

Saft Groupe SA reports 2012 fourth quarter sales, and full year sales and earnings

Paris, February 18, 2013 – Saft, leader in the design and manufacture of advanced technology batteries for industry, announces its fourth quarter and annual sales along with its earnings for the period ending 31 December 2012.

2012 Highlights

- Full year sales of €598.0m, a 4.9% growth YoY as reported. At constant exchange rates, growth in 2012 was 0.9%.
- 2012 EBITDA was €102.1m, an increase of 0.8% compared to 2011, representing 17.1% of sales compared to 17.8% in 2011.
- Figures above exclude sales and earnings of the Small Nickel Battery business, classified as "held for sale".
- Net income of €34.3m including a €7.3m net loss from discontinued operations following classification of SNB business line as "held for sale".
- Earnings per share of €1.36 as compared with €2.98 as reported in 2011. EPS from continuing operations of €1.65 compared with €1.84 in 2011.
- An ordinary dividend of €0.75 per share will be proposed at the Annual General Meeting, an increase of 4.2%.

2013 Outlook

- 2013 sales to be in the range of €630-650m.
- EBITDA to be in the range of €102-106m.
- 2013 Capex and free cash flow in line with 2012 actuals.



John Searle, Chairman of the Management Board, commented:

"The economic and market environment in 2012 was certainly more difficult than had been expected at the start of the year. Nevertheless, Saft's teams worked to maximise sales whilst continuing to introduce new Li-ion solutions into an increasing number of applications. In parallel, a project was launched to divest the non-strategic "Small Nickel Battery" business and a binding offer for this asset was received prior to year end.

The efforts have resulted in a strong performance in the final quarter of 2012, and based on the new perimeter, sales grew by 4.9% during the year as reported, and 0.9% when corrected for exchange rates.

I am happy with the growth in sales of our Li-ion batteries as sales growth slightly exceeded our objective.

With the superior performance offered by this technology, the number of business opportunities is increasing quarter on quarter. I expect that increased sales of Li-ion batteries will be the principal driver of sales growth in 2013.

Despite the important investments that have been made and the financial cost of launching many new products, the solid financial strength of Saft enables the Board to propose an increase in the ordinary dividend to the AGM."

Fourth quarter sales

Q4 2012 sales of €181.7m were up 5.6% at actual rates and up 3.7% at constant exchange rates.

			Variations in%			
	Q4 2012	Q4 2011*	At actual exchange rates	At constant exchange rates		
IBG - excluding SNB	105.6 94.8	96.2 83.4	9.8% 13.7%	8.3% 12.0%		
SBG	76.1	75.8	0.4%	(2.0)%		
Total	181.7	172.0	5.6%	3.7%		

^{*} Excluding a non-recurring royalty fee of €7.4m.

Sales numbers are at actual exchange rates.

The average exchange rate in Q4 2012 was €1 to US\$1.30 (compared with €1 to US\$1.35 in Q4 2011).



Full year consolidated results

The "Reported" 2012 Income statement presented below excludes operational results of the Small Nickel Battery ("SNB") line of business, classified as "held for sale" activity and accordingly presented, for the preparation of the Group consolidated financial statements, on a single line "Net profit/(loss) from discontinued operations".

2011 "Reported" numbers have been restated accordingly for comparison purpose.

Figures presented below as "Restated" solely exclude in 2011 a non-recurring €7.4m upfront royalty fee recorded in revenue as part of the agreement with Johnson Controls Inc. to terminate the Johnson Controls-Saft joint venture.

	Restated			Reported			
(in € million)	2012	2011	YoY Growth*	2012	2011	YoY Growth*	
Revenue	598,0	570.0	0.9%	598.0	577.4	(0.4)%	
Gross profit	175.6	173.3	1.3%	175.6	180.7	(2.8)%	
Gross profit margin (%)	29.4%	30.4%		29.4%	31.3%		
EBITDA	102.1	101.3	0.8%	102.1	108.7	(6.1)%	
EBITDA margin (%)	17.1%	17.8%		17.1%	18.8%		
EBIT	69.4	73.3	(5.3)%	69.4	80.7	(14.0)%	
EBIT margin (%)	11.6%	12.9%		11.6%	14.0%		
Operating profit	68.9	72.9	(5.5)%	68.9	80.3	(14.2)%	
Net profit from continuing operations	41.6	46.1	(9.8)%	41.6	51.4	(19.1)%	
Net profit/(loss) from discontinued operations	(7.3)	23.6		(7.3)	23.6		
Net profit for the period	34.3	69.7	(50.8)%	34.3	75.0	(54.3)%	
EPS (€ per share)	1.36	2.78	(51.1)%	1.36	2.98	(54.4)%	
EPS from continuing operations (€ per share)	1.65	1.84	(10.3)%	1.65	2.03	(18.7)%	

