

**Vaisala Group
Result 2001
Scandic Hotel,
Helsinki**

**Pekka Ketonen,
President and CEO**

“Measuring the Environment”



Purpose of our business

Vaisala develops, manufactures and markets products and services for environmental and industrial measurement.

The purpose of these measurements is to provide a basis for

- better quality of life,
- cost savings,
- protection of the environment,
- improved safety,
- better performance.

We target at global market leadership.

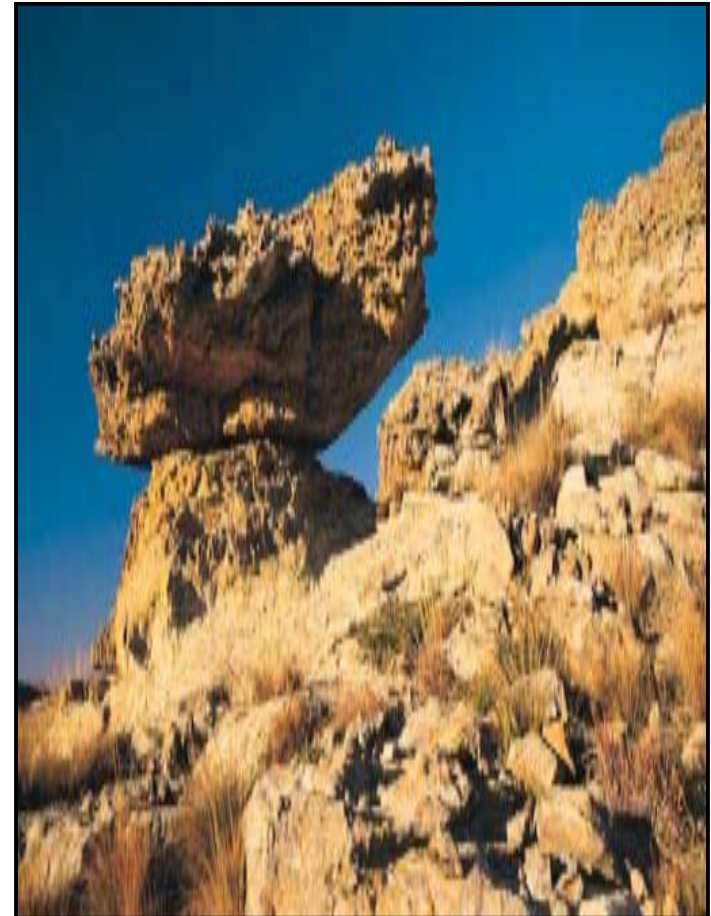


Market leadership

Vaisala's target is to be a global market leader.

Currently we are number one in:

- upper air sounding systems
- aviation weather systems
- surface weather observations
- road weather
- relative humidity measurement
- barometric pressure measurement
- wind profiling



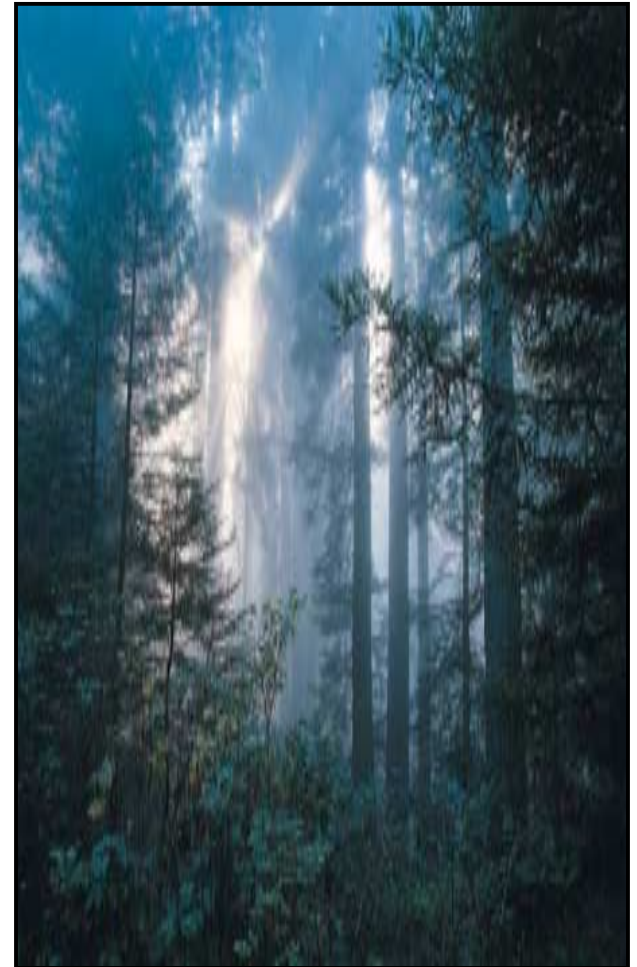
Strategy

We aim to grow with an average of 15 % annually and maintain the good profitability.

We focus on businesses, where we can be the world leader, the preferred supplier.

Our competitive strategy is based on product leadership value discipline.

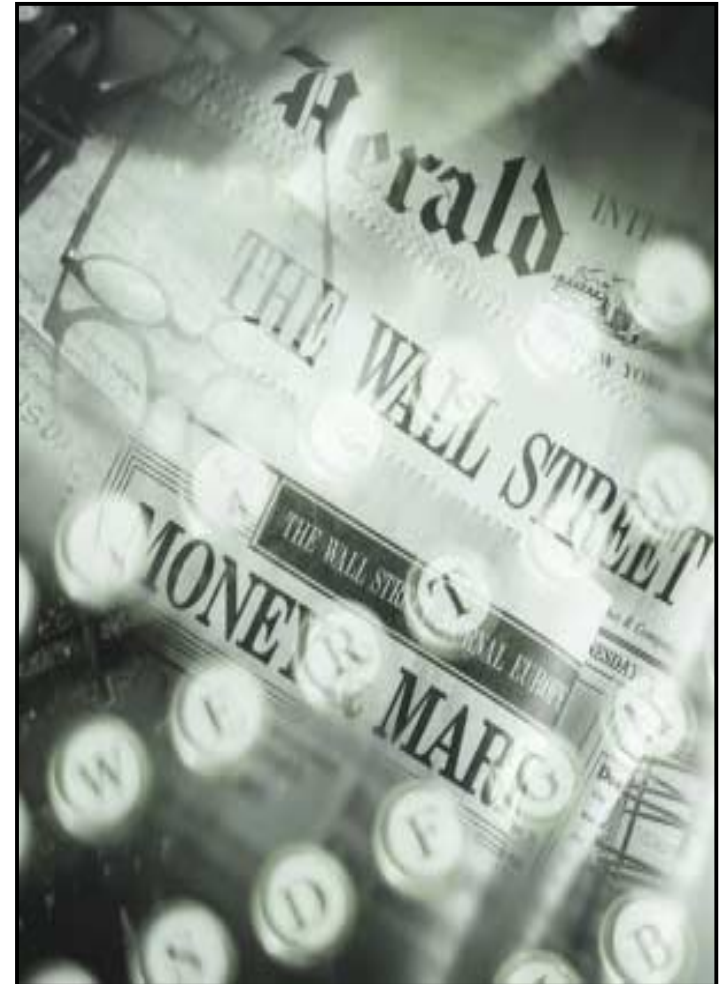
We secure our competitive advantage through economies of scale and scope.



Growth strategy

15 % annual growth through:

- We aim to win more marketshare in current businesses.
- We aim to provide more comprehensive product range to our existing customers.
- We aim to achieve this by both organic growth and acquisitions.



Vaisala's four divisions



Major Customer Groups

- **Meteorological Institutes**
- **Aviation and Road Authorities**
- **Land and Water Resource Management Agencies**
- **Defense Forces**
- **Industry**



Upper Air Division 2001

- **Most important products: radiosondes, dropsondes, land-based equipment**
- **The division's net sales in 2001 totaled 69.9 M€ (72.0 M€)**
- **The division maintained its strong position as the market leader.**
- **Major contracts: United States National Weather Service, U.K. Met Office.**



Surface Weather Division 2001

- **Most important products: automatic weather stations, road traffic and aviation weather systems, meteorological sensors and displays.**
- **The division's net sales totaled 65.0 M€ (62.8 M€)**
- **The division increased its market share.**
- **Major contracts: Turkey (10 airports), Helsinki-Vantaa, Poland, Rumania, Brazil**



