

*Introducing*

# The SAES<sup>®</sup> Getters Group

September 2009

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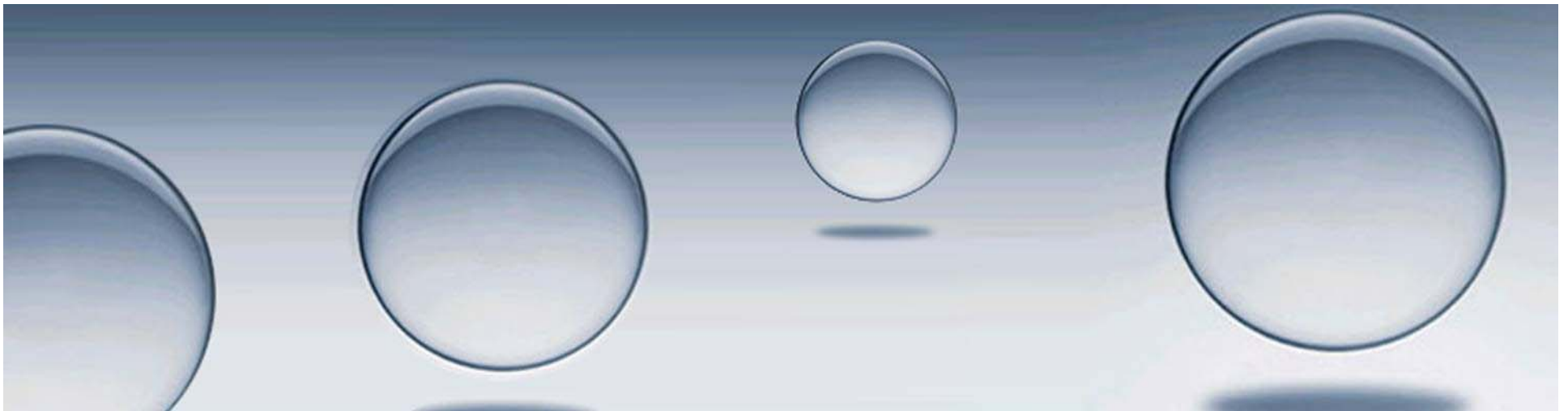
we support your innovation

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

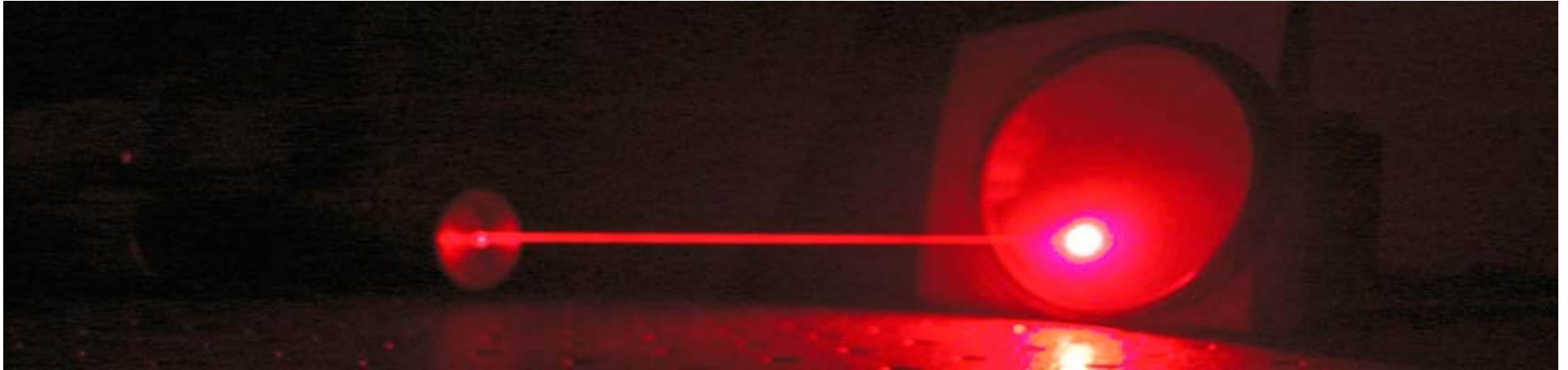
- The information display industry
- The lamp industry
- A wide range of electronic device-based applications
- Vacuum and Ultra-high Vacuum Technology
- Vacuum thermal insulation
- Semiconductors
- Medical and industrial shape memory alloys industry

