

*Introducing*

The SAES<sup>®</sup> Getters Group

October 2010

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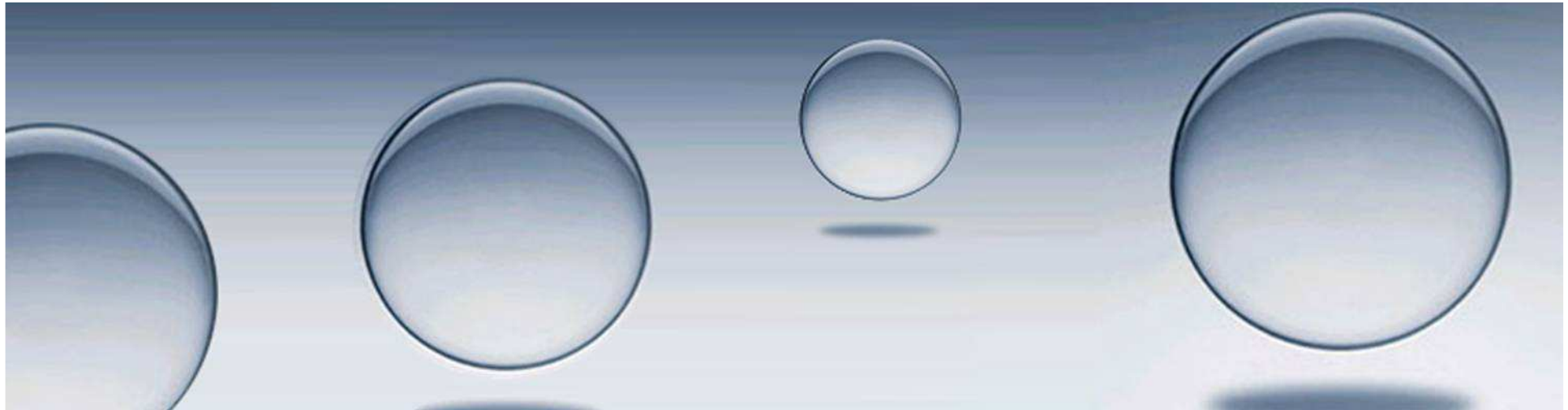
we support your innovation

saes  
getters

# Core Business

The SAES<sup>®</sup> 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

From 2008, SAES Getters has expanded its core business into advanced materials market, mainly towards **shape memory alloys** for medical, healthcare and industrial applications



# Core Business

For 70 years, our solutions have been supporting **technological innovation** in:

- The information display industry
- The lamp industry
- A wide range of electronic device-based applications
- Vacuum and Ultra-high Vacuum Technology
- Vacuum thermal insulation
- Semiconductors
- Medical and industrial shape memory alloys industry

we support your **innovation**

**saes**  
getters

# SAES Getters Vision

To be the leading global supplier of getters, shape memory alloys and advanced materials to niche markets characterized by high growth potential in the high-tech business segments



