

The SAES[®] Group

2012 Consolidated Results

Conference Call – March 13, 2013



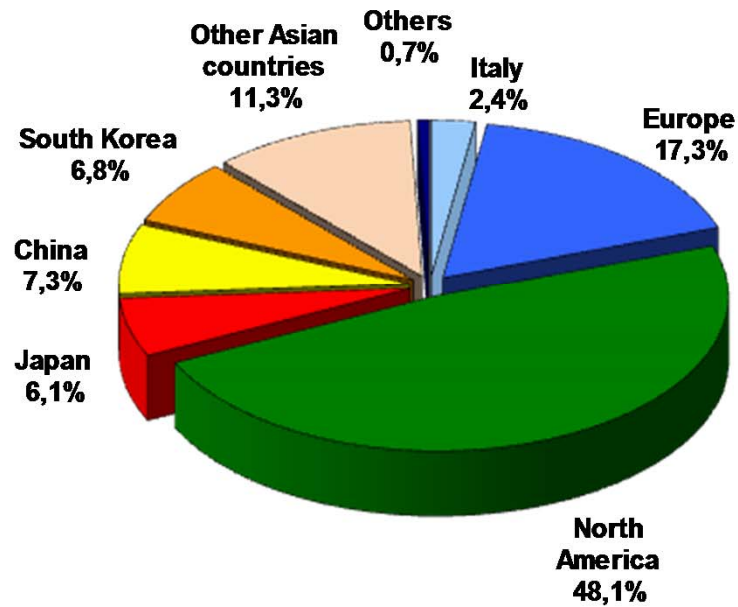
making **innovation happen**, together

- FY 2012 **revenues** in line with expectations and equal to €142.5 million, slightly down (-4.2%) compared to €148.6 million in 2011
- Decrease in the semiconductors, defense, solar thermal and lighting businesses offset by the excellent results in the medical sector, as well as of the new products for vacuum systems, of getters for miniaturized electromechanical devices, of the components for solar cells and of the shape memory alloy products for industrial applications
- FY 2012 **gross profit** equal to €58.4 million, compared to €59.9 million in 2011
- FY 2012 **gross margin** equal to 41%, improved when compared to 40.3% in 2011 thanks to a more profitable sales mix and to the consolidation of the production footprint rationalization
- FY 2012 **operating margin** equal to 8%, substantially in line with the previous year (8.7%); **operating income** equal to €11.3 million compared to €12.9 million in 2011
- FY 2012 **EBITDA** equal to €21.7 million (15.2%) compared to €25.3 million (17%) in 2011
- FY 2012 **net income** equal to €3.3 million compared to €15.6 million in the previous year, which however included non-recurring tax benefits
- **Net financial position** equal to -€16.3 million, substantially unchanged compared to December 31, 2011 (-€15.5 million) thanks to the steady generation of operating cash flow
- Proposed a **dividend** of €0.400000 per ordinary share and of €0.555175 per savings share, through the distribution of the entire 2012 net income of SAES Getters S.p.A. (about €8.5 million) and of part of the available reserve "Retained earnings" (about €1.5 million)

