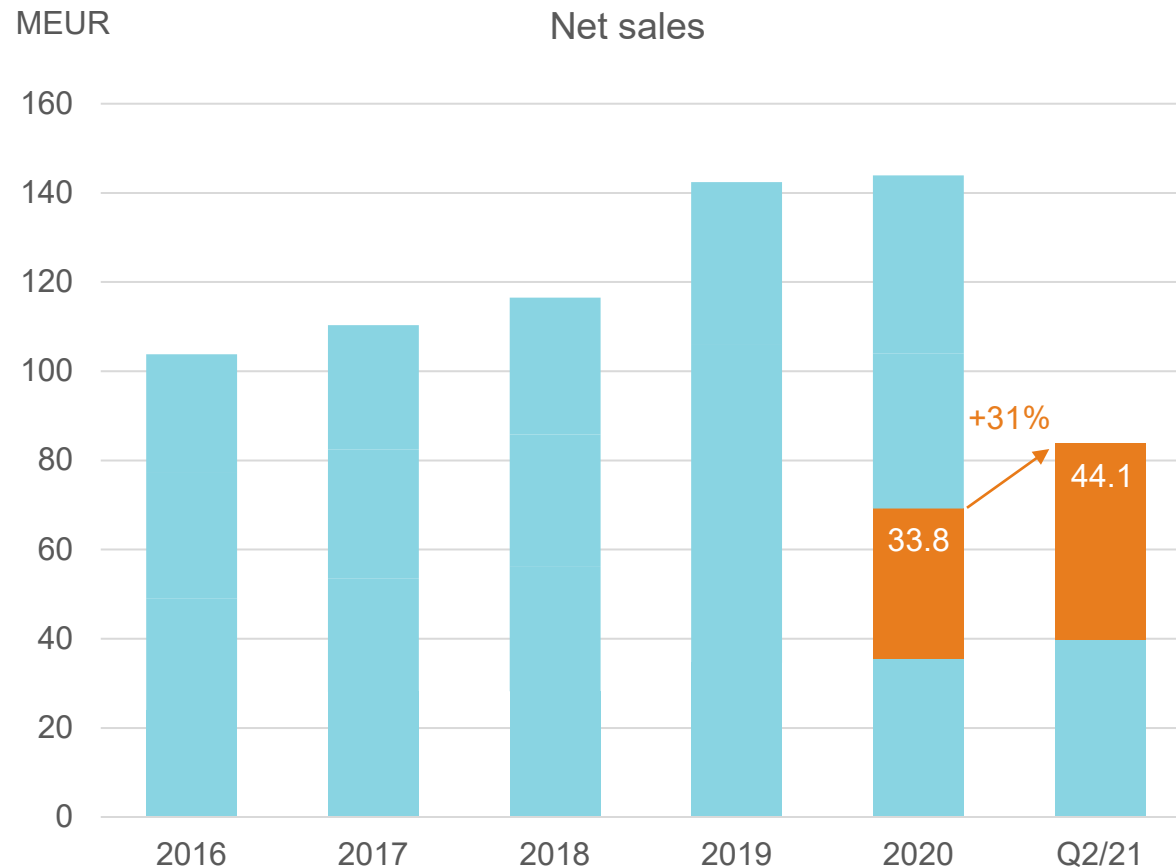
- Growth in both business areas
- Growth in industrial instruments, life science, meteorology and renewable energy market segments

Excellent performance continued

- Orders received increased in all market segments
- Recovery across regions, record-high order intake in Europe and Americas



Net sales growth of 31% increased operating result



Increase 36% in constant currencies

- Operating result EUR 10.5 (7.1) million, 23.7 (20.9) % of net sales
- Net sales growth strong in industrial instruments and life science market segments and good in power industry market segment
- R&D expenditure 12.2% of net sales



