

Result

January-December 2012

Vaisala Group

February 6th, 2013

VAISALA

Overview of 2012

- Orders received: EUR 264.7 (278.8) million, -5%
- Order book EUR 105.6 (134.3) million, -21%
- Net sales EUR 293.3 (273.6) million, +7%
- Operating result EUR 30.1 (16.1) million
- Earnings per share EUR 1.20 (0.57)
- Cash flow from business operations EUR 48.2 (37.6) million
- Liquid funds EUR 74.8 (45.5) million

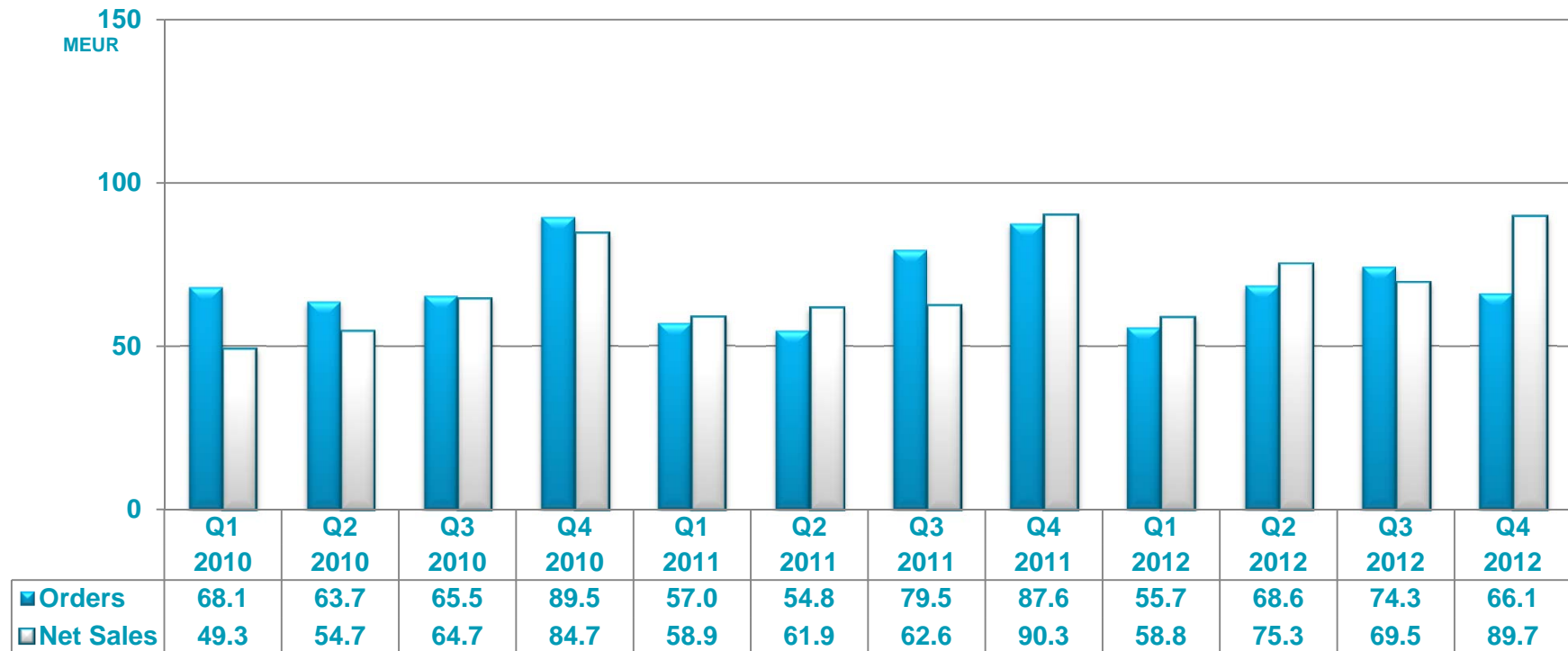


Overview of fourth quarter 2012

- Orders received: EUR 66.1 (87.6) million, -25%
- Net sales EUR 89.7 (90.3) million, -1%
- Operating result EUR 12.4 (13.0) million
- Earnings per share EUR 0.54 (0.49)
- Cash flow from business operations EUR 21.5 (18.1) million