# 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



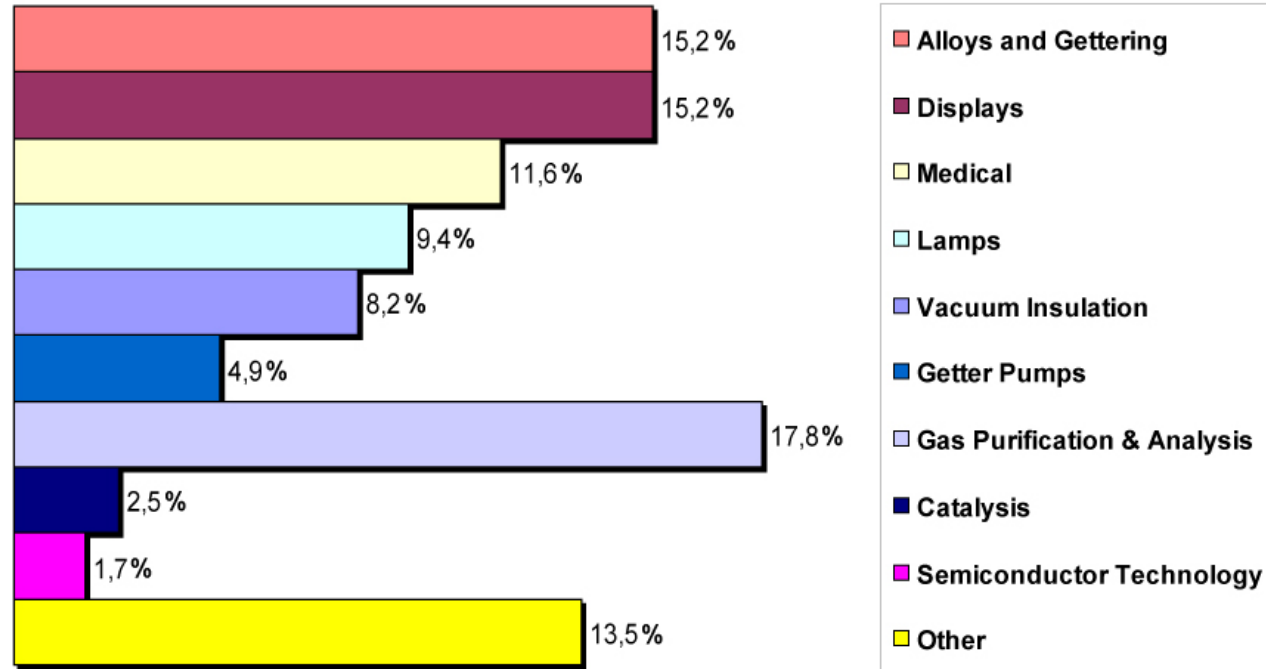
# Research & Innovation



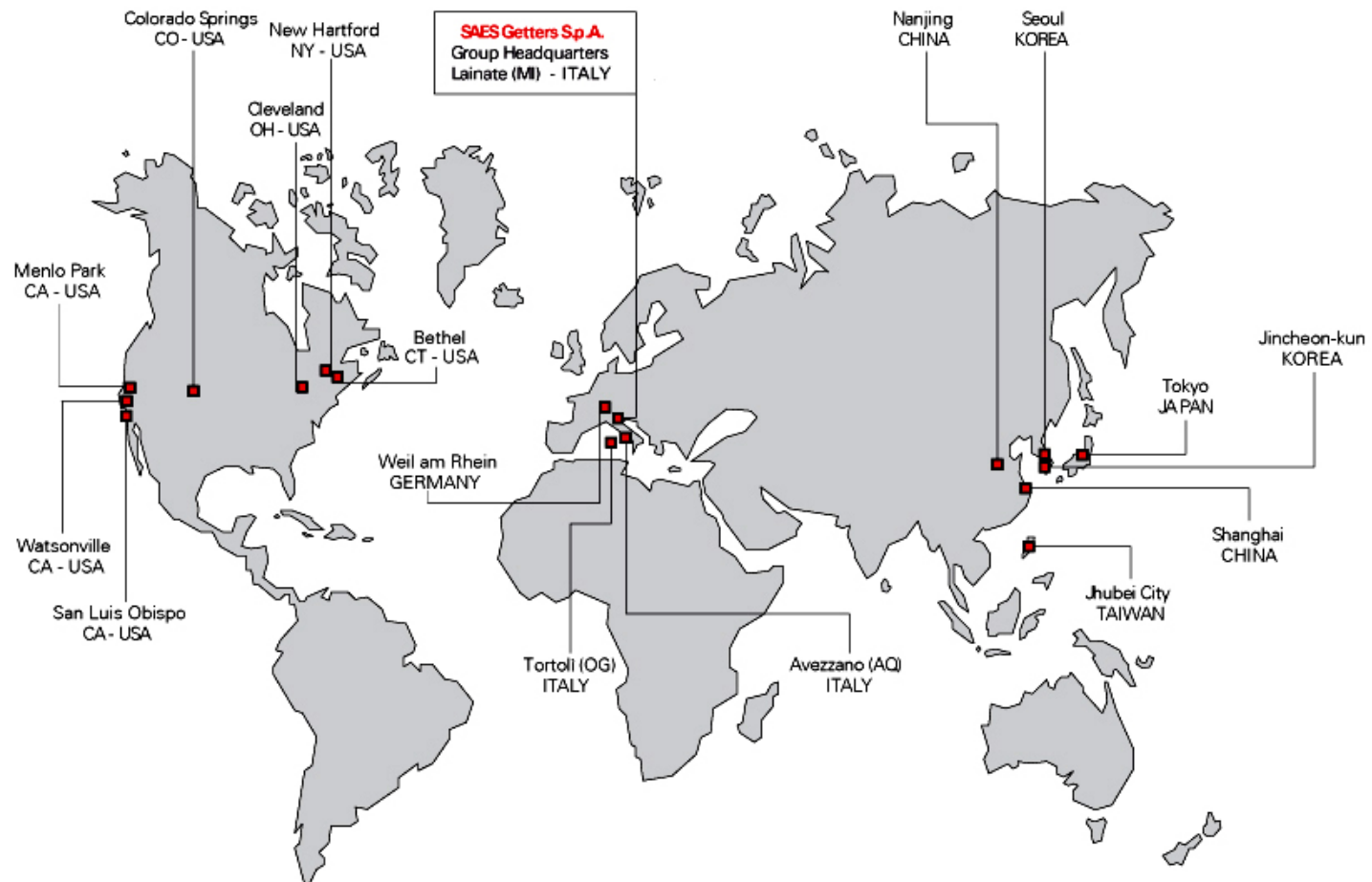
- About 11% of net consolidated sales allocated to R&I activities every year
- State-of-the-art corporate laboratories covering an area of over 3,300 sq.mt.
- Nearly 100 people committed to investigating problems, developing proposals and testing solutions

