

# The SAES<sup>®</sup> Group

## 1Q 2019 Consolidated Results



making **innovation happen**, together

# 1Q 2019 Highlights

All figures in M€, unless otherwise stated

## ■ INCREASE IN REVENUES (+14.7%) AND IMPROVEMENT OF NET INCOME FROM CONTINUED OPERATIONS

P&L figures	1Q 2019	1Q 2018	Total difference	Difference %
<b>CONSOLIDATED REVENUES</b>	<b>43.1</b>	<b>37.6</b>	<b>5.5</b>	<b>14.7%</b>
<b>TOTAL REVENUES OF THE GROUP</b>	<b>46.0</b>	<b>40.5</b>	<b>5.5</b>	<b>13.5%</b>
<b>CONSOLIDATED GROSS PROFIT</b>	<b>18.2</b>	<b>16.1</b>	<b>2.1</b>	<b>13.2%</b>
<i>% on sales</i>	<i>42.2%</i>	<i>42.8%</i>		
<b>CONSOLIDATED OPERATING INCOME</b>	<b>4.6</b>	<b>4.2</b>	<b>0.5</b>	<b>11.1%</b>
<i>% on sales</i>	<i>10.8%</i>	<i>11.1%</i>		
<b>CONSOLIDATED EBITDA</b>	<b>6.6</b>	<b>6.1</b>	<b>0.5</b>	<b>8.3%</b>
<i>% on sales</i>	<i>15.3%</i>	<i>16.2%</i>		
<b>NET INCOME (LOSS) FROM CONTINUED OPERATIONS</b>	<b>3.2</b>	<b>1.9</b>	<b>1.3</b>	<b>70.3%</b>
<i>% on sales</i>	<i>7.4%</i>	<i>5.0%</i>		
<b>NET INCOME FROM DISCONTINUED OPERATIONS</b>	<b>0.0</b>	<b>7.0</b>	<b>(7.0)</b>	<b>-100.0%</b>
<i>% on sales</i>	<i>0.0%</i>	<i>18.7%</i>		
<b>CONSOLIDATED NET INCOME (LOSS)</b>	<b>3.2</b>	<b>8.9</b>	<b>(5.7)</b>	<b>-64.2%</b>
<i>% on sales</i>	<i>7.4%</i>	<i>23.6%</i>		

Other information	Mar 31, 2019	Dec 31, 2018	Total difference	Difference %
<b>CONSOLIDATED NET FINANCIAL POSITION</b>	<b>224.1</b>	<b>223.3</b>	<b>0.8</b>	<b>0.4%</b>
<b>CAPEX</b>	<b>3.5</b>	<b>15.0</b>		

(\*) This item was favored by the non-repayable grant provided by the State of Connecticut (CT) to Memry Corporation, equal to € 1.1 million.

# Total revenues of the Group

(achieved by incorporating the JVs with the proportional method instead of the equity method)

All figures in M€, unless otherwise stated

	1Q 2019	1Q 2018	Total difference	Difference %
<b>Consolidated sales</b>	<b>43.1</b>	<b>37.6</b>	<b>5.5</b>	<b>14.7%</b>
50% Actuator Solutions sales	2.8	2.8	(0.1)	-2.1%
49% SAES RIAL Vacuum S.r.l. sales	0.3	0.3	(0.0)	-1.4%
46.73% Flexterra sales	0.0	0.0	0.0	50.0%
Eliminations & other adjs	(0.2)	(0.2)	0.0	-6.5%
<b>Total revenues of the Group</b>	<b>46.0</b>	<b>40.5</b>	<b>5.5</b>	<b>13.5%</b>

	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
<b>Consolidated sales</b>	<b>37.6</b>	<b>38.1</b>	<b>42.1</b>	<b>42.5</b>	<b>43.1</b>
50% Actuator Solutions sales	2.8	3.1	3.0	2.6	2.8
49% SAES RIAL Vacuum S.r.l. sales	0.3	0.2	0.3	0.5	0.3
46.73% Flexterra sales	0.0	0.0	0.0	0.0	0.0
Eliminations & other adjs	(0.2)	(0.3)	(0.2)	(0.2)	(0.2)
<b>Total revenues of the Group</b>	<b>40.5</b>	<b>41.1</b>	<b>45.2</b>	<b>45.4</b>	<b>46.0</b>

- ✓ **Total revenues of the Group** were up by 13.5% thanks exclusively to the increased consolidated revenues, while the revenues of the joint ventures were substantially in line with 1Q 2018

# Industrial BU Sales



Industrial  
47.4%

All figures in M€, unless otherwise stated

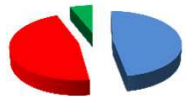
	1Q 2019	1Q 2018	Total difference %	Organic change %	Exchange rate effect %
Security & Defense	3.6	3.0	22.2%	14.6%	7.6%
Electronic Devices	4.3	3.3	28.9%	24.9%	4.0%
Healthcare Diagnostics	1.2	1.0	17.5%	13.0%	4.5%
Lamps	1.1	1.4	-25.2%	-28.2%	3.0%
Thermal Insulated Devices	0.9	0.9	3.2%	-3.6%	6.8%
Solutions for Vacuum Systems	3.1	3.2	-3.3%	-6.9%	3.6%
Sintered Components for Electronic Devices & Lasers	2.4	1.8	36.0%	25.7%	10.3%
SMA Industrial	3.7	2.8	28.8%	24.3%	4.5%
Functional Chemical Systems	0.2	0.3	-46.2%	-49.9%	3.7%
<b>Industrial</b>	<b>20.4</b>	<b>17.8</b>	<b>14.9%</b>	<b>9.6%</b>	<b>5.3%</b>

