

# Result

# January-March 2011

Vaisala Group

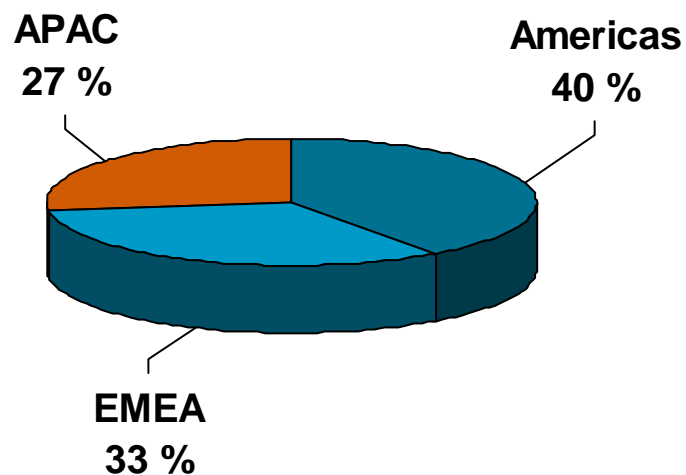
May 6, 2011

**VAISALA**

# Overview January - March 2011

- First quarter net sales at good level. Outlook unchanged.
- Orders received: EUR 57.0 (68.1) million, decline 16%.
- Net sales EUR 58.9 (49.3) million, growth 20%. Net sales growth compared to proforma Q1/2010 net sales 16%.
- Operating result EUR -0.9 (-6.2) million.
- Earnings per share EUR -0.13 (-0.18).
- Cash flow from business operations EUR 14.7 (6.7) million.

# Net sales by regions



Mill. EUR	2011 1-3	2010 1-3	Change
Americas	23.4	20.2	+16% *
EMEA	19.3	17.7	+9%
APAC	16.2	11.4	+42%

\* Organic growth in Americas of combined Vaisala and Veriteq was 8 percent.

# Performance by Quarter

	10-12	1-3	4-6	7-9	10-12	1-3
	2009	2010	2010	2010	2010	2011
<b>Net sales</b>	<b>80.4</b>	<b>49.3</b>	<b>54.7</b>	<b>64.7</b>	<b>84.5</b>	<b>58.9</b>
Cost of production and procurement	42.5	26.0	28.9	31.6	37.8	32.7
<b>Gross profit</b>	<b>37.8</b>	<b>23.2</b>	<b>25.9</b>	<b>33.1</b>	<b>46.7</b>	<b>26.2</b>
Gross margin	47 %	47 %	47 %	51 %	55 %	44 %
Other operating income	0.0	0.0	0.0	1.3	-0.4	0.0
Cost of sales and marketing	14.6	13.9	15.3	14.8	15.3	13.5
Development costs	9.3	8.4	8.4	7.3	7.3	6.9
Other administrative costs	6.6	7.3	7.2	6.0	8.0	6.7
<b>Operating profit</b>	<b>7.3</b>	<b>-6.2</b>	<b>-4.9</b>	<b>6.4</b>	<b>16.6</b>	<b>-0.9</b>
	9 %	-13 %	-9 %	10 %	20 %	-2 %

# Meteorology (MET)

- Net sales EUR 14.9 (12.0) million, +24 %.
  - Operating result EUR -3.8 (-3.4) million.
  - Orders received EUR 14.1 (24.1) million.
  - Order book EUR 39.6 million.
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- The operating result declined in Meteorology due to low margins of certain delivery projects.

# Weather Critical Operations (WCO)

- Net sales EUR 25.4 (23.6) million, +8%.
- Operating result EUR -1.0 (-3.2) million.
- Orders received EUR 24.9 (29.9) million.
- Order book EUR 81.8 million.

