

Introducing

The SAES[®] Getters Group

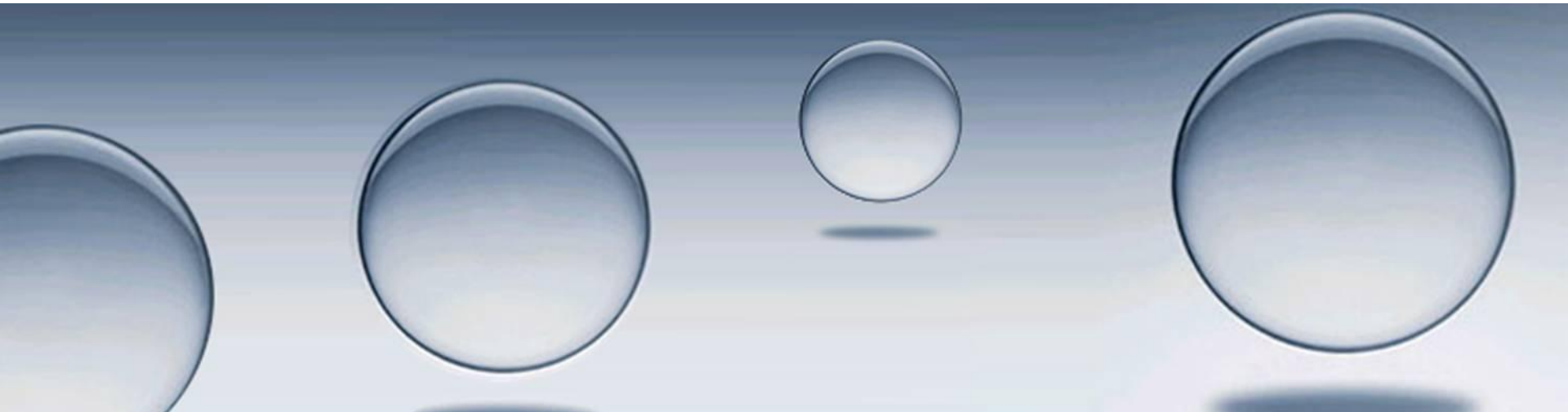
March 2011

we support your innovation

saes
getters

Core Business

The SAES® Getters Group is the World leader in a variety of scientific and industrial applications where stringent **vacuum** conditions or **pure metals evaporation** or **ultra-high pure gases** are required. The Group is also determined to reach leading positions in **shape memory alloys** business, utilized for medical and industrial applications.



Core Business

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

- 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
- The information display industry

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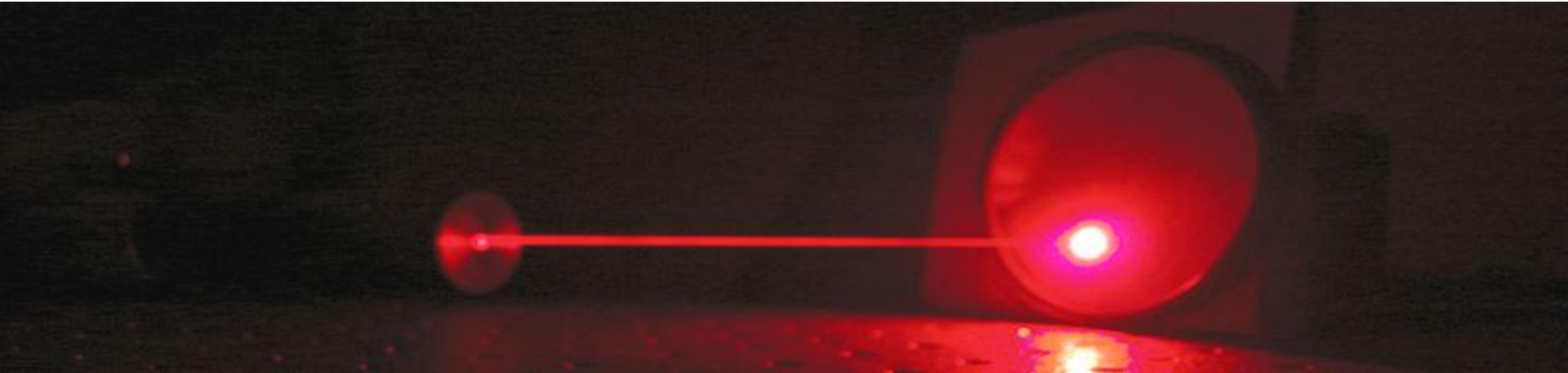
SAES Getters Vision