Numbers and variations are at actual exchange rates, except for the change in revenue which is measured at constant exchange rates.

The average exchange rate in 2012 was €1 to US\$1.28 (compared with €1 to US\$1.39 in 2011).

2012 consolidated financial statements approved by the Saft Groupe SA Management Board have been reviewed by the Supervisory Board on February 12, 2013. These consolidated financial statements have been certified by the Group's auditors on February 15, 2013.



Full year results by product line

	Year ended December 31, 2012			Year ended December 31, 2011			
	Revenues (€m)	Variations (%)	EBITDA (€m)	EBITDA margin (%)	Sales ⁽¹⁾ as restated (€m)	EBITDA ⁽¹⁾ as restated (€m)	EBITDA margin (%)
IBG (2)	320.5	3.7%	33.9	10.6%	298.9	42.4	14.2%
SBG	277.5	(2.1)%	70.4	25.4%	271.1	64.4	23.8%
Other (3)	-	-	(2.2)	-	-	(5.5)	-
Total	598.0	0.9%	102.1	17.1%	570.0	101.3	17.8%

All data contained in the table above are expressed at current exchange rates, except for changes in revenue that are expressed at constant exchange rates.

The average exchange rate in 2012 was €1 to US\$1.28 (compared with €1 to US\$1.39 in 2011).

- (1) Revenue and EBITDA for the 2011 financial period excludes the €7.4m of royalty fee recorded as revenue in the "Other" cost centre as part of the agreements for the Group's disposal of its 49% interests in the Johnson Controls-Saft joint venture.
- (2) IBG revenues exclude sales from SNB Business line, representing €42.5m in 2012 and €51.3m in 2011.
- (3) The "Other" cost centre includes the cost of corporate support services, i.e. primarily IT, research, corporate management, finance and administration; In 2011, this cost centre furthermore includes a non-recurring upfront royalty payment of €7.4 million recorded as a result or the agreement to end the joint venture with Johnson Controls. This revenue is excluded from the data in the above table.

Industrial Battery Group (IBG)

Fourth quarter sales

IBG sales in Q4 reached €105.6m, showing a 9.8% increase at actual exchange rates and a 8.3% increase at constant rates, compared to 2011. Excluding the SNB line of business, IBG sales for the fourth quarter were up 13.7% at actual exchange rates and 12.0% at constant rates.

Strong sales growth has been recorded in the stationary back-up power market, both in the industrial stand-by back-up power business and telecommunication network activities, and in the Energy Storage Systems markets, with 8 IM20 Li-ion containers shipped to customers both in Europe and in the US.

In the transportation markets, aviation and rail both recorded slightly lower sales compared to 2011.



Full Year sales and profitability

IBG sales for the full year of €320.5m, registered a growth of 3.7% YoY at constant exchange rates.

Overall, sales in the stationary back-up power market grew by 5.8% in 2012, driven by strong growth in the Energy Storage and Telecommunication Networks markets, while sales of nickel batteries in the industrial markets were flat.

Transportation sales grew by 2.6%¹ in 2012 at constant exchange rates and this growth came from the aviation and vehicle businesses, while the rail business was weaker.

Reported profitability of the division's activities was down year-on-year by 360 basis points, with an EBITDA margin of 10.6% of sales for 2012 compared with 14.2% EBITDA margin in 2011, a reduction entirely due to a negative contribution from Jacksonville.

Excluding Jacksonville, EBITDA margin of traditional activities of the division increased during 2012.

