



**LUMIBIRD**  
MORE THAN LASERS



UNIVERSAL  
REGISTRATION DOCUMENT

2021



>>> LUMIBIRD >>>

UNIVERSAL REGISTRATION DOCUMENT 2021



## 2021 Universal Registration Document



This Universal Registration Document has been filed on 1 April 2022 with the Autorité des Marchés Financiers (AMF), as competent authority under Regulation (EU) 2017/1129, without prior approval pursuant to article 9 of said regulation.

The Universal Registration Document may be used for the purposes of an offer to the public of securities or admission of securities to trading on a regulated market if completed by a securities note and, if applicable, a summary and any amendments to the Universal Registration Document. The whole is approved by the AMF in accordance with Regulation (EU) 2017/1129.

The English language version of this report is a free translation from the original, which was prepared and filed with the AMF in French. All possible care has been taken to ensure that the translation is an accurate presentation of the original. However, in all matters of interpretation, views or opinions expressed in the original language version of the document in French take precedence over the translation.

In accordance with Article 19 of European Regulation 2017/1129 dated 14 June 2017, the following elements are incorporated by reference in this Universal Registration Document (hereafter the “Universal Registration Document”):

- For the year ended 31 December 2019: the Board of Directors’ management report, the Group’s consolidated financial statements, the Statutory Auditors’ report on the consolidated financial statements at 31 December 2019, the Statutory Auditors’ special report on regulated agreements and commitments for this financial year, and the review of the Lumibird Group’s financial position and earnings for 2019, as presented in the Universal Registration Document filed with the AMF on 22 April 2020 under number D.20-0335 (the “2019 Universal Registration Document”).
- For the year ended 31 December 2020: the Board of Directors’ management report, the Group’s consolidated financial statements, the Statutory Auditors’ report on the consolidated financial statements at 31 December 2019, the Statutory Auditors’ special report on regulated agreements and commitments for this financial year, and the review of the Lumibird Group’s financial position and earnings for 2020, as presented in the Universal Registration Document filed with the AMF on 2 April 2021 under number D.21-0252 (the “2020 Universal Registration Document”).

The information included in these two Registration Documents, other than the information mentioned above, has been replaced and/or updated by the information included in this Universal Registration Document, as relevant.

Copies of the 2019 Registration Document, the 2020 Universal Registration Document and this Universal Registration Document are freely available from LUMIBIRD’s registered office or its website ([www.lumibird.com](http://www.lumibird.com)), as well as the AMF website ([www.amf-france.org](http://www.amf-france.org)).



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# Message from the CEO

*Dear Shareholders,*

There are a growing number of challenges relating to the economic and health environment, and now the geopolitical context, generating new risks for businesses. Fortunately, we are positioned on markets for laser technologies that have continued to see strong demand, and geographic areas that have been relatively unaffected by the crises. However, as a Company, we need to manage these risks closely: protecting our teams, securing our supplies and supporting the ramping up of our production. That is what we continued to do in 2021, with success, because we once again recorded double-digit growth and achieved our primary goal of profitability, with an EBITDA margin of over 20%.

Our revenue growth, which came to 11%, is measured when we consider that the companies acquired in 2020, and particularly the Australian firm Ellex, acquired on June 30, 2020, were included in the Group's scope over the full year in 2020. In line with this method, being able to achieve growth of over 10%, while increasing the Group's profitability, shows that our teams have been able to not only work together very quickly, but also capitalise on their assets and strengths to support the entire Group. The synergies put in place in terms of industrial and commercial aspects, as well as management and R&D, have quickly shown that the value of the new combined structure created in this way is greater than the sum of its parts.

Our growth in 2021 was accompanied by a significant increase in our staffing levels: the Group had more than 900 staff at end-2021, spread across our various sites around the world. This reflects the impact of the acquisitions made, as well as our recruitment policy, supported by an increasingly attractive positioning for young engineers. To accompany this robust development, the Executive Committee has been further strengthened, and now has more than 10 members, in charge of coordinating and leading the operational departments and support teams.

To maintain our roadmap for success over the long term, in a complex environment within which new external risks are emerging each year, it is now vital to incorporate a Corporate Social Responsibility approach at every level within our organisation. A major project was launched in this area in 2021, with the appointment of a CSR Director, reporting directly to me, in addition to setting up various indicators and drawing up a roadmap to pave the way for a CSR label to be achieved by 2024. Over the coming months and years, our progress, or our potential delays, in terms of CSR will be specifically monitored with a transparent approach.

Building on these arrangements that will help drive the Group's sustainable development, with innovative product ranges and an efficient organisation, Lumibird is looking ahead to 2022 with confidence. The order book at the start of this year is very strong, and we have put in place the adaptations needed to produce and deliver on time, during this period of pressures affecting components and materials. 2022 is expected to once again be a year of robust organic growth, potentially combined with new external growth operations, which the Group has shown that it can successfully integrate.

I look forward to being able to report to you on our future progress, and invite you to follow our developments through our various communications actions.

Thank you for your loyalty to Lumibird.

Marc Le Flohic  
Chairman and CEO





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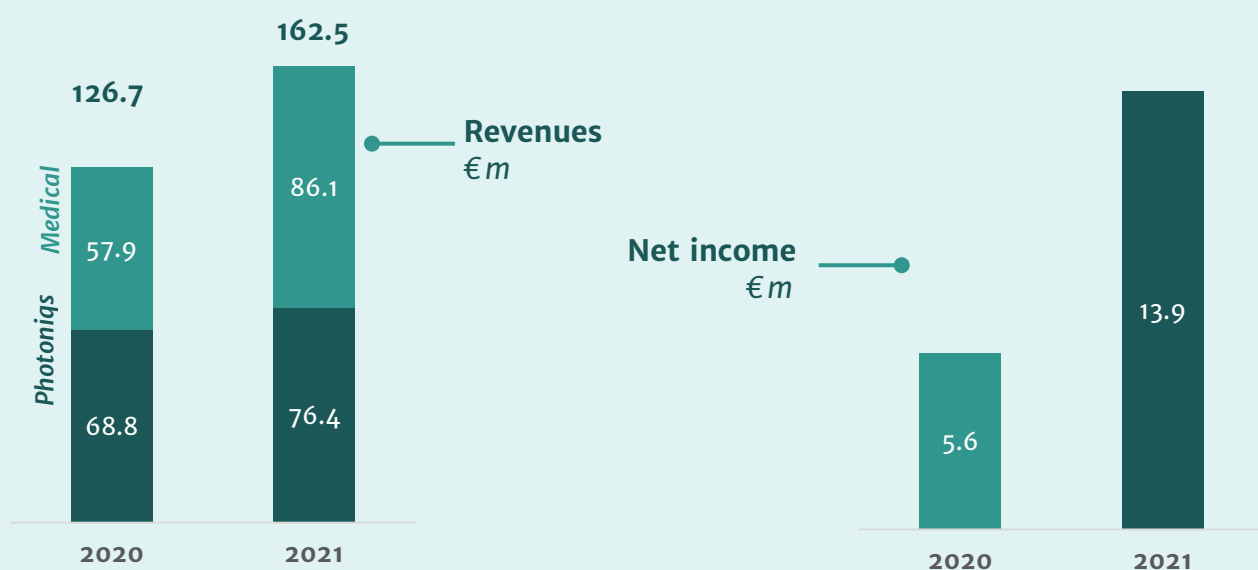
## CHAPTER 1

# INTRODUCTION TO THE LUMIBIRD GROUP

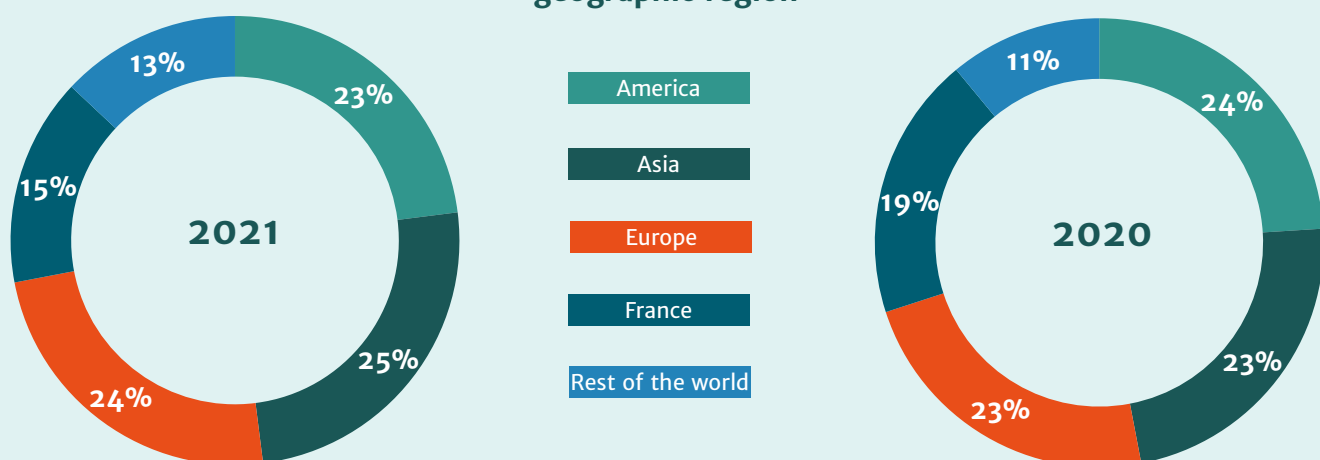


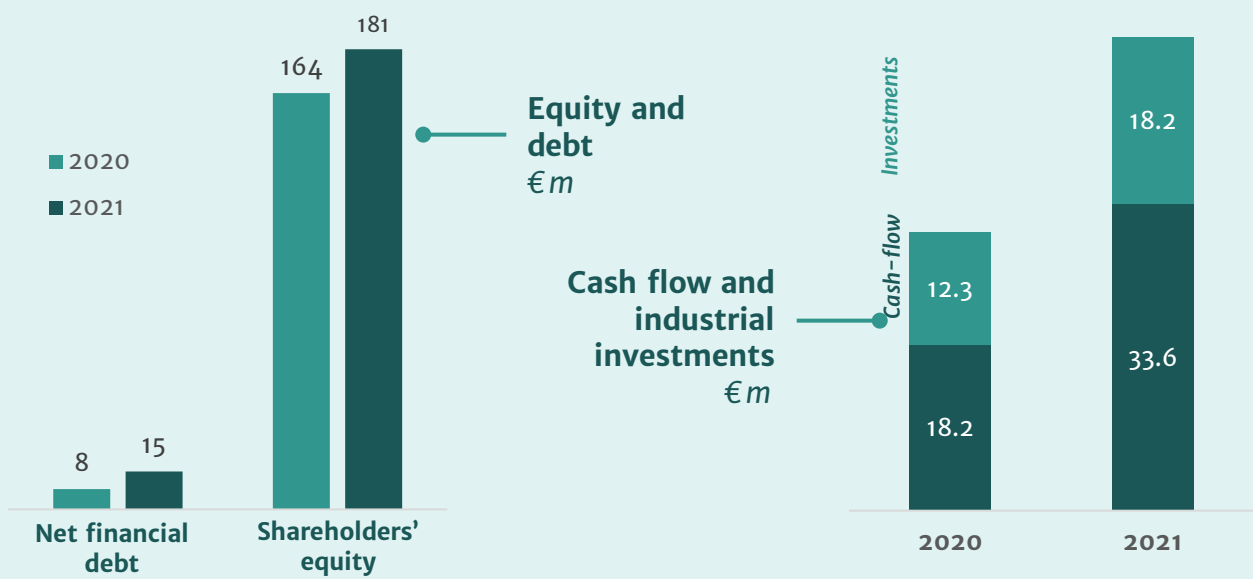
## Section 1

# LUMIBIRD GROUP KEY FIGURES

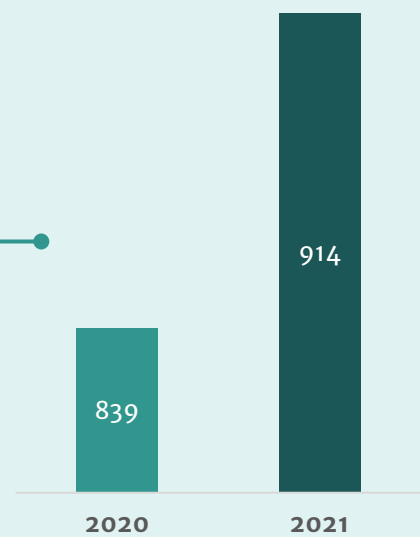


Breakdown of revenues per geographic region





Current workforce





## Section 2



# HISTORY OF THE LUMIBIRD GROUP

## 1. CREATION OF THE LUMIBIRD GROUP

Created through the business combination between the QUANTEL Group and the KEOPSY Group, carried out in October 2017, the LUMIBIRD Group (the “LUMIBIRD Group” or the “Group”) is a European market leader for lasers.

Following this operation, Mr Marc Le Flohic, the Company's Chairman and Chief Executive Officer, became, indirectly, LUMIBIRD's majority shareholder.<sup>1</sup>

## 2. KEY DATES

History of KEOPSY and QUANTEL Groups

### 1970

#### QUANTEL Group

QUANTEL is created by Mr Georges Bret to design and produce lasers for scientific instrumentation. QUANTEL is therefore one of the oldest companies in a sector that came into being following the invention of the laser in 1960.

### 1970 – 1985

#### QUANTEL Group

QUANTEL develops quickly on its scientific instrumentation market and becomes a subsidiary of the Aerospatiale group.

### 1985 – 1993

#### QUANTEL Group

QUANTEL sells its American subsidiary, which becomes its main competitor. Business deteriorates, revenues drop to 23 million French francs (3.5 million euros) in 1993 and the losses build up.

### October 1993

#### QUANTEL Group

EURODYNE, a joint subsidiary of DYNACTON and Mr Alain de Salaberry, buys out QUANTEL. A restructuring plan is put in place, Mr Alain de Salaberry heads up the group and a new development strategy is defined.

### 1994

#### QUANTEL Group

QUANTEL creates a new subsidiary specialised in laser and ultrasound scanners: BVI, which will later become QUANTEL MEDICAL.

### 1997

#### QUANTEL Group

QUANTEL is listed on the Paris stock exchange's Nouveau Marché.

### KEOPSY Group

OPTOCOMM Innovation is created by Mr Marc Le Flohic and will later become KEOPSY.

### 1998

#### QUANTEL Group

The American company Big Sky Laser (now called QUANTEL USA) is acquired.

Quantel signed a contract with the French Atomic Energy Commission (Commissariat à l'énergie atomique or “CEA”) for the development of preamplifier modules (“MPAs”) as part of the Megajoule project, making it possible to replace nuclear tests in real conditions with laboratory tests.

### KEOPSY Group

The first fiber laser developed by OPTOCOMM Innovation is launched.

### 2000 – 2001

#### KEOPSY Group

First round of fundraising is carried out with institutional investors. OPTOCOMM Innovation becomes KEOPSY, which stands for Key Optical System.

KEOPSY creates its US-based subsidiary KEOPSY USA.

### 2006

#### QUANTEL Group

QUANTEL transfers its headquarters and research and production laboratories to 2, bis Avenue du Pacifique in Les Ulis (91). A research center is created in Lannion to develop the Fiber Lasers product range.

### 2007

#### QUANTEL Group

NUVONYX EUROPE is acquired in February, going on to become QUANTEL LASER DIODES.

WAVELIGHT AESTHETIC is acquired in September 2007, changing its name to QUANTEL DERMA.

<sup>1</sup> The majority shareholder of LUMIBIRD, ESIRA, a company chaired and controlled by Mr. Marc Le Flohic, Chairman and Chief Executive Officer of LUMIBIRD, holds at the date of this Universal Registration Document,

directly and indirectly, through EURODYNE, 51.93% of the share capital and 62.1% of the voting rights of the Company.

## **2012**

### **QUANTEL Group**

Disposal of the Dermatology Division.

## **2013-2014**

### **KEOPSYS Group**

SENSUP is created, a dedicated subsidiary focused on the development and manufacturing of electro-optics systems based on fiber laser technology.

KEOPSYS acquires the Lannion-based assets of the company 3S Photonics and creates LEA Photonics, a dedicated subsidiary focused on developing fiber amplifiers and lasers for the industrial, telecoms and medical sectors.

## **2015**

### **QUANTEL Group**

Major orders received for the Megajoule and military contracts.

## **2016**

### **QUANTEL Group**

The Company changes its form of governance, adopting the structure with a Board of Directors (Conseil d'administration).

ESIRA, a company controlled and managed by Marc Le Flohic, acquires from Alain de Salaberry a reference indirect shareholding in QUANTEL.

Change in QUANTEL's governance: Marc Le Flohic becomes QUANTEL's CEO, replacing Alain de Salaberry.

## **2017**

### **LUMIBIRD Group**

ESIRA's contribution of all the shares comprising the capital of KEOPSYS, LEA Photonics and SENSUP and 99 VELDYS shares to QUANTEL in exchange for new shares issued by QUANTEL. Following the contribution, Mr Marc Le Flohic, QUANTEL's CEO and founder of the KEOPSYS Group, indirectly becomes QUANTEL's majority shareholder.

The contribution creates a European champion for lasers.

## **2018**

### **LUMIBIRD Group**

The Group announces its new name "LUMIBIRD" and transfers the Company's headquarters from Les Ulis to Lannion.

## **December 2019**

### **LUMIBIRD Group**

Agreement with the Australian company Ellex Medical to acquire Ellex's laser and ultrasound business for 100 million Australian dollars.

## **2020**

### **LUMIBIRD Group**

Acquisition of Ellex's laser and ultrasound business for 100 million Australian dollars, to create a world leader for laser and ultrasound technologies for the diagnosis and treatment of ocular diseases.

August 2020: acquisition by the Group of the Scandinavian companies EssMed Sweden, EssMed Finland and Brinch, specialising in the distribution of high-quality medical devices for ophthalmology.

## **March 2021**

### **LUMIBIRD Group**

Agreement signed with Saab Group for the acquisition of the Defence Laser Rangefinder business of the Saab Group.







# MAIN ACTIVITIES OF THE LUMIBIRD GROUP

## 1. LASER TECHNOLOGY

Demonstrated for the first time in 1960 by T. Maiman, the LASER is based on the principle of stimulated emission amplification; it comprises an active medium and two aligned mirrors forming a laser cavity. Traveling successively back and forth between these two mirrors, the light passes through the active medium many times and is therefore strongly amplified, while keeping its directivity qualities (narrow or fine beam propagated in a straight line) and very pure color (well-defined wavelength with narrow spectrum). There are several types of lasers, which differ depending on the type of active medium:

- **Solid-state lasers**, for which the active medium comprises an active ion (e.g. Nd, Yb or Er) that is diluted in a solid (crystal or glass), which is “pumped” or activated by an external light source (lamp or laser diode);
- **Diode lasers**, which are a type of solid-state laser for which the active medium is a quantum-well semiconductor (GaAs, InGaAs or InP), which is powered by a strong electric current;
- **Fiber lasers**, which are a type of solid-state laser for which the active medium comprises the same Nd, Yb or Er ions diluted in a glass, with this glass “stretched” into a very fine and very long fiber-optic that guides the light, similar to those used for telecommunications, and pumped with laser diodes;
- **Gas lasers**, for which the active medium (CO<sub>2</sub>, HeNe) is contained as a gas in a glass tube, pumped with an electric current.

The Group specialises in the first three technologies listed above. Its product range covers high-performance lasers, with proven know-how gained through nearly 50 years of experience, from quantic mechanics to industrial products, with an ability to adapt in line with changes in applications.

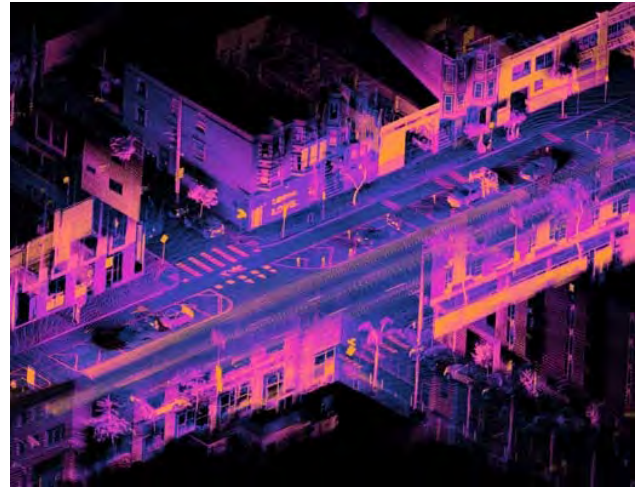




As at the date of this Universal Registration Document, the Group's companies own, directly or by exclusive licence, more than 45 patents, notably in laser components, laser architecture, optronic features and the medical field.

With KEOPSYS INDUSTRIES, the LUMIBIRD Group is particularly well-positioned on key applications in high-growth sectors:

- Defence: obstacle detection, guiding, targeting, rangefinding, night vision, LIDAR
- Space & Aerospace: telecommunications, guiding, telemetry, LIDAR ;
- LIDAR Sensors: autonomous vehicles, 3D scanning, guiding, wind measurement, aerosol and pollutant detection
- Medical: lasers for medical applications
- Telecoms: amplifiers for broadband networks
- Scientific: lasers for laboratory experimentation and analysis, metrology.



## 2. AREAS FOR APPLICATION

The Group is able to meet many different needs for its clients thanks to a complete product range. The Group primarily provides the laser source, which the client uses for multiple applications, with the main ones presented below:

### 2.1. Photonics Division

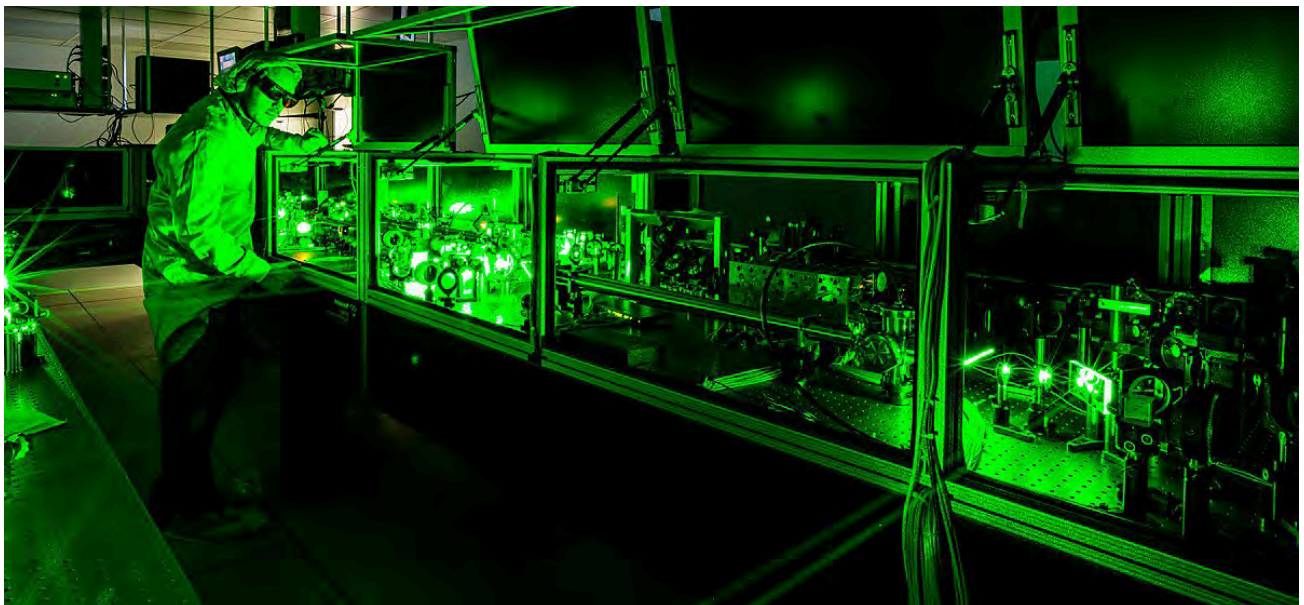
#### 2.1.1. Industrial & Scientific

This market covers a very diverse client base made up of universities, laboratories and industrial groups integrating lasers into their products. It notably includes laboratory experimentation tools, industrial production tools, flat screen repairs, photo-acoustics, materials resistance metrics, spectroscopy (LIBS), metrology and particle image velocimetry (PIV).

The Group has a longstanding presence in universities and research laboratories. It benefits from this on a commercial level, as well as a symbolic level, with its employees taking part in communications and conferences, establishing the Group as one of the members of the photonics scientific community.

The main products of the Group's Industrial and Scientific activities are:

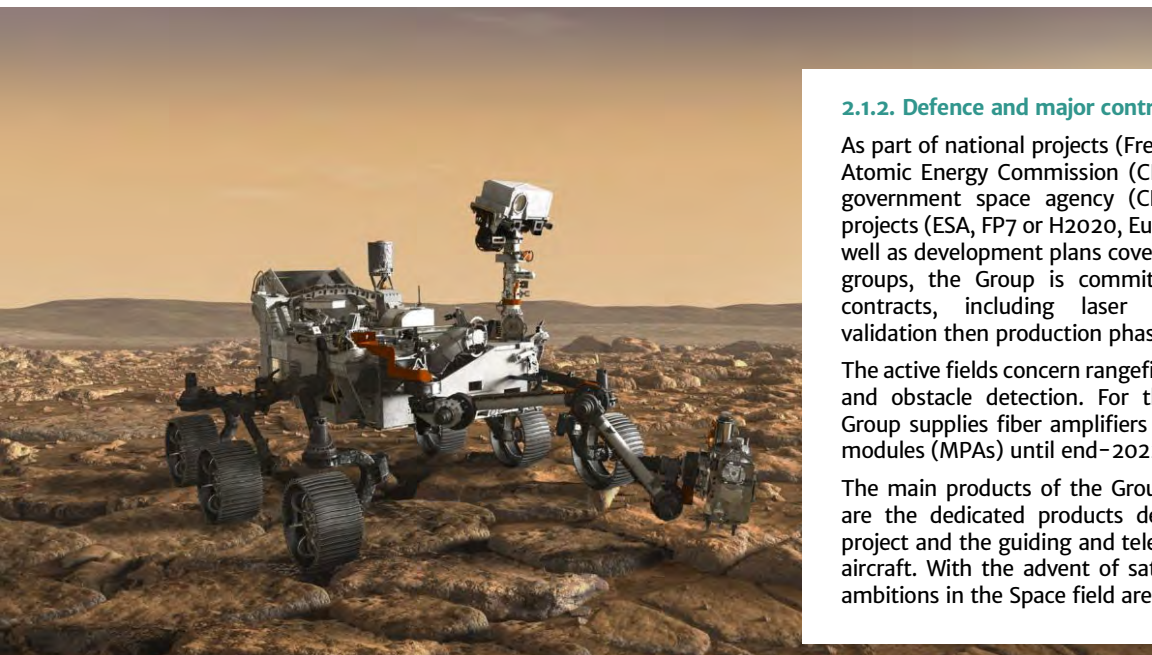
- flat screen repair lasers (Centurion);
- new generation power lasers (QSmart), with a progressive positioning of the range towards higher powers;
- the Group's latest lasers (EverGreen, Viron, Falcon).





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### 2.1.2. Defence and major contracts

As part of national projects (French Alternative Energies and Atomic Energy Commission (CEA) Megajoule Laser, French government space agency (CNES), etc.) or international projects (ESA, FP7 or H2020, Eureka, Brite, Eurocare, etc.), as well as development plans covering major industrial defence groups, the Group is committed to long-term research contracts, including laser development, prototyping, validation then production phases.

The active fields concern rangefinding, designation, targeting and obstacle detection. For the Megajoule contract, the Group supplies fiber amplifiers and solid-state preamplifier modules (MPAs) until end-2022.

The main products of the Group's Defence/Space activities are the dedicated products developed for the Megajoule project and the guiding and telemetry lasers used on fighter aircraft. With the advent of satellite networks, the Group's ambitions in the Space field are significant.

### 2.1.3. LIDAR sensors

The applications for LIDAR sensors are vast and developing strongly, thanks in particular to the reduction in their production cost price, which is opening up new possibilities, especially for wind measurement technologies that are useful for wind turbines and airports.

In addition, the solutions offered by the Group are finding markets in terms of securing transport, particularly in the autonomous vehicle sector, which has major potential and for which the technical solutions offered by the Group are competing with other technologies. Alongside this, there are needs for the rail industry, shipping or drones for civil, industrial or military applications.

These same sensors can also be used for 3D scanning and pollutant detection.

In all these areas, the Group is well positioned to respond to and anticipate clients' demands and support their growth. For autonomous cars, the Group is carefully looking into the solutions to be implemented to meet very strong demands in terms of both quantity and automation.

The main products of the Group's LIDAR sensor activities are the Sensup range (such as the LDR 905 SR or the Winfield system) and the Halo Photonics range (such as the Wind Pro or the StreamLine), which continue to benefit from R&D and certification efforts.





## 2.2. Medical division

Since being set up in the early 1990s, QUANTEL MEDICAL, Ellex and Optotek (which form the core of the Group's Medical Division) have developed and released a comprehensive range of specialist ophthalmology products and medical tests carried out in the vicinity of patients (point of care). Alongside this, a global sales network has been put in place, covering under the LUMIBIRD Medical brand, nearly 100 countries today, through more than 110 distributors and subsidiaries in France, in the US, in Poland, in Finland, Norway and Sweden, in Slovenia, in Australia and in Japan.

### 2.2.1. QUANTEL Medical

Over the years, QUANTEL MEDICAL has established itself as the world leader for ocular ultrasound, with a complete range of diagnosis and measurement tools: ultrasound, biometrics with implant calculation, pachymetry with corneal thickness measurement.

QUANTEL MEDICAL is also a major player for the laser-based treatment of the 4 major causes of blindness: macular degeneration, glaucoma, diabetic retinopathy and cataract. The technical characteristics of these lasers make it possible to implement the latest generation treatments, whether in photocoagulation, photoregeneration or photodisruption.

Dry eye is the second most common reason for consulting an ophthalmologist after visual acuity assessment. These devices strengthen Quantel Medical's position in the ophthalmology markets.

In addition to the business selling finished products for use by ophthalmologists, the Group is looking to use its medical product manufacturer approvals to supply lasers for other industrial firms from this sector.

Quantel Medical's main products are:

- Fusion and Optimis, enabling ophthalmologists to provide customised laser treatments for glaucoma and cataracts;
- Vitra and Easyret, lasers used in the treatment of retinal pathologies;
- Vitra 810 for the treatment of glaucoma in the first line, this range generating the use of consumables;
- Absolu and Compact Touch for the diagnosis of certain eye conditions.



### 2.2.2. LUMIBIRD Medical Australia (Ellex)

Acquired by the LUMIBIRD Group in June 2020, Ellex designs, develops, manufactures and markets innovative products that enable ophthalmic surgeons around the world to effectively treat eye diseases. Headquartered in Adelaide, Australia, the company is a world leader in this field.

The main Ellex products are :

- Solo, Tango and Tango Reflex, enabling ophthalmologists to provide customised laser treatments for glaucoma;
- Ultra Q and Ultra Q Reflex, YAG lasers for the treatment of capsulotomy and presbyopia
- Integre Pro and Integre Pro Scan, lasers used in the treatment of retinal pathologies.

### 2.2.3. Optotek Medical

Acquired by the LUMIBIRD Group in August 2019, Optotek Medical designs, develops, manufactures and markets products that enable ophthalmic surgeons worldwide to effectively treat glaucoma and cataract pathologies. Headquartered in Ljubljana, Slovenia, the company is present through its products as an original equipment manufacturer (OEM) or through its direct brands in many markets worldwide.

Optotek's main products are :

- OptoSLT, enabling ophthalmologists to provide customised laser treatments for the treatment of glaucoma;
- OptoYAG, enabling the treatment of capsulotomy and presbyopia.





### 3. LASER MARKET (FOR EACH TYPE OF APPLICATION)

The competitive positioning of the Group's companies on the various laser markets is presented in chapter 1, section 3, paragraph 5 of this Universal Registration Document.

The Group's consolidated revenues, for each division and each regional market, are presented in paragraph 1.2 of the Board of Directors' management report on the position and activities of the Company and the Group for the year ended 31 December 2021, which is included in chapter 4 section 1 of this Universal Registration Document and chapter 1 section 3 paragraph 4.2.1 of this Universal Registration Document.

Laser market data are published by the Laser Focus group<sup>1</sup>.

The global market was estimated at 18.5 billion dollars for 2021, with the following breakdown:

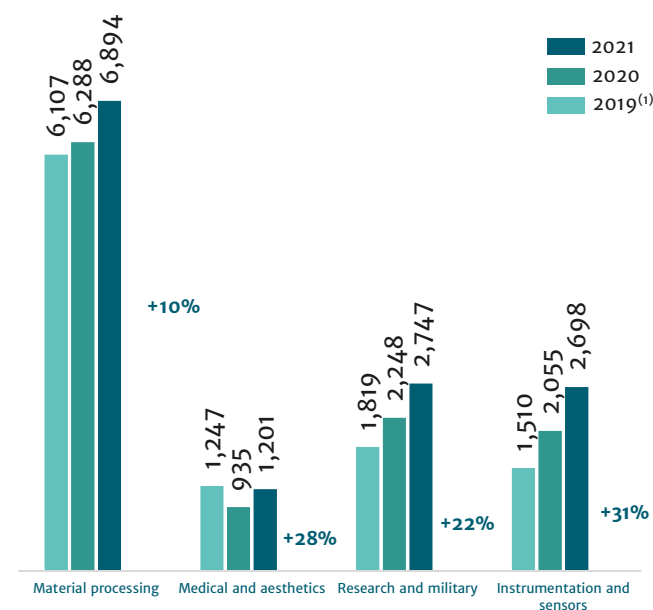
- Diode lasers: \$7.9bn, representing 43% of the market;
- Non-diode lasers: \$10.5bn, representing 5% of the market.



According to this source, the global market grew by 15% in 2021 compared to 2020 thanks to the economic rebound at the end of the Covid-19 crisis. This increase is significant in all sectors but is particularly marked in the medical and instrumentation sectors.

For the applications that the Group is positioned on, the Laser Focus data are as follows (in million \$):

#### Markets for each application



(1) As each year, the data for 2018 and 2019 were revised in the research published in January 2021.

The Group considers that it is very well positioned in the most promising markets, namely sensors, defence and medical, which, prior to the COVID crisis, grew by more than 10% per year on average between 2016 and 2018. The 2021 activity shows a very important rebound while the COVID crisis is not completely over. 2022 remains an uncertain year because of the geopolitical context, but investments in areas such as defence and sensors should continue to grow rapidly. In addition, fibre laser technology continues to penetrate many applications thanks to its specific features that include:

- Competitively priced
- Compact
- Reliable, low maintenance
- Simple manufacturing
- Higher power

<sup>1</sup> Laser Focus World, « Annual Laser Market Review & Forecast 2021 », 2021.

## 4. GROUP'S INDUSTRIAL AND COMMERCIAL ORGANISATION

### 4.1. Industrial organisation

The Group designs, manufactures and sells the majority of the devices sold.

#### 4.1.1. Sourcing

The laser industry uses a certain number of specific components:

- **Laser crystals:** the solid-state lasers use crystals produced exclusively for this application: Nd:YAG, Er:YAG, Nd:glass, Ho:YAG, Rubis, etc.
- **Passive and active fiber-optics:** the fiber lasers notably use single or dual-clad fiber-optics, boosted with Yb, Nd, Er or Tm ions, as well as fiber assemblies such as pump combiners and circulators.
- **Pockels cells:** these components use specific crystals (KDDP, LiNbO<sub>3</sub>, etc.). They act as ultra-quick light switches and make it possible to generate short pulses. The Group works with several German and American suppliers, and regularly puts them into competition with one another.
- **Fiber Bragg networks:** the majority of these essential components for fiber lasers are produced in-house on UV photo-inscription units.
- **Flashes:** also specific to the laser systems, these flashes light the crystals that produce the laser effect. They provide high light outputs and can function in pulse mode. There are several suppliers worldwide.
- **Laser diodes:** these power diodes, based on arrays and array stacks, replace the flashes in “diode-pumped” lasers. The market is split between around 10 global manufacturers, including the Group, which prefers to use laser diodes produced in-house. In addition, the mono or multi-emitter fiber diodes are an essential component for all Fiber Lasers, and are either sourced from external suppliers or packaged in-house for hardened environment applications (space and defence).
- **Photodiodes and APD:** these diodes are used to detect the signals (emitted by the lasers) reflected from targets in applications such as telemetry, LIDAR etc. In 2020, LUMIBIRD put its own components, designed and manufactured in-house, on the market.

For all these components, which are considered critical, the Group selects, as far as possible, at least two suppliers in order to be able to negotiate prices and cope with a possible failure of one of them.

The mechanical parts are subcontracted to manufacturers based locally and in Eastern Europe, but also produced in the Group's Adelaide-based Machine Shop for certain Medical Division requirements.

For the electronic boards, the components are sourced, assembled by subcontractors and tested by the Group, which controls the entire manufacturing process.

In 2021, no single supplier represented more than 5% of the Group's purchases, and the five largest suppliers represented less than 10% of the Group's purchases.







>>> LUMIBIRD >>>

## UNIVERSAL REGISTRATION DOCUMENT 2021

### 4.1.2. Means of production

On the date of this Universal Registration Document, the Group's activities were spread across six sites:

**LUMIBIRD site** in Les Ulis, with total space of around 9,200 sq.m.



**KEOPSYS INDUSTRIES site** in Lannion, which is also the headquarters of LUMIBIRD, with total space of around 6,000 sq.m, owned by SCI VELDYS (member of the Group). All the fiber laser R&D and Manufacturing resources are grouped together in this building.



**LUMIBIRD manufacturing and maintenance center** in the Laseris sector, close to the Megajoule site, near Bordeaux.

**QUANTEL USA site** in Bozeman, Montana (USA), with total space of around 2,600 sq.m, where all of QUANTEL USA's activities are carried out.



**QUANTEL MEDICAL site** in Clermont-Ferrand, with total space of around 2,000 sq.m, where all of QUANTEL MEDICAL's activities are carried out.



**OPTOTEK site** in Ljubljana, with total space of around 2,000 sq.m, where all of Optotek's activities are carried out.



**ELLEX MEDICAL site**, with total space of around 23,000 sq.m, where Ellex's activities are carried out.



The Group's know-how is focused on product design and assembly / adjustment. The materials required to produce several thousand devices per year are therefore primarily product qualification and measurement devices. Considering the Group's good level of equipment, its production investments are traditionally quite low. However, the cost reduction efforts currently being rolled out will require some additional mechanisation / automation investments, particularly in terms of control / qualification procedures for the devices produced, as well as semiconductor assembly and packaging methods (laser diodes).

## 4.2. Commercial organisation

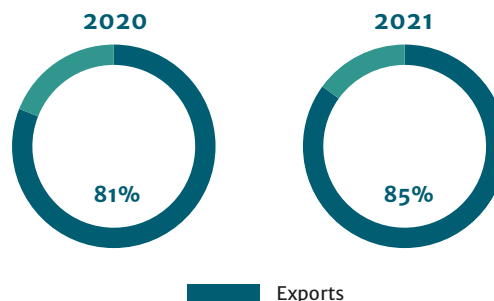
Since the business combination between the KEOPSYS Group and the QUANTEL Group, the sales force is split into two main divisions: Photonics division on the one hand, and Medical division on the other.

- For the Photonics division:
  - The French sales forces are grouped together within LUMIBIRD, which also manages its sales subsidiaries in Germany (QUANTEL GmbH), Japan (LUMIBIRD Japan) and China (LUMIBIRD China), as well as all the distributors for the laser business;
  - In North America, the sales teams are grouped together within LUMIBIRD Inc., a LUMIBIRD subsidiary.
- For the Medical division:
  - Quantel Medical's export network covers more than 100 countries with specialised distributors;
  - Lumibird Medical subsidiaries (USA, France, Japan, Australia, Poland and Lumibird Nordics) sell products directly to practices, hospitals and clinics.

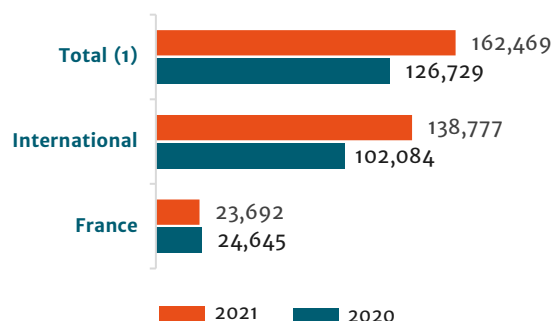
### 4.2.1. Exports

The good quality of its direct and indirect export networks and its external growth operations enabled the Group to generate more than 85% of its sales outside of France in 2021.

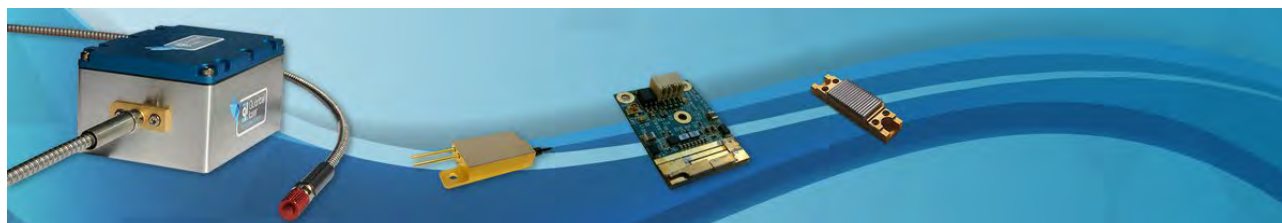
Percentage of export in revenues



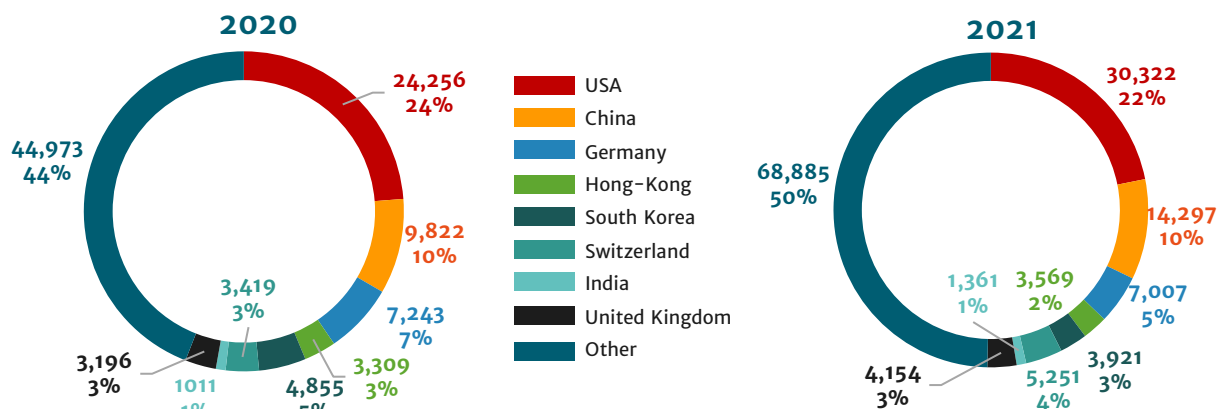
Breakdown of revenues (in €'000)



(1) pro forma data for FY 2020



Breakdown of export sales by destination country (in €'000)



The breakdown of consolidated revenues for each division is presented in paragraph 1.2 of the Board of Directors' management report on the position and business of the Company and Group for the year ended 31 December 2021, included in section 1 chapter 4 of this Universal Registration Document.



#### 4.2.2. Client base

The Group's client base comprises:

- Around 100 distributors covering over 90 countries for the various product ranges.
- American, Chinese, German, Japanese, Polish and French clients working directly with the Group: research laboratories, industrial integrators, hospitals and clinics, doctors.

This client base is well distributed: in 2021, no single direct client or distributor represented more than 15% of revenues. The five largest clients represent less than 15% of revenues.

The terms of payment are normally between 30 and 90 days, and are negotiated on a case-by-case basis.

In general, invoices for American clients and doctor clients in France are payable on receipt or within 30 days, while other French clients and the majority of distributors worldwide pay after 60 days. Certain distributor clients are granted terms of payment of 90 days or longer, depending on market conditions. For further developments, refer to paragraph 4 of the Board of Directors' management report on the position and activities of the Company and the Group for the year ended 31 December 2021, which is included in section 1 chapter 4 of this Universal Registration Document.

#### 4.2.3. Order book

Around 70% of the products manufactured by the Group are standard products whose delivery times are less than two months, except in the event of temporary sourcing difficulties. As a result, part of the business normally has a relatively low order book.

The rest of the business concerns more or less customised products: the Contracts offer an order timeframe of two to three years, with four months for Diode Lasers, and three to six months for Fiber Lasers.

#### 4.2.4. After-sales service

For all the activities presented in the previous sections, the Group is responsible for the maintenance of products installed worldwide.

Depending on the products and the level of work, this will be carried out either by the Group's maintenance teams or its local distributor.

It is important to note that the lifespan of the products is very long and generally over 10 years. As expected, product renewals are accelerating with the impact of technical innovations and new applications.



## 5. COMPETITIVE POSITION

In the fiber lasers sector – notably LIDAR applications – the competitors are mainly Asian firms, including Onet and Ammonics, as well as European, with BKTEL, and American companies, with Nuphoton.

For pulsed nanosecond lasers and scientific or industrial applications, the competition is worldwide, with companies like Newport, Spectra Physics, Continuum, Litron and Ekspla.

Finally, the Medical sector is faced with competitors from the United States (Lumenis, Iridex, Alcon, Sonomed), Japan (Nidek), Taiwan (Lighmed) or Germany (Zeiss).

As at the date of this Universal Registration Document, the Group considers (company estimate based on successive cross-referencing) that it has a leading position in the fiber LIDAR sector and a global market shares at between 5% and 25% for pulsed nanosecond lasers, depending on the products, applications and countries. Regarding ophthalmology, the Group estimates its global market share, excluding the US and Japan, at between 10% and 20% depending on the products

## 6. RESEARCH AND DEVELOPMENT, PATENTS AND LICENSES

### 6.1. Research and development

The Group's first priority is to develop new products and continuously improve its existing products, particularly with a view to reducing cost prices, against a backdrop of rapid technological change.

In the last few years, this has led to the introduction of several new products:

- In the industrial and scientific sector: new laser diode-pumped nanosecond lasers – the VIRION, the MERION, which the Group also offers in compact and modular versions. The Group is also developing new compact flash-pumped high-energy lasers – such as newly introduced QSmart 1500 and QSmart 1200 – in response to increased demand from the scientific market. These lasers are becoming increasingly popular.
- In the diodes sector: various versions of an illuminator for 3D flash LIDARs or scanning LIDARs, particularly for use in self-guided vehicle or night vision applications, but also new multi-wavelength modules for non-invasive medical diagnostic applications.
- In the LIDAR sensors sector: ultra-compact PEFL KULT lasers, KULT PGFL green lasers, KULT UV PUFL lasers, high-energy PEFL-EOLA fiber amplifiers, critical and differentiating fiber components. An important area of development is the integration of functions to reduce the cost and volume of lasers.
- In the medical sector: ABSolu, new high-end ultrasound platform, LacryDiag, to help diagnose dry eyes, and the new VITRA II laser range, available in three wavelengths with 532, 689 and 810 nm. In addition to these new products for ophthalmology, the Group offers ultrasounds to support the emergency diagnosis or treatment of limbs and joints: EVOTouch and EVOTouch+.



For further information on the Group's research and development spending, refer to paragraph 5 of the Board of Directors' management report on the position and activities of the Company and the Group for the year ended 31 December 2021, which is included in section 1 chapter 4 of this Universal Registration Document.

### 6.2. Patents and licenses

As at the date of this Universal Registration Document, the Group's companies hold, either directly or through exclusive licenses, around 45 patents, in particular in laser components, laser architecture, optronic functionalities and the medical field.

Insofar as possible, the Group protects its innovations that can be protected, which is not very frequent in the laser field, which is subject to numerous publications by laboratories worldwide.

The Group has not granted any operating licenses for its patents or products to third parties.

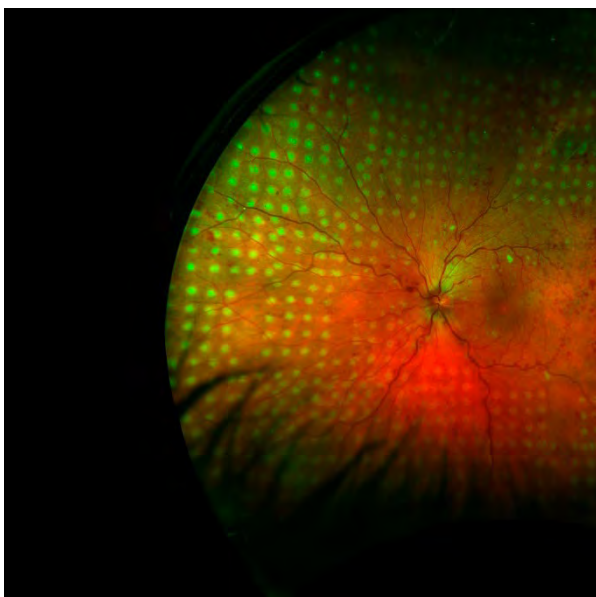
### 6.3. Brands and licenses

The Group's brand portfolio includes 23 brands, covering either the company names or the products of the Group's various companies.

### 6.4. Technological agreements

The business development policy for LUMIBIRD and its subsidiaries is also based on setting up strategic partnerships and/or agreements covering high-potential innovative technologies that enable the Group's companies to rapidly establish themselves on new markets and develop new products.

Similarly, the Group's various acquisitions from recent years have enabled it to expand the range of lasers that are successfully produced and sold by the Group in France and around the world.



## 7. SIGNIFICANT CONTRACTS

### 7.1. Megajoule laser contract

In June 2005, QUANTEL received official notice from the French Alternative Energies and Atomic Energy Commission (Commissariat à l'énergie atomique et aux énergies alternatives or "CEA") that it had been awarded the contract to develop part of the equipment for the Megajoule laser.

This laser, set up in Bordeaux, will be the world's most powerful laser, with its American equivalent, the NIF. The decision to develop it was taken several years ago when nuclear tests in the Pacific were stopped in order to serve as a simulator for thermonuclear reactions. It was brought into service at the end of 2014 and is notably intended to be used for testing developments for nuclear defence techniques.

Under this contract, LUMIBIRD supplies the fiber laser that feeds the preamplifier modules ("MPAs") and the MPAs that deliver the laser beams required to feed the Megajoule Laser's high-energy amplification lines.

The research and production phases run from 2007 to 2022.

For the Group, all these various phases represent revenues of more than 60 million euros over this period.

The Group is particularly proud that the CEA has entrusted it with developing these modules, as their effective operations are crucial for the Megajoule laser. This choice highlights the renowned expertise built up by the Group's research and production teams for fiber and solid-state lasers.

The first nine MPAs were delivered between 2010 and 2015, and a 20 million euros order was received from the CEA in May 2015 to deliver a new batch of MPAs from 2016 to 2019. This production tranche was completed in mid 2019, in line with the schedule.

In 2018, the Group received an order from the CEA for over 20 million euros, for the production of 46 MPAs with delivery over the next four years, in line with the schedule for the Megajoule contract. Following on from the previous program, the Group began deliveries of the first MPAs at the end of 2019. The final deliveries are scheduled for mid 2022, or even end 2022 for certain additional MPAs that are optional. At the end of this tranche, the Group will maintain the 90 MPAs delivered over a period of several years.





## 7.2. Thalès

The Group supplies guiding lasers that are notably used in equipment for the Rafale. These supplies are covered by a long-term contract that began with the research phase in 1999. Since 2019, the Group works on developing and supplying new pieces of laser and rangefinder equipment. After the qualification phase of these equipments by Thalès and its customer, production will be spread over a period of 10 to 20 years for a total amount of several tens of million euros.



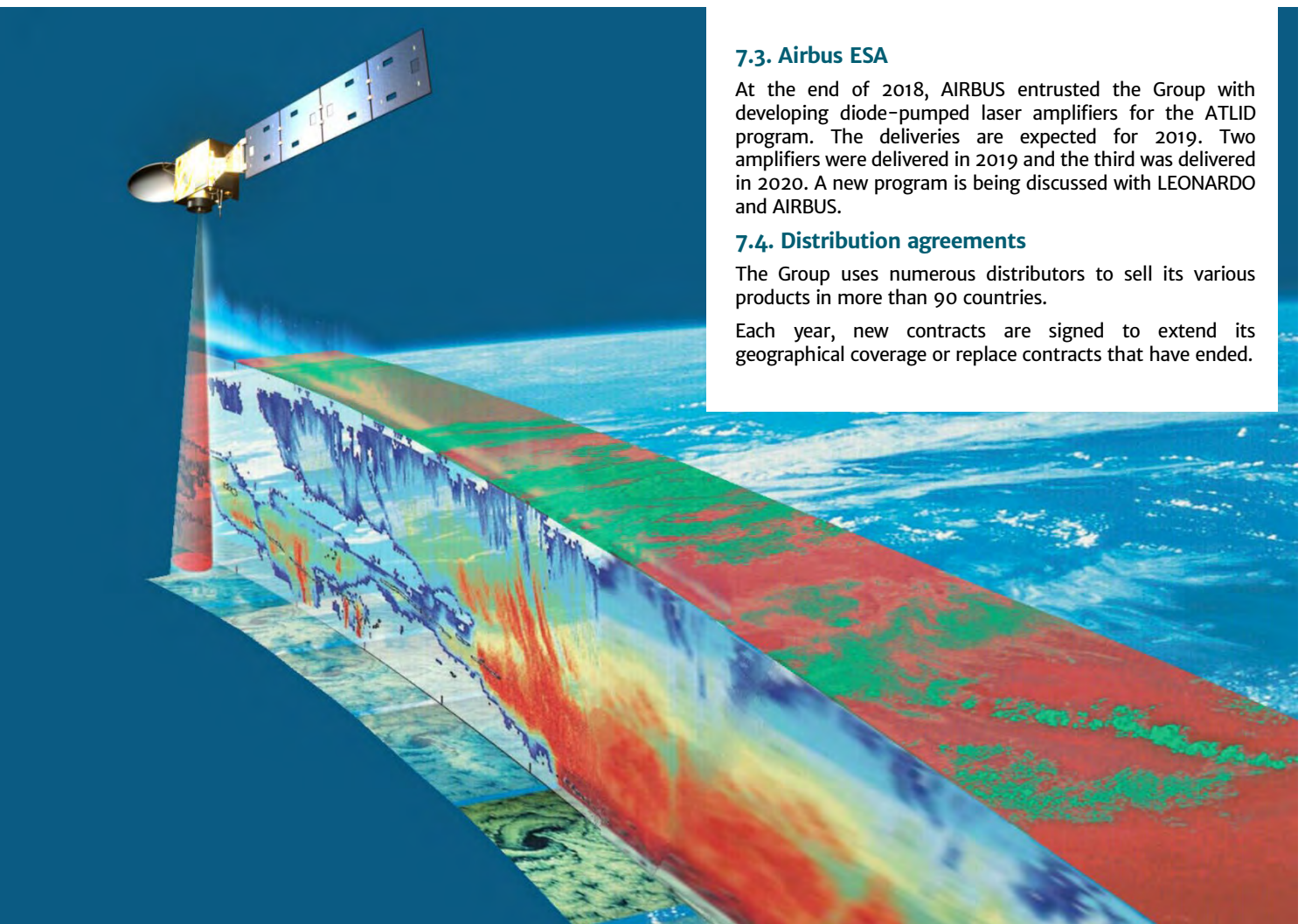
## 7.3. Airbus ESA

At the end of 2018, AIRBUS entrusted the Group with developing diode-pumped laser amplifiers for the ATLID program. The deliveries are expected for 2019. Two amplifiers were delivered in 2019 and the third was delivered in 2020. A new program is being discussed with LEONARDO and AIRBUS.

## 7.4. Distribution agreements

The Group uses numerous distributors to sell its various products in more than 90 countries.

Each year, new contracts are signed to extend its geographical coverage or replace contracts that have ended.





A stylized bird logo, possibly a dove, rendered in shades of teal and dark green. The bird is facing right, with its wings spread. It is positioned on the right side of the page, partially overlapping a teal horizontal band and a sunburst graphic at the bottom.

## CHAPTER 2

# CORPORATE GOVERNANCE



# BOARD OF DIRECTORS' REPORT ON CORPORATE GOVERNANCE

Dear Shareholders,

In accordance with Article L.225-37, paragraph 6 of the French commercial code, this report provides you with information on:

- the composition and the conditions for the preparation and organisation of the work of the Company's Board of Directors (hereafter the **"Board of Directors"**);
- the diversity policy applied to the members of the Board of Directors, as well as the way that the Company endeavors to ensure a balanced representation of men and women within the Management Committee and the Executive Committee, and the gender diversity results for the 10% of positions with the highest levels of responsibility;
- any limits that the Board of Directors applies concerning the Chief Executive Officer's powers;
- the list of all the offices and functions held in any company by each of the Company's corporate officers in 2021;
- the compensation policy for the corporate officers established by the Board of Directors in conformity with Article L.22-10-8 of the Commercial Code and the full remuneration and benefits in kind paid for the financial year ended to the members of the Board of Directors and the corporate officers of the Company;
- the agreements entered into, directly or indirectly, between, on the one hand, one of the corporate officers or one of the shareholders holding more than 10% of the Company's voting rights and, on the other hand, another company that has more than half of its capital held, under article L.233-3 of the French commercial code, by the Company (with the exception of agreements concerning day-to-day operations and entered into under normal conditions);
- procedures put in place by the Company which allow it to evaluate whether the agreements concerning the current transactions, which have been entered under normal terms, meet these conditions;
- the valid delegations granted to the Board of Directors by the Company's General Shareholders' Meeting relating to capital increases;
- the specific conditions relating to shareholder participation in the General Meeting; and
- the choice made concerning one of the forms of executive management under Article L.225-51-1 of the French commercial code.

This report also presents the information required by Article L.22-10-11 of the French commercial code when it is likely to have an impact in the event of a public offering.

This report has been prepared with the support of the Executive Committee and the Finance Department of Lumibird Group ("Lumibird Group" or the "Group") prior to its review by the Board of Directors at its meeting on 17 March 2022, during which it was approved.

During its meeting on 17 November 2010, the Company's Supervisory Board<sup>1</sup> decided to adhere to the MiddleNext Corporate Governance Code for small and mid caps published on 17 December 2009 as the reference code in accordance with Article L.225-37 of the commercial code in force at the time. This adherence was reconfirmed by the Board of Directors, during its meeting on 27 February 2017, following the publication, in September 2016, of a revised edition of the MiddleNext Code and during its meeting on 17 March 2022, following the publication, in September 2021, of a new edition of the MiddleNext Code (hereafter the "Reference Code").

The Board of Directors has taken note of the elements presented in the "watch points" section and the 22 recommendations from the Reference Code, which is available at [www.middlenext.com](http://www.middlenext.com). In this report, the Company, in accordance with Article L.22-10-10 4 of the French commercial code, indicates the terms of the Reference Code that have been ruled out and the reasons why.

<sup>1</sup> For reference, from the General Shareholders' Meeting on 17 November 2010 until the General Shareholders' Meeting on 15 April 2016, the Company was a limited liability company (société anonyme) with management and supervisory boards. From the General Shareholders' Meeting on 15 April 2016, the shareholders approved a change in the governance structure for a structure based on a Board of directors. In view

of the size of the Company and the current shareholder structure, this method of governance with a board of directors was deemed more appropriate and more effective than the structure with management and supervisory boards. This modification was also intended to streamline the decision making process within the Company and the LUMIBIRD Group.

## 1. BOARD OF DIRECTORS AND SPECIALISED COMMITTEES

### 1.1. Changes to LUMIBIRD's governance during FY 2021 and since the beginning of FY 2022

There were no significant changes in the Company's governance during the 2021 financial year.

In addition, the Board of Directors, at its meeting of 17 March 2022, decided to propose to the General Meeting of Shareholders scheduled to be held on 3 May 2022 the renewal of the term of office of Ms Gwenaëlle Le Flohic as director for a period of six years, i.e. until the General Meeting called to approve the financial statements for the year ending 31 December 2027.

### 1.2. Composition and operation of the Board of Directors

Article 13 of the Company's articles of association states that the Board of Directors comprises a minimum of three members and a maximum of 18. On the date of this report, the Board of Directors comprises five members and one censor (together the "Board members"):

#### 1.2.1. Composition of the Board of Directors

Members of the Board of Directors	Main function within the Company	Compensation Committee	Date first appointed or renewed	Date appointment expires	Main function outside of the Company	Other offices and positions held in any company or entity
Mr Marc Le Flohic Professional address: 2 rue Paul Sabatier, 22300 Lannion	Chairman of the Board of Directors and Chief Executive Officer of the Company	<sup>2</sup>	Co-opted by the Board of Directors on 18 Nov 2016, ratified by the General Meeting on 27 Apr 2017	Ordinary AGM to approve the accounts for the year ending 31 Dec 2022	Chairman of ESIRA	<b>During FY 2021:</b> Manager or Chairman of several subsidiaries of the Company Member of the Board of Institut d'Optique Graduate School <b>Other previous offices held in the last five years:</b> Manager of ELIASÉ
Ms Gwenaëlle Le Flohic <sup>3</sup> Professional address: 2 rue Paul Sabatier, 22300 Lannion	Director	-	Co-opted by the Board of Directors on 22 Sept 2020	Ordinary AGM to approve the accounts for the year ending 31 Dec 2021	Gwenaëlle Le Flohic is Manager of Armor RH- Eurl	<b>During FY 2021:</b> Advisor to the Labour Court in Guingamp and President of Section <b>Other previous offices held in the last five years:</b> N/A
Ms Marie Begoña Lebrun Professional address: Phasics – Parc Technologique, Route de l'Orme des Merisiers, 91190 Saint-Aubin	Director (independent)	Compensation Committee member	General Meeting on 4 May 2021	Ordinary AGM to approve the accounts for the year ending 31 Dec 2026	Chairman – Chief Executive Officer of PHASICS SA	<b>During FY 2021:</b> N/A <b>Other previous offices held in the last five years:</b> Member of the Board of Directors of Optics Valley
ESIRA <sup>4</sup> represented by Mr Jean-François Coutris Professional address: 2 rue Paul Sabatier, 22300 Lannion	Director	-	Co-opted by the Board of Directors on 18 Nov 2016, ratified by the General Meeting on 27 Apr 2017	Ordinary AGM to approve the accounts for the year ending 31 Dec 2022	ESIRA has no activity outside of the Company. Jan-François Coutris is Advisor to the CEO of PHOTONIS SAS and to the Director of BERTIN SYSTEM SAS	<b>Offices and positions held by Mr Jean-François Coutris:</b> <b>During FY 2021:</b> N/A <b>Other previous offices held in the last five years:</b> Chairman of the supervisory board of New Imaging Technology, until Sep 2018. ESIRA: Chairman of EURODYNE
Emmanuel Cueff Professional address: Terre de Naudeux – Le Vran – 56780 Ile aux Moines	Director (independent)	Compensation Committee Chairman Audit Committee Chairman	General Meeting on 4 May 2021	Ordinary AGM to approve the accounts for the year ending 31 Dec 2026	N/A	<b>During FY 2021:</b> Director of C.C.V. BEAUMANOIR (private French limited company) Member of the supervisory board of Coeur et Artères (public utility foundation) <b>Other previous offices held in the last five years:</b> Director of SHAN SA
EMZ Partners Represented by Ajit Jayaratnam Professional address: 11 Rue Scribe, 75009 Paris	Censor	N/A	General Meeting on 4 May 2021	Ordinary AGM to approve the accounts for the year ending 31 Dec 2022	The reader is referred to <b>Appendix 1</b> of this report.	

<sup>2</sup> In order to comply with Recommendation No. 7 of the Reference Code, which stipulates that the Compensation Committee should not include any executive corporate officers, Mr Marc Le Flohic resigned from his duties as a member of the Compensation Committee and this resignation was noted by the Board of Directors at its meeting on 17 March 2022.

<sup>3</sup> It is specified that the ratification of the cooptation of Ms Gwenaëlle Le Flohic will be proposed to the Ordinary General Meeting of Lumibird's shareholders, scheduled to be held on 3 May 2022, for a term of six (6) years, i.e. until the General Meeting called to approve the accounts for the financial year ending 31 December 2027. Ms Gwenaëlle Le Flohic has indicated in advance that she would accept the renewal of her mandate. Ms Gwenaëlle Le Flohic was co-opted by the Board of Directors at its meeting of 22 September 2020 to replace EUODYNE, which resigned from its duties (prior to its absorption by its sole shareholder, ESIRA). Prior to her co-optation by the Board of Directors, Ms Gwenaëlle Le Flohic was the permanent representative of EUODYNE on the Board of Directors.

<sup>4</sup> ESIRA is a French-law simplified joint-stock company (société par actions simplifiée), controlled by Mr Marc Le Flohic, Chairman of the Company.

### 1.2.2. Board members' duties and ethics

Board members are expected to have the following main qualities: experience of the business, personal involvement in the Board of Directors' work, understanding of the economic and financial world, ability to work together with mutual respect for opinions, courage to assert a potentially minority position, awareness of responsibilities in relation to the shareholders and other stakeholders, and integrity.

In addition, to improve the representativeness of the Board of Directors, each director owns, on the date of this report, at least 100 Company shares and must retain them for their entire term of office. All new directors will also be required to comply with this rule within one year of being appointed by the General Shareholders' Meeting or co-opted by the Board of Directors.

### 1.2.3. Annual review and treatment of conflicts of interest within the Board of Directors

In accordance with Recommendation no.2 from the Reference Code, on 17 March 2022 the Board of Directors carried out an annual review of the conflicts of interest potentially affecting the directors.

On the date of this report and considering the potential conflict-of-interest situations brought to its attention, Mr Marc Le Flohic, Chairman and Chief Executive Officer, is also the Company's majority shareholder<sup>5</sup>.

It is also indicated that Ms Gwenaëlle Le Flohic, director and spouse of Mr Marc Le Flohic, provided in 2021 and might provide in 2022 several human resources consulting and recruitment services for the Company and for Keopsys and Sensup, subject to remuneration in line with market practices. With the exception of these services, there are no service contracts binding the members of the Board of Directors or General Management, on the one hand, to the Company or any of its subsidiaries, on the other hand.