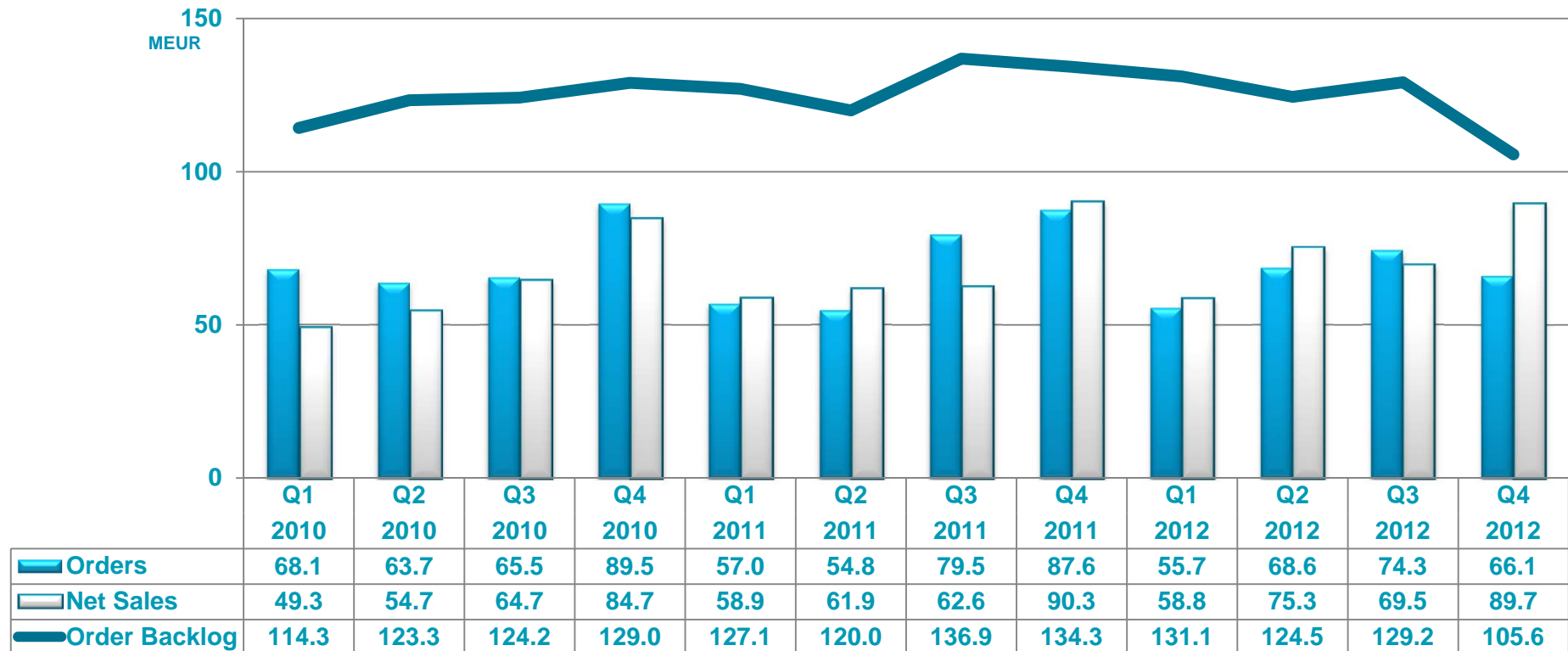


Orders, Net sales and Order Backlog



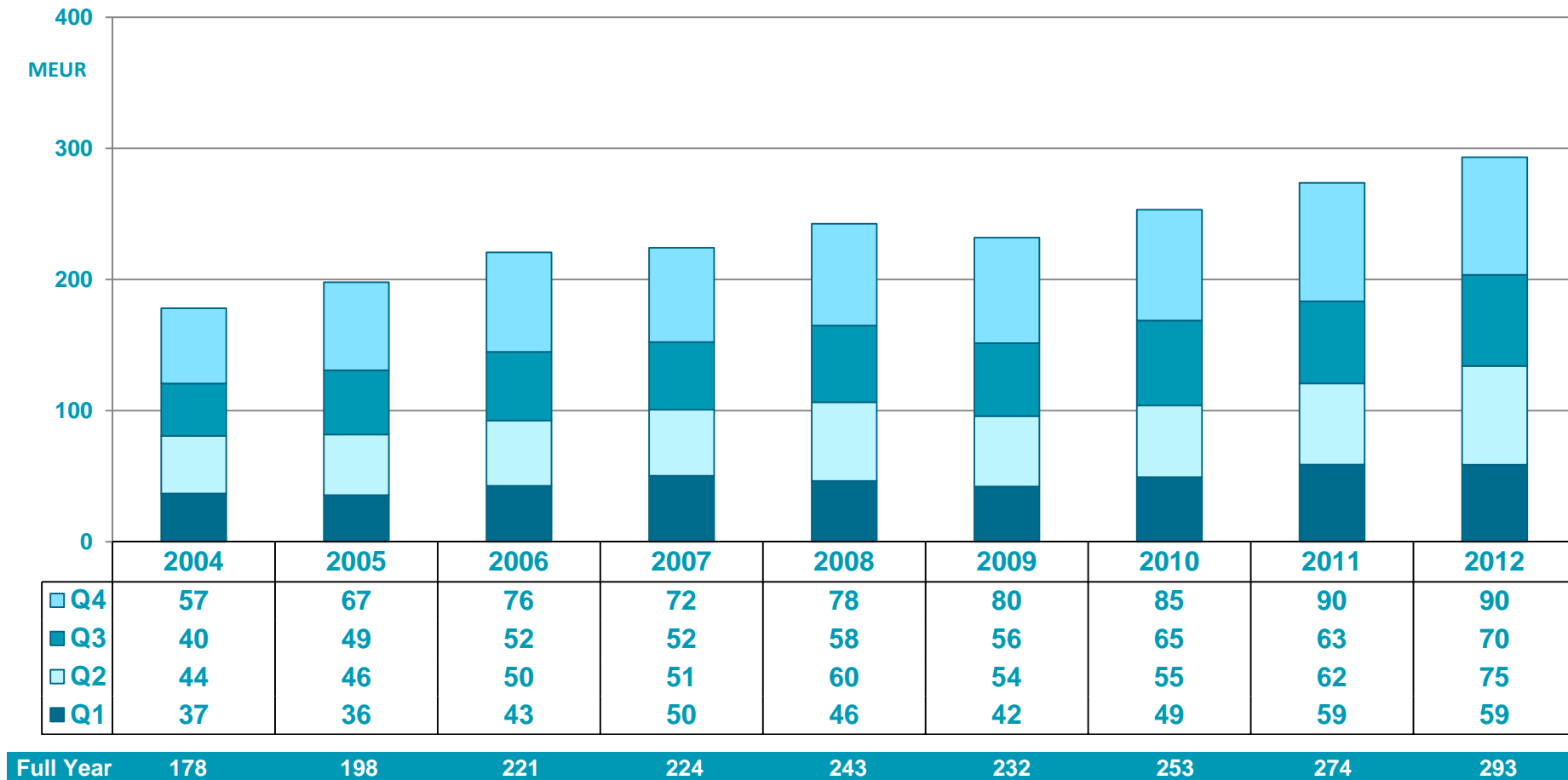
- Orders received were EUR 66.1 million in October-December 2012 and decreased by 25% year-on-year. Weather Business Area did not receive exceptionally large orders in contrast to previous year.
- In October-December 2012, net sales were EUR 89.7 million and showed a decrease of 1% year-on-year.

Orders, Net sales and Order Backlog

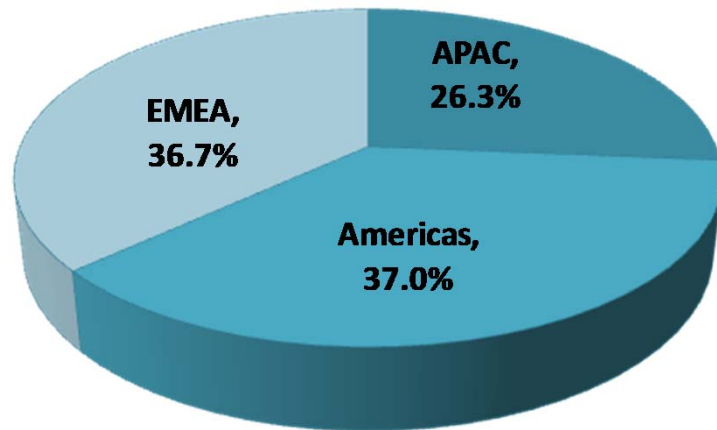


- The order book was EUR 105.6 million, 21% lower than at the end of December 2011.