# Intellectual Property: a Competitive Asset

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

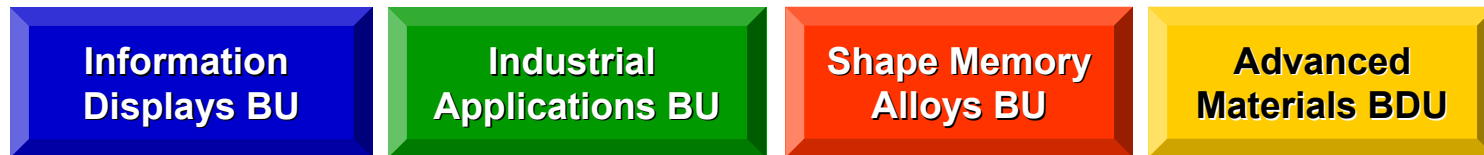


# Global Presence



# 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

## □ Information Displays Business Unit

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

## □ Industrial Applications Business Unit

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

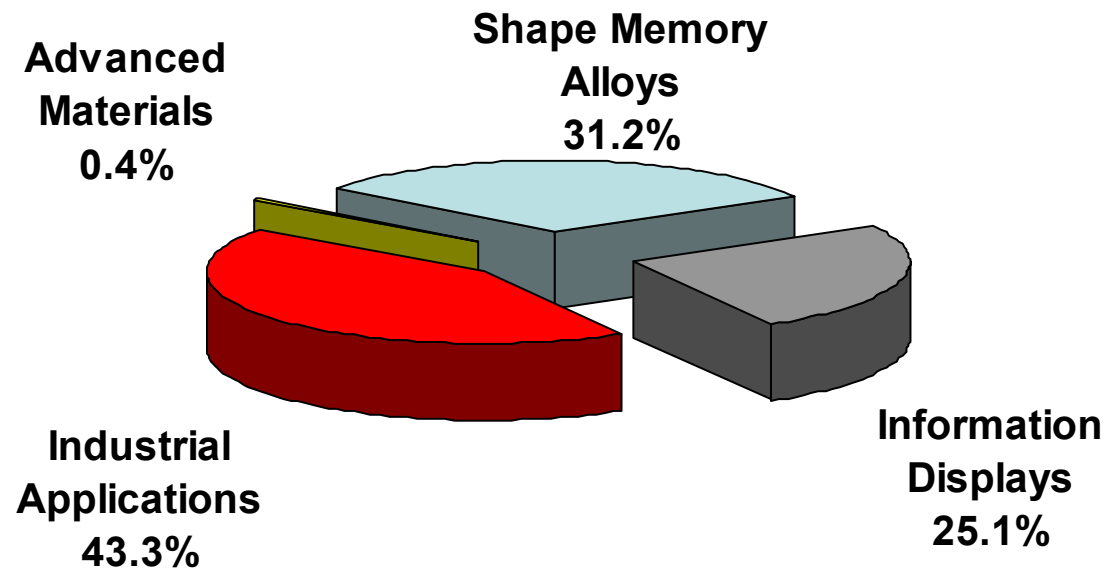
## □ Shape Memory Alloys Business Unit

From raw materials, 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

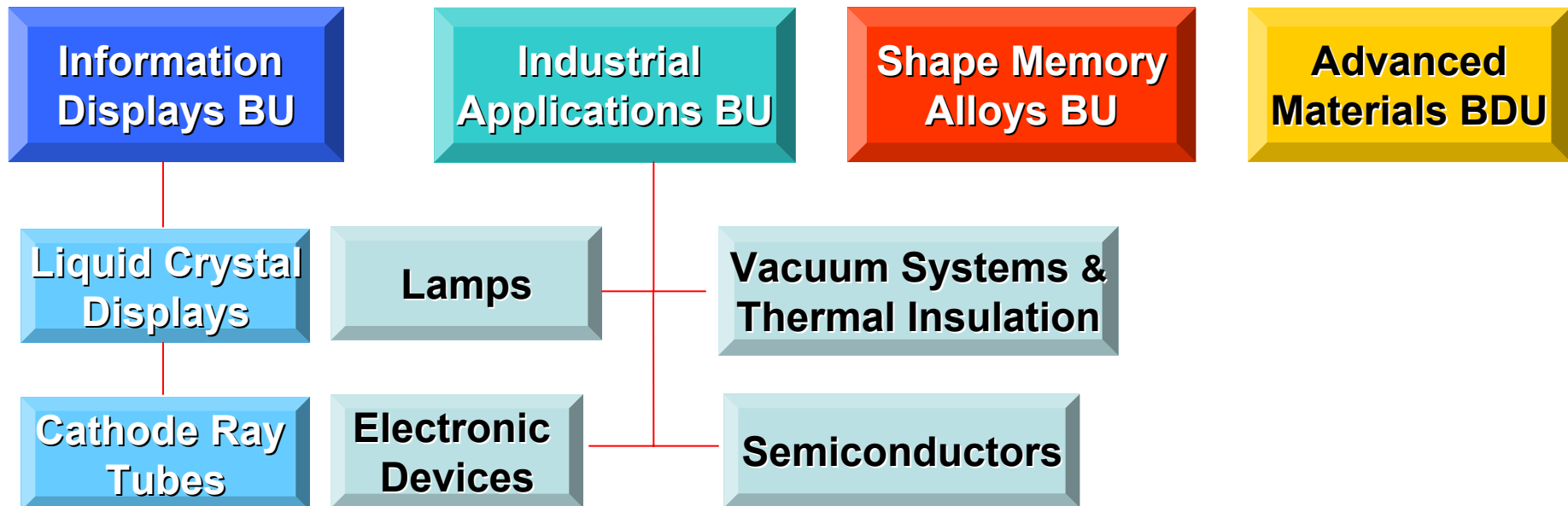
## □ Advanced Materials Business Development Unit

Advanced materials BDU provides some of the most innovative technologies: optical crystals, highly sophisticated getters/dryers for Plasma Displays, Field Emission Displays (FEDs) and Organic Light Emitting Diodes (OLEDs), sealants for solar cells

# 1H 2009 Consolidated Sales by Business Unit



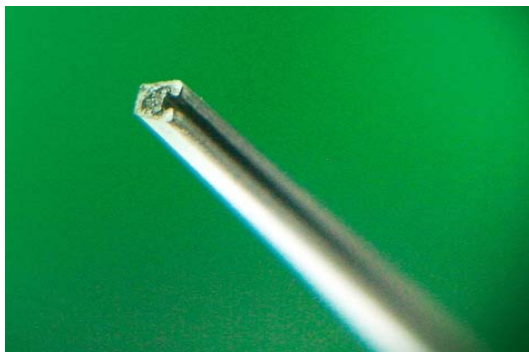
# Business Organization



# 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
- ❑ 1H09 sales: 15.7 M€, 22% of total 1H09 Group sales (41 M€ in 1H08)



# 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
  
- 1H09 sales: 1.9 M€, 3% of total 1H09 Group sales (5.6 M€ in 1H08)



