

Result

January-December 2009

Vaisala Group

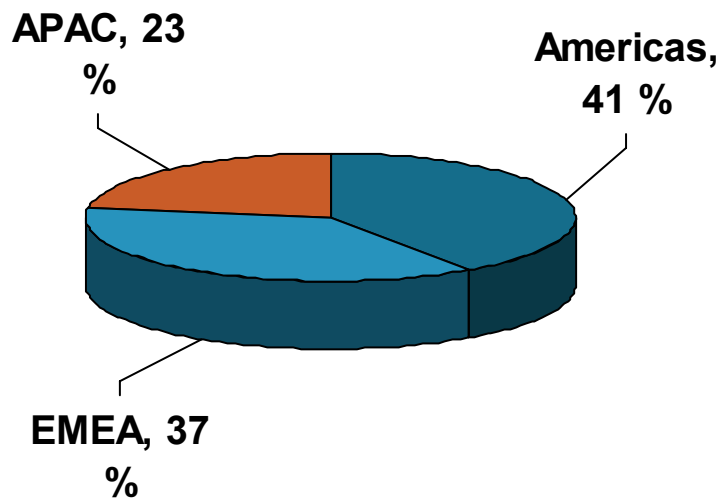
February 19, 2010

VAISALA

Overview January - December 2009

- Net sales in the fourth quarter at a high level.
- Order book remains strong and long term objectives unchanged.
- Net sales: EUR 231.8 (242.5) million, -4.4%.
 - Meteorology EUR 80.8 million, +24.6%.
 - Controlled Environment EUR 49.2 million, -9.4%.
 - Weather Critical Operations EUR 101.8 million, -17.4%.
- In comparable currencies -6.9%
- Orders received: EUR 237.0 (247.9) million, -4.4%.
 - Includes orders of QTT, EUR 6.8 million
- Operating profit: EUR 12.0 (38.0) million.
- Earnings per share: 0.38 (1.56) EUR.

Net sales by regions



Mill. EUR	2009 1-12	2008 1-12	Change
Americas	94.3	74.3	+27.0%
EMEA	84.9	108.5	-21.8%
APAC	52.6	59.6	-11.7%

Performance by Business Area

	WCO *)	CEN *)	MET *)	Others and eliminations**)	Group
1-12/2009					
Net sales	101.8	49.2	80.8	0	231.8
Operating profit	5.5	3.4	3.4	-0.4	12.0
Operating profit %	5.4%	6.9%	4.3%		5.2%
1-12/2008					
Net sales	123.3	54.3	64.9	0	242.5
Operating profit	24.6	8.4	8.0	-3.0	38.0
Operating profit %	20.0%	15.5%	12.3%		15.7%

*) WCO=Weather Critical Operations, CEN=Controlled Environment, MET =Meteorology

**) Other operations and eliminations consists of New Business Development unit's costs and Group wide bonus plan provisions. Support unit costs have been allocated to segments

Meteorology (MET)

- Net sales EUR 80.8 (64.9) million, +24.6%.
- In comparable currencies +21.3%.
- Operating profit EUR 3.4 (8.0) million.
- Orders received EUR 76.4 million.
- Order book EUR 36.6 million.
- MET consists of Emerging markets and Established markets, serving national meteorological and hydrological institutes, whose primary interest is to provide national weather information and forecasts.
- Disruptions in radiosonde production affected the operating profit by approximately EUR 2.2 million in 2009 but had no impact on net sales. Weather radar deliveries and other delivery projects affected the operating profit by approximately EUR 2.3 million.

Highlights

- Modernization project of a Russian weather observation network completed.
- 10 sounding stations for Japan met agency for their national upper air network.
- Five-year GPS-dropsonde contract with US National Hurricane Center.
- Six new weather radars to the Turkish met office.
- Weather radar update for Malaysian met office.
- Two new dual polarization weather radars for FMI.
- Fourth wind profiler for Deutscher Wetterdienst.

