



Challenging year ended with strong order intake

Kai Öistämö, President and CEO

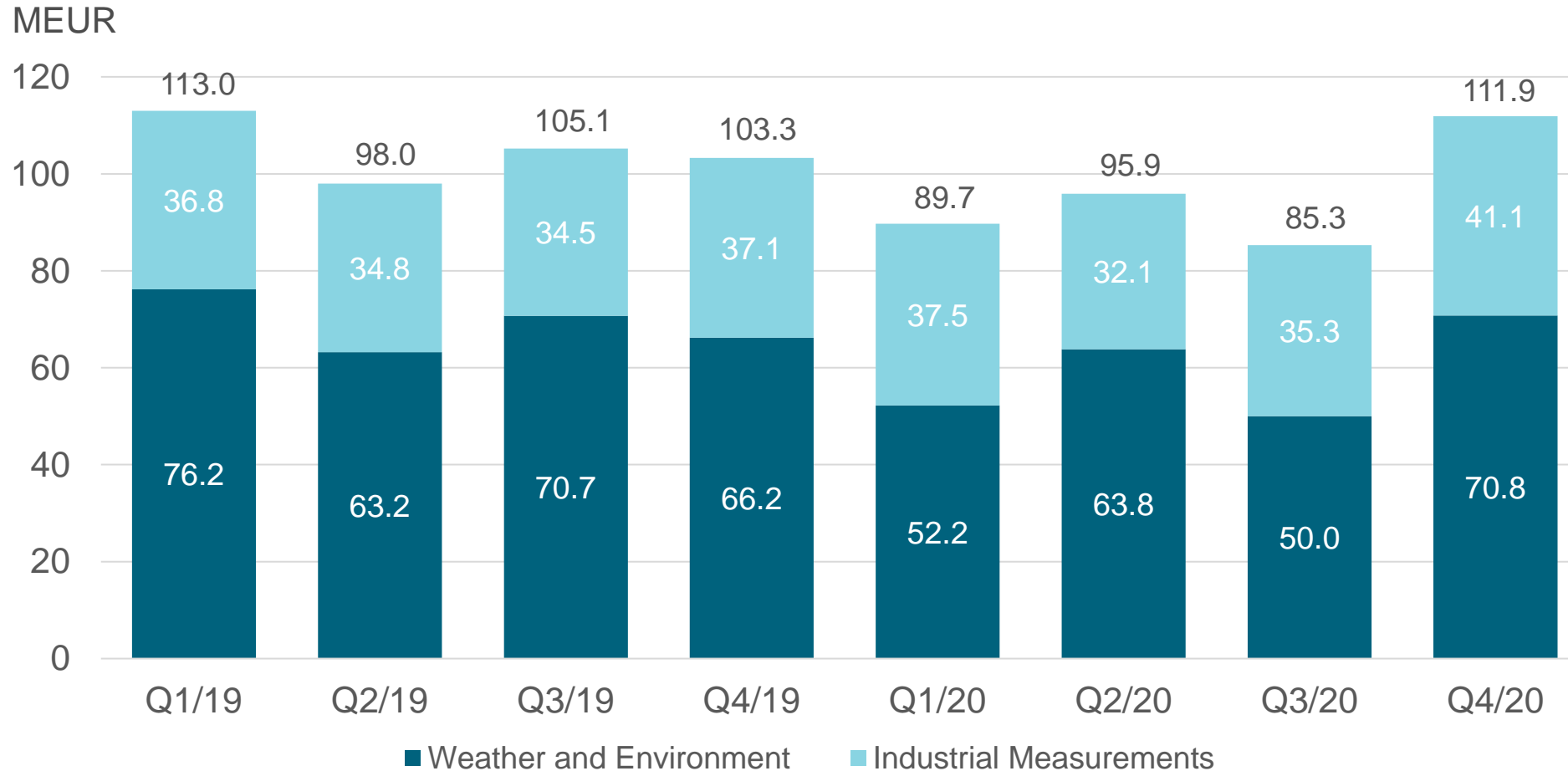
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Fourth quarter 2020 highlights

- Orders received EUR 111.9 (103.3) million, +8%
 - With comparable FX rates +11%
- Order book EUR 137.8 (139.0) million, -1%
- Net sales EUR 106.9 (118.1) million, -10%
 - With comparable FX rates -7%
- Gross margin 55.8 (56.0) %
- Operating result EUR 12.2 (17.7) million, 11.4 (15.0) % of net sales
- Earnings per share EUR 0.24 (0.41)
- Cash flow from operating activities EUR 24.3 (23.1) million
- Dividend proposal EUR 0.61