# 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



- 1H09 sales: 4.6 M€, 7% of total 1H09 Group sales (6.1 M€ in 1H08)

# 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
- Solar energy (solar collectors)
- MEMS



- 1H09 sales: 14.9 M€, 21% of total 1H09 Group sales (12.6 M€ in 1H08)

# 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**

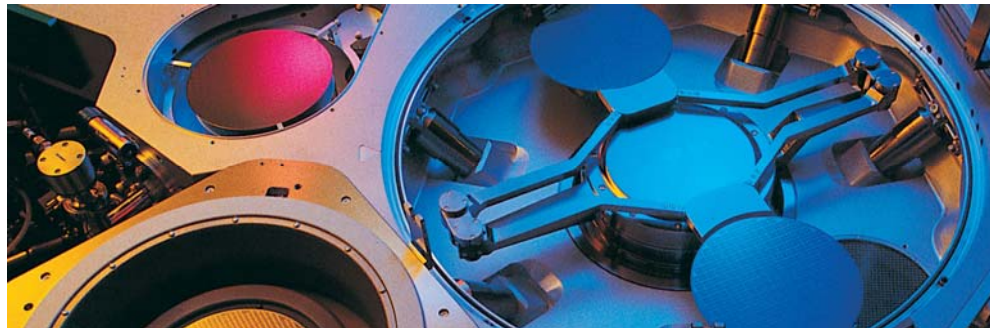
- Vacuum systems for material characterization and processing
- Particle accelerators
- Cryogenic applications
  
- 1H09 sales: 3.6 M€, 5% of total 1H09 Group sales (2.7 M€ in 1H08)





# 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



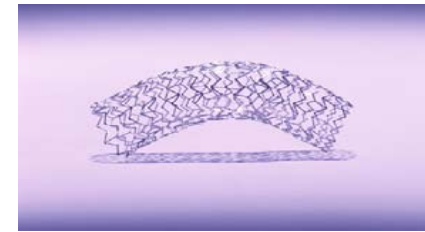
□ 1H09 sales: 7.3 M€, 10% of total 1H09 Group sales (9.5 M€ in 1H08)

# 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.

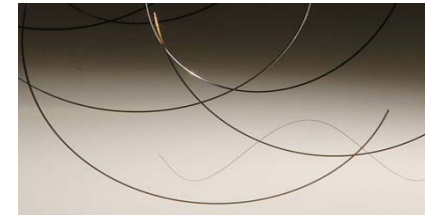


## Industrial Applications

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



□ 1H09 sales: 21.9 M€, 31% of total 1H09 Group sales (3.8 M€ in 1H08)

# Advanced Materials

**Flat Panels:** highly sophisticated getters and dryers for Plasma Displays, Field Emission Displays (FEDs) and Organic Light Emitting Diodes (OLEDs)



