

Interim report January-March 2013

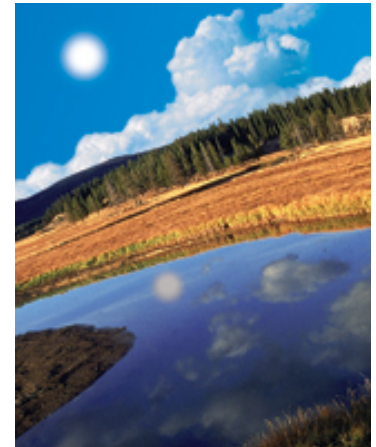
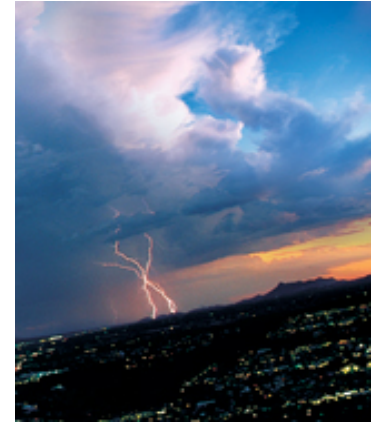
Vaisala corporation

April 24th, 2013

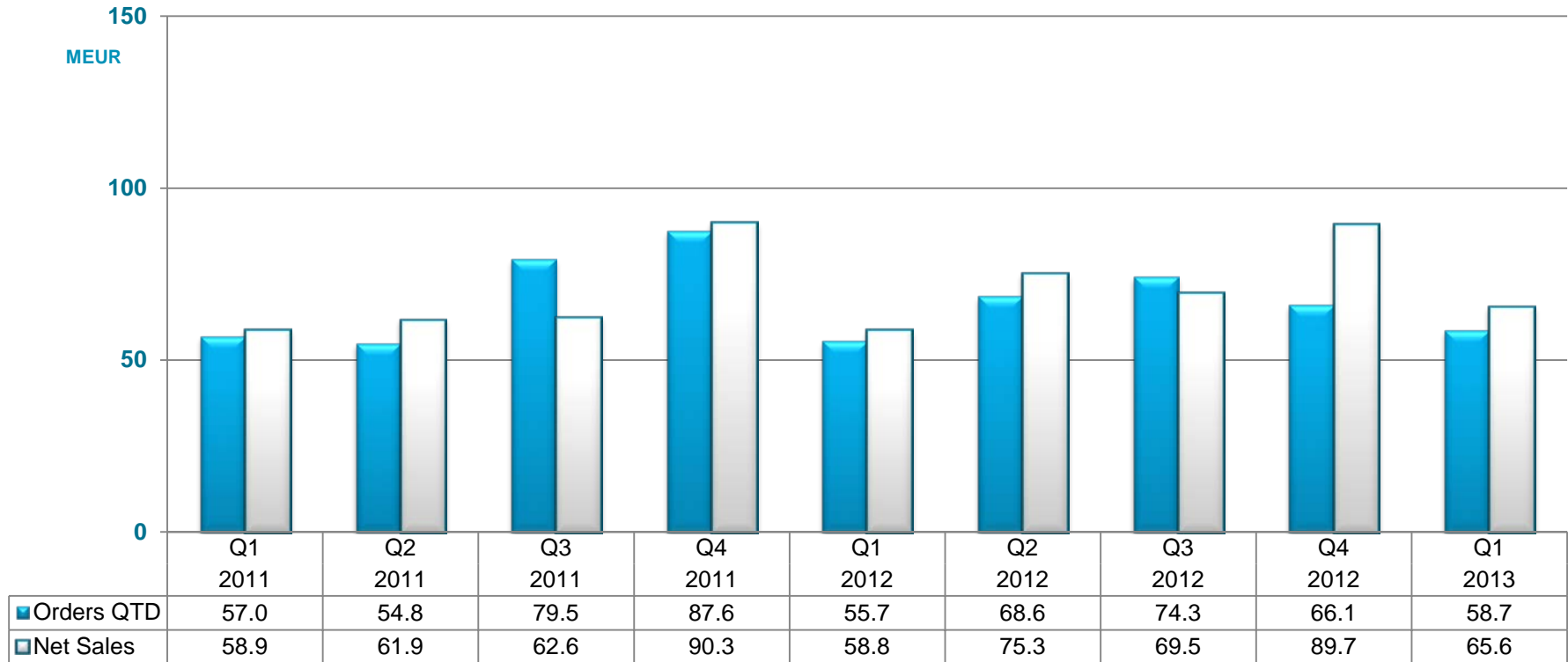
VAISALA

Overview of First Quarter 2013

- Orders received: EUR 58.7 (55.7) million, +5%
- Net sales EUR 65.6 (58.8) million, +12%
- Operating profit EUR 5.1 (1.0) million
- One-time gain from product line divestment EUR 1.5 million
- Earnings per share EUR 0.16 (-0.01)
- Cash flow from business operations EUR -4.9 (4.5) million
- Cash and cash equivalents EUR 70.5 (50.2) million