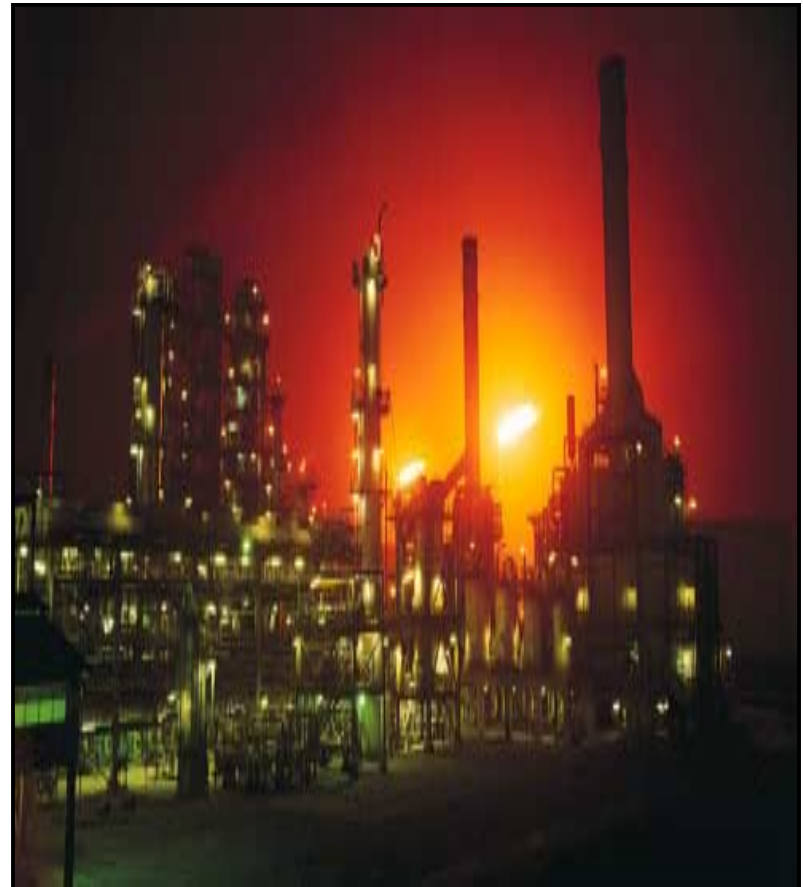
Remote Sensing Division 2001

- **Established in September 2001**
- **Most important products: wind profilers and lightning detection systems**
- **The divisions net sales totaled 3.8 M€**
- **Remote Sensing is a growing observation area in aviation, meteorology, climatology, hydrology and in the study of air quality.**



Sensor Systems Division

- **Most important products: sensors for measuring relative humidity, dew point, moisture in materials, barometric pressure, carbon dioxide and ammonia.**
- **The divisions net sales totaled 45.1 M€ (44.7 M€)**
- **Main activities: Ammonia detector launched, accredited calibrations, two major contracts for carbon dioxide transmitters (building automation applications).**



Vaisala Group 12/2001

EUR mio	12/2001	12/2000	Change-%
NET SALES	183.5	179.5	2%
OPERATING PROFIT	29.7	31.0	-4%
	16.2%	17.3%	
FINANCIAL INCOME	0.9	2.6	-66%
PROFIT BEFORE EXTRAORDINARY ITEMS	30.6	33.7	-9%
	16.7%	18.7%	
EXTRAORDINARY ITEMS	0.0	0.0	0%
TAXES	9.9	10.7	-7%
NET PROFIT	20.9	23.0	-9%
	11.4%	12.8%	

Vaisala Group 12/2001

MEUR	12/2001	12/2000	Change-%
Fixed assets	47.1	46.1	2%
Inventories	21.4	18.8	13%
Receivables	56.9	45.8	24%
Cash	45.5	54.6	-17%
Shareholders' equity	137.9	127.4	8%
Obligatory reserves	1.8	2.8	-36%
Liabilities	31.1	35.2	-12%
Balance sheet total	170.9	165.3	3%
Capital expenditure	12.1	14.7	-18%
New orders received	176.3	176.7	0%
Orderstock	57.8	57.3	1%
Personnel (average)	1 115	1 016	10%
Solvency ratio (%)	83%	78%	

Vaisala Group 12/2001

Goodwill depreciation

- EUR 3.8 mio (EUR 3.7 mio)
- Goodwill is depreciated in 5 years.

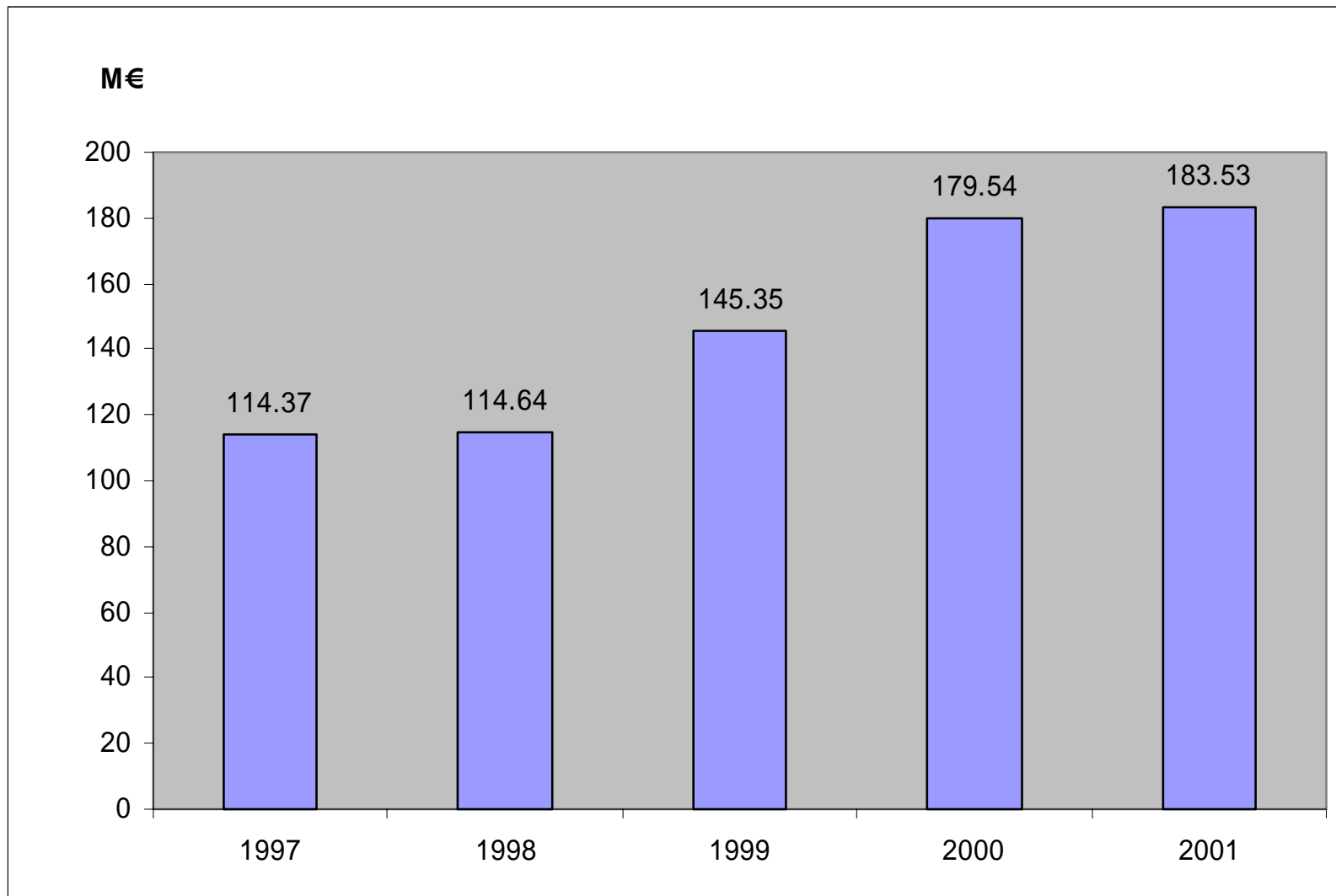
Income statement

- Solvency ratio excellent 82.9 % (78.2 %)
- Cash EUR 45 mio (EUR 55 mio)

