

Annual Report 1999



Measuring the Environment

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Measuring the Environment

Vaisala develops and manufactures electronic measurement systems and equipment for meteorology, environmental sciences, traffic safety and industry. Vaisala's markets are global. Its core customer groups are meteorological organizations, research institutes, defense forces, air and road traffic authorities, and industry.

Upper Air Observations

The Upper Air Division develops, manufactures and markets equipment for weather observations in the upper atmosphere. Its principal products are radiosondes for upper air observations, and equipment for collecting and processing the information they transmit.

Surface Weather Observations

The products of the Surface Weather Division are used for observing weather conditions near the Earth's surface and for collecting this data. The Division develops, manufactures and markets meteorological sensors and measurement systems to improve air and road traffic safety, and to meet the weather observation needs of meteorological institutes and industry.

Sensor Systems

The Sensor Systems Division develops, manufactures and markets transmitters and instruments for the measurement of relative humidity, dewpoint, barometric pressure and carbon dioxide. The Division's products are used in numerous applications within meteorology, industry, building automation and agriculture.

CEO's Review

Strategy

Vaisala's core businesses are environmental measurements, especially of the weather, and similar industrial applications. We are striving for global market leadership in selected business areas and our value strategy is one of product leadership. Through close cooperation with our customers and substantial investment in R&D, we are developing products that lead the way. We have already achieved global market leadership in upper air observations, airport weather observation equipment, road weather observation systems and professional equipment for measuring relative humidity and barometric pressure.

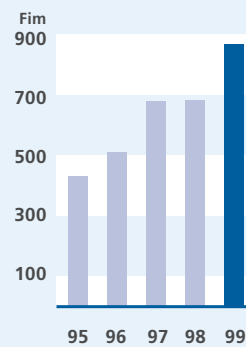
We select businesses where we can benefit from sharing high-cost investments in, for instance, technology and distribution channels. Such economies of scope are vital to profitability. We place special emphasis on continuous development of our core competence. Cooperation with universities and research institutes is a significant means to this end. We also network actively with specialists in fields complementing our own expertise.

Our goal is an average annual growth rate of 15% and to maintain good profitability. With respect to growth, we will expand our product offering primarily to our present customers. We will also develop products for new applications based on our core competence. As a rule, we will develop these products ourselves. We will also expand our product range through company acquisitions.

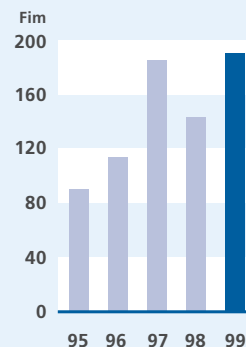
Business in 1999

The year 1999 was a successful year in all ways. We recorded a growth in our business and profitability remained good. Turnover rose to FIM 864 million. Growth on the previous year was 27%, which was unusually rapid. New orders worth FIM 923 million were booked. Profit before extraordinary items, provisions and taxes was FIM 189 million or 22% of turnover. The past year can be more accurately described as the sum of numerous fortunate coincidences than as an upturn in the business cycle. Many large projects were completed during the same year. Although the economic crisis in Asia is on the wane, we still did not record any significant growth in that market.

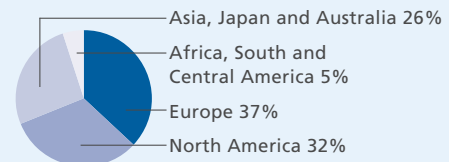
Development of net sales



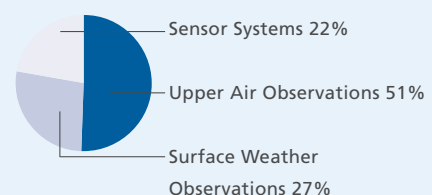
Profit before extraordinary items, provisions and taxes



Net sales by market



Net sales by division



The year 1999 was a particularly good year for the Upper Air Division. Our market position was further strengthened. More radiosondes were delivered than ever before. Some customers increased the number of soundings and a key competitor had problems with deliveries. Due to our own problems with production capacity in 1998, customers now sought to build up reserve supplies to some extent. In March, we acquired the business and assets of AIR Inc. of Boulder, Colorado. Vaisala Boulder will concentrate on sounding systems for the research segment. We launched DigiCORA III, a new sounding system platform.

The Surface Weather Division also recorded unusually strong growth. A high number of aviation weather system was delivered. One of the most important deliveries was an aviation weather system for the Athens International Airport. It is based on the Midas IV system product, which was launched in early 1999. To strengthen our position in surface weather products and especially in the United States, we acquired the business and assets of the California-based Handar Inc. in October.

Demand for industrial sensors was also strong, with significant growth in Europe and China, in particular. Industrial investments in North America also remained high. Japan passed the worst of the recession and is now on a growth track. Distribution channels in Europe have been streamlined for three years to suit an increasingly uniform market. The results have been good.

We continued development of our business process. The vital product process has been the focus of development. Increasing attention was also focused on personnel development. Competition for skilled labour has increased. We prepared carefully for Y2K and experienced no problems.

To support continuous internal improvement, we used internal assessment based on the Malcolm Baldrige Award Criteria. We succeeded during the year in significantly improving performance.

Outlook for 2000

Prospects for the year 2000 are good. We expect demand to remain high, although growth will probably not quite reach the level of 1999. Continuous investment in new products will assist us in increasing our market share. We will also increase growth through acquisitions.

Appreciation for a successful year

Appreciation for successful cooperation in 1999 is due our customers, partners and owners. Special thanks go to the employees of Vaisala. Their professional competence, commitment, ability to work together and goal orientation once again led to good results.

Pekka Ketonen
President and CEO

Vaisala's Divisions

Vaisala has three business units concentrating on environmental measurement: the Upper Air Division, the Surface Weather Division and the Sensor Systems Division. Vaisala seeks global market leadership in selected areas, developing products that point in new directions.

Upper Air Division

The Upper Air Division's performance in 1999 was good. Brisk demand for radiosondes continued, and the production volumes of GPS and RS90 radiosondes increased substantially. Also, demand for RD93 Dropsondes was brisk.

The product range of the Upper Air Division was extended, as Vaisala acquired Atmospheric Instrumentation Research Inc (AIR) based in Colorado, USA. This acquisition broadens the division's product range for the research sector with for example the Tethersonde[®] Meteorological Tower System, designed to measure the lower part of the atmosphere or the boundary layer. Moreover, the division introduced a new sounding system, DigiCORA III, into the market in the autumn. Together with the RS90 radiosonde, the DigiCORA III forms an efficient and easy-to-use sounding system. In 1999, AUTOSONDE systems were delivered and installed in several locations around the world. Active measures were also taken in preparation for the new millennium, and the transition did not pose major problems.

Prospects for the year 2000 are positive. The demand for radiosondes in 2000 is expected to remain at a high level and automation of upper air observation is expected to continue.

Surface Weather Division

The Surface Weather Division succeeded in raising its market share more rapidly than overall market grew in all the main market areas. The most marked growth was attained in Europe and the North American market. The division's new deliveries and solicited orders increased notably in the Road Weather and Airport Weather business units. The Road Weather business unit saw a positive development, especially in thermal mapping operations and ice warning systems for airports.