To become a **multibusiness** Group, maintaining and replicating the technical and commercial **global leadership**

To consolidate the **global leadership** in the Getter & Dispenser and in the Advanced Materials focusing on **Innovation and Business Development**



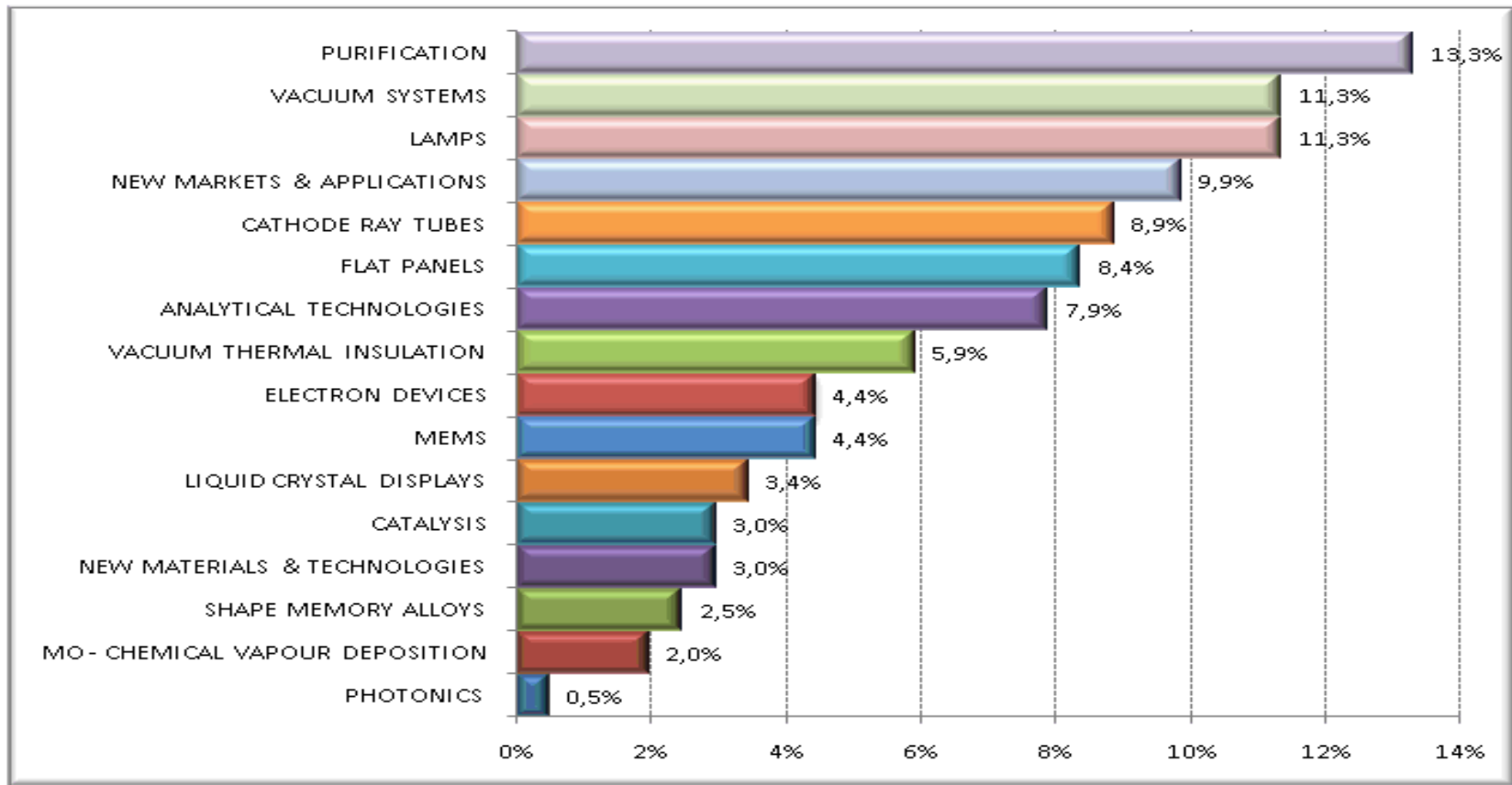
Research & Innovation