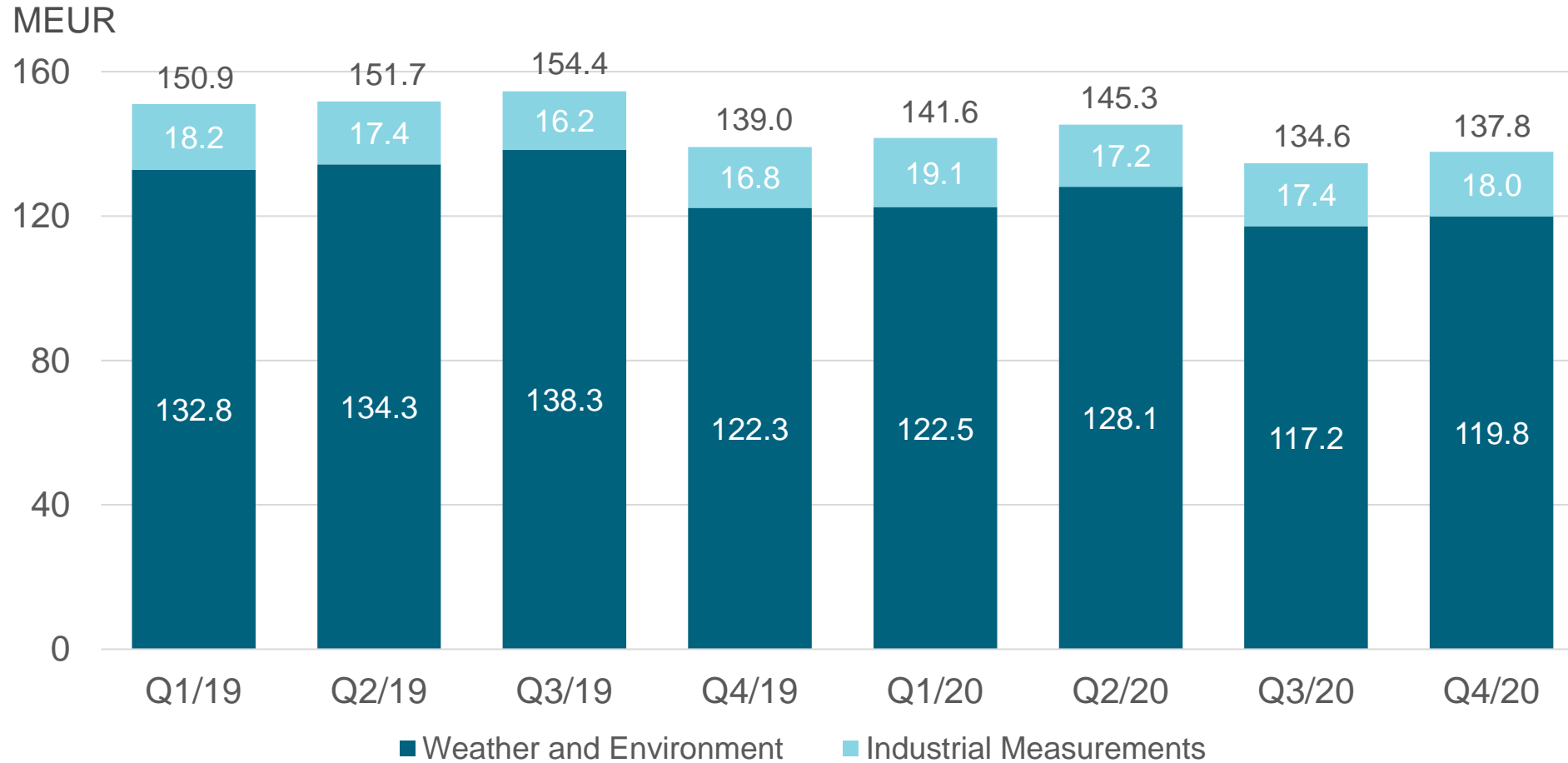
Vaisala Q4 orders received increased by 8%



