SAES GETTERS S.p.A.

Capital Stock Euro 12,220,000 fully paid-in
Address of Principal Executive Offices:
Viale Italia, 77 – 20020 Lainate (Milan), Italy
Registered with the Milan Court Companies Register no. 00774910152

Interim Management Report – 3rd Quarter 2013

In the third quarter of 2013, the SAES Group achieved **consolidated net revenues** equal to €30.5 million, down (-6%) compared to €32.4 million achieved in the corresponding period of 2012, but slightly up (+0.1%) excluding the exchange rate effect (-6.1%), mainly due to the strengthening of the euro against both the U.S. dollar and the Japanese yen. With respect to revenues, the scope of consolidation was unchanged compared to the third quarter of 2012.

Total revenues of the Group[1] achieved by incorporating the 50% joint venture Actuator Solutions with the proportional method instead of the equity method, were equal to €31.7 million. Total revenues of the Group were equal to €33.5 million in the third quarter of 2012.

In the third quarter the actions aimed at increasing the operational efficiency have continued, both in Italy and abroad; in particular, it has been activated the process that will bring to the shutdown, by the end of the year, of the Chinese manufacturing plant of SAES Getters (Nanjing) Co., Ltd., mainly dedicated to the production of getters for CRTs. The other productions (getters for lamps and solar collectors) will be primarily moved to the factory in Avezzano, while the subsidiary SAES Getters (Nanjing) Co., Ltd. will continue to manage the commercial activities of the Group in the Republic of China.
The overall restructuring and organizational simplification plan has resulted in **non-recurring expenses** equal to €2.3 million in the quarter.

The structural actions of organizational rationalization and cost reduction will result in overall **savings** of €7.7 million (of which €2.8 million in 2013 and the remaining €4.9 million in 2014). In particular, the rationalization of personnel will allow a reduction in labor costs equal to €2.2 million (of which €0.8 million in 2013). The reduction of the contractual remuneration to the Directors will amount to €0.6 million (of which €0.4 million in 2013). In addition, the use of social security provisions in the Italian companies of the Group will lead to a further reduction of labor costs estimated at about €2.4 million in 2014 (about €1.6 million expected in 2013). Finally, please note that the announced shutdown, by the end of the year, of the factory of the Chinese subsidiary SAES Getters (Nanjing) Co., Ltd., mainly dedicated to the production of getters for CRTs, shall lead to annual savings of approximately €2.5 million once completed.

Consolidated gross profit[2] was equal to €11.5 million (37.7% of consolidated revenues) in the third quarter of 2013, down from €13.4 million (41.3% of consolidated revenues) in 2012. Excluding non-

[1] Total revenues of the Group refer to the consolidated revenues resulting from the evaluation of the 50% joint venture Actuator Solutions GmbH (ASG) with the proportional method, instead of the equity method.
[2] Calculated as the difference between net revenues and industrial costs directly and indirectly attributable to sold products.

recurring expenses, consolidated gross profit would have amounted to €12.5 million, while the gross margin would have increased to 41.1%, broadly in line with that of the previous fiscal year.

Consolidated operating income was equal to €0.4 million in the third quarter of 2013 (compared to an income of €2.8 million in the previous year), penalized for more than €2 million by non-recurring restructuring expenses (adjusted consolidated operating income equal to €2.4 million, or 7.8% of consolidated revenues).

Consolidated income before taxes was substantially at breakeven, compared to an income of €2.1 million in the third quarter of 2012. Excluding restructuring charges, income before taxes would have been substantially in line with that of the previous year (€2 million).

The **result from discontinued operations**, that includes the revenues and costs related to the CRT business being disposed of, amounted to -€0.7 million in the quarter, of which €0.6 million were real restructuring expenses (-€0.3 million was the CRT loss in the third quarter of 2012).

Consolidated net loss amounted to €1.5 million in the third quarter of 2013, compared to a net income of €0.4 million in the previous year. Excluding restructuring expenses, this quarter would have ended with a net income of €0.8 million (2.6% of consolidated revenues).

Consolidated EBITDA[3] was equal to €3 million or 10% of consolidated revenues, compared to €5.2 million (16%) in the corresponding quarter of 2012. Excluding restructuring expenses, EBITDA would have amounted to €4.7 million, or 15.4% of revenues.

2013 is confirmed to be a tough year, with a marked impact of the euro trend on top of a strong cyclical slow down of two key sectors for the Group: Vacuum Systems and Shape Memory Alloys for medical applications. SAES Getters is anyhow satisfied with the results of Q3 which, net of non-recurring items, show that the key financial performance indicators are overall stable, thanks to the improvement in the product mix and to the initial effects of actions undertaken to improve the operating efficiency. The full impact of such actions will be stronger in 2014, when we also foresee a recovery in the two above mentioned sectors.

[3] EBITDA is not deemed a measure of performance under International Financial Reporting Standards (IFRS) and must not be considered as an alternative indicator of the Group's results. However, we believe that EBITDA is an important parameter for measuring the Group's performance. Since the calculation of EBITDA is not regulated by applicable accounting standards, the method applied by the Group may not be homogeneous with methods adopted by other groups. EBITDA is defined as "earnings before interests, taxes, depreciation and amortization".

