

Result

January-September 2011

Vaisala Group

November 4, 2011

VAISALA

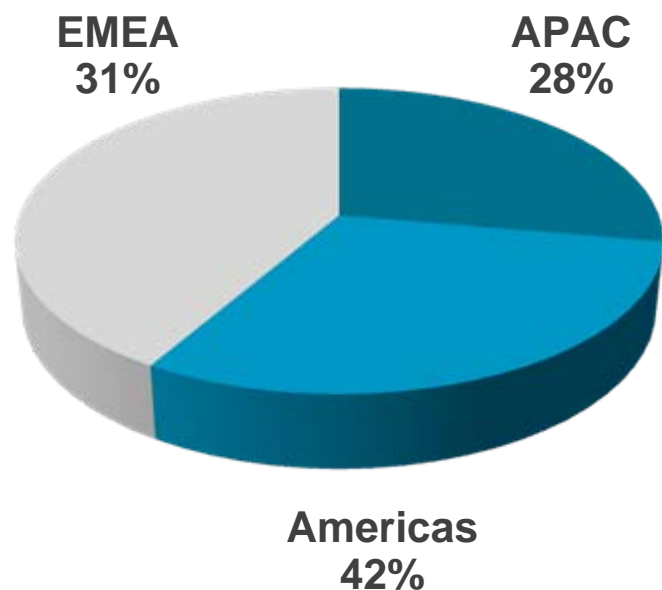
Overview of third quarter 2011

- Orders received: EUR 79.5 (65.5) million, increase 21%.
- Net sales EUR 62.6 (64.7) million, decrease 3%.
- Operating result EUR 0.9 (6.4) million.
- Earnings per share EUR 0.11 (0.16).

Overview January – September 2011

- Orders received: EUR 191.3 (197.4) million, decrease 3%.
- Net sales EUR 183.3 (168.7) million, increase 9%. Net sales increase 8% compared to proforma* net sales in January-September 2010.
- Operating result EUR 3.1 (-4.7) million.
- Earnings per share EUR 0.08 (-0.11).
- Cash flow from business operations EUR 19.5 (9.7) million.

Net sales by regions



Mill. EUR	2011 1-9	2010 1-9	Change
Americas	76.4	67.4	+13% *
EMEA	56.2	57.1	-2%
APAC	50.8	44.1	+15%

* Organic growth in Americas of combined Vaisala and Veriteq was 11%.

Performance by Quarter

	1-3 2010	4-6 2010	7-9 2010	10-12 2010	1-3 2011	4-6 2011	7-9 2011
Net sales	49.3	54.7	64.7	84.5	58.9	61.9	62.6
Cost of production and procurement	26.0	28.9	31.6	37.8	32.7	31.0	34.3
Gross profit	23.2	25.9	33.1	46.7	26.2	30.9	28.3
Gross margin	47%	47%	51%	55%	44%	50%	45%
Other operating income	0.0	0.0	1.3	-0.4	0.0	0.0	0.3
Cost of sales and marketing	13.9	15.3	14.8	15.3	13.5	13.7	14.1
Development costs	8.4	8.4	7.3	7.3	6.9	6.5	7.0
Other administrative costs	7.3	7.2	6.0	8.0	6.7	7.6	6.6
Operating profit	-6.2	-4.9	6.4	16.6	-0.9	3.2	0.9
Operating profit %	-13%	-9%	10%	20%	-2%	5%	1%

