



General presentation

May 2021

RIBER

1. PROFILE

2. VALUE PROPOSITIONS

3. 2020 FULL-YEAR EARNINGS

4. OUTLOOK

5. STOCK MARKET



Riber plays an integral role in the semiconductor industry

- **Specialist for systems producing semiconductor alloys and depositing complex materials in ultra-thin layers**
 - Global market leader for molecular beam epitaxy (MBE)
 - Groundbreaking technologies: evaporators for production of next-generation solar cells, OLED displays and new generation microprocessors
- **Leading-edge technological expertise in the nanotechnology**
 - Numerous key innovations in MBE
 - Partnerships with universities and industrial firms
- **Efficient industrial facilities**
 - 3,500 sq.m plant in Bezons (France), with a 1,000 sq.m clean room
 - Design and assembly of machines & components
 - Parts outsourcing and procurement

RIBER

- **Over 50 years of experience**
- **Around 750 machines in operation**
- **More than 90% of revenues generated abroad**
- **120 employees at end of 2020**



Riber machines and equipment to develop very high-performance semiconductor systems

MAIN INDUSTRIAL FIELD OF APPLICATION



High-frequency electronics

- Terrestrial telecommunications (5G, 4G, wifi)
- Satellites (transmitting-receiving antennae)
- Smartphones, tablets, etc



Optoelectronics

- Terrestrial (FTTH, LAN) and submarine (long-haul) fiber optic networks
- Laser cutting
- Laser passivation
- LIDAR



Sensors

- Night vision
- Magnetism
- Infrared, UV (thermography, medical, vegetation mapping)



Displays

- CIGS alloy photovoltaic cells: electrical energy production
- OLED TV, tablet and smartphone screens
- OLED lighting and signals

1. PROFILE

2. VALUE PROPOSITIONS

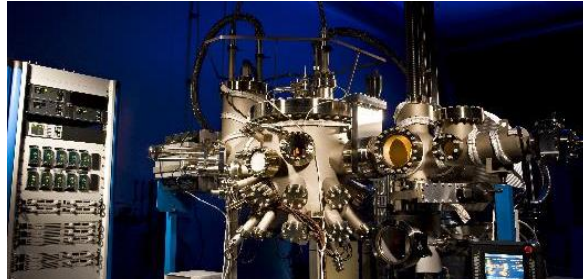
3. 2020 FULL-YEAR EARNINGS

4. OUTLOOK

5. STOCK MARKET



Value propositions



Research laboratories: MBE

Client needs

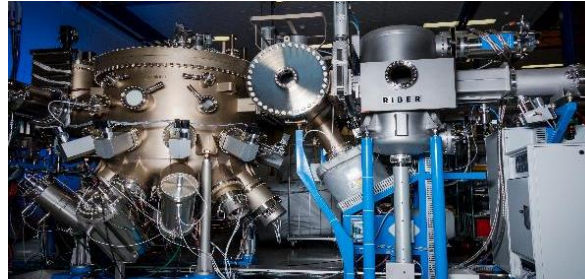
Growth of semiconductor alloy crystals with MBE

Riber's solutions

Market's widest range of solutions for processes (types of alloys) and numbers of sources

Riber's market share* 45%

* Market shares last 5 years



Industrial company: MBE

Client needs

Manufacturing of semiconductor alloy epitaxy wafers with MBE

Riber's solutions

Market's largest range for treatment capacity and processes

Riber's market share* 80%

* Market shares last 5 years



Industrial company: Evaporators

Client needs

Manufacturing of machines for depositing thin films of materials

Riber's solutions

Industrial evaporators for large areas (multiple sq.m) adapted for their machine

Riber's market share n.a.

A limited competition with strong barriers to entry

Global base of leading clients...