The Surface Weather Division continued intense investments in R & D. Vaisala strengthened its product and application knowledge by acquiring the business and assets of Handar, Inc. Handar develops, manufactures and markets instruments and systems for meteorological and hydrological applications.

The Surface Weather Division extended its operations with new products into new business areas and applications, especially into North, Central and South America. New products, such as the ultrasonic wind sensor developed by Handar, strengthened Vaisala's position as the world leader in meteorological instruments and observation systems.

Prospects for 2000 are positive. Volume deliveries of the Windows NT –based automated weather observing system and MAWS, a new automatic weather station, begun in 1999. The volume of orders in hand for those products will provide an encouraging start for the year 2000.

Sensor Systems Division

The Sensor Systems Division recorded growth in sales in all product groups and markets in 1999. The recovery of the Japanese market was reflected in improved sales figures. The sales of products for measuring dewpoint, moisture in oil, and carbon dioxide increased considerably. In particular, sales of carbon dioxide transmitters based on the CARBOCAP[®] sensor increased significantly. In addition, Vaisala further strengthened its position as a global market leader in relative humidity and barometric pressure measurement.

In 1999, the division launched major new products in all product groups beside several minor ones. The most important product launches included an intrinsically safe humidity and temperature transmitter series (HMT360) for hazardous locations, a humidity and temperature module series (HMM210) for environmental chambers and an industrial carbon dioxide transmitter series (GMT220) for harsh and humid environments. Moreover, a combined barometric pressure, humidity, and temperature transmitter (PTU200) for GPS applications, for example, was introduced and the pressure transmitter family was also complemented with several new products.

During the year, special attention was given to the after sales process. The turnaround of repaired units was monitored more closely, which resulted in improved performance. Continuous customer satisfaction surveys were introduced.

The prospects for 2000 are positive. The large number of new products launched in 1999 is expected to start to bring results.

Report by the Board of Directors

Net sales and order book

Group turnover was FIM 864 million, compared with FIM 682 million the previous year. Foreign operations accounted for 96% of turnover. The year-end order book stood at FIM 321 (236) million, and new orders totalling FIM 923 (697) million were received during the year. Brisk demand for radiosondes continued, and production volumes for GPS radiosondes and RS90 radiosondes grew appreciably. The Surface Weather Division succeeded in raising its market share in all the main market areas. The highest growth was attained in Europe and the Northern American market. The Sensor Systems Division saw growth of sales in all product groups and markets.

Income statement and balance sheet

Profit for the year before extraordinary items, provisions and taxes stood at FIM 189 (143) million, or to 22 (21) % of turnover. Due to problems with wind data availability in the GPS radiosondes, a FIM 6.5 million provision was made. Return on investment was 31 (28) % and earnings per share reached FIM 29.93 (23.88). Direct taxes for the year totalled FIM 61 (42) million. The equity ratio was 79 (82) %.

Research and development

Research and development expenses totalled FIM 86 (77) million, corresponding to 10 (11) % of turnover. The Upper Air Division introduced a new sounding system, DigiCORA III. Deliveries of the new Windows NT-based automated weather observation system for airports started in the second quarter of the year. The Sensor Systems Division introduced a humidity and temperature transmitter series, the HMT360, for hazardous locations, and an industrial carbon dioxide transmitter series, the GMT220, for harsh and humid environments.

Capital expenditure

Capital expenditure amounted to FIM 112 (27) million. During the year under review, Vaisala acquired the business of Atmospheric Instrumentation Research Inc. and Handar Inc. in the United States. Otherwise, capital expenditure was mainly on office premises, information systems and machinery and equipment for production and R&D.

Employees

The number of employees averaged 895 (797), of whom 647 (578) were employed by the parent company and 248 (219) by subsidiaries. At year-end, the Group employed 969 (801) persons, 672 (592) in the parent company and 297 (209) at subsidiaries.

Wages and salaries

During the year under review, the parent company paid salaries totalling FIM 1,569,000 (1,663,000) to members of the Board of Directors and the President & CEO, and FIM 129,253,000 (105,415,000) to other personnel. In the group, salaries paid to the management came to FIM 6,775,000 (6,874,000), and to other personnel FIM 191,745,000 (155,865,000).

Board of Directors, President & CEO and Auditors

Following an Annual General Meeting decision Mr Raimo Voipio MSc (Tech) and Mr Matti Ilmari (Hon DTech) were reappointed to the Board of Directors. Mr Raimo Voipio is Chairman of the Board. Prof. Pekka Hautojärvi, Prof. Yrjö Neuvo, Senior Vice President R&D, Gerhard Wendt PhD and Mr Mikko Voipio MSc (Tech) continued to serve as members of the Board. The President and CEO of the company is Mr Pekka Ketonen MSc (Tech). SVH PricewaterhouseCoopers Oy, Authorized Public Accountants, and Mr Tauno Haataja APA were reappointed as the company's auditors.

Events after the year under review

In February 2000, Vaisala acquired the total share capital of the French company, Dimensions SA, which manufactures lightning detection and forecasting sensors and networks.

Prospects

Prospects for 2000 are good. The acquisitions made and the new products launched in 1999 have strengthened our position on the global market. We will continue to invest in expanding our product range.

Income statements

(FIM million)	Note	Group		Parent Company	
		1999	1998	1999	1998
The financial statements were prepared in accordance with the regulations of the new Accountancy Act. The previous year's figures have been adjusted accordingly.					
Net sales	2	864.2	681.6	651.3	517.9
Increase (+) or decrease (-) in finished goods		1.0	-1.1	-1.7	-1.9
Manufacture for own use (+)		0.4	0.3	0.4	0.3
Other operating income	3	1.2	2.7	0.8	2.5
Costs					
Materials and services	4	230.5	181.3	196.0	160.7
Personnel costs	5	248.4	203.0	167.3	136.9
Depreciation and write-downs	9	35.3	31.8	21.9	26.5
Other operating costs		171.2	129.5	125.5	89.7
		685.4	545.6	510.6	413.7
Operating profit		181.3	137.9	140.2	105.0
Financial income and expenses	6	7.8	5.3	22.7	6.7
Profit before extraordinary items		189.1	143.2	162.8	111.8
Extraordinary items	7	6.1	-	2.6	-
Profit before provisions and taxes		195.3	143.2	165.4	111.8
Provisions		-	4.2	5.1	4.2
Direct taxes	8	60.8	41.9	43.6	32.0
Net profit for the financial year		134.5	105.4	126.9	83.9