# Controlled Environment (CEN)

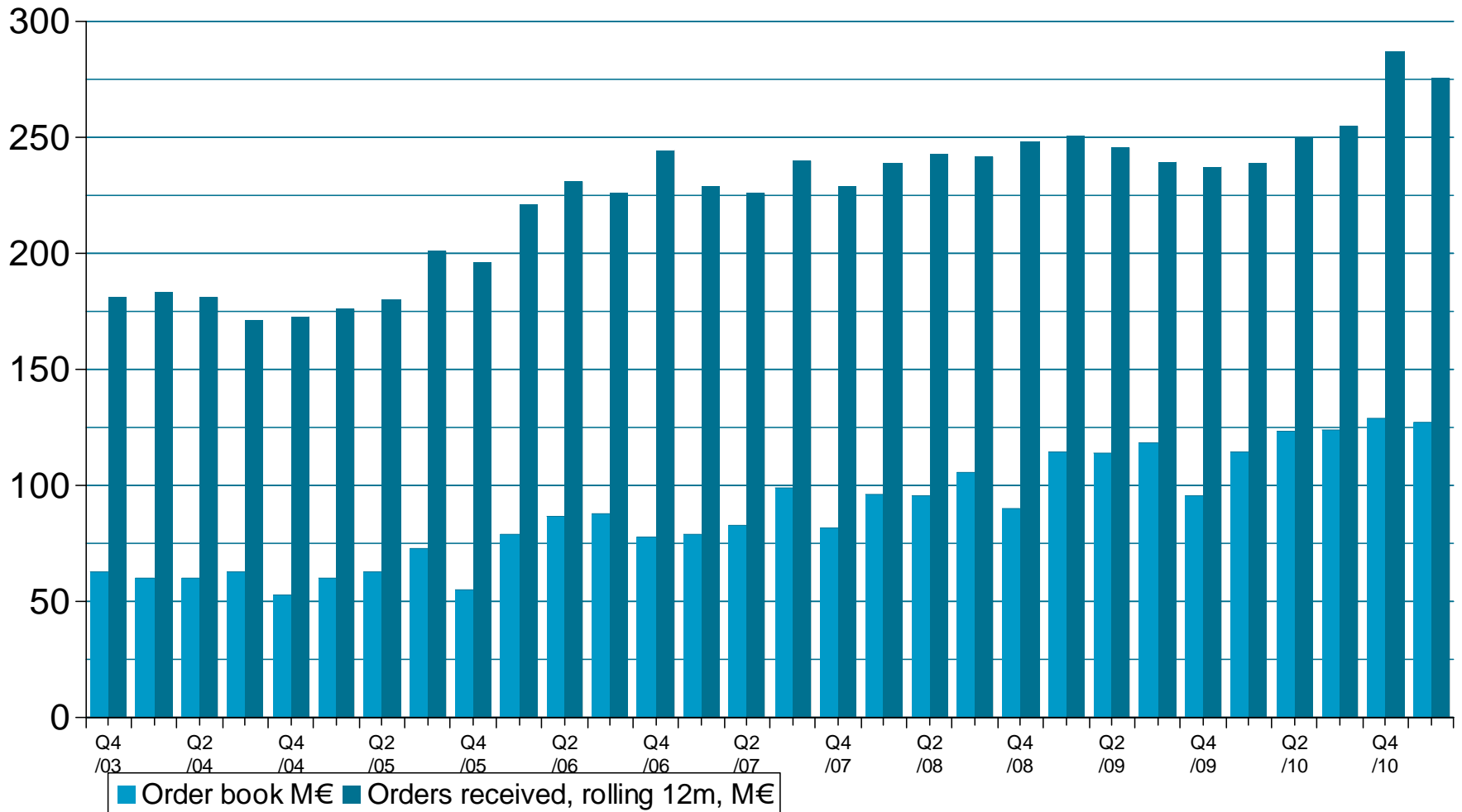
- Net sales EUR 18.6 (13.6) million, +36 %.
    - Organic growth +23%
  - Operating profit EUR 4.0 (1.4) million.
  - Orders received EUR 18.2 (14.1) million.
  - Order book EUR 5.7 million.
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- All market segments in Controlled Environment grew in the first quarter.

