

The SAES[®] Getters Group

2009 Consolidated Results

STAR Conference

Milan – March 17, 2010

we support your **innovation**

saes
getters

The SAES Getters Group

- Group Overview
- 2009 Financial Results
- 2010 Business Outlook

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.

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

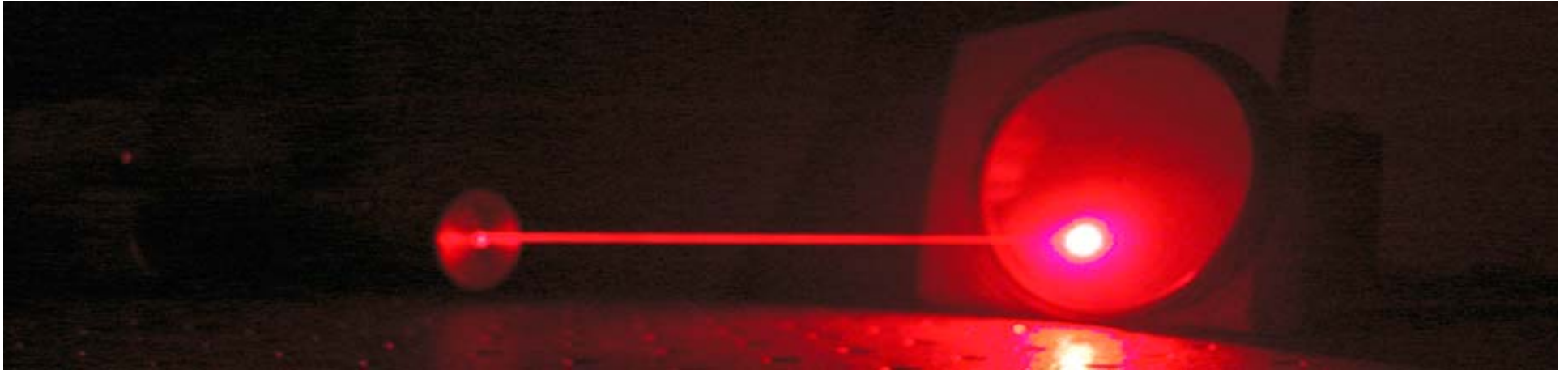
- The information display industry
- The lamp industry
- A wide range of electronic device-based applications
- Vacuum and Ultra-high Vacuum Technology
- Vacuum thermal insulation
- Semiconductors
- Medical and industrial shape memory alloys industry