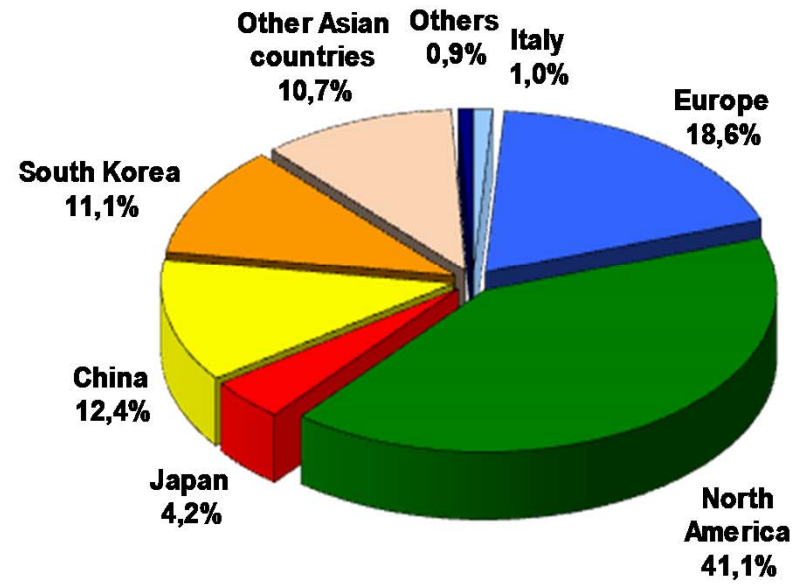
2012 Consolidated Sales

By Geographic Area

2012



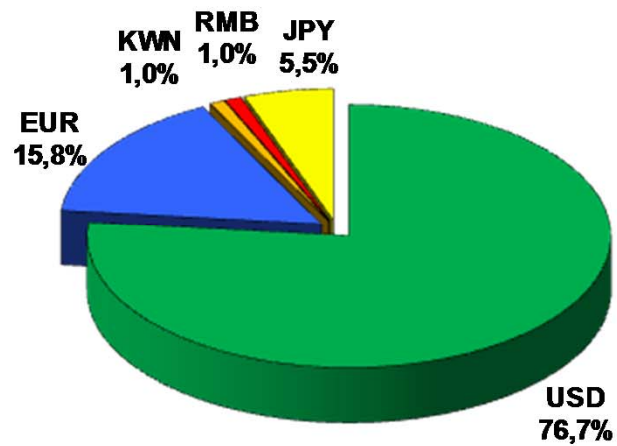
2011



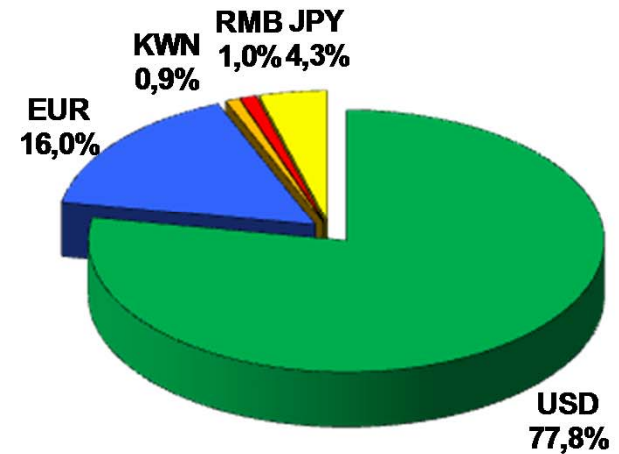
2012 Consolidated Sales

By Invoicing Currency

2012



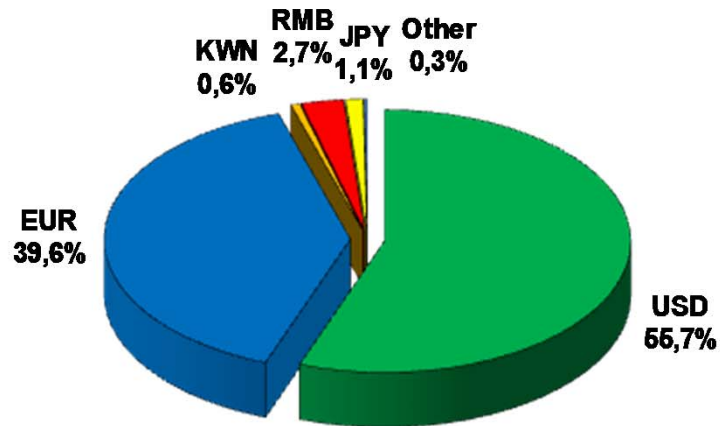
2011



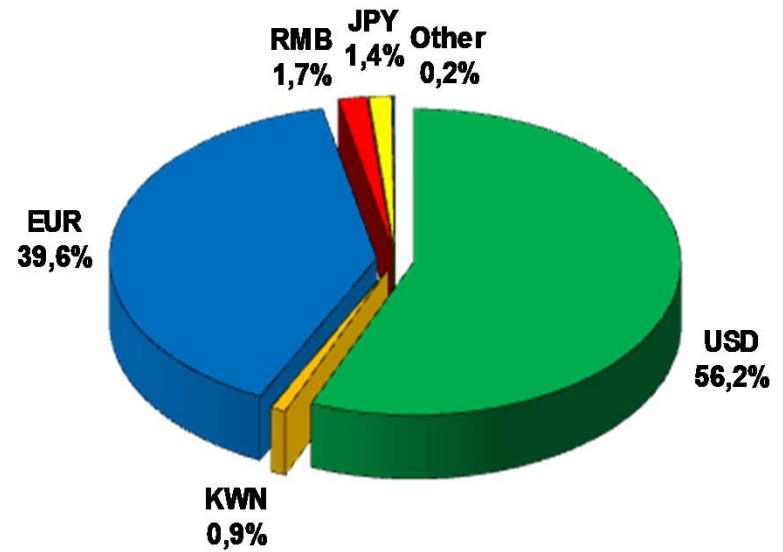
2012 Consolidated Costs

By Currency

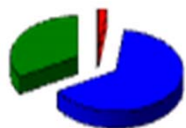
2012



2011



Industrial Applications BU Sales



Industrial Applications
65%

All figures in M€, unless otherwise stated

	2012	2011	Total difference	Price-quantity effect	Exchange rate effect	1Q 2012	2Q 2012	3Q 2012	4Q 2012
Electronic Devices	20.8	23.5	-11.3%	-15.5%	4.2%	5.0	5.6	5.2	5.1
Lamps	11.5	12.4	-7.5%	-11.1%	3.6%	3.1	3.1	2.5	2.8
Vacuum Systems and Thermal Insulation	15.7	12.7	23.6%	17.3%	6.3%	5.4	3.4	3.5	3.3
Energy Devices	0.4	0.1	261.8%	258.5%	3.3%	0.0	0.0	0.1	0.2
Semiconductors	44.1	57.0	-22.6%	-28.6%	6.0%	13.2	12.0	8.9	10.0
Industrial Applications	92.5	105.7	-12.5%	-17.8%	5.3%	26.7	24.1	20.2	21.5

- ✓ Electronic Devices – The increase in sales of getter solutions for MEMS only partially offset the decline of traditional products, caused by the drastic cuts in U.S. public spending in the defence sector and by lower investments in infrastructures
- ✓ Lamps – The weakness of the Japanese market after the earthquake, together with that of the Chinese market caused by the difficult economic situation, slowed down the sales of this Business
- ✓ Vacuum Systems and Thermal Insulation – Significant increase in sales thanks to the commercial success of new pumps, mainly in the field of scientific applications, together with new projects both to upgrade and to build particle accelerators