Jacksonville EBITDA for the year was negative by €(17.5)m, reflecting a year of production ramp-up of the first production line, as well as the installation and commissioning of the second production line for new Li-ion cells. This negative contribution is to be compared with a 2011 EBITDA of €(9.6)m. Operational losses for Jacksonville are a result of underutilised capacity and some yield and efficiency issues during early months of production. Significant progress has been made so that losses from the first production line have been reduced by almost half during the second half of the year. Initial losses from the development of new products on the second line have been limited.

Specialty Battery Group (SBG)

Fourth quarter sales

SBG achieved sales of €76.1m in Q4, showing an increase of 0.4% at actual exchange rates but a decrease of 2.0% at constant exchange rates.

During the quarter, the civil markets recorded sales in line with 2011, with strong growth recorded in the electronics markets offset by lower sales in the space market.

Military markets were in line with previous quarters, slightly below those of 2011.

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¹ excluding services to JCI.



Full Year sales and profitability

For the full year, sales totalled €277.5m, a reduction of 2.1% YoY at constant rates. Overall sales in the electronics market were in line with 2011, whilst shipments to the space market were lower. This performance follows very strong growth in 2011.

In contrast, the sales to the defence markets were only slightly below prior year despite the severe budget constraints of a number of Saft's customers. Sales of Li-ion batteries for new complex programmes progressed well during the year, largely offsetting some weakness in sales of primary lithium military batteries.

The profitability of the division was at record levels with an EBITDA margin of 25.4% of sales. This was due to a combination of a very favourable product mix, favourable exchange rates and excellent cost control faced with challenging market conditions.

Other financial highlights of the period

The net financial expense in FY 2012 was €12.8m, an increase of €1.8m on 2011. This resulted from a reduction of net interest costs by €4.2m, offset by a negative result from foreign exchange of €2.4m, compared to a net profit of €3.7m from foreign exchange in 2011.

Restated to exclude the impact of the SNB activity held for sale and Johnson Controls-Saft, the net profit from continuing operations was €41.6m in 2012, compared with a 2011 net profit of €51.4m on a comparable basis, the latter including a €7.4m non-recurring royalty fee revenue. Earnings per share from continuing operations was €1.65 as compared with €2.03 in 2011.

Net loss from discontinued operations for 2012 was \in (7.3)m, compared with a net profit of \in 23.6m in 2011. This included an SNB operational result of \in (1.2)m for 2012 as well as the estimated impairment loss from measuring SNB assets for sale at the lower of carrying amount and fair value less costs to sell. 2011 net profit from discontinued operations reflected almost entirely the impact of the disposal of Saft's shareholding in the Johnson Controls-Saft joint venture. 2012 earnings per share from discontinued operations was \in (0.29) per share.

Finally, the Group's net profit for FY 2012 totalled €34.3m, compared with a net profit of €75.0m in 2011.

Due to good cash generation from activities and after reduction of financial debt when refinancing, the Group ended 2012 with a strong cash position of €114.5m, leaving the Group with full flexibility for the future.

The Group's net debt at 31 December 2012 stood at €100.8m compared with €69.6m at the end of 2011.

This strong balance sheet enables Saft to propose an ordinary dividend of €0.75 per share, an increase of 4.2% YoY.



Small Nickel Battery business sale project

Saft has announced that it received at the end of 2012 a firm offer from Fin'Active, a French investment company to acquire its Small Nickel Battery (SNB) business based in Nersac, France. Saft has given exclusivity to Fin'Active and has begun the consultation process with the workers council. Once this process is finalised, Fin'Active should acquire the Small Nickel Battery business and its entire workforce of around 340 people. Fin'Active supports the strategy proposed by SNB's management which includes Saft providing electrodes to the new company for the coming years.

Nersac lithium-ion battery factory

On 1st January 2013, Saft has bought from Johnson Controls Inc. the Nersac Li-ion battery facility near Angoulême in France, in line with the agreement concluded with Johnson Controls on 30th September 2011 relating to the sale of Saft's shares in the Johnson Controls-Saft joint venture. This factory, which employs 90 people today provides Saft with complementary Li-ion battery production capacity for its different markets. It is already qualified to manufacture batteries for the automotive industry and has been building Li-ion batteries for hybrid and electric vehicles since 2009. The facility has a current capacity of 60 MWh and is equipped to produce the same cells as Saft's Jacksonville plant.