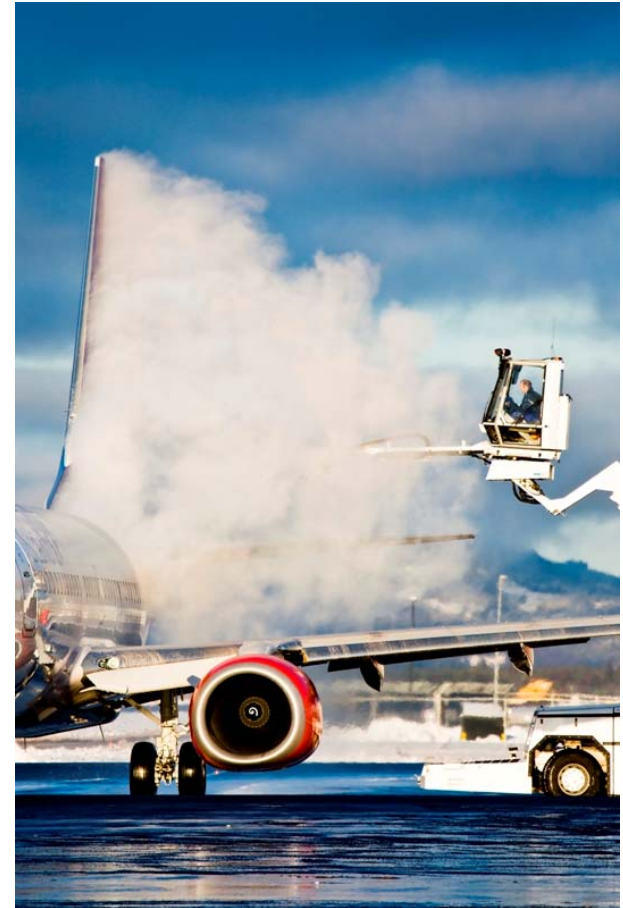
Meteorology (MET)

- Net sales EUR 44.9 (49.6) million, -9.5%.
- Operating result EUR -5.9 (-2.9) million.
- Orders received EUR 47.0 (55.7) million.
- Order book EUR 42.7 million.



Weather Critical Operations (WCO)

- Net sales EUR 85.1 (74.5) million, +14.3%.
- Operating result EUR 1.8 (-6.6) million.
- Orders received EUR 91.5 (94.5) million.
- Order book EUR 88.7 million.



Controlled Environment (CEN)

