

Result January-June 2009

Vaisala Group

August 11, 2009

VAISALA

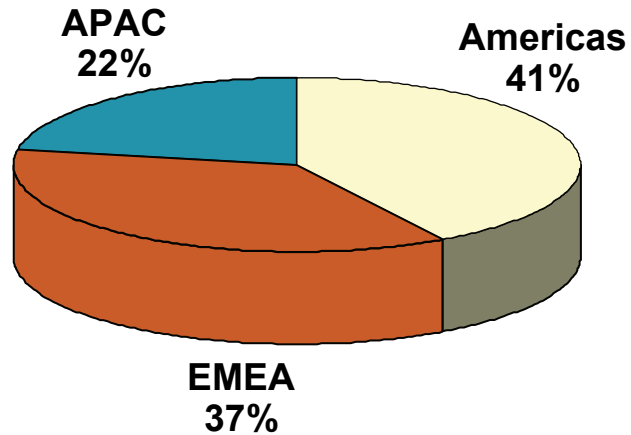
Changes in Vaisala's reporting

- Vaisala published its new strategy in November 2008.
- Going forward, the company will focus on markets with the biggest growth potential.
- Vaisala also announced that it adopts a market segment based reporting model.
- From the first interim report in 2009, Vaisala Group's business will be reported in three segments
 - Meteorology
 - Weather Critical Operations
 - Controlled Environment
- The geographic regions are
 - North and South America (Americas)
 - Europe, Middle East and Africa (EMEA)
 - Asia Pacific (APAC)
- Further information in the related [stock exchange release](#).

Overview January - June 2009

- Result for the second quarter slightly positive.
- Net sales: EUR 95.9 (106.5) million, -10.0%.
 - Meteorology EUR 34.6 million, +19%.
 - Controlled Environment EUR 24.5 million, -11%.
 - Weather Critical Operations EUR 36.7 million, -26%.
- In comparable currencies -15.2%
- Orders received: EUR 119,2 (121,9) million, -2.2%.
- Operating profit: EUR -1.7 (14.8) million.
- Earnings per share: -0.12 (0.59) EUR.

Net sales by regions



Mill. EUR	2009 1-6	2008 1-6	Change
Americas	39.6	32.9	+20.5%
EMEA	35.1	44.3	-20.9%
APAC	21.2	29.3	-27.7%

Performance by Business Area

	WCO *)	CEN *)	MET *)	Others and eliminations**)	Group
1-6/2009					
Net sales	36.7	24.5	34.6	0	95.9
Operating profit	-2.4	2.7	-0.8	-1.1	-1.7
Operating profit %	-6.6%	11.0%	-2.3%		-1.7%
1-6/2008					
Net sales	49.7	27.7	29.1	0	106.5
Operating profit	6.1	5.5	3.1	0.1	14.8
Operating profit %	12.2%	19.9%	10.8%		13.9%

*) 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

- Net sales EUR 34.6 (29.1) million, +18.8%.
 - In comparable currencies +11.6%.
 - Operating profit EUR -0.8 (3.1) million.
 - Orders received EUR 44.7 million.
 - Order book EUR 51.1 million.
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- Meteorology consists of Emerging markets and Established markets, serving national meteorological and hydrological institutes, whose primary interest is to provide national weather information and forecasts.
 - The deliveries of the Russian weather observation network were completed in Q2.
 - Vaisala received an order to supply 10 sounding stations to Japan.
 - Vaisala and the US National Oceanic and Atmospheric Administration (NOAA) signed a five-year contract for a supply of dropsondes. The value of the contract is USD 9.2 million.
 - Vaisala is participating in a large wind profiler project for US National Weather Service. Higher than expected project costs burdened the result of this Business Area by approx. EUR 2 million.

Controlled Environment

- Net sales EUR 24.5 (27.7) million, -11.5%.
 - In comparable currencies -18.9%.
 - Operating profit EUR 2.7 (5.5) million.
 - Orders received EUR 24.3 million.
 - Order book EUR 3.2 million.
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- Controlled Environment 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.

