

Result

January-September 2012

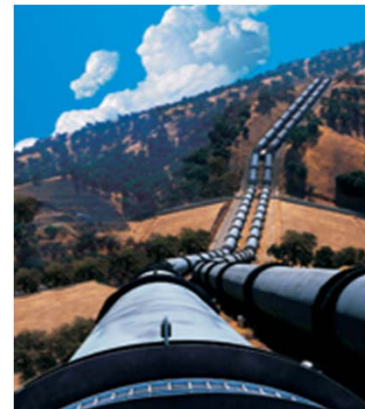
Vaisala Group

November 1st, 2012

VAISALA

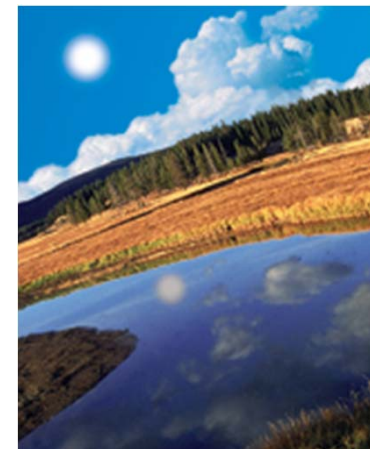
Overview of Q1-Q3 2012

- Orders received: EUR 198.6 (191.3) million, +4%
- Order book EUR 129.2 (136.9) million, -6%
- Net sales EUR 203.6 (183.3) million, +11%
- Operating result EUR 17.7 (3.1) million
- Earnings per share EUR 0.66 (0.08)
- Cash flow from business operations EUR 26.7 (19.5) million
- Liquid funds EUR 55.8 (30.7) million