# Key figures 1-3/2011

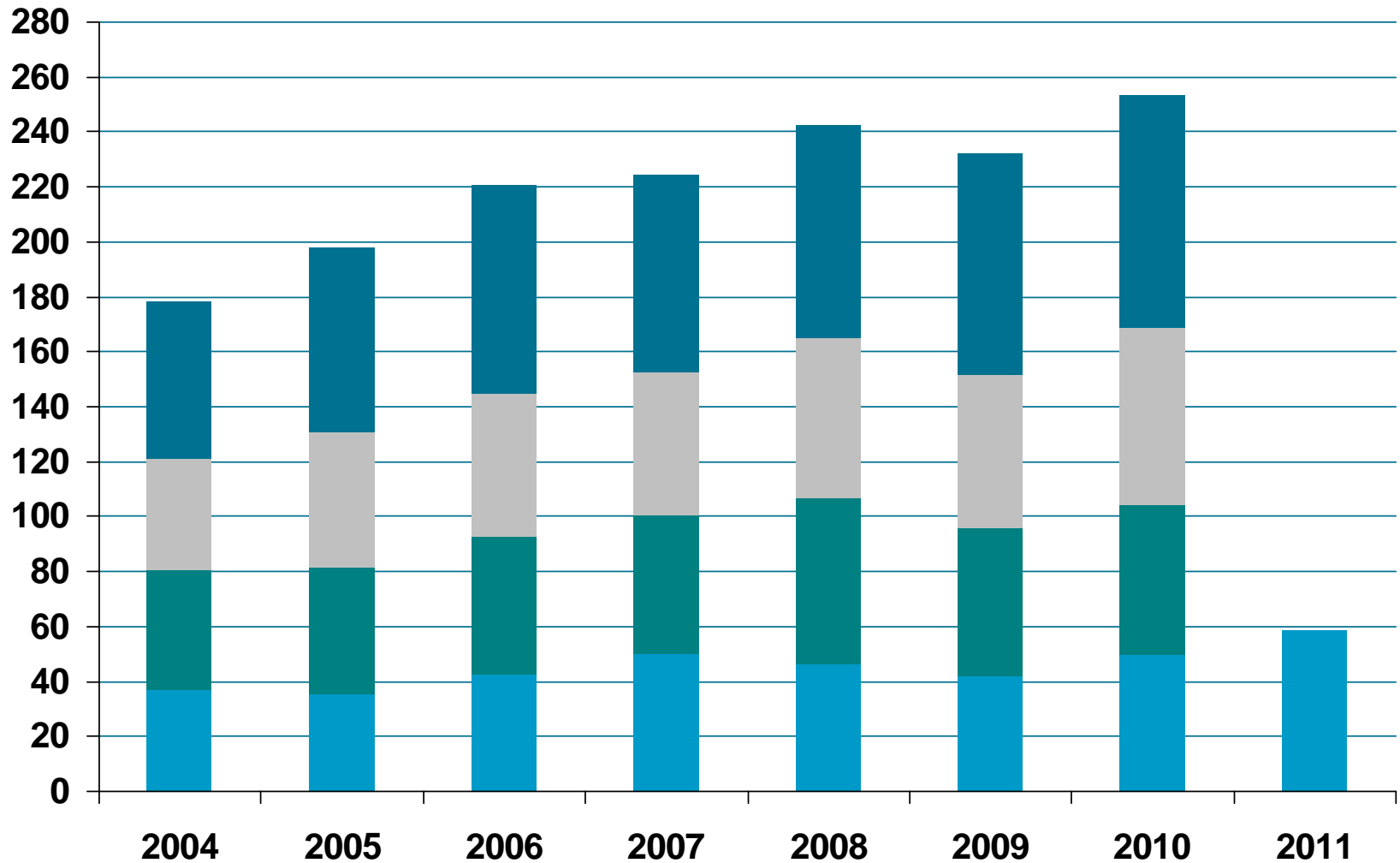
	1-3/2011	1-3/2010
Net sales	58.9 M€	49.3 M€ (proforma) 50.7 M€
Services net sales	9.2 M€	6.5 M€
Operating profit	-0.9 M€	-6.2 M€
Profit before taxes	-2.6 M€	-4.4 M€
Net profit	-2.3 M€	-3.3 M€
Capital expenditure	3.1 M€	14.1 M€
R&D expenditure (of net sales)	11.7%	17.0%
Orders received	57.0 M€	68.1 M€
Order book	127.1 M€	114.3 M€
Personnel (at the end of the period)	1348	1399
Earnings/share	-0.13 €	-0.18 €
Solvency ratio	71%	76%
Cash flow from operations/share	0.81 €	0.37 €



