

Result January-June 2011

Vaisala Group

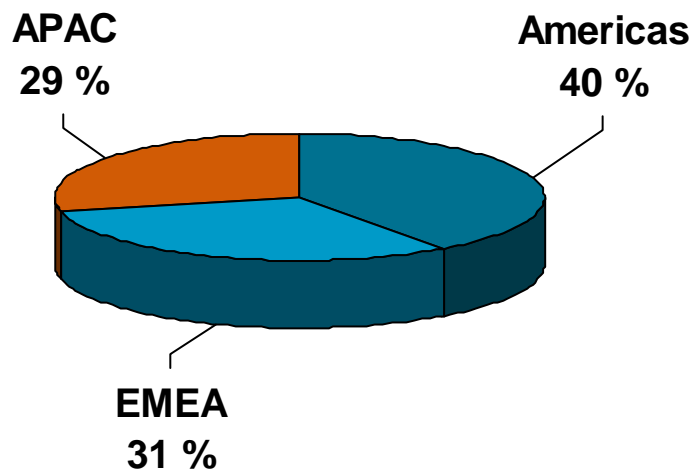
August 4, 2011

VAISALA

Overview January - June 2011

- Net sales at good level. Orders received decreased, order book remains strong. Outlook unchanged.
- Orders received: EUR 111.8 (131.8) million, decrease 15%.
- Net sales EUR 120.8 (104.0) million, increase 16%. Net sales increase 15% compared to proforma* H1/2010 net sales.
- Operating result EUR 2.3 (-11.1) million.
- Earnings per share EUR -0.03 (-0.26).
- Cash flow from business operations EUR 12.7 (9.9) million.

Net sales by regions



Mill. EUR	2011 1-6	2010 1-6	Change
Americas	48.1	41.3	+16% *
EMEA	37.7	38.1	-1%
APAC	35.0	24.5	+43%

* Organic growth in Americas of combined Vaisala and Veriteq was 12 percent.

Performance by Quarter

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

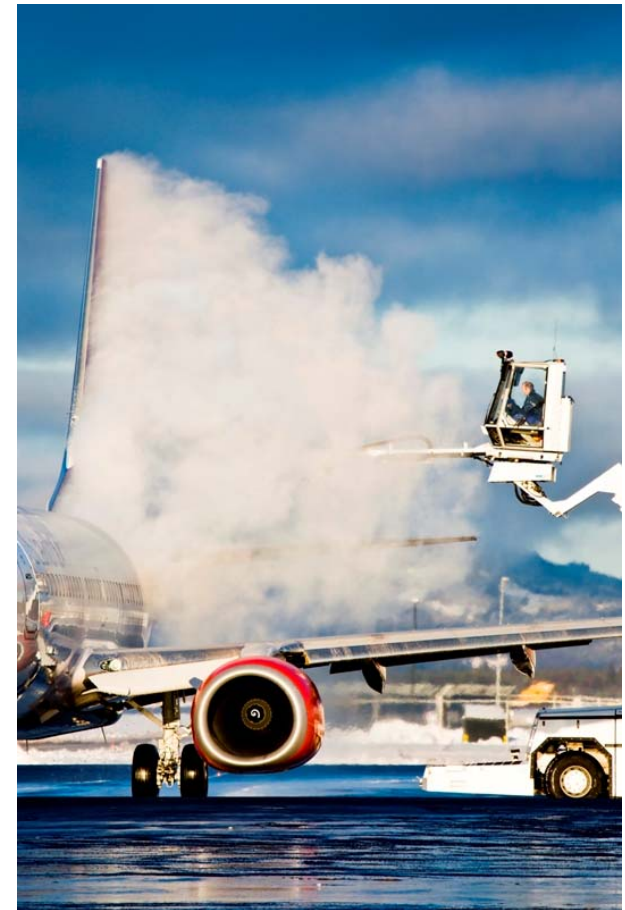
Meteorology (MET)

- Net sales EUR 31.1 (31.1) million, +0 %.
- Operating result EUR -3.3 (-3.9) million.
- Orders received EUR 24.5 (44.2) million.
- Order book EUR 34.1 million.