CONSOLIDATED FINANCIAL STATEMENTS

Consolidated Income Statement

Thousands of euro

	2013 3rd Quarter	2012 3rd Quarter
Total net sales	**30,453**	**32,412**
Cost of sales	(18,970)	(19,025)
Gross profit	**11,483**	**13,387**
R&D expenses	(3,293)	(3,415)
Selling expenses	(2,845)	(2,808)
G&A expenses	(5,608)	(4,920)
Total operating expenses	(11,746)	(11,143)
Royalties	487	541
Other income (expenses), net	152	43
Operating income	**376**	**2,828**
Interest and other financial income, net	(288)	(441)
Income (loss) from equity method evalueted companies	(199)	(296)
Foreign exchange gains (losses), net	60	13
Income (loss) before taxes	**(51)**	**2,104**
Income taxes	(722)	(1,374)
Net income (loss) from continued operations	**(773)**	**730**
Income (loss) from assets held for sale and discontinued operations	(745)	(309)
Net income (loss) before minority interest	**(1,518)**	**421**
Net income (loss) pertaining to minority interest	0	0
Net income (loss) pertaining to the group	**(1,518)**	**421**

Consolidated Statement of Comprehensive Income

Thousands of euro

	2013 3rd Quarter	2012 3rd Quarter
Profit for the period	**(1,518)**	**421**
Exchange differences on translation of foreign operations	(2,039)	(3,347)
Exchange differences on equity method evalueted companies	0	0
Total exchange differences	(2,039)	(3,347)
Total components that will be reclassified to the profit (loss) in the future	**(2,039)**	**(3,347)**
Actuarial gain (loss) on defined benefit plans	0	0
Income taxes	0	0
Actuarial gain (loss) on defined benefit plans, net of taxes	0	0
Total components that will not be reclassified to the profit (loss) in the future	**0**	**0**
Other comprehensive income (loss), net of taxes	**(2,039)**	**(3,347)**
Total comprehensive income (loss), net of taxes	**(3,557)**	**(2,926)**
attributable to:		
- Equity holders of the Parent Company	(3,557)	(2,926)
- Minority interests	0	0

Consolidated Income Statement by Business Unit

Thousands of euro

	Industrial Applications		Shape Memory Alloys		Information Displays		Business Development & Corporate Costs		TOTAL	
	2013 3rd Quarter	2012 3rd Quarter	2013 3rd Quarter	2012 3rd Quarter	2013 3rd Quarter	2012 3rd Quarter	2013 3rd Quarter	2012 3rd Quarter	2013 3rd Quarter	2012 3rd Quarter
Total net sales	**21,115**	**20,242**	**9,163**	**11,824**	**193**	**345**	**(18)**	**1**	**30,453**	**32,412**
Cost of sales	(12,988)	(11,231)	(5,870)	(7,513)	(80)	(205)	(32)	(76)	(18,970)	(19,025)
Gross profit (loss)	**8,127**	**9,011**	**3,293**	**4,311**	**113**	**140**	**(50)**	**(75)**	**11,483**	**13,387**
Operating expenses and other income (expenses)	(4,494)	(3,354)	(2,191)	(2,466)	(279)	(512)	(4,143)	(4,227)	(11,107)	(10,559)
Operating income (loss)	**3,633**	**5,657**	**1,102**	**1,845**	**(166)**	**(372)**	**(4,193)**	**(4,302)**	**376**	**2,828**

Consolidated Statement of Financial Position

Thousands of euro

	September 30, 2013	June 30, 2013	December 31, 2012
Property, plant and equipment, net	51,074	54,702	55,964
Intangible assets, net	46,592	48,929	41,563
Other non current assets	20,734	20,396	20,161
Current assets	71,655	73,776	76,717
Assets held for sale	2,056	0	0
Total Assets	**192,111**	**197,803**	**194,405**
Shareholders' equity	102,455	106,012	114,227
Minority interest in consolidated subsidiaries	3	3	3
Total Shareholders' Equity	**102,458**	**106,015**	**114,230**
Non current liabilities	17,033	17,281	33,441
Current liabilities	72,620	74,507	46,734
Liabilities held for sale	0	0	0
Total Liabilities and Shareholders' Equity	**192,111**	**197,803**	**194,405**

Consolidated Net Financial Position

Thousands of euro

	September 30, 2013	June 30, 2013	March 31, 2013	December 31, 2012
Cash on hands	20	19	20	16
Cash equivalents	13,945	15,779	15,139	22,594
Cash and cash equivalents	**13,965**	**15,798**	**15,159**	**22,610**
Current financial assets	**1,247**	**124**	**0**	**114**
Bank overdraft	(31,541)	(26,820)	(13,086)	(10,051)
Current portion of long term debt	(19,901)	(22,268)	(6,624)	(6,476)
Related parties financial liabilities	0	0	(1,007)	(2,019)
Other current financial liabilities	(2,067)	(2,443)	(1,358)	(1,276)
Current financial liabilities	**(53,509)**	**(51,531)**	**(22,075)**	**(19,822)**
Current net financial position	**(38,297)**	**(35,609)**	**(6,916)**	**2,902**
Long term debt, net of current portion	(80)	(80)	(18,005)	(19,179)
Other non current financial liabilities	(3,475)	(3,607)	(50)	(54)
Non current liabilities	**(3,555)**	**(3,687)**	**(18,055)**	**(19,233)**
Net financial position	**(41,852)**	**(39,296)**	**(24,971)**	**(16,331)**

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Accounting Principles, Methods and Structure of the Group

The Interim Management Report has been prepared applying the international accounting standards (IFRS) and in accordance with article 154-*ter* of "Financial Consolidation Act", introduced by the Legislative Decree 195/2007, through which the Italian Lawyer has given execution to the Directive 2004/109/CE on subject of periodical information. This article substituted the article 82 ("Quarterly reports") and the Annex 3D ("Guidance for the editing of Quarterly Reports") of the Issuers Regulations.

The Interim Management Report is consistent with the accounting principles that govern the preparation of the annual and consolidated financial statements, insofar as they are applicable. Evaluation procedures adopted in the Interim Management Report are substantially similar to those usually applied to prepare the annual and consolidated financial statements.