	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
Security & Defense	3.0	3.2	3.4	3.0	3.6
Electronic Devices	3.3	4.4	6.7	6.7	4.3
Healthcare Diagnostics	1.0	1.1	1.0	1.4	1.2
Lamps	1.4	1.2	1.3	1.0	1.1
Thermal Insulated Devices	0.9	0.9	0.9	0.9	0.9
Solutions for Vacuum Systems	3.2	2.2	2.9	2.9	3.1
Sintered Components for Electronic Devices & Lasers	1.8	1.8	1.8	2.0	2.4
SMA Industrial	2.8	2.7	3.1	2.9	3.7
Functional Chemical Systems	0.3	0.2	0.3	0.2	0.2
<b>Industrial</b>	<b>17.8</b>	<b>17.8</b>	<b>21.4</b>	<b>20.9</b>	<b>20.4</b>

✓ Strong **organic growth (+9.6%)** mainly driven by:

- **Electronic Devices Business** (higher sales of getter components for infrared sensors for surveillance and building maintenance applications)
- **SMA Industrial Business** (driven by the sales of educated wires for consumer electronics applications)
- **Sintered Components for Electronic Devices & Lasers Business** (growth of the sales of devices for thermal dissipation in semiconductor-based lasers - defense sector, as well as of electron emitters for medical applications - devices dedicated to cancer treatments)
- **Healthcare Diagnostics Business** (expansion of medical diagnostic systems in markets with a lower development rate)

# Medical BU Sales



Medical  
46.5%

All figures in M€, unless otherwise stated

	1Q 2019	1Q 2018	Total difference %	Organic change %	Exchange rate effect %
Nitinol for Medical Devices	20.1	16.3	22.8%	13.7%	9.1%
<b>Medical</b>	<b>20.1</b>	<b>16.3</b>	<b>22.8%</b>	<b>13.7%</b>	<b>9.1%</b>

	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
Nitinol for Medical Devices	16.3	17.9	17.7	19.1	20.1
<b>Medical</b>	<b>16.3</b>	<b>17.9</b>	<b>17.7</b>	<b>19.1</b>	<b>20.1</b>

- ✓ **Organic growth (+13.7%)** in line with the average growth rates of the latest periods and thanks to the increase in the sales volumes of the various product lines

# Packaging BU Sales



All figures in M€, unless otherwise stated

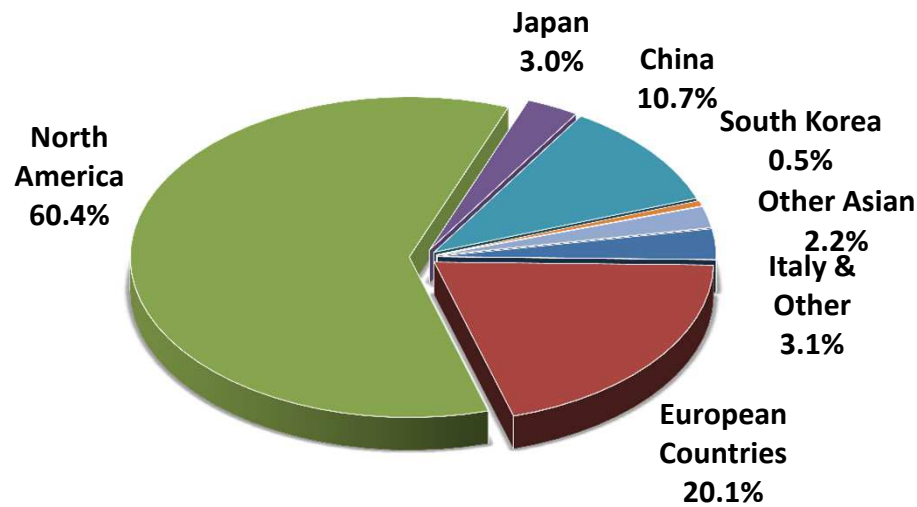
	1Q 2019	1Q 2018	Total difference %	Organic change %	Exchange rate effect %
Solutions for Advanced Packaging	2.6	3.5	-24.6%	-24.6%	0.0%
<b>Packaging</b>	<b>2.6</b>	<b>3.5</b>	<b>-24.6%</b>	<b>-24.6%</b>	<b>0.0%</b>

	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
Solutions for Advanced Packaging	3.5	2.5	3.0	2.6	2.6
<b>Packaging</b>	<b>3.5</b>	<b>2.5</b>	<b>3.0</b>	<b>2.6</b>	<b>2.6</b>

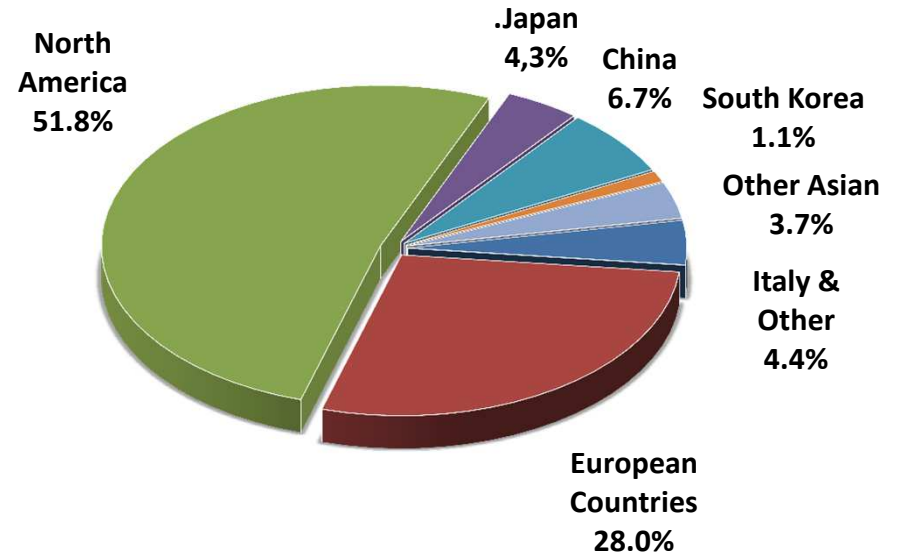
- ✓ Decrease due to the products portfolio revision and the related phase-out of non-strategic, lower-contribution products, started in the second half of 2018