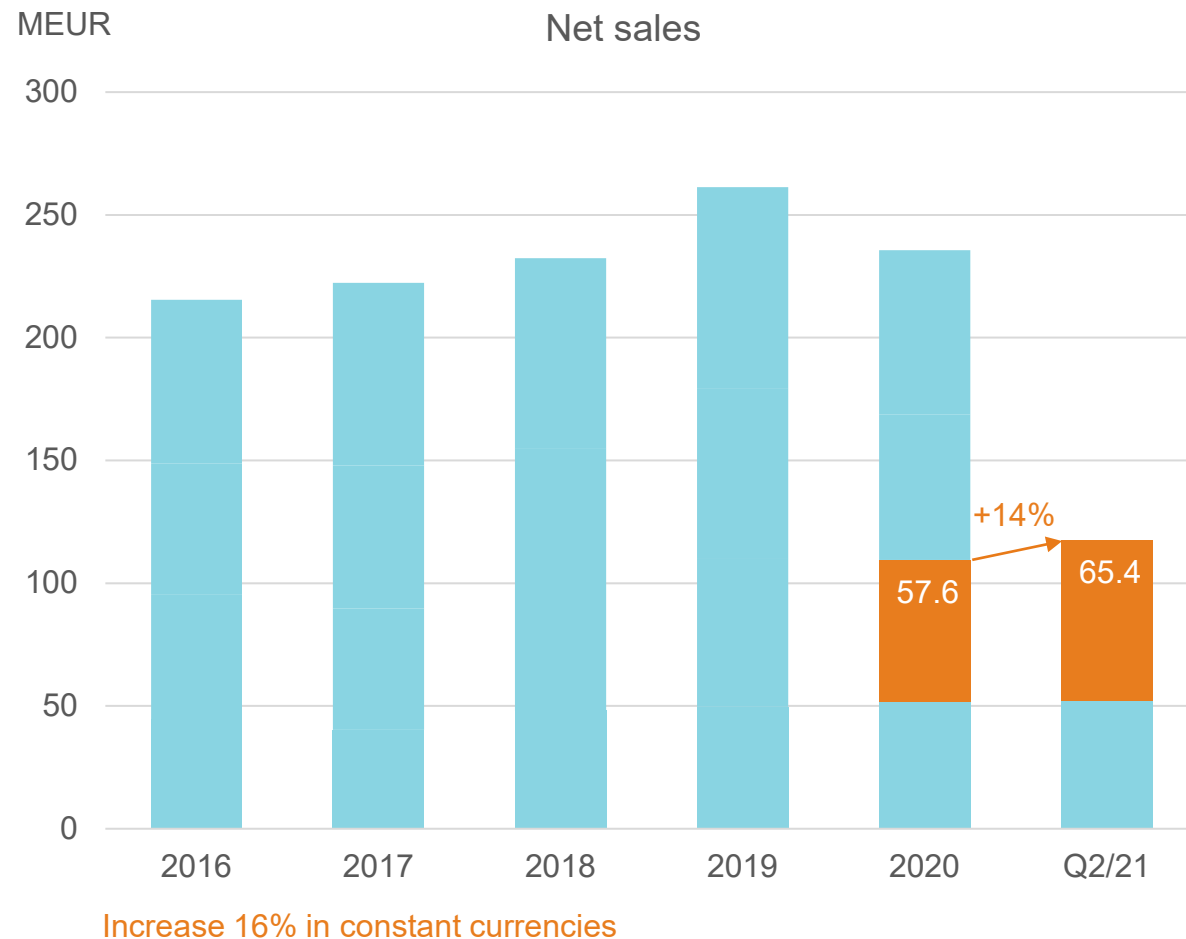
Strong order growth continued

- Orders received increased in meteorology, renewable energy and aviation market segments
- Included EUR 13 million Ethiopian order