- 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 semi-finished products and 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

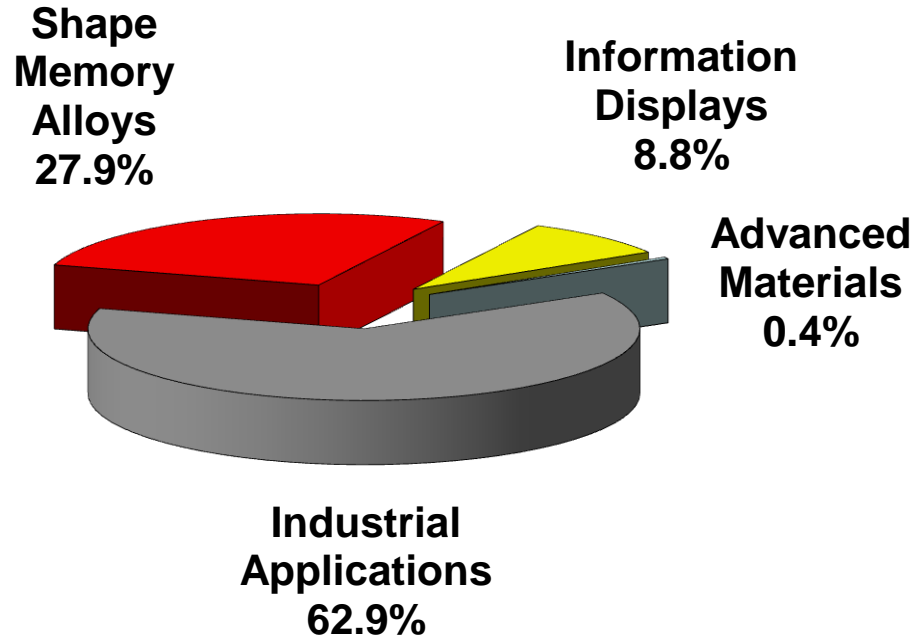
❑ Information Displays Business Unit

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

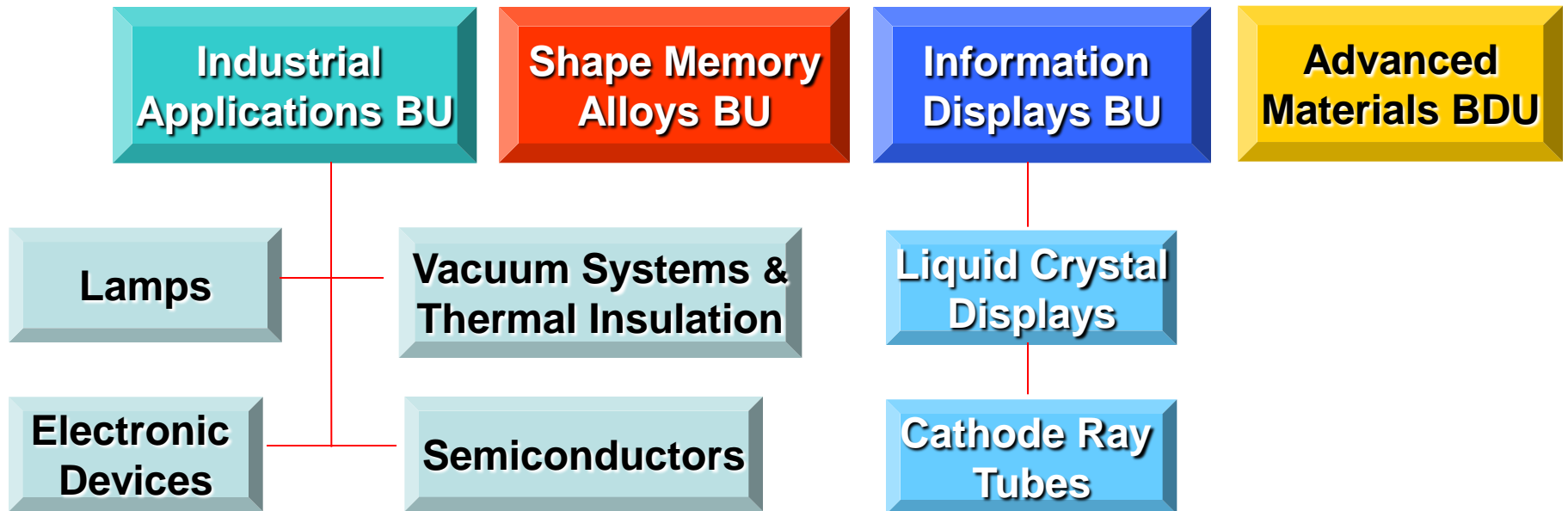
❑ Advanced Materials Business Development Unit