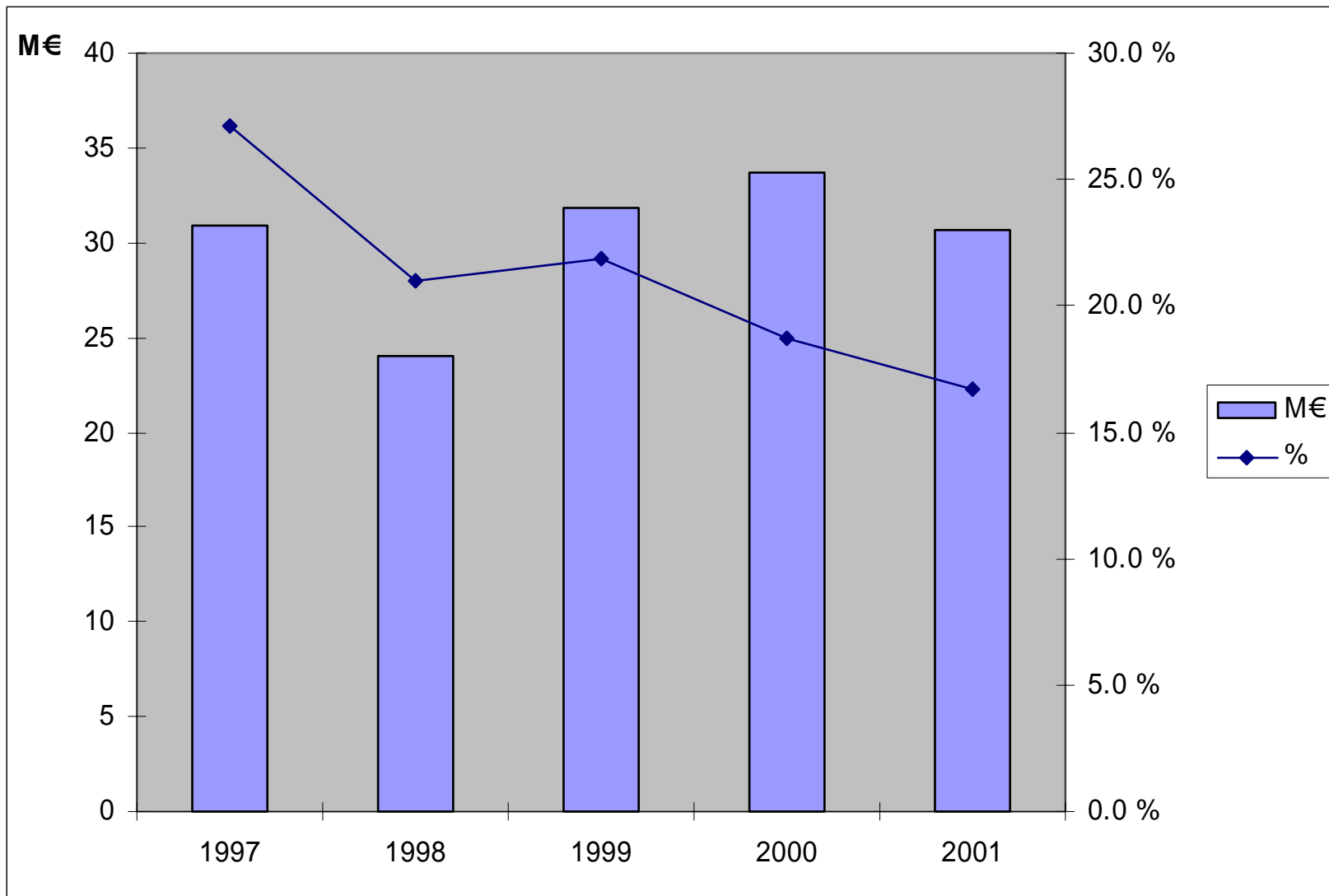
Capital expenditure

- Acquisition of Radian International LCC's Meteorological Systems Unit
- Information systems
- Premises

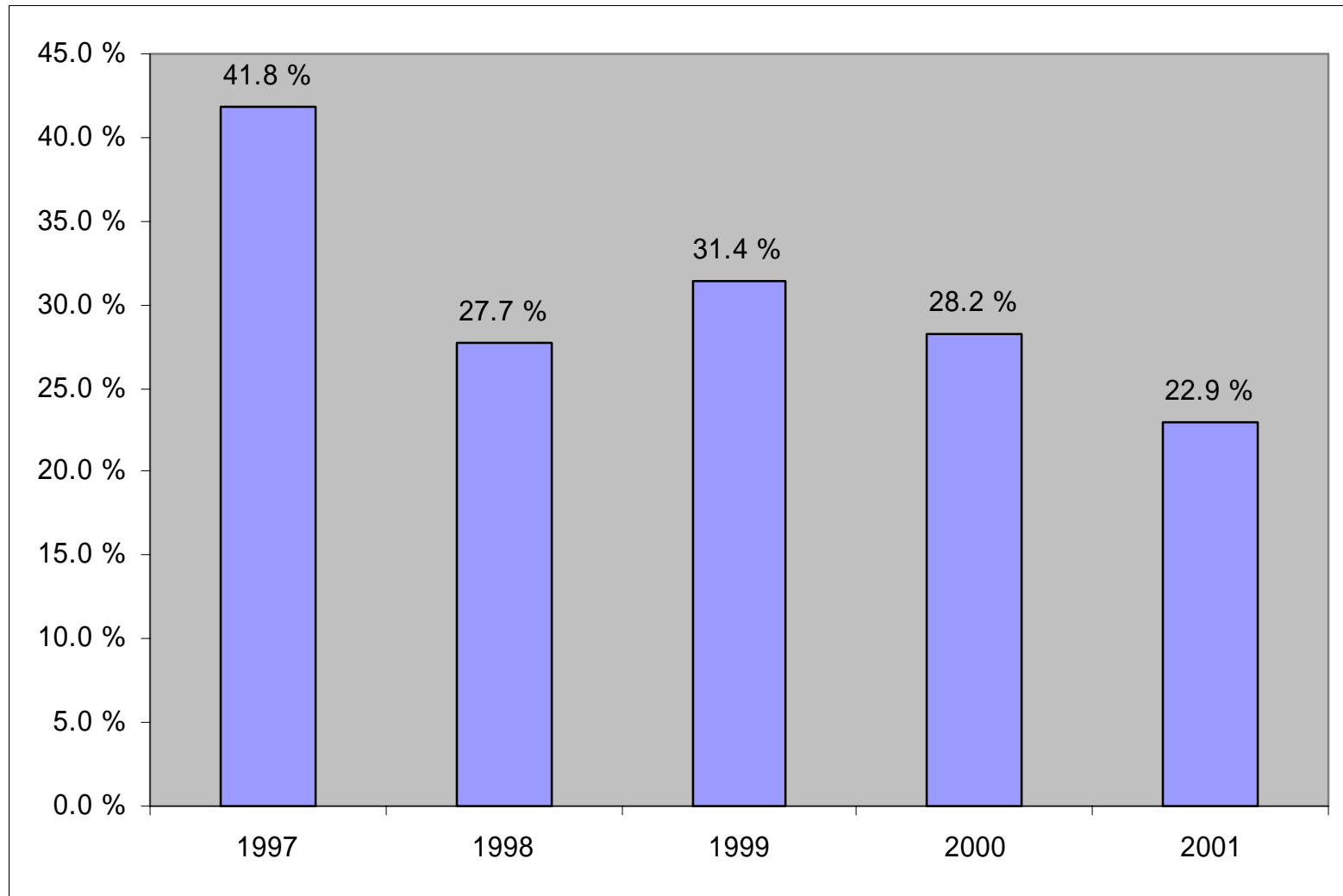
Net Sales



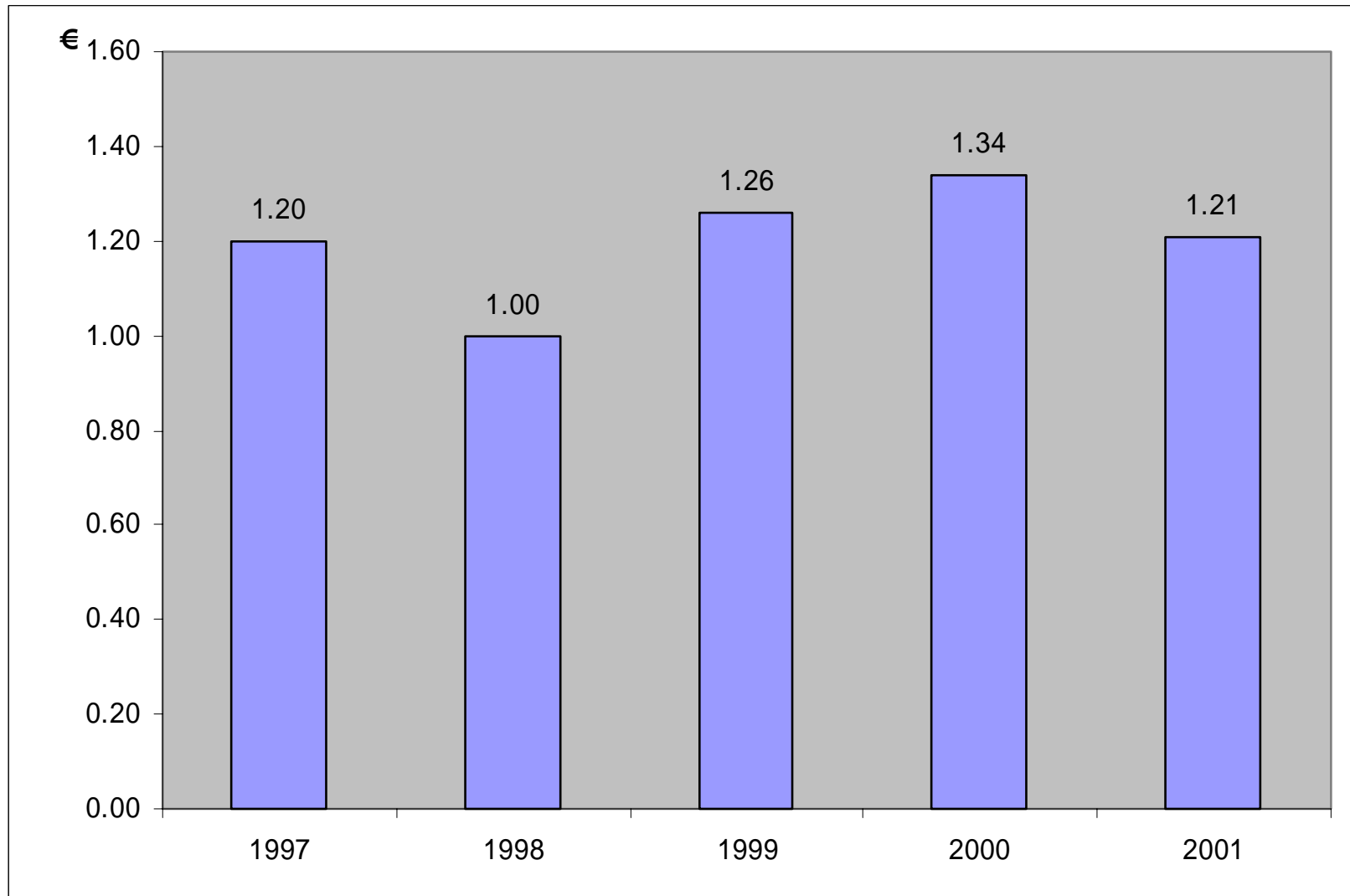
Profit before extraordinary items, provisions and taxes



