

The SAES[®] Group

3Q 2017 Consolidated Results



making **innovation happen**, together

3Q 2017 Highlights

All figures in M€, unless otherwise stated

- REVENUES AND NET INCOME SIGNIFICANTLY GROWING
- STRONG GENERATION OF OPERATING CASH FLOW AND SUBSEQUENT IMPROVEMENT OF THE NET FINANCIAL POSITION

P&L figures	3Q 2017	3Q 2016	Total difference	Difference %
CONSOLIDATED SALES	52.5	41.5	11.1	26.6%
TOTAL REVENUES OF THE GROUP	56.3	44.0	12.3	27.9%
CONSOLIDATED GROSS PROFIT	23.0	19.3	3.7	18.9%
<i>% on sales</i>	<i>43.7%</i>	<i>46.5%</i>		
CONSOLIDATED OPERATING INCOME	7.8	6.2	1.6	25.5%
<i>% on sales</i>	<i>14.9%</i>	<i>15.0%</i>		
CONSOLIDATED EBITDA	9.8	8.5	1.4	16.0%
<i>% on sales</i>	<i>18.7%</i>	<i>20.5%</i>		
CONSOLIDATED NET INCOME	5.9	3.6	2.2	62.0%
<i>% on sales</i>	<i>11.1%</i>	<i>8.7%</i>		
Other information	Sep 30, 2017	Jun 30, 2017	Total difference	Difference %
CONSOLIDATED NET FINANCIAL POSITION	(26.3)	(33.6)	7.4	-21.9%

Total revenues of the Group

(achieved by incorporating the JVs with the proportional method instead of the equity method)

All figures in M€, unless otherwise stated

	3Q 2017	3Q 2016	Total difference	Difference %
Consolidated sales	52.5	41.5	11.1	26.6%
50% Actuator Solutions sales	3.6	2.5	1.2	47.8%
49% SAES RIAL Vacuum S.r.l. sales	0.3	0.3	0.1	31.1%
33.79% Flexterra sales	0.0	0.0	0.0	100.0%
Eliminations & other adjs	(0.2)	(0.2)	(0.0)	11.2%
Total revenues of the Group	56.3	44.0	12.3	27.9%

	1Q 2017	2Q 2017	3Q 2017	September 2017
Consolidated sales	58.7	58.6	52.5	169.8
50% Actuator Solutions sales	3.5	3.4	3.6	10.5
49% SAES RIAL Vacuum S.r.l. sales	0.1	0.1	0.3	0.6
33.79% Flexterra sales	0.0	0.0	0.0	0.0
Eliminations & other adjs	(0.2)	(0.2)	(0.2)	(0.7)
Total revenues of the Group	62.1	61.9	56.3	180.3

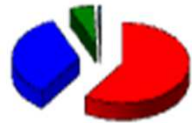
	September 2017	September 2016	Total difference	Difference %
Consolidated sales	169.8	131.3	38.5	29.3%
50% Actuator Solutions sales	10.5	7.0	3.5	51.0%
49% SAES RIAL Vacuum S.r.l. sales	0.6	0.5	0.1	16.4%
33.79% Flexterra sales	0.0	0.0	0.0	100.0%
Eliminations & other adjs	(0.7)	(0.6)	(0.1)	18.1%
Total revenues of the Group	180.3	138.3	42.0	30.4%

- ✓ **Total revenues of the Group** up by 27.9% to €56.3 million, compared to €44 million in 3Q 2016, thanks both to the increase in consolidated revenues (+26.6%) and to the increase in the sales of the joint venture Actuator Solutions (+47.8%)



Industrial Applications BU Sales

All figures in M€, unless otherwise stated



Industrial Applications
59.33%

	3Q 2017	3Q 2016	Total difference	Organic change	Exchange rate effect
Security & Defense	1.9	2.2	-14.5%	-11.8%	-2.7%
Electronic Devices	6.6	2.3	180.5%	186.5%	-6.0%
Healthcare Diagnostics	0.9	1.0	-4.8%	-1.9%	-2.9%
Getters & Dispensers for Lamps	1.2	1.8	-32.5%	-29.0%	-3.5%
Thermal Insulation	1.1	1.5	-29.3%	-24.1%	-5.2%
Systems for UH Vacuum	1.6	1.7	-5.0%	-2.2%	-2.8%
Sintered Components for Electronic Devices & Lasers	1.7	1.8	-2.8%	2.3%	-5.1%
Systems for Gas Purification & Handling	16.2	11.1	46.5%	54.1%	-7.6%
Industrial Applications	31.2	23.4	33.5%	39.2%	-5.7%