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, getter devices for energy storage

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
- Special lighting



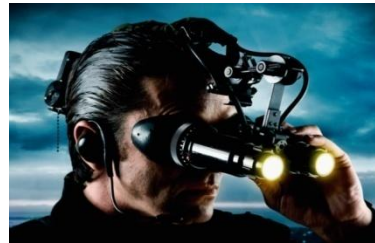
2010 sales: 12.7 M€, 9.1% of total 2010 Group sales (10.2 M€ in 2009)

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 applications are:

- MEMS
- Infra-red Detectors
- X-Ray Tubes & Systems
- Gyroscopes
- Image Intensifiers
- Vacuum Switches and Interrupters
- Pressure Transducers
- Microwave Power Tubes
- Semiconductor Lasers
- Electronic Tubes
- Electronic Packaging
- Thermal Management



- 2010 sales: 25.1 M€, 17.8% of total 2010 Group sales (22 M€ in 2009)

Vacuum Systems & Thermal Insulation

Expertise in gas-surface interaction, vacuum technology, materials' outgassing and permeation has led SAES Group to the development and production of **non-evaporable getter pumps** and **sputtered getter coatings** for:

- Particle Accelerators and High Energy Machines
- Analytical Instrumentation
- Processing Tools
- Vacuum Systems



and **getter solutions** for **vacuum thermally insulated devices**:

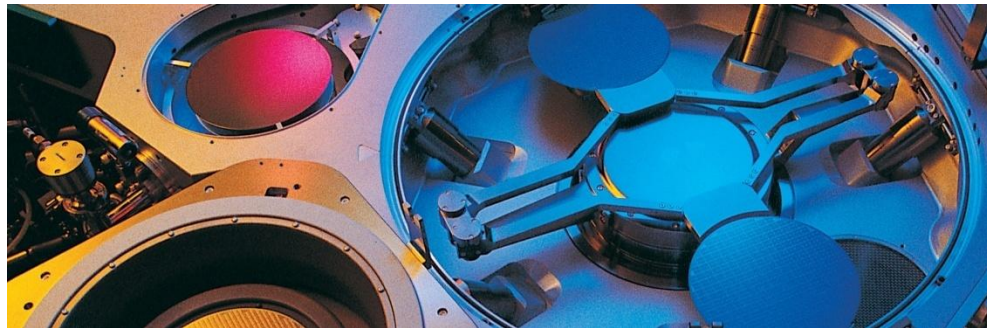
- Solar Collectors
- Vacuum Bottles and Dewars
- Vacuum Insulated Panels
- Vacuum Insulated Pipes
- Cryogenic Applications



- 2010 sales: 15.8 M€, 11.2% of total 2010 Group sales (13.1 M€ in 2009)

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 – member company of the SAES Getters Group – supports the semiconductor and other hi-tech industries



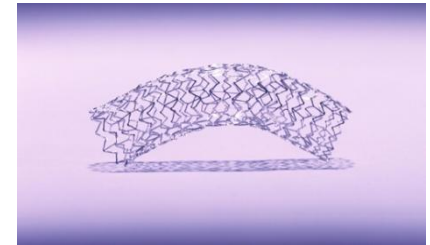
□ 2010 sales: 34.8 M€, 24.8% of total 2010 Group sales (14.9 M€ in 2009)

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.

