

RIBER

Press release

2016 REVENUES: RESUMPTION OF GROWTH

- Full-year growth in line with targets, up +29%
- Strong revenue growth for the fourth quarter of 2016: +63%
- Transition year in 2016 marked by a resumption of investment by industrial firms
- Strong development of the order book: +49% at end-2016, driven by the cells and sources business

Bezons, January 30, 2017 – 5:45 pm – RIBER, a market-leading equipment manufacturer for semiconductor materials, is today reporting its full-year revenues for 2016.

Business developments

Revenues (€M)	2016	2015	Change
1st quarter	1.4	2.7	-48%
2nd quarter	5.6	3.0	87%
3rd quarter	1.1	2.0	-45%
4th quarter	8.3	5.1	63%
Full-year	16.5	12.8	29%

Revenues (€M)	2016	2015	Change
Systems	8.8	6.1	45%
Services and accessories	4.6	4.2	10%
Cells and sources	3.0	2.5	21%
Full-year	16.5	12.8	29%

Full-year revenues for 2016 climbed to €16.5 million, up 29% year-on-year. This strong growth in revenues reflects the contribution by each business line compared with the previous year. In the fourth quarter of 2016, revenue growth accelerated to 63%.

MBE systems revenues are up 45% to €8.8 million. They reflect the improvement in the product mix in relation to the previous year, with five research systems delivered in 2016, versus nine in 2015, but two production systems delivered in 2016, compared with zero for 2015.

Revenues for services and accessories totaled €4.6 million, up 10%, following on from the commercial actions rolled out over the past few years.

The cells and sources business generated €3.0 million in revenues, achieving 21% growth, thanks primarily to the resurgence of interest in RIBER's solutions for applications in diverse fields: screens, OLED technology, photovoltaic and other specific industrial applications.

Change in the order book and outlook for 2017

Order book (€M - at December 31)	2016	2015	Change
Systems	5.5	9.1	-39%
Services and accessories	3.7	2.4	53%
Cells and sources	8.8	0.6	1358%
Full-year	18.0	12.1	49%

The order book at December 31, 2016 shows strong growth, up 49% from December 31, 2015 to €18.0 million. This order book does not include the order for a research system in the US announced in January 2017. This progress primarily reflects the increase in orders for cells and sources.

The systems order book at December 31, 2016 came to €5.5 million, contracting as a result of increased competition on research systems. It includes two research systems and two production systems.

The services and accessories order book is up 53% to €3.7 million. This performance highlights the strong appeal of RIBER's solutions, which are attracting a growing number of customers looking for differentiating, high value-added services.

The very strong growth in the cells and sources order book factors in RIBER's recent successes, securing major contracts to supply sources for the photovoltaic and screen industries. These sectors offer major opportunities for RIBER to grow its business. However, Riber is still dependent on the timeframes for equipment to be deployed in customers' facilities and, in this context, is not in a position to provide estimates for the impacts of these opportunities.

Considering the make-up of this order book at December 31, 2016, and the outlook for orders to be delivered in 2017 for systems, services and accessories, the Company is forecasting revenue growth of at least 30% for 2017 compared with 2016.

Cash

Following the savings plan launched in 2015, and the significant deposits received on the orders recorded in the fourth quarter, net cash represented €2.5 million at December 31, 2016.

ABOUT RIBER:

Riber designs and produces molecular beam epitaxy (MBE) systems as well as evaporation sources and cells for the semiconductor industry. This high-tech equipment is essential for the manufacturing of compound semiconductor materials and new materials that are used in numerous consumer applications, from new information technologies to OLED flat screens and next-generation solar cells.

Riber recorded €16.5 million in revenues for 2016, with 89 employees at the end of 2016. The company is ISO9001 certified. Riber is listed on Euronext Paris (Compartment "C") and is part of the CAC Small, CAC Technology and CAC T. HARD. & EQ indices. Riber is eligible for SME share-based savings schemes.

ISIN: FR0000075954 - RIB

Reuters: RIBE.PA

Bloomberg: RIB: FP

BPI France-approved innovative company

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