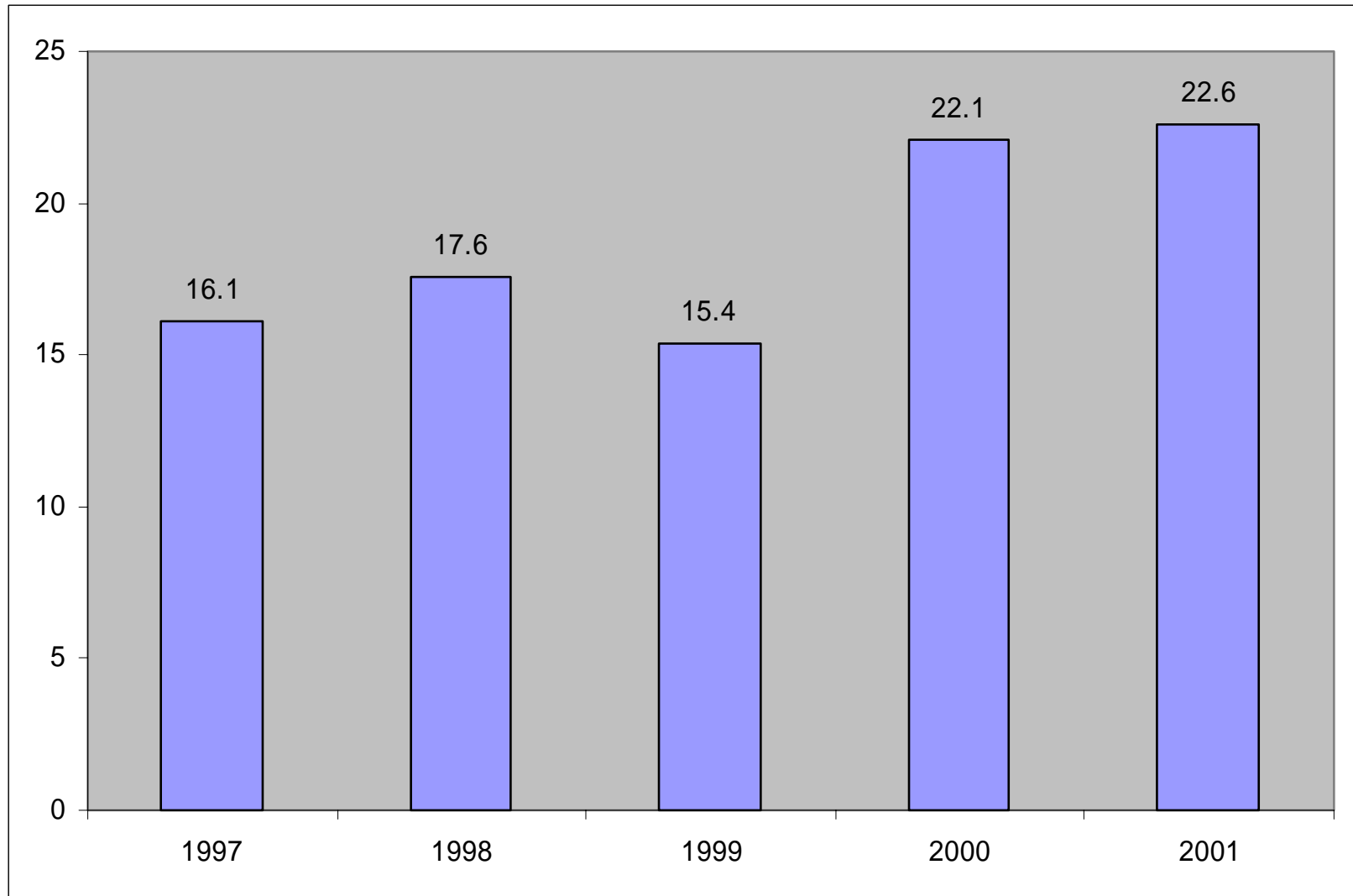
Return on Investment



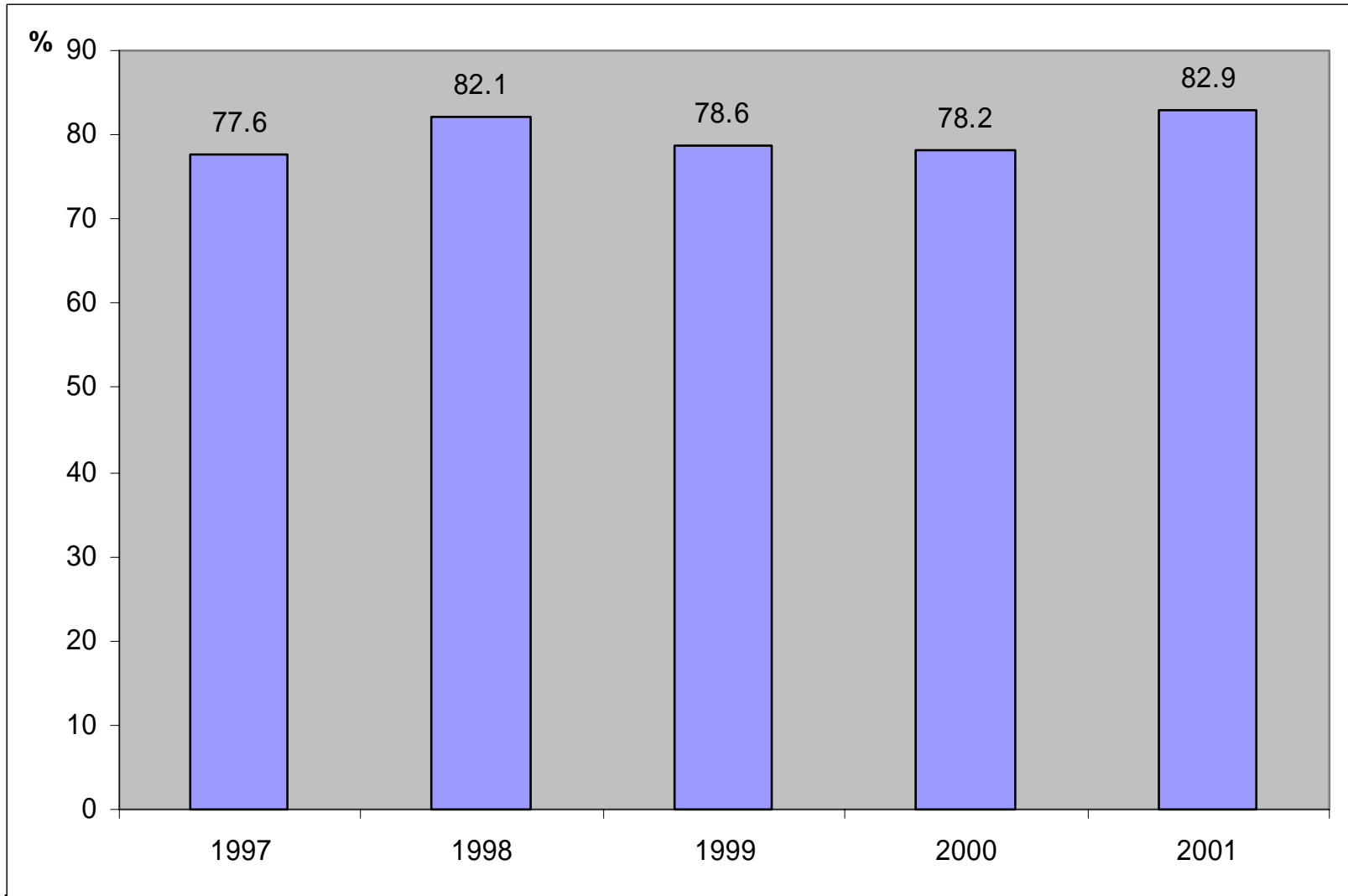
Earnings/share (EPS)