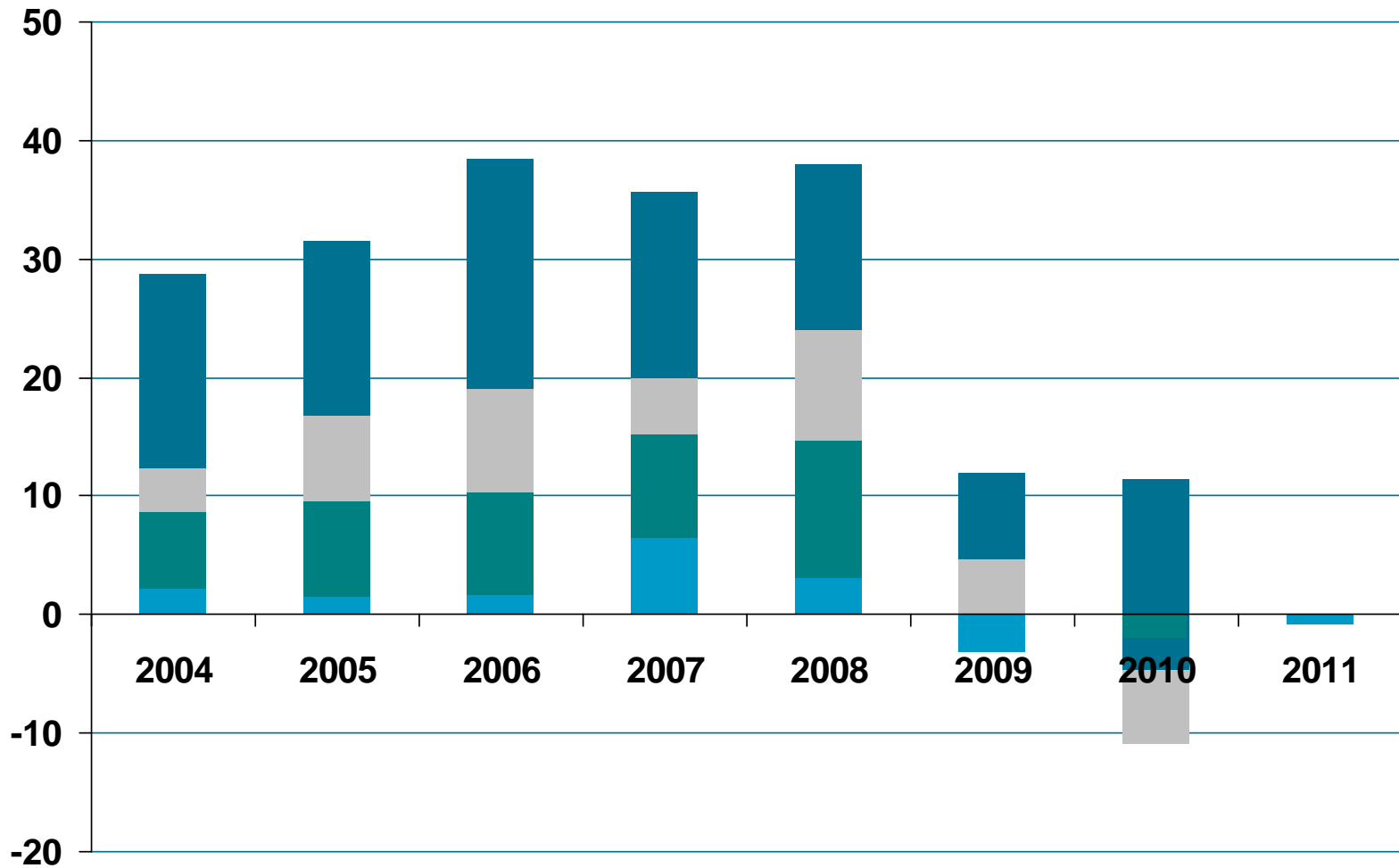
# Orders received and order backlog