Controlled Environment (CEN)

- Net sales EUR 49.2 (54.3) million, -9.4%.
 - In comparable currencies -13.3%.
 - Operating profit EUR 3.4 (8.4) million.
 - Orders received EUR 49.0 million.
 - Order book EUR 3.3 million.
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- CEN consists of Cleanrooms and Chambers, Building Automation and Targeted Industrial Applications segments.
 - This business area includes customers who operate in tightly controlled and demanding areas where the measurement of precise environmental conditions is required to increase operational quality, productivity and energy savings.

Weather Critical Operations

- Net sales EUR 101.8 (123.3) million, -17.4%.
- In comparable currencies -18.9%.
- Operating profit EUR 5.5 (24.6) million.
- Orders received EUR 104.8 million.
- Order book EUR 48.8 million.

- WCO consists of Airports, Roads, Defense, Wind Energy and Targeted Business Development segments, focusing on customers whose operations or businesses are affected by the weather, like aviation customers, road authorities, defense forces and wind parks.
- The economic situation affected the customers' purchasing decisions and resulted in a lack of larger individual projects.
- Disruptions in radiosonde production in the third quarter and the related scrapping costs burdened the operating profit by approx. EUR 0.2 million.

Highlights

- USD 8.6 million contract with a long standing customer for sounding equipment.
- Vaisala, National Center for Atmospheric Research (NCAR) and Xcel Energy are piloting a new observation and forecasting system for wind energy.
- Vaisala's new runway visual range system was approved for air traffic control use in the USA, increasing the potential for additional business and strengthening Vaisala's ability to respond to large scale turn-key programs.

Quixote Transportation Technologies (QTT) acquisition

VAISALA

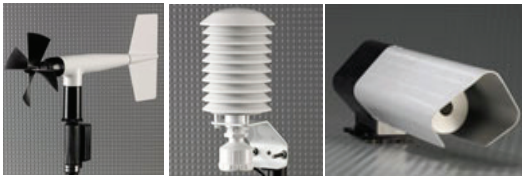
QTT in brief

- A leading Intelligent Transportation Systems (ITS) solutions provider with innovative products to enhance safety and traffic flow
- Leader in the North American RWIS and HAR markets
- Fully-owned subsidiary of Quixote Corporation
 - 22.6 USD million net sales in 2009
 - Nearly 100 employees
 - Locations in Durham North Carolina, Uniontown Pennsylvania, and St. Louis Missouri
 - Parent company listed on NASDAQ/NY