Net sales quarterly



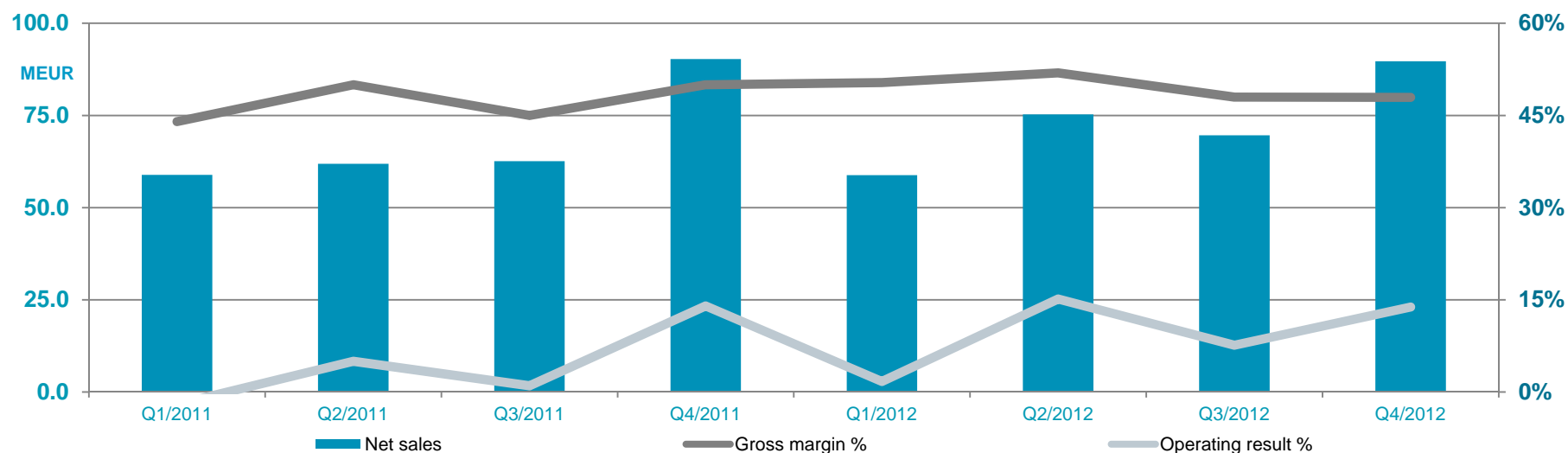
Net Sales by Regions (MEUR)



	Q1-Q4 2012	Q1-Q4 2011	Change
Americas	108.6	110.2	-1%
EMEA	107.6	90.7	+19%
APAC	77.2	72.7	+6%

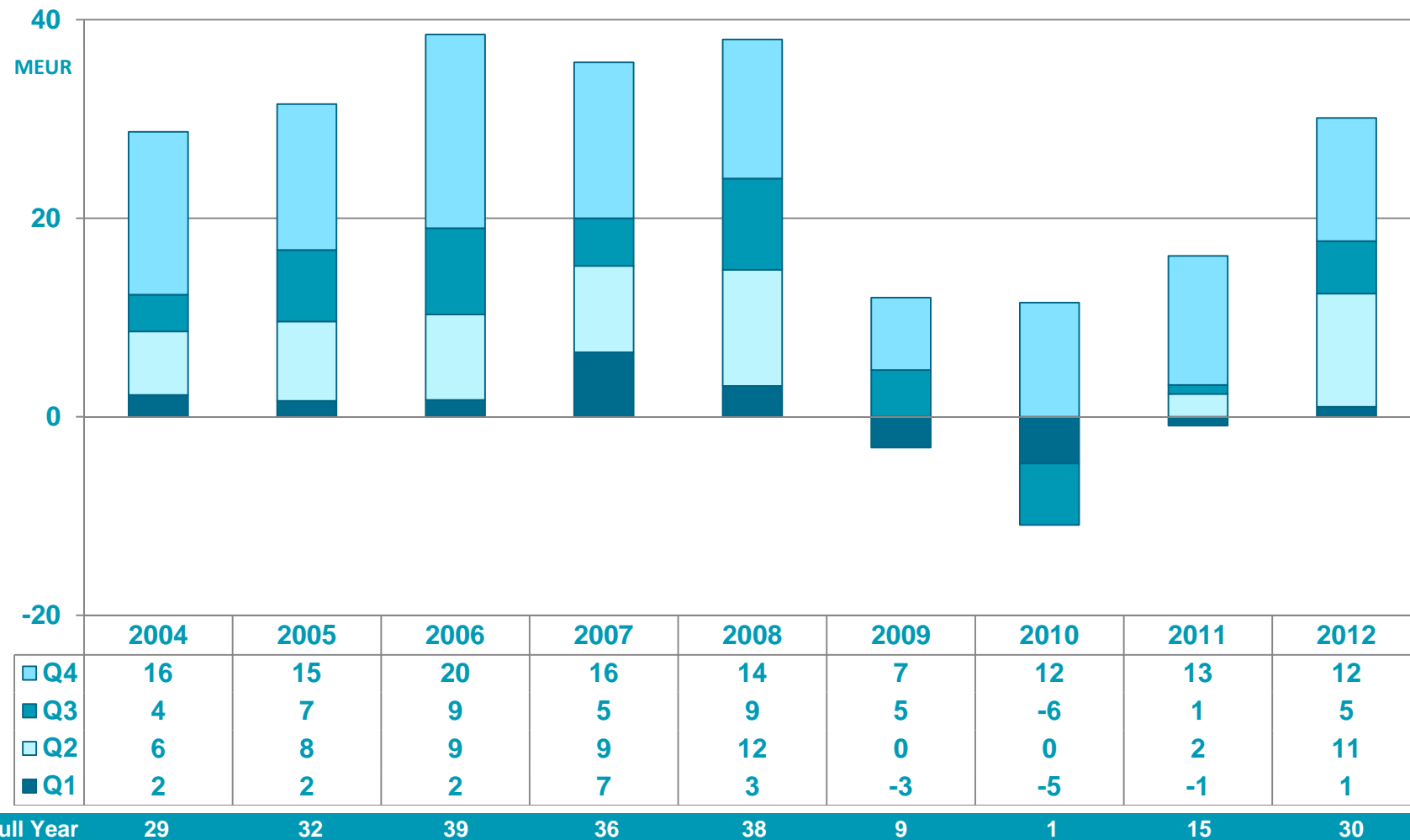
	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q4 2012	Q4-12 vs. Q4-11	Q4-12 vs. Q3-12
Americas	23.4	24.7	28.3	33.7	21.4	26.3	31.0	29.8	-12%	-4%
EMEA	19.3	18.4	18.5	34.5	23.1	27.2	20.4	36.9	7%	81%
APAC	16.2	18.8	15.8	21.9	14.3	21.8	18.2	22.9	4%	26%
TOTAL	58.9	61.9	62.6	90.2	58.8	75.3	69.5	89.7	-1%	29%

