

# Expanding global weather leadership

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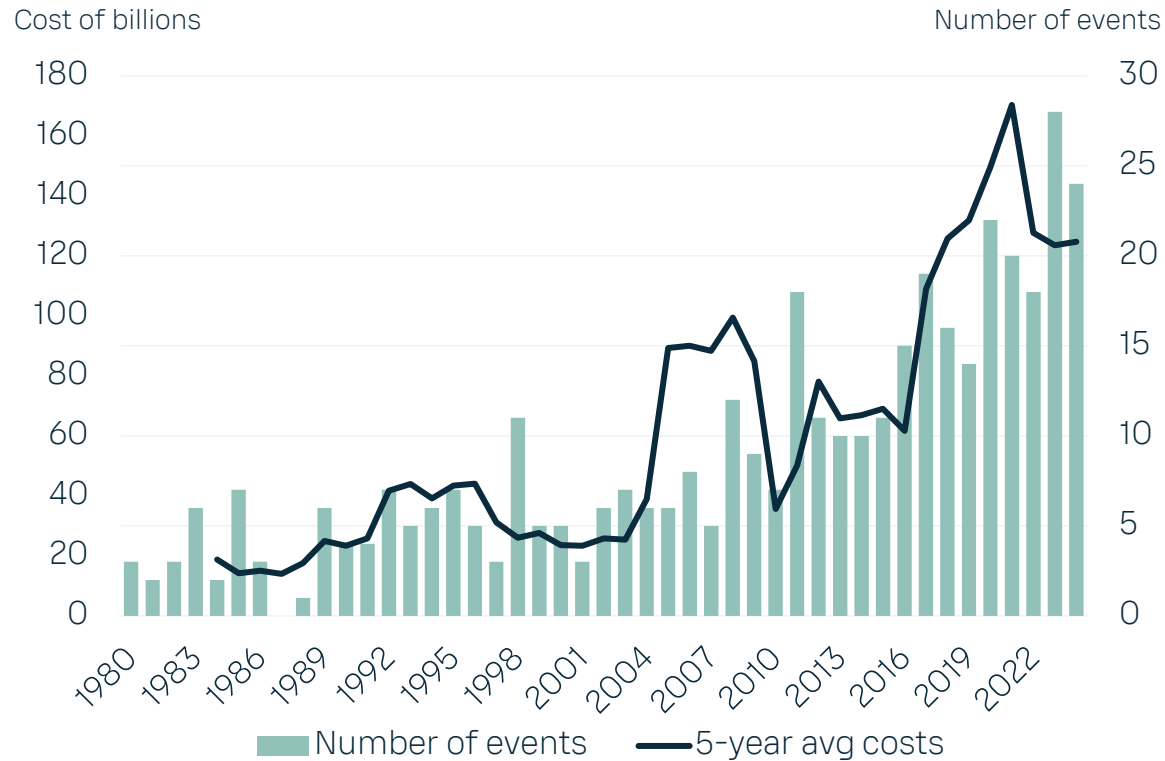
Executive Vice President, Weather & Environment

**VAISALA**

# Instruments and intelligence for climate action

## Climate change & severe weather

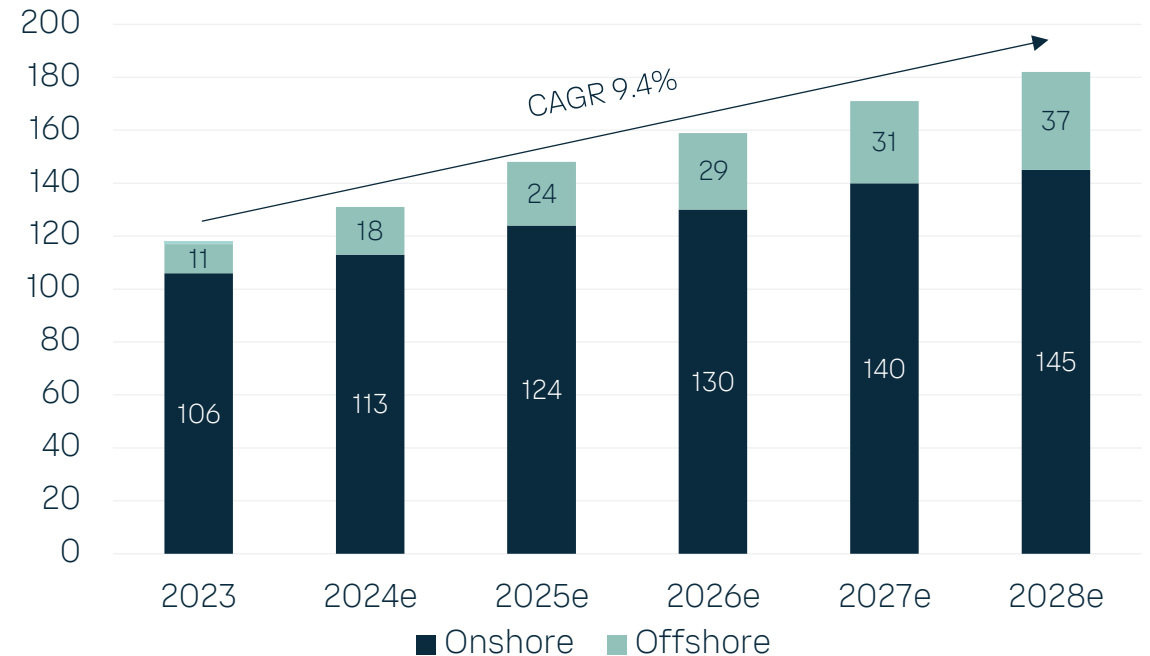
US billion-dollar disaster events 1980-2024 (CPI-adjusted)