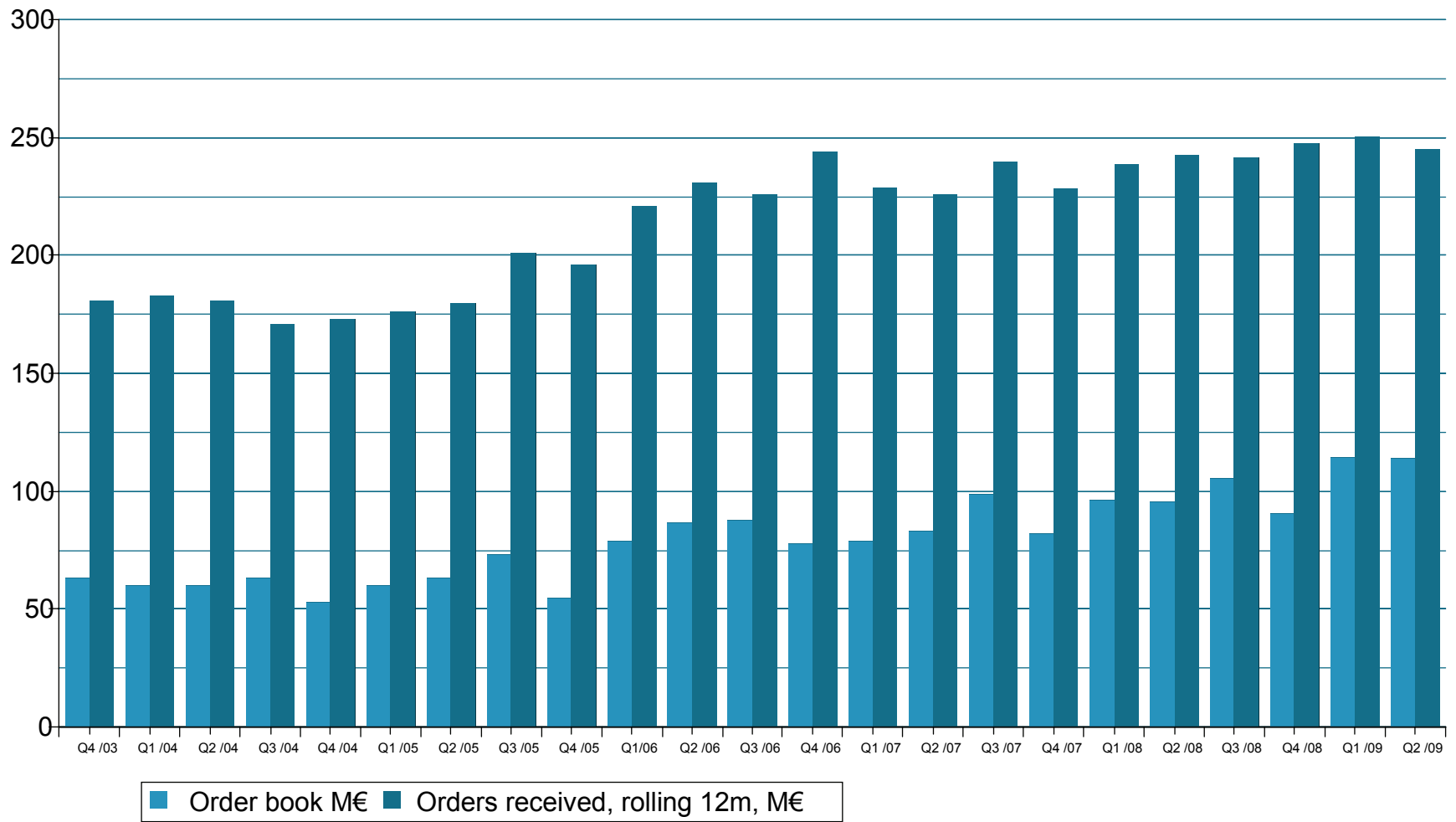
Weather Critical Operations

- Net sales EUR 36.7 (49.7) million, -26.1 %.
 - In comparable currencies -28.9%.
 - Operating profit EUR -2.4 (6.1) million.
 - Orders received EUR 50.2 million.
 - Order book EUR 59.3 million.
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- Weather Critical Operations 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.
 - Deliveries pending from Q1 were completed.
 - Vaisala signed a contract with a long standing customer for upper-air sounding equipment. The value of the contract is USD 8.6 million.

