

RIBER

Press release

2014 first-half revenues: €4.8 million faced with a significant market downturn

Bezons, July 23rd, 2014 - 5:45 pm - RIBER, the global leader for molecular beam epitaxy (MBE), recorded €4.8 million in revenues for the first half of 2014, including €3.0 million for the second quarter of 2014 (€5.1 million in the second quarter of 2013)

€'000,000	Q2 2014	Q1 2014	Change	H1 2014	H1 2013	Change
Systems	2.1	0	-	2.1	4.8	-55%
Services and accessories	0.8	1.5	-47%	2.3	2.5	-10%
Cells and sources	0.1	0.3	-45%	0.4	0.5	-27%
Total reported revenues	3.0	1.8	+67%	4.8	7.8	-39%
Systems order book	5.5	4.5	+22%	5.5	10.2	-46%
Services and accessories order book	2.1	2.0	+8%	2.1	1.3	+68%
Cells and sources order book	0.4	0.2	+169%	0.4	0.2	+105%
Total order book	8.0	6.6	+21%	8.0	11.7	-31%

As Frederick Goutard, Chairman of the Executive Board, explains: "Faced with a significant market downturn, Riber's management team is highly focused on facing the operational and business challenges. The first half of the year was marked by the adoption of the new Compact 21 DZ, as well as an upturn in orders at the end of the second quarter, confirming Riber's leading position for research markets. However, as these commercial achievements are not expected to offset the sharp contraction affecting industrial markets, our company is rolling out a savings plan in line with the situation, is reducing both manufacturing lead-times and working capital requirements with the introduction of Lean Manufacturing and is further strengthening a determined commercial approach across all its product lines, including OLED".

MBE systems revenues

The MBE Systems business is reporting a reduction in sales for the first half of the year compared with 2013, in view of a very difficult economic context and of a delivery plan focused on the second half of the year. The €2.1 million in revenues corresponds to billing for two research systems. During the first half of the year, RIBER also produced three systems ordered for a total of €3.2 million, which, for contractual reasons, will be delivered and billed during the second half of 2014.

Services, accessories and cells revenues

Sales of services and accessories (€2.3 million) together with sales of cells and sources (€0.4 million) are down 13% for the first half of the year overall compared with 2013, due to the weak level of demand from industrial customers. This contraction has been limited by the development of sales to research centers and laboratories, driving strong year-on-year growth in the order book.

At June 30th, 2014, the breakdown of RIBER's sales was as follows: Europe (71%), North America (17%) and Asia (12%).

Outlook

During the second quarter of 2014, RIBER received an order for four MBE research systems in China, Turkey and South Africa. At June 30th, 2014, the order book represented €8.0 million, including eight systems. An additional order for a research system to be delivered in 2014 was recorded in July and announced on July 15th.

RIBER is moving forward with the implementation of its diversification strategy, signing distribution agreements for thin-film deposition products with complementary technologies to MBE.

First-half earnings and the outlook for the full year will be published on September 26th, 2014 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. The Riber Group recorded €23.5 million in revenues for 2013, with 109 employees at the end of 2013. The company is ISO9001 certified. Riber is listed on NYSE-Euronext Paris, Compartment "C", and is part of the CAC Small, CAC Mid & Small, CAC Technology and CAC T. HARD. & EQ indices. Riber is one of the best-rated companies in the Gaïa-index, the leading SRI index for French mid-caps. Riber is eligible for SME share-based savings schemes.



ISIN: FR0000075954 - RIB
Reuters: RIBE.PA
Bloomberg: RIB: FP
BPI France-approved innovative company

RIBER

Olivier Handschumacher
tel: +33 1 39 96 65 00
invest@riber.com

CALYPTUS

Cyril Combe
tel: +33 1 53 65 68 68
cyril.combe@calyptus.net

www.riber.com