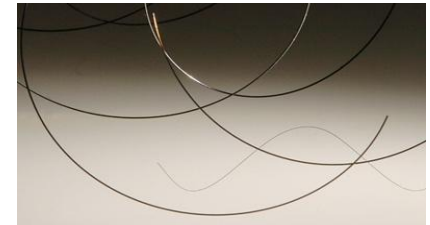


Industrial Applications

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

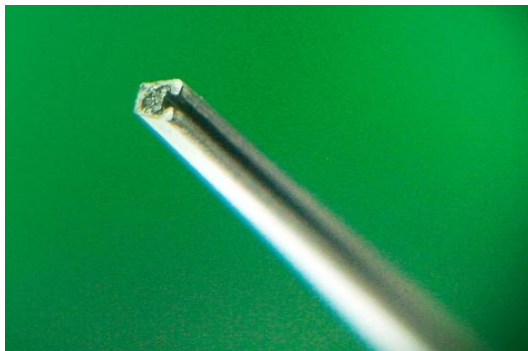


□ 2010 sales: 39.2 M€, 27.9% of total 2010 Group sales (34.3 M€ in 2009)

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
- ❑ 2010 sales: 8.8 M€, 6.2% of total 2010 Group sales (28.5 M€ in 2009)



Cathode Ray Tubes

In spite of a declining market, Cathode Ray Tube (CRTs) are still used 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

- ❑ 2010 sales: 3.6 M€, 2.6% of total 2010 Group sales (3.9 M€ in 2009)



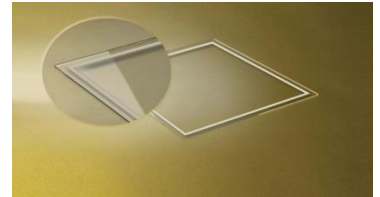
Advanced Materials

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

Photovoltaic Industry: innovative sealants capable to ensure the photovoltaic panel longest life-time even in the most adverse conditions