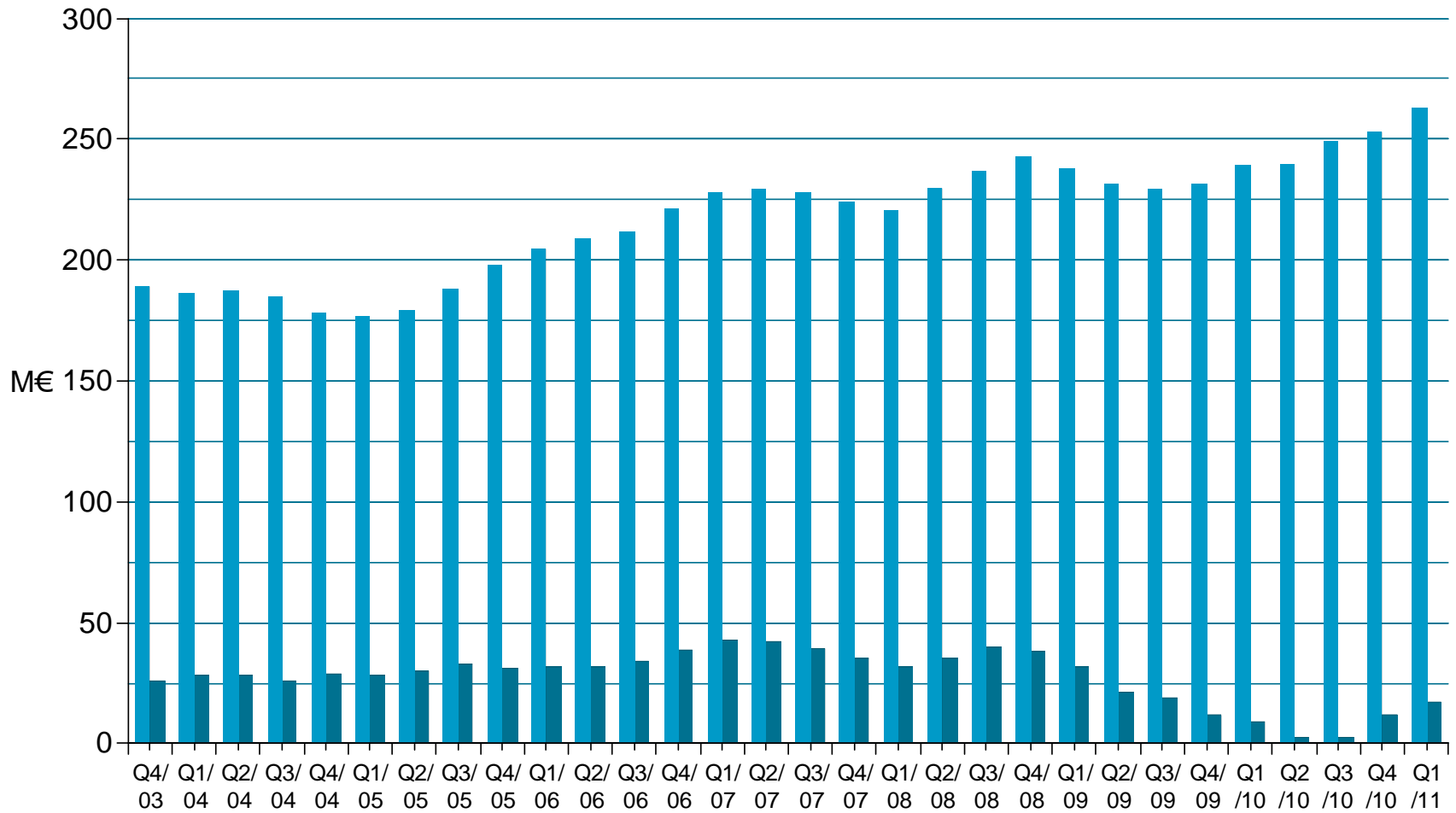
# Net sales



# Operating profit



