



RIBER

General presentation

June 2020

1. PROFILE

2. VALUE PROPOSITIONS

3. 2019 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

- **40 years of experience**
- **Around 750 machines in operation**
- **More than 90% of revenues generated abroad**
- **122 employees at end of 2019**





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

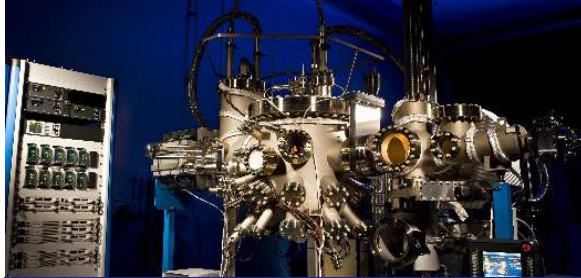
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Value propositions



Research laboratories: MBE

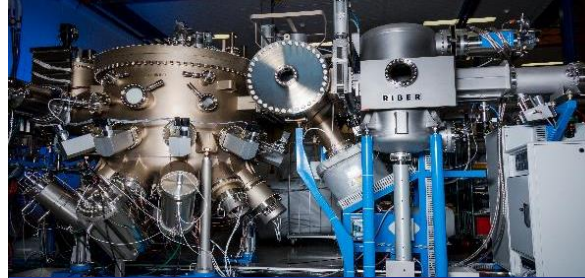
Client needs

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 in 2019: 79%



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 in 2019: 86%



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 in 2019: 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

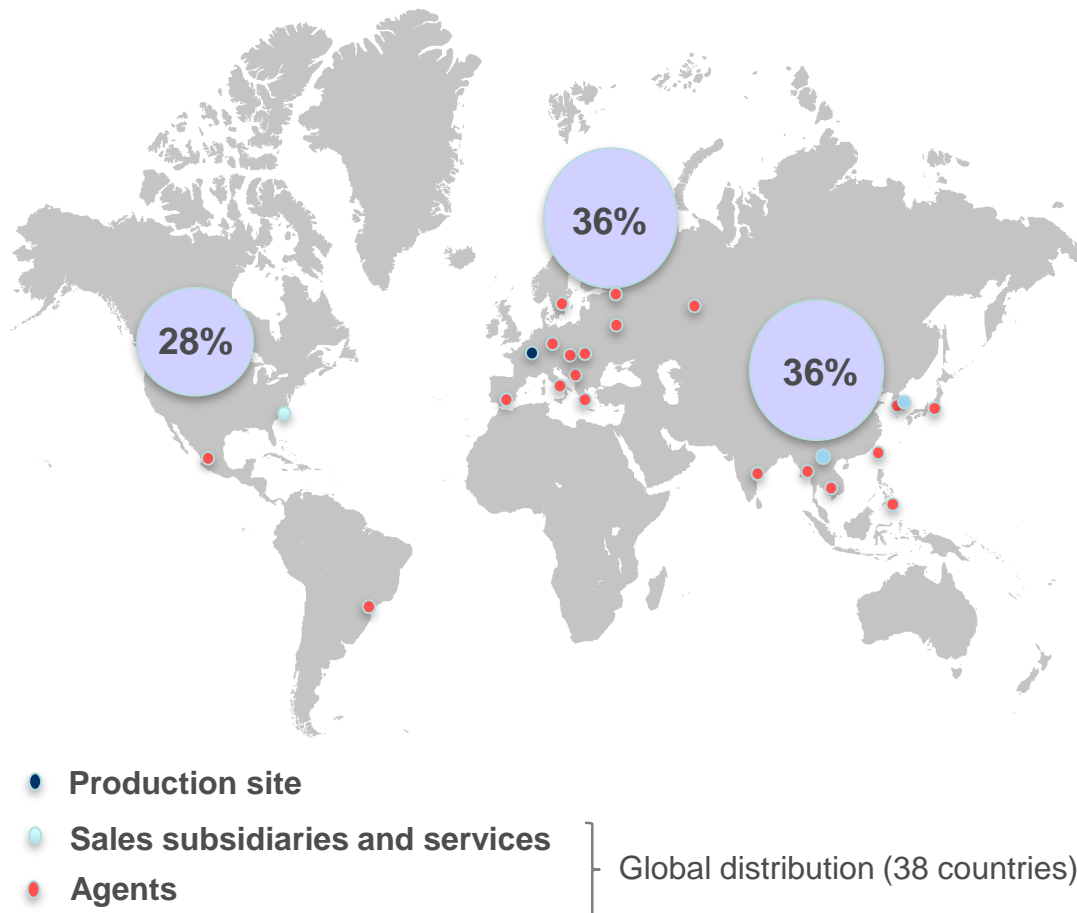
Thin film deposition manufacturers (evaporators)
9 customers in 4 countries



