EVLI

VAISALA

Electronic Equipment & Instruments/ Finland, October 24, 2025
Company update

IM should drive more growth

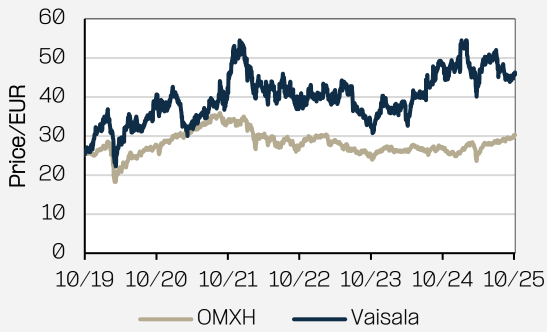
Vaisala's Q3 results beat estimates due to W&E projects. IM has solid earnings drivers for next year as well, although its Q3 EBITA turned out a bit soft relative to our estimates, but W&E EBITA is unlikely to hit new record highs for a while yet.

W&E is unlikely to repeat such a high EBITA for a while
Vaisala EUR 154.0m Q3 revenue topped the EUR 142.5m/144.2m Evli/cons. estimates; the surprise was due to strong W&E project sales, which were EUR 15m higher than we estimated, yet the 16% growth in fixed FX terms also reflects strong underlying IM demand. IM continued to grow at a double-digit rate on fixed FX rates, however there was a temporary gross margin headwind due to FX and tariffs which left its EBITA short of our estimate. W&E also saw a similar headwind, in addition to which the high proportion of project sales was unfavorable for mix, yet the high revenue helped deliver a positive earnings surprise and Vaisala's EUR 28.0m Q3 EBITA surpassed the EUR 26.5m/25.8m Evli/cons. estimates. EBITA margin would have hit 20% without the EUR 3m restructuring costs as Vaisala has taken measures since W&E suffers from soft demand particularly within the renewable energy market.

IM doesn't see basically any weak demand spots right now
W&E achieved a significant jump in earnings over the past few years, but we believe its EBITA will now continue to flatline for the next 12 months or so at about EUR 40m, whereas IM can continue its roughly double-digit growth and see EBITA margin gain by another couple of percentage points to around mid-twenties. In our view IM should see more earnings growth over the next 12 months due to increasing volumes and prices as right now FX changes and tariffs are still masking some of the underlying demand strength. IM top line and gross margin will thus have positive drivers going forward, while its OPEX may continue to grow roughly at the rate of sales volumes.

Multiples not yet high given the growth and margin potential
Vaisala should reach its guidance now that Q3 figures were quite strong, however we estimate Q4 EBITA to decline EUR 5m y/y mostly due to W&E. Uncertainty still clouds W&E demand, but IM should remain positioned to see even faster earnings growth next year. Vaisala is valued 16.5x EV/EBIT on our FY'26 estimates, some 15% discount relative to peers. We however retain our EUR 50.0 TP; our rating is now ACCUMULATE (BUY).

Rating: Accumulate



Share price, EUR (Last trading day's closing price)	**46.45**
Target price, EUR	50.0
Latest change in recommendation	24-Oct-25
Latest report on company	14-Oct-25
Research paid by issuer:	YES
No. of shares outstanding, '000's	36 319
No. of shares fully diluted, '000's	36 319
Market cap, EURm	1 687
Free float, %	65.0 %
Exchange rate	-
Reuters code	VAIAS.HE
Bloomberg code	VAIAS FH
Average daily volume, EURm	0.5
Next interim report	12-Feb-26
Web site	vaisala.com/en/investors

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BUY ACCUMULATE REDUCE SELL

KEY FIGURES

	Sales EURm	EBIT EURm	EBIT %	FCF EURm	EPS EUR	P/E (x)	EV/Sales (x)	EV/EBIT (x)	FCF yield %	DPS EUR
2023	540.4	66.6	12.3%	68.4	1.35	29.4	2.6	21.2	4.8%	0.75
2024	564.6	82.9	14.7%	-48.3	1.76	27.5	3.2	21.7	-2.8%	0.85
2025E	601.2	83.4	13.9%	55.9	1.63	28.5	2.8	20.4	3.3%	0.90
2026E	645.7	100.4	15.6%	75.6	2.14	21.7	2.6	16.5	4.5%	0.95
2027E	686.8	113.7	16.6%	93.4	2.45	19.0	2.3	14.1	5.5%	1.00

Market cap, EURm	1 687	Gearing 2025E, %	4.7 %	CAGR EPS 2024-27, %	11.7 %
Net debt 2025E, EURm	16	Price/book 2025E	5.0	CAGR Sales 2024-27, %	6.8 %
Enterprise value, EURm	1 703	Dividend yield 2025E, %	1.9 %	ROE 2025E, %	18.3 %
Total assets 2025E, EURm	606	Tax rate 2025E, %	22.3 %	ROCE 2025E, %	18.9 %
Goodwill 2025E, EURm	100	Equity ratio 2025E, %	55.6 %	PEG, P/E 25/CAGR	1.4

All the important disclosures can be found on the last pages of this report.

