Introducing

The SAES® Getters Group

STAR Event

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Core Business

The SAES® Getters Group is the world leader in a variety of scientific and industrial applications where stringent vacuum conditions or ultra-high pure gases are required.
Core Business

For nearly 60 years, our getter solutions have been supporting technological innovation in:

- The information display industry
- The lamp industry
- Ultra-high vacuum systems
- A wide range of electronic device-based applications
- Vacuum thermal insulation
- Semiconductors
Average of 8% of net consolidated sales allocated to R&I activities every year

State-of-the-art corporate laboratories covering a surface of over 3,300 sq.mt.

Nearly 100 people committed to investigating problems, developing proposals and testing solutions
Research & Innovation Expenses

All figures in M€, excluding % on net sales

* Excluding costs borne for intellectual property right protection

we support your innovation
Over 300 inventions have been patented by the Group in 60 years of activity, in the following business segments:
Business Organization

- **Information Displays Business Unit**
  Components based on the getter technology and used in displays (cathode ray tubes and flat panel displays)

- **Industrial Applications Business Unit**
  Components based on the getter technology and used in a wide variety of industrial applications (lamps, electronic devices, vacuum systems) and capital equipment employed primarily in the semiconductor industry for pure gas handling

- **Advanced Materials Business Development Unit**
  Advanced materials supporting some of the most innovative technologies: optical crystals, shape memory alloys, getter thin films for wafer-level MEMS, catalytic diesel filters and metalorganic precursors
1st Half 2005 Consolidated Sales
by Business Unit

- Industrial Applications: 39.9%
- Advanced Materials: 0.4%
- Information Displays: 59.7%
SAES Getters is the Cathode Ray Tube (CRT) industry’s leading provider of getters:

- Yearly production capacity of 250 million barium getter pieces
- In-house vertically integrated manufacturing processes
- A large and consolidated customer base
- A controlled risk management policy based on total production distribution at 3 manufacturing facilities
- 1st half 2005 sales: 16.2 M€ 24% of total (45 M€ in 2004)
Flat Panel Displays

As a strategic supplier of technology innovation, SAES Getters serves the flat panel display industry with getter, dryer and mercury dispensing solutions for:

- LCD backlighting
- Plasma displays
- Field Emission Displays (FEDs)
- Vacuum Fluorescent Displays (VFDs)
- Organic Light Emitting Diode displays (OLEDs)

- 1st half 2005 sales: 23.5 M€ 35% of total (38.2 M€ in 2004)
SAES Getters fully addresses key issues of the lamp industry related to vacuum purity maintenance, filling-gas purity and lamp processing for:

- Street lighting
- Industrial lighting
- Commercial lighting

SAES “green” mercury dispensers support the most important fluorescent lamp manufacturers in complying with the stringent mercury dosing regulations and thus in ensuring minimal environmental impact of their products.

- 1st half 2005 sales: 5.7 M€ 9% of total (11.2 M€ in 2004)
Electronic Devices

This Business Area offers solutions for an extremely diversified range of devices, whose functioning requires either vacuum or a high purity rare gas atmosphere.

Among the targeted market segments:

- Avionics
- Medical
- Security & defense
- Telecom & datacom
- Automotive

- 1st half 2005 sales: 6.2 M€ 9% of total (11.6 M€ in 2004)
Vacuum Systems & Thermal Insulation

Expertise in gas-surface interaction, vacuum technology, outgassing and permeation of materials has led the Group to the development of non-evaporable getter pumps and solutions for vacuum systems and vacuum thermally insulated devices:

- Vacuum systems for material characterization and processing
- Particle accelerators
- Cryogenic applications
- Solar energy collectors and pipes
- 1st half 2005 sales: 3.2 M€ 5% of total (5.8 M€ in 2004)
Development and marketing of advanced gas purification technologies supporting the semiconductors and other hi-tech industries is the mission of this Business Area.

Providing purification for ultra-high purity bulk gases and specialty gases, SAES Pure Gas – member company of the SAES Getters Group – offers a product portfolio tailored to a wide range of flow rates and gas applications.

- 1st half 2005 sales: 11.4 M€ 17% of total (29.8 M€ in 2004)
Advanced Materials

Getters for MEMS: thin film getter products for wafer-level packaged Micro Electro Mechanical Systems and Hydrogen-sensitive packages

Shape Memory Alloys: shape memory and superelastic components for industrial and niche high-technology applications

Optoelectronic Materials: advanced optical crystals for optoelectronic device and solid-state laser marketplace

Catalysis: catalytic diesel filter for the abatement of soot emissions from heavy-duty/stationary engines

Metalorganic Materials: metalorganic precursors for electronic and microelectronic metal organic chemical vapor deposition applications

☐ 1st half 2005 sales: 0.3 M€
1st Half 2005 Consolidated Sales by Geographic Area

- Rest of Asia: 38%
- Japan: 27%
- North America: 17%
- Rest of Europe: 15%
- Italy: 1%
- Rest of the World: 2%
Consolidated Operating Income
(% on net sales)

* 2003 Consolidated Operating Income excluding one time costs: approx. 9M€ (7.1% on sales)
**Consolidated Net Income**

(% on net sales)

* 2003 Consolidated Net Income excluding one time items: approx. 4M€ (3.2% on sales)
Business Outlook

For 2005 we confirm our ambitious aim to maintain 2004 consolidated operating profit.

In particular in the second half 2005, in comparison with the same half of last year:

- sales for the information display industry are expected to grow (higher sales of LCD products are assumed to offset the decrease of sales of barium getters)
- sales of other industrial markets should confirm stability or growth
- first contributions from the launch into the market of products in the advanced materials field
Business Outlook

In the medium term…

- no real threats for LCD backlighting based on fluorescent lamps
- LCD market is expected to continue growing especially in the TV segment
- CRTs, as a mature market, are supposed to carry on decreasing particularly in large screen and monitor segment
- positive expectations for dispensers dosing smaller quantity of mercury for fluorescent lamps in new niches and geographic markets
- getters for MEMS and optoelectronic materials should be the first business development areas to take off
- prospects of the other advanced materials projects strictly linked to market developments
Thank you for your attention