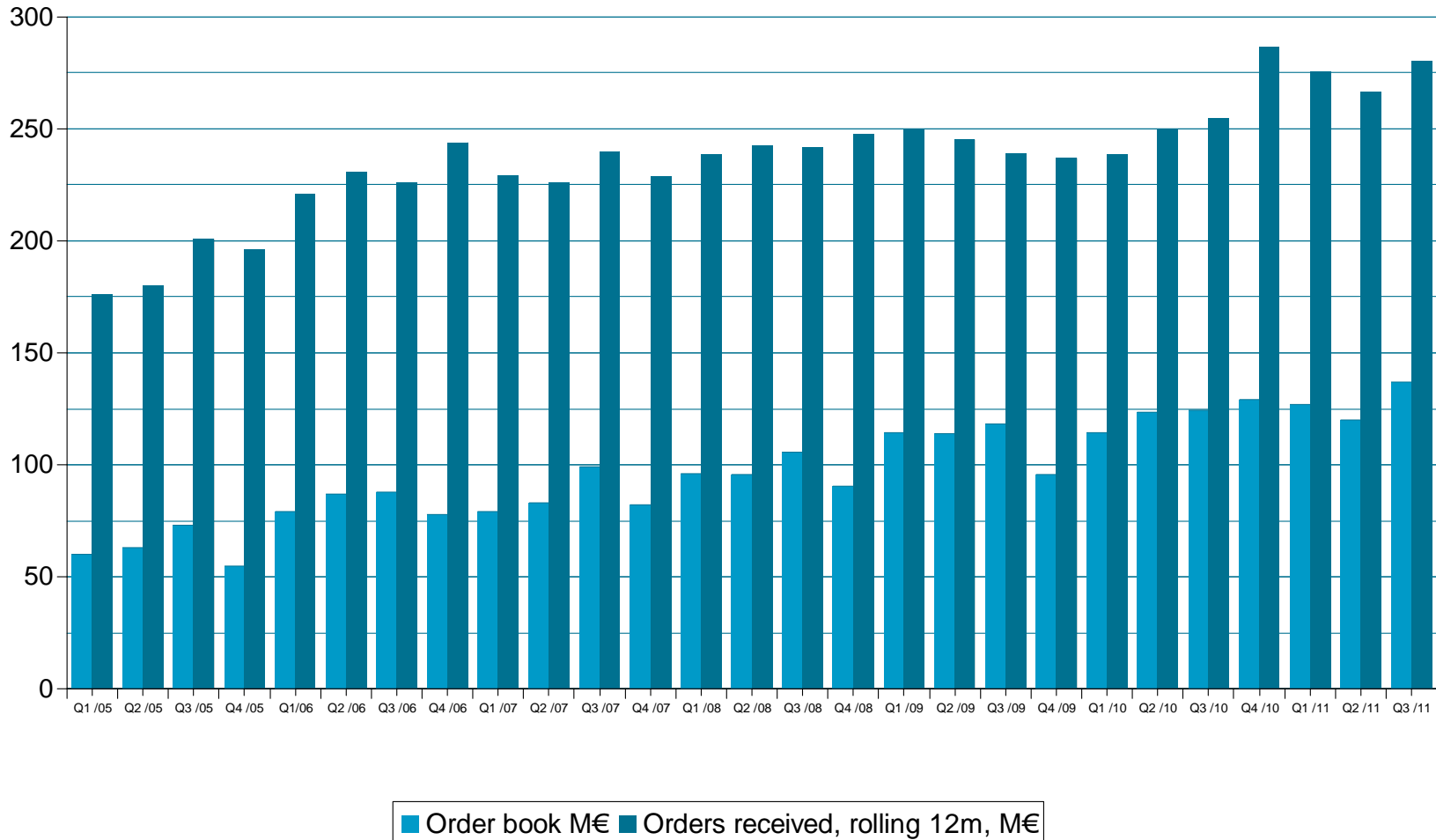
- Net sales EUR 53.3 (44.6) million, +19.6%.
 - Organic growth +15.9%
- Operating profit EUR 8.7 (6.0) million.
- Orders received EUR 52.8 (47.1) million.
- Order book EUR 5.5 million.