# Consolidated Sales by Geographic Area

**1Q 2019 - Total 43,099**

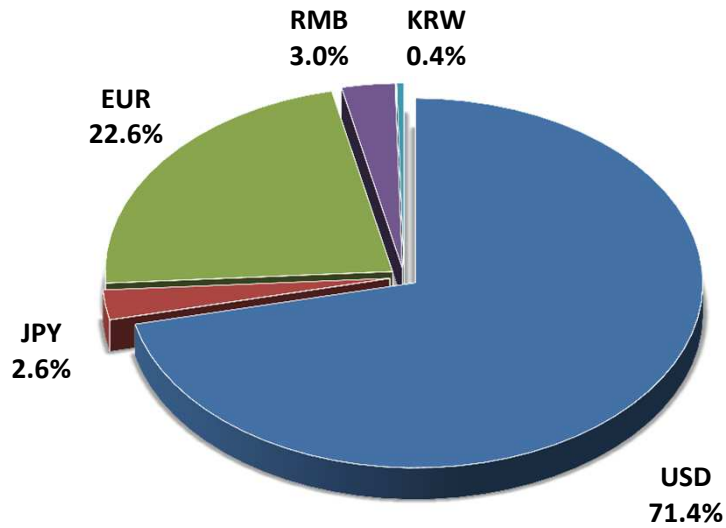


**1Q 2018 - Total 37,575**

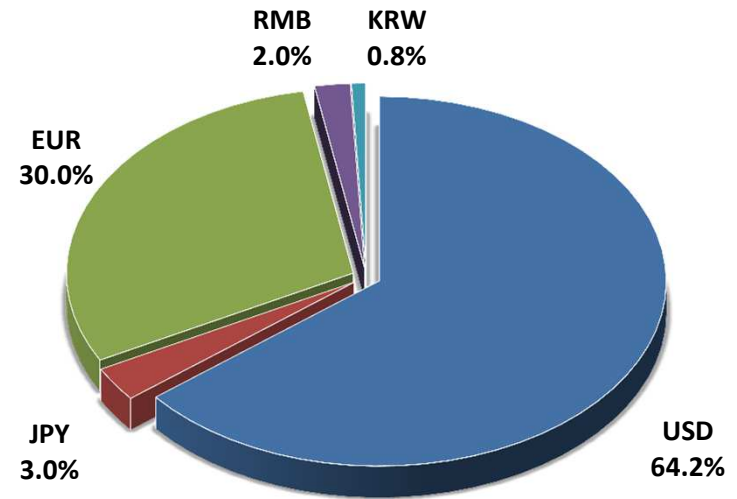


# Consolidated Sales by Invoicing Currency

1Q 2019 - Total 43,099



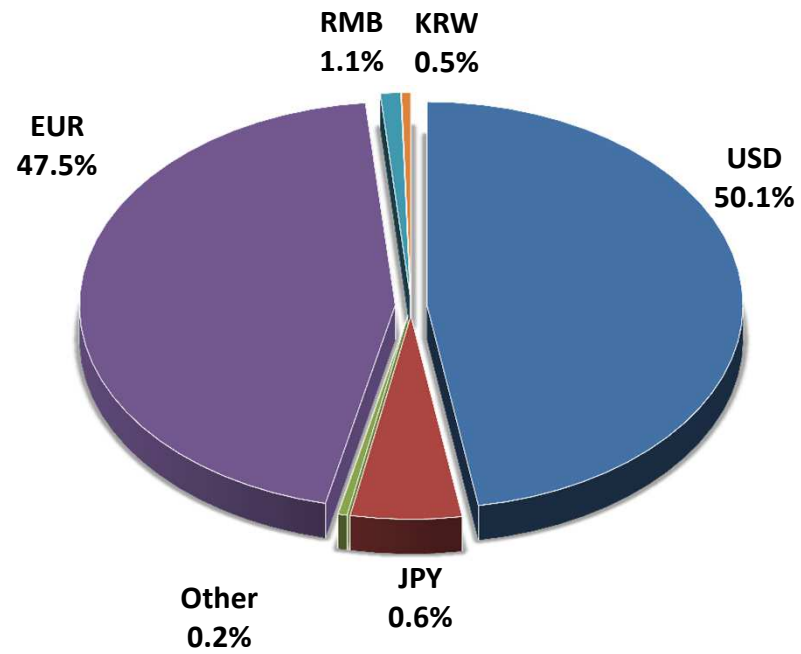
1Q 2018 - Total 37,575



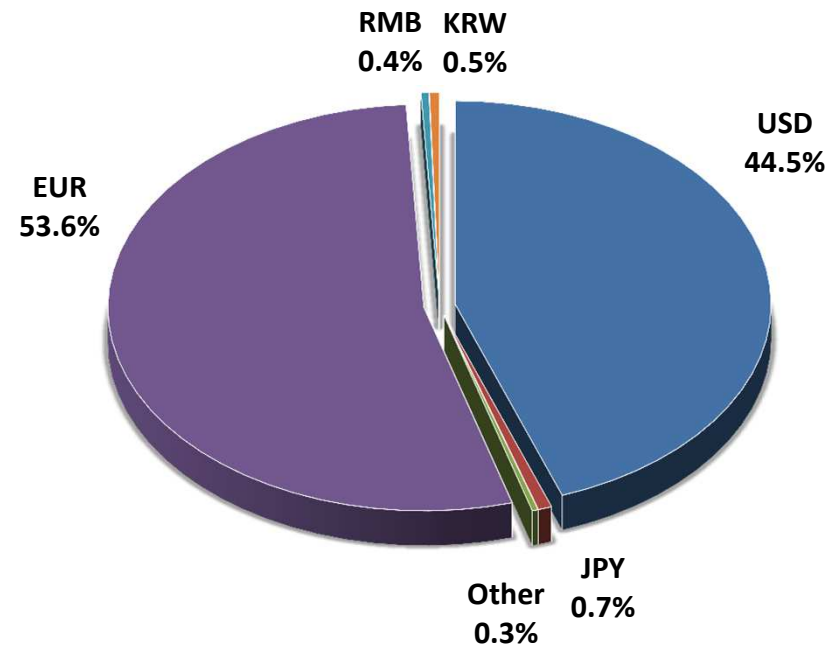


# Consolidated Costs by Currency

1Q 2019 – Total 38,584



1Q 2018 – Total 34,593



# Industrial BU Margins

All figures in M€, unless otherwise stated

	1Q 2019	1Q 2018	Total difference
<b>NET SALES</b>	<b>20.4</b>	<b>17.8</b>	<b>2.7</b>
<b>GROSS PROFIT</b>	<b>10.4</b>	<b>9.0</b>	<b>1.4</b>
<i>Gross Margin</i>	<i>50.8%</i>	<i>50.5%</i>	
<b>OPERATING INCOME</b>	<b>6.1</b>	<b>4.6</b>	<b>1.5</b>
<i>Operating Margin</i>	<i>29.9%</i>	<i>25.8%</i>	

	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
<b>NET SALES</b>	<b>17.8</b>	<b>17.8</b>	<b>21.4</b>	<b>20.9</b>	<b>20.4</b>
<b>GROSS PROFIT</b>	<b>9.0</b>	<b>8.4</b>	<b>10.6</b>	<b>10.2</b>	<b>10.4</b>
<i>Gross Margin</i>	<i>50.5%</i>	<i>47.5%</i>	<i>49.5%</i>	<i>49.1%</i>	<i>50.8%</i>
<b>OPERATING INCOME</b>	<b>4.6</b>	<b>4.0</b>	<b>6.5</b>	<b>5.5</b>	<b>6.1</b>
<i>Operating Margin</i>	<i>25.8%</i>	<i>22.7%</i>	<i>30.1%</i>	<i>26.3%</i>	<i>29.9%</i>

- ✓ **Gross profit** up by 15.7%, mainly thanks to the significant performance of the sales in the electronic devices sector, in the security and defense sector, as well as in the SMA sector for industrial applications
- ✓ **Gross margin** slightly increased: the strong increase in the profitability of the SMA industrial sector, related to the sales of educated wire for consumer electronics applications, was partially offset by a different and less favorable sales-mix in almost all the other segments