No other potential conflicts of interest between the duties, in relation to the Company, of any of the directors and/or executive officers and their private interests and/or other duties has been brought to the attention of the Company and/or the Board of Directors.

Furthermore, to the Company's knowledge at the date of this report:

- the members of the Board and of Senior Management have not made any commitment to keep their shares and there is no restriction whatsoever that would have been accepted by any one of these people concerning the disposal, during a given period, of their equity interest in the Company's capital;
- the members of the board and of Senior Management have not entered, nor are they parties to any shareholders' agreement that provides for preferential conditions for the disposal or acquisition of the Company's shares;
- with the exception of the shareholders' agreement of 20 November 2019 that was entered between the partners of ESIRA, by virtue of which EMZ Partners was appointed non-voting member of the Board of Directors, there is no arrangement or agreement that was entered with the

main shareholders, clients, suppliers, or other parties, by virtue of which any of the members of the Board or the Senior Management indicated in paragraph 1.2.1 above was appointed as member of the Board or member of the Company's Senior Management.

### 1.2.4. Presence of independent members within the Board of Directors

In accordance with Recommendation no.3 from the Reference Code, the Board of Directors carried out a case-by-case review on 17 March 2022 of each director's situation in relation to the various criteria retained by the Reference Code to determine the independence of members of the Board, notably: they must not have any close family ties or close relationships with a corporate officer or leading shareholder, they must be independent in relation to the Company's significant shareholders, they must not have been an employee or executive officer of the Company or a LUMIBIRD Group company in the last five years, and they must not have any significant business relationship (client, supplier, competitor, provider, creditor, banker) with the Company or a LUMIBIRD Group company.

This review shows that the following people can be classed as independent directors:

- Ms Marie Begoña Lebrun,
- Mr Emmanuel Cuffe.

On the date of this report, out of the Board of Directors' five members, two members (i.e. 40%) are independent directors as defined by the Reference Code. The Company is therefore compliant with Recommendation no.3 from the Reference Code, which recommends the presence of two independent members on the Board of Directors.

### 1.2.5. Balanced representation principle and diversity policy within the Board of Directors

In accordance with Article L.22-10-10 of the French commercial code, we can inform you that the Board of Directors is made up of three men (including one representative of the company ESIRA on the Board of Directors) and two women. On the date of this report, the Company is therefore compliant with its obligations in terms of the balanced representation of men and women in accordance with Articles L.225-18-1 and L.22-10-3 of the French commercial code, with the proportion of the Board members of each gender no less than 40%.

In addition, the Board of Directors applies a diversity policy for skills and experience, ensuring that each of the company's key functions and each of the LUMIBIRD Group's markets are equally represented within it. On the date of this report, out of the Board of Directors' six members:

- One director, Mr Marc Le Flohic, is from the industrial and scientific lasers sector and is recognised as a leading specialist for fiber lasers and LIDAR technologies;
- One director, Ms Marie Begoña Lebrun, is from the scientific sector and has been chosen for her knowledge of the optical instrumentation and laser market;
- The permanent representative of one director, Mr Jean-François Coutris, is from the industrial and defence

<sup>5</sup> For reference, on the date of this report, Mr Marc Le Flohic controls ESIRA (of which he is also Chairman) which holds, 51.93% of the Company's capital and 62.1% of its voting rights (without taking into account treasury

shares held by the Company which are deprived of voting rights pursuant to the provisions of Article L.225-210 of the French Commercial Code).



sectors and provides the Board of Directors with his expertise in photonics technology;

- One director, Ms Gwenaëlle Le Flohic, is from the human resources sector and provides the Board of Directors with her expertise in recruitment and training in particular;
- One director, Mr Emmanuel Cueff, is a leading figure from the French business sector and has been chosen for his business management and finance expertise.
- The permanent representative of a non-voting member, Ajit Jayaratnam, completed and followed up on several investments in funds managed by EMZ Partners. He was thus able to evaluate the management qualities of the management teams of the companies in the portfolio of funds managed by EMZ Partners, evaluate the strategic guidelines followed by the latter within their company, and measure the financial impacts, both for the company itself and for its stakeholders.

The average age of the directors, on the date of this report, is 60.5, and this is not one of the criteria considered for selecting members of the Board of Directors.

#### 1.2.6. Other statements concerning the members of the Board of Directors and the executive officers

To the Company's knowledge, no member of the Board or corporate officer of the Company has, in the past five years:

- been convicted of fraud, a third-party claim, or an official public sanction pronounced against him by the statutory or regulatory authorities;
- been involved as a manager or corporate officer in a bankruptcy, seizure, liquidation, or placement of a company under court receivership;
- been stripped of the right to act as a member of an administrative, management, or oversight body, or to intervene in the management or course of business of a company.

#### 1.2.7. Presence of non-voting members on the Board of Directors

At the proposal of the Board of Directors, the Company's general meeting of shareholders may appoint, or the Board of Directors may co-opt, one or more non-voting members (with a maximum of three), who may be individuals or legal entities, under the conditions provided for under Article 15 of the Company's articles of association. Non-voting members may be selected from among the shareholders or outside of that group.

They are appointed for a period of two years, ending at the conclusion of the ordinary general meeting of shareholders to approve the financial statements for the financial year ended, which is held during the year in which their duties expire.

When a legal entity is appointed as a non-voting member, it is required, at the latest when it is appointed by the general meeting of shareholders or co-opted by the Board of Directors, to appoint a permanent representative who is subject to the same conditions and obligations as if they were a non-voting member in their own name. The permanent representative is not necessarily the legal representative of the non-voting member legal entity they represent on the Board of Directors.

Non-voting members are notified of the Board of Director's sessions and take part in the deliberations in an advisory capacity, although their absence cannot impact the validity of the Board's resolutions.

They review the statements of assets and liabilities, and the annual financial statements, and to that end present their observations to the ordinary meeting of shareholders when they deem it appropriate to do so. The Board of Directors is the sole body with the authority to decide to allocate remuneration to the non-voting members.

On 4 May 2021, the Company's general meeting of shareholders renewed the appointment of EMZ Partners as non-voting member of the Board of Directors for a term of two (2) years, i.e. until the General Meeting called to approve the financial statements for the year ending 31 December 2022.

#### 1.3. Conditions for the preparation and organisation of the Board of Directors' work

On 15 April 2016, the Board of Directors adopted internal rules of procedure intended to supplement the legal and statutory rules with a view to clarifying certain conditions for the Board of Directors and its committees, as well as directors' obligations. These rules of procedure were amended on 27 February 2017 to notably take into account the changes made to the Reference Code in September 2016 and on 17 March 2022, in order to take into account the amendments made to the Reference Code in September 2021.

The rules of procedure currently comprise seven of the eight sections set out by the Reference Code and presented below:

- the role of the Board of Directors and, if applicable, the operations subject to its prior authorisation;
- the composition of the Board of Directors and the criteria concerning the independence of its members;
- the definition of the role of any specialised committees set up;
- the duties of the members of the Board of Directors;
- the functioning of the Board of Directors (frequency, convening, information for members, self-assessment, use of videoconferencing and telecommunications facilities);
- the rules for determining compensation for members of the Board of Directors;
- the arrangements for the protection of executive officers: executive liability insurance.

As an exception to Recommendation no.9 from the Reference Code, the Board of Directors has chosen to not address the matter of succession planning for key people and executives in its rules of procedure: as the Company's executive management has been carried out since 18 November 2016 by Mr Marc Le Flohic, the Company's majority shareholder, and since 31 March 2020 by Mr Jean-Marc Gendre, Deputy CEO, the issue of succession for key people and executives has not yet been reviewed by the Board of Directors or included in the rules of procedure.

Each of the directors has reviewed and signed the revised Board of Directors' rules of procedure after it was approved by the Board of Directors on 17 March 2022.





### 1.3.1. Board of Directors' missions

The mission of the Board of Directors is to determine the Company's business strategy and oversee its implementation in accordance with its corporate interest, taking into consideration the social and environmental issues of its business. To this end, the Board of Directors analyses the relevance and feasibility of the strategic orientations (particularly in the economic, technological, financial and industrial areas) determined by the Strategy Committee of ESIRA, the leading holding company. The Board of Directors validates the conformity of the strategic orientations with the Company's corporate interest. The Board of Directors oversees their effective implementation by Executive Management.

Should the Board of Directors consider that certain aspects of the strategic orientations should be adapted or reviewed, the Board of Directors and ESIRA would carry out an assessment and make the changes they deem necessary.

Subject to the powers expressly awarded to shareholders' meetings and within the limits of the corporate purpose, the Board of Directors handles all matters relating to the Company's effective management and takes decisions on matters concerning the Company through its deliberations. The Board of Directors carries out the controls and checks that it considers relevant.

The Board of Directors also meets as an Audit Committee to perform the missions entrusted to this Committee and provided for under Article L.823-19 of the French commercial code in connection with the exemption set out by Article L.823-20, 4 of the French commercial code and as a CSR Committee to carry out the tasks devolved to the latter and provided for by Recommendation No. 8 of the Reference Code.

None of the stipulations from the Company's articles of association require any decisions or operations by the Chief Executive Officer concerning the Company and/or any LUMIBIRD Group subsidiary to be reviewed and/or approved beforehand by the Board of Directors prior to their implementation.

During the past year, in accordance with Articles L.225-35 and R.225-28 of the French commercial code, the Board of Directors granted an authorisation to the CEO on 17 March 2022 to grant deposits, sureties and guarantees in the Company's name to guarantee commitments made by the Company or any of its subsidiaries, under conditions that it will ensure are in the Company's best interests, (i) for up to twenty (20) million euros or its equivalent in foreign currencies on the date when the guarantee is given and (ii) without any limit concerning the amount when the guarantees cover commitments made by a controlled company, under Article L.233-16 of the French Commercial Code or are in relation to tax or customs authorities. This authorisation was granted for one year, i.e. until 17 March 2023.

During its meeting on 17 March 2022, the Board of Directors also delegated full powers to the Company's CEO, in accordance with Article L.228-40 of the French commercial code, with the possibility to subdelegate under the legal limits applicable, to carry out, on one or more occasions, when it considers this relevant in relation to both the Company's financing needs and financial market conditions, issues of listed or unlisted bonds, in France or abroad,

denominated in euros or any other currency or monetary unit determined with reference to several currencies, capped at a maximum of one hundred (100) million euros or the equivalent value in euros, on the issue date, of this amount in any other currency or in any other monetary unit determined with reference to several currencies (noting that this maximum amount does not include the redemption premium(s), if applicable).

### 1.3.2. Convening of the Board of Directors

The Board of Directors meets as convened by its Chairman as often as required by the Company's interests. The Board of Directors' meetings are held at the location indicated by the Chairman in the notice to attend.

Board meetings can also be convened by four (4) directors as often as required based on an agenda that they determine. In these cases, the Board meeting must be held at the Company's registered office.

When it has not met for longer than two months, at least one third of the directors may ask the Chairman to convene the Board of Directors for a set agenda.

The Board of Directors can be convened by any means and even by a simple letter, fax or email. In the interest of flexibility and responsiveness, the Company's Articles of Association were amended in 2020 to reduce the time limit for convening the Board of Directors of the Company from eight (8) working days to eight (8) calendar days, and in the event of an emergency, from three (3) working days to three (3) calendar days.

### 1.3.3. Information for the Board of Directors

The notice to attend for the members of the Board of Directors is accompanied by all the documents required to provide the Board members with the relevant information needed to perform their mission effectively. The Directors also have the right to request any documents and information that they consider useful for their mission from the Company's managers.

The directors must ensure that they have obtained all the useful information needed to perform their mission and make informed deliberations on the issues addressed during meetings.

Outside of the Board of Directors' meetings, the Board members regularly receive all the important information concerning the Company that they consider useful and are notified of any significant events affecting its business. They notably receive the press releases published by the Company, as well as the main press articles and financial analysis reports concerning it.

### 1.3.4. Confidential information and inside information

As this concerns non-public information acquired in connection with their positions, which is considered to be confidential, each Board member is bound by professional secrecy, which exceeds the simple duty of discretion applicable under Article L.225-37 of the French commercial code, and must ensure its strict confidentiality. They must also comply with the regulations governing the holding and use of inside information.

As a result, the Board members and any person attending the Board of Directors' meetings are bound by a general duty of confidentiality regarding the content of the discussions and deliberations of the Board and, if applicable, its Committees,



as well as any information and documents presented or provided to them. This duty applies regardless of whether or not the Chairman has explicitly indicated that the information is confidential.

Lastly, the Board members and any person attending the Board's meetings must refrain from carrying out any transactions on the Company's securities if they have inside information as defined by the regulations applicable.

If the Board members and any person attending the Board's meetings receive any inside information, i.e. specific non-public information that directly or indirectly concerns the Company or one or more financial instruments that it has issued and that, if it was made public, would be likely to have a significant impact on the share price, these people must refrain from:

- using this information by acquiring or selling, or trying to acquire or sell, on their own behalf or on behalf of a third party, either directly or indirectly, the Company's financial instruments that it relates to,
- disclosing this information to any party outside of the normal context of their work, their profession or their duties,
- recommending or encouraging another party to buy or sell the said Company financial instruments.

In addition, the Board members must refrain from trading in the Company's securities for their own account or for the account of a third party, whether directly or indirectly, during a closed period of 30 calendar days prior to the announcement of the Company's annual or half-yearly results (subject to the exceptions provided for by the regulations, in particular in the event of exceptional circumstances in accordance with Article 19 of EU Regulation 596/2014 on market abuse).

The Board members and the parties with close links to them must inform the Company and the French Financial Markets Authority (AMF) of any transaction carried out on their behalf and relating to the Company's shares as well as the financial instruments linked to it when the total amount of the transactions carried out during the calendar year exceeds 20,000 euros under the conditions determined by the regulations applicable and the AMF guidelines. The filings made in 2021 are presented in section 12.9.4 of the Board of Directors' management report on the position and activities of the Company and the LUMIBIRD Group for the year ended 31 December 2021.

### 1.3.5. Functioning of Board of Directors meetings

Meetings are opened with the Chairman of the Board of Directors as chair. If the Chairman is absent or unable to attend, the Board of Directors appoints one of its Directors present to chair the meeting concerned. If the permanent secretary is absent, the Board of Directors can appoint, during each meeting, any person to perform this duty.

The Chairman of the meeting presides over discussions and organises votes on the deliberations submitted to the Board.

The Board of Directors' deliberations are only valid if at least half of its Directors are present. Decisions are taken based on a majority of the directors present or represented, with each director having one vote. The Chairman has a casting vote.

If they are unable to attend, directors can appoint, with a letter, telegram, email or any other written document,

another director to represent them, with each director only able to receive one power of attorney. A director taking part in the meeting using a videoconferencing system may represent another director provided that the Chairman of the Board of Directors has received, by the day of the meeting, the written power of attorney for the director represented in this way.

Each director may have only one proxy per meeting received in accordance with the previous paragraph. These provisions apply to/are applicable for the permanent representative of a legal entity that is a director.

When they cannot be held in person, the Board of Directors' meetings can be organised using videoconferencing and/or telecommunications systems that must satisfy various technical characteristics ensuring that directors can be effectively identified and participate in the Board of Directors' meeting. However, meetings relating to the checking and control of the annual and consolidated financial statements and the management report on the business and earnings of the Company and the LUMIBIRD Group for the past year cannot be organised with videoconferencing systems, it being specified that this rule was not applied for the Board of Directors' meeting of 31 March 2020 which approved the financial statements for the financial year 2019 and for the Board of Directors' meeting of 16 March 2021 which approved the financial statements for the financial year 2020, pursuant to Order 2020-361 of 25 March 2020, as extended and amended by Order no. 2020-1497 of 2 December 2020. In general, all the meetings of the Board of Directors held during the 2020 and 2021 financial years have been held by videoconference due to health restrictions linked to the Covid 19 epidemic.

The participation of members of the Board of Directors using videoconferencing and/or telecommunications systems is taken into account to calculate the quorum and majority, with the exception of participation relating to the decisions presented above.

### 1.3.6. Board of Directors' meetings during the past year

The Board of Directors' rules of procedure require it to meet, as far as possible, at least four times a year.

During the past year, the Board of Directors met four times: 16 March 2021, 12 July 2021, 21 September 2021 and 7 December 2021. The average participation rate was 100%. During these meetings, the directors did not hold any discussions without the Company's CEO being present, except when the Board of Directors has met in its capacity as Audit Committee to examine the annual financial statements for the financial year 2020 and the interim financial statements for the first half of the financial year 2021.

During its meeting on 16 March 2021, the Board of Directors notably deliberated on the following main points:

#### Financial statements and activities:

- Global update on the current health situation and its impact on LUMIBIRD's activity and prospects;
- Review and approval of the corporate and consolidated financial statements for the year ended 31 December 2020, the forward-looking annual documents prepared in accordance with Articles L.232-2 and seq of the French commercial code, the proposed allocation of earnings, the Board of Directors' report on the Company's



management and the LUMIBIRD Group's business during the past year;

- Presentation of the LUMIBIRD Group's budget for 2021, review by the Board of Directors, in its capacity as the Audit Committee, of the documents and information to be reviewed in this role for the approval of the full-year financial statements;
- Appointment of a new Statutory Auditor and non-renewal of the mandate of a deputy Statutory Auditor;

#### Corporate governance:

- Review and approval of the policy against contemporary slavery and human trafficking under the UK Slavery Act 2015;
- Composition of the Board of Directors;
- Setting proposal of the directors' compensation;
- Review and setting of the compensation of the Chairman and Chief Executive Officer for 2021, as advised by the Compensation Committee;
- Review and setting of the compensation of the Deputy CEO for 2021, as advised by the Compensation Committee;
- Review of the performance conditions relating to the variable compensation of the Chairman and Chief Executive Officer for the 2020 financial year, as advised by the Compensation Committee;
- Review of the performance conditions relating to the variable compensation of the Deputy CEO for the 2020 financial year, as advised by the Compensation Committee;
- Review and setting of the special reports on stock options and free share allocations made during the 2020 financial year
- Annual review of conflicts of interest affecting the Board of Directors in accordance with Recommendation no.2 from the Reference Code;
- Review of the directors' independence in accordance with Recommendation no.3 from the Reference Code;
- Annual assessment of the functioning and preparation of work for the Board of Directors and the Board of Directors' Committees in accordance with Recommendation no.11 from the Reference Code;
- Review and approval of the Board of Directors' corporate governance report including the compensation policy for corporate officers referred to in Article L.22-10-8 of the French Commercial Code;
- Annual review, in accordance with Article L.225-37-1 of the French commercial code, of the Company's workplace equality and equal pay policy;

#### Regulated agreements :

- Review of previously approved regulated agreements that continued to be executed during the 2020 financial year;
- Review of agreements entered into during the 2020 financial year in the light of the procedure for assessing current agreements entered into under normal conditions;

#### Various authorisations:

- Authorisation and delegations concerning bond issues;
- Authorisation to set up deposits, sureties and guarantees (cautions, avals et garanties) in accordance with Article L.225-35 of the French commercial code;

#### General Meeting :

- Convening of the General Shareholders' Meeting; review of the proposed resolutions and reports prepared with a view to convening the General Shareholders' Meeting.

During its meeting on 12 July 2021, the Board of Directors notably deliberated on the following main points:

- Authorisation to submit a binding offer letter for the acquisition by Lumibird of a minority stake in CILAS;

During its meeting on 21 September 2021, the Board of Directors notably deliberated on the following main points:

- Review and approval of the consolidated interim financial statements at 30 June 2021, the forward-looking half-year documents prepared in accordance with Articles L.232-2 et seq of the French commercial code and the half-year activity report;
- Review by the Board, in its capacity as the Audit Committee, of the documents and information to be reviewed in this role for the approval of the interim financial statements;
- Report on the implementation of the liquidity agreement;
- Distribution of the compensation awarded to the directors for the current financial year and the 2019 financial year.
- Implementation of a free share allocation plan and allocation of 291,000 free shares to 84 beneficiaries.

During its meeting on 7 December 2021, the Board of Directors notably deliberated on the following main points:

- Update on changes in the Group's scope: 2021-2022
  - Reminder of the rationalisations carried out in 2021 (closure of structures with no activity) ;
  - Presentation of reorganisation operations in progress.

#### 1.3.7. Minutes of Board of Directors meetings

Each Board of Directors meeting is minuted, indicating the names of the Board members present, excused or absent. Each set of minutes, generally approved during a following Board of Directors meeting, is recorded in the logbook presenting the minutes for Board meetings.

The minutes indicate the presence or absence of the people invited to attend the Board meeting in line with a legal provision and the presence of any other people who attended all or part of the meeting. It indicates the names of the directors who took part in the deliberations using videoconferencing or telecommunications systems.

The minutes are signed by the meeting Chairman and at least one director. If the Chairman is unable to do this, they are signed by at least two directors.

#### 1.3.8. Assessment of the Board's work

Once a year, the Board of Directors, as invited by the Chairman, includes an item on its agenda to discuss the functioning of the Board of Directors and the Committees, as well as the preparation of its work.

In addition, when they consider it useful, directors may give their opinion on an ad hoc basis concerning the functioning of the Board of Directors and the preparation of its work.

These discussions are recorded in the minutes of the session.

During the meeting on 17 March 2022, the directors, invited to express their opinions on the assessment of the Board of Directors' functioning and work, did not make any specific observations or state that it was necessary to consider any improvement measures. The Board of Directors did not consider it useful to be accompanied by a third party in this evaluation.

### 1.3.9 Three-year training plan for Board members

At its meeting of 17 March 2022, the Board of Directors took note of the new Recommendation No. 5 of the Reference Code and plans to set up a three-year training plan for the members of the Board no later than the closing of the half-yearly accounts scheduled for September 2022.

## 1.4. Committees set up within the Board of Directors

### 1.4.1. Audit Committee

During its meeting on 15 April 2016, the Board of Directors decided to adopt the exemption applicable under Article L.823-20, 4 of the French commercial code.

As a result, the Board of Directors meets as an Audit Committee to perform the missions assigned to this Committee under Article L.823-19 of the French commercial code.

When it meets as the Audit Committee, the Board of Directors' missions include monitoring:

- the process for drawing up financial information;
- the efficiency and effectiveness of the internal control and risk management systems;
- the statutory audit of the annual financial statements and, if applicable, the consolidated financial statements by the Statutory Auditors;
- the Statutory Auditors' independence;
- the approval of the provision of services by the Statutory Auditors other than the certification of the financial statements.

The missions assigned in this way to the Board of Directors, meeting in its capacity as the Audit Committee, are in line with the general remits and powers of control and verification awarded to the directors.

The Board of Directors, when performing the functions assigned to the Audit Committee, can review any matters that it considers useful and/or ask the executive management team for any information required to perform its mission.

Contrary to Recommendation no.6 from the Reference Code, under which it is not relevant to set beforehand a minimum number of meetings for the specialised committees, the Company considers that it is essential for the Board of Directors to meet at least twice a year in its capacity as the Audit Committee to review the full-year accounts and half-year accounts of the Company and the LUMIBIRD Group.

In accordance with the laws in force and the Reference Code:

- the Chief Executive Officer and the deputy Chief Executive Officer do not, unless otherwise justified, take part in the Board of Directors' deliberations when it meets as the Audit Committee;

- at least one director with specific financial or accounting expertise attends the Board of Directors' meeting when it meets as the Audit Committee to ensure that the Audit Committee can perform its role under valid conditions;
- the chairing of the Board of Directors when it meets in its capacity as the Audit Committee is entrusted to an independent director, as defined by the Reference Code, appointed by a majority of the directors present.

The rules for the organisation and functioning of the Board of Directors when it meets as the Audit Committee are set out in Appendix 1 of the Board of Directors' rules of procedure.

During the past year, the Board of Directors met twice in its capacity as the Audit Committee, on 16 March 2021 and 21 September 2021.

### 1.4.2. Compensation Committee

The Compensation Committee meets at least once a year and has a mission to:

- review the executive compensation policies applied by the Company and provide any advice. Within this framework, the Compensation Committee is called upon to:
  - check the criteria for determining fixed and variable compensation for executives;
  - assess each executive's performance and propose their compensation;
  - review the stock option and free share plans, plans based on changes in the share's value, and retirement and benefits plans.
- submit recommendations and proposals to the Board of Directors concerning:
  - all the items of compensation, the retirement and benefit plans, the benefits in kind and other financial entitlements, including in the event of the termination of their activity, for the Company's executives;
  - the amount and conditions for the distribution of the overall compensation package to be allocated to directors;
  - the awards of stock options and free shares for executive officers.

The rules for the organisation and functioning of the Compensation Committee are set out in Appendix 2 of the Board of Directors' rules of procedure.

On the date of this report, the Compensation Committee comprised the following two members, who both are independent directors within the Board of directors:

- Mr Emmanuel Cueff (Chairman),
- Ms Marie Begoña Lebrun.

In order to comply with Recommendation No. 7 of the Reference Code, which stipulates that the Compensation Committee should not include any executive corporate officers, Mr Marc Le Flohic resigned from his duties as a member of the Compensation Committee and this resignation was duly noted by the Board of Directors at its meeting on 17 March 2022.

During the past year, the Compensation Committee met once, on 16 March 2021. It notably deliberated on the following points:



- Review of the rules for the allocation and distribution of the compensation package allocated to the directors;
- review of the compensation awarded to the CEO for the previous and current financial year;
- review of the compensation awarded to the Deputy CEO for the previous and current financial year;
- review of the variable compensation policy for employees and key persons in the company.

### 1.4.3 CSR committee

To comply with Recommendation no.8 from the Reference Code, the Board of Directors, during its meeting on March 17, 2022, decided to set up a CSR Committee responsible for assisting it with supervising the social, societal and environmental aspects of the Company's activities and to regularly provide it with information. The CSR Committee's mission involves reviewing social, societal and environmental matters and looking into the areas for improvement to be proposed to the Board of Directors, particularly to enable it to look into the sharing of value and the balance between the level of remuneration for all employees, the remuneration for the risk taken on by shareholders, and the investments required to ensure the Company's sustainability. The Board, meeting as the CSR Committee, also ensures that a policy targeting a gender balance and equity is effectively implemented at each hierarchical level within the Company.

The rules for the organisation and functioning of the Board of Directors when it meets as the CSR Committee are set out in Appendix 3 of the Board of Directors' rules of procedure.

The Board of Directors is intended to meet as the CSR Committee as many times as required by the Company's interests, and once a year as a minimum, when the Board of Directors approves the Company's sustainability performance report.

## 2. EXECUTIVE MANAGEMENT AND GENERAL MANAGEMENT

### 2.1 CEO and Deputy CEO

The general management of the Company and the Group is ensured by Mr Marc Le Flohic, Chief Executive Officer and Mr Jean-Marc Gendre, Deputy Chief Executive Officer.

As part of his duties, Mr Marc Le Flohic supervises the operational management of the Lumibird Group. The functions and offices held by Mr Marc Le Flohic outside the Lumibird Group are described in paragraph 1.2.1 of this report.

At the date of this report, Mr Marc Le Flohic held the following positions within the Lumibird Group:

- Chairman of Quantel USA, Quantel Medical USA, Lumibird Inc., Lumibird Japan, Lumibird China, Lumibird LTD;
- Manager of Veldys;
- General manager of Keopsys Industries;
- Permanent representative of Lumibird, which is Chairman of the Quantel Medical, Keopsys Industries, Sensup, Quantel Technologies, Eliase, Lumibird Médical Australia, Lumibird Transport subsidiaries;
- Director of Adèle Ellex ;
- Director of Ellex Japan ;
- Director of Ellex USA ;

- Chairman of Lumibird Photonics Sweden AB.

As part of his duties, Mr Jean-Marc Gendre assists the CEO in the management of the Lumibird Group and in particular the operational implementation of the Group's strategy in the Laser and Medical divisions. He coordinates the production, R&D and commercial activities and leads the Executive Committees of the photonics and medical divisions.

At the date of this report, Mr Jean-Marc Gendre holds the following positions within the Lumibird Group:

- Chairman of Quantel Medical Polska;
- Manager of Quantel Medical Immo;
- Director of Quantel Medical USA;
- Director of Adèle Ellex;
- Director of Ellex Deutschland;
- Director of Ellex Japan;
- Director of Ellex Medical Pty;
- Director of Ellex Machine Shop;
- Director of Ellex USA;
- Board member of Lumibird Medical Nordics AB (ex EssMed-AB);
- Director of Lumibird Medical Nordics OY (ex EssMed OY);
- Vice-president and board member of Lumibird Medical Nordics AS (formerly Brinch AS).

### 2.2 Management Committee and Executive Committee

The LUMIBIRD Group's Management Committee, which oversees the various activities has been reorganised. It now comprises 8 members:

- Mr Marc Le Flohic, Chairman and CEO;
- Mr Jean Marc Gendre, Deputy CEO of the Company, Managing director of the Medical division and Manager of QUANTEL MEDICAL;
- Mr Pierre-François Chenevier, Managing director of the Photonics division;
- Mr Nigel Holehouse, Director of programs;
- Ms Sonia Rutnam, Chief Financial Officer and Transformation Officer;
- Ms Marie-Christine Padrutt, HR Officer;
- Mr Alexandre Billard, Purchasing director;
- Mr Keith Byrne, Compliance and IT Officer.

The Management Committee assists Mr Marc Le Flohic, CEO, and Mr Jean-Marc Gendre, Deputy CEO, with the LUMIBIRD Group's leadership and management.

Notably with a view to ensuring the balanced representation of men and women within the Executive Committee, Ms Sonia Rutnam and Ms Marie-Christine Padrutt joined the LUMIBIRD Group in the second half of 2021 and are members of the Executive Committee.

To relay and apply the strategic decisions defined by the Board of Directors, the Management Committee is supported by:

- two Executive Committees (one for the Photonics division, the other for the Medical division). Each of the Executive Committees is composed of the directors of the production sites, the sales and R&D directors, as well as the directors of the support functions: information systems, quality, purchasing, sales administration, etc;



- at the highest level of the organisation, cross-functional departments covering key processes: sales, production, R&D, human resources, finance, information systems, marketing and quality.

As of the date of this report, the members of the Executive Committees represent 21 persons (out of a total of 914 persons to date), of which 31.6% are women (vs 21.5% in 2020).

### 3. COMPENSATION FOR BOARD MEMBERS AND CORPORATE OFFICERS

#### 3.1. Compensation for board members and corporate officers in 2021

In conformity with Article L.22-10-34 I of the Commercial Code, the general meeting rules on the information mentioned in Article L.22-10-9 of the Commercial Code (global ex post say on pay). It will thus be proposed to the Company's general meeting of shareholders, which is scheduled for 3 May 2022 to vote on this information under the terms of a resolution that has been reproduced under **Appendix 2** of this report.

##### 3.1.1. Overview of compensation and benefits awarded to board members and executive corporate officers

The following table presents the compensation and the benefits in kind and other items of compensation paid and/or awarded in 2021 by the Company and its controlled or controlling companies, as defined by Article L.233-16 of the French commercial code, for each member of the Board of Directors and the Chief Executive Officer from 1 January 2021 in connection with their corporate office, employment contract, exceptional appointments or missions:

In euros	Compensation				Benefits in kind and other items of compensation		
	Fixed	Variable	Profit sharing	Extraordinary	Attendance fees	Benefits in kind/in cash	Allocation of free shares and stock options
Marc Le Flohic	368,445 <sup>(1)</sup>	116,974 <sup>(2)</sup>			-	10,440 <sup>(3)</sup>	-
Jean-Marc Gendre	253,750 <sup>(4)</sup>	80,561 <sup>(5)</sup>		22,500 <sup>(6)</sup>	-	10,539 <sup>(7)</sup>	-
Gwenaëlle Le Flohic	-	-	-		14,000	-	-
Marie Begoña Lebrun	-	-	-		14,000	-	-
ESIRA	-	-	-		14,000	-	-
Emmanuel Cueff	-	-	-		26,000	-	-
EMZ Partners	-	-	-		-	-	-

(1) Corresponds to the fixed compensation received by Mr Marc Le Flohic for his position as Chairman and Chief Executive Officer of LUMIBIRD and his employment contract with Keopsys Industries.

(2) Corresponds to Mr. Marc Le Flohic's variable compensation due in respect of financial year 2020 and paid during financial year 2021.

(3) Corresponds to the provision of a company car by Keopsys Industries to Mr. Marc Le Flohic.

(4) Corresponds to the fixed compensation received by Mr Jean-Marc Gendre for his position as Deputy Chief Executive Officer of LUMIBIRD and his employment contract with Quantel Médical.

(5) Corresponds to the variable compensation of Mr Jean-Marc Gendre due in respect of financial year 2020 and paid during financial year 2021.

(6) Corresponds to the variable compensation of Mr. Jean-Marc Gendre due in respect of the first quarter of 2020 under his employment contract with Quantel Médical, prior to his appointment as Chief Operating Officer of Lumibird.

(7) Corresponds to the provision of a company car by Quantel Médical to Mr. Jean-Marc Gendre.

##### 3.1.2. Compensation for the members of the Board of Directors

###### 3.1.2.1. Review of the general principles of the policy for the 2021 financial year

In conformity with Article L.225-45 of the Commercial Code, the general meeting allocates to directors, as compensation for their work, a total budget in the form of an annual fixed amount, which is set at the proposal of the Board of Directors. The distribution of this total budget among the directors is then determined by the Board of Directors.

The policy for the Board of Directors, and then the general meeting, to determine the overall budget is based on the financial performance of the LUMIBIRD Group and, to a lesser extent, on the number of meetings of the Board of Directors during the financial year ended.

When distributing the overall budget, the Board of Directors considers various criteria, in particular the regular attendance of the directors and the time spent on their duties outside the Board of Directors' meeting, but reserves the power to consider other objective criteria, such as the directors' actual attendance at Board of Directors meetings as at the date of distribution. Contrary to Recommendation No. 12 of the

Reference Code, no minimum compensation is allotted to directors who are independent of the Company.

The rules for determining and distributing the overall budget were set by the Board of Directors at the proposal and upon examination by the Compensation Committee.

Until 2020, directors' fees were paid in N+1 for year N. The Company's management has modified this practice, with the General Meeting now voting on it; additionally, the Board of Directors approving the half-year financial statement distributes the total compensation budget for directors for the current year. As a result of this shift, the total 2020 compensation budget for directors was not voted on at the General Meeting held on 15 May 2020; the General Meeting held on 4 May 2021 was used to catch up.

Given this specificity, the amounts that appear under paragraph 2.1.2.2 of this report are those allotted and paid in 2020, and those allotted for the financial years 2019 and 2021 and paid in 2021.

For the 2021 financial year, the Board of Directors meeting of 17 March 2022, after notification from the Compensation Committee, decided to raise the proposal to set the overall budget from 34,000 to 60,000. This increase in the overall



budget is the result of the increase in the size of the Lumibird Group, the creation of a CSR Committee within the Board of Directors, which will require more investment from its members, and the increasingly significant preparatory work for Board meetings.

If this overall budget is voted on during the general meeting scheduled for 3 May 2022, it will be distributed among the directors during the second half of 2022.

The non-voting members of the Board of Directors do not receive compensation.

### 3.1.2.2. Compensation allotted or paid to Board members

The table below summarises the list of Board members and the amount of compensation allotted and paid to them for the last two financial years in conformity with the principles presented under paragraph 2.1.2.1 of this report.

Members of the Board of Directors	Gross amounts <sup>(1)</sup> allotted and paid in 2020 (in euros)	Gross amounts allotted for financial years 2019 and 2021 and paid in 2021 (in euros)
<b>Mr Marc Le Flohic</b>		
Compensation for his position as director	-	-
Other compensation	-	-
<b>Ms Gwenaëlle Le Flohic</b>		
Compensation for her position as director	7,000	14,000
Other compensation	-	-
<b>ESIRA<sup>(2)</sup> represented by Mr Jean-François Coutris</b>		
Compensation for his position as director	7,000	14,000
Other compensation	-	-
<b>Ms Marie Begoña Lebrun</b>		
Compensation for her position as director	7,000	14,000
Other compensation	-	-
<b>Mr Emmanuel Cueff</b>		
Compensation for his position as director	13,000	26,000
Other compensation	-	-
<b>EMZ Partners represented by Mr Ajit Jayaratnam</b>		
Compensation for its position as director	-	-
Other compensation	-	-
<b>TOTAL</b>	<b>34,000</b>	<b>68,000</b>

(1) Compensation paid before deduction of all taxes and social charges.

(2) ESIRA is a French-law simplified joint-stock company (société par actions simplifiée), controlled by Mr Marc Le Flohic, Chairman of the Company.

The General Meeting of Shareholders on 4 May 2021 approved, on first call, the components of the compensation paid or allotted to Board members for or during the financial year ended 31 December 2020, and on the distribution policy applicable to the Board members for the 2021 financial year without expressing significant reservations. As these elements have remained unchanged for the year 2022, the Company believes it has adequately taken into account how the vote at the ordinary general meeting scheduled under Article L. 22-10-9 (II) of the Commercial was conducted.

### 3.1.3. Compensation for corporate officers

In conformity with Article L. 22-10-34 (II) of the Commercial Code, it is proposed that the general meeting scheduled for 3 May 2022 determine the followed fixed, variable, and exceptional components comprising the total compensation and benefits in kind that are paid or allotted for the 2021 financial year to Marc Le Flohic, CEO and to Jean-Marc Gendre, Deputy CEO of the company.

These components abide by the principles and criteria for compensation of the Chairman and CEO and of the Deputy CEO for the 2021 financial year, as approved by the Company's general meeting of shareholders on 4 May 2021.

#### 3.1.3.1. Review of the general principles of the policy for the 2021 financial year

The policy on compensation of the CEO and the Deputy CEO for the 2021 financial year is presented in paragraph 2.2.3 of the corporate governance report for the financial year ended 31 December 2020.

#### 3.1.3.2. Compensation allotted or paid to the CEO

In conformity with Article L. 22-10-34 (II) of the Commercial Code, the general meeting of shareholders must decide on the fixed, variable, and exceptional components that comprise the total compensation and benefits in kind that are paid for the financial year ended or allotted for the same financial year to the CEO.

It will thus be proposed that the general meeting scheduled for 3 May 2022 decide on the components of compensation paid or allotted during or for the 2021 financial year to Marc Le Flohic, CEO, under the terms of a resolution that has been reproduced in **Appendix 3** to this report. These components comply with the principles and criteria for compensation of the CEO, as approved by the general meeting of 4 May 2021, and allow for contributing to the long-term performance of the LUMIBIRD Group.



**Table – Components of compensation due or allocated for the financial year ended 31 December 2021 to Marc Le Flohic, CEO, submitted for shareholders' vote**

Components of compensation submitted for vote	Amounts paid during the financial year ended	Amounts allocated for the financial year ended or accounting valuation	Presentation
Fixed compensation	€368,445	€368,445	<p>The fixed compensation of Marc Le Flohic due and paid for financial year 2021 amounted to €368,445. This compensation corresponds to fixed compensation collected by Marc Le Flohic for his corporate office as CEO of LUMIBIRD (for €167,475), as well as for his employment contract within Keopsys Industries (for €200,970).</p>
Variable compensation	€116,974	€331,499	<p><b>Payment of components of variable compensation in 2021 (for the financial year 2020)</b></p> <p>The components of variable compensation collected by Marc Le Flohic in financial year 2021 correspond to the variable compensation of Marc Le Flohic due for financial year 2020.</p> <p>The policy on compensation of the CEO for the 2020 financial year is presented in paragraph 2.2.3 of the corporate governance report for the financial year ended 31 December 2019.</p> <p>The Board of Directors, during the meeting on 16 March 2021, following the opinion of the Compensation Committee, noted that the quantitative and qualitative objectives to which the payment of variable remuneration for Mr Marc Le Flohic for the financial year 2020 was subject had been reached as follows:</p> <ul style="list-style-type: none"> <li>➤ with regard to the quantitative objectives, accounting for 60% of the variable remuneration: <ul style="list-style-type: none"> <li>• revenue (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 31 March 2020) amounted to €107,401k for the 2020 financial year, i.e. the revenue target was achieved by 96.43%;</li> <li>• EBITDA (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 31 March 2020) amounted to €20,717k for the financial year 2020, i.e. the EBITDA target was achieved by 86.46%;</li> <li>• net income (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 31 March 2020) amounted to €4,443k for the financial year 2020, i.e. the net income target was achieved by 48.27%;</li> </ul> </li> <li>➤ with regard to qualitative objectives, accounting for 40% of variable compensation: <ul style="list-style-type: none"> <li>• the Group continued its work to cover its extra-financial risks (implementation of the 2021-2023 CSR plan) reflected in the extra-financial performance declaration for the 2020 financial year. The degree of coverage of the risks resulting from the analysis of the conclusions of the independent third-party organisation was evaluated at 80%;</li> <li>• Ellex's results for the second half 2020 were in line with expectations, integrating the expected synergies linked to the merger, resulting in a 100% performance on this criterion;</li> <li>• The work on finalising the Quantel-Keopsys synergies was completed up to 75%.</li> </ul> </li> </ul> <p>Consequently, the Board of Directors meeting of 16 March 2021 unanimously authorised the payment of variable compensation to Mr Marc Le Flohic for the 2020 financial year as follows:</p> <ul style="list-style-type: none"> <li>➤ with regard to the quantitative criteria, accounting for 60% of the variable compensation: <ul style="list-style-type: none"> <li>• 33,062 euros for the "turnover" objective</li> <li>• 24,017 euros for the "EBITDA" objective</li> <li>• 0 for the "net income" objective</li> </ul> </li> <li>➤ with regard to the qualitative criteria, accounting for 40% of the variable remuneration: <ul style="list-style-type: none"> <li>• 27,225 euros for the "Quantel-Keopsys synergies" criterion;</li> <li>• 18,150 euros for the "Ellex synergies" criterion;</li> <li>• 14,520 euros for the "extra-financial risks" criterion.</li> </ul> </li> </ul> <p>i.e. a total variable compensation of €116,974 paid to Mr Marc Le Flohic for the financial year 2020 after approval by the general meeting held on 4 May 2021.</p> <p><b>Procedure for determining the variable compensation for 2021</b></p> <p>Following the opinion of the Compensation Committee, the Board of Directors decided, at its meeting on 16 March 2021, that the variable portion of Marc Le Flohic's compensation for financial year 2021, in the maximum amount of 100% of his fixed compensation for 2021 (i.e. €368,445), would be based on achievement of the objectives described in paragraph 2.2.3 of the corporate governance report for the year ended 31 December 2020.</p> <p><b>Evaluation of the level of achievement of objectives for 2021</b></p> <p>The payment of variable compensation components is contingent on approval from the annual general meeting, which will decide on the financial statements for the financial year ended 31 December 2021, in conformity with the provisions of Article L.22-10-34 II of the Commercial Code. This amount results from the observations and evaluations indicated below.</p> <p>The Board of Directors, during the meeting on 17 March 2022, following the opinion of the Compensation Committee, noted that the quantitative and qualitative objectives to which the payment of variable remuneration for Mr Marc Le Flohic for the financial year 2021 was subject had been reached as follows:</p> <ul style="list-style-type: none"> <li>➤ with regard to the quantitative objectives, accounting for 60% of the variable remuneration: <ul style="list-style-type: none"> <li>• revenue (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 16 March 2021) amounted to €162,454k for the 2021 financial year, i.e. the revenue target was achieved by 100.35%;</li> <li>• EBITDA (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 16 March 2021) amounted to €32,643k for the financial year 2021, i.e. the EBITDA target was achieved by 97.98%;</li> <li>• net income (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 16 March 2021) amounted to €13,858k for the financial year 2021, i.e. the net income target was achieved by 85.83%;</li> </ul> </li> </ul>



Components of compensation submitted for vote	Amounts paid during the financial year ended	Amounts allocated for the financial year ended or accounting valuation	Presentation
			<p>with regard to qualitative objectives, accounting for 40% of variable compensation:</p> <ul style="list-style-type: none"> <li>the Group continued its work to cover its extra-financial risks, led by the CSR Director appointed in 2021, and reflected in the extra-financial performance declaration for the 2021 financial year. The degree of coverage of the risks resulting from the analysis of the conclusions of the independent third-party organisation was evaluated at 80%;</li> <li>Ellex's results for the year 2021 were in line with expectations, integrating the expected synergies linked to the merger, resulting in a 100% performance on this criterion;</li> <li>The work on finalising the Quantel-Keopsys synergies was 100% completed.</li> </ul> <p>Consequently, the Board of Directors meeting of 17 March 2022 unanimously authorised the payment of variable compensation to Mr Marc Le Flohic for the 2021 financial year as follows:</p> <p>with regard to the quantitative criteria, accounting for 60% of the variable compensation:</p> <ul style="list-style-type: none"> <li>73,948 euros for the "turnover" objective;</li> <li>69,964 euros for the "EBITDA" objective;</li> <li>47,577 for the "net income" objective.</li> </ul> <p>with regard to the qualitative criteria, accounting for 40% of the variable remuneration:</p> <ul style="list-style-type: none"> <li>73,689 euros for the "Quantel-Keopsys synergies" criterion;</li> <li>36,845 euros for the "Ellex synergies" criterion;</li> <li>29,476 euros for the "extra-financial risks" criterion.</li> </ul> <p>i.e. a total variable compensation of €331,499 paid to Mr Marc Le Flohic for the financial year 2021. In accordance with Article L. 22-10-34, II of the French Commercial Code, these variable compensation components will only be paid to Marc Le Flohic after their approval by the general meeting scheduled for 3 May 2022.</p>
Profit sharing	None	None	During financial year 2021, Marc Le Flohic did not receive any profit sharing from the company under his employment contract with Keopsys Industries
Multiyear variable compensation	None	None	Not applicable.
Exceptional compensation	None	None	No exceptional compensation.
Stock option, performance shares, or any other component of long-term compensation	None	None	No stock option was allocated to Marc Le Flohic for financial year 2021.
			No performance share was allocated to Marc Le Flohic for financial year 2021.
Compensation due to office as director	None	None	Marc Le Flohic does not collect any compensation for his duties as director and Chairman of the Board of Directors.
Benefits in kind	€10,440	€10,440	Marc Le Flohic has a corporate car provided to him by Keopsys Industries.

#### Evolution and external comparability of the compensation of the CEO

The fixed compensation paid to Mr Marc Le Flohic for 2021 amounted to €368,445 (including €167,475 for his mandate as CEO and €200,970 for his employment contract with Keopsys Industries), i.e. a 1.5% rise compared to what was paid in 2020 (€363,000, including €165,000 for his mandate as CEO and 198,000 euros for his employment contract with Keopsys Industries), corresponding to the general increase percentage applied to the Group's employees.

This compares to a 10.7% increase in revenue over the same period (on a pro forma basis, integrating from 1 January 2020 the acquisitions of Ellex on 30 June 2020 and EssMed Group on 31 July 2020).

Between 2017 and 2021, the evolution of the total compensation (including all components of fixed, variable, and exceptional compensation) of the CEO was a yearly average of 11%.

#### Equity ratios

#### Table – Putting the compensation of corporate officers in perspective with the Company's performance and the average and median employee compensation

In conformity with Article L. 22-10-9(6) (7) of the Commercial Code, the chart below indicates the ratios between the level of compensation of the CEO and, on the one hand, the average compensation on a full-time equivalent basis of Company employees other than corporate officers and, on the other hand, the median compensation on a full-time equivalent basis of Company employees other than corporate officers, as well as the annual change in the compensation of the CEO, the Company's performance, and the average compensation on a full-time equivalent basis of the Company's employees, other than the managers and ratios mentioned above, over the course of the last five financial years. In accordance with Recommendation 16, the table below also shows the ratio between the level of remuneration of the CEO and the level of the minimum growth wage (SMIC).

The compensation of the CEO that was used for the purposes of this table below includes all of the fixed, variable, and exceptional compensation elements paid for financial years 2017 to 2021 to Marc Le Flohic, CEO of the Company since 18 November 2016, for his corporate term.

Evolution and external comparability/Equity ratios





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Components of compensation submitted for vote	Amounts paid during the financial year ended	Amounts allocated for the financial year ended or accounting valuation	Presentation			
Evolution of the 2017–2021 equity ratio						
CEO	2017	2018	2019	2020	2021	2017–2021 (average)
Compensation paid	€150,000	€150,000	€227,475	€165,000	€284,449	€195,385
Change from previous financial year in %	-42%	0%	52%	-27%	72%	11%
Average employee compensation	€46,509	€47,372	€48,273	€59,632	€65,609	€53,425
Change from previous financial year in %	ns	2%	2%	23%	11%	8%
Ratio compared to average employee compensation	5.7	3.2	4.7	2.8	4.3	4.1
Change from previous financial year in pts	(0.4)	(2.5)	1.5	(1.9)	1.6	(0.4)
Median employee compensation	€37,554	€38,066	€40,264	€46,322	€51,253	€42,692
Change from previous financial year in %	1%	1%	6%	15%	11%	7%
Ratio compared to median employee compensation	7.1	3.9	5.6	3.6	5.5	5.1
Change from previous financial year in pt	(0.5)	(3.2)	1.7	(2.0)	2.0	(0.4)
Minimum growth wage (SMIC)	€17,763	€17,981	€18,254	€18,473	€18,654	€18,225
Change from previous financial year in %	1%	1%	2%	1%	1%	1%
Ratio compared to minimum growth wage	8.4	8.3	12.5	8.9	15.2	10.7
Change from previous financial year in %	(6.1)	(0.1)	4.1	(3.5)	6.3	0.1
Net accounting income (Company performance) in € million <sup>(1)</sup>	€1.7m	€(1.6)m	€7.8m	€6.0m	€3.8m	€3.5
Change from previous financial year in %	1,505%	(194)%	388%	(23)%	(36)%	328%
<p>(1) The 2020 net accounting income is restated for the capital gain recorded for the transaction to reclassify Quantel Medical shares within the Group for €69.9 million.</p> <p>In order to calculate the equity ratio, the following items were considered:</p> <ul style="list-style-type: none"><li>denominator:<ul style="list-style-type: none"><li>for the period from 1 January 2017 to 31 December 2019, employees with open-ended contracts that worked continuously at the Company from 1 January 2016 to 31 December 2019; and</li><li>for the period from 1 January 2020 to 31 December 2021, employees with open-ended contracts that worked continuously at the Company from 1 January 2020 to 31 December 2020;</li></ul></li></ul> <p>noting that employees with open-ended contracts who worked continuously at the Company accounted for approximately 58 people as at 31 December 2020, compared to 136 people at 31 December 2019; this decrease in the number of employees considered when calculating the equity ratio is due to the transfer of 81 employees within the context of a partial contribution of assets by LUMIBIRD, its production, and laser research &amp; development activities to Quantel Technologies, which was done on 16 December 2019, and explains the increase in average and median employee compensation between 31 December 2019 and 31 December 2020;</p> <ul style="list-style-type: none"><li>for the numerator, the compensation of the Company's CEO which was collected between 1 January 2017 and 31 December 2021 for his corporate office within LUMIBIRD SA, excluding any employment contract within a subsidiary of the Company (in particular Marc Le Flohic's employment contract with Keopsys Industries, a fully owned subsidiary of the Company);</li><li>for both the denominator and the numerator, the following items were used: fixed compensation, variable compensation, performance shares allotted for the financial year considered, and exceptional premium. Severance pay, non-compete arrangements, and supplementary retirement schemes were excluded.</li></ul> <p>LUMIBIRD adopted this approach in order to be able to compare data from one year to the next between 1 January 2017 and 31 December 2021, due to the fact that:</p> <ul style="list-style-type: none"><li>in light of employee disparities across the various countries in which the Group is established, the scope used is that of LUMIBIRD SA (which essentially has employees in France); Furthermore, the number of Group employees located in France significantly increased in October 2017 due to the merger of the Quantel and Keopsys groups, with different compensation policies for the two groups that would have led to a lack of continuity of the average and median compensation of its employees between the 2016–2017 period and the 2018–2021 period; the scope “LUMIBIRD SA,” excluding other French subsidiaries, was thus deemed to be the most pertinent for calculating the equity ratio;</li><li>as the LUMIBIRD SA scope was adopted for the denominator of the equity ratio, it was deemed more pertinent to not consider the compensation collected by the Company's CEO for the employment contracts entered with the Company's subsidiaries that comprised the LUMIBIRD Group over the 2017–2021 period (which is the case for Mr Marc Le Flohic's employment contract with Keopsys Industries, which joined the Group's consolidation scope when the Quantel and Keopsys groups merged in October 2017).</li></ul> <p>With regard to the equity ratio in relation to the SMIC, the annual amount of the minimum growth wage (SMIC), as published on the INSEE website (<a href="https://www.insee.fr/fr/statistiques/1375188">https://www.insee.fr/fr/statistiques/1375188</a>), was taken into account</p>						
Termination indemnity: Severance payment	None	None	Not applicable.			
Non-compete indemnity	None	None	The CEO does not benefit from any non-compete indemnity.			
Supplementary retirement scheme	None	None	The CEO does not benefit from any supplementary retirement scheme.			

### 3.1.3.3. Compensation allotted or paid to the Deputy CEO

In conformity with Article L. 22-10-34 (II) of the Commercial Code, the general meeting of shareholders must decide on the fixed, variable, and exceptional components that comprise the total compensation and benefits in kind that are paid for the financial year ended or allotted for the same financial year to the Deputy CEO.

It will thus be proposed that the general meeting scheduled for 3 May 2022 decide on the components of compensation paid or allotted during or for the 2021 financial year to Jean-Marc Gendre, Deputy CEO, under the terms of a resolution that has been reproduced in **Appendix 3** to this report. These components comply with the principles and criteria for compensation of the Deputy CEO, as approved by the general meeting of 4 May 2021, and allow for contributing to the long-term performance of the LUMIBIRD Group.

**Table – Components of compensation due or allocated for the financial year ended 31 December 2021 to Jean-Marc Gendre, Deputy CEO, submitted for shareholders' vote**

Components of compensation submitted for vote	Amounts paid during the financial year ended	Amounts allocated for the financial year ended or accounting valuation	Presentation
Fixed compensation	€253,750	€253,750	The fixed compensation of Jean-Marc Gendre due and paid for financial year 2021 amounted to €253,750. This compensation corresponds to fixed compensation collected by Jean-Marc Gendre for his corporate office as Deputy CEO of LUMIBIRD (for €126,875), as well as for his employment contract within Quantel Medical (for €126,875).
Variable compensation	€80,651	€228,305	<p><b>Payment of components of variable compensation in 2021 (for the financial year 2020)</b></p> <p>The components of variable compensation collected by Jean-Marc Gendre in financial year 2021 correspond to the variable compensation of Jean-Marc Gendre due for financial year 2020.</p> <p>The policy on compensation of the Deputy CEO for the 2020 financial year is presented in paragraph 2.2.3 of the corporate governance report for the financial year ended 31 December 2019.</p> <p>The Board of Directors, during the meeting on 16 March 2021, following the opinion of the Compensation Committee, noted that the quantitative and qualitative objectives to which the payment of variable remuneration for Mr Jean-Marc Gendre for the financial year 2020 was subject had been reached as follows:</p> <ul style="list-style-type: none"> <li>➤ with regard to the quantitative objectives, accounting for 60% of the variable remuneration: <ul style="list-style-type: none"> <li>• revenue (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 31 March 2020) amounted to €107,401k for the 2020 financial year, i.e. the revenue target was achieved by 96.43%;</li> <li>• EBITDA (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 31 March 2020) amounted to €20,717k for the financial year 2020, i.e. the EBITDA target was achieved by 86.46%;</li> <li>• net income (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 31 March 2020) amounted to €4,443k for the financial year 2020, i.e. the net income target was achieved by 48.27%;</li> </ul> </li> <li>➤ with regard to qualitative objectives, accounting for 40% of variable compensation: <ul style="list-style-type: none"> <li>• the Group continued its work to cover its extra-financial risks (implementation of the 2021-2023 CSR plan) reflected in the extra-financial performance declaration for the 2020 financial year. The degree of coverage of the risks resulting from the analysis of the conclusions of the independent third-party organisation was evaluated at 80%;</li> <li>• Ellex's results for the second half 2020 were in line with expectations, integrating the expected synergies linked to the merger, resulting in a 100% performance on this criterion;</li> <li>• The work on finalising the Quantel-Keopsys synergies was completed up to 75%.</li> </ul> </li> </ul> <p>Consequently, the Board of Directors meeting of 16 March 2021 unanimously authorised the payment of variable compensation to Mr Jean-Marc Gendre for the 2020 financial year as follows:</p> <ul style="list-style-type: none"> <li>➤ with regard to the quantitative criteria, accounting for 60% of the variable compensation: <ul style="list-style-type: none"> <li>• 22,770 euros for the "turnover" objective ;</li> <li>• 16,541 euros for the "EBITDA" objective</li> <li>• 0 for the "net income" objective</li> </ul> </li> <li>➤ with regard to the qualitative criteria, accounting for 40% of the variable remuneration: <ul style="list-style-type: none"> <li>• 18,750 euros for the "Quantel-Keopsys synergies" criterion;</li> <li>• 12,500 euros for the "Ellex synergies" criterion;</li> <li>• 10,000 euros for the "extra-financial risks" criterion.</li> </ul> </li> </ul> <p>i.e. a total variable compensation of €80,561 paid to Mr Jean-Marc Gendre for the financial year 2020 after approval by the general meeting held on 4 May 2021.</p> <p><b>Procedure for determining the variable compensation for 2021</b></p> <p>Following the opinion of the Compensation Committee, the Board of Directors decided, at its meeting on 16 March 2021, that the variable portion of Jean-Marc Gendre's compensation for financial year 2021, in the maximum amount of 100% of his fixed compensation for 2021 (i.e. €253,750), would be based on achievement of the objectives described in paragraph 2.2.3 of the corporate governance report for the year ended 31 December 2020.</p> <p><b>Evaluation of the level of achievement of objectives for 2021</b></p> <p>The payment of variable compensation components is contingent on approval from the annual general meeting, which will decide on the financial statements for the financial year ended 31 December 2021, in conformity with</p>



Components of compensation submitted for vote	Amounts paid during the financial year ended	Amounts allocated for the financial year ended or accounting valuation	Presentation
			<p>the provisions of Article L.22-10-34 II of the Commercial Code. This amount results from the observations and evaluations indicated below.</p> <p>The Board of Directors, during the meeting on 17 March 2022, following the opinion of the Compensation Committee, noted that the quantitative and qualitative objectives to which the payment of variable remuneration for Mr Jean-Marc Gendre for the financial year 2021 was subject had been reached as follows:</p> <ul style="list-style-type: none"> <li>with regard to the quantitative objectives, accounting for 60% of the variable remuneration: <ul style="list-style-type: none"> <li>revenue (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 16 March 2021) amounted to €162,454k for the 2021 financial year, i.e. the revenue target was achieved by 100.35%;</li> <li>EBITDA (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 16 March 2021) amounted to €32,643k for the financial year 2021, i.e. the EBITDA target was achieved by 97.98%;</li> <li>net income (calculated on the same scope as the budget approved by the Board of Directors at its meeting of 16 March 2021) amounted to €13,858k for the financial year 2021, i.e. the net income target was achieved by 85.83%;</li> </ul> </li> <li>with regard to qualitative objectives, accounting for 40% of variable compensation: <ul style="list-style-type: none"> <li>the Group continued its work to cover its extra-financial risks, led by the CSR Director appointed in 2021, and reflected in the extra-financial performance declaration for the 2021 financial year. The degree of coverage of the risks resulting from the analysis of the conclusions of the independent third-party organisation was evaluated at 80%;</li> <li>Ellex's results for the year 2021 were in line with expectations, integrating the expected synergies linked to the merger, resulting in a 100% performance on this criterion;</li> <li>The work on finalising the Quantel-Keopsys synergies was 100% completed.</li> </ul> </li> </ul> <p>Consequently, the Board of Directors meeting of 17 March 2022 unanimously authorised the payment of variable compensation to Mr Jean-Marc Gendre for the 2021 financial year as follows:</p> <ul style="list-style-type: none"> <li>with regard to the quantitative criteria, accounting for 60% of the variable compensation: <ul style="list-style-type: none"> <li>50,929 euros for the "turnover" objective ;</li> <li>48,185 euros for the "EBITDA" objective</li> <li>32,767 for the "net income" objective</li> </ul> </li> <li>with regard to the qualitative criteria, accounting for 40% of the variable remuneration: <ul style="list-style-type: none"> <li>50,750 euros for the "Quantel-Keopsys synergies" criterion;</li> <li>23,375 euros for the "Ellex synergies" criterion;</li> <li>20,300 euros for the "extra-financial risks" criterion.</li> </ul> </li> </ul> <p>i.e. a total variable compensation of €228,305 paid to Mr Jean-Marc Gendre for the financial year 2021. In accordance with Article L. 22-10-34, II of the French Commercial Code, these variable compensation components will only be paid to Jean-Marc Gendre after their approval by the general meeting scheduled for 3 May 2022.</p>
Profit sharing	None	None	During financial year 2021, Jean-Marc Gendre did not receive any profit sharing from the company under his employment contract with Quantel Medical.
Multiyear variable compensation	None	None	Not applicable.
Exceptional compensation	€22,500	-	Prior to his appointment as Deputy CEO on 1 April 2020, Mr Jean-Marc Gendre received a performance bonus under his Quantel Medical employment contract for the results of the first quarter of 2020.
	None	None	No stock option was allocated to Jean-Marc Gendre for financial year 2021.
Stock option, performance shares, or any other component of long-term compensation			<p>No performance shares were granted to Mr Jean-Marc Gendre for the 2021 financial year.</p> <p>In addition, it is planned that the Board of Directors, during its meeting of 1 April 2022, will record the definitive acquisition of 169,000 free shares, including 40,000 for the benefit of Mr Jean-Marc Gendre, the Company's Deputy CEO, provided that Mr Jean-Marc Gendre continues to hold a valid employment contract within Lumibird or a Lumibird subsidiary at that date.</p> <p>The conditions for the definitive acquisition of these free shares are described in the special report of the Board of Directors prepared for the 2019 financial year in accordance with the provisions of Article L.225-197-4 of the French Commercial Code, which is available on the Company's website (<a href="http://www.lumibird.com">www.lumibird.com</a>) under the heading "Finance / Regulated Information".</p>
Compensation due to office as director	None	None	Not applicable.
Benefits in kind	€10,539	€10,539	Jean-Marc Gendre has a corporate car which the Company has provided to him.
Evolution and external comparability/Equity ratios			<p><b>Evolution and external comparability of the compensation of the Deputy CEO</b></p> <p>The fixed compensation paid to Mr Jean-Marc Gendre for 2021 amounted to €253,750 (including €126,875 for his mandate as Deputy CEO and €126,875 for his employment contract with Quantel Medical), i.e. a 1.5% rise compared to what was paid in 2020 (€250,000, including €125,000 for his mandate as Deputy CEO and 125,000 euros for his employment contract with Quantel Medical), corresponding to the general increase percentage applied to the Group's employees.</p> <p>This compares to a 10.7% increase in revenue over the same period (on a pro forma basis, integrating from 1 January 2020 the acquisitions of Ellex on 30 June 2020 and EssMed Group on 31 July 2020).</p>

Components of compensation submitted for vote	Amounts paid during the financial year ended	Amounts allocated for the financial year ended or accounting valuation	Presentation
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Between 2017 and 2021, the evolution of the total compensation (including all components of fixed, variable, and exceptional compensation) of the Deputy CEO was 98%.

#### Equity ratios

#### Table – Putting the compensation of corporate officers in perspective with the Company's performance and the average and median employee compensation

In conformity with Article L. 22-10-9(6) (7) of the Commercial Code, the chart below indicates the ratios between the level of compensation of the CEO and, on the one hand, the average compensation on a full-time equivalent basis of Company employees other than corporate officers and, on the other hand, the median compensation on a full-time equivalent basis of Company employees other than corporate officers, as well as the annual change in the compensation of the CEO, the Company's performance, and the average compensation on a full-time equivalent basis of the Company's employees, other than the managers and ratios mentioned above, over the course of the last five financial years. In accordance with Recommendation 16, the table below also shows the ratio between the level of remuneration of the Deputy CEO and the level of the minimum growth wage (SMIC). The compensation of the Deputy CEO that was used for the purposes of this table below includes all of the fixed, variable, and exceptional compensation elements paid for financial years 2017 to 2021 to Jean-Marc Gendre, Deputy CEO of the Company since 31 March 2021, for his corporate term. The items below reflect distinct compensation policies as they were determined and used by each of these managers during the exercise of their functions.

#### Evolution of the 2017 – 2021 equity ratio

Deputy CEO	2017	2018	2019	2020	2021	2017–2021 (average)
Compensation paid	N/A	N/A	N/A	€104,780	€207,436	€156,108
Change from previous financial year in %	N/A	N/A	N/A	N/A	98%	98%
Average employee compensation	€46,509	€47,372	€48,273	€59,632	€65,609	€53,425
Change from previous financial year in %	ns	2%	2%	23%	11%	8%
Ratio compared to average employee compensation	N/A	N/A	N/A	1.7	3.2	3.7
Change from previous financial year in pts	N/A	N/A	N/A	N/A	1.4	1.4
Median employee compensation	€37,554	€38,066	€40,264	€46,322	€51,253	€42,692
Change from previous financial year in %	1%	1%	6%	15%	11%	7%
Ratio compared to median employee compensation	N/A	N/A	N/A	2.3	4.0	3.2
Change from previous financial year in pt	N/A	N/A	N/A	N/A	1.8	1.8
Minimum growth wage (SMIC)	€17,763	€17,981	€18,254	€18,473	€18,654	€18,225
Change from previous financial year in %	1%	1%	2%	1%	1%	1%
Ratio compared to minimum growth wage	N/A	N/A	N/A	5.7	11.1	8.4
Change from previous financial year in %	N/A	N/A	N/A	N/A	5.4	5.6
Net accounting income (Company performance) in € million <sup>(1)</sup>	€1.7m	€(1.6)m	€7.8m	€6.0m	€3.8m	€3.5m
Change from previous financial year in %	1,505%	(194%)	388%	(23%)	(36%)	328%

(1) The 2020 net accounting income is restated for the capital gain recorded for the transaction to reclassify Quantel Medical shares within the Group for €69.9 million.

