

Vaisala lowers its net sales and operating profit outlook for 2013

Vaisala changes its business outlook for 2013 and lowers the outlook for both net sales and operating profit. The company now estimates its net sales to be in the range of EUR 270–286 million. The operating profit (EBIT) is expected to be in the range of EUR 20–30 million.

Weather Business Area's net sales and order intake have been impacted by the realized budget sequestration in the USA and strained governmental finances in Europe throughout 2013. The federal government shutdown in the USA will have additional implications to order intake and delivery schedules resulting from the lack of necessary funding, government resources and infrastructure, and thus delaying the net sales generation.

Controlled Environment Business Area's net sales and order intake have not developed in Japan nor in the USA as previously estimated. Also the weak market conditions in Europe have impacted the volumes delivered to European customers.

The unfavorable currency exchange rate development of JPY and USD has in addition impacted negatively Vaisala's net sales and operating profit. So far this year, the currency exchange rate negative impact on Vaisala's net sales has been approximately EUR 5 million.

Updated business outlook for 2013

Vaisala estimates its net sales to be in the range of EUR 270–286 million. The operating profit (EBIT) is expected to be in the range of EUR 20–30 million.

Previous business outlook from February 6, 2013

Vaisala's net sales are estimated to be in the range of EUR 280–310 million at comparable exchange rates as compared to 2012. The operating profit (EBIT) is expected to be in the range of EUR 25–35 million at comparable exchange rates as compared to 2012.

The company will publish its January-September 2013 Interim Report on October 23, 2013.

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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