



Vaisala Corporation Stock exchange release November 4, 2011 at 9:00 a.m.

Vaisala Group financial statement bulletin for January-September 2011

January-September 2011 net sales increased, orders received declined but order book remains strong. Outlook unchanged.

Third quarter highlights

- Orders received: EUR 79.5 (65.5) million, increase 21%.
- Net sales EUR 62.6 (64.7) million, decrease 3%.
- Operating result EUR 0.9 (6.4) million.
- Earnings per share EUR 0.11 (0.16).

January-September 2011 highlights

- Orders received: EUR 191.3 (197.4) million, decrease 3%.
- Net sales EUR 183.3 (168.7) million, increase 9%. Net sales increase 8% compared to proforma* net sales in January-September 2010.
- Operating result EUR 3.1 (-4.7) million.
- Earnings per share EUR 0.08 (-0.11).
- Cash flow from business operations EUR 19.5 (9.7) million.
- Cash and cash equivalents EUR 30.7 (30.4) million.

Comments on the third quarter

Orders received increased year-on-year by 21 percent in the third quarter. Most of the growth came from Meteorology business area. The order book increased by 10 percent year-on-year.

Net sales year-on-year increased in the Weather Critical Operations business area, but declined in Meteorology. In Controlled Environment, net sales remained at last year's level. At Group level, the net sales declined by 3 percent year-on-year, also compared to proforma net sales.

Vaisala's operating result declined, mainly due to the Meteorology business area and project business in emerging markets. The operating result of the Controlled Environment business area was impacted by Life Science growth investments.

Key figures

1-9	1-9	Change	7-9	7-9	Change	1-12
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	2011 (MEUR)	2010 (MEUR)	e (%)	2011 (MEUR)	2010 (MEUR)	(%)	2010 (MEUR)
Group net sales	183.3	168.7	8.7	62.6	64.7	-3.3	253.2
Group net sales (proforma*)	183.3	170.1	7.8	62.6	64.7	-3.3	254.6
• Meteorology	44.9	49.6	-9.5	13.8	18.5	-25.2	75.2
• Controlled Environment	53.3	44.6	19.6	17.8	17.7	1.0	63.4
• Controlled Environment (proforma*)	53.3	46.0	15.9	17.8	17.7	1.0	64.9
• Weather Critical Operations	85.1	74.5	14.3	30.9	28.5	8.3	114.6
Operating result, Group	3.1	-4.7	166.2	0.9	6.4	-86.5	11.8
• Meteorology	-5.9	-2.9	-104.1	-2.6	1.0	-353.7	2.8
• Controlled Environment	8.7	5.9	45.5	2.6	3.9	-32.4	8.9
• Weather Critical Operations	1.8	-6.6	127.8	1.1	0.7	63.6	1.0
Eliminations and other	-1.5	-1.2		-0.3	0.8		-0.9
Result before taxes	2.2	-3.4	165.6	2.2	3.7	-38.6	14.0
Net result	1.4	-1.9	175.2	2.0	2.8	-31.1	10.2
Orders received	191.3	197.4	-3.1	79.5	65.5	21.3	286.7
Order book	136.9	124.2		136.9	124.2		129.0
Earnings per share	0.08	-0.11	175.2	0.11	0.16	-31.1	0.56
Return on equity (%)	1.09	-1.46	174.3				5.62

* Vaisala acquired Veriteq as part of its Controlled Environment business area on April 1, 2010. The proforma figures for January-September of 2010 and the full year 2010 presented in this release for comparison purposes include the first quarter 2010 figures of Veriteq. For example, references to organic growth are based on comparisons with Vaisala 2010 proforma figures.

President and CEO Kjell Forsén on the third quarter result

"Order intake grew by 21 percent in the third quarter, which is a good achievement considering the uncertainty in the markets in North-America and Europe. The growth is partly due to increased demand especially among our meteorological customers, but it is also a sign of our strong market position and leading products.

Vaisala's net sales and profitability improved during January-September, despite our ongoing significant growth investments. Also our Service business remained on growth path and the related net sales increased by 30 percent during January-September.

In the third quarter, we combined our two weather-related business areas Meteorology and Weather Critical Operations into one. Starting from the fourth quarter 2011 and onwards, Vaisala will report its results in two business areas: Weather and Controlled Environment. The reason for this move is to consolidate our global efforts in the growing project and service business.

Going forward, our guidance for the full year is unchanged.”

Market outlook

Current increased uncertainty in the global economy and shifts in exchange rates are expected to affect all Vaisala's business areas. 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.

Financial guidance

Vaisala expects its net sales in 2011 to grow moderately from the preceding year's proforma net sales. The operating profit is expected to improve moderately. Proforma net sales in 2010 were EUR 254.6 million and the operating result was EUR 11.8 million.

Vaisala's long-term business outlook remains unchanged.

New disclosure procedure

Vaisala has adopted the new disclosure procedure enabled by the Standard 5.2b published by the Finnish Financial Supervision Authority. This is a summary of Vaisala's January-September 2011 Interim Report. The complete report is attached as a pdf file to this release and is also available at Vaisala website at www.vaisala.com/investors.

Briefing and webcast

Briefing for analysts and media will be arranged in Hotel Kämp, Paavo Nurmi meeting room, Pohjoisesplanadi 29, Helsinki, starting at noon. Please register to the briefing by email to 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 a.m. (GMT +2). The audiocast will be available at www.vaisala.com/investors. It will be recorded and published at 2:00 p.m. (GMT +2) at the same address 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 chosen weather-related and industrial markets. Headquartered in Finland, Vaisala

employs approximately 1400 professionals worldwide and is listed on the NASDAQ OMX Helsinki stock exchange. www.vaisala.com

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Key media