Performance by Quarter

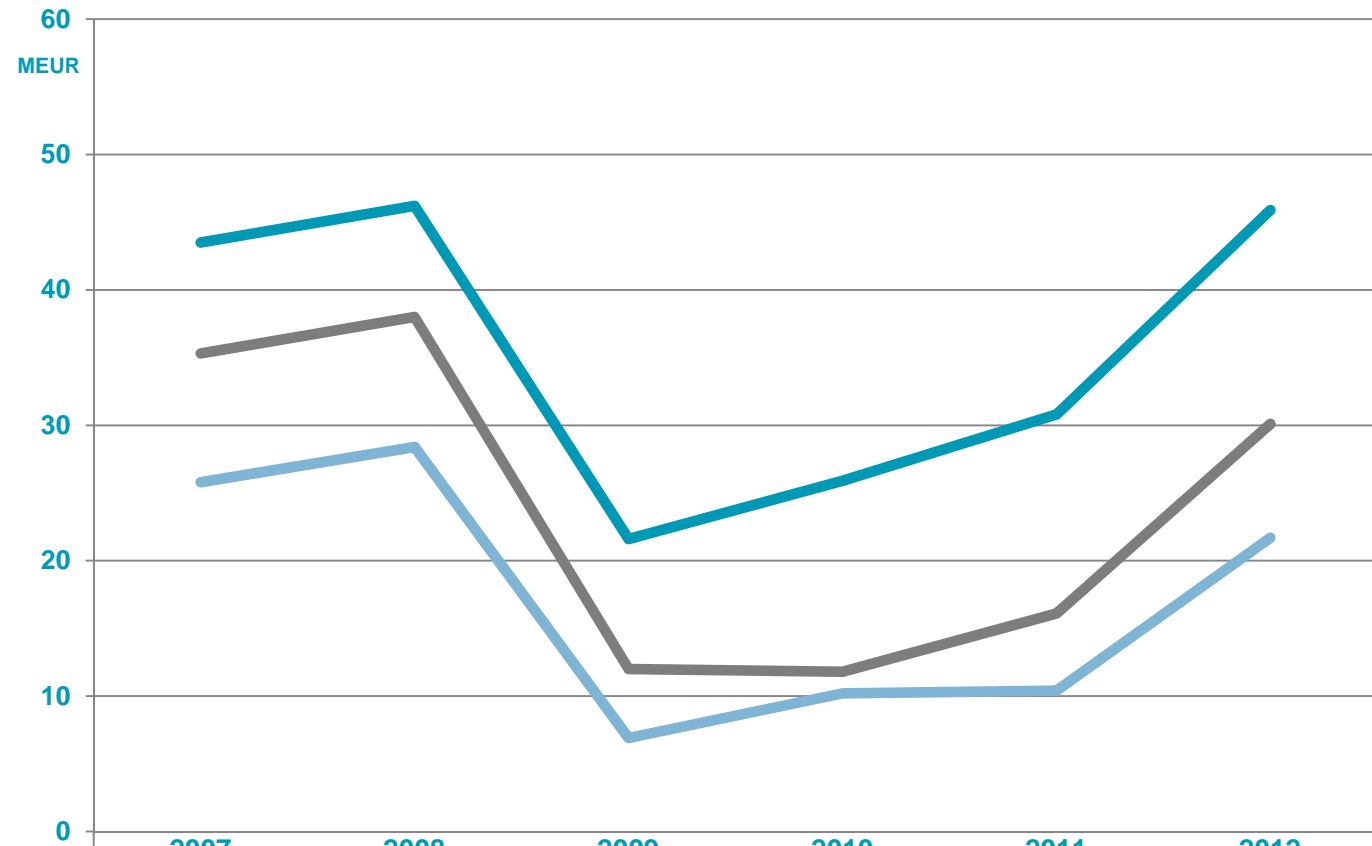


	<u>Q1/2011</u>	<u>Q2/2011</u>	<u>Q3/2011</u>	<u>Q4/2011</u>	<u>Q1/2012</u>	<u>Q2/2012</u>	<u>Q3/2012</u>	<u>Q4/2012</u>
Net sales	58.9	61.9	62.6	90.3	58.8	75.3	69.6	89.7
Cost of production and procurement	32.7	31.0	34.3	44.7	29.2	36.1	36.1	46.6
Gross margin	26.2	30.9	28.3	45.5	29.6	39.1	33.4	43.0
<i>Gross margin %</i>	<i>44%</i>	<i>50%</i>	<i>45%</i>	<i>50%</i>	<i>50%</i>	<i>52%</i>	<i>48%</i>	<i>48%</i>
Other operating income	0.0	0.0	0.3	1.7	0.4	0.0	0.0	0.0
Cost of sales and marketing	13.5	13.7	14.1	16.5	13.3	13.2	13.1	14.9
Cost of research and development	6.9	6.5	7.0	7.6	7.1	6.5	6.9	7.5
Other administration costs	6.7	7.6	6.6	10.1	8.7	8.1	8.0	8.2
Total operating expenses	27.1	27.8	27.7	34.2	29.1	27.8	28.0	30.6
Operating result	-0.9	3.2	0.9	13.0	1.0	11.4	5.3	12.4
<i>Operating result %</i>	<i>-2%</i>	<i>5%</i>	<i>1%</i>	<i>14%</i>	<i>2%</i>	<i>15%</i>	<i>8%</i>	<i>14%</i>

Operating result quarterly



Vaisala result development 2007-2012



	2007	2008	2009	2010	2011	2012
Net Result	26	28	7	10	10	22
Operating result	35	38	12	12	16	30
Operating result before depreciations	44	46	22	26	31	46

Earning per Share

1.42

1.56

0.38

0.56

0.57

1.20

Weather (WEA) Q1-Q4 2012

- **Net sales EUR 218.0 (201.8) million, +8%**
 - At comparable exchange rates net sales would have increased by 5%
 - Net sales increase took place in almost all customer groups and Weather Business Area grew both in delivery projects and in product business.
- **Orders received EUR 189.0 (209.1) million, -10%**
- **Order book EUR 101.2 (130.3) million, -22%**
- **Operating result EUR 22.5 (5.9) million**
 - The year-on-year increase in the profit was driven mainly by higher sales, favorable product mix and higher profitability of project deliveries.