In order to calculate the equity ratio, the following items were considered:

#### denominator:

- for the period from 1 January 2017 to 31 December 2019, employees with open-ended contracts that worked continuously at the Company from 1 January 2016 to 31 December 2019; and
- for the period from 1 January 2020 to 31 December 2021, employees with open-ended contracts that worked continuously at the Company from 1 January 2020 to 31 December 2020;

noting that employees with open-ended contracts who worked continuously at the Company accounted for approximately 58 people as at 31 December 2020, compared to 136 people at 31 December 2019; this decrease in the number of employees considered when calculating the equity ratio is due to the transfer of 81 employees within the context of a partial contribution of assets by LUMIBIRD, its production, and laser research & development activities to Quantel Technologies, which was done on 16 December 2019, and explains the increase in average and median employee compensation between 31 December 2019 and 31 December 2020;

for the numerator, the compensation of the Company's Deputy CEO which was collected between 1 January 2017 and 31 December 2021 for his corporate office within LUMIBIRD SA, excluding any employment contract within a subsidiary of the Company (in particular Jean-Marc Gendre's employment contract with Quantel medical, a fully owned subsidiary of the Company);

for both the denominator and the numerator, the following items were used: fixed compensation, variable compensation, performance shares allotted for the financial year considered, and exceptional premium. Severance pay, non-compete arrangements, and supplementary retirement schemes were excluded.

LUMIBIRD adopted this approach in order to be able to compare data from one year to the next between 1 January 2017 and 31 December 2021, due to the fact that:

in light of employee disparities across the various countries in which the Group is established, the scope used is that of LUMIBIRD SA (which essentially has employees in France); Furthermore, the number of Group employees located in France significantly



>>> LUMIBIRD >>>

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Components of compensation submitted for vote	Amounts paid during the financial year ended	Amounts allocated for the financial year ended or accounting valuation	Presentation
Termination indemnity: Severance payment	None	None	Not applicable.
Non-compete indemnity	None	None	The Deputy CEO does not benefit from any non-compete indemnity.
Supplementary retirement scheme	None	None	The Deputy CEO does not benefit from any supplementary retirement scheme.

increased in October 2017 due to the merger of the Quantel and Keopsys groups, with different compensation policies for the two groups that would have led to a lack of continuity of the average and median compensation of its employees between the 2016-2017 period and the 2018-2021 period; the scope "LUMIBIRD SA," excluding other French subsidiaries, was thus deemed to be the most pertinent for calculating the equity ratio;

as the LUMIBIRD SA scope was adopted for the denominator of the equity ratio, it was deemed more pertinent to not consider the compensation collected by the Company's Deputy CEO for the employment contracts entered with the Company's subsidiaries.

With regard to the equity ratio in relation to the SMIC, the annual amount of the minimum growth wage (SMIC), as published on the INSEE website (<https://www.insee.fr/fr/statistiques/1375188>), was taken into account.

### 3.1.3.4. Amounts provisioned or recorded by the Company or its subsidiaries to pay pensions, retirement or other benefits

No amounts have been provisioned or recorded by the Company and/or any of its subsidiaries to pay pensions, retirement and other benefits to any of its executive and/or non-executive officers.

### 3.1.3.5. Information on stock options awarded to the Company's corporate officers

In 2020 and 2021, as since the start of 2022, the Company did not award any stock options to its corporate officers and no stock options were exercised by any of its corporate officers.

With regard to this point, please refer to the information provided in the Board of Directors' special report prepared for 2021 in accordance with Article L.225-184 of the French commercial code.

### 3.1.3.6. Information on the performance shares and free shares awarded to the Company's corporate officers

On 1 April 2019, the Board of Directors awarded 182,000 bonus Company shares to 39 employees of the Company and certain related companies under article L.225-197-2 of the French commercial code. At its meeting on 31 March 2020, the Board of Directors decided to allow two additional employees to benefit from the provisions of this plan, by granting them each 3,000 free shares.

Also, on 21 September 2021, the Board of Directors awarded 291,000 bonus Company shares to 84 employees of the Company and certain related companies under article L.225-197-2 of the French commercial code.

In this respect, reference is made to the information presented in the special reports of the Board of Directors prepared for the financial years 2019 to 2021 pursuant to the provisions of Article L.225-197-4 of the French Commercial Code, both available on the Company's website ([www.lumibird.com](http://www.lumibird.com)) in the "Finance / Regulated Information" section.

In addition, it is planned that the Board of Directors, during its meeting of 1 April 2022, will record the definitive acquisition of 169,000 free shares, including 40,000 for the benefit of Mr Jean-Marc Gendre, the Company's Deputy CEO, provided that Mr Jean-Marc Gendre continues to hold a valid employment contract within Lumibird or a Lumibird subsidiary at that date. The conditions for the definitive acquisition of these free shares are described in the special report of the Board of Directors prepared for the 2019 financial year in accordance with the provisions of Article L.225-197-4 of the French Commercial Code, which is available on the Company's website ([www.lumibird.com](http://www.lumibird.com)) under the heading "Finance / Regulated Information".

### 3.1.3.7. Standardised summary tables

The tables below are based on the 2021-02 position-recommendation of the AMF, which recommends a standardised presentation of the compensation of corporate officers of companies whose shares are admitted for trading on a regulated market. The 2021-02 position-recommendation tables that have not been reproduced in this report may be considered as not applicable to the Company.

**Table 1 – Summary of compensation and stock options allocated to each executive corporate officer**

In Euros	Marc Le Flohic	
	2020	2021
Compensation allocated for the financial year (detailed in Table 2)	490,414	710,384
Valuation of multiyear variable compensation allocated for the financial year <sup>(1)</sup>	-	-
Valuation of options allocated over the financial year <sup>(2)</sup>	-	-
Valuation of performance shares allocated over the financial year <sup>(3)</sup>	-	-
<b>TOTAL</b>	<b>490,414</b>	<b>710,384</b>

<sup>(1)</sup> Marc Le Flohic does not benefit from any multiyear variable compensation mechanism during the financial year concerned.

<sup>(2)</sup> Marc Le Flohic does not benefit from any stock or share subscription options during the financial year concerned.

<sup>(3)</sup> Marc Le Flohic does not benefit from any performance share during the financial year concerned.



In Euros	Jean-Marc Gendre	
	2020	2021
Compensation allocated for the financial year (detailed in Table 2)	340,317	492,594
Valuation of multiyear variable compensation allocated for the financial year <sup>(1)</sup>	-	-
Valuation of options allocated over the financial year <sup>(2)</sup>	-	-
Valuation of performance shares allocated over the financial year <sup>(3)</sup> (detailed in table 6)	-	-
<b>TOTAL</b>	<b>340,317</b>	<b>492,594</b>

(1) Jean-Marc Gendre does not benefit from any multiyear variable compensation mechanism during the financial year concerned.

(2) Jean-Marc Gendre does not benefit from any stock or share subscription options during the financial year concerned.

(3) Jean-Marc Gendre was granted, by decision of the Board of Directors on 1 April 2019, 40,000 free shares of the Company, in accordance with an allocation plan whose main characteristics are described in the special report of the Board of Directors on the free share allocations for the financial year ended 31 December 2019. The value of these free shares was calculated on the basis of the LUMIBIRD share price on the grant date, i.e. the closing price on 1 April 2019 (15.3 euros). It is planned that the Board of Directors, during its meeting of 1 April 2022, will record the definitive acquisition of 169,000 free shares, including 40,000 for the benefit of Mr Jean-Marc Gendre, the Company's Deputy CEO, provided that Mr Jean-Marc Gendre continues to hold a valid employment contract within Lumibird or a Lumibird subsidiary at that date.

Tableau 2 – Breakdown of compensation allocated to each corporate officer

Marc Le Flohic In Euros	Financial year 2020		Financial year 2021	
	Amounts due for the financial year	Amounts paid during the financial year	Amounts due for the financial year	Amounts paid during the financial year
CEO of LUMIBIRD	281,974	165,000	498,974	284,449
Of which fixed compensation	165,000	165,000	167,475	167,475
Of which annual variable compensation	116,974	-	331,499	116,974
Of which multiyear variable compensation	-	-	-	-
Of which exceptional compensation	-	-	-	-
Of which compensation allocated for serving as director	None	None	-	-
Of which benefits in kind	-	-	-	-
Managing director of Keopsys Industries <sup>(1)</sup>	208,440	211,270	211,410	211,410
Of which fixed compensation	198,000	198,000	200,970	200,970
Of which benefits in kind <sup>(2)</sup>	10,440	10,440	10,440	10,440
Of which exceptional compensation	-	-	-	-
Of which profit sharing	-	2,830	-	-
Other offices within the Group	-	-	-	-
<b>TOTAL</b>	<b>490,414</b>	<b>376,270</b>	<b>710,384</b>	<b>495,859</b>

(1) Employment contract concluded with Keopsys Industries, a subsidiary wholly owned by the Company.

(2) Corresponds to the provision of a company car by Keopsys Industries to Mr Marc Le Flohic

Jean-Marc Gendre In Euros	Financial year 2020		Financial year 2021	
	Amounts due for the financial year	Amounts paid during the financial year	Amounts due for the financial year	Amounts paid during the financial year
Deputy CEO of LUMIBIRD	185,341	104,780	355,180	207,436
Of which fixed compensation	104,780	104,780	126,875	126,875
Of which annual variable compensation	80,561	-	228,305	80,561
Of which multiyear variable compensation	-	-	-	-
Of which exceptional compensation	-	-	-	-
Of which compensation allocated for serving as director	-	-	-	-
Of which benefits in kind	154,976	243,657	137,414	159,914
Managing director of Quantel Medical <sup>(1)</sup>	145,220	123,485	126,875	126,875
Of which fixed compensation	9,756	9,756	10,539	10,539
Of which benefits in kind <sup>(2)</sup>	-	107,586	-	-
Of which exceptional compensation	-	-	-	22,500
Of which profit sharing	-	2,830	-	-
Other offices within the Group	-	-	-	-
<b>TOTAL</b>	<b>340,317</b>	<b>348,437</b>	<b>492,594</b>	<b>367,350</b>

(1) Employment contract concluded with Quantel Medical, a subsidiary wholly owned by the Company.

(2) Corresponds to the provision of a company car by Quantel Medical to Mr Jean-Marc Gendre.



Table 6 – Free shares granted to Jean-Marc Gendre

Free shares granted to Jean-Marc Gendre				
Number of free shares granted	Plan number and date	Value of shares (In euros)	Vesting date	Conditions to the acquisition
40,000	Plan 1 April 2019	612,000 <sup>(1)</sup>	1 April 2022	<p>Vesting of shares provided that:</p> <ul style="list-style-type: none"> <li>the beneficiary has been continuously and uninterruptedly, during the vesting period, and is, at the end of the vesting period, the holder of a valid employment contract within the Company or an affiliated company within the meaning of Article L.225-197- 2 of the French Commercial Code; and</li> <li>the performance criteria set by the Board of Directors are met<sup>(2)</sup>.</li> </ul>

<sup>(1)</sup> The valuation of these free shares was calculated on the basis of the LUMIBIRD share price on the grant date, i.e. the closing price on 1 April 2019 (15.3 euros).

<sup>(2)</sup> The performance criteria related to the plan of 1 April 2019 are described in the special report of the Board of Directors on free share allocations for the financial year ending 31 December 2019.

It is planned that the Board of Directors, during its meeting of 1 April 2022, will record the definitive acquisition of 169,000 free shares, including 40,000 for the benefit of Mr Jean-Marc Gendre, the Company's Deputy CEO, provided that Mr Jean-Marc Gendre continues to hold a valid employment contract within Lumibird or a Lumibird subsidiary at that date.

Table 11 AMF nomenclature – Employment contracts, retirement indemnities, and termination indemnities for each executive officer

Name	Employment Contract		Supplementary Retirement Schemes		Indemnities or benefits due or likely to be due as a result of termination or change in duties, or subsequent thereto		Non-Compete Indemnities	
	YES	NO	YES	NO	YES	NO	YES	NO
Marc Le Flohic CEO	Yes <sup>(1)</sup>	-	-	No	-	No	-	No
Jean-Marc Gendre Deputy CEO	Yes <sup>(2)</sup>	-	-	No	-	No	-	No

<sup>(1)</sup> Employment contract entered with Keopsys Industries, a wholly owned subsidiary of the Company

<sup>(2)</sup> Employment contract entered with Quantel Medical, a wholly owned subsidiary of the Company

### 3.2. Compensation policy for corporate officers of LUMIBIRD for the 2021 financial year

In application of Article L. 22-10-8 of the Commercial Code, the general meeting scheduled for 3 May 2022 to approve the financial statements for the financial year ended 31 December 2021 will be asked to approve the compensation policy for corporate officers for the 2021 financial year (ex ante say on pay). To that end, three resolutions, which have been reproduced under **Appendix 5** to this report, will be presented: one for directors, one for the CEO, and one for the Deputy CEO.

This policy will be subject to a vote of the general meeting at least once a year, as well as each time a significant change is made.

If the general meeting scheduled to be held 3 May 2022 does not approve these resolutions, the compensation will be determined in conformity with the compensation policy approved by the general meeting held on 4 May 2021 for the financial year 2021. In that case, the Board of Directors would submit a draft resolution at the next ordinary general meeting of shareholders presenting a revised compensation policy and indicating how the shareholders' vote was taken

into consideration and, if applicable, the opinions expressed during the general meeting.

It is specified that no component of compensation, of any nature whatsoever, may be determined, allocated, or paid by the company, nor can the Company assume any commitment to components of compensation, indemnities, or benefits due or likely to be due as a result of assuming, stopping, or changing their duties, or subsequent to the exercise thereof, if they are not in conformity with the approved compensation policy or, if there is not such a policy, the compensation mentioned above. Any payment, allocation, or commitment made or assumed that is contrary to this principle is null. However, if there are exceptional circumstances, the Board of Directors may deviate from applying the compensation policy under the conditions determined below. The payment of variable and exceptional components of the compensation of the CEO or Deputy CEO is contingent on approval from the general meeting.

#### 3.2.1. Principles common to all corporate officers

##### 3.2.1.1. General principles and governance

The compensation policy applicable to corporate officers is determined by the Board of Directors at the recommendation of the Compensation Committee, and then submitted for a

vote of the general meeting of shareholders through distinct resolutions. Insofar as this policy provides managers with sufficient compensation to motivate their performance without constituting an excessive financial burden for the Group, it fits LUMIBIRD's corporate interest, while contributing to its sustainability and falling within its business strategy.

This policy is implemented and revised through detailed proposals that are reviewed by the Compensation Committee and duly validated by the Board of Directors. These validations of the Board of Directors rely on analyses that in particular allow the compensation of the corporate officers to be positioned in relation to those of corporate officers from comparable companies in the sector. Since Law No. 2019-486 of 22 May 2019 on the growth and transformation of businesses and the establishment of equity ratios took effect, which must be published in the corporate governance report for ex post say on pay, the Company's Board of Directors has decided to take these ratios into consideration when determining and revising the compensation policy of the corporate officers. Indeed these ratios allow the level of compensation of the Chairman of the Board of Directors, the Managing Director and, if applicable, the Deputy CEO to be determined, with regard to the average and median compensation on a full-time equivalent base for employees of the Company other than the corporate officers.

This policy and the elements for implementing it were submitted as of the 2018 financial year for a vote of the Company's general meeting of shareholders and conforms, to the extent they are still applicable and pertinent, to the applicable legal provisions, as well as to those of the Reference Code.

#### 3.2.1.2. Content of the compensation policy that applies to all corporate officers

The provisions of the compensation policy applicable to the corporate officers, subject to their approval by the annual general meeting of shareholders to approve the financial statements ended on 31 December 2021, are to be applied to newly appointed corporate officers whose term is renewed

following the general meeting awaiting, where applicable, approval by a subsequent general meeting of significant changes to the compensation policy, noted under Article L. 22-10-8 (II) of the Commercial Code.

In conformity with the applicable legal and regulatory provisions, the Board of Directors reserves the right, after having obtained the prior opinion of the Compensation Committee, to temporarily deviate from applying the established compensation policy, in the event of duly justified exceptional circumstances, provided that such deviation is in conformity with the corporate interest, and necessary to ensure the sustainability and viability of the LUMIBIRD Group. This power to deviate that is offered by the Board of Directors may concern the fixed compensation, the percentage that represents the variable compensation in the total overall compensation, or even the exceptional compensation of the corporate officer concerned. In such a situation, the components of the compensation that constituted a temporary deviation from the Board of Directors' duly established compensation policy will be submitted for a vote of the shareholders within the context of the ex post say on pay vote.

#### 3.2.2. Compensation policy applicable to members of the Board of Directors

In addition to the elements that are common to all corporate officers presented in paragraph 2.2.1 of this report, the compensation policy for directors in 2022 will be in conformity with the compensation policy for directors in 2021, which is described in paragraph 2.1.2 of this report.

#### 3.2.3. Compensation policy applicable to the CEO and Deputy CEO

In addition to the elements common to all corporate officers presented under paragraph 2.2.1 of this report, the compensation policy of the CEO and Deputy CEO includes specific elements which are elaborated on below. This policy covers components of the CEO and Deputy CEO's compensation for their corporate offices, as well as for any employment contract they may have with the Company or a company of the Group.

Components of the Compensation Policy	Presentation
Fixed compensation	The amount of the fixed compensation is determined by the Company's Board of Directors per the opinion of the Compensation Committee.
	This fixed compensation is evaluated according to the reference market, factoring in the risk of being an executive officer, and is proportionate to the Company's position. This compensation is determined in line with that of the company's employees.
	The payment of fixed compensation components is not contingent on approval from the annual general meeting.
	For the 2022 financial year, the Board of Directors, on the advice of the Compensation Committee, decided to maintain unchanged the fixed compensation of Mr Marc Le Flohic and Mr Jean-Marc Gendre, i.e.:
	<ul style="list-style-type: none"> <li>→ a fixed compensation for Mr Marc Le Flohic of 368,445 euros, of which 167,475 euros in respect of his corporate mandate as Chairman and CEO of LUMIBIRD and 200,970 euros in respect of his employment contract with Keopsys Industries;</li> <li>→ a fixed compensation for Mr Jean-Marc Gendre of 253,750 euros, including 126,875 euros in respect of his corporate mandate as Deputy Managing Director of LUMIBIRD and 126,875 euros in respect of his employment contract with Quantel Medical.</li> </ul>



Components of the Compensation Policy	Presentation
Variable compensation Procedures for determining compensation	<p><b>Procedures for determining the variable compensation</b></p> <p>The amount and terms of the variable compensation are determined by the Company's Board of Directors per the opinion of the Compensation Committee.</p> <p>The variable compensation may correspond to a percentage of the fixed compensation. For 2022, it was set at 100% of the fixed compensation for achieving 100% of the performance objectives (variable compensation target).</p> <p>The variable compensation is paid following a statement of the effective achievement of the objectives relative to the financial results of the Company or Group (or any other financial criteria which the Board of Directors deems pertinent) and may vary according to the objectives achieved.</p> <p>The Board of Directors may decide to establish multiyear variable compensation within the framework of the principles mentioned above.</p> <p>For 2022, these criteria consist, in the amount of 70%, of the financial objectives to fully achieve the objectives (target goal) and, in the amount of 30%, of the qualitative objectives.</p> <p><b>Quantitative objectives, which account for 70% of the variable compensation</b></p> <p>Quantitative objectives account for 70% of the variable compensation target if 100% of each objective is achieved and are individually capped at 51% of the variable compensation target if 160% of each objective is achieved. This concerns the achievement, on a like-for-like basis, of:</p> <ul style="list-style-type: none"> <li>→ net income (Group share), on a like-for-like basis, as resulting from the 2022 budget presented to the Board of Directors on 17 March 2022, with this criterion accounting for 30% of the variable compensation target;</li> <li>→ Group sales, on a like-for-like basis, as resulting from the 2022 budget presented to the Board of Directors on 17 March 2022, with this criterion accounting for 20% of the variable compensation target;</li> <li>→ Group EBITDA, on a like-for-like basis, as resulting from the 2022 budget presented to the Board of Directors on 17 March 2022, with this criterion accounting for 20% of the target variable compensation.</li> </ul> <p>For each of these quantitative objectives, the attributable variable compensation corresponds to:</p> <ul style="list-style-type: none"> <li>→ 0% of the target variable compensation in the event that an objective short of 80% is met;</li> <li>→ 50% of the target variable compensation if the 80% objective is met;</li> <li>→ 62.5% of the target variable compensation if the 85% objective is met;</li> <li>→ 75% of the target variable compensation if the 90% objective is met;</li> <li>→ 87.5% of the target variable compensation if the 95% objective is met;</li> <li>→ 100% of the target variable compensation if the 100% objective is met;</li> <li>→ 110% of the target variable compensation if the 105% objective is met;</li> <li>→ 120% of the target variable compensation if the 110% objective is met;</li> <li>→ 130% of the target variable compensation if the 115% objective is met;</li> <li>→ 140% of the target variable compensation if the 120% objective is met;</li> <li>→ 150% of the target variable compensation if the 125% objective is met;</li> <li>→ 160% of the target variable compensation if the 130% objective is met;</li> <li>→ 170% of the target variable compensation if the 135% objective is met;</li> <li>→ 180% of the target variable compensation if the 140% objective is met;</li> <li>→ 190% of the target variable compensation if the 145% objective is met;</li> <li>→ 200% of the target variable compensation if the 150% objective is met;</li> <li>→ 210% of the target variable compensation if the 155% objective is met;</li> <li>→ 220% of the target variable compensation if the 160% and above objective is met.</li> </ul> <p>Within these limits, the effective weighting of each variable compensation component is determined by linear interpolation.</p> <p><b>Qualitative objectives account for 30% of the variable compensation</b></p> <p>Qualitative objectives depend on:</p> <ul style="list-style-type: none"> <li>→ for 10% of the variable compensation target, continuing the implementation of extra-financial risk hedging policies;</li> <li>→ for 20% of the variable compensation target, the evolution and structuring of the Group's executive governance.</li> </ul>



Components of the Compensation Policy	Presentation
	<p>For each criterion, the performance evaluation of the corporate officer results from a comparison of the result obtained and the target determined.</p> <p>Assessment of whether target has been met will be carried out under the supervision of the Compensation Committee, and will take the competitive environment and market context into account, which could require, where appropriate, the measurement of certain criteria to be adjusted.</p>
Variable compensation Deferred methods	Not applicable.
Variable Compensation Payment terms	<p><b>Payment terms for variable compensation</b></p> <p>In conformity with the provisions of Article L. 22-10-34 (II) of the Commercial Code, the annual general meeting will be asked to approve the financial statements of the financial year ending 31 December 2022, in order to approve variable compensation elements for which the approval of the general meeting deciding on the financial statements for the financial year ended 31 December 2019 is required, in conformity with Article L. 22-10-8 of the Commercial Code.</p> <p>The payment of the components of variable compensation is contingent upon the approval of the annual general meeting deciding on the financial statements for the financial year ending 31 December 2022.</p>
Exceptional compensation	<p>The amount and terms of the exceptional compensation are determined by the Board of Directors, per the opinion of the Compensation Committee.</p> <p>The exceptional compensation is paid following confirmation that the financial objectives of the Company or Group have actually been met (or any other financial criterion that the Board of Directors deems to be pertinent) and may vary according to the objectives achieved.</p> <p>The Company's Board of Directors may also pay exceptional compensation for other objective criteria it determines, or to take an exceptional situation into account.</p> <p>The payment of exceptional compensation is, under all circumstances, contingent on the approval of the annual general meeting that will approve the financial statements of the financial year ending 31 December 2022.</p>
Evaluation of benefits in kind	<p>Benefits in kind are decided on by the Board of Directors and may take various forms (including access to a company car).</p> <p>In conformity with the provisions of Article L. 22-10-34 (II) of the Commercial Code, the annual general meeting that will approve the financial statements for the financial year ending 31 December 2022 will be asked to issue an opinion on the components of compensation corresponding to the benefits in kind for which approval is requested from the general meeting deciding on the financial statements for the financial year ended 31 December 2021, in conformity with Article L. 22-10-8 of the Commercial Code.</p> <p>Payment of components of compensation that correspond to benefits in kind is not contingent on the approval of the annual general meeting that will decide on the financial statements for the financial year ending on 31 December 2022.</p>
Stock options, performance shares, or any other component of long-term compensation	<p>The establishment of bonus share plans (or options to subscribe or purchase shares) for the Company's executive officers is determined per the opinion of the Compensation Committee.</p> <p>Vesting of the bonus shares (or subscription or share purchase options) to the benefit of the executive officers, in addition to the legal conditions, is subject to a continued service requirement within the Company or Group, as well as confirmation that they have indeed met the financial objectives of the Company or Group (or any other financial criteria that the Board of Directors deems pertinent).</p> <p>There is no plan to allocate performance shares to the CEO or Deputy CEO for the 2022 financial year.</p> <p>The Group may nevertheless set up a profit-sharing plan for Mr Jean-Marc Gendre, the Company's Deputy CEO, by granting free shares or stock options at Lumibird Medical level.</p>
Termination-of-service allowances Severance pay	<p>The amount and terms of the severance package are determined by the Board of Directors, per the opinion of the Compensation Committee.</p> <p>The severance pay is subject to performance conditions linked to achievement of financial objectives of the Company or Group (or any other financial criterion that the Board of Directors deems pertinent).</p>





Components of the Compensation Policy	Presentation
	Severance is only paid in the event of a corporate officer's involuntary departure, unless it is revoked due to serious or gross misconduct.
Non-competition compensation	There is no non-compete clause.
Supplementary retirement scheme	The Company reserves the right to provide for a supplementary retirement scheme with contributions determined to benefit the CEO or Deputy CEO.
Holding of both a corporate office and an employment contract	<p>The CEO or Deputy CEO may have an employment contract in addition to their corporate office, provided that such contract corresponds to an effective job and that a subordinate relationship to the Group is established.</p> <p>At the date of this report, Marc Le Flohic holds an open-ended employment contract with Keopsys Industries. This contract contains a prior notification period of three months, which may be broken under the conditions provided for by law.</p> <p>At the date of this report, Jean-Marc Gendre holds an open-ended employment contract with Quantel Medical. This contract contains a prior notification period of three months, which may be broken under the conditions provided for by law.</p>

## 4. OTHER INFORMATION CONCERNING CORPORATE GOVERNANCE

### 4.1. Regulated agreements and current agreements entered under normal conditions

The Company's Statutory Auditors will present to you, in their special report, the regulated agreements indicated in Article L.225-38 of the Commercial Code which, where applicable, were entered by the Company or continued to be performed in 2021. This report is contained in Section 2 of Chapter 2 of the Company's Universal Registration Document for the year ended 31 December 2021.

After having reviewed the special report of the Statutory Auditors, the Company's annual ordinary general meeting of shareholders will be asked to approve this report, where applicable.

In conformity with the provisions of Article L.225-37-4 of the Commercial Code, the Company indicates that there is no agreement other than the (i) the liquidity agreement entered between the Company and ESIRA, as approved by the general meeting of shareholders on 16 December 2019, and (ii) those concerning current transactions that would have been entered under normal conditions, that occurred during the financial year ended, directly or through an intermediary, between, on the one hand, one of the Company's corporate officers or one of the shareholders holding more than 10% of the voting rights in the Company and, on the other hand, another company controlled by the former pursuant to Article L.233-3 of the Commercial Code.

In order to evaluate if the agreements concerning the current transactions entered under normal conditions meet these terms, the Company established a procedure involving its legal counsels, initially, followed by its Statutory Auditors, subsequently. The assessment of the current and normal nature of an agreement is done on a case-by-case basis with regard to the activity and corporate purpose of the Company and the terms, in particular the financial terms, that are attached to the agreement in question.

### 4.2. Shareholder participation in General Meetings

General Shareholders' Meetings are convened by the Board of Directors in accordance with the legal conditions and timeframes applicable.

The conditions for shareholder participation in General Meetings are presented in Article 20 of the Company's articles of association.

Shareholder participation in General Meetings is also governed by the legal and regulatory provisions in force and applicable to companies whose securities are admitted for trading on a regulated market.

In order to ensure shareholders' effective participation in LUMIBIRD's annual general meetings in a health context that makes physical meetings of shareholders more difficult, in 2020 the Company established a correspondence voting platform via the "Votacess" website with CACEIS Corporate trust, which handles the account management for the Company's shares. This platform, which will also be established for LUMIBIRD's General Meeting, which has been scheduled for 3 May 2022, has allowed the number of voting shareholders to be substantially increased compared to previous general meetings.

Furthermore, in order to comply with Recommendation No. 14 of the Reference Code, the Board of Directors plans, at each meeting following a general meeting of shareholders, to review the negative votes cast at that general meeting and to consider possible changes to the resolutions presented at future general meetings in order to take account of these negative votes.

### 4.3. Authorised capital

#### 4.3.1. Table summarising the financial authorisations and delegations granted to the Board of Directors currently in force

The table presenting the various delegations of authority and financial authorisations granted to the Board of Directors on 4 May 2021 and currently in force is provided in **Appendix 6** to this report. In accordance with Article L.225-37-4 of the French commercial code, this table details the use made of these delegations over the last year.

On the date of this report, these financial authorisations have not been used by the Board of Directors, with the exception of:

- the authorisation granted by the general meeting of Shareholders of 4 May 2021 in its 18th resolution, for the Company to buy back its own shares with a view to continuing to implement the liquidity agreement entered into with Louis Capital Markets (see section 12.4 of the Board of Directors' management report on the position and activities of the Company and the LUMIBIRD Group for the year ended 31 December 2021 for further information).
- the authorisation granted by the General Meeting of Shareholders of 4 May 2021 in its 27th resolution to make free allocations of existing shares or shares to be issued to employees or corporate officers of the Company or related companies or some of them.

#### 4.3.2. Presentation of proposed financial authorisations and delegations for the Combined General Meeting scheduled on 3 May 2022

The financial delegations and authorisations proposed to the Combined General Meeting to be held on 4 May 2021 are set out in Chapter 6 of the Company's Universal Registration Document for the financial year ended 31 December 2021, which is available on the Company's website ([www.lumibird.com](http://www.lumibird.com)) in the "Finance / Regulated Information" section.

### 4.4. Publication of the information required under Article L.22-10-11 of the French Commercial Code

For reference, on the date of this report, Mr Marc Le Flohic indirectly holds, through the company ESIRA, 51.93% of the Company's capital and 62.1% of its voting rights (without taking into account treasury shares held by the Company which are deprived of voting rights pursuant to the provisions of Article L.225-210 of the Commercial Code). The shareholdings that have been brought to the Company's attention pursuant to Articles L.233-7 and L.233-12 of the French Commercial Code are set out in paragraph 13.8.3 of the management report of the Board of Directors on the situation and activity of the Company and the LUMIBIRD Group during the financial year ended 31 December 2021.

To the best of the Company's knowledge, no other elements covered by Article L.225-10-11 of the French commercial



code seem likely to have an impact in the event of a public offering targeting LUMIBIRD. However, it is important to note that:

- There are no capital securities with special control rights;
- To the best of the Company's knowledge, there are no agreements between shareholders that may result in restrictions concerning the transfer of shares and exercising of voting rights;
- The list of financial authorisations and delegations in force concerning the issuing and buyback of the Company's shares is presented in **Appendix 6** to this report.
- At 31 December 2021, with the exception of the 100 million banking debt and 40 million bond acquisition

financing facility, which can be drawn down in several instalments and which contains an early repayment clause in the event of a change of control, direct or indirect, of the Company, the Company had not entered into any agreements with third parties that are likely to be amended or terminated in the event of a change of control or likely to be disclosed under the legal conditions in force.

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The Board of directors

## APPENDIX 1

### DUTIES AND OFFICES HELD BY EMZ PARTNERS AND ITS PERMANENT REPRESENTATIVE OUTSIDE OF LUMIBIRD GROUP

Ajit Jayaratnam is managing partner of EMZ Partners. EMZ Partners is a French investor specialising in assisting business owners. Since 1999, EMZ Partners has thus invested more than €3.4 billion along with founding managers, family shareholders, or teams of managers wishing to consolidate their independence. EMZ Partners is an independent company, controlled by its partners, and financed by leading French and European institutional investors.

Offices held by EMZ Partners		Offices held by M. Ajit Jayaratnam	
During the 2021 financial year	Over the past five years	During the 2021 financial year	Over the past five years
Member of the Supervisory Board of CARSO SAS, AZAE SAS, ONET SAS, MY MEDIA GROUP SAS and FRANCE AIR MANAGEMENT	Member of the Supervisory Boards of ALTEAD SAS, ATALIAN SAS and SAFIC-ALCAN	Member of the Supervisory Board of Financière Platine and Myrtil (SAFIC ALCAN)	Member of the Supervisory Boards of Safinca
Member of the Supervisory Committee of CASTELLET HOSPITALITY SAS and FORLAM SAS	Member of the Supervisory Board of UN JOUR AILLEURS SAS		Non-voting member on the Supervisory Boards of Equis Holding
Member of the Strategic Committee of SPIE BATIGNOLLES	Non-voting member on the Supervisory Boards of BURGER KING SAS, LA CROISSANTERIE SA, OROLIA SA, CARSO SAS, MATERNE SAS, PROMOVACANCES SAS, TRIGO SAS, CHRYSO SAS EMINENCE (company under Luxembourgish law), FDI SAS, GFA, PARCOURS, ROCAMAT SAS, AFE SAS, MAISONS DU MONDE, MARTEK, SAFIC ALCAN SAS, FPEE, and ALVEST		Member of the Strategic Committee of Financière Lily 2
Member of the Steering Committee of SPIE BATIGNOLLES			
Non-voting Member of the Supervisory Board of STOKOMANI SAS, UBIQUS SA, COVENTYA HOLDING SAS, BIOGROUP HOLDING SASU and LABORATOIRE EIMER SELAS			
Non-voting member of the Supervisory Committee of CROUZET TOPHOLDING SAS and RAIL INDUSTRIES SAS	Non-voting member on the Board of Directors of EURODATACAR SA		
Non-voting member of the Board of Directors of PAPREC SA and EURODATACAR SA			
Non-voting member of the Strategic Committee of CYRILLUS VERBAUDET GROUP			
Director of EURODATACAR			
Chairman of GINGER SAS, SPIE BATIGNOLLES and LABELYS GROUP SAS			
Managers of several EMZ Partners subsidiaries			



## APPENDIX 2

**DRAFT RESOLUTION No. 7 SUBMITTED TO THE GENERAL MEETING SCHEDULED FOR 3 MAY 2022 RELATING TO THE APPROVAL OF THE INFORMATION NOTED IN ARTICLE L. 22-10-34 (I) OF THE COMMERCIAL CODE RELATING TO THE COMPENSATION OF CORPORATE OFFICERS FOR THE 2021 FINANCIAL YEAR (GENERAL EX POST SAY ON PAY)**

### Seventh resolution

*(Approval of the information relating to the compensation of corporate officers for the year ended 31 December 2021 presented in the Board of Directors' report on corporate governance, in accordance with Article L. 22-10-9 of the French commercial code)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having considered the Board of Directors' report on corporate governance referred to in Article L. 225-37 of the French Commercial Code, approves, in accordance with Article L. 22-10.34 I. of the French Commercial Code, all information relating to the compensation paid or granted to the corporate officers during the financial year ended 31 December 2021 presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document, in accordance with section I of Article L.22-10-9 of the Commercial Code.

## APPENDIX 3

**DRAFT RESOLUTION NO. 8 SUBMITTED TO THE GENERAL MEETING SCHEDULED TO BE HELD ON 3 MAY 2022 REGARDING THE APPROVAL OF FIXED, VARIABLE, AND EXCEPTIONAL COMPONENTS OF TOTAL COMPENSATION AND BENEFITS OF ANY KIND PAID OR ATTRIBUTED TO THE CEO DURING THE 2021 FINANCIAL YEAR**

### Eighth resolution

*(Approval of the fixed, variable and exceptional items making up the total compensation and benefits of any kind paid or allocated to Mr. Marc Le Flohic, Chairman and Chief Executive Officer, for the year ended 31 December 2021)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having reviewed the Board of Directors' report on corporate governance as provided for in Article L.225-37 of the French commercial code, approves, in accordance with the provisions of Article L.22-10.34 II. of the French commercial code, the fixed, variable and exceptional components of the global compensation and benefits of any kind paid or awarded to Marc Le Flohic, Chairman and Chief Executive Officer, for the year ended 31 December 2021, as presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document.

## APPENDIX 4

**DRAFT RESOLUTION NO. 9 SUBMITTED TO THE GENERAL MEETING SCHEDULED TO BE HELD ON 3 MAY 2022 REGARDING THE APPROVAL OF FIXED, VARIABLE, AND EXCEPTIONAL COMPONENTS OF TOTAL COMPENSATION AND BENEFITS OF ANY KIND PAID OR ATTRIBUTED TO THE DEPUTY CEO DURING THE 2021 FINANCIAL YEAR**

### Ninth resolution

*(Approval of the fixed, variable and exceptional items making up the total compensation and benefits of any kind paid or allocated to Mr. Jean-Marc Gendre, Deputy Chief Executive Officer, for the year ended 31 December 2021)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having reviewed the Board of Directors' report on corporate governance as provided for in Article L.225-37 of the French commercial code, approves, in accordance with the provisions of Article L.22-10.34 II. of the French commercial code, the fixed, variable and exceptional components of the global compensation and benefits of any kind paid or awarded to Jean-Marc Gendre, Deputy Chief Executive Officer, for the year ended 31 December 2021, as presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document.

## APPENDIX 5

**DRAFT RESOLUTIONS NO. 10 TO 12 SUBMITTED TO THE GENERAL MEETING SCHEDULED TO BE HELD ON 3 MAY 2022 IN RELATION TO THE COMPENSATION POLICIES APPLICABLE TO THE DIRECTORS, THE CEO, AND THE DEPUTY CEO FOR THE 2022 FINANCIAL YEAR**

### Tenth resolution

*(Approval of the compensation policy applicable to the members of the Board of Directors for the financial year 2022)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having reviewed the Board of Directors' corporate governance report as provided for in Article L.225-37 of the French commercial code, describing the components of the compensation policy for corporate officers, approves, in accordance with the provisions of Article L.22-10-8 of the French commercial code, the compensation policy applicable to the members of the Board of Directors for the 2022 financial year, as presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document.

### Eleventh resolution

*(Approval of the compensation policy applicable to the CEO for the financial year 2022)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having reviewed the Board of Directors' corporate governance report as provided for in Article L.225-37 of the French commercial code, describing the components of the compensation policy for corporate officers, approves, in accordance with the provisions of Article L.22-10-8 of the French commercial code, the compensation policy applicable to the CEO for the 2022 financial year, as presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document.





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**Twelfth resolution***(Approval of the compensation policy applicable to the Deputy CEO for the financial year 2022)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having reviewed the Board of Directors' corporate governance report as provided for in Article L.225-37 of the French commercial code, describing the components of the

compensation policy for corporate officers, approves, in accordance with the provisions of Article L.22-10-8 of the French commercial code, the compensation policy applicable to the Deputy CEO for the 2022 financial year, as presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document.

**APPENDIX 6****TABLE OF FINANCIAL DELEGATIONS**

The financial authorisations and delegations of authority presented in the following table were granted to the Board of Directors on 4 May 2021.

Securities concerned	Source of the authorisation	Duration and end of the authorisation	Limits applicable for the authorisation	Use of the authorisation	Specific features of the authorisation
<b>PURCHASE OF ITS OWN SHARES BY THE COMPANY</b>					
Authorisation in connection with a program for the Company to purchase its own shares	Combined General Meeting on 4 May 2021 18 <sup>th</sup> resolution	18 months Ending 4 Nov 2022	Legal limit of 10% of the Company's capital for the duration of the program (5% for share buybacks to be reissued as payment for a merger, spin-off or contribution operation)	Use of the authorisation in connection with the liquidity agreement, set up with the investment services provider Louis Capital Markets.	The maximum amount of funds set aside for carrying out this share buyback program is set at 50,000,000 euros. The maximum unit purchase price for shares is 50 euros.
<b>CAPITAL REDUCTION</b>					
Capital reduction through the cancellation of treasury stock	Combined General Meeting on 4 May 2021 19 <sup>th</sup> resolution	26 months Ending 4 July 2023	Within the limit of 10% of the Company's capital during a 24-month period on the date of each cancellation	-	-
<b>ISSUES WITH PREFERENTIAL SUBSCRIPTION RIGHTS</b>					
(1) Increase in the share capital of the Company or another company through the issuing of ordinary shares and/or transferable securities entitling holders to access the capital immediately or in the future	Combined General Meeting on 4 May 2021 20 <sup>th</sup> resolution	26 months Ending 4 July 2023	Within the limit of 50,000,000 euros (specific limit and overall maximum limit)	-	-
Increase in the share capital through the incorporation of reserves, profits or issue premiums	Combined General Meeting on 4 May 2021 20 <sup>th</sup> resolution	26 months Ending 4 July 2023	Within the limits of the amounts recorded in the account and available	-	The total amount of the capital increases resulting from the incorporation of reserves, premiums and profits may not exceed the amount of the existing reserve, premium or profit accounts at the time of the capital increase.
<b>ISSUES WITHOUT PREFERENTIAL SUBSCRIPTION RIGHTS</b>					
(2) Increase in the capital of the Company or another company through the issuing of ordinary shares and/or transferable securities entitling holders to access the capital immediately or in the future through a public offering other than the	Combined General Meeting on 4 May 2021 21 <sup>st</sup> resolution	26 months Ending 4 July 2023	Within the limit of 50,000,000 euros and the overall maximum limit of set in (1)	-	The subscription price for the securities issued under the delegation will be determined in accordance with Articles L.22-10-35 and R.22-10-32 of the French commercial code.

Securities concerned	Source of the authorisation	Duration and end of the authorisation	Limits applicable for the authorisation	Use of the authorisation	Specific features of the authorisation
public offers mentioned in 1° of Article L.411-2 of the Monetary and Financial Code					
(3) Increase in the capital of the Company or another company through the issuing of ordinary shares and/or transferable securities entitling holders to access the capital immediately or in the future through a public offer covered by section I of Article L.411-2 of the French monetary and financial code	Combined General Meeting on 4 May 2021 22 <sup>nd</sup> resolution	26 months Ending 4 July 2023	Within the limits of 50,000,000 euros and 20% of the capital per year, and the overall maximum limit set in (1)	-	The subscription price for the securities issued under the delegation will be determined in accordance with Articles L.22-10-35 and R.22-10-32 of the French commercial code.
Increase in the number of securities to be issued under the delegations covered in (1), (2) and (3) in the event of excess demand	Combined General Meeting on 4 May 2021 23 <sup>rd</sup> resolution	26 months Ending 4 July 2023	Within the limits of 15% of the initial issue and the overall maximum limit of 50,000,000 euros set in (1)	-	Increase in the number of securities to be issued within 30 days of the closing of subscriptions at the same price as that retained for the initial issue.
Determination of the issue price for the securities to be issued under the delegations covered in (2) and (3)	Combined General Meeting on 4 May 2021 24 <sup>th</sup> resolution	26 months Ending 4 July 2023	Within the limits of 10% of the capital per year and the overall maximum limit of 50,000,000 euros set in (1)	-	The issue price of the securities issued under this delegation may be no lower, at the Board of Directors' discretion, than (i) the last closing price of the Company's share preceding the setting of the issue price, possibly reduced by a maximum discount of 20%; (ii) the weighted average price of the Company's share on the Euronext Paris market during the last three trading sessions preceding the setting of the issue price, possibly reduced by a maximum discount of 20%; (iii) the average of the prices of the Company's shares on the Euronext Paris market recorded over a maximum period of six months preceding the setting of the issue price, possibly reduced by a maximum discount of 20%.
Increase in the capital of the Company or another company through the issuing of ordinary shares and/or transferable securities entitling holders to access the capital immediately or in the future as payment for contributions in kind	Combined General Meeting on 4 May 2021 25 <sup>th</sup> resolution	26 months Ending 4 July 2023	Within the limits of 10% of the capital and the overall maximum limit of 50,000,000 euros set in (1)	-	-
Increase in the capital of the Company or another company through the issuing of	Combined General Meeting on 4 May 2021 26 <sup>th</sup> resolution	18 months Ending 4 Nov 2022	Within the limits of the overall maximum limit of 50,000,000 euros set in (1)	-	If this delegation is used, the beneficiaries will be chosen by the Board of Directors from among the following categories of people, while noting that the number of beneficiaries is limited to a maximum of 15 per issue:





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## UNIVERSAL REGISTRATION DOCUMENT 2021

Securities concerned	Source of the authorisation	Duration and end of the authorisation	Limits applicable for the authorisation	Use of the authorisation	Specific features of the authorisation
ordinary shares and/or transferable securities entitling holders to access the capital immediately or in the future for categories of people in accordance with Article L.225-138 of the French commercial code					<p>(i) French or foreign-law investment companies, collective savings fund managers or investment funds (including any undertakings for investment, UCITS, AIFs or holding companies) investing in companies from high-technology sectors with scientific, military, industrial and/or medical applications, and/or</p> <p>(ii) French or foreign-law industrial groups with operational activities in high-technology sectors with scientific, military, industrial and/or medical applications, and/or</p> <p>(iii) any entity, under French or foreign law, with or without legal personality, including any subsidiary of credit institutions or investment service providers, whose exclusive purpose is to subscribe, hold and/or sell shares or other financial instruments of the Company, on behalf of employees and/or corporate officers of the Company and/or companies related to it under the conditions of Article L.225-180 of the Commercial Code.</p> <p>The issue price of the securities issued under this delegation may be no lower, at the Board of Directors' discretion, than</p> <p>(i) the last closing price of the Company's share preceding the setting of the issue price, possibly reduced by a maximum discount of 20%;</p> <p>(ii) the weighted average price of the Company's share on the Euronext Paris market during the last three trading sessions preceding the setting of the issue price, possibly reduced by a maximum discount of 20%;</p> <p>(iii) the average of the prices of the Company's shares on the Euronext Paris market recorded over a maximum period of six months preceding the setting of the issue price, possibly reduced by a maximum discount of 20%.</p>
Awarding of existing or new free shares to some or all of the employees or corporate officers of the Company or related companies	Combined General Meeting on 4 May 2021 27 <sup>th</sup> resolution	38 months Ending 4 July 2024	Within the limits of 10% of the capital (maximum limit increased to 30% of the capital if the award benefits all of the Company's employees, while noting that above 10%, the difference between the number of shares distributed to each employee may not exceed a ratio of one to five)	On 21 September 2021, the Board of Directors awarded 291,000 bonus Company shares to 84 employees of the Company and certain related companies under article L.225-197-2 of the French commercial code. In this respect, reference is made to the information presented in the special reports of the Board of Directors prepared for the financial year 2021 pursuant to the provisions of Article L.225-197-4 of the French Commercial Code, available on the Company's website ( <a href="http://www.lumibird.com">www.lumibird.com</a> ) in the "Finance / Regulated Information" section."	1) The shares will be definitively awarded to their beneficiaries at the end of a vesting period of at least one year, and the shares definitively acquired will be subject, at the end of the aforementioned vesting period, to a minimum holding requirement of one year; however, this holding requirement may be waived by the Board of Directors for free shares awarded with a vesting period of at least two years. 2) The Board of Directors will determine the identity of beneficiaries for these awards and will set the conditions and, if applicable, the criteria for the shares to be definitively acquired.
Authorisation to award stock options to some or all of the	Combined General Meeting on 4 May 2021 28 <sup>th</sup> resolution	38 months Ending 4 July 2024	Within the limit of 10% of the capital	-	The price to be paid when stock options are exercised will be set, in accordance with legal



Securities concerned	Source of the authorisation	Duration and end of the authorisation	Limits applicable for the authorisation	Use of the authorisation	Specific features of the authorisation
Groups employees and corporate officers					requirements, by the Board of Directors on the day when the options are awarded.
Capital increase by creating ordinary shares with shareholders' preferential subscription rights waived for employees who are members of a company savings plan	Combined General Meeting on 4 May 2021 29 <sup>th</sup> resolution	26 months Ending 4 July 2024			<p>The maximum nominal amount of capital increases that may be carried out under this authorisation is set at 1,000,000 euros.</p> <p>The Board of Directors will determine the identity of beneficiaries for these awards and will set the conditions and, if applicable, the criteria for awarding the shares.</p>





## Section 2

# STATUTORY AUDITORS' SPECIAL REPORT ON REGULATED AGREEMENTS FOR 2021



*This is a translation into English of the statutory auditors' report on regulated agreements issued in French and it is provided solely for the convenience of English speaking users. This report should be read in conjunction with, and construed in accordance with French law and professional auditing standards applicable in France. It should be understood that the agreements reported on are only those provided for by the French Commercial Code and that the report does not apply to those related-party transactions described in IAS 24 or other equivalent accounting standards.*

*To the Shareholders' Meeting of Lumibird*

In our capacity as statutory auditors of your Company, we hereby report on regulated agreements.

The terms of our engagement require us to communicate to you, based on the information provided to us, the principal terms and conditions of those agreements brought to our attention or which we may have discovered in the course of our audit, as well as the reasons justifying that such agreements are in the Company's interest, without having to express an opinion on their usefulness and appropriateness or identify such other agreements, if any. It is your responsibility, pursuant to Article R.225-31 of the French Commercial Code (Code de commerce), to assess the interest involved in respect of the conclusion of these agreements for the purpose of approving them.

Our role is also to provide you with the information stipulated in Article R.225-31 of the French Commercial Code relating to the implementation during the past fiscal year of agreements previously approved by the Shareholders' Meeting, if any.

We conducted the procedures that we deemed necessary in accordance with the professional guidelines of the French National Institute of Statutory Auditors (Compagnie Nationale des Commissaires aux Comptes) relating to this engagement. These procedures consisted in agreeing the information provided to us with the relevant source documents.

### **AGREEMENTS SUBMITTED TO THE APPROVAL OF THE GENERAL MEETING**

We hereby inform you that we have not been advised of any agreements that were authorised and executed during the past fiscal year to be submitted for the approval of the Shareholders' Meeting in accordance with Article L.225-38 of the French Commercial Code.

### **AGREEMENTS PREVIOUSLY APPROVED BY SHAREHOLDERS' MEETING**

Pursuant to Article R.225-30 of the French Commercial Code, we have been informed that the following agreement, previously approved by Shareholders' Meetings in previous fiscal years, has remained in force during the year.

#### **Advisory agreement with ESIRA**

##### Corporate officer involved:

Mr. Marc Le Flohic, Chairman and Chief Executive Officer, Mr. Jean-François Coutris, permanent representative of Esira on the Board of Directors of Lumibird, and Ms Gwenaëlle Grignon, permanent representative of Eurodyne until 16 July, 2020; director since 22 September, 2020.

##### Nature and purpose:

The purpose of the Advisory Agreement is to enable Esira to assist Lumibird SA ("the Company") and Lumibird group companies in defining and implementing the Lumibird group's general strategy.

This agreement allows the Company to benefit from Esira's expertise in the implementation of its global strategy and to ensure the stability of its shareholding.

##### Terms and conditions:

The Advisory Agreement was entered into on November 4, 2019 for an indefinite term effective as of January 1, 2020 and does not give rise to any compensation.

Rennes, 30 March 2022

**The Statutory Auditors**

**Mazars**

Ludovic Sevestre  
Partner

**KPMG S.A.**

Vincent Broyé  
Partner



## CHAPTER 3

# RISK AND CONTROL



# RISK FACTORS

The Group conducted an analysis of the risks that could have a significant unfavourable effect on its business, financial position, or results.

Readers and investors should nevertheless note the fact that the list of risks appearing below is not exhaustive, and that other risks, which the Group is not aware of, or that are not significant at the date of this Universal Registration Document, could become important factors that are likely to have a significant unfavourable effect on the Group, or on its business, financial position, results, or outlook.

Due to the multiple, geographic establishments of the Group, the diversity of the markets and product ranges, and its development, the Group is exposed to different risk categories. The following risks, under the framework of the provisions of Article 16 EU Regulation 2017/1129 of the European Parliament and the Council, are presented within each of the risk categories mentioned below:

- first of all, the risk factors that are considered to be especially important at the date of this Universal Registration Document (marked with three asterisks);
- secondly, the risk factors that are deemed to be important at the date of this Universal Registration Document (marked with two asterisks); and
- thirdly, the risk factors that are deemed less important at the date of this Universal Registration Document (marked with one asterisk);

for each instance, in conformity with an evaluation that takes their impact level and probability of occurrence into account (after considering any management or risk reduction measure put in place by LUMIBIRD). The Group's evaluation of the importance of the risks may be modified at any time, and in particular if new internal or external events arise.

The risks the Group faces, their critical level (after considering any and all management or risk mitigation measures established by LUMIBIRD), as well as the paragraphs describing these risks and the management procedures established by the Group, are summarised in the table below:

Risk factors	Critical level	Risk description (paragraph # in Section 1)	Risk management procedures (paragraph # in Section 2)
<b>Risks related to the climatic and macro-economic environment, business sectors and strategy of the Group</b>			
Risk of resurgence, worsening or protraction of the Covid-19 crisis		1.1	2.1
<i>Risks of it being impossible for the production teams to work on site</i>	***	1.1.1	2.1.1
<i>Risks relating to the impacts of remote working on the motivation and mental condition of Group employees</i>	*	1.1.2	2.1.2
<i>Risks of canceled orders, delivery delays and supply chain disruption</i>	**	1.1.3	2.1.3
Risks linked to the financial, macroeconomic, and overall geopolitical environment in which the Group operates	***	1.2	2.2
Risks linked to global warming	***	1.3	2.3
Risks linked to Group competition in its markets	**	1.4	2.4
Risks of technological obsolescence and innovation of the Group's products	**	1.5	2.5.1
Risks of non-development of the markets in which the Group operates	**	1.6	2.4
<b>Operational risks and risks related to the Group's structure</b>			
Risks of defectiveness or performance default of the Group's products	**	2.1	2.5.2
Risks to the Group's talents and expertise	**	2.2	2.6
Risks of hacking, intrusion, or cyberattacks on the Group's IT systems	***	2.3	2.7
Risks linked to ESIRA's control of the Company	**	2.4	2.8
Counterparty risks of the Group's clients	*	2.5	2.9.1
Risks of economic dependence with respect to some of the Group's providers	*	2.6	2.9.2
<b>Risks related to acquisitions and external growth operations and strategic agreements</b>			
Risks linked to external growth operations planned or performed by the Group	**	3.1	2.10
Risks linked to the Group's strategic agreements	*	3.2	2.11
<b>Legal and regulatory risks</b>			
Risks relating to authorisations to export or sell the Group's medical or laser products	**	4.1	2.12.1
Other ethics and compliance risks			
<i>Risk of non-compliance with anti-corruption and bribery legislation and regulations</i>	***	4.2.1	2.12.2
<i>Risk of non-compliance with anti-modern slavery and child labor legislation</i>	*	4.2.2	2.12.3
<i>Risk of non-compliance with personal data protection legislation</i>	**	4.2.3	2.12.4
Risks linked to the Group's industrial property rights	**	4.3	2.13
Risks linked to the financing of the Group's research and development	***	4.4	2.13
Risks linked to the Group's insurance policies	*	4.5	2.14
Judicial and arbitration procedures	*	4.6	2.15
<b>Financial risks</b>			
Exchange rate risk	*	5.1	2.16
Interest rate risk	*	5.2	2.16
Liquidity risk	*	5.3	2.16





## 1. RISKS LINKED TO THE MACRO-ECONOMIC ENVIRONMENT, BUSINESS SECTORS, AND STRATEGY OF THE GROUP

### 1.1. Risk of resurgence, worsening or protraction of the Covid-19 crisis

The years 2020 and 2021 were marked by the Covid-19 epidemic, which developed globally and significantly impacted the economic and financial environment in which the Group is developing. This health crisis is impacting the Group's business due notably to the:

- ↳ lockdown, curfew and other restriction measures ordered by the various countries in which the Group works, limiting the unrestricted movement of its employees and of the employees of its clients and providers, as well as of the products distributed or consumed by the Group within or between those territories;
- ↳ partial unemployment or work stoppage measures of the Group's clients and suppliers.

Since the start of the health crisis, the Group has recorded the following impacts and identified the following risks linked to the Covid-19 epidemic:

**1.1.1 The measures encouraging or requiring people to work from home in some of the Group's jurisdictions or restricting travel for the Group's employees have sometimes made - and could in the future make - it impossible or difficult for the production teams to work on site\*\*\***

In 2021, the Group used arrangements for staff to work remotely for its support functions primarily. For its production functions, while the Group has not had to shut down any of its production lines or sites, it has been faced with stoppages linked to the spreading of Covid-19. In France, nearly 20% of staff were absent at least once during the year as a result of Covid-19 (childcare, sick leave, paid leave).

If the Group is unable to physically bring together its production teams or capitalise on all the benefits of working remotely, it could be faced with a drop in productivity for its teams, which would have an adverse impact on its earnings and outlook.

**1.1.2 The lockdown and curfew measures and other restrictions adopted by the various States where the Group operates, restricting the free circulation of its staff, and the widespread adoption of arrangements by Lumibird for staff to work remotely could have negative impacts on the motivation and mental condition of the Group's employees\***

For example, in 2021, during the periods when the lockdowns and travel restrictions were in force, several of the Group's staff expressly asked to be able to work on site, at least for a limited time per week, and to not be forced to work remotely 100% of the time, for psychological balance reasons. If the Group is unable to motivate its staff, it could be faced with a drop in productivity among its teams and increased absenteeism, which would have an adverse impact on its earnings and outlook.

**1.1.3 Any resurgence, worsening or extension of the Covid-19 epidemic could result in canceled orders, delivery delays and supply chain disruption\*\***

In 2021 the Group did not endure any cancellation of orders or termination of contracts. The Group has nevertheless been able to observe occasional delivery delays particularly due to supply delays linked to market tensions.

In the future, the global health crisis will have an impact on the Group's results and cash situation, which cannot be estimated at the date of this Universal Registration Document. This impact will depend on:

- ↳ the duration of the pandemic and the extent of the lockdown, curfew and other restriction measures in the various countries where the Group operates;
- ↳ the impact of the health crisis on the motivation and health of its employees; and
- ↳ the impact of the crisis on the global economy and financial environment in which the Group is evolving.

### 1.2. Risks related to the financial, macroeconomic, and global geopolitical climate\*\*\*

The Group is a high-tech company with an international reach. In 2021, it earned 15% of its revenues in France (down 5% compared to 2020), 24% in other European countries (up 1% compared to 2020), 23% in the Canada, United States, and Latin American zone (unchanged compared to 2020), 25% in the Asia-Pacific zone (up 2% compared to 2020), and 13% in the rest of the world. To that end, any deterioration in the international macroeconomic or financial conditions, notably those caused by a tightening of the monetary policy of the central banks (resulting in a credit shortage), a sharp variation in oil or gas prices, a shortage of certain electronic components, an economic slowdown within the countries in which it operates, or even a resurgence of financial crises within the euro zone, could unfavourably affect its results and outlook, and negatively impact the price of the LUMIBIRD share.

In 2021, the shortage affecting electronic components, and active circuits in particular, led to some delivery delays for the Group. On the date of this Universal Registration Document, the Group estimates that, on average, 20% to 40% of its backlog is continuing to be affected by these shortages, requiring alternative solutions to be deployed in order to maintain acceptable delivery times. The Group cannot guarantee that the shortage of this type of electronic circuits will not continue in 2022, notably as a result of the economic recovery, the Covid-19 pandemic and the reorganisation of this value chain initiated by manufacturers to the detriment of brokers, which risks having a further impact on sourcing costs and timeframes. If this shortage became more acute, the Group could be unable to honor certain orders, which would have a negative impact on its revenues, profitability and earnings. Moreover, the possibility of this issue spreading to other types of components, such as aluminum mechanical parts and cases, which are very widely used in the lasers produced by the Group, cannot be ruled out.

Furthermore, since the Group earned 85% of its international (outside of France) revenues in 2021, the Group is to a large extent dependent on maintaining commercial trade between the countries in which it operates. Therefore, various unfavourable political and geopolitical events, such as natural catastrophes, geopolitical tensions (in particular geopolitical tensions related to the Russian-Ukrainian conflict that began



in February 2022, trade war measures involving the United States or Australia on the one hand, and China on the other, three strategic geographies of the Group), the resurgence of the global health crisis linked to the Covid-19 epidemic, or the emergence of new, unanticipated health risks, the occurrence of acts of terrorism, social disturbances, or armed conflicts, could impact the economic conditions in which the Group is working in a temporary or long-lasting way, and could negatively impact its sales, results, or outlook.

### 1.3. Risks related to global warming\*\*\*

The Group operates in certain regions around the world that are exposed to changes (in terms of their scope or frequency) concerning exceptional meteorological phenomena due to climate change. For example, Australia, a jurisdiction where the Group carries out a significant percentage of its activities through its subsidiary Ellex, experienced widespread fires in 2019–2020, while Poland, a jurisdiction where the Group has a commercial site, was affected by major floods in 2020.

All of these phenomena (fires, heatwaves, storms, hurricanes, flooding) could slow down or disrupt the Group's operations, increase the costs involved or even damage its R&D or production sites.

While the Group has not experienced such situations on the date of this Universal Registration Document, it cannot guarantee that, in the future, its assets, facilities or employees will not be affected by natural disasters linked to global warming. If this happened, it would result in repair costs and a shortfall resulting from the Group's operations being shut down, which could have an adverse impact on its financial position and earnings.

### 1.4. Risks related to the Group's competition in its markets\*\*

The Group operates in highly competitive markets in each of its business sectors, as concerns product offerings, technical expertise, quality of products sold, and price. This competition is particularly intense in the efforts to win bids, implement distribution networks, and market new, attractive, quality products.

In the field of fibre lasers (LIDAR applications in particular) competition is primarily from Asian companies, with players such as Onet and Ammonics, along with European competitors, such as BKTEL, and American companies like Nuphoton. In the field of nanosecond pulsed lasers, for scientific or industrial applications, competition is global, with companies such as Newport Spectra Physics, Continuum, Litron and Ekspla. Lastly, the medical sector is marked by competition from the United States (Lumenis, Iridex, Alcon, Sonomed), Japan (Nidek), Taiwan (Lighmed), or Germany (Zeiss).

Furthermore, certain competitors of the Group, that are of considerable size, have significant technological and financial resources and are well established in certain markets.

At the date of this Universal Registration Document, the Group considers (using internal methods with a series of cross-checks) itself to have a leading position in the field of fibre LIDAR and to hold world market shares of between 5% and 25%, in the field of nanosecond pulsed lasers, according to products, applications, and countries. As concerns ophthalmology, the Group considers itself to have a share of the global market, excluding the United States and Japan, of

between 10% and 20%, depending on the products. Even though the Group is making every effort to keep its market shares, it cannot guarantee that it will, or that it will be able to compete with companies that are likely to offer lower prices, new products, or other advantages that it cannot or will not be able to offer. If the Group were to become unable to preserve its competitiveness in France, the United States, in Australia, or in its other major markets (in particular other European countries and China) by offering a range of innovative, attractive, and profitable products and services, it could lose market shares in certain important business lines, or suffer losses in all or some of its activities.

### 1.5. Risks of technological obsolescence and innovation of the Group's products\*\*

Laser applications undergo multiple, constant technological developments which require the Group to ensure that its product ranges do not become obsolete and that they are regularly updated and expanded. Indeed, if the Group is unable to follow the rate of technological progress in the sector, it runs the risk of developing products that will not be commercially successful.

To the extent that it does not have sufficient resources to simultaneously renew all products from its various ranges, the Group is focusing its investments on products with the highest probable commercial success and for which it has or will have the appropriate technical expertise. It can nevertheless not guarantee that its choices in terms of technological developments and the launch of new products will be followed by the desired results. If the Group were to be unable to offer its clients attractive products, to develop or improve the various ranges of existing products, or to continue introducing new products, its sales and results would be unfavourably impacted.

Lastly, if the Group becomes unable to master all of the laser technologies relating to the markets where it has a presence (medical, industrial, defence), it might not reach the critical commercial size that would allow it to address all types of its clients' needs, which would result in the loss of market shares and would unfavourably impact its sales and results.

### 1.6 Risk that the markets in which the Group operates may not develop as expected\*\*

The Group's various markets are somewhat young and could develop less rapidly or differently than the Group or sector analysts are currently predicting.

The Group considers the most promising market to be for fibre lasers for sensors and medical. The fibre laser market is expected to grow at an average of 10% per year until 2025, according to a McKinsey & Co report of June 2021<sup>(1)</sup>. The report also highlights that the sector is on the cusp of a new era of innovation in which lasers will increasingly be combined with optical and sensor technologies to enable more sophisticated applications. According to the same report, it is estimated that the entire fibre laser market will reach close to \$7 million in 2025, thanks to numerous advantages from which this technology benefits compared to other technologies, including: competitive pricing, compact size, reliability, low maintenance costs, simplicity of manufacturing, and increased power.

Yet the Group cannot guarantee that the assumptions that form the basis for these growth forecasts, or for other forecasts concerning certain markets that the Group





considers to be promising (in particular the LIDAR markets, with the development of laser applications for wind facilities or autonomous vehicles) will occur or that they will benefit it as expected. Any unfavourable development impacting the demand for laser products could thus unfavourably impact the Group's ability to achieve its development or sales objectives.

(1) McKinsey & Co, *The next wave of innovation in photonics* – June 28, 2021

## 2. OPERATING RISKS AND RISKS LINKED TO THE GROUP'S STRUCTURE

### 2.1. Risks of defects or performance flaws of the Group's products\*\*

The products sold by the Group are extremely complex and involve the use of numerous components, not all of which the Group itself manufactures, and for which it relies on third-party suppliers (described in more detail under section 1 – paragraph 2.6 "Risk of economic dependency on certain suppliers").

While the Group strives to control the quality of its products as best as possible throughout the production chain, it cannot guarantee that the test, development, manufacture, and integration procedures for these products will allow it to detect all flaws, errors, failures, or quality problems that could impact users, prior to their sale.

If the Group were unable to deliver its products according to the performance level and/or delivery schedule planned, this could result in a loss of clientele for the Group and/or the payment of contractual penalties. Furthermore, any defects in the Group's products after they have been placed into circulation would expose it to massive products recalls or liability actions from clients or third parties, which might not be fully or adequately covered by the current insurance policies. This would result in damage to the Group's reputation as well as losses of market shares, which would negatively impact its sales, operating results, and outlook.