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



Agenda

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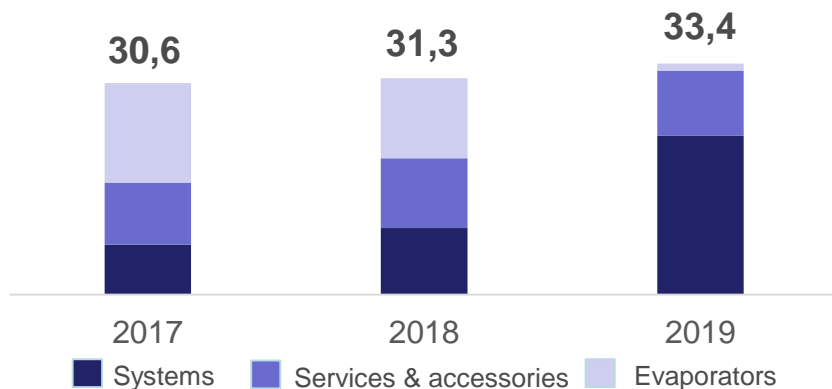
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Key financial information (€m)

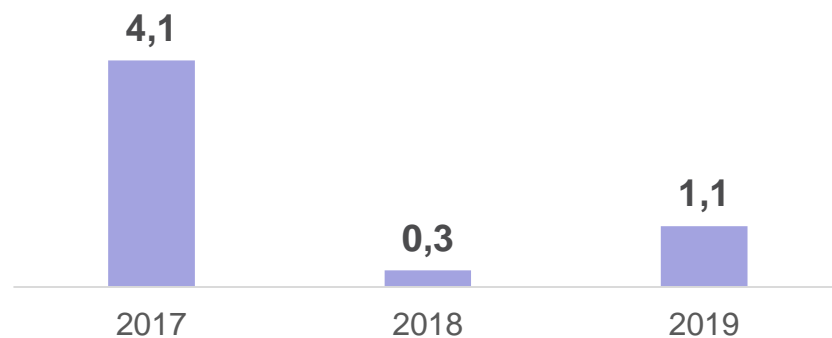
REVENUES



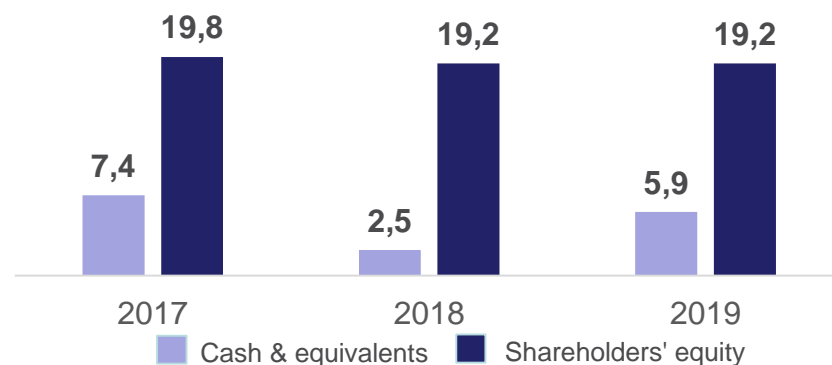
OPERATING INCOME



NET INCOME



FINANCIAL STRUCTURE

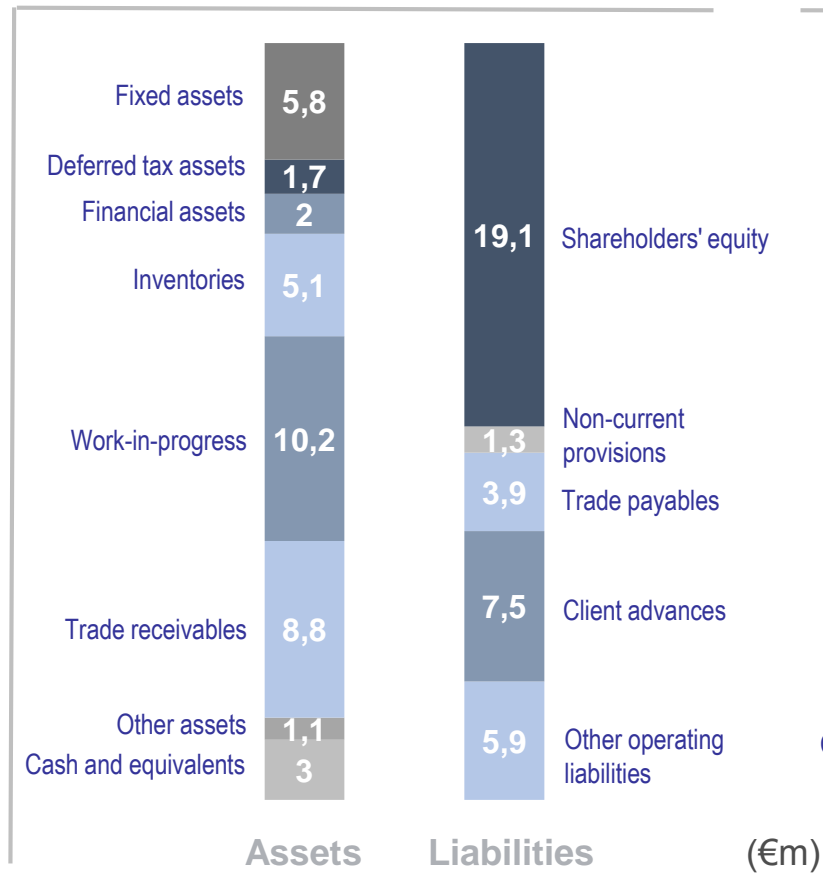


Simplified income statement

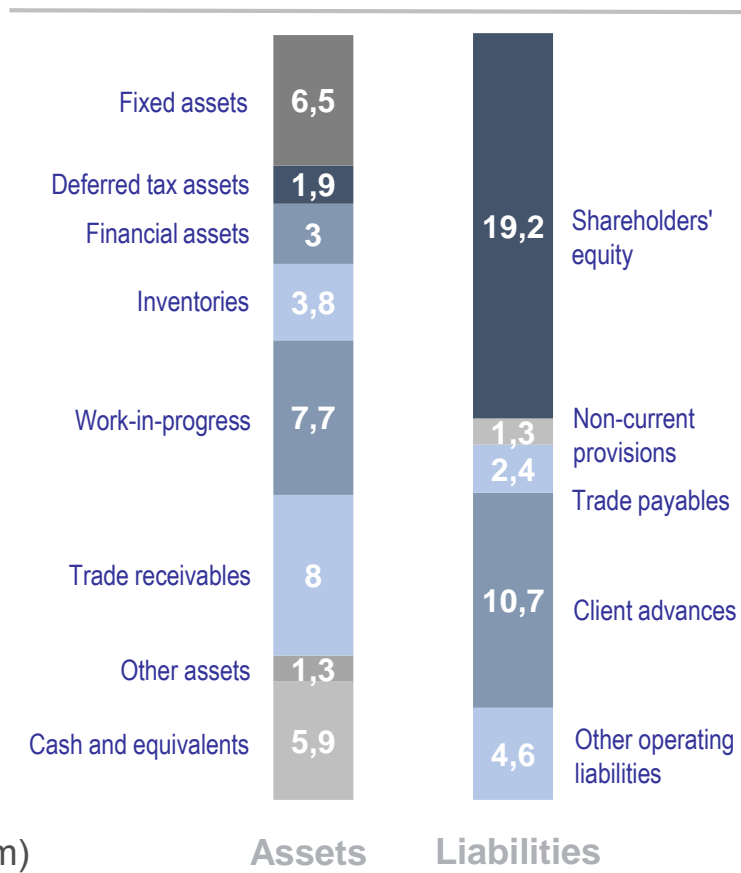
(€m - IFRS)	2019	2018	△
Revenues	33.4	31.3	+ 7%
Systems	23.0	9.6	+ 140%
Evaporators	1.0	11.6	- 91%
Services & accessories	9.4	10.1	- 7%
Gross margin	9.9	11.1	- €1.2 m
en % CA	29.6 %	35.6 %	
Sales	(3.9)	(3.8)	
Research and development	(2.3)	(3.0)	
<i>Of which gross expenditure</i>	(2.4)	(2.5)	
<i>Of which other items (RTC. IFRS capitalization...)</i>	0.1	(0.5)	
Administration	(2.9)	(4.2)	
Income from ordinary operations	0.9	0.1	+ €0.8 m
% of revenues	2.7 %	0.4 %	
Operating income	0.9	0.0	+ €0.9 m
% of revenues	2.7 %	0.0 %	
Net income	1.1	0.3	+ €0.8 m
% of revenues	3.3 %	1.0 %	