Estimates and peer valuation

ESTIMATES	2 023	Q1'24	Q2'24	Q3'24	Q4'24	2 024	Q1'25	Q2'25	Q3'25	Q4'25E	2025E	2026E
Net sales	540.4	112.1	148.4	136.6	167.5	564.6	135.6	145.0	154.0	166.6	601.2	645.7
Weather & Environment	313.0	64.1	91.9	79.2	103.0	338.2	75.9	83.0	93.3	98.6	350.9	366.8
Industrial Measurements	227.3	48.0	56.5	57.4	64.6	226.5	59.7	62.0	60.7	68.0	250.3	278.9
Net sales growth	*5.1%*	*-14.9%*	*13.5%*	*4.8%*	*13.6%*	*4.5%*	*20.9%*	*-2.3%*	*12.7%*	*-0.5%*	*6.5%*	*7.4%*
Weather & Environment	*8.5%*	*-6.8%*	*17.8%*	*3.6%*	*14.6%*	*8.0%*	*18.4%*	*-9.7%*	*17.8%*	*-4.2%*	*3.8%*	*4.5%*
Industrial Measurements	*0.8%*	*-23.8%*	*7.0%*	*6.4%*	*12.1%*	*-0.4%*	*24.3%*	*9.7%*	*5.7%*	*5.3%*	*10.5%*	*11.4%*
Reported EBIT	66.6	7.1	23.7	24.1	28.0	82.9	17.9	16.9	25.6	23.0	83.4	100.4
Reported EBIT margin	*12.3%*	*6.4%*	*15.9%*	*17.6%*	*16.7%*	*14.7%*	*13.2%*	*11.7%*	*16.6%*	*13.8%*	*13.9%*	*15.5%*
EBITA	74.7	8.8	25.4	25.8	30.3	90.3	20.5	19.6	28.0	25.3	93.4	106.9
Weather & Environment	27.5	2.1	12.7	10.3	16.3	41.4	7.6	5.9	13.7	11.8	39.0	39.3
Industrial Measurements	46.8	6.7	12.5	15.7	14.0	48.8	12.9	13.7	14.4	13.5	54.5	67.6
Other operations	0.4	0.0	0.2	-0.2	0.1	0.1	0.0	0.0	-0.1	0.0	0.0	0.0
EBITA-margin	*13.8%*	*7.8%*	*17.1%*	*18.9%*	*18.1%*	*16.0%*	*15.1%*	*13.5%*	*18.2%*	*15.2%*	*15.5%*	*16.6%*
Weather & Environment	*8.8%*	*3.3%*	*13.8%*	*13.0%*	*15.8%*	*12.2%*	*9.9%*	*7.1%*	*14.6%*	*12.0%*	*11.1%*	*10.7%*
Industrial Measurements	*20.6%*	*13.9%*	*22.2%*	*27.4%*	*21.6%*	*21.6%*	*21.7%*	*22.1%*	*23.8%*	*19.8%*	*21.8%*	*24.2%*