Balance sheets

Assets (FIM million)	Note	Group		Parent Company	
		1999	1998	1999	1998
NON-CURRENT ASSETS					
Intangible assets	9				
Intangible rights		22.2	19.2	17.1	19.0
Goodwill		65.2	6.8	-	-
Consolidated goodwill		0.0	0.2	-	-
Other long-term expenditure		0.8	0.9	0.5	0.5
		88.1	27.1	17.6	19.5
Tangible assets					
Land	9	6.7	6.7	6.7	6.7
Buildings		80.8	74.8	80.8	74.8
Machinery and equipment		43.1	40.7	30.5	31.5
Other tangible assets		1.8	0.4	0.2	0.2
Advance payments and construction in progress		9.2	4.0	7.9	4.0
		141.6	126.5	126.0	117.1
Investments					
Shares and holdings	10	0.5	0.6	21.4	21.4
Other investments		1.9	1.6	0.3	0.5
Receivables from subsidiaries		-	-	63.9	0.0
		2.4	2.2	85.6	21.9
CURRENT ASSETS					
Inventories					
Materials and consumables		51.7	35.8	29.7	30.3
Work in progress		7.0	5.7	1.6	1.8
Finished goods		30.4	21.4	12.4	13.9
		89.1	62.9	43.7	46.1
Receivables					
Trade receivables		209.3	153.1	139.1	108.6
Loan receivables		0.1	0.1	7.2	0.0
Other receivables		2.1	7.0	0.7	0.5
Prepaid expenses and accrued income		17.9	11.0	12.3	7.4
Deferred tax assets	11	0.2	0.0	4.1	0.0
		229.7	171.1	163.4	116.5
Securities under liquid assets					
Other securities		4.9	0.0	0.0	0.0
Cash and bank balances		289.0	263.3	229.5	207.5
Assets, total		844.8	653.1	665.9	528.6

Balance sheets

Shareholders' Equity and Liabilities (FIM million)	Note	Group		Parent Company	
		1999	1998	1999	1998
SHAREHOLDERS' EQUITY					
	12				
Share capital		42.9	42.9	42.9	42.9
Share issue		0.5	-	0.5	-
Reserve fund		23.1	22.9	22.3	22.3
Profit from previous years		452.2	332.7	303.0	253.4
Profit for the financial year		134.5	105.4	126.9	83.9
		653.1	503.9	495.7	402.5
PROVISIONS					
Accumulated depreciation difference	12		35.6	30.5	35.6
Voluntary provisions					
Other voluntary provisions	12		0.1		
			35.7	30.5	35.6
OBLIGATORY PROVISIONS					
	13	13.1	8.1	13.1	8.1
LIABILITIES					
Non-current					
Loans from financial institutions	14	0.0	0.0	-	-
Other non-current liabilities	14	11.3	11.3	11.3	11.2
		11.3	11.3	11.3	11.2
Current					
Advances received		13.3	8.3	12.3	5.8
Trade payables		39.4	34.4	34.0	32.5
Other current liabilities		11.7	17.3	7.0	5.8
Accrued expenses and deferred income	16	102.8	34.1	62.1	27.2
		167.2	94.1	115.3	71.2
Shareholders' equity and liabilities, total		844.8	653.1	665.9	528.6

Cash flow statements

(FIM million)	Group		Parent Company	
	1999	1998	1999	1998
Cash flow from operating activities				
Cash flow from operations	812.1	661.6	627.3	499.0
Other income from business operations	0.2	1.5	0.0	1.4
Expenses from business operations	-619.2	-502.6	-475.3	-375.4
Cash flow from business operations before financial items and taxes	193.1	160.5	151.9	125.1
Financial income and expenses from business operations	14.5	3.9	14.2	1.3
Dividend received from business operations	0.4	0.2	14.5	3.6
Direct tax paid	-33.2	-60.4	-26.2	-51.7
Cash flow before extraordinary items	174.9	104.2	154.5	78.3
Cash flow from extraordinary business operations items (net)	0.0	0.0	0.0	0.0
Cash flow from business operations (A)	174.9	104.2	154.5	78.3
Cash flow from investing activities				
Investments in tangible and intangible assets	-112.2	-27.3	-29.1	-23.2
Proceeds from sale of fixed assets	0.9	1.2	0.8	1.1
Loans granted	0.0	0.0	-71.1	0.0
Other investments	0.0	0.0	0.0	0.0
Repayments on loan receivables	0.0	0.0	0.0	0.1
Proceeds from sale of other investments	0.2	0.4	0.2	0.0
Cash flow from investing activities (B)	-111.0	-25.8	-99.2	-22.0
Cash flow from financing activities				
Equity issue	0.5	-	0.5	-
Withdrawal of long-term loans	2.6	1.8	2.6	1.8
Repayment of long-term loans	-2.1	-1.8	-2.1	-1.5
Dividend paid and other distribution of profit	-34.3	-34.3	-34.3	-34.3
Cash flow from financing activities (C)	-33.3	-34.3	-33.3	-33.9
Change in liquid funds (A+B+C) increase (+)/decrease (-)	30.6	44.1	22.0	22.3
Liquid funds at beginning of financial year	263.3	219.2	207.5	185.2
Liquid funds at end of financial year	293.9	263.3	229.5	207.5

Notes to the Income Statements and Balance Sheets

1. Accounting principles

Scope of consolidation

The consolidated financial statements include the accounts of Vaisala Oyj and those companies in which it holds, directly or indirectly through subsidiaries, over 50% of the voting rights. The companies acquired or established during the financial period have been consolidated from the date of acquisition or formation.

Principles of consolidation

The consolidated accounts have been drawn up using the purchase method. The difference between the cost of acquired shares and the value of the equity of the acquired subsidiaries is primarily allocated to the fair values of acquired assets and liabilities in the consolidated balance sheet. The remaining difference is carried as goodwill on consolidation and amortized over its estimated useful life, ordinarily over a period of five years.

Intragroup transactions, unrealized margins of intragroup deliveries, intragroup receivables and debts, and the Group's internal distribution of profit have been eliminated. The balance sheets of foreign Group companies have been translated into Finnish markka using the fixed exchange rates for the euro or the official average exchange rates quoted by the Bank of Finland at the balance sheet date. The income statements have been translated using the average rates quoted by the Bank of Finland during the financial year. All translation differences arising from the consolidation of foreign shareholdings are recorded as a separate item under non-restricted equity.

Non-current assets

The balance sheet values of fixed assets are stated at historical cost, less accumulated depreciation and amortization, with the exception of the office and factory premises at Vantaa, which were revalued in previous years by a total of FIM 33.9 million. Despite the revaluations, the asset value is significantly less than the market value of the office and factory premises. The cost of self-constructed assets also includes overhead costs attributable to construction work. Interest is not capitalized on fixed assets. Depreciation and amortization is calculated on a straight-line basis over the expected useful lives of the assets, except for land, which is not depreciated. Estimated useful lives for various assets are:

Intangible rights	3 – 5 years
Goodwill and Group goodwill	5 years
Buildings and structures	5 – 40 years
Machinery and equipment	3 – 10 years
Other tangible assets	5 – 15 years

Inventories

The cost of inventories comprises all costs of purchase. Finished goods produced also include fixed and variable production overheads. Inventories are valued using the average cost method.

Foreign currency items

Transactions in foreign currencies are recorded at the rates of exchange prevailing at the date of transaction. Euro-denominated receivables and payables have been converted into Finnish markka using fixed coefficients. Other receivables and payables in foreign currency are valued at the exchange rates quoted by the Bank of Finland at the balance sheet date. All foreign exchange gains and losses, including foreign exchange gains and losses on trade accounts receivable and payable, are recorded as financial income and expenses.