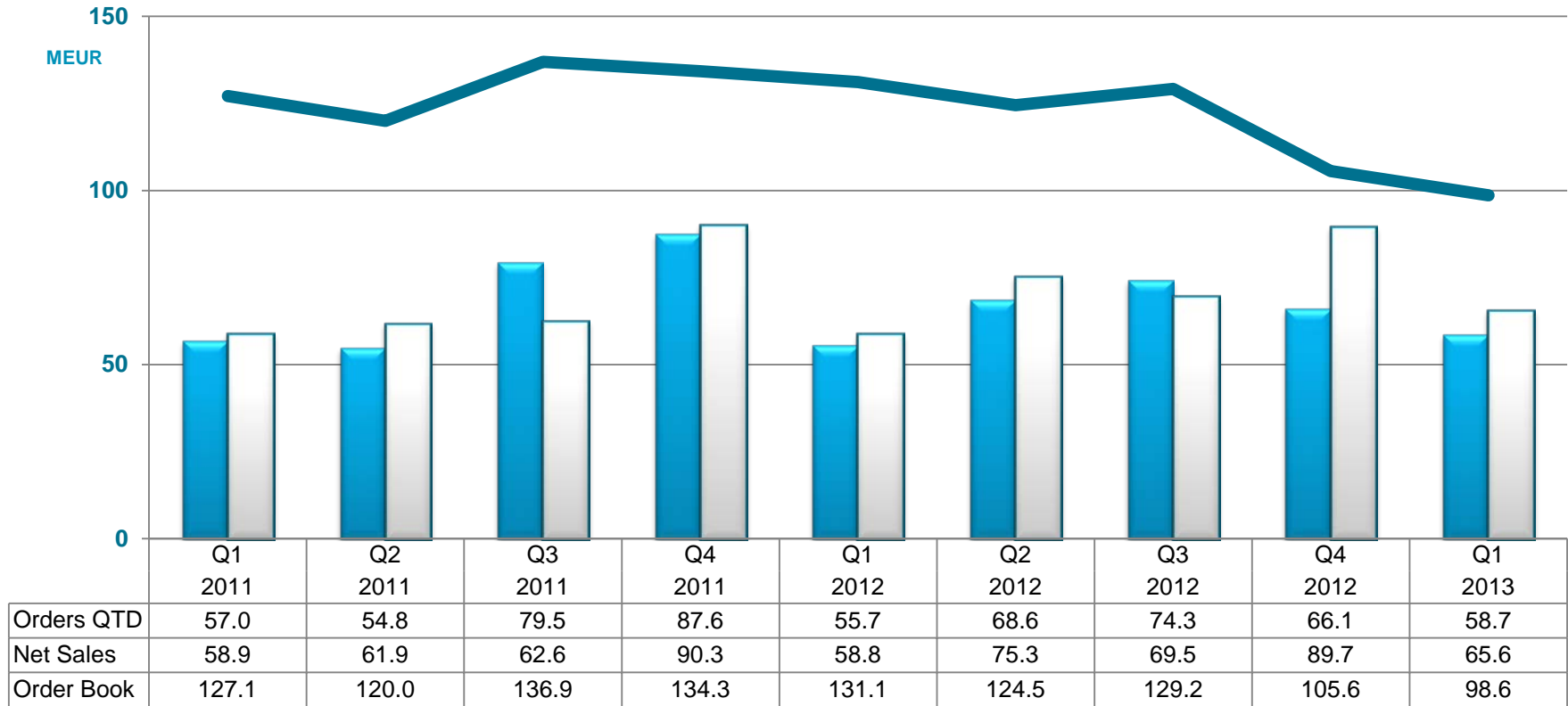


Orders, Net Sales and Order Book



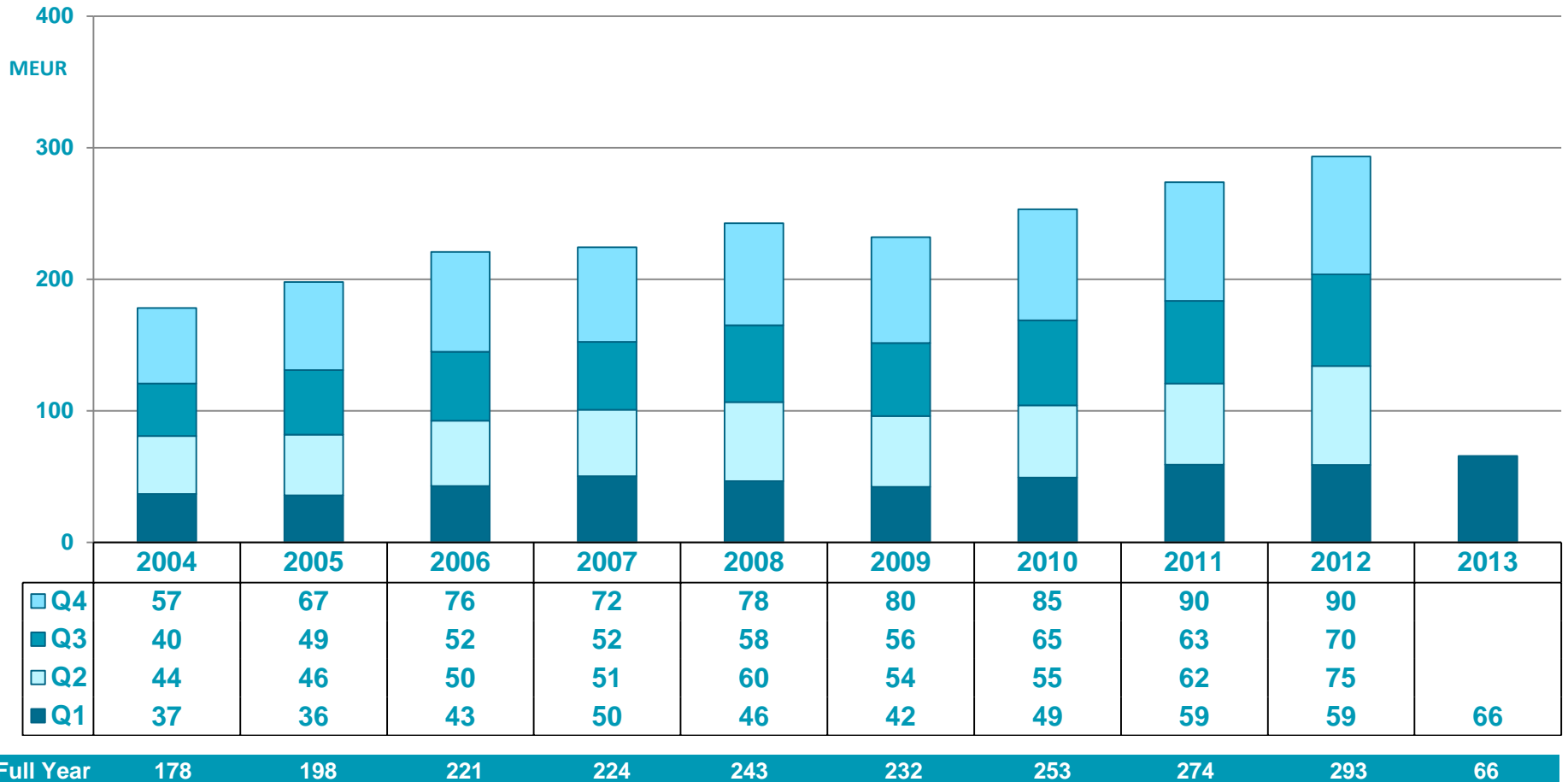
- Orders received were EUR 58.7 million in January-March 2013 and increased by 5% year-on-year. Increase in orders received was mainly from China in Weather Business Area
- In January-March 2013, net sales were EUR 65.6 million and showed a increase of 12% year-on-year. Sales increased in all geographical areas and in all business types i.e. product, delivery projects and services