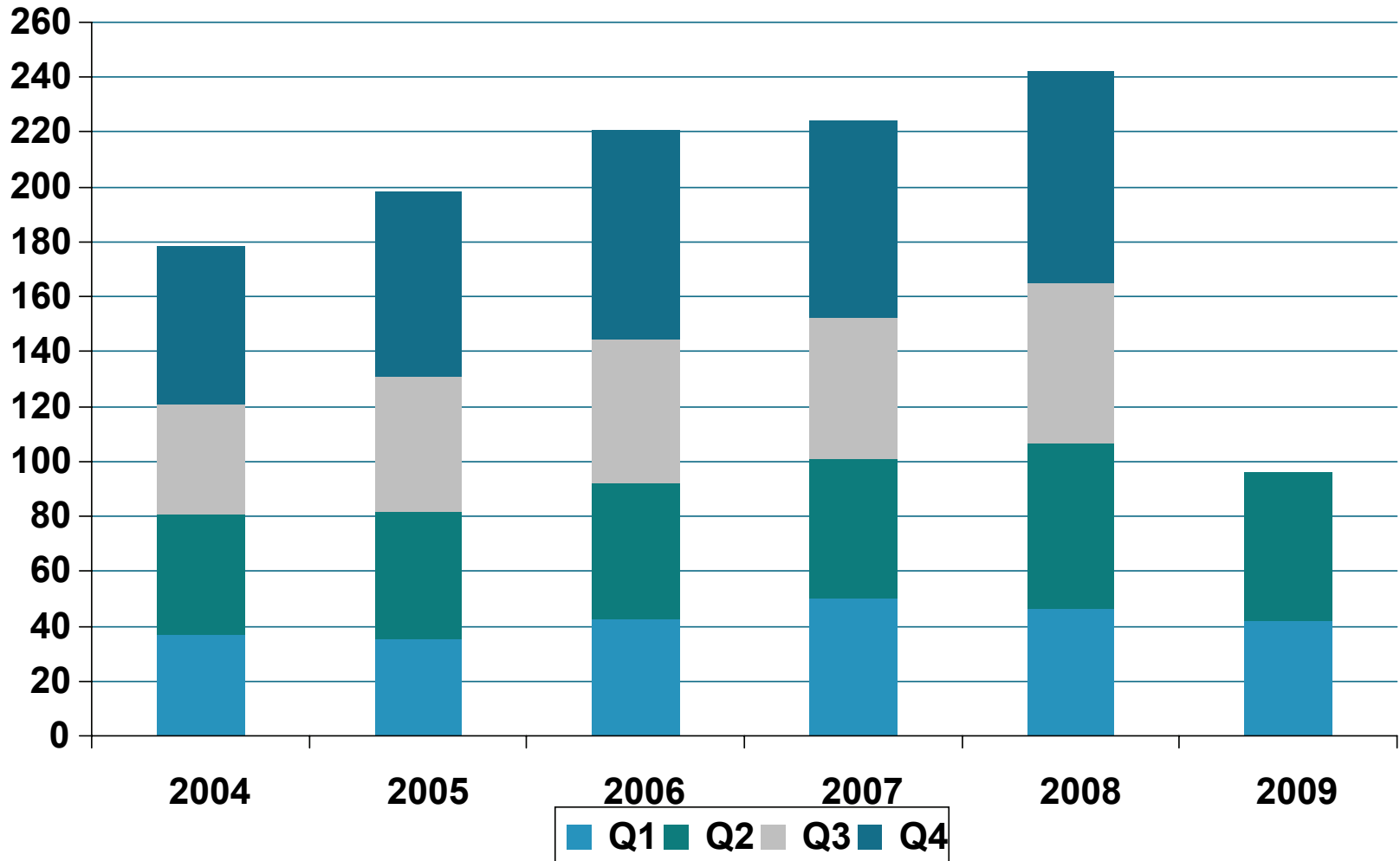
Key figures 1-6/2009

	1-6/2009	1-6/2008
Net sales	95.9 M€	106.5 M€
Operating profit	-1.7 M€	14.8 M€
Profit before taxes	-3.6 M€	15.5 M€
Net profit	-2.3 M€	10.7 M€
Capital expenditure	9.4 M€	5.0 M€
R&D expenditure (of net sales)	13.2%	10.8 %
Orders received	119.2 M€	121.9 M€
Order book	113.7 M€	95.6 M€
Personnel (average)	1268	1150
Earnings/share	-0.12 €	0.59 €
Solvency ratio	84%	86%
Cash flow from operations/share	-0.41 €	0.65 €