Pension costs

Pension costs are recorded according to the local regulations. The additional pension coverage of parent company personnel is arranged by the Vaisala Pension Fund (closed on 1.1.1983). The pension liability of the fund is fully covered.

Research and development costs

Except for investments in machinery and equipment, which are amortized on a straight line basis over a period of five years, research and development costs are expensed in the financial period in which they occurred.

Obligatory provisions

Obligatory provisions in the balance sheet include those items which the company is committed to cover either through agreements or otherwise, but which are not yet realized. Changes in obligatory provisions are included in the income statement.

Extraordinary income and expenses

Extraordinary income and expenses include items incurred outside the normal course of business operations.

Income taxes

Income taxes consist of current and deferred tax. Current taxes in the income statement include estimated taxes payable or refundable on tax returns for the financial year and adjustments to tax accruals related to previous years. The deferred taxes in the income statement represent the net change in deferred tax liabilities and assets during the year.

Notes to the income statement and balance sheet

The financial statements were prepared in accordance with the regulations of the new Accountancy Act. The previous year's figures have been adjusted accordingly.

(FIM 1,000)	Group		Parent Company	
	1999	1998	1999	1998
2. Net sales by market area				
Finland	37,766.0	41,712.1	37,766.0	41,712.1
Other Europe	282,672.9	261,011.1	241,607.7	209,954.1
North America	275,627.0	189,700.3	147,424.0	106,988.9
Asia and Australia	225,218.0	163,849.4	181,525.0	133,493.2
Africa, South and Central America	42,950.0	25,302.2	42,950.0	25,742.2
Total	864,233.9	681,575.1	651,272.7	517,890.5
3. Other operating income				
Rents and leases	2.9	2,273.3	2.9	2,221.1
Gains on disposal of fixed assets	928.5	297.9	796.6	246.0
Other income from operations	238.7	96.6	0.0	-
Total	1,170.1	2,667.8	799.5	2,467.1
4. Materials and services				
Purchases during the financial year	222,377.8	176,419.5	189,928.3	158,600.3
Increase in inventories (-) or decrease (+)	-519.6	-1,117.8	637.2	-1,847.4
External services	8,636.4	6,041.4	5,418.3	3,931.7
Total	230,494.6	181,343.1	195,983.8	160,684.6
5. Personnel				
Personnel costs (FIM 1,000)				
Wages and salaries	198,520.1	162,738.8	130,822.3	107,077.9
Pension costs	29,259.3	24,331.7	21,203.6	18,766.1
Other personnel costs	20,620.0	15,903.3	15,238.7	11,030.4
Total	248,399.4	202,973.8	167,264.6	136,874.4
Personnel on average during the year (persons)				
In Finland	637	572	637	572
Outside Finland	258	225	10	6
Total	895	797	647	578
Personnel Dec. 31				
In Finland	662	586	662	586
Outside Finland	307	215	10	6
Total	969	801	672	592
Cash loans, securities or contingent liabilities were not granted to the President or to the members of the Board of Directors.				
6. Financial income and expenses				
Dividend income				
From Group companies	-	-	14,417.3	3,442.4
From others	125.4	203.7	125.4	203.7
Interest income on long-term investment				
From Group companies	-	-	1,375.0	-
Other interest and financial income				
From others	8,238.5	8,677.9	6,212.9	6,711.2
Interest and other financial expenses				
From others	-2,415.4	-1,659.1	-2,300.4	-1,498.5
Foreign exchange gains and losses				
From Group companies	-	-	6,410.3	-2,759.1
From others	1,856.5	-1,927.8	-3,568.0	620.5
Total	7,805.0	5,294.7	22,672.5	6,720.2
7. Extraordinary items				
Net effect of change in accounting principles	6,145.0	0.0	2,602.1	0.0

(FIM 1,000)	Group		Parent Company	
	1999	1998	1999	1998
8. Income taxes				
Taxes for the financial year	64,632.2	41,588.3	44,998.4	31,643.4
Taxes from previous years	-5.8	319.9	-5.8	319.8
Taxes paid at source abroad	114.4	-	114.4	-
Income taxes related to extraordinary items	0.0	-	0.0	-
Deferred tax liability	-3,929.6	-	-1,484.9	-
Total	60,811.2	41,908.2	43,622.1	31,963.2

9. Fixed assets and other long-term investments**Group,**

Intangible assets	Intangible rights	Goodwill	Consolidated goodwill	Other long-term expenditure	Total
Acquisition cost 1.1.	50,014.3		3,010.5	4,917.3	57,942.1
Translation difference	1,325.6		405.7	323.6	2,054.9
Increases	4,407.6	70,418.3		207.0	75,032.9
Decreases	-787.7			-65.8	-853.5
Transfers between items	104.2			232.3	336.5
Acquisition cost Dec. 12.	55,064.0	70,418.3	3,416.2	5,614.4	134,512.9
Accumulated depreciation and write-downs	24,056.2		2,809.0	4,042.3	30,907.5
Translation difference	390.1	299.4	378.6	255.7	1,323.8
Accumulated depreciation of decreases and transfers	-678.1			83.5	-594.6
Depreciation for the financial year	9,063.5	4,958.0	228.6	477.2	14,727.3
Accumulated depreciation Dec. 31	32,831.7	5,257.4	3,416.2	4,858.7	46,364.0
Balance sheet value Dec. 31	22,232.3	65,160.9	0.0	755.7	88,148.9

Group,

Intangible assets	Land and waters	Buildings	Machinery and equipment	Other tangible assets	Advance payments and construction in progress	Total
Acquisition cost Jan. 1	6,158.5	77,407.7	163,840.8	521.3	3,996.2	251,924.5
Translation difference			5,730.6	205.1		5,935.7
Increases		8,422.6	20,862.5	2,587.2	5,212.9	37,085.2
Decreases			-11,097.6	-883.7		-11,981.3
Transfers between items			-2,539.8	1,163.7		-1,376.1
Acquisition cost Dec. 12.	6,158.5	85,830.3	176,796.5	3,593.6	9,209.1	281,588.0
Accumulated depreciation and write-downs Jan. 1		36,022.0	123,166.4	148.0		159,336.4
Translation difference			4,531.7	178.2		4,709.9
Accumulated depreciation of decreases and transfers		-11,793.1	1,027.6		-10,765.5	
Depreciation for the financial year		2,438.6	17,760.2	391.6		20,590.4
Accumulated depreciation Dec. 31	0.0	38,460.6	133,665.2	1,745.4	0.0	173,871.2
Revaluation	500.0	33,402.0				33,902.0
Balance sheet value Dec. 31	6,658.5	80,771.7	43,131.3	1,848.2	9,209.1	141,618.8

Undepreciated acquisition cost of machinery and equipment on Dec. 31, 1999 was FIM 34,6 million.