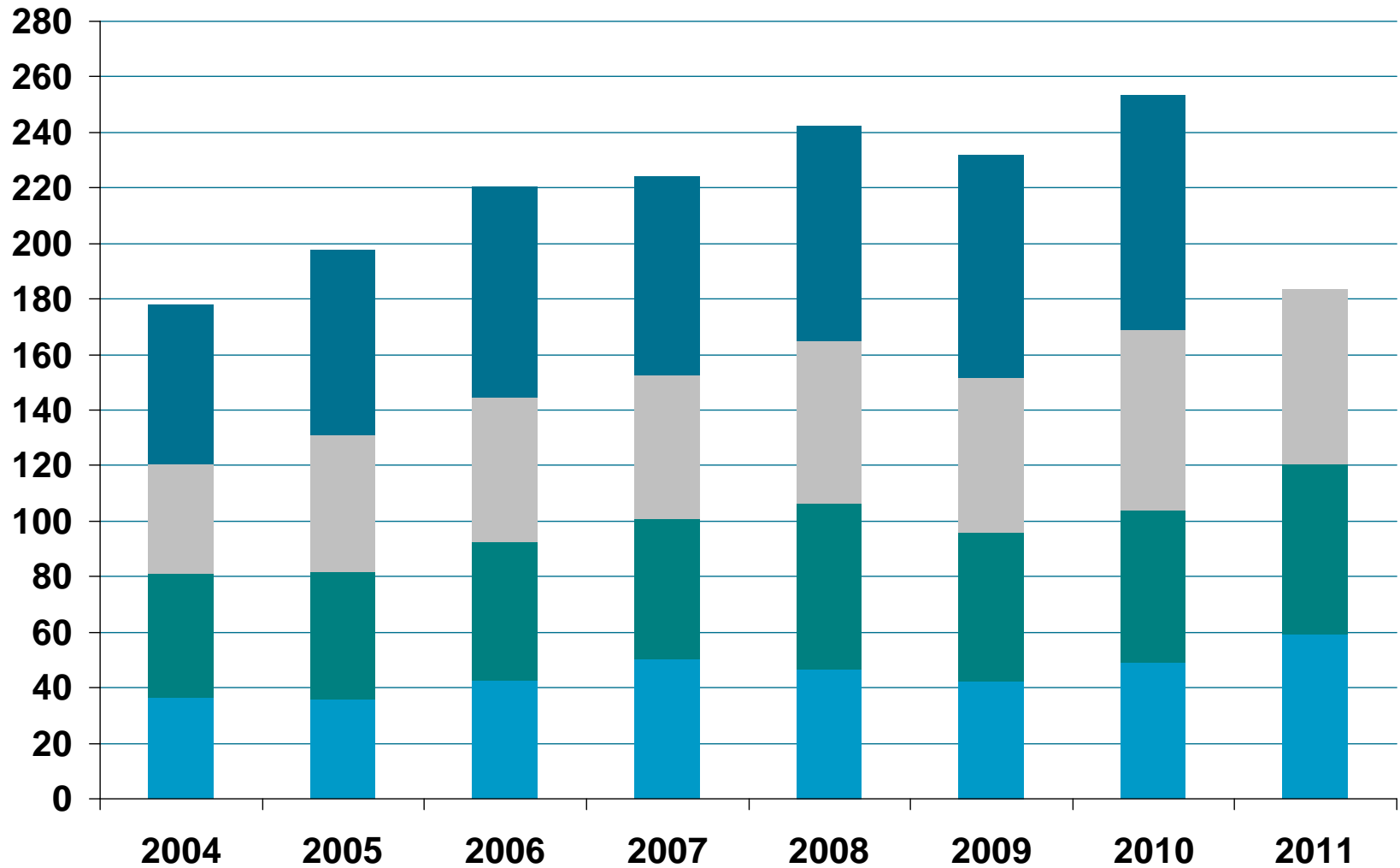
Key figures 1-9/2011

	1-9/2011	1-9/2010
Net sales	183.3 M€	168.7 M€ (proforma) 170.1 M€
Services net sales	29.0 M€	22.2 M€
Operating result	3.1 M€	-4.7M€
Result before taxes	2.2 M€	-3.4M€
Net result	1.4 M€	-1.9 M€
Capital expenditure	12.8 M€	23.6 M€
R&D expenditure (of net sales)	11.1%	14.3%
Orders received	191.3 M€	197.4 M€
Order book	136.9 M€	124.2 M€
Personnel (at the end of the period)	1386	1376
Earnings/share	0.08 €	-0.11 €
Solvency ratio	74%	79%
Cash flow from operations/share	1.07 €	0.53 €