+11%
with comparable
FX rates

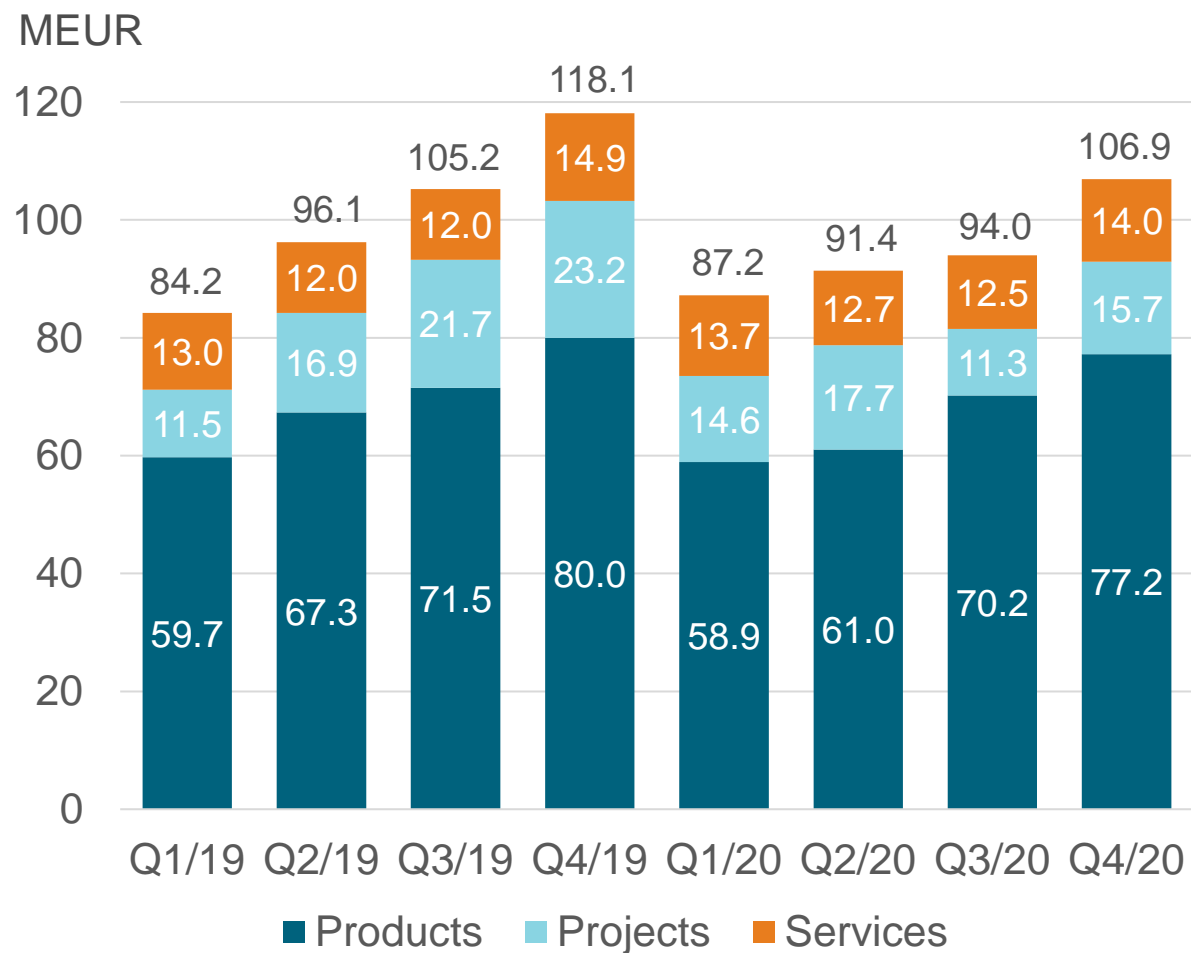
Increased in
both business
areas

Vaisala Q4 order book decreased by 1% Y/Y



+2% Q/Q
Book-to-bill 1.0

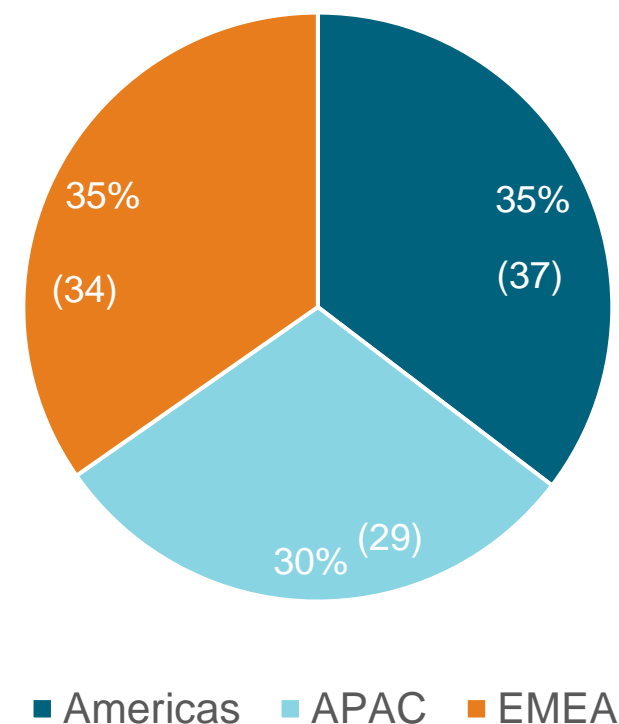
Vaisala Q4 net sales decreased by 10%



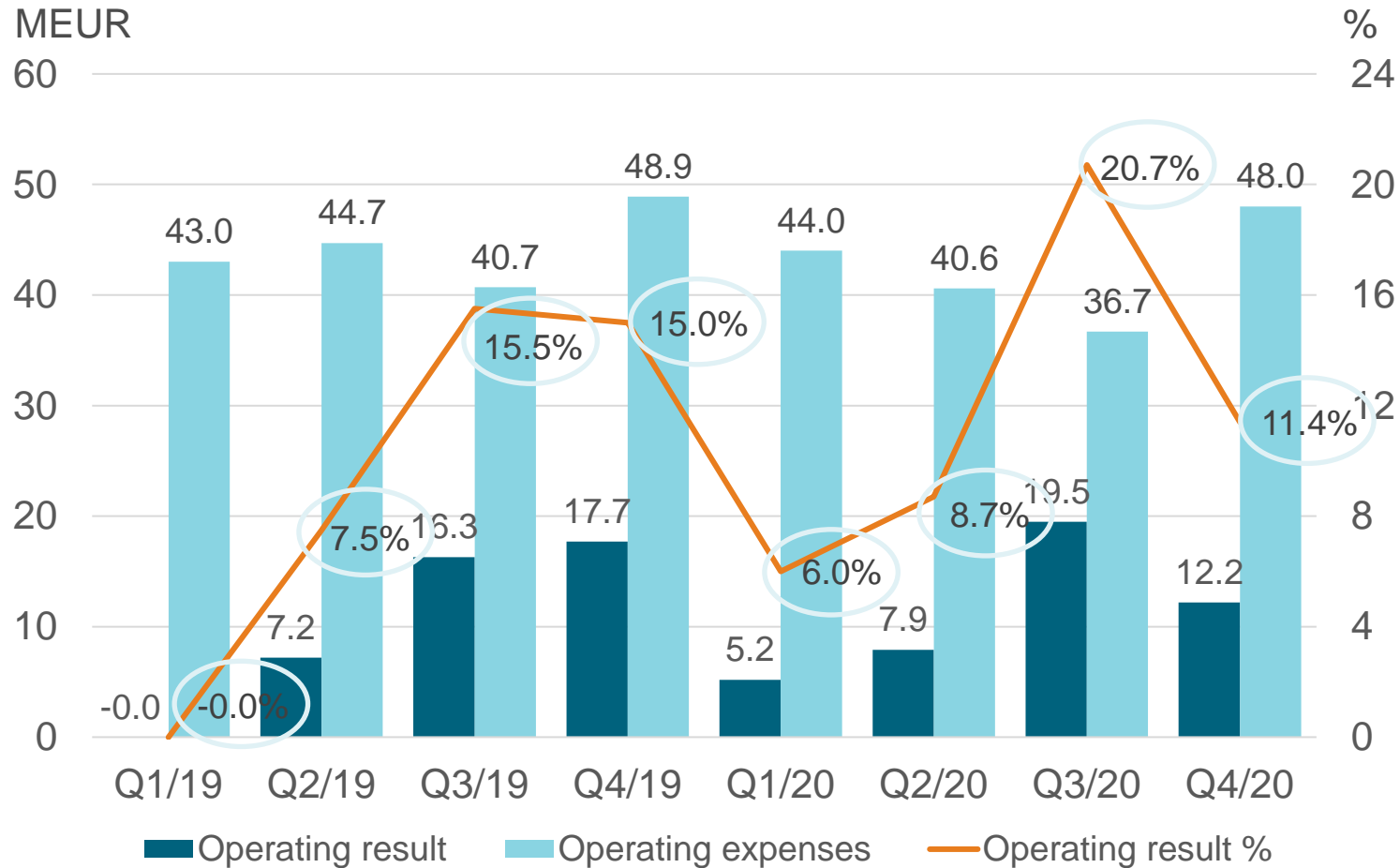
-7% with comparable rates

Net sales decreased in all regions

Net sales by region



Vaisala Q4 operating result decreased following decrease in net sales



1.9 MEUR amortization of intangible assets

Gross margin 55.8%

OPEX decreased due to restrictions related by the COVID-19 pandemic

A high-angle photograph of a business meeting. Several people's hands are visible around a white table. One person is signing a document on a clipboard with a black pen. Another person's hand is pointing at the document. A third person's hands are clasped in front of them. On the table, there is a wooden house-shaped object, a pair of keys, and a document titled "RENTAL AGREEMENT".

Business areas

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Weather and Environment Q4 – strong order intake

- Orders received increased by 7%
 - Increase with comparable FX rates 9%
 - Orders received increased mainly in Latin America and Europe
- Order book decreased by 2% Y/Y
 - EUR 83.6 (86.6) million scheduled to be delivered in 2021
- Net sales decreased by 18%