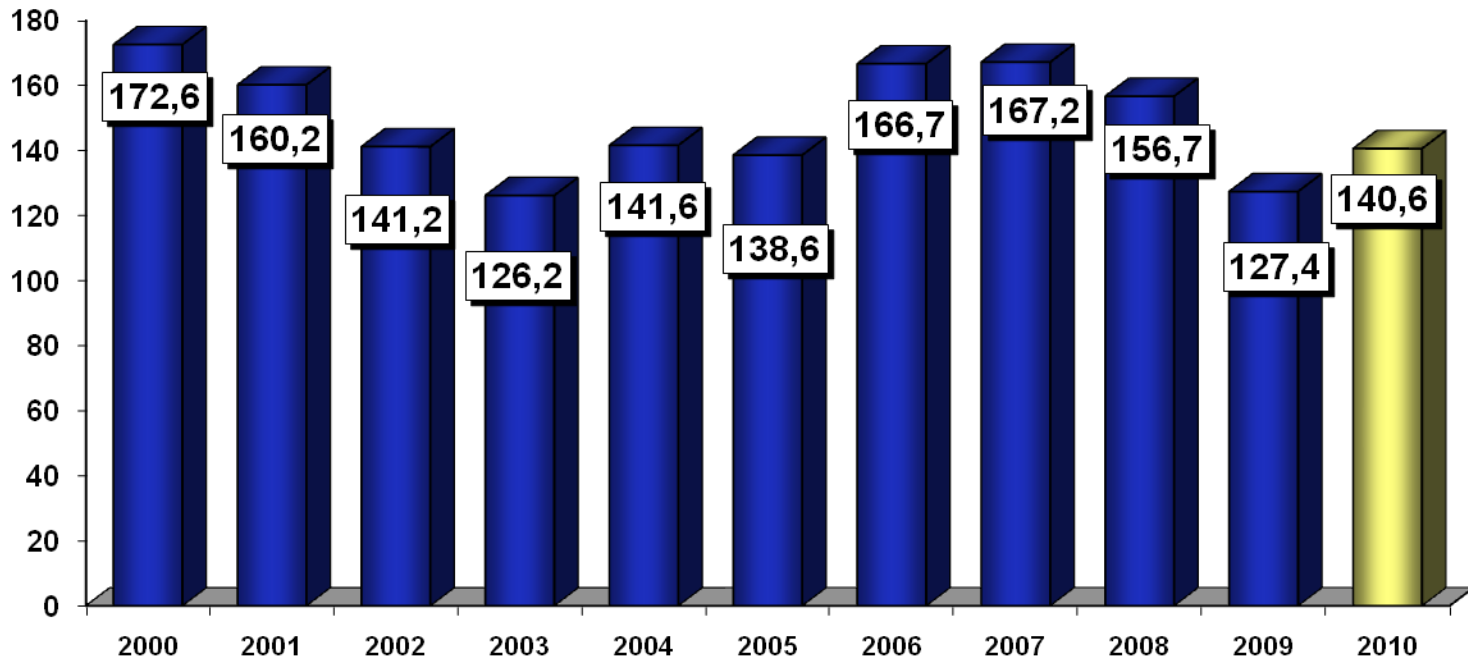
Energy Storage: systems for checking the generation of gas inside the next-generation electrochemical energy storage devices, such as super-condensers and lithium batteries

□ 2010 sales: 0.6 M€, 0.4% of total 2010 Group sales (0.3 M€ in 2009)