	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017	2Q 2017	3Q 2017
Security & Defense	2.5	3.0	2.2	2.8	2.2	2.0	1.9
Electronic Devices	1.9	1.9	2.3	2.5	2.6	4.2	6.6
Healthcare Diagnostics	0.9	1.0	1.0	0.9	1.0	1.0	0.9
Getters & Dispensers for Lamps	2.1	1.9	1.8	2.0	1.8	1.4	1.2
Thermal Insulation	1.4	1.1	1.5	1.2	1.3	0.8	1.1
Systems for UH Vacuum	1.9	1.5	1.7	3.6	2.1	2.0	1.6
Sintered Components for Electronic Devices & Lasers	1.7	1.7	1.8	1.6	1.7	1.9	1.7
Systems for Gas Purification & Handling	15.1	14.3	11.1	21.2	22.2	21.4	16.2
Industrial Applications	27.6	26.3	23.4	35.8	34.9	34.6	31.2

- ✓ Growth mainly concentrated in the gas purification sector (**Systems for Gas Purification & Handling Business**) thanks to the investments in new semiconductors and displays fabs in Asia
- ✓ Strong increase in the **Electronic Devices Business** mainly thanks to the new advanced productions for the electronic consumer market in Avezzano
- ✓ Decrease in the **Security & Defense Business** which reflects the current technological transition from the traditional getter to the miniaturized one
- ✓ Decrease in the **Thermal Insulation Business** suffering from the weakness in the sales of getters for the refrigeration market and for the vacuum bottles market
- ✓ Structural decrease in the **Light Sources Business**, penalized by the technological competition of LEDs towards fluorescent lamps

Shape Memory Alloys BU Sales

All figures in M€, unless otherwise stated

Shape Memory Alloys (SMA)



	3Q 2017	3Q 2016	Total difference	Organic change	Exchange rate effect
Nitinol for Medical Devices	15.4	15.8	-2.3%	2.7%	-5.0%
SMA for Thermal & Electro Mechanical Devices	2.7	2.1	30.5%	32.4%	-1.9%
Shape Memory Alloys	18.1	17.9	1.5%	6.2%	-4.7%

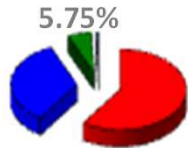
	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017	2Q 2017	3Q 2017
Nitinol for Medical Devices	15.4	15.1	15.8	16.4	17.9	17.5	15.4
SMA for Thermal & Electro Mechanical Devices	2.4	2.6	2.1	2.0	2.1	2.5	2.7
Shape Memory Alloys	17.8	17.6	17.9	18.3	20.0	20.0	18.1

- ✓ **Nitinol for Medical Devices Business:** penalized by the exchange rate effect (-5%), net of which the organic growth was equal to +2.7%, spread over different product lines and end-user applications
- ✓ **SMA for Thermal and Electro Mechanical Devices Business:** organic growth of +32.4%, thanks to the recovery in the sales of the luxury goods segment, as well as to the good performance of the automotive sales

Solutions for Advanced Packaging BU Sales

All figures in M€, unless otherwise stated

Solutions for Advanced Packaging



	3Q 2017	3Q 2016	Total difference	Consolid. area effect	Organic change	Exchange rate effect
Solutions for Advanced Packaging	2.8	0.0	100.0%	100.0%	0.0%	0.0%

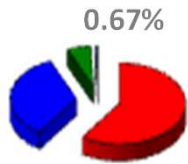
	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017	2Q 2017	3Q 2017
Solutions for Advanced Packaging	0.0	0.0	0.0	3.1	3.4	3.6	2.8

- ✓ The newly acquired **Metalvuoto S.p.A.** recorded sales equal to € 2.8 million in 3Q 2017, affected by the typical decrease in the summer season

Business Development Unit Sales

All figures in M€, unless otherwise stated

Business Development Unit



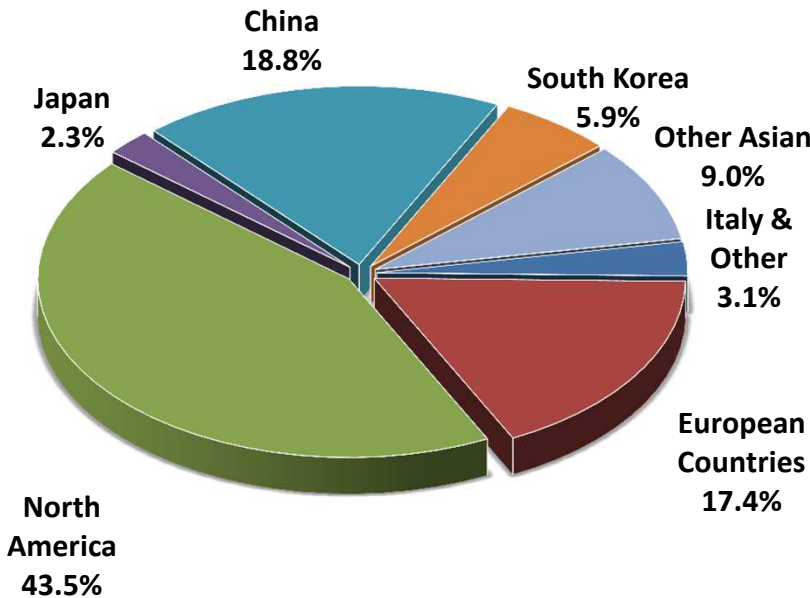
	3Q 2017	3Q 2016	Total difference	Organic change	Exchange rate effect
Business Development	0.4	0.3	49.8%	57.7%	-7.9%