Consolidated balance sheet

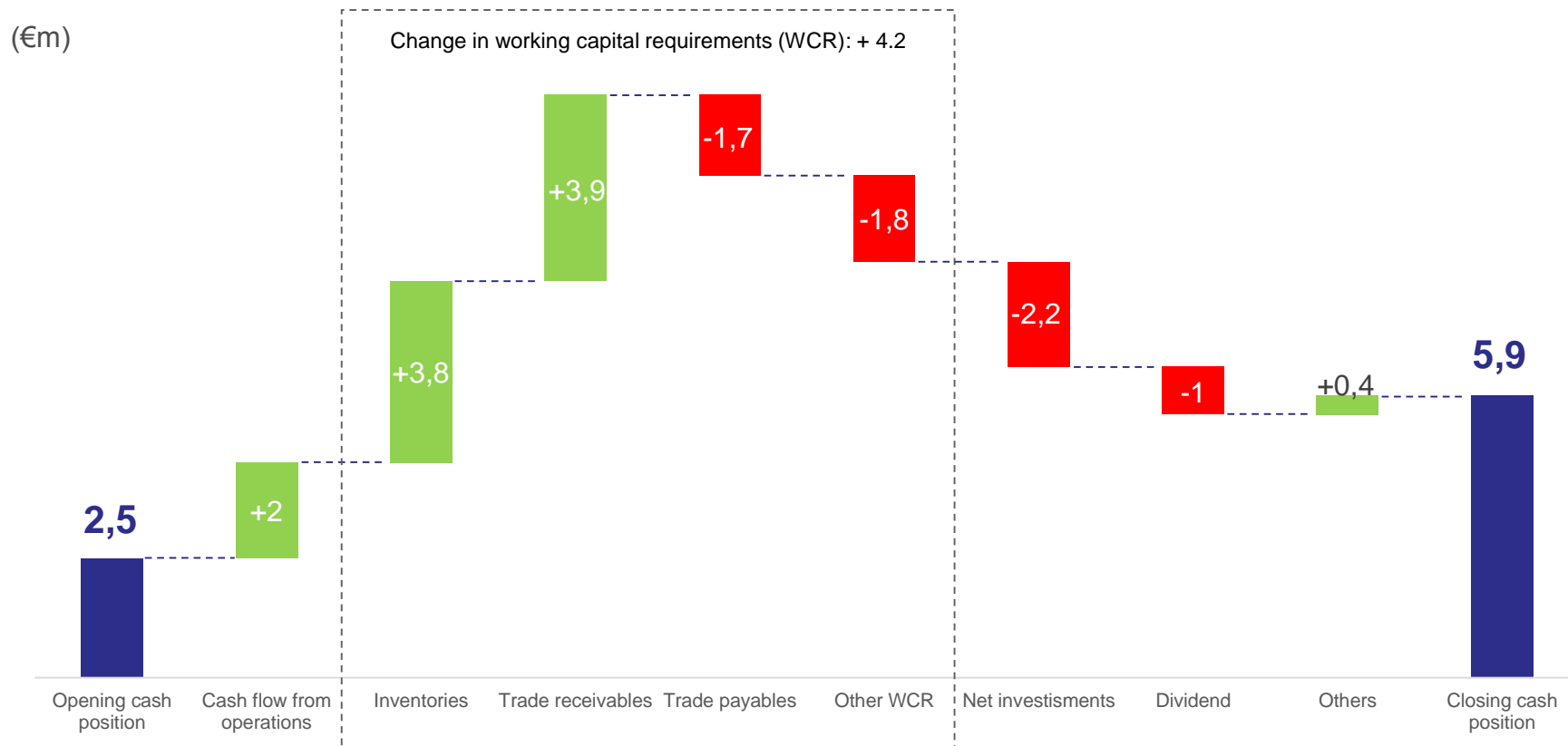
Balance sheet at December 31, 2018
€37.7 m