As regards to changes occurred in the consolidation area during the third quarter 2013, it should be noted that on July 29, 2013 the share capital of E.T.C. S.r.l. was increased from 20 thousand euro to 75 thousand euro. The increase was underwritten only by the majority shareholder SAES Getters S.p.A., while the minority shareholder Dr Michele Muccini didn't underwrite it. Following this transaction, the shareholding of SAES Getters S.p.A. in E.T.C. S.r.l. increased from 85% to 96%, while that of Dr Michele Muccini decreased from 15% to 4%. Please note that E.T.C. S.r.l. was already fully consolidated without any attribution to minority interests, because the shareholder's agreements provided for an obligation for the Parent Company to cover the losses also on behalf of the minority shareholder.
Notice is also given that on July 22, 2013 the Parent Company, prior to the capital increase, paid the sum of 981 thousand euro to cover the loss incurred by E.T.C. S.r.l. during the first half of 2013.

Other significant events occurred in the third quarter 2013

Following the decision made by Johnson Matthey Group, an international specialty chemicals company, to close its Gas Purification Technology (GPT) Business, the subsidiary SAES Pure Gas, Inc., as of August 1, 2013, has signed an agreement for the acquisition of some of the dismissed assets, including precious metal components (palladium), key components inventory, critical manufacturing equipment, together with drawings, source coding and customers contact list, as well as warrantied and non-warrantied support and assistance obligations towards Johnson Matthey Inc. gas purifiers customers, which will be managed by SAES Pure Gas, Inc.
The purchasing price is equal to the price of the stocks in the precious metal valued at the "spot" price at the closing date of palladium (about 0.6 million USD).
Payment will occur in two tranches: fifty percent (50%) was paid at the closing date and the remaining fifty percent (50%) six months from the closing date. The decision is part of the Group's strategy to strengthen the gas purification business and follows the recent acquisition by the U.S. Company Power & Energy, Inc. of its hydrogen purifier business, made on April 19, 2013.

In July 2013 SAES Getters S.p.A. agreed with the trade unions upon the use of the Ordinary Redundancy Fund for a period of 13 weeks in the period September-December 2013.
In SAES Advanced Technologies S.p.A., where the use of the Ordinary Redundancy Fund ended on June 30, 2013, a voluntary redundancy procedure has been activated.

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In order to manage the economic impact generated by the fluctuations in the exchange rates, primarily EUR/USD and EUR/JPY, the Group enters into hedges on current and future receivables related to the sale transactions denominated in currencies other than the euro of the main Group Italian companies.
Particularly, as at September 30, 2013 the Group has entered into forward contracts on the U.S. dollar which have a total notional value equal to USD 3.9 million. The average forward exchange rate for these contracts is USD 1.2920 to the euro.
The average forward exchange rate for contracts on the Japanese yen (which have a total notional value of JPY 39 million) is JPY 120.62 to the euro. All these contracts will extend throughout the remaining part of the fiscal year 2013.

Furthermore, the Group signed a forward sale contract in euros in order to limit the risk of fluctuation of the exchange rate of the Korean won on the balance of the financial credit in euro which the Korean subsidiary holds in respect of the Parent Company. Such contract (with a notional value equal to 7.5 million of euro) expires on December 27, 2013 and provides for a forward exchange rate equal to 1,438.00 against the euro.

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It should be noted that the Interim Management Report on 3rd quarter 2013 is unaudited.

Reclassifications of the 2012 income statement

Please note that the figures of 2012, shown for comparative purposes, have been reclassified to enable a homogeneous comparison with 2013. In particular:
- the recharge of costs related to services undertaken for the benefit of the joint venture Actuator Solutions GmbH has been reclassified from the item "Other income" and put as deduction of the related cost items;
- for a better representation of the margins by business sector, the costs of basic research in the field of organic photonics incurred by the subsidiary E.T.C. S.r.l. were reclassified from the Information Displays Business Unit to the Business Development Unit;
- following the announced shutdown of the factory of SAES Getters (Nanjing) Co., Ltd., the last production unit of the group dedicated to the production of getters for CRTs, all revenues and costs related to the CRT business have been reclassified in the relevant income statement item under "Net income from discontinued operations".

Non recurring income and expenses

The following table summarizes adjusted figures (net of non recurring income and expenses) which refer to third quarter 2013 and to the first nine months of 2013:

Thousands of euro	Gross profit (loss)	EBITDA	Operating income (loss)	Income (loss) before taxes	Utile (perdita) netto da operazioni continue	Utile (perdita) netto
2013 3rd Quarter	**11,483**	**3,033**	**376**	**(51)**	**(773)**	**(1,518)**
Non recurring income (expenses)	(1,025)	(1,655)	(2,010)	(2,010)	(1,691)	(2,314)
2013 3rd Quarter, net of non recurring costs	**12,508**	**4,688**	**2,386**	**1,959**	**918**	**796**

Thousands of euro	Gross profit (loss)	EBITDA	Operating income (loss)	Income (loss) before taxes	Net income (loss) from continued operations	Net income (loss)
September 2013	**39,783**	**12,717**	**5,191**	**3,958**	**1,423**	**180**
Non recurring income (expenses)	(475)	(1,641)	(1,996)	(1,996)	(1,699)	(2,466)
September 2013, net of non recurring costs	**40,258**	**14,358**	**7,187**	**5,954**	**3,122**	**2,646**

Below the details of non recurring income and expenses:

Non recurring items - 3rd Quarter 2013

Thousands of euro	Income	Expenses	Total
Cost of sales			
Amortiziation, depreciation and write down	0	(331)	(331)
Severance and other personnel indemnities	190	(884)	(694)
Total effect on cost of sales	**190**	**(1,215)**	**(1,025)**
Operating expenses			
Amortiziation, depreciation and write down	0	(351)	(351)
Severance and other personnel indemnities	83	(717)	(634)
Total effect on operating expenses	**83**	**(1,068)**	**(985)**
Total effect on income (loss) before taxes	**273**	**(2,283)**	**(2,010)**

