# The SAES<sup>®</sup> Getters Group

#### Third Quarter 2007 Consolidated Results

Conference Call - October 25, 2007

we support your innovation



### Third Quarter 2007 Highlights

□ Sales equal to  $\in$ 42.7 million ( $\in$ 38.2 million in 3Q2006) up by 16.3% excluding the exchange rate effect

□ Operating profit equal to  $\in$ 14.3 million ( $\in$ 14.8 million in 3Q2006) negatively affected by non recurring legal and advisory costs related to special projects ( $\in$ 1.9 million)

□ Net income up to €9 million from €8.4 million in 3Q2006

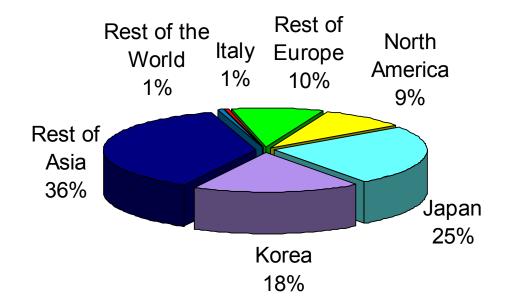
□ €75.6 million of net financial position (€67 million as at Jun 30, 2007)

□ 9.2% of net sales allocated to R&D activities

Buy back programme for a maximum of 2 million company shares

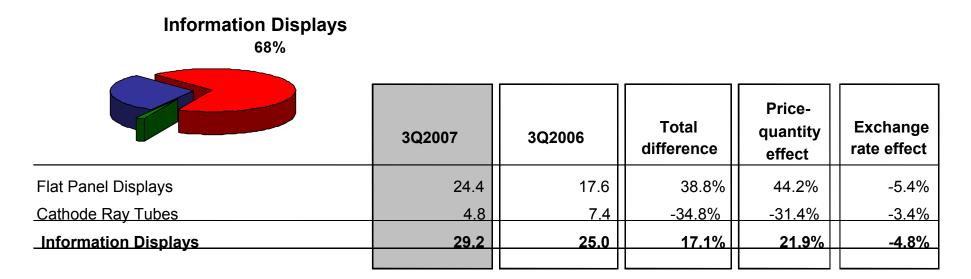
□ Acquisition of the Shape Memory Alloys Business from Special Metals Corporation

#### Third Quarter 2007 Consolidated Sales By Geographic Area





# **Information Displays BU Sales**



✓ Strong increase in the Flat Panel Displays BA sales, penalized by the negative exchange rate effect and the increasing prices pressure

Continuing strong drop in the Cathode Ray Tubes business

✓ It is worth reporting the negative impact on sales of the Flat Panels Business Area caused by combined effects of unfavorable exchange rates, of the optimization of the quantities of mercury used within lamps by certain customers, due to internal efficiencies obtained by such customers, and due to the introduction of our high yield products, and of discounts due to the strong pressure on prices

All figures in M€, unless otherwise stated



### Industrial Applications BU Sales

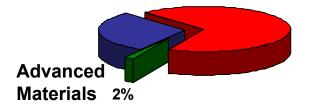
#### **Industrial Applications**

30%	3Q2007	3Q2006	Total difference	Price- quantity effect	Exchange rate effect
Lamps	2.5	3.3	-25.8%	-23.5%	-2.3%
Electronic Devices	4.0	4.5	-8.5%	-5.3%	-3.2%
Vacuum Systems and Thermal Insulation	1.1	1.4	-19.9%	-16.4%	-3.5%
Semiconductors	5.1	3.7	37.4%	41.6%	-4.2%
Industrial Applications	12.7	12.9	-0.9%	2.4%	-3.3%

Lower sales of getters for fluorescent lamps, of getters and metal dispensers for electron vacuum devices and of vacuum insulated panels

- Continuing excellent performance of the Semiconductors BA
- ✓ Negative exchange rate effect (-3.3%)

#### **Advanced Materials Sales**



	3Q2007	3Q2006	Total difference	Price quantity effect	Exchange rate effect
Advanced Materials	0.8	0.3	130.1%	132.2%	-2.1%

✓ Increasing sales of getter films for MEMS applications, shape memory alloys and crystals for industrial laser applications

All figures in M€, unless otherwise stated



### **Information Displays Margins**

	3Q2007	3Q2006	Total difference	Jan-Sep 2007	Jan-Sep 2006
NET SALES	29.2	25.0	+4.2	80.5	80.1
GROSS PROFIT	21.4	19.1	+2.3	57.8	60.1
Gross Margin	73.2%	76.6%		71.8%	75.0%
OPERATING INCOME	15.4	14.4	+1.0	39.5	45.1
Operating margin	52.7%	57.8%		49.1%	56.3%

✓ Margins affected by:

- strong drop in sales of getters for CRTs

- non favorable currency trend
- increasing prices pressure

✓ Negative effects partially offset by the introduction of new products with higher margins

All figures in  $M \in$ , unless otherwise stated

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#### **Industrial Applications Margins**

	3Q2007	3Q2006	Total difference	Jan-Sep 2007	Jan-Sep 2006
NET SALES	12.7	12.9	-0.2	41.7	40.8
GROSS PROFIT	6.6	7.3	-0.7	22.0	19.4
Gross Margin	51.4%	56.6%		52.7%	47.6%
OPERATING INCOME	3.4	3.5	-0.1	12.6	7.1
Operating margin	26.5%	27.2%		30.2%	17.4%

Lower profitability because of a different sales mix

Reduction in the operating expenses

All figures in M€, unless otherwise stated



#### **Consolidated Income Statements**

	3Q2007	3Q2006	Total difference	Jan-Jun 2007	Jan-Jun 2006
NET SALES	42.7	38.2	+4.5	124.5	122.0
GROSS PROFIT	27.9	26.4	+1.5	79.7	79.5
Gross Margin	65.2%	69.1%		64.0%	65.1%
Operating expenses	-13.7	-11.8	-1.9	-40.5	-37.2
Other income (expenses), net	0.1	0.2	-0.1	1.3	0.3
OPERATING INCOME	14.3	14.8	-0.5	40.5	42.6
Operating margin	33.4%	38.8%		32.5%	34.9%
NET INCOME	9.0	8.4	0.6	27.5	22.7
Net margin	21.1%	22.0%		22.1%	18.6%



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#### **Net Financial Position**

	30 Sep 2007	31 Dec 2006	Difference
Cash and cash equivalents	78.4	94.8	-16.4
Current financial assets	1.1	0.4	0.7
Current financial liabilities	1.0	0.9	0.1
Current net financial position	78.5	94.3	-15.8
Non current financial liabilities	2.9	3.0	-0.1
NET FINANCIAL POSITION	75.6	91.3	-15.7



#### **Business Outlook**

□ LCD market substantially in line with 3Q 2007 but with continuous stock adjustments

Expected a further slowdown in CRT market because of its maturity

□ Estimated an overall slight growth for other industrial markets

□ The recent acquisitions let us to strengthen our presence in the advanced materials market

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#### **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.

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