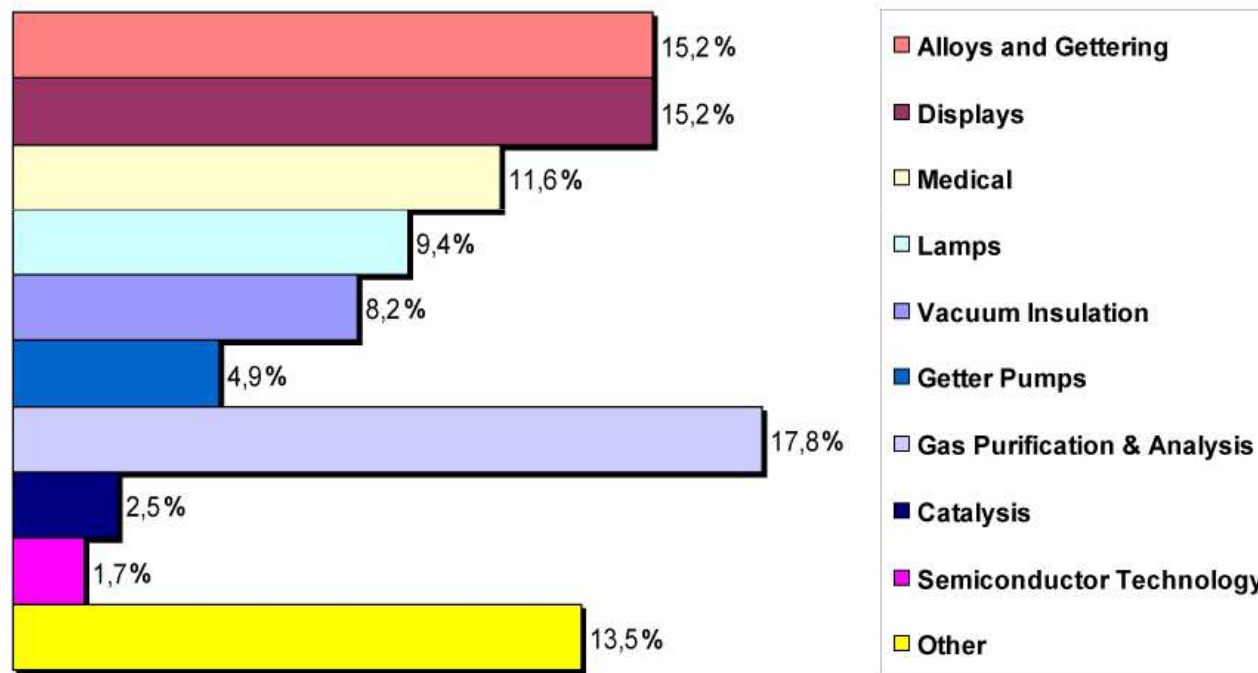
# Research & Innovation



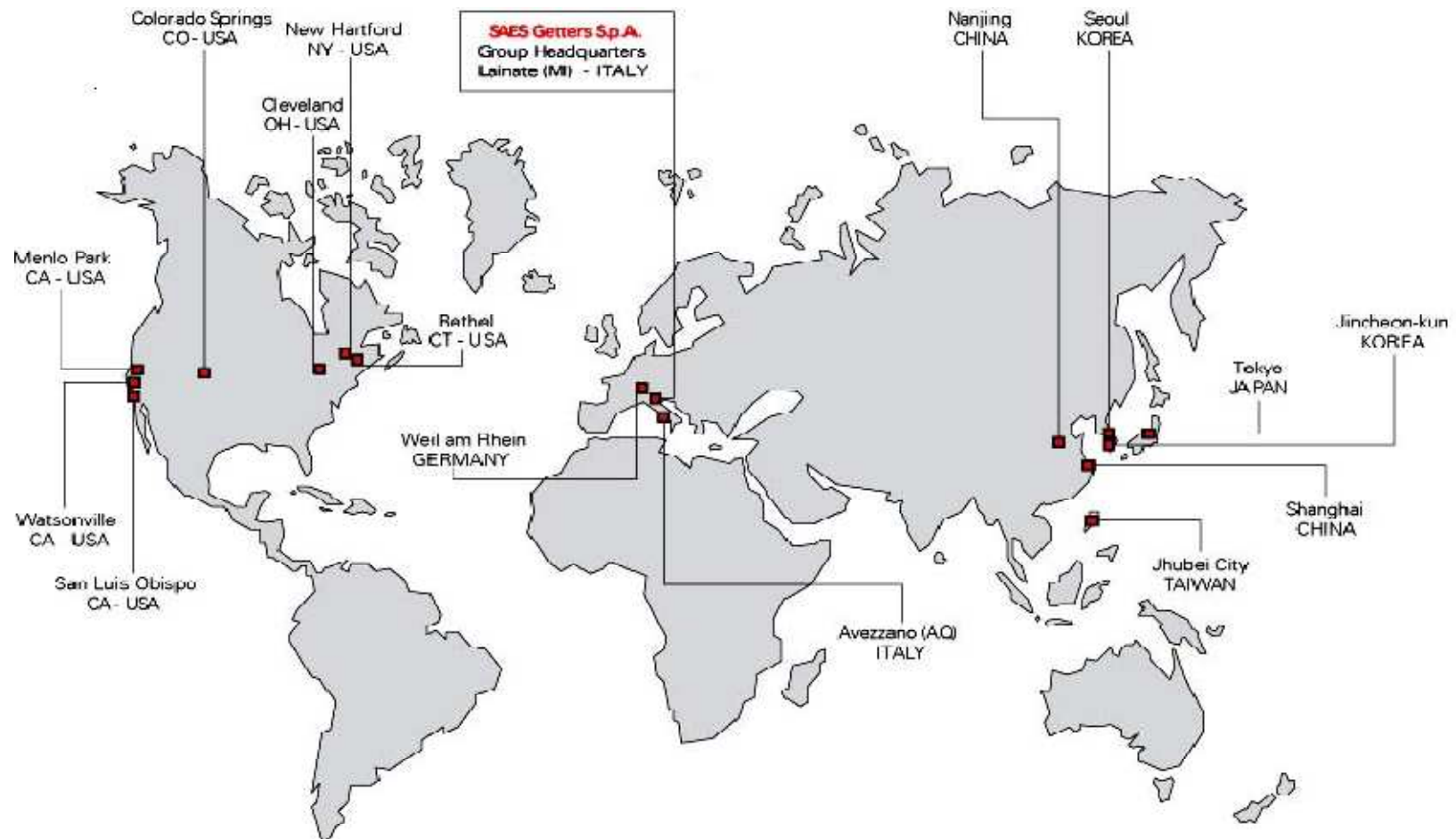
- About 10% of net consolidated sales allocated to R&I activities every year
- State-of-the-art corporate laboratories covering an area of over 3,300 sq.mt.
- Nearly 100 people committed to investigating problems, developing proposals and testing solutions