Non recurring items - September 2013

Thousands of euro	Income	Expenses	Total
Cost of sales			
Amortiziation, depreciation and write down	0	(331)	(331)
Severance and other personnel indemnities	781	(925)	(144)
Total effect on cost of sales	**781**	**(1,256)**	**(475)**
Operating expenses			
Amortiziation, depreciation and write down	0	(351)	(351)
Severance and other personnel indemnities	245	(1,415)	(1,170)
Total effect on operating expenses	**245**	**(1,766)**	**(1,521)**
Total effect on income (loss) before taxes	**1,026**	**(3,022)**	**(1,996)**

Consolidated Income Statement

prepared pursuant to CONSOB resolution no. 15519 of July 27, 2006 and Communication no. DEM/6064293 of July 28, 2006

Thousands of euro

	2013 3rd Quarter	of which: non recurring items	2013 3rd Quarter adjusted
Total net sales	**30,453**	**0**	**30,453**
Cost of sales	(18,970)	(1,025)	(17,945)
Gross profit (loss)	**11,483**	**(1,025)**	**12,508**
R&D expenses	(3,293)	(20)	(3,273)
Selling expenses	(2,845)	(8)	(2,837)
G&A expenses	(5,608)	(957)	(4,651)
Total operating expenses	(11,746)	(985)	(10,761)
Royalties	487	0	487
Other income (expenses), net	152	0	152
Operating income (loss)	**376**	**(2,010)**	**2,386**
Interest and other financial income, net	(288)	0	(288)
Income (loss) from equity method evalueted companies	(199)	0	(199)
Foreign exchange gains (losses), net	60	0	60
Income (loss) before taxes	**(51)**	**(2,010)**	**1,959**
Income taxes	(722)	319	(1,041)
Net income (loss) from continued operations	**(773)**	**(1,691)**	**918**
Income (loss) from assets held for sale and discontinued operations	(745)	(623)	(122)
Net income (loss) before minority interest	**(1,518)**	**(2,314)**	**796**
Net income (loss) pertaining to minority interest	0	0	0
Net income (loss) pertaining to the group	**(1,518)**	**(2,314)**	**796**
EBITDA	**3,033**	**(1,655)**	**4,688**

Consolidated Income Statement

prepared pursuant to CONSOB resolution no. 15519 of July 27, 2006 and Communication no. DEM/6064293 of July 28, 2006

Thousands of euro

	September 2013	of which: non recurring items	September 2013 adjusted
Total net sales	**99,560**	**0**	**99,560**
Cost of sales	(59,777)	(475)	(59,302)
Gross profit (loss)	**39,783**	**(475)**	**40,258**
R&D expenses	(11,177)	(160)	(11,017)
Selling expenses	(9,096)	(324)	(8,772)
G&A expenses	(16,125)	(1,037)	(15,088)
Total operating expenses	(36,398)	(1,521)	(34,877)
Royalties	1,559	0	1,559
Other income (expenses), net	247	0	247
Operating income (loss)	**5,191**	**(1,996)**	**7,187**
Interest and other financial income, net	(749)	0	(749)
Income (loss) from equity method evalueted companies	(550)	0	(550)
Foreign exchange gains (losses), net	66	0	66
Income (loss) before taxes	**3,958**	**(1,996)**	**5,954**
Income taxes	(2,535)	297	(2,832)
Net income (loss) from continued operations	**1,423**	**(1,699)**	**3,122**
Income (loss) from assets held for sale and discontinued operations	(1,243)	(767)	(476)
Net income (loss) before minority interest	**180**	**(2,466)**	**2,646**
Net income (loss) pertaining to minority interest	0	0	0
Net income (loss) pertaining to the group	**180**	**(2,466)**	**2,646**
EBITDA	**12,717**	**(1,641)**	**14,358**

Net Sales by Business and by Geographic Location of Customers

Consolidated Net Sales by Business
Thousands of euro (except %)

Business	2013 3rd Quarter	2012 3rd Quarter	Total difference (%)	Price-Quantity effect (%)	Exchange rate effect (%)
Electronic Devices	4,836	5,228	-7.5%	-3.4%	-4.1%
Lamps	2,428	2,472	-1.8%	4.7%	-6.5%
Vacuum Systems and Thermal Insulation	3,226	3,548	-9.1%	3.8%	-12.9%
Energy Devices	8	99	-91.9%	-91.3%	-0.6%
Semiconductors	10,617	8,895	19.4%	26.3%	-6.9%
Industrial Applications	**21,115**	**20,242**	**4.3%**	**11.5%**	**-7.2%**
Shape Memory Alloys	**9,163**	**11,824**	**-22.5%**	**-18.4%**	**-4.1%**
Liquid Crystal Displays	2	142	-98.6%	-98.5%	-0.1%
Cathode Ray Tubes	0	0	0.0%	0.0%	0.0%
Organic Light Emitting Diodes	191	203	-5.9%	6.9%	-12.8%
Information Displays	**193**	**345**	**-44.1%**	**-36.5%**	**-7.6%**
Business Development	**-18**	**1**	**n.s.**	**n.s.**	**n.s.**
Total Net Sales	**30,453**	**32,412**	**-6.0%**	**0.1%**	**-6.1%**

Index:

Industrial Applications Business Unit	
Electronic Devices	Getters and metal dispensers for electron vacuum devices and getters for microelectronic and micromechanical systems (MEMS)
Lamps	Getters and metal dispensers used in discharge lamps and fluorescent lamps
Vacuum Systems and Thermal Insulation	Pumps for vacuum systems, getters for solar collectors and products for thermal insulation
Energy Devices	Getter sealants for photovoltaic modules and sophisticated getters for energy storage devices
Semiconductors	Gas purifier systems for semiconductor industry and other industries
Shape Memory Alloys Business Unit	
Shape Memory Alloys (SMA)	Shape memory alloys both for medical and for industrial applications
Information Displays Business Unit	
Liquid Crystal Displays (LCD)	Getters and metal dispensers for liquid crystal displays
Cathode Ray Tubes (CRT)	Barium getters for cathode ray tubes
Organic Light Emitting Diodes (OLED)	Dispensable dryers and alkaline metal dispensers for OLED displays
Business Development Unit	
Business Development	Research projects undertaken to achieve the diversification into innovative businesses (among which, components for High-Brightness LEDs)