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

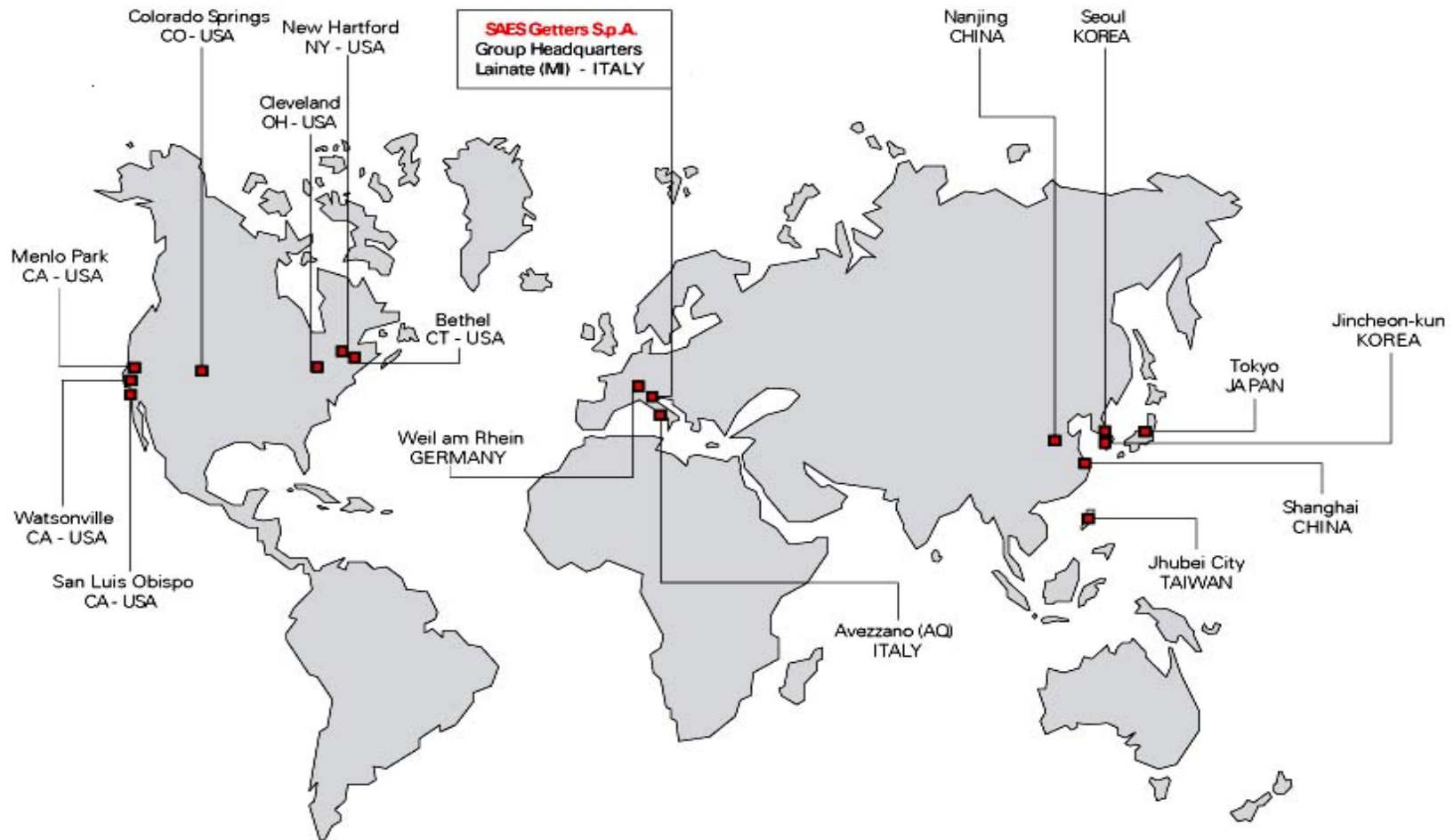


Research & Innovation



- About 11% 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

Global Presence



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2009 Figures

All figures in M€, unless otherwise stated

	2009	2008
TOTAL NET SALES	128.8	156.7
GROSS PROFIT	51.7	89.9
% on Net sales	40.1	57.4
GROSS PROFIT adjusted	59.4	89.9
% on Net sales	46.1	57.4
EBITDA	12.9	41.8
% on Net sales	10.1	26.7
EBITDA adjusted	19.5	43.6
% on Net sales	15.1	27.8
EBIT	(11.6)	30.8
% on Net sales	-9.0	19.7
EBIT adjusted	7.5	34.0
% on Net sales	5.8	21.7
NET INCOME (LOSS)	(26.3)	19.4
% on Net sales	-20.4	12.4
EMPLOYEES Including agency - period end	1,042	1,448
NET FINANCIAL POSITION	(20.4)	(20.3)
R&D Expenses (*)	15.6	17.7
CAPITAL INVESTMENTS	7.2	11.1

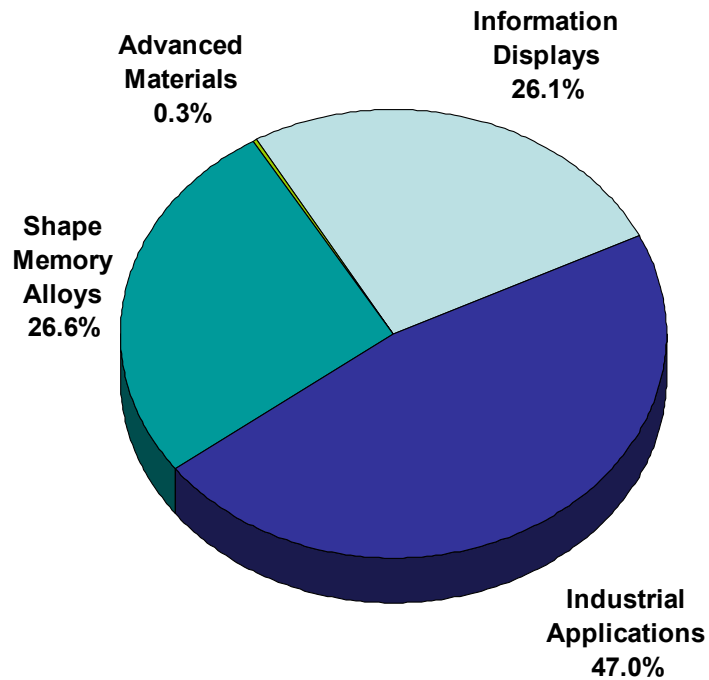
(*) including 2009 non recurring costs equal to €1.9 million (€0.5 million in 2008)