Orders, Net sales and Order Book



- The order book was EUR 98.6 million, 25% lower than at the end of March 2012. The decrease in order book is mostly due to low order intake of Weather Business Area in fourth quarter of 2012

Net Sales by Quarter



Net Sales by Regions

MEUR

Q1
2013

24.0

25.3

16.3

Change
Q1/2012
Q1/2013

+12%

+10%

+14%

Share of
Net
Sales

37%

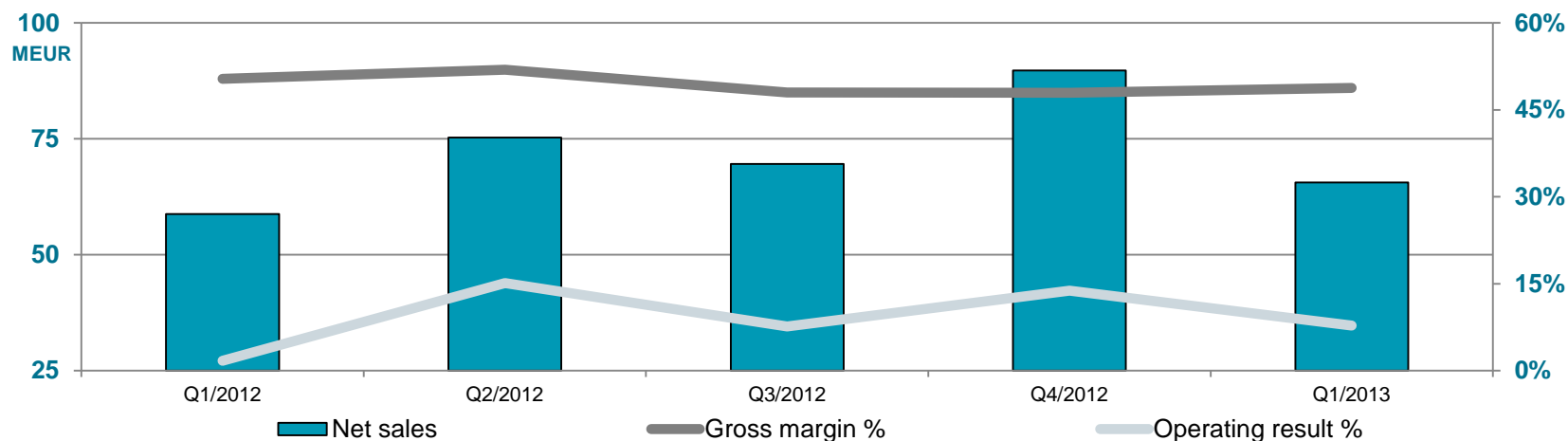
39%

25%

Net Sales by Business Areas (MEUR)