 - Decrease with comparable FX rates 16%
- Operating result decreased due to low delivery volume
 - Restrictions related to the COVID-19 pandemic and savings related to discontinuation of assessment services provided to renewable energy segment decreased operating expenses
 - R&D expenditure 14.1 (10.3) of net sales
 - EUR 1.5 (2.0) million of amortization of intangible assets related to acquired businesses

Order book +2%
Q/Q
Book-to-bill 1.1

Gross margin
51.5%

MEUR	Q4/20	Q4/19	Change
Orders received	70.8	66.2	7%
Order book	119.8	122.3	-2%
Net sales	67.0	81.9	-18%
Products	40.9	47.0	-13%
Projects	15.7	23.2	-32%
Services	10.4	11.7	-11%
Gross margin %	51.5	52.7	
Operating expenses	29.6	31.1	-5%
Operating result	5.2	12.1	
Operating result %	7.8	14.7	

Industrial Measurements Q4 – back to growth path

- Orders received increased by 11%
 - Increase with comparable FX rates 14%
 - Orders received strong in all regions and especially in Americas region and China
- Order book increased by 7%
 - EUR 16.6 (14.8) million scheduled to be delivered in 2021
- Net sales increased by 10%
 - Increase with comparable FX rates 14%
- Net sales growth increased operating result
 - Restrictions related to the COVID-19 pandemic decreased operating expenses
 - R&D expenditure 13.0 (14.2) % of net sales
 - EUR 0.4 (0.4) million of amortization of intangible assets related to acquired business