Source: NOAA <https://www.ncei.noaa.gov/access/billions/mapping>

## Decarbonization & energy transition

New wind energy installations outlook 2024-2028 (GW)



Source: GWEC Global Wind Report 2024

# Weather & Environment businesses & markets



## Meteorology, aviation & roads

MARKET:  
800 - 1,000 MEUR, CAGR <5% p.a.

DRIVER:  
Climate change and severe weather

POSITION:  
Undisputable global leader

SHARE OF  
NET SALES



## Renewable energy

MARKET:  
400 - 500 MEUR, CAGR ~10% p.a.

DRIVER:  
Decarbonization & energy transition

POSITION:  
Global leader in wind lidars

SHARE OF  
NET SALES



## Subscriptions (DaaS & SaaS)

MARKET:  
1,200 - 1,500 MEUR, CAGR >5% p.a.

DRIVER:  
Protection & optimization

POSITION:  
AI driven weather insights

SHARE OF  
NET SALES





# Meteorology, aviation and roads

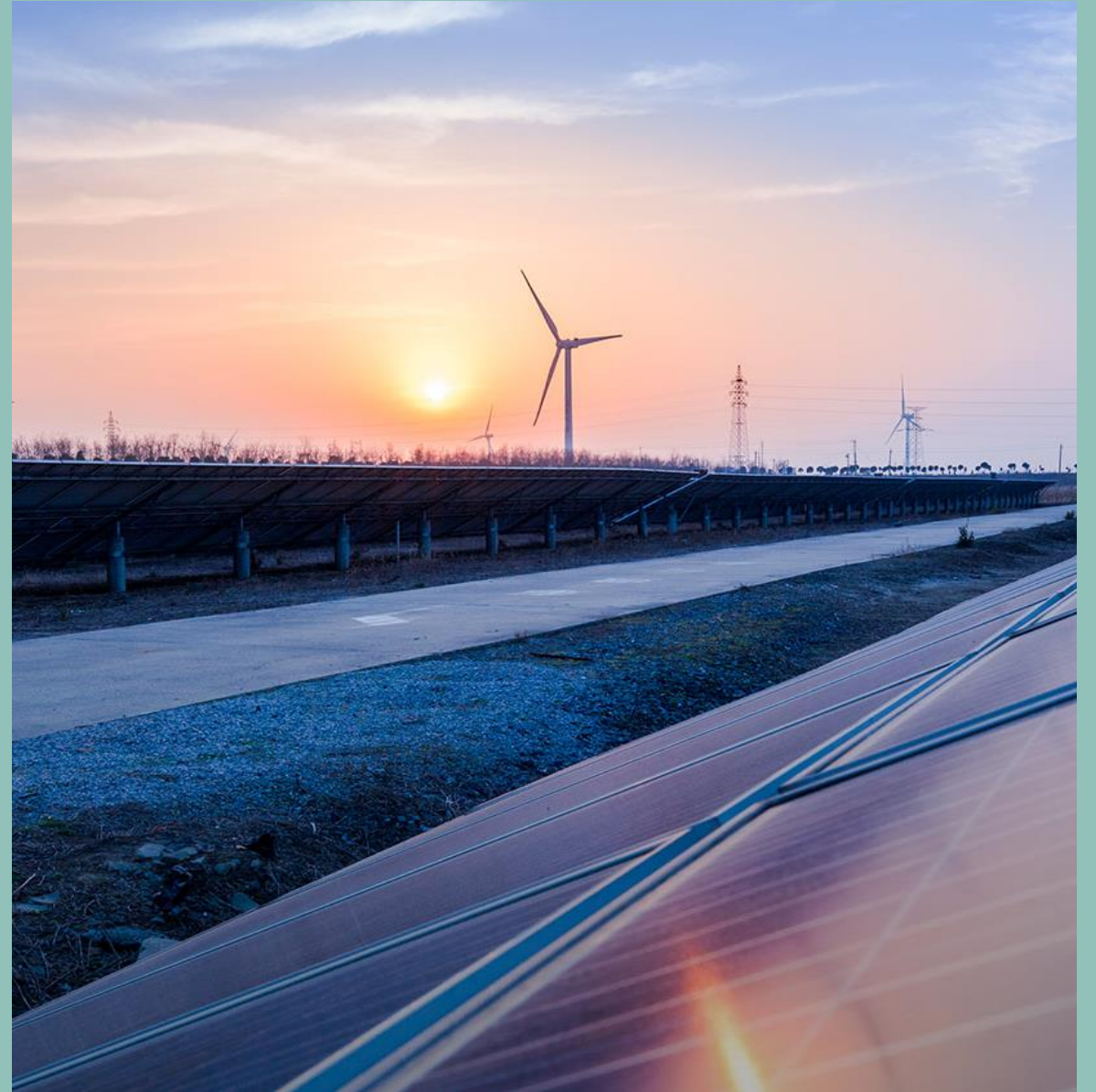
## Understanding and enabling adaptation to climate change

