



PRESS RELEASE

Milan, April 24, 2018

THE SHAREHOLDERS' MEETING APPROVED THE 2017 FINANCIAL STATEMENTS

THE NEW BOARD OF DIRECTORS APPOINTED THE EXECUTIVE DIRECTORS

- Consolidated revenues equal to €231.1 million, up by 22.2% compared to €189 million in FY 2016
- Total revenues of the Group equal to €244.9 million, up by 23.5% compared to €198.4 million in FY 2016
- Consolidated EBITDA equal to €50 million (21.6% of revenues), significantly increased (+40.9%) compared to €35.5 million (18.8% of revenues) in FY2016
- Net financial position significantly improved to -€17.7 million compared to -€33.8 million as at December 31, 2016, thanks to the strong operating cash flow generation
- Consolidated net income penalized by the write-off (equal to €10.8 million) of deferred tax assets of the Parent Company
- Consolidated net income equal to €13.9 million, but excluding the above mentioned write-off, net income equal to €24.6 million (+75.6% compared to €14 million in FY 2016)
- Approved a dividend of €0.70 both per ordinary share and per savings share
- The Shareholders' Meeting appointed the new Board of Directors and the new Board of Statutory Auditors and determined their remuneration
- The Ordinary Shareholders' Meeting approved the first section of the Compensation Report with a non-binding vote, renewed the authorization to purchase and dispose of treasury shares and resolved on the modification of the Directors' Termination Indemnity (*TFM*) and on the adjustment of the fees for the auditors
- The Extraordinary Shareholders' Meeting resolved to grant to the Board of Directors a new power of attorney regarding possible share capital increase
- The new Board of Directors defined the members and the compensations of the Audit and Risk and Sustainability Committee, of the Remuneration and Appointment Committee and of the Supervisory Body
- Massimo della Porta appointed Chairman and Group Chief Executive Officer; Giulio Canale appointed Vice Chairman, Managing Director, Deputy Chief Executive Officer and Chief Financial Officer
- The new Board of Directors approved a long-term incentive plan called "Phantom Shares Plan"

The Shareholders' Meeting of SAES Getters S.p.A., gathered today in Lainate (MI) and chaired by Eng. Massimo della Porta, approved the Financial Statements as at December 31, 2017.

In 2017 the SAES® Group achieved **consolidated net revenues** equal to €231.1 million, up by 22.2% compared to €189 million achieved in 2016. The **exchange rate effect** was slightly negative (-2.1%), mainly related to the depreciation of US dollar against the euro in the second half of the year. The acquisition of Metalvuoto S.p.A., occurred at the beginning of the fourth quarter of 2016, generated additional sales equal to €9.8 million (the increase in revenues related to the change of the scope of consolidation was equal to +5.2%). With the same exchange rates and the same scope of consolidation, the **organic growth** was equal to +19.1%, mainly driven by the gas purification sector, by the new productions in the electronic devices business, as well as by the sector of Nitinol for medical devices.

Total revenues of the Group¹ were equal to €244.9 million in 2017, up by 23.5% compared to €198.4 million in the 2016, thanks both to the increase in consolidated revenues (+22.2%) and to the strong increase in the sales of the joint venture Actuator Solutions (+45.2%). Also the revenues of the joint venture SAES RIAL Vacuum S.r.l. increased (+54.2%), although recording a smaller absolute value (the share of SAES in the revenues of SAES RIAL Vacuum S.r.l. was equal to €1.2 million in 2017).

Consolidated gross profit² was equal to €103.6 million in 2017, compared to €85.1 million in 2016. The significant growth (+21.7%) was mainly attributable to the increased revenues, with a **gross margin**³ substantially stable (from 45% in the previous year to 44.8% in 2017). All the business segments showed an increase in gross margin; nonetheless the gross margin of the Group remained stable, as a result of the dilution effect due to the new business of advanced packaging, currently characterized by a different structure of production costs, compared to that of the traditional perimeter of the Group.

Consolidated operating income amounted to €40 million in 2017, strongly increased (+53.3%) when compared to €26.1 million in the previous year. In percentage terms, the **operating margin** was equal to 17.3%, compared to 13.8% in 2016. The increase in revenues and the lower incidence of the operating expenses on the revenues (from 30.8% to 27.5%) enabled the strong improvement of the operating indicators compared to the previous year.