Balance sheet at December 31, 2019
€38.2 m



Change in the cash position at December 31, 2019



Distribution proposed to the shareholders' meeting

Distribution per share	0.03 €
Share price at June 10, 2020	1.54 €
Yield	1.9 %

■ Cash distribution, taken from the issue premium

■ Payment on June 30, 2020



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Update on the operational situation in the context of the Covid-19 pandemic

■ Quick adaptation of the organization since March in order to minimize the impact of the crisis

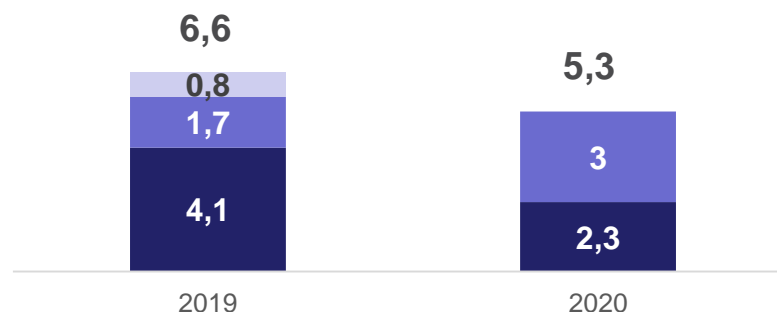
- Ribers has been able to keep almost all staff operational (from home or on site)
- Riber has been able to produce and deliver, while continuing to develop its strategic projects

■ Slowdown in the commercial activity

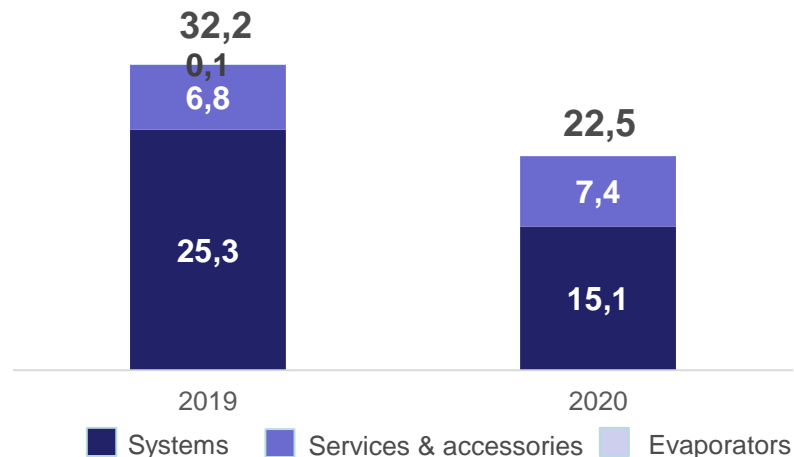
- Certain orders deferred, especially in China, where the 5G market is still very buoyant.
- Good performance of service offerings

■ Cash monitoring and use of some support measures put in place by the public authorities