Source: Evli Research

VAISALA	MCAP	EV/EBITDA			EV/EBIT			P/E		
PEER GROUP	MEUR	25	26	27	25	26	27	25	26	27
AMETEK	36842	19.3x	17.8x	16.6x	23.5x	21.5x	19.8x	25.7x	23.7x	21.8x
Amphenol	135776	25.3x	21.7x	19.8x	29.3x	25.0x	22.4x	40.3x	34.1x	30.6x
Emerson Electric	63161	16.6x	15.4x	14.3x	18.1x	16.8x	15.5x	21.2x	19.4x	17.6x
ESCO Technologies	4784	22.6x	18.7x		32.1x	26.6x		34.6x	28.7x	
Halma	15135	23.6x	22.0x	20.5x	26.2x	24.1x	22.3x	33.9x	31.2x	28.7x
Hexagon	27590	16.4x	15.0x	13.7x	23.2x	20.7x	18.8x	25.8x	22.9x	20.6x
Honeywell International	113146	14.7x	14.3x	13.5x	16.8x	15.8x	14.8x	19.6x	18.4x	16.9x
Itron	5223	17.2x	15.7x	13.9x	19.9x	17.9x	15.4x	21.9x	21.0x	19.1x
Keysight Tech	24413	18.5x	16.9x		20.4x	18.3x		22.9x	20.6x	
MKS	7787	14.4x	13.2x	12.2x	16.7x	14.9x	13.9x	18.9x	15.9x	14.0x
Oxford Instruments	1222	11.9x	11.3x	10.3x	13.9x	13.1x	11.9x	18.6x	17.4x	15.6x
Sensirion Holding	1002	14.6x	13.4x	12.0x	22.9x	20.6x	19.0x	42.0x	27.3x	25.5x
Trimble	16236	20.2x	18.6x	16.4x	21.4x	19.5x	17.9x	26.5x	23.5x	20.3x
Veralto	22218	19.7x	18.2x	16.8x	20.4x	18.7x	17.2x	27.4x	25.0x	23.0x
Peer Group Average	33895	18.2x	16.6x	15.0x	21.8x	19.5x	17.4x	27.1x	23.5x	21.2x
Peer Group Median	19227	17.9x	16.3x	14.1x	20.9x	19.1x	17.6x	25.8x	23.2x	20.4x
Vaisala (Evli est.)	1687	15.4x	13.3x	11.6x	20.4x	16.5x	14.1x	28.5x	21.7x	19.0x
Vaisala prem./disc. to peer median		*-14 %*	*-18 %*	*-18 %*	*-2 %*	*-13 %*	*-20 %*	*11 %*	*-7 %*	*-7 %*

VAISALA	Sales	Sales gr.			EBIT-%			Div. yield		
PEER GROUP	24	25	26	27	25	26	27	25	26	27
AMETEK	5622	11.1%	7.4%	5.8%	26.0 %	26.5 %	27.2 %	0.7 %	0.7 %	0.8 %
Amphenol	11578	66.7%	14.5%	8.9%	25.8 %	26.5 %	27.1 %	0.6 %	0.7 %	0.7 %
Emerson Electric	19860	-20.6%	5.3%	5.5%	26.0 %	26.7 %	27.3 %	1.6 %	1.7 %	1.8 %
ESCO Technologies	828	20.2%	12.3%		16.4 %	17.6 %				
Halma	2164	28.1%	7.2%	7.1%	21.9 %	22.0 %	22.2 %	0.7 %	0.8 %	0.8 %
Hexagon	5161	5.7%	3.6%	6.3%	25.1 %	27.2 %	28.2 %	1.3 %	1.3 %	1.5 %
Honeywell International	32417	8.6%	4.0%	4.9%	23.3 %	23.8 %	24.3 %	2.2 %	2.3 %	2.3 %
Itron	1694	21.0%	5.5%	6.6%	13.1 %	13.8 %	15.1 %	0.0 %	0.0 %	0.0 %
Keysight Tech	5231	-11.2%	6.3%		25.4 %	26.5 %		0.0 %	0.0 %	
MKS	3345	-1.4%	6.4%	6.6%	20.4 %	21.5 %	21.6 %	0.7 %	0.7 %	0.7 %
Oxford Instruments	519	-1.2%	-1.1%	5.1%	16.9 %	18.0 %	19.0 %	1.2 %	1.3 %	1.4 %
Sensirion Holding	328	11.3%	8.9%	7.7%	11.1 %	11.3 %	11.4 %	0.0 %	0.0 %	0.0 %
Trimble	3428	-11.6%	7.1%	8.8%	26.8 %	27.5 %	27.5 %			
Veralto			5.8%	5.9%	24.1 %	24.8 %	25.5 %	0.4 %	0.4 %	0.4 %
Peer Group Average	7090	9.8%	6.7%	6.6%	21.6 %	22.4 %	23.0 %	0.8 %	0.8 %	0.9 %
Peer Group Median	3428	8.6%	6.3%	6.4%	23.7 %	24.3 %	24.9 %	0.7 %	0.7 %	0.8 %
Vaisala (Evli est.)	565	6.5%	7.4%	6.4%	13.9 %	15.5 %	16.5 %	1.9 %	2.0 %	2.2 %

