

# Driving growth and enabling climate action

**Kai Öistämö**

President and CEO

**VAISALA**

# We are taking every measure for the planet

## Measurement instruments and intelligence for climate action

We equip our customers with devices and data to optimize processes, drive the energy transition, and care for the safety and well-being of people and societies worldwide.

Customers in over

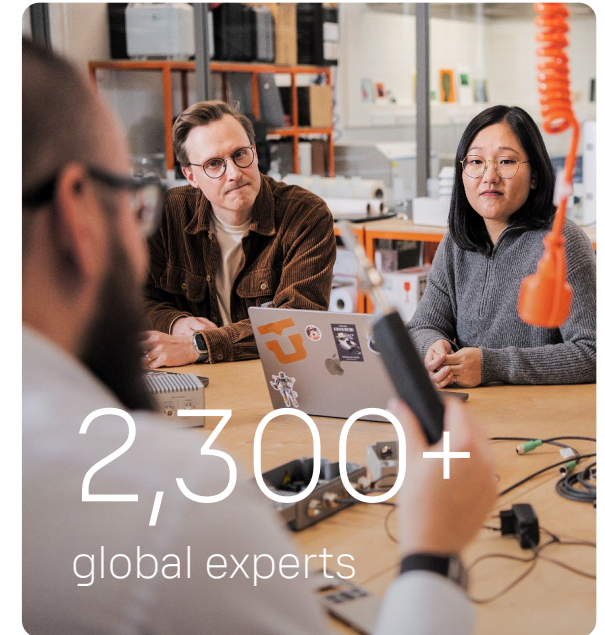
150

countries



300+

product families



2,300+

global experts

1,400+

shipments weekly

It is our  
responsibility  
to be a growth  
company





# Solid track record of strategy execution and growth

## Highlights 2021–2024

- Industrial Measurements growth through product leadership
- Transformation of Weather & Environment
- Active management of R&D portfolio
- Smart Factory and resilient supply chain
- Purpose-driven culture with global diverse team

# Instruments and intelligence for climate action

MEGATRENDS

PURPOSE

SUCCESS DRIVERS

STRATEGIC PRIORITIES



Energy transition & decarbonization



AI & process optimization



Health & well-being

Taking every measure for the planet

Customer understanding and application know-how



Product and technology leadership



Excellence in supply chain



Purpose-driven culture and talent

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



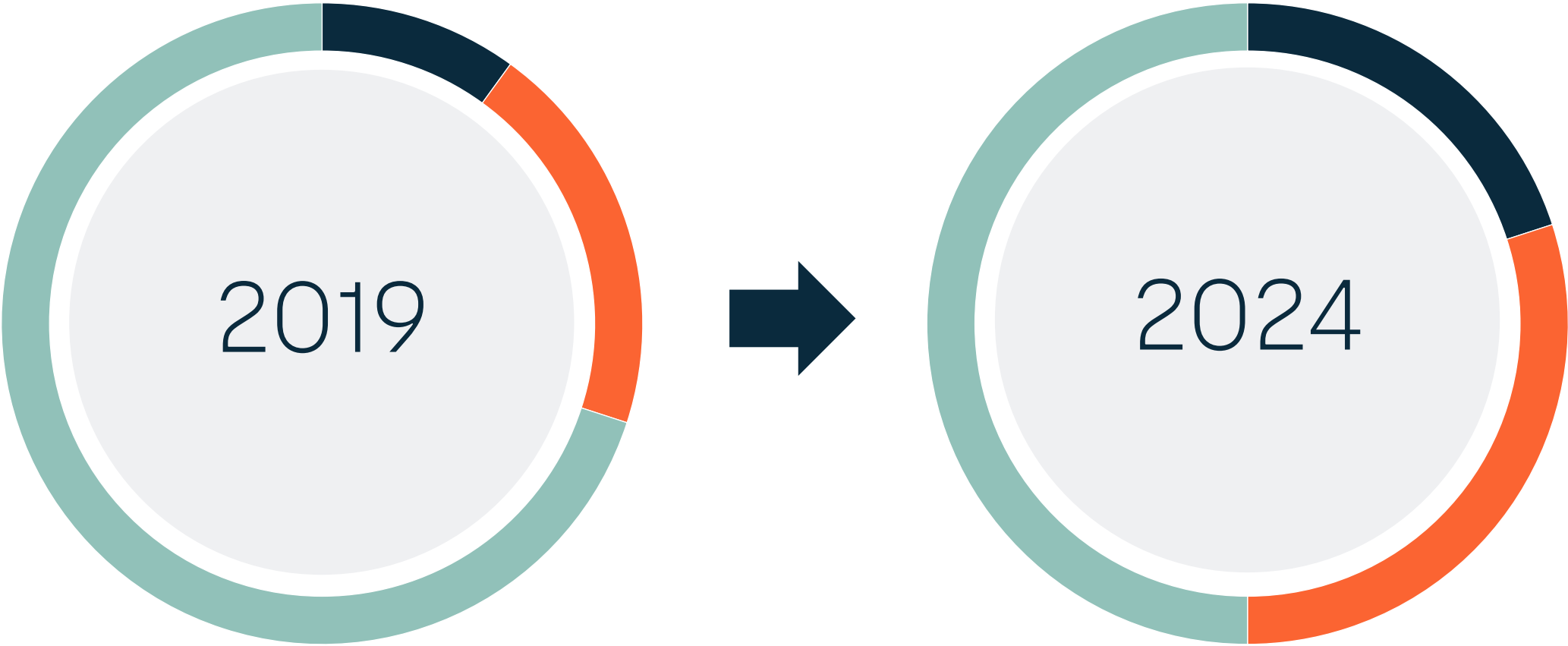
Strong together



Integrity

# R&D focus shifted towards new opportunities

■ Technology and research   ■ New products   ■ Maintenance and modernization



# We leverage M&A as a strategic tool on our growth journey

## View on M&A opportunities

- M&A is a tool to speed up strategy execution
- M&A aims at accessing new markets, competences or capabilities
- Emphasis on enabling growth through small or mid-size transactions

## Recent examples



# Long-term financial and sustainability targets

Average sales  
growth  
7%

Improving  
**EBITA %**

Strong  
cash conversion  
over time

Vaisala has committed to science-based targets for reducing its greenhouse gas emissions, approved by SBTi.



# Increasing shareholder value through growth with positive climate impact



We equip customers with instruments and intelligence to solve business- and climate-critical challenges.



We continue investing into technology, research and development of new products for future growth.



We continue to simplify and scale by driving digital and operational excellence.

**VAISALA**