Growth 19% in constant currencies

Operating result improved



- Operating result EUR 1.0 (0.7) million, 1.5 (1.2) % of net sales
- Net sales grew in meteorology and renewable energy market segments
- R&D expenditure 13.2% 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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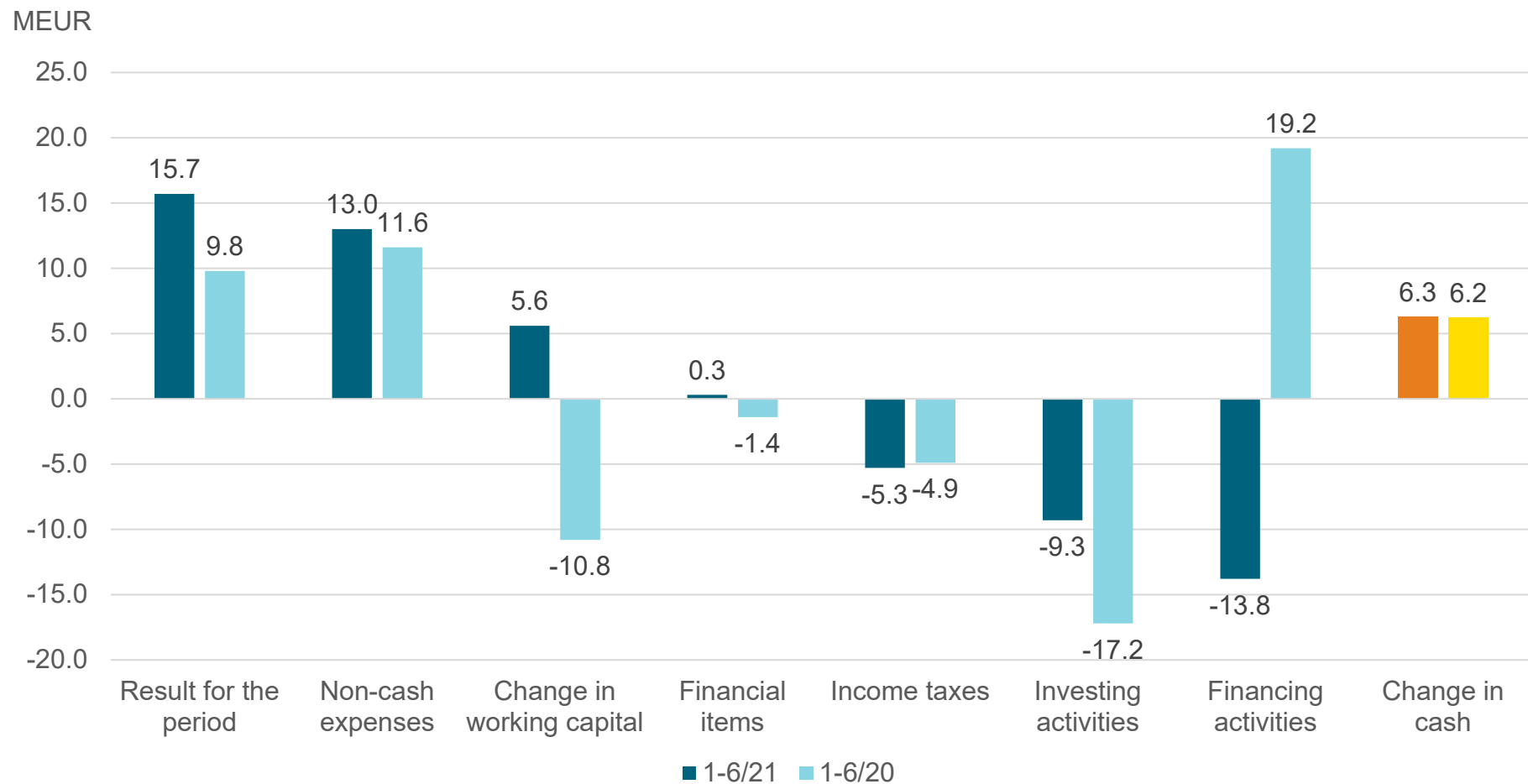
H1/2021 financials

H1/2021 operating result 9.5% of net sales

MEUR	H1/2021	H1/2020	2020
Net sales	201.5	178.6	379.5
Cost of goods sold	-90.5	-79.6	-166.6
Gross profit	110.9	99.0	212.9
Operating expenses	-89.8	-84.6	-169.2
Other operating income and expenses	-2.1	-1.3	1.1
Operating result	19.0	13.1	44.8
Share of result in associated company	-	-	0.2
Financial income and expenses	1.0	1.2	-3.6
Result before taxes	18.0	11.9	41.3
Income taxes	-2.3	-2.2	-8.5
Result for the period	15.7	9.8	32.8

- H1/2021 net sales growth 13%
 - Growth in constant currencies 16%
- Operating result increased following growth in net sales
- Gross margin at previous year's level 55.1 (55.4) %
- EPS 0.43 (0.27) EUR

H1/2021 cash flow from operating activities 29.4 MEUR



Cash flow improvement driven by:

- ✓ Higher result for the period
- ✓ Positive impact of net working capital
- ✓ Lower capex level

Cash and cash equivalents:

- End Q2/2021: 52.3 MEUR
- End Q4/2020: 45.4 MEUR
- End Q2/2020: 62.2 MEUR

Strong financial position

MEUR	H1/2021	H1/2020	2020
Equity per share	5.51	5.10	5.70
Return on equity %	15.5	10.2	16.3
Solvency ratio %	54.3	49.5	59.0
Capital expenditure	9.3	17.3	31.0
Cash and cash equivalents	52.3	62.2	45.4
Interest-bearing liabilities	66.1	91.1	57.0
Gearing %	6.9	15.7	5.7



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Market development and business outlook



Market development

Global economy is expected to continue to recover, and this may lead to worsening component availability in the second half of the year. COVID-19 and its variants may also negatively impact the global economy and its recovery.