- ✓ Energy Devices – Despite the global recession and the subsequent decline in public investments in the photovoltaic business, the getter for thin-film photovoltaic modules, qualified at the end of 2011, has begun to be effectively distributed by the end of 2012, positively contributing to the results of this sector
- ✓ Semiconductors – The expected slowdown in the markets where the customers of the Group operate is confirmed

Shape Memory Alloys BU Sales

Shape Memory Alloys
33%

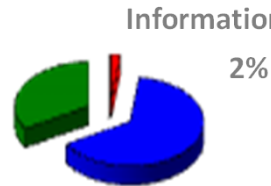


All figures in M€, unless otherwise stated

	2012	2011	Total difference	Price-quantity effect	Exchange rate effect	1Q 2012	2Q 2012	3Q 2012	4Q 2012
Shape Memory Alloys	47.1	38.6	21.9%	13.1%	8.8%	12.0	12.9	11.8	10.3

- ✓ Medical SMAs – Increase in turnover mainly due to the expansion of the product range and of the customer base resulting from the investments in research and development activities
- ✓ Industrial SMAs – Positive contribution by the business of industrial SMAs, which represents an important development opportunity for the future

Information Displays BU Sales



All figures in M€, unless otherwise stated

	2012	2011	Total difference	Price-quantity effect	Exchange rate effect	1Q 2012	2Q 2012	3Q 2012	4Q 2012
Liquid Crystal Displays	0.8	1.7	-56.3%	-60.0%	3.7%	0.4	0.2	0.1	0.0
Cathode Ray Tubes	1.2	1.9	-34.4%	-39.7%	5.3%	0.3	0.3	0.3	0.2
Organic Light Emitting Diodes	0.9	0.7	21.9%	15.3%	6.6%	0.2	0.3	0.2	0.1
Information Displays	2.9	4.3	-33.8%	-38.7%	4.9%	1.0	0.8	0.7	0.4