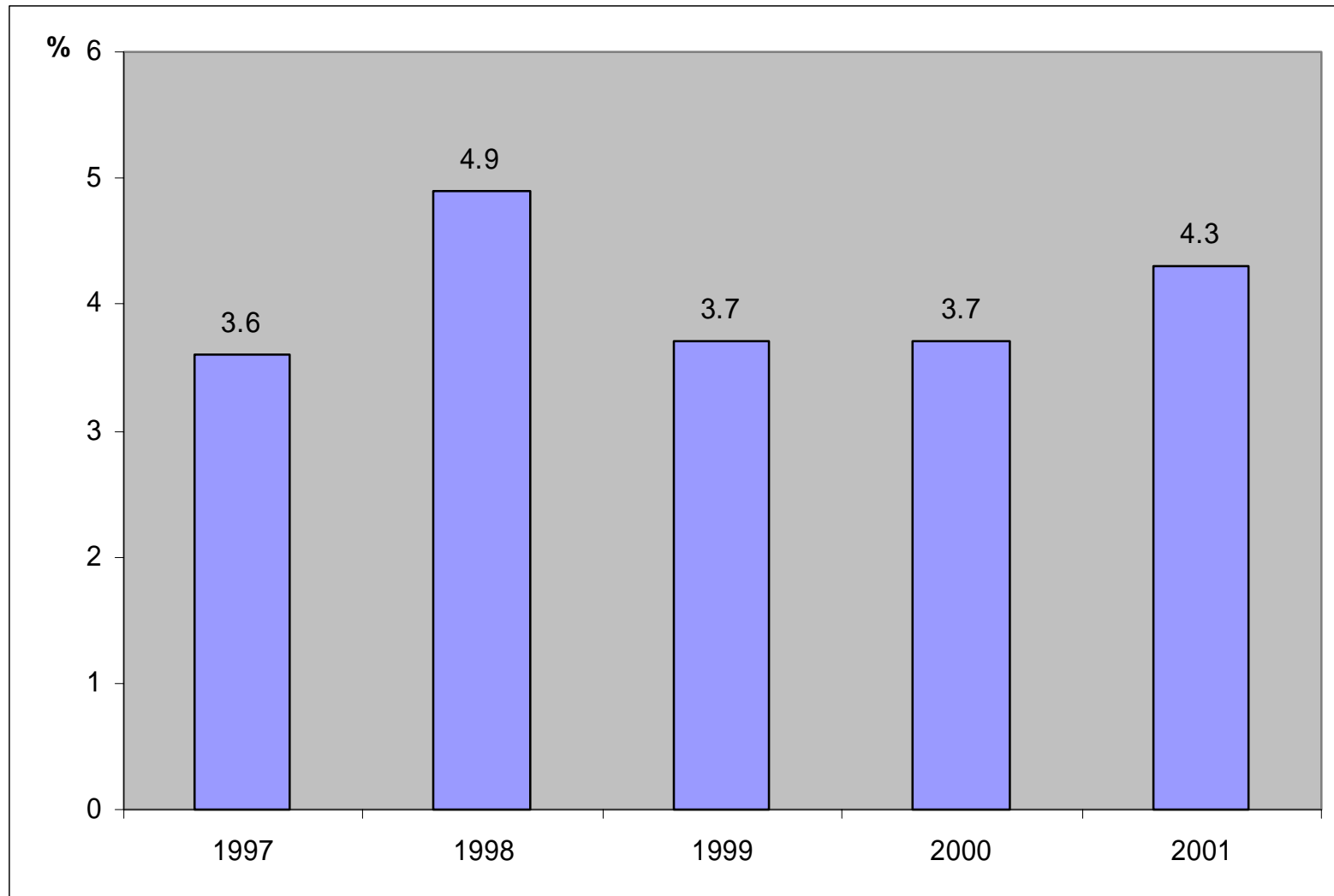
Price/Earnings (PE)