Order growth wide-ranging

Gross margin 63.3%

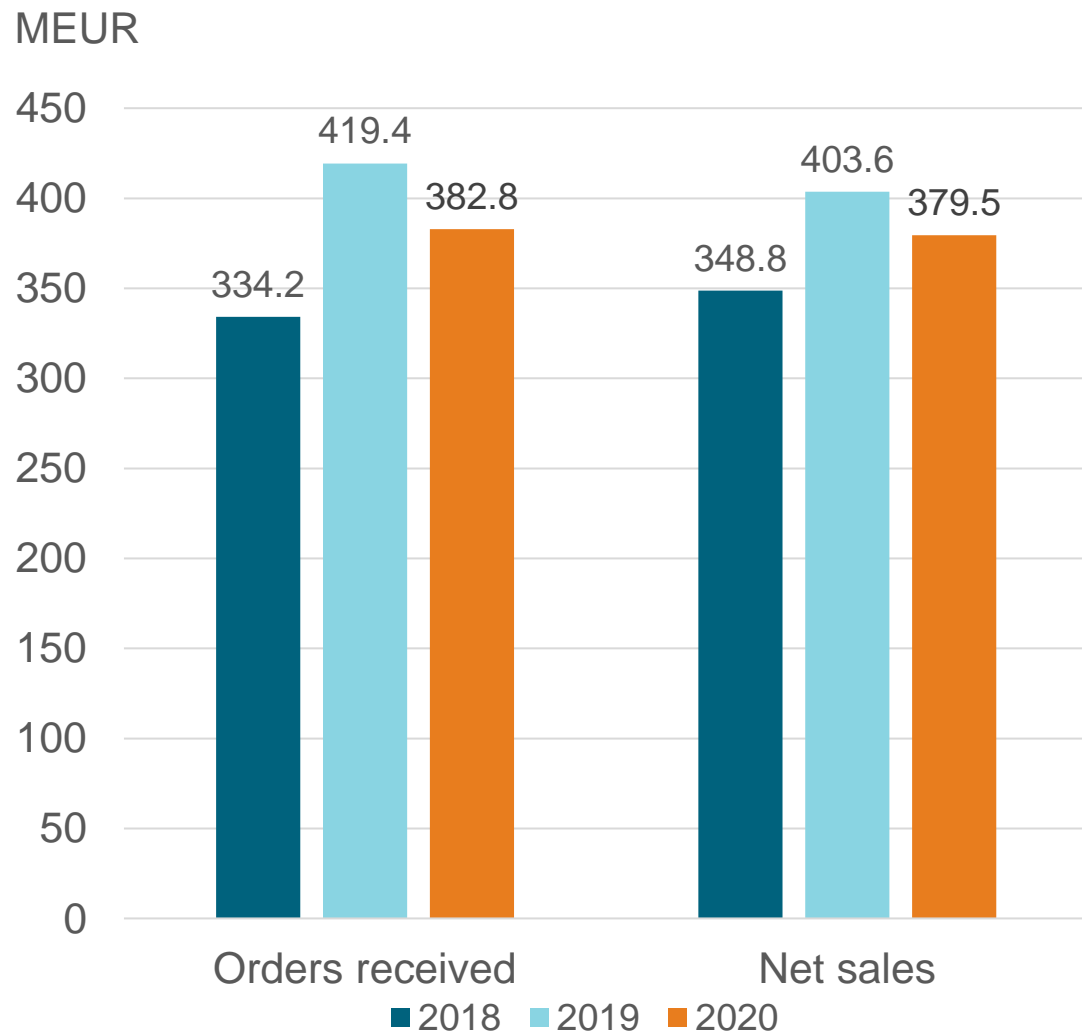
MEUR	Q4/20	Q4/19	Change
Orders received	41.1	37.1	11%
Order book	18.0	16.8	7%
Net sales	39.9	36.3	10%
Products	36.3	33.0	10%
Services	3.6	3.2	10%
Gross margin %	63.3	63.8	
Operating expenses	17.0	17.7	-4%
Operating result	8.3	5.5	
Operating result %	20.8	15.1	

A blurred background image of a business meeting. Several people in business attire are seated around a table, looking at documents and charts. One person in the foreground is holding a pen over a document. The overall scene is professional and collaborative.

**January–
December 2020**

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Vaisala 2020 – good resilience in difficult market environment



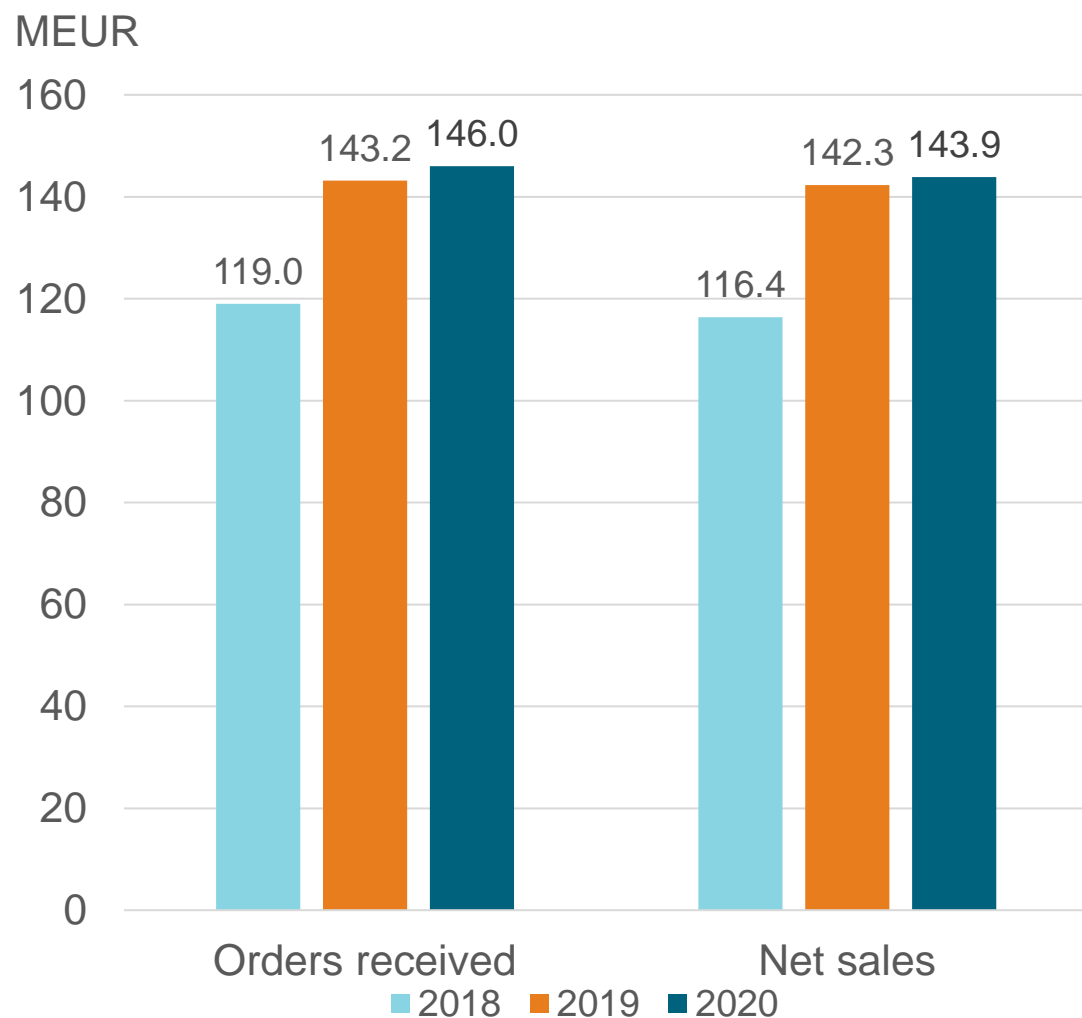
MEUR	2020	2019	2018
Orders received	382.8	419.4	334.2
Order book	137.8	139.0	120.6
Net sales	379.5	403.6	348.8
Gross margin %	56.1	54.8	53.1
Operating expenses	169.2	177.3	148.3
Operating result	44.8	41.1	38.9
Operating result %	11.8	10.2	11.1
Result for the period	32.8	33.6	29.5
Earnings per share	0.91	0.94	0.82
Capital expenditure	31.0	26.8	14.5
Cash flow from operating activities	41.0	40.8	48.3

