



## Saft Groupe SA reports sales for Q3 2013

**Paris, October 24, 2013** – Saft, leader in the design, development and manufacture of advanced batteries for industry, announces its sales for the third quarter of 2013 ended September 30.

### Q3 sales highlights

- Q3 sales of €153.2m, an increase of 15.7% YoY as reported and an increase of 20.4% at constant exchange rates and perimeter\*.
- YTD sales of €438.1m, an increase of 3.6% as reported and of 5.5% at constant exchange rates and perimeter\*.
- Full year sales and profitability guidance confirmed.

\* 2012 sales on the basis of comparable scope correspond to sales reported in 2012 adjusted for sales of the Small Nickel Battery ("SNB") business sold on June 28, 2013 and services invoiced to Johnson Controls Inc. in 2012 to support the Nersac lithium-ion production unit which Saft purchased on January 1, 2013, amounting to €10.5m and €1.2m respectively for Q3 2012 and to €32.3m and €3.8m respectively for the first nine months of 2012.

John Searle, Chairman of the Management Board, commented: *"I am delighted with the strong growth in Q3 which illustrates the potential of the Company. The commercial successes from the half year generated the strong performance in Q3, notably in our Industrial Battery Group. Over half of the growth in IBG came from increased sales of Li-ion batteries whilst higher demand for nickel batteries and the sales of electrodes to Arts Energy (ex-SNB) contributed the rest of the growth.*

*The Specialty Battery activity had growing sales in Q3 due to favourable comparables. The rapid increase in sales of Li-ion telecom batteries led to record levels of production in the Jacksonville factory in Q3. Whilst sales to the renewable energy storage market are unlikely to grow in 2013, we are close to a number of contract signatures which will generate increased sales in 2014.*

*As a result, I can confirm that Saft expects to meet full year sales and profitability guidance of approximately €630m sales and €90-95m EBITDA in 2013."*



## Third quarter sales by product line

In € million			Growth in %	
Product line	Q3 2013	Q3 2012*	At actual exchange rates	At constant exchange rates
IBG	90.5	69.7	29.8%	35.8%
SBG	62.7	62.7	0%	3.5%
<b>Total</b>	<b>153.2</b>	<b>132.4</b>	<b>15.7%</b>	<b>20.4%</b>

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Sales figures are at actual exchange rates.

Euro/dollar average exchange rate in Q3 2013 was €1 to \$1.32 compared with €1 to \$1.25 in Q3 2012.

## Year to date sales by product line

In € million			Growth in %	
Product line	YTD 2013	YTD 2012*	At actual exchange rates	At constant exchange rates
IBG	250.4	221.4	13.1%	15.4%
SBG	187.7	201.4	(6.8)%	(5.3)%
<b>Total</b>	<b>438.1</b>	<b>422.8</b>	<b>3.6%</b>	<b>5.5%</b>

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Sales figures are at actual exchange rates.

Average exchange rate YTD September 2013 was €1 = \$1.32, compared with €1 = \$1.28 YTD September 2012.

## Industrial Battery Group (IBG)

Sales during the quarter were €90.5m which represents growth of 35.8% at constant exchange rates and perimeter. YTD IBG sales have grown by 15.4%.

The key driver for this growth in Q3 was the stationary back-up power market where sales grew by 53.9% at constant exchange rates and perimeter.

Sales of nickel telecom batteries to US operators remained very strong and Q3 saw the first high volume deliveries of Evolion® Li-ion telecom batteries to India. In addition the industrial stand-by activity saw excellent sales growth in Q3 helped by the timing of contract deliveries, notably to the Middle East, and a favourable base of comparison.

Sales of Li-ion batteries to the power utilities for energy storage were stronger in Q3 and are year-to-date at the same level as 2012. Full-year sales to the renewable energy storage market are unlikely to grow in 2013.



The transportation market had sales growth of 3.2% at constant rates. Both the rail and the aviation activities performed well during the quarter. This growth was well distributed between Asia, Europe and North America.

Following the sale of the SNB activity at the end of H1, the contract to supply the new company with electrodes generated the expected level of sales.

### Specialty Battery Group (SBG)

The SBG activity returned to growth in Q3. Sales totalled €62.7m, growth of 3.5% at constant exchange rates. YTD, the sales are down 5.3%.

Sales in the civil electronics market grew by 6.8% during the third quarter. Strong growth in Asia and new business developing in Europe offset the weakness in the US metering market, whilst the activity benefitted from a favourable base of comparison during Q3 2013.

The space & defence activity saw sales 2.2% lower than prior year during Q3. During the quarter, space battery sales were nevertheless strong in the US. Within the defence activities, the growth of sales of Li-ion batteries offset some weakness seen in other defence applications.

### Financial calendar

2013 FY sales and results

February 18, 2014

#### **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 3,800 employees present in 18 countries, its 15 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](http://www.saftbatteries.com)

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