

RIBER

Press release - Revenues at the end of September 2012

Bezons, October 22nd, 2012; 5:45 pm

Revenues at the end of September 2012: €16.7 million

Bezons, October 22nd, 2012 – 5:45pm – RIBER, the global leader for molecular beam epitaxy (MBE), recorded €16.7 million euros in revenues at the end of September 2012. Revenues for the third quarter of 2012 came to €7.3 million, compared with €5.5 million for the third quarter of 2011. RIBER is able to confirm its full-year targets in terms of revenues and operating margin ratio.

At September 30th (€'000,000)	2012	2011	Change	2010
Systems	11.2	5.7	+96%	2.8
Services and accessories	3.8	3.7	+1%	4.2
Cells and sources	1.7	9.1	-81%	0.6
Total reported revenues	16.7	18.5	-10%	7.6
Systems order book	15.8	14.0	+13%	12.4
Services and accessories order book	1.9	1.9	-1%	2.8
Cells and sources order book	0.2	3.4	-93%	4.0
Total order book	18.0	19.3	-7%	19.1

Revenues came to €16.7 million at the end of September 2012, reflecting a change in the product mix in favor of the MBE system sales business.

At September 30th, 2012, 10 MBE machines were billed, compared with 5 during the same period in 2011. This commercial success is paving the way for gains in RIBER's market shares, particularly in the research sector.

Sales of services and accessories are stable in relation to the previous year, in an environment marked by the economic downturn.

Sales of evaporation sources and cells are significantly lower than the previous year, which had benefited from high levels of sales of equipment for OLED production in 2011.

At September 30th, 2012, the breakdown of RIBER's revenues was as follows: Europe (43%), Asia (40%) and North America (17%).

Outlook

During the third quarter of 2012, RIBER recorded two research system orders for laboratories in China and India, compared with three research systems during the third quarter of 2011. At September 30th, 2012, the order book represented €18.0 million (€19.3 million one year ago), comprising 14 MBE systems to be delivered between 2012 and 2013.

For cells and sources, the order book is down following the difficulties currently faced by the photovoltaic sector, as well as the ongoing development of new ranges of OLED cells in anticipation of the next waves of investments.

The order book for services and accessories is stable over one year.

RIBER is able to confirm its target for revenues between €26 and 28 million in 2012, with an operating margin ratio representing 7 to 9% of revenues.

2012 full-year revenues will be released on January 23rd, 2013 (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. These high-technology equipments are 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 recorded €29 million in revenues in 2011 and employs 105 people.

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.

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

In 2012, Riber is one of the best-rated companies in the Gaïa-index, the leading SRI index for French mid-caps.

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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