	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017	2Q 2017	3Q 2017
Business Development	0.3	0.3	0.3	0.4	0.4	0.4	0.4

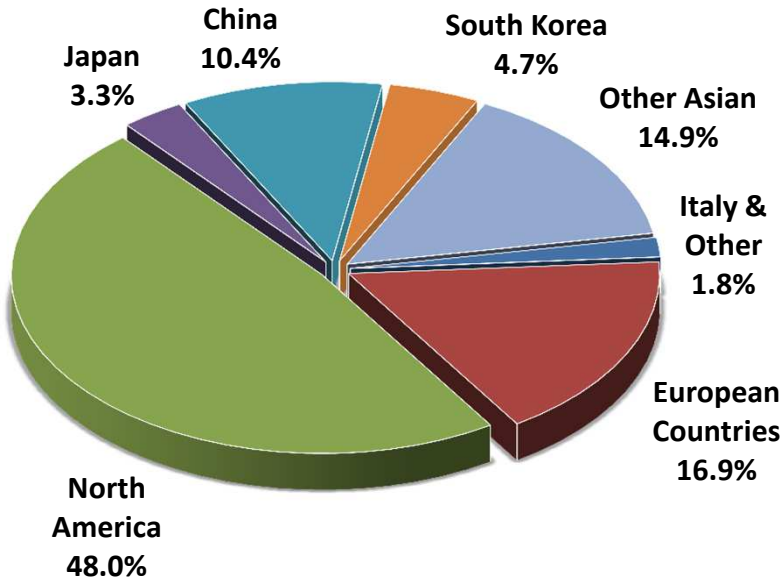
- ✓ Organic growth (+57.7%) mainly driven by the increasing demand of functional polymers for **OLEDs** by the Taiwanese manufacturers and by new Chinese customers