Research

Universities or research centers covering semiconductors and/or electronics (MBE)

324 customers
in 38 countries



Around 630
MBE
machines in
operation

Production

Electronic component manufacturers (MBE)

44 customers
in 10 countries



Around 120
MBE
machines in
operation

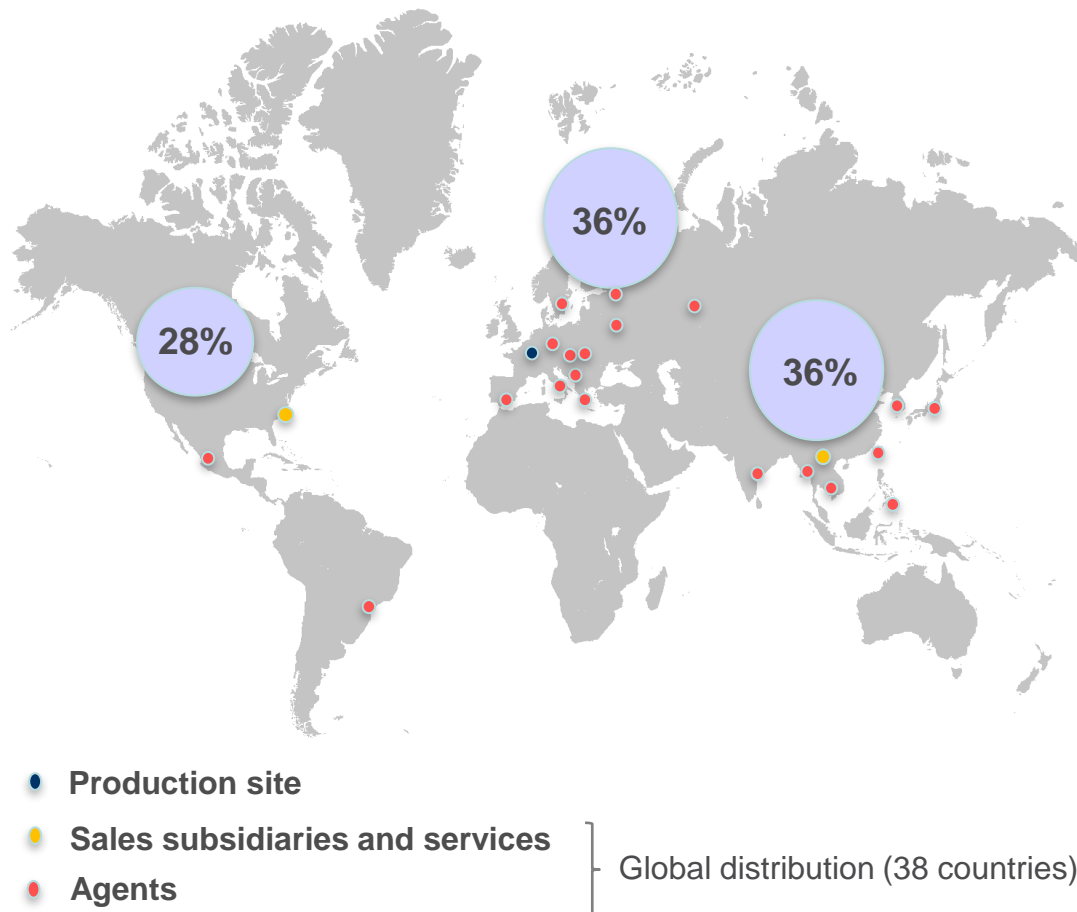
Thin film deposition manufacturers (evaporators)
9 customers in 4 countries



Over 2,000
evaporators in
operation

... with recurrent revenues for services and accessories

■ Breakdown of Riber's installed MBE machines



Captive markets

- Technical and scientific support
- Improvement of performance levels (components) and ergonomics (automation and software)
- Fitting of new components or replacement of obsolete components
- Preventative or remedial maintenance operations

1. PROFILE

2. VALUE PROPOSITIONS

3. 2020 FULL-YEAR EARNINGS

4. OUTLOOK

5. STOCK MARKET

R Consequences of the COVID-19 pandemic

- R** Quick organizational adaptation and rigorous cost management to minimize the impact of the health crisis
- R** Respect of the production plan and delivery to customers on time
- R** Longer decision-making times for customers to take new orders

R Difficulties in obtaining export licenses from the French authorities

- R** Refusal of several licenses for Chinese customers in particular, for a total amount of € 13 million
- R** Impact on revenues achievable in 2020 and on the order book at December 31, 2020.