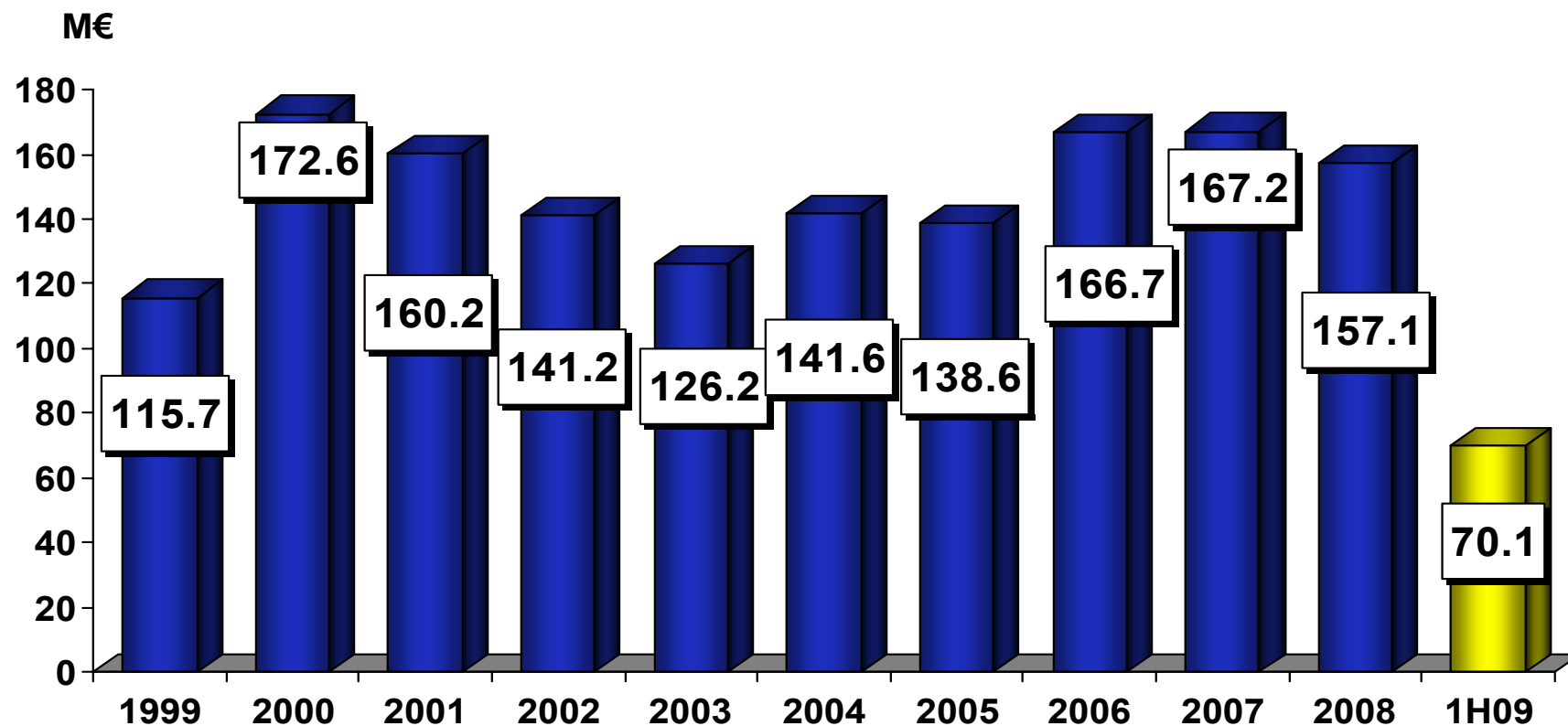
**Solar Cells:** innovative sealants capable to ensure the photovoltaic cell longest life-time even in the most adverse conditions



**Optoelectronic Materials:** advanced