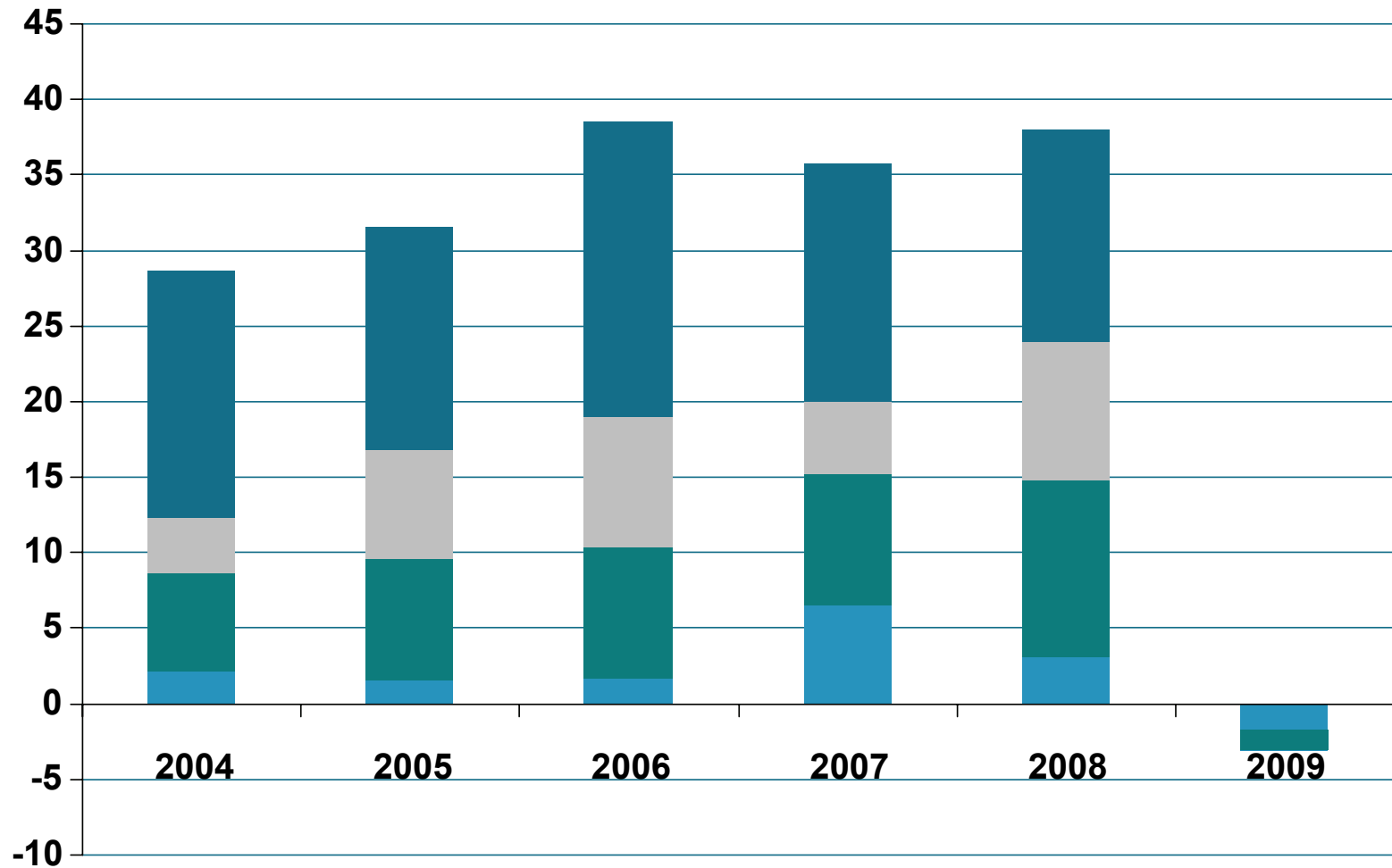
Orders received and order backlog



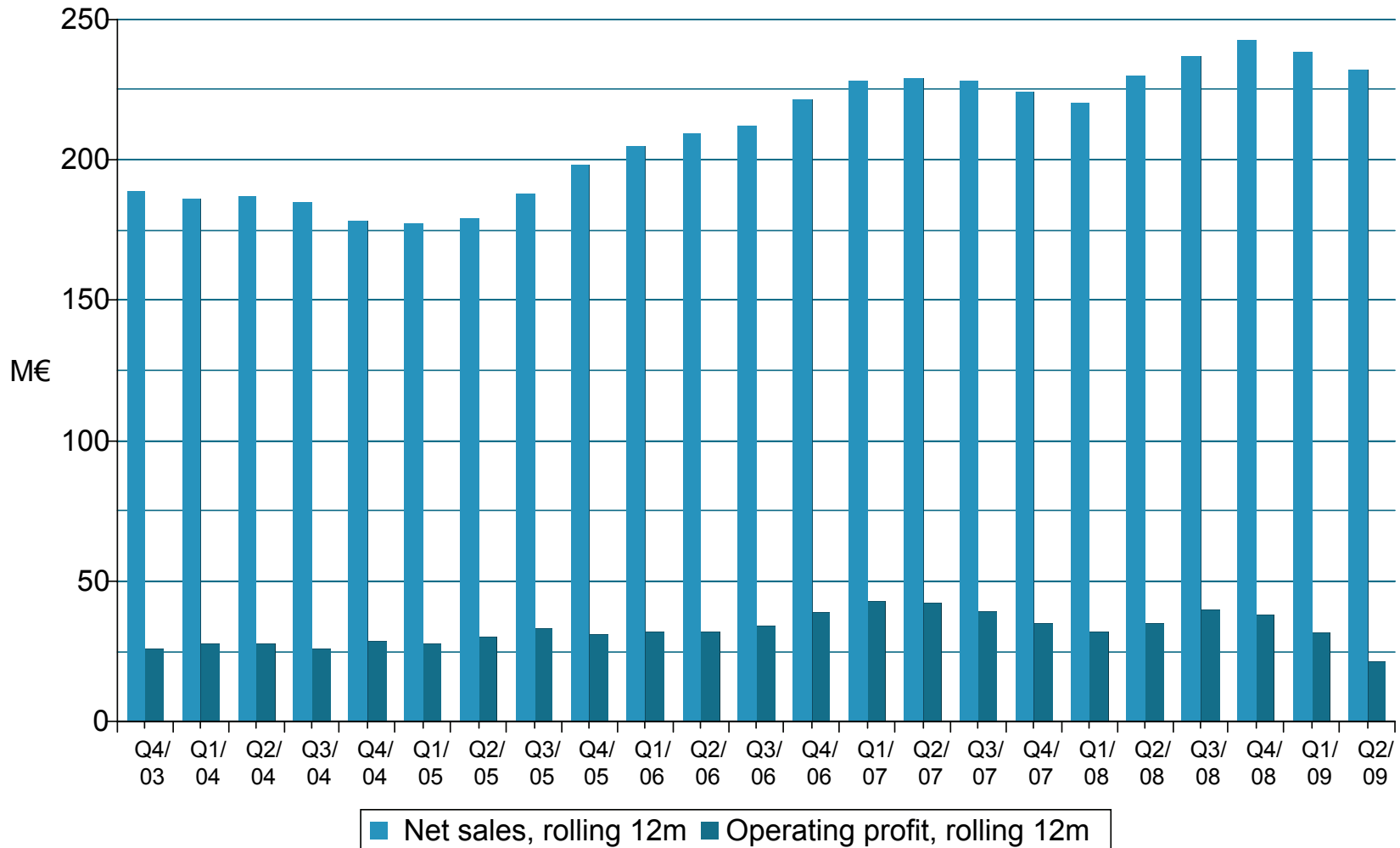
Net sales



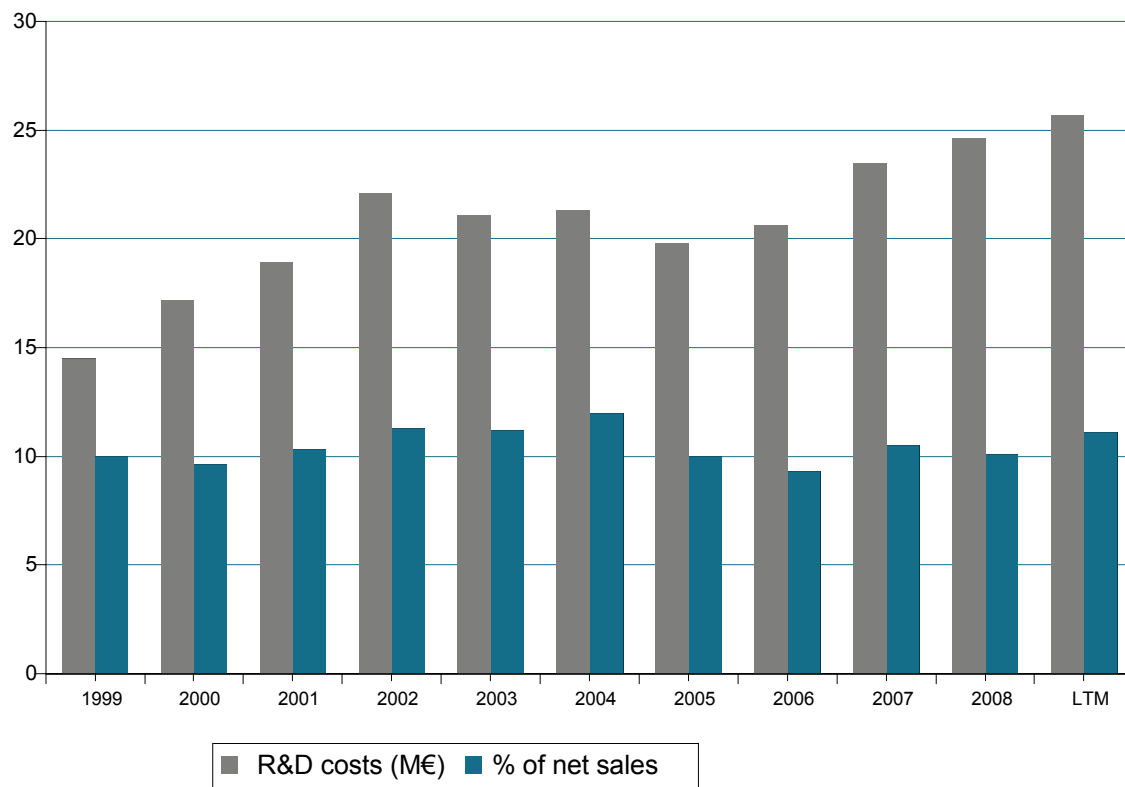
Operating profit



Net sales and operating profit, rolling 12 months

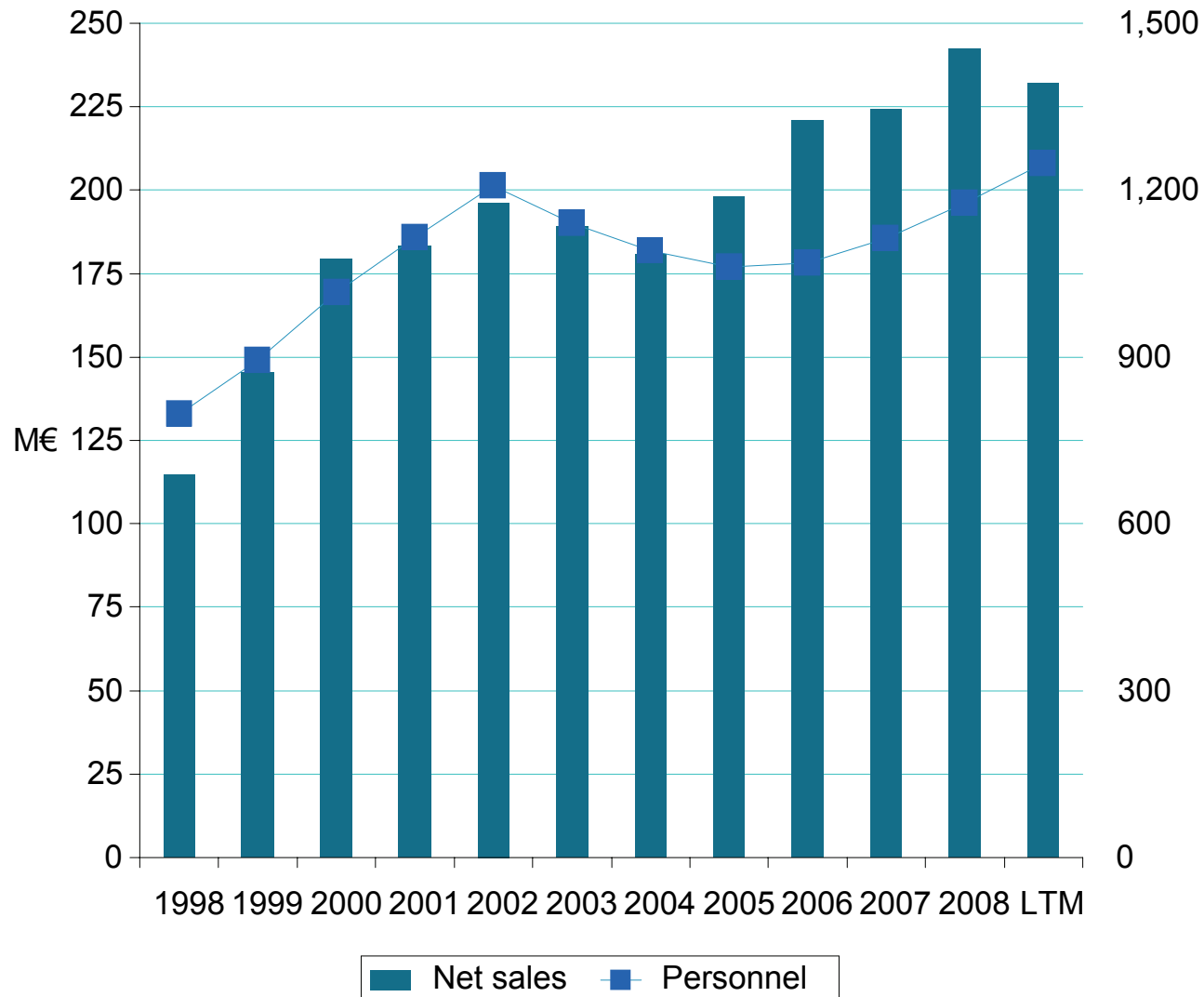


Research and development



- R&D expenses will grow in 2009
- Vaisala will carry out one-off projects to
 - align technology platforms
 - improve product modularity
 - Improve mass customization capability
- The total additional R&D cost will be approximately EUR 3 million in 2009
- R&D share will grow to 11-12% of net sales in 2009.