R Focus on high potential markets

- R** Maintaining a significant R&D effort
- R** Closure of the subsidiary in South Korea

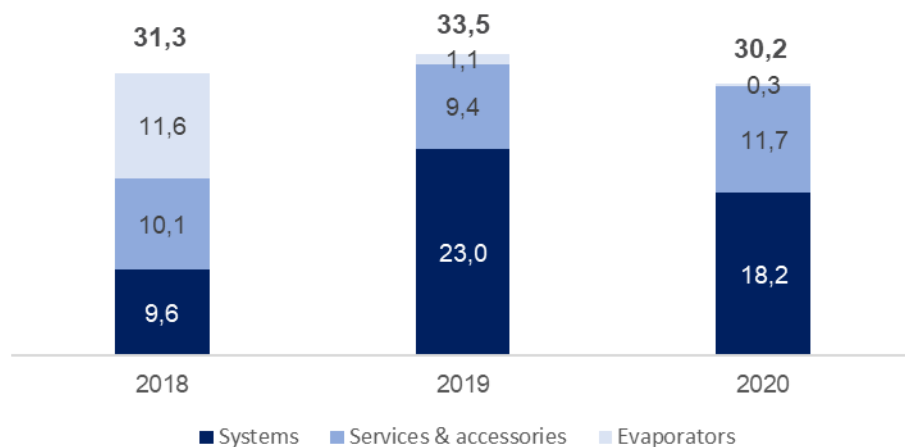
R Subscription of 2 government-backed loans in 2020 for a total amount of € 8 million to deal with the crisis

- R** Loans repayable from 2022 over a period of 4 years.

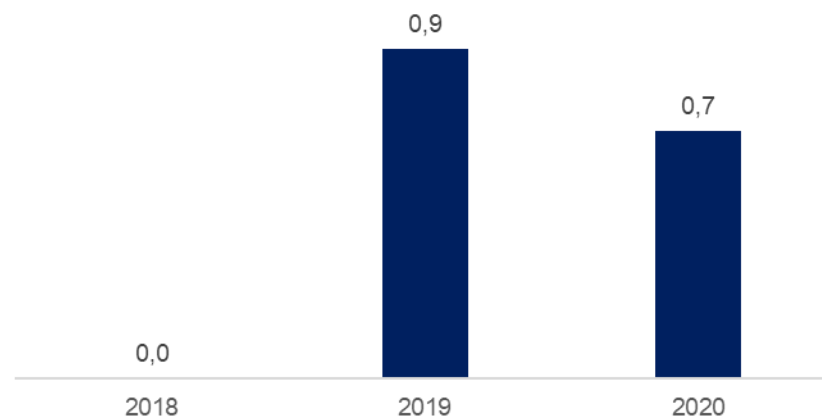
R Transfer of the Riber share listing market from Euronext Compartment C to Euronext Growth in September

Positive full-year earnings for 2020 (€m)