Weather and Environment 2020 – decrease in net sales due to challenging market environment



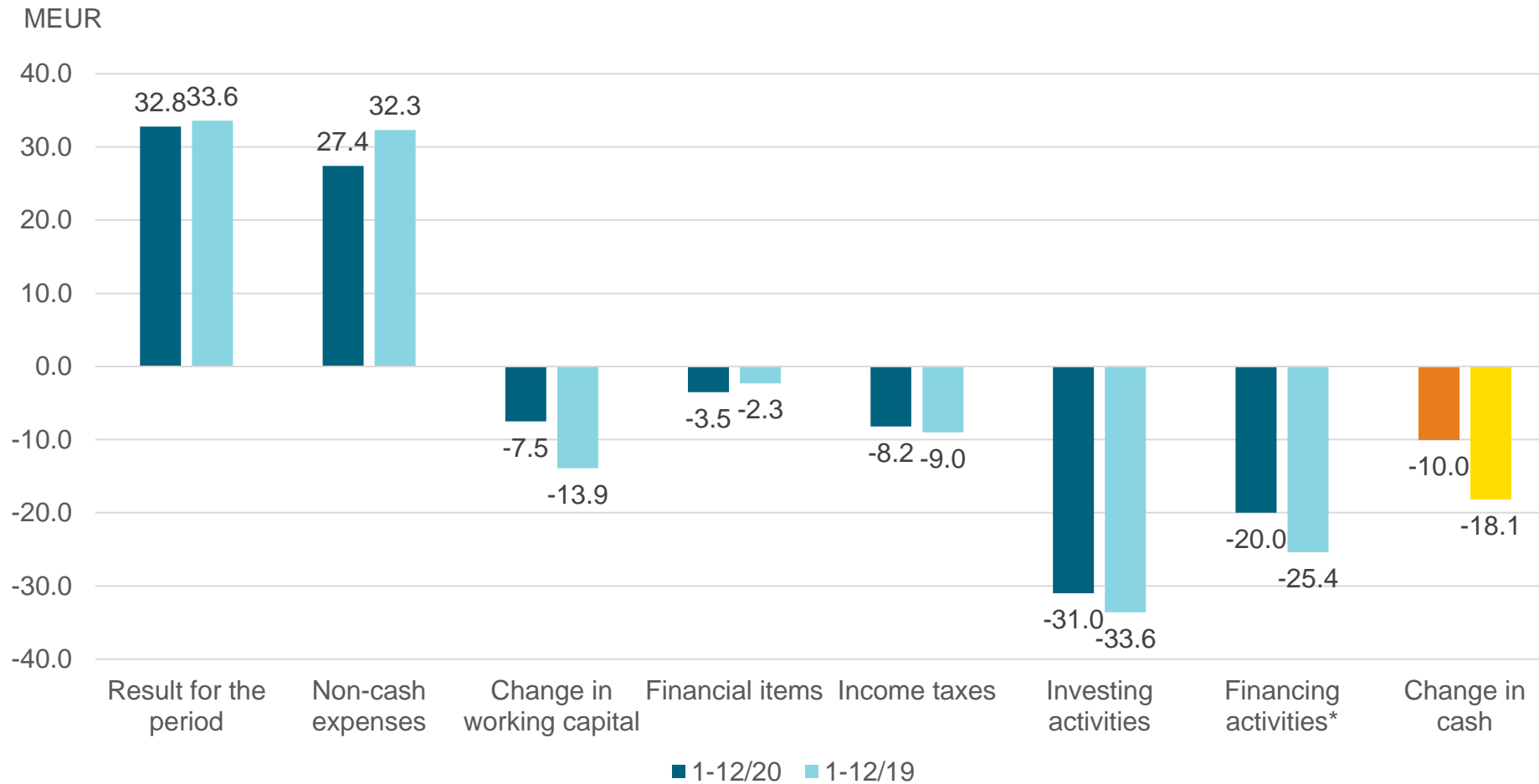
MEUR	2020	2019	2018
Orders received	236.9	276.2	215.2
Order book	119.8	122.3	104.9
Net sales	235.5	261.3	232.3
Products	137.4	149.0	125.4
Projects	59.3	73.2	70.0
Services	38.8	39.1	36.9
Gross margin %	51.0	49.9	48.6
Operating expenses	106.3	113.0	96.7
Operating result	14.6	17.7	17.7
Operating result %	6.2	6.8	7.6