Consolidated EBITDA⁴ was equal to €50 million in 2017 (21.6% of consolidated revenues), significantly up (+40.9%) compared to €33.5 million in 2016 (18.8% of consolidated revenues), mainly driven by the gas purification sector and by that of Nitinol for medical devices.

Consolidated net income amounted to €13.9 million (6% of consolidated revenues) in 2017, penalized by the write-off of deferred tax assets on tax losses carried forward of SAES Getters S.p.A., following the update of their estimated recoverability, given the hypothesis contained in the three-year plan 2018-2020 and attributable to the Parent Company. Excluding this write-off, equal to €10.8 million, the net income amounted to €24.6 million (10.7% of consolidated revenues), significantly increased (+75.6%) compared to a consolidated net income of €14 million in the previous year (7.4% of consolidated revenues).

Consolidated net financial position as at December 31, 2017 was negative for an amount of €17.7 million, compared to a negative net financial position of €33.8 million as at December 31, 2016. The significant improvement (+47.5%) was exclusively due to the strong operating cash-flow generation, linked to the brilliant economic results of the year, specifically in the gas purification sector, in that of Nitinol for medical devices, as well as in the sector of getter components for electronic devices.

The Ordinary Shareholders' Meeting approved the distribution of a dividend equal to €0.70 both per ordinary share (compared to €0.550000 in the previous year) and savings share (compared to €0.566626 in the previous year), through the distribution of the distributable residual part of the "Other reserves and Retained earnings" of SAES Getters S.p.A. (€39 thousand), as well as using part of the "Share Premium Reserve" (€15.4 million). The dividend will be paid on May 3, 2018; the share will trade ex-dividend starting from April 30, 2018 following the detachment of the coupon no. 34, while the record date related to the dividend payment is May 2, 2018.

The Ordinary Shareholders' Meeting decided to fix at nine the number of members of the Board of Directors, that will be in charge until the approval of the financial statements for the year ending on December 31, 2020, and appointed as Directors, based on the only list presented by the relative majority shareholder S.G.G. Holding S.p.A., the following: **Massimo della Porta, Giulio Canale, Alessandra della Porta, Luigi Lorenzo della Porta, Adriano De Maio, Andrea Dogliotti, Gaudiana Giusti, Stefano Proverbio and Luciana Rovelli**. The *curricula* of the Directors are available on the Company's website (www.saesgetters.com/it/investor-relations/area-investors/assemblea-dei-soci). The Shareholders' Meeting, pursuant to the article 18 of the Company's By-laws, also defined the yearly overall compensation of the Board of Directors, amounting to €190,000.

Below is the shareholding in the Company's capital stock currently held by the Directors.

¹ Total revenues of the Group are achieved by incorporating with the proportional method, instead of the equity method, the joint ventures of the Group, namely Actuator Solutions (50%), SAES RIAL Vacuum S.r.l. (49%) and Flexterra (33.79%).

² Calculated as the difference between net sales and industrial costs directly and indirectly attributable to the products sold.

³ Calculated as the ratio between gross profit and consolidated revenues.

⁴ EBITDA is not deemed as an accounting measure under International Financial Reporting Standards (IFRSs); however, we believe that EBITDA is an important parameter for measuring the Group's performance and therefore it is presented as an alternative indicator. Since its calculation is not regulated by applicable accounting standards, the method applied by the Group may not be homogeneous with the ones adopted by other Groups. EBITDA is calculated as "Earnings before interests, taxes, write-off, depreciation and amortization".

First name and surname	Company	Number	Notes
Massimo della Porta	SAES Getters S.p.A.	9,620	Ordinary shares - Savings shares
Giulio Canale	SAES Getters S.p.A.		- Ordinary shares - Savings shares
Alessandra della Porta	SAES Getters S.p.A.	54,856	Ordinary shares Savings shares (*)
Luigi Lorenzo della Porta	SAES Getters S.p.A.	9,619	Ordinary shares 13,685 Savings shares
Adriano De Maio	SAES Getters S.p.A.		- Ordinary shares - Savings shares
Andrea Dogliotti	SAES Getters S.p.A.	108,673	Ordinary shares 2,000 Savings shares
Gaudiana Giusti	SAES Getters S.p.A.		- Ordinary shares - Savings shares
Stefano Proverbio	SAES Getters S.p.A.		- Ordinary shares - Savings shares
Luciana Rovelli	SAES Getters S.p.A.		- Ordinary shares - Savings shares

(*) Shares jointly held by Alessandra della Porta and her sister Carola Rita della Porta.