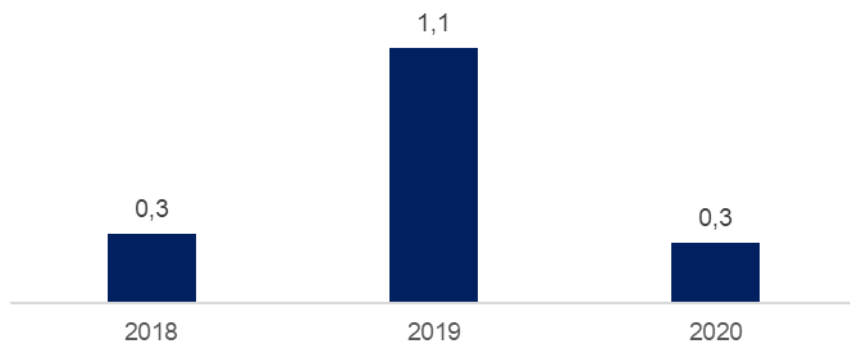
MIX-PRODUCT



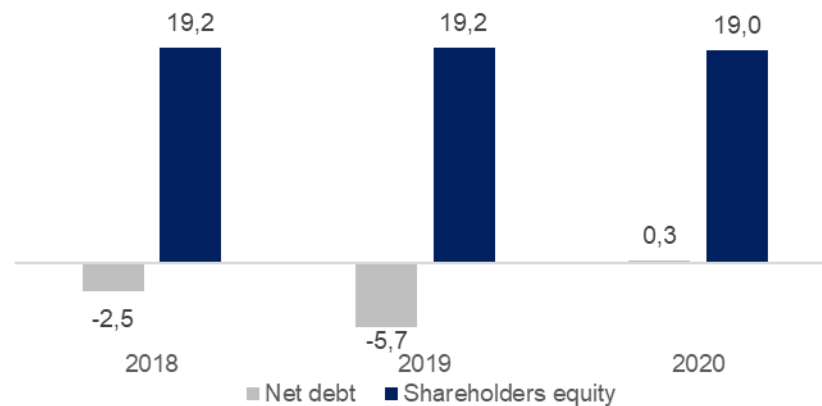
OPERATING INCOME



NET INCOME



FINANCIAL STRUCTURE

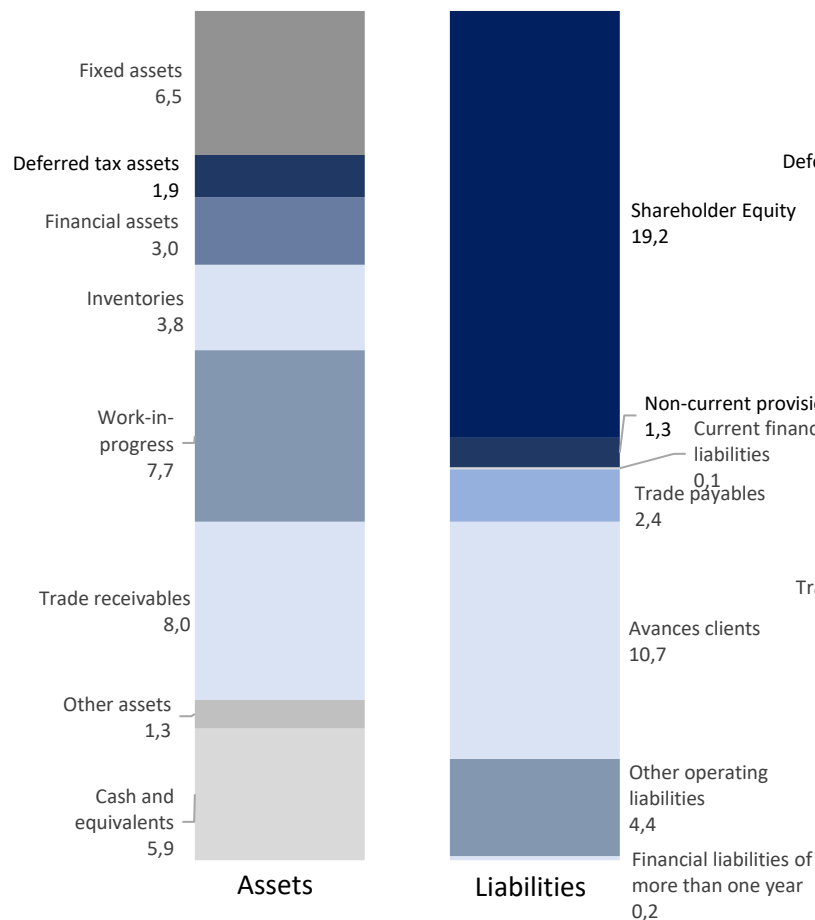


Simplified income statement

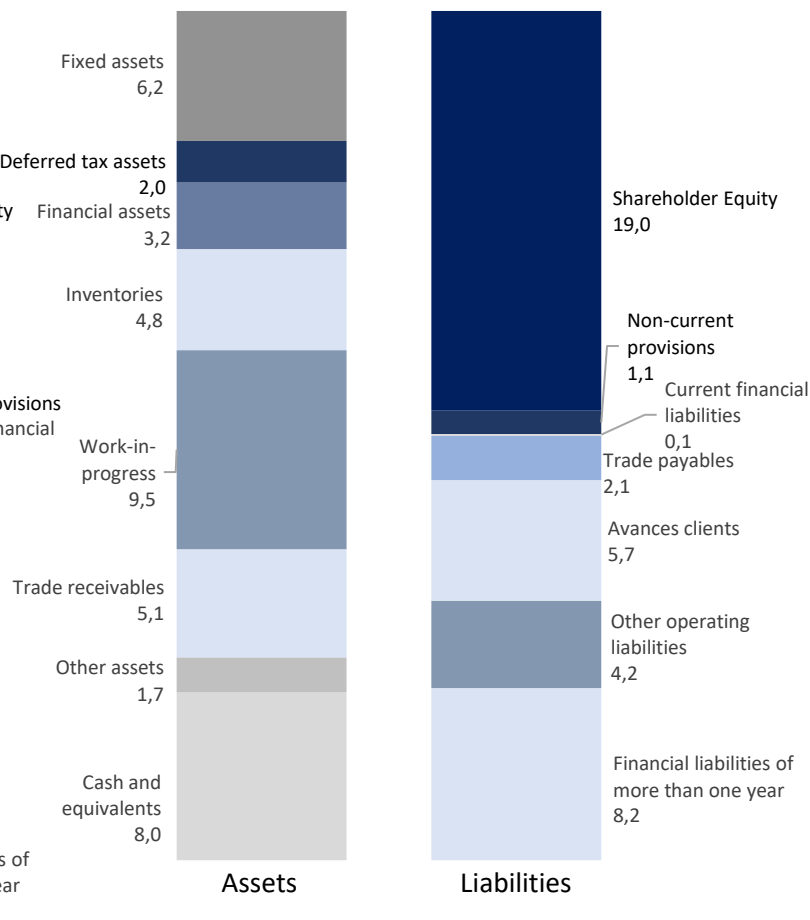
(en M€ - normes IFRS)	2020	2019	△	2018
Revenues	30,2	33,5	-10%	31,3
Sytems	18,2	23	-21%	9,6
Evaporators	0,3	1,1	-68%	11,6
Services & accessories	11,7	9,4	25%	10,1
Gross Margin	9,1	9,9	-0,8	11,1