Consolidated Sales

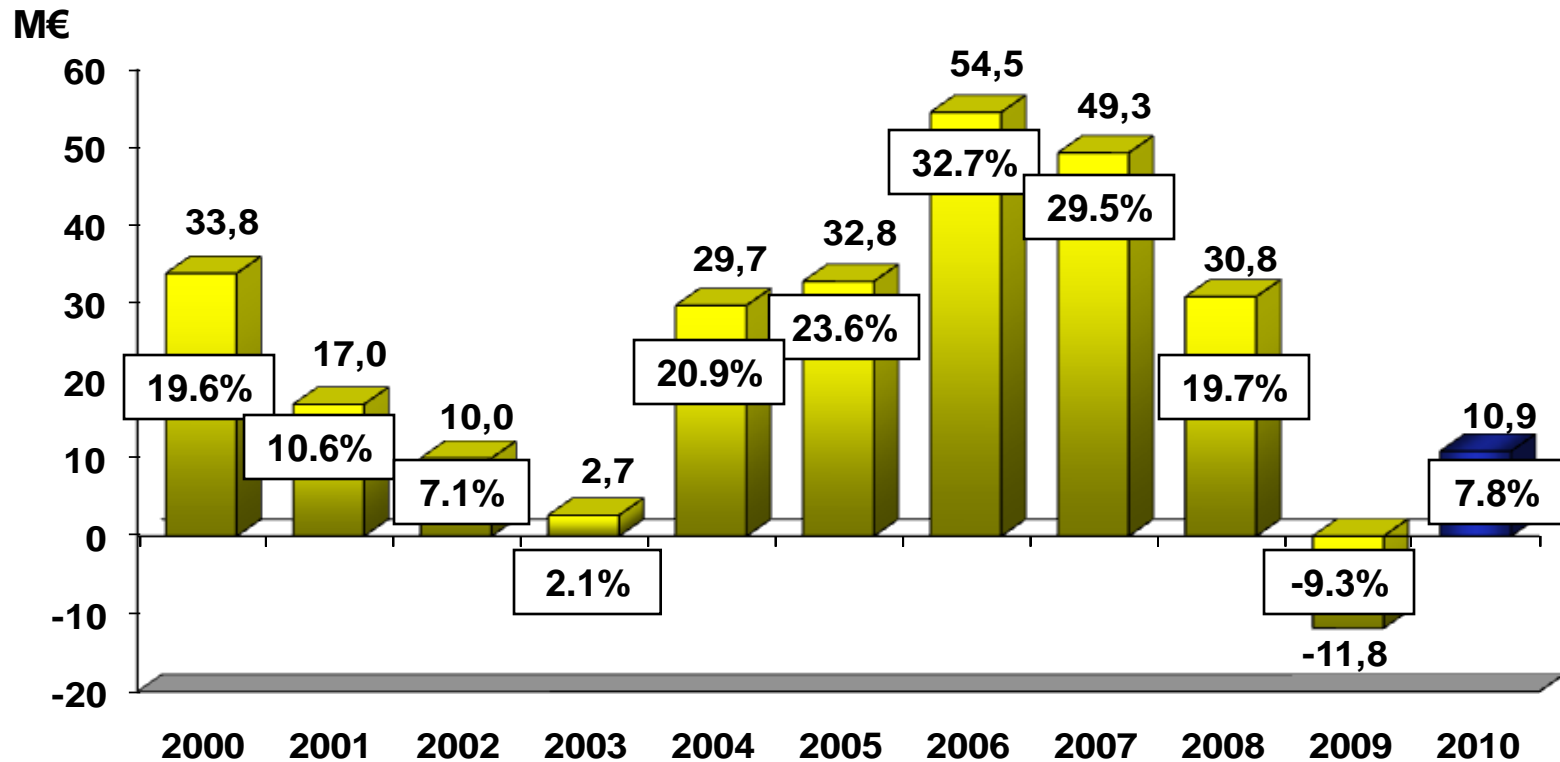
M€



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

Consolidated Operating Income

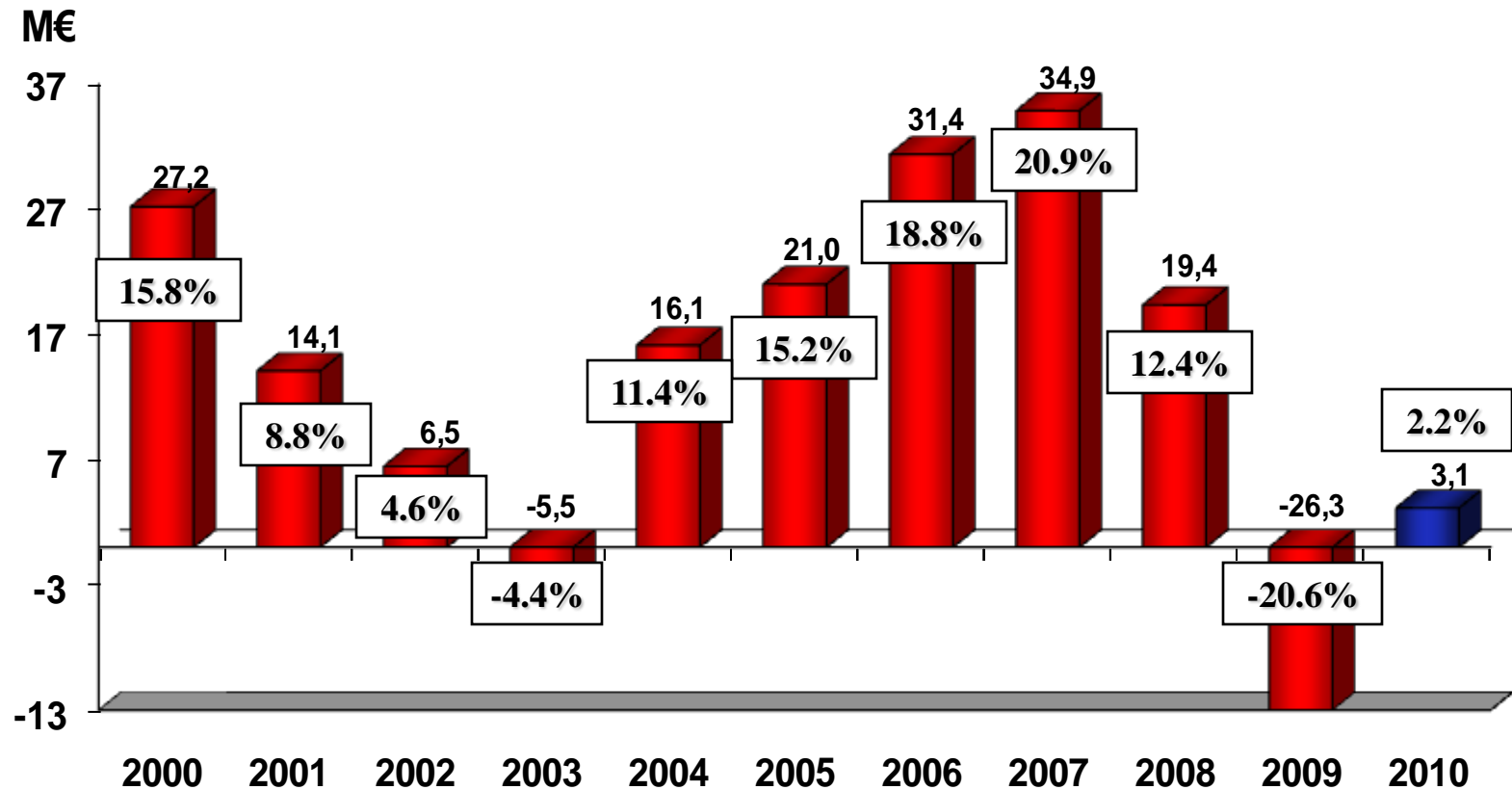
(% on net sales)