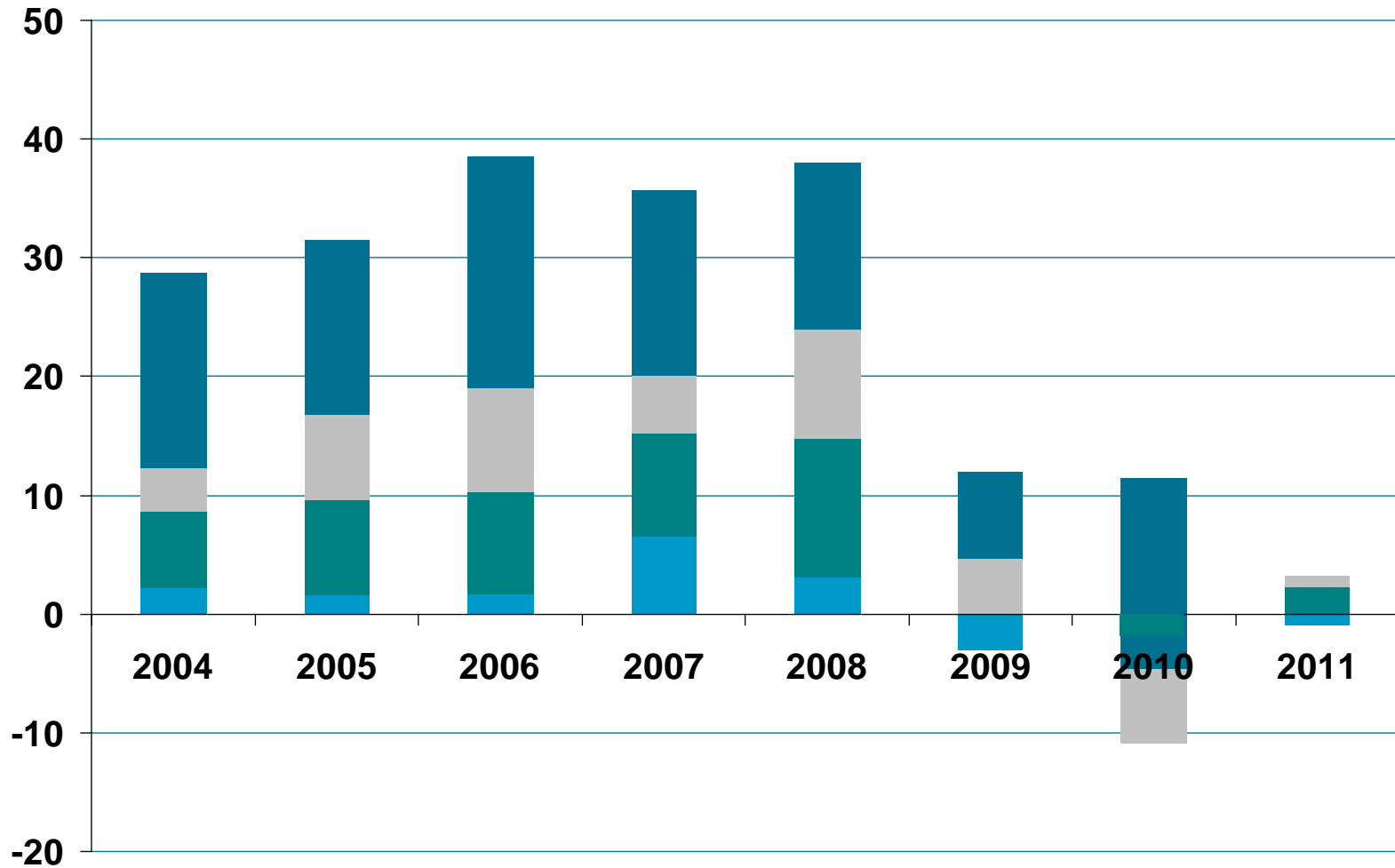
Orders received and order backlog



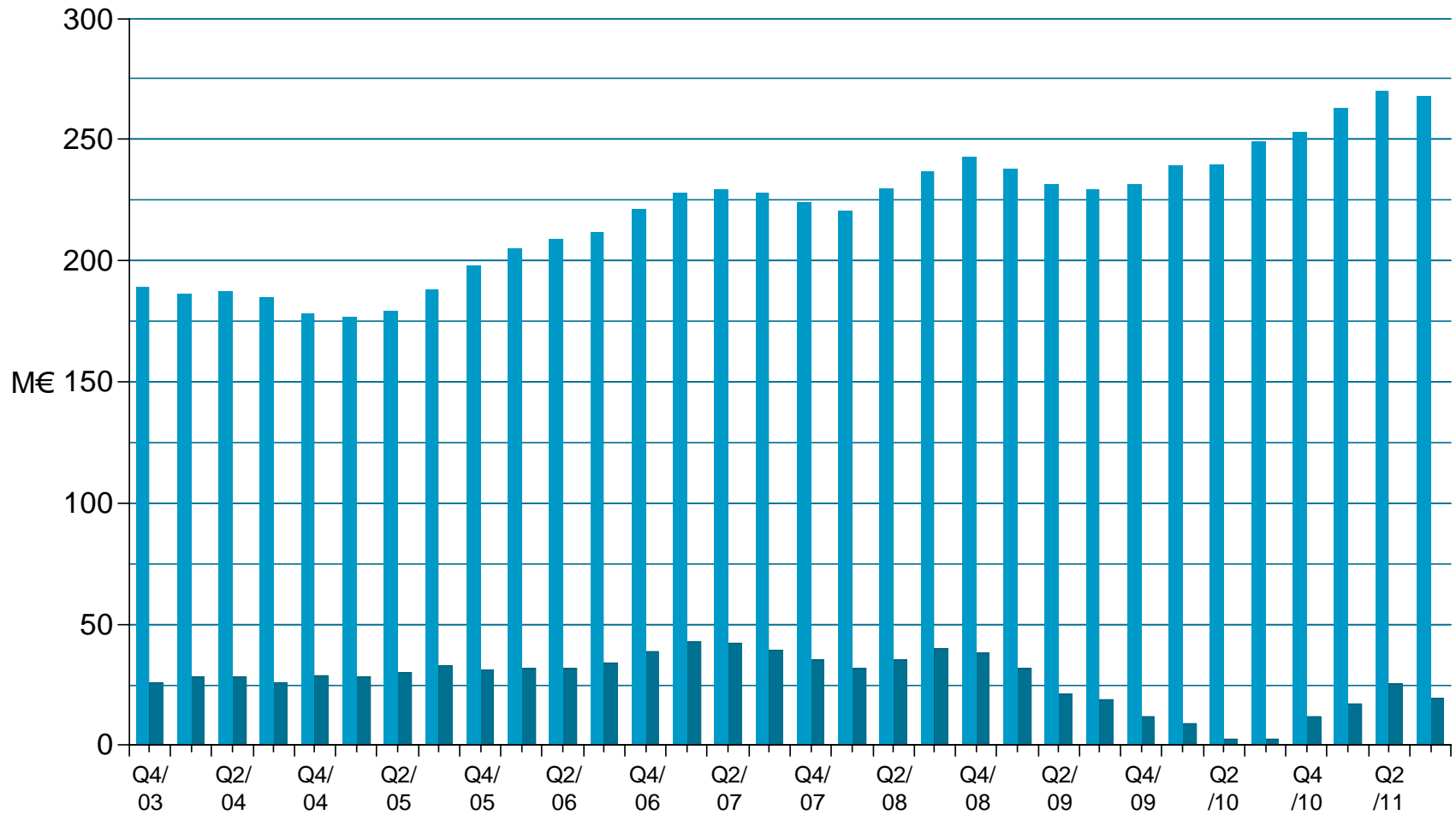
Net sales



Operating profit

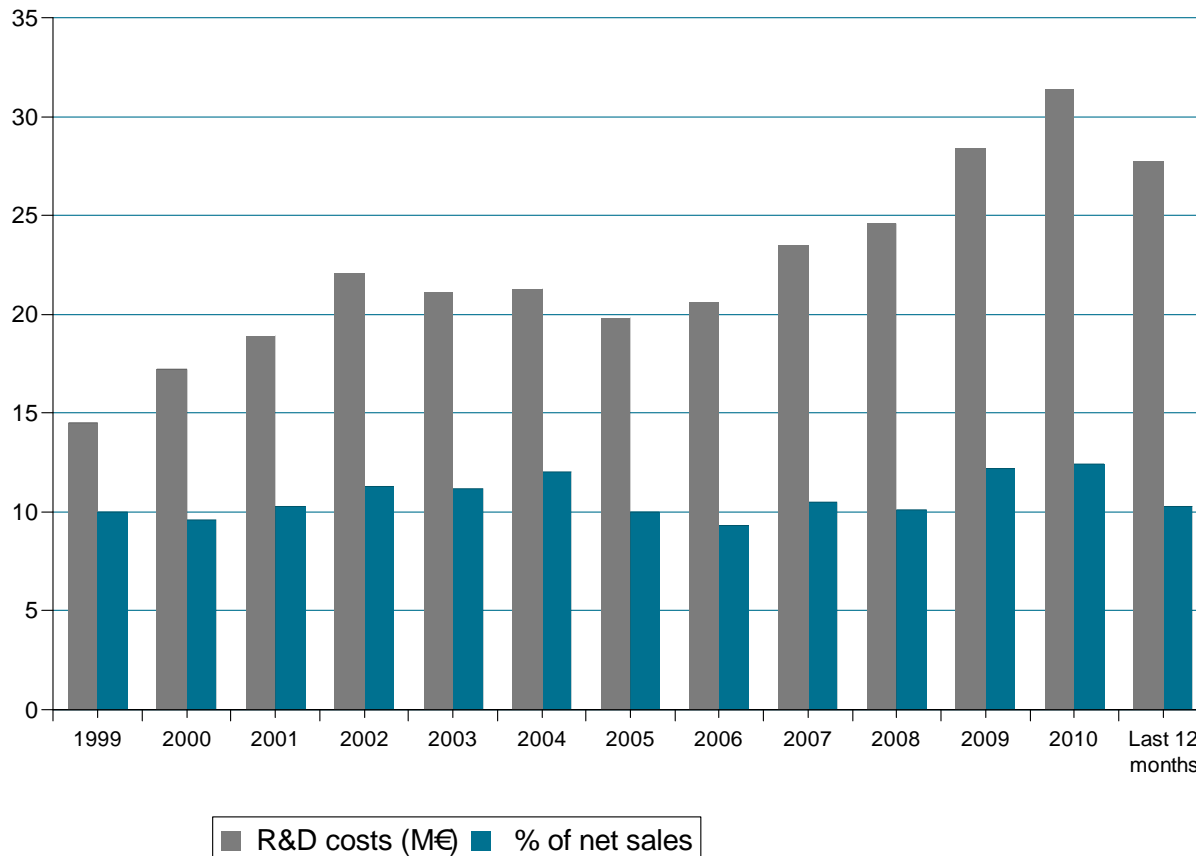


Net sales and operating profit, rolling 12 months



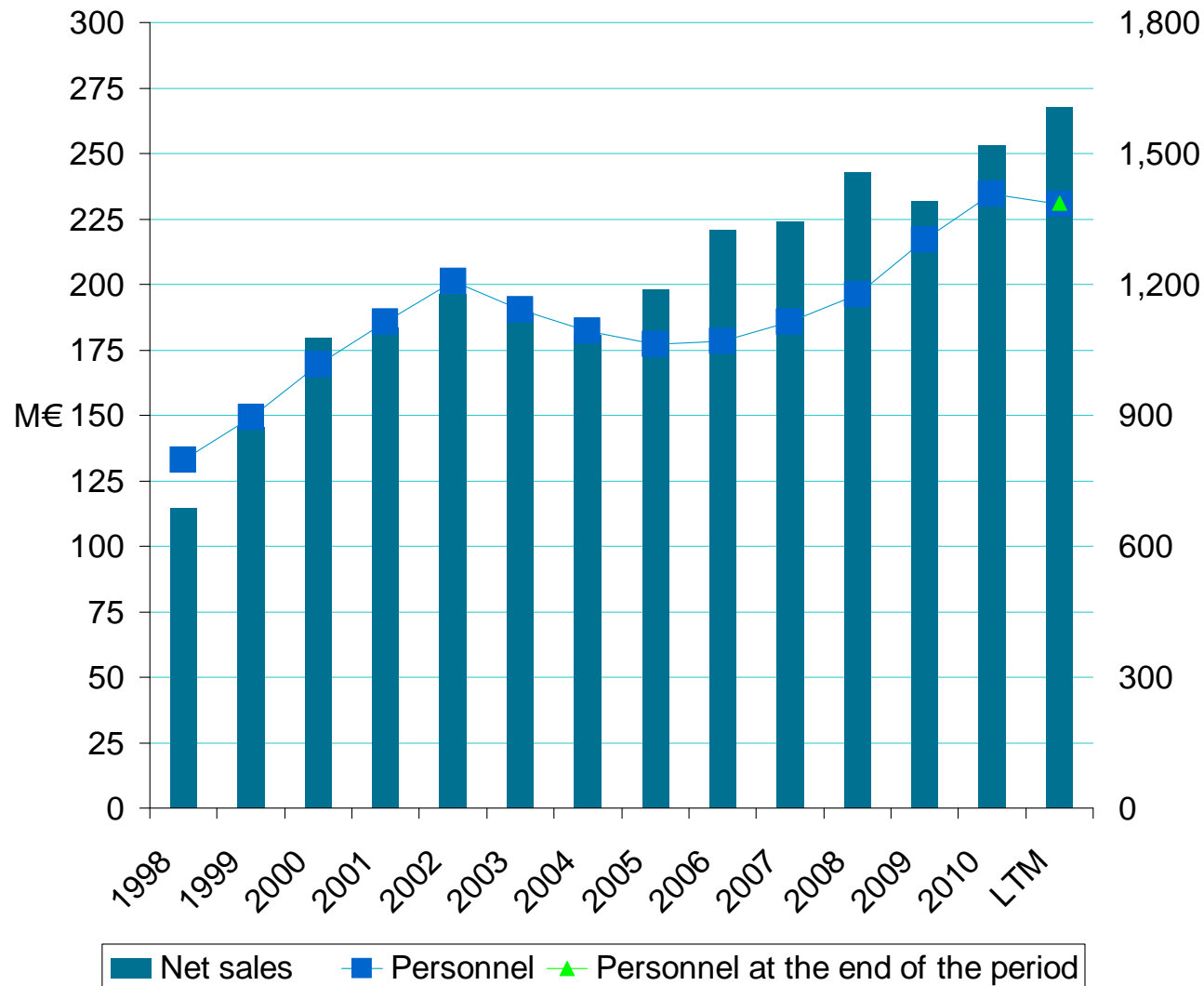
■ Net sales, rolling 12m ■ Operating profit, rolling 12m

Research and Development



- Share of R&D expenses of net sales is expected to decrease in 2011.

Net sales and average personnel



Outlook

Market outlook

- Current increased uncertainty in the global economy and shifts in exchange rates are expected to affect all Vaisala's business areas. However, based on Vaisala's technology and the structure of Vaisala's customer base, the company's competitive position is expected to remain mostly unchanged in 2011.

Financial guidance

- Vaisala expects its net sales in 2011 to grow moderately from the preceding year's proforma net sales. The operating profit is expected to improve moderately. Proforma net sales in 2010 were EUR 254.6 million and the operating result was EUR 11.8 million.
- Vaisala's long-term business outlook remains unchanged.

The background is a vibrant blue with dynamic, abstract light patterns. It features several bright, white-to-cyan streaks that sweep across the frame, some appearing as sharp lines and others as soft, glowing trails. There are also circular, ripple-like patterns and a grid-like texture in some areas, creating a sense of depth and movement. The overall effect is futuristic and high-tech.

Thank you