

Strong growth in Q2 orders received and net sales, operating result doubled

Half-Year Financial Report January–June 2024

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Q2
2024



Both business areas performed well after the slow start of the year

Net sales

148.4

(130.8) MEUR +13%

Order book

196.9

(Dec 31, 2023: 172.5)
MEUR +14%

Q2/2024

- Strong quarter for Weather and Environment business area in all aspects.
- Industrial Measurements business area back on growth.
- High growth in subscription sales and services sales continued.
- View on the full year 2024 remains unchanged; business outlook estimate narrowed after solid H1.

Orders received

147.2

(129.3) MEUR +14%

Operating result
margin

15.9% (9.1)

Instruments and intelligence for climate action

MEGATRENDS



Energy transition & decarbonization



AI & process optimization



Health & wellbeing

PURPOSE

Taking every measure for the planet

SUCCESS DRIVERS

Customer understanding and application know-how



Product and technology leadership



Excellence in supply chain



Purpose-driven culture and talent

STRATEGIC PRIORITIES

Grow in industrial measurements with breakthrough technologies

Expand in energy transition and build recurring revenue in data

Drive profitability as global leader in weather systems

Simplify and scale

VALUES

Customer focus



Innovation & renewal



Strong together



Integrity

Taking every measure for safety and wellbeing



Protecting medical products for PostNord TPL in Sweden

Continuous monitoring of warehousing and distribution facilities in compliance with life science industry requirements.



Safe air travel to and from the Dominican Republic

New weather radar provides accurate weather and windshear information for safe takeoffs and landings.



Real-time air quality data to drivers of BMW Group cars

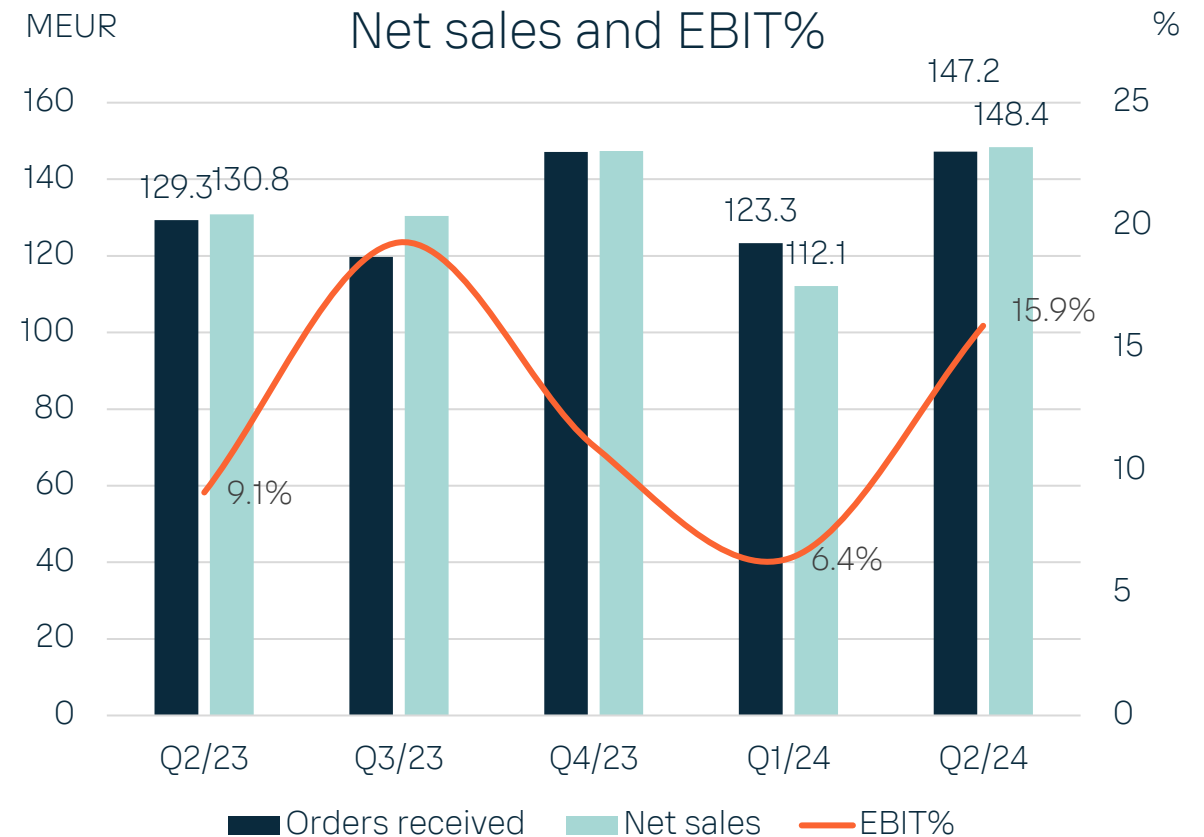
Xweather air quality monitoring helps to avoid polluted areas and adjust indoor airflow to prevent potential health risks.