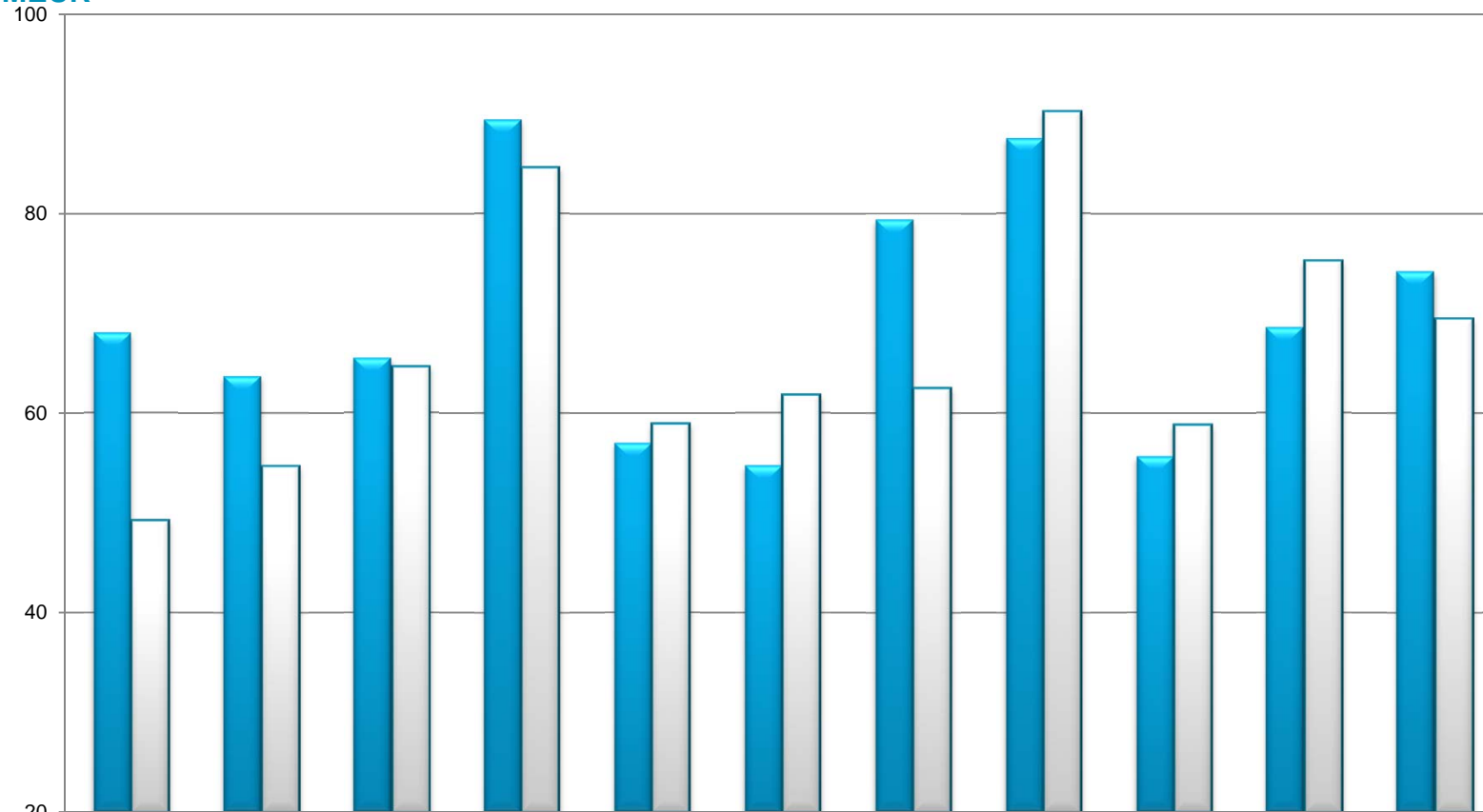
Overview of third quarter 2012

- Orders received: EUR 74.3 (79.5) million, -7%
- Net sales EUR 69.5 (62.6) million, +11%
- Operating result EUR 5.3 (0.9) million
- Earnings per share EUR 0.16 (0.11)
- Cash flow from business operations EUR 9.1 (6.8) million