Consolidated Sales by Geographic Area

September 2017 – Total 169,823

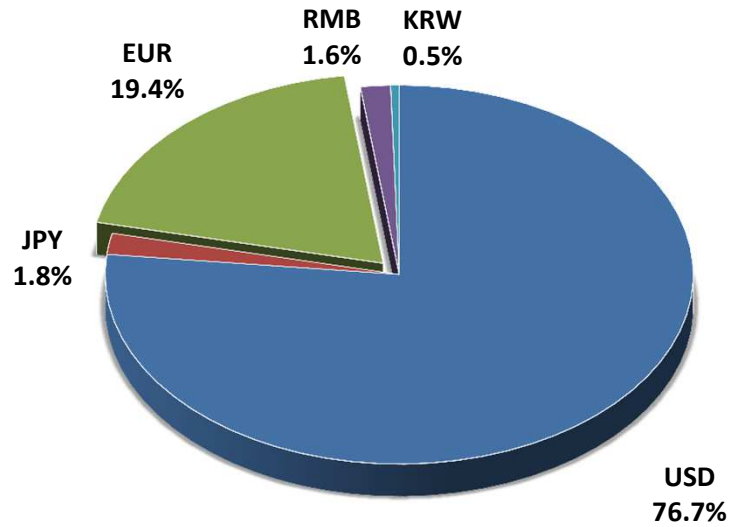


September 2016 - Total 131,321

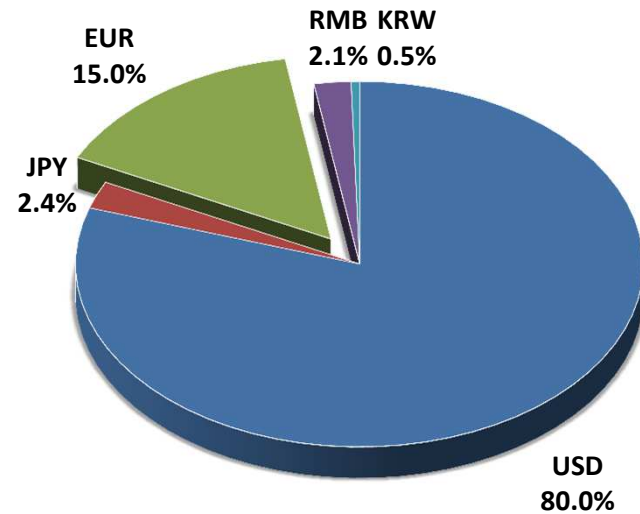


Consolidated Sales by Invoicing Currency

September 2017 - Total 169,823

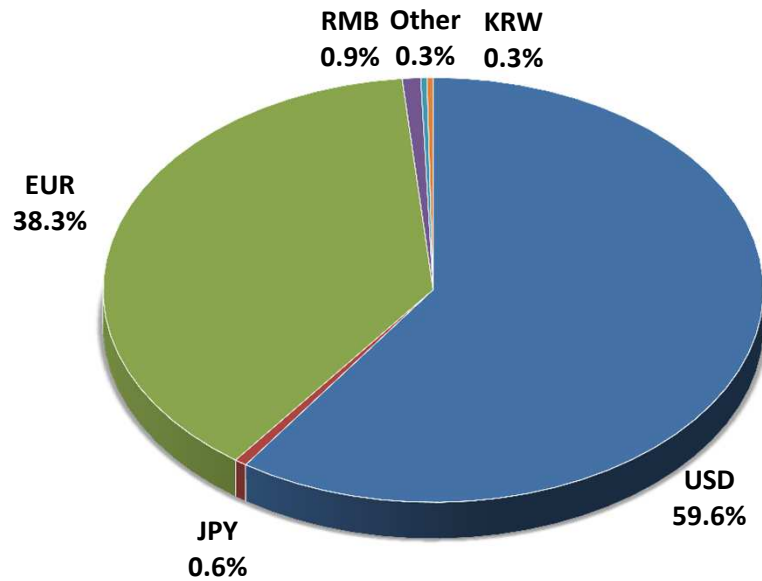


September 2016 – Total 131,321

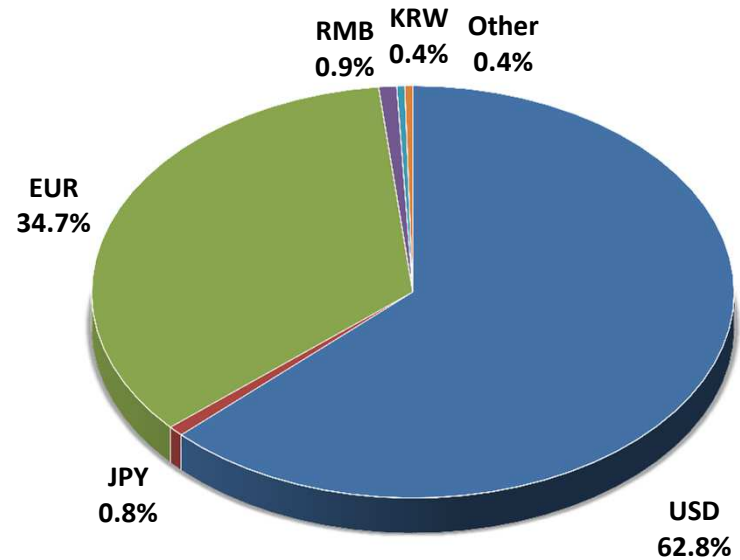


Consolidated Costs by Currency

September 2017 – Total 141,956



September 2016 – Total 113,478



Consolidated Sales – 3Q 2017 vs. 2Q 2017

All figures in M€, unless otherwise stated

	3Q 2017	2Q 2017	Total difference	Organic change	Exchange rate effect
Security & Defense	1.9	2.0	-5.8%	-2.6%	-3.2%
Electronic Devices	6.6	4.2	57.6%	60.8%	-3.2%
Healthcare Diagnostics	0.9	1.0	-3.0%	0.0%	-3.0%
Getters & Dispensers for Lamps	1.2	1.4	-13.1%	-9.6%	-3.5%
Thermal Insulation	1.1	0.8	36.4%	44.6%	-8.2%
Systems for UH Vacuum	1.6	2.0	-19.5%	-17.0%	-2.5%
Sintered Components for Electronic Devices & Lasers	1.7	1.9	-8.1%	-2.1%	-6.0%
Systems for Gas Purification & Handling	16.2	21.4	-24.5%	-19.6%	-4.9%
Industrial Applications	31.2	34.6	-9.9%	-5.4%	-4.5%
Nitinol for Medical Devices	15.4	17.5	-12.0%	-6.3%	-5.7%
SMA for Thermal & Electro Mechanical Devices	2.7	2.5	8.2%	10.2%	-2.0%
Shape Memory Alloys	18.1	20.0	-9.5%	-4.2%	-5.3%
Solutions for Advanced Packaging	2.8	3.6	-21.7%	-21.7%	0.0%
Business Development	0.4	0.4	10.9%	18.2%	-7.3%
Total consolidated sales	52.5	58.6	-10.4%	-5.9%	-4.5%