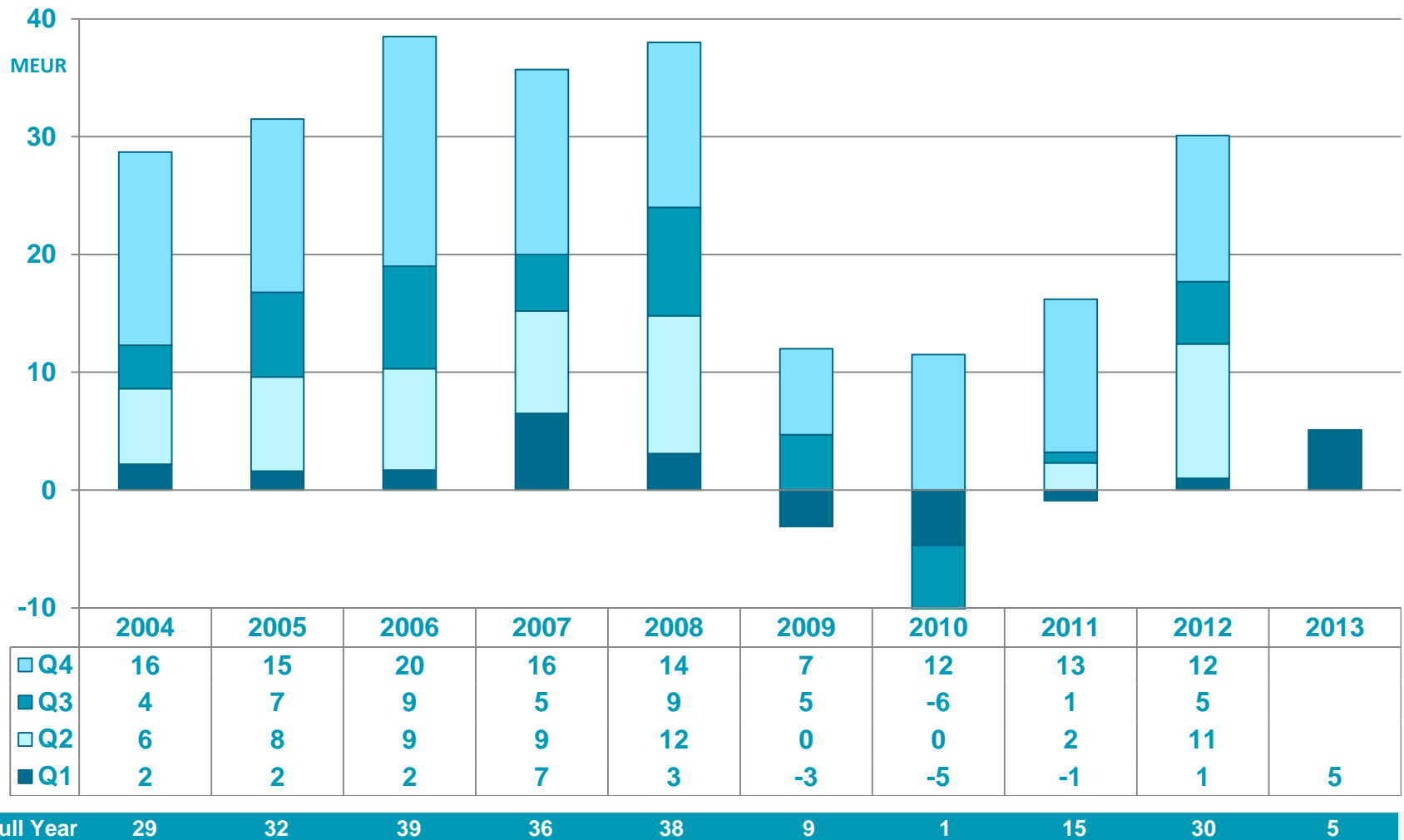
	Q1/2013	Q1/2012	Q1-Q4/2012
Weather	47.5	41.0	218.0
Products	24.1	19.4	99.7
Projects	15.5	13.7	84.2
Services	7.9	7.9	34.1
Controlled Environment	18.1	17.7	75.3
Products	16.0	16.1	67.0
Services	2.1	1.6	8.2
Sales, elimination and others	0.0	0.1	0.0
TOTAL VAISALA SALES	65.6	58.8	293.3

Performance by Quarter



	<u>Q1/2012</u>	<u>Q2/2012</u>	<u>Q3/2012</u>	<u>Q4/2012</u>	<u>Q1/2013</u>
Net sales	58.8	75.3	69.6	89.7	65.6
Cost of production and procurement	-29.2	-36.1	-36.1	-46.6	-33.6
Gross profit	29.6	39.1	33.4	43.0	32.0
<i>Gross margin %</i>	<i>50%</i>	<i>52%</i>	<i>48%</i>	<i>48%</i>	<i>49%</i>
Sales, marketing and administrative costs	-22.0	-21.3	-21.1	-23.1	-20.8
Cost of research and development	-7.1	-6.5	-6.9	-7.5	-7.6
Other operating income and expense	0.4	0.0	0.0	0.0	1.6
Operating profit	1.0	11.4	5.3	12.4	5.1
<i>Operating result %</i>	<i>2%</i>	<i>15%</i>	<i>8%</i>	<i>14%</i>	<i>8%</i>

Operating Profit by Quarter



Weather (WEA) Q1 2013

- **Net sales EUR 47.5 (41.0) million, +16%**
 - At comparable exchange rates net sales would have increased by 17%
 - Weather Business Area grew in almost all customer groups compared to previous year and most significantly in meteorology customer group
- **Orders received EUR 40.9 (36.6) million, +12%**
- **Order book EUR 94.6 (125.9) million, -25%**
- **Operating profit EUR 2.0 (-2.2) million**
 - The year-on-year increase in the profit was driven mainly by higher net sales and improved gross margin especially for product sales