### 2.2. Risks to the Group's talent and skills\*\*

The economic upturn in 2021 has exacerbated the scarcity of human resources and hyper-competition between organisations. Therefore, the Group's success depends in large part on keeping its managers and main executives, along with its highly qualified staff, in particular in the fields of optics and optoelectronics, in all areas of the company, from design in R&D to production and after-sales service, not forgetting the support services: procurement, supply chain, IT, quality, finance, human resources, CSR. The Group's success is also dependent on its ability to attract, keep, and motivate qualified staff, with an ongoing need to adapt the expertise of its staff to the needs of the organisation.

If the Group were unable to attract and retain talent, it would lose some of its technological edge, and several development programmes would be significantly delayed, or even cancelled. The Group could thus see a drop in its market shares and a dip in its reputation as an innovative company.

More specifically, Marc Le Flohic's departure from his position as CEO of LUMIBIRD or the Group's inability to keep its managers in their positions over time (in particular Jean Marc Gendre, manager of the medical area, and the Company's Deputy CEO, or any other member of the Group's Executive

Committee) could have a significant unfavourable effect on its sales, business, operating result, and outlook.

### 2.3. Risks of hacking, intrusion, or cyberattacks on the Group's information system\*\*\*

As a group operating in sensitive markets, in particular the Defence/Space market, which in 2021 accounted for more than 12% of its consolidated sales, the Group is designed to hold highly confidential data, some of which could be classified as a defence secret by the countries in which the Group operates.

Consequently, LUMIBIRD considers the risk of hacking, cyberattack, or malware intrusion that would lead to theft, temporary or permanent loss, or alteration of its data to be critical. This risk has been notably accentuated by the current health crisis linked to Covid-19, which has promoted the exchange of information through emailing or videoconferencing tools.

As the occurrence of a hacking incident could severely impact the Group's business continuity, as well as its brand image, any theft or loss, or any alteration of technical data (including ransomware) could, in addition to the repair costs, which could prove to be significant, cause LUMIBIRD to lose its leading position in certain markets, and could cause damage to its image, which might unfavourably impact the Group's results and outlook.

Furthermore, the Group is also exposed to the risk of a malware intrusion in its internal IT and communications systems, which could involve embezzlement, payment fraud, or "acts of fraud against the President."

If these acts of cyber fraud or cyberattacks were to occur, they would result in operating losses for the Group, which insurance or legal actions could not fully compensate, as well as damage to its image with the Group's clients, investors, and other financial partners.

### 2.4. Risks related to ESIRA's control of the Company\*\*

At the date of this Universal Registration Document, Mr Marc Le Flohic holds the majority of the capital of ESIRA (of which he is also Chairman), which holds 51.93% of the Company's capital and 62.1% of its voting rights (without taking into account the Company's treasury shares, which are deprived of voting rights pursuant to the provisions of Article L.225-210 of the Commercial Code).

ESIRA is consequently in a position of having decisive influence over all corporate decisions requiring the approval of the shareholders and could have different interests from those of the Company's other shareholders (in which case the decision made by ESIRA could have an unfavourable effect on the value or rights of the shares held by the other shareholders).

### 2.5. Counterparty risk of the Group's clients\*

The Group is subject to the counterparty risk of its clients, in other words, the risk that one of its clients will financially default on or fail to perform their obligations under a contract for the sale of laser products.

If one of the Group's clients were to default on performing a contract for the purchase of lasers, the Group might have to

record significant provisions for bad or doubtful debts, which would thus impact its financial position and results.

Readers should refer to Note 6.5.4 to the consolidated financial statements as at 31 December 2021 for more information about the counterparty risk.

## 2.6. Risk of financial dependence on certain suppliers of the Group\*

The laser products distributed by the Group require it to procure specific components, such as laser crystals for solid lasers, Pockels cells, flash or slit lamps, laser diodes or even optic fibres for all types of lasers, as well as ultrasound transmitters, high-precision optical instruments, slit lamps, biological microscopes, and mirror galvanometers for medical lasers.

If one or more suppliers default, the Group could have to deal with delays in the manufacture of certain products, which could unfavourably impact its sales and profitability. Furthermore, any significant breach by a Group supplier of the environmental and human rights criteria could result in damage to the Group that would have an impact on its customers and stakeholders.

## 3. RISKS LINKED TO ACQUISITIONS, EXTERNAL GROWTH OPERATIONS, AND STRATEGIC AGREEMENTS

### 3.1. Risks from external growth transactions planned or completed by the Group \*\*

Within the framework of its global strategy, the Group has been regularly examining new opportunities to acquire companies, in an effort to gain new technologies or new market shares.

To that end, in recent years the LUMIBIRD Group's activity was marked by foundational external growth transactions: on 30 June 2020, it successfully acquired Ellex's Laser and Ultrasound business line (transaction announced in late 2019). On 3 August 2020, the LUMIBIRD Group announced the acquisition by its subsidiary, LUMIBIRD Medical, of the Scandinavian companies EssMed Sweden, EssMed Finland, and Brinch, which specialise in the distribution of high-quality medical devices for ophthalmology. LUMIBIRD also announced on 3 March 2021 that it would sign an agreement with Saab to acquire its Defence Laser Rangefinder business, established in Gothenburg (Sweden), which should be completed by the end of the first half of 2022.

Within the context of its external growth operations, the Group could face unanticipated risks, notably the following:

- the completion of advantageous external growth operations is predicated on the Group identifying interesting opportunities at satisfactory valuation levels upstream. If the Group is unable to find viable targets and present offers that are attractive to sellers compared to its competitors (some of which may have bigger financial scopes, in particular in the context of competitive procedures), this could restrict its external growth strategy and prevent it from attaining the medium-term development and profitability goals it set for itself;
- within the context of the identified operations, the Group generally conducts due diligence operations on the target activities or entities in view of identifying and considering

in the acquisition price all elements of a nature that would diminish the value of these target entities or activities, and negotiating the appropriate contractual indemnification mechanisms. However, the Group cannot guarantee that the information provided to it by the seller prior to signing the corresponding asset or acquisition contract is complete and exact, nor that the due diligence operations allow it to identify all risks associated with the external growth project concerned, nor that the contractual guarantees negotiated will be sufficient to cover the negative impacts of any related risks that arise;

- The Group's completion of its external growth operations is generally subject to conditions precedent, which notably include obtaining regulatory authorisations (whether for monitoring concentrations, authorisation of foreign investments, or even authorisation from governmental or private authorities in defence matters). The Group cannot guarantee that these conditions will be performed within the envisaged timeframe or under advantageous conditions. Any failure of one of these conditions precedents could call into question the completion of the external project concerned, which could result in losses related to the costs already incurred to complete the project, and have a significant impact on its reputation if the project were already announced to the market;
- The Group can only guarantee that, until the external growth project concerned has been completed, the entities or activities assumed shall be managed with the same prudence and according to the same requirements as those of the Group. Any abnormal or fraudulent transaction prior to the completion of the external growth project concerned could result in a decrease in the value of the entities or activities acquired which might not be adequately covered by the contractual indemnification mechanisms prescribed under the corresponding share or asset purchase agreements;
- The Group might not be able to maintain the management team for the entities or activities acquired, notably due to a change in shareholder or owners of the acquired entities or activities. Any resignation of the members of the management team or key employees could decrease the value of the entities or activities acquired and compromise the Group's capacity to derive all of the benefits desired from the external growth project in question;
- After completing an external growth transaction, the Group then integrates the entities or activities acquired within the Group's activities, notably in terms of internal monitoring, IT systems and cybersecurity. If this consolidation process proves to be more difficult, or even impossible, or more costly than planned, this could decrease the Group's economic interest in the operation and unfavourably impact the prospects of the future combined group. Furthermore, any failure in consolidating the entities or activities acquired under the Group's internal control procedures could weaken its response to any cyber-attacks or cyber fraud. Integration could also require significant financial or human investments that the Group did not anticipate or might not be able to provide to make the entities or activities acquired sustainable. Lastly, the process of consolidating the Group's existing operating activities with the entities





or activities acquired could disturb the activities of one or more of their business lines, and draw Group management's attention to other aspects of the Group's operating activities, which could have a negative impact on its activities and results.

### 3.2. Risks related to the Group's strategic agreements \*

Given the highly competitive environment in which it is developing, the Group entered various strategic agreements with key players (technological partnerships, distribution agreements, etc.) in order to, in particular, strengthen its position in high-potential markets, in particular the autonomous vehicle market.

However, the Group cannot guarantee that it will obtain the increases in income and other benefits that are expected from these strategic agreements.

## 4. LEGAL AND REGULATORY RISKS

### 4.1. Risks relating to authorisations to export or sell the Group's medical or laser products\*\*

The laser products designed, manufactured and sold by the Group involve public health and safety issues or sensitive components for the defence of certain States. Depending on the division and jurisdiction concerned, the Group may be subject to conditions for obtaining and maintaining authorisations from the relevant authorities to export or sell laser or medical products. The main jurisdictions concerned are the European Union and the United States, where the Group manufactured all of its laser products in 2021.

For example, some of the products from the Group's Photonics Division that are manufactured in Europe are subject to the European regulations concerning exports of dual-use products in connection with Council Regulation (EC) No 428/2009 of May 5, 2009. Under these regulations, the Group's exports of these products to third countries (located outside the European Union) are subject to authorisation from the national authorities (in France, the Minister of Industry). In France, some of Sensup's products, relating to laser weapons, are subject to export controls for defence equipment (Article R.311-2 of the French Internal Security Code and Articles L.2335-1 et seq of the French Defence Code) and must therefore also obtain specific authorisations from the French Ministry of Defence and the Directorate General of Armaments for any exports outside the European Union.

In the United States, some products from the Group's Defence/Space division are subject to the American Export Administration Regulations ("EAR") which subject the export of dual-usage products manufactured in the United States to an authorisation scheme issued by the United States Department of Commerce (more specifically, the Bureau of Industry and Security within the United States Department of Commerce) according to the countries of export. When the products concerned are low-technology lasers, they may be classified in the "EAR 99" category and exempt from export licenses. This is notably the case for Quantel USA's exports of certain versions of the CFR, DRL and MERION products. For exports concerning certain jurisdictions, such as China, the Group is required to obtain a statement from the client

setting out its intentions concerning the product's use and ultimate purpose (End-User Statement).

Other products from the Group's Photonics division that are manufactured in the United States are subject to the American International Traffic in Arms Regulations ("ITAR"), which are more restrictive than the "EAR" regulations insofar as they concern American components linked to the national defence of the United States. The "ITAR" regulations subject the export of products manufactured in the United States that involve American components linked to national defence to a strict system of authorisation issued by the United States Department of State.

These export authorisations are generally granted on a discretionary basis by the competent authorities, and obtaining them can prove to be a long, complex, and costly process for the Group. If the Group is unable to comply with the regulations applicable in Europe or in the United States, does not obtain the authorisations needed to export its manufactured products to Europe or the United States, or, for the United States only, is not able to develop a product range that is not subject to ITAR regulations ("ITAR-free" products), then it could experience difficulties performing sales contracts it has entered with foreign clients (not located in Europe or in the United States, respectively), which could result in a drop in its sales and have a negative impact on its financial position and results. The Group could also be limited in its ability to restructure its activities producing and selling its laser products.

Moreover, with regard to its products that are manufactured in the United States and exempt from export licenses under the "EAR 99" classification, the Group cannot guarantee that the statements made by clients concerning the products' use and ultimate purpose are accurate or will be respected. If clients do not comply with their statements, this could have negative impacts on the Group's relations with the American authorities and particularly the Bureau of Industry and Security, within the United States Department of Commerce.

Lastly, medical products designed and manufactured by the Medical division must comply with the essential requirements of Regulation 2017/745/EU of 5 April 2017, strengthening the safety of medical devices. In the United States, medical products that the Group has manufactured and sold are systematically subject to the requirement of obtaining an FDA (Food and Drug Administration) authorisation. If the authorisation of the Group's new medical products is denied by the European authorities or by the FDA, their sale in Europe or in the United States might be delayed, which could increase non-compliance costs and have a negative impact on the Group's business and results. Furthermore, if the Group experiences operational difficulties or delays in complying with the provisions of EU Regulation 2017/745 dated 5 April 2017 relating to medical devices, it could be forced to recall certain medical products that do not conform, which would result in significant commercial and reputational damage.

### 4.2. Other ethics and compliance risks

In addition to the regulations identified above, the Group could be subject to a risk of non-compliance with the following regulations:



#### 4.2.1 Certain Group employees, agents or representatives could breach anti-corruption and bribery legislation and regulations\*\*\*

In 2021, the Group recorded 21% of its revenues in countries that it considers to be risky, i.e. whose corruption perceptions index is less than 50 according to the NGO Transparency International<sup>(2)</sup>. Although on the date of this Universal Registration Document, the Group has not recorded any proven instances of corruption, the risk cannot be ruled out that in the future, some of its employees, agents or representatives might breach or commit offenses relating to local anti-corruption or bribery legislation, particularly in the countries with the highest exposure levels. If this risk occurred, it would result in civil or criminal penalties, which would have an adverse impact on the Group's earnings and its image in relation to local authorities and other stakeholders

#### 4.2.2 Certain Group suppliers, subcontractors or other commercial partners could breach anti-modern slavery and child labor legislation\*

In 2021, the Group recorded 17% of its revenues in countries that it considers to be risky, i.e. whose slavery vulnerability rating is higher than 40% according to the NGO Walk Free<sup>(3)</sup>.

Although on the date of this Universal Registration Document, the Group is not aware of any instances of modern slavery or child labor, it cannot rule out the risk that in the future, some of its suppliers, subcontractors or other commercial partners involved in its supply chain might breach or commit offenses relating to local anti-modern slavery and child labor legislation, particularly in the countries with the highest exposure levels. If this risk occurred, it would result in significant damage to the Group's image and the immediate end of commercial relations with the partner concerned, which would have an adverse impact on the Group's production capacity and sourcing.

#### 4.2.3 The Group could not be fully compliant with personal data protection legislation and specifically Regulation No.2016/279 of April 27, 2016 (GDPR)\*\*

In connection with its activities, for both the Photonics Division and the Medical Division, the Group collects and processes personal data, particularly regarding clients, employees and commercial or financial partners. Within this framework, the Group is subject to complex and evolving regulations in various jurisdictions, including Regulation No.2016/279 of April 27, 2016 (GDPR).

If the Group is unable to comply with all of the personal data protection legislation and regulations, and particularly Regulation No 2016/279 of April 27, 2016 (GDPR), this could result in a risk of penalties being applied by the specialist authorities, which could reach significant amounts

#### 4.3. Risks related to the Group's industrial property rights\*\*

The markets in which the Group operates are constantly evolving from a technological standpoint, which means the Group must make significant investments in research and development. For example, the gross amount of expenses incurred on development projects, whether self-financed, subsidised, eligible or not for the Research Tax Credit or equivalent, during the financial year 2021, amounted to 16.4 million euros (vs 14 million euros in 2020), of which 11.1

million were capitalised and 5.6 million were expensed during the year.

Consequently, the protection of trademarks, patents, and intellectual property rights is a subject that is particularly sensitive for the Group. To the extent possible, the Group protects innovations that could be considered as such, noting that in the field of laser, in particular considering the numerous publications that are regularly disseminated by laboratories worldwide, it is difficult to obtain protection for an innovation or process through a patent.

At the date of this Universal Registration Document, the companies of the Group have directly, or through an exclusive license, over 45 patents in their various business fields, as well as 23 trademarks covering either company names or products of companies in the Group. If the Group's patents or industrial property rights were to be disputed or challenged by a competitor or public authority, or if they only offered inadequate or insufficient protection for the Group's innovations, this could have a significant unfavourable impact on its sales, results, and financial position.

Conversely, in conducting its business, the Group uses technologies which it considered to be unprotected, based on analyses provided by Australian, American and European legal counsels. Nevertheless, the risk that competitors, notably American competitors, will bring lawsuits against the Group, based on a violation of intellectual property rights, cannot be ruled out. If the Group was to be sued for violations by its competitors, this could result in judgements against it ordering it to pay damages or result in amicable agreements providing for the payment of transactional indemnities, in addition to legal and procedural fees that could result therefrom.

#### 4.4 Risks related to the financing of the Group's R&D\*\*\*

A portion of the financing of the Group's research and development activities is provided (approximately 3% for financial year 2021, vs around 5% for 2020) using subsidies granted from institutional organisations (ADEME, Bpifrance, European Union, regions).

If the Group is unable to comply with the conditions for approving or allocating these subsidies, it could be required to repay certain amounts and have difficulty obtaining future subsidies, which would have a negative impact on its reputation and on its ability to develop innovative products.

#### 4.5 Risks related to the insurance policies taken out by the Group \*

The various companies of the Group took out the insurance needed to cover the main risks linked to their respective businesses from well-known and solvent companies, in particular insurance covering property damage and operating losses, the civil liability of employees and corporate officers of the Group, the transportation of merchandise, transfers, and repatriations of the Group's employees, and client defaults. This coverage is managed globally for European companies, and independently for American companies.

(2) Transparency International's ranking can be found at: <https://www.transparency.org/en/cpi/2021/>.

(3) Walk Free's ranking can be found at: <https://www.globallslaveryindex.org/2018/data/maps/#prevalence>.



If this insurance coverage were to prove ineffective or insufficient to obtain compensation for certain uncovered damage, this could cause losses for the Group and its financial position and results.

#### 4.6 Judicial proceedings and arbitration\*

In conducting its business, the Group may be involved in legal proceedings, disputes, and litigation which could unfavourably impact its results and its outlook, which notably come from:

- Employees or former employees within the context of corporate conflicts (individual or collective);
- competitors within the context of legal disputes of the competition or protection of intellectual property rights;
- health, defence, or market authorities under the context of investigations for the Group's lack of compliance with specific regulations; or
- clients, due to defective products, or suppliers, in the event of a sudden break in established commercial relations.

Even though at the date of this Universal Registration Document there are no known risks or disputes from managers that could have a significant impact on the assets, position, or business of the Company or companies of the Group, the Group cannot guarantee that it will not be sued, or that it will not in the future be implicated in judicial, administrative, arbitral, or disciplinary proceedings, in particular in countries with strong adjudication systems in which the Group holds assets or conducts significant business (such as the United States or Australia). If the Group had to confront such proceedings, this could result in judgments against it (notably ordering it to pay fines or damages), or other sanctions (notably prohibitions against selling certain products) that could unfavourably impact its results and outlook. The Group could also suffer significant damage to its reputation or have to incur costs from proceedings that could prove to be significant.

The pending risks and disputes are funded under the conditions described in Note 6.1.17 of the notes to the annual consolidated financial statements as at 31 December 2021. The provisions recorded, or that the Group could end up recording in its accounts, could prove to be insufficient, which could have an unfavourable effect on the reputation, financial position, results, and perspectives of the Group.

At the date of this Universal Registration Document, there are no administrative, judicial, or arbitration proceedings (including proceedings that are pending or of which there is a threat known to the Company) that is likely to have or had in the past twelve months significant effects on the financial position or profitability of the Company and/or Group.

## 5. FINANCIAL RISKS

### 5.1. Exchange rate risk \*

The exchange rate risk to which the Group is exposed is primarily a so-called "transaction" risk, meaning the risk of non-alignment between the currencies in which the Group's revenues and costs are respectively generated and incurred. To the extent that the Group's sales are made primarily in the currency of the country where the products are manufactured (euros in Europe, dollars in the United States, Australian dollars in Australia), the flows between the purchases and sales are close to one another, and the exchange rate risk is minimal.

The exchange rate risk is not considered to be significant and the Group has not put in place any specific currency hedging.

The reader is asked to refer to Note 6.5.1 to the consolidated financial statements as at 31 December 2021 for more information concerning the exchange rate risk.

### 5.2. Interest rate risk \*

The bank loans contracted by the Group are at fixed rates and the Group is not exposed to interest rate risk. The average consolidated cost of net financial debt was 2.55% at 31 December 2021 compared with 1.82% at 31 December 2020.

The reader is asked to refer to Note 6.5.2 to the consolidated financial statements as at 31 December 2021 for more information concerning the interest rate risk.

### 5.3. Liquidity risk\*

The liquidity risk corresponds to the risk that the Group will have difficulty honouring its debts when they come due.

The Group conducted a specific review of its liquidity risk and believes it is able to face its future deadlines.

If significant cash assets were needed to develop the activities of the Group's companies for which the Group's available cash and bank facilities were insufficient, it could be necessary to call on additional sources of financing (lines of credit, bond issues, capital increases, etc.), to the extent that the increased use of its cash to finance its activities could leave the Group without sufficient funds to finance its operations.

The reader is asked to refer to Note 6.5.3 to the annual consolidated financial statements as at 31 December 2021 for more information on the liquidity risk.



# INTERNAL CONTROL AND RISK MANAGEMENT



The internal control arrangements cover all the activities of the Photonics and Medical Divisions. The Company applies its internal control arrangements for the Group's various entities included in its basis for consolidation.

## 1. PREPARATION OF ACCOUNTING AND FINANCIAL INFORMATION

The general internal control and risk management principles relating to the preparation and processing of accounting and financial information applied by the Company are presented hereafter. However, any control and management system has limitations, which may result from a range of factors, uncertainties, shortcomings or failings that may not be inherent to the Company, the Group and/or its employees. As a result, the Company cannot guarantee that the arrangements that it has put in place provide an absolute guarantee of compliance with the objectives that it intends to pursue or that it has set.

The key players for risk management and internal control and the process to prepare and process accounting and financial information within the Company are as follows:

- Firstly, the managers of the Group's various entities, supported by the local finance departments, provide detailed monthly reports to the Group's Finance Department,
- Then, the Executive Leadership Team and the Finance Department process the information based on the Group's centralised resources in order to prepare the Group's reporting and analytical budget tracking,
- Lastly, the Board of Directors, particularly when meeting as the Audit Committee, is involved to control and approve the accounting and financial information, particularly during meetings to approve the corporate and consolidated full-year and half-year accounts, with feedback from the Statutory Auditors following their audit work.

The managers of the Group's various entities are responsible for day-to-day operational management. Supported by the local finance departments, they define and monitor the internal control arrangements within the subsidiaries. They ensure that information is escalated to the Finance Department and the executive management through:

- weekly reporting on the revenues, order books and cash positions of the Group's entities, and
- detailed quarterly reporting (financial statements, analyses of margins for each product, etc.).

Analysis and assessment meetings are therefore regularly organised between the Deputy CEO, the Finance Department and the operational managers from the Laser and Medical Divisions.

The Finance Department builds the detailed reporting that makes it possible to monitor the budget. Details of the various accounts are therefore compared with the previous year and the budget for the current year. Any major differences are analysed and may be subject to an in-depth investigation.

This detailed accounting information is consolidated and converted to IFRS in accordance with the accounting methods and principles presented in further detail in the notes to the consolidated financial statements.

Once finalised, the financial information is presented to the Board of Directors, including in its capacity as the Audit Committee, to approve the financial statements. The functioning and remits of the Board of Directors, including in its capacity as the Audit Committee, are presented in the Board of Directors' corporate governance report in accordance with Article L.225-37 of the French commercial code.

## 2. RISK MANAGEMENT PROCEDURES

For each risk identified, the Group strives to establish appropriate policies aimed at (ii) identify situations where a risk may materialise as soon as possible after its occurrence and (iii) mitigate the effects of a risk after its occurrence.

Nevertheless, some risks by their very nature cannot be subject to measures to reduce their probability of occurrence, notably:

- risks depending on the global environment, over which the Group has no control whatsoever, such as the risks of resurgence, worsening or protraction of the Covid-19 crisis described in section 1 – paragraph 1.1 of this Chapter 3, risks linked to the financial, macroeconomic, and global geopolitical environment in which the Group operates, as described under Section 1 – paragraph 1.2 of this Chapter 3, risks linked to global warming, as described in section 1 – paragraph 1.3 of this Chapter 3, or the risks of not developing the Group's markets, as described in Section 1 – Paragraph 1.6 of this Chapter 3;
- risks that depend on strategic decisions of the Group's competitors, over which the Group has no influence whatsoever, such as the risks of competition described in Section 1 – paragraph 1.4 of this Chapter 3.

### 2.1. Managing the risk of resurgence, worsening or protraction of the Covid-19 crisis

Since the start of the Covid-19 pandemic, the Group's Executive Committee has put in place comprehensive arrangements to continuously monitor changes in the regulations and standards restricting the free circulation of its staff. The Group has also taken the following actions:





**2.1.1 With regard to the risks of it being impossible for the production teams to work on site** (presented in section 1 – paragraph 1.1.1 of this Chapter 3), the Group encourages staff to work on site, notably by putting in place appropriate health procedures and obtaining exemptions from the requirements to work remotely in Australia and the United States. For the other teams, the Group has adapted to remote working by developing all of the managerial and IT tools required for the effective coordination and circulation of information between the Group's employees;

**2.1.2 With regard to the risks relating to the impacts of remote working on the motivation and mental condition of Group employees** (presented in section 1 – paragraph 1.1.2 of this Chapter 3), the Group put in place, with a view to maintaining the motivation and protecting the mental health of its employees, HR procedures involving the local managers tasked with identifying problematic situations and responding to them in an appropriate manner (e.g. by adjusting working times, distributing tasks more efficiently, submitting additional requests for exceptions to remote work, etc.);

**2.1.3 Lastly, with regard to the risks of canceled orders, delivery delays and supply chain disruption** (presented in section 1 – paragraph 1.1.3 of this Chapter 3), the Group has put in place an action plan making it possible, in the event of cancellations, to realign production and R&D activities around orders for clients whose activity has not been shut down or that are likely to pick up again most quickly. To avoid the risks of delivery delays and supply chain disruption, the Group is also supported by its multi-sourcing strategy, presented in section 2 – paragraph 2.9.2 of this Chapter 3, ensuring that it has a low level of dependence on suppliers.

## **2.2. Management of risks relating to the global financial, macroeconomic and geopolitical environment that the Group operates in**

To limit the risks relating to the global financial, macroeconomic and geopolitical environment that the Group operates in (presented in section 1 – paragraph 1.2 of this Chapter 3), the Group continuously monitors, through its Executive Committee, changes in international financial or macroeconomic conditions, as well as the status of trade relations between the main jurisdictions where it operates. For example, in February 2022, the Executive Committee analysed the Group's exposure to the 2022 Russia-Ukraine conflict. In this context, it estimated that the Group has relatively limited exposure to this conflict since, in 2021, it recorded less than 1.5% of its revenues in Russia and less than 0.5% in Ukraine, while it does not have any significant receivables to be recovered in Russia or Ukraine, and no sourcing is currently in place with suppliers from either of these two countries.

With regard to the shortage affecting electronics components in 2021, and particularly active circuits, the Group systematically carried out work to find equivalent components for each delivery delay, through the Procurement Department, in conjunction with its operational units. This work led to a number of changes to the bills of materials for virtually all of the Group's boards, requiring performance levels to be revalidated in certain cases and, more rarely, several iterative phases of work to be carried out before achieving a result that was in line with its requirements. Moreover, to limit the effects of any

continuation of this shortage, the Group has set up a strategy working with the suppliers concerned to build up safety stocks on a better scale thanks to a quantification of future requirements over a timeframe with increased visibility (typically 12-24 months). Lastly, the Group is also capitalising on its multi-sourcing strategy, presented in section 2 – paragraph 2.9.2 of this Chapter 3, in order to reduce its level of dependence on certain suppliers.

## **2.3. Management of risks relating to global warming**

To minimise the impact of climate risks (presented in section 1 – paragraph 1.3 of this Chapter 3) on its assets, facilities or employees, the Group systematically analyses, prior to any investment, the physical risks associated with a given site (availability of water, frequency of extreme events, etc.).

In addition, exposure to natural disasters is taken into account specifically when designing the Group's production and R&D facilities, in the same way as their energy efficiency or carbon footprint.

## **2.4. Management of market risks (risks relating to the Group's competition on its markets and risks of the Group's markets not developing)**

In connection with the management of market risks (competitive risks presented in section 1 – paragraph 1.4 of this Chapter 3 and risks of the Group's markets not developing presented in section 1 – paragraph 1.6 of this Chapter 3), the Group controls and closely monitors the developments on each of the markets that it operates on, the changes in the competitive landscape for each of its divisions, taking into account the changes in its market shares, recent consolidation operations involving its competitors and the latest innovations by stakeholders in this area.

Moreover, the Group believes that its model for vertical integration (from design through to the distribution of its products) represents an asset in terms of managing the competitive risk. It also regularly positions itself on operations to acquire companies or new technologies in the sector in order to avoid too significant levels of concentration.

## **2.5. Management of products risks (technological risk, defectiveness, and performance flaws of products)**

Within the context of managing the product risks with which it is faced, the Group has established several kinds of measures.

**2.5.1 As concerns the risks of technological obsolescence and innovation of its products** (described in Section 1 – paragraph 1.5 of this Chapter 3), the Group tries to deploy three medium to long-term development roadmaps (one for the Photonics Division, one for the Medical Division and one for the LIDAR Division), which allows it to maintain its technological edge, all while allotting its resources to development projects that are in line with the expectations of the sector, as upstream as is possible.

**2.5.2 As concerns the risks of defects or performance flaws of its products** (as described in Section 1 – paragraph 2.1 of this Chapter 3), the Group strives to establish procedures aimed at controlling the quality of the products and their conformity with the standards that apply throughout the supply and production chain. To that end, the Group



generally asks its suppliers for contractually defined product performance levels, and performs testing, development, manufacturing, and integration procedures on its products before putting them on the market. The Group has also been led to request that its suppliers obtain certificates of compliance with the most important directives restricting the use of toxic, hazardous, or rare substances (REACH, RoHS, CMRT directives).

Furthermore, the Group measures client satisfaction through:

- measuring the rate of renewal of orders or requests within the context of R&D requests for tenders);
- satisfaction surveys (which are conducted internally, or by outside providers);
- customer return rate;
- tracking payment incidents and their type.

## 2.6. Management of risks to the Group's talent and expertise

The Group intends to cover this risk (which is described in Section 1 – paragraph 2.2 of this Chapter 3) by defining and deploying an adapted Human Resources policy, and integrating the following United Nations sustainable development goals:

- SDG 3: to allow all people to live in good health and to promote the well-being of all people, of all ages;
- SDG 4: to ensure access to all to a quality education, under equal circumstances, and to promote the possibilities for learning throughout one's life;
- SDG 5: to achieve gender equality and autonomy for all women and girls;
- SDG 8: to promote sustained, shared, and lasting economic growth, full productive employment, and a decent job for all;
- SDG 10: to reduce inequalities in countries, and between countries.

The work to review and update HR procedures, initiated in 2020, continued in 2021. However, the priority reallocation of resources originally allocated to the management of the health crisis has caused a delay in relation to the initial schedule, which should gradually be resolved in 2022.

Furthermore, the Group is reviewing and regularly establishing profit-sharing mechanisms for its employees through bonus share plans based on the Group's future performance, thereby offering the Group's executives the possibility of benefitting from the value they helped to create. For example, during its meeting of 21 September 2021, the Board of Directors of Lumibird decided to adopt a new free share allocation plan for the benefit of several categories of Group employees representing a total of 84 employees and 291,000 shares.

## 2.7. Management of the risks of hacking, intrusion, or cyberattacks on the Group's IT systems

Aware of the importance of the risks relating to hacking, intrusion or cyberattacks on its information systems (presented in section 1 – paragraph 2.3 of this Chapter 3), the Group has significantly strengthened its anti-hacking strategy.

In 2021, in conjunction with the Data Protection Officer (DPO), who is supporting Lumibird with its strategy to

further strengthen its cyber security, the Group decided to set up a quarterly security review in order to ensure the effective follow-up on and monitoring of the actions approved.

In practice, over the past year, this approach led to:

- in the first quarter, the strengthening of the password identification procedures, with a requirement to change from 8 to 12 characters and to include at least one number and one special character;
- in June, the deployment of multifactor authentication (MFA) for the office suite used by the Group;
- in December, the decision to regularly carry out phishing campaigns targeting internal users' email addresses in order to raise their awareness and train them on hacking risks.

To monitor the effectiveness of its policy to prevent intrusions or cyberattacks on its information systems, Lumibird chose its rate of positives with the phishing tests as its primary indicator. Based on the use of the tools available to its information system, it will be fully operational throughout the Group from 2022.

## 2.8. Management of risks linked to ESIRA's control of the Company

The measures established by the Group in coordination with ESIRA in order to prevent ESIRA's control over the Company from being exercised in an abusive manner are described in the Board of Directors' report on corporate governance, which appears in Chapter 2 of this Universal Registration Document.

## 2.9. Management of risks linked to the Group's exposure on its customers and suppliers

Within the context of managing the risks linked to the Group's exposure on its customers and suppliers, the Group has adopted the following policies:

**2.9.1 as concerns the counterparty risks of the Group's customers** (described in Section 1 – paragraph 2.5 of this Chapter 3), the Group is making every effort to maintain a diversified and well-distributed clientele: therefore, in 2021, no direct customer or distributor of the Group represented more than 5% of consolidated revenues. The five biggest customers represent less than 15% of consolidated revenues. Furthermore, in France, sales are systematically covered by credit insurance. Likewise, as concerns the Group's international sales (outside of France), which represented approximately 85% of its sales for financial year 2021 (in revenues), the Group has signed a credit insurance policy with Atradius which covers the bulk of its international sales.

**2.9.2 as concerns the risk of economic dependence vis-à-vis some of the Group's suppliers** (described in Section 1 – paragraph 2.6 of this Chapter 3), the Group opts for a "multi-sourcing" strategy in order to avoid a single-source supply that makes the Group dependent on the financial health of its supplier, the supplier's quality policy, and the political or health stability of the country where the supplier is located. To do so, to the extent possible, the Group uses at least two suppliers, in order to be able to negotiate prices and deal with any default by either supplier. Accordingly, note that during the 2021 financial year, no supplier represented





more than 5% of the Group's purchases, and the five top suppliers represented less than 10% of the Group's purchases. In addition, the Group also strives to design modular products, capable of operating with different critical components regardless of their origin, while maintaining the required level of excellence. Finally, the Group is implementing a responsible purchasing policy in which suppliers commit to respecting environmental and human rights criteria, in line with the United Nations' sustainable development objectives.

## 2.10 Management of risks linked to the Group's planned or completed external growth operations

In order to best prevent risks related to the Group's planned or completed external growth operations (described under Section 1 – paragraph 3.1 of this Chapter 3) and to lessen the effects of these risks if they do occur, the Group uses various providers tasked with completing due diligence operations, and drafting and negotiating contracts to acquire shares or assets in the best interest of the Group (in particular by using the highest standards in terms of indemnification clauses which cover, for a maximum amount and over a defined term, the risks identified within the context of these due diligence or good governance operations prior to the completion of the external growth operations concerned). The completion of the consolidation phases subsequent to the acquisitions concerned is generally entrusted to the Group's top management, which works in conjunction with the local team to best organise the entry of the entities or activities added to the Group.

## 2.11 Management of risks linked to the Group's strategic agreements

The Group's strategic agreements are regularly monitored by the operating teams, which make every effort to resolve problems upstream through amicable, non-contentious discussions. At the date of the Universal Registration Document, no significant dispute existed between the Group and any of its strategic partners.

## 2.12 Management of legal, regulatory, and compliance risks

The Group's management of regulatory risks (which are described in Section 1 – paragraph 4.1 of this Chapter 3) entails specialised or internal advisors conducting legal and compliance reviews as applicable.

**2.12.1 With regard to the risks relating to authorisations to export or sell the Group's medical or laser products** (presented in section 1 – paragraph 4.1 of this Chapter 3), the Group endeavors to secure these authorisations and keep them in place by working with specialist advisors or even developing product ranges that are not subject to regulations (notably ITAR-free products).

**2.12.2 With regard to the risks of non-compliance with anti-corruption and bribery legislation and regulations by Group employees, agents or representatives** (presented in section 1 – paragraph 4.2.1 of this Chapter 3), the Group has formalised a new version of its code of conduct, notably incorporating the behavioral best practices to be adopted in terms of preventing corruption, and this is scheduled to be rolled out across all of the Group's subsidiaries during the

first half of 2022. In addition, the procedures in place since an ERP IT tool was set up make it possible to control signatures for orders covering both sales and purchases. These procedures are covered by a framework of clearly defined prices, scales and commissions.

**2.12.3 With regard to the risks of non-compliance by Group suppliers, subcontractors or other commercial partners with anti-modern slavery and child labor legislation** (presented in section 1 – paragraph 4.2.2 of this Chapter 3), the Group has drawn up a policy that is available on its website, based on a strict selection of its suppliers and stakeholders, as well as certificates of compliance for these suppliers and stakeholders in line with the core principles of respect for human rights and the fight against slavery and forced labor

**2.12.4 With regard to the risks of non-compliance with personal data protection legislation**, and specifically Regulation No.2016/279 of April 27, 2016, known as GDPR (presented in section 1 – paragraph 4.2.3 of this Chapter 3), the Group is committed to putting in place the technical solutions and best practices making it possible to ensure compliance with legal requirements. Taking these requirements into account is an integral part of its strategy to prevent intrusions or cyberattacks on its information systems.

## 2.13 Management of risks linked to the Group's industrial property rights

Management of risks linked to industrial property rights and to the financing of the Group's research and development (described in Section 1 – paragraphs 4.3 and 4.4 of this Chapter 3) are regularly analysed with lawyers and industrial property and counsels.

## 2.14 Management of risks linked to the Group's insurance policies

As concerns the risks linked to the Group's insurance policies (described under Section 1 – paragraph 4.5 of this Chapter 3), the Group strives, through its Finance Department, assisted by several insurance brokers, to continuously keep adequate coverage at reasonable premium levels in order to best cover all insurable risks to which it is subject.

## 2.15 Management of risks linked to the judicial and arbitration procedures

The risks linked to the judicial and arbitration procedures (described under Section 1 – paragraph 4.6 of this Chapter 3) are managed through the recording of provisions under the conditions described in Note 6.1.17 to the annual consolidated financial statements as at 31 December 2021.

## 2.16 Management of financial risks

The financial risks the group faces (described in Section 1, paragraph 5 of this Chapter 3), when they are significant for the Group, are included under the appropriate coverage contracts. At the date of this Universal Registration Document, the Group has not considered any financial risk to be critical.



## CHAPTER 4

# FINANCIAL INFORMATION



# MANAGEMENT REPORT



Dear Shareholders,

In accordance with legislation and the articles of association, we have brought you together for a General Meeting to report to you on the position and business of the company LUMIBIRD SA ("LUMIBIRD" or the "Company") and the LUMIBIRD Group (the "Group") during the year ended 31 December 2021 and to submit the Company's corporate and consolidated financial statements for this year for your approval.

During the General Meeting, the following reports will also be presented to you:

- Board of Directors' report on the proposed resolutions submitted to your General Meeting;
- Board of Directors' corporate governance report as provided for in Article L.225-37 of the French commercial code;
- Board of Directors' special report on stock options in accordance with Article L.225-184 of the French commercial code;
- Board of Directors' special report on free share awards in accordance with Article L.225-197-4 of the French commercial code;
- The Statutory Auditors' various reports.

The aforementioned reports, this management report on the activities of the Company and the Group during the past year, and the annual and consolidated accounts and any other documents relating to them have been made available to you at the Company's registered office under the legal conditions and timeframes applicable so that you can consult them.

We will provide you with any clarifications or any further information concerning these reports and documents.

The financial statements that are presented to you have been prepared in accordance with the provisions from the chart of accounts, while observing the principles of conservatism and honesty.

## 1. WHAT HAPPENED IN FISCAL YEAR 2021

### 1.1. Key events in fiscal year 2021

#### 1.1.1 Activity

2021 was a year of consolidation for the Group's activities, following two intense years in terms of external growth: Lumibird successively acquired Optotek and Halo-Photonics in 2019, then the Essmed group's Scandinavian subsidiaries and Ellex's Laser and Ultrasound branch in 2020. In 2021, it signed an agreement to acquire the defence rangefinder business of the Swedish operator Saab in 2022.

This year of consolidation was complicated by the Covid-19 health crisis: travel remained limited, particularly between the countries where the Group operates; the Group adopted measures for staff to work from home when possible; many major international shows (primarily in the medical division) were not held in person in their pre-Covid forms. The pressure on component supplies led the teams to increase the safety stocks in place and ramp up double sourcing.

Nevertheless, during this period, the Group showed its adaptability. None of the sites were closed, the synergies expected from the business combinations with Ellex and Essmed were deployed, and the Group's robust commercial development continued to move forward.

The growth in business over 2021 (+28% based on reported data, 11% proforma) is reflected in:

- €32.6m of EBITDA (20.1% of revenues), up €8.9m (+37.9%) compared with 2020 based on reported data (25.1% proforma);
- €19.8m of income from ordinary operations (12.2% of revenues), up +€5.6m (+39.8%) year-on-year based on reported data (+27% proforma);
- €14.9m of net financial debt (including a positive net cash position of €97.1m under one year), enabling it to cover its short and medium-term maturities without any difficulty.

#### 1.1.2 Financial structure

The Lumibird Group, building on its sound financial structure, continued moving forward with its policy to optimise the financial flexibility and maturity of its installments. This ensures that it has the resources needed to support its development and ambitions.

During 2021, the Group:

- set up several financing lines:
  - two lines for €5m each with Bpifrance Financement, with a term of nine years and nine months and then 10 years for the second line, with both including a deferred repayment period covering eight quarters, based on a rate of 1.27% and 1.02% respectively, and combined with cash collateral for a total of €0.5m;
  - A €4m line intended to finance a dedicated asset;
- drew down the remaining amount on its bond acquisition line. This drawdown, for €22.5m, took the amount of bond debt under liabilities on the balance sheet up to €40m at end-2021.

## 1.2. Business for the year

N.B. Taking into account the integrated commercial organisation rolled out since the acquisition of Ellex's Laser and Ultrasound branch and the EssMed group's commercial companies in Nordic countries, the comparative information presented on a proforma basis (rather than like-for-like) appears to be most relevant, in addition to the comparative information on a reported basis.

Extract of the consolidated income statement (in million euros)	2020 published	2021	Reported published		2020 Pro-forma	Reported Pro-forma	
<b>Revenues</b>	126.7	162.5	+35.7	+28%	146.7	+15.8	+11%
EBITDA <sup>(1)</sup>	23.7	32.6	+9.0	+38%	26.1	+6.6	+25%
% of revenue	18.7%	20.1%	1.4%		17.8%		
Current operating income	14.1	19.8	+5.6	+40%	15.6	+4.2	+27%
% of revenue	11.2%	12.2%	1.0%		10.6%		
Operating income	8.7	19.1	+10.5	+121%	10.1	+9.1	+90%
Financial income	-1.5	-1.5	-0.1	+4%	-2.0	+1.5	-49%
Taxes	-1.6	-3.7	-2.1	+135%	-2.7	-1.1	+41%
<b>CONSOLIDATED NET INCOME</b>	<b>5.6</b>	<b>13.9</b>	<b>8.2</b>	<b>+147%</b>	<b>4.4</b>	<b>+9.5</b>	<b>+215%</b>

(1) Earning Before Interest, Taxes Depreciation and Amortisation (EBITDA) corresponds to current operating profit adjusted for charges to provisions and depreciation net of reversals and expenses covered by such reversals.

### 1.2.1. Revenues

The Lumibird Group's consolidated revenues for 2021 climbed to €162.5m, up 28.2% from 2020 based on reported data. At constant exchange rates<sup>(1)</sup> and on a pro-forma scope (considering Ellex's acquisition on June 30, 2020 to have taken place on January 1, 2020), it is up 11% to €164.0m. This full-year growth based on proforma data and constant exchange rates is strong for both divisions, with 11.6% for the Photonics division and 10.5% for the Medical division.

(1) Considering the rates for FY 2020 applied to revenues for 2021

Revenues (in million euros)	2020	2021	Reported change <sup>(1)</sup>	Organic change <sup>(2)</sup>	Proforma change at constant exchange rate <sup>(3)</sup>
First quarter	21.9	33.8	+54.3%	+3.2%	+5.0%
Second quarter	23.9	41.6	+74.7%	+23.2%	+26.2%
Third quarter	32.7	37.2	+13.4%	+13.3%	+13.7%
Fourth quarter	48.2	49.8	+3.3%	+3.2%	+2.7%
<b>TOTAL</b>	<b>126.7</b>	<b>162.5</b>	<b>+28.2%</b>	<b>+10.7%</b>	<b>+11.0%</b>
Of which Photonics	68.8	76.4	+10.9%	+10.9%	+11.6%
Of which Medical	57.9	86.1	+48.8%	+10.6%	+10.5%

(1) Taking into account the acquisition of Ellex on 30 June 2020

(2) Considering the acquisition of Ellex as of 1 January 2020

(3) Considering the acquisition of Ellex as occurring on 1 January 2020 and at constant rate (2020 rates applied to 2021 sales)

#### 1.2.1.1. Photonics

Business for the Photonics division is up +10.9% to €76.4m based on reported data.

- The Industrial and Scientific business, with 34.7% growth based on reported data, was buoyed by the medical and OEM activities for flat and medical screens, following a year affected by the consequences of the health crisis in 2020;
- The Defence / Space business is down -7.2% based on reported data: it was affected by the planned scaling down of contract deliveries, partially offset by the growth in non-contract sales;
- The LIDAR business, up +1.3% based on reported data, benefited from strong growth over the last quarter, making up for the delay sustained at the start of the year for the systems business.

#### 1.2.1.2. Medical

The Medical division generated €86.1m of revenues in 2021, up +48.8% based on reported data. This growth was partly driven by the integration of Ellex and the EssMed group companies, at June 30, 2020 and July 31, 2020 respectively. Based on proforma data (considering Ellex's integration from January 1, 2020), the division's growth came to 9.3%. It was driven by the positive impacts of the synergies developed throughout the division, including the penetration of Quantel Medical's products on the world's top two markets for this sector: the United States and Japan.



**1.2.2. Current operating profitability**

Buoyed by this robust commercial development, and despite the economic context continuing to be disrupted by the global health crisis, Lumibird successfully rolled out the synergies expected from the external growth operations

carried out in 2020, while consolidating its operational profitability: For the full year, the Group's income from ordinary operations came to €19.8m, compared with €14.1m one year earlier based on reported data (including Ellex over just six months), up €5.6m (+39.9%).

Based on proforma data for 2020 (taking into account 12 months of business for Ellex, as in 2021), the Group recorded €26.1m of income from ordinary operations. Proforma growth for 2021 came to €4.2m (+27%), with the following breakdown:

Effect of organic growth on gross margin <sup>(1)</sup>	15.6 M€
Change in net external expenses <sup>(2)</sup>	-1.2 M€
Change in net personnel costs <sup>(3)</sup>	-7.9 M€
Increase in depreciation and amortisation <sup>(4)</sup>	-1.5 M€
Increase in other current operating expenses net of provisions	-0.8 M€

(1) The +€15.6m (+17.8%) improvement in the Group's gross margin in terms of value, driven by the improvement in business (+10.7%), was also accompanied by an improvement in terms of the rate achieved: this climbed from 59.8% proforma for 2020 to 63.6% based on actual data in 2021). This improvement in the margin rate reflects:

- the optimisation of the product mix for the photonics business over the year;
- the improvement in the margin for the medical activities, thanks to the synergies achieved on the distribution channels (integration of the margin), as well as the alignment – concerning the Ellex scope – around the methods for recognising the gross margin in the accounts, resulting in a €2.1m transfer between the “gross margin” and “staff costs” without any impact on income from ordinary operations;

(2) The Group kept its external expenses and other operating expenses (fees, marketing, travel, outsourced research) under control, reflected in a limited increase in these items despite a strong upturn in business. This progress can primarily be seen in terms of commissions for distributors and equipment hire costs (SaaS), as well as fees for providers supporting the drive to structure the Group;

(3) With regard to staff costs, the increase recorded is linked primarily to:

- An increase in the headcount for production (+14%) and R&D (+17%), to support the growth in business and the innovation plan, as well as corporate staff, with a view to consolidating the Group's organisation and supporting its strategy;
- The sharing of the benefits of growth (profit-sharing reserve for the French scope, new bonus share plan, variable compensation for the sales forces, exceptional compensation for the production and R&D teams at the Bozeman and Lannion sites to reward their commitment and performance);
- Ellex's alignment with the Group's gross margin recognition methods, leading to a transfer between the gross margin and staff costs for €2.1m.

(4) The increase in depreciation and amortisation is due to investments in property, plant and equipment to increase the capacity of the facilities, and to the amortisation of development projects according to plan.

**1.2.3. Operational profitability**

In 2021, the Group's EBIT came to €19.1m, compared with €8.7m one year earlier.

This change (+€10.5m) primarily reflects:

- For +€5.6m, the strong progress with the Group's operational profitability over the year;
- For +€3.8m, the non-recurring expense recorded by the Group in 2020 as a result of a payment fraud affecting Lumibird's UK subsidiary (Halo-Photonics) in May 2020;
- For +€0.9m, the reduction in acquisition costs for business combinations.

- -€0.7m: increase in the debt quantum; average gross debt rose from €60.2m in 2020 to €100.3m in 2021;
- -€0.2m: increase in the average cost of financial debt, up from 1.82% in 2020 to 2.55% in 2021;
- +€0.9m: net foreign exchange gains on financial operations.

**1.2.5. Net income**

Taking into account the improvement in income from ordinary operations on the one hand, and the absence of any significant unfavourable events on the other hand, as well as the change in financial income and expenses and the tax expense (change in line with the increase in operational profitability), the Group's net income for 2021 came to €13.9m (representing 8.5% of revenues).

**1.2.4. Financial result**

Financial income and expenses came to -€1.5m in 2021, compared with -€1.5m in 2020. This stability reflects the offsetting of the following net changes:



### 1.3. Balance sheet structure

Extract from the consolidated balance sheet (in million euros)	2020	2020 restated <sup>(1)</sup>	2021	Change (2021/2020 restated)
Non-current assets	143.3	143.1	164.8	+21.7
Current assets (excluding cash and cash equivalents)	82.0	82.0	85.7	+3.7
Cash and cash equivalents	80.3	80.3	97.1	+16.8
<b>TOTAL ASSETS</b>	<b>305.6</b>	<b>305.4</b>	<b>347.6</b>	<b>42.2</b>
Shareholders' equity (incl. minority interests)	163.8	164.1	181.3	17.2
Non-current liabilities	84.4	84.0	108.4	24.4
Current liabilities	57.4	57.3	57.9	0.5
<b>TOTAL LIABILITIES</b>	<b>305.6</b>	<b>305.4</b>	<b>347.6</b>	<b>42.2</b>

(1) The amounts on the opening balance sheet are restated for the impact of the change of accounting method on employee benefits. This change factors in the application of the provisions published by the IFRS Interpretations Committee concerning the change to the breakdown of entitlements to benefits and following the deferral period for retirement benefits under the defined benefit plans.

#### 1.3.1. Non-current assets

Non-current assets primarily consist of fixed assets and deferred tax assets.

In comparison with the restated data from 31 December 2020, the total non-current assets rose €21.7 million. This increase is primarily broken down as follows:

- €1.0 million due to the change in historic goodwill contributed by Lumibird, half due to the impact of the Australian dollar rate change on Ellex' goodwill and the other half to the change in the rate of the British pound on Halo-Photonics' goodwill;
- A €10.8 million increase in net tangible and intangible fixed assets, with the net investment flows for the period (+€21.7 million) being partially offset by net allocations to amortisations (–€12 million) and net exchange differences (–€0.9 million);
- A €8.3 million increase in non-current financial assets, primarily corresponding to:
  - Cilas securities acquired in 2021 for €7.5m;
  - €0.5m of cash collateral granted to Bpifrance Financement within the context of establishing the two financing lines;
- A €2.5 million increase in non-current tax credits (excluding deferred tax assets), due to recording the Group's 2021 R&D tax credit [CIR], and the change in the age of prior R&D tax credits given the order of priority in the allocation of advance payments of corporate income tax;

- A €1.0 million decrease in deferred tax assets, due to the use of French tax consolidation deficits in the amount of –€3.3 million, and the recording of new temporary differences in the amount of €1.3 million, in line with the year's operations.

#### 1.3.2. Current assets

The current assets, excluding cash, came to €85.7m, up €3.7 million from 31 December 2020. This shift, as for that of the "other current assets," should be compared to the change in activity and control of WCR, which is commented on under paragraph 1.4.1 of this report.

#### 1.3.3. Shareholders' equity

The change in shareholders' equity (Group share) over the year gives the following breakdown:

Change in shareholders' equity in million euros	Group
Shareholders' equity at 1 January 2021	164.1
Income – Group share	13.9
Translation differences	2.0
Actuarial differences	–0.2
Treasury shares	0.3
Free shares	1.3
Other change	–
<b>SHAREHOLDERS' EQUITY AT 31 DEC 2021</b>	<b>181.3</b>

#### 1.3.4. Current and non-current liabilities

In million euros	2020			2021		
	Non current	Current	Total	Non current	Current	Total
Financial debts	71.5	16.8	88.3	97.9	14.2	112.0
Provisions (excluding employee benefits)	0.4	0.7	1.1	–	1.3	1.3
Employee benefits	2.6	–	2.6	3.1	–	3.1
Deferred tax liabilities	0.6	–	0.6	0.9	–	0.9
Other liabilities	8.8	39.1	47.9	6.5	41.6	48.1
Tax payable	–	0.7	0.7	–	0.9	0.9
<b>TOTAL CURRENT AND NON-CURRENT LIABILITIES</b>	<b>84.0</b>	<b>57.4</b>	<b>141.4</b>	<b>108.4</b>	<b>58.0</b>	<b>166.4</b>



Current and non-current liabilities amounted to €166.4 million, an increase compared to 31 December 2020 of +25 million euros. This increase is mainly due to the change in financial debts explained below.

The changes in the Group's net financial debt, for each category, are presented below:

Net financial debt in million euros	2020	2021
Debts from credit institutions	61.5	63.1
Bonds	17.0	39.5
Financial lease and lease debts	5.6	7.2
Aid/ Repayable advances	0.8	0.9
Tax credits financing	2.0	-
Short-term bank borrowings and overdrafts	1.2	1.2
Other financial debts	0.2	0.2
<b>TOTAL FINANCIAL DEBTS (current and non-current)</b>	<b>88.3</b>	<b>112.0</b>
Cash assets	-80.3	-97.1
<b>NET FINANCIAL DEBT</b>	<b>8.0</b>	<b>14.9</b>
Of which less than one year <sup>(1)</sup>	-63.5	-83.0
Of which over one year	71.5	97.9

(1) Cash assets are considered to be at less than one year.

The Group posted, as at 31 December 2021, gross financial debt of €112.0 million, i.e., an increase of €23.7 million, primarily due to the following:

- +€14.0 million to the establishment of:
  - two lines of €5 million at Bpifrance Financement for a term of nine years and nine months for one and ten years for the other, both including an eight-quarter grace period, repaid at the rate of, respectively, 1.27% and 1.02% and accompanied by cash collateral totalling €0.5 million;
  - A €4 million credit line backed by the acquisition of specific assets.

These debts are not accompanied by any ratios or interest increase clauses, early repayment clauses, or security.

- €22.5 million in additional drawdowns on the bond line put in place in 2020. It is reminded that this debt of a total amount of €40 million, drawn down for €17.5 million in 2020 and €22.5 million in 2021 is repayable at maturity (1 December 2027) and bears interest at 3.3%;
- €1.8 million of additional and final drawdown of the real estate debt put in place to finance the construction on the Quantel Médical building in Cournon d'Auvergne, completed in 2021;
- €4.9 million related to the implementation of new finance leases
- €18.6 million in debt repayments (of which -3.5 million in respect of finance leases);
- €0.9 million euros for the transformation of the American "Covid" loans into non-refundable advances;

It should be noted that the Group's acquisition debt (bank and bond, amounting to respectively €17.5 million and €40.0 million on the Group's balance sheet at 31 December 2021) is subject to two ratios, tested annually at 31 December, failure to comply with which will result in the debt becoming payable:

- A leverage ratio (ratio of the net consolidated debt to consolidated EBITDA) must not exceed a declining maximum, gradually moving from 3.50 (high limit) at 31 December 2020 to 2.75 (low limit) at 31 December 2026;

- A coverage ratio (ratio of the net consolidated cash flow to the servicing of the debt) which must be greater than one throughout the term of the credit;

As at 31 December 2021, the Group was complying with all of its financial ratios.

#### 1.4. Cash flow

In 2020, the Group recorded a net cash flow of +16.8 million euros. The Group's cash flow statement is presented below:

Cash flow in million euros	2020	2021
Cash flow from operations	13.1	26.6
Cash flow from investments	-67.1	-28.6
Cash flow from financing	84.8	18.2
Impact of exchange rate variations	-0.6	0.6
<b>CHANGE IN CASH</b>	<b>30.1</b>	<b>16.8</b>

##### 1.4.1. Cash flow from operations

Over the year, the Group generated €26.6 million of cash flow from operations, broken down as follows:

- +33.6 million euros in operating cash flow before tax and financial expenses, generated almost exclusively by the Group's EBITDA, net of expenses directly related to the scope of consolidation;
- -8.8 million euros change in working capital requirements, mainly due to the increase in inventories, the company having addressed the supply tension by increasing the minimum security thresholds;
- + 1.8 million euros in taxes received related in particular to the allocation of research tax credits to advance payments of corporate income tax.

### 1.4.2. Cash flow from investments

#### 1.4.2.1. Investments carried out

Investments carried out in million euros	2020	2021
Industrial investments	12.7	24.0
Financial investments (excluding acquisitions)	0.6	8.3
<b>INVESTMENTS RECORDED</b>	<b>13.3</b>	<b>32.3</b>
Disbursement on acquired industrial investments	12.4	20.1
Cash from disposals of industrial investments	-0.1	-1.9
Disbursement on acquired financial investments	0.6	8.3
Cash from disposals of financial investments	-	-
<b>INVESTMENTS PAID OUT</b>	<b>12.9</b>	<b>26.5</b>
<i>Acquisition of subsidiaries – Net cash</i>	<i>54.2</i>	<i>2.1</i>

The difference between the investments recorded in the financial statements and the investments paid out corresponds

- to financial leases contracts (included in recorded investments but excluded from disbursed investments), and
- to the change in trade payables for fixed assets.

The following table presents the various investments carried out by the Group in 2020 and 2021:

Investments carried out in million euros	2020	2021
Intangible investments	7.1	15.9
Investments in tangible assets	5.6	8.1
Financial investments	0.6	8.3
<b>TOTAL</b>	<b>13.3</b>	<b>32.3</b>

In 2021, the industrial investments recorded by the Group amounted to 24.0 million. They primarily concern:

- research and development fees capitalised for €10.7 million;
- the completion of the new real estate complex in Courmon d'Auvergne, headquarters of the Group's "Medical" activity, delivered in 2021, for €0.9 million;
- the acquisition of a private plane, for €3.9 million, to transport employees between the Group's various European sites;
- arrangement of industrial facilities to match the Group's industrial development, in the amount of €3.3 million;
- new rights of use (through leases) for €4.7 million, of which €4.0 million in property use rights following the end of the lease on the Les Ulis site;

The acquisitions of subsidiaries concern the amounts withdrawn to purchase Halo-Photonics shares (payment spread over 3 instalments after the initial payment in 2019).

#### 1.4.2.2. Ongoing investments

As at 31 December 2021, the amount of ongoing investments recorded is €0.5 million and mainly concern the extension of the Lannion site.

#### 1.4.2.3. Investments to be made

An extension to the building at the Lannion site has been launched to house new production lines and a drawing tower. Future investments amount to €13 million. The commissioning date is planned for the first half of 2023.

The other planned investments concern current investments in R&D and in manufacturing equipment, noting that manufacturing requires very few specific investments.

### 1.4.3. Cash flow from financing

The Group's financing cash flow stems from:

- Its debt (new loans, repayment of loans, interest paid).  
Over the year, the Group:
  - drew down €38.3 million from new bank loans or from existing credit lines, which is more extensively described in paragraph 1.3.4 of this report;
  - repaid its financial debts as scheduled (€15.1 million).
  - repaid €3.0 million in finance lease liabilities;
  - the Group has paid €2.2 million in financial charges.





## 2. 2021 ACTIVITY OF GROUP COMPANIES

### 2.1. Result of LUMIBIRD SA

Within the Group, Lumibird SA acts as:

- an entrepreneur for all of the Group's business activities, guiding research, production, and sales activities, and providing management teams, and more generally bearing all expenses linked to the Group's development;

- a main player within the framework of a specific contract linking the Group to a defence developer;
- the main sales subsidiary for laser products in the EMEA zone;
- a financial holding company, bearing equity interests and financial debts. To that end, it handles the financing of its subsidiaries.

A summary of LUMIBIRD's results is presented below:

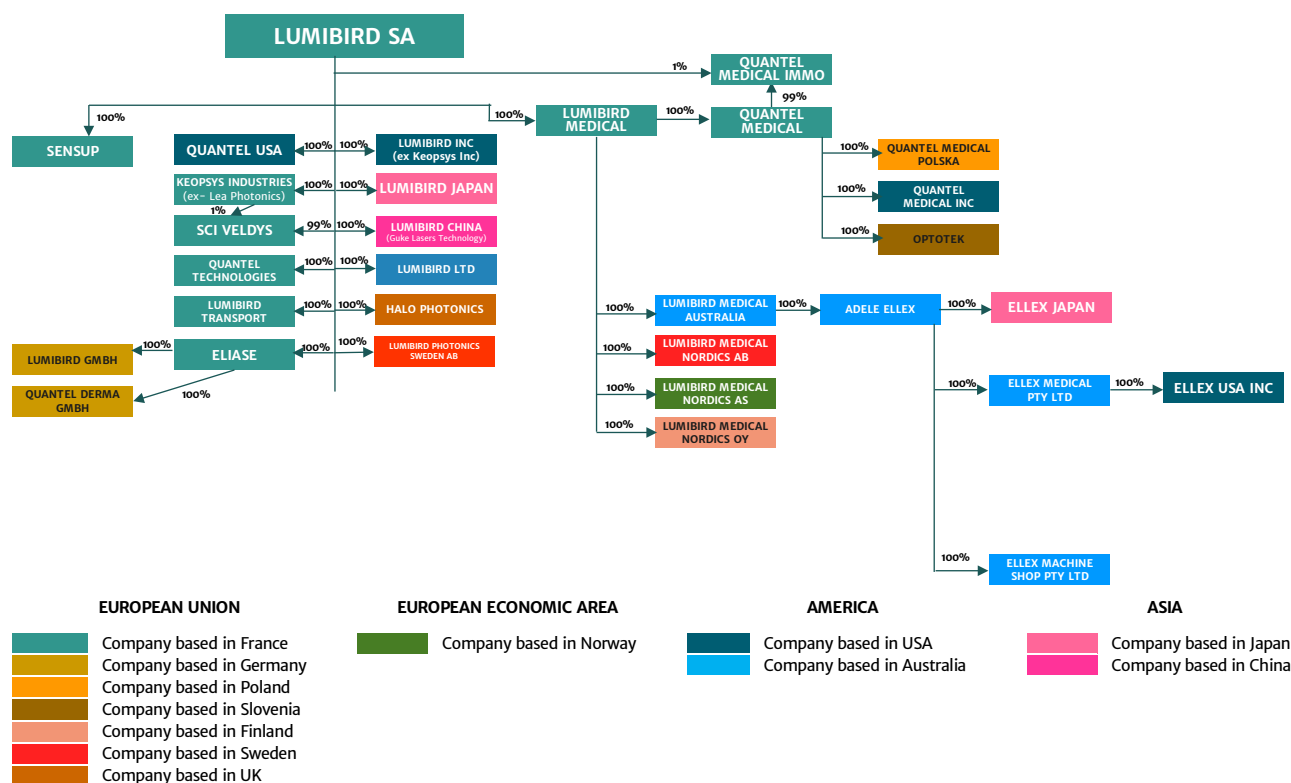
In millions d'euros	31/12/2020	31/12/2021	Change
Revenues	65.0	75.0	+10.0
Operating income	0.1	1.3	+1.2
Financial income	5.3	1.3	-4.0
Extraordinary income	70.1	0.2	-69.9
Profit sharing	-	-	-
Income tax (including tax consolidation)	0.4	1.2	+0.8
<b>NET INCOME</b>	<b>75.9</b>	<b>3.9</b>	<b>-72.0</b>

Net income came to €3.9m, down -€72.0m, after 2020 recorded non-recurring income linked to the transfer of Quantel Medical securities to Lumibird Medical (€69.8m capital gain). Excluding this non-recurring item, the year-on-year change in net income represents -€2.1m, with the following breakdown:

- **+€1.2m** improvement in EBIT: the increase in its overall business and its effective control over operating expenditure enabled Lumibird to absorb the development costs within the Photonics division, while deploying sales forces in the commercial subsidiaries;
- **-€4.0m** change in financial income and expenses, with:
  - €2.1m for the recognition of the current account write-off granted to the Group's subsidiaries;
  - -€0.8m for the increase in financial expenses linked to debt and cash management, net of the cost of hedging operations;
  - -€2.3m for the change in net foreign exchange gains relating to financial operations;
  - +€1.2m for the increase in dividends received from Group subsidiaries.
- **€0.2m** reduction in non-recurring items;
- **+€0.8m** of tax income, linked to the improvement in the tax consolidation group's results.

## 2.2. Subsidiaries' business

### 2.2.1. Group structure at 31 December 2021



The structure presented above reflects the Group at 31 December 2021. For all the companies presented, the percentage of voting rights is not different from the percentage of capital

The Group's structure aims to reflect the Group's industrial and managerial organisation:

For the photonics market:

**The laser production activities are organised around the dedicated production companies:**

- KEOPSYS INDUSTRIES, based in Lannion, France, which houses the design and manufacturing activities for the fiber lasers and fiber amplifiers developed initially by Keopsys and LEA Photonics. LEA Photonics has developed a range of fiber lasers and optical amplifiers for telecoms networks adapted for very long distances, for complex networks in urban environments and for fiber to the home (FTTH). This range uses various components developed and produced in-house that make it possible to guarantee adapted performance features for industrial and medical applications. Keopsys has developed a range of high-power and compact pulsed fiber lasers using components developed and produced in-house and making it possible to guarantee performance features that are particularly well adapted for the LIDAR market, enabling it to become a recognised specialist for LIDAR technologies in the defence, industrial, scientific research and space sectors.