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

Consolidated Net Income

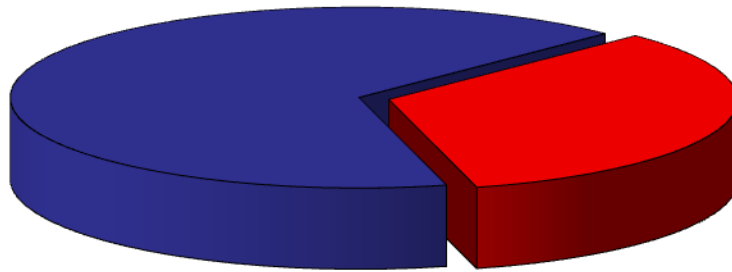
(% on net sales)



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

Capital Structure

Ordinary
Shares
67%



Savings
Shares
33%

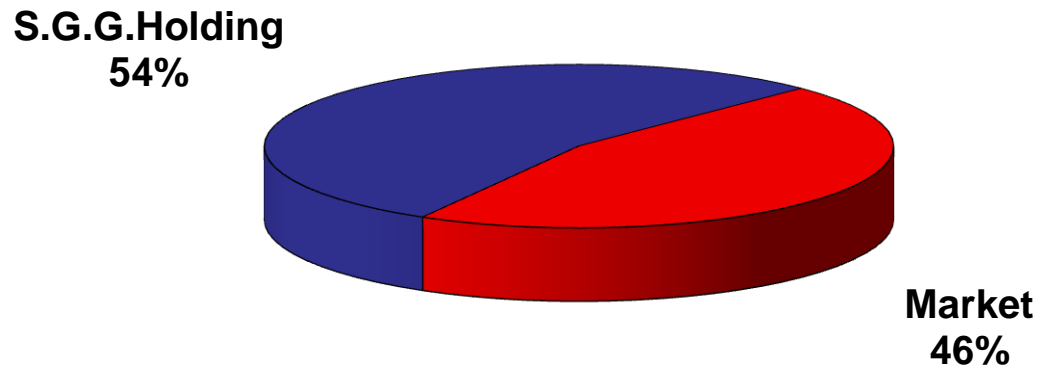
Ordinary Shares

14,671,350

Savings Shares

7,378,619

Ordinary Shareholders



	S.G.G. Holding	SAES Getters S.p.A.	Market	Total
Number of ordinary 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

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