

# Riber

## FY19 revenue growth driven by MBE system sales

Riber's FY19 revenue numbers show a 7% year-on-year increase to €33.4m, with a more than doubling in revenues from molecular beam epitaxy (MBE) systems offsetting substantially lower evaporator sales. The order book at the end of December 2019 totalled €28.7m, which is 76% of our FY20 revenue estimate. We will leave our estimates unchanged until the full results are announced in April.

Year end	Revenue (€m)	PBT* (€m)	EPS* (€)	DPS* (€)	P/E (x)	Yield (%)
12/17	30.5	4.0	0.13	0.05	15.4	2.5
12/18	31.3	2.0	0.07	0.05	28.6	2.5
12/19e	35.3	1.5	0.05	0.05	40.0	2.5
12/20e	37.7	3.0	0.10	0.05	20.0	2.5

Note: \*PBT and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments.

MBE system sales grew by 140% year-on-year to €23.0m (€23.5m estimate) as the company delivered seven production machines and five R&D machines compared with only three production and three R&D systems in FY18. This growth is attributable to strong demand for electronic and optoelectronic devices used in 5G networks. Revenues from evaporators fell from €11.6m to €1.0m (€1.0m estimate), reflecting a lull in investment in the OLED screen industry. Although sales of services and accessories had been 23% ahead year-on-year for the nine months ended September 2019, billing issues meant that revenues for the full year ended December 2019 were 7% lower than FY18 at €9.4m (€10.8m estimate).

While the order book at the end of December 2019 is 4% lower than a year previously, the FY18 total included two MBE systems where deliveries had slipped into Q119. The FY19 year-end order book is composed of €21.8m for MBE systems, and €6.9m for services and accessories with no new evaporator orders as yet. The MBE systems are for research into CIGS thin-film solar cells, hybrid nanostructures, high-power lasers for laser cutting, high brightness LEDs and topological materials, and high-frequency lasers for biomedical applications and for the production of electronic and optoelectronic devices. Our estimates model only €1.6m revenues from evaporators during FY20, and there is still ample time to receive an order of this magnitude and fulfil it.

## FY19 revenue results

### Tech hardware & equipment

10 February 2020

**Price** €2.00

**Market cap** €43m

Net cash (€m) at end June 2019 2.0

Shares in issue 21.3m

Free float 56.6%

Code RIB

Primary exchange Euronext Paris

Secondary exchange N/A

### Share price performance



### Business description

Riber designs and produces molecular beam epitaxy (MBE) systems and evaporator sources and cells for the semiconductor industry. This equipment is essential for the manufacturing of compound semiconductor materials that are used in numerous high-growth applications.

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