Industrial Measurements 2020 – strong performance



MEUR	2020	2019	2018
Orders received	146.0	143.2	119.0
Order book	18.0	16.8	15.7
Net sales	143.9	142.3	116.4
Products	129.9	129.5	105.1
Services	14.1	12.8	11.4
Gross margin %	64.4	63.9	62.1
Operating expenses	61.5	63.4	48.5
Operating result	31.6	26.1	23.9
Operating result %	21.9	18.4	20.5

2020 cash flow: changes in net working capital decreased cash flow from operating activities



Cash and cash equivalents
 End Q4/2020: 45.4 MEUR
 End Q4/2019: 56.4 MEUR

* Including dividend payment -22.0 MEUR

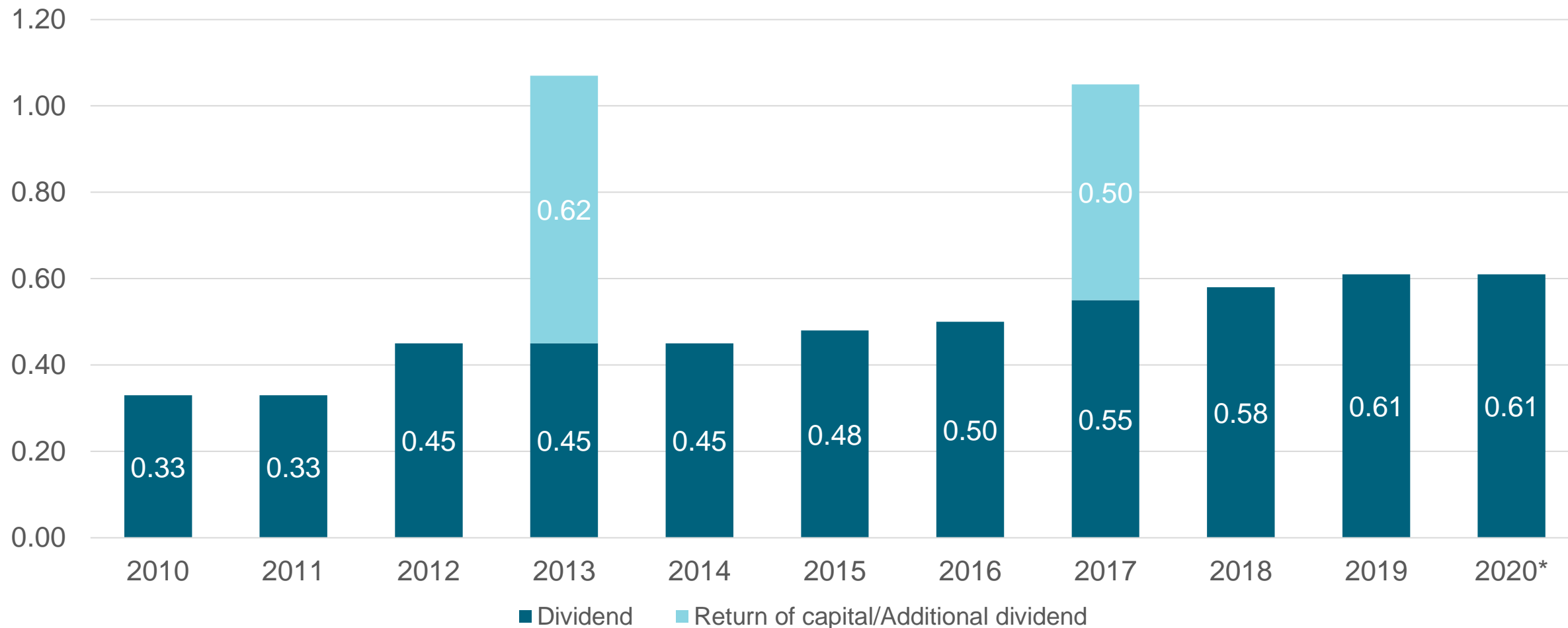
Strong financial position

MEUR	2020	2019	2018
Equity per share	5.70	5.52	5.11
Return on equity %	16.3	17.7	16.0
Solvency ratio %	59.0	55.7	55.6
Capital expenditure	31.0	26.8	14.5
Cash and cash equivalents	45.4	56.4	72.7
Interest-bearing liabilities	57.0	51.5	40.5
Gearing %	5.7	-2.4	-17.6



Dividend development 2010–2020

EUR



* Boards' proposal

All dividends have been adjusted to reflect increased number of shares after the share issue without payment in April 2018.

A wide, straight asphalt road stretches from the foreground towards a bright sunset on the horizon. The sky is filled with dramatic, colorful clouds in shades of orange, yellow, and blue. The sun is low on the horizon, creating a strong lens flare effect. The road has white dashed lines in the center and solid lines on the sides. In the foreground, the year '2021' is painted in large, bold, orange-yellow numbers on the asphalt. The overall mood is one of optimism and forward-looking vision.