Industrial Applications Margins

All figures in M€, unless otherwise stated

	3Q 2017	3Q 2016	Total difference
NET SALES	31.2	23.4	7.8
GROSS PROFIT	15.5	11.9	3.7
<i>Gross Margin</i>	49.8%	50.7%	
OPERATING INCOME	10.0	6.2	3.8
<i>Operating Margin</i>	32.0%	26.4%	

	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017	2Q 2017	3Q 2017	September 2017
NET SALES	27.6	26.3	23.4	35.8	34.9	34.6	31.2	100.755
GROSS PROFIT	13.3	12.4	11.9	17.8	15.9	17.5	15.5	48.913
<i>Gross Margin</i>	48.1%	47.3%	50.7%	49.6%	45.6%	50.4%	49.8%	48.5%
OPERATING INCOME	7.5	6.5	6.2	11.0	9.9	11.7	10.0	31.534
<i>Operating Margin</i>	27.2%	24.8%	26.4%	30.7%	28.4%	33.7%	32.0%	31.3%

- ✓ **Gross profit** up by 31%, thanks to the increase in the sales mainly in the gas purification sector and in that of electronic devices
- ✓ **Gross margin** substantially stable (from 50.7% to 49.8%)
- ✓ **Operating income** up by 61.6% and **operating margin** increased from 26.4% to 32%, thanks to the increase in revenues and gross profit, with equal operating expenses

Shape Memory Alloys Margins

All figures in M€, unless otherwise stated

	3Q 2017	3Q 2016	Total difference
NET SALES	18.1	17.9	0.3
GROSS PROFIT	7.1	7.4	-0.3
<i>Gross Margin</i>	<i>39.2%</i>	<i>41.6%</i>	
OPERATING INCOME	4.5	4.8	-0.4
<i>Operating Margin</i>	<i>24.7%</i>	<i>27.1%</i>	

	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017	2Q 2017	3Q 2017	September 2017
NET SALES	17.8	17.6	17.9	18.3	20.0	20.0	18.1	58.166
GROSS PROFIT	6.7	7.5	7.4	7.7	8.3	8.8	7.1	24.136
<i>Gross Margin</i>	<i>37.4%</i>	<i>42.7%</i>	<i>41.6%</i>	<i>41.8%</i>	<i>41.3%</i>	<i>43.8%</i>	<i>39.2%</i>	<i>41.5%</i>
OPERATING INCOME	3.7	5.0	4.8	3.6	4.8	5.5	4.5	14.763
<i>Operating Margin</i>	<i>21.1%</i>	<i>28.4%</i>	<i>27.1%</i>	<i>19.9%</i>	<i>23.8%</i>	<i>27.6%</i>	<i>24.7%</i>	<i>25.4%</i>

- ✓ Decrease in **gross profit** and **gross margin**, because of the temporary inefficiencies caused by the already mentioned inter-company transfer of the German production lines
- ✓ Decrease in **operating income** and **operating margin** due to the above mentioned decrease in the gross margin

Solutions for Advanced Packaging Margins

All figures in M€, unless otherwise stated

	3Q 2017	3Q 2016	Total difference
NET SALES	2.8	0.0	2.8
GROSS PROFIT	0.3	0.0	0.3
<i>Gross Margin</i>	10.9%	<i>n.a.</i>	
OPERATING INCOME	(0.3)	0.0	-0.3
<i>Operating Margin</i>	-9.3%	<i>n.a.</i>	

	1Q 2016	2Q 2016	3Q 2016	4Q 2016	1Q 2017	2Q 2017	3Q 2017	September 2017
NET SALES	0.0	0.0	0.0	3.1	3.4	3.6	2.8	9.773
GROSS PROFIT	0.0	0.0	0.0	0.3	0.6	0.5	0.3	1.366
<i>Gross Margin</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	9.8%	18.0%	12.6%	10.9%	14.0%
OPERATING INCOME	0.0	0.0	0.0	(0.1)	(0.0)	(0.1)	(0.3)	(0.335)
<i>Operating Margin</i>	<i>n.a.</i>	<i>n.a.</i>	<i>n.a.</i>	-4.5%	-0.5%	-1.6%	-9.3%	-3.4%