Full Year 2009 Highlights

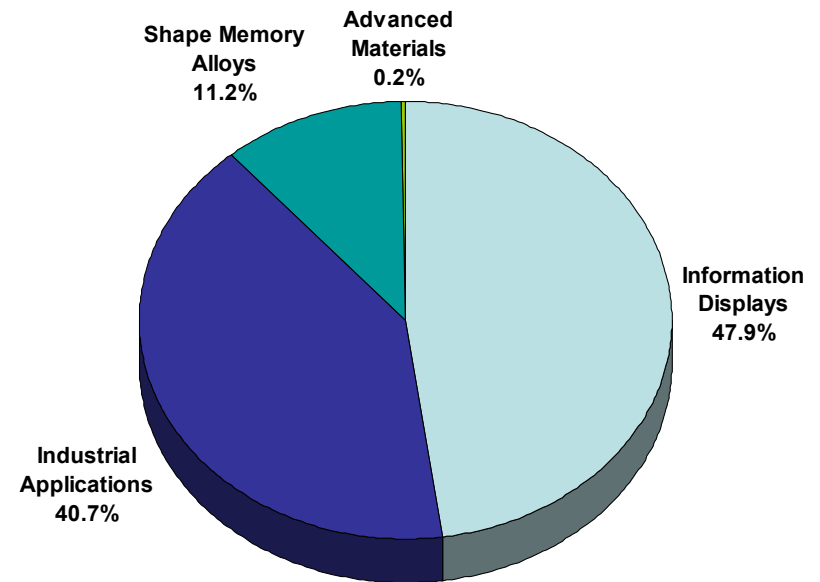
- The Group has completed the restructuring plan, which has led to a reduction in operating costs equal to around €30 million, and involved restructuring costs equal to €16.2 million
- 2009 income statement is heavily penalized by the non-recurring costs associated with the restructuring action
- Consolidated revenues were €128.8 million compared to €156.7 million in 2008; limited decrease in sales thanks to the acquisitions finalized in 2008 (within the same scope of consolidation, consolidated revenues would have been equal to €106.2 million)
- Consolidated gross profit was equal to €51.7 million (compared to €89.9 million in 2008), including €7.8 million of non-recurring charges; excluding non-recurring costs, adjusted consolidated gross profit would have been equal to €59.4 million
- Consolidated operating loss was equal to €11.6 million (compared to an operating income of €30.8 million in 2008), including non-recurring charges of €16.9 million; excluding non-recurring costs, adjusted operating income would have been equal to €5.2 million
- Adjusted EBITDA equal to 15.1% of consolidated revenues or €19.5 million, in line with the first semester 2009 (15%), despite the continued decline in turnover, thanks to the constant reduction of fixed costs during 2009
- Total non-recurring costs were equal to €22.9 million
- Consolidated net loss amounted to €26.3 million (compared to a net income of €19.4 million in the previous year), penalized by the above mentioned non-recurring charges and by €2.8 million income taxes
- Closed in February 2009 the sale of Putnam Plastics, the non-core polymer division of Memry Corporation, for a price of \$25 million, allowing both to generate cash and improve the net financial position