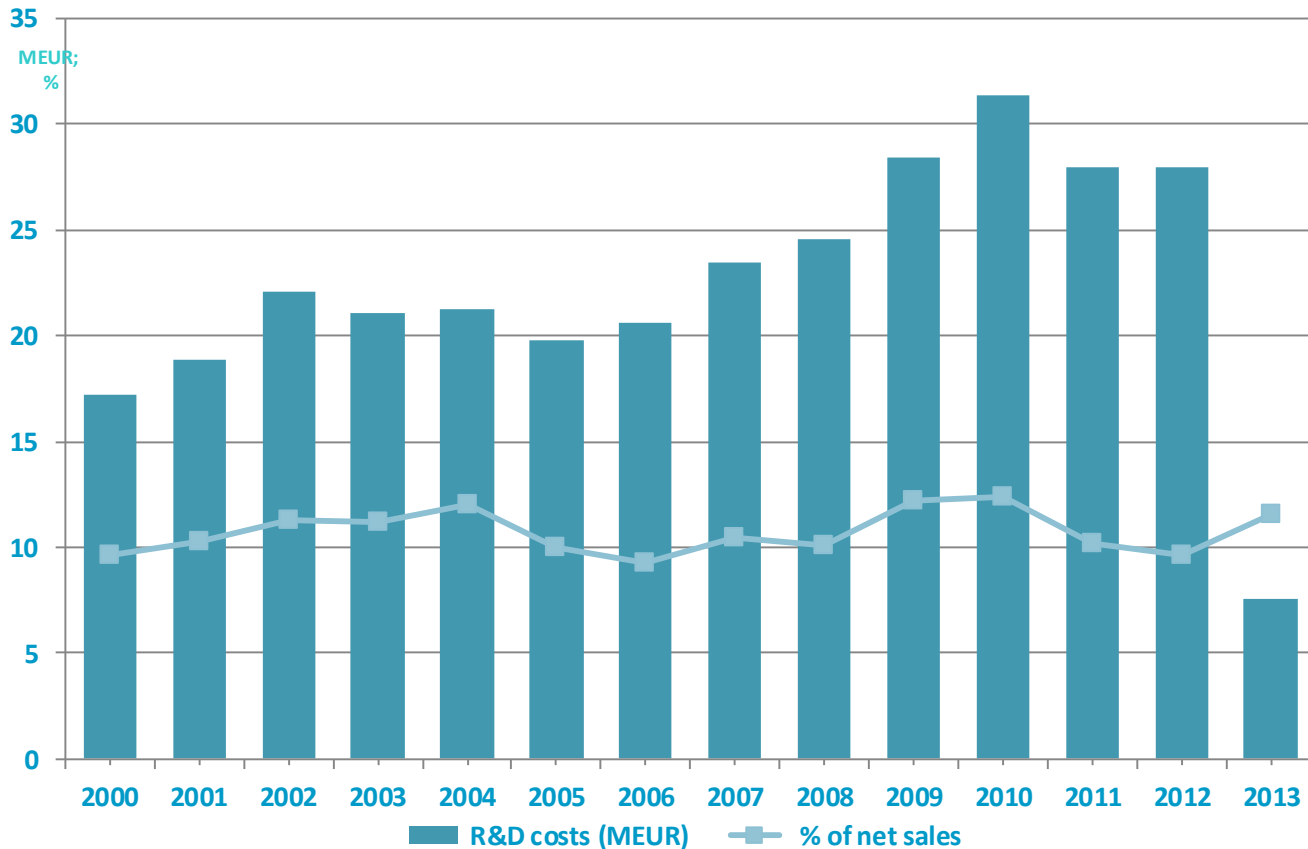
Controlled Environment (CEN) Q1 2013

- **Net sales EUR 18.1 (17.7) million, +2%**
 - At comparable exchange rates net sales would have increased by 5%
 - Net sales growth in North America was strong but flat sales development in Japan was not expected
- **Orders received EUR 17.7 (19.0) million, -7%**
- **Order book EUR 4.0 (5.2) million, -23%**
- **Operating profit EUR 1.8 (3.3) million, -47%**
 - 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 2013