On the basis of the only list proposed by the relative majority shareholder S.G.G. Holding S.p.A., the Ordinary Shareholders' Meeting also appointed the Statutory Auditors, always in charge until the approval of the financial statements of the fiscal year ending December 31, 2020: **Vincenzo Donnamaria** (Chairman) **Maurizio Civardi** and **Sara Anita Speranza**, as Effective Statutory Auditors; **Massimo Gabelli** and **Mara Luisa Sartori** as Deputy Statutory Auditors. The *curricula* of the Statutory Auditors are available on the Company's website (www.saesgetters.com/it/investor-relations/area-investors/assemblea-dei-soci). The overall compensation for each year has been set at €98,000 (of which €40,000 for the Chairman and €29,000 for each Effective Statutory Auditor). Below is the shareholding in the Company's capital stock currently held by the Statutory Auditors.

First name and surname	Company	Number	Notes
Vincenzo Donnamaria	SAES Getters S.p.A.		- Azioni ordinarie - Azioni di risparmio
Maurizio Civardi	SAES Getters S.p.A.		- Azioni ordinarie - Azioni di risparmio
Sara Anita Speranza	SAES Getters S.p.A.		- Azioni ordinarie - Azioni di risparmio
Massimo Gabelli	SAES Getters S.p.A.	1,170	Ordinary shares - Savings shares
Mara Luisa Sartori	SAES Getters S.p.A.		- Ordinary shares - Savings shares

The new Board of Directors of SAES Getters S.p.A., which met immediately after the Shareholders' Meeting, verified the required independence of the independent directors **Gaudiana Giusti**, **Stefano Proverbio** and **Luciana Rovelli**, based on the information provided by them, confirming their qualification as "independent", in accordance with the Consolidated Finance Act, article 148, paragraph 3 (also reminded in the Consolidated Finance Act, article 147-ter, paragraph 4) and in accordance with all the rules contained in the Code of Conduct of Borsa Italiana S.p.A., having found no evidence of any situation just abstractly related to the assumptions identified in the Code as symptomatic of a lack of independence.

In addition, the Board appointed **Massimo della Porta** as Chairman of the Company and Group Chief Executive Officer; **Giulio Canale** as Vice Chairman, Managing Director, Deputy Chief Executive Officer and Chief Financial Officer.

The Board also appointed:

- **Stefano Proverbio** (independent director) as Lead Independent Director.
- **Gaudiana Giusti** (independent director) and **Stefano Proverbio** (independent director) as members of the Audit and Risk and Sustainability Committee; **Luciana Rovelli** (independent director) as Chairman of the Audit and Risk and Sustainability Committee.
- **Adriano De Maio** and **Luciana Rovelli** (independent director) as members of the Remuneration and Appointment Committee; **Gaudiana Giusti** (independent director) as Chairman of the Remuneration and Appointment Committee.

Finally, **Gaudiana Giusti** (independent director), **Stefano Proverbio** (independent director), **Sara Anita Speranza** (Effective Statutory Auditor) and **Alessandro Altei** (Legal Counsel of SAES Getters S.p.A.) were appointed members of the Supervisory Body; **Luciana Rovelli** (independent director) as Chairman of the Supervisory Body.

The Board of Directors confirmed **Michele Di Marco**, Group's Administration, Finance and Control Manager, as the Officer responsible for the preparation of the corporate financial reports in accordance with the article 154-*bis* of the Legislative Decree no. 58/1998. Such appointment occurred upon the favorable opinion of the Board of Statutory Auditors and pursuant to the legal requirements of professional skills stated by the Company's By-laws, as prescribed by law.