# Intellectual Property: a Competitive Asset

Over **300 inventions** in 70 years of activity, in the following business segments:



# Global Presence



# The SAES Getters Group Organization

The SAES Getters Group serves customers through three global **Business Units** (BU) and one **Business Development Unit** (BDU):



Each Unit addresses different markets and applications, aiming at the best customer satisfaction through the support of a worldwide-based sales and service network



# Business Organization

## ❑ **Industrial Applications Business Unit**

Innovative getters and metal dispensers supporting a wide variety of industrial applications (lamps, electronic devices, MEMS, vacuum systems and vacuum thermal insulations, solar collectors) and capital equipment employed primarily in the semiconductor industry for pure gas handling

## ❑ **Shape Memory Alloys Business Unit**

SAES Getters produces shape memory alloy components for medical and industrial applications; a family of advanced materials featuring super elasticity and the property of assuming predefined forms when subjected to heat treatment

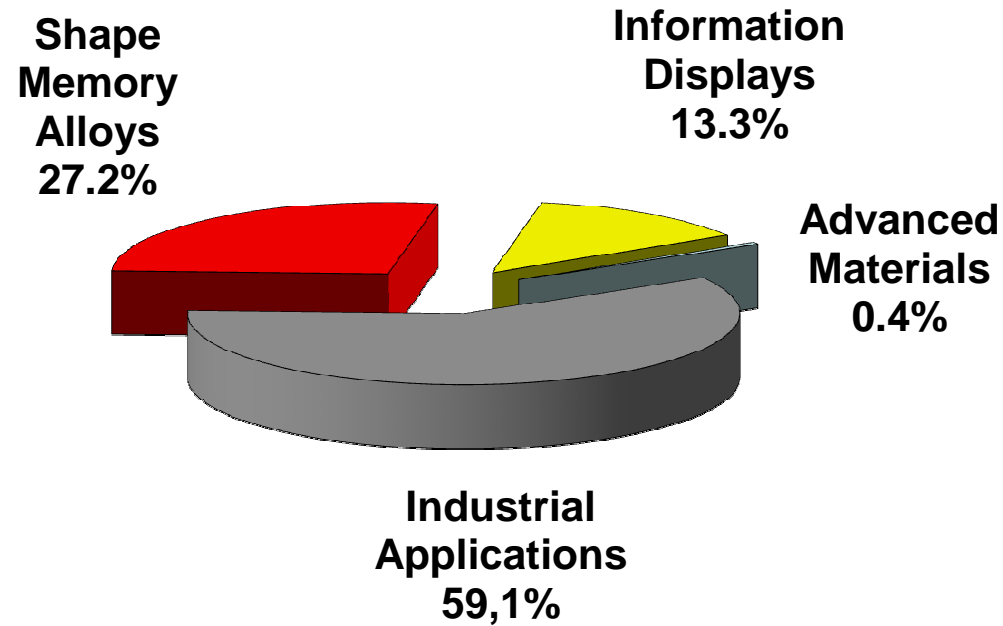
## ❑ **Information Displays Business Unit**

Getter products and metal dispensing solutions used in displays (liquid crystal displays and cathode ray tubes)

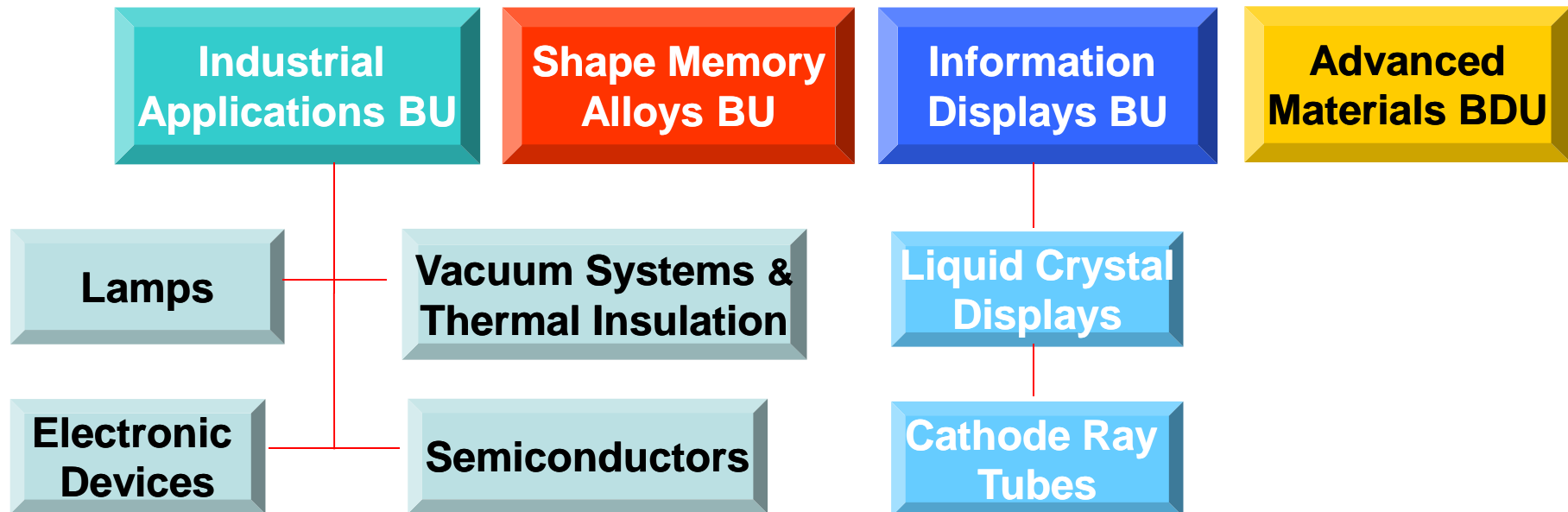
## ❑ **Advanced Materials Business Development Unit**