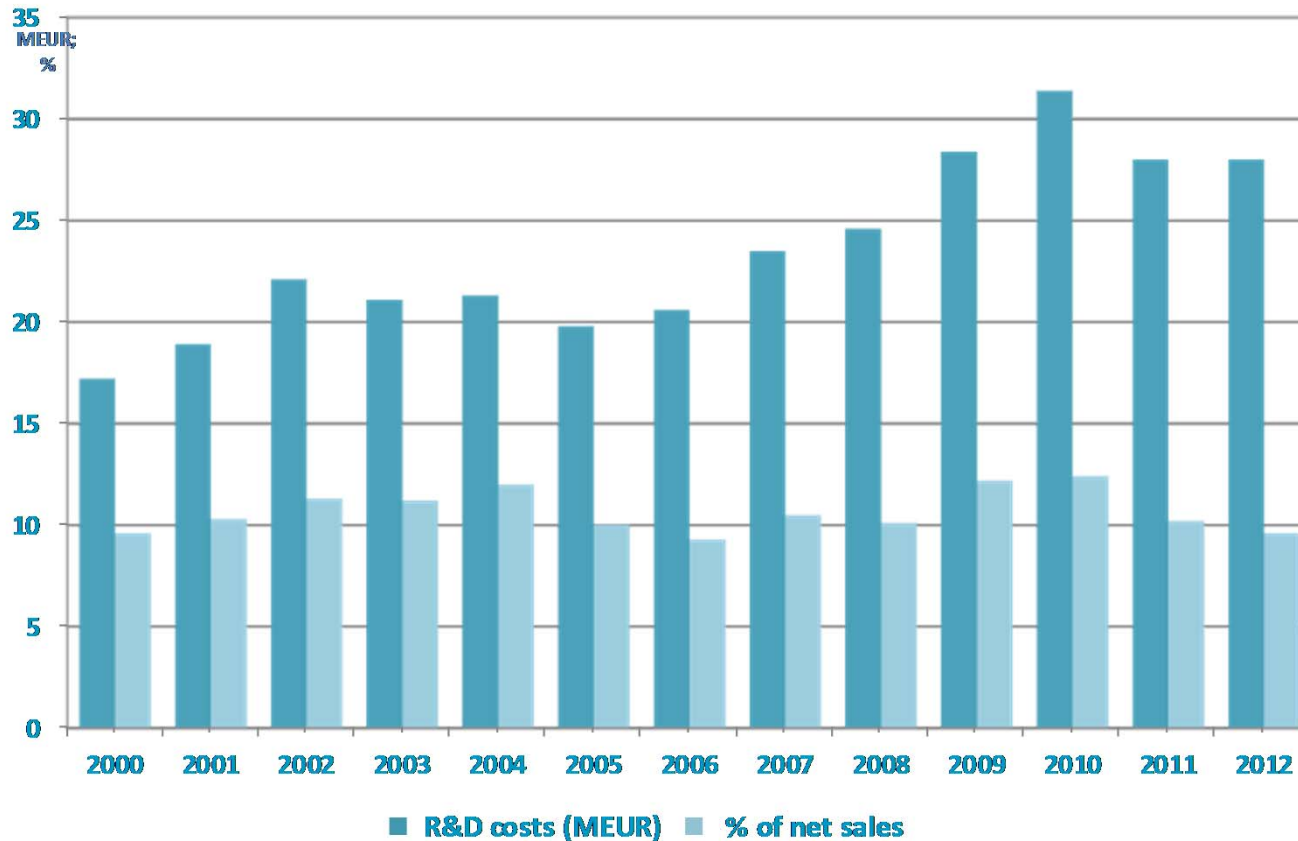


Controlled Environment (CEN) Q1-Q4 2012

- **Net sales EUR 75.3 (71.7) million, +5%**
 - At comparable exchange rates net sales would have decreased by 1%
- **Orders received EUR 75.7 (69.7) million, +9%**
- **Order book EUR 4.4 (4.0) million, +10%**
- **Operating result EUR 9.4 (10.5) million, -10%**
 - The decrease in profit was mainly due to increased investments in Service function related to Life Science business and in R&D related to new product development.