optical crystals for optoelectronic devices, industrial lasers and diagnostic PET machines

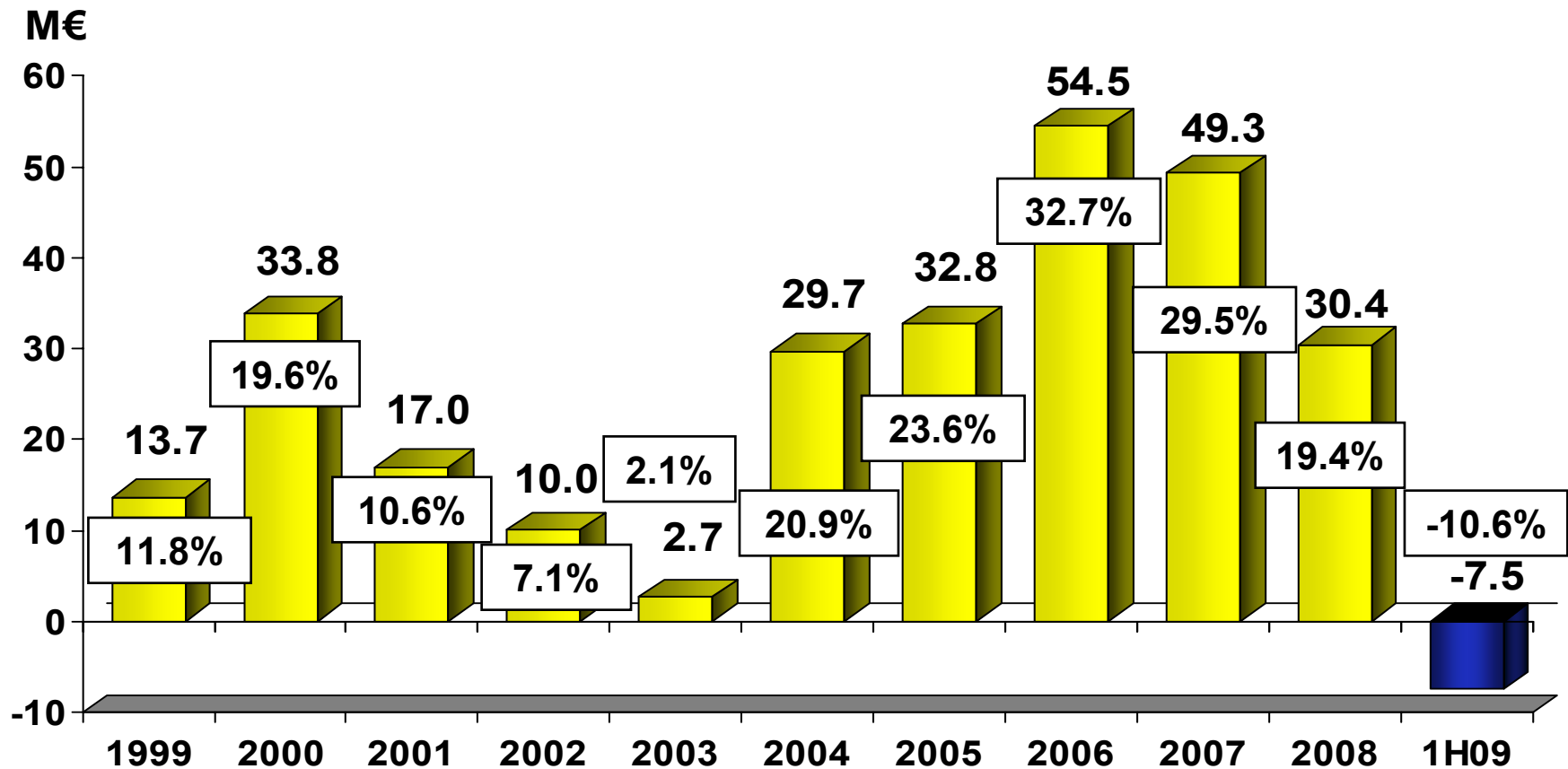
□ 1H09 sales: 0.3 M€, 0.4% of total 1H09 Group sales (0.4 M€ in 1H08)