Advanced materials BDU provides some of the most innovative technologies: highly sophisticated getters/dryers for OLED (Organic Light Emitting Diodes) displays and lamps, sealants for solar panels

# 1H 2010 Consolidated Sales by Business Unit



# Business Organization



# Lamps

SAES Getters is the leading supplier of high quality, innovative non-evaporable  **getters for Discharge Lamps**  and  **mercury dispensers for Linear Fluorescent Lamps**

These products are the key solutions for the very demanding lamp industry, capable to ensure vacuum maintenance and highly pure filling gas. Major applications are:

- Street lighting
- Commercial lighting
- Industrial and domestic lighting



- 1H2010 sales: 6.3 M€, 9.3% of total 1H2010 Group sales (4.6 M€ in 1H2009)

# Electronic Devices

SAES Getters offers solutions for an extremely diversified range of devices which require either vacuum or a high purity rare gas atmosphere

Main targeted market segments:

- Avionics (Laser Gyroscopes)
- Medical (X-Ray Tubes)
- Security & defense
- Telecom & datacom
- Automotive
- MEMS



- 1H2010 sales: 11.9 M€, 17.4% of total 1H2010 Group sales (10.9 M€ in 1H2009)

# Vacuum Systems & Thermal Insulation

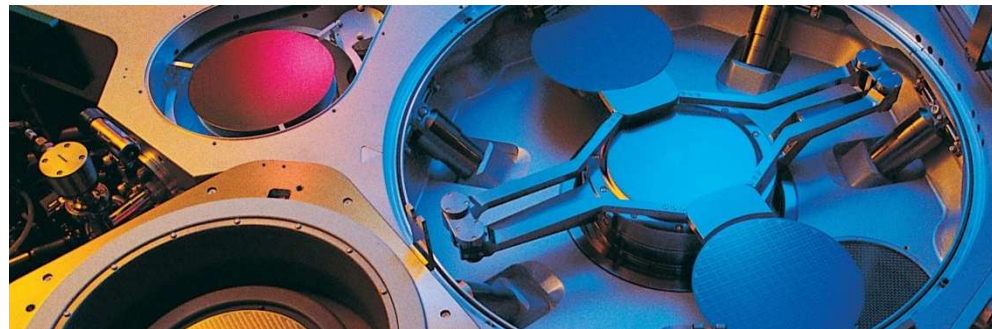
SAES expertise in gas-surface interaction, vacuum technology, out gassing and permeation of materials has led SAES Group to the development and production of **non-evaporable getter pumps, sputtered getter coatings and solutions in vacuum thermally insulated devices**

- Vacuum systems for material characterization and processing
- Particle accelerators
- Cryogenic applications
- Solar energy (solar collectors)
  
- 1H2010 sales: 7.9 M€, 11.6% of total 1H2010 Group sales (7.6 M€ in 1H2009)



# Semiconductors

Providing advanced purification for **ultra-high purity bulk gases** and for **specialty gases**, as well as in-situ purification for processing tools, SAES Pure Gas – a member company of the SAES Getters Group – supports the semiconductor and other hi-tech industries



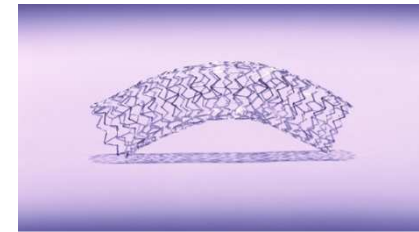
□ 1H2010 sales: 14.1 M€, 20.7% of total 1H2010 Group sales (7.3 M€ in 1H2009)

# Shape Memory Alloys

Shape Memory Alloys, or SMAs, belong to an extensive range of metal alloys showing unique super-elasticity and shape memory features.

