

# The SAES<sup>®</sup> Getters Group

## First Half 2010 Consolidated Results

*Conference Call – August 30, 2010*

---

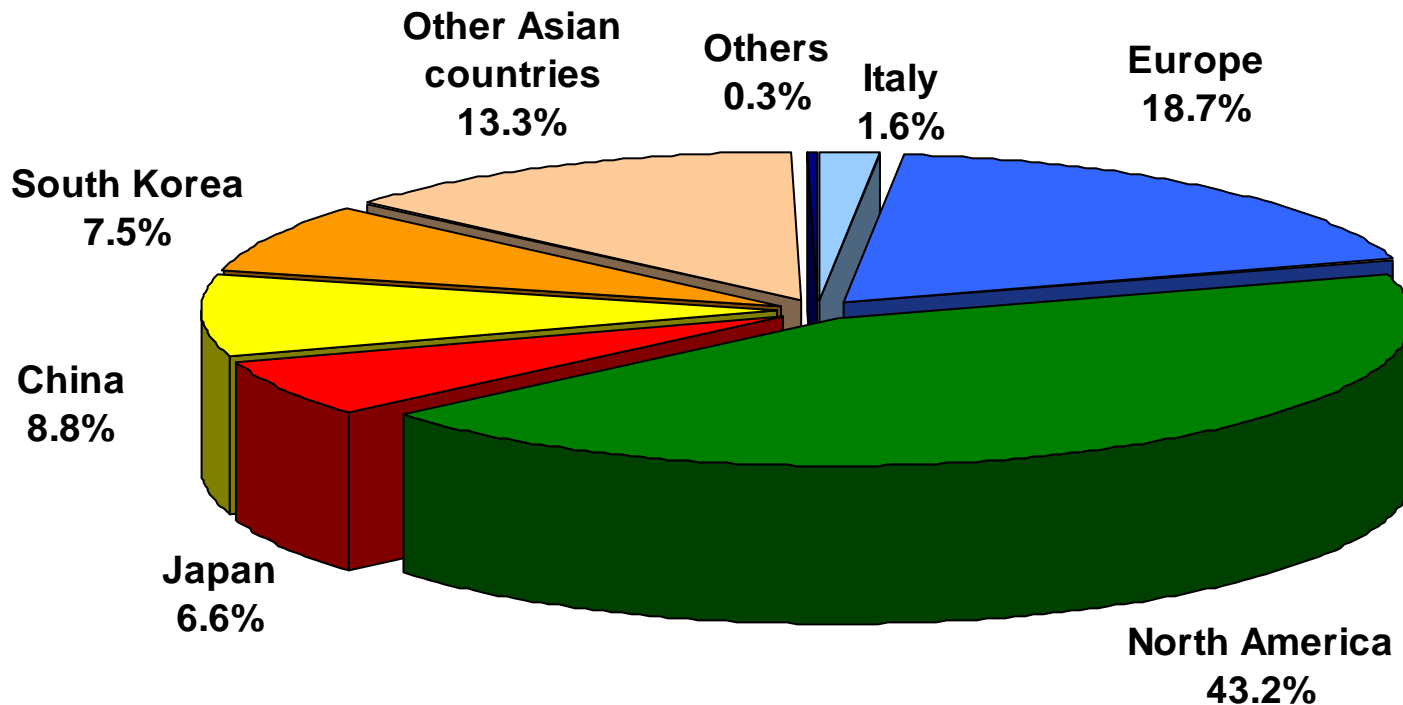
we support your **innovation**

**saes**  
getters

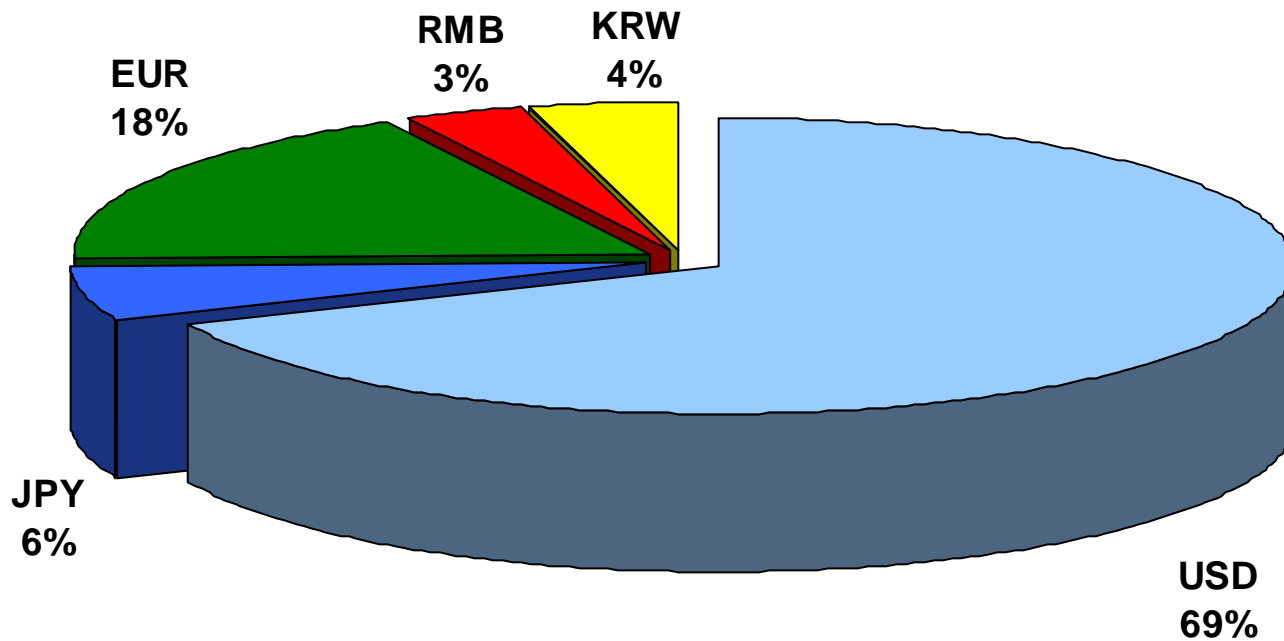
# Highlights

- First half 2010 results show the recovery in sales, compared with the last two quarters 2009, and the return to profitability
- Consolidated revenues were €68.1 million, slightly down from €70 million in the first half 2009, but with a strong and continuous growth when compared with the second half 2009
- The turnover highlights a balanced growth in all business areas, in particular related to new products and applications, which offsets declining sales in the Information Displays
- The results show how the diversification of the business, implemented with the acquisitions of 2008, the strengthening of the SMA offer and the expansion of sales in the Industrial Applications, combined with a strong competitive restructuring and cost control proved to be successful
- Consolidated gross profit was €32 million (47.0%), up from €30.4 million in the first half 2009
- Consolidated operating income was €7.6 million, with a sharp increase compared to an operating loss of -€8.1 million in 2009), despite lower revenues
