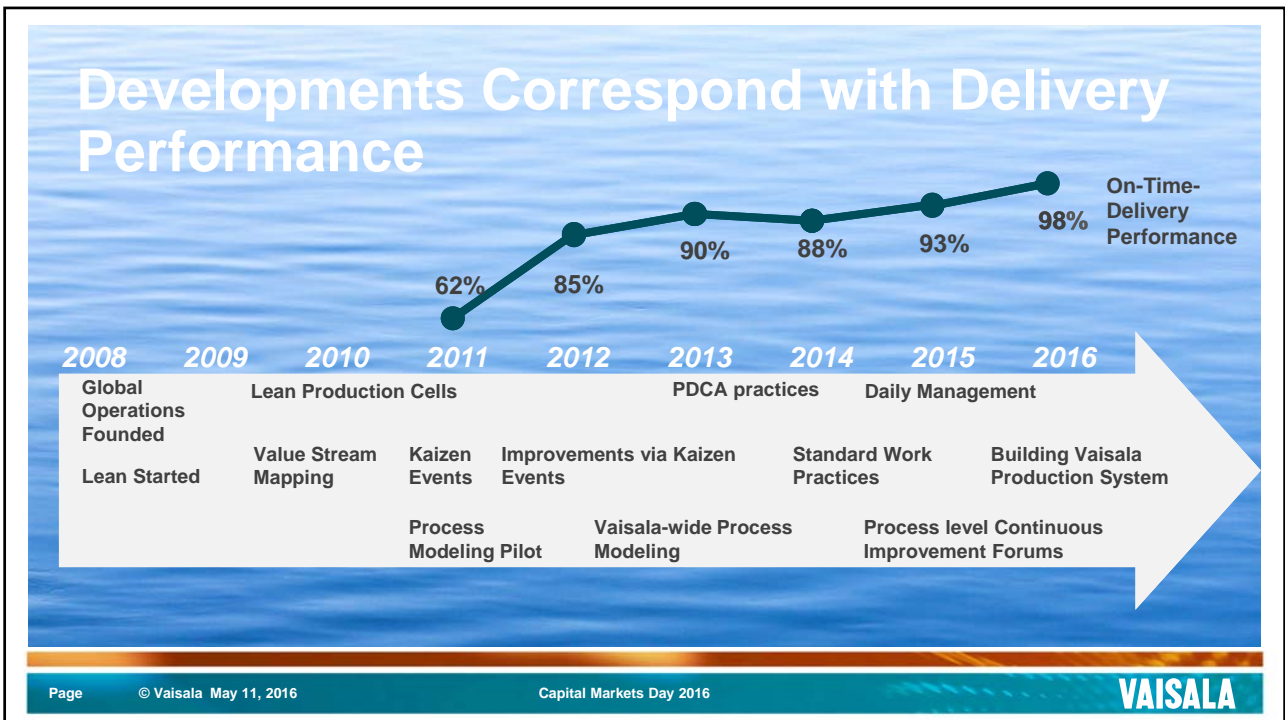




Vaisala Production System

Vaisala's Capital Markets Day, May 11, 2016

VAISALA





Operations

Vision

Winning high mix – low volume supply chain and awesome place to work

Mission

We create value for our customers with reliable and flexible supply chain network

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Vaisala Production System – Way to Drive Operational Excellence

Operations Strategy

Conscious choices between several alternatives with long-term commitment

Strategic Development Initiatives

- Sourcing Development
- Core Technologies
- High Performing Teams
- Life Cycle Management Processes
- Systematic Operational Excellence Improvement

Systematic Improvement

Entire organization engaged in improving our ways of working

Improvement Phases

- Harvest ideas
- Prioritize
- Execute

Standard Way of Working

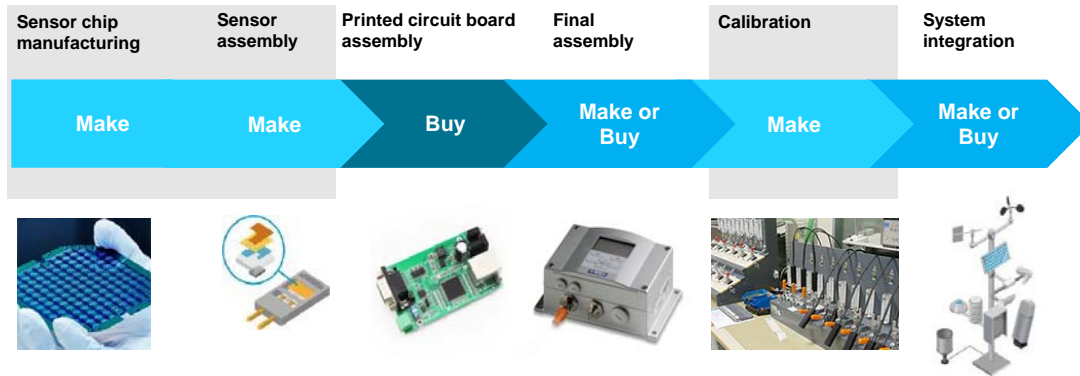
Agreed, standard ways of working lay foundation for efficient operations

Our Standards Cover

- Processes
- Standardized Work
- Working environment

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Make or Buy?



High IP-value High intellectual property value = Make

Factory Footprint

2 Own Factories + 6 Partners

Boulder	USA, CO	Helsinki	Finland
Processes	Assembly & test Integration	Processes	Sensor chip manuf. Sensor assembly Final assembly Calibration Integration
Products	Lightning detection Wind energy systems US specific aviation US specific road	Products	Full range
Employees	25	Employees	350

+500 Suppliers' Network

Sourcing strategy aims for:

- Supplier base consolidation
- Long-term partnerships with main suppliers
- One-stop-shop suppliers
- Early supplier involvement to new product design



Vaisala Operations We Deliver.