

# RIBER

Press release

## €23.5 million in revenues for 2013

Bezons, January 23rd, 2014 – 5:45 pm – RIBER, the global leader for molecular beam epitaxy (MBE), is announcing €23.5 million in revenues for 2013, including €13.2 million for the fourth quarter of 2013 (€10.7 million in the fourth quarter of 2012). Revenues came in slightly below the targets set as a result of an order that was initially scheduled for 2013 being deferred. RIBER is expected to record a profit in 2013.

At December 31st (€'000,000)	2013	2012	Change
Systems	16.9	19.4	-13%
Services and accessories	5.3	6.0	-13%
Cells and sources	1.3	2.0	-35%
Total reported revenues	23.5	27.4	-14%
Systems order book	4.0	10.1	-60%
Services and accessories order book	2.8	1.7	+63%
Cells and sources order book	0.1	0.2	-50%
Total order book	7.0	12.1	-42%

In 2013, despite a sluggish economic environment, RIBER benefited from its strategic positioning on research markets to compensate for a downturn on industrial markets owing to excess capacity. Business with industrial customers represented 4% of the total revenues generated in 2013, compared with 23% in 2012.

### MBE systems revenues

Per customer at December 31st (€'000,000)	2013	2012	Change
MBE production	0.0	3.8	-
MBE research	16.9	15.6	+9%

Sales of machines to research customers are up 9% on the previous year (17 machines invoiced, versus 15 in 2012). RIBER is benefiting from growth in research projects for new optoelectronics or power electronics applications.

No production machines were sold, compared with two systems in 2012, as a result of the current levels of excess capacity for the radiofrequency components industry. In this context, RIBER is focusing its actions on the development of MBE for new applications.

### Services, accessories and cells revenues

Per customer at December 31st (€'000,000)	2013	2012	Change
Industrial MBE production (radiofrequency)	0.7	1.2	-44%
Other customers (R&D, etc.)	5.6	5.6	-
<i>Of which, cells and related accessories</i>	1.8	1.3	+33%
OLED / solar production	0.3	1.2	-78%

The weak level of demand from industrial customers has affected production MBE service activities, down 44% on the previous year. This change has been offset by the development of sales of MBE cells

to other types of customers (+33% year-on-year), reflecting the impact of the commercial action plan rolled out at the end of 2012.

Sales of cells for industrial operators on the OLED flat screen and thin-film solar panel markets have remained low, following the slowdown in investments in both of these sectors due to the general environment. On these high-potential markets, RIBER has continued to further strengthen its positions by focusing on innovation (development of new ranges of cells) and technical and commercial proximity with the market's leading players (RIBER Korea created during the second half of the year).

At December 31st, 2013, the breakdown of RIBER's revenues was as follows: Asia (45%), Europe (31% including Russia) and the American continent (24%).

## Outlook

With four research systems ordered in China, France and Belgium during the fourth quarter of 2013, RIBER has seen a considerable improvement in its orders compared with the previous three quarters. An additional order was recorded at the start of 2014 in the United States.

The order book at December 31st, 2013 represented €7.0 million, compared with €12.1 million one year previously. It includes five research MBE systems to be delivered in 2014, in addition to benefiting from a significant increase in the level of orders for services and accessories.

**2013 full-year earnings will be released on April 3rd, 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-technology 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.



ISIN: FR0000075954 - RIB  
Reuters: RIBE.PA  
Bloomberg: RIB: FP  
OSEO-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

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