The range of pulsed lasers offered by KEOPSYS INDUSTRIES includes:

- Mid-infrared (eye-safe 1.5 micron wave-length);
- Visible wavelength (green) for obstacle detection for the marine sector;
- Ultraviolet for aerosol detection;
- Mid-infrared wavelengths (2 microns and higher) for pollutant detection and defence applications.

Keopsys Industries has put in place high-performance industrial facilities enabling it to manufacture complex products with high volumes and effective cost control.

- QUANTEL USA, company registered in Montana, USA, which, in its laser branch, designs nanosecond lasers that complement the lasers produced by LUMIBIRD in Les Ulis.
- QUANTEL TECHNOLOGIES, whose production plant is based in Les Ulis, France, which designs solid-state lasers and laser diodes for industrial and scientific applications and the defence and space sectors.

**The production of LIDAR systems (which uses optical components - fiber lasers and optical amplifiers - developed and manufactured by Keopsys Industries) is supported by the following companies, dedicated to production:**

- HALO-PHOTONICS, a British company based in Leigh, a purchased company which manufactures Lidar systems to measure wind;





- **LUMIBIRD LTD**, a Canadian company based in Ottawa, structured around a team of R&D engineers focused on Lidar design work.
- **SENSUP**, the company based in Rennes, France, and created in 2013, develops unique and innovative technical solutions with a multidisciplinary team specialised in optics, electronics, mechanics, software and signal processing for a series of compact, long-range and eye-safe LIDARS

**Marketing activities for laser products are now headed up by LUMIBIRD, which manages:**

- The EMEA market directly, or through its subsidiary LUMIBIRD GMBH for after-sales service activities in Germany;
- The Asian market directly or through its subsidiaries LUMIBIRD Japan (longstanding partner acquired on 24 March 2017) and LUMIBIRD China (created in July 2018); on this market, a local presence and local relationships are key factors for development;
- The American market, through LUMIBIRD Inc., based in Pennsylvania, comprising technical sales engineers who market the entire laser range and support clients and prospects with defining their needs and the technical responses that can be developed;

The “Medical” division’s activities are led by **QUANTEL MEDICAL**, the subsidiary created in 1994 and based in Cournon d’Auvergne, which designs the ophthalmology products (lasers for treatment and ultrasounds for diagnosis), and markets them through its global network of over 100 distributors. In addition to this distribution network, **QUANTEL MEDICAL** is supported by:

- **OPTOTEK MEDICAL**, a Slovenian company acquired in 2019, specialised in the development of laser and optical solutions for medical applications;
- **QUANTEL MEDICAL Inc.**, that sells on the American market, the lasers and ultrasounds manufactured and distributed by Quantel Médical;
- **QUANTEL MEDICAL POLSKA**, a distribution company created in 2018 to serve the Eastern European markets.
- **LUMIBIRD MEDICAL OY** (former EssMed OY), **LUMIBIRD MEDICAL AB** (former EssMed AB) and **LUMIBIRD MEDICAL AS** (former EssMed AS), distribution companies based respectively Norway, Finland and Sweden and serve the Northern European markets;
- **ELLEX MEDICAL PTY** and **ELLEX MACHINE Shop**, Australian companies that develop, manufacture and distribute Ellex product range in Australia.
- **ELLEX Japan** (Japan), **ELLEX USA**, Marketing companies in Medical sector that serve Asian markets, and North American markets.

In addition, the Group includes the following companies:

- **LUMIBIRD MEDICAL**, the holding company at the head of the Medical Division, with the task of managing the entire division;
- **VELDYS**, a real estate company (société civile immobilière), which owns the real estate for the Group’s production site in Lannion;
- **QUANTEL MÉDICAL IMMO**, a real estate company (société civile immobilière), which owns the real estate for the Cournon d’Auvergne production site, which is the headquarters for the Group’s “Medical” business;

- **QUANTEL DERMA GMBH**, previously called Wavelight Aesthetic GmbH. This company, acquired in September 2007, is based in Erlangen near Nuremberg in Germany. Since the Dermatology Division was sold in August 2012, this company no longer has any business;
- **ELIASE**, incorporated in 2018 in connection with the reorganisation operations that took place in 2019, presented in section 1.2 of the management report of the Board of Directors, related to the 2019 fiscal year, and which have not yet recorded any business to date.
- **LUMIBIRD TRANSPORTS**, incorporated in 2021 and which business is described in paragraph 2.2.3.

The key figures for LUMIBIRD’s main subsidiaries at 31 December 2021 are presented in the notes to the corporate financial statements, in the section on “equity securities”.

### 2.2.2. Change in scope over the course of fiscal year 2021

The Group continued moving forward with its work to optimise the coordination of its activities, while improving the clarity of its organisation chart. It dissolved the companies Ellex Services Europe, Atlas and Sofilas, transferring all of their assets and liabilities to the corresponding parent companies. These operations did not have any impact on the Group’s accounts (as this concerned operations between companies under joint control).

### 2.2.3. Change in scope since the start of fiscal year 2021

On 3 March 2021, Lumibird SA announced the signing of an agreement with Saab to acquire its Defence laser rangefinder business, established in Gothenburg, Sweden, representing revenues of more than €10 million based on the fiscal year ended 31 December 2020. The required authorisations from the regulatory authorities for the completion of this acquisition having been obtained, the transaction is expected to be finalised in the first half of 2022.

Within the framework of this new acquisition, the company Goldcup 26878 AB (which became Lumibird Photonics Sweden AB), a subsidiary wholly owned by Lumibird, joined the Group’s scope of consolidation as a holding company for the purchased business activities. Lumibird Photonics Sweden AB had no business at the date of this report.

In addition, Lumibird SA created its wholly-owned subsidiary, Lumibird Transports, which owns the private aircraft acquired by the Group to organise the transport of its employees between its various European sites.

## 3. RELATIONSHIP BETWEEN LUMIBIRD AND ITS SUBSIDIARIES

The Group is based around LUMIBIRD SA and its subsidiaries, which are all directly or indirectly fully owned.

### 3.1. Managers in common

At the date of this report:

- Marc Le Flohic, CEO of LUMIBIRD, is also:
  - President of Quantel USA, Quantel Medical USA, LUMIBIRD Inc., LUMIBIRD Japan, LUMIBIRD China, LUMIBIRD LTD
  - Manager of Veldys
  - Managing Director of Keopys Industries
  - Permanent representative of LUMIBIRD, itself president of the subsidiaries Quantel Medical,

Keopsys Industries, Sensup, Quantel Technologies, Eliase, Lumibird Médical Australia, Lumibird Transports ;

- Managing Director of Adèle Ellex ;
- Managing Director of Ellex Japan ;
- Managing Director of Ellex USA ;
- Chairman of Lumibird Photonics Sweden AB.

- Jean-Marc Gendre, joint CEO of Lumibird is also :
  - President of Quantel Medical Polska ;
  - Manager of Quantel Medical Immo ;
  - Managing Director of Quantel Medical USA ;
  - Managing Director of Adèle Ellex ;
  - Managing Director of Ellex Deutschland ;
  - Managing Director of Ellex Japan ;
  - Managing Director of Ellex Medical Pty ;
  - Managing Director of Ellex Machine Shop ;
  - Managing Director of Ellex USA ;
  - Director of LUMIBIRD Medical Nordics AB (ex EssMed-AB) ;
  - Managing Director LUMIBIRD Nordics OY (ex EssMed OY) ;
  - Vice President and Director of Lumibird Medical Nordics AS (ex Brinch AS).

### 3.2. Technical or commercial agreements

Taking into account the Group's organisation, within which the company LUMIBIRD performs a role as the holding structure and the main commercial company, the following agreements have been entered into within the Group:

- Service delivery agreement between LUMIBIRD and all its direct subsidiaries, concerning the Group's management and the performance of commercial, financial and administrative missions;
- Sourcing agreement between LUMIBIRD and its production factories for the Laser business, under which LUMIBIRD places orders exclusively with its subsidiaries for the scientific and industrial lasers that it sells directly or through its commercial subsidiaries in the Asia region or the US;
- Cash management agreement between LUMIBIRD on the one hand and all its subsidiaries;
- Tax consolidation agreement, with LUMIBIRD as the head of the tax consolidation structure (refer to section 3.3 of this report).

Furthermore, over the course of fiscal year 2020:

- The Group's factories (Keopsys industries, Quantel USA, Quantel Technologies, Ellex Médical Pty, Optotek Medical) sold, and are continuing to sell to other factories, industrial and medical lasers and components manufactured on their production lines for the production needs of buyer factories;
- The Group's factories (Keopsys industries, Quantel USA, Quantel Technologies, Quantel Medical, Optotek Medical, Ellex Medical Pty) sold, and continue to sell to the marketing subsidiaries, components used to build up repair and spare parts inventories and, for the companies in the Medical scope, medical equipment resold in the preferred markets of its marketing subsidiaries;
- Lumibird Medical Australia has set up an Australian tax consolidation group gathering all Australian companies owned 100% directly or indirectly by it.

Lastly, it is reminded that the liquidity agreement entered with ESIRA, the majority shareholder and lead holding company of LUMIBIRD, whose purpose is to assist the LUMIBIRD Group with determining and establishing its overall strategy (approved by the general meeting of 16 December 2019) is still applied. This agreement does not result in compensation.

### 3.3. Tax consolidation

The Group has opted for the tax consolidation system whenever possible:

#### In France

A scope of consolidation was established: the system includes all French commercial companies that are at least 95% directly or indirectly held by the Company as at 1 January 2021.

As the tax group is headed by the Company, it had at 31 December 2021, €7.7 million in deficits (compared to €11.1 million one year earlier).

#### In Australia

A tax consolidation scope was created by Lumibird Medical Australia: the system includes all Australian commercial companies that are directly or indirectly held by Lumibird Medical Australia.

### 3.4. Deposits, sureties and guarantees

#### 3.4.1. Off-balance sheet commitments resulting from current operating activities

(€'000)	31/12/2020	31/12/2021
Trade receivables not due	-	-
Guarantees given on markets	116	66
Pledges on tangible and intangible assets	-	-
Pledges on securities	-	-
Actual sureties	-	-
<b>TOTAL</b>	<b>116</b>	<b>66</b>



### 3.4.2. Off-balance sheet commitments given or received in connection with debt

(€'000)	31/12/2020	31/12/2021
Trade receivables transferred	-	-
Guarantees and letters of intent	900	900
Collaterals and pledges on tangible and intangible assets	7,936	8,869
Collaterals and pledges on securities	140,000	144,000
Privilege to money lenders	5,729	3,783
Actual sureties	153,665	156,652
<b>TOTAL COMMITMENTS GIVEN</b>	<b>154,565</b>	<b>157,552</b>

The guarantees mentioned correspond to those given by LUMIBIRD SA to the Banque Populaire du Massif Central to cover all of Quantel Medical's short-term financing lines, for a maximum amount of 900,000 euros.

All the sureties mentioned above cover liabilities recorded on the balance sheet. The amount indicated above for sureties corresponds to the total amount of the commitment given when setting up the underlying borrowings. The outstanding capital on the borrowings covered by these commitments represented 63,860 thousand euros at 31 December 2021.

Furthermore, within the framework of the operation to structure its acquisition debt, the Company received a commitment from its banking pool (i) to finance external growth operations on authorised targets in the supplementary amount of €41.5 million (confirmed budget), under the terms detailed under paragraph 1.3.4 of this report and (ii) to finance in the supplementary amount of €41.5 million, subject to the agreement of a credit committee (unconfirmed budget) of external growth operations on eligible targets, under the same financial conditions as those of the confirmed budget.

### 3.4.3. Operations with related parties

For a description of the agreements entered into between LUMIBIRD and its subsidiaries, refer to section 3.2 of this report.

## 4. OTHER INFORMATION

### Inter-company loans and terms of payment

On the date of this report, the Company has not granted any loans for less than two years to any microenterprises, small and medium enterprises or mid-market companies with which it has economic links justifying this. Furthermore, in accordance with Articles L. 441-6-1 and D. 411-6 of the French commercial code, it is reported to you in the following tables on the breakdown, at the end of the previous two financial years, of the balance of the Company's accounts payable and receivable in relation to its suppliers and clients by due date.

Trade payables, invoices received and not paid at the year-end date whose terms have expired, Article D.441-6 I.1 of the French commercial code

	0 day	1 to 30 days	31 to 60 days	61 to 90 days	91 days and more	Total (1 day and more)	
A-Late payment instalments	Number of invoices	-	-	-	-	172	
	Total amount of invoices concerned (All taxes included)	-	570	16	-6	59	639
	% of the total amount of purchases for the year	-	10.4%	0.7%	-	0.1%	0.8%
B-Invoices excluded from A, relating to disputes or unaccounted for	Number of invoices excluded			0			
	Total amount excluded invoices			0			
C-Reference payment terms used	Payment periods used to calculate late payments	Legal: France: 45 days net / contractual Abroad: 30 days net					

*Trade receivables, invoices issued and not paid at the year-end date whose terms have expired, Article D.441 I. 2 of the French commercial code*

		0 day	1 to 30 days	31 to 60 days	61 to 90 days	91 days and more	Total (1 day and more)
<b>A - Late payment instalments</b>	Number of invoices	-	-	-	-	-	231
	Total amount of invoices concerned (All taxes included)	-	2,330	558	532	536	3,956
	% of the total amount of purchases for the year	-	2.9%	0.7%	0.7%	0.7%	5%
<b>B - Invoices excluded from A, relating to disputes or unaccounted for</b>	Number of invoices excluded			0			
	Total amount excluded invoices			0			
<b>C - Reference payment terms used</b>	Payment periods used to calculate late payments	contractual France and abroad: 30 days net					

The late payments mentioned in the table below are mainly related:

- to €2.4 million in invoices issued to intragroup subsidiaries for which payments is assured for 2022;
- to €1.5 million in invoices offset by advances and instalments recorded under liabilities in the amount of €1.7 million.

#### Anti-competitive practices

Neither the Company nor any Group entities have been subject to any prosecutions or convictions for anti-competitive practices during their existence.

## 5. RESEARCH AND DEVELOPMENT ACTIVITIES

The Group continued moving forward with its efforts focused on developing new products and improving existing products.

Total consolidated R&D spending on projects, whether self-financed, subsidised, eligible or not for the Research Tax Credit or equivalent for the 2021 fiscal year, came to 15.4 million euros, with 11.0 million euros capitalised and 4.4 million euros expensed for the current fiscal year.

## 6. RECENT DEVELOPMENTS AND OUTLOOK FOR THE COMPANY AND THE GROUP

### 6.1. Post-balance sheet events

On the date of this management report, the Company is not aware of any significant change on the Group's financial position occurring since 31 December 2021.

To the best of the Company's knowledge, there are no disputes, arbitration proceedings or exceptional events following the reporting date that are likely to have or have in the recent past had a significant impact on the financial position, earnings, business, assets and liabilities of the Company or the Group.

### 6.2. Recent events

The Lumibird Group has been relatively unaffected by the geopolitical tensions in Ukraine and Russia, whether in terms

of its sales (less than 2% of revenues), its purchases (sourcing secured for 2022) or its client risk.

### 6.3. Strategy

As part of its global strategy, the Group's ambition, reaffirmed through its "2020-2023 roadmap", is to position itself as a leader – both technologically and commercially – in the Photonics and Medical sectors with :

- a strengthened position in the ophthalmology market (diagnostics and treatment), with a strengthened global presence;
- a strengthening of its strategy as an original equipment manufacturer (OEM) for other players in the medical sector;
- a strengthened position in the Lidar sensors markets to keep up with the developments of the autonomous vehicle, wind, and 3D scan markets;
- a strengthened position in the space and defence sectors to keep up with developments of the sector in Europe and North America.

A strategic three-year plan was prepared and presented to the market on 25 January 2021, at the same time as the 2020 annual revenues were published. For more information about the Group's business model, the reader is asked to refer to the Group's Declaration of Extra-Financial Performance for the fiscal year 2021.

### 6.4. Future outlook and information on trends

LUMIBIRD is approaching 2022 with confidence, backed by an extensive order book, confirming the upturn on the Group's various markets.

Looking ahead to 2023, the Group plans to continue moving forward with its combined organic and external growth strategy with a view to doubling its current revenues (reported basis). Building on its buoyant markets, its capacity for innovation and the impact of its commercial synergies, it is targeting 8% to 10% average organic growth over the next three years. In terms of profitability, looking beyond the expected synergies, the Group's performance on purchases, supply chain rationalisation and growing vertical integration are expected to contribute towards the target for an EBITDA margin rate within a 20% to 25% range from 2021.



## 7. REGULATORY ENVIRONMENT

The Group operates in a complex and evolving regulatory environment. Depending on the division and jurisdiction concerned, the Group may be subject to conditions for obtaining and maintaining authorisations of export or sale authorisations for the Group's laser or medical products. The Group is also subject to increasingly stringent HSE regulations in the course of its activities.

### 7.1. Regulations applicable to the Group's export of laser products

The regulations applicable to the Group's Photonics division essentially require, in some cases, obtaining authorisations from national authorities to export certain components or sensitive Laser systems to third parties or to entities of the Group that are located in countries other than those where the components in question were manufactured.

The main jurisdictions concerned are the European Union and the United States, where the Group manufactured 100% of its laser products in 2021.

#### 7.1.1 French and European regulations

Some products from the Group's Photonics division that are manufactured in Europe are subject to the European regulations on the export of dual-usage goods, under the scope of (EU) Regulation No. 428/2009 of the Council dated 5 May 2009. For example, some versions of the Group's products MERION, or Q-SCAN fall within Category No. 6 ("Sensors and lasers") of Appendix I to these regulations.

In conformity with the regulations, the Group's export of these products to third-party countries (located outside the European Union) is subject to authorisation from the national authorities (in France, the minister in charge of industry). Sometimes, the authorisation that was requested and obtained by the Group takes the form of a comprehensive license which is valid for exports to one or more specific end users and/or in one or more specific third-party countries. For France, the procedure to obtain authorisation entails submitting a file to the general corporate office and may take several months.

In addition, some of Sensup's products, relating to laser weapons, are subject to export controls for defence equipment (Article R.311-2 of the French Internal Security Code and Articles L.2335-1 et seq of the French Defence Code) and must therefore also obtain specific authorisations from the French Ministry of Defence and the Directorate General of Armaments for any exports outside the European Union.

#### 7.1.2 US regulations

In the United States, similar arrangements to the European framework apply through the Export Administration Regulations (EAR), which subject exports of dual-use products manufactured in the United States to a system of authorisations based on licenses issued by the US Department of Commerce (specifically the Bureau of Industry and Security within the United States Department of Commerce) depending on the export countries. When the products concerned are low-technology lasers, they may be classified in the "EAR 99" category and exempt from export licenses. This is notably the case for Quantel USA's exports of

certain versions of the CFR, DRL and MERION products. For exports concerning certain jurisdictions, such as China, the Group is required to obtain a statement from the client setting out its intentions concerning the product's use and ultimate purpose (End-User Statement).

Furthermore, some products in the Group's "Lasers" division that are manufactured in the United States are subject to the American International Traffic in Arms Regulations ("ITAR"), which are more restrictive than the "EAR" regulations, insofar as they concern American components that are linked to the national defence of the United States. The ITAR notably apply to Quantel USA's export of guidance lasers manufactured and supplied to the Group's French subsidiaries under the scope of the contract with Thales, and for which the Group is required to obtain an export authorisation issued by the United States Department of State.

The American procedures entail filing applications with the competent authorities, and are generally lengthy and costly. The timeframes for obtaining authorisations in the United States are a few months for "EAR" authorisations, three months for so-called "DSP-5 ITAR" authorisations (which relate to product exports), and six to twelve months for so-called "TAA ITAR" authorisations (which relate to the export of technical data).

### 7.2. Regulations applicable to the Group's sale of medical products

In addition to the rules relating to the export of laser products, the Group is also subject to regulations on the sale of medical products to the public.

In Europe, the products designed and manufactured by the Medical division must comply with the essential requirements of EC Directive No. 93/42 of the Council dated 14 June 1993 relating to medical devices whose provisions shall be replaced, as of 26 May 2021, by those of EU Regulation 2017/745 dated 5 April 2017 relating to medical devices. These essential requirements primarily concern the safe usage of products by users, and impose obligations on the Group for the testing and transparency of its medical products, before anything is put on the market, as well as the monitoring of security and traceability of devices post-sale.

In the United States, the Medical division products manufactured and sold by the Group on American territory are systematically subject to the requirement of obtaining an authorisation from the Food and Drug Administration ("FDA"). In almost all cases, there is a simplified procedure known as the "510K procedure," which refers to existing authorisations for products that are considered equivalent. This authorisation procedure requires drafting an application which includes a description of the product and its technical structure, as well as the results of a certain number of tests that ensure the product meets the current technical and safety rules for patients and medical staff. Usually the process takes three months, but any questions posed by the FDA could lengthen that period.

In Australia, the DFAT (Department of Foreign Affairs and Trade) imposes strict control on exports to certain countries. For this purpose, Ellex has established an internal process for compliance with these rules. Certain countries are under embargo, while others require an authorisation to be obtained.



Lastly, the Group's Medical division products are also subject to international technical standards that allow the products to be certified. The main requirements are detailed under Medical Standard IEC No. 60601-1 and supplemented by other specific standards relating to the category of medical product (for example, Medical Standard IEC No. 60601-2-22 for lasers). Furthermore, as designer and manufacturer of medical products, the Medical division also has an obligation to comply with the organisational provisions of standard ISO 13485, regarding the requirements of quality management systems (QMS), and those relating to MDSAP (Medical Device Single Audit Program) for the sale of products in the United States, Canada, Brazil, Japan, and Australia.

### 7.3. HSE regulations applicable to the Group's products

During the course of its business, the Group is required to comply with certain regulations on environmental protection, in particular those controlling the use, storage, or release into the environment of chemical or hazardous substances used to manufacture laser products. The main texts that apply to this subject area are (EU) Directive (UE) No. 2011/65 of the European Parliament and the Council of 8 June 2011 (the so-called "RoHSS" directive), amended by Directive (EU) 2015/863 of 31 March 2015 whose provisions are applicable from 22 July 2019 for the Photonics division products and on 22 July 2021 for the Medical division products, and (EC) Regulation No. 1907/2006 of the European Parliament and the Council of 18 December 2006 (the so-called "REACH" regulation) amended by Regulation

No. 2021/979 of 17 June 2021, in the European Union, as well as the Chinese ACPEIP (Administration for the control of pollution caused by electronic information products) from 2006.

The Group is moreover required to comply with the obligations to collect, dismantle, and recycle end-of-life electrical components, per (EC) Directive No. 2002/96 of the European Parliament and the Council dated 27 January 2003.

## 8. Allocation of earnings

### 8.1. Proposed allocation of earnings

It will be proposed to allocate earnings for the year ended 31 December 2021, with a profit of €3,828,711.38, as follows:

- €3,828,711.38 to "retained earnings", taking this account's from €+78,888,308.50 to €+82,717,019.88.

### 8.2. Dividends

The Company has not declared or paid any dividends on its shares during the last three fiscal years. It does not intend to distribute any dividends in respect of fiscal year 2021.

The Company has not set a specific dividend distribution policy. It reserves the right to offer its shareholders the option of receiving dividends in the form of shares in the event that it decides to distribute dividends.

## 9. TABLE OF LUMIBIRD SA'S RESULTS FOR THE LAST FIVE FISCAL YEARS

In accordance with Article R.225-102 of the French commercial code, the following table presents the Company's earnings for the last five years:

€'000	2017	2018	2019	2020	2021
<b>Capital at the end of the year</b>					
Share capital	15,771	16,754	18,430	22,467	22,467
Number of existing ordinary shares	15,035,456	15,035,456	18,429,867	22,466,882	22,466,882
<b>Operations and results of the year</b>					
Revenues excluding taxes	35,215	56,669	66,711	65,017	74,993
Income before taxes, employee profit-sharing, amortisation and provisions	866	6,601	9,016	76,565	2,494
Income tax	1,390	451	-577	403	1,195
Income after taxes, employee profit-sharing, amortisation and provisions	1,683	-1,638	7,829	75,904	3,829
Income distributed	-	-	-	-	-
<b>Earnings per share</b>					
Income after taxes, employee profit-sharing, before amortisation and provisions	0.15	0.47	0.44	3.43	0.16
Income after taxes, employee profit-sharing, amortisation and provisions	0.11	-0.11	0.42	3.38	0.17
<b>Personnel</b>					
Average number of people employed during the year	147	145	135	134	62
Payroll	-	7,428	7,117	3,701	4,898
Employee benefits	-	3,336	3,445	1,841	2,184

## 10. SUBSIDIARIES AND EQUITY INTERESTS

By reporting to you on the Company's business, we have presented the activities of its subsidiaries and the various companies that it controls.

The table of subsidiaries and equity interests is presented in the notes to the corporate financial statements.

In accordance with Article L.233-6 of the French commercial code, we can inform you that the Company acquired in July 2021 a stake in Cilas (Compagnie Industrielle des Lasers), limited company headquartered 8 avenue Buffon, 45100, Orléans (France).

In accordance with Article R.233-19 of the French commercial code, we can inform you that the Company, during the past year, did not carry out any disposals under the terms of Article L.233-29 of the French commercial code relating to cross-shareholdings.

## 11. EMPLOYEE SHAREHOLDING

During its meeting on 1 April 2019, the Board of Directors decided to award 182,000 free shares to 39 employees of the Company and certain related companies. The vesting date for the free shares was set for 1 April 2022, with a three-year vesting period.

In addition, during its meeting of 31 March 2020, the Board of Directors decided to adopt a new free share allocation plan for the benefit of two Group employees, containing identical terms to those of the plan decided by the Board of Directors on 1 April 2019, with the exception of the vesting period, which was set at two years, i.e. expiring on April 1, 2022.

At December 31, 2021, out of the 182,000 bonus shares that were formally awarded to the beneficiaries on April 1, 2019, 166,000 were still valid, while 16,000 shares had lapsed following their beneficiaries' departure. Out of the 6,000 bonus shares awarded to the beneficiaries on March 31, 2020, 6,000 are still valid.

Lastly, during its session on September 21, 2021, the Board of Directors decided to adopt a new share plan for several categories of the Group's employees, representing a total of 84 staff and 291,000 shares. The vesting date for the bonus shares has been set by the Board of Directors as the year-end date for the annual financial statements for 2023, representing a vesting period of over two years, provided that:

- the beneficiary has continuously and uninterruptedly had an employment contract, during the vesting period, and has a valid employment contract at the end of the vesting period with the Company or a related company as per Article L.225-197-2 of the French Commercial Code; and
- the performance conditions set by the Board of Directors are met.

At December 31, 2021, taking into account the beneficiaries who had already left the Group, those who had rejected the plan and those who had not yet formally accepted it, 228,000 of the 291,000 bonus shares proposed were valid.

The value of the allocation plan was determined as follows:

Free shares allocation plans	Plan dated 01/04/2019	Plan dated 31/03/2020	Plan dated 31/03/2021
Total number of free shares originally allocated	182,000	6,000	291,000
Board meeting date for allocation decision	01/04/2019	31/03/2020	21/09/2021
End of the vesting period	01/04/2022	01/04/2022	Closing of 2023 accounts
Stock price at the date of allocation (B)	15.3	7.8	17.0
Corporate social contribution (C)	20%	20%	20%
Plan value as of 01/04/2022 (A*B*(1+C))	3,047,760 €	56,232 €	4,651,200
Number of free shares cancelled/refused	0	0	9,000
Remaining free shares at 31 December 2021 (A)	166,000	6,000	228,000

In 2021, the impact of the plan on the financial statements (in shareholders' equity) has been determined pro rata temporis over the vesting period and amounts to €1,333,684. In 2020, the impact of the plans was €1,029,782.

Lastly, the employees do not directly hold any Company shares that would be subject to a non-transferability clause under the regulations in force.

## 12. INFORMATION CONCERNING THE SHARE CAPITAL

### 12.1. Share capital

At 31 December 2021, the Company's share capital totaled 22,466,882 euros. It was split into 22,466,882 fully paid-up shares, all of the same category, with a par value of 1 euro. On the date of this report, this remained unchanged.

### 12.2. Double voting rights

A double voting right is awarded for:

- All fully paid-up shares that have been registered in the name of the same shareholder for at least three years.
- Registered shares freely awarded to shareholders in the event of a capital increase through the incorporation of reserves, profits or issue premiums based on the shares for which they are entitled to this right.

At 31 December 2021, out of the 22,466,882 shares comprising the share capital, 6,153,508 shares were entitled to double voting rights.

### 12.3. Securities giving access to the share capital

The Company has not issued any security giving a future access to its share capital or the share capital of one of the Group's companies.

### 12.4. Review of operations carried out as part of an authorised share buyback program

In accordance with Articles L.22-10-62 and L.225-211 of the French commercial code, we are reporting to you on the operations carried out as part of authorised share buyback programs.

For reference, under the terms of its 18<sup>th</sup> resolution, the Combined General Meeting on 4 May 2021 authorised the Board of Directors for 18 months, with an option to subdelegate in accordance with the legal and regulatory provisions in force, to purchase and/or appoint third parties to purchase Company shares, under the conditions set by Articles L.22-10-62 and L.225-210 et seq of the French commercial code, notably with a view to:

- ensuring liquidity and managing market-making for the Company's securities through an investment services provider acting independently on behalf of the Company under a liquidity agreement that is compliant with the applicable doctrine of the AMF, or
- retaining and awarding shares subsequently (exchanges, payments, etc.) in connection with the Company's financial, external growth, merger, spin-off or contribution operations, or
- awarding shares in connection with the exercising of rights associated with securities entitling holders to access the capital through their redemption, conversion, exchange, the presentation of a warrant or by any other means, or
- cancelling all or part of the shares bought back in this way, through a share capital reduction, in accordance with the authorisation to reduce the capital given by the General Meeting on 24 May 2019 in its 9th resolution, or, if applicable, under a resolution of the same kind that may follow it during the period for which this delegation is valid; or

- awarding or transferring shares to employees or corporate officers of the Company or related companies, notably through a Company's profit-sharing arrangements, under a company or Group (or equivalent) savings plan or for free share awards under Article L.225-197-1 et seq of the French commercial code, or, more generally, honoring obligations relating to programs for stock options or other awards of shares for the employees or corporate officers of the Company or a Group entity, or
- implementing any Company stock option plan in accordance with Articles L.225-177 et seq of the French commercial code or any similar plan.

The share purchases implemented under this authorisation must be carried out within the limit of a maximum unit purchase price of 50 euros subject to adjustments linked to potential operations concerning the Company's capital.

The maximum amount of funds set aside for the implementation of this share buyback program has been set at 50,000,000 euros.

On the date of each buyback, the total number of shares bought back in this way by the Company since the start of the buyback program (including those subject to this buyback operation) must not exceed 10% of the shares comprising the Company's capital on this date. The total number of shares held by the Company on a given date must not exceed 10% of the existing capital on this same date.

This authorisation was implemented through a liquidity contract concluded with Louis Capital Markets.

In accordance with Article L.225-209 of the French commercial code, we can inform you that the amounts initially allocated by the Company to the liquidity agreement represent 50,000 euros.

At 31 December 2021, the following resources were recorded in the liquidity account:

- 15,417 LUMIBIRD shares;
- 656,318.13 euros in cash.

The LUMIBIRD shares were purchased / sold in connection with the liquidity agreement in force based on the following price conditions:

Number of treasury shares held at 31 December 2021	15,417
Number of shares purchased from 1 January 2021 to 31 December 2021	116,807
Number of shares sold from 1 January 2021 to 31 December 2021	124,880
Average purchase price	17.06 €
Average sales price	17.62 €
Average unit cost price of securities in the portfolio at 31 December 2021	19.91 €

### 12.5. Commitment for executive shareholders to retain shares

To the best of the Company's knowledge, at the date of this report, no commitments to retain shares have been entered into by any of its executive shareholders.



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## 12.6. Information on the portion of LUMIBIRD's capital that is pledged as collateral

On 25 July 2019, ESIRA, the Company's reference shareholder, granted a pledge on 3,185,715 ordinary shares it holds in the Company as security for a loan agreement. To the Company's knowledge, there are no other pledges on its shares.

## 12.7. Shareholder agreements

There are no shareholder agreements in place providing for preferential conditions to sell or acquire Company shares.

There are no shareholder agreements in place that the Company is a party to and that are likely to have a significant impact on its share price.

## 12.8. Change in LUMIBIRD's capital and shareholding structure

### 12.8.1. Change in LUMIBIRD's share capital over the last three years

Date <sup>(1)</sup>	Operation	Nb. of shares before	Nb. shares issued	Nb. shares after	Additional paid-in capital	Nominal	Share capital
24/05/2019	Capital increase in cash through a private placement	16,754,425	1,675,442	18,429,867	23,456,188€	1€	18,429,867€
16/06/2020	Capital increase in cash with shareholders' preferential subscription rights maintained	18,429,867	4,037,015	22,466,882	32,296,120 €	1€	22,466,882€

<sup>(1)</sup> Date when the capital increase was acknowledged by LUMIBIRD's Board of Directors.

### 12.8.2. Change in LUMIBIRD's shareholding structure over the last three years

Shareholding structure	Situation at 31 december 2019				Situation at 31 december 2020				Situation at 31 december 2021				Situation at 1 <sup>st</sup> march 2022			
	Number of shares	% of capital	Voting rights <sup>(2)</sup>	% of voting rights <sup>(1)</sup>	Number of shares	% of capital	Voting rights <sup>(2)</sup>	% of voting rights <sup>(1)</sup>	Number of shares	% of capital	Voting rights <sup>(2)</sup>	% of voting rights <sup>(1)</sup>	Number of shares	% of capital	Voting rights <sup>(2)</sup>	% of voting rights <sup>(1)</sup>
<b>Executives shareholders</b>																
EURODYNE <sup>(3)</sup>	1,783,488	9.68%	3,352,587	16.54%	-	-	-	-	-	-	-	-	-	-	-	-
ESIRA <sup>(4)</sup>	7,452,790	40.44%	7,452,790	36.78%	11,667,290	51.93%	17,397,731	61.63%	11,667,290	51.93%	17,777,747	62.12%	11,667,290	51.93%	17,777,747	62.14%
<b>EURODYNE/ESIRA Concert</b>	<b>9,236,278</b>	<b>50.12%</b>	<b>10,805,377</b>	<b>53.32%</b>	<b>11,667,290</b>	<b>51.93%</b>	<b>17,397,731</b>	<b>61.63%</b>	<b>11,667,290</b>	<b>51.93%</b>	<b>17,777,747</b>	<b>62.12%</b>	<b>11,667,290</b>	<b>51.93%</b>	<b>17,777,747</b>	<b>62.14%</b>
Group executives	4,209	0.02%	8,059	0.04%	4,209	0.02%	8,059	0.03%	4,209	0.02%	8,418	0.03%	4,209	0.02%	8,418	0.03%
Self-holding	17,946	0.09%	NA	NA	268,717	1.20%	NA	NA	260,536	1.16%	NA	NA	273,813	1.22%	NA	NA
Public	8,210,851	44.55%	8,490,940	41.90%	8,038,648	35.78%	8,340,598	29.54%	7,780,010	34.63%	8,079,388	28.23%	7,909,243	35.20%	8,207,337	28.69%
7 Industries Hoding B.V. <sup>(5)</sup>	-	-	-	-	1,126,498	5.01%	1,126,498	3.99%	1,706,649	7.60%	1,706,649	5.96%	1,706,649	7.60%	1,706,649	5.97%
AMIRAL GESTION <sup>(6)</sup>	960,583	5.21%	960,583	4.74%	1,361,520	6.06%	1,361,520	4.82%	1,048,188	4.67%	1,048,188	3.66%	905,678	4.03%	905,678	3.17%
<b>TOTAL</b>	<b>18,429,867</b>	<b>100%</b>	<b>20,264,959</b>	<b>100%</b>	<b>22,466,882</b>	<b>100%</b>	<b>28,234,406</b>	<b>100%</b>	<b>22,466,882</b>	<b>100%</b>	<b>28,620,390</b>	<b>100%</b>	<b>22,466,882</b>	<b>100%</b>	<b>28,605,829</b>	<b>100%</b>

(1) Voting rights able to be exercised at the General Shareholders' Meeting

(2) The percentages of voting rights presented in this table are calculated without taking into account the Company's treasury shares, which are not entitled to voting rights in accordance with Article L. 225-210 of the French commercial code, representing a total number of actual voting rights of 20,264,959 at 31 December 2019, 28,234,406 at 31 December 2020, 28,620,390 at 31 December 2021.

(3) Eurodyne was dissolved and absorbed by its sole shareholder, ESIRA, on 9 August 2020.

(4) ESIRA is a French-law simplified joint-stock company (société par actions simplifiée) controlled by Mr Marc Le Flohic who is also its Chairman.

(5) 7 Industries Hoding B.V is a company controlled by Ms Ruthi Wertheimer

(6) Asset management company acting on behalf of funds which it manages.

To the best of the Company's knowledge, on the date of this report, no significant changes have been made to the breakdown of the capital since 1 March 2022 and no other public shareholders (other than those indicated in the table above, if applicable) hold more than 5% of the capital or voting rights.

### 12.8.3. Shareholding disclosure thresholds

In accordance with Article L.233-13 of the French commercial code and Article 10 of the Company's articles of association, the various instances when the legal and/or statutory disclosure thresholds were passed and that were brought to the Company's attention since 1 January 2021 are presented below:

Disclosure made by	Date of disclosure	Date of threshold crossing	Threshold crossed upwards / downwards	Threshold(s) crossed	Reasons for crossing
Caisse des dépôts et consignations <sup>(1)</sup>	23 March 2022	17 March 2022	Upwards	1% of the company's capital and voting rights	Acquisition of Lumibird shares on the market
AMIRAL GESTION	9 March 2022	8 March 2022	Downwards	4% of the company's capital	Disposal of Lumibird shares on the market
AMIRAL GESTION	8 January 2021	31 October 2020	Downwards	5% of the company's voting rights	Increase in the company's total number of voting rights
AMIRAL GESTION	7 October 2021	5 October 2021	Downwards	5% of the company's capital	Disposal of Lumibird shares on the market

(1) Through CDC Croissance.

No other shareholding threshold disclosures were brought to the attention of LUMIBIRD during the past year, or since the beginning of fiscal year 2022.

The information concerning the instances when the legal disclosure thresholds were crossed, upwards or downwards, is available on the AMF website ([www.amf-france.org](http://www.amf-france.org)).







#### 12.8.4. Listing market and change in the share price

LUMIBIRD's shares, initially listed on NYSE Euronext Paris SA's Nouveau Marché from 30 September 1997, have been admitted for trading on the Euronext market (Compartiment B) in Paris since 2005 (ISIN: FR0000038242 – Ticker: LBIRD).

There are no requests underway for the Company's shares to be admitted on another market or stock exchange.

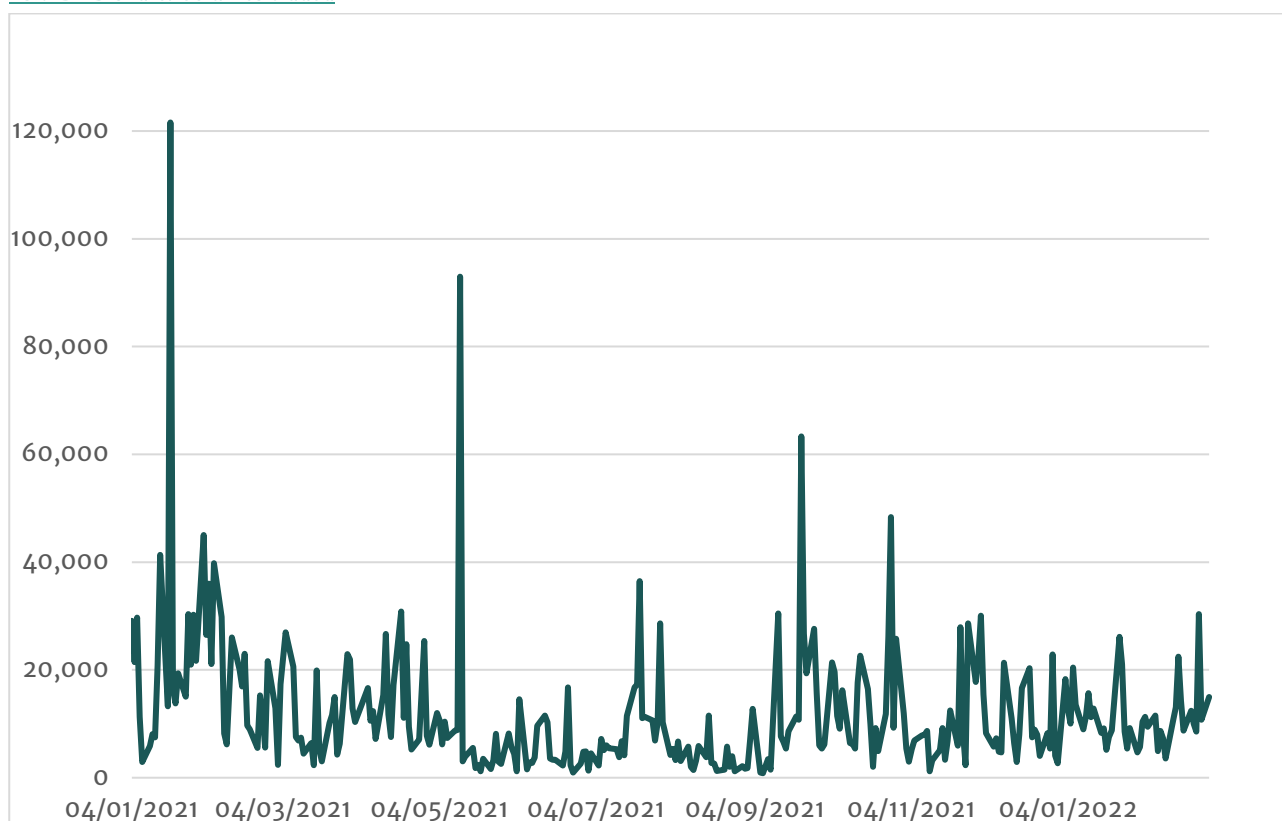
The Company's market capitalisation, based on LUMIBIRD's share price at 15 March 2022 (closing price), i.e. 20.45 euros, and the number of securities comprising the share capital on this date, i.e. 22,466,882 shares, represents 459,447,737 euros.

The changes in LUMIBIRD's share price since 1 January 2021 are presented below:

##### LUMIBIRD share price (in euros)



##### LUMIBIRD share: Volumes traded



Summary of share prices and volumes for the period from January 2021 to January 2022 (source: Euronext Paris S.A.)

Date	High	Low	Average (at closing)	Number of shares traded
January 2021	15.5	13.6	14.73	480,826
February 2021	17.18	15.12	16.49	392,987
March 2021	17.64	15.64	16.22	270,914
April 2021	18	16.6	17.25	279,581
May 2021	17	15.2	15.8	205,295
June 2021	17.08	15.44	16.33	118,019
July 2021	17.44	15.04	16.29	222,822
August 2021	17.3	16.02	16.67	81,113
September 2021	20	15.88	17.37	275,629
October 2021	21.85	18.58	19.85	306,515
November 2021	21.1	18.6	19.93	211,795
December 2021	24.35	20.55	22.53	234,850
January 2022	24.1	19.68	21.47	249,129

## 12.9. Potential capital

### 12.9.1. Information on stock options / warrants

No stock options or warrants were in place or awarded during 2021.

### 12.9.2. Information on free share awards

The information on free share awards is presented in section 12 of this report.

### 12.9.3. Non-equity securities

Besides the €39.5 million bond at 31 December 2021, no non-equity securities issued by the Company were outstanding on the date of this report.

### 12.9.4. Operations carried out in 2021 on LUMIBIRD securities by executive officers, related parties and their family members

In accordance with Article L.621-18-2 of the French monetary and financial code and the AMF's general regulations, no transactions on LUMIBIRD shares were declared to the French Financial Markets Authority (AMF) by the Company's executives, related parties or their family members in 2021 and since the start of 2022.

## 12.10. Other information

### 12.10.1. Taxation

#### 12.10.1.1 Reporting of luxury expenditure

In accordance with Article 223 iv of the French general tax code (Code général des impôts), we can inform you that the

Company's expenses and costs covered by Article 39-4 of the general tax code came to 10,111 euros in 2021, generating a theoretical supplementary corporate income tax charge of 2,679 euros.

#### 12.10.1.2. Excessive overheads or overheads not included on the special filing

During the past year, the Company did not incur any excessive overheads or any overheads not included on the special filing as per Articles 223 v and 39-5 of the French general tax code.

### 12.10.2. Branches

In accordance with Article L.232-1 of the French commercial code, we can inform you that LUMIBIRD has no branch left on the date of this report.

LUMIBIRD's principal place of business is LUMIBIRD's former headquarters in Les Ulis.

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We believe that the information that we have just given you and that is presented in the Statutory Auditors' report will enable you to take decisions in line with your interests. We therefore invite you to adopt the resolutions submitted to you.

The Board of Directors





## Section 2

# ANNUAL FINANCIAL STATEMENT FOR THE YEAR ENDING 31/12/2021

### 1. BALANCE SHEET AT 31 DECEMBER

Assets	Notes	GROSS	AMORT & DEPR.	NET 31/12/2021	NET 31/12/2020
<b>Uncalled subscribed capital</b>		-	-	-	-
Establishment costs		-	-	-	-
R&D costs		-	-	-	-
Software, concessions, patents		23	(23)	0	0
Right to lease		-	-	-	-
Commercial funds		-	-	-	-
Other intangible assets		800	(566)	233	153
Intangible assets in progress		-	-	-	-
<b>Intangible assets</b>	<b>Note 1</b>	<b>822</b>	<b>(589)</b>	<b>233</b>	<b>153</b>
Land		-	-	-	-
Buildings		59	(9)	50	36
Technical facilities		117	(43)	73	83
Other tangible assets		1,019	(880)	140	151
Investment properties		-	-	-	-
Tangible assets in progress		62	-	62	4
Advances and deposits on tangible assets		-	-	-	-
<b>Tangible assets</b>	<b>Note 1</b>	<b>1,257</b>	<b>(932)</b>	<b>325</b>	<b>274</b>
Equity interests		155,946	(9 134)	146,813	143,967
Equity securities held for investment		8,449	(949)	7,500	-
Receivables from equity interests		21,247	-	21,247	22,500
Loans		384	-	384	364
Guarantees and deposits paid		1,920	-	1,920	1,414
Other long-term receivables		-	-	-	2,183
Treasury shares		2,976	-	2,976	2,962
<b>Financial assets</b>	<b>Note 2</b>	<b>190,921</b>	<b>(10,082)</b>	<b>180,839</b>	<b>173,388</b>
<b>Total Fixed assets</b>		<b>193,001,</b>	<b>(11,603)</b>	<b>181,397</b>	<b>173,815</b>
Inventories and work-in-progress	Note 3 & 4	2,085	(82)	2,004	702
Prepayments and advances paid to suppliers	Note 5	3	-	3	1
Trade receivables	Note 5	15,594	(95)	15,499	18,180
Other receivables	Note 5	69,431	(31)	69,400	47,795
<b>Total Current assets</b>		<b>87,113</b>	<b>(208)</b>	<b>86,905</b>	<b>66,678</b>
Cash	Note 9	62,548	(18)	62,530	54,468
Prepaid expenses	Note 6	749	-	749	785
Accrued and deferred income	-	1,270	-	1,270	1,847
<b>TOTAL ASSETS</b>		<b>344,680</b>	<b>(11,829)</b>	<b>332,851</b>	<b>297,593</b>

LIABILITIES	Notes	2021	2020
<i>Shareholders' equity and retained earnings</i>			
Share capital		22,467	22,467
Paid-in capital		86,103	86,103
Revaluation difference		-	-
Legal reserve		2,247	1,843
Reserve for long-term capital gains		-	-
Other reserves		153	153
Retained earnings		78,888	3,388
Net income		3,829	75,904
Subventions		-	-
Tax-regulated provisions		-	-
Total shareholders' equity and reserves	Note 7	193,687	189,858
<i>Other equity</i>			
Conditional advances		-	-
Total shareholders' equity		-	-
Provisions for risks and charges		607	852
<i>Financial liabilities</i>			
Financial debt		92,891	68,341
Other financial liabilities		154	137
Total financial liabilities	Note 9	93,045	68,478
Advances received on client orders		1,707	833
<i>Payables</i>			
Trade and related payables		34,964	25,078
Other payables		7,421	9,518
Total payables	Note 9	42,385	34,596
Deferred income	Note 10	914	2,510
Accrued liabilities		507	466
<b>TOTAL LIABILITIES</b>		<b>332,851</b>	<b>297,593</b>





## 2. INCOME STATEMENT (€'000)

€'000	2021	2020
<i>Operating revenues</i>		
Net revenues	74,993	65,017
Inventoried production	1,158	201
Capitalised production	-	-
Operating subsidies	13	3
Reversal of depreciation and provisions - expense transfers	1,210	203
Other revenues	2,474	476
Other operating revenues	4,855	882
<b>Total operating revenues</b>	<b>79,848</b>	<b>65,899</b>
<i>Operating expenses</i>		
Purchases consumed	(47,968)	(38,836)
Other purchases and external expenses	(19,400)	(18,092)
Taxes, duties and similar payments	(500)	(503)
Wages and salaries	(4,850)	(4,375)
Payroll taxes	(2,164)	(2,026)
Depreciations	(381)	(461)
Provisions	(605)	(808)
Other expenses	(2,725)	(708)
<b>Total operating expenses</b>	<b>(78,592)</b>	<b>(65,809)</b>
<b>OPERATING INCOME</b>	<b>1,255</b>	<b>91</b>
Financial income	5,250	7,903
Financial charges	(3,962)	(2,630)
<b>NET FINANCIAL INCOME</b>	<b>1,287</b>	<b>5,273</b>
Exceptional income	5,287	82,165
Exceptional charges	(5,128)	(12,028)
<b>EXCEPTIONAL RESULT</b>	<b>159</b>	<b>70,138</b>
Employees profit sharing	-	-
Income tax	1,127	403
<b>NET INCOME</b>	<b>3,829</b>	<b>75,904</b>

## 3. ALLOCATION OF NET INCOME PROPOSAL (€'000)

€'000	Origin	Allocation	Dividends	Post allocation
<i>Origin</i>				
Paid-in capital	86,103	-	-	86,103
Legal reserves	2,247	-	-	2,247
Long-term capital gain reserves	90	-	-	90
Other reserves	153	-	-	153
Retained earnings from prior years	78,888	3,829	-	82,717
<b>2021 NET INCOME</b>	<b>3,829</b>	<b>(3,829)</b>	<b>-</b>	<b>-</b>



## 4. NOTES TO THE ANNUAL FINANCIAL STATEMENTS

LUMIBIRD's annual financial statements are expressed in euros, unless otherwise indicated. They were approved by the Board of Directors on 17 March 2022.

### 4.1. Accounting principles, rules and methods

#### 4.1.1 Principles, rules

The annual financial statements have been prepared in accordance with Autorité des Normes Comptables regulation no. 2014-03 of 8 September 2014, relating to the General Accounting Plan, up to date with the various additional regulations in force at the date of preparation of the said annual financial statements.

The general accounting conventions have been applied in compliance with the principle of prudence and in accordance with the following basic rules:

- Going concern,
- Consistent accounting methods used from one financial year to the next,
- Separation of the financial periods;

The basic method used for the valuation of items recorded in the financial statements is the historical cost method.

#### 4.1.2 Accounting methods

##### Change in estimates

None

##### Change in the method of presentation

None

### 4.2. Key developments in the last financial year

Business in 2021 moved forward, as in 2020, in an economic context that was complicated by the COVID-19 health crisis and the direct and indirect consequences of the lockdowns (total or partial) on the economies in the various countries where Lumibird SA's products are sold. During this period, the sites of the Company and its subsidiaries (production and commercial) remained open and all measures were put in place to ensure the safety of people. The Company maintained a high level of business and did not see any orders canceled and/or contracts stopped.

Alongside this, Lumibird SA, which already had a healthy financial structure, continued moving forward with its financial optimisation efforts, in line with its ongoing objective to have in place the resources needed to support the Group's development:

The company put in place :

- Two lines for €5m each with Bpifrance Financement, with a term of nine years and nine months and then 10 years for the second line, with both including a deferred repayment period covering eight quarters, based on a rate of 1.27% and 1.02% respectively, and combined with cash collateral for a total of €0.5m;
- A €4m line intended to finance a dedicated asset;
- Lumibird SA also drew down the available balance on the bond line set up in 2020. This drawdown, for €22.5m, took the amount of debt on the balance sheet up to €40.0m.

Lastly, Lumibird, in connection with its holding activities:

- Participated in the consolidation of the capital of its subsidiary Lumibird LTD, by carrying out a capital increase through a partial current account incorporation for €2,716K;
- Launched operations to simplify its subsidiary scope, transferring its interests in the companies Atlas and Sofilas to Eliase (fully-owned subsidiary). This operation was preceded by debt write-offs intended to reconstitute the equity of the companies concerned, leading to a net expense of €158K; following this transfer, Eliase absorbed the companies Atlas and Sofilas through a transfer of all of their assets and liabilities;
- Created Lumibird Transport, the company that owns the Group's private jet, and Lumibird Photonics Sweden, which will take on the defence rangefinder business of the Swedish operator Saab, for which a sales agreement was signed by Saab and Lumibird in 2021. This acquisition is expected to be completed during the first half of 2022;
- Acquired 37% of the capital of the company CILAS for a value of €7.5m.

### 4.3 Notes on balance sheet items

#### 4.3.1. Intangible assets

Expenses related to patents and trademarks are amortised on a straight-line basis over a period of 10 years.

Purchased software is recorded at acquisition cost and amortised on a straight-line basis over three years.

Merger losses, corresponding to the goodwill of the absorbed companies, being assets with an undefined useful life, are not amortised but instead subject to an annual impairment test (impairment test based on future cash flows).

#### 4.3.2. Tangible assets

Tangible assets are recorded at acquisition cost

Depreciation is calculated based on the expected useful life. The most commonly used durations and methods are:

Nature	Duration	Method
Manufacturing facilities	3 to 10 years	Straight line
Improvements to facilities	5 years	Straight line
General plant equipment	10 years	Straight line
Transport equipment	5 years	Straight line
Computer hardware	3 to 5 years	Straight line
Office equipment	4 to 7 years	Straight line
Office furniture	10 years	Straight line

#### 4.3.3. Financial assets - Equity interests

Equity investments are booked on the balance sheet at their acquisition cost excluding incidental expenses. An impairment provision is recorded when the financial situation of the companies justifies it in particular with regard to the value in use determined according to the discounted future cash flow method (DCF), representing the best estimate of all economic conditions by the Finance Department.



#### 4.3.4. Inventories and work-in-progress

##### Method:

The valuation method is based on the Weighted Average Price principle.

##### Valuation:

The gross value of goods and supplies includes the purchase price and incidental costs.

Finished goods and work-in-progress include material consumption and direct production costs on the basis of normal activity and are valued using the percentage of completion method.

##### Impairment:

When the probable recoverable value is lower than the gross value, an impairment equal to the difference is made.

An impairment is booked to account for the slow turnover of the inventory or the destination of certain equipments (eg demonstration equipment).

#### 4.3.5. Receivables

Receivables are valued at nominal value. They are depreciated on the basis of a case-by-case analysis when their inventory value is lower than the book value. This risk is assessed taking into account any credit insurance subscribed.

They consist of sales of goods and services produced. For transactions that only include services, the receivable is recognised only when the services are completed.

#### 4.3.6. Marketable securities

The company has entered into a liquidity agreement to promote the liquidity of transactions and the regularity of quotations of its securities. Transactions carried out on its behalf by the brokerage firm signing the contract are accounted for as marketable securities.

Treasury shares are valued on the basis of the average daily closing price for the month of December.

#### 4.3.7. Receivables and payables in foreign currencies

Receivables and payables in foreign currencies are recorded at the exchange rate of the invoice date. At the end of the year, receivables and payables are valued at the official closing exchange rate. A positive or negative foreign exchange difference is recognised and booked. A provision for foreign exchange risk is recognised to cover the risk of potential loss.

#### 4.3.8. Retirement benefits

Upon retirement, employees receive compensation in accordance with the law and the contractual provisions. As the company has not signed any specific agreement concerning retirement commitments, its commitment is limited to the conventional retirement indemnity.

The policy is not to provision the rights acquired by the employees but to record instead the corresponding expenses in the fiscal year when benefits are actually paid.

#### 4.3.9. Warranty

The products sold benefit from a warranty covering any repair expenses for periods varying between one and three years. A provision is established when the products

concerned are sold to cover the estimated cost of this warranty.

The provision for guarantees given to customers is calculated by comparing the turnover over the last 3 years and broken down by guarantee period, to the guarantee expenses made during the last 2 years.

#### 4.3.10. Other provisions

Other provisions are intended to cover risks that occurred or on-going events make probable at the closing date. Their amount is estimated.

### 4.4 Notes to the income statement items

#### 4.4.1. Revenues

Revenues consist of sales of goods and services produced. A product is recognised as revenue when the company has transferred to the buyer the significant risks and rewards of ownership of the goods. For transactions involving only services, revenue is recognised only when services are completed. For revenue and income on service contracts, the Company applies the percentage of completion method. If the amount of the services performed is greater than the amount of the services invoiced, the difference is shown in accrued income; if not, it is recognised as deferred income. Any loss on probable termination is immediately recorded.

For long-term contracts (i.e. spread over more than 12 months) generally including phases of studies and definitions of products and components, revenue is recognised gradually by measuring the percentage of completion of expenditures in relation to the overall envelope including: studies, supplies, direct and indirect labor, supervision and hazards. In order to limit as much as possible the risks regarding the recognition of revenues (mainly its anticipation), the contract is divided into phases or deliveries with associated expenses. The performance of each element of the contract is therefore recorded immediately and the costs related to inefficiencies (material losses, unexpected labor costs, etc.) are recorded as expenses.

#### 4.4.2. Going concern

Given the orders already booked and the business evolution, the Management considers that the Company's ability to continue as a going concern is not questioned for the next 12 months.

### 4.5 Parent company

Lumibird SA, whose registered office is 2 rue Paul Sabatier – 22300 Lannion, is the consolidating parent company of the LUMIBIRD Group. The financial statements of the LUMIBIRD Group are available at this address.

LUMIBIRD is also part of:

- The Group Esira, whose parent company Esira is located at 2 rue Paul Sabatier – 22300 Lannion
- The Group Clervie, whose parent company Clervie, is located at 2 rue Paul Sabatier – 22300 Lannion.

#### 4.6. Information relative to line items of the balance sheet

##### Note 1. Intangible and tangible assets table

Gross value (€'000)	Opening	Increase	Decrease	Other variations	Closing
Establishment costs	-	-	-	-	-
R&D costs	-	-	-	-	-
Software, concessions, patents	23	-	-	-	23
Right to lease	-	-	-	-	-
Commercial funds	-	-	-	-	-
Other intangible assets	619	181	-	-	800
Intangible assets in progress	-	-	-	-	-
Advances and deposits on intangible assets	-	-	-	-	-
<b>Intangible assets</b>	<b>642</b>	<b>181</b>	<b>-</b>	<b>-</b>	<b>822</b>
Land	-	-	-	-	-
Buildings	41	18	-	-	59
Technical facilities	117	-	-	-	117
Other tangible assets	966	53	-	-	1,019
Investment properties	-	-	-	-	-
Tangible assets in progress	4	59	-	-	62
Advances and deposits on tangible assets	-	-	-	-	-
<b>Tangible assets</b>	<b>1,127</b>	<b>130</b>	<b>-</b>	<b>-</b>	<b>1,257</b>
<b>TOTAL INTANGIBLE AND TANGIBLE FIXED ASSETS</b>	<b>1,769</b>	<b>311</b>	<b>-</b>	<b>-</b>	<b>2,079</b>

Amortisation and depreciation (€ '000)	Opening	Increase	Decrease	Other variations	Closing
Establishment costs - Amort	-	-	-	-	-
Research costs - Amort.	-	-	-	-	-
Software, concessions, patents - Amort	(23)	(0)	-	-	(23)
Right to lease - Amort	-	-	-	-	-
Commercial funds - Amort	-	-	-	-	-
Other intangible assets - Amort	(466)	(100)	-	-	(566)
Establishment costs - Loss of value	-	-	-	-	-
Research costs - Loss of value	-	-	-	-	-
Software, concessions, patents - Loss of value	-	-	-	-	-
Right to lease - Loss of value	-	-	-	-	-
Commercial funds - Loss of value	-	-	-	-	-
Other intangible assets - Loss of value	-	-	-	-	-
Intangible assets in progress - Loss of value	-	-	-	-	-
<b>Intangible assets Amort and depreciation</b>	<b>(489)</b>	<b>(100)</b>	<b>-</b>	<b>-</b>	<b>(589)</b>
Land - Amort.	-	-	-	-	-
Buildings - Amort.	(4)	(5)	-	-	(9)
Technical facilities - Amort.	(34)	(10)	-	-	(43)
Other tangible assets - Amort.	(815)	(65)	-	-	(880)
Investment properties - Amort.	-	-	-	-	-
Land - Loss of value	-	-	-	-	-
Buildings - Loss of value	-	-	-	-	-
Technical facilities - Loss of value	-	-	-	-	-
Other tangible assets - Loss of value	-	-	-	-	-
Investment properties - Loss of value	-	-	-	-	-
Tangible assets in progress - Loss of value	-	-	-	-	-
<b>Tangible assets Amort and Depreciation</b>	<b>(853)</b>	<b>(79)</b>	<b>-</b>	<b>-</b>	<b>(932)</b>
<b>AMORTISATION AND DEPRECIATION INTANGIBLE AND TANGIBLE ASSETS</b>	<b>(1,342)</b>	<b>(179)</b>	<b>-</b>	<b>-</b>	<b>(1,521)</b>



Net value (€'000)	Opening	Increase	Decrease	Other variations	Closing
Establishment costs	-	-	-	-	-
R&D costs	-	-	-	-	-
Software, concessions, patents	0	(0)	-	0	0
Right to lease	-	-	-	-	-
Commercial funds	-	-	-	-	-
Other intangible assets	153	80	-	-	233
Intangible assets in progress	-	-	-	-	-
Advances and deposits on intangible assets	-	-	-	-	-
<b>Intangible assets</b>	<b>153</b>	<b>80</b>	-	-	<b>233</b>
Land	-	-	-	-	-
Buildings	36	14	-	-	50
Technical facilities	83	(10)	-	-	73
Other tangible assets	151	(11)	-	(0)	140
Investment properties	-	-	-	-	-
Tangible assets in progress	4	59	-	-	62
Advances and deposits on tangible assets	-	-	-	-	-
<b>Tangible assets</b>	<b>274</b>	<b>51</b>	-	-	<b>325</b>
<b>TOTAL INTANGIBLE AND TANGIBLE FIXED ASSETS</b>	<b>427</b>	<b>132</b>	-	-	<b>558</b>

**Note 2. Financial assets table**

Gross value (€'000)	Opening	Increase	Decrease	Change in capital	Other variations	Closing
Equity interests	159,086	-	(5,040)	102	1,797	155,946
Fixed assets of the portfolio activity	-	7,500	-	-	949	8,449
Receivables from equity interests	22,500	-	(1,253)	-	-	21,247
Loans	364	20	-	-	(0)	384
Guarantees and deposits paid	1,414	507	(1)	-	-	1,920
Other long-term receivables	2,183	-	(2,183)	-	-	0
Treasury shares	2,962	1,993	(1,978)	-	0	2,976
<b>FINANCIAL FIXED ASSETS</b>	<b>188,508</b>	<b>10,020</b>	<b>(10,455)</b>	<b>102</b>	<b>2,745</b>	<b>190,921</b>

Impairments (€'000)	Opening	Increase	Decrease	Change in capital	Other variations	Closing
Equity interests	(15,120)	-	5,037	-	949	(9,134)
Fixed assets of the portfolio activity	-	-	-	-	-	-
Receivables from equity interests	-	-	-	-	(949)	(949)
Loans	-	-	-	-	-	-
Guarantees and deposits paid	-	-	-	-	-	-
Other long-term receivables	-	-	-	-	-	-
Treasury shares	-	-	-	-	-	-
<b>FINANCIAL ASSETS IMPAIRMENT</b>	<b>(15,120)</b>	-	<b>5,037</b>	-	-	<b>(10,082)</b>

Net value (€'000)	Opening	Increase	Decrease	Change in capital	Other variations	Closing
Equity interests	143,967	-	(2)	102	2,745	146,813
Fixed assets of the portfolio activity	-	7,500	-	-	-	7,500
Receivables from equity interests	22,500	-	(1,253)	-	-	21,247
Loans	364	20	-	-	(0)	384
Guarantees and deposits paid	1,414	507	(1)	-	-	1,920
Other long-term receivables	2,183	-	(2,183)	-	-	-
Treasury shares	2,962	1,993	(1,978)	-	0	2,976
<b>FINANCIAL ASSETS</b>	<b>173,388</b>	<b>10,020</b>	<b>(5,418)</b>	<b>102</b>	<b>2,745</b>	<b>180,839</b>

### Equity interests

#### Table of subsidiaries and affiliates

#### French subsidiaries

Fiscal year 2021	Share Capital	Other shareholders' equity	ownership %	Net book value	Loans and advances given and not repaid yet	Endorsements	Revenue before tax	Net income	Dividends from consolidated equity interests
VELDYS	1	(181)	99,00%	1	40	-	268	22	-
KEOPSYS INDUSTRIES	1,795	5,586	100,00%	4,500	14,609	-	24,535	1,529	1,300
SENSUP	500	(367)	100,00%	2,155	938	-	685	572	-
QUANTEL MEDICAL IMMO	1	81	1,00%	0	-	-	629	427	-
QUANTEL TECHNOLOGIES	1,753	1,221	100,00%	1,764	14,418	-	16,728	1,007	450
ELIASÉ	100	(10)	100,00%	100	-	-	-	3	-
LUMIBIRD MEDICAL	116,652	502	100,00%	116,652	22,117	-	-	86	-
LUMIBIRD TRANSPORT	100	(209)	100,00%	100	4 084	-	117	209	-

#### Foreign subsidiaries

Fiscal year 2021	Share Capital	Other shareholders' equity	ownership %	Net book value	Loans and advances given and not repaid yet	Endorsements	Revenue before tax	Net income	Dividends from consolidated equity interests
QUANTEL USA	16,691	(6,633)	100,00%	5,975	3,140	-	13,452	1,195	-
LUMIBIRD INC	4	2,238	100,00%	-	664	-	14,642	929	-
LUMIBIRD JAPAN	75	92	100,00%	100	1,102	-	3,874	117	-
LUMIBIRD CHINA	220	(452)	100,00%	200	-	-	4,688	218	-
LUMIBIRD LTD	2,779	(697)	100,00%	2,716	1,019	-	3,958	426	-
HALO-PHOTONICS	0	2,699	100,00%	12,518	0	-	587	450	-
LUMIBIRD PHOTONICS SWEDEN AB	32	(8)	100,00%	32	329	-	-	8	-

### Key events of the financial year

During the financial year, Lumibird SA:

- Created Lumibird Transport and Lumibird Photonics Sweden ;
- Restructured the capital of its subsidiary Lumibird LTD (by incorporating its current account in the amount of €2,716,000; this transaction led to an increase in the amount of Lumibird LTD shares held by LUMIBIRD SA of the same amount (change recorded under the column "other changes").