- R&D prioritization
- Large project wins
- Deliver profits

# Renewable energy

## Mitigating climate change

- Leverage wind lidars
- Initiate new business seeds
- Drive profitable growth





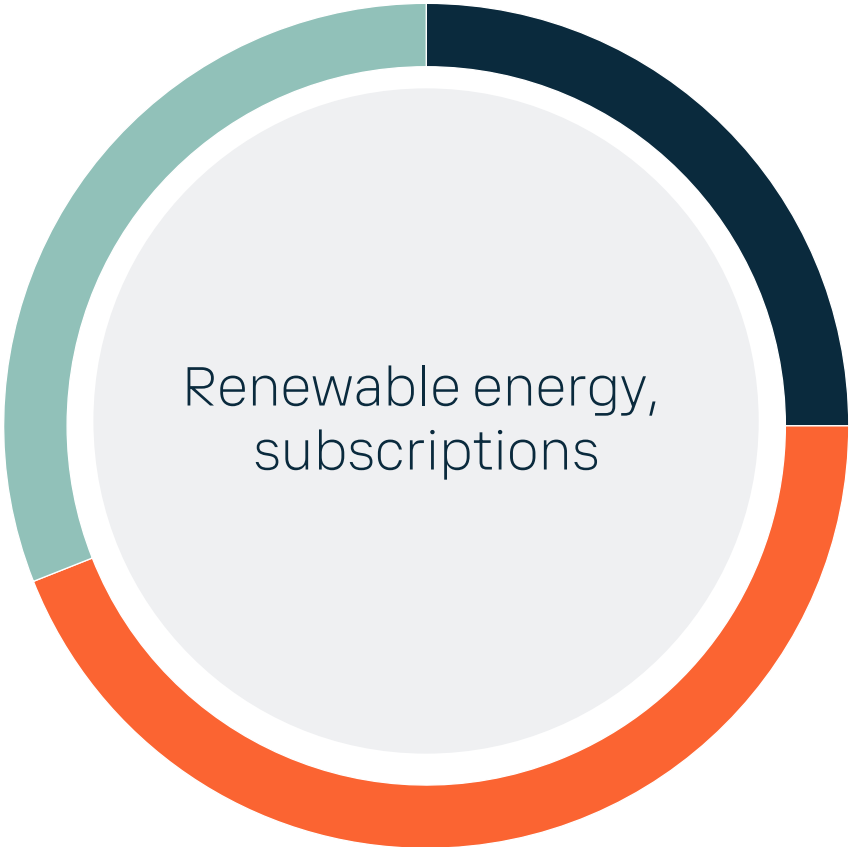
# Data as subscription

## Adapting to climate change

- Build a scalable platform leveraging AI
- Fuel growth by M&A
- Subscription revenue growth (ARR)

# R&D investments target impact, growth, and innovation

2024 R&D spend, %   ■ Technology and research   ■ New products   ■ Maintenance and modernization



# Strategic priorities



## Meteorology, aviation & roads

- Leverage highly competitive product portfolio
- Maintain global leadership and win large project
- Continue to deliver profits



## Renewable energy

- Expand into wind operations, offshore and solar
- Build value with new cloud product
- Continue to drive growth



## Subscriptions (DaaS & SaaS)

- Scale with end-to-end platform into new verticals
- Continue to fuel growth with further M&A
- Turn to profitability



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