QTT offering

Weather

- Road Weather Information Systems (RWIS) platforms
- Sensors



Traffic

- Traffic monitoring
- Distance measuring
- Safety solutions



Highway Information Systems

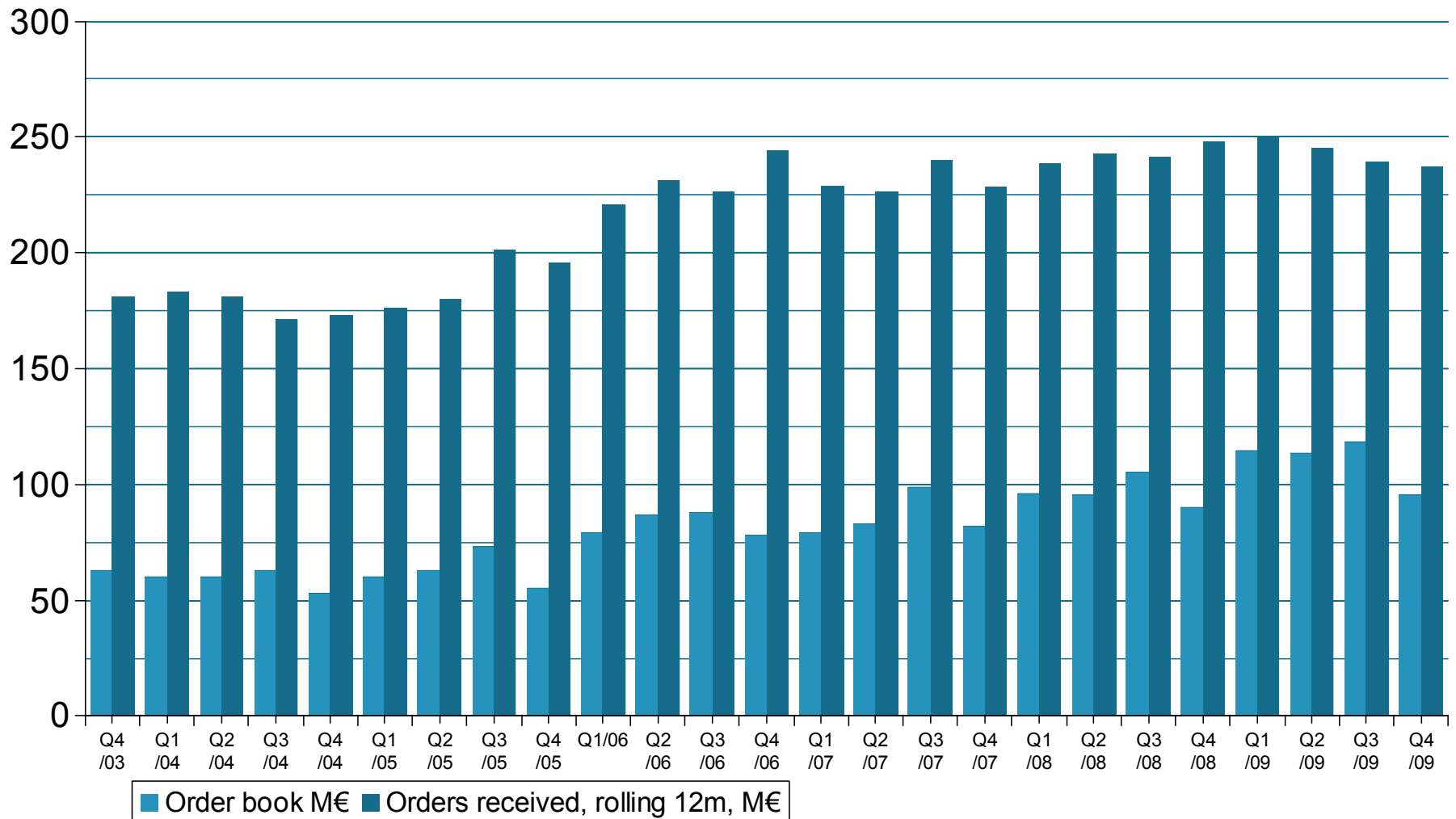
- Highway Advisory Radio (HAR)
- Supporting products