- Sold its stake in Atlas and Sofilas to its subsidiary Eliase. The gross value of the shares sold amounts to €5,039,000, the net value to €2,000.

### Valuation of equity interests

Each year, Lumibird carries out a valuation of the equity securities held, using the method specified in note 1.3.3. The analysis carried out in 2021 did not highlight the need to adjust provisions for impairment previously recognised.





### **Equity securities held for investment**

Equity securities held for investment correspond to:

- The shares in Cilas, acquired in 2021 for €7.5 million, representing 37% of the capital of this company
- Shares in Medsurge, for which a 100% provision has been made

### **Other financial fixed assets**

Other financial fixed assets include:

- The long-term loan of an initial amount of €22.5m granted by Lumibird SA to its subsidiary Lumibird Medical as part of the acquisition of Ellex, in 2020. This loan,

recorded under "receivables from equity investments", bears interest at a rate of 1.7% and matures on 1 July 2030;

- Deposits and guarantees. They correspond mainly to the cash pledges deposited in the context of loans contracted with the BPI (€1,700,000) and to a lesser extent to the guarantee deposits on the building of Les Ulis for €170,000;
- The financed portion of the CIR (Research Tax Credit) and CICE (Tax Credit for Competitiveness and Employment) receivables. All pre-financed receivables have matured and have been settled.

### **Note 3. Inventories**

#### **Gross value**

<b>Inventories and WIP (€'000)</b>	<b>Gross</b>	<b>Impairment</b>	<b>Net 31/12/2021</b>	<b>Net 31/12/2020</b>
Inventories of materials and supplies	90	(1)	88	20
Work in progress	-	-	-	-
Parts	1,946	(80)	1,866	682
Finished goods	49	(0)	49	0
<b>TOTAL INVENTORIES</b>	<b>2,085</b>	<b>(82)</b>	<b>2,004</b>	<b>702</b>

#### **Provision**

<b>Impairment (€'000)</b>	<b>Opening</b>	<b>Increase</b>	<b>Decrease</b>	<b>Other variations</b>	<b>Closing</b>
Write-down on inventories – material and supplies	33	-	(31)	-	1
Write-down on inventories – WIP	-	-	-	-	-
Write-down on inventories – parts	107	-	(27)	-	80
Write-down on inventories – finished goods	14	-	(14)	-	0
<b>PROVISIONS FOR INVENTORY WRITE-DOWNS</b>	<b>153</b>	<b>-</b>	<b>(71)</b>	<b>-</b>	<b>82</b>

#### Note 4 – Receivables

Receivables (€'000)	Gross 31/12/2020	Gross 31/12/2021	Up to 1 year	Over 1 year
<i>Fixed assets</i>				
Fixed assets of the portfolio activity	-	8,449	-	-
Receivables from equity interests	22,500	21,247	-	21,247
Loans	364	384	-	384
Guarantees and deposits paid	1,414	1,920	-	1,920
Other long-term receivables	2,183	-	-	-
Treasury shares	2,962	2,976	-	2,976
<b>Other financial fixed assets</b>	<b>29,422</b>	<b>34,975</b>	<b>-</b>	<b>26,526</b>
Prepayments and advances paid to suppliers	1	3	3	-
<b>Trade and related receivables</b>	<b>18,270</b>	<b>15,594</b>	<b>15,594</b>	<b>-</b>
Personnel and welfare agencies receivables	18	19	19	-
Taxes and duties recoverable, excluding income tax	1,295	3,377	3,377	-
Tax consolidation related receivables	1,606	3,110	3,110	-
Income tax	5,118	7,282	29	7,253
Group and associated companies	35,599	55,181	55,181	-
Other receivables	523	459	459	-
Credit notes receivables	3,973	2	2	-
<b>Other receivables</b>	<b>48,132</b>	<b>69,431</b>	<b>62,178</b>	<b>7,253</b>
Prepaid expenses	785	749	749	-
Deferred expenses	1,205	1,130	1,130	-
Translation differences – assets	642	139	139	-
<b>Total current assets</b>	<b>69,035</b>	<b>87,046</b>	<b>79,793</b>	<b>7,253</b>

As at 31 December 2021, tax receivables mainly consist of tax credits for 2019 to 201 that have not been offset against advance payments of corporate income tax.

#### Note 5 – Liquidity agreement

At 31 December 2021, the resources made available to the investment service provider under the liquidity contract were as follows:

- 15 417 shares ;
- 656 318,13 euros in cash.

Number of treasury shares held at 31 December 2021	15,417
Number of shares purchased from 1 January to 31 December 2021	116,807
Number of shares sold from 1 January to 31 December 2021	124,888
Average purchase price	€17.06
Average sales price	€17.62
Average unit cost price of securities in the portfolio at 31 December 2021	€19.91





#### Note 6 – Prepaid expenses

Prepaid expenses (€'000)	31/12/2020	31/12/2021
Property lease / Rent	220	173
Equipment lease / rent	33	86
Safety – maintenance and repair	46	-
Insurance	8	14
Fees/studies	219	241
Travel and transportation	-	-
Post/Telecom/WEB	-	-
Fairs, exhibitions and seminars	66	67
Licences	-	150
Other	192	18
<b>TOTAL PREPAID EXPENSES</b>	<b>785</b>	<b>749</b>

#### Note 7 – Change in shareholders' equity

Change in shareholders' equity (€'000)	Share Capital	Paid-in capital	Reserves	Other reserves	Retained earnings	Net income	Grants	Total Shareholders' equity
<b>SITUATION AT 31/12/2019</b>	<b>18,430</b>	<b>54,561</b>	<b>240</b>	<b>153</b>	<b>(2,838)</b>	<b>7,829</b>	<b>-</b>	<b>78,375</b>
Allocation to retained earnings	-	-	1,603	-	6,226	(7,829)	-	-
Fiscal year income	-	-	-	-	-	75,904	-	75,904
Capital increase	4,037	31,542	-	-	-	-	-	35,579
Other	-	-	-	-	-	-	-	-
<b>SITUATION AT 31/12/2020</b>	<b>22,467</b>	<b>86,103</b>	<b>1,843</b>	<b>153</b>	<b>3,388</b>	<b>75,904</b>	<b>-</b>	<b>189,858</b>
Allocation to retained earnings	-	-	404	-	75,500	(75,904)	-	-
Fiscal year income	-	-	-	-	-	3,829	-	3,829
Capital increase	-	-	-	-	-	-	-	-
Dividend distribution	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-
<b>SITUATION AT 31/12/2021</b>	<b>22,467</b>	<b>86,103</b>	<b>2,247</b>	<b>153</b>	<b>78,888</b>	<b>3,829</b>	<b>-</b>	<b>193,687</b>

As at 31 December 2021, the share capital consisted of 22,466,882 shares of €1 each are fully paid-up, and represent a capital of €22,466,882. They are held as at 31 December 2021 by:

	Nb of shares	% of capital	Nb of voting rights <sup>(1)</sup>	% of voting rights <sup>(2)</sup>
<b>ESIRA<sup>(3)</sup></b>	<b>11,667,290</b>	<b>51,93%</b>	<b>17,777,747</b>	<b>62,12%</b>
Group executives	4,209	0,02%	8,418	0,03%
Treasury shares	260,536	1,16%	NA	NA
7 Industries Holding B.V. <sup>(4)</sup>	1,706,649	7,60%	1,706,649	5,96%
Amiral Gestion <sup>(5)</sup>	1,048,188	4,67%	1,048,188	3,66%
Other, incl. Public	7,780,010	34,63%	8,079,388	28,23%
<b>TOTAL</b>	<b>22,466,882</b>	<b>100%</b>	<b>28,620,390</b>	<b>100%</b>

(1) Voting rights able to be exercised at the General Shareholders' Meeting.

(2) The percentages of voting rights presented in this table are calculated without taking into account the Company's treasury shares, which are not entitled to voting rights in accordance with Article L.225-210 of the French commercial code, representing a total number of actual voting rights of 28,620,390 at 31 December 2021.

(3) ESIRA is a French-law simplified joint-stock company (société par actions simplifiée) mostly held by Mr Marc Le Flohic, Chairman and CEO of the Company.

(4) 7 Industries Holding B.V. is a company controlled by Ms Ruthi Wertheimer.

(5) Asset management company acting on behalf of funds which it manages.

#### Note 8 – Free shares

During its meeting on 1 April 2019, the Board of Directors decided to issue 182,000 bonus shares to 39 employees from the Company and certain related companies. The vesting date for the bonus shares was set for 1 April 2022, i.e., a three-year vesting period, provided that:

- the beneficiaries were continuously and uninterruptedly employed throughout the vesting period and that at the

end of said period, they held a valid employment contract within the Company or a related company pursuant to Article L.225-197-2 of the Commercial Code; and the performance conditions set by the Board of Directors were met.

As at 31 December 2021, out of the 182,000 bonus shares that were formally allotted to beneficiaries, 166,000 are still

outstanding; 16,000 shares have lapsed due to beneficiary departures.

Furthermore, note that during its 31 March 2020 session, the Board of Directors decided to adopt a new bonus share plan benefiting two of the Group's employees, containing terms identical to those of the plan decided on by the Board of Directors on 1 April 2019, with the exception of the vesting period, which was set at two years, i.e., maturing on 1 April 2022. As at 31 December, of the 6,000 bonus shares allotted to these beneficiaries, 6,000 are still outstanding.

Finally, at its meeting of September 21, 2021, the Board of Directors decided to adopt a new allocation plan for several categories of Group employees, representing a total of 84 employees and 291,000 shares. The final vesting date for the bonus shares was set at the date of closing of the 2023 financial statements, i.e. a vesting period of 2 years and 5 months, provided that :

- the beneficiary has been continuously and uninterrupted, during the vesting period, and is, at the end of the vesting period, the holder of a valid employment contract with the Company or an affiliated company within the meaning of article L.225-197-2 of the French Commercial Code; and
- the performance conditions set by the Board of Directors are met.

As of December 31, 2021, taking into account beneficiaries who have already left the Group, those who have refused the plan and those who have not yet formally accepted it, 228,000 of the 291,000 bonus shares offered are considered to be in force.

The value of the allocation plan was determined as follows:

Free shares plan	Plan dated 01/04/2019	Plan dated 31/03/2020	Plan dated 21/09/2021
Total number of free shares originally allocated (A)	182,000	6,000	291,000
Board meeting date for allocation decision	01/04/2019	31/03/2020	21/09/2021
End of the vesting period	01/04/2022	01/04/2022	2023 financial statements
Stock price at the date of allocation (B)	15,3	7,8	17,0
Corporate social contribution (« Forfait social ») (C)	20%	20%	20%
Plan value as of 01/04/2022 (A*B* (1+C))	€3,047,760	€56,232	€4,651,200
Number of free shares cancelled/refused	16,000	-	30,000
Number of free shares pending	-	-	33,000
Number of shares remaining at the vesting date	166,000	6,000	261,000
Remaining free shares at December 31 2021	166,000	6,000	228,000

#### Note 9 - Provisions

Provisions (€'000)	Opening	Increase	Used reversal	Unused reversal	Other variations	Closing
Tax-regulated provisions	-	-	-	-	-	-
<b>Total I</b>	-	-	-	-	-	-
Provisions for litigation	76	-	(64)	-	(12)	-
Provisions for warantee	27	0	-	-	-	27
Provisions for foreign exchange loss	642	140	(642)	-	-	140
Other provisions for risk	107	440	(32)	-	(75)	440
Provisions for pensions and retirement	-	-	-	-	-	-
Provisions for expenses	-	-	-	-	-	-
<b>Total II</b>	852	580	(738)	-	(87)	607
<b>TOTAL PROVISIONS FOR RISK AND CHARGES</b>	852	580	(738)	-	(87)	607

PROVISIONS FOR RISK AND CHARGES (€'000)	Increase	Used reversal	Unused reversal
Operational Allocation / Reversal	580	(706)	-
Financial Allocation / Reversal	-	(32)	-
Extraordinary Allocation / Reversal	-	-	-
<b>TOTAL ALLOCATION/REVERSAL</b>	580	(738)	-





Note 10 – Liabilities

Statement of liabilities (€'000)	31/12/2020	31/12/2021	Less than 1 year	More than 1 year
Bond issues	17,500	40,000	-	40,000
Financial debt and bank overdraft	50,978	53,045	9,060	43,985
<b>Total borrowings and financial debt</b>	<b>68,478</b>	<b>93,045</b>	<b>9,060</b>	<b>83,985</b>
Advances and deposits received on orders	833	1,707	1,707	-
Trade and related payables	25,078	34,964	33,893	1,071
Personnel and related liabilities	2,004	2,374	2,374	-
Tax liabilities (excluding income tax)	261	183	183	-
Liabilities relating to tax consolidation	5,734	2,698	2,698	-
State – income tax	3	135	135	-
Group current account	1,056	1,572	1,572	-
Other liabilities	459	459	459	-
<b>Other operating liabilities</b>	<b>9,518</b>	<b>7,421</b>	<b>7,421</b>	-
Prepaid income	2,510	914	914	-
Accrued liabilities	466	507	507	-
<b>Total current liabilities</b>	<b>38,405</b>	<b>45,512</b>	<b>44,441</b>	<b>1,071</b>
<b>TOTAL LIABILITIES</b>	<b>106,883</b>	<b>138,557</b>	<b>53,501</b>	<b>85,056</b>

Bank borrowings and financial debt

Bank borrowings and financial debt (€'000)	31/12/2020	31/12/2021
Bond issues	17,500	40,000
Debt from credit institutions	48,815	52,891
Advance related to Research tax credit	1,766	-
Advance related to Tax credit for competitiveness and employment	261	-
Borrowings and other financial liabilities	-	-
Interests on debt	84	140
Bank overdrafts	53	14
<b>Total bank borrowings and financial debt</b>	<b>68,478</b>	<b>93,045</b>
Active cash	54,468	62,530
<b>NET FINANCIAL DEBT</b>	<b>14,010</b>	<b>30,515</b>

Table of changes in borrowings

Value (€'000)	Opening	Increase	Decrease	Other variations	Closing
Bond issues	17,500	22,500	-	-	40,000
Debt from credit institutions	48,815	14,013	(9,936)	-	52,891
Advance related to Research tax credit	-	-	-	-	-
Advance related to Tax credit for competitiveness and employment	-	-	-	-	-
Borrowings and other financial liabilities	2,027	-	(2,027)	-	-
Interests on debt	84	56	-	-	140
Bank overdrafts	53	(38)	-	-	14
<b>Total bank borrowings and financial debt</b>	<b>68,478</b>	<b>36,530</b>	<b>(11,963)</b>	<b>-</b>	<b>93,045</b>
Active cash	54,468	8,163	-	(101)	62,530
<b>NET FINANCIAL DEBT</b>	<b>14,010</b>	<b>28,367</b>	<b>(11,963)</b>	<b>101</b>	<b>30,515</b>

During financial year 2021, the company:

- Set up two lines of credit of 5 million euros each with BPI financing, with a respective term of 9 years and 9 months on the one hand, and 10 years on the other hand, and all including a deferred repayment of 8 quarters, bearing interest at the respective rates of

1.27% and 1.02%, and including cash collateral for a total amount of 0.5 million euros;

- Added 22.5 million euros to the drawdown of the bond issue put in place at the end of 2020: from an initial drawdown of 17.5 million euros, the total amount of the bond issue is now 40.0 million euros. It should be





noted that this bond, which is redeemable at maturity on 1 December 2027, bears interest at 3.30%.

The Group's acquisition debt, both bank (drawn for €17.5 million) and bond (for €40.0 million), is subject to two ratios, tested annually at 31 December, failure to comply with which results in the debt becoming due:

- A leverage ratio (ratio of net consolidated debt to consolidated EBITDA) which must not exceed a gradually decreasing maximum, ranging progressively from 3.50 (upper limit) as at 31 December 2020 to 2.75 (lower limit) as at 31 December 2026;
- A coverage ratio (ratio of consolidated cash flow to servicing of the debt) which must be higher than 1 throughout the term of the loan.

As at 31 December 2021, the Group was complying with all of its financial ratios.

#### Note 11 – Prepaid income

Prepaid income (€'000)	31/12/2020	31/12/2021
Prepaid income on contract	2,407	749
Other prepaid income	103	165
<b>TOTAL PREPAID INCOME</b>	<b>2,510</b>	<b>914</b>

#### Note 12. Accrued income / Accrued expenses

Accrued income (€'000)	31/12/2020	31/12/2021
LT contract	3,345	2,612
Invoices to be issued	687	351
Tax and personnel receivables	18	18
<b>TOTAL ACCRUED INCOME</b>	<b>4,050</b>	<b>2,981</b>

#### Accrued expenses

Accrued expenses (€'000)	31/12/2020	31/12/2021
Unreceived invoices	10,236	15,431
Employee vacation payables	520	521
Other tax and personnel payables	1,749	2,137
Credit notes to be received	3,973	2
Accrued interests	84	140
<b>TOTAL ACCRUED EXPENSES</b>	<b>16,561</b>	<b>18,231</b>

#### Note 13 – Translation differences

Translation differences assets (€'000)	31/12/2020	31/12/2021
Customers	99	15
Suppliers	2	72
Current accounts	497	52
Other	45	-
<b>TOTAL TRANSLATION ASSETS DIFFERENCES</b>	<b>642</b>	<b>139</b>

Translation differences liabilities (€'000)	31/12/2020	31/12/2021
Suppliers	437	-
Customers	24	26
Current accounts	1	480
Other	4	-
<b>TOTAL TRANSLATION DIFFERENCES LIABILITIES</b>	<b>466</b>	<b>507</b>

### 4.7. Notes to the income statement

#### Note 14 – Revenues

##### Total sales

Revenues (€'000)	31/12/2020	31/12/2021
Sales of goods	48	437
Production sold (goods)	52,629	62,450
Production sold (services)	8,204	10,176
Revenue from auxiliary activities	4,136	1,930
<b>REVENUES</b>	<b>65,017</b>	<b>74,993</b>
<i>Of which Export</i>	<i>43,618</i>	<i>56,692</i>

##### Distribution of sales by geographical area

Distribution of sales by geographical area	31/12/2020	31/12/2021
Hong Kong	3,136	2,678
USA	10,237	11,264
Germany	3,508	4,290
Korea	3,364	2,272
China	5,080	8,439
Austria	2,099	2,153
Switzerland	2,818	4,130
Israël	-	8,249
Other	13,374	13,216
<b>TOTAL EXPORT SALES BY GEOGRAPHICAL AREA</b>	<b>43,618</b>	<b>56,692</b>





## Note 15 – Purchases consumed

Purchases consumed (€'000)	31/12/2020	31/12/2021
Purchase of raw materials	7,175	15,814
Purchases of studies and services	-	-
Other purchases	26	42
Purchases of equipment and supplies not held in inventory	260	-
Purchase of gas and electricity	-	286
Purchase of water	-	10
Purchase of fuel	-	-
Purchase of good	31,646	31,869
Incidental expenses	-	19
<b>Purchases of raw materials, goods and supplies</b>	<b>39,107</b>	<b>48,041</b>
Change in inventories of raw materials	(22)	(38)
Change in inventories of goods	11	(35)
<b>Change in inventories</b>	<b>(11)</b>	<b>(73)</b>
<b>Purchases consumed</b>	<b>39,096</b>	<b>47,968</b>

## Note 16 – Increase and reversal of operating provisions

Reversal of operating provisions (€'000)	31/12/2020	31/12/2021
Reversal of operating provisions on fixed assets	-	-
Reversal of operating on inventories	8	71
Reversal of operating provisions on current assets	15	329
Reversal of provisions for operating risks and expenses	180	793
<b>REVERSAL OF OPERATING PROVISIONS</b>	<b>203</b>	<b>1 193</b>

Increase in operating provisions (€'000)	31/12/2020	31/12/2021
Operating provisions on fixed assets	-	-
Operating provisions on inventories	38	-
Operating provisions on current assets	26	24
Operating provisions for operating risks and expenses	744	580
<b>ALLOCATIONS TO OPERATING PROVISIONS</b>	<b>808</b>	<b>605</b>

## Note 17 – Workforce

	31/12/2020	31/12/2021
Design and manufacturing	5	5
Commercial	13	13
Administrative	40	46
<b>Number of employees to date</b>	<b>58</b>	<b>64</b>
<b>Average number of employees</b>	<b>60</b>	<b>62</b>

**Note 18 – Financial income**

Financial income (€'000)	31/12/2020	31/12/2021
Dividends from consolidated companies	2,013	3,251
Income from securities	-	1,287
Reversal of financial provisions	4	34
Provisional financial write-backs of consolidated securities	-	-
Positive foreign exchange differences on financial transactions	4,661	677
Other financial income	1,225	-
Merger premium to income	-	-
Other financial income <sup>(1)</sup>	-	-
<b>Financial income</b>	<b>7,903</b>	<b>5,250</b>
Interest and similar expenses <sup>(2)</sup>	(728)	(3,921)
Net expenses on disposal of marketable securities	-	-
Allocation to financial provisions	(2)	-
Financial provisions on consolidated securities	-	-
Exchange loss on financial transactions	(184)	(41)
Other financial income	(1 716)	-
Merger loss to income	-	-
<b>Financial expenses</b>	<b>(2,630)</b>	<b>(3,962)</b>
<b>FINANCIAL RESULTS</b>	<b>5,273</b>	<b>1,287</b>

(1) Of which €1,287,000 of financial income from related entities

(2) Of which €1,987,000 of financial expenses relating to related entities

**Note 20 – Extraordinary result**

Extraordinary results (€'000)	31/12/2020	31/12/2021
Extraordinary income from management operations	106	9
Proceeds from the disposal of fixed assets	82 ,060	240
Reversal of exceptional provisions	-	5,037
Transfers of exceptional expenses	-	-
<b>Extraordinary income</b>	<b>82,165</b>	<b>5,287</b>
Exceptional expenses on management operations	(12)	(70)
Net book value fixed assets	(12,016)	(5,058)
Allocation to exceptional provisions	-	-
<b>Extraordinary expenses</b>	<b>(12,028)</b>	<b>(5,128)</b>
<b>EXCEPTIONAL RESULT</b>	<b>70,138</b>	<b>159</b>

**Note 21 – Tax breakdown**

Tax breakdown (€'000)	Income before tax and after profit sharing	Reintegration	Deductions	Tax result breakdown	Tax payable	Net income
Operating income	1,255	771	(1,099)	928	(246)	1,010
Financial income	1,287	1,663	(3,824)	(874)	232	1,519
<b>Current income before exceptional income and tax</b>	<b>2,543</b>	<b>2,434</b>	<b>(4,923)</b>	<b>54</b>	<b>(14)</b>	<b>2,528</b>
<b>EXCEPTIONAL INCOME</b>	<b>159</b>	<b>10,642</b>	<b>(5,037)</b>	<b>5,763</b>	<b>(1,527)</b>	<b>(1,368)</b>
Tax consolidation deficits	-	-	-	-	903	903
Income tax – tax consolidation	-	-	-	-	1,765	1,765
<b>TOTAL</b>	<b>2,702</b>	<b>7,474</b>	<b>(9,960)</b>	<b>215</b>	<b>1,127</b>	<b>3,829</b>



**Note 22 – Fiscal integration**

LUMIBIRD, head of the group, integrates fiscally all the French companies directly or indirectly owned by more than 95% on 1 January 2021.

The Group's tax position for fiscal year 2021 is as follows:

Losses to carry forward	Opening	Change	Closing
Loss carry-forwards basis	11,106	(3,409)	7,698
Tax rate	28,1%	-	26,5%
<b>Tax credit related to losses carried forward</b>	<b>3,122</b>	<b>-</b>	<b>2,040</b>

As at 31 December 2021, the Group had €7,697,000 of tax loss carried forwards and used up €3,409,000 of them during the year.

Excluding tax consolidation, Lumibird SA incurred a corporate tax charge of €215,000 (excluding tax credits).

**Note 23 – Executive compensation**

The compensation paid by Lumibird SA to its executives during the 2021 financial year breaks down as follows:

- Executives who are not corporate officers: €68,000
- Executives who are corporate officers: €492,000
- Non-corporate officer employees (members of the executive committee): €360,000

For the compensation of non-corporate officer employees, account was taken of the gross compensation paid in 2021 to the persons in charge of the functions represented on the Executive Committee.

**Note 24 – Post balance-sheet events**

No significant event concerning the Company or the Group has occurred since the close of the last financial year and it does not appear that we need to be notified of any.

We are not aware of any events occurring after the balance sheet date that could have a material impact on the Group's assets, financial position and operating results.

The Lumibird Group is little affected by the geopolitical tensions in Ukraine and Russia, whether in terms of its sales (less than 2% of the Group's turnover), its purchases (supplies secured for the year 2022) or its customer risk.

**Note 25 – Foreign exchange risk exposure**

Lumibird is exposed to foreign exchange risk in its commercial activities and in its holding activities.

**Commercial activities**

LUMIBIRD SA sells its production in France and abroad to direct customers or to its marketing subsidiaries. LUMIBIRD SA obtains its supplies in France and abroad, and operations are carried out mainly in euros and, to a lesser extent, in dollars. Purchases in other currencies are non significant.

In fiscal year 2021:

- 29% of sales were made in foreign currency (exclusively dollars), i.e 21.7 million euros equivalents;
- 30% of purchases were made in foreign currency corresponding to 19.4 million euros equivalents. 94% of these purchases were made in dollars;

Net exposure amounted to 2.2 million euros. Foreign exchange gains and losses amounted to €76,000 for the years, recognised in operating income.

**Holding activity**

Lumibird is required to advance amounts in foreign currencies to its subsidiaries as part of its cash management services. The amounts lent in foreign currencies are mainly in dollars. The foreign exchange gains and losses on these transactions are recorded in financial income and expense.

**4.8 Other information****Note 26 – Off balance-sheet commitments****Commitments arising from debt**

Off-balance sheet commitments given or received in connection with debt	2020	2021
Business receivables assigned	2,182	-
Bonds or letters of intent	500	500
Pledges of intangible and tangible assets	-	-
Pledges and collateral of securities	140,000	144,000
Lenders' privileges	-	-
Security interests	140,000	144,000
<b>TOTAL</b>	<b>142,682</b>	<b>144,500</b>

As part of the 2019 acquisition debt issue, the company has put in place a EUR 10.5 million CAP running from 1 June 2021 to 1 June 2024.

**Commitments arising in the ordinary course of business**

Off-balance sheet commitments arising from current operations	2020	2021
Receivables assigned but not yet due	-	-
Guarantees given on contracts	116	66
- Pledges of intangible and tangible assets	-	-
- Pledges of securities	-	-
Security interests	-	-
<b>TOTAL</b>	<b>116</b>	<b>66</b>

**Post-employment benefits**

Commitments and expenses related to defined benefit plans are valued each year based on the following conditions:

Assumption used for calculating retirement benefits	2020	2021
Generational mortality tables	85	85
Collective labor agreement	French metal industrie	French metal industrie
Change in compensation	1.50%	2.00%
Turnover		
<41 years	4.56%	3.95%
>41 years and <50 years	2.74%	2.37%
>50 years	-	-
Discounting rate	0.58%	0.67%

The French Accounting Standards Authority (ANC) amended recommendation 2013-02 of 7 November 2013 on the rules for measuring and recording pension commitments. The method of calculating retirement commitments for the portion of defined benefit plans has been reviewed for the 2021 financial year: the corresponding commitment is now spread over the period of distribution of the rights and not over the duration of the employee's presence.

The amount of off-balance sheet commitments in respect of retirement benefits to be paid is estimated, at the balance sheet date, at €835,000. At 31 December 2020, the amount of these commitments was €778,000. In application of the new methodology, the amount of the commitment at the same date was €687,000.







# STATUTORY AUDITORS' REPORT ON THE ANNUAL FINANCIAL STATEMENTS YEAR ENDED 31 DECEMBER 2021

*This is a translation into English of the statutory auditors' report on the annual financial statements issued in French and it is provided solely for the convenience of English speaking users.*

*This statutory auditors' report includes information required by French law, such as information about the appointment of the statutory auditors or verification of the management report and other documents provided to shareholders.*

*This report should be read in conjunction with, and construed in accordance with, French law and professional auditing standards applicable in France.*

*To the Shareholders' Meeting of Lumibird S.A*

### Opinion

In compliance with the engagement entrusted to us by your Shareholders' Meeting, we have audited the accompanying financial statements of Lumibird S.A. for the year ended December 31, 2021.

In our opinion, the financial statements give a true and fair view of the assets and liabilities and of the financial position of the Company as of December 31, 2021 and of the results of its operations for the year then ended in accordance with French accounting principles.

The audit opinion expressed above is consistent with the content of our report to the Board of Directors performing the duties of the specialised committee as referred to in Article L.823-19 of the French Commercial Code (Code de commerce).

### Basis for Opinion

#### Audit Framework

We conducted our audit in accordance with professional standards applicable in France. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the "Statutory Auditors' Responsibilities for the Audit of the Financial Statements" section of our report.

#### Independence

We conducted our audit engagement in compliance with the independence rules provided for in the French Commercial Code and the French Code of Ethics (Code de déontologie) for Statutory Auditors, for the period from January 1, 2021 to the date of our report, and, in particular, we did not provide any non-audit services prohibited by Article 5(1) of Regulation (EU) No. 537/2014.

In addition, the services other than the certification of the financial statements that we provided during the financial year to your company and to the entities that it controls and

which are not mentioned in the management report or the notes to the annual accounts relate to the mission of the independent third-party body relating to the consolidated declaration of extra-financial performance provided for in Article L.225-102-1 of the French Commercial Code.

### Justification of Assessments – Key Audit Matters

Due to the global crisis related to the Covid-19 pandemic, the financial statements of this period have been prepared and audited under specific conditions. Indeed, this crisis and the exceptional measures taken in the context of the state of sanitary emergency have had numerous consequences for companies, particularly on their operations and their financing, and have led to greater uncertainties on their future prospects. Those measures, such as travel restrictions and remote working, have also had an impact on the companies' internal organisation and the performance of the audits.

It is in this complex and evolving context that, in accordance with the requirements of Articles L.823-9 and R.823-7 of the French Commercial Code relating to the justification of our assessments, we inform you of the key points of the audit relating to the risks of material misstatement which, in our professional judgment, were the most significant for the audit of the financial statements for the year, as well as our responses to these risks.

These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on specific items of the financial statements.

### Measurement of equity securities

[\(note 4.3.3 to the financial statements\)](#)

#### Risk description

Equity securities were recorded on the Lumibird S.A. balance sheet as of December 31, 2021 for a net amount of €146,813 thousand.

As stated in Note 4.3.3 to the financial statements, equity securities are recognised at acquisition cost less incidental expenses. A provision for impairment is recorded if substantiated by the cash position of the companies, particularly with regard to the value in use determined using the discounted future cash flow method (DCF), representing management's best estimate of value in use.

The estimate of the value in use of these equity securities requires management to exercise judgement when selecting items to be considered, particularly forecasts and growth and discount rates. Considering these material areas of judgement, we consider the measurement of equity securities to be a key audit matter presenting a risk of material misstatement.

**Audit procedures implemented**

To assess the reasonableness of the estimated values in use for equity securities determined by management, based on the information made available to us, our work mainly consisted in:

- assessing the relevance of the methodology used to determine the value in use;
- assessing, through interviews with management, the main assumptions and methods used to estimate values in use, particularly forecasts and long-term growth and discount rates.

**Recognition of revenue from long-term contracts**

*(Note 4.4.1 to the financial statements)*

**Risk description**

The Company's revenue totaled €74,993 thousand for the year ended December 31, 2021, with a substantial percentage being generated by long-term contracts. The Company records income from these long-term contracts according to the methods described in Note 4.4.1 to the financial statements.

The amount of revenue and margin to be recognised over the year, and any provisions for losses on completion at the year-end, depends on the entity's ability to measure the costs incurred under a contract and reliably estimate the remaining costs to be incurred until termination of the contract. If the profit or loss on completion of a contract cannot be reliably measured, revenue must be limited to the amount of costs incurred that are likely to be recovered.

These estimates are performed by the account managers under the supervision of management.

Considering the relative percentage of long-term contracts in proportion to total revenue and the complexity of the corresponding estimates, we considered the recognition of revenue arising from long-term contracts to be a key audit matter presenting a risk of material misstatement.

**Audit procedures implemented**

We reviewed the appropriateness of the internal control procedures implemented by management, and particularly those relating to costs allocated per contract and those relating to the remaining costs to be incurred, to cover the risks of material misstatement that we identified for revenue from long-term contracts.

Furthermore, for contracts representing virtually all revenue recorded using the percentage of completion method, we conducted the following procedures:

- reconcile the financial data (revenue, invoicing, costs and work-in-progress) presented in the contract monitoring reports prepared by the business controller with the accounting records and contractual data;
- conduct interviews with the Defence business director to assess the remaining costs to be incurred and the contract's level of progress underlying the recognition of revenue;
- confirm the relevance of the estimates made and the information communicated by the business controller by comparing forecast data with actual performance;
- perform a critical review of the data and assumptions underlying the measurements of profit or loss on

completion and, where necessary, the correct calculation of losses on completion.

**Specific Verifications**

We have also performed, in accordance with professional standards applicable in France, the specific verifications required by French law.

**Information given in the management report and in the other documents provided to shareholders with respect to the financial position and the financial statements**

We have no matters to report as to the fair presentation and the consistency with the financial statements of the information given in the management report of the Board of Directors and in the other documents provided to shareholders with respect to the financial position and the financial statements.

We attest the fair presentation and the consistency with the financial statements of the information relating to payment deadlines mentioned in Article D.441-6 of the French Commercial Code.

**Report on corporate governance**

We attest that the management report on corporate governance sets out the information required by Articles L.225-37-4, L.225-10-10 and L.22-10-9 the French Commercial Code.

Concerning the information given in accordance with the requirements of Article L.22-10-9 of the French Commercial Code relating to compensation and benefits received by or allocated to the directors and any other commitments made in their favor, we have verified its consistency with the financial statements, or with the underlying information used to prepare these financial statements and, where applicable, with the information obtained by your Company from controlled companies included in the consolidation scope. Based on this work, we attest the accuracy and fair presentation of this information.

**Other information**

In accordance with French law, we have verified that the required information concerning the purchase of investments and controlling interests and the identity of the shareholders and holders of the voting rights has been properly disclosed in the management report.

**Other Legal and Regulatory Verifications or Information****Format of presentation of the financial statements to be included in the annual financial report**

In accordance with the professional standard on the due diligence of statutory auditors in relation to the annual and consolidated financial statements presented in accordance with the European Single Electronic Format (ESEF), we have also verified compliance with this format defined by the European Delegated Regulation No. 2019/815 of 17 December 2018 in the presentation of the financial statements to be included in the annual financial report referred to in paragraph I of Article L.451-1-2 of the French Monetary and Financial Code (Code monétaire et financier), which have been prepared under the responsibility of the Chief Executive Officer.

On the basis of our work, we conclude that the presentation of the financial statements to be included in the annual





financial report complies, in all material respects, with the European single electronic format.

It is not our responsibility to verify that the financial statements that will be included by your company in the annual financial report filed with the AMF correspond to those on which we have performed our work.

#### **Appointment of the Statutory Auditors**

We were appointed as statutory auditors of Lumibird S.A. by the Shareholders' Meetings held on 17 May 2018 for KPMG and by the Shareholders' Meetings held on 4 May 2021 for Mazars.

As of December 31, 2021, KPMG and Mazars were in the 4th year and 1st year of total uninterrupted engagement, respectively.

#### **Responsibilities of Management and Those Charged with Governance for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with French accounting principles, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless it is expected to liquidate the Company or to cease operations.

The Board of Directors performing the duties of the specialised committee as referred to in Article L.823-19 of the French Commercial Code is responsible for monitoring the financial reporting process and the effectiveness of internal control and risk management systems and where applicable, its internal audit, regarding the accounting and financial reporting procedures.

The financial statements were approved by the Board of Directors.

#### **Statutory Auditors' Responsibilities for the Audit of the Financial Statements**

##### *Objectives and audit approach*

Our role is to issue a report on the financial statements. Our objective is to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with professional standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As specified in Article L.823-10-1 of the French Commercial Code, our statutory audit does not include assurance on the viability of the Company or the quality of management of the affairs of the Company.

As part of an audit conducted in accordance with professional standards applicable in France, the statutory auditor exercises professional judgment throughout the audit and furthermore:

- Identifies and assesses the risks of material misstatement of the financial statements, whether due to fraud or error, designs and performs audit procedures responsive to those risks, and obtains audit evidence considered to be sufficient and appropriate to provide a basis for his opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control;
- Obtains an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control;
- Evaluates the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management in the financial statements;
- Assesses the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. This assessment is based on the audit evidence obtained up to the date of his audit report. However, future events or conditions may cause the Company to cease to continue as a going concern. If the statutory auditor concludes that a material uncertainty exists, there is a requirement to draw attention in the audit report to the related disclosures in the financial statements or, if such disclosures are not provided or inadequate, to modify the opinion expressed therein;
- Evaluates the overall presentation of the financial statements and assesses whether these statements represent the underlying transactions and events in a manner that achieves fair presentation.

##### *Report to the Board of Directors performing the duties of the specialised committee as referred to in Article L.823-19 of the French Commercial Code*

We submit a report to the Board of Directors performing the duties of the specialised committee as referred to in Article L.823-19 of the French Commercial Code which includes in particular a description of the scope of the audit and the audit program implemented, as well as the results of our audit. We also report, if any, significant deficiencies in internal control regarding the accounting and financial reporting procedures that we have identified.

Our report to the Board of Directors performing the duties of the specialised committee as referred to in Article L.823-19 of the French Commercial Code includes the risks of material misstatement that, in our professional judgment, were of most significance in the audit of the financial statements of the current period and which are therefore the key audit matters that we are required to describe in this report.

We also provide the Board of Directors performing the duties of the specialised committee as referred to in Article L.823-19 of the French Commercial Code with the declaration provided for in Article 6 of Regulation (EU) No. 537/2014, confirming our independence within the meaning of the rules applicable in France such as they are set in particular by Articles L.822-10 to L.822-14 of the French Commercial

Code and in the French Code of Ethics for Statutory Auditors. Where appropriate, we discuss with the Board of Directors performing the duties of the specialised committee as referred to in Article L.823-19 of the French Commercial Code the risks that may reasonably be thought to bear on our independence, and the related safeguards.

Rennes, 30 March 2022

**The statutory auditors**

**KPMG S.A.**

Vincent Broyé  
*Partner*

**Mazars**

Ludovic Sevestre  
*Partner*



# CONSOLIDATED FINANCIAL STATEMENT FOR THE YEAR ENDED 31/12/2021

## 1. CONSOLIDATED STATEMENT OF FINANCIAL POSITION ( '€000)

Assets	Notes	2020 net <sup>(1)</sup>	2021
Goodwill	6.3.1	69,214	70,263
Intangible fixed assets	6.3.1	39,976	47,321
Tangible fixed assets	6.3.2	24,743	28,166
Other non-current financial assets	6.3.3.2	2,047	10,356
Non current taxes receivable	6.3.4.1	5,099	7,617
Other non-current non-financial assets	6.3.4.1	0	-
Deferred tax assets	6.3.8	2,042 <sup>(1)</sup>	1,028
<b>Total non-current assets</b>		<b>143,121</b>	<b>164,751</b>
Inventories	6.3.5	37,202	45,848
Other current financial assets	6.3.3.2	32,875	30,778
Current tax receivables	6.3.4.1	2,754	189
Other current non-financial assets	6.3.4.1	9,148	8,929
Cash and equivalents	6.3.3.3	80,330	97,128
<b>Total current assets</b>		<b>162,309</b>	<b>182,872</b>
<b>TOTAL ASSETS</b>		<b>305,430</b>	<b>347,622</b>

<sup>(1)</sup> The opening balance sheet amounts are restated for the impact of the change in accounting policy on employee benefits (see Note 6.1.2).

Liabilities	NOTES	2020 net <sup>(1)</sup>	2021
Share capital	6.3.6	22,467	22,467
Consolidated retained earnings	4	136,500 <sup>(1)</sup>	143,544
Foreign Exchange translation differences	4	(521)	1,458
Net income (Group share)	2	5,638	13,858
<b>Shareholders' equity (Group share)</b>		<b>164,085</b>	<b>181,327</b>
Non-controlling interests		0	0
Long term financial liabilities	6.3.3.4.1	71,522	97,860
Retirement benefits	6.3.7	2,632 <sup>(1)</sup>	3,113
Long-term provisions	6.3.7	416	34
Other long-term financial liabilities	6.3.3.4.2	3,904	1,071
Other long-term non-financial liabilities	6.3.4.2	4,903	5,409
Deferred tax liabilities	6.3.8	603	869
<b>Total long-term liabilities</b>		<b>83,980</b>	<b>108,356</b>
Short term financial liabilities	6.3.3.4.1	16,789	14,172
Provisions	6.3.7	730	1,258
Tax payable	6.3.4.2	737	883
Other current financial liabilities	6.3.3.4.2	16,957	19,093
Other current non-financial liabilities	6.3.4.2	22,153	22,532
<b>Total current liabilities</b>		<b>57,366</b>	<b>57,938</b>
<b>TOTAL LIABILITIES</b>		<b>305,430</b>	<b>347,622</b>

<sup>(1)</sup> The opening balance sheet amounts are restated for the impact of the change in accounting policy on employee benefits (see Note 6.1.2).



## 2. CONSOLIDATED INCOME STATEMENT (€'000)

Income statement	Notes	2020	2021
<b>Revenues</b>	<b>6.4.1</b>	<b>126,729</b>	<b>162,468</b>
Other revenues from ordinary activities	6.4.1	2,776	3,918
Purchases for Production		(49,958)	(59,190)
Salaries and payroll taxes	6.4.4	(39,257)	(53,594)
External expenses		(14,894)	(19,157)
Taxes and duties		(1,737)	(1,802)
<b>EBITDA</b>		<b>23,658</b>	<b>32,643</b>
Depreciation & amortisation	6.4.5	(9,382)	(12,033)
Provisions & impairments	6.4.5	(810)	(1,709)
Other current operating income/expenses	6.4.5	673	876
<b>Current operating income</b>		<b>14,139</b>	<b>19,777</b>
Income from asset disposals		(176)	(10)
Acquisition costs of business combinations	(1)	(1,383)	(527)
Other non-current operating income/expenses	(2)	(3,975)	(110)
Impairment of goodwill		57	-
<b>Operating income</b>	<b>6.4.6</b>	<b>8,662</b>	<b>19,130</b>
Income from cash and cash equivalents	6.4.7	23	(5)
Gross cost of financial debt	6.4.7	(1,387)	(2,261)
Net cost of financial debt		<b>(1,364)</b>	<b>(2,266)</b>
Other financial income / expenses	6.4.7	(107)	739
<b>Financial income</b>		<b>(1,471)</b>	<b>(1,527)</b>
Income tax	6.4.8	(1,553)	(3,745)
<b>CONSOLIDATED NET INCOME</b>		<b>5,638</b>	<b>13,858</b>
<i>Of which attributable to non-controlling interests</i>		-	-
<i>Of which attributable to equity holders of Group parent</i>		5,638	13,858
Earnings per share		0,30	0,62
Fully diluted earnings per share	6.1.21	0,30	0,62





### 3. COMPREHENSIVE INCOME STATEMENT (€'000)

	2020	2021
<b>Net income for the period</b>	<b>5,638</b>	<b>13,858</b>
<i>Items that will not be restated in profit or loss subsequently (A)</i>	-	-
Changes in fair value of financial assets measured through other comprehensive income	-	-
Actuarial gains or losses	(359)	(264)
Tax effect	101	71
<b>Sub-total (A)</b>	<b>(258)</b>	<b>(193)</b>
<i>Items that will be restated in profit or loss subsequently (B)</i>	-	-
Foreign exchange translation differences	(477)	1,981
Changes in fair value of hedging financial instruments	-	12
Tax effect	-	(3)
<b>Sub-total (B)</b>	<b>(477)</b>	<b>1,989</b>
<i>Sub-total Gains and losses recognised directly in equity</i>	<i>(735)</i>	<i>1,796</i>
<b>COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>4,902</b>	<b>15,654</b>
Of which attributable to non-controlling interests	-	-
Of which attributable to equity holders of Group parent	4,902	15,654

### 4. CHANGE IN CONSOLIDATED SHAREHOLDERS' EQUITY (€'000)

	Share Capital	Additional paid-in capital	Treasury shares	Retained earnings	Group FX translation reserves	Other Group reserves (actuarial differences)	Other fair value reserves	Shareholders' equity (Group share)	Non-controlling interests	Total shareholders' equity
<b>31/12/2019</b>	<b>18,430</b>	<b>54,561</b>	<b>(175)</b>	<b>53,146</b>	<b>(43)</b>	<b>(24)</b>	<b>(949)</b>	<b>124,946</b>	<b>-</b>	<b>124,946</b>
Other items of comprehensive income	-	-	-	-	(477)	(259)	-	(736)	-	(736)
Net income	-	-	-	5,638	-	-	-	5,638	-	5,638
Comprehensive income	-	-	-	5,638	(477)	(259)	-	4,902	-	4,902
Free shares	-	-	-	1,030	-	-	-	1,030	-	1,030
Treasury shares	-	-	(2,683)	-	-	-	-	(2,683)	-	(2,683)
Capital increase	4,037	31,542	-	(0)	-	-	-	35,579	-	35,579
Other	(0)	(0)	(0)	(28)	(1)	4	-	(26)	-	(26)
<b>31/12/2020</b>	<b>22,467</b>	<b>86,103</b>	<b>(2,858)</b>	<b>59,786</b>	<b>(521)</b>	<b>(280)</b>	<b>(949)</b>	<b>163,749</b>	<b>-</b>	<b>163,749</b>
Application of new standards	-	-	-	335	-	-	-	335	-	335
<b>31/12/2020 restated</b>	<b>22,467</b>	<b>86,103</b>	<b>(2,858)</b>	<b>60,121</b>	<b>(521)</b>	<b>(280)</b>	<b>(949)</b>	<b>164,084</b>	<b>-</b>	<b>164,084</b>
Other items of comprehensive income	-	-	-	-	1,981	(193)	8	1,796	-	1,796
Net income	-	-	-	13,858	-	-	-	13,858	-	13,858
<b>Comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,858</b>	<b>1,981</b>	<b>(193)</b>	<b>8</b>	<b>15,654</b>	<b>-</b>	<b>15,654</b>
Free shares	-	-	-	1,334	-	-	-	1,334	-	1,334
Treasury shares	-	-	263	-	-	-	-	263	-	263
Capital increase	-	-	-	-	-	-	-	0	-	0
Other	0	(0)	(0)	(1)	(2)	(4)	-	(7)	-	(7)
<b>31/12/2021</b>	<b>22,467</b>	<b>86,103</b>	<b>(2,595)</b>	<b>75,312</b>	<b>1,458</b>	<b>(477)</b>	<b>(940)</b>	<b>181,327</b>	<b>-</b>	<b>181,327</b>

## 5. CONSOLIDATED CASH FLOW STATEMENT (€'000)

	2020	2021
<i>Group's consolidated net income</i>	<b>5,638</b>	<b>13,858</b>
Amortisation, depreciation and provisions	9,711	12,381
Capital gain/loss on assets disposals	176	10
Financing cost	1,388	2,261
Other calculated income and expenses	(310)	1,324
Tax	1,554	3,745
<i>Cash flow before taxes and financial expenses</i>	<b>18,157</b>	<b>33,579</b>
Change in operating working capital requirements	(6,110)	(8,834)
Taxes (paid)/received	1,076	1,830
<b>NET CASH FLOW FROM OPERATIONS (I)</b>	<b>13,123</b>	<b>26,575</b>
Tangible and intangible assets investments	(12,376)	(20,106)
Disposal of tangible and intangible assets	67	1,890
Disbursements on financial investments	(610)	(8,325)
Cash-in on financial investments	27	27
Net cash from acquisition / disposal of subsidiaries	(54,245)	(2,119)
<b>NET CASH FLOW FROM INVESTING ACTIVITIES (II)</b>	<b>(67,137)</b>	<b>(28,633)</b>
Tangible and intangible assets investments	57,091	38,287
Disposal of tangible and intangible assets	(3,868)	(18,082)
Disbursements on financial investments	(1,401)	(2,207)
Cash-in on financial investments	-	-
Net cash from acquisition / disposal of subsidiaries	-	-
Capital increase/reduction	35,580	0
Change in other shareholders' equity	(2,646)	207
<b>NET CASH FLOW FROM FINANCING ACTIVITIES (III)</b>	<b>84,756</b>	<b>18,205</b>
<b>IMPACT OF EXCHANGE RATE VARIATION (IV)</b>	<b>(617)</b>	<b>640</b>
<b>CASH FLOW (I + II + III + IV)</b>	<b>30,125</b>	<b>16,787</b>
Cash: opening	49,012	79,138
Cash: closing	79,138	95,925





## 6. NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

LUMIBIRD is a French corporation [société anonyme] with a Board of Directors, governed by French law. Its registered office is located at 2 rue Paul Sabatier – 22300 LANNION, France. LUMIBIRD shares are listed on Euronext Paris.

LUMIBIRD manufactures lasers for scientific, industrial, and medical applications.

### COVID-19 information

Business in 2021, like in 2020, was marked by an economic climate still complicated by the COVID-19 health crisis, and the consequences of complete and partial lockdowns on the economies of the various countries where the Group operates. Nonetheless, during this period, the Group maintained its activity, its sites remained open and the monitoring of measures to ensure people's safety was constant. The use of teleworking was maintained in each department where this was possible.

### 6.1. Accounting principles and practices

#### 6.1.1. Framework for preparation and presentation of financial statements

The consolidated financial statements were approved by Lumibird's Board of Directors on 17 March 2022, and will be submitted for approval to the next Annual General Meeting.

Information is disclosed only when it is of material importance. Figures are expressed in euros rounded up to the nearest thousand. They are prepared on a historical cost basis, with the possible exception of derivative financial instruments measured at fair value.

Preparing the consolidated financial statements in conformity with IFRS requires that the Financial Management take into account assumptions and estimates which affect the amounts of assets and liabilities that appear in the balance sheet, any assets and liabilities mentioned in the notes, as well as the expenses and income shown in the income statement. These estimates and assumptions are made based on past experience and various other factors. They are thus used as a basis for making the judgment needed to determine the book values of assets and liabilities, which cannot be directly obtained from other sources. These estimates are prepared on a going concern basis and according to the information available at the time of preparation.

Due to uncertainties inherent to all evaluation processes, these estimates and assumptions are continuously re-

examined. It is possible that the future results of the operations concerned may differ from these estimates. The main estimates made by the Group concern, for assets, the recoverable value of intangible assets (Goodwill and development costs, which amounts are indicated in Note 6.3.1.), and for liabilities, the provisions for contingencies and charges (which amounts are indicated in Note 6.3.7.).

Since 1 January 2005, the Group's consolidated financial statements have been prepared in conformity with IFRS, as adopted in the European Union under European Regulation 1606/2002 of 19 July 2002, which authorised IFRS. These guidelines include the international accounting standards (IAS/IFRS), the interpretations of the Standing Interpretations Committee (SIC), and the International Financial Reporting Interpretations Committee (IFRIC), as published by the International Accounting Standards Board (IASB) as at 31 December 2021 and currently applicable.

New standards and interpretations that are not mandatory and cannot be anticipated as of 1 January 2021

The Group has applied the following standards for the first time with effect from 1 January 2021 and applicable from this date, with no impact on its financial statements:

- Amendments to IFRS7, IFRS4, IFRS9 IFRS16 and IAS39 – Interest Rate Benchmark Reform Phase 2: this amendment aims to enable entities to reflect the effects of transitioning from benchmark interest rates to alternative benchmark interest rates without giving rise to accounting impacts that would not provide useful information to users of financial statements.
- Amendment to IFRS 16 – Covid-19-Related Rent concessions beyond 30 June 2021: this amendment allows tenants to take account of Covid-19 rent concessions while providing useful information for investors.

#### 6.1.2. Change in accounting methods

In May 2021, the IFRS Interpretation Committee published a decision modifying the period of service of benefit entitlements, and consequently the period of attribution of pension commitments for defined benefit plans.

The Group's French subsidiaries are affected by this IFRIC IC decision, through their commitment to pay a retirement indemnity. This is considered a change in accounting method. In application of the provisions of IAS 8, the Group has modified its opening balance sheet. The impact of this change on the main aggregates of the financial statements is presented below. This change did not have a material impact on the 2020 income statement, which has therefore not been restated.

LUMIBIRD GROUP – CONSOLIDATED BALANCE SHEET (€'000)	2020 Published	Change in accounting method	2020 Restated
Goodwill	69,214	-	69,214
Intangible fixed assets	39,976	-	39,976
Tangible fixed assets	24,743	-	24,743
Other non-current financial assets	2,047	-	2,047
Non current taxes receivable	5,099	-	5,099
Deffered tax assets	2,173	(131)	2,042
<b>Total non-current assets</b>	<b>143,252</b>	<b>(131)</b>	<b>143,121</b>
Inventories	37,202	-	37,202
Other current financial assets	32,875	-	32,875
Current tax receivables	2,754	-	2,754
Other current non-financial assets	9,148	-	9,148
Cash and equivalents	80,330	-	80,330
<b>Total current assets</b>	<b>162,309</b>	<b>-</b>	<b>162,309</b>
<b>TOTAL ASSETS</b>	<b>305,561</b>	<b>(131)</b>	<b>305,430</b>
<b>SHAREHOLDER'S EQUITY (CEO)</b>	<b>163,749</b>	<b>335</b>	<b>164,085</b>
Non-controlling interests	0	-	0
Long term financial liabilities	71,522	-	71,522
Retirement benefits	3,098	(466)	2,632
Long-term provisions	416	-	416
Other long-term financial liabilities	3,904	-	3,904
Other long-term non-financial liabilities	4,903	-	4,903
Deferred tax liabilities	603	-	603
<b>Total long-term liabilities</b>	<b>84,446</b>	<b>(466)</b>	<b>83,980</b>
Short term financial liabilities	16,789	-	16,789
Provisions	730	-	730
Tax payable	737	-	737
Other current financial liabilities	16,957	-	16,957
Other current non-financial liabilities	22,153	-	22,153
<b>Total current liabilities</b>	<b>57,366</b>	<b>-</b>	<b>57,366</b>
<b>TOTAL LIABILITIES</b>	<b>305,561</b>	<b>(131)</b>	<b>305,430</b>

There have been no other changes in accounting policies since January 1, 2021 compared to those applied for the 2020 financial statements.







### 6.1.3. Major transactions and comparability

No major transactions were carried out in 2021.

On 30 June 2020, the Group completed the acquisition of 100% of the Laser and Ultrasound division of the Australian Ellex Group. Completed on 30 June 2020, this transaction had no impact, in terms of the segment's contribution, on the results for the first half of 2020, whereas the segment made a full contribution in the first half of 2021. If the transaction had taken place on 1 January 2020, the Group would have recorded in the financial statements for the first half of 2020:

- additional revenues of 19.7 millions euros;
- additional operating income of 1.3 million euros.

On 31 July 2020, the Group acquired 100% of the shares of the three companies of the Essmed Group, which specialise in the distribution of high-quality medical devices for ophthalmology. This transaction, which was not of great significance with regard to the Group, was completed for €0.7 million and generated goodwill of €0.2 million.

### 6.1.4. Consolidation method and scope

The consolidation scope of the LUMIBIRD Group includes, in addition to the consolidating parent company LUMIBIRD SA, all of the companies it controls, directly or indirectly, exclusively, jointly, or over which it exercises a considerable influence, and regardless of their legal form. The subsidiaries are consolidated as from the takeover date until the date control is lost. To determine control, any voting rights attached to financial instruments which may, under certain conditions, provide a voting right to LUMIBIRD SA or its subsidiaries, are taken into consideration.

The companies over which the Group directly or indirectly exercises exclusive control are consolidated using the full consolidation method: according to the provisions of IFRS 10, control is determined with regard to the Group's capacity to exercise power over the entities concerned so as to influence the variable returns to which it is exposed or entitled due to its connections thereto. At the time of the initial consolidation of an exclusively controlled company, the assets, liabilities and contingent liabilities of the company acquired are measured at their fair value in conformity with the terms of IFRS. Measurement differences that arise on this occasion are recorded under the assets and liabilities concerned, including for the portion relating to minority shareholders, and not just for the share of the securities acquired. The difference which represents the discrepancy between the acquisition cost and the share of the acquiring party in the net assets measured at their fair value, is recorded under Goodwill.

### 6.1.5. Conversion of financial statements expressed in foreign currency

The LUMIBIRD Group's consolidated financial statements are presented in euro.

The financial statements of the Group's foreign subsidiaries are maintained in their functional currency. The assets and liabilities of companies whose functional currency is not the euro are converted into euro at the closing price.

- The income statement is converted at the average price for the period, to the extent that there are no major fluctuations in prices,

- The cash flow statement is converted to the average rate, with the exception of cash and cash equivalents, which are converted at the closing rate,
- Translation differences between the assets and liabilities at the closing price, and the income statement at the average rate are recorded separately under the line item "Translation differences" under other comprehensive income.

### 6.1.6. Conversion of transactions denominated in foreign currency

The recording and measurement of transactions in foreign currencies are defined by IAS 21 as "the effects of changes in foreign exchange rates."

Transactions denominated in foreign currency are converted at the current exchange rate in effect at the time of the transaction. At year-end, the foreign currency assets and liabilities are converted at the closing exchange rate. The resulting translation differences are recorded under exchange gains or losses under operating income, excluding those entries of a financial nature and those relating to the underlying flows directly recorded under equity.

### 6.1.7. Interest rate hedges

In order to manage its exposure to interest rate risk on its acquisition bank debt, the Group may enter into listed financial instruments on organised or over-the-counter markets, with leading counterparties.

At 31 December 2021, the Group uses a CAP to manage its financing interest rate risk. They limit the risk of an upward variation in the rate of its variable-rate bank debt.

For these cash flow hedging transactions, the Group measures the fair value of the derivative instruments. Their effectiveness is proven if there is an economic relationship between the base transaction and the hedging transaction and if they counterbalance each other, in part or in full.

- Only the effective portion of a hedging relationship qualifies for hedge accounting and is therefore recognised in other comprehensive income items. Ineffectiveness is recognised in the income statement, on the line "cost of gross financial debt". The recognition of the time value of options is recorded in other comprehensive income;
- Gains and losses accumulated in equity related to hedging instruments are recycled to the income statement under "cost of gross debt" as a cost of the hedged transaction when it is exercised.

### 6.1.8. Tangible and intangible fixed assets

#### Goodwill

Goodwill represents the excess purchase price on the share acquired by the Group in the fair value of identifiable net assets, liabilities, and contingent liabilities of the entity at the date of acquisition. Corrections or adjustments may be made to the fair value of the assets and liabilities acquired in the 12 months following the acquisition if new information is obtained concerning an element that existed at the date of acquisition.

In the event that the fair value of identifiable assets, liabilities, and contingent liabilities recorded is higher than the consideration transferred, the difference is immediately recognised under income for the year of the acquisition.

Additional acquisitions of securities from a previously consolidated subsidiary do not result in additional goodwill being recorded, as these transactions are considered to be transactions between shareholders, which must be recorded under equity.

#### Other intangible assets

In conformity with IAS 38 "Intangible assets", only the items which it is probable that the future economic advantages will benefit the Group, and whose cost may be reliably determined, are recorded under intangible assets. They are recorded at their acquisition cost.

When their useful life is defined, intangible assets are amortised over the term of use expected by the Group. This term is determined on a case by case basis according to the nature and characteristics of the items included under this heading.

When their useful life is undefined, intangible assets are not amortised but instead subject to annual systematic impairment tests.

The Group's intangible assets primarily include:

- Development costs (including patents), which are capitalised as soon as are demonstrated:
  - The intention and financial and technical capacity to complete the development project;
  - The probability that the future economic benefits attributable to development expenses will benefit the company;
  - And that the cost of this asset may be reliably evaluated;
  - Research and development costs which do not meet the above criteria are recorded under financial year expenses for the year in which they are incurred. Capitalised developments which meet the criteria prescribed by the accounting guidelines are recorded on the assets side of the balance sheet. They are amortised on a straight-line basis over their estimated useful life, which is generally five years.
- The QUANTEL and Ellex brands, which are not subject to amortisation;
- The intangible value of Defence contracts, amortised over a period of nine years ;
- Software acquired, which is amortised on a straight-line basis over three years.
- Rights of use of leased assets, recognised in accordance with IFRS16.

#### **6.1.9 Tangible assets**

As the LUMIBIRD Group's disposal of its assets is non-recurring, the residual value of a fixed asset at the end of its depreciation period is null (fixed assets thus depreciate for the entirety of their value). The Group has not opted to re-evaluate its property, plant & equipment (preservation of historical cost for all categories of fixed assets, less any depreciation and impairments in value).

The following durations and methods are most commonly used:

Nature	Timeframe	Method
Manufacturing facilities	10 to 30 years	Straight line
Improvements to facilities	10 years	Straight line
Industrial equipment	3 to 10 years	Straight line
Upgrades to industrial equipment	5 years	Straight line
General plant improvements	10 years	Straight line
Transport equipment	5 years	Straight line
Computer hardware	3 to 5 years	Straight line
Office equipment	4 to 7 years	Straight line
Office furnitures	10 years	Straight line

#### Recoverable value of tangible and intangible fixed assets

Tangible and intangible fixed assets must undergo impairment testing in certain circumstances:

- For intangible assets with an indefinite useful life, at least once a year or more frequently if there are signs of impairment;
- For other fixed assets, each time the events, or changes in circumstances indicate that these book values might not be recoverable.

An impairment test consists of comparing the net book value of the asset with its recoverable value, which is the higher value as between its fair value less disposal costs and its value in use.

- Value in use is obtained by adding the discounted values of cash flows expected from use of the asset (or group of assets) and from its ultimate disposal.
- The fair value less disposal costs corresponds to the amount that could be obtained from the sale of the asset (or group of assets), under normal competitive conditions, less the costs directly linked to disposal.

The (tangible and intangible) fixed assets subject to impairment testing are grouped within Cash-Generating Units (CGUs) which correspond to standard groups, whose use generates independent cash flows, namely for LUMIBIRD Group:

- The "Medical" CGU;
- The "Photonics" CGU;

The value in use is determined from discounted cash flow projections covering a period of five years, and with a terminal value. The discounted rate used for these calculations is the weighted average cost of the capital after taxes for each of the Cash-Generating Units. In terms of changes in revenues and terminal values, the assumptions used are reasonable and conform to the available market data for each of the business activities.

The discounted rate and the perpetuity growth rate, on the one hand, and the business growth rate, on the other, are the most sensitive assumptions concerning the evaluation of impairment testing. To conduct impairment testing at the close of 2021, the Group used the following assumptions:

- 10.02% discount rate, compared with 10.61% the previous year;
- 2% perpetuity growth rate (which reflects analysts' projections according to value), stable compared with 2020.

**6.1.10. Government grants**

The grants recorded by the Group are primarily linked to assets. These grants are recorded on the liabilities side of the balance sheet under the heading "other current liabilities." They are booked at the rate of amortisation of the asset they support, under the line item "other income from ordinary activities."

Any operating grants covering expenses for the period are directly recorded in revenue, under the line item "other income from ordinary activities."

**6.1.11. Inventories and work-in-progress**

Inventories are evaluated at their production cost or probable net realisable value if this is lower. The cost price corresponds to the acquisition cost or production cost.

The net realisable value represents the estimated sale price over the normal course of business, less the costs expected to complete the sale.

**6.1.12. Financial instruments**

The Group holds the following financial instruments:

- Financial assets: unconsolidated equity interests, loans and receivables at amortised costs, including accounts receivable as well as the positive fair value of derivative financial instruments.
- Financial liabilities: loans, other financing and bank overdraft facilities, accounts payable, and the fair value of derivative financial instrument liabilities.

The measurement and recording of financial assets and liabilities are defined by IFRS 9 "Financial Instruments." In applying this standard during their initial recording, the financial assets are classified at amortised cost, at fair value through other comprehensive income, or at fair value through profit or loss.

Financial assets and liabilities are presented in the balance sheet under assets or liabilities, or current or non-current liabilities according to whether their maturity dates are less than or greater than one year.

Loans and other financial liabilities are measured at amortised cost, which is calculated using the effective interest rate (EIR). For example, lending fees are deducted from the initial amount of the debt, then reintegrated period after period according to the calculation of the EIR, with consideration of these reintegrations being recorded through profit or loss.

Unconsolidated equity interests are recorded, on options, under financial assets at fair value by "other comprehensive income," which has not been recyclable since 1 January 2018.

Receivables: Receivables are recorded at amortised cost. For their impairment, the Group applies the simplified method proposed by IFRS 9 and recognises the expected losses at maturity of these receivables. These expected losses are measured taking into account any credit insurance that may have been taken out.

**6.1.13. Cash and cash equivalents**

Cash consists of liquid assets in bank current accounts.

Cash equivalents include open-end mutual funds (SICAV) and time deposits, which can be readily transferred or sold (in a period of less than three months) and do not present

any significant risk of impairment in case of a change in interest rate.

**6.1.14. Repurchase of equity instruments**

If the Group repurchases its own equity instruments, the amount of consideration paid, including the directly attributable costs, is recorded under change in equity.