Weather Critical Operations (WCO)

- Net sales EUR 54.2 (45.9) million, +18%.
- Operating result EUR 0.7 (-7.3) million.
- Orders received EUR 52.2 (57.1) million.
- Order book EUR 80.3 million.



Controlled Environment (CEN)

- Net sales EUR 35.5 (26.9) million, +32 %.
 - Organic growth +25%
- Operating profit EUR 6.0 (2.1) million.
- Orders received EUR 35.0 (30.5) million.
- Order book EUR 5.6 million.

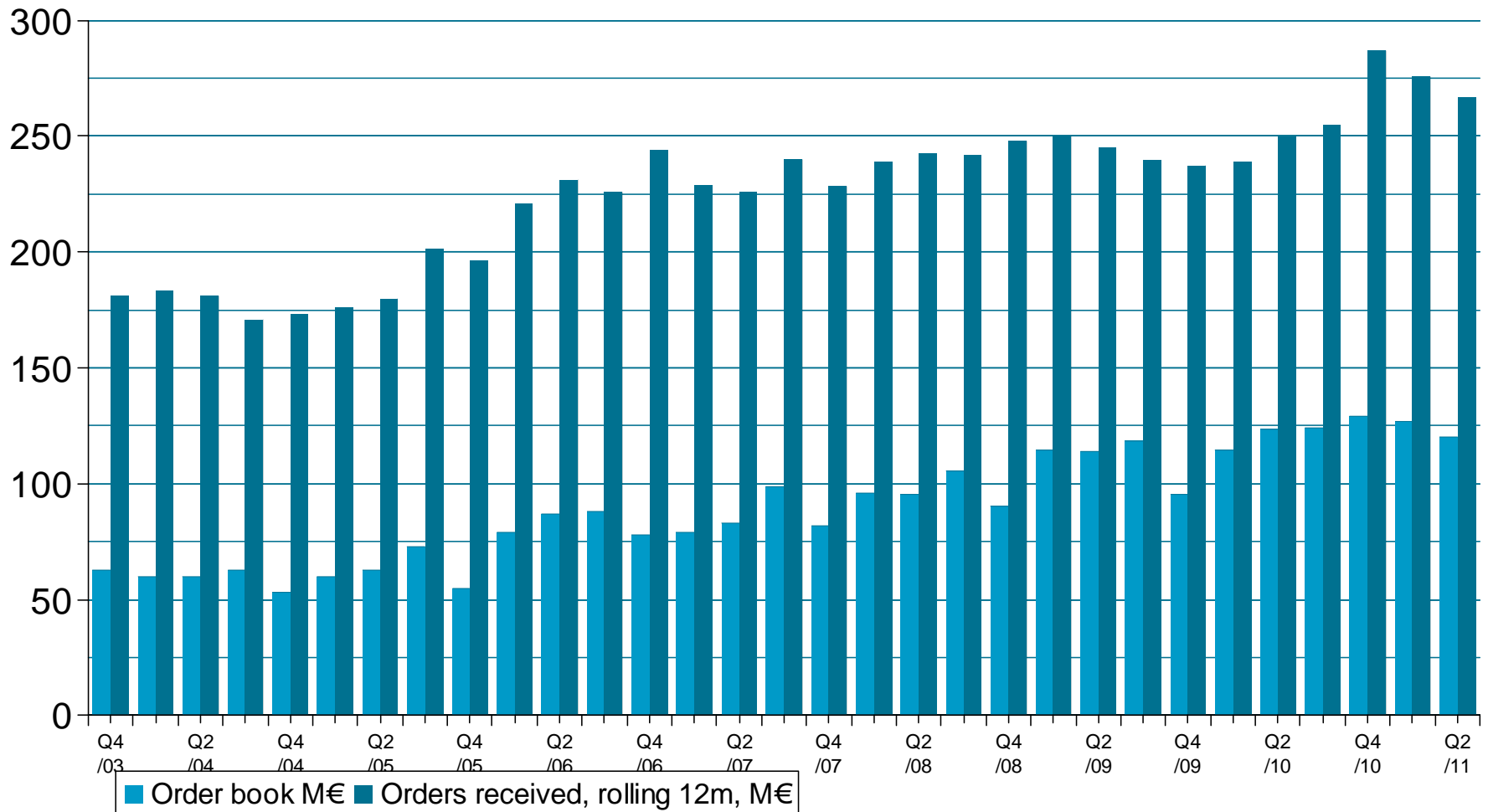
- All market segments in Controlled Environment grew.