% of revenues	30,1%	29,6%		35,6%
Sales	-3,2	-3,9		-3,8
Research & Development	-2,1	-2,3		-3
of which gross expenditure	-2,8	-2,4		-2,5
of which other items (RTC, IFRS capitalization...)	0,7	0,1		-0,5
Administration	-3,1	-2,9		-4,2
Operating income	0,7	0,9	-0,2	0
% of revenues	2,3%	2,7%		0,0%
Net income	0,3	1,1	-0,8	0,3
% of revenues	0,9%	3,3%		1,0%

Consolidated balance sheet

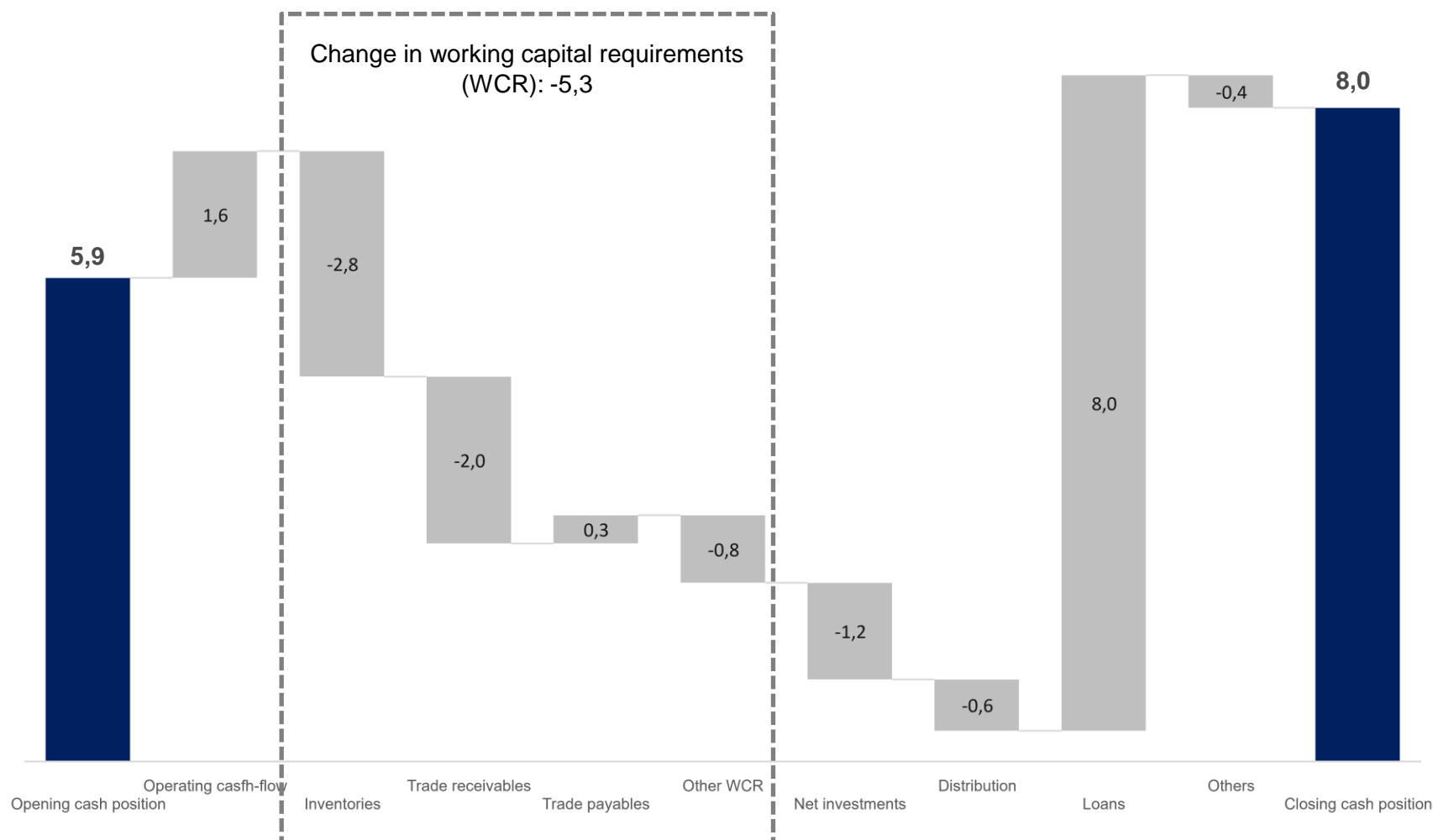
Balance sheet at December 31, 2019
€38.2 m