- ✓ **Operating income** significantly up (+33.5%), thanks to the increase in gross profit and to unchanged operating expenses
- ✓ **Operating margin** increased from 25.8% to 29.9%

# Medical BU Margins

All figures in M€, unless otherwise stated

	1Q 2019	1Q 2018	Total difference
<b>NET SALES</b>	20.1	16.3	3.7
<b>GROSS PROFIT</b>	7.5	6.7	0.8
<i>Gross Margin</i>	37.3%	41.1%	
<b>OPERATING INCOME</b>	5.4	5.7	(0.3)
<i>Operating Margin</i>	26.7%	34.8%	

	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
<b>NET SALES</b>	16.3	17.9	17.7	19.1	20.1
<b>GROSS PROFIT</b>	6.7	7.9	8.1	8.4	7.5
<i>Gross Margin</i>	41.1%	44.0%	46.0%	43.9%	37.3%
<b>OPERATING INCOME</b>	5.7	5.9	6.0	6.1	5.4
<i>Operating Margin</i>	34.8%	32.9%	33.8%	32.0%	26.7%

- ✓ Increase in **gross profit** (+11.5%) thanks to higher sales volumes
- ✓ Decrease in the **gross margin** (from 41.1% to 37.3%) due to temporary manufacturing inefficiencies
- ✓ Decrease in the **operating income** (from €5.7 million to €5.4 million) due to the fact that the previous year benefited from the extraordinary contribution provided to Memry Corp by the State of CT (€1.1 million)
- ✓ Slight decrease in the **operating margin**, compared to the pro-forma figure related to 2018, as consequence of the decrease in the gross margin, against unchanged operating expenses

# Packaging BU Margins

All figures in M€, unless otherwise stated

	1Q 2019	1Q 2018	Total difference
<b>NET SALES</b>	<b>2.6</b>	<b>3.5</b>	<b>(0.9)</b>
<b>GROSS PROFIT</b>	<b>0.3</b>	<b>0.4</b>	<b>(0.1)</b>
<i>Gross Margin</i>	12.0%	12.8%	
<b>OPERATING INCOME</b>	<b>(0.6)</b>	<b>(0.5)</b>	<b>(0.1)</b>
<i>Operating Margin</i>	-23.5%	-14.6%	

