

RIBER

Press release - 2011 revenues
Bezons, January 17th, 2012; 5:45PM

€29 million in revenues for 2011, up 40%

RIBER, the global leader for molecular beam epitaxy (MBE), is announcing €29.0 million in revenues for 2011, an increase of 40% in relation to 2010. Fourth-quarter revenues came to €10.5 million.

At December 31st (€'000,000)	2011	2010	Change
Systems	11.5	11.1	+4%
Services and accessories	5.4	6.5	-18%
Cells and sources	12.1	3.1	+292%
Total reported revenues	29.0	20.7	+40%
Systems order book	17.4	13.3	+31%
Services and accessories order book	1.4	1.8	-19%
Cells and sources order book	0.6	2.2	-74%
Total order book	19.4	17.3	+12%

Revenue growth is being driven mainly by the increase in sales of evaporation sources, multiplied by four over one year, which reflects the delivery of major investment orders aimed at setting up OLED screen production lines.

MBE system sales are up 4% in relation to 2010 at €11.5 million, being indicative of the good level of sales to compound semiconductor industrial firms and research centers. In 2011, 10 MBE systems were delivered, including three production systems.

The services and accessories business is down 18%, set against a slowdown in the North American market.

In 2011, the breakdown of RIBER's sales was as follows: Asia-Pacific (52%), Europe (32%) and North America (16%).

Outlook

The fourth quarter of 2011 saw a dynamic level of commercial development. During the period, RIBER gets nine MBE systems orders, including one production system and eight research systems. More specifically, this growth has been achieved thanks to the continued strengthening of positions in Europe and China.

At December 31st, 2011, the order book represented €19.4 million, 12% higher than the previous year.

It primarily includes 15 MBE systems, with two production systems and 13 research systems. Only one system is due to be delivered after 2012.

Cells and sources order book significantly decreases following the completion of investments in generation 5 ¼ OLED production lines. RIBER is currently preparing the next-generation cells range for next investment steps.

RIBER confirms its strategic model, which is based on three profitable growth drivers:

- Continuing to further strengthen RIBER's leadership on the market for molecular beam epitaxy machines;
- Capitalizing on the installed base and growing sales of epitaxy equipment, spare parts and accessories, as well as the corresponding services;
- Diversifying the business through the release of a range of high value-added equipment (cells and sources) on the market for strong-growth application fields (thin-layer solar cells, OLED lighting and screens, etc.).

2011 full-year earnings will be released on March 29th, 2012 (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 is listed on Euronext Paris Compartment "C" and is part of the CAC Small, CAC Mid & Small and CAC IT indexes.

ISIN: FR0000075954 Reuters code: RIBE.PA Bloomberg code: RIB: FP

Riber has been innovation certified by OSEO, the dedicated French innovation agency, enabling it to qualify for French innovation mutual funds (FCPI).

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