- Operating expenses were strongly reduced to €26.5 million (-31.9% when compared to the first half 2009)
- Consolidated EBITDA was equal to €13.4 million (19.7% of consolidated revenues), considerably improved also compared to the previously announced targets
- Consolidated net result was positive (+€2.6 million) compared with a net loss of -€13.6 million in the first half 2009
- Signed an important partnership agreement with Cambridge Mechatronics (industrial SMAs) and strengthened the cooperation with STMicroelectronics (MEMS)

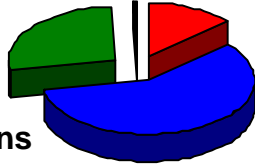
# First Half 2010 Consolidated Sales By Geographic Area



# First Half 2010 Consolidated Sales By Invoicing Currency



# Industrial Applications BU Sales



Industrial Applications

59%

All figures in M€, unless otherwise stated

	1H2010	1H2009	Total difference	Price-quantity effect	Exchange rate effect
Lamps	6.3	4.6	37.7%	36.0%	1.7%
Electronic Devices	11.9	10.9	8.5%	7.9%	0.6%
Vacuum Systems and Thermal Insulation	7.9	7.6	4.2%	3.2%	1.0%
Semiconductors	14.1	7.3	93.6%	92.9%	0.7%
<b>Industrial Applications</b>	<b>40.1</b>	<b>30.4</b>	<b>32.2%</b>	<b>31.3%</b>	<b>0.9%</b>