	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
<b>NET SALES</b>	<b>3.5</b>	<b>2.5</b>	<b>3.0</b>	<b>2.6</b>	<b>2.6</b>
<b>GROSS PROFIT</b>	<b>0.4</b>	<b>0.2</b>	<b>0.4</b>	<b>0.2</b>	<b>0.3</b>
<i>Gross Margin</i>	12.8%	7.2%	13.0%	6.8%	12.0%
<b>OPERATING INCOME</b>	<b>(0.5)</b>	<b>(0.8)</b>	<b>(0.6)</b>	<b>(3.9)</b>	<b>(0.6)</b>
<i>Operating Margin</i>	-14.6%	-33.6%	-20.7%	-153.1%	-23.5%

- ✓ **Gross profit** substantially in line with 1Q 2018, despite the decrease in revenues
- ✓ Also **operating loss** in line with 1Q 2018
- ✓ SAES Coated Films S.p.A. is working with some leading companies specialized in converting for the development and subsequent distribution of high barrier, recyclable and compostable innovative flexible packaging solutions, to support the circular economy

## Not Allocated Costs

All figures in M€, unless otherwise stated

	1Q 2019	1Q 2018	Total difference
<b>NET SALES</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>GROSS PROFIT</b>	<b>(0.0)</b>	<b>(0.1)</b>	<b>0.1</b>
<i>Gross Margin</i>	<i>n.s.</i>	<i>n.s.</i>	
Total operating expenses	(6.1)	(5.4)	(0.7)
Other income (expenses), net	(0.1)	(0.1)	(0.0)
<b>OPERATING INCOME</b>	<b>(6.2)</b>	<b>(5.6)</b>	<b>(0.6)</b>
<i>Operating Margin</i>	<i>n.s.</i>	<i>n.s.</i>	

	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
<b>NET SALES</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>GROSS PROFIT</b>	<b>(0.1)</b>	<b>(0.1)</b>	<b>(0.1)</b>	<b>(0.0)</b>	<b>(0.0)</b>
<i>Gross Margin</i>	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>
Total operating expenses	(5.4)	(5.3)	(5.9)	(6.2)	(6.1)
Other income (expenses), net	(0.1)	(0.1)	(0.1)	0.1	(0.1)
<b>OPERATING INCOME</b>	<b>(5.6)</b>	<b>(5.4)</b>	<b>(6.2)</b>	<b>(6.2)</b>	<b>(6.2)</b>
<i>Operating Margin</i>	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>

- ✓ **Costs** up by €0.6 million, mainly due to higher general and administrative expenses of the Parent Company (higher remunerations to the Executive Directors and severance costs equal to €0.3 million in 1Q 2019)

# Consolidated Income Statement

All figures in M€, unless otherwise stated

	1Q 2019	1Q 2018	Total difference	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
<b>NET SALES</b>	<b>43.1</b>	<b>37.6</b>	<b>5.5</b>	<b>37.6</b>	<b>38.1</b>	<b>42.1</b>	<b>42.5</b>	<b>43.1</b>
<b>GROSS PROFIT</b>	<b>18.2</b>	<b>16.1</b>	<b>2.1</b>	<b>16.1</b>	<b>16.4</b>	<b>19.0</b>	<b>18.8</b>	<b>18.2</b>
<i>Gross Margin</i>	<i>42.2%</i>	<i>42.8%</i>		<i>42.8%</i>	<i>43.1%</i>	<i>45.2%</i>	<i>44.1%</i>	<i>42.2%</i>
R&D expenses	(2.7)	(2.7)	0.0	(2.7)	(2.7)	(2.7)	(2.9)	(2.7)
Selling expenses	(3.1)	(3.0)	(0.1)	(3.0)	(3.0)	(2.9)	(3.7)	(3.1)
G&A expenses	(7.7)	(7.2)	(0.5)	(7.2)	(6.9)	(7.7)	(10.7)	(7.7)
<b>Total operating expenses</b>	<b>(13.5)</b>	<b>(12.9)</b>	<b>(0.6)</b>	<b>(12.9)</b>	<b>(12.7)</b>	<b>(13.3)</b>	<b>(17.2)</b>	<b>(13.5)</b>
Other income (expenses), net	(0.0)	1.0	(1.1)	1.0	0.0	(0.1)	(0.0)	(0.0)
<b>OPERATING INCOME</b>	<b>4.6</b>	<b>4.2</b>	<b>0.5</b>	<b>4.2</b>	<b>3.7</b>	<b>5.7</b>	<b>1.5</b>	<b>4.6</b>
<i>Operating Margin</i>	<i>10.8%</i>	<i>11.1%</i>		<i>11.1%</i>	<i>9.7%</i>	<i>13.5%</i>	<i>3.6%</i>	<i>10.8%</i>
Interest and other financial income (expenses), net	1.7	(0.1)	1.8	(0.1)	(0.2)	0.1	(0.2)	1.7
Write down of financial receivables from related parties	(0.1)	0.0	(0.1)	0.0	0.0	0.0	(9.1)	(0.1)
Income (loss) from equity method evaluated companies	(0.6)	(0.2)	(0.4)	(0.2)	(0.5)	(0.3)	(0.4)	(0.6)
Write down of investments accounted for using the equity method	0.0	0.0	0.0	0.0	0.0	0.0	(4.3)	0.0
Foreign exchange gains (losses), net	0.0	(0.2)	0.3	(0.2)	0.2	(0.2)	0.7	0.0
<b>INCOME BEFORE TAXES</b>	<b>5.6</b>	<b>3.6</b>	<b>2.1</b>	<b>3.6</b>	<b>3.3</b>	<b>5.3</b>	<b>(11.8)</b>	<b>5.6</b>
Income Taxes	(2.4)	(1.7)	(0.7)	(1.7)	(2.4)	(2.3)	(1.5)	(2.4)
<b>NET INCOME from continued operations</b>	<b>3.2</b>	<b>1.9</b>	<b>1.4</b>	<b>1.9</b>	<b>0.8</b>	<b>3.0</b>	<b>(13.3)</b>	<b>3.2</b>
<i>Net Margin</i>	<i>7.4%</i>	<i>5.0%</i>		<i>5.0%</i>	<i>2.2%</i>	<i>7.0%</i>	<i>-31.4%</i>	<i>7.4%</i>
Net income from discontinued operations	0.0	7.0	(7.0)	7.0	232.9	(0.6)	0.8	0.0
<b>NET INCOME before minority interests</b>	<b>3.2</b>	<b>8.9</b>	<b>(5.6)</b>	<b>8.9</b>	<b>233.7</b>	<b>2.3</b>	<b>(12.6)</b>	<b>3.2</b>
<i>Net Margin</i>	<i>7.4%</i>	<i>23.6%</i>		<i>23.6%</i>	<i>612.9%</i>	<i>5.5%</i>	<i>-29.6%</i>	<i>7.4%</i>
Minority interests	0.0	0.0	0.0	0.0	0.000	0.0	0.000	0.0
<b>GROUP NET INCOME</b>	<b>3.2</b>	<b>8.9</b>	<b>(5.6)</b>	<b>8.9</b>	<b>233.7</b>	<b>2.3</b>	<b>(12.6)</b>	<b>3.2</b>
<i>Net Margin</i>	<i>7.4%</i>	<i>23.6%</i>		<i>23.6%</i>	<i>612.9%</i>	<i>5.5%</i>	<i>-29.6%</i>	<i>7.4%</i>