Orders and Net sales

Orders & Net sales, MEUR

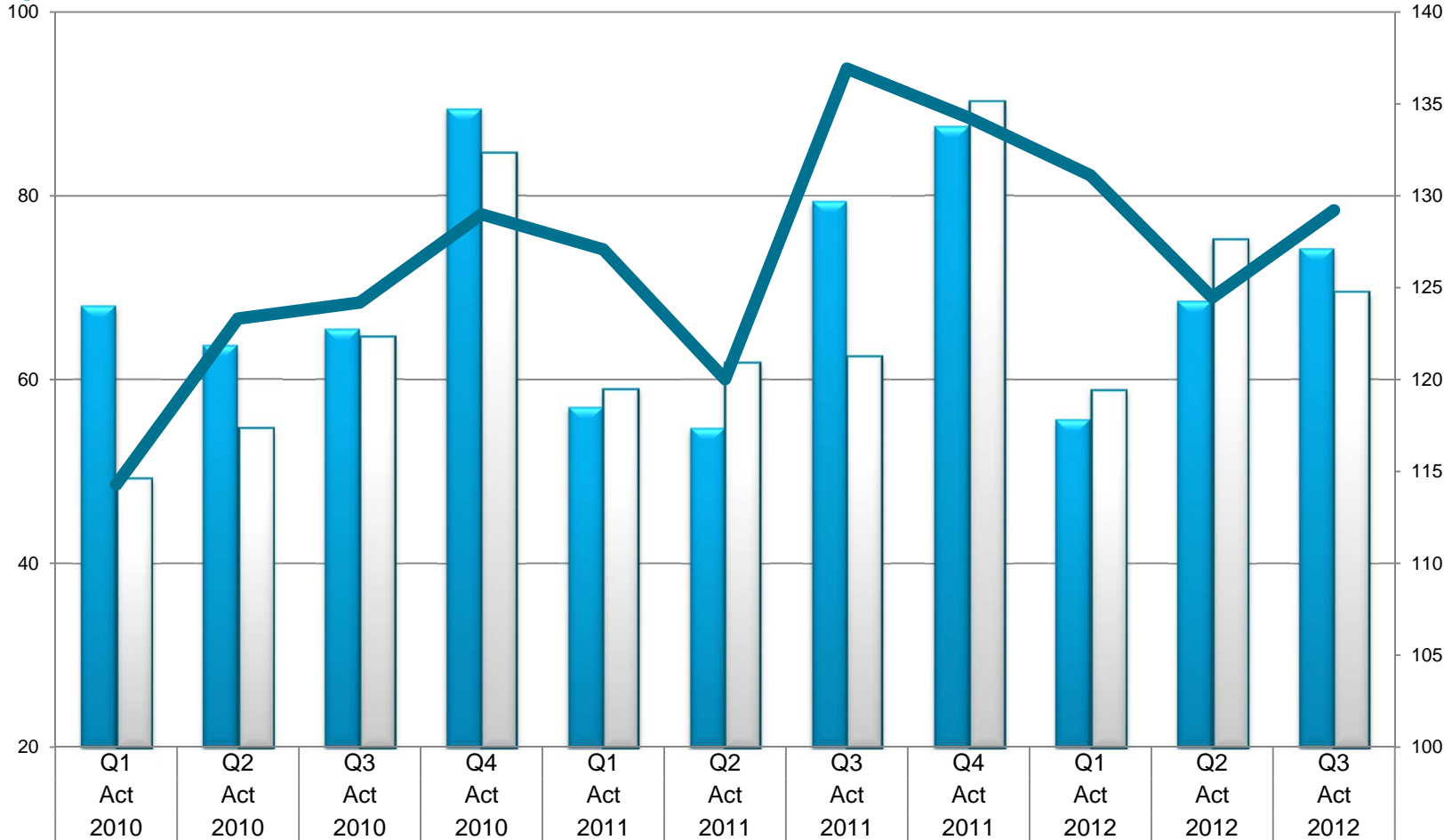


	Q1 Act 2010	Q2 Act 2010	Q3 Act 2010	Q4 Act 2010	Q1 Act 2011	Q2 Act 2011	Q3 Act 2011	Q4 Act 2011	Q1 Act 2012	Q2 Act 2012	Q3 Act 2012
Orders	68	64	66	89	57	55	79	88	56	69	74
Net sales	49	55	65	85	59	62	63	90	59	75	70

