

RIBER

Press release

€12.8 million in revenues for 2015

Bezons, January 28th, 2016 – 5:45 pm – RIBER, the global molecular beam epitaxy (MBE) specialist, is reporting €12.8 million in revenues for 2015, down 23% following the sharp contraction in its markets. Nevertheless, the order book at end-2015 shows a clear upturn, up 103% from the end of 2014 to €12.1 million.

In a market that is at a cyclical low, RIBER recorded a drop in business in 2015, for the second consecutive year, linked primarily to the MBE market's significant contraction over the past two years. In this environment, and despite very strong competitive pressure, RIBER has maintained its market shares by focusing its commercial actions on R&D customers, the Company's traditional core business.

Business developments

Revenues (€M)	2015	2014	Change
1st quarter	2.7	1.8	+51%
2nd quarter	3.0	3.0	-2%
3rd quarter	2.0	4.3	-54%
4th quarter	5.1	7.4	-32%
Full-year	12.8	16.6	-23%

Revenues (€M)	2015	2014	Change
Systems	6.1	9.3	-35%
Services and accessories	4.2	6.1	-31%
Cells and sources	2.5	1.1	+123%
Full-year	12.8	16.6	-23%

2015 was marked by significant fluctuations in MBE system sales, with the majority of orders booked in the second half of the year. Over the full year, nine R&D systems were delivered and invoiced, including four in the fourth quarter, compared with a total of 11 for the whole year in 2014.

Sales of services and accessories (€4.2 million) are down 31% from 2014, which included a major sale for the full reconfiguration of a production system in France (€1.2 million). Restated for this order, revenues would be down 13% compared with 2014. The contraction in volumes has been mitigated by the redeployment of the range of services and accessories on the Company's leading customers, as well as the diversification and strengthening of the range of solutions offered following the acquisition of MBE Control Solutions in the United States.

Sales of cells and sources are growing strongly, thanks to the development efforts made, making it possible to further strengthen and diversify the offering and the range of cells available.

At December 31st, 2015, the breakdown of RIBER's revenues was as follows: 45% for Europe, 35% for Asia, 10% for North America, and 10% for other continents (primarily South Africa and New Zealand).

Change in the order book and outlook

Order book (€M - at December 31st)	2015	2014	Change
Systems	9.1	4.0	+125%
Services and accessories	2.4	1.2	+101%
Cells and sources	0.6	0.7	-20%
Full-year	12.1	6.0	+103%

In the fourth quarter of 2015, RIBER's order levels continued to improve, thanks to two research MBE systems ordered in Germany and the US, and one production MBE system order in China, with this last order announced on January 18th.

At December 31st, 2015, the order book represented €12.1 million, up 103% from the end of 2014, including seven systems to be delivered in 2016, with two production systems, for a total of €9.1 million, up 125%, as well as orders for services, cells and accessories (€3.0 million, up 58%).

RIBER is confirming its forecast for 2015 earnings to come in lower than 2014. Net cash at end-2015 was positive, with €0.1 million (€2.0 million at end2014), an improvement compared with the end of June 2015 (-€0.1 million).

Business is expected to pick up again in 2016 thanks to the improvement in RIBER's commercial activity over the second half of 2015, as confirmed with its order book building back up again.

2015 full-year earnings will be released on March 31st, 2016 (before start of trading).

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 new-generation solar cells.

Riber recorded €12.8 million in revenues for 2015, with 93 employees at the end of 2015. The company is ISO9001 certified. Riber is listed on Euronext Paris (Compartment "C") and is part of the CAC Small, CAC Mid & 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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