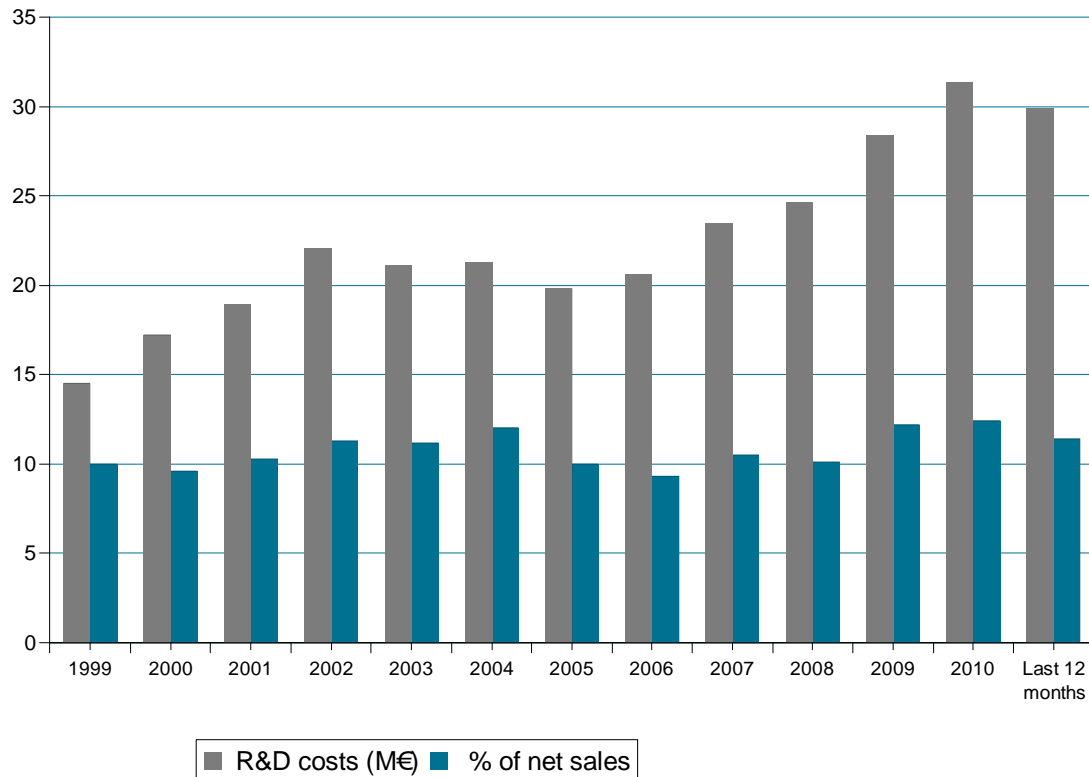
# Net sales and operating profit, rolling 12 months