Orders, Net sales and Order Backlog

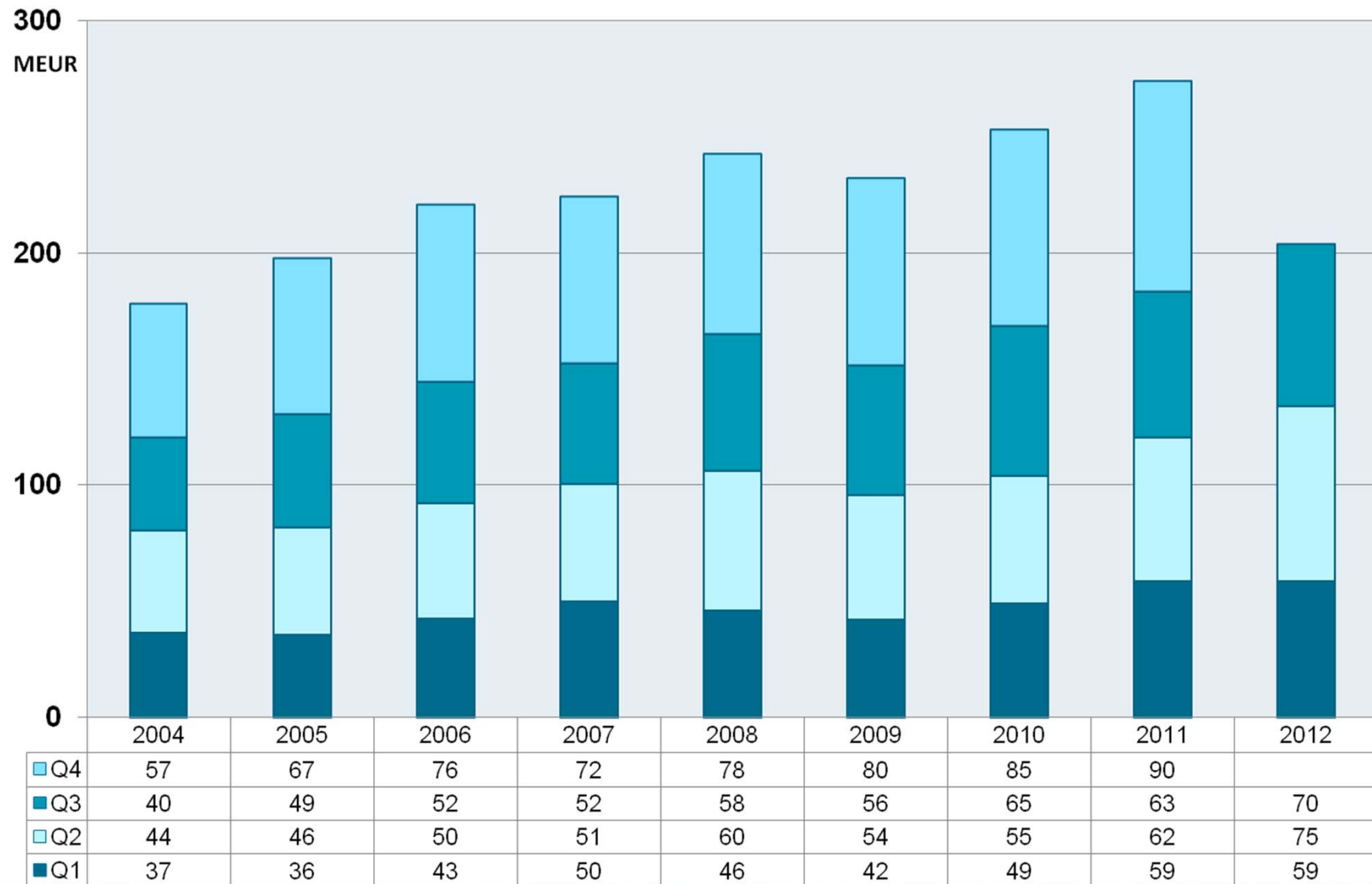
Orders & Net sales, MEUR

Order Backlog, MEUR

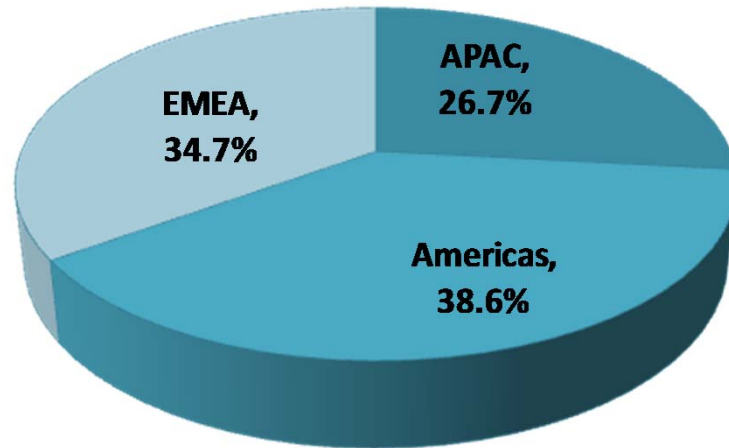


Orders	68	64	66	89	57	55	79	88	56	69	74
Net sales	49	55	65	85	59	62	63	90	59	75	70
Order Backlog	114	123	124	129	127	120	137	134	131	124	129