Consolidated Net Sales by Geographic Location of Customer
Thousands of euro

Geographic Area	2013 3rd Quarter	2012 3rd Quarter
Italy	470	482
European countries	5,817	5,667
North America	15,433	16,483
Japan	2,118	2,035
South Korea	597	576
China	2,866	1,774
Rest of Asia	2,953	5,216
Rest of the World	199	179
Total Net Sales	**30,453**	**32,412**

In the third quarter of 2013, the SAES Group achieved **consolidated net revenues** equal to €30.5 million, down (-6%) compared to €32.4 million achieved in the corresponding period of 2012, but slightly up (+0.1%) excluding the exchange rate effect (-6.1%), mainly due to the strengthening of the euro against both the U.S. dollar and the Japanese yen. With respect to revenues, the scope of consolidation was unchanged compared to the third quarter of 2012.

Industrial Applications Business Unit

Revenues of the Industrial Applications Business Unit were equal to €21.1 million in the third quarter of 2013, up by 4.3% compared to €20.2 million in the corresponding quarter of 2012. The trend of the euro against the other major currencies has strongly affected the revenues of this Business Unit: excluding the exchange rate effect, revenues would have increased by 11.5%.

Compared to the third quarter of the previous year, please note the significant growth in the *Semiconductors Business*, due to the higher production investments, especially in the semiconductor sector and in the LED displays' industry. Excluding the exchange rate effect, also the *Lamps Business* increased, after the significant reduction of the stock that had characterized the end of 2012, as well as the *Vacuum Systems Business*, thanks to higher sales of getter pumps for particle accelerators, which more than offset the lower revenues deriving from the pumps for industrial systems, from getters in the traditional solar industry and, more generally, from the products for thermal insulation.
On the other hand, the decline in the *Electronic Devices Business* is mainly due to the slowdown in U.S. military spending. Finally, the difficulties in the *Energy Devices Business* continued, due to the cuts in public incentives in the renewable energy sector.

Sales of the *Electronic Devices Business* amounted to €4.8 million in the third quarter of 2013, compared to €5.2 million in 2012 (-7.5%). Excluding the negative exchange rate effect (-4.1%), the overall organic decrease goes down to 3.4%.

Sales of the *Lamps Business* were equal to €2.4 million, slightly down (-1.8%) compared to €2.5 million in the third quarter of 2012. Excluding the negative exchange rate effect (-6.5%), the lamps segment was up by 4.7% compared to 2012.

Sales of the *Vacuum Systems and Thermal Insulation Business* were equal to €3.2 million in the third quarter of 2013, down by 9.1% compared to €3.5 million in the corresponding period of 2012. The exchange rate effect was strongly negative (-12.9%), excluding which net sales would have grown by 3.8%.

Sales of the *Energy Devices Business* amounted €8 thousand in the third quarter of 2013 (€99 thousand in the third quarter of 2012), strongly penalized by the cutting in public policies to support the renewable energy sector.

Sales of the purification business (*Semiconductors Business*) were equal to €10.6 million in the third quarter of 2013, up by 19.4% compared to €8.9 million in the corresponding period of 2012; the currency trend led to a negative exchange rate effect of -6.9%, net of which sales would have increased by 26.3%.

Gross profit of the Industrial Applications Business Unit amounted to €8.1 million in the third quarter of 2013, compared to €9 million in the third quarter of 2012. As a percentage of revenues, the gross margin was equal to 38.5%, compared to 44.5% in the previous year; however, excluding the restructuring costs that penalized the current quarter (about €1 million), the gross profit would have been substantially in line (€9.1 million), while the gross margin (43.3%) would have slightly decreased: the decline of margins in the business of vacuum systems, due to a different product mix, was only partially offset by the increase of the margins in the lamps business, favored by the rationalization process which resulted in a reduction of manufacturing fixed costs. The margins in the purification business were substantially in line with those of the previous year.

Operating income of the Industrial Applications Business Unit amounted to €3.6 million (17.2% of consolidated revenues), compared to €5.7 million (27.9%) in the third quarter of 2012. Excluding non-recurring expenses of this quarter, operating income would have amounted to €5.3 million (25.1%). The slight decrease compared to the third quarter of 2012 is mainly due to the increase in selling expenses (mainly transportation costs) in the Semiconductors Business.

Business Unit Shape Memory Alloys (SMA)

Revenues of the Shape Memory Alloys Business Unit amounted to €9.2 million in the third quarter of 2013, down by 22.5% compared to €11.8 million in the corresponding period of 2012. Excluding the negative exchange rate effect equal to -4.1%, the organic decrease was equal to -18.4%.
The decrease in revenues, concentrated in the medical SMA business, was mainly due to the exit from the market of a medical component at the end of its life cycle and to the continuing delay of an important American customer in launching a new medical device, for which the FDA (Food and Drug Administration) approval has been postponed to the second half of 2014.

Gross profit of the Shape Memory Alloys Business Unit amounted to €3.3 million in the third quarter of 2013, down compared to €4.3 million in the corresponding period of 2012, as a result of the reduction in revenues. The gross margin amounted to 35.9% and was broadly in line with that of the corresponding quarter of 2012 (36.5%).

Operating income of the Shape Memory Alloys Business Unit was equal to €1.1 million (12% of revenues), compared to €1.8 million in the third quarter of 2012 (15.6% of revenues): the containment of operating expenses in absolute terms was not enough to offset the decrease in revenues and the consequent decline of gross profit.