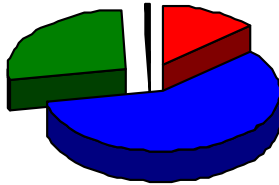
- ✓ Industrial Applications still in the first place in terms of sales with €40.1 million of turnover
- ✓ Increase recorded in all businesses
- ✓ Semiconductors sales almost doubled (+93.6%), enhancing the growth already occurred at the end of 2009, driven also by the investment made in factories to produce LED and by the launch of new products
- ✓ The lighting sector shows a continued growth in revenues too, reversing the cyclic trend of last year
- ✓ The industrialization of new generation MEMS gyroscopes developed by ST integrating SAES Getters technology has started

# Shape Memory Alloys BU Sales

## Shape Memory Alloys

All figures in M€, unless otherwise stated

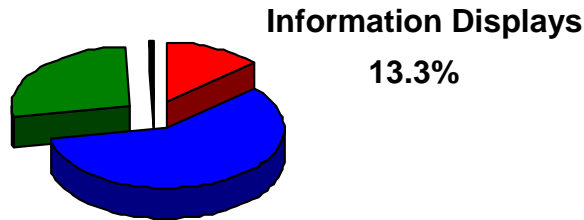
27.2%



	1H2010	1H2009	Total difference	Price-quantity effect	Exchange rate effect
Shape Memory Alloys	18.5	21.9	-15.3%	-15.6%	0.3%

- ✓ Despite a decrease in absolute terms if compared with H12009, the SMA medical sector has started to grow again, after a decline in H22009 caused by the excesses of stocks accumulated by some major customers at the beginning of last fiscal year
- ✓ Some initial positive results also appeared in the industrial segment
- ✓ A major partnership agreement was signed with Cambridge Mechatronics Ltd. for the integration of educated shape memory wires in the autofocus devices of the cameras for the new generation of mobile phones (a first mobile phone with a SMA device is already on sale in Japan)

# Information Displays BU Sales



*All figures in M€, unless otherwise stated*

	1H2010	1H2009	Total difference	Price-quantity effect	Exchange rate effect
Liquid Crystal Displays	6.9	15.7	-56.3%	-59.0%	2.7%
Cathode Ray Tubes	2.2	1.9	16.3%	15.8%	0.5%
<b>Information Displays</b>	<b>9.1</b>	<b>17.6</b>	<b>-48.4%</b>	<b>-50.8%</b>	<b>2.4%</b>

- ✓ The results of H12010, showing 48.4% decrease, confirm the announced structural decline of the Information Displays sector
- ✓ The decline in the business of cold cathode fluorescent lamps confirmed to be progressive and irreversible due to the competition of the LED technology which has eroded CCFL market shares
- ✓ Increasing price pressure, favored by the emergence of low-cost and lower quality competition in the Asian markets, must also be added
- ✓ The increase in turnover of the CRT business was facilitated by the 2010 FIFA World Cup

# Industrial Applications Margins

All figures in M€, unless otherwise stated

	1H2010	1H2009	Total difference	1Q2010	1Q2009	2Q2010	2Q2009
<b>NET SALES</b>	<b>40.1</b>	<b>30.4</b>	<b>9.8</b>	<b>18.7</b>	<b>16.2</b>	<b>21.4</b>	<b>14.2</b>
<b>GROSS PROFIT</b>	<b>21.1</b>	<b>15.0</b>	<b>6.1</b>	<b>9.8</b>	<b>8.0</b>	<b>11.3</b>	<b>6.9</b>
Gross Margin	52.5%	49.3%		52.3%	49.6%	52.7%	48.9%
<b>OPERATING INCOME</b>	<b>14.0</b>	<b>6.9</b>	<b>7.1</b>	<b>6.3</b>	<b>3.6</b>	<b>7.6</b>	<b>3.3</b>
Operating Margin	34.8%	22.6%		33.7%	22.1%	35.7%	23.2%

✓ The gross margin amounted to 52.5% compared to 49.3% in H12009, mainly due to a more favorable composition in the sales mix and in particular to higher sales in the Semiconductors business

✓ EBIT margin was 34.8% compared to 22.6% in H12009; the increase is due to the reduction of operating expenses combined with an upturn in sales of all sectors

✓ Operating profit in H12009 affected by €0.3 million non-recurring costs

	1H2009	non recurring	1H09 net of non recurring
<b>NET SALES</b>	<b>30.4</b>		<b>30.4</b>
Cost of goods sold	-15.4	0.0	-15.4
<b>GROSS PROFIT</b>	<b>15.0</b>	<b>0.0</b>	<b>14.9</b>
<i>Gross Margin</i>	49.3%		49.1%
Operating expenses	-8.3	-0.5	-7.9
Other income (expenses), net	0.2	0.1	0.1
<b>OPERATING INCOME</b>	<b>6.9</b>	<b>-0.3</b>	<b>7.2</b>
<i>Operating Margin</i>	22.6%		23.7%