- ✓ **Gross profit** mainly comprising the contribution of the newly acquired Metalvuoto S.p.A., whose industrial activity is currently characterized by a different structure of variable production costs, compared to that of the traditional perimeter of the Group
- ✓ In 3Q 2017 the **gross profit** also suffered the effect of an extraordinary inventory write-down
- ✓ **Operating result** negative for -€0.3 million, related to the already mentioned rationalization of the inventory and to a slowdown in revenues typical of the summer season

Business Development & Corporate Costs Margins

All figures in M€, unless otherwise stated

	3Q 2017	3Q 2016	Total difference
NET SALES	0.4	0.3	0.1
GROSS PROFIT	0.0	0.0	0.0
<i>Gross Margin</i>	3.1%	12.0%	
Total operating expenses	(6.3)	(4.8)	(1.6)
Other income (expenses), net	(0.1)	(0.1)	(0.0)
OPERATING INCOME	(6.4)	(4.8)	(1.6)
<i>Operating Margin</i>	<i>n.s.</i>	<i>n.s.</i>	

	September 2017	September 2016	Total difference
NET SALES	1.1	0.8	0.3
GROSS PROFIT	0.1	0.1	0.0
<i>Gross Margin</i>	12.2%	14.0%	
Total operating expenses	(17.5)	(14.8)	(2.8)
Other income (expenses), net	(0.3)	(1.0)	0.7
OPERATING INCOME	(17.7)	(15.7)	(2.0)
<i>Operating Margin</i>	<i>n.s.</i>	<i>n.s.</i>	

- ✓ Worsening in the **operating result** due to higher costs for variable remuneration to the personnel, as well as to the higher accrual for the variable remuneration of the Executive Directors, in line with the positive trend of the results of the current year

Consolidated Income Statement - 3Q 2017

All figures in M€, unless otherwise stated

	3Q 2017	3Q 2016	Total difference
NET SALES	52.5	41.5	11.1
GROSS PROFIT	23.0	19.3	3.7
<i>Gross Margin</i>	43.7%	46.5%	
R&D expenses	(3.5)	(3.5)	(0.0)
Selling expenses	(3.8)	(3.5)	(0.3)
G&A expenses	(7.7)	(6.1)	(1.6)
Total operating expenses	(15.1)	(13.1)	(1.9)
Other income (expenses), net	(0.1)	0.1	(0.1)
OPERATING INCOME	7.8	6.2	1.6
<i>Operating Margin</i>	14.9%	15.0%	
Interest and other financial income (expenses), net	(0.2)	(0.3)	0.1
Income (loss) from equity method evaluated companies	(0.2)	(0.8)	0.6
Foreign exchange gains (losses), net	(0.1)	0.0	(0.1)
INCOME BEFORE TAXES	7.3	5.2	2.1
Income Taxes	(1.5)	(1.6)	0.1
NET INCOME from continued operations	5.9	3.6	2.2
<i>Net Margin</i>	11.1%	8.7%	
Net income (loss) from discontinued operations	0.0	0.0	0.0
NET INCOME before minority interests	5.9	3.6	2.2
<i>Net Margin</i>	11.1%	8.7%	
Minority interests	0.0	0.0	0.0
GROUP NET INCOME	5.9	3.6	2.2
<i>Net Margin</i>	11.1%	8.7%	

Consolidated Income Statement - September 2017

All figures in M€, unless otherwise stated

	September 2017	September 2016	Total difference	1Q 2017	2Q 2017	3Q 2017	September 2017
NET SALES	169.8	131.3	38.5	58.7	58.6	52.5	169.8
GROSS PROFIT	74.6	59.3	15.3	24.9	26.7	23.0	74.6
<i>Gross Margin</i>	43.9%	45.1%		42.4%	45.6%	43.7%	43.9%
R&D expenses	(11.0)	(10.8)	(0.2)	(3.8)	(3.6)	(3.5)	(11.0)
Selling expenses	(12.0)	(10.7)	(1.3)	(4.2)	(4.0)	(3.8)	(12.0)
G&A expenses	(23.1)	(18.8)	(4.3)	(7.3)	(8.1)	(7.7)	(23.1)
Total operating expenses	(46.1)	(40.4)	(5.8)	(15.3)	(15.8)	(15.1)	(46.1)
Other income (expenses), net	(0.2)	(0.8)	0.6	(0.1)	0.0	(0.1)	(0.2)
OPERATING INCOME	28.3	18.1	10.1	9.5	10.9	7.8	28.3
<i>Operating Margin</i>	16.6%	13.8%		16.3%	18.6%	14.9%	16.6%
Interest and other financial income (expenses), net	(1.0)	(1.0)	(0.0)	(0.3)	(0.6)	(0.2)	(1.0)
Income (loss) from equity method evaluated companies	(1.0)	(2.0)	0.9	(0.4)	(0.5)	(0.2)	(1.0)
Foreign exchange gains (losses), net	(0.8)	(0.2)	(0.6)	(0.1)	(0.6)	(0.1)	(0.8)
INCOME BEFORE TAXES	25.4	15.0	10.4	8.8	9.2	7.3	25.4
Income Taxes	(8.2)	(5.9)	(2.3)	(3.0)	(3.7)	(1.5)	(8.2)
NET INCOME from continued operations	17.1	9.1	8.1	5.8	5.5	5.9	17.1
<i>Net Margin</i>	10.1%	6.9%		9.9%	9.4%	11.1%	10.1%
Net income (loss) from discontinued operations	0.0	0.0	0.0	0.0	0.0	0.0	0.0
NET INCOME before minority interests	17.1	9.1	8.1	5.8	5.5	5.9	17.1
<i>Net Margin</i>	10.1%	6.9%		9.9%	9.4%	11.1%	10.1%
Minority interests	0.0	0.0	0.0	0.0	0.0	0.0	0.0
GROUP NET INCOME	17.1	9.1	8.1	5.8	5.5	5.9	17.1
<i>Net Margin</i>	10.1%	6.9%		9.9%	9.4%	11.1%	10.1%