Development of Saft's Li-ion sales in 2012

During the year, Saft continued to develop new Li-ion batteries to meet identified market end customer needs which resulted in a number of important successes:

- The Energy Storage System market linked to smart grids was a source of significant success. From Q2 onwards, Saft was selected for 10-15 MWh of projects per guarter.
- The Evolion ® telecom product was successfully launched; important order from India in 2013.
- Initial contracts to provide batteries to the rail and marine industries were won and announced.
- A new vehicle strategy was launched for the Motive Power market and niche vehicle applications. Again initial successes were achieved in the year.
- Saft continued to strengthen its position supplying latest technology batteries to the defence and space markets.

Saft sees the increase in the sale of Li-ion batteries as the main growth driver for the Company from 2013 and a contributor to Group profitability from 2014.



Financial calendar for 2013

2013 Q1 turnover	25 April 2013
Annual General Meeting	7 May 2013
2013 Q2 turnover and half year	24 July 2013
2013 Q3 turnover	24 October 2013

An investor and analysts' presentation is available on www.saftbatteries.com.

IMPORTANT LEGAL INFORMATION AND CAUTIONARY STATEMENTS

Certain statements contained herein are forward-looking statements including, but not limited to, statements that are predictions of or indicate future events, trends, plans, objectives or results of operation. Undue reliance should not be placed on such statements because, by their nature, they are subject to known and unknown risks and uncertainties and can be affected by other factors that could cause actual results and Saft's plans and objectives to differ materially from those expressed or implied in the forward looking statements.

About Saft

Saft (Euronext: Saft) is a world leader in the design and manufacture of advanced technology batteries for industry. The Group is the world's leading manufacturer of nickel batteries and primary lithium batteries for the industrial infrastructure and processes, transportation, civil and military electronics markets. Saft is the world leader in space and defence batteries with its Li-ion technologies which are also being deployed in the energy storage, transportation and telecommunication markets. Saft's 4,000 employees present in 19 countries, its 16 manufacturing sites and extensive sales network all contribute to accelerating the Group's growth for the future.

For more information, visit Saft at www.saftbatteries.com About Saft

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APPENDICES

- > Consolidated income statement
- > Consolidated statement of comprehensive income
- > Consolidated statement of cash flows
- > Consolidated statement of financial position
 - o Assets
 - Liabilities
- > Statement of changes in equity



Consolidated income statement

(in € million)	2012	2011	2010
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Revenues	598.0	577.4	529.9
Cost of sales	(422.4)	(396.7)	(358.1)
Gross profit	175.6	180.7	171.8
Distribution and sales costs	(39.4)	(36.5)	(35.0)
Administrative expenses	(42.4)	(41.9)	(40.2)
Research and Development expenses	(24.4)	(21.6)	(20.8)
Restructuring costs	(0.8)	0.0	(0.7)
Other operating income and expenses	0.3	(0.4)	1.1
Operating profit	68.9	80.3	76.1
Finance costs, net	(12.8)	(11.0)	(18.8)
Share of profit/(Loss) of associates	0.8	1.8	1.6
Profit before income tax from continuing operations	56.9	71.1	58.9
Income tax on continuing operations	(15.3)	(19.7)	(12.2)
Net profit/(loss) from continuing operations	41.6	51.4	46.7
Net profit/(Loss) from discontinued operations ⁽¹⁾	(7.3)	23.6	(10.1)
Net profit for the period	34.3	75.0	36.6
Attributable to owners of the parent			
company	34.1	74.6	36.4
Attributable to non-controlling interests	0.2	0.4	0.2
Earnings per share (in € per share)			
basic	1.36	2.98	1.46
diluted	1.36	2.96	1.45
Earnings per share of continued operations (in € per share)			
basic	1.65	2.03	1.87
diluted	1.65	2.02	1.85

^{1) 2012} Net profit/(loss) from discontinued operations relates to Small Nickel Batteries activity for sale. 2011 and 2010 net results also relate to Johnson Controls-Saft joint venture operations.