# Shape Memory Alloys Margins

All figures in M€, unless otherwise stated

	1H2010	1H2009	Total difference	1Q2010	1Q2009	2Q2010	2Q2009
<b>NET SALES</b>	18.5	21.9	-3.4	7.8	12.1	10.7	9.8
<b>GROSS PROFIT</b>	5.8	7.4	-1.6	2.1	4.6	3.8	2.8
Gross Margin	31.5%	33.7%		26.6%	38.4%	35.0%	28.0%
<b>OPERATING INCOME</b>	0.5	0.6	-0.2	-0.6	1.1	1.0	-0.5
Operating Margin	2.6%	2.9%		-7.2%	9.5%	9.7%	-5.2%

- ✓ Gross profit equal to €5.8 million (31.5% of turnover)
- ✓ Operating profit turned back to positive figure (2.6% of consolidated revenues), substantially in line with 2.9% of H12009, despite lower sales, thanks to the 17.8% reduction of operating expenses
- ✓ Operating profit in H12009 affected by €0.6 million non-recurring costs
- ✓ EBITDA margin equal to 14.4%

	1H2009	non recurring	1H09 net of non recurring
<b>NET SALES</b>	21.9		21.9
Cost of goods sold	-14.5	-0.5	-14.1
<b>GROSS PROFIT</b>	7.4	-0.5	7.8
<i>Gross Margin</i>	33.7%		35.8%
Operating expenses	-6.8	-0.1	-6.6
Other income (expenses), net	0.0	0.0	0.0
<b>OPERATING INCOME</b>	0.6	-0.6	1.2
<i>Operating Margin</i>	2.9%		5.6%

# Information Displays Margins

All figures in M€, unless otherwise stated

	1H2010	1H2009	Total difference	1Q2010	1Q2009	2Q2010	2Q2009
<b>NET SALES</b>	<b>9.1</b>	<b>17.6</b>	<b>-8.5</b>	<b>5.6</b>	<b>7.4</b>	<b>3.5</b>	<b>10.2</b>
<b>GROSS PROFIT</b>	<b>5.2</b>	<b>8.6</b>	<b>-3.4</b>	<b>3.3</b>	<b>3.3</b>	<b>1.9</b>	<b>5.3</b>
Gross Margin	57.3%	48.7%		59.7%	44.2%	53.4%	51.9%
<b>OPERATING INCOME</b>	<b>2.4</b>	<b>3.2</b>	<b>-0.8</b>	<b>2.0</b>	<b>1.4</b>	<b>0.3</b>	<b>1.8</b>
Operating Margin	25.9%	18.0%		36.2%	18.4%	9.5%	17.7%

- ✓ As a percent of revenues, the gross margin was equal to 57.3% compared to 48.7% in H12009
- ✓ The cost of goods sold of H12009 was affected by non-recurring costs equal to €2.6 million, net of which the gross margin would have been equal to 63.3%
- ✓ EBIT margin grew from 18% in 2009 to 25.9% in 2010. Net of non-recurring costs which penalized H12009 results (€3.9 million at operating profit level) the operating margin as of June 30, 2009 would have been 40.4%, with a decrease in 2010 mainly due to the decrease in sales

	1H2009	non recurring	1H09 net of non recurring
<b>NET SALES</b>	<b>17.6</b>		<b>17.6</b>
Cost of goods sold	-9.0	-2.6	-6.5
<b>GROSS PROFIT</b>	<b>8.6</b>	<b>-2.6</b>	<b>11.1</b>
<i>Gross Margin</i>	48.7%		63.3%
Operating expenses	-5.6	-1.6	-3.9
Other income (expenses), net	0.2	0.3	-0.1
<b>OPERATING INCOME</b>	<b>3.2</b>	<b>-3.9</b>	<b>7.1</b>
<i>Operating Margin</i>	18.0%		40.4%