# 1Q 2018 net of one-offs

All figures in M€, unless otherwise stated

	1Q 2018	1Q 2018 one-offs	1Q 2018 net of one-offs
<b>NET SALES</b>	<b>37.6</b>	<b>0.0</b>	<b>37.6</b>
<b>GROSS PROFIT</b>	<b>16.1</b>	<b>0.0</b>	<b>16.1</b>
<i>Gross Margin</i>	42.8%	<i>n.s.</i>	42.8%
R&D expenses	(2.7)	0.0	(2.7)
Selling expenses	(3.0)	0.0	(3.0)
G&A expenses	(7.2)	0.0	(7.20)
<b>Total operating expenses</b>	<b>(12.9)</b>	<b>0.0</b>	<b>(12.9)</b>
Other income (expenses), net	1.0	(1.1)	(0.1)
<b>OPERATING INCOME</b>	<b>4.2</b>	<b>(1.1)</b>	<b>3.1</b>
<i>Operating Margin</i>	11.1%	<i>n.s.</i>	8.1%
Interest and other financial income (expenses), net	(0.1)	0.0	(0.1)
Income (loss) from equity method evaluated companies	(0.2)	0.0	(0.2)
Foreign exchange gains (losses), net	(0.2)	0.0	(0.2)
<b>INCOME BEFORE TAXES</b>	<b>3.6</b>	<b>(1.1)</b>	<b>2.5</b>
Income Taxes	(1.7)	0.3	(1.5)
<b>NET INCOME from continued operations</b>	<b>1.9</b>	<b>(0.9)</b>	<b>1.0</b>
<i>Net Margin</i>	5.0%	<i>n.s.</i>	2.7%
Net income from discontinued operations	7.0	0.0	7.0
<b>NET INCOME before minority interests</b>	<b>8.9</b>	<b>(0.9)</b>	<b>8.0</b>
<i>Net Margin</i>	23.6%	<i>n.s.</i>	21.4%
Minority interests	0.0	0.0	0.0
<b>GROUP NET INCOME</b>	<b>8.9</b>	<b>(0.9)</b>	<b>8.0</b>
<i>Net Margin</i>	23.6%	<i>n.s.</i>	21.4%
<b>CONSOLIDATED EBITDA</b>	<b>6.1</b>	<b>0.0</b>	<b>5.0</b>
<i>% on sales</i>	16.2%		13.2%

# Actuator Solutions - Income Statement (50%)

(figures based on the % of ownership held by SAES Group)

All figures in M€, unless otherwise stated

	1Q 2019	1Q 2018	Total difference	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
<b>NET SALES</b>	<b>2.8</b>	<b>2.8</b>	<b>(0.1)</b>	<b>2.8</b>	<b>3.1</b>	<b>3.0</b>	<b>2.6</b>	<b>2.8</b>
Cost of goods sold	(2.2)	(2.2)	0.0	(2.2)	(2.5)	(2.6)	(2.1)	(2.2)
<b>GROSS PROFIT</b>	<b>0.5</b>	<b>0.6</b>	<b>(0.1)</b>	<b>0.6</b>	<b>0.5</b>	<b>0.4</b>	<b>0.5</b>	<b>0.5</b>
<i>Gross Margin</i>	19.9%	21.6%		21.6%	17.5%	13.8%	18.2%	19.9%
Operating expenses	(0.5)	(0.6)	0.0	(0.6)	(0.6)	(0.5)	(0.6)	(0.5)
Other income (expenses), net	0.0	0.1	(0.1)	0.1	(0.2)	0.2	0.0	0.0
<b>OPERATING INCOME</b>	<b>0.0</b>	<b>0.2</b>	<b>(0.1)</b>	<b>0.2</b>	<b>(0.2)</b>	<b>0.1</b>	<b>(0.1)</b>	<b>0.0</b>
<i>Operating Margin</i>	1.3%	5.9%		5.9%	-7.3%	3.6%	-3.3%	1.3%
Interest and other financial income (expenses), net	(0.1)	(0.1)	(0.0)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Foreign exchange gains (losses), net	0.0	(0.0)	0.1	(0.0)	0.0	0.0	0.0	0.0
<b>INCOME BEFORE TAXES</b>	<b>(0.0)</b>	<b>0.1</b>	<b>(0.1)</b>	<b>0.1</b>	<b>(0.3)</b>	<b>0.1</b>	<b>(0.2)</b>	<b>(0.0)</b>
Income Taxes	(0.0)	(0.1)	0.1	(0.1)	(0.1)	(0.0)	(0.0)	(0.0)
<b>NET INCOME (LOSS)</b>	<b>(0.0)</b>	<b>(0.0)</b>	<b>(0.0)</b>	<b>(0.0)</b>	<b>(0.3)</b>	<b>0.0</b>	<b>(0.2)</b>	<b>(0.0)</b>