Group,

Investments	Shares and holdings	Other long-term expenditure	Total
Acquisition cost Jan. 1	662.5	1,540.0	2,202.5
Translation difference		447.5	447.5
Increases		52.1	52.1
Decreases	-164.6	-147.8	-312.4
Balance sheet value Dec. 31	497.9	1,891.8	2,389.7

Parent Company,

Intangible assets	Intangible rights	Other long-term receivables	Total
Acquisition cost Jan. 1	41,574.2	3,351.4	44,925.6
Increases	4,243.0		4,243.0
Decreases	-783.5		-783.5
Transfers between items			
Acquisition cost Dec. 31	45,033.7	3,351.4	48,385.1
Accumulated depreciation and write-downs	22,595.2	2,826.9	25,422.1
Accumulated depreciation of decreases and transfers	-699.6		-699.6
Depreciation for the financial year	6,002.4	36.3	6,038.7
Accumulated depreciation Dec. 31	27,898.0	2,863.2	30,761.2
Balance sheet value Dec. 31	17,135.7	488.2	17,623.9

Parent Company,

Tangible assets	Land and waters	Buildings	Machinery and equipment	Other tangible assets	Advance payments and construction in progress	Total
Acquisition cost 1.1.	6,158.5	77,407.7	124,297.6	162.9	3,996.2	212,022.9
Increase		8,422.6	12,562.1		3,914.4	24,899.1
Decrease			-8,848.1			-8,848.1
Transfers between items						0.0
Acquisition cost Dec. 31	6,158.5	85,830.3	128,011.6	162.9	7,910.6	228,073.9
Accumulated depreciation and write-downs Jan. 1		36,022.0	92,808.1			128,830.1
Accumulated depreciation of decreases and transfers			-8,673.8			-8,673.8
Depreciation for the financial year		2,438.6	13,414.2			15,852.8
Accumulated depreciation Dec. 31	0.0	38,460.6	97,548.5	0.0	0.0	136,009.1
Revaluation	500.0	33,402.0				33,902.0
Balance sheet value Dec. 31	6,658.5	80,771.7	30,463.1	162.9	7,910.6	125,966.8

Undepreciated acquisition cost of machinery and equipment on Dec. 31, 1999 was FIM 28.56 million.

Parent Company,

Investments	Subsidiary shares	Other shares and holdings	Long-term receivables from Group companies	Total
Acquisition cost 1.1.	21 386.3	488.8		21,875.1
Increase			63,919.8	63,919.8
Decrease		-164.6		-164.6
Transfers between items				0.0
Balance sheet value Dec. 31	21 386.3	324.2	63,919.8	85,630.3

10. Group companies

	Group holding %	Parent company holding %
Vaisala Limited, Birmingham, Great Britain	100%	100%
Vaisala TMI Limited, Birmingham, Great Britain	100%	0%
Vaisala Pty Ltd, Hawthorn, Australia	100%	100%
Vaisala GmbH, Hamburg, Germany	100%	100%
Vaisala KK, Tokyo, Japan	100%	100%
Vaisala Holding Inc., Woburn, USA	100%	100%
Vaisala Inc., Woburn, USA	100%	0%
Tycho Technology Inc., Woburn, USA	100%	0%
Vaisala S.A., Argentina	100%	100%
Vaisala S.A., Saint-Quentin-En-Yvelines, France	100%	100%

All subsidiaries have been included in the consolidated financial statements.

(FIM 1,000)	Group		Parent Company	
	1999	1998	1999	1998
11. Deferred tax assets and liabilities				
Deferred tax assets				
Consolidation	4,920.7		-	
Timing differences	4,248.9		4,087.0	
	9,169.6		4,087.0	
Deferred tax liabilities				
Provisions	8,930.4			
Timing differences	30.8		-	
	8,961.2		0,0	
Deferred tax assets/liabilities, net	208.4			
The deferred tax liability arising from revaluation has not been taken into account. If realized, the tax effect of revaluation would be FIM 9,831.6 thousand at the current tax rate.				
12. Shareholders' equity				
The parent company's FIM 10 nominal value shares are divided into series, with 856,390 Series K shares (20 votes/share) and 3,431,610 Series A shares (1 vote/share). The company has redeemed 300 of its own Series A shares. In accordance with the Company Articles, Series K shares can be converted into Series A shares through a procedure defined in detail in the Company Articles.				
Share capital				
Series A	34,316.1	34,304.1	34,316.1	34,304.1
Series K	8,563.9	8,575.9	8,563.9	8,575.9
Redeemed by the company	3.0	3.0	3.0	3.0
Share capital Dec. 31	42,883.0	42,883.0	42,883.0	42,883.0
Share issue Dec. 27, 1999	544.5	-	544.5	-
Reserve fund Jan. 1	22,929.5	22,898.4	22,297.6	22,297.6
Translation difference	131.4	31.1	-	-
Reserve fund Dec. 31	23,060.9	22,929.5	22,297.6	22,297.6
Profit from previous years Jan. 1	438,093.0	368,401.7	337,334.5	287,693.2
Accumulated provisions Jan. 1	25,707.3			
Dividends paid	-34,304.0	-34,304.0	-34,304.0	-34,304.0
Translation difference	22,675.3	-1,435.9		
Profit from previous years Dec. 31	452,171.6	332,661.8	303,030.5	253,389.2
Profit for the financial year	134,467.5	105,431.2	126,916.6	83,945.3
Total equity	653,127.5	503,905.5	495,672.2	402,515.1
Distributable equity				
Accumulated profit funds Dec. 31	452,171.6	332,661.8	303,030.5	253,389.2
Profit for the financial year	134,467.5	105,431.2	126,916.6	83,945.3
- Accumulated provisions included in accumulated profit	-21,864.0	0.0		
Distributable profit funds Dec. 31.	564,775.1	438,093.0	429,947.1	337,334.5
Accumulated provisions				
Accumulated depreciation difference				
Intangible rights	2,192.9	3,010.8	2,192.9	3,010.8
Buildings	22,811.4	23,898.6	22,811.4	23,898.6
Machinery and equipment	5,446.6	8,648.8	5,446.6	8,648.8
Total accumulated depreciation difference	30,450.9	35,558.2	30,450.9	35,558.2
Other voluntary provisions	343.5	146.4		
Deferred tax liability on accumulated provisions	-8,930.4		-	
Accumulated provisions included in profit funds	21,864.0			