The Board of Directors confirmed that the Committee for Transactions with Related Parties is composed by the independent directors (**Gaudiana Giusti**, **Stefano Proverbio** and **Luciana Rovelli**) and is chaired by the Lead Independent Director (**Stefano Proverbio**).

Finally, the Board of Directors resolved to fix a yearly compensation equal to €10,000 for each member of the Audit and Risk and Sustainability Committee, increased by an additional amount of €7,000 for the chairman of the committee itself; to fix a yearly compensation for each member of the Remuneration and Appointment Committee equal to €10,000, increased by an additional amount of €5,00 for the chairman of the committee itself.

The yearly compensation for the Lead Independent Director was determined in €25,000.

The Ordinary Shareholders' Meeting approved, with a non-binding vote, the first section of the Compensation report prepared pursuant to article 123-*ter* of the D.Lgs. n. 58/1998 and according to article 84-*quater* of Consob resolution no. 11971 dated 05/14/1999 concerning the issuers regulation.

The Ordinary Shareholders' Meeting approved the request of the authorization for the purchase and sale of treasury shares, pursuant to articles no. 2357 and following of the Civil Code and article no. 132 of the Legislative Decree no. 58/1998, after the withdrawal of the authorization previously granted by the Shareholders' Meeting on April 27, 2017 that has not been used. The authorization is linked to the opportunity to carry out any intervention on the market in support of the liquidity of the shares and for the purpose of the share storage, in compliance with the terms, methods and purposes envisaged by the current legislation, or to pursue investment requirements and an efficient use of the company liquidity. The authorization is also granted for any other purposes, such as the opportunity to use the shares in the portfolio as a means of payment in extraordinary transactions or acquisitions, or to obtain any financing necessary for the implementation of projects and/or the achievement of the company's objectives or, lastly, for any stock incentive plans or stock options in favor of directors and/or employees and/or consultants of the Company.

The purchase authorization is given for a period of 18 months starting from the date of the authorization, in one or more occasions, up to a maximum of no. 2 million ordinary and/or savings shares of the Company, at a purchase price including additional charges equal to no more than 5% and not less than 5% of the official share price recorded by the share in the trading session preceding each individual transaction.

With regards to the disposals of treasury shares, they can be executed for a minimum price equal to the weighted average of the official prices of the shares of their related category in the twenty trading days preceding the sale. The authorization for the disposal of treasury shares is given without any time limit.

Please note that, as of today, the Company does not own any treasury shares.

The Ordinary Shareholders' Meeting approved the adjustment of the fees of Deloitte & Touche S.p.A. for the year 2017 and for the subsequent years 2018-2021, following the request made by the legal auditing company on December 11, 2017. The Ordinary Shareholders' Meeting had also resolved on the appointment of Deloitte & Touch S.p.A. for the limited review of the Consolidated report on non-financial information of SAES Getters S.p.A. and of its subsidiaries, as proposed on December 19, 2017.

The Ordinary Shareholders' Meeting approved the modification of the Directors' Termination Indemnity (*TFM*), by proposing to increase - from 20% to 22% - the provision, starting from the current year (January 1-December 31, 2018), calculated on both fixed and variable compensations paid to the entitled Directors, as resolved by the Board of Directors pursuant to article 2389 of the Civil Code. In consideration of the economic situation of the Company, of the activities of the beneficiary Directors and of the growing responsibilities related to their role, such provision aims at better guaranteeing, at the end of their mandate, a retirement coverage in line with the Italian and international standards, today conventionally indicated in the measure of 50% of the last total remuneration received.

As of today (April 24, 2018), the Shareholders' Meeting, convened also in an extraordinary session, approved to grant a new power of attorney pursuant to article 2443 of the Civil Code (Share Capital increase) and the subsequent amendments to the Company's By-laws. The Share Capital increase may be made by the Board of Directors in one or more times, free of charge and/or with a fee, for a maximum nominal amount of €15,600,000, for a period of five years.

The new Board of Directors, on a proposal from the Remuneration and Appointment Committee and with the favorable opinion of the Board of Statutory Auditors, approved a long-term incentive plan for Executives Directors, as well as for managers holding a strategic role within the Company, called “2018 Phantom Shares Plan”.