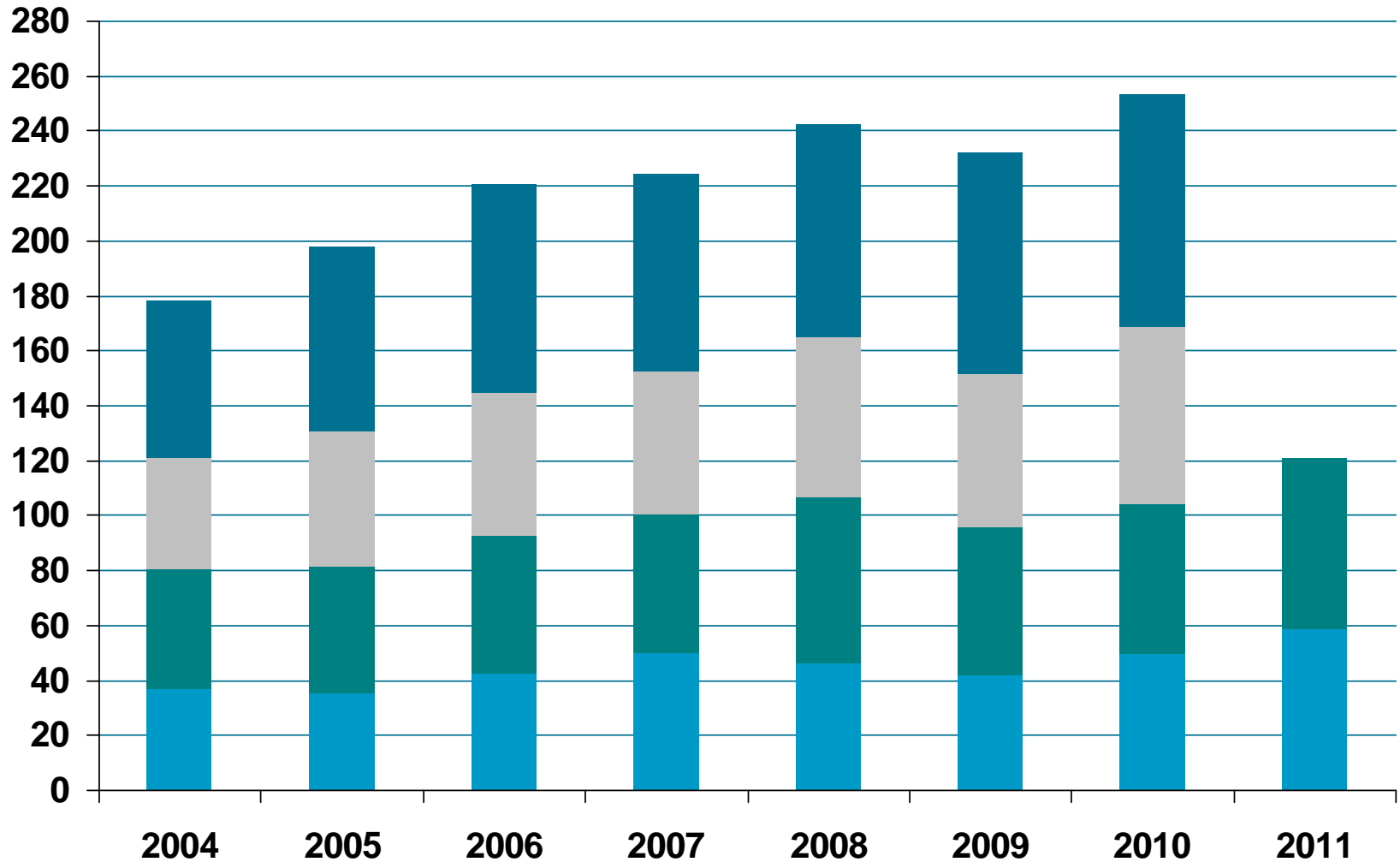
Key figures 1-6/2011

	1-6/2011	1-6/2010
Net sales	120.8 M€	104.0 M€ (proforma) 105.4 M€
Services net sales	19.0 M€	14.4 M€
Operating profit	2.3 M€	-11.1 M€
Profit before taxes	0.0 M€	-7.1 M€
Net profit	-0.5 M€	-4.8 M€
Capital expenditure	7.5 M€	18.9 M€
R&D expenditure (of net sales)	11.1%	16.3%
Orders received	111.8 M€	131.8 M€
Order book	120.0 M€	123.3 M€
Personnel (at the end of the period)	1434	1452
Earnings/share	-0.03 €	-0.26 €
Solvency ratio	77%	79%
Cash flow from operations/share	0.70 €	0.54 €