# Consolidated Sales



1999-2003 data compliant to Italian GAAP; 2004-2009 data compliant to IFRS

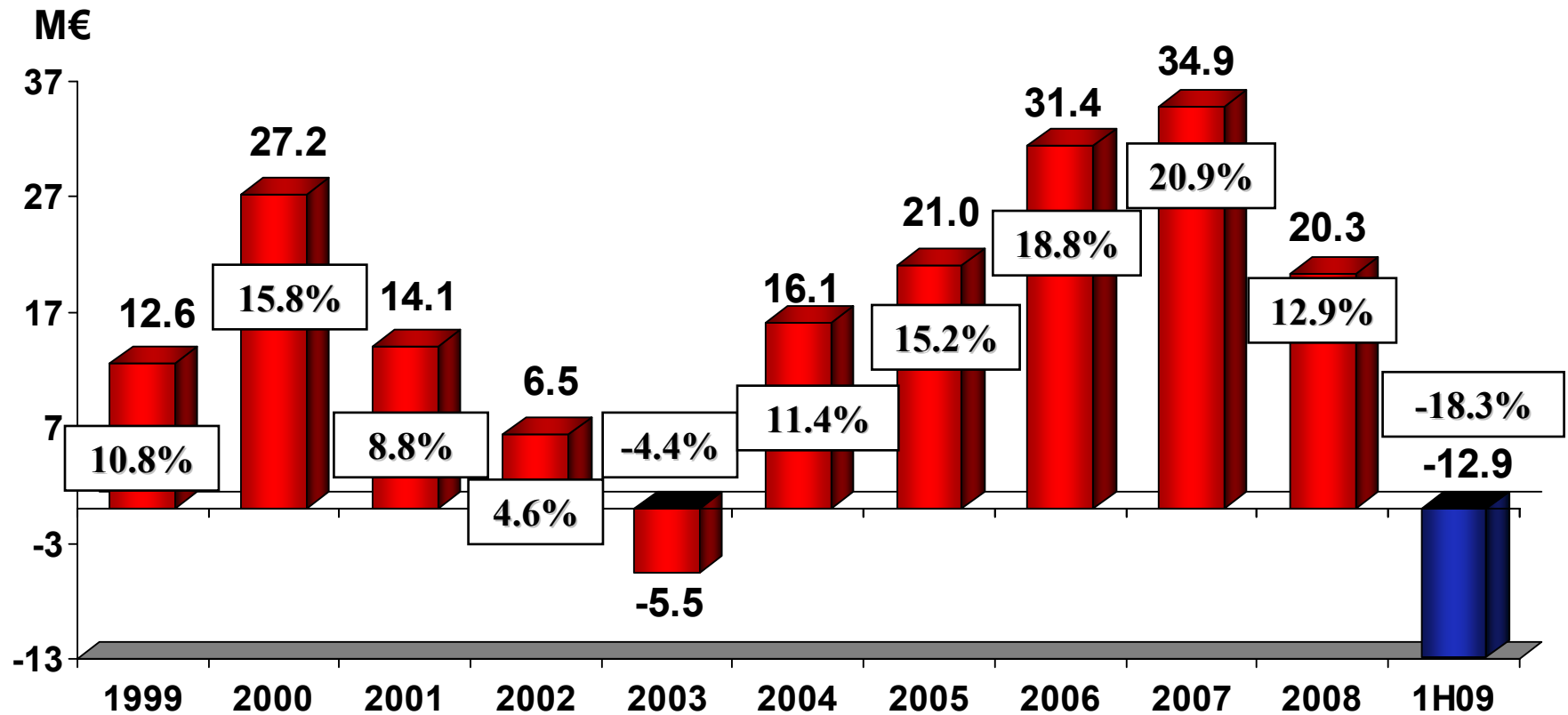
# Consolidated Operating Income (% on net sales)