## Medical Applications

Thanks to several acquisitions and huge investments in the SMAs field, SAES Getters successfully established a deep vertically integrated Business Unit capable to supply from ingots to semi-finished and finished SMA products shaped as wires, tubes, and tailor made stents widely used in the most advanced and minimally invasive medical applications.

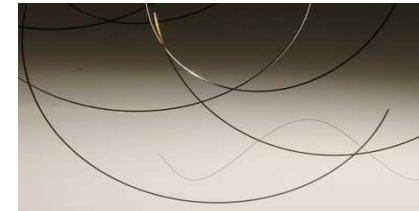


## Industrial Applications

Also the Industrial Applications are calling for a wide introduction of SMA technology in several sectors (i.e. shape memory actuators can give wide advantages).

Major markets of SMA industrial applications are:

- Automotive
- Transportation
- Domotics
- Eyewear
- Electronic consumer



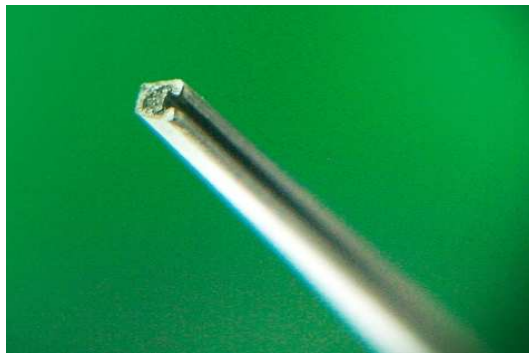
□ 1H2010 sales: 18.5 M€, 27.2% of total 1H2010 Group sales (21.9 M€ in 1H2009)



# Liquid Crystal Displays

SAES Getters serves the LCD Panels industry with advanced and unique products, specifically **Mercury Dispensers** for Cold Cathode Fluorescent Lamps (CCFL) used for LCD backlighting

- ❑ LCD backlight systems are based on an array of thin Fluorescent Lamps that require a minimum amount of mercury inside to generate light
- ❑ SAES Getters products are manufactured with a proprietary design and process that allow a very precise mercury dosing inside CCFLs, in compliance with the very stringent regulations aiming at the minimal environmental impact
- ❑ 1H2010sales: 6.9 M€, 10.1% of total 1H2010 Group sales (15.7 M€ in 1H2009)



# Cathode Ray Tubes

In spite of a continuously declining market, Cathode Ray Tube (CRTs) are still used in large quantities in the Emerging Countries. SAES Getters is the CRT industry's largest provider of **barium based getters**

- In-house vertically integrated manufacturing processes
- Excellent quality and competitive price
  
- 1H2010 sales: 2.2 M€, 3.3% of total 1H2010 Group sales (1.9 M€ in 1H2009)



# Advanced Materials

**Organic Electronics:** highly sophisticated getters and dryers for OLED (Organic Light Emitting Diodes) displays and lamps