Financials



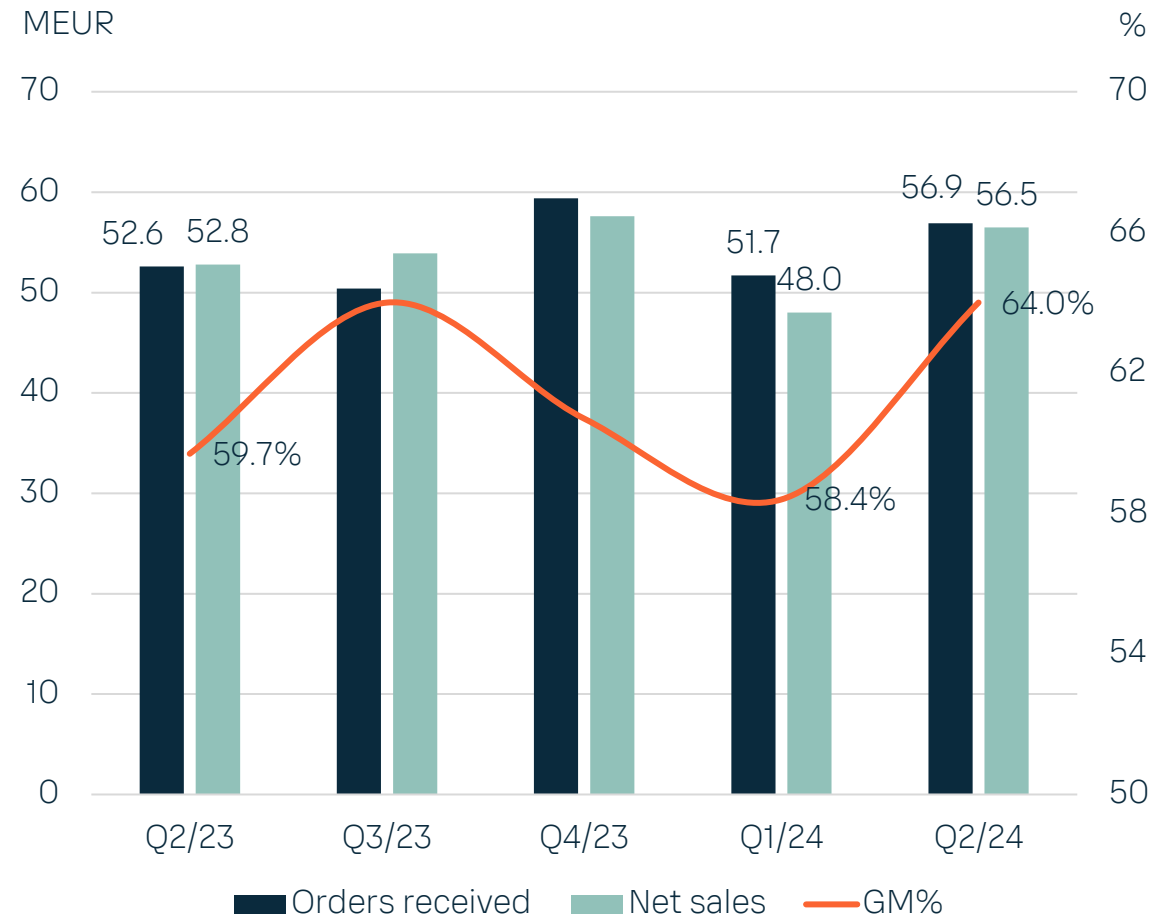
Operating result doubled

- Orders received and net sales grew strongly
- Order book record-high EUR 196.9 million, up 14% compared to end of 2023
 - Order book for 2024 EUR 122.9 million
- Net sales increased by 13% Y/Y
 - Net sales growth driven by large orders received during the past quarters
 - Services sales increased by 40%
- Gross margin improved to 57.0 (55.1)