Balance sheet at December 31, 2020
€40,4 m



Change in the cash position at December 31, 2020



Distribution per share	0.03 €
Share price at April 30, 2020	1.776 €
Yield	1.6 %

- **Cash distribution, taken from the issue premium**
- **Payment on July 7, 2021**

1. PROFILE
2. VALUE PROPOSITIONS
3. 2020 FULL-YEAR EARNINGS
- 4. OUTLOOK**
5. STOCK MARKET

■ Q1 activity not significant of the annual trend

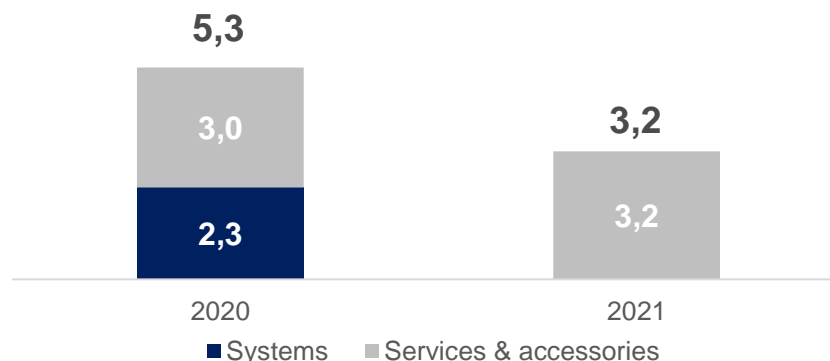
- Delivery cycle for systems on order for 2021 focused on the second part of the year
- Favorable trend for the services and accessories activities

■ Gradual resumption of system orders

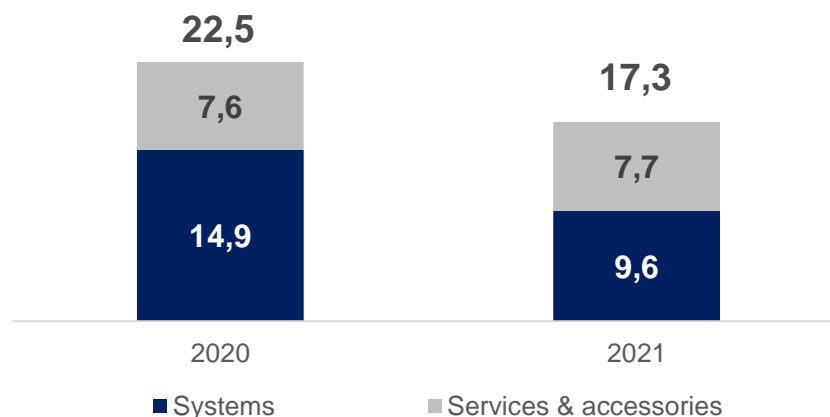
- 2 additional orders recorded in the first quarter
- Persistent difficulties in finalizing certain contracts in Asia, subject to the granting of export licenses from French Authorities
- Production MBE Business opportunities in optoelectronic activities