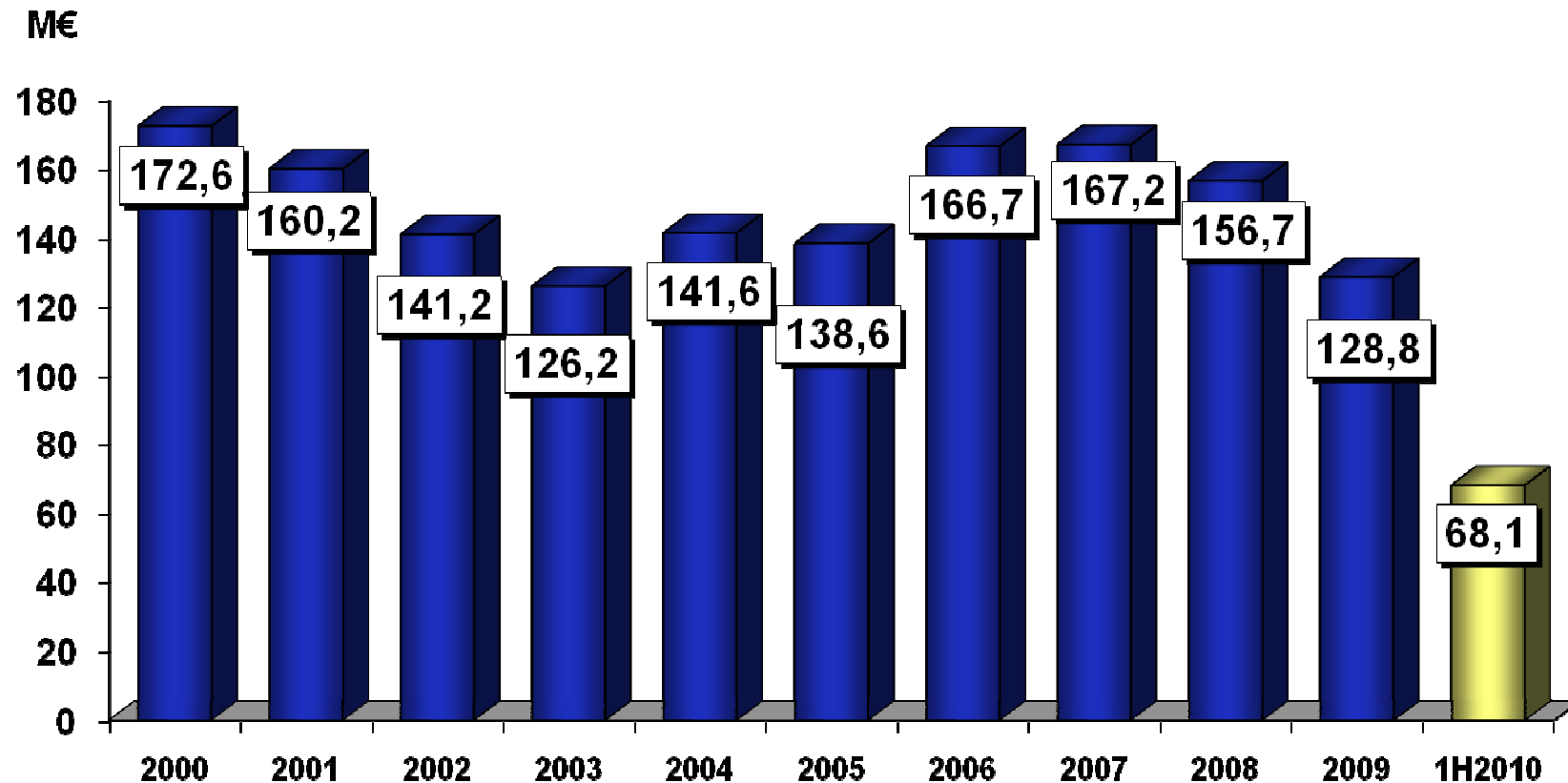
## Renewable Energies:

- ❑ innovative sealants capable to ensure the photovoltaic panel longest life-time even in the most adverse conditions
- ❑ systems for checking the generation of gas inside the next-generation electrochemical energy storage devices, such as super-condensers and lithium batteries



- ❑ 1H2010 sales: 0.3 M€, 0.4% of total 1H2010 Group sales (0.1 M€ in FY08)