**6.1.15. Share-based payments to personnel**

The Group chose to apply IFRS 2 "Share-based payment" to all of its share option plans, starting with the one that was established on 7 November 2002, in conformity with the provisions of the rule.

As at 31 December 2021, no plan is currently in place.

**6.1.16. Free shares**

In conformity with IFRS 2, an expense must be recorded when free shares are granted, in order to reflect the services rendered by employees or agents. This charge is offset under the line item consolidated reserves. The principle for measuring the expense is as follows:

- Each share is valued at the fair value of the free shares allotted; in other words at the unit stock price on the date the shares are allocated, less any amount reflecting the market conditions and other characteristics such as the lack of dividend or post-acquisition non-transferability clauses. This fair value is set at the allocation date. It is not subject to subsequent re-estimates as a function of the change in stock price.
- The fair value is then multiplied by the number of shares acquired by the beneficiaries, employees, or agents.

When the free share allocation plan includes a condition for ongoing service with the group until the end of the vesting period in order for the award to become final, the charge is then spread over the term of the continued service condition (vesting period).

**6.1.17. Provisions**

The provisions are established in the balance sheet when the Group has a current (legal or implicit) obligation towards a third party and it is probable that an outflow of resources representative of future economic advantages will be necessary to settle the obligation.

A provision is only allotted in the Group's financial statements on the condition that the amount of the outgoing resources that will be necessary to settle the obligation can be reliably measured. Without a reliable estimate and/or once the Group believes it has solid and pertinent arguments to defend the issues in dispute, no provision is recorded. The information is then presented in the section "Management of risks and disputes – disputes and exceptional events" in the notes hereto.

The main provisions established by the Group concern:

- the coverage of customer warranties;
- risks and various disputes;
- employee benefits.

**Losses on completion**

The total costs of contracts, and in particular those still pending, are regularly subject to follow-up and estimates in order to monitor the expected level of margins. If these estimates demonstrate that a contract will be loss-making,

a provision for loss on completion will be recorded for the entire estimated loss.

#### Warranties

The products sold by the Group benefit from a warranty covering any repair expenses for period varying between one and three years. A provision is established when the products concerned are sold, to cover the estimated cost of this warranty.

#### Employee benefits

Employee benefits concern the Group's commitments, for the French subsidiaries, in terms of end-of-career indemnities, and are measured in conformity with revised IAS 19 and include 2021 IFRIC guidelines. As the Group does not outsource its commitments, they are recorded in the financial statements in the form of provisions, which are calculated based on actuarial measurements using the prospective method (projected unit credits method) which notably integrates:

- the statistical elements of the TPF 2005 generational table which allows death probabilities to be determined.
- The average turnover rate by age group, which allows the probabilities of remaining in the Group until retirement age to be determined
- age and seniority of employees
- a coefficient on changes in remuneration and a discounting rate. The rate used for discounting was 0.660% in 2021 compared to 0.575 % in 2020.
- Actuarial differences are recorded under other comprehensive income, in application of IAS 19.

#### **6.1.18. Income from ordinary activities**

In conformity with the provisions under IFRS15, revenue is recognised if there is a contract between the Group and its client. There is a contract if it is probable that the Group will recover the payment to which it is entitled, and if the rights to the goods or services and the terms of payment may be identified, and if the parties to the contract are committed to settling their respective obligations.

#### Contracts with multiple performance obligations:

The Group may sign contracts with multiple elements that could correspond to a combination of different services, and delivery of goods. The revenue is recognised separately for each of the items when they can be identified separately and the client can benefit from this practice.

When a contract contains several performance obligations, the price is allotted to each of them based on its individual sale price.

#### Principal or Agent:

When the Group provides specific supplies or services to clients, which are qualified as distinct, it acts as principal, in particular if it is responsible for these goods or services complying with the client's specifications, or if it assumes a delivery or inventory risk.

#### Recognition of revenue at a given date over time or on an ongoing basis:

The Group records revenue when it has fulfilled (or as it fulfils) a performance obligation by providing the client with a promised good or service.

- For performance obligations that are fulfilled gradually (ongoing revenue), the Group records revenue according

to stage of completion. The stage of completion is determined according to the costs incurred in comparison with the total costs provided for under the contract.

- Moreover, when the Group constructs assets in a series, the revenue is recognised on an ongoing basis according to the costs incurred, when the Group's performance obligation consists of constructing assets that the client controls as they are gradually created, or if said assets have no alternative use other than the one the client will make of them, and the Group has an irrevocable right to payment for the work completed to date under the terms of the contract. If these conditions are not met, the revenue is recognised at a given date.
- For performance obligations fulfilled at a given date, the Group records the revenue when the client takes control of the good or service.

#### **6.1.19. EBITDA**

In its consolidated income statement, the LUMIBIRD Group shows an aggregate – the EBITDA – which is not defined by IFRS but is useful for its investors.

The EBITDA corresponds to the Group's added value, plus subsidies granted to income, less taxes and assimilated payments and personnel expenses. Value added includes production for the financial year (sold, booked to inventories or fixed assets) net of purchases consumed and other external charges.

#### **6.1.20. Deferred tax**

Differences in time which appear in the balance sheet between the consolidated book values and the tax values of the corresponding assets and liabilities result in the calculation of deferred taxes.

In conformity with IAS 12, the Groupe presents deferred taxes in the consolidated balance sheet separately from the other assets and liabilities. Deferred tax assets are recorded in the balance sheet to the extent that it is probable that they will be recovered over the course of subsequent years. Deferred tax assets and liabilities are not discounted.

To assess the Group's capacity to recover these assets, the following elements are particularly taken into account:

- Forecast of future tax results,
- History of tax results from previous years.

Deferred tax assets and liabilities are measured using the liability method, meaning using the tax rate whose application is expected over the current year in which the asset will be realised or the liability settled, based on the tax rates (and tax regulations) which were adopted or quasi-adopted at the closing date, taking into account future rate increases and decreases.

The measurement of deferred tax assets and liabilities reflects the tax consequences that would result from the way in which the company expects, at the closing date, to recover or settle the book value of its assets and liabilities.

#### **6.1.21. Segment information**

The Group distinguishes its medical activity from its industrial and scientific activity. The segment information is presented under Note 6.4.2.





#### 6.1.22. Earnings per share

Basic earnings per share are calculated by dividing the net income from the financial year attributable to bearers of ordinary shares by the average weighted number of ordinary shares outstanding during the financial year.

The average number of shares outstanding is calculated based on the various changes in share capital, restated, where applicable, for Group holding of its own shares, i.e. for financial year 2021, 22,444,096 shares.

To calculate the diluted earnings per share, the net profit attributable to bearers of ordinary shares and the average weighted number of shares outstanding are adjusted for the effects of all ordinary shares subject to dilution. As at 31 December 2021, there were no ordinary shares subject to dilution.

#### 6.1.23. Financial items in the income statement

##### Income from cash and cash equivalents

The line item “income from cash and cash equivalents” primarily includes the result from the disposal of cash equivalents, net of losses in value recorded on cash equivalents carried as assets.

##### Cost of financial debt

The cost of gross financial debt includes interest expenses on loans calculated at the effective interest rate as well as the cost of rate hedging on these same loans, where applicable. The cost of net financial debt corresponds to the cost of the gross financial debt less income from cash and cash equivalents.

##### Other financial expenses and income

Other financial expenses and income corresponds to revenue from financial loans and receivables, to dividends paid from unconsolidated companies, currency result, the accretion of provisions, and impairments of financial assets.



## 6.2. Consolidation scope

### 6.2.1. Parent company

#### LUMIBIRD SA

A French limited liability company (société anonyme) having capital of €22,466,882

2 rue Paul Sabatier – 22300 Lannion, France

### 6.2.2. Consolidated subsidiaries

Company	Registered office	Consolidation method	Closing date	%ownership
Quantel Médical	Cournon d'Auvergne	Full consolidation since 06/10/2017	31/12	100%
Quantel USA	Bozeman (USA)	Full consolidation since 06/10/2017	31/12	100%
Quantel Derma GmbH	Erlangen (Germany)	Full consolidation since 06/10/2017	31/12	100%
Lumibird GmbH	Cologne (Germany)	Full consolidation since 06/10/2017	31/12	100%
Veldys	Lannion (France)	Full consolidation since 01/01/2016	31/12	100%
Keopsys Industries	Lannion (France)	Full consolidation since 01/01/2016	31/12	100%
Sensup	Rennes (France)	Full consolidation since 01/01/2016	31/12	100%
Lumibird Inc	Bozeman (USA)	Full consolidation since 01/01/2016	31/12	100%
Lumibird Japan	Tokyo (Japan)	Full consolidation since 01/04/2017	31/12	100%
Quantel Médical Immo	Cournon d'Auvergne (France)	Full consolidation since 01/12/2017	31/12	100%
Quantel Médical Polska	Varsovie (Poland)	Full consolidation since 01/03/2018	31/12	100%
Lumibird China	Shanghai (China)	Full consolidation since 01/07/2018	31/12	100%
Quantel Technologies	Les Ulis (France)	Full consolidation since 01/07/2018	31/12	100%
Eliase	Les Ulis (France)	Full consolidation since 01/07/2018	31/12	100%
Quantel Medical USA	Dallas (USA)	Full consolidation since 19/04/2019	31/12	100%
Lumibird LTD	Ottawa (Canada)	Full consolidation since 31/01/2019	31/12	100%
Optotek	Ljubljana (Slovenia)	Full consolidation since 01/09/2019	31/12	100%
Halo Photonics	Worcester (UK)	Full consolidation since 31/12/2019	31/12	100%
Lumibird Medical	Cournon d'Auvergne	Full consolidation since 23/12/2019	31/12	100%
Lumibird Medical Australia Pty Ltd	Sydney (Australia)	Full consolidation since 30/06/2020	31/12	100%
Adele Ellex SPV Pty Ltd	Mawson Lakes (Australia)	Full consolidation since 30/06/2020	31/12	100%
Ellex Deutschland GmbH	Berlin (Germany)	Full consolidation since 30/06/2020	31/12	100%
Ellex Japan Corporation	Tokyo (Japan)	Full consolidation since 30/06/2020	31/12	100%
Ellex Medical Pty Limited	Mawson Lakes (Australia)	Full consolidation since 30/06/2020	31/12	100%
Ellex Machine Shop Pty Ltd	Mawson Lakes (Australia)	Full consolidation since 30/06/2020	31/12	100%
Ellex USA Inc	Minneapolis (USA)	Full consolidation since 30/06/2020	31/12	100%
Lumibird Medical Nordics AB	Mölnlycke (Sweden)	Full consolidation since 31/07/2020	31/12	100%
Lumibird Medical Nordics AS	Drammen (Norway)	Full consolidation since 31/07/2020	31/12	100%
Lumibird Medical Nordics OY	Borga (Finland)	Full consolidation since 31/07/2020	31/12	100%
Lumibird Transport	Lannion (France)	Full consolidation since 02/04/2021	31/12	100%
Lumibird Photonics Sweden AB	Mölnlycke (Sweden)	Full consolidation since 15/01/2021	31/12	100%



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### 6.3. Information relating to line items of the balance sheet

#### 6.3.1. Intangible fixed assets

GROSS VALUE	2020	Acquisitions during the year	Disposals during the year	Change in consolidation scope	Other movements	2021
Goodwill	69,214	0	0	-	1,049	70,263
Total Goodwill	69,214	0	-	-	1,049	70,263
Development costs	62,760	10,686	114	-	1,249	74,809
Brand	5,329	0	0	-	64	5,393
Defence contracts	1,750	0	0	-	-	1,750
Other intangible assets	8,338	526	(17)	-	95	8,942
Total intangible fixed assets	78,177	11,212	97	-	1,408	90,894
Rights of use (IFRS16)	7,578	4,730	(821)	131	46	11,665
Total rights of use	7,578	4,730	(821)	131	46	11,665
<b>TOTAL GROSS VALUE INTANG. ASSET</b>	<b>154,969</b>	<b>15,942</b>	<b>(724)</b>	<b>131</b>	<b>2,503</b>	<b>172,822</b>

AMORTISATION OR IMPAIRMENT	2020	Acquisitions during the year	Disposals during the year	Change in consolidation scope	Other movements	2021
Total Goodwill	-	-	-	-	-	-
Development costs	(39,925)	(5,576)	(51)	-	(851)	(46,404)
Brand	-	(0)	-	-	(0)	(0)
Defence contracts	(629)	(194)	-	-	-	(824)
Other intangible assets	(2,254)	(489)	17	-	(3)	(2,729)
Total intangible fixed assets	(42,809)	(6,260)	(33)	-	(854)	(49,956)
Rights of use (IFRS16)	(2,970)	(2,574)	311	(104)	56	(5,281)
Total rights of use	(2,970)	(2,574)	311	(104)	56	(5,281)
<b>TOTAL GROSS VALUE INTANG. ASSET</b>	<b>(45,779)</b>	<b>(8,833)</b>	<b>277</b>	<b>(104)</b>	<b>(798)</b>	<b>(55,237)</b>

NET VALUE	2020	Acquisitions during the year	Disposals during the year	Change in consolidation scope	Other movements	2021
Goodwill	69,214	-	-	-	1,049	70,263
Total Goodwill	69,214	-	-	-	1,049	70,263
Development costs	22,834	5,109	63	-	398	28,405
Brand	5,329	(0)	-	-	64	5,393
Defence contracts	1,121	(194)	-	-	-	926
Other intangible assets	6,084	37	(0)	-	93	6,214
Total intangible fixed assets	35,368	4,952	63	-	554	40,938
Rights of use (IFRS16)	4,608	2,157	(510)	27	102	6,383
Total rights of use	4,608	2,157	(510)	27	102	6,383
<b>TOTAL GROSS VALUE INTANG. ASSET</b>	<b>109,190</b>	<b>7,109</b>	<b>(447)</b>	<b>27</b>	<b>1,705</b>	<b>117,585</b>

The other entries correspond mainly to translation differences on fixed assets held in foreign currencies.

#### Development costs

Development costs correspond to development costs capitalised by the Group. For the 2021 financial year, the acquisition of development costs includes those incurred during the financial year and capitalised, for €10,686 thousand, net of grants received on those projects.

#### Brands

The "brands" item mainly includes the Quantel Médical brand (valued as part of the allocation of the acquisition price of the QUANTEL Group) for 1.8 million euros and the Ellex brand (valued as part of the allocation of the acquisition price of the Ellex Laser and Ultrasound division) for 3.5 million euros.

### Goodwill

The change in the amount of goodwill on the balance sheet is due to the exchange rate effect on the value of the goodwill created at the time of the Ellex acquisition as well as the Halo-Photonics acquisition.

When there is no sign of impairment, impairment tests are conducted once a year, on 31 December. The impairment test performed in 2021 (according to the specific terms of these notes, under the accounting principles and methods – recoverable value of tangible and intangible fixed assets) allowed it to be concluded that there was no impairment to be recorded. The sensitivity tests applied to the various CGUs consisted of varying the discount rate and the perpetuity growth rate by 1% tranche and the cash flows by 10% tranche. A summary of the value of the CGUs and tests performed is presented below:

(€'000)	CGU value in use	CGU book value	Change in CGU value in use if:		
			Discount rate rises by 1%	Perpetuity growth rate declines by 1%	Cash flow decreases by 10%
Photonics CGU	233,513	97,270	(30,296)	(21,527)	(25,137)
Medical CGU	200,184	82,398	(23,965)	(16,950)	(20,018)

It is moreover noted that the sensitivity analysis did not reveal a probable scenario according to which the recoverable value of the CGUs would become less than their net book value.

### 6.3.2. Tangible fixed assets

GROSS VALUE	2020	Acquisitions during the year	Disposals during the year	Change in consolidation scope	Other movements	2021
Land	1,549	-	(183)	-	2,429	3,795
Buildings	13,886	457	(2,416)	0	(2,325)	9,602
Technical facilities, equipment and tools	18,214	1,733	(1,210)	(0)	541	19,278
Other tangible fixed assets	9,001	5,537	(240)	-	(186)	14,112
Assets under construction	23	491	-	-	(16)	499
<b>TOTAL GROSS VALUE TANGIBLE ASSETS</b>	<b>42,674</b>	<b>8,218</b>	<b>(4,049)</b>	<b>(0)</b>	<b>444</b>	<b>47,286</b>

AMORTISATION OR IMPAIRMENT	2020	Acquisitions during the year	Disposals during the year	Change in consolidation scope	Other movements	2021
Land	-	-	-	-	-	-
Buildings	(2,144)	(487)	869	0	(6)	(1,768)
Technical facilities, equipment and tools	(12,211)	(1,856)	1,016	(0)	(51)	(13,102)
Other tangible fixed assets	(3,576)	(858)	199	-	(16)	(4,250)
Assets under construction	-	-	-	-	(0)	-
<b>TOTAL GROSS VALUE TANGIBLE ASSETS</b>	<b>(17,931)</b>	<b>(3,200)</b>	<b>2,083</b>	<b>(0)</b>	<b>(73)</b>	<b>(19,121)</b>

NET VALUE	2020	Acquisitions during the year	Disposals during the year	Change in consolidation scope	Other movements	2021
Land	1,549	-	(183)	-	2,429	3,795
Buildings	11,742	(30)	(1,547)	0	(2,331)	7,834
Technical facilities, equipment and tools	6,002	(122)	(194)	(0)	491	6,176
Other tangible fixed assets	5,426	4,679	(41)	-	(202)	9,862
Assets under construction	23	491	-	-	(16)	499
<b>TOTAL GROSS VALUE TANGIBLE ASSETS</b>	<b>24,743</b>	<b>5,018</b>	<b>(1,966)</b>	<b>(0)</b>	<b>371</b>	<b>28,166</b>



### 6.3.3. Financial instruments

	2020			2021		
	Non-current	Current	Total	Non-current	Current	Total
Financial assets at fair value through OCI	0	-	0	7,500	-	7,500
Other non-current financial assets	2,047	-	2,047	2,856	-	2,856
Other current financial assets		32,875	32,875	-	30,778	30,778
<b>Other financial assets</b>	<b>2,047</b>	<b>32,875</b>	<b>34,922</b>	<b>10,356</b>	<b>30,778</b>	<b>41,133</b>
<b>Cash and cash equivalent</b>	<b>-</b>	<b>80,330</b>	<b>80,330</b>	<b>-</b>	<b>97,128</b>	<b>97,128</b>
Financial debt	71,522	16,789	88,312	97,860	14,172	112,032
Other financial liabilities	3,904	16,957	20,861	1,071	19,093	20,164
<b>FINANCIAL LIABILITIES</b>	<b>75,427</b>	<b>33,746</b>	<b>109,173</b>	<b>98,931</b>	<b>33,266</b>	<b>132,196</b>

#### 6.3.3.1. Financial assets at fair value through OCI

Financial assets at fair value through other comprehensive income concern, as at 31 December 2021:

- Unconsolidated shares of MEDSURGE (a company in which the Group holds a less than 10% stake), whose fair value is null
- Unconsolidated shares of Cilas, acquired by Lumibird on 23 July 2021 for 7.5 million euros and representing 37% of the company's capital (the Group does not exercise significant influence over this company).

	2020	Acquisitions	Disposals during the year	Other movements	2021
Medsurge shares	-	-	-	-	-
CILAS shares	-	7,500	-	-	7,500
<b>UNCONSOLIDATED SHARES</b>	<b>-</b>	<b>7,500</b>	<b>-</b>	<b>-</b>	<b>7,500</b>

#### 6.3.3.2. Other financial assets

	2020			2021		
	Non-current	Current	Total	Non-current	Current	Total
Deposits and guarantees	1,668	-	1,668	2,418	-	2,418
Loans	379	-	379	417	-	417
Other financial assets	(0)	-	(0)	21	-	21
Trade receivables	-	32,467	32,467	-	30,486	30,486
Advances and deposit paid on orders	-	409	409	-	291	291
Receivables on fixed assets	-	-	-	-	-	-
<b>OTHER FINANCIAL ASSETS</b>	<b>2,047</b>	<b>32,875</b>	<b>34,922</b>	<b>2,856</b>	<b>30,778</b>	<b>33,633</b>

Other non-current financial assets mainly concern deposits and guarantees and, to a lesser extent, the 1% construction loans paid for the construction effort of LUMIBIRD and Quantel Technologies. Deposits and guarantees correspond primarily to the cash collateral deposited within the framework of a loan with BPI (€1,675,000), and to a lesser extent, the security deposits on the Ulis building totalling €170,000. The increase in the items is linked to the setting up of 2 additional tranches of the BPI loan.

Other current financial assets mainly concern trade receivables, the change in which is attributable to the optimisation of trade receivables and the change in activity during the year.

The breakdown of other financial assets, excluding cash, according to gross and net value, is presented below:

	2020			2021		
	Gross	Impairment	Net	Gross	Impairment	Net
Financial loans and receivables	2,996	(949)	2,047	12,388	(2,032)	10,356
Operating receivables	33,101	(226)	32,875	31,265	(488)	30,778
<b>OTHER FINANCIAL ASSETS</b>	<b>36,097</b>	<b>(1,175)</b>	<b>34,922</b>	<b>43,653</b>	<b>(2,519)</b>	<b>41,133</b>

### 6.3.3.3. Cash and cash equivalents

The Group's cash and cash equivalents includes the following items:

	2020	2021
Marketable securities	63	65
Bank accounts	80,267	97,063
Cash and cash equivalents in the statement of financial position	80,330	97,128
Short-term bank borrowings	(1,192)	(1 203)
<b>CASH AND CASH EQUIVALENTS IN THE CASH FLOW STATEMENT</b>	<b>79,138</b>	<b>95,925</b>

### 6.3.3.4. Financial liabilities

#### 6.3.3.4.1. Financial debt

	2020			2021		
	Non-current	Current	Total	Non-current	Current	Total
Debts from credit institutions	50,083	11,464	61,547	52,980	10,080	63,061
Bonds	17,065	(74)	16,991	39,510	(0)	39,510
Financial lease and lease debt	3,876	1,735	5,611	4,757	2,428	7,184
Aid/ Repayable advance	480	311	791	613	272	884
Tax credits financing	-	2,027	2,027	-	-	-
Other loans and financial debts	18	135	153	(0)	190	190
Short-term bank borrowings and overdrafts	-	1,192	1,192	-	1,203	1,203
<b>TOTAL FINANCIAL DEBT</b>	<b>71,522</b>	<b>16,789</b>	<b>88,312</b>	<b>97,860</b>	<b>14,172</b>	<b>112,032</b>

#### Tax credit financing

Research tax credits from 2014 to 2016 and the 2014 to 2017 CICE from LUMIBIRD and Quantel Medical were disposed of in guarantee of an annually renewable advance, in the amount of €2,182 thousand. They were fully paid out during the year.

Change in financial debt over the fiscal year:

	2020	Acquisitions during the year	Disposals during the year	Change in scope	Other movements	2021
Debts from credit institutions	61,547	15,730	(12,926)	-	(1,290)	63,061
Bonds	16,991	22,417	102	-	-	39,510
Financial lease and lease debt	5,611	4,911	(3,481)	35	108	7,184
Aid/ Repayable advance	791	140	(264)	-	217	884
Tax credits financing	2,027	-	(2,027)	-	0	(0)
Other loans and financial debts (D&C)	153	54	(0)	-	(17)	190
<b>Total (excluding bank overdrafts)</b>	<b>87,119</b>	<b>43,252</b>	<b>(18,595)</b>	<b>35</b>	<b>(983)</b>	<b>110,829</b>
Short-term bank borrowings and overdrafts	1,192	11	-	-	-	1,203
<b>TOTAL FINANCIAL DEBT</b>	<b>88,312</b>	<b>43,263</b>	<b>(18,595)</b>	<b>35</b>	<b>(983)</b>	<b>112,032</b>

The increases for the financial year are primarily composed of the following:

- +€22.5 million: drawdown on the acquisition bond debt (at drawdown maturity).
- +€10 million: establishment of two lines of credit from BPI
- + €4.0 million: implementation of a financing line backed by a dedicated asset.
- + €1.7 million: residual drawdown on property debt to finance improvements to the Cournon d'Auvergne building.
- + €4.9 million: new leases (including renewals).

The acquisition debt is subject to two ratios, tested annually on 31 December; non-compliance shall result in the debt becoming due:

- A leverage ratio (ratio of consolidated net debt to consolidated EBITDA) which must not exceed a gradually decreasing maximum, which ranges from 3.50 (upper limit) as at 31 December 2020 to 2.75 (lower limit) as at 31 December 2026;
- A coverage ratio (ratio of consolidated cash flow on servicing the debt) which must be greater than 1 throughout the term of the loan.

As at 31 December 2021, the Group was in compliance with all of its financial ratios





Financial debts break down as follows:

	2021	Less than 1 year	From 1 to 5 years	More than 5 years
Debts from credit institutions	63,061	10,080	35,495	17,485
Bonds	39,510	(0)	-	39,510
Financial lease and lease debt	7,184	2,428	4,011	746
Aid/ Repayable advance	884	272	613	-
Tax credits financing	(0)	(0)	-	-
Other loans and financial debts (D&C)	190	190	(0)	(0)
<b>Total (excluding bank overdrafts)</b>	<b>110,829</b>	<b>12,969</b>	<b>40,118</b>	<b>57,742</b>
Short-term bank borrowings and overdrafts	1,203	1,203	-	-
<b>TOTAL FINANCIAL DEBT</b>	<b>112,032</b>	<b>14,172</b>	<b>40,118</b>	<b>57,742</b>

As concerns leases, the minimum future payments total, as at 31 December 2021, €7,497 thousand and break down as follows, by maturity date:

Lease minimum future payments	2021	Less than 1 year	From 1 to 5 years	More than 5 years
Other intangible assets	6,908	2,460	3,652	796
Other intangible assets	555	259	296	-
Other tangible assets	34	16	18	-
<b>TOTAL MINIMUM FUTURE PAYMENTS</b>	<b>7,497</b>	<b>2,735</b>	<b>3,966</b>	<b>796</b>

#### 6.3.3.4.2. Other financial liabilities

	2020			2021		
	Non-Current	Current	Total	Non-Current	Current	Total
Trade payables	-	11,952	11,952	-	13,185	13,185
Customer prepayments	-	1,585	1,585	-	2,630	2,630
Liabilities on fixed assets	3,904	3,420	7,325	1,071	3,278	4,349
<b>OTHER FINANCIAL LIABILITIES</b>	<b>3,904</b>	<b>16,957</b>	<b>20,861</b>	<b>1,071</b>	<b>19,093</b>	<b>20,164</b>

Change in other financial liabilities mainly concerns trade payables. Its increase is explained by the evolution of the business at the end of the year 2021.

#### 6.3.4. Other non-financial assets and liabilities

##### 6.3.4.1. Other non-financial assets

Other non-financial assets	2020			2021		
	Non-Current	Current	Total	Non-Current	Current	Total
Research tax credit	5,099	2,284	7,383	7,617	105	7,722
Tax Credit for Competitiveness and Employment	-	338	338	-	-	-
Other tax receivables	-	132	132	-	84	84
<b>Total tax receivables</b>	<b>5,099</b>	<b>2,754</b>	<b>7,854</b>	<b>7,617</b>	<b>189</b>	<b>7,806</b>
Social security receivables	-	108	108	-	176	176
Tax receivables	-	4,987	4,987	-	4,853	4,853
Other receivables	-	4,053	4,053	-	3,900	3,900
Other assets	-	9,148	9,148	-	8,929	8,929
<b>TOTAL OTHER NON-FINANCIAL ASSETS</b>	<b>5,099</b>	<b>11,903</b>	<b>17,002</b>	<b>7,617</b>	<b>9,118</b>	<b>16,735</b>

#### 6.3.4.2. Other non-financial liabilities

Other non-financial liabilities	2020			2021		
	Non-Current	Current	Total	Non-Current	Current	Total
Income tax	-	737	737	-	883	883
Tax liabilities	-	737	737	-	883	883
Social liabilities	425	9,359	9,784	404	11,349	11,753
Tax liabilities (excluding income tax)	-	4,368	4,368	-	3,877	3,877
Subsidies (including research tax credit spread out)	3,299	953	4,252	3,789	1,017	4,807
Prepaid income on contracts	1,179	4,636	5,816	1,216	3,002	4,218
Other current liabilities	-	2,837	2,837	-	3,286	3,286
Other liabilities	4,903	22,154	27,057	5,409	22,532	27,941
<b>TOTAL OTHER NON-FINANCIAL LIABILITIES</b>	<b>4,903</b>	<b>22,891</b>	<b>27,794</b>	<b>5,409</b>	<b>23,415</b>	<b>28,824</b>

The research tax credit recorded, for the portion corresponding to the development projects booked under assets as development expenses, is recorded under "grants to be spread" under the liabilities section of the balance sheet, and returned to profit or loss at the amortisation rate for the underlying asset.

Prepaid income on contracts concern contracts for which revenue is recognised on an ongoing basis, to which the Group applies the percentage of completion method.

#### 6.3.5. Inventories and work-in-progress

	2020			2021		
	Gross	Impairmt	Net	Gross	Impairmt	Net
Raw material and consumables	14,515	(2,793)	11,723	20,379	(3,503)	16,875
WIP	14,620	(2,461)	12,159	14,887	(515)	14,372
Finished goods	7,674	(1,171)	6,503	8,772	(1,106)	7,667
Parts	7,814	(996)	6,818	8,216	(1,282)	6,934
<b>TOTAL INVENTORIES</b>	<b>44,623</b>	<b>(7,420)</b>	<b>37,202</b>	<b>52,254</b>	<b>(6,406)</b>	<b>45,848</b>

#### 6.3.6. Shareholders' equity

##### Capital structure

Number of shares	
Number of shares as of 01/01/2021	22,466,882
Capital increase	-
Number of shares as of 31/12/2021	22,466,882

As at 31 December 2021, these 22,466,882 shares of €1 each are fully paid-up, and represent a capital of €22,466,882. They are held at this date by:

	Nb of shares	% of capital	Nb voting rights <sup>(1)</sup>	% voting rights <sup>(2)</sup>
ESIRA <sup>(3)</sup>	11,667,290	51,93%	17,777,747	62,12%
Group executives	4,209	0,02%	8,418	0,03%
Treasury shares	260,536	1,16%	NA	NA
7 Industries Holding B.V. <sup>(4)</sup>	1,706,649	7,60%	1,706,649	5,96%
Amira Gestion <sup>(5)</sup>	1,048,188	4,67%	1,048,188	3,66%
Other incl. public	7,780,010	34,63%	8,079,388	28,23%
<b>TOTAL</b>	<b>22,466,882</b>	<b>100%</b>	<b>28,620,390</b>	<b>100%</b>

(1) Voting rights able to be exercised at the General Shareholder's Meeting.

(2) The percentages of voting rights presented in this table are calculated without taking into account the Company's treasury shares, which are not entitled to voting rights in accordance with Article L.22-210 of the French commercial code, representing a total number of actual voting rights of 28,620,390 at 31 december 2021

(3) ESIRA is a French-law simplified joint-stock company (société par actions simplifiée) held in majority by Mr Marc Le Flohic, CEO of the Company.

(4) 7Industries Holding B.V. is a company controlled by Ms Ruthi Wertheimer.

(5) Asset management company acting on behalf of funds which it manages.



### Free shares

During its meeting on 1 April 2019, the Board of Directors decided to issue 182,000 bonus shares to 39 employees from the Company and certain related companies. The vesting date for the bonus shares was set for 1 April 2022, i.e., a three-year vesting period, provided that:

- the beneficiaries were continuously and uninterruptedly employed throughout the vesting period and that at the end of said period, they held a valid employment contract within the Company or a related company pursuant to Article L.225-197-2 of the Commercial Code; and
- the performance conditions set by the Board of Directors were met.

As at 31 December 2021, out of the 182,000 bonus shares that were formally allotted to beneficiaries, 166,000 are still outstanding; 16,000 shares have lapsed due to beneficiary departures.

Furthermore, note that during its 31 March 2020 session, the Board of Directors decided to adopt a new bonus share plan benefiting two of the Group's employees, containing terms identical to those of the plan decided on by the Board of Directors on 1 April 2019, with the exception of the vesting period, which was set at two years, i.e., maturing on 1 April

2022. As at 31 December, of the 6,000 bonus shares allotted to these beneficiaries, 6,000 are still outstanding.

Finally, at its meeting of September 21, 2021, the Board of Directors decided to adopt a new allocation plan for several categories of Group employees, representing a total of 84 employees and 291,000 shares. The final vesting date for the bonus shares was set at the date of closing of the 2023 financial statements, i.e. a vesting period of 2 years and 5 months, provided that :

- the beneficiary has been continuously and uninterruptedly, during the vesting period, and is, at the end of the vesting period, the holder of a valid employment contract with the Company or an affiliated company within the meaning of article L.225-197-2 of the French Commercial Code; and
- the performance conditions set by the Board of Directors are met.

As of December 31, 2021, taking into account beneficiaries who have already left the Group, those who have refused the plan and those who have not yet formally accepted it, 228,000 of the 291,000 bonus shares offered are considered to be in force.

The value of the three allocation plans was determined as follows

Free shares plan	Plan dated 01/04/2019	Plan dated 31/03/2020	Plan dated 21/09/2021
Total number of free shares originally allocated	182,000	6,000	291,000
Board meeting date for allocation decision	01/04/2019	31/03/2020	21/09/2021
End of the vesting period	01/04/2022	01/04/2022	Closing 2023
Stock price at the date of allocation (B)	15,30	7,81	17,00
Corporate social contribution (« Forfait social ») (C)	20%	20%	20%
Plan value at the end of the vesting period (A*B* (1+C))	3,047,760	56,232	4,651,200
Number of free shares cancelled/refused	16,000	-	30,000
Number of free shares pending	-	-	33,000
Number of shares remaining at the vesting date	166,000	6,000	261,000
Remaining free shares at 31/12/2021 (A)	166,000	6,000	228,000

### 6.3.7. Provisions

	2020	Increase	Used reversal	Unused reversal	Change in scope	Other movements	2021
Non-current employee benefits <sup>(1)</sup>	2,632	251	(1)	-	-	232	3,113
N-C provisions for litigation	-	-	-	-	-	-	-
N-C provisions for warranties given to customers NC	382	-	(51)	-	-	(331)	-
Other non-current provisions	34	(0)	0	-	-	-	34
<b>Non-current provisions</b>	<b>3,048</b>	<b>251</b>	<b>(52)</b>	<b>-</b>	<b>-</b>	<b>(100)</b>	<b>3,147</b>
Current employee benefits	15	-	-	-	-	33	48
Current provisions for litigation	110	-	(98)	(12)	-	-	-
Current provisions for warranties given to customers	531	106	(51)	-	-	347	932
Other current provisions	75	278	-	(75)	-	-	278
<b>Current provisions</b>	<b>730</b>	<b>384</b>	<b>(149)</b>	<b>(87)</b>	<b>-</b>	<b>380</b>	<b>1,258</b>
<b>TOTAL PROVISIONS</b>	<b>3,778</b>	<b>635</b>	<b>(201)</b>	<b>(87)</b>	<b>-</b>	<b>280</b>	<b>4,406</b>

(1) The opening balance sheet amounts have been restated for the impact of the change in accounting method for employee benefits (see note 6.1.2).

#### Employee benefits – End-of-career indemnities

The provisions for employee benefits mainly concern the French companies.

Employee benefits	2020 restated	2021
Employee benefits France	2,481	2,978
Employee benefits outside of France	166	183
<b>TOTAL EMPLOYEE BENEFITS</b>	<b>2,646</b>	<b>3,161</b>

The employee benefits for the Group's French employees are end-of-career indemnities. The Group's commitment has evolved as follows:

Commitment	2021
Commitment restated at the beginning of the year	2,481
Interest received during the year	14
Costs of services rendered during the year	234
Benefits paid during the year	(15)
Actuarial differences	264
Scope integration	-
Other (including translation difference)	-
<b>COMMITMENT AT THE END OF THE YEAR</b>	<b>2,978</b>

For companies outside France, post-employment benefits concern Optotek for €183,000.

#### Disputes and exceptional events

There is no governmental, judicial, or arbitration proceeding, of which the Company is aware that is pending or with which it has been threatened, that could have or has had over the last twelve months significant effects on the financial or profitability situation of the Company and/or Group, and which would not be reflected in these financial statements.

#### **6.3.8. Deferred tax**

The breakdown and variation in deferred taxes by nature is presented below:

	2020 restated	Change on income	Change/ OCI	Translation differences	Change in scope	Other changes	2021
Capitalised losses – deferred tax	5,499	(1,379)	-	127	-	(0)	4,247
Temporary differences – deferred tax	628	1,058	-	54	-	(0)	1,740
<b>Capitalised losses and temporary differences</b>	<b>6,127</b>	<b>(322)</b>	<b>-</b>	<b>181</b>	<b>-</b>	<b>(0)</b>	<b>5,987</b>
Retirement benefits	694	97	-	0	0	(0)	791
Elimination of internal provisions	(395)	253	-	0	(0)	0	(142)
Capitalisation of development costs	(5,724)	(1,326)	-	(79)	-	-	(7,129)
Cost-based contracts	(217)	(281)	-	(4)	-	(44)	(546)
QUANTEL Brand	(450)	-	-	-	-	-	(450)
Leases	69	72	-	3	(0)	(39)	106
Margin on inventories	108	203	-	1	-	(9)	303
Other	1,227	(57)	-	(12)	4	76	1,240
<b>NET TOTAL DEFERRED TAX</b>	<b>1,440</b>	<b>(1,360)</b>	<b>-</b>	<b>91</b>	<b>4</b>	<b>(15)</b>	<b>159</b>
Deferred tax assets	2,042	-	-	-	-	-	1,028
Deferred tax liabilities	603	-	-	-	-	-	869

**6.3.9. Off-balance sheet commitments***6.3.9.1. Off-balance sheet commitments resulting from current operations*

Off-balance sheet commitments resulting from current operations	2020	2021
Transferred receivables not due	-	-
Guarantees given on contracts	-	66
- Pledging of intangible and tangible assets	-	-
- Pledging of securities	-	-
Actual surety	-	-
<b>TOTAL</b>	-	<b>66</b>

*6.3.9.2. Off-balance sheet commitments given or received related to debt*

Off-balance sheet commitments given or received related to debt	2020	2021
Trade receivables transferred	-	-
Guarantees and letters of intent	900	900
- Collaterals and pledges on tangible and intangible assets	7,936	8,869
- Collaterals and pledges on securities	140,000	144,000
- Privilege to money lenders	5,729	3,783
Actual surety	153,665	156,652
<b>TOTAL</b>	<b>154,565</b>	<b>157,552</b>

All of the guarantees mentioned above cover the debts carried in the balance sheet.

The amount indicated above as security corresponds to the total amount of the commitment given at the time of entering into the underlying loans. The remaining capital due for loans covered by these commitments totals, as at 31 December 2021, €63,860 thousand.

The security was provided by LUMIBIRD SA to Banque Populaire du Massif Central to cover all short-term lines of financing of Quantel Medical, for a maximum amount of €900 thousand.

Furthermore, within the framework of the operation to structure its acquisition debt, the company received a commitment from its banking pool to (i) finance in the amount of an additional €41.3 million (confirmed budget) external growth transactions for authorised targets, under the conditions described in point 6.3.3.4.1 of this document and to (ii) finance in the amount of an additional €41.3 million, subject to the consent of a credit committee (budget not confirmed) external growth operations for eligible targets, under the same financial conditions as those of the confirmed budget;

**6.4. Notes on the income statement****6.4.1. Income from ordinary activities**

Income from ordinary activities breaks down as follows:

Income from ordinary activities	2020	2021
Sales in France	24 645	23 692
Sales outside France	102 084	138 777
Other revenues from ordinary activities	2 776	3 918
<b>TOTAL</b>	<b>129 505</b>	<b>166 386</b>
<i>Of which revenues recognised on an on-going basis <sup>(1)</sup></i>	<i>14 271</i>	<i>10 352</i>

*(1) in conformity with the principles presented in point 6.1.17 of the notes to the consolidated financial statements*

The distribution of sales outside of France by recipient country is presented below:

Distribution by recipient country	2020	% sales outside France	2021	% sales outside France
USA	24,256	24%	30,332	22%
China	9,822	10%	14,297	10%
Germany	7,243	7%	7,007	5%
Switzerland	3,419	3%	5,251	4%
Other	57,344	56%	81,889	59%
<b>TOTAL</b>	<b>102,084</b>	<b>100%</b>	<b>138,777</b>	<b>100%</b>



#### 6.4.2. Segment information

The Group distinguishes its Medical activity from its Photonics (formerly Laser) activity, as specified in Note 6.1.8. For the 2021 fiscal year, the segment data was as follows:

Segment information Activity:	2020			2021		
	Photonics	Medical	Global	Photonics	Medical	Global
Revenues	68,844	57,886	126,729	76,363	86,105	162,468
EBITDA	14,302	9,357	23,659	16,131	16,513	32,643
Net amortisation	(6,426)	(2,955)	(9,382)	(7,510)	(4,524)	(12,033)
Current operating income	8,042	6,098	14,140	8,665	11,111	19,777
NET INCOME AFTER INCOME FROM DISCONTINUED OPERATIONS	1,686	3,953	5,638	6,694	7,165	13,858

The Photonics division manufactures a portion of the medical lasers. A portion of the medical margin is thus found within the Photonics division.

#### 6.4.3. Development costs

Direct expenditure incurred on development projects, whether self-financed, subsidised or eligible for the Research tax credit, amounts to €16,4 million. The capitalised portion amounts to €11 million and the portion retained as expenses amounts to €5,4 million.

The capitalised developments, deducted from the corresponding expenses, break down as follows:

Capitalised development costs by type of expenses	2020	2021
Purchases	1081	890
Labor	5 275	9 145
Other	691	1 026
<b>TOTAL</b>	<b>7 048</b>	<b>11 060</b>
Subsidies	(626)	(374)
<b>TOTAL</b>	<b>6 421</b>	<b>10 686</b>

#### 6.4.4. Personnel

The personnel expenses line item breaks down as follows:

Breakdown of personnel expenses	2020	2021
Salaries and payroll taxes	37,824	51,544
Employee profit-sharing	404	717
Post-employment benefits expenses	-	-
Share-based payments paid in equity instruments	1,030	1,334
<b>TOTAL</b>	<b>39,257</b>	<b>53,594</b>

The €1,334,000 charge relating to share-based payments paid in equity instruments reflects the deferral of the cost of the free share plan decided on by the Board of Directors meetings of 1 April 2019, 31 March 2020 and 21 September 2021.

In France, an equity participation agreement between Lumibird and Quantel Medical was negotiated in 2020 with the representative bodies of the French companies of the Group.

It provides for the distribution of each company's shareholding among all the employees of the Group's French companies, half on an equal basis and half in proportion to salaries.

The Group's headcount was as follows:

Workforce	2020	2021
Europe	538	602
USA	130	143
Asia	33	34
Australia	138	135
<b>TOTAL</b>	<b>839</b>	<b>914</b>



#### 6.4.5. Composition of the current operating income

Composition of the current operating income	2020	2021
EBITDA	23,658	32,643
Intangible assets depreciation <sup>(1)</sup>	(6,997)	(8,833)
Tangible assets depreciation	(2,385)	(3,200)
Depreciation reversal	-	-
Net depreciation	(9,382)	(12,033)
Operating provisions	(1,304)	(2,283)
Operating provisions reversal	494	574
Net provisions	(810)	(1,709)
Other operating income <sup>(2)</sup>	776	1,052
Other operating expenses <sup>(3)</sup>	(104)	(176)
Other operating income/expenses	673	876
<b>CURRENT OPERATING INCOME</b>	<b>14,139</b>	<b>19,777</b>

<sup>(1)</sup> Amortisation of rights of use, due to their intangible nature, are recognised as intangible assets.

<sup>(2)</sup> Other operating income corresponds to the share returned to profit or loss, for the fiscal year, of grants recorded in advance on the liabilities side of the balance sheet. They are returned to profit or loss at the amortisation rate of the underlying assets that benefited from the grants concerned.

<sup>(3)</sup> Other operating expenses concern losses on bad debts (covered by reversal of previously recorded provisions) as well as other operating expenses, which entries are covered by the corresponding reversal of provisions for risks and charges.

Breakdown of net allocations to provisions, by type, is presented below:

Breakdown of net allocations to provisions, by type	2020	2021
Provisions on inventories	(653)	(1,478)
Provisions on other current assets	(29)	(185)
Provisions for employee benefits	(179)	(236)
Provisions for risks and expenses	(444)	(384)
Operating provisions	(1,304)	(2,283)
Provision reversal on inventories	147	262
Provision reversal on other current assets	85	25
Provision reversal for employee benefits	0	-
Provision reversal for risks and expenses	262	288
Operating provision reversal	494	574
<b>NET ALLOCATIONS TO PROVISIONS</b>	<b>(810)</b>	<b>(1,709)</b>

#### 6.4.6. Breakdown of operating income

Operating income	2020	2021
Current operating income	14,139	19,777
Income on assets disposals	(176)	(10)
Acquisition costs for business combinations	(1,383)	(527)
Other non-current operating income/expenses	(3,975)	(110)
Impairment of goodwill	57	-
<b>OPERATING INCOME</b>	<b>8,662</b>	<b>19,130</b>

The line item "Acquisition costs for business combinations" records all direct costs incurred by LUMIBIRD for its external growth transactions. Over the 2020 fiscal year, they primarily concerned the ELLEX transaction. In fiscal year 2021, they are related to the "SAAB rangefinder business in Sweden" and Cilas.

During the first half of 2020, the Group has been victim of a payment fraud in its new subsidiary Halo-Photonics (UK). After taking into account the costs already incurred as well as the sums already recovered, the impact of the fraud on the Group's operating result amounted to 4 million Euro in 2020.

#### 6.4.7. Financial income

Financial income	2020	2021
Income from cash and cash equivalents	23	(5)
Cost of gross financial debt	(1,388)	(2,261)
Other financial income and expenses	(107)	739
<b>FINANCIAL INCOME</b>	<b>(1,471)</b>	<b>(1,527)</b>

Other financial income and expenses break down as follows:

Other financial income and expenses	2020	2021
Foreign exchange translation differences	134	924
Net allocations to financial provisions for employee benefits	(26)	(14)
Other net allocations to financial provisions	(2)	1
Capital gain/losses on disposal of financial assets	0	0
Other financial income and expenses	(214)	(173)
<b>OTHER FINANCIAL INCOME AND EXPENSES</b>	<b>(107)</b>	<b>739</b>

#### 6.4.8. Tax

Tax	2020	2021
Tax due	(702)	(2,316)
Deferred tax	(852)	(1,429)
<b>TOTAL TAX EXPENSES</b>	<b>(1,554)</b>	<b>(3,745)</b>

The reconciliation between the Group's theoretical tax charge and the tax charge actually recorded is explained as follows:

Tax proof	2021
Income before tax	17,603
Tax rate of consolidating entity	26,50%
Theoretical tax at the consolidating entity tax rate	(4,665)
<i>Impact on theoretical tax of:</i>	-
Rate change over the period	32
Rate differences for subsidiaries	(68)
Unrecorded tax / tax assets	(166)
Previous years tax losses unused	333
Tax / other permanent differences	789
<b>ACTUAL TAX EXPENSES</b>	<b>(3,745)</b>
Effective tax rate	21,27%

Within the context of the tax consolidation group for which LUMIBIRD is the parent, and which combines all of the French companies directly or indirectly held by more than 95% by LUMIBIRD, as at 1 January 2021, there was a €287,000 tax savings.

The gradual drop in the income tax rate in France from 33.33% to 25% (excluding social contribution on profits) as voted by the 2018 Finance Act had no impact on the Group's result at the end of 2021, as the Group considers, through its tax planning, that it will be able to recover its losses by 2022.

The main losses of the LUMIBIRD Group as at 31 December 2021 are presented herewith:

	2021	Of which used	Of which unused
Tax consolidation losses	7,698	7,698	0
Tax loss France	2,118	2,118	-
Tax loss Europe (excl. France)	4,051	7	4,044
Tax loss America	7,684	6,228	1,456
Tax loss Asia	3,450	430	3,020
Tax loss Other	-	(0)	0
<b>TOTAL</b>	<b>25,000</b>	<b>16,481</b>	<b>8,519</b>

For the record, the main losses of the LUMIBIRD Group as at 31 December 2020 were as follows:

	2020	Of which used	Of which unused
Tax consolidation losses	11,106	11,106	0
Tax loss France	2,153	2,153	-
Tax loss Europe (excl. France)	4,351	(0)	4,351
Tax loss America	7,513	7,243	270
Tax loss Asia	3,953	595	3,358
Tax loss Other	226	226	-
<b>TOTAL</b>	<b>29,301</b>	<b>21,322</b>	<b>7,979</b>





## 6.5. Management of financial risks

### 6.5.1. Exposure to foreign exchange risk

The foreign exchange risk to which the Group is exposed comes from:

- the conversion of the contributions from foreign subsidiaries outside the eurozone to its balance sheet and income statement;
- purchase and sale transactions carried out in non-eurozone currencies: The bulk of Group sales are made in the currency of the country of manufacture, i.e. euros in France and dollars in the USA.

As the risk was considered to be minimal, the Group did not establish specific foreign-exchange hedging.

The foreign exchange gain for 2021 recorded under operating income (for the portion concerning commercial transactions)

and under financial results (for the portion concerning financial transactions) breaks down as follows:

	2021
Foreign exchange gain Europe	672
Foreign exchange gain USA	(3)
Foreign exchange gain Asia	252
Foreign exchange gain other	3
<b>TOTAL</b>	<b>924</b>

### 6.5.2. Exposure to interest rate risk

The bank loans taken out by the Group are at fixed rate and the Group is not exposed to interest rate risk. The consolidated average cost of the net financial debt amounted to 2,55%, compared to 1.82% as at 31 December 2020.

### 6.5.3. Exposure to liquidity risk

The liquidity risk corresponds to the risk that the Group might experience difficulties in honouring its debts when they reach maturity.

As at 31 December 2021, residual contractual maturity dates on financial liabilities were analysed as follows:

	Book value	Contractual flow	Less than 1 year	From 1 to 5 years	More than 5 years
Debts from credit institutions	63,061	66,923	11,133	37,669	18,121
Bonds	39,510	47,871	1,320	5,282	41,269
Financial lease and lease debt	7,184	7,497	2,735	3,966	796
Aid/ repayable advances	884	884	272	613	-
Tax credits financing	-	-	-	-	-
Other borrowings and financial debts	190	190	190	(0)	(0)
Short-term bank borrowings and overdrafts	1,203	1,203	1,203	-	-
<b>Total financial debt</b>	<b>112,032</b>	<b>124,568</b>	<b>16,852</b>	<b>47,530</b>	<b>60,186</b>
Tax liability (income tax)	883	883	883	-	-
Other liabilities (trade, tax and social debts)	48,105	48,105	41,625	6,480	-
<b>Total other financial liabilities</b>	<b>161,021</b>	<b>173,557</b>	<b>59,361</b>	<b>54,010</b>	<b>60,186</b>

Receivables and payables occurred under normal conditions, without any delay or significant delay.

The Company conducted a specific review of its liquidity risk and considers itself to be able to face its upcoming maturities.

If the development of the activities of the Group's companies were to require significant liquidities which the Group could not face with its available cash and bank overdraft facilities, it could become necessary to call on additional sources of financing (lines of credit, bond issues, capital increases, etc.), to the extent that the measurement or increased use of its cash and cash equivalents to finance its investments could leave the Group without sufficient available assets to finance its operations.

### 6.5.4. Exposure to counterparty risk

The counterparty risk corresponds to the loss that the Group could experience in the event that its counterparties default on their contractual obligations. As concerns the Group, this relates to the amortised loans and receivables of an operational nature. The aged balance of operational loans and receivables at amortised cost is presented as follows:

Exposure to counterparty risk	Book value	Not due	Due 0-4 mths	Due +4 mths
Trade receivables	30,486	27,103	3,170	213
Advances and prepayments	291	291	-	-
<b>TOTAL LOANS AND RECEIVABLE AT AMORTISED COST</b>	<b>30,778</b>	<b>27,394</b>	<b>3,170</b>	<b>213</b>

## 6.6. Dividends

Over the course of fiscal year 2021, the Group did not distribute any dividends.

## 6.7. Transactions with related parties

The related parties with whom the Group could maintain relations are:

- The Group's unconsolidated subsidiaries and the associated companies: the LUMIBIRD Group does not maintain any significant relationship with its unconsolidated subsidiaries and has no affiliate companies within its scope;
- Members of the Board of Directors and the officers whose remuneration is presented opposite.

## 6.8. Executive compensation

The compensation allotted in 2021 by LUMIBIRD SA (or its subsidiaries) for the fiscal year to its executives are distributed as follows:

- Non-corporate officer directors: €68,000
- Corporate officer directors: €863,000
- Employee officers who are not corporate officers (members of the executive committee): €874,000

For the compensation of non-executive directors, account has been taken of the gross compensation paid in 2021 to the persons in charge of the functions represented on the Management Committee.

## 6.9. Post balance-sheet events

We have not learned of any event occurring after the closing of the accounts that would be likely to have a material impact on the assets, financial position, or operating income of the Group.

To the Company's knowledge, there is no dispute, arbitration, or exceptional event following the year-end closing of accounts that is likely to have or that had in the recent past a material impact on the financial position, result, activity, or assets of the Group's Company.

The Lumibird Group is little affected by the geopolitical tensions in Ukraine and Russia, whether in terms of its sales (less than 2% of the Group's revenues), its purchases (supplies secured for the year 2022) or its customer risk.

## 6.10. Statutory auditor fees

Audit	2020		2021	
	KPMG	DELOITTE	KPMG	MAZARS
<i>Statutory auditing, certification, review of individual and consolidated accounts</i>				
-LUMIBIRD SA	140	139	148	140
-Fully-consolidated subsidiaries	92		109	
<i>Other audits and services linked directly to statutory auditing assignment</i>				
-LUMIBIRD SA	160	8	-	11
-Fully-consolidated subsidiaries	6	-	-	-
Sub-total	398	147	257	151
<b>Other services provided by networks to fully-consolidated subsidiaries</b>				
-Legal, tax, social	-	-	-	-
-Other (to be specified if >10% of audit fees)	-	-	-	-
Sub-total	-	-	-	-
<b>TOTAL</b>	<b>398</b>	<b>147</b>	<b>257</b>	<b>151</b>





## Section 5

# STATUTORY AUDITORS' REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2021



*This is a translation into English of the statutory auditors' report on the financial statements of the Company issued in French and it is provided solely for the convenience of English-speaking users.*

*This statutory auditors' report includes information required by European regulations and French law, such as information about the appointment of the statutory auditors or verification of the management report and other documents provided to shareholders.*

*This report should be read in conjunction with, and construed in accordance with, French law and professional auditing standards applicable in France*

*To the shareholders of Lumibird S.A.,*

### Opinion

In compliance with the engagement entrusted to us by your Annual General Meeting, we have audited the accompanying consolidated financial statements of Lumibird S.A. for the year ended 31 December 2021.

In our opinion, the consolidated financial statements give a true and fair view of the assets and liabilities and of the financial position of the Group as at 31 December 2021 and of the results of its operations for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

The audit opinion expressed above is consistent with our report to the Board of Directors performing the functions assigned to the specialised committee referred to in Article L.823-19 of the French Commercial Code (Code de commerce).

### Basis for Opinion

#### Audit Framework

We conducted our audit in accordance with professional standards applicable in France. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the Statutory Auditors' Responsibilities for the Audit of the Consolidated Financial Statements section of our report.

### Independence

We conducted our audit engagement in compliance with independence requirements of the French Commercial Code and the French Code of Ethics (Code de déontologie) for statutory auditors for the period from 1 January 2020 to the date of our report, and specifically we did not provide any

prohibited non-audit services referred to in Article 5(1) of Regulation (EU) No 537/2014.

In addition, the services other than the certification of the financial statements that we provided during the financial year to your company and to the entities that it controls and which are not mentioned in the management report or the notes to the annual accounts relate to the mission of the independent third-party body relating to the consolidated declaration of extra-financial performance provided for in Article L.225-102-1 of the French Commercial Code.

### Observation

Without qualifying the opinion expressed above, we draw your attention to the following point set out in note 6.1.2 of the notes to the consolidated financial statements concerning the change of method relating to retirement commitments following the decision of the IFRS Interpretation Committee (IFRS IC).

### Justification of Assessments – Key Audit Matters

Due to the global crisis related to the Covid-19 pandemic, the financial statements of this period have been prepared and audited under specific conditions. Indeed, this crisis and the exceptional measures taken in the context of the state of health emergency have had numerous consequences for companies, particularly on their operations and their financing, and have led to greater uncertainties on their future prospects. Those measures, such as travel restrictions and remote working, have also had an impact on the companies' internal organisation and the performance of the audits.

It is in this complex and evolving context that, in accordance with the requirements of Articles L.823-9 and R.823-7 of the French Commercial Code relating to the justification of our assessments, we inform you of the key audit matters relating to risks of material misstatement that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period, as well as how we addressed those risks.

These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on specific items of the consolidated financial statements.

### Measurement of goodwill

*(notes 6.1.8 and 6.3.1 to the consolidated financial statements)*

### Risk identified

Recognised goodwill amounted to €70.3 million, with a risk of impairment of the related assets due to internal or



external factors, including a decline in performance, changes in the economic environment, and unfavourable market conditions. The Group tests the assets for impairment in accordance with the methods described in Note 6.1.8 to the consolidated financial statements. Management performs the impairment tests based on the 5-year business plan and terminal value. Future cash flows were discounted at a rate of 10.02% and the perpetuity growth rate used was 2%.

Determining the recoverable amount of these assets as well as any impairment losses is a key audit matter, given the high degree of estimates and judgment required by management regarding business activity growth assumptions, the long-term growth and discount rates used and sensitivity to the assumptions.

#### **Audit procedures carried out**

With regard to goodwill, we assessed:

- The completeness of the items comprising the carrying amount of each group of CGU to which the goodwill belongs and the consistency of the method used to determine this amount with the calculation of cash flow projections for value in use;
- The reasonableness of cash flow projections compared with the economic and financial context in which the groups of CGUs operate and the consistency of forecasts with actual performance;
- The consistency and reasonableness of the applicable discount rate and perpetuity growth rate used for projected flows as assessed by our appraisal specialists;
- Management's analysis of the sensitivity of value in use to changes in the main underlying assumptions.

#### **Recognition of revenue according to stage of completion** (note 6.1.18 to the consolidated financial statements)

##### **Risk identified**

Group revenue amounted to €162.5 million at 31 December 2021, with contracts in which revenue is recognised according to the stage of completion accounting for €10.4 million.

The Group recognises profit/loss from these contracts as per the method described in Note 6.1.18 in accordance with the applicable standard when it has fulfilled (or as it fulfils) its performance obligation by providing the customer with the promised good or service.

For contracts in which the Group recognises revenue according to the stage of completion, revenue is recognised separately for each identified performance obligation when control of the goods or services is transferred to the customer. Recognised revenue depends on the estimated total transaction price and its allocation to the various components of the contract.

Total contract costs, including remaining costs, are regularly reviewed and estimated in order to determine the stage of completion and profit margin. If the estimates show that a contract will be loss-making, a provision for losses at completion will be recognised for the full amount of the estimated loss.

We considered the recognition of revenue and associated costs for contracts in which revenue is recognised according to the stage of completion to be a key audit matter as the identification of performance obligations and allocation of

the transaction price to each performance obligation require the use of estimates and judgment by Management.

Moreover, when revenue is recognised on the basis of incurred costs, the stage of completion is measured based on operating assumptions and estimates which have a direct impact on the level of revenue and profit margin recognised in the consolidated financial statements.

#### **Audit procedures carried out**

Our work consisted in:

- Analysing the allocation of the transaction price to each performance obligation;
- Reconciling the financial data (revenue, invoicing, costs and work in progress) in the contract monitoring reports prepared by the Management Controller with the accounting records and contractual data;
- Conducting interviews with the Defence business director to evaluate remaining costs and the estimated stage of completion of the contract on which revenue recognition is based;
- Checking the relevance of estimates performed against the information provided by the Management Controller by comparing forecast data with actual performance;
- Performing a critical review of the data and assumptions used to determine estimated margin at completion and of provisions for losses at completion.

We also assessed the appropriateness of the disclosures provided in Note 6.1.18 to the consolidated financial statements.

#### **Recognition of capitalised development costs**

(Notes 6.1.8 and 6.3.1 to the consolidated financial statements)

##### **Risk identified**

A net amount of €28.4 million is recognised in the consolidated statement of financial position for capitalised development costs.

As indicated in Note 6.1.8 to the consolidated financial statements, development costs are capitalised as an intangible asset based on costs incurred if all of the following criteria are met:

- The Group has the intention and adequate technical and financial resources to complete the development project;
- The Group can demonstrate that the development will generate future economic benefits;
- The expenditure attributable to the development can be measured reliably.

Capitalised developments are then amortised on a straight-line basis over the estimated useful life of the related assets.

Management is required to exercise judgment when estimating gross carrying amounts to determine the appropriate timing for capitalising development costs and the fulfilment of the abovementioned criteria (particularly with regard to the technical aspects and assumptions used to demonstrate future economic benefits) and when determining the related assets' useful lives.

Given the materiality of the development costs recognised in the consolidated statement of financial position, the technical complexity and sensitivity to changes of the





assumptions used by management when deciding to capitalise them and when determining the related assets' useful lives, we considered the recognition of intangible assets resulting from development projects to be a key audit matter.

#### **Audit procedures carried out**

Our audit work primarily consisted in:

- Ensuring that the development projects relating to capitalised development costs meet the criteria for capitalisation under the applicable standard and that the expenditure attributable to the development projects is appropriately measured;
- Cross-checking future expected economic benefits against current orders or orders expected in the near future;
- Assessing the reasonableness of estimated useful lives for development costs recognised as intangible assets by management.

We also assessed the appropriateness of the disclosures presented in Notes 6.1.8 and 6.3.1 to the consolidated financial statements.

#### **Specific verifications**

We have also performed, in accordance with professional standards applicable in France, the specific verifications required by laws and regulations of the Group's information given in the management report of the Board of Directors.

We have no matters to report as to its fair presentation and its consistency with the consolidated financial statements.

We attest that the consolidated non-financial statement required by Article L.225-102-1 of the French Commercial Code, is included in the Group's management report, it being specified that, in accordance with the provisions of Article L. 823-10 of this Code, we have verified neither the fair presentation nor the consistency with the consolidated financial statements of the information contained therein and this information must be reported by an independent third party.

#### **Report on Other Legal and Regulatory Requirements**

##### ***Format of presentation of the consolidated financial statements intended to be included in the annual financial report***

In accordance with the professional practice standard on the due diligence of statutory auditors in relation to the annual and consolidated financial statements presented in accordance with the European single electronic format, we have also verified compliance with this format defined by the European Delegated Regulation No. 2019/815 of 17 December 2018 in the presentation of the consolidated financial statements intended for inclusion in the annual financial report referred to in I of Article L.451-1-2 of the French Monetary and Financial Code, which have been drawn up under the responsibility of the Chief Executive Officer. As these are consolidated financial statements, our work includes verifying that the tagging of these financial statements complies with the format defined by the aforementioned regulation.

Based on our work, we conclude that the presentation of the consolidated financial statements for inclusion in the annual financial report complies, in all material respects, with the European single electronic format.

It is not our responsibility to verify that the consolidated financial statements that will be included by your company in the annual financial report filed with the AMF correspond to those on which we have performed our work.

#### **Appointment of the Statutory Auditors**

We were appointed as statutory auditors of Lumibird S.A. by the annual general meetings held on 17 May 2018 for KPMG and on 4 May 2021 for Mazars.

As at 31 December 2021, KPMG was in the 4th year and Mazars in the 1st year of total uninterrupted engagement.

#### **Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless it is expected to liquidate the Company or to cease operations.

The Board of Directors performing the functions assigned to the specialised committee referred to in Article L.823-19 of the French Commercial Code is responsible for monitoring the financial reporting process and the effectiveness of internal control and risks management systems and where applicable, its internal audit, regarding the accounting and financial reporting procedures.

The consolidated financial statements were approved by the Board of Directors.

#### **Statutory Auditors' Responsibilities for the Audit of the Consolidated Financial Statements**

##### ***Objectives and audit approach***

Our role is to issue a report on the consolidated financial statements. Our objective is to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with professional standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As specified in Article L.823-10-1 of the French Commercial Code, our statutory audit does not include assurance on the viability of the Company or the quality of management of the affairs of the Company.

As part of an audit conducted in accordance with professional standards applicable in France, the statutory auditor

exercises professional judgment throughout the audit and furthermore:

- Identifies and assesses the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, designs and performs audit procedures responsive to those risks, and obtains audit evidence considered to be sufficient and appropriate to provide a basis for his opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control;
- Obtains an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control;
- Evaluates the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management in the consolidated financial statements;
- Assesses the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. This assessment is based on the audit evidence obtained up to the date of his audit report. However, future events or conditions may cause the Company to cease to continue as a going concern. If the statutory auditor concludes that a material uncertainty exists, there is a requirement to draw attention in the audit report to the related disclosures in the consolidated financial statements or, if such disclosures are not provided or inadequate, to modify the opinion expressed therein;
- Evaluates the overall presentation of the consolidated financial statements and assesses whether these statements represent the underlying transactions and events in a manner that achieves fair presentation;
- Obtains sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. The statutory auditor is responsible for the direction, supervision and performance of the audit of the consolidated financial statements and for the opinion expressed on these consolidated financial statements.

Our report to the Board of Directors performing the functions assigned to the specialised committee referred to in Article L.823-19 of the French Commercial Code includes the risks of material misstatement that, in our professional judgment, were of most significance in the audit of the consolidated financial statements of the current period and which are therefore the key audit matters, that we are required to describe in this audit report.

We also provide the Board of Directors performing the functions assigned to the specialised committee referred to in Article L.823-19 of the French Commercial Code with the declaration provided for in Article 6 of Regulation (EU) N° 537/2014, confirming our independence within the meaning of the rules applicable in France such as they are set out in particular by Articles L.822-10 to L.822-14 of the French Commercial Code and in the French Code of Ethics for statutory auditors. Where appropriate, we discuss with the Board of Directors the risks that may reasonably be thought to bear on our independence, and the related safeguards.