Consolidated Sales % by Business Unit

2009



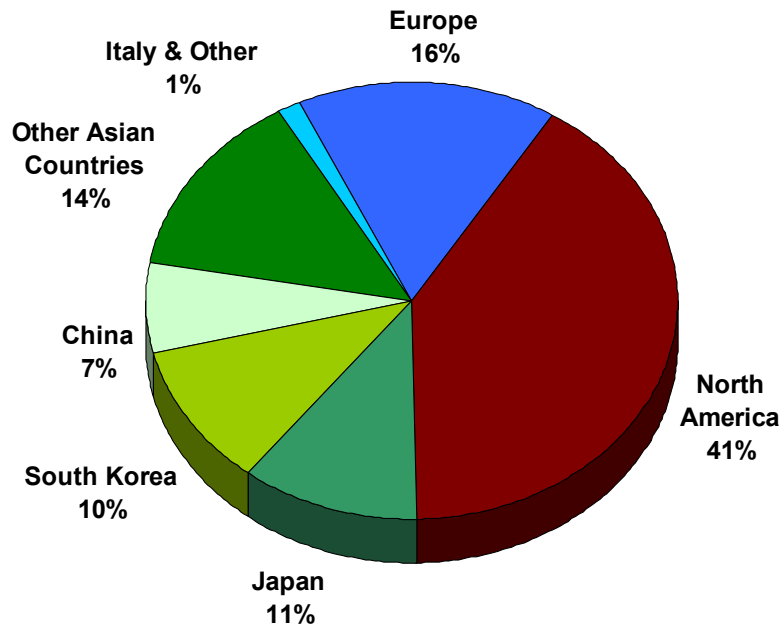
2008



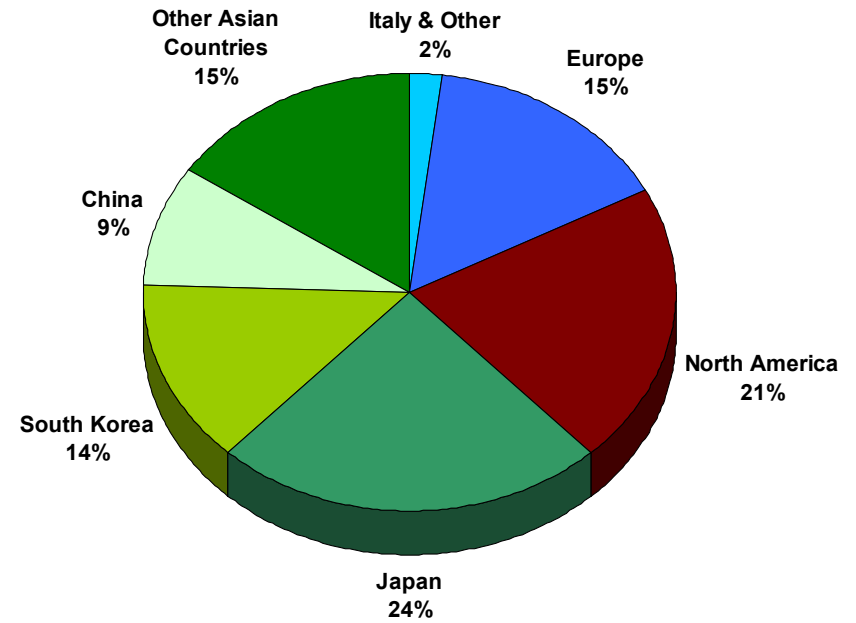
Consolidated Sales

% by Geographic Area

2009

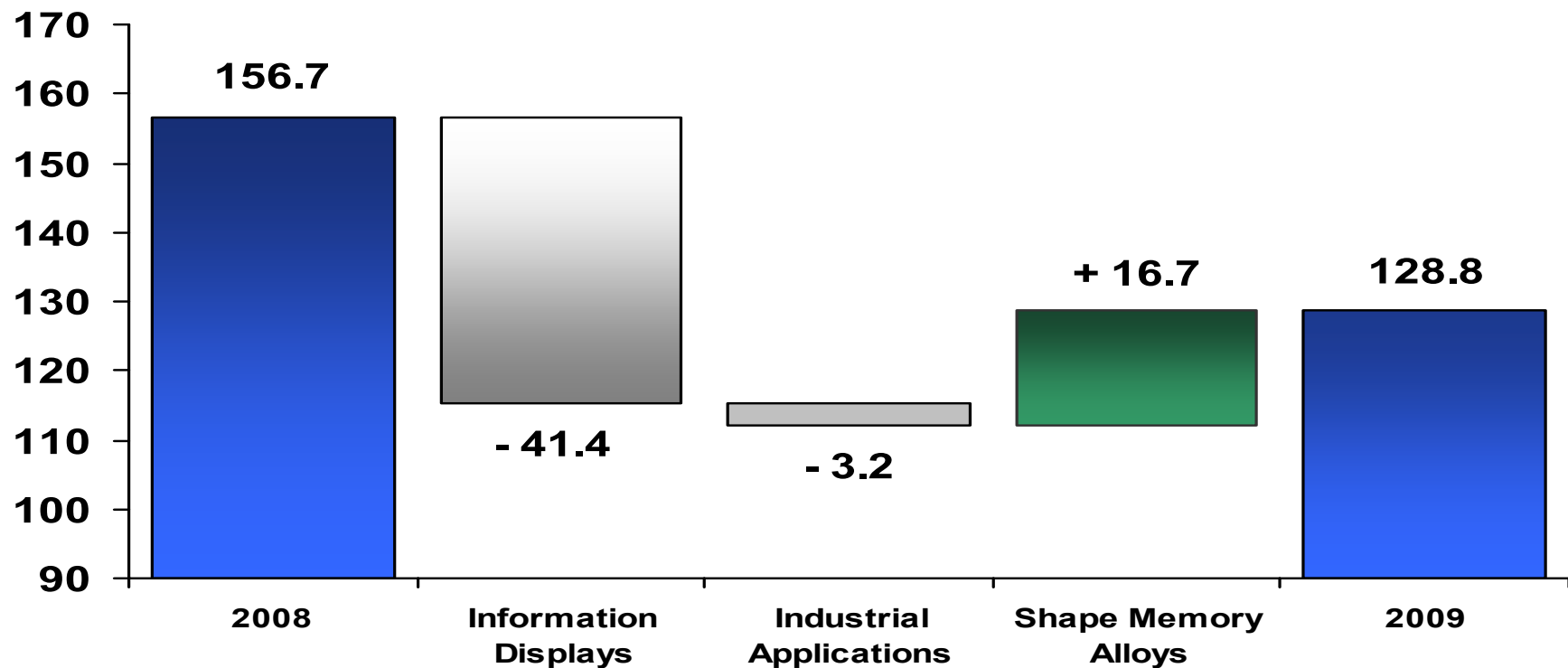


2008



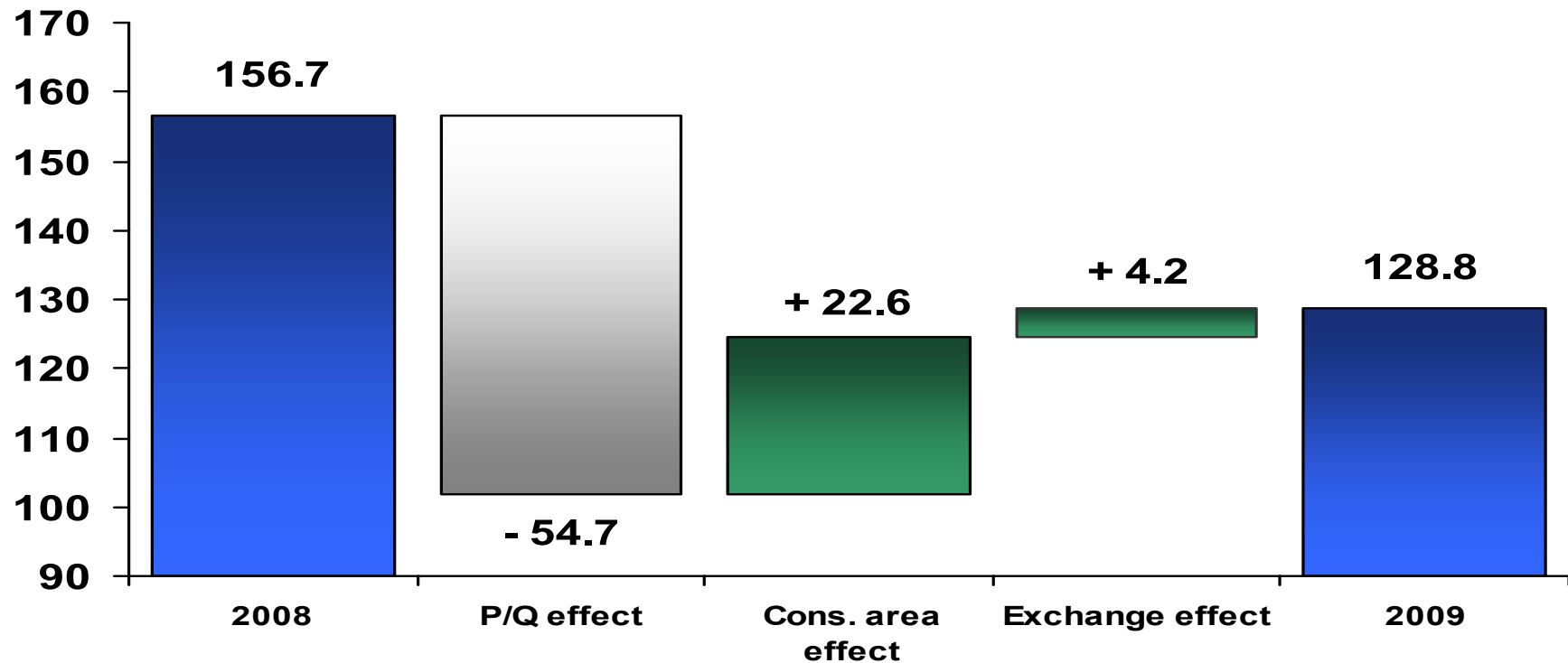
Consolidated Sales

All figures in M€, unless otherwise stated

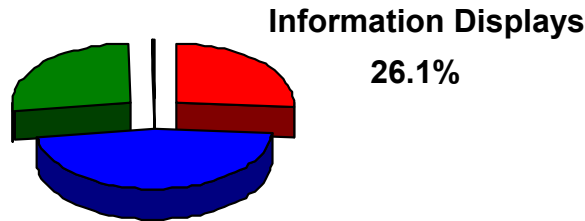


Consolidated Sales

All figures in M€, unless otherwise stated



Information Displays BU Sales

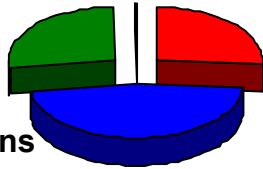


All figures in M€, unless otherwise stated

	2009	2008	Total difference	Consolid. Area difference	Price-quantity effect	Exchange rates effect
Liquid Crystal Displays	29.6	64.6	-54.2%	0.0%	-55.4%	1.2%
Cathode Ray Tubes	4.0	10.4	-61.4%	0.0%	-63.7%	2.3%