# Consolidated Income Statements

All figures in M€, unless otherwise stated

	1H2010	1H2009	Total difference
<b>NET SALES</b>	<b>68.1</b>	<b>70.0</b>	<b>-1.9</b>
<b>GROSS PROFIT</b>	<b>32.0</b>	<b>30.4</b>	<b>1.6</b>
Gross Margin	47.0%	43.4%	
R&D expenses	6.9	9.1	-2.2
Selling expenses	6.5	8.6	-2.1
G&A expenses	13.2	21.3	-8.1
Total Operating expenses	26.5	38.9	-12.4
Other income (expenses), net	2.1	0.4	1.7
<b>OPERATING INCOME</b>	<b>7.6</b>	<b>-8.1</b>	<b>15.7</b>
Operating Margin	11.1%	-11.6%	
Interest and other financial income, net	-1.3	-1.2	-0.2
Foreign exchange gains (losses), net	-2.0	-0.6	-1.4
<b>INCOME BEFORE TAXES</b>	<b>4.3</b>	<b>-9.9</b>	<b>14.2</b>
Income Taxes	1.9	3.4	-1.4
<b>NET INCOME on continuing operations</b>	<b>2.3</b>	<b>-13.3</b>	<b>15.6</b>
Net Margin	3.4%	-18.9%	
Net income (loss) on discontinuing operations	0.1	-0.4	0.4
<b>NET INCOME before minority interests</b>	<b>2.4</b>	<b>-13.6</b>	<b>16.0</b>
Net Margin	3.6%	-19.4%	
Minority interests	0.1	0.0	0.1
<b>GROUP NET INCOME</b>	<b>2.6</b>	<b>-13.6</b>	<b>16.2</b>
Net Margin	3.8%	-19.4%	

	1H2009	non recurring	1H09 net of non recurring
<b>NET SALES</b>	<b>70.0</b>		<b>70.0</b>
Cost of goods sold	-39.6	-3.3	-36.3
<b>GROSS PROFIT</b>	<b>30.4</b>	<b>-3.3</b>	<b>33.7</b>
Gross Margin	43.4%		48.1%
Operating expenses	-38.9	-8.8	-30.1
Other income (expenses), net	0.4	0.4	0.0
<b>OPERATING INCOME</b>	<b>-8.1</b>	<b>-11.7</b>	<b>3.6</b>
Operating Margin	-11.6%		5.1%
Interest and other financial income, net	-1.2		-1.2
Foreign exchange gains (losses), net	-0.6		-0.6
<b>INCOME BEFORE TAXES</b>	<b>-9.9</b>	<b>-11.7</b>	<b>1.8</b>
Income Taxes	-3.4	1.5	-4.9
<b>NET INCOME on continuing operations</b>	<b>-13.3</b>	<b>-10.2</b>	<b>-3.0</b>
Net Margin	-18.9%		-4.3%
Net income (loss) on discontinuing operations	-0.4		-0.4
<b>NET INCOME before minority interests</b>	<b>-13.6</b>	<b>-10.2</b>	<b>-3.4</b>
Net Margin	-19.4%		-4.8%
Minority interests	0.0	0.0	0.0
<b>GROUP NET INCOME</b>	<b>-13.6</b>	<b>-10.2</b>	<b>-3.4</b>
Net Margin	-19.4%		-4.8%