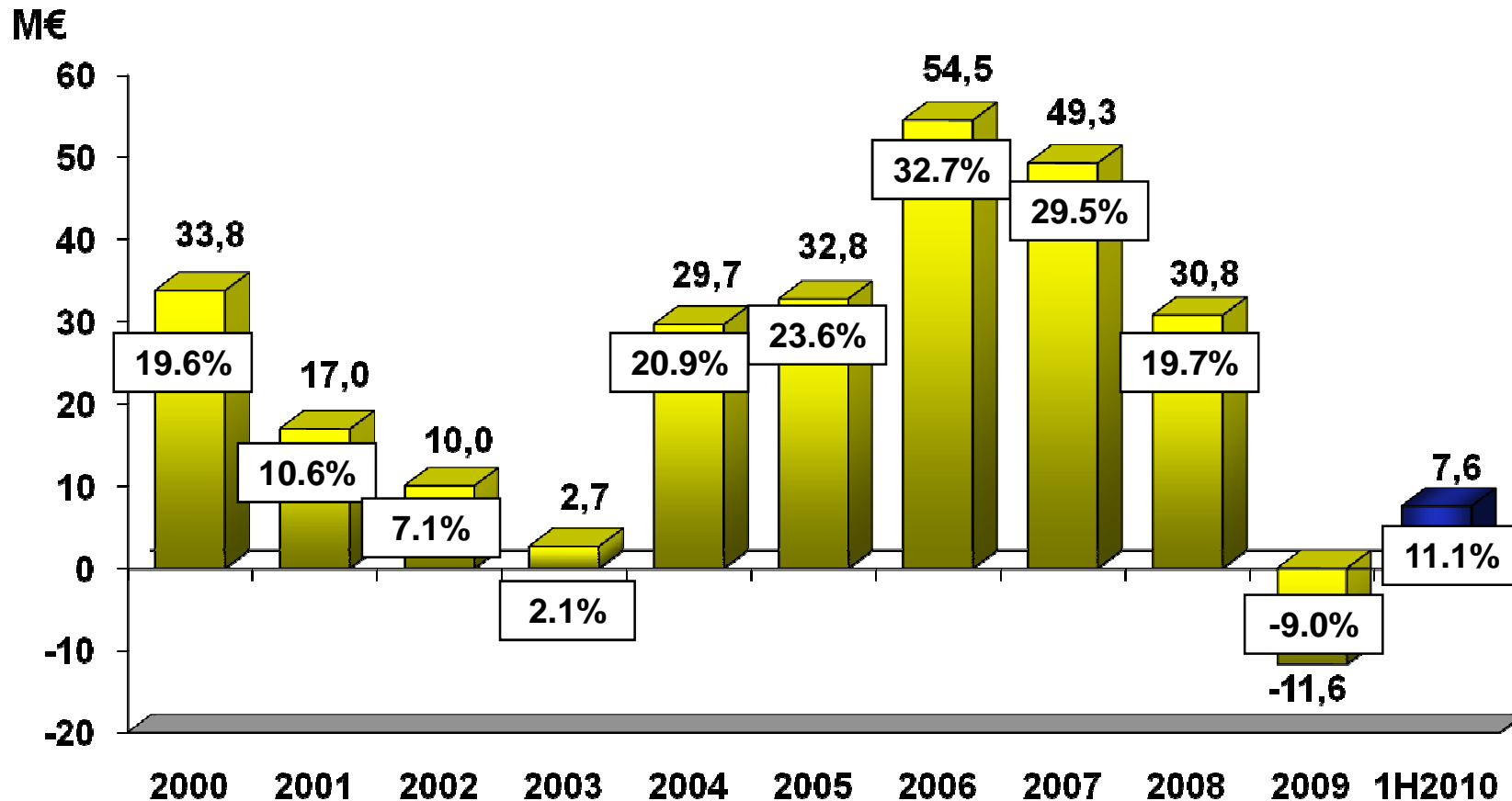
# Consolidated Sales



2000-2003 data compliant to Italian GAAP; 2004-2010 data compliant to IFRS

# Consolidated Operating Income

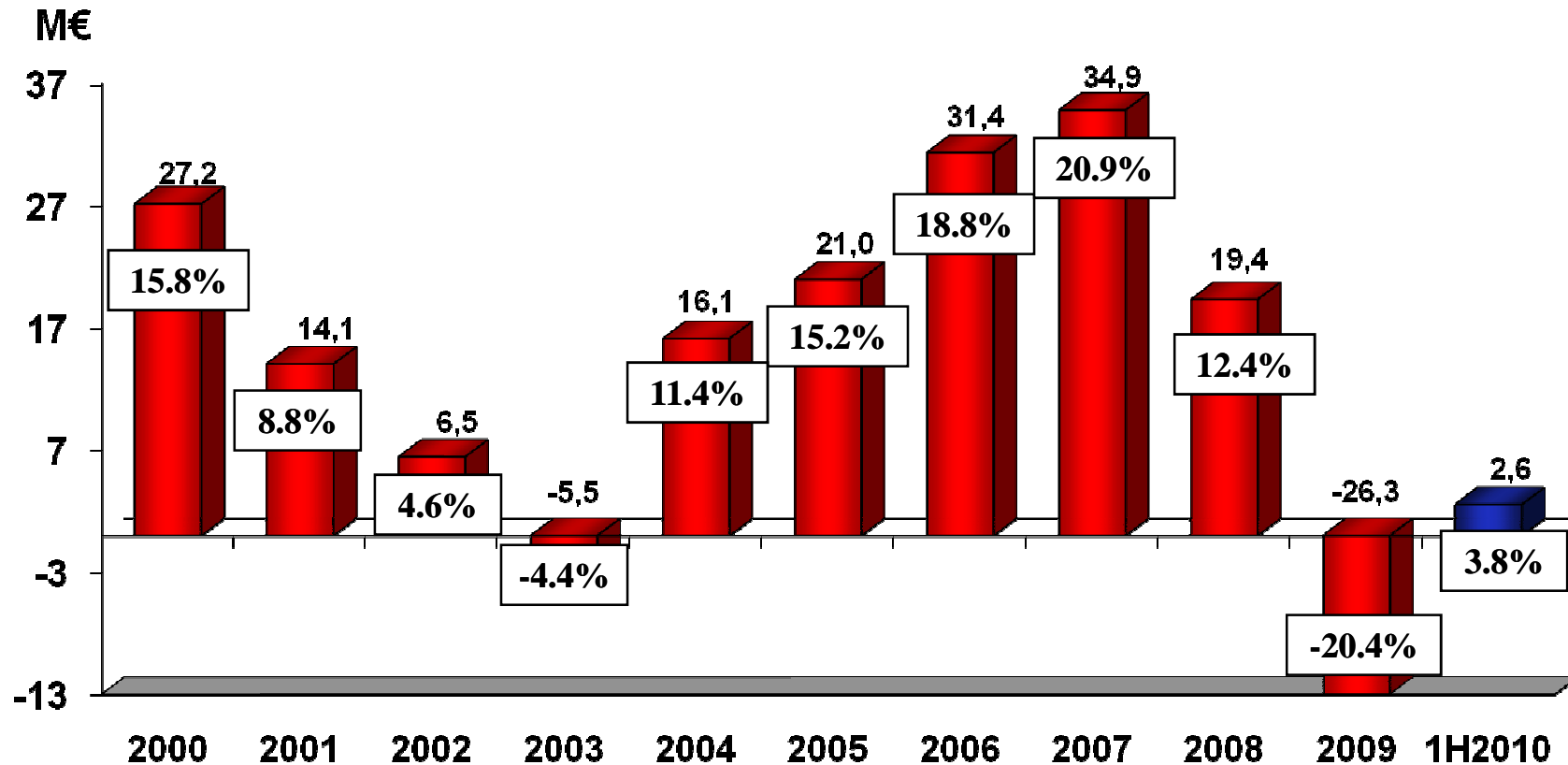
(% on net sales)