Information Displays	33.6	75.0	-55.2%	0.0%	-56.5%	1.3%

- ✓ Several factors affected both volumes and prices:
 - reduction and optimization of the number of CCFL used in each single display
 - technological competition of the LED backlighting (replacing CCFL)
 - emergence of low-cost and inferior quality competition in Asian markets

Industrial Applications BU Sales



Industrial Applications
47.0%

All figures in M€, unless otherwise stated

	2009	2008	Total difference	Consolid. Area difference	Price-quantity effect	Exchange rates effect
Lamps	10.4	11.5	-9.5%	0.0%	-13.6%	4.1%
Electronic Devices	22.1	20.2	9.2%	3.7%	1.4%	4.1%
Vacuum Systems and Thermal Insulation	13.1	11.4	14.9%	0.0%	10.5%	4.4%
Semiconductors	14.9	20.6	-27.3%	0.0%	-31.3%	4.0%
Industrial Applications	60.6	63.7	-4.9%	1.2%	-10.2%	4.1%

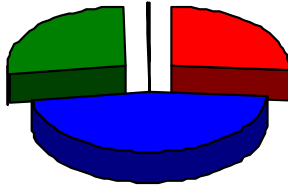
- ✓ Sales increased in all sectors, except for semiconductors and lamps, which have been more affected by the negative economic cycle
- ✓ Increase in sales mainly of getter solutions for MEMS, getters for solar collectors, porous getters for infra-red detectors and supports for the heat dissipation used in high power lasers
- ✓ Lamps and Semiconductors recovered in the second half of 2009

Shape Memory Alloys BU Sales

Shape Memory Alloys

All figures in M€, unless otherwise stated

26.6%



	2009	2008	Total difference	Consolid. Area difference	Price-quantity effect	Exchange rates effect
Shape Memory Alloys	34.3	17.6	94.5%	124.1%	-32.9%	3.2%