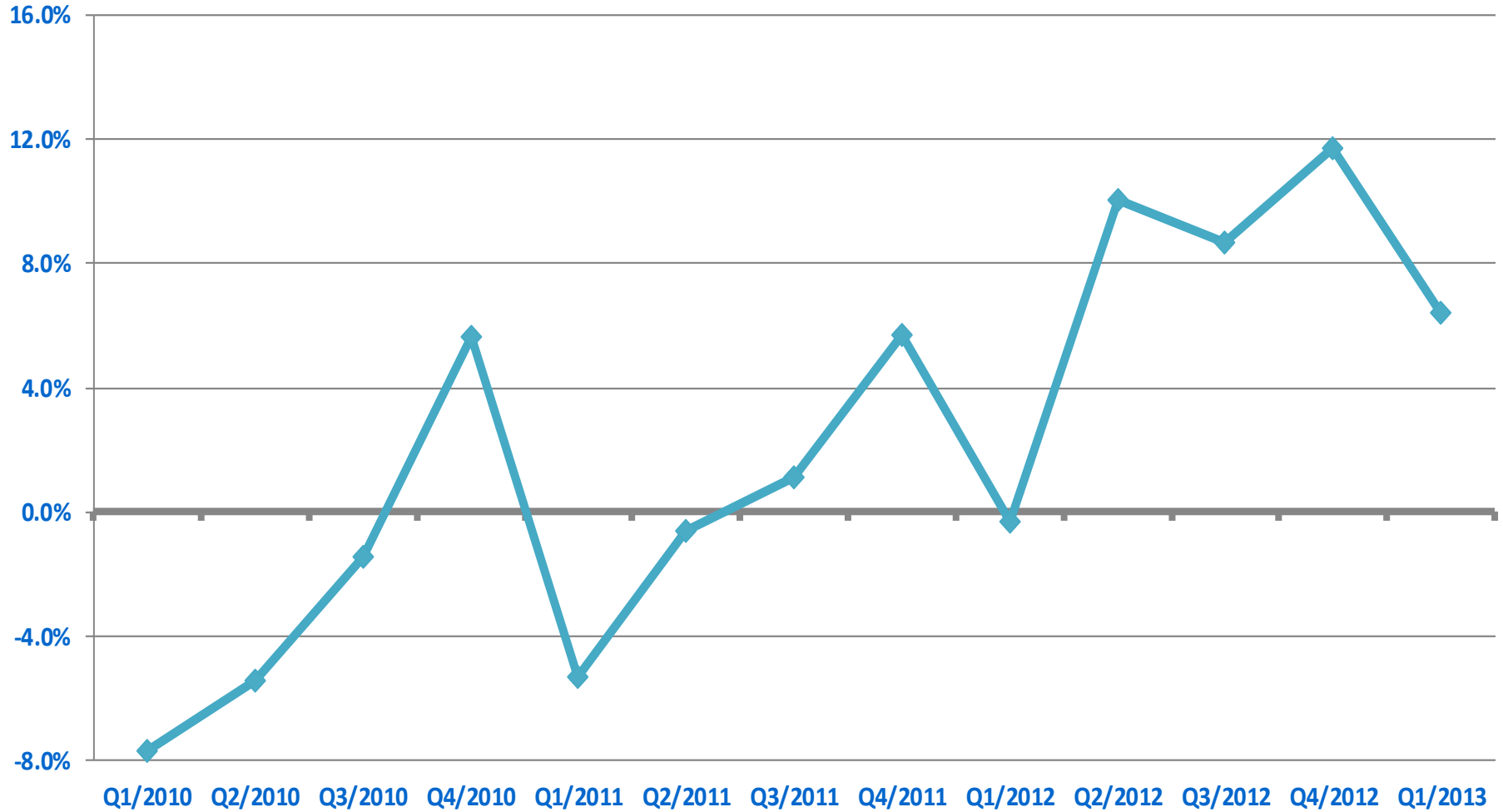


- R&D expenses EUR 7.6 million, 11.6% of net sales
- Weather BA 12.6% (13.7%) of net sales
- Controlled Environment BA 9.0% (8.3%) of net sales
- The goal is to keep the share of R&D expenses at around 10% of net sales

Key Ratios Q1 2013

	Q1/2013	Q1/2012	Q1-Q4/2012
Number of shares traded (kpcs)	1,239	191	1,019
Earnings per share (EUR)	0.16	-0.01	1.20
Cash flow from operations per share (EUR)	-0.3	0.2	2.6
Solvency ratio	70.4%	70.4%	75%
Gross capital expenditure (MEUR)	1.7	1.0	5.4
Average personnel	1,445	1,386	1,422

Vaisala Group ROE %



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 Business Area's products in Asia is expected to continue challenging and Europe market is in unpredictable phase.

Business Outlook 2013 (unchanged)

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