(FIM 1,000)	Group		Parent Company	
	1999	1998	1999	1998
13. Obligatory provisions				
Quality expense reserve	7,520.0	2,420.0	7,520.0	2,420.0
Pension reserve	2,500.0	1,750.0	2,500.0	1,750.0
Tax reserve	3,119.6	3,919.5	3,119.6	3,919.5
Total obligatory provisions	13,139.6	8,089.5	13,139.6	8,089.5
14. Non-current liabilities				
Liabilities maturing within five years or more				
Other non-current liabilities	638.5	1,215.1	638.5	1,215.1
Warrant bond				
Other non-current liabilities include a FIM 105,000 warrant bond, payable in a single sum on March 26, 2000 in accordance with the loan conditions. The bond pays no interest. 500 warrants have been issued for each bond, with a nominal value of FIM 500. Each warrant entitles its holder to subscribe one new Series A FIM 10 nominal value share at a price of FIM 341 less the dividend per share paid after March 17, 1997 and the related tax credit. The subscription price was FIM 311.14 per share on December 31, 1999. Shares can be subscribed gradually between December 1, 1999 and March 31, 2003. The warrants give entitlement to 2.4% of company shares and 0.5% of the votes. A total of 1,750 warrants were exercised to subscribe 1,750 Series A shares during the past year. The shares were fully paid but not registered.				
15. Accrued expenses and deferred income				
Wages, salaries and wage-related liabilities	49,066.8	26,607.2	32,599.5	20,663.2
Tax liabilities	36,206.8	6,894.2	21,178.9	4,597.6
Other accrued expenses and deferred income	17,545.7	624.1	8,273.2	1,924.2
	102,819.3	34,125.5	62,051.6	27,185.0
16. Receivables and liabilities from other companies in the Vaisala Group				
Non-current loan receivables			63,919.8	
Current loan receivables			7,115.4	11.4
Trade receivables			42,953.7	31,785.1
Prepaid expenses and accrued income			1,375.0	
Total receivables			115,363.9	33,794.5
Trade payables			2,142.7	1,665.7
Accrued expenses and deferred income				84.8
Total liabilities			2,142.7	1,750.5
17. Contingent liabilities and pledges given				
For own loans/commitments				
Mortgages	-	-	-	-
Guarantees	59,170.7	34,785.3	58,408.6	34,053.3
For Group companies				
Guarantees				280.1
Other own liabilities				
Bill liabilities		1,530.8		
Pledges given	2,553.0	1,786.1	661.3	209.0
Leasing liabilities				
Payable during the financial year	10,758.4	5,687.0	4,089.9	4,001.0
Payable later	22,949.3	12,084.2	4,274.2	4,335.3
	33,707.7	17,771.2	8,364.1	8,336.3
Total contingent liabilities and pledges given	95,431.4	55,873.4	67,434.0	42,878.7
Derivative contracts				
Capital of off-balance sheet contracts made to hedge against exchange rate and interest risks				
Currency forwards	115,616.0	46,701.7	115,616.0	46,701.7
Total capital	115,616.0	46,701.7	115,616.0	46,701.7

Distribution of profits and auditor's report

Proposals by the Board of Directors to the Annual General Meeting

The Board of Directors proposes that the accounts for the financial year January 1, 1999 to December 31, 1999 be adopted by the Annual General Meeting in the form presented by the Board.

The Group's distributable funds total FIM 564,775,100 and the parent company's distributable funds FIM 429,947,084.06.

The Board of Directors proposes that a dividend of FIM 10.00 per share, corresponding to a total of FIM 42,897,500, be paid for the financial year January 1, 1999 to December 31, 1999.

Vantaa, February 17, 2000

Raimo Voipio
Chairman

Pekka Hautojärvi

Matti Ilmari

Yrjö Neuvo

Mikko Voipio

Gerhard Wendt

Pekka Ketonen
President and CEO

To the shareholders of Vaisala Oyj

We have audited the accounting, financial statements and corporate governance of Vaisala Oyj for the financial year January 1 to December 31, 1999. The financial statements prepared by the Board of Directors and the Chief Executive Officer include a report on operations and an income statement, a balance sheet and notes to the accounts for both the Group and the parent company. Based on our audit, we express the following opinion on these financial statements and on corporate governance.

We have conducted the audit in accordance with Finnish Standards on Auditing. Those standards require that we perform the audit to obtain reasonable assurance on whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used, as well as evaluating the overall financial statement presentation. The purpose of the audit of corporate governance is to ensure that the members of the Board of Directors and the Chief Executive Officer have legally complied with the provisions of the Companies Act.

In our opinion, the financial statements have been prepared in accordance with the Accounting Act and other rules and regulations relevant to the preparation of financial statements, and give a true and fair view of Vaisala Oyj's and the Group's results and financial position. The financial statements can be approved and the members of the Board of Directors and the Chief Executive Officer of the parent company can be discharged from liability for the financial year audited by us. The proposal by the Board of Directors concerning the disposal of the distributable funds is in compliance with the Companies Act.

Vantaa, February 21, 2000

SVH Pricewaterhouse Coopers Oy
Authorized Public Accountants

Jukka Ala-Mello
Authorized Public Accountant

Tauno Haataja
Authorized Public Accountant

Shares and shareholders, December 31, 1999

Share capital and shares

Vaisala Oyj's share capital is FIM 42,883,000 and the nominal value of each share is FIM 10. Of the total number of shares, there are 856,390 (20%) in Series K and 3,431,610 (80%) in Series A. The company has redeemed 300 Series A shares.

Series K shares carry twenty (20) votes each at shareholders' meetings and Series A shares one (1) vote each. Both series entitle their holders to the same amount of dividend. During the financial year, 1,750 warrants were exercised to subscribe 1,750 Series A shares; these shares were fully paid but not registered.

Management holdings

Vaisala Oyj's Board of Directors held and controlled 338,248 shares on December 31, 1999, accounting for 16.7% of total votes. The exercise of warrants may result in a holding of 0.3% of all shares and 0.1% of all votes.

Authorizations

At the end of 1999, the Board had no authorization to raise the share capital or issue convertible or warrant bonds. No authorization was granted to redeem the company's own shares.

Largest shareholders, Dec. 31, 1999

	% of votes	% of Series K Shares	% of Series A Shares	% of total shares
Finnish Academy of Science and Letters	22,9	25,5	9,4	12,6
Tekele Oy	12,2	13,2	7,5	8,6
Mikko Voipio	7,7	8,8	2,4	3,6
Anja Caspers	7,1	8,2	1,4	2,8
Raimo Voipio	5,8	6,6	1,8	2,8
Tauno Voipio	4,2	4,6	2,2	2,6
Henki-Sampo Insurance Company	3,7	3,6	4,2	4,1
Inkeri Voipio	2,7	0	15,9	12,7
Jaakko Väisälä estate	1,7	1,7	1,2	1,3
Minna Väisälä	1,3	1,5	0,1	0,4
Varma Sampo	0,8	0	4,8	3,9
Ilmarinen Mutual Pension Insurance Company	0,5	0	3,3	2,6
Nominee registered	1,8	0	10,9	8,7

The proportion of Vaisala Oyj shares owned by Inkeri Voipio fell to 12.7% on October 25, 1999 and the proportion of votes carried by her to 2.7%. The proportion of votes held by Anja Caspers rose to 7.1% and that by Raimo Voipio to 5.8%. (Securities Market Act section 2:9).