- ✓ Above-average results in the first months of the year (higher sales volumes to support some clients in launching new products)
- ✓ Slowdown in sales in the second half of the year there caused by excessive stocks accumulated by the same customers
- ✓ In the second semester, SMA revenues also penalized by the unfavorable trend of the U.S. dollar exchange rate

Consolidated Income Statements

All figures in M€, unless otherwise stated

	2009	non recurring	2009 adjusted	PPA Memry	2009 net of PPA Memry	2008
NET SALES	128.8		128.8		128.8	156.7
Cost of goods sold	-77.2	-7.8	-69.4	-0.4	-68.9	-66.8
GROSS PROFIT	51.7	-7.8	59.4	-0.4	59.9	89.9
<i>Gross Margin</i>	40.1%		46.1%		46.5%	57.4%
Operating expenses	-64.3	-9.8	-54.4	-1.8	-52.6	-59.6
Other income (expenses), net	1.0	0.7	0.2		0.2	0.4
OPERATING INCOME	-11.6	-16.9	5.2	-2.2	7.5	30.8
<i>Operating Margin</i>	-9.0%		4.1%			19.7%
Interest and other financial income, net	-7.5	-6.0	-1.5		-1.5	-0.5
Foreign exchange gains (losses), net	-1.2		-1.2		-1.2	0.5
INCOME BEFORE TAXES	-20.4	-22.9	2.5	-2.2	4.7	30.8
EBITDA	12.9	-6.6	19.5		19.5	41.8
<i>EBITDA %</i>	10.1%		15.1%		15.1%	26.7%

✓ Net of non-recurring charges, 2009 adjusted EBITDA margin was 15.1% (€19.5 million), substantially aligned to that of the first half 2009 (15.0%), despite the continued decline in turnover, thanks to the strong and progressive actions to reduce fixed costs

2009 one-off detail

All figures in M€, unless otherwise stated

2009	COGS	OPEX	OTHER	FINANCIAL INCOME (EXPENSES)	TOTAL
Depreciation & amortization	0.7				0.7
Write off	0.7	2.9			3.6
Severance	1.1	5.6			6.7
Other	(0.6)	(0.3)	0.1	6.0	5.2
Restructuring costs	1.9	8.2	0.1	6.0	16.2
Free assignment of treasury shares		1.4			1.4
Depreciation & amortization					-
Write off	5.9	0.1			6.0
Other			(0.8)		(0.8)
Other non recurring costs	5.9	1.6	(0.8)		6.7
Total one-off	7.8	9.8	(0.7)	6.0	22.9

2009	GROSS PROFIT	OPERATING INCOME	EBITDA	INCOME BEFORE TAXES
Actual	51.7	(11.6)	12.9	(20.4)
<i>% on net sales</i>	40.1%	-9.0%	10.1%	-15.8%
Non recurring costs	7.8	16.9	6.6	22.9
Adjusted	59.4	5.2	19.5	2.5
<i>% on net sales</i>	46.1%	4.1%	15.1%	1.9%