Growth

High-end industrial instruments

Life science

Power industry

Renewable energy

Recovery

Liquid measurements

Meteorology, developing countries

Aviation

Stable

Meteorology, developed countries

Ground transportation

Business outlook for 2021

Raised July 13, 2021

Net sales

Vaisala estimates that its full-year 2021 net sales will be in the range of **EUR 400–420 million**

Operating result (EBIT)

Vaisala estimates that its full-year 2021 operating result (EBIT) will be in the range of **EUR 40–50 million**



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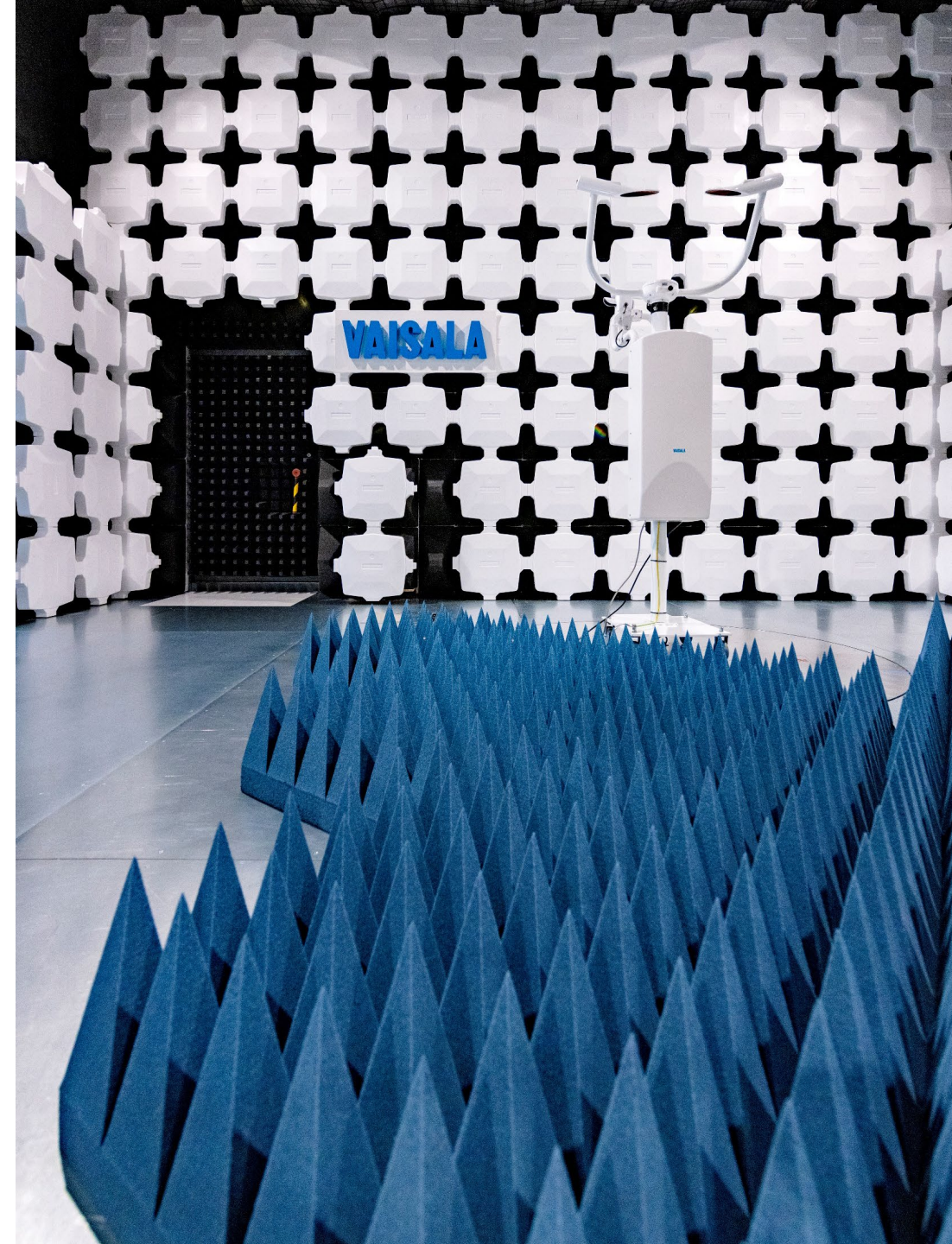
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Disclaimer

The forward-looking statements in this report are based on the current expectations, known factors, decisions and plans of Vaisala's management. Although the management believes that the expectations reflected in these forward-looking statements are reasonable, there is no assurance that these expectations would prove to be correct. Therefore, the results could differ materially from those implied in the forward-looking statements, due to for example changes in the economic, market and competitive environments, regulatory or other government-related changes, or shifts in exchange rates.

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