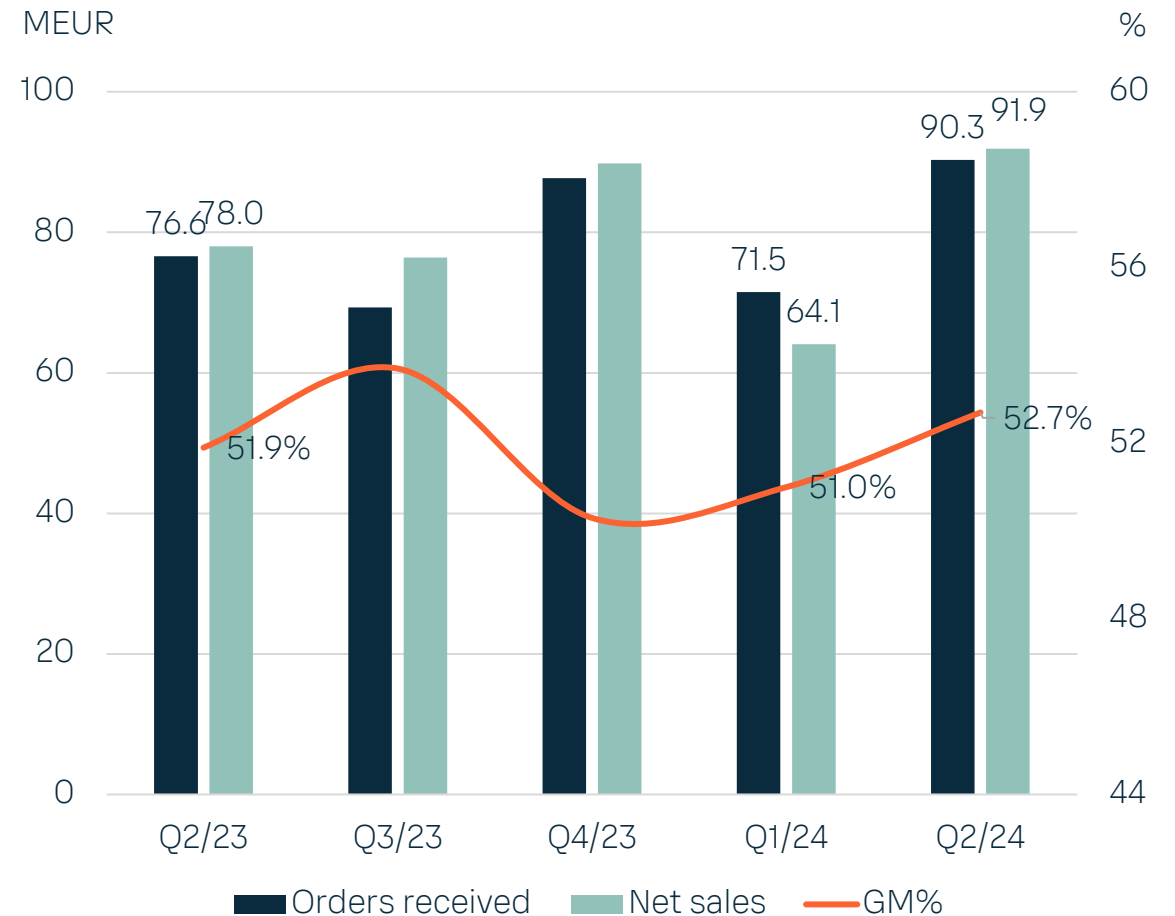
Industrial Measurements: Back on growth

- Orders received increased by 8% Y/Y
- Order book up by 3% compared to end of 2023
- Net sales increased by 7% Y/Y
 - Low comparison period
 - Service sales grew by 43%
- Gross margin improved following economies of scale generated by volume increase and favorable sales mix
- EBIT% 21.7 (12.9)