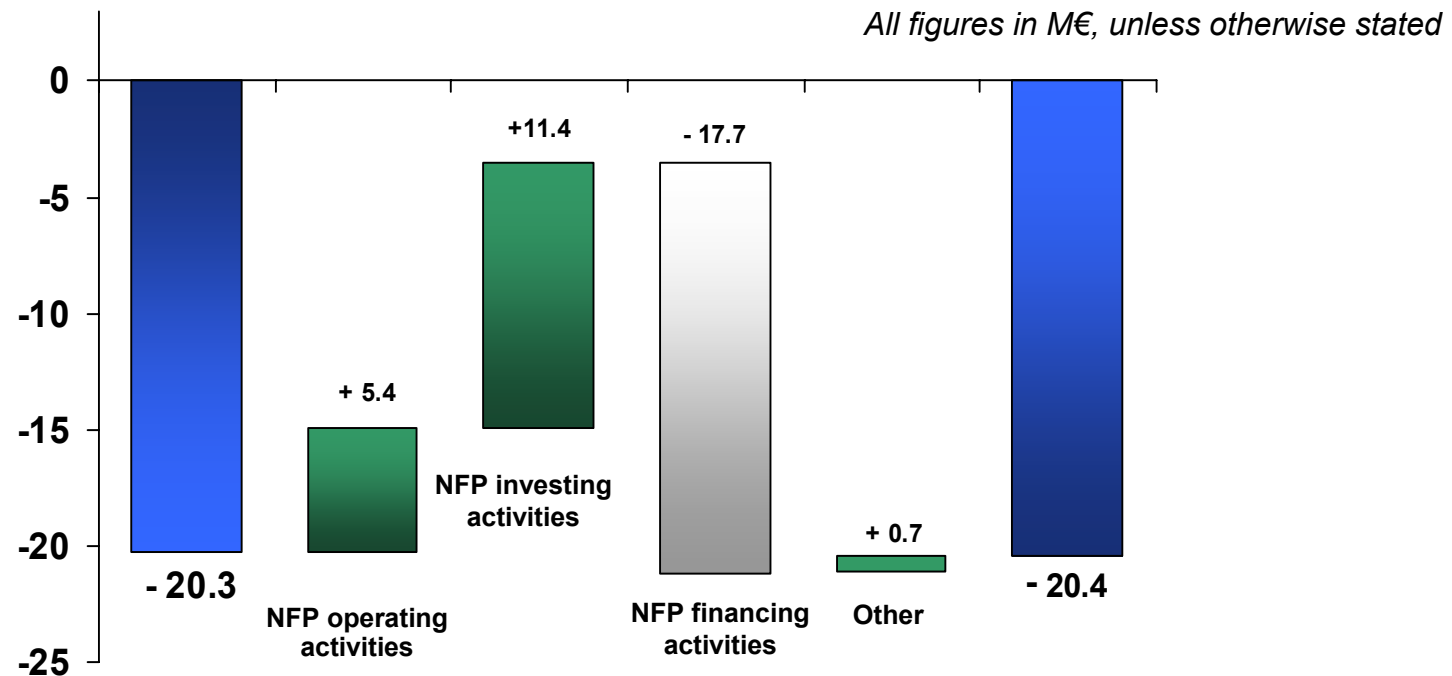
Operating costs by quarter

All figures in M€, unless otherwise stated

	4Q2008	1Q2009	2Q2009	3Q2009	4Q2009
Cost of sales	20.1	20.0	19.3	16.4	21.4
Total Operating expenses	18.8	16.7	21.8	13.3	12.5
Other expenses, net	-0.2	-0.1	-0.3	0.0	-0.5
Total	38.7	36.6	40.8	29.7	33.3
Non recurring	-0.3	2.2	9.5	1.7	3.5
Adjusted	39.0	34.4	31.3	28.0	29.8

- ✓ On a quarterly basis, total costs have been gradually reduced since the beginning of the year, from €34.4 million in the first quarter, to €29.8 million in the fourth quarter
- ✓ Annualizing the costs of 4Q08 and those of 4Q09, total savings were above €30 million

Net Financial Position



- ✓ As of Dec 31, 2009 cash and cash equivalents equal to €22.3 million and net financial debt equal to €42.7 million
- ✓ 2009 NFP substantially aligned with that of December 31, 2008
- ✓ Positive operating cash flow (€5.6 million)
- ✓ Positive contribution from sell-off of some lines of business (€19.4 million)
- ✓ Capex for €7.2 million
- ✓ Dividends for €17.7 million

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2010 Business Outlook

- Consolidated turnover of the first two months of 2010 equal to €19.9 million, with a recovery when compared to the last periods of 2009
- The Industrial Applications Business will consolidate its growth, thanks to the favorable trend in the areas of renewable energy, lighting and microelectromechanics. Semiconductors have shown a recovery in the final part of 2009 that is expected to strengthen in 2010
- The business of shape memory alloys for medical applications is already showing signs of recovery and a further improvement is expected in the second half of 2010. Initial positive signs are showing also in the emerging field of SMAs for industrial applications
- The Information Displays business will continue to show a decrease in sales, due to the structural crisis that hit the market of fluorescent lamps for LCD backlighting; future growth perspectives, though, remain interesting, thanks to the development of new technologies
- In 2010 we expect a slightly lower turnover than the one of the fiscal year just ended, as the slowdown in sales of the LCD sector will only partially be offset by the growth of the other businesses
- 2010 adjusted EBITDA forecasted above 16%
- To date we do not foresee any further major restructuring operations

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 art. 154bis, 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*

Thanks
for your attention

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