Research and Development costs Q1-Q4 2012

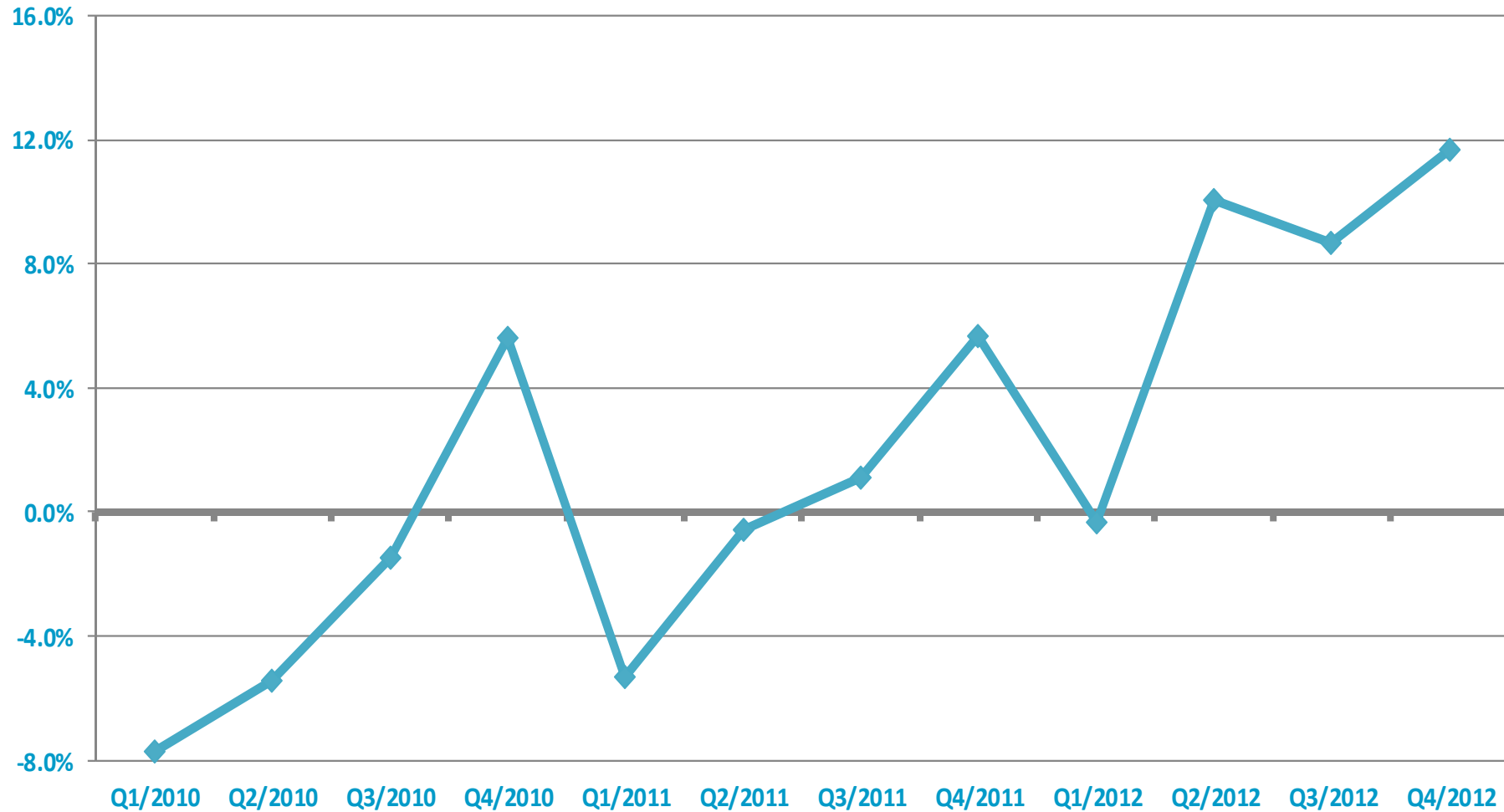


- R&D expenses EUR 28.0 million, 9.6% of net sales
- Weather BA 10.0% (11.0%) of net sales
- Controlled Environment BA 8.2% (8.1%) of net sales
- The goal is to keep the share of R&D expenses at around 10% of net sales

Key figures Q1-Q4 2012

	Q1-Q4 2012	Q1-Q4 2011
Net sales	293.3 MEUR	273.6 MEUR
Services net sales	42.3 MEUR	40.8 MEUR
Operating result	30.1 MEUR	16.1 MEUR
Result before taxes	29.1 MEUR	16.1 MEUR
Net result	21.7 MEUR	10.4 MEUR
Capital expenditure	5.8 MEUR	16.7 MEUR
R&D expenditure (of net sales)	10 %	10 %
Orders received	264.7 MEUR	278.8 MEUR
Order book	105.6 MEUR	134.3 MEUR
Personnel (at the end of the period)	1,442	1,394
Earnings/share	1.20 EUR	0.57 EUR
Solvency ratio	75 %	74 %
Net cash flow from operating activities/share	2.66 EUR	2.06 EUR

Vaisala Group ROE %



The Vaisala Board of Directors proposes to the Annual General Meeting

- Dividend of EUR 0.90 (0.65) per share for the fiscal year 2012
- Return of capital EUR 1.23 per share

Outlook



Market outlook

The global economic uncertainty continues to impact Vaisala's business and constrain growth opportunities. The market in North America is expected to gradually recover. The cuts in governmental spending and uncertainty of new project timings are expected to impact Weather Business Area sales. The market for Controlled Environment products in Asia is expected to continue challenging.

Business Outlook 2013

Vaisala's net sales are estimated to be in the range of EUR 280–310 million at comparable exchange rates as compared to 2012.

The operating result (EBIT) is expected to be in the range of EUR 25–35 million at comparable exchange rates as compared to 2012.





Thank you