Source FactSet, Evli Research

VALUATION RESULTS		BASE CASE DETAILS		VALUATION ASSUMPTIONS		ASSUMPTIONS FOR WACC	
Current share price	46.45	PV of Free Cash Flow	757	Long-term growth, %	2.5 %	Risk-free interest rate, %	2.25 %
DCF share value	57.30	PV of Horizon value	1 396	WACC, %	7.0 %	Market risk premium, %	5.8 %
Share price potential, %	23.4 %	Unconsolidated equity	0	Spread, %	0.5 %	Debt risk premium %	2.8 %
Maximum value	64.4	Marketable securities	89	Minimum WACC, %	6.5 %	Equity beta coefficient	0.80
Minimum value	51.6	Debt - dividend	-160	Maximum WACC, %	7.5 %	Target debt ratio, %	20 %
Horizon value, %	64.8 %	Value of stock	2 081	No. of shares, Mn	36.3	Effective tax rate, %	25 %

DCF valuation, EURm	2024	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	TERMINAL
Net sales	565	601	646	687	727	764	794	818	842	863	885	907
Sales growth (%)	*4.5%*	*6.5%*	*7.4%*	*6.4%*	*5.9%*	*5.0%*	*4.0%*	*3.0%*	*3.0%*	*2.5%*	*2.5%*	*2.5%*
Operating income (EBIT)	83	83	100	114	132	137	139	131	135	138	142	145
Operating income margin %	*14.7%*	*13.9%*	*15.6%*	*16.6%*	*18.2%*	*18.0%*	*17.5%*	*16.0%*	*16.0%*	*16.0%*	*16.0%*	*16.0%*
+ Depreciation+amort.	24	27	26	24	23	22	21	19	19	18	17	
EBITDA	107	111	126	138	156	159	160	150	154	156	158	
- Paid taxes	-20	-19	-21	-24	-28	-29	-29	-27	-28	-29	-30	
- Change in NWC	-1	-5	-6	-6	-6	-5	-4	-3	-4	-3	-3	
NWC / Sales, %	*12.3%*	*12.5%*	*12.6%*	*12.7%*	*12.8%*	*12.9%*	*13.0%*	*13.0%*	*13.1%*	*13.1%*	*13.1%*	
+ Change in other liabs	5											
- Operative CAPEX	-119	-21	-12	-10	-11	-10	-9	-9	-8	-9	-10	
opCAPEX / Sales, %	*23.4%*	*4.2%*	*3.3%*	*2.0%*	*2.1%*	*1.8%*	*1.7%*	*1.4%*	*1.3%*	*1.4%*	*1.4%*	
- Acquisitions												
+ Divestments												
- Other items												
= FCFF	-29	66	86	98	111	116	117	111	113	114	115	2 606
= Discounted FCFF		65	80	84	90	87	82	73	70	66	62	1 396
= DFCF min WACC		65	80	85	91	89	84	75	72	68	64	1 638
= DFCF max WACC		65	79	83	88	85	80	71	67	63	59	1 204

Sensitivity analysis, EUR

		Terminal WACC				
		5.03 %	6.03 %	7.03 %	8.03 %	9.03 %
Terminal EBIT-%	14.00 %	90.01	65.28	51.39	42.48	36.25
	15.00 %	96.30	69.41	54.35	44.70	37.98
	16.00 %	102.59	73.54	57.30	46.92	39.71
	17.00 %	108.87	77.67	60.25	49.14	41.44
	18.00 %	115.16	81.80	63.21	51.36	43.17

INTERIM FIGURES

EVLI ESTIMATES, EURm	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1	2025Q2	2025Q3	2025Q4E	2025E	2026E	2027E
Net sales	112.1	148.4	136.6	167.5	564.6	135.6	145.0	154.0	166.6	601.2	645.7	686.8
EBITDA	12.8	29.4	29.9	34.5	106.5	24.9	23.7	32.7	29.4	110.7	126.1	137.9
EBITDA margin (%)	*11.4%*	*19.8%*	*21.9%*	*20.6%*	*18.9%*	*18.4%*	*16.4%*	*21.2%*	*17.7%*	*18.4%*	*19.5%*	*20.1%*
EBIT	7.1	23.7	24.1	28.0	82.9	17.9	16.9	25.6	23.0	83.4	100.4	113.7
EBIT margin (%)	*6.4%*	*16.0%*	*17.6%*	*16.7%*	*14.7%*	*13.2%*	*11.7%*	*16.6%*	*13.8%*	*13.9%*	*15.6%*	*16.6%*
Net financial items	-0.5	-0.6	0.4	-1.5	-2.1	-2.7	-2.5	-1.5	-0.5	-7.2	-1.8	-1.0
Pre-tax profit	6.6	23.2	24.5	26.5	80.8	15.2	14.4	24.1	22.5	76.2	98.5	112.7
Tax	-1.5	-5.2	-5.3	-5.0	-17.0	-3.2	-3.6	-5.5	-4.7	-17.0	-20.7	-23.7
Tax rate (%)	*21.8%*	*22.6%*	*21.7%*	*19.0%*	*21.1%*	*21.1%*	*25.0%*	*22.8%*	*21.0%*	*22.3%*	*21.0%*	*21.0%*
Net profit	5.2	17.9	19.2	21.4	63.7	12.0	10.8	18.6	17.8	59.2	77.8	89.0
EPS	0.14	0.49	0.53	0.59	1.76	0.33	0.30	0.51	0.49	1.63	2.14	2.45
EPS adj. (diluted)	0.14	0.49	0.53	0.59	1.76	0.33	0.30	0.51	0.49	1.63	2.14	2.45
Dividend per share					0.85					0.90	0.95	1.00