Ownership structure by owner type, December 31, 1999

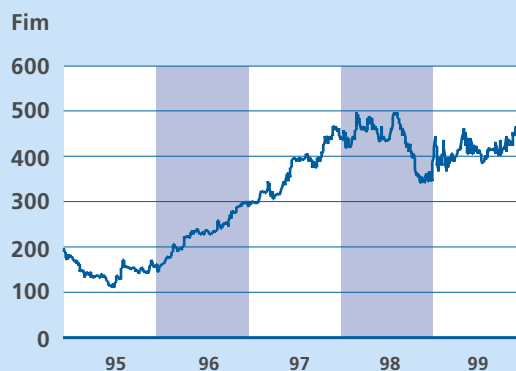
	Number of owners	% of votes	% of Series K Shares	% of Series A Shares	% of total shares
Companies	131	12.8	13.2	10.7	11.2
Financial and insurance institutions*	35	6.9	3.6	23.5	19.6
Municipalities	11	2	0	11.7	9.4
Non-profit organizations	44	23	25.5	10.5	13.5
Private individuals	1,833	48.2	49.5	42	43.5
Outside Finland	6	7.1	8.2	1.5	2.8
Not transferred to the book-entry system		0	0	0.1	0
Total	2,060	100.0	100.0	100.0	100.0

*including nominee registered

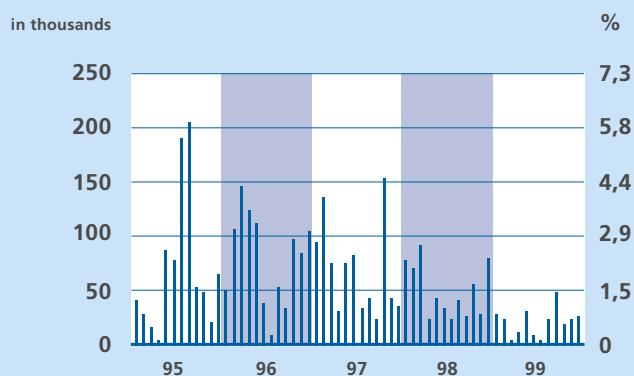
Ownership structure by shareholding, December 31, 1999

Number of shares	Owners	% of owners	% of votes	% of total shares.	owners of K shares	% of K shares	owners of A shares	% of A shares
1-100	1,408	68.4	0.4	1.8	4	0	1,407	2.2
101-1000	503	24.4	1.1	4.2	7	0.4	501	5.3
1001-10000	101	4.9	6.5	8.1	34	16.6	97	9.3
10001-100000	37	1.8	22.6	20.7	14	44.3	32	27.1
100001-	11	0.5	69.4	65.1	2	38.7	7	56
Not transferred to the book-entry system		0.0	0.1	0.1		0.0		0.1
Total	2,060	100	100	100	61	100	2,044	100

Series A share, performance



Series A share, monthly trading



Shares in Figures

		1999	1998	1997	1996	1995
Earnings/share (EPS)	FIM	29.93	23.88	28.49	16.91	14.09
Earnings/share (EPS), calculated taking into account the dilution impact of the bond with warrants	FIM	29.40	23.51	28.13	-	-
Shareholders' equity/share	FIM	152.32	123.51	109.02	83.20	69.97
Dividend/share	FIM	*10.00	8.00	8.00	5.50	5.00
Dividend/earnings	%	**33.4	33.5	28.1	32.5	35.5
Effective dividend yield	%	2.2	1.9	1.7	1.8	3.1
Price/earnings (P/E)		15.4	17.6	16.1	17.7	11.3
A-share trading						
highest	FIM	475.66	506.00	470.00	305.00	200.00
lowest	FIM	368.64	340.00	295.00	150.00	114.00
weighted average	FIM	414.26	430.10	371.86	233.81	143.83
at balance sheet date	FIM	460.79	420.00	460.00	300.00	159.00
Market capitalisation at balance sheet date ***	FIM million	1,975.9	1,800.9	1,972.5	1,282.9	681.8
A-shares traded						
traded	pcs	258,843	596,195	830,238	960,958	839,126
% of entire series	%	7.5	17.4	24.2	28.0	24.5
Adjusted number of shares						
A-shares	pcs	4,288,000	4,288,000	4,288,000	4,288,000	4,288,000
K-shares	pcs	3,431,610	3,430,410	3,430,400	3,430,400	3,430,400
	pcs	856,390	857,590	857,600	857,600	857,600
Number of shares at Dec. 31	pcs	4,288,000	4,288,000	4,288,000	4,288,000	4,288,000

* Proposal by the Board of Directors

** Calculated according to the proposal by the Board of Directors

*** Value of A and K shares is here calculated to be equal

The financial ratios have been calculated in accordance with the decision of the Ministry of Finance and the general recommendations of the Accounting Board.

Five years in figures

Consolidated income statement (FIM 1,000)

	12/1999	12/1998	12/1997	12/1996	12/1995
Net sales	864,234	681,575	680,026	506,808	431,141
Other operating income	1,170	2,668	3,754	3,758	4,032
Costs	648,758	514,592	473,828	373,381	327,759
Planned depreciation	35,318	31,790	30,048	25,584	21,870
Operating profit	181,329	137,861	179,905	111,601	85,544
Net financing income/expenses	7,805	5,295	4,138	502	4,225
Profit before extraordinary items, provisions and taxes	189,134	143,156	184,042	112,103	89,769
Extraordinary income and expenses	6,145	0	0	0	10,121
Profit before provisions and taxes	195,279	143,156	184,042	112,103	99,890
Change in provisions	0	4,184	9,972	7,552	1,924
Direct taxes	-60,811	-41,908	-64,651	-39,982	-31,625
Net profit for the year	134,468	105,432	129,363	79,673	70,189

Consolidated balance sheet (FIM 1,000)

	Dec. 31,1999	Dec. 31,1998	Dec. 31,1997	Dec. 31,1996	Dec. 31,1995
ASSETS					
Fixed assets and other long-term investments	232,157	155,757	162,548	167,084	143,325
Inventories	89,083	62,909	64,746	63,847	54,204
Financial assets	523,585	434,473	387,741	259,532	231,238
	844,825	653,139	615,035	490,463	428,767
SHAREHOLDERS' EQUITY AND LIABILITIES					
Shareholders' equity	653,128	503,905	438,777	320,867	256,957
Provisions	0	35,705	39,879	49,843	57,405
Liabilities, total	191,698	113,529	136,379	119,753	114,405
Interest bearing	13,874	13,527	13,019	31,197	34,440
Non-interest bearing	177,824	100,002	123,360	88,556	79,965
Balance sheet total	844,825	653,139	615,035	490,463	428,767

Consolidated income statement (EUR 1,000)

	12/1999	12/1998	12/1997	12/1996	12/1995
Net sales	145,354	114,633	114,372	85,239	72,513
Other operating income	197	449	631	632	678
Costs	109,113	86,548	79,692	62,798	55,125
Planned depreciation	5,940	5,347	5,054	4,303	3,678
Operating profit	30,497	23,187	30,258	18,770	14,387
Net financing income/expenses	1,313	891	696	84	711
Profit before extraordinary items, provisions and taxes	31,810	24,077	30,954	18,854	15,098
Extraordinary income and expenses	1,034	0	0	0	1,702
Profit before provisions and taxes	32,844	24,077	30,954	18,854	16,800
Change in provisions	0	704	1,677	1,270	324
Direct taxes	-10,228	-7,048	-10,874	-6,724	-5,319
Net profit for the year	22,616	17,732	21,757	13,400	11,805

Consolidated balance sheet (EUR 1,000)

	Dec. 31,1999	Dec. 31,1998	Dec. 31,1997	Dec. 31,1996	Dec. 31,1995
ASSETS					
Fixed assets and other long-term investments	39,046	26,196	27,339	28,102	24,106
Inventories	14,983	10,581	10,889	10,738	9,116
Financial assets	88,061	73,073	65,213	43,650	38,891
	142,089	109,850	103,441	82,490	72,113
SHAREHOLDERS' EQUITY AND LIABILITIES					
Shareholders' equity	109,848	84,751	73,797	53,966	43,217
Provisions	0	6,005	6,707	8,383	9,655
Liabilities, total	32,241	19,094	22,937	20,141	19,242
Interest bearing	2,333	2,275	2,190	5,247	5,792
Non-interest bearing	29,908	16,819	20,748	14,894	13,449
Balance sheet total	142,089	109,850	103,441	82,490	72,113

Financial ratios

The financial statements were prepared in accordance with the regulations of the new Accountancy Act. The previous year's figures have been adjusted accordingly.