Business Unit Information Displays

Revenues of the Information Displays Business Unit were equal to €0.2 million in the third quarter of 2013, compared to revenues equal to €0.3 million in the third quarter of 2012 (-44.1%). The currency trend led to a negative exchange rate effect equal to -7.6%, net of which the decrease would have amounted to -36.5%.
This decrease was mainly due both to the disappearance of the LCD revenues, and to the persistence of low volumes in the OLED business, which remained at levels typical of a start-up business.

Sales of the *Liquid Crystal Displays Business* amounted to €2 thousand, compared to €142 thousand in the third quarter of 2012; the currency trend led to a negative exchange rate effect of -0.1%.

The *Organic Light Emitting Diodes Business* achieved sales equal to €0.2 million, unchanged compared to the corresponding period of 2012; the exchange rate effect was negative and equal to -12.8%, net of which sales of this business would have increased by 6.9%.

Gross profit of the Information Displays Business Unit amounted to €0.1 million (58.5% of consolidated revenues) in the third quarter of 2013, aligned to that of the corresponding period of 2012 in absolute values, but improved as a percentage of revenues (gross margin equal to 40.6% in the third quarter of 2012).

The Information Displays Business Unit ended the third quarter of 2013 with an **operating loss** of €0.2 million, down compared to €0.4 million in the third quarter of 2012. Despite the positive gross profit, the volumes of the OLED business were not yet enough to support the operating expenses (in particular, research expenses) and to ensure an operating income.

Business Development Unit & Corporate Costs

The Business Development Unit & Corporate Costs includes projects of basic research or projects aimed at diversifying into innovative businesses, in addition to corporate costs.
In the third quarter of 2013, this business unit did not essentially produce any relevant revenues.

The **gross profit** of the Business Development Unit & Corporate Costs was negative and equal to €50 thousand in the third quarter of 2013, compared to -€75 thousand in the corresponding period of the previous year.

The **operating loss** of the Business Development Unit & Corporate Costs amounted to €4.2 million in the third quarter of 2013 and it included both the result of the Business Development Unit and the costs that cannot be directly attributed or reasonably allocated to any business sector but that refer to the Group as a whole. Excluding restructuring expenses, the operating loss decreases to €3.9 million and compares with a loss of -€4.3 million in the third quarter of 2012; this improvement in the operating income was mainly attributable to the reduction in G&A expenses (in particular, lower consultant fees and training expenses, and a reduction in the remuneration paid to Directors).

Consolidated gross profit was equal to €11.5 million in the third quarter of 2013, down compared to €13.4 million in the third quarter of 2012. However, excluding the non-recurring restructuring expenses that penalized the current quarter, the adjusted gross profit was equal to €12.5 million, down only by €0.9 million compared to the third quarter of 2012 mainly due to the decrease in revenues, which in turn was attributable to the exchange rate effect.
The gross margin for this quarter, equal to 37.7%, increases to 41.1% net of the one-off costs of the quarter and was in line with the gross profit in the corresponding quarter of the previous year (41.3 %).

Consolidated operating income amounted to €0.4 million in the third quarter of 2013 (1.2% of consolidated revenues), compared to an income of €2.8 million in the third quarter of 2012 (8.7% of consolidated revenues). Excluding non-recurring expenses, the operating income of the current quarter would have been equal to €2.4 million (7.8%), slightly down compared to 2012 (-€0.4 million) due exclusively to the reduction in the gross profit.

Total **consolidated operating expenses** amounted to €11.7 million (38.6% of revenues), up by 5.4% compared to €11.1 million in the corresponding period of 2012 (34.4%), solely as a result of non-recurring expenses that penalized the current quarter; excluding these one-off costs, operating expenses were down by 3.4% compared to the previous year (€10.8 million).

Consolidated EBITDA amounted to €3 million (10% of revenues) in this quarter, while the same adjusted figure was equal to €4.7 million or 15.4% of consolidated revenues. The third quarter of 2012 ended with an EBITDA of €5.2 million (16%).

The **royalties** accrued in the third quarter of 2013 for the licensing of the thin film getter technology for MEMS of new generation were equal to €0.5 million, substantially unchanged compared to the corresponding quarter of the previous year.

The balance of **other net income (expenses)** was positive and equal to €0.2 million and refers to a penalty paid by a customer for the cancellation of some orders.

The net balance of **financial income and expenses** was negative and amounted to -€0.3 million (compared to a loss of -€0.4 million in the third quarter of 2012) and it mainly includes interest expenses on loans, both short and long term ones, held by the Parent Company and by the U.S. subsidiaries and bank fees related to the credit lines held by SAES Getters S.p.A.

The **loss deriving from the evaluation with the equity method** of the joint venture Actuator Solutions amounted to -€0.2 million, slightly down compared to -€0.3 million in the corresponding period of the previous year.

The sum of the **exchange rate differences** recorded a balance substantially at break-even (+€60 thousand) in the third quarter of the 2013, in line with that of the previous year (+€13 thousand) and guaranteed by the same hedging policy adopted by the Group in 2012.

The third quarter of 2013 ended with an **income before taxes** substantially at break-even (-€51 thousand); excluding non-recurring restructuring expenses (about €2 million), the quarter achieved an income before taxes of €2 million, substantially in line with that of the third quarter of 2012 (€2.1 million).

The **net loss from discontinued operations**, equal to €0.7 million in the quarter, included, as already mentioned above, the costs and revenues related to the CRT business, discontinued following the decision to close, by the end of the year, the last factory of the Group dedicated to the production of getters for cathode ray tubes (the Chinese one, located in Nanjing). This item primarily consists of expenses related to the restructuring plan (costs equal to €0.6 million for personnel reduction and depreciation of fixed assets and inventory).