Net sales quarterly



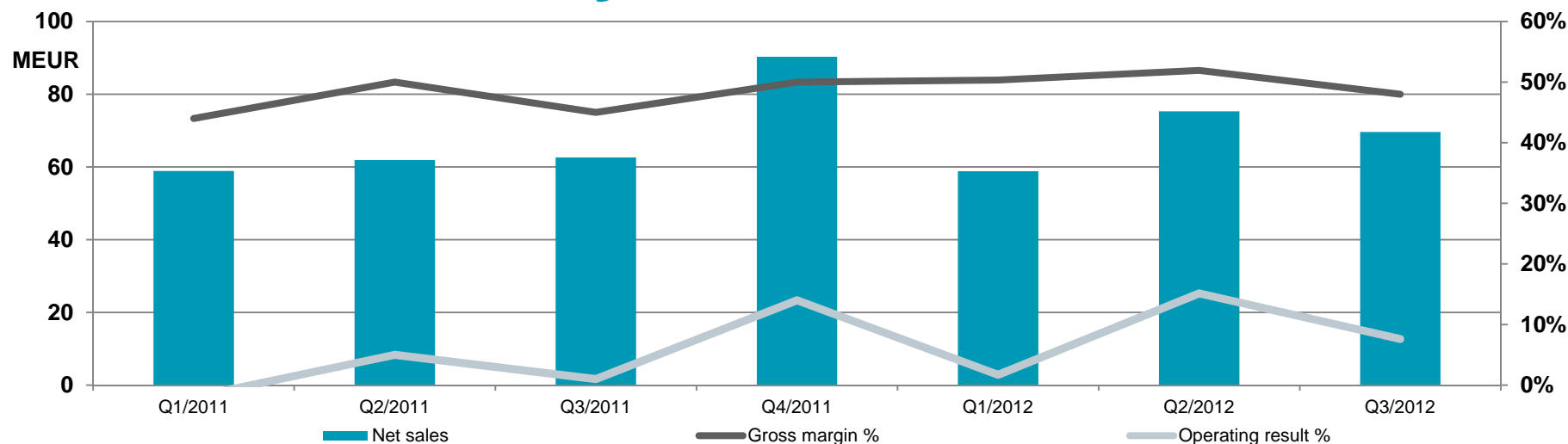
Net Sales by Regions



MEUR	Q1-Q3 2012	Q1-Q3 2011	Change
Americas	78.7	76.4	+3%
EMEA	70.7	56.2	+26%
APAC	54.3	50.8	+7%

	Q1 2011	Q2 2011	Q3 2011	Q4 2011	Q1 2012	Q2 2012	Q3 2012	Q3-12 vs. Q3-11	Q3-12 vs. Q2-12
Americas	23.4	24.7	28.3	33.7	21.4	26.3	31.0	9%	18%
EMEA	19.3	18.4	18.5	34.5	23.1	27.2	20.4	10%	-25%
APAC	16.2	18.8	15.8	21.9	14.3	21.8	18.2	15%	-17%
TOTAL	58.9	61.9	62.6	90.1	58.8	75.3	69.5	11%	-8%

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>
Net sales	58.9	61.9	62.6	90.3	58.8	75.3	69.5
Cost of production and procurement	32.7	31.0	34.3	44.7	29.2	36.1	36.1
Gross margin	26.2	30.9	28.3	45.5	29.6	39.1	33.4
Gross margin %	44%	50%	45%	50%	50%	52%	48%
Other operating income	0.0	0.0	0.3	1.7	0.4	0.0	0.0
Cost of sales and marketing	13.5	13.7	14.1	16.5	13.3	13.2	13.1
Cost of research and development	6.9	6.5	7.0	7.6	7.1	6.5	6.9
Other administration costs	6.7	7.6	6.6	10.1	8.7	8.1	8.0
Total operating expenses	27.1	27.8	27.7	34.2	29.1	27.8	28.0
Operating result	-0.9	3.2	0.9	13.0	1.0	11.4	5.3
Operating result %	-2%	5%	1%	14%	2%	15%	8%

Operating result quarterly



Weather (WEA) Q1-Q3 2012

- Net sales EUR 146.7 (130.0) million, +13%
 - Net sales would have increased by 8% at comparable exchange rates
- Operating result EUR 10.8 (-4.1) million
 - The increase in the profit was driven mainly by higher sales as well as favorable product mix
- Orders received
 - EUR 141.2 (138.5) million, +2%
- Order book
 - EUR 124.8 (131.4) million, -5%