SALES, EURm	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1	2025Q2	2025Q3	2025Q4E	2025E	2026E	2027E
Weather and Environment	64.1	91.9	79.2	103.0	338.2	75.9	83.0	93.4	98.6	350.9	366.8	387.0
Industrial Measurements	48.0	56.5	57.4	64.6	226.5	59.7	62.0	60.6	68.0	250.3	278.9	299.8
Total	112.1	148.4	136.6	167.5	564.6	135.6	145.0	154.0	166.6	601.2	645.7	686.8

SALES GROWTH, Y/Y %	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1	2025Q2	2025Q3	2025Q4E	2025E	2026E	2027E
Weather and Environment	-6.8%	17.8%	3.6%	14.6%	8.0%	18.4%	-9.7%	17.9%	-4.2%	3.8%	4.5%	5.5%
Industrial Measurements	-23.8%	7.0%	6.4%	12.1%	-0.4%	24.3%	9.7%	5.6%	5.3%	10.5%	11.4%	7.5%
Total	-15.0%	13.5%	4.8%	13.6%	4.5%	21.0%	-2.3%	12.8%	-0.5%	6.5%	7.4%	6.4%

EBIT, EURm	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1	2025Q2	2025Q3	2025Q4E	2025E	2026E	2027E
Weather and Environment	0.6	11.2	8.8	14.2	34.8	5.2	3.4	11.6	9.7	30.0	33.8	38.7
Industrial Measurements	6.5	12.3	15.5	13.7	47.9	12.7	13.5	14.1	13.3	53.6	66.6	75.0
Other	0.0	0.2	-0.2	0.1	0.1	-0.1		-0.1		-0.2		
Total	7.1	23.7	24.1	28.0	82.9	17.9	16.9	25.6	23.0	83.4	100.4	113.7

EBIT margin %	2024Q1	2024Q2	2024Q3	2024Q4	2024	2025Q1	2025Q2	2025Q3	2025Q4E	2025E	2026E	2027E
Weather and Environment	1.0%	12.2%	11.1%	13.8%	10.3%	6.9%	4.2%	12.5%	9.9%	8.6%	9.2%	10.0%
Industrial Measurements	13.5%	21.8%	27.0%	21.2%	21.2%	21.3%	21.7%	23.2%	19.5%	21.4%	23.9%	25.0%
Other	100.0%	100.0%	-100.0%	100.0%	100.0%	-100.0%		-100.0%		-100.0%		
Total	6.4%	16.0%	17.6%	16.7%	14.7%	13.2%	11.7%	16.6%	13.8%	13.9%	15.6%	16.6%