Consolidated net income was negative and equal to €1.5 million in the third quarter of 2013, down compared to an income of €0.4 million in the previous year, but up if we exclude non-recurring restructuring expenses (adjusted consolidated net income equal to €0.8 million).
The **consolidated net financial position** as at September 30, 2013 was negative and equal to €41.9 million (cash equal to €13.9 million and net financial liabilities equal to -€55.8 million), compared to a negative net financial position of -€39.3 million as at June 30, 2013. The resources generated from operating activities were negative for about €2 million: the self-financing of the quarter was not enough to offset the negative change in the net working capital, penalized by a temporary delay in the collection of specific commercial credits in the Semiconductors Business (around €3.9 million, completely collected in the first days of October 2013).
Outflows for investments in fixed assets, both tangible and intangible, amounted to €0.9 million in the quarter. The exchange rate effect was positive (about €0.5 million): in fact, almost all of the Group's financial debt is made of loans in U.S. dollar held by the American subsidiaries and its equivalent value in euro has decreased following the devaluation of the U.S. dollar as at September 30, 2013 compared to June 30, 2013.

Following the failure to comply on June 30, 2013 with certain financial covenants[4] in place, the long-term portion of loans held by the American subsidiaries Memry Corporation and SAES Smart Materials, Inc. has been reclassified as current. The SAES Group has time until the end of November

[4] Calculated on the Group's economic-financial figures.

(grace period) to emend the default condition; if the non-compliance persists at that date, the value of such covenants will have to be renegotiated with the financing institution in order to avoid the call of the debt. However, please note that such renegotiation is already ongoing and the Group has enough cash and cash equivalents and credit lines to be able to cope with a possible repayment claim.

January – September 2013

Consolidated revenues were equal to €99.6 million in the first nine months of 2013, down by 8.9% compared to €109.2 million in the corresponding period of 2012. The currency trend led to a negative exchange rate effect equal to -3%, net of which the decrease in revenues would have been equal to -5.9%.
Revenues of the *Industrial Applications Business Unit* amounted to €69.2 million, down by 2.5% compared to €71 million in the first nine months of 2012 (negative exchange rate effect equal to -3.5%, net of which the organic growth would have been equal to 1%).
The *Shape Memory Alloys Business Unit* ended the first nine months of 2013 with consolidated revenues equal to €29.8 million, down by 18.9% compared to €36.7 million in the first nine months of 2012 (negative exchange rate effect equal to -2.1%, net of which the organic decrease would have been equal to -16.8%). There was a structural decline in the *Information Displays Business Unit*, that recorded revenues of €0.5 million in the first nine months of this year, compared to €1.5 million in the corresponding period of 2012, with a negative exchange rate effect of - 3.2%.

Total revenues of the Group, achieved by incorporating the 50% joint venture Actuator Solutions with the proportional method instead of the equity method, amounted to €103 million, compared to €111.3 million in the first nine months of 2012.

Consolidated gross profit amounted to €39.8 million in the first nine months of 2013, compared to €46.1 million in the corresponding period of 2012 (-13.7%). Consolidated gross margin was equal to 40% compared to a gross margin of 42.2% in 2012. Excluding non-recurring expenses, the gross profit of the current year would have amounted to €40.3 million, while the margin would have been equal to 40.4%. The decrease compared to that of the previous year was mainly due to the decrease in revenues.

Consolidated operating income amounted to €5.2 million in the first nine months of 2013 (5.2% of consolidated revenues) compared to €11.7 million in the corresponding period of the previous year (10.7% of consolidated revenues). Net of non-recurring expenses, the adjusted operating profit for the first nine months of the year would have been equal to €7.2 million (7.2% of consolidated revenues): excluding restructuring charges, the reduction of G&A and selling expenses only partially offset the decrease in gross profit.

Operating expenses were equal to €36.4 million in the first nine months of 2013, the same adjusted figure was equal to €34.9 million (operating expenses amounted to €36.6 million in first nine months of 2012).
Comparing the 2013 adjusted figures with those of 2012, the items that decreased were mainly the general and administrative expenses (reduction in the remuneration paid to Directors, lower bonuses and lower costs of consultancy and training) and selling expenses (lower personnel costs resulting from the activities aimed at increasing the organizational efficiency); research and development expenses were substantially unchanged in absolute terms.

Consolidated EBITDA was equal to €12.7 million in the first nine months of 2013 (12.8% of revenues) compared to €19.7 million in the same period of 2012 (equal to 18% of revenues). Adjusted EBITDA amounted to €14.4 million or 14.4% of consolidated revenues in the first nine months of 2013.

Income before taxes amounted to €4 million, or 4% of consolidated revenues, in the first nine months of 2013 (compared to an income before taxes of €9.5 million in the corresponding period of 2012, equal to 8.7% of consolidated revenues). Excluding restructuring expenses (€2 million), the progressive income before taxes of the year would have amounted to €6 million, or 6% of consolidated revenues.

Income taxes were equal to €2.5 million in the first nine months of 2013, compared to €4.7 million in the corresponding period of 2012. The tax rate increased from 49.6% to 64%: this increase was mainly due to non-recurring restructuring expenses as a result of which the Chinese subsidiary ended the period with a tax loss for which no deferred tax assets have been recognized, given that there is no expectation that this loss could be used to offset future taxable income. Excluding both the restructuring expenses and the related fiscal effect, the progressive tax rate would have been equal to 47.6%, below the corresponding figure of the previous year.

The **net loss from discontinued operations** amounted to €1.2 million (of which €0.8 million related to real restructuring expenses) in the first nine months of 2013, it was concentrated in the third quarter and was mainly due to the aforementioned decision to close the factory in Nanjing, in the Republic of China, and the resulting termination of activities related to the Cathode Ray Tubes business. This loss compares with a net loss from discontinued operations equal to €0.8 million in the first nine months of 2012.