Net sales and average personnel



Outlook

- Due to the structure of Vaisala's customer base, the company's market situation is expected to remain mostly unchanged in 2009 and there are no signs of order cancellations.
- Demand is still moderate for the Controlled Environment segments, whose customers represent manufacturing industries. This increases uncertainty and postpones the growth targets of these segments to a later stage. These segments represent approximately 25 percent of Vaisala's net sales.
- The outlook for the Meteorology business area is still good.
- Demand in the Weather Critical Operations business area is still at a good level, but the current economic uncertainty can have an impact on customers' purchasing decisions and affect the implementation of projects during the second half of the year. A very high number of project deliveries are scheduled to take place at the end of the year, which increases the risk that some delivery projects may be delayed. This increases uncertainty towards the rest of the year.
- We reiterate our estimate that Vaisala's net sales in 2009 will grow slightly compared to the preceding year. Uncertainty towards the rest of the year has increased due to project sales and deliveries and demand in the industrial segments. These together will affect the development of net sales and profit.
- Additionally, the strategic, growth oriented efforts will burden Group profitability this year by approximately EUR 10 million. With these efforts Vaisala aims to maintain its technological leadership in the strategically chosen markets, make processes more efficient and reduce manufacturing costs.
- Seasonal fluctuation is typical of Vaisala's business, and traditionally a large share of net sales and profit is realized during the fourth quarter.