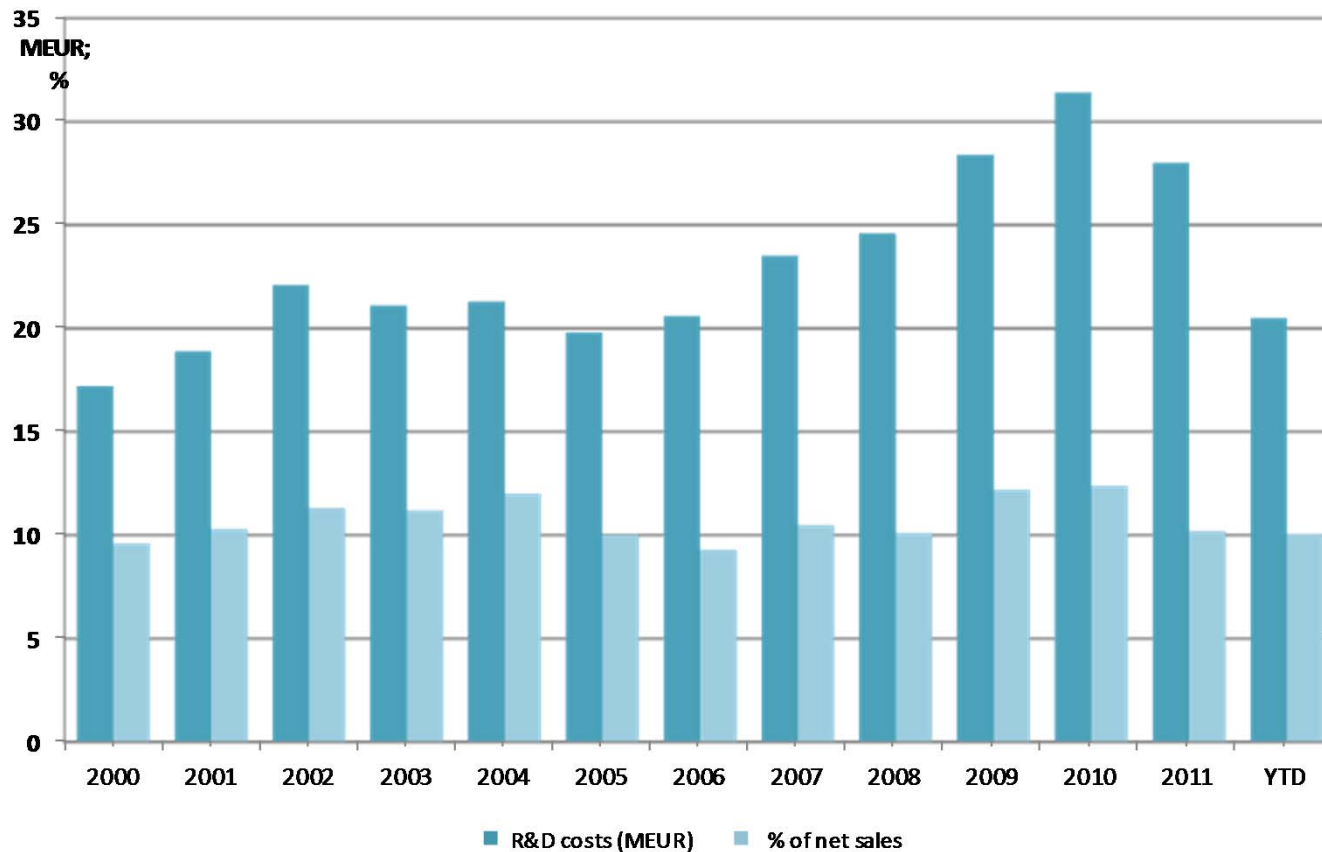


Controlled Environment (CEN) Q1-Q3 2012

- Net sales EUR 56.9 (53.3) million, +7%
 - At comparable exchange rates net sales would have remained at the same level as previous year
- Operating result EUR 8.3 (8.7) million, -4%
- Orders received
 - EUR 57.4 (52.8) million, +9%
- Order book
 - EUR 4.4 (5.5) million, -20%