Consolidated net income amounted to €0.2 million in the first nine months of 2013, compared to a consolidated net income equal to €4 million in the first nine months of the previous year. Excluding the restructuring expenses, the first nine months of 2013 would have ended with a net income of €2.6 million (2.7% of consolidated revenues).

In the first nine months of 2013, the net income per savings share was equal to €0.0244, instead the net income per ordinary share was zero (in the first nine months of the previous year the net income per ordinary share was equal to €0.1748 and €0.1916 was the net income per savings share).

Consolidated Income Statement

Thousands of euro

	September 2013	September 2012
Total net sales	**99,560**	**109,250**
Cost of sales	(59,777)	(63,152)
Gross profit	**39,783**	**46,098**
R&D expenses	(11,177)	(10,830)
Selling expenses	(9,096)	(9,371)
G&A expenses	(16,125)	(16,432)
Total operating expenses	(36,398)	(36,633)
Royalties	1,559	1,698
Other income (expenses), net	247	572
Operating income (loss)	**5,191**	**11,735**
Interest and other financial income, net	(749)	(1,353)
Income (loss) from equity method evalueted companies	(550)	(718)
Foreign exchange gains (losses), net	66	(168)
Income (loss) before taxes	**3,958**	**9,496**
Income taxes	(2,535)	(4,710)
Net income (loss) from continued operations	**1,423**	**4,786**
Income (loss) from assets held for sale and discontinued operations	(1,243)	(808)
Net income (loss) before minority interest	**180**	**3,978**
Net income (loss) pertaining to minority interest	0	0
Net income (loss) pertaining to the group	**180**	**3,978**

Consolidated Statement of Comprehensive Income

Thousands of euro

	September 2013	September 2012
Profit for the period	**180**	**3,978**
Exchange differences on translation of foreign operations	(1,987)	(990)
Exchange differences on equity method evalueted companies	0	0
Total exchange differences	(1,987)	(990)
Total components that will be reclassified to the profit (loss) in the future	**(1,987)**	**(990)**
Actuarial gain (loss) on defined benefit plans	0	0
Income taxes	0	0
Actuarial gain (loss) on defined benefit plans, net of taxes	0	0
Total components that will not be reclassified to the profit (loss) in the future	**0**	**0**
Other comprehensive income (loss), net of taxes	**(1,987)**	**(990)**
Total comprehensive income (loss), net of taxes	**(1,807)**	**2,988**
attributable to:		
- Equity holders of the Parent Company	(1,807)	2,988
- Minority interests	0	0

Consolidated Income (Loss) per Share

Euro

	September 2013	September 2012
Net income (loss) per ordinary share	0.0000	0.1748
Net income (loss) per savings share	0.0244	0.1916

Actuator Solutions

The joint venture Actuator Solutions, consolidated using the equity method, achieved net revenues equal to €7.5 million in the first nine months of 2013.
Revenues now fully come from the sale of valves used in lumbar control systems of the seats of a wide range of cars; revenues generated by valves are growing because the lumbar control system based on the SMA technology is gaining market share.
In addition, the company is currently involved in the development of actuators, miniaturized and not, for applications in various industrial sectors, some of which have generated the first orders; other actuators, such as the one for the image focus and stabilization in the cameras of tablets and smart-phones, developed by the subsidiary Actuator Solutions Taiwan Co., Ltd. are experiencing increasing interest in the market.
The net result was negative and equal to €1.1 million in the period, as a result of the expenses in research and development activities related to the various industrial sectors in which the company will sell its SMA devices.
As already mentioned above, the share of the net result of the joint venture in the first nine months of 2013 pertaining to the SAES Group amounted to -€0.5 million.

Actuator Solutions - SAES Group interest (50%)
Thousands of euro

Statement of Financial Position	**September 30, 2013**	**June 30, 2013**	**December 31, 2012**
Non current assets	2,839	2,744	2,405
Current assets	1,371	1,255	2,108
Total Assets	**4,210**	**3,999**	**4,513**
Non current liabilities	126	61	35
Current liabilities	1,228	882	1,071
Total Liabilities	**1,353**	**943**	**1,106**
Capital stock, reserves and retained earnings	3,407	3,407	4,236
Net income (loss) for the period	(550)	(351)	(829)
Other comprehensive income (loss) for the period	0	0	0
Total Equity	**2,857**	**3,056**	**3,407**

Income Statement	**September 2013**	**September 2012**
Total net sales	3,762	2,102
Cost of sales	(3,492)	(2,223)
Total operating expenses	(1,205)	(879)
Other income (expenses), net	124	(1)
Operating income	**(812)**	**(1,000)**
Interest and other financial income, net	23	8
Income taxes	240	274
Net income (loss)	**(550)**	**(718)**

Events subsequent to the end of the quarter

No significant event occurred after the end of the third quarter of 2013.

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After September 30, 2013 no further forward contracts have been entered into.

Business performance outlook

For the last months of 2013, assuming stable exchange rates, the business performance is expected to be substantially in line with that of the third quarter, with the consolidation of the actions to reduce costs and increase operational efficiency, and with an increasing focus on products with higher margins. The company is considering further rationalization actions that might involve additional non-recurring charges. The expectation of growth is confirmed as well as the positive outlook for the joint venture Actuator Solutions.

Consob regulatory simplification process

Please note that, on November 13, 2012, the Board of Directors has approved, pursuant to Art. no. 3 of Consob resolution no.18079/2012, to adhere to the opt-out provisions as envisaged by Art. no.70, paragraph 8, and no.71, paragraph 1-bis of the Consob Regulation related to Issuer Companies, and it therefore avails itself of the right of making exceptions to the obligations to publish information documents required in connection with significant mergers, spin-offs and capital increases by contributions in kind, acquisitions and disposals.

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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

Lainate, Milan - Italy, November 12, 2013

On behalf of the Board of Directors
Dr Ing. Massimo della Porta
President