Actuator Solutions - Income Statement (50%)

(figures based on the % of ownership held by SAES Group)

All figures in M€, unless otherwise stated

	September 2017	September 2016	Total difference
NET SALES	10.5	7.0	3.5
Cost of goods sold	(9.6)	(7.5)	(2.1)
GROSS PROFIT	0.9	(0.6)	1.4
<i>Gross Margin</i>	8.5%	-7.9%	
Operating expenses	(2.1)	(1.9)	(0.2)
Other income (expenses), net	(0.0)	0.1	(0.2)
OPERATING INCOME	(1.2)	(2.3)	1.1
<i>Operating Margin</i>	-11.7%	-33.3%	
Interest and other financial income (expenses), net	(0.3)	(0.1)	(0.2)
Foreign exchange gains (losses), net	(0.3)	0.1	(0.4)
INCOME BEFORE TAXES	(1.8)	(2.3)	0.9
Income Taxes	(0.0)	0.5	(0.6)
NET INCOME (LOSS)	(1.8)	(1.8)	0.4

- ✓ **Revenues** up by 51% in the first nine months of 2017, thanks both to the increase of sales in the traditional **seat comfort business** and to the contribution of the new segment of **AF systems for high-end action cameras** (revenues equal to €3.6 million)
- ✓ **Extraordinary costs** equal to around €1.4 million related to the re-organization process started in Germany at the end of 2016 and recently continued also in the Taiwanese subsidiary (shutdown of the factory in Zhubei, outsourcing of the production activities and progressive focusing on R&D activities)
- ✓ Net of extraordinary costs, **3Q 2017** substantially at **break-even** (-€0.2 million in the Taiwanese subsidiary, offset by a profit, equal to €0.3 million, generated by the German company)
- ✓ In accordance with IAS 28, the share of SAES in Actuator Solutions' net loss as at Sep. 30, 2017 was not recognized

SAES RIAL Vacuum - Income Statement (49%)

(figures based on the % of ownership held by SAES Group)

All figures in M€, unless otherwise stated

	September 2017	September 2016	Total difference
NET SALES	0.6	0.5	0.1
Cost of goods sold	(0.6)	(0.6)	0.0
GROSS PROFIT	0.1	(0.0)	0.1
<i>Gross Margin</i>	<i>10.6%</i>	<i>-8.4%</i>	
Operating expenses	(0.1)	(0.1)	(0.0)
Other income (expenses), net	0.1	(0.0)	0.1
OPERATING INCOME	0.0	(0.2)	0.2
<i>Operating Margin</i>	<i>3.2%</i>	<i>-29.6%</i>	
Interest and other financial income (expenses), net	(0.0)	0.0	(0.0)
Foreign exchange gains (losses), net	0.0	(0.0)	0.0
INCOME BEFORE TAXES	0.0	(0.2)	0.2
Income Taxes	0.0	0.0	0.0
NET INCOME (LOSS)	0.0	(0.2)	0.2

- ✓ The joint venture ended the first nine months of 2017 with **sales** equal to €1.3 million and reached its **break even** as at September 30, 2017 (net income equal to +€26 thousand)
- ✓ The share of the SAES Group in the result of this JV amounted to €13 thousand in the first nine months of 2017

Flexterra - Income Statement (33.79%)

(figures based on the % of ownership held by SAES Group)

