

RIBER

Press release

Growth in revenues at the end of September 2016

Bezons, October 20, 2016 – 5:45 pm – RIBER, a market-leading equipment manufacturer for semiconductor materials, is reporting €8.1 million in revenues at the end of September 2016, up 5% year-on-year. RIBER is able to confirm its full-year targets in terms of revenue growth and improvements in profitability.

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%
Total for 9 months	8.1	7.7	+5%

Revenues (€M - at September 30)	2016	2015	Change
Systems	3.7	3.4	+9%
Services and accessories	3.3	2.9	+14%
Cells and sources	1.1	1.4	-21%
Total for 9 months	8.1	7.7	+5%

System sales reflect the seasonal trends involved with the delivery schedule, which is traditionally concentrated around the end of the year. Over nine months, sales are up, with two machines billed, including one production unit, compared with five research machines over the same period in 2015.

Strong growth has been achieved with sales of services and accessories thanks to the dynamic commercial approach rolled out, illustrated by the encouraging developments in the United States in particular.

Sales of cells and sources are compared with a high reference basis, which included a major delivery of high-capacity OLED linear cells.

At September 30, 2016, the breakdown of RIBER's revenues was as follows: Asia (50%), North America (26%) and Europe (24%).

Change in the order book and outlook

Order book (€M - at September 30)	2016	2015	Change
Systems	6.4	7.5	-15%
Services and accessories	3.1	2.3	+35%
Cells and sources	1.0	0.7	+43%
Full-year	10.5	10.4	+1%

The turnaround measures rolled out over the year have continued to deliver benefits. In the third quarter of 2016, RIBER received an order for a research system in Asia and further strengthened its range of services and cells.

At September 30, 2016, the order book represented €10.5 million, including six MBE systems to be delivered in 2016, with one production system, as well as strong growth in orders for services, cells and accessories (€4.1 million, up +37% year-on-year). Furthermore, this order book does not include the major Jet Selenium evaporator order for the CIGS photovoltaic industry, announced on October 17.

In view of these elements, RIBER is able to confirm its 2016 revenue target with growth of over 30%, enabling it to achieve a significant improvement in net income compared with 2015.

2016 full-year revenues will be released on Monday January 30, 2017 (after close 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 next-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 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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