Consolidated statement of comprehensive income

2012	2011	2010
34.3	75.0	36.6
(4.5)	0.4	(1.6)
e 1.5	(0.1)	0.5
(3.0)	0.3	(1.1)
1.5	(1.5)	0.5
12.1	(5.9)	(13.0)
(9.2)	9.8	13.2
(4.6)	2.5	3.9
(0.2)	4.9	4.6
(3.2)	5.2	3.5
d 31.1	80.2	40.1
31.1	80.0	39.7
0.0	0.2	0.4
	34.3 (4.5) 1.5 (3.0) 1.5 12.1 (9.2) (4.6) (0.2) (3.2) d 31.1	34.3 75.0 (4.5) 0.4 1.5 (0.1) (3.0) 0.3 1.5 (1.5) 12.1 (5.9) (9.2) 9.8 (4.6) 2.5 (0.2) 4.9 (3.2) 5.2 d 31.1 80.2



Consolidated statement of cash flows

(in € million)	2012	2011	2010
Net profit for the period from continuing operations	41.6	51.4	46.7
Adjustments:			
Share of net profit / (loss) of associates (net of dividends received)	0.1	(0.8)	(0.7)
Income tax expense from continued activities	15.3	19.7	12.2
Property, plant and equipment and intangible assets amortisation and depreciation	36.0	28.8	28.1
Amortisation of deferred grants related to assets	(3.3)	(0.8)	0.0
Finance costs, net	12.8	11.0	18.8
Stock option plans	1.4	1.6	1.4
Net movements in provisions	(4.3)	(3.5)	(4.3)
Other	(0.4)	0.2	(1.3)
	99.2	107.6	100.9
Change in inventories	(3.3)	(8.7)	(7.1)
Change in trade and other receivables	(13.6)	2.8	(13.2)
Change in trade and other payables	1.0	(1.2)	5.2
Change in other receivables and payables	(11.5)	(10.1)	7.3
Changes in working capital	(27.4)	(17.2)	(7.8)
Cash flows from operations before interest and tax	71.8	90.4	93.1
Interest paid	(6.6)	(12.6)	(14.1)
Income tax paid	(9.7)	(11.1)	(5.0)
Net cash generated by operating activities	55.5	66.7	74.0
Cash flows from investing activities			
Purchase of property, plant and equipment	(44.6)	(58.6)	(67.7)
Purchase of intangible assets	(9.7)	(9.1)	(6.7)
Proceeds from sale of property, plant and equipment	0.7	0.3	1.7
Variation of other non-current financial assets and liabilities	0.1	0.3	0.1
Net cash used in investing activities	(53.5)	(67.1)	(72.6)
Cash flows from financing activities			
Capital increase	0.0	2.2	0.7
Purchase/Sale of treasury shares - liquidity contract	(0.2)	(1.1)	(0.4)
New financial debt	209.4	0.0	0.0
Financial debt repayments	(328.5)	0.0	0.0
Grants related to assets	10.5	20.4	24.5
Increase/(decrease) in other long-term liabilities	(0.4)	0.0	(0.8)
Dividends paid to Company shareholders	(43.1)	(17.6)	(7.4)
Net cash generated by/(used in) financing activities	(152.3)	3.9	16.6
Net cash generated by/(used in) continuing operations	(150.3)	3.5	18.1
Net cash generated by/(used in) discontinued operations	0.0	62.1	(37.1)
Net increase/(decrease) in cash	(150.3)	65.6	(19.0)
Cash and cash equivalents at beginning of period	267.2	194.6	207.4
Impact of changes in exchange rates	(2.4)	7.0	6.2
CASH AND CASH EQUIVALENTS AT END OF PERIOD	114.5	267.2	194.6



Consolidated statement of financial position

Assets

(in € million)	31/12/2012	31/12/2011	31/12/2010
Non-current assets			
Intangible assets, net	213.3	218.1	222.2
Goodwill	111.1	112.7	110.3
Property, plant and equipment, net	226.7	214.4	166.8
Investment properties	0.1	0.1	0.1
Investments in joint undertakings	13.3	13.3	49.6
Deferred income tax assets	5.1	5.9	6.6
Other non-current financial assets	0.3	0.4	8.0
	569.9	564.9	556.4
Current assets			
Inventories	80.2	85.5	76.5
Tax credits	14.7	10.0	5.3
Trade and other receivables	170.0	159.5	148.4
Derivative financial instruments	1.0	3.9	2.1
Cash and cash equivalents	114.5	267.2	194.6
	380.4	526.1	426.9
Assets held for sale	18.8	0,0	0,0
TOTAL ASSETS	969.1	1,091.0	983.3