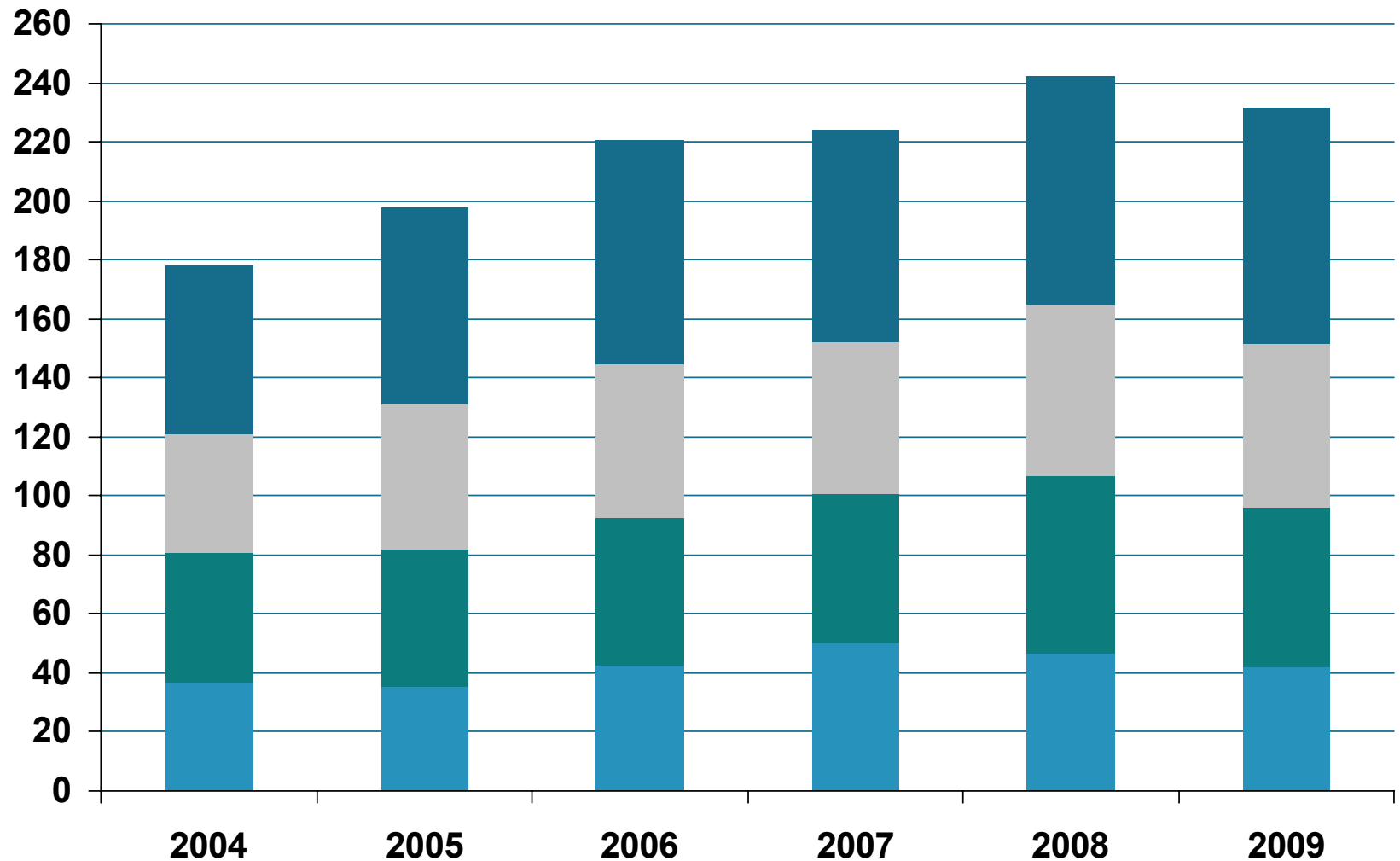
Key figures 1-12/2009

	1-12/2009	1-12/2008
Net sales	231.8 M€	242.5 M€
Operating profit	12.0 M€	38.0 M€
Profit before taxes	10.1 M€	38.9 M€
Net profit	6.9 M€	28.4 M€
Capital expenditure	27.7 M€	12.2 M€
R&D expenditure (of net sales)	12.3%	10.1 %
Orders received	237.0 M€	247.9 M€
Order book	95.5 M€	90.3 M€
Personnel (average)	1302	1117
Earnings/share	0.38 €	1.56 €
Solvency ratio	81%	82%
Cash flow from operations/share	-0.21 €	1.77 €