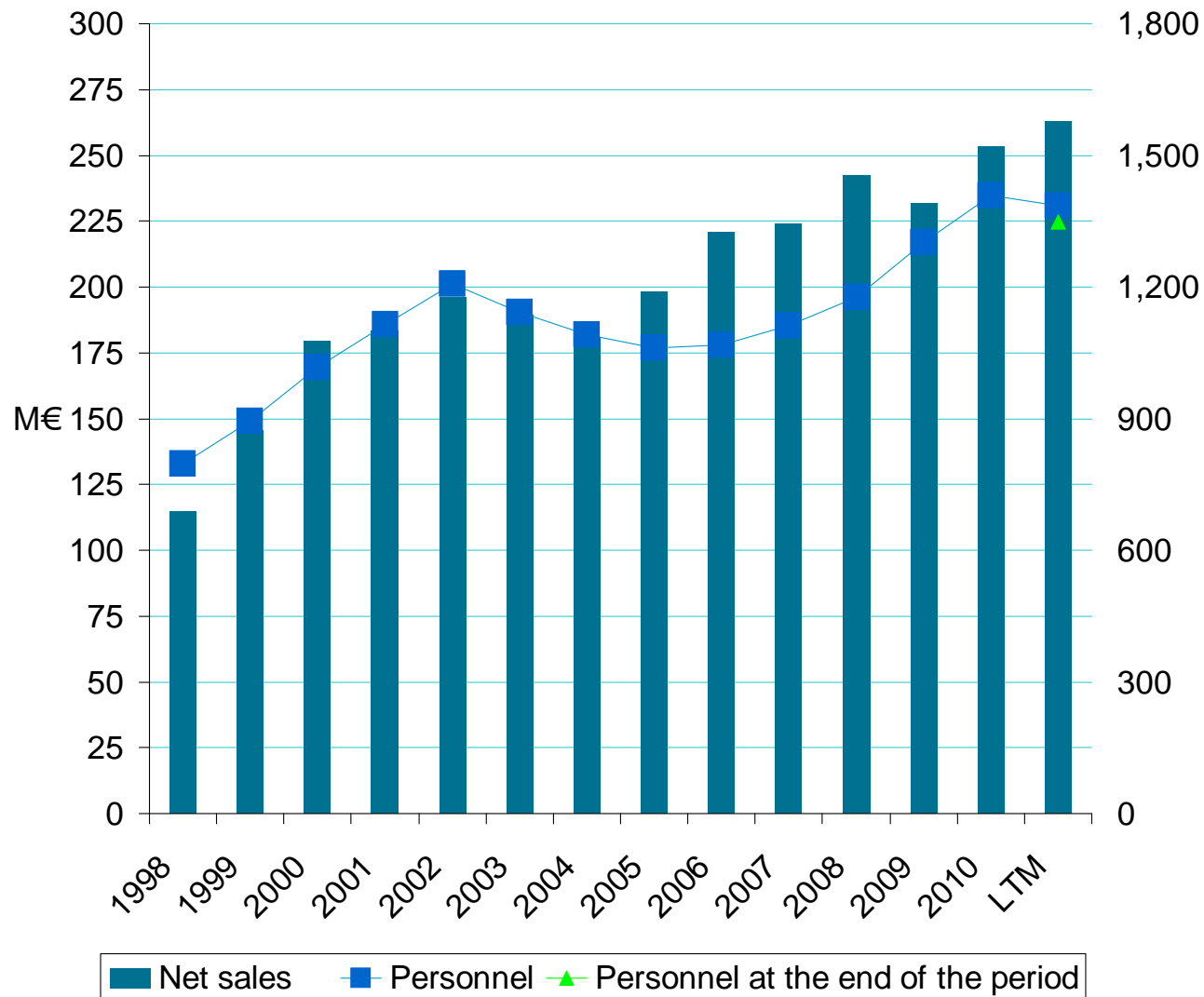
■ Net sales, rolling 12m ■ Operating profit, rolling 12m

# 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

- Uncertainty in the global economy and shifts in exchange rates are still expected to affect Vaisala's business. Based on the structure of Vaisala's customer base and the orders received, the company's market situation 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. Also the operating profit is expected to improve moderately.
  - Pro forma net sales in 2010 were EUR 254.6 million.
- Vaisala's long-term business outlook remains unchanged.