INCOME STATEMENT, EURm	2020	2021	2022	2023	2024	2025E	2026E	2027E
Sales	379.5	437.9	514.1	540.4	564.6	601.2	645.7	686.8
Sales growth (%)	-6.0%	15.4%	17.4%	5.1%	4.5%	6.5%	7.4%	6.4%
EBITDA	65.9	71.7	85.4	90.8	106.5	110.7	126.1	137.9
EBITDA margin (%)	17.4%	16.4%	16.6%	16.8%	18.9%	18.4%	19.5%	20.1%
Depreciation	-21.1	-21.6	-22.9	-24.2	-23.6	-27.3	-25.7	-24.3
EBITA	44.8	50.1	62.5	66.6	82.9	83.4	100.4	113.7
Goodwill amortization / writedown								
EBIT	44.8	50.1	62.5	66.6	82.9	83.4	100.4	113.7
EBIT margin (%)	11.8%	11.5%	12.2%	12.3%	14.7%	13.9%	15.6%	16.6%
Reported EBIT	44.8	50.1	62.5	66.6	82.9	83.4	100.4	113.7
EBIT margin (reported) (%)	11.8%	11.5%	12.2%	12.3%	14.7%	13.9%	15.6%	16.6%
Net financials	-3.4	-2.1	-2.9	-3.4	-2.1	-7.2	-1.8	-1.0
Pre-tax profit	41.4	48.1	59.6	63.2	80.8	76.2	98.5	112.7
Taxes	-8.5	-8.8	-14.5	-14.3	-17.0	-17.0	-20.7	-23.7
Minority shares		-0.3						
Net profit	32.9	39.0	45.1	48.9	63.7	59.2	77.8	89.0
Cash NRIs								
Non-cash NRIs								
BALANCE SHEET, EURm								
Assets								
Fixed assets	86	96	99	98	109	117	116	113
Goodwill	30	29	49	46	100	100	100	100
Right of use assets	13	11	12	13	21	21	26	24
Inventory	45	50	62	59	58	62	66	70
Receivables	93	107	131	113	148	158	170	180
Liquid funds	45	78	56	90	89	95	102	110
Total assets	352	408	440	443	589	606	626	639
Liabilities								
Shareholders' equity	205	230	251	268	309	337	382	437
Minority interest	0	1						
Convertibles								
Lease liabilities	9	8	11	12	25	21	26	24
Deferred taxes	8	7	4	3	5	5	5	5
Interest bearing debt	45	40	53	52	105	89	49	
Non-interest bearing current liabilities	76	116	111	97	124	132	142	151
Other interest-free debt	8	7	7	10	21	21	21	21
Total liabilities	352	408	440	443	589	606	626	639
CASH FLOW, EURm								
+ EBITDA	66	72	85	91	107	111	126	138
- Net financial items	-3	-2	-3	-3	-2	-7	-2	-1
- Taxes	-8	-9	-15	-14	-20	-17	-21	-24
- Increase in Net Working Capital	-8	17	-38	11	-1	-5	-6	-6
+/- Other	-6	3	0					
= Cash flow from operations	41	80	30	84	84	81	97	107
- Capex	-35	-22	-19	-16	-132	-25	-22	-14
- Acquisitions			-23					
+ Divestments								
= Free cash flow	6	58	-12	68	-48	56	76	93
+/- New issues/buybacks	-4	8	0	-6	4			
- Paid dividend	22	25	26	27	31	33	35	36
+/- Other	9	-12	15	-2	70	-19	-36	-50
Change in cash	-11	33	-22	35	-2	6	7	9

KEY FIGURES	2021	2022	2023	2024	2025E	2026E	2027E
M–cap	1 924	1 437	1 439	1 756	1 687	1 687	1 687
Net debt (excl. convertibles)	–30	8	–26	41	16	–27	–86
Enterprise value	1 899	1 445	1 413	1 797	1 703	1 660	1 601
Sales	438	514	540	565	601	646	687
EBITDA	72	85	91	107	111	126	138
EBIT	50	63	67	83	83	100	114
Pre–tax	48	60	63	81	76	99	113
Earnings	39	45	49	64	59	78	89
Equity book value (excl. minorities)	230	251	268	309	337	382	437

Valuation multiple	2021	2022	2023	2024	2025E	2026E	2027E
EV/Sales	4.3	2.8	2.6	3.2	2.8	2.6	2.3
EV/EBITDA	26.5	16.9	15.6	16.9	15.4	13.2	11.6
EV/EBITA	37.9	23.1	21.2	21.7	20.4	16.5	14.1
EV/EBIT	37.9	23.1	21.2	21.7	20.4	16.5	14.1
EV/OCF	23.7	48.5	16.8	21.5	21.0	17.1	14.9
EV/FCF	30.3	–308.4	19.2	–61.8	25.9	19.2	16.4
P/FCFR	33.0	–116.8	21.0	–36.4	30.2	22.3	18.1
P/E	49.4	31.6	29.4	27.5	28.5	21.7	19.0
P/BV	8.4	5.7	5.4	5.7	5.0	4.4	3.9
Target EV/EBITDA					16.5	14.2	12.5
Target EV/EBIT					22.0	17.8	15.2
Target EV/FCFF					32.8	23.7	18.5
Target P/BV					5.4	4.8	4.2
Target P/E, diluted	34.1	31.2	30.1	31.6	30.7	23.3	20.4