Research and Development costs Q1-Q3 2012

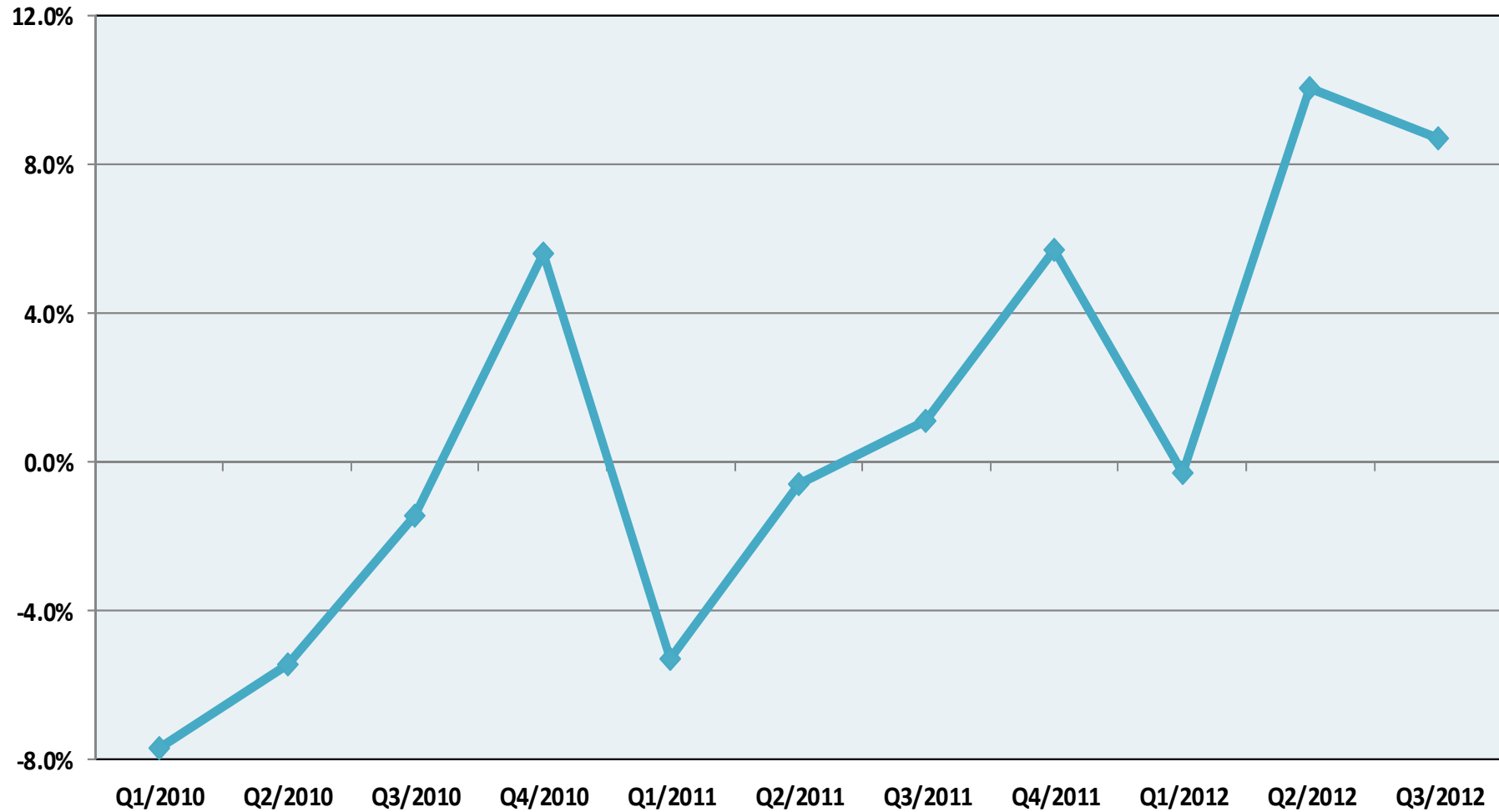


- R&D expenses EUR 20.5 million, 10% of net sales
- Weather BA 10.9% (12.4%) of net sales
- Controlled Environment BA 7.8% (8.1%) of net sales
- The goal is to keep the share of R&D expenses at around 10% of net sales

Key figures Q1-Q3 2012

	Q1-Q3 2012	Q1-Q3 2011
Net sales	203.6 MEUR	183.3 MEUR
Services net sales	26.0 MEUR	29.0 MEUR
Operating result	17.7 MEUR	3.1 MEUR
Result before taxes	17.5 MEUR	2.2 MEUR
Net result	11.9 MEUR	1.4 MEUR
Capital expenditure	3.8 MEUR	12.8 MEUR
R&D expenditure (of net sales)	10 %	11 %
Orders received	198.6 MEUR	191.3 MEUR
Order book	129.2 MEUR	136.9 MEUR
Personnel (at the end of the period)	1,417	1,386
Earnings/share	0.66 EUR	0.08 EUR
Solvency ratio	75 %	74 %
Net cash flow from operating activities/share	1.47 EUR	1.07 EUR

Vaisala Group ROE %



Outlook

Market outlook

- Uncertainty in the global economy and financial crises are 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 materially unchanged in 2012.

Financial guidance

- Vaisala expects its net sales in 2012 to stay at the same level as in the preceding year. The operating result is expected to improve. Net sales in 2011 were EUR 273.6 million and operating result was EUR 16.1 million.
- Achieving the guidance is subject to sales mix, project progress and completions, fluctuation in foreign exchange rates as well as the development of the world economy and financial markets.
- Vaisala's long-term business outlook remains unchanged.



Thank you