Market development and business outlook for 2021

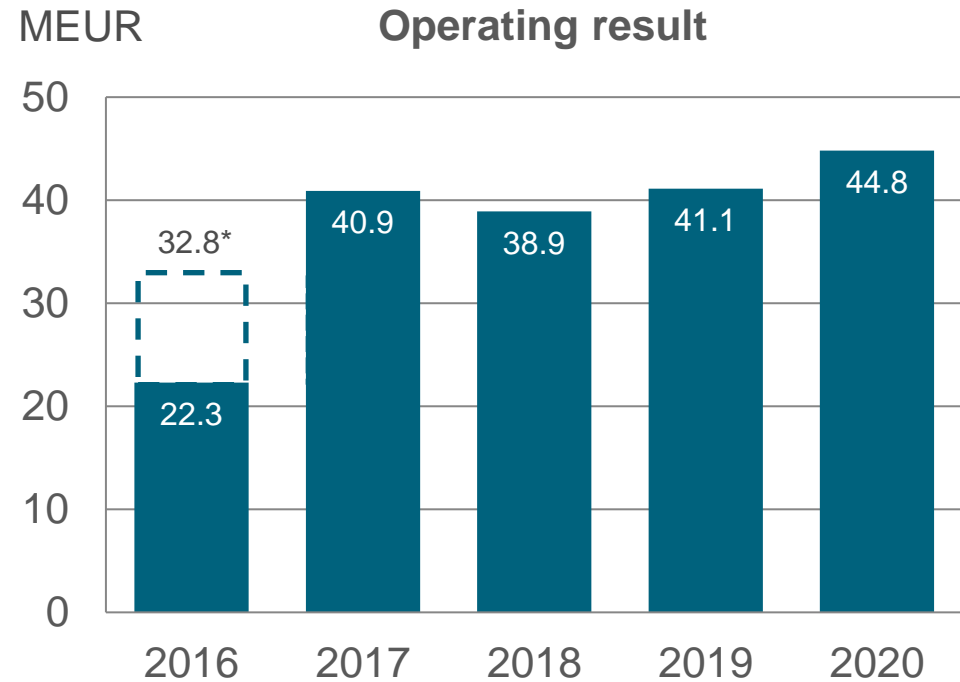
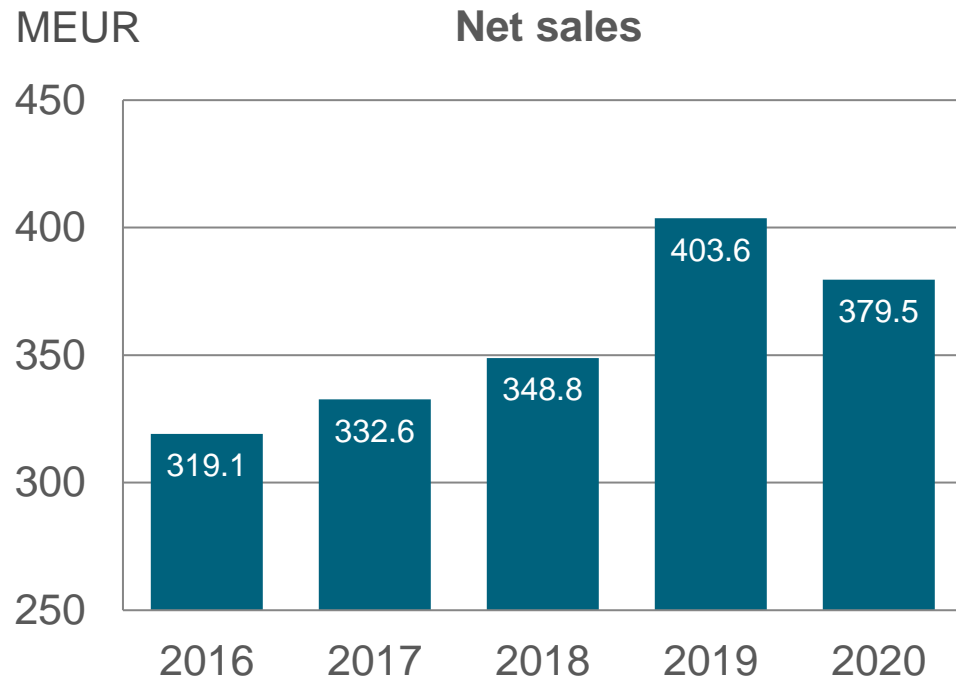
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Market development

- COVID-19 pandemic will continue to cause significant uncertainty in 2021. Still, the global economy is expected to continue to recover in 2021.
- Market for high-end industrial instruments is expected to recover after weak 2020. Life science and power industry market is expected to continue to grow.
- Meteorology market in developing countries is expected to continue to suffer due to lack of funding and delayed decision making while demand in developed countries is expected to remain stable. Aviation market declined significantly in 2020 as a result of the global pandemic, and market outlook remains weak, although some recovery is expected. Ground transportation market is expected to be stable. Renewable energy market is expected to continue to grow.

Business outlook for 2021

- Vaisala estimates that its full-year 2021 net sales will be in the range of EUR 370–400 million and its operating result (EBIT) will be in the range of EUR 30–45 million



* Excl. EUR 10.5 million write down of intangible assets from the acquisitions of Second Wind Systems Inc. and 3TIER Inc. in 2013.

A man with red hair and glasses, wearing a light blue shirt, is sitting at a desk and looking at a laptop. A woman with dark curly hair and glasses, wearing a red shirt, is sitting next to him, resting her chin on her hand and looking at the laptop. They are in a modern office with large windows in the background. The text "Questions welcome!" is overlaid on the left side of the image.

**Questions
welcome!**

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