2020 first-quarter revenues
(€m)



Order book
at March 31, 2020 - €m



RESEARCH LABORATORIES

- Maintain the market share > 60%
- Further strengthen competitive advantages
- Continue innovations and partnerships with laboratories for new processes

INDUSTRIAL FIRMS

- Prepare the new MBE markets through demonstrators' supply
- Develop a next-generation linear evaporator for future applications
- Expand the client portfolio and the applications

SERVICES AND ACCESSORIES

- Increase revenues by 35% within 3 years
- Identify new attractive products through innovation
- Increase the commercial coverage of our clients

CONFIDENCE IN RIBER'S PROSPECTS FOR DEVELOPMENT

MAIN STRATEGIC PROJECTS CARRIED OUT

MBE SYSTEMS

- MBE8000: design and production launch of the reactor in view of its future commercialization
- C21DZ: testing of a new machine for deposition of functional or topological oxide materials
- EZ Curve: Signing of an exclusive operational licensing agreement for a new measuring equipment as part of the "Dream MBE" development program
- Effusion cells improvement with three new models

EVAPORATORS

- Linear medium temperature evaporator to expand the field of applications to other industrial sectors

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

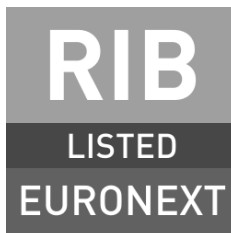
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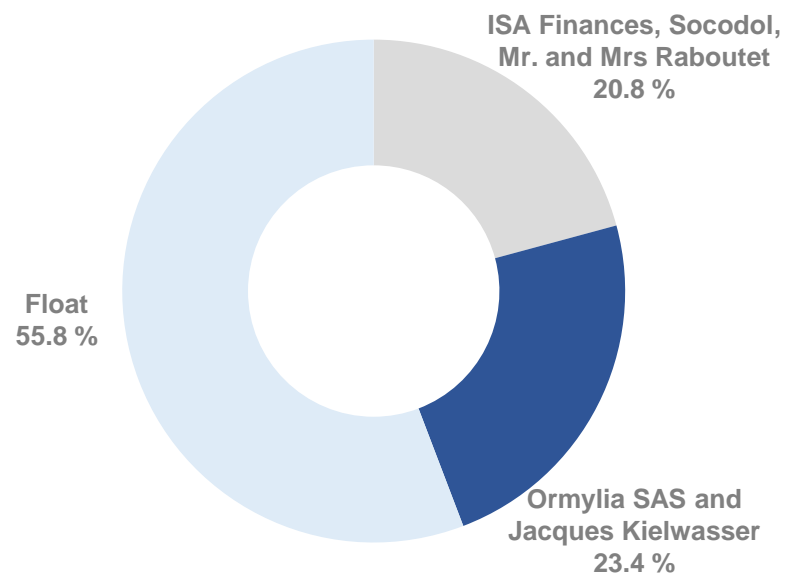
4. OUTLOOK

5. STOCK MARKET

- R Listing market:**
Euronext Paris since 2000
- R Indexes:**
CAC Small, CAC Technology,
CAC T. HARD. & EQ.
- R ISIN:** FR0000075954
- R Ticker:** RIB
- R Bpifrance approval**
FCPI French innovation
mutual fund status
- R Share price:**
€1.54 (at June 10, 2020)
- R Market capitalization:**
€33m (at June 10, 2020)



Shareholders structure at December 31, 2019



Proposed transfer of the listing to Euronext Growth

- Increasing regulatory burden for companies listed on the regulated market Euronext and the additional costs that this generate
- Resolution submitted to the vote of the General Meeting of June 23, 2020 authorizing the transfer of the listing of the Company's securities to the organized Euronext Growth market, more appropriate to the size of the Company
- Expected reduction in certain listing costs, while continuing to benefit from the attractions of the financial markets
- Subject to approval by the General Meeting and the agreement of Euronext, the transfer of RIBER securities to Euronext Growth would be effective during September 2020
- RIBER will continue to provide accurate, precise and fair disclosures, by making public all privileged information concerning the Company



RIBER

Questions / Answers