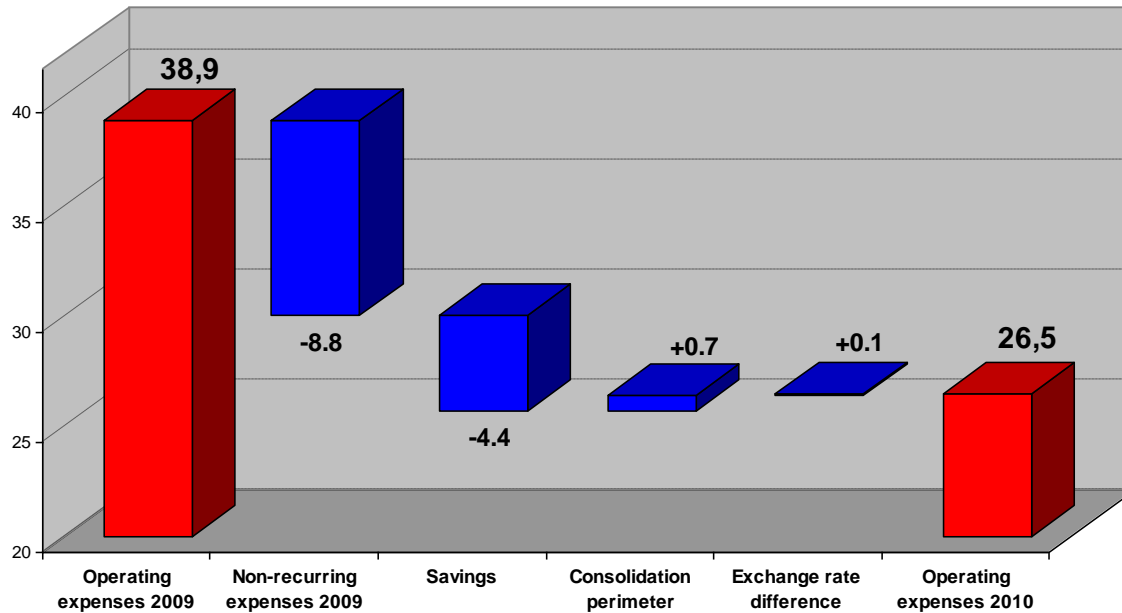
# Operating expenses

*All figures in M€, unless otherwise stated*

	1H2010 actual	change in consolidation perimeter	1H2010 revised	1H2009	non recurring	1H2009 pro-forma	difference
R&D expenses	6.9	0.7	6.2	9.1	1.8	7.3	-1.1
Selling expenses	6.5	0.0	6.5	8.6	1.1	7.5	-1.0
G&A expenses	13.2	0.0	13.1	21.3	6.0	15.2	-2.1
<b>Total Operating Expenses</b>	<b>26.5</b>	<b>0.7</b>	<b>25.8</b>	<b>38.9</b>	<b>8.8</b>	<b>30.1</b>	<b>-4.3</b>

- ✓ Total consolidated operating expenses were €26.5 million, strongly reduced if compared to €38.9 million in H12009
- ✓ The decrease (€4.3 million, excluding 2009 non-recurring costs and the change in the scope of consolidation) mainly affects G&A expenses
- ✓ The percentage of R&D costs in terms of sales remains unchanged (about 10%)

# Operating expenses trend



- ✓ In H12009 operating expenses included non-recurring charges for €8.8 million
- ✓ Net of these one-offs, as well as of the change in the scope of consolidation (establishment of E.T.C. S.r.l.) and the exchange rate effects, operating expenses decreased by €4.4 million, for the combined effect of the cost containment and of the strict policies adopted in 2009 and continued also during the first half 2010

*All figures in M€, unless otherwise stated*

# Net Financial Position

*All figures in M€, unless otherwise stated*

	30 Jun 2010	31 Dec 2009	Difference	31 Mar 2010
Cash and cash equivalents	25.3	22.3	2.9	19.7
Current financial assets	0.0	0.0	(0.0)	0.0
Current financial liabilities	10.0	29.4	(19.3)	30.7
<b>Current net financial position</b>	<b>15.3</b>	<b>(7.0)</b>	<b>22.3</b>	<b>(11.0)</b>
<b>Non current financial liabilities</b>	<b>41.5</b>	<b>13.4</b>	<b>28.1</b>	<b>14.2</b>
<b>NET FINANCIAL POSITION</b>	<b>(26.2)</b>	<b>(20.4)</b>	<b>(5.8)</b>	<b>(25.2)</b>

- ✓ NFP equal to -€26.2 million (cash equal to €25.3 million against net financial liabilities equal to -€51.5 million)
- ✓ If compared with Dec 31, 2009, negative change is mainly due to the exchange rate effect (around -€4 million): 82% of the Group's financial debts is represented by loans in U.S. dollars in the hands of the American subsidiaries, which increased in euro terms following the revaluation of the dollar against the euro
- ✓ The result of the operational activities was negative (-€1.8 million); payments for investments in tangible assets were equal to a total of €2.2 million

# Business Outlook

- Expectations for the remaining part of 2010 are positive and confirm for the second half of the year the same growth trend already recorded in the first half
- The turnover will be aligned with the one of the first semester thanks to the revenues growth in the Industrial Applications and SMAs, which will offset the irreversible decline of the Information Displays sector
- The recovery will be driven by the MEMS, Semiconductors and SMAs sectors

# 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*



Thanks  
for your attention

Visit us at  
[www.saesgetters.com](http://www.saesgetters.com)

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