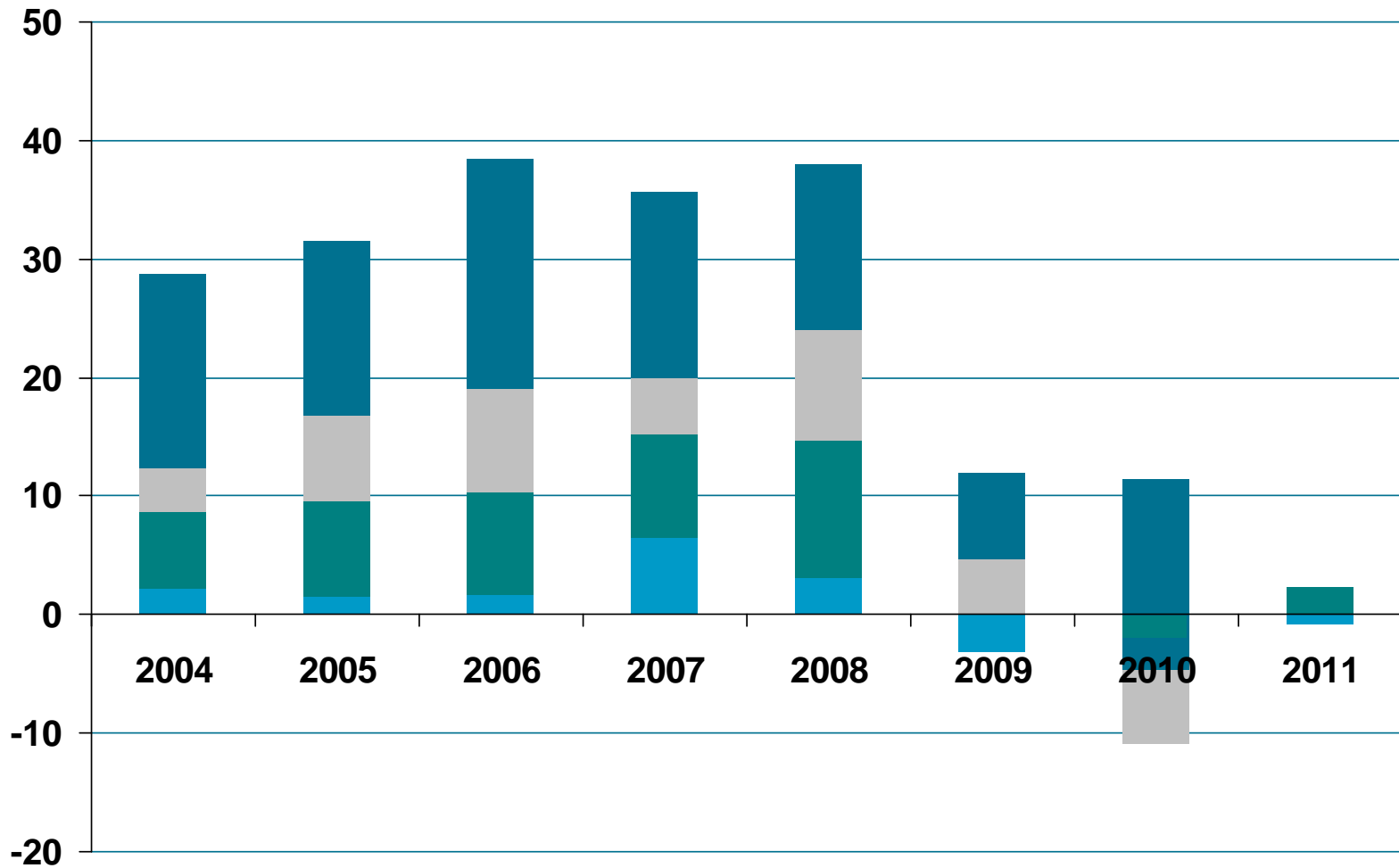
Orders received and order backlog



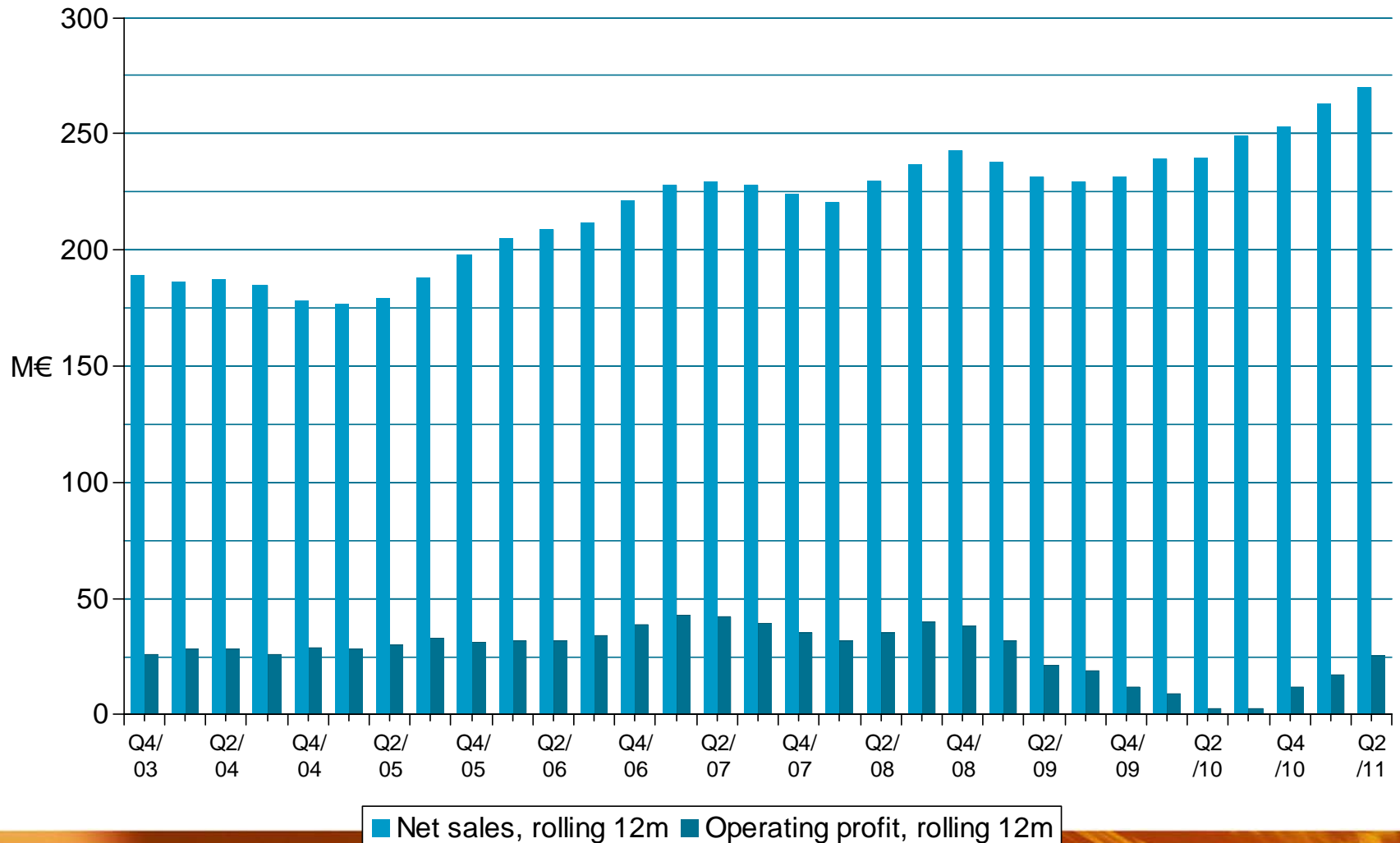
Net sales



Operating profit

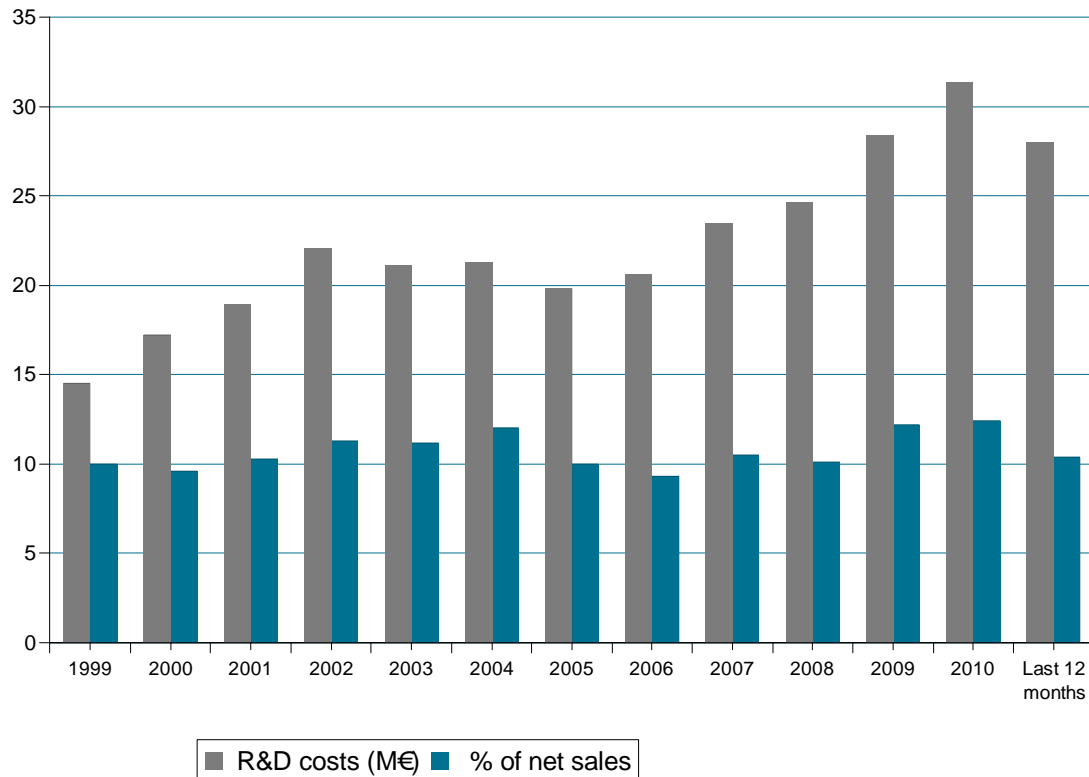


