



Vaisala Corporation      Stock exchange release    May 4, 2012 at 9.00 a.m.

## Vaisala Group Financial Statement Bulletin Q1/2012

**First quarter net sales at preceding year level. Operating result positive EUR 1 million. Orders received down but order book remains strong. Outlook unchanged.**

### January - March 2012

#### January-March highlights

- Orders received: EUR 55.7 (57.0) million, decrease 2%.
- Order book EUR 131.1 (127.1) million, increase 3%
- Net sales EUR 58.8 (58.9) million, decrease 0%.
- Operating result EUR 1.0 (-0.9) million, increase 207%.
- Earnings per share EUR -0.01 (-0.13), increase 94%.
- Cash flow from business operations EUR 4.5 (14.7) million.
- Liquid funds EUR 50.2 (47.7) million.

### January - March Comments

Net sales were EUR 58.8 million and at the same level as in the preceding year. Weather Business Area net sales were EUR 41.0 million and increased by 2% year-on-year. Controlled Environment Business Area net sales were EUR 17.8 million and decreased by 4% year-on-year.

Net sales in EMEA increased by 20% year-on-year but net sales decreased in Americas by 9% and in APAC by 12% year-on-year.

Orders received were EUR 55.7 million and decreased by 2% year-on-year. The order book remains strong and it was EUR 131.1 million, 3% higher than at the end of March 2011.

The operating result was EUR 1.0 million and increased by 207% year-on-year. Weather Business Area operating result was EUR -2.2 million and increased by 55% year-on-year. Controlled Environment Business Area operating result was EUR 3.3 million and decreased by 18% year-on-year.

### Key figures

KEY FIGURES				
	1-3 2012	1-3 2011	Change (%)	1-12 2011
	MEUR	MEUR		MEUR
Net sales, Group	58.8	58.9	0	273.6

Weather	41.0	40.3	2	201.8
Controlled Environment	17.8	18.6	-4	71.7
Orders received	55.7	57.0	-2	278.8
Order book	131.1	127.1	3	134.3
Operating result, Group	1.0	-0.9	207	16.1
Weather	-2.2	-4.8	55	5.9
Controlled Environment	3.3	4.0	-18	10.5
Eliminations and other	-0.2	-0.1	-105	-0.3
Result before taxes	0.0	-2.6	100	16.1
Net result for review period	-0.1	-2.3	94	10.4
% of net sales				
Operating result, Group (%)	1.6 %	-1.5 %		5.9 %
Result before taxes (%)	0.0 %	-4.5 %		5.9 %
Net result for review period (%)	-0.2 %	-3.9 %		3.8 %
Earnings per share	-0.01	-0.13	94	0.57
Return on equity (%)	-0.3 %	-5.3 %		5.7 %
Cash flow from business operations	4.5	14.7	-69	37.6
Liquid funds at end of period	50.2	47.7	5	45.5

## President and CEO Kjell Forsén on the first quarter result

“Vaisala’s first quarter follows our guidance. Net sales are at preceding year’s level and the operating result has improved moderately. The order book is at a higher level than last year, despite a slightly weaker order intake. Noteworthy is also our higher gross margin level, reflecting our improved project business capability. The first quarter is typically slow for Vaisala, and this year makes no exception. The result in the Weather Business Area improved compared with the preceding year due to a better product mix and improved profitability of our project business, whereas the performance of the Controlled Environment Business Area suffered from challenges in certain markets.

Despite the prevailing uncertainty in the Eurozone, the net sales in EMEA increased by 20%, whereas Americas net sales decreased by 9% due to the continuing challenges in governmental funding. In APAC, the net sales decreased by 12%, reflecting the fact that Japan is not yet fully recovered from the 2011 tsunami and also the problems the Japanese industry is facing due to the very strong Yen.

All in all, Vaisala keeps improving its efficiency and supply chain management, which shows in shorter lead times and improved margins. Our development programs continue to be executed including the global roll-out of our ERP system. The progress is good across the board and I want to thank our highly skilled and committed people who are behind the achievements we have accomplished.

Vaisala’s guidance for the full year 2012 remains unchanged.”

## Market outlook

Uncertainty in the global economy and shifts in exchange rates 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 moderately. Net sales in 2011 were EUR 273.6 million and operating result was EUR 16.1 million.

Vaisala's long-term business outlook remains unchanged.

## **Disclosure procedure**

This is a summary of Vaisala's Q1/2012 Interim Report. The complete report is attached as pdf file to this release and is also available at Vaisala website at [www.vaisala.com/investors](http://www.vaisala.com/investors). (Re. Standard 5.2b published by the Finnish Financial Supervision Authority.

## **Briefing and webcast**

Briefing for analysts and media will be held in Paavo Nurmi meeting room, Hotel Kämp, Pohjoisesplanadi, Helsinki starting at 12.00 noon. Please register by email to [liisa.ahtiluoto@vaisala.com](mailto:liisa.ahtiluoto@vaisala.com).

A live audiocast of the presentation of Kjell Forsén, President and CEO of Vaisala, will be sent starting at 12:00 noon (GMT +2). The webcast will be available at [www.vaisala.com/investors](http://www.vaisala.com/investors). A recording will be published at the same address by 2:00 p.m. (GMT +2) on the same day.

## **Further information:**

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Vaisala is a global leader in environmental and industrial measurement. Building on 75 years of experience, Vaisala contributes to a better quality of life by providing a comprehensive range of innovative observation and measurement products and services for meteorology, weather critical operations and controlled environments. Headquartered in Finland, Vaisala employs approximately 1400 professionals worldwide and is listed on the NASDAQ OMX Helsinki.

## **Distribution:**

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Key media

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