Solvency Ratio



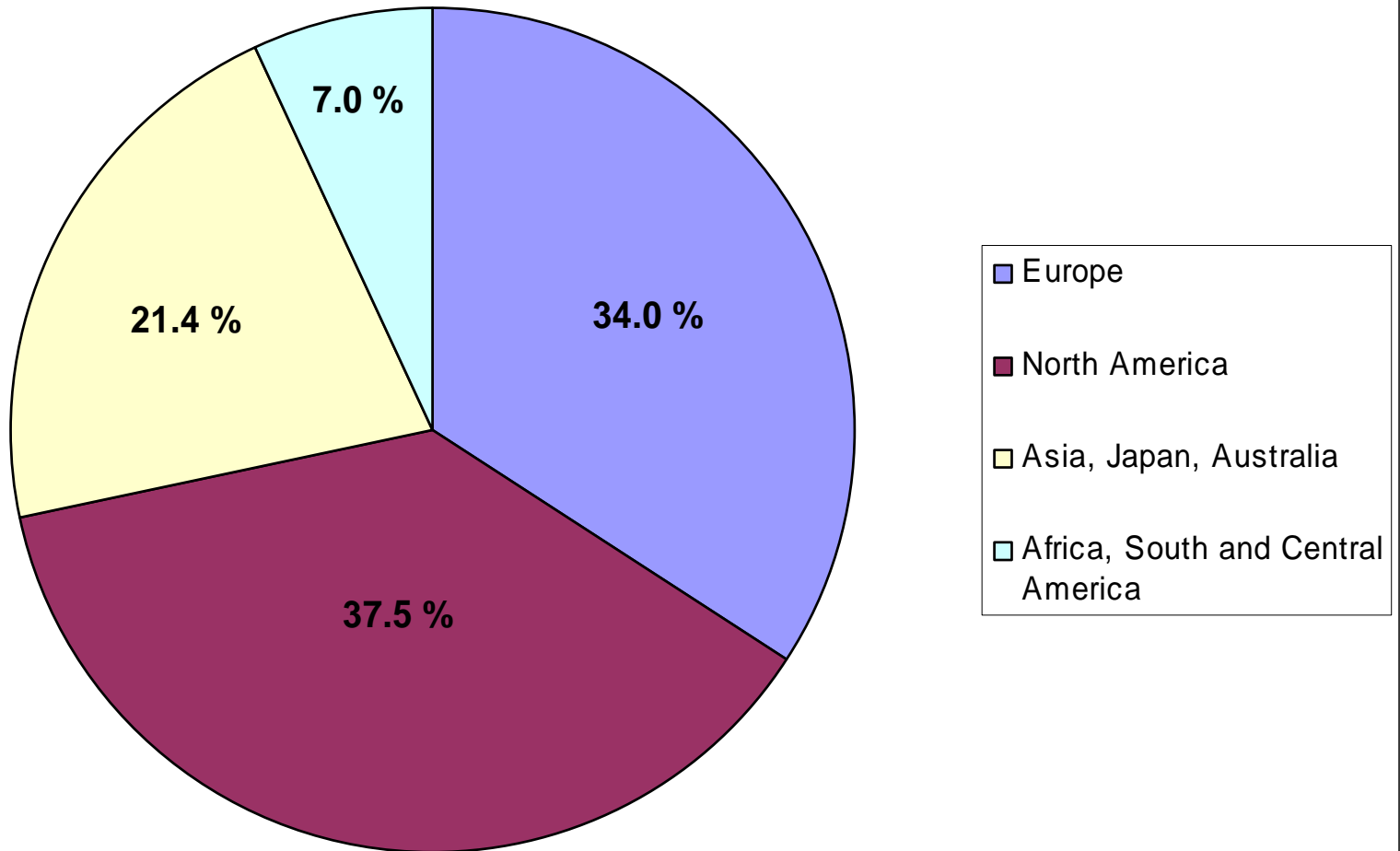
Current Ratio



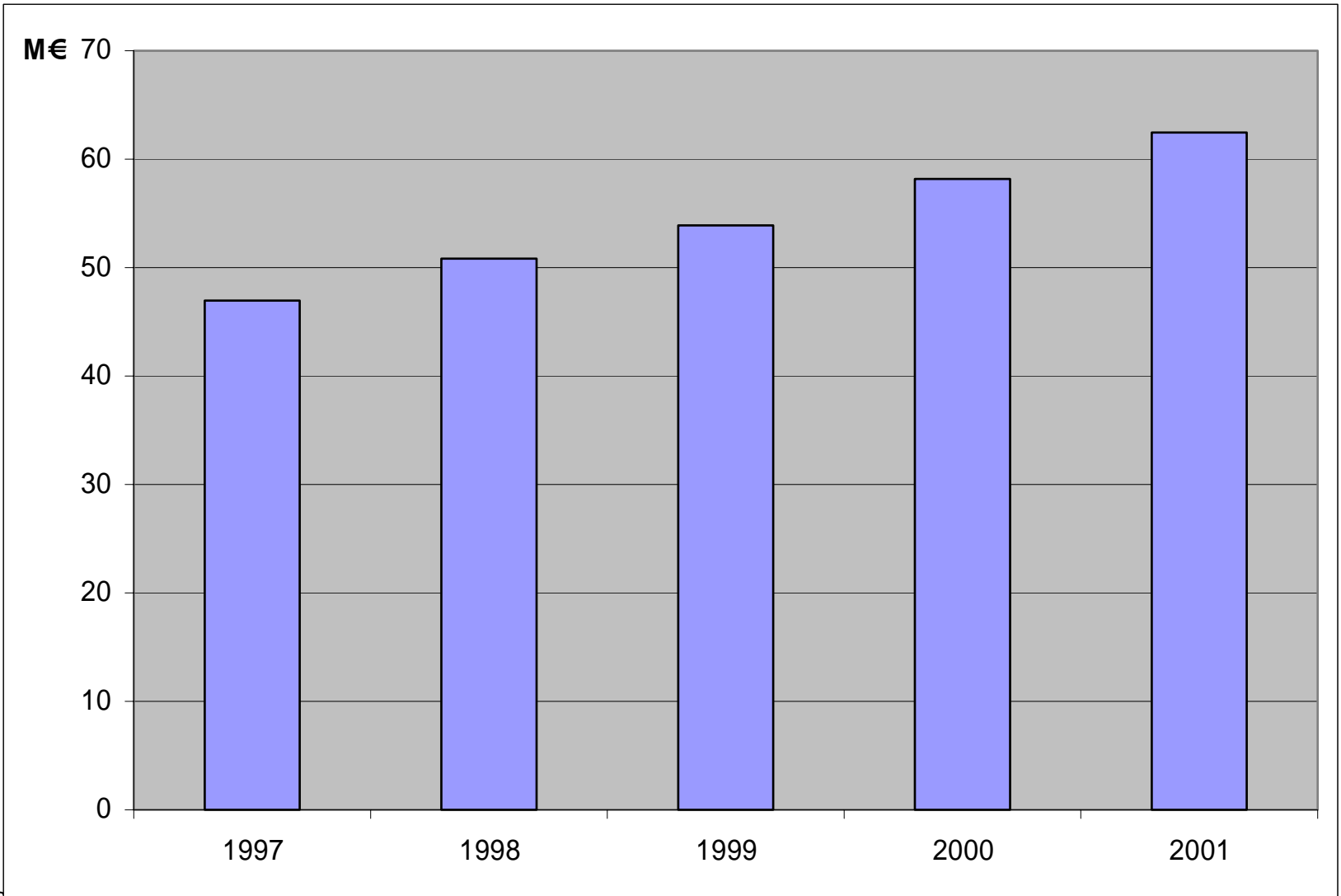
Shareholders December 31, 2001

	% of votes	% of Series K	% of Series A
Finnish Academy of Science and Letters	22.0	25.7	3.6
Tekele Oy	12.3	13.3	7.4
Mikko Voipio	7.7	8.8	2.3
Anja Caspers	7.1	8.2	1.4
Raimo Voipio	5.8	6.6	1.8
Tauno Voipio	4.2	4.6	2.1
Henki-Sampo	4.1	4.0	4.3
Inkeri Voipio	2.7	0	15.8
Jaakko Väisälä estate	1.6	1.8	1.1
Ilmarinen	1.3	0	7.5
Minna Väisälä	1.3	1.5	0.1
Nominee registered	3.0	0	17.7