■ Continued growth in services and accessories activities

2021 first-quarter revenues
(€m)



Order book
at March 31, 2021 - €m



RESEARCH LABORATORIES

- Maintain the market share target > 60%
- Further strengthen competitive advantages
- Continue innovating: Dream MBE
- Develop new processes through partnerships with laboratories

INDUSTRIAL FIRMS

- MBE: prepare the new markets through demonstrator's supply
- Evaporators: development of a next-generation linear evaporator for future applications
- Passivation for opto-electronics: development of a technological platform through BtoB partnerships

SERVICES AND ACCESSORIES

- Increase revenues to more than 40% of consolidated revenues
- Marketing investments to promote offers
- Strengthen the commercial coverage of our customers
- Identify new attractive products and services through innovation

MAIN STRATEGIC PROJECTS IN 2020

MBE SYSTEMS

- MBE8000: production and development of the multi wafer reactor, the first copy of which was delivered in March 2021
- Development of a product line dedicated to the passivation of optoelectronic components, integrating a blend of RIBER and partner technologies
- Study on the design and development of a new generation 300 mm reactor

EVAPORATORS

- Continued testing of new materials and design of a medium temperature linear evaporator to expand the field of applications

COLLABORATIVE PROJECTS

- IMEC: antimonide alloys for the production of high-performing LIDAR (MBE 49)
- Intelli EPI: VCSEL component for datas com (MBE8000)
- CNRS CRHEA: nitride alloys for power transistors, UV-V diodes and MicroLEDs (MBE 49 GaN)

- **Recognized leadership**
 - High level of technological requirements
 - The information technology end-markets
- **Sound development potential**
 - Strong opportunities in the short and medium term
 - Increased value creation potential with new industrial applications
 - Agile and very responsive organization
 - Strongly international dimension
- **Ambition: enhance the strategic fields for Riber's solutions for the semiconductor industry**

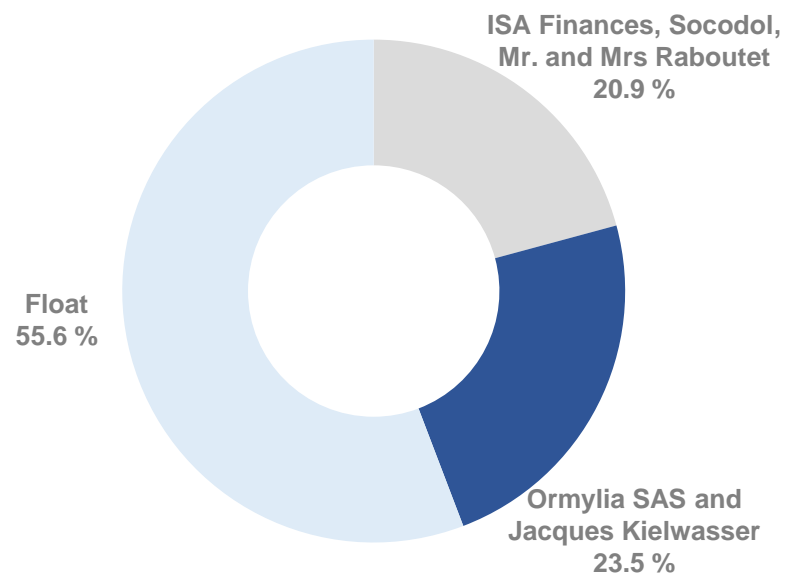


1. PROFILE
2. VALUE PROPOSITIONS
3. 2020 FULL-YEAR EARNINGS
4. OUTLOOK
- 5. STOCK MARKET**

- R Listing market:**
Euronext Paris since 2000
- R Indexes:**
EN GROWTH ALLSHARE,
EN TECH CROISSANCE
- R ISIN:** FR0000075954
- R Ticker:** ALRIB
- R Bpifrance approval**
FCPI French innovation
mutual fund status
- R Share price:**
€1.535 (at December 31, 2020)
- R Market capitalization:**
€33m (at December 31, 2020)



Shareholders structure at December 31, 2020





RIBER

40 years
of RBE

Questions / Answers