- ✓ **Net sales** substantially in line with 1Q 2018 and mostly attributable to the business of seat comfort
- ✓ **Net result** substantially at break-even



# Flexterra - Income Statement (46.73%\*)

\* equal to 33.79% at the beginning of the FY 2018 and to 46.73% from December 31, 2018, following the capital increases subscribed by the Group on October 5 and December 12 respectively

All figures in M€, unless otherwise stated

	1Q 2019	1Q 2018	Total difference	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
<b>NET SALES</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
Cost of goods sold	0.0	0.0	0.0	0.0	(0.0)	(0.0)	0.0	0.0
<b>GROSS PROFIT</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<i>Gross Margin</i>	<i>n.s.</i>	<i>n.s.</i>		<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>
Operating expenses	(0.5)	(0.3)	(0.2)	(0.3)	(0.4)	(0.3)	(0.4)	(0.5)
Other income (expenses), net	0.0	0.0	0.0	0.0	(0.0)	0.0	(0.0)	0.0
<b>OPERATING INCOME</b>	<b>(0.5)</b>	<b>(0.3)</b>	<b>(0.2)</b>	<b>(0.3)</b>	<b>(0.4)</b>	<b>(0.3)</b>	<b>(0.4)</b>	<b>(0.5)</b>
<i>Operating Margin</i>	<i>n.s.</i>	<i>n.s.</i>		<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>	<i>n.s.</i>
Interest and other financial income (expenses), net	0.0	(0.0)	0.0	(0.0)	0.0	0.0	0.0	0.0
Foreign exchange gains (losses), net	(0.0)	0.0	(0.0)	0.0	(0.0)	0.0	0.0	(0.0)
<b>INCOME BEFORE TAXES</b>	<b>(0.5)</b>	<b>(0.3)</b>	<b>(0.3)</b>	<b>(0.3)</b>	<b>(0.5)</b>	<b>(0.3)</b>	<b>(0.4)</b>	<b>(0.5)</b>
Income Taxes	(0.1)	0.0	(0.1)	0.0	0.0	0.0	0.0	(0.1)
<b>NET INCOME (LOSS)</b>	<b>(0.6)</b>	<b>(0.3)</b>	<b>(0.3)</b>	<b>(0.3)</b>	<b>(0.5)</b>	<b>(0.3)</b>	<b>(0.4)</b>	<b>(0.6)</b>

- ✓ **Net loss** equal to -€1.3 million in 1Q 2019 (mainly, costs for personnel employed in research activities and in general and administrative activities, consultancy fees, costs related to the management of patents and amortization of intangible assets, including intellectual property)

# Total Income Statement of the Group

(achieved by incorporating the JVs with the proportional method instead of the equity method)

All figures in M€, unless otherwise stated

	1Q 2019	Actuator Solutions		SAES RIAL Vacuum S.r.l.		Flexterra		1Q 2019 Total IS of the Group
		50% Actuator Solutions	Eliminations & other adjs	49% SAES RIAL Vacuum S.r.l.	Eliminations & other adjs	46.73% Flexterra	Eliminations & other adjs	
<b>NET SALES</b>	<b>43.1</b>	<b>2.8</b>	<b>-0.1</b>	<b>0.3</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>46.0</b>
<b>GROSS PROFIT</b>	<b>18.2</b>	<b>0.5</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>18.8</b>
<i>Gross Margin</i>	42.2%	19.9%		17.0%		n.s.		40.9%
Total operating expenses	-13.5	-0.5		0.0		-0.5		-14.6
Other income (expenses), net	0.0	0.0		0.0		0.0		0.0
<b>OPERATING INCOME</b>	<b>4.6</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.5</b>	<b>0.0</b>	<b>4.2</b>
<i>Operating Margin</i>	10.8%	1.3%		0.7%		n.s.		9.0%
Interest and other financial income (expenses), net	1.7	-0.1		0.0		0.0		1.6
Write down of financial receivables from related parties	-0.1		0.1					-0.1
Income (loss) from equity method evaluated companies	-0.6				0.0		0.6	0.0
Foreign exchange gains (losses), net	0.0	0.0		0.0		0.0		0.0
<b>INCOME BEFORE TAXES</b>	<b>5.6</b>	<b>0.0</b>	<b>0.1</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.5</b>	<b>0.6</b>	<b>5.7</b>
Income Taxes	-2.4	0.0		0.0		-0.1		-2.5
<b>NET INCOME from continued operations</b>	<b>3.2</b>	<b>0.0</b>	<b>0.1</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.6</b>	<b>0.6</b>	<b>3.2</b>
<i>Net Margin</i>	7.4%	-1.7%		0.7%		n.s.		6.9%
Net income (loss) from discontinued operations	0.0							0.0
<b>NET INCOME before minority interests</b>	<b>3.2</b>	<b>0.0</b>	<b>0.1</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.6</b>	<b>0.6</b>	<b>3.2</b>
<i>Net Margin</i>	7.4%	-1.7%		0.7%		n.s.		6.9%
Minority interests	0.0							0.0
<b>GROUP NET INCOME</b>	<b>3.2</b>	<b>0.0</b>	<b>0.1</b>	<b>0.0</b>	<b>0.0</b>	<b>-0.6</b>	<b>0.6</b>	<b>3.2</b>
<i>Net Margin</i>	7.4%	-1.7%		0.7%		n.s.		6.9%