Per share measures	2021	2022	2023	2024	2025E	2026E	2027E
Number of shares (million)	36.10	36.02	36.25	36.28	36.32	36.32	36.32
Number of shares (diluted, million)	36.10	36.02	36.25	36.28	36.32	36.32	36.32
EPS	1.08	1.25	1.35	1.76	1.63	2.14	2.45
Operating cash flow per share	2.22	0.83	2.32	2.31	2.23	2.67	2.95
Free cash flow per share	1.62	–0.34	1.89	–1.33	1.54	2.08	2.57
Book value per share	6.36	6.96	7.39	8.50	9.28	10.52	12.02
Dividend per share	0.68	0.72	0.75	0.85	0.90	0.95	1.00
Dividend payout ratio, %	63.0%	57.5%	55.6%	48.4%	55.2%	44.3%	40.8%
Dividend yield, %	1.3%	1.8%	1.9%	1.8%	1.9%	2.1%	2.2%
FCF yield, %	3.0%	–0.9%	4.8%	–2.8%	3.3%	4.5%	5.5%

Efficiency measures	2021	2022	2023	2024	2025E	2026E	2027E
ROE	17.9%	18.8%	18.9%	22.1%	18.3%	21.7%	21.8%
ROCE	18.6%	21.2%	20.7%	21.5%	18.9%	22.2%	24.8%

Financial ratios	2021	2022	2023	2024	2025E	2026E	2027E
Inventories as % of sales	11.4%	12.0%	10.9%	10.2%	10.2%	10.2%	10.2%
Receivables as % of sales	24.4%	25.5%	20.8%	26.3%	26.3%	26.3%	26.3%
Non–int. bearing liabilities as % of sales	26.6%	21.6%	18.0%	22.0%	22.0%	22.0%	22.0%
NWC/sales, %	8.6%	15.4%	12.6%	12.3%	12.5%	12.6%	12.7%
Operative CAPEX/Sales, %	4.9%	3.7%	2.9%	23.4%	4.2%	3.3%	2.0%
CAPEX/sales (incl. acquisitions), %	4.9%	–0.8%	2.9%	23.4%	4.2%	3.3%	2.0%
FCFF/EBITDA	0.9	–0.1	0.8	–0.3	0.6	0.7	0.7
Net Debt/EBITDA, book–weighted	–0.4	0.1	–0.3	0.4	0.1	–0.2	–0.6
Debt/equity, market–weighted	0.0	0.0	0.0	0.1	0.1	0.0	
Equity ratio, book–weighted	0.6	0.6	0.6	0.5	0.6	0.6	0.7
Gearing, %	–13.1%	3.2%	–9.7%	13.2%	4.7%	–7.1%	–19.7%

COMPANY DESCRIPTION: Vaisala develops, manufactures, and markets products, projects, and services for weather, environmental and industrial measurements. Vaisala's strategy relies on R&D and focusing on technology leadership in its selected segments. Vaisala has two segments: Weather & Environment (W&E), and Industrial Measurement (IM). The W&E customers include meteorological institutes, airports, roads and railroad, defense, and energy industry. IM serves industrial customers in life science, power transmission, and targeted industrial applications offering a broad range of measurement instruments to ensure operational quality and productivity. Headquartered in Finland, Vaisala employs over 2,000 professionals worldwide.

INVESTMENT CASE: Vaisala benefits from its strong R&D based market leadership in both segments, with main profitability drivers being economies of scale and increasing share of IM sales. We also see multiple profitable growth drivers for W&E including the ongoing improvement in the legacy product and project business, increasing share of renewable product sales and growth in SaaS/DaaS business backed by recently made acquisitions and goal to turn to profit in the business during the current strategy period. The healthy business and strong balance sheet position supports the ability to pay an increasing dividend.

OWNERSHIP STRUCTURE	SHARES	EURm	%
Skandinaviska Enskilda Banken	3 776 358	175.412	10.4 %
Weisell-Säätiö Sr	1 654 370	76.845	4.6 %
Citibank	1 440 000	66.888	4.0 %
Voipio Mikko	1 268 312	58.913	3.5 %
Ilmarinen Mutual Pension Insurance Company	1 169 000	54.300	3.2 %
Caspers Anja	969 496	45.033	2.7 %
Voipio Raimo	920 714	42.767	2.5 %
Voipio Tauno	837 824	38.917	2.3 %
Ten largest	12 036 074	559.076	33.1 %
Residual	24 282 636	1127.928	66.9 %
Total	36 318 710	1687.004	100%

EARNINGS CALENDAR

February 12, 2026	FY 2025 Results
April 24, 2026	Q1 report
July 21, 2026	Q2 report
October 27, 2026	Q3 report