All figures in M€, unless otherwise stated

	September 2017
NET SALES	0.0
Cost of goods sold	0.0
GROSS PROFIT	0.0
<i>Gross Margin</i>	<i>n.a.</i>
Operating expenses	(1.0)
Other income (expenses), net	(0.1)
OPERATING INCOME	(1.1)
<i>Operating Margin</i>	<i>n.a.</i>
Interest and other financial income (expenses), net	0.0
Foreign exchange gains (losses), net	0.0
INCOME BEFORE TAXES	(1.1)
Income Taxes	0.0
NET INCOME (LOSS)	(1.1)

- ✓ Flexterra was born from a technological partnership activated in the previous years by SAES and Polyera in the field of flexible thin film transistors for new generation displays
- ✓ The newco was established at the end of 2016 by SAES and by some former shareholders and investors in Polyera for the design, manufacturing and commercialization of materials and components used in the manufacturing of truly flexible displays
- ✓ The newco is a **development start-up** that generated costs slightly above €3 million in the first nine months of 2017 (-€1.1 million the share of the SAES Group in this result)

Total Income Statement of the Group

(achieved by incorporating the JVs with the proportional method instead of the equity method)

All figures in M€, unless otherwise stated

	September 2017	Actuator Solutions		SAES RIAL Vacuum S.r.l.		Flexterra		Sept. 2017 Total IS of the Group
		50% Actuator Solutions	Eliminations & other adjs	49% SAES RIAL Vacuum S.r.l.	Eliminations & other adjs	33.79% Flexterra	Eliminations & other adjs	
NET SALES	169.8	10.5	-0.6	0.6	0.0	0.0	0.0	180.3
GROSS PROFIT	74.6	0.9	0.0	0.1	0.0	0.0	0.0	75.5
<i>Gross Margin</i>	43.9%	8.5%		10.6%		<i>n.a.</i>		41.9%
Total operating expenses	-46.1	-2.1		-0.1		-1.0		-49.3
Other income (expenses), net	-0.2	0.0		0.1		-0.1		-0.2
OPERATING INCOME	28.3	-1.2	0.0	0.0	0.0	-1.1	0.0	26.0
<i>Operating Margin</i>	16.6%	-11.7%		3.2%		<i>n.a.</i>		14.4%
Interest and other financial income (expenses), net	-1.0	-0.3		0.0	0.0	0.0		-1.3
Income (loss) from equity method evaluated companies	-1.0				0.0		1.1	0.0
Foreign exchange gains (losses), net	-0.8	-0.3		0.0		0.0		-1.1
INCOME BEFORE TAXES	25.4	-1.8	0.0	0.0	0.0	-1.1	1.1	23.6
Income Taxes	-8.2	0.0		0.0		0.0		-8.3
NET INCOME from continued operations	17.1	-1.8	0.0	0.0	0.0	-1.1	1.1	15.3
<i>Net Margin</i>	10.1%	-17.1%		2.1%		<i>n.a.</i>		8.5%
Net income (loss) from discontinued operations	0.0							0.0
NET INCOME before minority interests	17.1	-1.8	0.0	0.0	0.0	-1.1	1.1	15.3
<i>Net Margin</i>	10.1%	-17.1%		2.1%		<i>n.a.</i>		8.5%
Minority interests	0.0							0.0
GROUP NET INCOME	17.1	-1.8	0.0	0.0	0.0	-1.1	1.1	15.3
<i>Net Margin</i>	10.1%	-17.1%		2.1%		<i>n.a.</i>		8.5%

Net Financial Position

All figures in M€, unless otherwise stated

	Sep 30, 2017	Jun 30, 2017	Mar 31, 2017	Dec 31, 2016
Cash and cash equivalents	23.0	21.3	21.2	14.3
Current financial assets	1.0	0.9	0.7	0.6
Current financial liabilities	(26.5)	(29.8)	(19.2)	(16.2)
Current net financial position	(2.5)	(7.6)	2.8	(1.3)
Non current financial assets	8.5	8.5	8.1	5.2
Non current financial liabilities	(32.3)	(34.6)	(36.1)	(37.7)
Non current financial position	(23.8)	(26.1)	(28.0)	(32.5)
NET FINANCIAL POSITION	(26.3)	(33.6)	(25.2)	(33.8)

- ✓ NFP significantly improved compared to June 30, 2017, thanks to the **strong generation of operating cash flows**
- ✓ **Working Capital:** the most relevant effects occurred in the gas purification sector and brought to an increase in inventories (in anticipation of future deliveries), offset by a decrease in trade receivables
- ✓ **Capex** equal to €2.1 million and **exchange rate effect** equal to -€0.3 million in 3Q 2017

Business Outlook

- Growing 4Q 2017, with a recovery compared to 3Q 2017
- Positive forecast for FY 2017

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 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

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