		1999	1998	1997	1996	1995
Net sales	MFIM	864.2	681.6	680.0	506.8	431.1
exports and international operations	%	96.0	94.0	96.0	96.0	95.0
Operating profit	MFIM	181.3	137.9	179.9	111.6	85.5
% of net sales	%	21.0	20.2	26.5	22.0	19.8
Profit before extraordinary items, provisions and taxes	MFIM	189.1	143.2	184.0	112.1	89.8
% of net sales	%	21.9	21.0	27.1	22.1	20.8
Profit before provisions and taxes	MFIM	195.3	143.2	184.0	112.1	99.9
% of net sales	%	22.6	21.0	27.1	22.1	23.2
Return on equity (ROE)	%	21.7	20.5	29.6	22.1	21.6
Return on investment (ROE)	%	31.4	27.7	41.8	30.5	27.7
Solvency ratio	%	78.6	82.1	77.6	73.4	71.1
Current ratio		3.7	4.9	3.6	3.7	3.3
Gross capital expenditure	MFIM	112.2	27.3	24.1	49.8	34.4
% of net sales	%	13.0	4.0	3.5	9.8	8.0
R&D expenditure						
on machinery and equipment	MFIM	3.0	6.0	4.0	2.0	3.3
R&D expenditure	MFIM	86.0	77.0	67.0	59.0	53.0
% of net sales	%	10.0	11.3	9.9	11.6	12.3
Orderbook on Dec 31.	MFIM	321.0	236.0	221.0	153.0	158.0
Average personnel		895	797	751	697	655
of which outside Finland	%	31.0	27.0	28.0	26.7	25.5

Calculation of financial ratios

Return on equity, ROE %	=	$\frac{\text{Profit before extraordinary items, provisions and taxes less taxes}}{\text{Shareholders' equity (average)}} \times 100$
Return on investment, ROI %	=	$\frac{\text{Profit before extraordinary items, provisions and taxes plus interest and financial expenses}}{\text{Balance sheet total less non-interest bearing liabilities (average)}} \times 100$
Solvency ratio, %	=	$\frac{\text{Shareholders' equity}}{\text{Balance sheet total less advance payments}} \times 100$
Current ratio	=	$\frac{\text{Current assets}}{\text{Current liabilities}} \times 100$
Earnings/share, FIM	=	$\frac{\text{Profit before extraordinary items, provisions and taxes less taxes}}{\text{Average number of shares, adjusted}} \times 100$
Equity/share, FIM	=	$\frac{\text{Shareholders' equity}}{\text{Number of shares at balance sheet date, adjusted}} \times 100$
Dividend/share, FIM	=	$\frac{\text{Dividend}}{\text{Number of shares at balance sheet date, adjusted}} \times 100$
Dividend/earnings, %	=	$\frac{\text{Dividend}}{\text{Profit before extraordinary items, provisions and taxes less taxes}} \times 100$
Effective dividend yield, %	=	$\frac{\text{Dividend/share}}{\text{Share price at balance sheet date}} \times 100$
Price/earnings, FIM	=	$\frac{\text{Share price at balance sheet date}}{\text{Earnings/share}}$
Market capitalisation, MFIM	=	Share price at balance sheet date times number of shares

Board of Directors and Management

Vaisala's Management Board

Pekka Ketonen	President and CEO
Steven Chansky	President of Vaisala Inc., Beginning of November 1999
Kenneth Forss	Sensor Systems Division
Marja Happonen	Human Resources
Jan Hörhammer	Upper Air Division
Olli Karikorpi	Finance
Jussi Mykkänen	Research
Pirjo Syväoja	Information Systems, Until December 1999
Matti Tempakka	Process Development
Hannu Tuominen	Surface Weather Division

Board of Directors

Raimo Voipio	Chairman	1999 - 2002
Yrjö Neuvo	Deputy Chairman	1998 - 2001

Members

Pekka Hautojärvi	1997 - 2000
Matti Ilmari	1999 - 2002
Mikko Voipio	1997 - 2000
Gerhard Wendt	1998 - 2001

President and CEO

Pekka Ketonen

Presidents of Subsidiaries

Jens Mogensen	Vaisala GmbH
P. J. Lister	Vaisala Ltd
Peter Eriksson	Vaisala SA
Steven Chansky	Vaisala Inc.
Rauno Sirola	Vaisala KK
Robert Caplikas	Vaisala Pty Ltd

Auditors

Tauno Haataja, APA
SVH Pricewaterhouse Coopers Oy,
Authorised Public Accountants

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Information for Shareholders

Annual General Meeting

The Annual General Meeting of Vaisala Oyj's shareholders will be held at the company's head office, Vanha Nurmijärventie 21, Vantaa, on Thursday 9 March, beginning at 5pm. Shareholders who are registered in the share register maintained by the Finnish Central Securities Depository Ltd. by no later than 3 March 2000 may attend the AGM. Shareholders whose shares have not been transferred to the book-entry securities system may also attend the AGM provided that such shareholders were registered in the company's share register before 21 October 1994. In such cases, shareholders must, at the AGM, present their share certificates or some other evidence that their shareholding rights have not been transferred to the book-entry securities system.

Shareholders wishing to attend the AGM must notify the company by no later than 4pm on Friday 3 March 2000. Notification may be made either by letter addressed to Vaisala Oyj, Nina Andersin, P.O. Box 26, FIN-00421 Helsinki, Finland, or by telefax +358 9 894 9206, or by e-mail nina.andersin@vaisala.com, or by telephone on weekdays between 8am and 4pm Finnish time, Phone +358 9 894 9201. Letters authorising a proxy to vote on behalf of a shareholder should be sent to the company before expiry of the notification deadline.

Payment of dividend

The Board of Directors will propose to the Annual General Meeting that a dividend of FIM 10.00 per share be paid on the 1999 financial year. The record date for dividend payment is 14 March 2000 and, subject to approval of the Board's proposal, the dividend will be paid on 21 March 2000.

Shareholders cannot be paid a dividend until they have transferred their shares to the book-entry securities system.

Financial reviews in 2000

Vaisala will publish a four-month Interim Report on 5 June, and an eight-month Interim Report on 28 September 2000.



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