Liabilities

(in € million)	31/12/2012	31/12/2011	31/12/2010
Shareholders' equity			
Ordinary shares	25.2	25.2	25.1
Share premium	78.1	103.2	102.1
Treasury shares	(2.0)	(1.8)	(0.7)
Cumulative translation adjustments	26.0	34.8	24.9
Fair value and other reserves	2.3	(3.7)	3.1
Group consolidated reserves	263.4	246.2	185.3
Minority interest in equity	2.7	2.7	1.4
Total shareholders' equity	395.7	406.6	341.2
Liabilities			
Non-current liabilities			
Financial debt	212.8	101.2	327.7
Other non-current financial liabilities	4.9	5.3	6.1
Deferred grants related to assets	53.4	47.3	25.5
Deferred income tax liabilities	75.1	71.0	60.0
Pensions and other long-term employee benefits	8.9	10.3	9.9
Provisions	31.5	33.1	35.0
	386.6	268.2	464.2
Current liabilities			
Trade and other payables	152.9	162.3	156.2
Income tax payable	5.7	6.6	8.1
Financial debt	4.7	237.8	2.3
Derivative instruments	1.0	1.2	1.8
Pensions and other long-term employee benefits	1.1	1.1	1.0
Provisions	6.3	7.2	8.5
	171.7	416.2	177.9
Liabilities associated with assets held for sale	15.1	0,0	0,0
TOTAL LIABILITIES AND EQUITY	969.1	1,091.0	983.3



Statement of changes in equity

	Number		Owners	of the parer	nt company			
(in € million)	Number of shares making up the capital	Share capital	Share premium	Reserves	Profit for the period attributable to equity	Total	Non- controlling interests	Share- holders' equity
Balance at 31 December 2009	24,684,093	24.7	92.5	152.3	36.3	305.8	1.0	306.8
Appropriation of 2009 earnings		-	-	36.3	(36.3)	-	-	0.0
Employee stock option plans (value of employee services)		-	-	1.4	-	1.4	-	1.4
Payment of dividend in shares	410,647	0.4	8.9	(9.3)	-	0.0	-	0.0
Capital increase by exercise of stock options	31,100	-	0.7	-	-	0.7	-	0.7
Dividend paid		-	-	(7.4)	-	(7.4)	-	(7.4)
Purchase/Sale of treasury shares		-	-	(0.4)	-	(0.4)	-	(0.4)
Total comprehensive income		-	-	-	39.7	39.7	0.4	40.1
Balance at 31 December 2010	25,125,840	25.1	102.1	172.9	39.7	339.8	1.4	341.2
Appropriation of 2010 earnings		-	-	39.7	(39.7)	-	-	0.0
Employee stock option plans (value of employee services)		-	-	1.6	-	1.6	-	1.6
Capital increase at Amco-Saft India Ltd.		-	-	-	-	-	1.1	1.1
Capital increase by exercise of stock options	49,005	0.1	1.1	-	-	1.2	-	1.2
Dividend paid		-	-	(17.6)	-	(17.6)	-	(17.6)
Purchase/Sale of treasury shares		-	-	(1.1)	-	(1.1)	-	(1.1)
Total comprehensive income		-	-	-	80.0	80.0	0.2	80.2
Balance at 31 December 2011	25,174,845	25.2	103.2	195.5	80.0	403.9	2.7	406.6
Appropriation of 2011 earnings		-	-	80.0	(80.0)	-	-	0.0
Employee stock option plans (value of employee services)		-	-	1.3	-	1.3	-	1.3
Dividend paid		-	(25.1)	(18.0)	-	(43.1)	-	(43.1)
Purchase/Sale of treasury shares		-	-	(0.2)	-	(0.2)	-	(0.2)
Total comprehensive income		-	-	-	31.1	31.1	-	31.1
Balance at 31 December 2012	25,174,845	25.2	78.1	258.6	31.1	393.0	2.7	395.7