

RIBER

Press release

Revenues at end of September 2014: €9.2 million

Bezons, October 22nd, 2014 - 5:45pm - RIBER, the global leader for molecular beam epitaxy (MBE), recorded €9.2 million euros in revenues at the end of September 2014. Revenues for the third quarter of 2014 came to €4.3 million, compared with €2.4 million for the third quarter of 2013.

€'000,000	Q3 2014	Q2 2014	Change	2014 9 months	2013 9 months	Change
Systems	3.2	2.1	+55%	5.3	6.0	-11%
Services and accessories	0.8	0.8	+3%	3.1	3.3	-5%
Cells and sources	0.3	0.1	+112%	0.7	1.0	-28%
Total reported revenues	4.3	3.0	+44%	9.2	10.2	-10%
Systems order book	4.9	5.5	-11%	4.9	9.7	-50%
Services and accessories order book	2.4	2.1	+10%	2.4	2.1	+13%
Cells and sources order book	0.8	0.4	+94%	0.8	0.3	+197%
Total order book	8.0	8.0	-	8.0	12.0	-33%

As Frédéric Goutard, Chairman of the Executive Board, confirms: "In a still challenging environment, the third quarter of 2014 showed signs of improvements, including a stronger level of orders placed thanks to RIBER's proactive commercial approach on the research market. Alongside this, we are moving forward with our OLED roadmap, with the development of a new range of cells; our objectives on this buoyant market are being consolidated with the pilot materials sold this quarter."

Revenues

The invoicing figures have improved in the third quarter and reflect the seasonal trends for the production plan, which are focused on the end of the year. Over the first nine months of the year, five MBE machines were invoiced, compared with seven during the same period in 2013.

With demand contracting on the industrial market, sales of services, cells and accessories have shown a good level of resilience, thanks to the dynamic commercial development on the research market.

At September 30th, 2014, the breakdown of RIBER's revenues was as follows: 50% for Asia, 44% for Europe and 6% for North America.

Outlook

During the third quarter of 2014, RIBER recorded orders for four MBE research systems in Poland, Russia and Taiwan. At September 30th, 2014, the order book represented €8.0 million, including eight systems (€4.9 million), as well as orders for services, cells and accessories (€3.2 million, up 34% year-on-year).

RIBER is focusing its sales and marketing actions on the research market and developing its new range of OLED cells. Alongside this, RIBER is moving forward with the implementation of its diversification strategy, signing distribution agreements for thin-film deposition products with complementary technologies to supplement MBE.

In view of the industrial production schedule for the fourth quarter, RIBER is able to confirm its target for revenues of between €15 and 19 million in 2014, with a loss of over €3 million.

2014 full-year revenues will be released on Thursday January 29th, 2015 (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-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. 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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