- ✓ The negative trend reflects the often mentioned structural and irreversible decline both in the LCDs and in the CRTs businesses
- ✓ The delay in the large scale introduction of OLED TVs has resulted in the maintaining of the turnover of this sector, although it is growing, at levels typical of a start-up business and it has not allowed to offset the decline of the traditional LCD and CRT businesses
- ✓ The supply of innovative getters for the pilot lines of the major OLED TV manufacturers has continued, with interesting prospects of future growth

Industrial Applications Margins

All figures in M€, unless otherwise stated

	2012	2011	Total difference	1Q 2012	2Q 2012	3Q 2012	4Q 2012
NET SALES	92.5	105.7	-13.2	26.7	24.1	20.2	21.5
GROSS PROFIT	41.5	49.2	-7.7	12.7	11.0	9.0	8.8
Gross Margin	44.9%	46.6%		47.5%	45.7%	44.5%	41.1%
OPERATING INCOME	26.4	32.6	-6.2	8.4	7.3	5.7	5.0
Operating Margin	28.5%	30.8%		31.5%	30.3%	27.9%	23.4%

- ✓ Gross profit equal to €41.5 million, compared to €49.2 million in the previous year
- ✓ Gross margin equal to 44.9%, slightly down compared to 46.6% of 2011, mainly due to increased incidence of the plant fixed costs resulting from the decrease in revenues, partially offset by the shift of the sales mix towards products with higher margins (in particular, Vacuum Systems Business)
- ✓ Operating income equal to €26.4 million, compared to €32.6 million in 2011. This decrease (-19%) mainly due to the reduction in sales, only partially offset by lower selling expenses
- ✓ Operating margin from 30.8% to 28.5%

Shape Memory Alloys Margins

All figures in M€, unless otherwise stated

	2012	2011	Total difference	1Q 2012	2Q 2012	3Q 2012	4Q 2012
NET SALES	47.1	38.6	8.5	12.0	12.9	11.8	10.3
GROSS PROFIT	16.7	11.5	5.2	4.4	4.5	4.3	3.6
Gross Margin	35.5%	29.8%		36.4%	34.4%	36.5%	34.7%
OPERATING INCOME	6.2	2.2	4.0	1.6	1.7	1.8	1.0
Operating Margin	13.2%	5.8%		13.8%	13.3%	15.6%	9.6%

- ✓ Gross profit equal to €16.7 million, showing an increase compared to €11.5 million in 2011
- ✓ Increase in gross margin (from 29.8% to 35.5%) as the result both of the shift of the sales mix towards innovative medical solutions with higher margins and of the reduction of plant fixed costs after the optimization of the manufacturing structure implemented during the previous year
- ✓ Operating income equal to €6.2 million, almost tripled (+176.2%) compared to €2.2 million in 2011, due to the strong increase in gross profit
- ✓ Operating margin increased from 5.8% to 13.2%

Information Displays Margins

All figures in M€, unless otherwise stated

	2012	2011	Total difference	1Q 2012	2Q 2012	3Q 2012	4Q 2012
NET SALES	2.9	4.3	-1.5	1.0	0.8	0.7	0.4
GROSS PROFIT	0.5	-0.6	1.0	0.2	0.2	0.2	-0.1
Gross Margin	17.1%	-12.8%		18.0%	28.6%	29.5%	-33.7%
OPERATING INCOME	-3.2	-3.5	0.3	-1.1	-1.1	-1.2	0.2
Operating Margin	-111.3%	-80.3%		-114.2%	-129.1%	-177.2%	55.3%

- ✓ Positive gross profit equal to €0.5 million (17.1%), compared to a negative gross profit of €0.6 million in 2011 (-12.8%)
- ✓ Gross profit returned to be positive despite the decrease in turnover, thanks to both the increased sales in the OLED Business and the consolidation of the savings deriving from the 2011 rationalization of the LCD production footprint
- ✓ Operating loss equal to -€3.2 million compared to -€3.5 million in 2011: the volumes of this business were not yet enough to support the operating expenses (in particular, research and development expenses in the field of OLED)