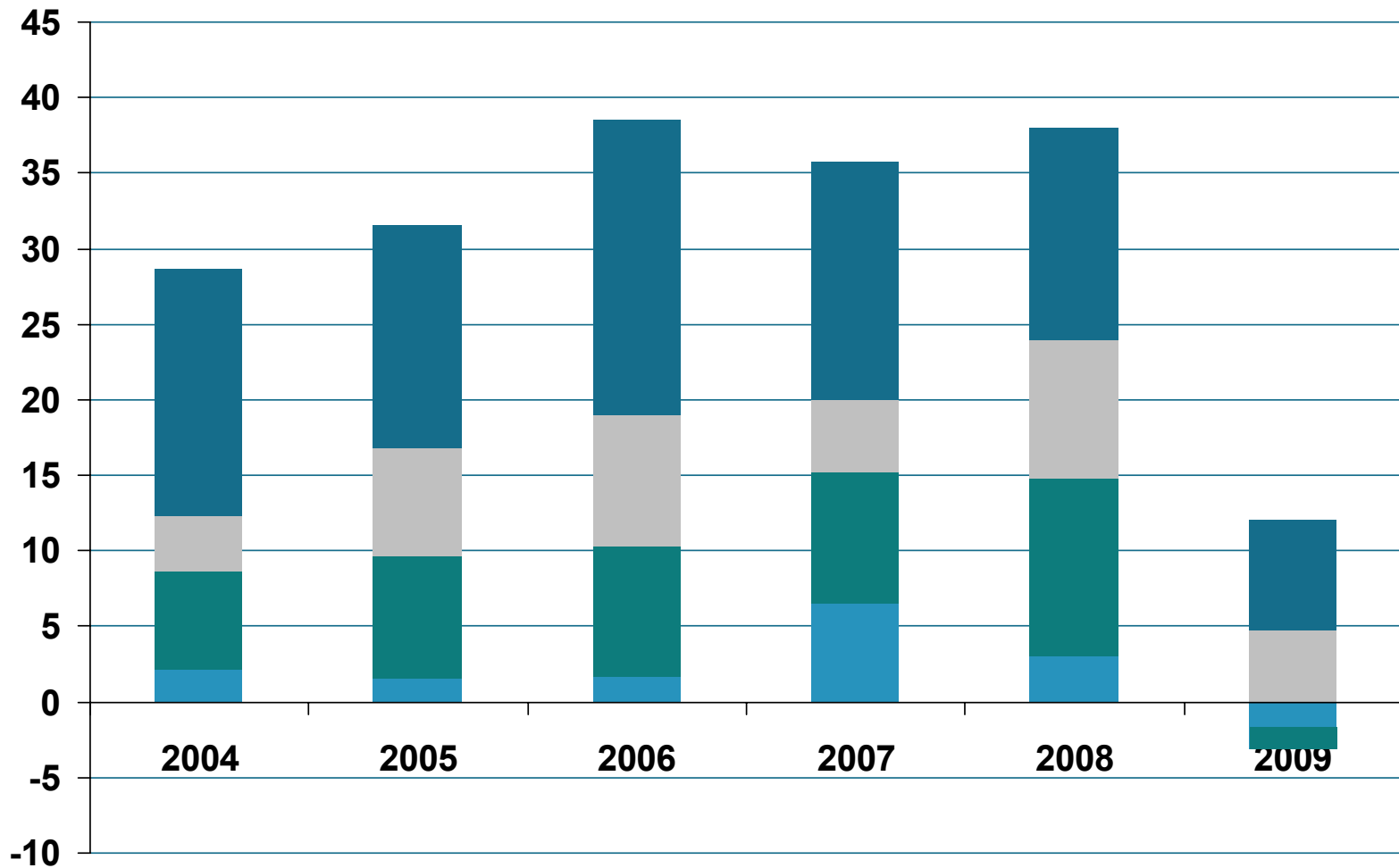
Orders received and order backlog



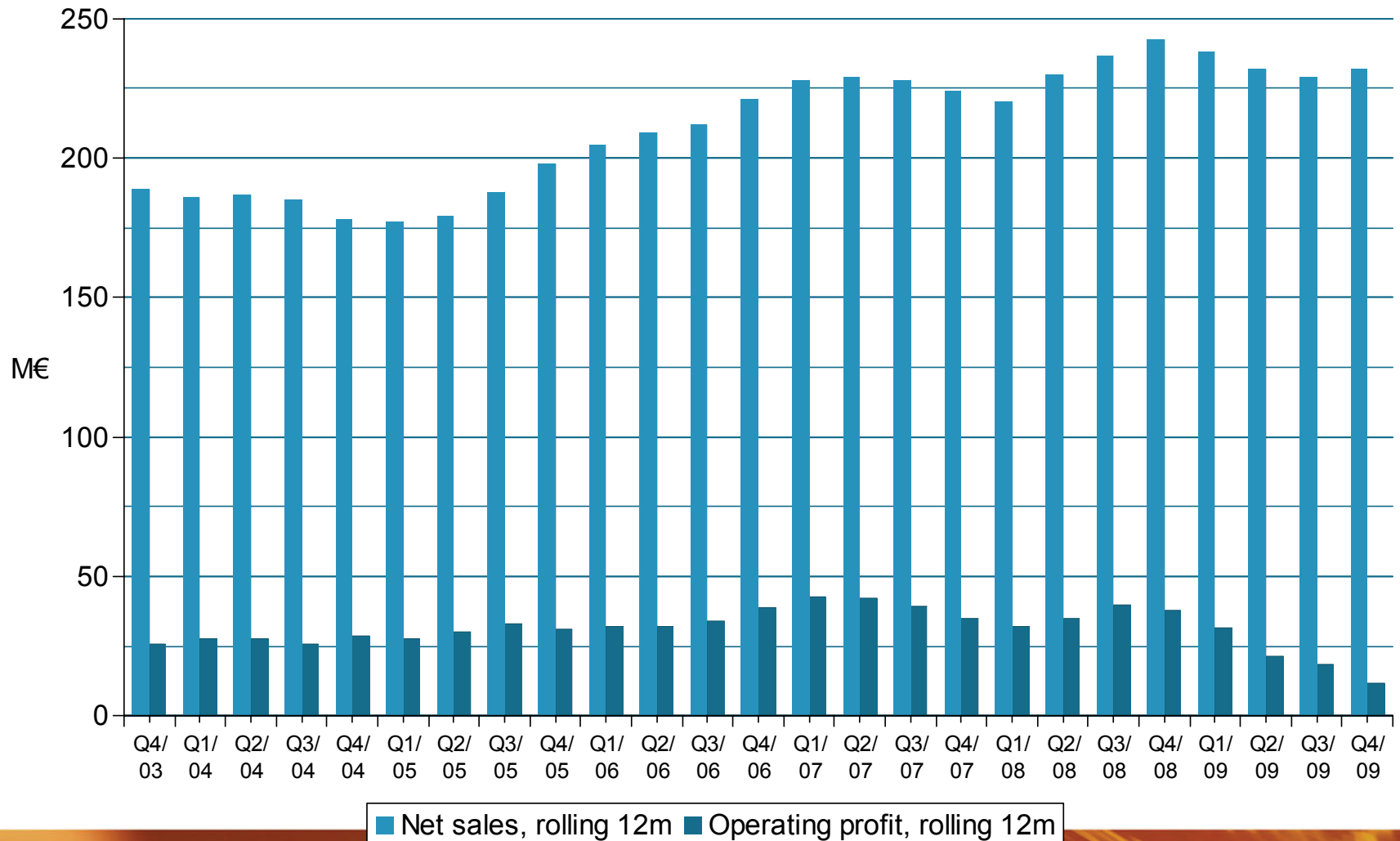
Net sales



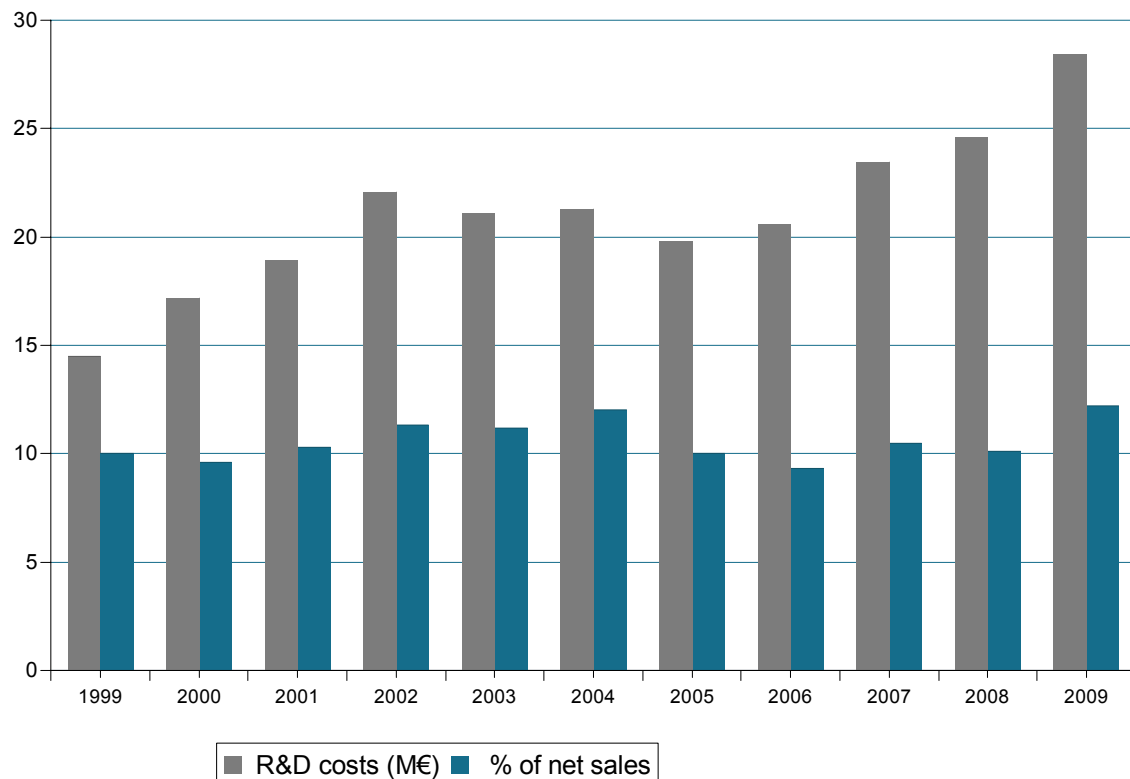
Operating profit



Net sales and operating profit, rolling 12 months

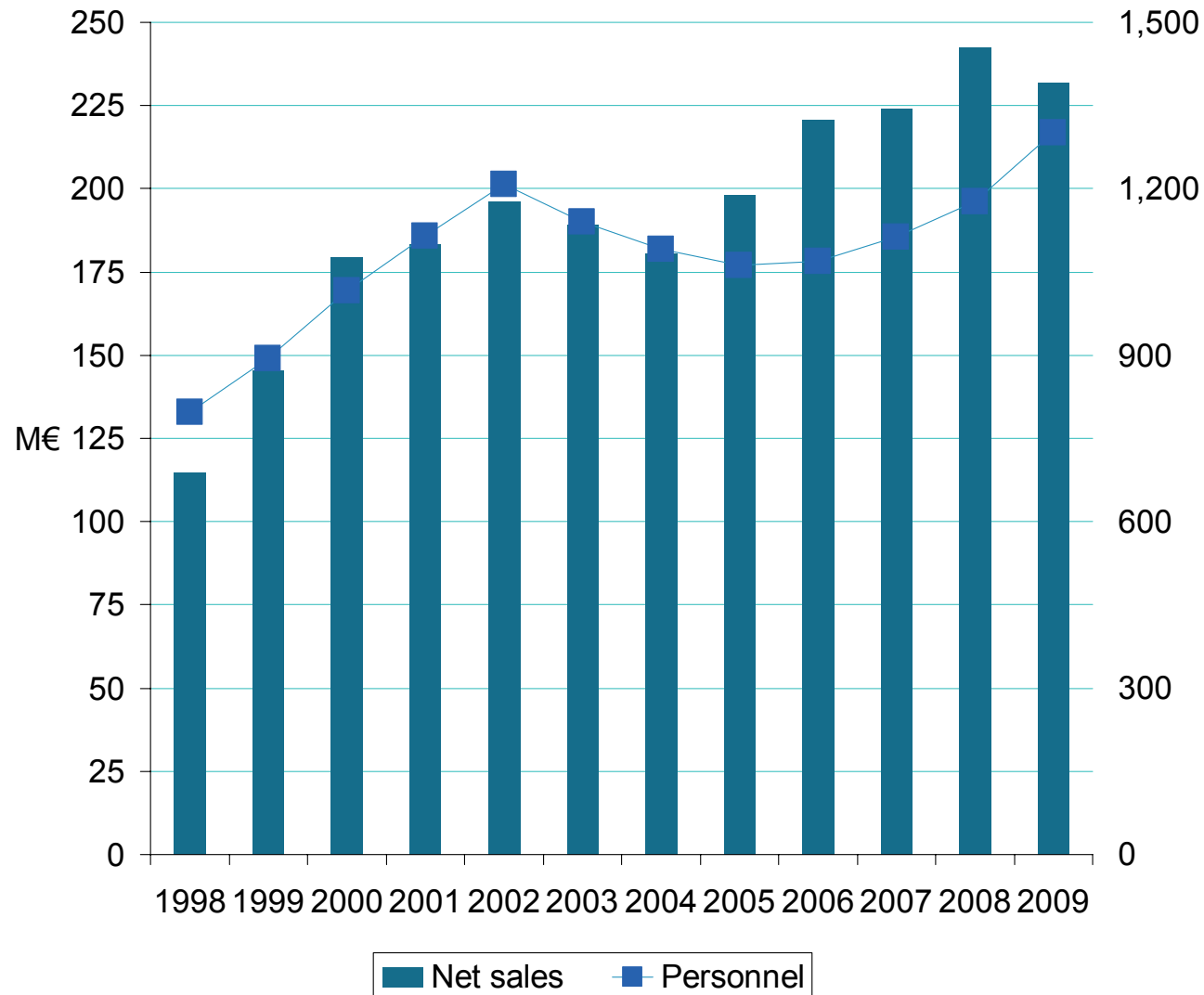


Research and Development



- R&D in 2010 on same level as 2009
- Vaisala will carry out one-off projects to
 - align technology platforms
 - improve product modularity
 - improve mass customization capability

Net sales and average personnel



Outlook

- Instability of the global economy and shifts in the exchange rates are still expected to affect Vaisala's business.
- Due to the structure of Vaisala's customer base and the orders received, the company's market situation is expected to remain mostly unchanged and the business stable in 2010.
- Vaisala expects its net sales in 2010 to grow slightly from the preceding year. Also profitability is expected to improve slightly. Strategic, growth oriented efforts will continue and burden Group profitability also this year.
- The QTT acquisition is not expected to have a significant impact on the operating profit in 2010.
- Seasonal fluctuation is typical of Vaisala's business, so the first quarter appears to be moderate.
- The long term business outlook has not changed and Vaisala is still committed to continuing the implementation of its growth strategy.

The background is a vibrant blue with a complex, abstract pattern. It features numerous thin, white, curved lines that sweep across the frame, creating a sense of motion and depth. In the lower right quadrant, there is a circular, globe-like structure with concentric rings and a grid of lines, resembling a stylized planet or a molecular model. The overall effect is futuristic and dynamic.

Thank you