# Net Financial Position

All figures in M€, unless otherwise stated

	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018	Jun 30, 2018	Mar 31, 2018
Cash and cash equivalents	72.7	170.6	275.0	302.6	24.1
Current financial assets	96.4	0.0	1.0	0.9	0.9
Current financial liabilities	(33.8)	(33.8)	(34.2)	(40.6)	(23.7)
<b>Current net financial position</b>	<b>135.3</b>	<b>136.8</b>	<b>241.8</b>	<b>262.9</b>	<b>1.2</b>
Non current financial assets	101.3	99.9	8.0	8.0	8.0
Non current financial liabilities	(12.5)	(13.3)	(15.2)	(22.0)	(24.8)
<b>Non current financial position</b>	<b>88.8</b>	<b>86.5</b>	<b>(7.2)</b>	<b>(13.9)</b>	<b>(16.8)</b>
<b>NET FINANCIAL POSITION</b>	<b>224.1</b>	<b>223.3</b>	<b>234.6</b>	<b>249.0</b>	<b>(15.5)</b> (*)

(\*) The "Other financial liabilities" of SAES Pure Gas, Inc. open as of March 31, 2018 were not included, as if they had been reclassified in accordance with IFRS 5 under the item "Liabilities held for sale and discontinued".

- ✓ Increase due to the revaluation of the **securities** in portfolio, in addition to the coupons cashed on the same securities (+€1.4 million for the valuation of the securities and +€0.3 million from coupons)
- ✓ The **self-financing** of the quarter mostly absorbed by the increase in **net working capital**
- ✓ Cash flows by **operating activities** only partially covered the disbursements for **investment activities**
- ✓ **Capex** equal to €3.5 million in 1Q 2019, higher for investments aimed at strengthening the production capacity of Memry Corporation
- ✓ **Exchange rates effect** positive for about €0.8 million

# Cash Flows

All figures in M€, unless otherwise stated

	1Q 2019	1Q 2018
Net income (loss) from continued operations	3.2	1.9
Net income (loss) from discontinued operations	0.0	7.0
Current income taxes	2.8	2.3
Change in deferred income taxes	(0.3)	(0.5)
Depreciation, amortization and write down of non current assets	1.9	2.1
Ancillary charges for the purification business disposal	0.0	0.5
Interests and other financial income, net	(0.9)	0.4
Other non-monetary costs	(1.2)	(2.3)
	<b>5.4</b>	<b>11.4</b>
Change in operating assets and liabilities	(3.1)	(8.4)
Payments of termination indemnities and similar obligations	(0.1)	(0.0)
Financial income received, net of payment of interests	(0.1)	(0.1)
Payment of income taxes	(0.4)	(0.6)
<b>Net cash flows from operating activities</b>	<b>1.8</b>	<b>2.3</b>
Purchase of tangible and intangible assets, net of proceeds from sales	(3.5)	(1.7)
Adjustment on consideration for the purification business disposal	(1.1)	0.0
Adjustment on price paid for the acquisition of shareholding in subsidiaries	0.0	(0.1)
Price paid for the acquisition of businesses	0.0	(0.0)
Ancillary monetary charges for the purification business disposal	0.0	(0.5)
<b>Net cash flows from investing activities</b>	<b>(4.6)</b>	<b>(2.3)</b>
Proceeds from debts, net of repayments	(0.6)	(5.9)
Dividends payment	0.0	0.0
Interests and other expenses paid on loans	(0.0)	(0.2)
Financing receivables from related parties	0.0	(0.3)
Purchase of securities, net of disinvestments	(95.8)	0.0
Income from securities, net of commissions	0.3	0.0
Other financial liabilities/assets	0.0	0.0
<b>Net cash flows from financing activities</b>	<b>(96.1)</b>	<b>(6.4)</b>
Effect of exchange rate differences	0.9	(0.3)
<b>TOTAL CASH FLOWS</b>	<b>(98.0)</b>	<b>(6.8)</b>

- Positive outlook for the year
- Constant attention to the recent increase in uncertainties and pressures at international level

# Disclaimer and Attestation

This presentation contains forward-looking statements which are based upon current expectations and involve a number of risks and uncertainties. There are a number of important factors that could cause actual results to differ materially from those expressed in any forward-looking statements made by the Company. These factors include the Company's ability to introduce new products at planned costs and on planned schedules, the Company's ability to maintain key client relationships and the environments of the various economies in the countries the Company conducts business. The Company cautions that the foregoing list of important factors is not exclusive. The Company undertakes no obligation to publicly release the result of any revision to these forward-looking statements which may be made to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

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The Officer Responsible for the preparation of corporate financial reports of SAES Getters S.p.A. certifies that, in accordance with the second subsection of article 154-*bis*, part IV, title III, second paragraph, section V-*bis*, of Legislative Decree February 24, 1998, no. 58, the financial information included in the present document corresponds to book of account and book-keeping entries.

*The Officer Responsible for the preparation of corporate financial reports*  
*Giulio Canale*

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Thanks for your attention



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