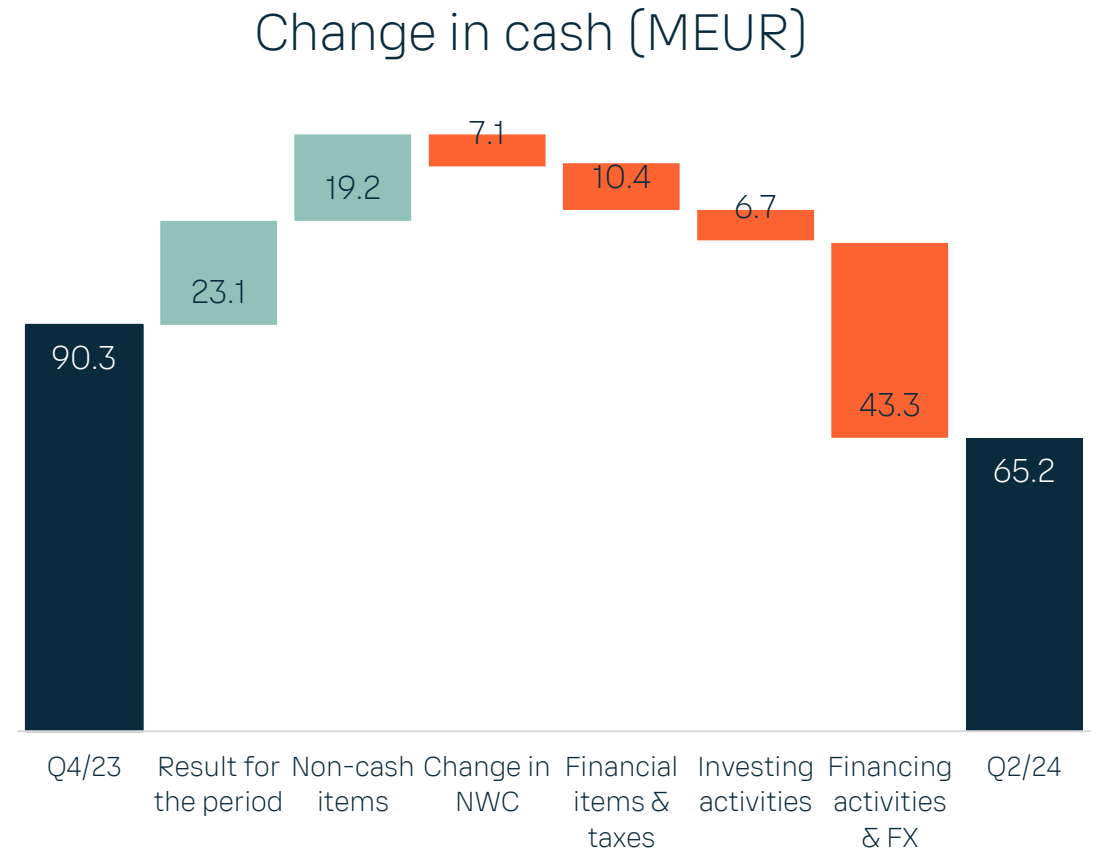
Weather and Environment: Strong quarter in all aspects

- Orders received increased by 18% Y/Y
- Order book up by 17% compared to end of 2023
- Net sales increased by 18% Y/Y
 - Growth driven mainly by large orders received during past quarters
 - Growth of subscription sales 16%
- Gross margin improved following economies of scale generated by volume increase
- EBIT% 12.2 (6.3)



Cash flow continued on good level

- Cash flow from operating activities decreased to EUR 24.8 (35.7) million despite increase in net result
 - Increase in net working capital
- Dividend payment of EUR 27.2 million
- Early EUR 15 million prepayment regarding unsecured term loan
- Cash conversion 0.8
- Free cash flow ~EUR 18 million



Weak Q1 + Strong Q2 = Solid H1

- Net sales and gross margin flat
 - Services sales +29% Y/Y
 - Subscription sales +15% Y/Y
- EBIT % 11.8 (9.6)
 - Operating expenses decreased Y/Y
 - R&D costs -5% Y/Y
- EPS 0.64 (0.49)

	H1/2024	H1/2023	2023
Net sales	260.5	262.2	540.4
Cost of goods sold	-115.2	-116.6	-238.8
Gross profit	145.3	146.0	301.7
Operating expenses	-114.8	-121.1	-235.9
Other operating income and expenses	0.3	0.3	0.9
Operating result	30.8	25.2	66.6
Share of result in associated company	-	-	0.2
Financial income and expenses	-1.0	-2.2	-3.7
Result before taxes	29.8	22.9	63.1
Income taxes	-6.7	-5.3	-14.2
Result for the period	23.1	17.6	48.9

Strong financial position

- Low leverage in the balance sheet
- Asset light business model
- Early EUR 15 million prepayment regarding unsecured term loan decreased interest-bearing liabilities and gearing

MEUR	H1/2024	H1/2023	2023
Equity per share	7.27	6.51	7.39
Return on equity, %	17.4	14.5	18.9
Solvency ratio, %	61.0	57.6	61.3
CAPEX	6.9	6.7	13.9
Cash and cash equivalents	65.2	51.2	90.3
Interest-bearing liabilities	45.9	62.9	62.1
Gearing, %	-7.3	4.9	-10.5

Market and business outlook



Market outlook for 2024

Growth

Power and energy
Liquid measurements
Renewable energy

Stable

Industrial instruments
Life science
Meteorology
Aviation
Roads



Business outlook for 2024 – estimate ranges specified

Net sales

Vaisala estimates that its full-year 2024 net sales will be in the range of **EUR 540–570 million** (earlier EUR 530–570 million).

Operating result

Vaisala estimates that its full-year 2024 operating result (EBIT) will be in the range of **EUR 68–78 million** (earlier EUR 63–78 million).

VAISALA