2000-2003 data compliant to Italian GAAP; 2004-2010 data compliant to IFRS

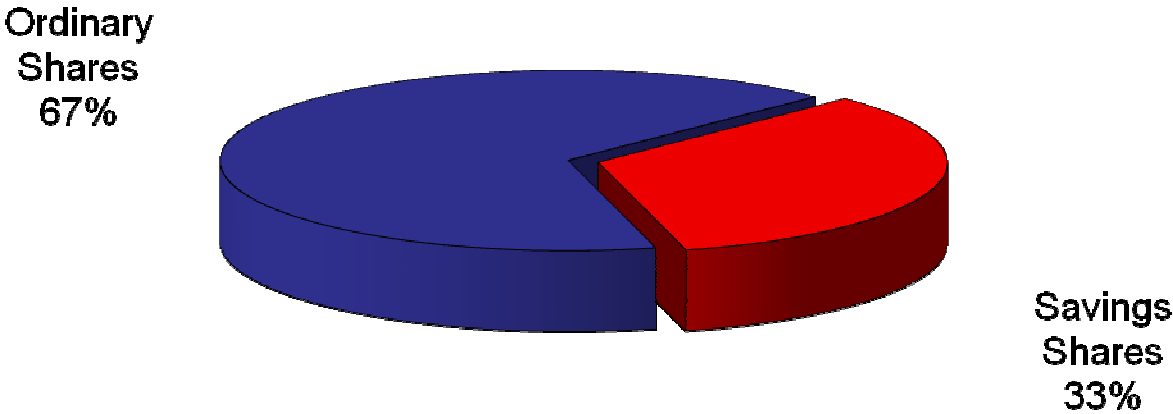
# Consolidated Net Income

(% on net sales)



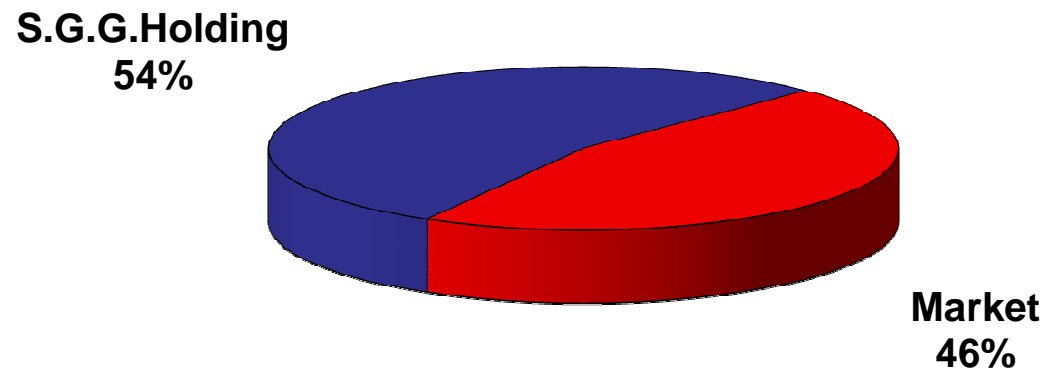
2000-2003 data compliant to Italian GAAP; 2004-2010 data compliant to IFRS

# Capital Structure



<b>Ordinary Shares</b>	<b>Savings Shares</b>
<b># 14,671,350</b>	<b># 7,378,619</b>

# Ordinary Shareholders



	S.G.G. Holding	SAES Getters S.p.A.	Market	Total
Number of shares	7,958,920	0	6,712,430	14,671,350
	54.25%	0%	45.75%	100.00%



# Attestation

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*

Thank you  
for your attention

Web-site: [www.saesgetters.com](http://www.saesgetters.com)

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The logo for SAES Getters, featuring the word "saes" in a bold, white, sans-serif font above the word "getters" in a smaller, white, sans-serif font, both contained within a red square.