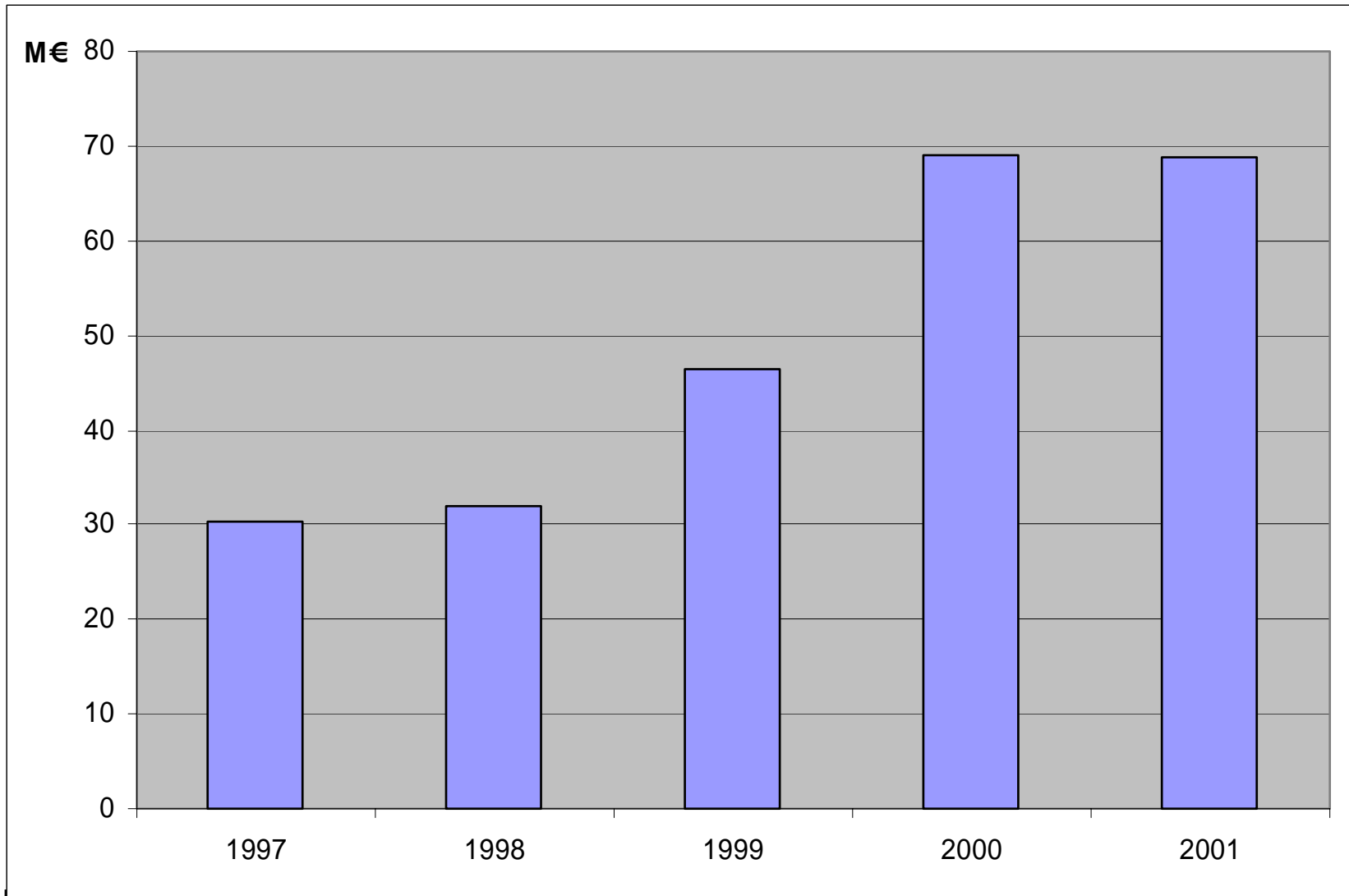
Net Sales by market in 2001



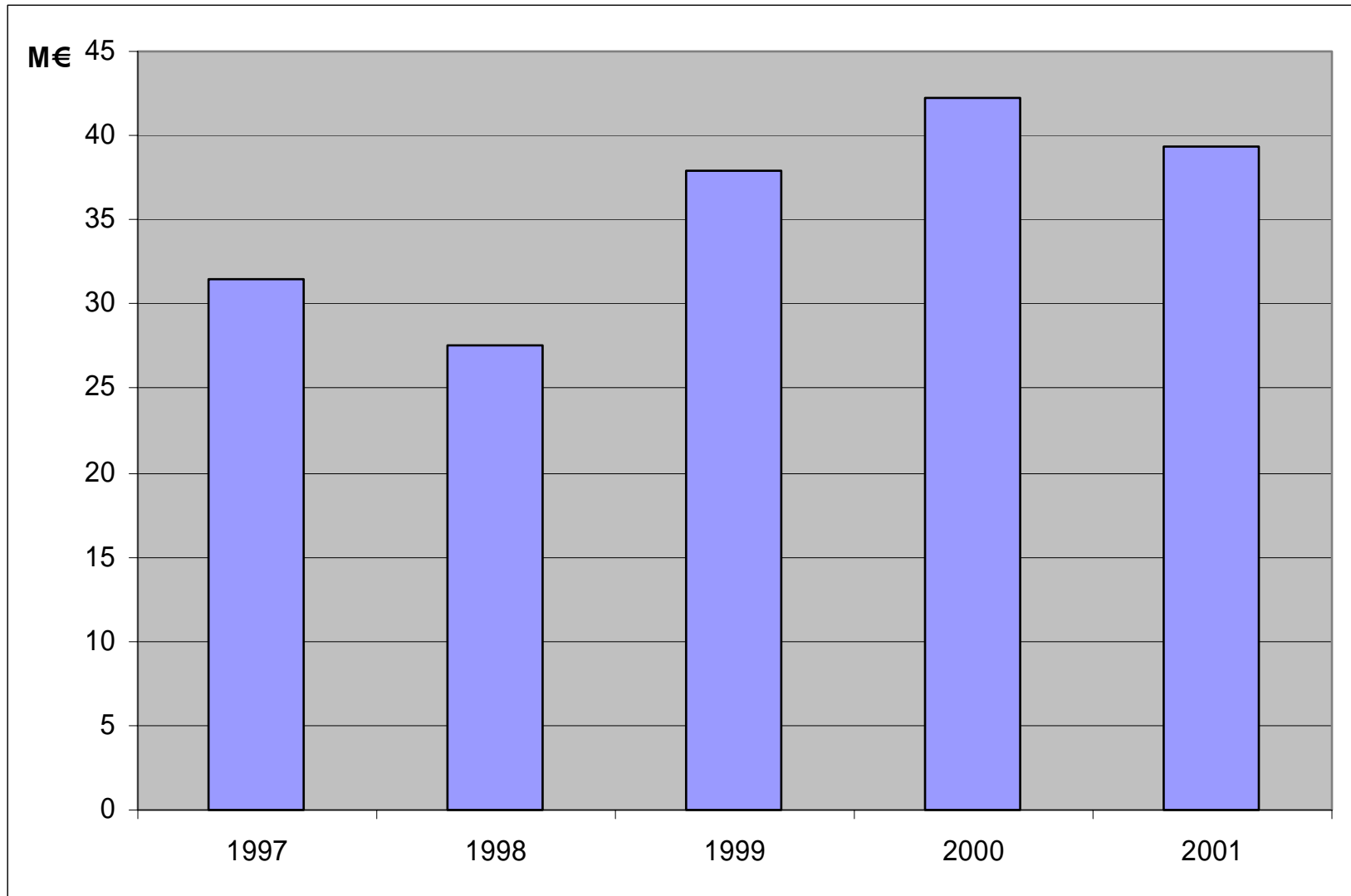
Net Sales; Europe



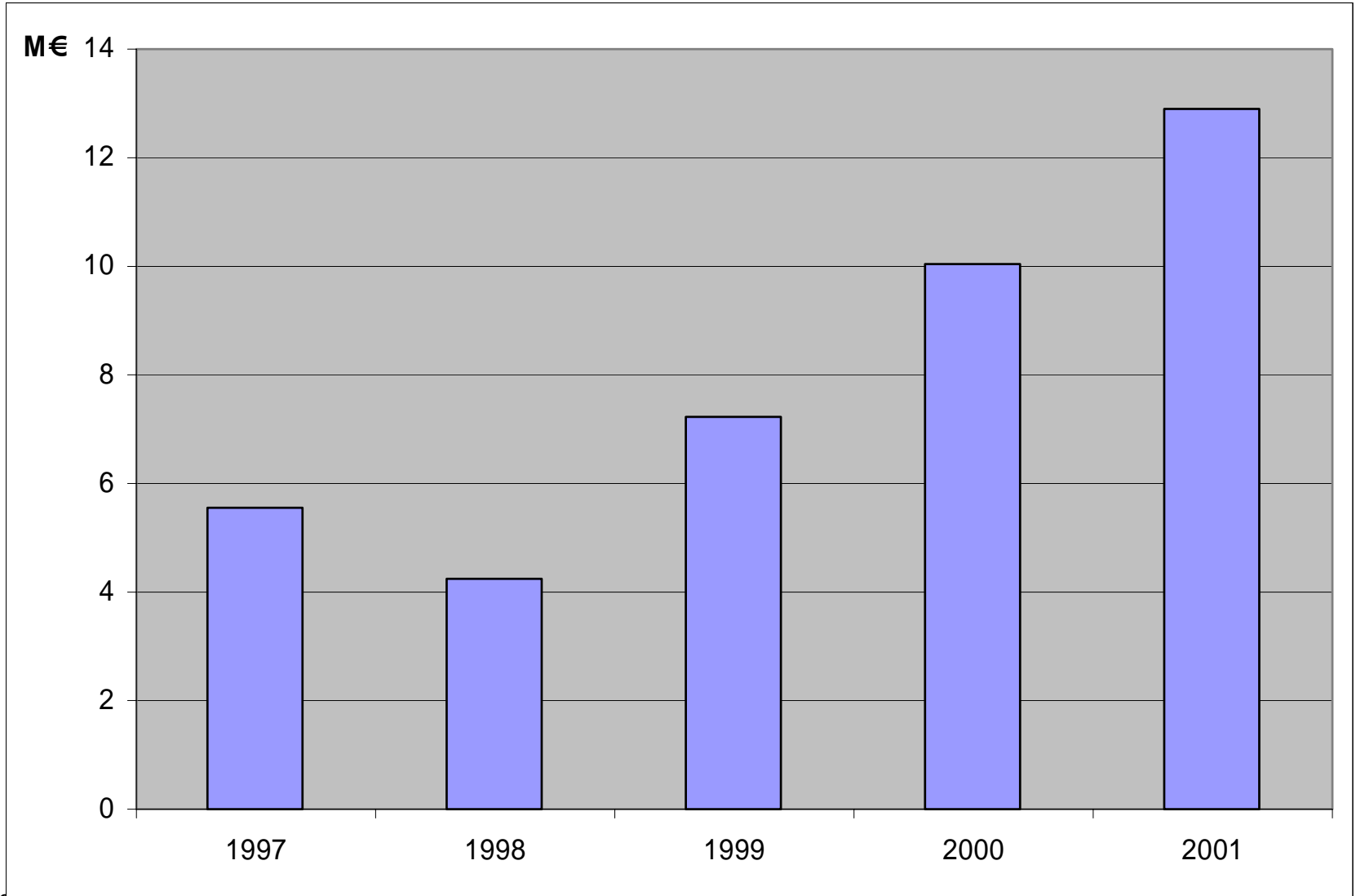
Net Sales; North America



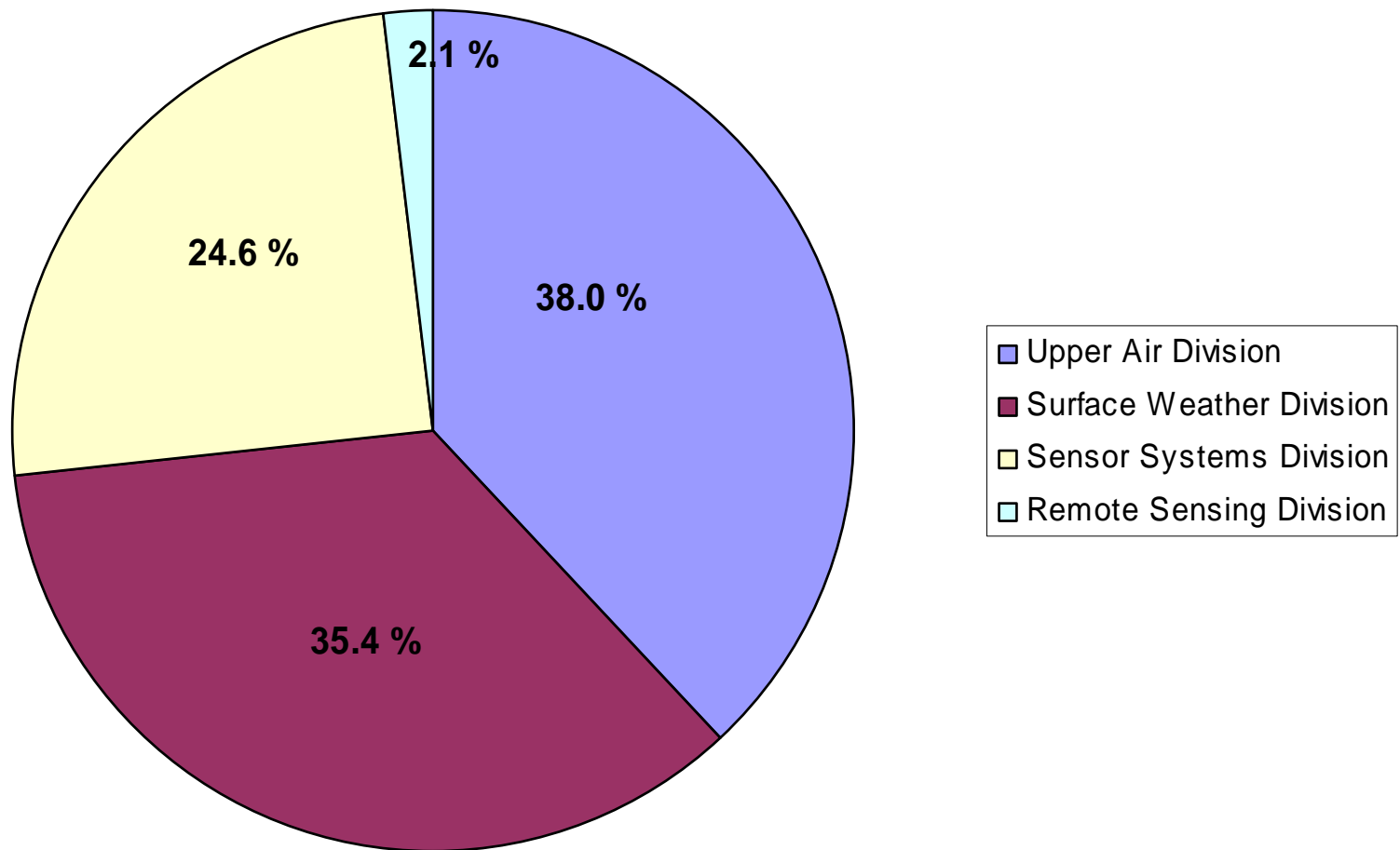
Net Sales; Asia, Japan and Australia



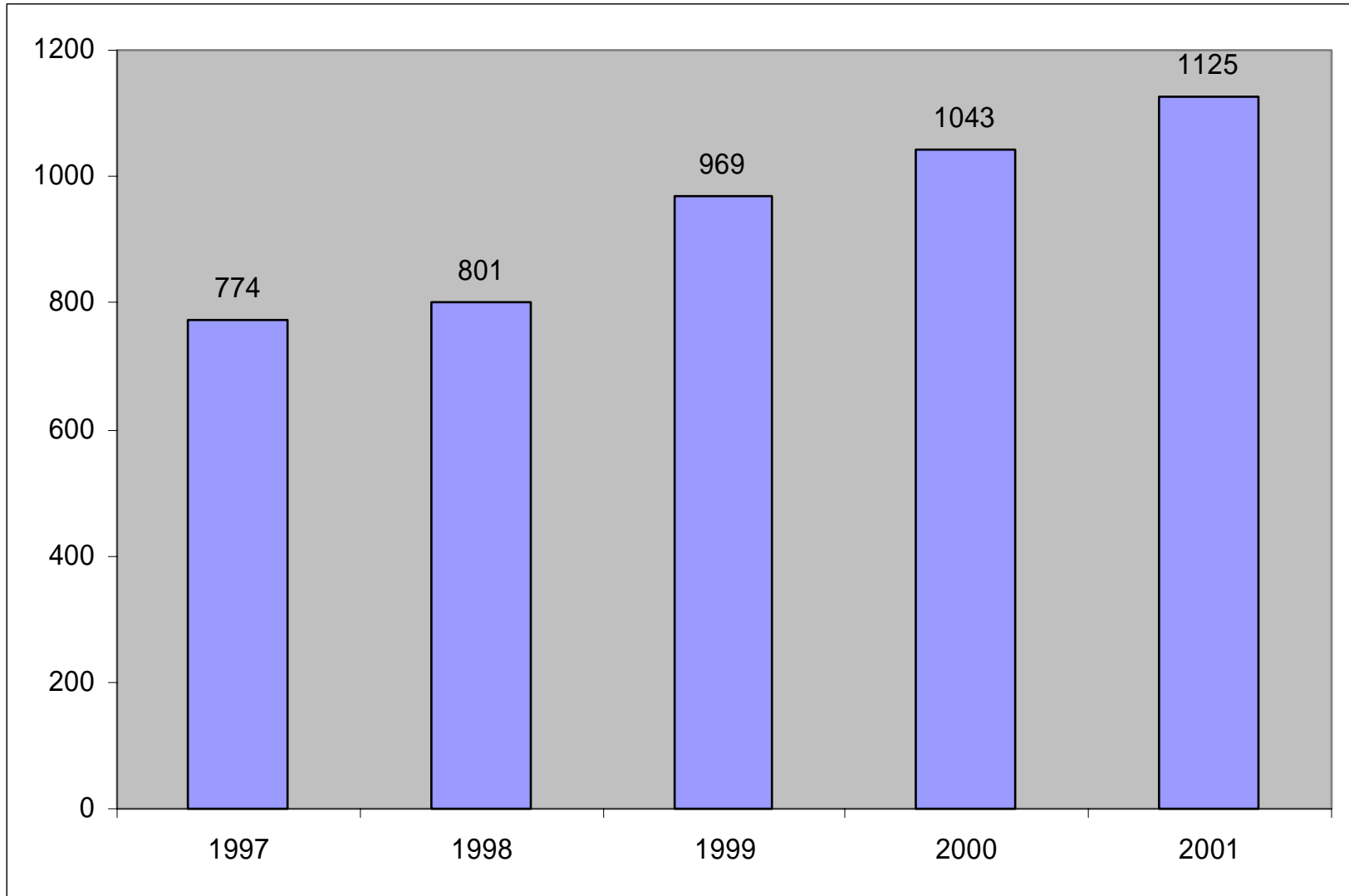
Net Sales; Africa, South and Central America



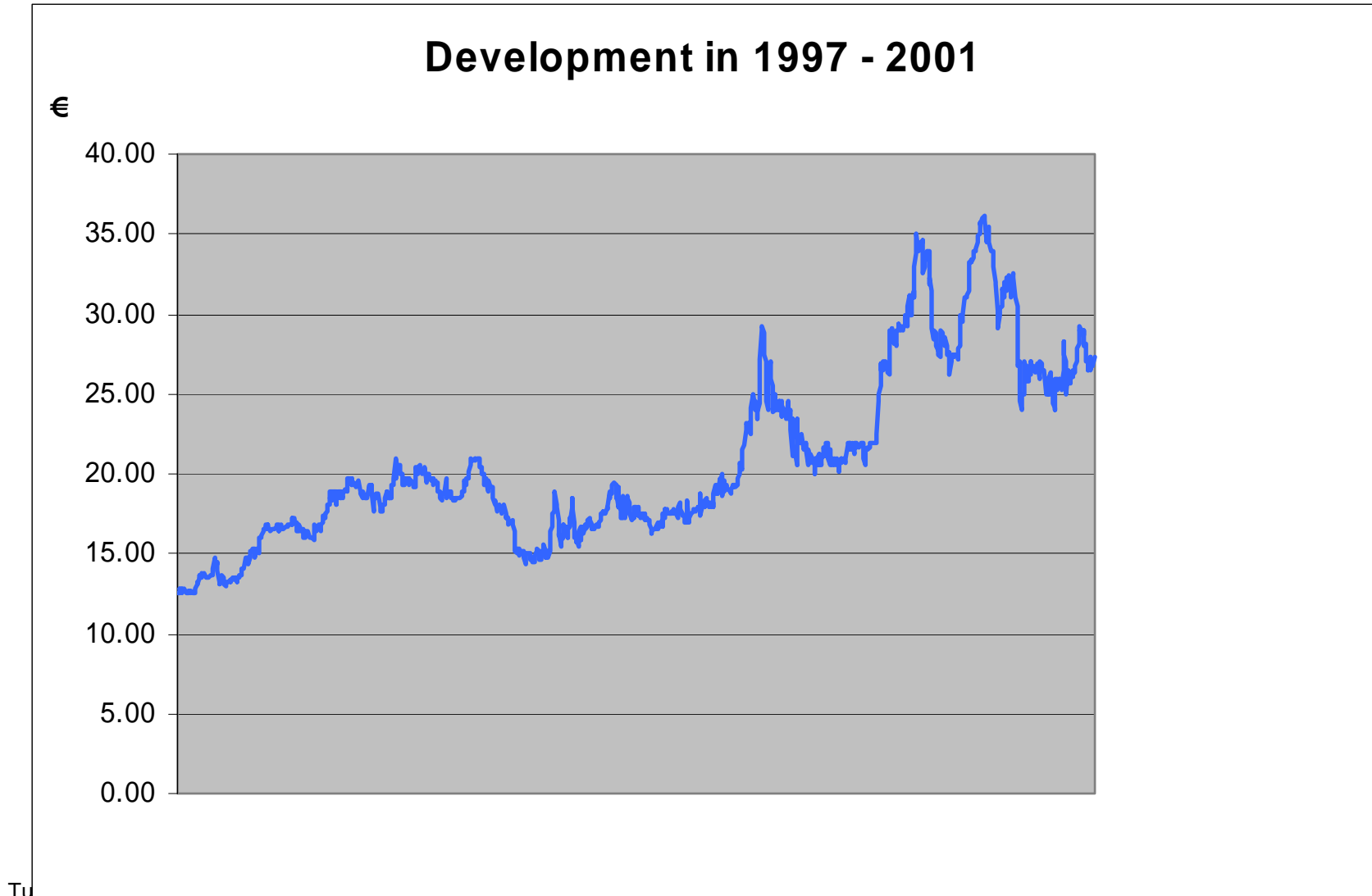
Net Sales by Division in 2001



Personnel at the year end



Series A Share Performance



Outlook

- **World economy during the first half of 2002 creates uncertainty regarding the growth of business activities.**
- **Profitability in 2002 will remain good.**
- **Vaisala's competitiveness in the global market is good.**
- **In the long term, we are on target and keeping up the 15 % average growth rate.**
- **Growth will continue as targeted once the world economy has recovered.**