2012 Consolidated Income Statements

All figures in M€, unless otherwise stated

	2012	2011	Total difference	1Q 2012	2Q 2012	3Q 2012	4Q 2012
NET SALES	142.5	148.6	-6.2	39.6	37.9	32.7	32.2
GROSS PROFIT	58.4	59.9	-1.5	17.1	15.6	13.4	12.2
Gross Margin	41.0%	40.3%		43.2%	41.3%	41.1%	37.8%
R&D expenses	14.5	13.9	0.6	3.8	3.7	3.4	3.6
Selling expenses	13.0	13.7	-0.7	3.4	3.6	3.0	2.9
G&A expenses	22.8	23.1	-0.3	6.1	6.0	5.2	5.5
Total operating expenses	50.2	50.6	-0.4	13.3	13.2	11.7	12.0
Other income (expenses), net	3.1	3.6	-0.5	0.7	1.4	0.7	0.4
OPERATING INCOME	11.3	12.9	-1.5	4.5	3.8	2.5	0.5
Operating Margin	8.0%	8.7%		11.5%	10.0%	7.7%	1.6%
Interest and other financial income, net	-1.7	-1.5	-0.2	-0.5	-0.4	-0.4	-0.3
Income (loss) from equity method evaluated companies	-0.8	-0.3	-0.6	-0.2	-0.2	-0.3	-0.1
Foreign exchange gains (losses), net	-0.1	-0.1	0.0	0.0	-0.2	0.0	0.1
INCOME BEFORE TAXES	8.7	11.1	-2.3	3.8	3.0	1.8	0.1
Income Taxes	5.5	-4.3	9.8	2.3	1.1	1.4	0.8
NET INCOME on continued operations	3.3	15.3	-12.1	1.6	1.9	0.4	-0.6
Net Margin	2.3%	10.3%		4.0%	5.0%	1.3%	-2.0%
Net income (loss) on discontinued operations	0.1	0.3	-0.2	0.1	0.0	0.0	0.0
NET INCOME before minority interests	3.3	15.6	-12.3	1.7	1.9	0.4	-0.6
Net Margin	2.3%	10.5%		4.2%	5.0%	1.3%	-2.0%
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0	0.0
GROUP NET INCOME	3.3	15.6	-12.3	1.7	1.9	0.4	-0.6
Net Margin	2.3%	10.5%		4.2%	5.0%	1.3%	-2.0%

Net Financial Position

All figures in M€, unless otherwise stated

	Dec 31, 2012	Dec 31, 2011	Difference	Sep 30, 2012	Jun 30, 2012	Mar 31, 2012
Cash and cash equivalents	22.6	20.3	2.3	24.3	28.4	18.8
Current financial assets	0.1	0.0	0.1	0.3	0.3	0.3
Current financial liabilities	(19.8)	(27.5)	7.7	(23.8)	(24.2)	(9.3)
Current net financial position	2.9	(7.2)	10.1	0.8	4.4	9.8
Non current financial liabilities	(19.2)	(8.3)	(10.9)	(21.6)	(23.9)	(24.0)
NET FINANCIAL POSITION	(16.3)	(15.5)	(0.8)	(20.7)	(19.5)	(14.2)

- ✓ Net financial position substantially unchanged compared to December 31, 2011 thanks to the steady generation of operating cash flow
- ✓ Resources generated by the operating activities have almost completely offset the investment activities (-€9.5 million of which €4 million as transfers of share capital to the joint venture Actuator Solutions GmbH) and the cash-out for the payment of dividends (-€10.8 million)

- In the first two months of 2013 net revenues equal to €22.6 million, up by 15% over last two months of 2012 (€19.6 million)

- Compared to the last periods of 2012, gradual economic recovery occurred in almost all sectors:
 - increase in the industrial applications business, driven by the lamps and by the semiconductors sectors, which have seen the end of the downturn cycle; growth also in the other sectors, with the exception of the vacuum pumps business, stable because penalized by the cyclicity of the projects for new particle accelerators
 - almost unchanged the shape memory alloys business, after the particularly positive results achieved in 2012
 - stable the display business, recording the end of the gradual decline that had characterized the past few years

- In the forthcoming months of 2013 the positive trend that has begun in the first two months of the year will continue

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.

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

Michele Di Marco

SAES® is a registered trademark of SAES Getters S.p.A.

Thanks for your attention



E-mail: investor_relations@saes-group.com

www.saesgetters.com