Net sales and operating profit, rolling 12 months

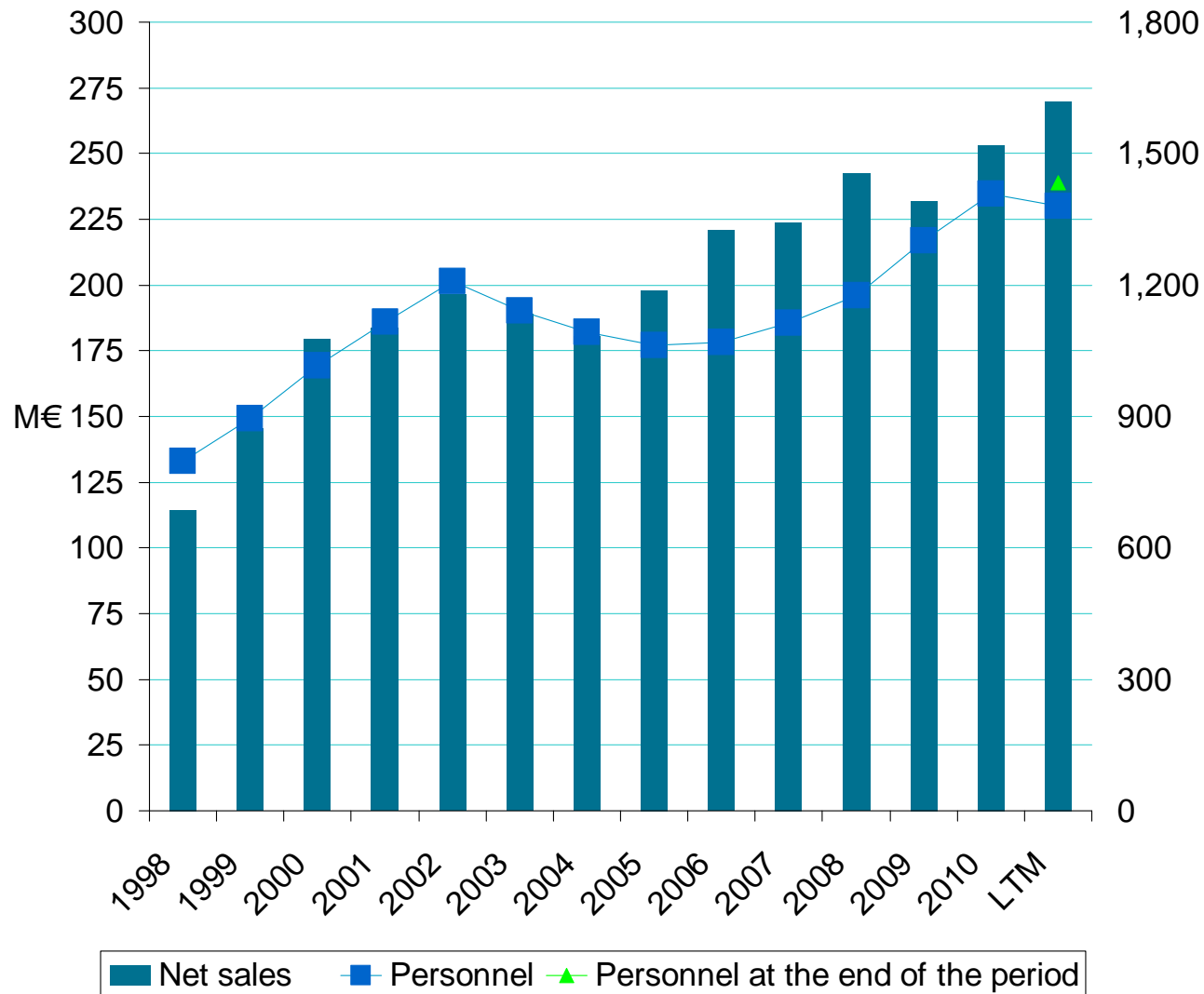


Research and Development

- 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 especially to affect Vaisala's weather related business. 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.
- The markets of the Controlled Environment business area continue to provide growth opportunities.

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. Proforma net sales in 2010 were EUR 254.6 million.
- Vaisala's long-term business outlook remains unchanged.