The beneficiaries of the plan are, in a first phase, the Chairman and the Deputy Chairman of the Board of Directors (in charge, also considering any renewals, for at least three years from the date of approval of the plan) and the Directors identified by the Board among the members of the *Corporate Management Committee* (a committee established by the Company, within which the Executive Directors provide guidelines and share objectives with their direct hierarchical reports). At a later stage, this plan may also be extended to other executives who the Board deems to hold strategic organizational roles. In both cases, those managers must have been in charge of a global service for at least three years.

The plan recognizes in favor of the beneficiaries only the right to receive the provision of a cash incentive and it does not recognize or entail the assignment of financial instruments or rights on the Company's shares. In fact, the phantom shares are virtual units of measurement, which virtually represent the Company's ordinary shares and reflect their value over time. The plan is based on the free assignment to the beneficiaries of a certain number of phantom shares that, under the terms and conditions of the plan, give the right to receive the provision of a cash incentive, parameterized according to the increase in the stock price on the date when certain predetermined events occur, with respect to the assignment value. The events that may give rise to the provision of the incentive are, for example: change of control of the Company; failure to renew the office of director upon expiry of the mandate; revocation from the position of director or substantial change in the related proxies or role without the occurrence of a justified cause; resignation for justified cause; dismissal for justified objective reasons (for Strategic Executives only); reaching the retirement age; permanent disability; death; delisting.

The plan aims to remunerate the beneficiaries in relation to the growth of the Company's capitalization, with the purpose of retention and better alignment of the performances with the interests of the shareholders and of the Company.

This plan will be submitted to the approval of the Shareholders' Meeting to be called by the end of October 2018. The Directors' Report on this incentive plan, together with the Information Document pursuant to article 84-*bis* of the Issuers' Regulation, will be made available to the public pursuant to the law.

The following tables highlight the main figures extracted from the consolidated financial statements.

Abstract from Consolidated Financial Statements

(millions of euro)

Consolidated income statement figures	2017	2016
Net sales	231.1	189.0
R&D expenses	16.1	14.9
Depreciation and amortization	8.8	8.6
Personnel cost	79.0	70.9
Operating income (loss)	40.0	26.1
Net income (loss) before taxes	35.7	21.6
Net income (loss)	13.9	14.0

Consolidated balance sheet figures	Dec. 31, 2017	Dec. 31, 2016
Group's shareholders' equity	122.1	134.8
Property, plant and equipment, net	49.5	53.4
Net financial position	(17.7)	(33.8)
Purchase of property, plant and equipment	7.3	8.7

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 Group

A pioneer in the development of getter technology, the SAES® Group is the world leader in a variety of scientific and industrial applications where stringent vacuum conditions or ultra-pure gases are required. In more than 70 years of activity, the Group's getter solutions have been supporting innovation in the information display and lamp industries, in sophisticated high vacuum systems and in vacuum thermal insulation, in technologies spanning from large vacuum power tubes to miniaturized silicon-based microelectronic and micromechanical devices. The Group also holds a leading position in ultra-pure gas refinement for the semiconductor and other high-tech markets.

Starting in 2004, by leveraging the core competencies in special metallurgy and in the materials science, the SAES Group has expanded its business into the advanced material markets, in particular the market of shape memory alloys, a family of materials characterized by super elasticity and by the property of assuming predefined forms when subjected to heat treatment. These special alloys, which today are mainly applied in the biomedical sector, are also perfectly suited to the realization of actuator devices for the industrial sector (domotics, white goods industry, consumer electronics and automotive sector).

More recently, SAES has expanded its business by developing a technological platform that integrates getter materials in a polymeric matrix. These products, initially developed for OLED displays, are currently used in new application sectors, among which implantable medical devices and solid-state diagnostics imaging. Among the new applications, the advanced food packaging is a significantly strategic one, in which SAES aims to compete with an offering of new solutions for active packaging.

A total production capacity distributed in eleven facilities, a worldwide-based sale & service network and more than 1,100 employees allow the Group to combine multicultural skills and expertise to form a truly global enterprise.

SAES Group is headquartered in the Milan area (Italy).

SAES Getters S.p.A. is listed on the Italian Stock Exchange Market, STAR segment, since 1986.

More information on the SAES Group are available in the website www.saesgetters.com.

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