OTHER EVENTS

November 24, 2025	Virtual investor event

COMPANY MISCELLANEOUS

CEO: Kai Öistämö	Vanha Nurmijärventie 21, 01670 Vantaa
CFO: Heli Lindfors	Tel:
IR: Paula Liimatta	

DEFINITIONS

P/E $\frac{\text{Price per share}}{\text{Earnings per share}}$	**EPS** $\frac{\text{Profit before extraord. items and taxes – income taxes + minority interest}}{\text{Number of shares}}$
P/BV $\frac{\text{Price per share}}{\text{Shareholder's equity + taxed provisions per share}}$	**DPS** Dividend for the financial period per share
Market cap Price per share * Number of shares	**OCF (Operating cash flow)** EBITDA – Net financial items – Taxes – Increase in working capital – Cash NRIs ± Other adjustments
EV (Enterprise value) Market cap + net debt + minority interest at market value – share of associated companies at market value	**FCF (Free cash flow)** Operating cash flow – Operative CAPEX – acquisitions + divestments
EV/Sales $\frac{\text{Enterprise value}}{\text{Sales}}$	**FCF yield, %** $\frac{\text{Free cash flow}}{\text{Market cap}}$
EV/EBITDA $\frac{\text{Enterprise value}}{\text{Earnings before interest, tax, depreciation and amortization}}$	**Operative CAPEX / Sales** $\frac{\text{Capital expenditure – divestments – acquisitions}}{\text{Sales}}$
EV/EBIT $\frac{\text{Enterprise value}}{\text{Operating profit}}$	**Net working capital** Current assets – current liabilities
Net debt Interest bearing debt – financial assets	**Capital employed / Share** $\frac{\text{Total assets – non–interest bearing debt}}{\text{Number of shares}}$
Total assets Balance sheet total	**Gearing** $\frac{\text{Net debt}}{\text{Equity}}$
Div yield, % $\frac{\text{Dividend per share}}{\text{Price per share}}$	**Debt/Equity, %** $\frac{\text{Interest bearing debt}}{\text{Shareholders' equity + minority interest + taxed provisions}}$
Payout ratio, % $\frac{\text{Total dividends}}{\text{Earnings before extraordinary items and taxes – income taxes + minority interest}}$	**Equity ratio, %** $\frac{\text{Shareholders' equity + minority interest + taxed provisions}}{\text{Total assets – interest–free loans}}$
ROCE, % $\frac{\text{Profit before extraordinary items + interest expenses + other financial costs}}{\text{Balance sheet total – non–interest bearing debt (average)}}$	**CAGR, %** Cumulative annual growth rate = Average growth rate per year
ROE, % $\frac{\text{Profit before extraordinary items and taxes – income taxes}}{\text{Shareholders' equity + minority interest + taxed provisions (average)}}$	

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Investment recommendations are defined as follows:

Target price compared to share price	Recommendation
< -10 %	SELL
-10 – 0 %	RECUDE
0 – (+10) %	ACCUMULATE
> 10 %	BUY

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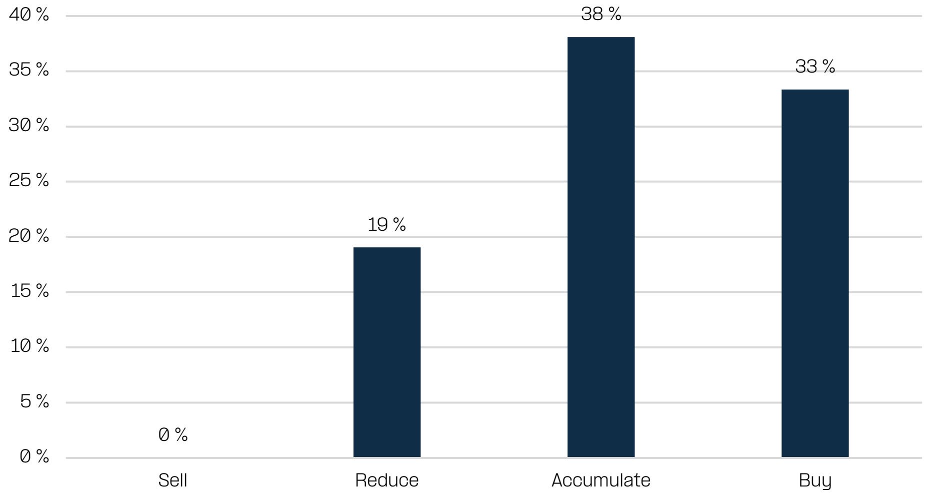

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Name(s) of the analyst(s): Joonas Ilvonen

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