1999-2003 data compliant to Italian GAAP; 2004-2009 data compliant to IFRS

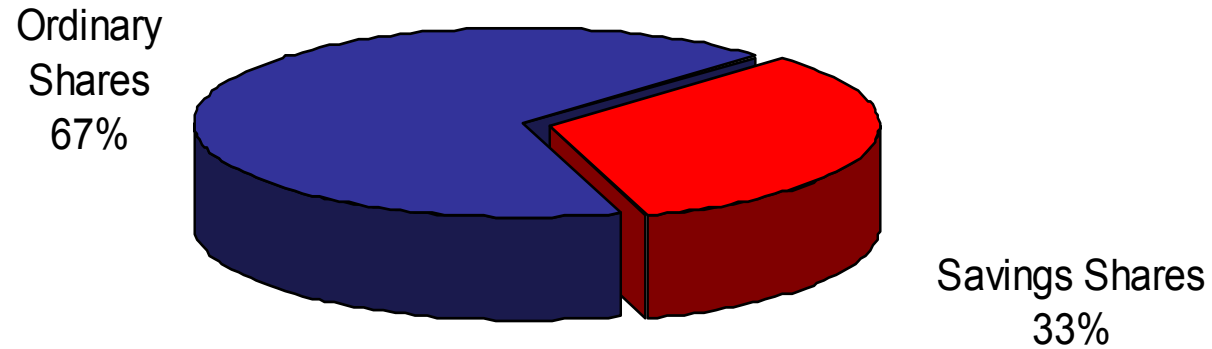
# Consolidated Net Income

(% on net sales)



1999-2003 data compliant to Italian GAAP; 2004-2009 data compliant to IFRS

# Capital Structure



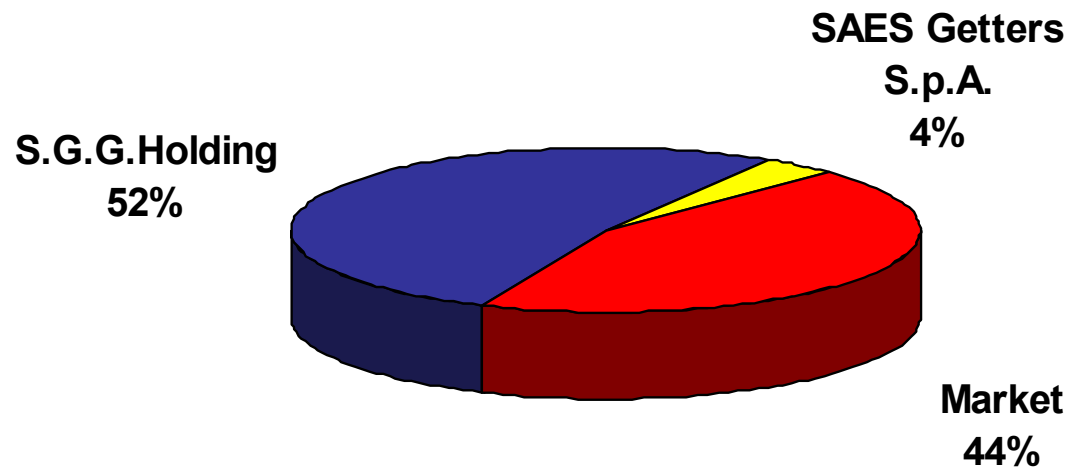
**Ordinary Shares**

**# 15,271,350**

**Savings Shares**

**# 7,460,619**

# Ordinary Shareholders



	S.G.G. Holding	SAES Getters S.p.A.	Market	Total
<b>Number of shares</b>	<b>7,958,920</b>	<b>600,000</b>	<b>6,712,430</b>	<b>15,271,350</b>
	52.12%	3.93%	43.95%	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 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*

Thank you  
for your attention

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E-mail: [investor\\_relations@saes-group.com](mailto:investor_relations@saes-group.com)

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