Rennes, 30 March 2022

**The Statutory Auditors**

**KPMG S.A.**

Vincent Broyé  
Partner

**Mazars**

Ludovic Sevestre  
Partner

*Report to the Board of Directors performing the functions assigned to the specialised committee referred to in Article L.823-19 of the French Commercial Code*

We submit a report to the Board of Directors performing the functions assigned to the specialised committee referred to in Article L.823-19 of the French Commercial Code which includes in particular a description of the scope of the audit and the audit program implemented, as well as the results of our audit. We also report, if any, significant deficiencies in internal control regarding the accounting and financial reporting procedures that we have identified.







# HISTORICAL FINANCIAL INFORMATION

## 1. CONSOLIDATED FINANCIAL STATEMENTS

### 1.1. Consolidated financial statements of LUMIBIRD for the year 2019

This information is presented in chapter 3 – section 5, pages 109 to 134 of the 2019 LUMIBIRD Universal Registration Document which was filed with the French Financial Markets Authority on 22 April 2020 under the reference number D.20-0335.

### 1.2. Consolidated financial statements of LUMIBIRD for the year 2020

This information is presented in chapter 4 – section 5, pages 128 to 132 of the 2020 LUMIBIRD Universal Registration Document which was filed with the French Financial Markets Authority on 2 April 2021 under the reference number D.21-0252.

## 2. MANAGEMENT REPORTS

### 2.1. Management report of LUMIBIRD for the financial year 2019

This information is presented in chapter 1 – section 3, pages 52 to 84 of the 2019 LUMIBIRD Universal Registration Document which was filed with the French Financial Markets Authority on 22 April 2020 under the reference number D.20-0335.

### 2.2. Management report of LUMIBIRD for the financial year 2020

This information is presented in chapter 4 – section 1, pages 72 to 101 of the 2020 LUMIBIRD Universal Registration Document which was filed with the French Financial Markets Authority on 2 April 2021 under the reference number D.21-0252.

## 3. STATUTORY AUDITORS' REPORTS

### 3.1. Statutory auditors' reports on the consolidated financial statement for 2019

This information is presented in chapter 3 – section 6, pages 135 to 138 of the 2019 LUMIBIRD Universal Registration Document which was filed with the French Financial Markets

Authority on 22 April 2020 under the reference number D.20-0335.

### 3.2. Statutory auditors' reports on the consolidated financial statement for 2020

This information is presented in chapter 4 – section 6, pages 153 to 157 of the 2020 LUMIBIRD Universal Registration Document which was filed with the French Financial Markets Authority on 2 April 2021 under the reference number D.21-0252.

### 3.3. Statutory Auditors' report on the annual financial statements for 2019

This information is presented in chapter 3 – section 4, pages 105 to 108 of the 2019 LUMIBIRD Universal Registration Document which was filed with the French Financial Markets Authority on 22 April 2020 under the reference number D.20-0335.

### 3.4. Statutory Auditors' report on the annual financial statements for 2020

This information is presented in chapter 4 – section 4, pages 124 to 127 of the 2020 LUMIBIRD Universal Registration Document which was filed with the French Financial Markets Authority on 2 April 2021 under the reference number D.21-0252.

## 4. STATUTORY AUDITORS' SPECIAL REPORTS

### 4.1. Statutory Auditors' special report on regulated agreements and commitments for 2019

This information is presented in chapter 3 – section 7, page 139 of the 2019 LUMIBIRD Universal Registration Document which was filed with the French Financial Markets Authority on 22 April 2020 under the reference number D.20-0335.

### 4.2. Statutory Auditors' special report on regulated agreements and commitments for 2020

This information is presented in chapter 2 – section 2, page 56 of the 2020 LUMIBIRD Universal Registration Document which was filed with the French Financial Markets Authority on 2 April 2021 under the reference number D.21-0252.





## CHAPTER 5

# EXTRA-FINANCIAL INFORMATION



# EXTRA-FINANCIAL PERFORMANCE STATEMENT

## 1. DECLARATION OF EXTRA-FINANCIAL PERFORMANCE

This Declaration of Extra-Financial Performance, prepared for the 2021 fiscal year, in application of Order No. 2017-1180 relating to the publication of non-financial reporting transposing European Directive 2014/95/EU, presents how the LUMIBIRD Group approaches the social, environmental, and societal challenges arising from its business model.

Unless indicated otherwise, the majority of the data presented hereafter concern the Group's consolidated scope. When its scope is reduced, in rare exceptional cases resulting from various constraints or obligations, this is systematically indicated so that readers can assess the relevance of the information with full knowledge of the facts involved. Nevertheless, in these circumstances, to avoid any misleading comparisons with the previous year's data, the Group has endeavored, where possible, to provide additional information for an equivalent scope.

The structuring work launched since acquiring the Optotek and Ellex activities continued moving forward in 2021, with the ongoing strategy to standardise the ESG performance policy and the adoption of new ambitions for the Corporate Social Responsibility (CSR) strategy, covering the entire Group.

During the last 12 months, the risks and stakes involved with the business model were reassessed by the Executive Leadership Team, fundamentally confirming the type of threats still facing the Group. Nevertheless, certain adjustments were made to the levels of criticality in order to factor in recent developments in the ecosystem, leading to an updated version of the risk map. In a second phase, the Group continued rolling out relevant key performance indicators and policies in relation to the main risks identified.

In 2021, the arrangements to combat the pandemic that appeared in the first quarter of 2020 were renewed in order to ensure the safety of the Group's employees and partners, and, more generally, to ensure the continuity of its activity. While the departments directly involved in managing this crisis were once again called on to go above and beyond their standard missions, the Group was able to successfully generate a second wave of momentum for its CSR policy. This was illustrated by the appointment of a CSR Director in June, followed by the definitive adoption of a new roadmap in November for 2022-2024, then, in December, the development of a CSR Charter, the setting up of an executive steering committee and the creation of a dedicated dashboard.

Alongside this, a full review was carried out of all the policies and procedures governing the Group to operate effectively in terms of governance, ethics, human resources, finance,

information system protection, procurement, sales and marketing. This led to an ambitious action plan looking to once again update all of the documents concerned. It is expected to be completed in December 2022.

### 1.1 Business model

#### 1.1.1 General overview

The objective of the Lumibird Group is to enable the democratisation of lasers by offering innovative and competitive laser solutions to as many people as possible.

Strengthened by its 50 years of experience, and the mastering of the three most cutting edge laser technologies (solid lasers, laser diodes, and fibre laser), the LUMIBIRD Group designs, manufactures, and distributes high-performing lasers for scientific use (laboratories, research, universities), industrial use (space, defence, lidar sensor), and medical use (ophthalmology). It is also positioned in sensor technology, representing the 4th technological revolution in the field of photonics.

The Group's headcount at 31 December 2021 was 914, for a reported sales of 162.5 million euros in published data. As a midsized groupe, Lumibird is very active in terms of external growth, it is nimbler than a large, diversified group and more powerful than a single-application technology company. A high-tech company with an international scale, in 2021 the Group made 15% of its sales in France (down 25% vs 2020), 24% in other European countries (+5% vs 2020), 24% in the Canada, United States, and Latin America zone (down 1% vs 2020), 25% in the Asia-Pacific (+7% vs 2020) and 13% in the rest of the world (+22% vs 2020 including a doubling of its turnover in Israel).

The Group's ambition, reaffirmed in its 2020-2023 roadmap, is to position itself as a leader - both technologically and commercially - in the Photonics and Medical sectors based on:

- A strengthened position in the ophthalmology market (diagnostics and treatment) through a stronger global presence;
- A strengthening of its strategy as an original equipment manufacturer (OEM) for other players in the medical sector;
- A strengthened position in the Lidar market to keep up with development of autonomous vehicles, wind power, and 3D scanning;
- A strengthened position in the space sector and in the defence sector, to keep up with the development of that sector in Europe and North America.  
To do so, it is relying on its innovation and commercial production capacity:
- Innovation, to design increasingly high-performing products that are adapted to the constraints of the end users, in particular concerning miniaturisation;



- Commercial production, to adjust capacity to the strong demand of markets, at increasingly competitive costs. The stages of production of a laser are still currently primarily manual, although the processes and production lines established by LUMIBIRD fall within this culture of commercial production and "lean manufacturing"
- This capacity for innovation remains a major source of added value for the Group, which still dominates it, through the patents it files, its control over product assembly (no use of outsourcing) and over the manufacture of critical components.

Insofar as it does not have sufficient resources to simultaneously renew all of the products of its various ranges, the Group is concentrating its investments on products whose commercial success is most likely, and for which it has or will have the appropriate technical expertise.

Its operating and legal areas are implementing this strategic direction, with:

- The rollout of 2 divisions, Medical on the one hand and Photonics & LIDAR on the other, representing

respectively, 53% and 47% of the 2021 sales, connected to the legal entities led by a common management team, which implements the Group's strategy;

- Its production plants are located:
  - For the Photonics division & LIDAR in France (Lannion, Les Ulis, Le Barp, Cesson-Sévigné), in the United States (Bozeman) and in the UK (Worcester);
  - For the Medical division in France (Cournon-d'Auvergne), in Slovenia (Ljubljana) and in Australia (Adelaide);

Its sales subsidiaries are located in France (LUMIBIRD SA, Quantel Medical), in Europe (Poland, Sweden, Finland, Norway, Germany), in China, in Japan, in the United States, in Canada, in Australia. In regions where the Group does not have a commercial establishment, it has 210 distributors of which 95% are part of the Medical Division's activities.

The business model thus described may be outlined as follows:

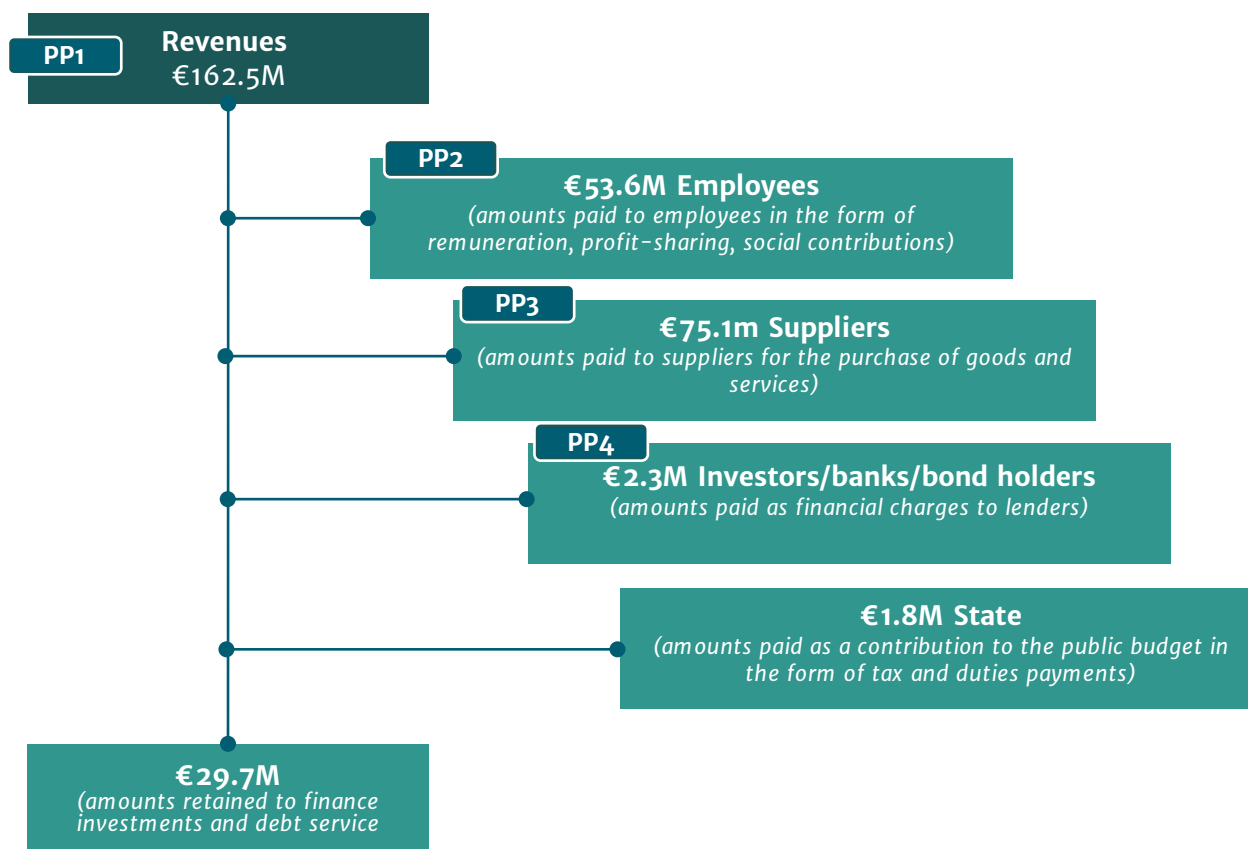
Our resources	Our business / our strategy	Our added value
<b>Propose innovative laser solutions</b>		
<b>Human</b> <ul style="list-style-type: none"> <li>914 employees in 13 countries (headcount as at 31 December 2021)</li> </ul>	Capitalising on the skills and know-how within the Group	<b>A loyal team committed to strong values</b> <ul style="list-style-type: none"> <li>8,9% growth in headcount on a like-for-like basis</li> <li>8% departure rate of people working under open-ended contracts [CDI]</li> </ul>
<b>Intellectual</b> <ul style="list-style-type: none"> <li>Ten R&amp;D sites</li> <li>170 R&amp;D employees</li> </ul>	Designing products in line with target market expectations	<b>Intellectual property</b> <ul style="list-style-type: none"> <li>€16,4 million in development expenses, 68% of which have been activated</li> </ul>
<b>Industrial</b> <ul style="list-style-type: none"> <li>Nine production plans</li> <li>479 production employees</li> </ul>	Manufacturing products in line with target market expectations	<b>Increased financial stability</b> <ul style="list-style-type: none"> <li>EBITDA : €32.6 million (+38,0%)</li> <li>COI : €19.8 million (+39,9%)</li> </ul>
<b>Commercial</b> <ul style="list-style-type: none"> <li>15 sales subsidiaries</li> <li>122 employees</li> </ul>	Selling products in line with target market expectations	<b>A growing business</b> <ul style="list-style-type: none"> <li>Revenues : €162.5 million (+28,3%)</li> </ul>
<b>Financial</b> <ul style="list-style-type: none"> <li>Gross cash: €97.1 million</li> <li>Financial debt: €112 million</li> <li>acquisition debts able to be drawn: €82.5 million</li> </ul>	Supporting the activity and investment required to develop our organic growth. Having resources available to ensure our external growth.	<b>Ressources in accordance with our mixed growth strategy</b> <ul style="list-style-type: none"> <li>€32.3m of investment by 2021</li> </ul>
<b>Ethics: CSR commitments</b> <ul style="list-style-type: none"> <li>Code of Conduct (to be released in 2022)</li> <li>Purchasing Policy</li> </ul>	Selling, distributing and installing our laser solutions while offering an after-sales service that ensures the sustainability of the products. Making use of subcontracting and purchasing critical materials, components and services by establishing sustainable partnerships with our suppliers.	<b>Limited environmental footprint</b> <ul style="list-style-type: none"> <li>GHG Issuance: 1825 T<sub>eq</sub>CO<sub>2</sub></li> <li>Controlled energy consumption: 6 892 MWh (70% electricity)</li> </ul> <b>A shared added value</b> <ul style="list-style-type: none"> <li>Purchases of goods and services: €75.1 million</li> </ul>



The sustainability of the model relies on the soundness of the interactions that the Group is able to build with its stakeholders. This solidity relies on properly identifying the latter and having a good understanding of each party's expectations. The work conducted in 2020 and updated in 2021 allowed the following mapping to be established:

MAIN STAKEHOLDERS	EXPECTATIONS/METHODS OF ACTION
<b>Clients (PP1)</b>	<p><u>Expectations:</u></p> <ul style="list-style-type: none"> <li>Compliance with regulations</li> <li>Compliance with technical features of the product/Studies</li> <li>Contribution of innovative and sustainable technical solutions (management of obsolescence)</li> <li>Compliance with confidentiality of results</li> <li>Good quality/price ratio</li> <li>Consideration of an eco-citizen and eco-responsible process</li> </ul> <p><u>Method of influence:</u></p> <ul style="list-style-type: none"> <li>Indexing of the Group as providers (audit, commitment to responsible purchasing)</li> <li>Non-renewal of agreements/contracts</li> <li>Non-payment of invoices</li> </ul>
<b>Employees (PP2)</b>	<p><u>Expectations:</u></p> <ul style="list-style-type: none"> <li>Attractiveness of positions (career development, interest of engagement, values)</li> <li>Equity, equality</li> <li>Consideration of well-being, health, and work safety</li> <li>Consideration of an eco-citizen and eco-responsible process</li> </ul> <p><u>Method of influence:</u></p> <ul style="list-style-type: none"> <li>Turnover</li> <li>Employer-employee dialogue</li> <li>Reputation on social networks</li> </ul>
<b>Suppliers and Providers (PP3)</b>	<p><u>Expectations:</u></p> <ul style="list-style-type: none"> <li>Clear definition of technical specificities</li> <li>Contracts for price, quantity, and term that provide sufficient financial visibility</li> </ul> <p><u>Method of influence:</u></p> <ul style="list-style-type: none"> <li>Price</li> <li>Supply term</li> </ul>
<b>Financial community PP4</b> (shareholders, investors, bank, insurance, market authority)	<p><u>Expectations:</u></p> <ul style="list-style-type: none"> <li>Long-term visibility of strategy</li> <li>Regular communications, discussions with executive manager</li> <li>Sustainable financial balance and profitability</li> <li>Compliance with regulations</li> <li>Risk management (industrial, financial, non-financial risks)</li> </ul> <p><u>Method of influence:</u></p> <ul style="list-style-type: none"> <li>Analysis, rating, complaints or explanations</li> <li>Amount of insurance premiums and coverage fields</li> <li>Evolution of shares held</li> <li>Extent of financing proposed</li> </ul>

In 2020, the value created by the Group was shared as follows:



### 1.1.2. Lumibird Group's CSR strategy

The Group's CSR approach aims to promote and consolidate its business model, specifically by incorporating the expectations of all of its stakeholders. Its construction, deployment and implementation represent a major driving force for growth by making it possible to meet the following four core challenges:

- Providing long-term support for our clients and ensuring the sustainability of our ecosystem while promoting responsible innovation: Meeting its clients' requirements in terms of pricing, quality, responsiveness and timeframes is part of the fundamental rules that govern the Group's operations. However, to fully satisfy their needs, Lumibird is committed to offering increasingly innovative products, developed in line with its convictions and strategy.
- Retaining, motivating and contributing to the development of our staff around a virtuous strategy: Lumibird is convinced that its teams represent an endless source of rich capabilities. Its human resources policy, built around strong values such as wellbeing, workplace health and safety, skills development and social cohesion, is therefore focused on motivating them and empowering them to fulfill their potential. The Group's commitment to this strategy is still the best way of meeting its clients' expectations in terms of quality, innovation and sustainable solutions.
- Establishing robust and sustainable partnerships with suppliers who share our values: The products manufactured by the Group call on a number of external

suppliers, who contribute to creating the added value that is essential for its growth. To set up long-term partnerships in line with its values, it therefore works exclusively with suppliers that can make commitments alongside it in terms of respecting human rights and the environment.

- Becoming a fully socially responsible and environmentally responsible company: Integrity, honesty and fairness are key components for sustainable performance, and represent the pillars for the policy deployed by Lumibird in terms of business ethics. The Group does not tolerate any form of corruption, misappropriation or extortion of funds. Moreover, although it has a moderate carbon footprint due to the nature of its industrial activity, the Group clearly sets out its commitment to reducing its greenhouse gas (GHG) emissions and its water consumption through a series of concrete actions.



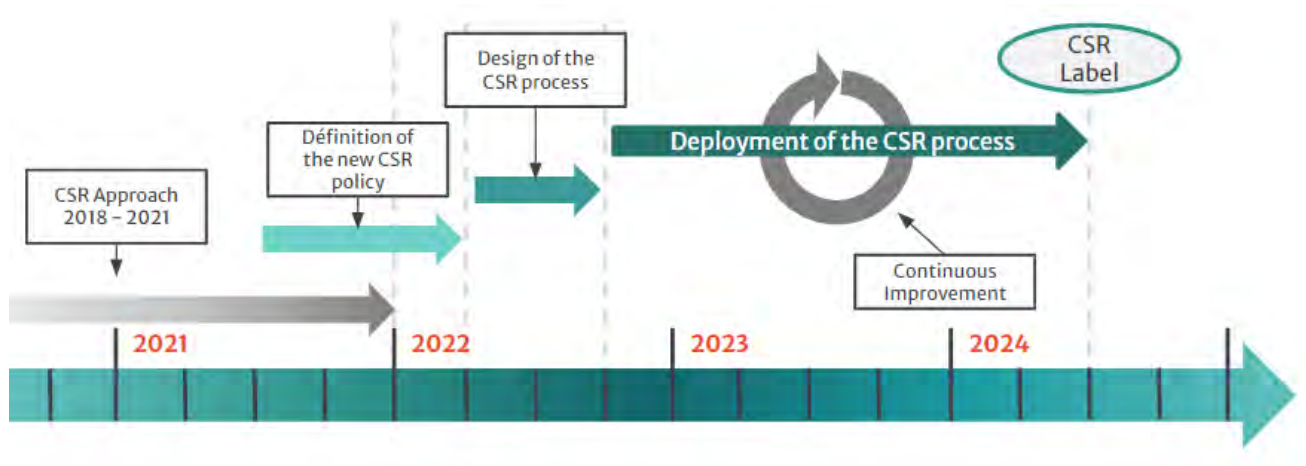


#### 1.1.2.1 CSR roadmap for 2022 – 2024

The new CSR roadmap, approved in November last year by the Executive Leadership Team, covers the period from 2022 to 2024. It aims in priority to design and put in place an agile process that will be able to meet its future challenges. It has two goals:

- Designing and deploying a tool that can produce the indicators required to start up and maintain the continuous improvement process, which is essential to deliver on the CSR stakes.
- Being in a position to apply for an ESG (Environment, Social, Governance) label within 30 months.

It is presented in the following diagram:



#### 1.1.2.2 CSR Charter

For several years, the Lumibird Group has been firmly committed to sustainable development, looking to reconcile environmental protection with a virtuous social model on the one hand, and on the other hand, economic performance, which is vital to the sustainability of its activity. However, to ensure that its stakeholders can check the sincerity of its approach, the Group decided in 2021 to publicly commit to a charter setting out its ambitions in this area. Already distributed in-house, it will be published shortly on its website and will be accompanied by indicators that will make it possible to directly measure the results achieved.

The Lumibird Group charter is structured around 12 commitments in line with the values advocated by the United Nations Sustainable Development Goals (SDGs):

1 Enabling all its employees to benefit from health and safety conditions at work that promote their health and well-being



Ensuring all our employees with an equal access to quality training and learning opportunities.

2

3 Achieving gender equality within our Group.



Optimising the water consumption of its industrial facilities.

4

5 Opting for the use of renewable energies in our different locations.



Stimulating sustainable and shared economic growth, encouraging full employment everywhere in our Group.

6

7 Promoting eco-design for a responsible innovation.



Ensuring fairness among the Group's employees in the various countries in which it operates.

8

9 Enabling sustainable production methods.



Decreasing our greenhouse gas emission.

10

11 Promoting within our Group, actions to protect the planet.



Fighting against all behaviors incompatible with our business ethics.

12





### 1.1.2.3 CSR dashboard

The CSR dashboard was ratified by the Executive Leadership Team in December 2021. It is built around 15 indicators resulting from the risk analysis, the green taxonomy and the Group's ambitions to go above and beyond regulatory requirements, in line with the commitments made as part of its CSR Charter. It aims to measure the effectiveness of the CSR strategy rolled out by Lumibird, and to help it progress,

supported by a continuous improvement process (Deming Wheel, i.e. Plan, Do, Check, Act). In time, its scope aims to cover all of the Group's activities, with the exception of, due to regulatory requirements, the gender equality index, which exclusively concerns French staff, and the equity ratio, which is specific to Lumibird SA.

All of the indicators retained are presented in the following table:

CSR stake	Indicator	Unit	2020	2021	2021 scope
<b>ESG risk tracking indicators</b>					
Provide long-term support for our clients and ensure the sustainability of our ecosystem while promoting responsible innovation.	Gross R&D expenditure	% of revenues	11.0	10.1	Group (100%)
	Client satisfaction rating (1)	%	-	-	Group (100%)
	Spending on external training / employee (e-learning)	€	-	196	Group (90%)
	Rate of positives with the phishing tests (1)	%	-	-	Group (100%)
Retain, motivate and contribute to the development of our staff around a virtuous strategy.	Attrition rate (permanent contracts)	%	6.4	8.0	Group (79%)
Establish robust and sustainable partnerships with suppliers who share our values.	CSR suppliers rate (Suppliers with a Lumibird questionnaire rating >50)	%	-	59.0 (2)	Group (60%)
Become a fully socially responsible and environmentally responsible company.	GHG (Scope 1 & 2) / revenues.	Tons of CO <sub>2</sub> equivalent / €m	3.6	11.2 (3)	Group (99%)
	Equity ratio (median salary)	-	3.6	5.5	Lumibird SA
<b>Green taxonomy indicators</b>					
Become a fully socially responsible and environmentally responsible company.	Green taxonomy: Revenues	€m	-	8.6	Group (100%)
	Green taxonomy: Opex	€m	-	8	Group (100%)
	Green taxonomy: Capex	€m	-	0.2	Group (100%)
<b>Other CSR indicators</b>					
Retain, motivate and contribute to the development of our staff around a virtuous strategy.	Workplace gender equality index	-	75 /100	82 /100	France (100%)
Become a fully socially responsible and environmentally responsible company.	Water consumption in relation to revenues	m <sup>3</sup> / €m	57.6	42.9	Group (100%)
	Number of new eco-designed products launched (1)	-	-	-	Group (100%)
	Proportion of employees aware of the new code of conduct (1)	%	-	-	Group (100%)

→ ((1) Group indicators deployed from 2022.

→ (2) Return rate of 47%.

→ (3) Scope extended in 2021 compared with 2020.

#### 1.1.2.4 Executive CSR Committee

Initiated by the Group's Executive Leadership Team, an Executive CSR Committee was set up at the end of 2021. Its primary objective is to define and monitor the essential actions needed to achieve Lumibird's CSR ambitions, as formalised in its roadmap. Its core is made up of the Human Resources Director, Chief Financial Officer and CSR Director, who are joined by various Group stakeholders depending on the ESG priorities to be covered. It meets and submits its proposals to the Executive Leadership Team once per quarter and now reports to the CSR Committee, which the Group's Board of Directors created on March 17, 2022, as often as required by the Company's interests and, in any event, at least once a year, when the Company's sustainability performance report is approved.

### 1.2. Main ESG risks

In 2021, the Group updated the map of the global risks that it faces, based systematically on an assessment of the severity of the risk considered and the probability of it occurring. As in previous years, this approach involved the Executive Leadership Team, Finance Department, Human Resources Department, Quality Department and, for the first

time, the new CSR Department. In this context, the ESG risks, in accordance with French Decree 2017-1265, which sets out the regulatory conditions applicable for sustainability performance reports (DPEF), were analysed in view of its business model and its stakeholders' expectations. In a second phase, they were extracted from this map in order to be specifically presented in detail in the section on the sustainability performance report. The levels of criticality obtained in this way were calculated before rolling out essential preventive actions for reducing the potential impacts.




















Based on the mapping approved by the Executive Leadership Team in December last year, the Group identified six initial extra-financial risks (i.e. prior to deployment of preventive actions):

- Risks of technological obsolescence and innovation of its products;
- Risks of defective or non-performing products;
- Risks to talent and skills;
- Risks of piracy, intrusion or cyber-attack of its information systems;
- Risks of economic dependence on certain suppliers;
- Risks related to climate change.





The interaction between the model's issues, associated risks, and deployed policies/approaches can be summarised as follows:

Issues	Extra-financial risks	Impacts	Policy / Strategy / Approach	SUSTAINABLE DEVELOPMENT GOALS
Supporting our customers in the long term by offering innovative technical solutions	<ul style="list-style-type: none"> <li>➤ Risks of technological and innovation obsolescence of the Group's products</li> <li>➤ Risks of defective or non-performing of the Group products</li> <li>➤ Risks of hacking, intrusion or cyberattack on the Group's information systems</li> </ul>	<ul style="list-style-type: none"> <li>➤ On client relationship</li> <li>➤ On products</li> <li>➤ On talents and expertise</li> <li>➤ On IT systems</li> </ul>	<ul style="list-style-type: none"> <li>➤ Quality policy</li> <li>➤ R&amp;D Roadmap</li> <li>➤ HR Policy</li> <li>➤ IT strategy</li> </ul>	    
Involving employees in the Group's strategy	<ul style="list-style-type: none"> <li>➤ Risks on talents and expertise</li> </ul>	<ul style="list-style-type: none"> <li>➤ On talents and expertise</li> </ul>	<ul style="list-style-type: none"> <li>➤ HR strategy</li> </ul>	    
Establish solid and long-term partnerships with suppliers that share our values.	<ul style="list-style-type: none"> <li>➤ Risks of economic dependence on certain Group suppliers</li> </ul>	<ul style="list-style-type: none"> <li>➤ On the products</li> </ul>	<ul style="list-style-type: none"> <li>➤ Procurement policy</li> </ul>	 
Become a fully citizen and eco-responsible company.	<ul style="list-style-type: none"> <li>➤ Risks linked to climate change</li> </ul>	<ul style="list-style-type: none"> <li>➤ On customer relationship – Ethical approach</li> <li>➤ On talents and expertise</li> <li>➤ On insufficient consideration of the consequences of climate change</li> </ul>	<ul style="list-style-type: none"> <li>➤ CSR approach</li> <li>➤ Ethical policy</li> </ul>	      



### 1.2.1 Risk to the innovative nature of the products

The Group's markets are subject to multiple and constant technological and regulatory developments.

The Group controls three or four major laser technologies and, strengthened by its confirmed technological lead (notably in fibre laser technologies), strives to maintain and develop an innovative range of products, responding to and anticipating the market's needs. As such, it is positioned as a major player in the 4th technological revolution in the photonics sector, through the development of LIDAR sensors.

If the Group were to abandon, or be unable to deploy its innovative approach, it would lose its leading position in fibre lasers, might not survive technological turning points in the future, and would be unable to position itself in future markets.

In order to cover this risk, the Group strives to deploy a medium to long-term "Development" roadmap allowing it to maintain its technological progress, all while allocating its resources to development projects that are in line with the sector's expectations, as upstream as possible.

In 2021, the roadmap identifies more than 100 projects, 26 of which have been deemed to be priority projects.

### 1.2.2. Product quality risk

The products sold by the Group are extremely complex and their manufacture requires particular vigilance.

LUMIBIRD's competitive position in its extremely technological markets also relies on the quality of the products it designs, manufactures, and distributes. The challenge for the Group is both maintaining its reputation, its market shares, and of ensuring the safety of its clients.

Lumibird's customers have high expectations of the quality of its products, but also on its responsiveness, service and respect for deadlines. Particular attention must be paid to customer satisfaction, at the risk of damaging the Group's brand image and its competitive position in its markets.

### 1.2.3. Risks to talent and expertise

There is no innovation process without effective talent management, which allows the Group:

- To have a qualified and motivated management team to lead the Group's strategy, in the various speciality areas;
- To have very specialised technical expertise in the fields of optics and optoelectronics, for all business lines for the R&D approach to production and to VAS, without forgetting the support services: Purchasing, Supply Chain, IT, Quality, Finance, Human Resources, CSR, etc.
- To design high-quality products that address the technological challenges of the Company and its clients;
- To manufacture these products with the level of quality and safety required.

To do so, the Group must constantly attract, motivate, continuously train, and build loyalty among a highly qualified staff in the areas of R&D, design and manufacture, technical support, before and after sales, marketing and commercialisation.

The economic upturn that occurred in 2021 has exacerbated the shortage of human resources and hyper-competition among organisations. If the Group were not able to attract

and keep its talent, the technological advance it has would be lessened and several development programs would be significantly delayed penalising its ability to quickly generate new revenues.

### 1.2.4. Risk related to IT system security

LUMIBIRD relies on an evolving IT system, which lists all of the data needed to design, manufacture, and distribute products, and more generally those needed to properly perform all of the Group's services. Within the context of its work for defence players, specific security measures have been taken to ensure that data is fully leakproof.

LUMIBIRD considers the risk of its data being hacked or of a cyberattack leading to a data loss to be critical, as such an occurrence could severely impact the Group's business continuity, as well as its brand image. A theft of technical data could moreover cause LUMIBIRD to lose its leading position in certain markets.

### 1.2.5. Risk to supply and to the relationship with suppliers

In order to be able to manufacture its products, LUMIBIRD calls on third-party suppliers, in particular so that it can procure specific components, such as laser crystals for solid lasers, Pockels cells, flashes, laser diodes for all types of lasers, ultrasound transmitters, high precision optical instruments, slit lamps. To protect itself against a risk of dependency for those critical components the Group uses, to the extent possible, at least two suppliers, in order to be able to negotiate prices and deal with any default by either supplier.

The main challenges for the Group that are linked to its choice of suppliers are as follows:

- Preventing a single-source supply from making the Group dependant on the financial health of its supplier, its quality policy, or the political or health stability of the country where that supplier is located;
- Designing modular products, able to work with different critical components independently of their origin, while maintaining the required level of excellence.
- Ensuring a responsible purchasing policy under which suppliers commit to complying with environmental criteria and to respecting human rights, in accordance with the sustainable development goals of the United Nations
  - GOAL 12 – establish sustainable consumption and production patterns;
  - GOAL 16-15 –significantly reduce corruption and bribery practices in all their forms.

This framework has led the Group to ask its providers to obtain a certificate of compliance with the REACH, RoHS, and CMRT directives (restricting the use of toxic, hazardous, or rare substances), the general principles on respect of human rights, and the fight against slavery and forced labour.

In addition, the shortage of certain electronic and mechanical components in 2021 has caused some delays in delivery. In some rare cases, it has required a research for equivalents in the Group's various design offices, leading to changes in the nomenclature of various products, or even the creation of additional stocks in coordination with the customers directly concerned.





### 1.2.6. Risks linked to climate change

Climate change will inexorably affect Lumibird's business. The consequences on the planet will rapidly force the Group to adapt to the multiplication and intensification of extreme climatic events and will inevitably force it to reduce its carbon footprint in an attempt to limit its extent.

Although its ecological impact is reduced by production processes that do not use a lot of energy, the Group's activity generates greenhouse gas (GHG) emissions mainly through :

- the manufacture of its lasers, which relies on the integration of components produced by distant suppliers;
- the worldwide marketing of its products, which requires visits to sometimes distant customers and the use of air or road transport for the delivery of its products;
- the geographical location of its own sites: despite the increasing use of modern communication tools (videoconferencing, internal messaging), teams still travel frequently between sites.

In order to contribute to the mitigation of the effects of climate change and consequently limit their impact, the Group intends to increase its decarbonised energy consumption in proportion.

### 1.3. Policies and approaches implemented / indicators

The work to structure the Group and its Departments around CSR stakes launched since 2019 continued to move forward in 2021, despite the ongoing health crisis, which once again mobilised part of the Group's central resources and led to a shift in its priorities. In practice, this was reflected in the updating or finalisation of various policies, notably intended to cover certain ESG risks

#### 1.3.1. Innovation and quality policies

The innovation and quality policies applied by Lumibird are intended to address:

- the risks of technological obsolescence and innovation for its products;
- the risk of defects or performance issues with its products

The Group designs and manufactures products for the medical, LIDAR sensor, defence and space, scientific and industrial markets. Ensuring effective control over technological performance levels, reliability and costs is essential in order to establish leading positions for its activities and ensure their sustainability.

Lumibird's quality policy, shared within the Group, aims to improve Lumibird's performance with a view to meeting its clients' needs and expectations. The Group has set itself objectives focused on:

- innovation (to conquer new markets by developing new products or new applications and to drive its R&D);
- performance (to improve the efficiency of processes, maintain the Group's competitiveness, reduce timeframes);

- reliability (to increase the performance of its products through control over its production and the quality of the components sourced from its suppliers);
- expertise (to increase the Group's efficiency, supported by a training policy adapted for each level of the organisation).

#### 1.3.1.1. Innovation

With regard to the innovation strategy, the R&D Departments in the various Divisions have drawn up multi-year innovation plans, as well as a list of the development projects underway, ranked in order of priority. This plan is regularly presented to and reviewed by the Executive Leadership Team.

In 2021, the R&D teams worked on 107 projects, 26 of which were identified as priority projects for the Group's development.

The R&D Department's indicators are as follows:

	2020	2021
R&D headcount (to date)	145	170
% of total workforce	17%	19%
Gross R&D expenditure	€14.0m	€16.4m
% of revenues	11.0%	10.1%
Of which, capitalised expenditure	€7.0m	€11.1m
Research tax credit generated (France)	€2.6m	€4m

#### 1.3.1.2. Quality

The efficiency and effectiveness of the Group's quality processes are measured based on the level of client satisfaction using:

- the rate for repeat orders or requests in connection with R&D tenders;
- satisfaction surveys (carried out in-house or by external providers);
- the client return rate;
- the tracking of payment incidents and their characteristics.

#### 1.3.1.2.1. Consumer safety

The products manufactured and sold by the Group are intended to be used by professionals from the medical, industrial and defence sectors. They are not in any way intended to be used directly by consumers. However, in accordance with the standards applicable, the information intended for users concerning the risks involved and the appropriate protection measures to prevent them is marked on each product.

In 2021, no claims or applications for proceedings were recorded concerning the products manufactured by the Group.

#### 1.3.1.2.2. Technical quality of the products

Prior to shipping, each product is subject to a final quality control carried out by dedicated teams. This makes it possible to ensure:

- compliance with the performance levels expected by the client;
- compliance with the standards applicable.

Alongside this, an after-sales service department, deployed in each Group plant and each commercial subsidiary, ensuring close links with clients, resolves technical issues with products that are under guarantee or outside of their warranty period.

The standardisation of the Quality policy across the Group, underway for several years, continued to move forward in 2021. Once it has been rolled out in the various departments (R&D, Production, Procurement, HR), it aims to define the specific indicators needed to measure its efficiency and effectiveness.

	2021
Number of production centers	9
Of which, certified centers	7
%	78%

In 2021, Lumibird's Quality policy was reflected in:

- the findings highlighting that the continuous improvement process is working effectively in the supervisory audit reports, carried out at the Group's seven certified sites;
- the definition of the general principles for the Photonics Division's R&D and marketing processes;
- the first step completed for AS 9100 certification (Quality system for aviation, space and defence) at the Bozeman site in the United States;
- the deployment of the Quality system getting underway ahead of schedule in the subsidiary Lumibird Photonics Sweden, targeting ISO 9001 and ISO 14001 certification by mid-2022;
- the systematic participation of local Quality managers in the launch meetings for R&D projects at the Lannion, Les Ulis, Cournon, Adelaide and Ottawa sites.

To measure the efficiency and effectiveness of its innovation and quality policy, Lumibird has chosen the following key indicators: its gross R&D expenditure, a client satisfaction rating (with its exact framework to be clarified in 2022) and the amount of external training per employee.

In 2021, gross R&D expenditure represented 10.1% of revenues, down 8.1% from the previous year. This difference reflects the end of several major developments in the Medical division, supporting the commercial launch of four new products: Capsulo, C-STIM, Axialis and Tango Neo.

Within Lumibird, there are many client satisfaction metrics in place, but they are still too specific to the Group's various activities to be able to consolidate them within a single global indicator. Several years ago, a working group was therefore set up as part of an initiative led by the Quality Department with a view to implementing an indicator that would meet this requirement by the end of 2022.

In 2021, for 90% of the workforce present at December 31, the amount of external training per employee came to €196.

### 1.3.2. Human resources policy

Within the Group, the Human Resources Department aims to respond to the risks concerning talents and skills by promoting strong values each day that are reflected in the reality on the ground. At the heart of these values: the constant search for the best response to the expectations of clients and consumers, with secure, competitive, innovative and sustainable industrial solutions.

Lumibird intends to cover this risk by drawing up and rolling out an adapted human resources policy in line with the following United Nations Sustainable Development Goals:

- **SDG 3:** Ensure healthy lives and promote well-being for all at all ages;
- **SDG 4:** Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all;
- **SDG 5:** Achieve gender equality and empower all women and girls;
- **SDG 8:** Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all;
- **SDG 10:** Reduce inequality within and among countries.

The work to review and update the HR procedures, launched in 2020, continued to move forward in 2021. However, the priority reallocation of the resources originally deployed for managing the health crisis led to a delay compared with the initial schedule, which is expected to be gradually caught up in 2022.

Its employees' expertise and commitment are one of the Group's main strengths. The Group's management strategy is therefore focused on motivating employees and valuing human resources.

The diversity of its professions and activities and their strong potential for development, innovation and personal challenges enable the Group to offer a dynamic and personalised HR strategy, ensuring the meaningful nature of each individual's missions.

The current environment is characterised by a growing scarcity of human resources and a very high level of competition between organisations. As its human capital is a key resource for the Group, the Group is committed to improving:

- its visibility, through its participation in various industry shows, its communication on social media, its welcoming of various levels of interns and trainees, promoting the Group and its careers;
- its attractive positioning through its human-focused and motivating HR management: recruitment on permanent contracts, onboarding of employees, compensation policy adapted to the markets and ensuring an incentivising variable component, mobility between different regions and within the organisation;
- the occupational health-safety and wellbeing of its employees, thanks in particular to:
  - workplaces that are suited to the activities carried out:
    - development of new ways of working, in a multi-site and multi-country environment: remote work, modern means of communication (videoconferencing, Group messaging system, etc.);
    - medical monitoring adapted to the activities carried out (specific and regular eye tests for employees working directly on laser products);
    - application of strict health rules and protocols for work adapted to the current pandemic.
- The development of skills, through:



- a recruitment strategy that is open to diverse skills, talents and career paths, and promotes internal mobility;
- support for internal and external training requirements throughout careers;
- setting up a careers map, which will make it possible to define the frames of reference for skills. These frames of reference will be used to measure employees' levels of expertise and will facilitate gateways between different roles and levels, calibrating the requirements in terms of training and/or support;
- the creation of an annual review of the workforce and organisations with a view to measuring the performance levels of the organisations, identifying gaps depending on future development, and

drawing up action plans for staff recognised as high-performers and/or high-potential.

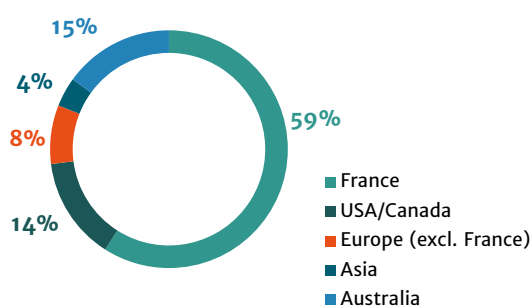
→ its social cohesion, through:

- the matrix-based hierarchical organisation put in place, combining scopes for responsibilities and geographical scopes, enabling the teams from various sites to work together in their area of expertise and developing a sense of belonging to the Group;
- the coordination of effective social dialogue, which has been in place for several years, built around respect and discussions;
- the continued rollout of the approach for a single Economic and Social Union for the French scope, paving the way for an integrated social organisation and active social dialogue.

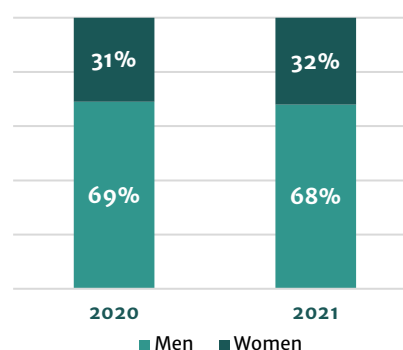
### 1.3.2.1. Workforce

TO DATE	2020	2021	Variation %
<b>TOTAL GROUP WORKFORCE</b>	<b>839</b>	<b>914</b>	<b>9%</b>
Number of permanent contracts	776	835	8%
% / Group workforce	93%	91%	-
Attrition rate (permanent contracts)	6,4%	8%	25%
Number of fixed-term contracts	63	79	26%
% / Group workforce	7%	9%	-

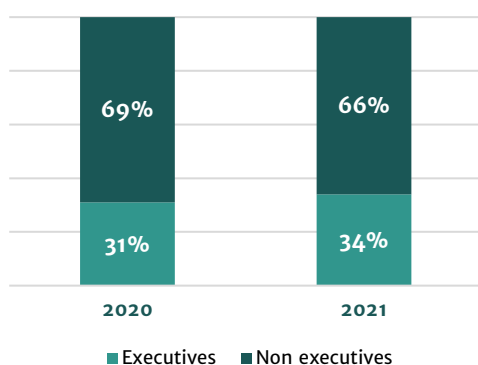
Workforce breakdown by geographic area



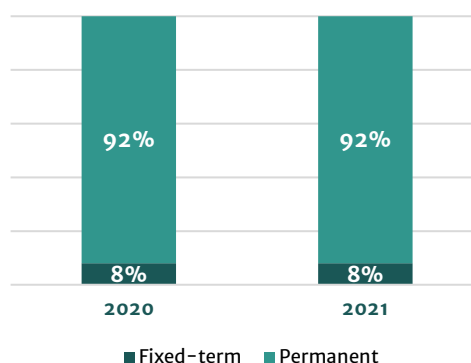
Workforce breakdown by gender



Workforce breakdown by activity



Workforce breakdown by contract type



Average	2020	2021	%
<b>TOTAL GROUP AVERAGE WORKFORCE</b>	<b>846</b>	<b>891</b>	<b>5%</b>
Of which men	584	603	3%
	69%	68%	
Of which women	262	288	10%
	31%	32%	
Of which executives	264	304	15%
	31%	34%	
Of which non-executives	588	580	- 1%
	69%	66%	
Pay equity index women/men	75 / 100	82 / 100	9%

	2020	2021
<b>TOTAL GROUP AVERAGE WORKFORCE</b>	<b>846</b>	<b>891</b>
<b>PERSONNEL COSTS (€m)</b>	<b>39.3</b>	<b>53.6</b>
Wages and social contribution	37.9	51.6
Profit sharing	0.4	0.7
Free shares allocation	1.0	1.3
Equity tax (median wage)	3.6	5.5

The Group strives to ensure:

- given its business model, to maintain a preponderant part of the staff in "Research and Manufacturing";
- a predominant part of open-ended contracts, which ensures the long-term efficacy of the talent management policy;
- a balanced age range, ensuring a harmonious transfer of knowledge between generations;
- to continue its policy of access to the Group for people with disabilities: at December 31, 2021, the Group employed 2.4% of people with disabilities (including 4.2% in France), compared with 2.5% one year earlier.

### 1.3.2.2. Training

Increasing overall performance and managing the structure as efficiently as possible, using a qualified, well-trained, and professional staff, is one of the Group's commitments. In a period of transformation, it is important to mobilise resources and mechanisms to promote increased expertise of associates, and help them develop their business and technologies. The ongoing training plays a fundamental role in Lumibird's ability to meet future challenges. It is reflected in:

- sharing skills internally, within the Group;
- a training plan, unfortunately still strongly affected in 2021 by a health situation significantly complicating the holding of face-to-face training.

Targeted training needs are determined from each employee's annual progress and professional skills evaluation interview. The choice to offer local training, training between companies, and internal training programs allows the Group to offer all of its employees greater access to training. In 2021, this principle was applied to over 91% of the Group's workforce.

### 1.3.2.3. Respect for people

Respect for people is a fundamental value of the Group. It entails:

- respect for equal treatment at all times
- respect for the physical integrity of all stakeholders, including employees.

### 1.3.2.4. Ensuring equal treatment

Convinced that diversity in all its forms represents a real driving force for efficiency and modernity within the Group, it believes that workplace equality must enable men and women to benefit from equal treatment in terms of access to employment, access to professional training and remuneration.

- This is based on 2 principles:
  - equal rights for men and women, with non-discrimination between employees due to their gender, either directly or indirectly;
  - equal opportunities, aiming to address, through concrete measures, any inequalities that men or women may face in the workplace.

In addition, for the same work or work of equivalent value, the Group applies a proactive pay policy in order to ensure equal pay for men and women.

In terms of recruitment, the Group is committed to ensuring that its recruitment process, whether it is external or part of internal mobility, takes place under the same conditions independently from the gender or origins of candidates. Applications from candidates are assessed exclusively based on the skills required, their level of education and training, their type of qualifications and their previous experience.

The Group also ensures equal access to professional training for all of its staff. Specifically, this access is an essential factor for gender equality in terms of career development.





More generally, the Group is committed to creating a workplace environment that is free from any discrimination relating to gender, age, origins, religious beliefs, ethnicity, disability or any other criteria.

#### 1.3.2.5. Health and safety

Personal safety is a priority for Lumibird. The health, safety and environment (HSE) teams have a mission to understand, anticipate and address risky situations. This is reflected in:

- the deployment of health, safety and environment correspondents at the Group's industrial sites;
- a global ongoing review with all of the Company's stakeholders, ensuring that this dimension is incorporated into each decision;
- the deployment of regulatory monitoring;
- monitoring of compliance with the regulations in force and coordinated communication with the State authorities;
- constructive collaboration with the representative bodies during local and national meetings.

In France, all facilities or changes to facilities ensure strict compliance with regulations, liaising with the HSE correspondents. Although no workplace health and safety agreements have been entered into with the unions or employee representatives, these aspects are handled by the Social and Economic Committee (CSE), which meets every quarter under the conditions set by the legislation in force.

In the US, facilities are compliant with the standards set by the Occupational Safety and Health Administration (OSHA).

In Australia, the Work Health and Safety (WHS) rules are applied, working with the employees who form the WHS Committee.

The levels of qualifications of staff working on site are particularly high. The on-the-job training program is also supplemented with regular training sessions focused on electrical and laser risks.

The amounts incurred for prevention can be broken down into two categories:

- investment expenditure linked directly to risk prevention and environmental protection, and expenditure resulting from taking into account safety issues when upgrading existing equipment, which is more difficult to quantify.
- current expenditure. The health, safety and environment concerns are closely linked to all current expenditure for the industrial sites. Similarly, prevention and control activities are part of day-to-day life for employees at their workplace, through their professional activities. For these reasons, it is complex to identify these amounts incurred to respond specifically to the various regulations and it is not possible to provide quantified information based on criteria that are easy to identify and control.

To protect itself against the risks involved with Lumibird's primary activities, particular care is taken with the organisation of work, which is structured around individual laboratories, the requirement to wear laser safety glasses, regular eye checks, and compliance with electrical risk prevention principles.

In 2021, all levels of severity combined, the Group recorded 18 accidents, including five accidents during journeys to and from work.

To monitor the efficiency and effectiveness of its human resources strategy, Lumibird has chosen its attrition rate and its fair pay ratio as its main indicators.

The attrition rate corresponds to the ratio between the number of employees on permanent contracts who left the Group in year n to the headcount to date in year n-1. Its change in 2021 is presented below:

Scope	2020	2021	Change
Group excl. Ellex and Halo Photonics	6.4%	8.0%	25.1%

In 2021, for an equivalent scope (i.e. excluding Ellex and excluding Halo Photonics, representing 79% of the Group), the attrition rate came to 8.0%, up 25.1% from the previous year. On first examination, this difference is linked to the deferred impact of the repatriation of staff who were initially based at the Lyon site. However, a more in-depth review of this unusual increase will be carried out in 2022 in order to set up appropriate corrective actions, if required. Next year, the reporting scope for this indicator is expected to be over 90%.

Lastly, in 2021, the Lumibird Group did not sign any new collective agreements. For reference, in 2020, it signed one collective agreement concerning the management of participation within the Economic and Social Unit (UES) covering all French staff.

#### 1.3.3. Policy to prevent intrusions or cyberattacks on its information systems.

The impact of a cyberattack, a ransomware attack or more simply an intrusion affecting the information system could have multiple consequences for the Group. Aware of this risk, Lumibird has been taking steps for years to continuously reinforce its anti-hacking strategy.

In 2021, in conjunction with the Data Protection Officer (DPO), who is supporting Lumibird with its strategy to further strengthen its cyber security, the Group decided to set up a quarterly security review in order to ensure the effective follow-up on and monitoring of the actions approved.

In practice, over the past year, this approach led to :

- in the first quarter, the strengthening of the password identification procedures, with a requirement to change from 8 to 12 characters and to include at least one number and one special character;
- in June, the deployment of multifactor authentication (MFA) for the office suite used by the Group;
- in December, the decision to regularly carry out phishing campaigns targeting internal users' email addresses in order to raise their awareness and train them on hacking risks.

To measure the effectiveness of the measures put in place to prevent intrusions or cyberattacks on its information systems, Lumibird chose its rate of positives with the phishing tests as its primary indicator. Based on the use of the tools available to its information system, it will be fully operational throughout the Group from 2022.

### 1.3.4. Procurement – sourcing security policy

The Group's procurement policy is based on a multifaceted approach, aimed at not only securing its supplies, but also reducing its costs, in line with ethical and sustainable practices. To ensure reliable sourcing, in line with the technical requirements expected and reliable timeframes, it has set itself objectives to:

- further strengthen its sourcing strategy for sensitive components;
- promote and encourage the optimisation of purchases through open, wide-ranging and impartial competitive tendering
- promote the development of a high-performing and reliable supplier base, capable of delivering technically compliant and value for money products and services;
- reduce purchasing costs by leveraging Lumibird's buying power by consolidating purchasing volumes across the Group;
- contribute to the achievement of Lumibird's strategic objectives relating to the improvement and alignment of management processes;
- establish sound and ethical buying practices by applying the principles of full lifecycle costs and minimising adverse environmental and social impacts through the selection of sustainable goods and services;
- deploy a responsible approach over the long term, choosing committed suppliers who share our values.

It was approved at the end of 2021 and distributed to all employees in January 2022.

In November 2021, a CSR survey was launched with critical suppliers, who represented 74% of the total amount of purchases covering 81% of the Group's production requirements in 2020. Through a progressive questionnaire with more than 70 questions looking at ethics, governance, the environment, social policy and stakeholder relations, it has made it possible to draw up, based on a weighted scoring framework, a first distribution of the ESG profiles of the panel surveyed. An initial analysis carried out on the 47% of

completed questionnaires found an average rating of 58/100, although with significant differences depending on the suppliers. 59% of the population surveyed achieved a rating of over 50, with 37% rated between 20 and 50/100, and 3% less than 20/100. Over the coming months, a more detailed review will make it possible to define the actions to be rolled out in order to support progress by the partners that would like to grow with the Group.

To monitor the efficiency and effectiveness of its procurement / sourcing security policy, Lumibird has chosen as its main indicator the rate of CSR critical suppliers with a rating of 50/100 or higher.

### 1.3.5. Environmental policy

#### 1.3.5.1. Optimising consumption

Optimising energy and water consumption is in line with the Lumibird Group's policy for preventing risks relating to climate change.

The Group's environmental impact is still limited and is measured primarily in terms of electricity consumption (70% in 2021). The Group therefore intends to set an objective for reducing its greenhouse gas emissions after identifying all of its emission sources. It wanted to maintain its travel-related best practices, put in place during the various lockdown periods, encouraging the use of videoconferencing.

In practice, its energy consumption is linked primarily to its industrial sites (84.5%). Insofar as possible, the Group controls its energy consumption, particularly in terms of controls for the clean rooms (i.e. dust-controlled), which represent one of the main areas of consumption. Investments that are likely to reduce the overall energy consumption level are carefully reviewed, and the departments directly concerned by them adopt a proactive approach to submit proposals in this area.

In 2021, the Group's energy consumption (scope 1 and 2) was as follows:

Energy consumption	2020 (Industrial scope)	2021 (Industrial scope)	Variation 2021/2020 (%)	2021 (General scope)
<b>Scope 1 (direct emissions)</b>				
<i>Gas (MWh)</i>				
French sites	-	0	-	0
Other sites	-	17	-	17
<b>TOTAL GAS</b>	<b>-</b>	<b>17</b>	<b>-</b>	<b>17</b>
<i>Natural gas (MWh)</i>				
French sites	475	772	+63%	772
Other sites	357	335	-6%	428
<b>TOTAL GAS</b>	<b>832</b>	<b>1,107</b>	<b>+33%</b>	<b>1,200</b>
<i>Gasoline (MWh)</i>				
French sites	-	43	-	43
Other sites	-	5	-	807
<b>TOTAL GASOLINE</b>	<b>-</b>	<b>48</b>	<b>-</b>	<b>850</b>



Energy consumption	2020 (Industrial scope)	2021 (Industrial scope)	Variation 2021/2020 (%)	2021 (General scope)
<b>Scope 2 (indirect energy-related emissions)</b>				
<i>Electricity (MWh)</i>				
French sites	2,948	3,241	+ 10%	3,247
Other sites	1,369	1,410	+ 3%	1,578
<b>TOTAL Electricity</b>	<b>4,317</b>	<b>4,651</b>	<b>+ 7%</b>	<b>4,825</b>
<b>Scope 1 &amp; 2</b>				
<b>Total Energy (MWh)</b>	<b>5,148</b>	<b>5,823</b>	<b>+ 13%</b>	<b>6,892</b>
<b>Total Energy (MWh / €M)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>42.4</b>

Concerning the GHG emission, the Group's consumption was as follow:

GHG	2020 (Industrial scope)	2021 (Industrial scope)	Variation 2021/2020 (%)	2021 (Global scope)
French site (in Teq CO <sub>2</sub> )	293	396	+ 35%	396
Other sites (in Teq CO <sub>2</sub> )	168	1,066	-	1,429
<b>TOTAL GHG EMITTED (in Teq CO<sub>2</sub>)</b>	<b>461</b>	<b>1,462</b>	<b>-</b>	<b>1,825</b>
<b>TOTAL GHG EMITTED (in Teq CO<sub>2</sub> / M€)</b>	<b>3.6</b>	<b>-</b>	<b>-</b>	<b>11.2</b>

To ensure the efficiency and effectiveness of its environmental impact, Lumibird has chosen its greenhouse gas emissions as its primary indicator (GES scope 1 and 2).

For 2021, in relation to its revenues, the Group's GHG emissions represented 11.2 tons of CO<sub>2</sub> equivalent / €m. The increase compared with 2020 is justified by taking into consideration the emissions generated by the Company's vehicles, the use of specific conversion coefficients for each country, and an extended scope for calculation including 99% of the Group (with 97% measured and 3% extrapolated).

#### 1.3.5.2. Waste management.

In terms of the process of promoting the circular economy, the Group carries out the mandatory disposal and recycling procedures for chemical and electronic waste (processed by specialised companies), and recycles cardboard, light bulbs, and batteries. IT equipment is also given to specialised companies.

In terms of energy consumption, a key component of the Group's innovation concerns:

- Establishing shared platforms, which allow use of components (and materials) to be streamlined, focusing added value on design (intellectual capital);
- the democratisation of laser, which will entail developing a better priced laser (different design, which uses less materials), within a five to ten-year horizon.

Furthermore, in the coming years, Lumibird intends to make more systematic the use of the eco-design approach. In this context, the consideration of environmental impact from the earliest stages of development will contribute to a further reduction of waste produced by the Group.

#### 1.3.5.3. Combatting pollution

The Group's companies essentially act as assemblers, using optical, mechanical, or electronic components purchased from their suppliers. The environmental impact of their

activity is thus low, especially since the necessary precautions are taken to treat the small quantities of hazardous substances. In consequence, the Lumibird Group is not subject to ICPE and SEVESO3 regulations.

In addition, the activities of the Group's companies do not specifically give rise to any major nuisance in terms of noise and odor.

Finally, there are no known problems or impacts concerning the use of land, adaptation to climatic consequences or biodiversity.

#### 1.4. Ethics policy

Acting with integrity, honesty and fairness is a key component for sustainable performance and an absolute value for the Group. The health crisis that has affected the world since 2020 and the internationalisation resulting from its economic development and its external growth operations have undeniably led to a certain fragmentation of the teams (widespread rollout of measures for working from home, reduction in the number of in-person meetings or events). Under these conditions, the Executive Leadership Team decided to update its code of conduct, highlighting the Group's ethical commitments. This updated version, approved in 2021, will be distributed to all employees during the first half of 2022.

##### 1.4.1. Actions promoting respect for human rights

###### 1.4.1.1. General Data Protection Regulation (GDPR).

In accordance with the European Union's General Data Protection Regulation (EU 2016/679) of April 27, 2016, the Group is committed to deploying the technical solutions and the best practices making it possible to ensure compliance with the legal provisions in force. Taking these requirements into account is an integral part of its strategy to prevent intrusions or cyberattacks on its information systems.

#### 1.4.1.2. Other actions promoting respect for human rights

The Group complies with all national and international legislation concerning human rights, regardless of the countries where it operates. In view of its activities, it does not intend to develop other specific actions.

#### 1.4.1.3. Anti-corruption

The Group does not tolerate any forms of corruption or bribery, including extortion and payoffs, aimed at obtaining a commercial advantage for its business, and is committed to ensuring compliance with the laws in force in all the countries where it operates. The procedures implemented since its ERP IT tool was rolled out make it possible to control signatures covering all orders. They set out a specific framework for the pricing, scales and commissions intended for distributors.

In 2021, the sections presenting how to behave to prevent corruption were revised in the new version of the code of conduct. This updated procedure will be distributed to all the subsidiaries over the coming months.

#### 1.4.1.4. Anti-tax evasion

The Lumibird Group has always adopted a reasonable tax policy, aimed at guaranteeing its interests, while preserving its trust-based relations with the public authorities where it operates. Its financial teams, whichever country they operate in, undertake, with support from a Group tax advisor and, if applicable, local advisors, to comply with national and international tax requirements. Since 2020 and the overhauling of its transfer pricing policy, the Group takes particular care to ensure compliance with specific national and international tax requirements, as well as the location of profits with regard to the value-added generated, without adopting a tax optimisation approach. However, technical differences may arise during inspections, which could potentially lead to tax disputes linked primarily to the interpretation of legislation and the Group's fulfillment of its tax obligations. If applicable, provisions are recorded in the accounts to reflect the consequences of such differences.

In 2020, a tax inspection was carried out concerning FY 2016 to FY 2018, but no tax adjustments were required. In 2021, the Group was not subject to any tax inspections.

#### 1.4.2. Other ethical matters

On account of its activity, responsible, fair and sustainable nutrition on the one hand, and respect for animal welfare on the other hand, are not subject to specific policies.

#### 1.4.3. Promotion of participation in exercise and sport

Participation in exercise and sport is encouraged at the Group's main sites on a voluntary basis. This approach is based on various local initiatives:

- In Ljubljana and Lannion, this type of activity is promoted by covering the cost of memberships or access to private gyms.
- In Cournon-d'Auvergne, the premises inaugurated in 2021 have their own facilities, which are available to all of the site's staff.
- In Bozeman and Minneapolis, Lumibird's employees benefit from a wellness program and discounted access to a local gym.

To date, the Adelaide, Tokyo and Ottawa sites do not have such programs in place. The opportunity for setting up such programs will be analysed in 2022.

#### 1.4.4. Partnership actions

The Group is a member of or involved in – through some of its employees – a number of industry or academic bodies, including the Bordeaux competitiveness cluster with Alpha Route des Lasers / Aquitaine Développement Innovation, GIMRA, supervising the Master's in Medicinal Sciences program, 3AF, the EDEN cluster, the Anticipa technology hub and the Institut d'Optique Graduate School.

#### 1.5. Other CSR indicators

To go above and beyond the regulatory requirements and firmly commit to a strategy that is aligned with its CSR commitments, the Group decided to adopt four additional indicators. Although the quantitative data were calculated with the same level of requirements as the other values for the sustainability performance report, they are not included in the scope for approval by the independent third-party organisation in charge of the report's compliance and accuracy.

The performance levels measured in 2021 for these four additional indicators are presented in the table below:

CSR stakes	Indicator	Unit	2020 performance	2021 performance
Retain, motivate and contribute to the development of our staff around a virtuous strategy.	Workplace gender equality index	-	75 /100	82 /100
Become a fully socially responsible and environmentally responsible company.	Water consumption in relation to revenues	m <sup>3</sup> / €m	57.6	42.9
	Number of new eco-designed products launched (*)	-	-	-
	Proportion of employees made aware of the new code of conduct (*)	%	-	-



\* Group indicators set up from 2022.

### 1.5.1. Workplace gender equality index

To supplement the attrition indicator retained to monitor the risks relating to talents and skills, the Group has chosen to include its workplace gender equality index. In 2021, it came to 82 /100, up 9% from 2020.

### 1.5.2. Water consumption.

The monitoring of water consumption reflects the Group's ambitions in terms of environmental protection. In line with the previous indicator, it meets the challenge to become a fully socially responsible and environmentally responsible company.

In 2021, in relation to the Group's revenues, Lumibird's water consumption came to 42.9 m<sup>3</sup> / €m, down by more than 25% from 2020. Specifically, this change reflects an optimisation of the various cooling systems used during the laser aging phases. Its scope covers 99% of the Group (with 90% measured and 10% extrapolated).

### 1.5.3. Number of new eco-designed products launched

The number of new eco-designed products launched is in line with Lumibird's commitment to becoming a fully socially responsible and environmentally responsible company. Still not particularly widespread within the Group, this approach aims to cover a growing proportion of these developments. This indicator will be operational from 2022.

### 1.5.4. Proportion of employees made aware of the new code of conduct

The proportion of employees made aware of the new code of conduct also aims to meet the ambitions to become a fully socially responsible and environmentally responsible company. It will be rolled out in 2022.

## 2. GREEN TAXONOMY

The green taxonomy or European taxonomy is a new measure that came into force on January 1 last year and aims to direct investment flows towards more sustainable activities. In practice, for economic stakeholders, this is reflected from this year in the creation of a dashboard to identify and publish indicators on revenues, operating expenditure and investments that are linked directly to their activities and that contribute to climate change mitigation or adaptation.

### 2.1. Identification of eligible activities

Due to its positioning on its various markets, the Group does not contribute directly to climate change mitigation or adaptation, other than through its individual investments that immediately reduce its greenhouse gas emissions. Nevertheless, some of its activities play a crucial role in the decarbonisation of the economy by strengthening the environmental performance levels of other industrial sectors. As a result, they are fully eligible for the green taxonomy as enabling activities.

The mapping of the Group's enabling activities that would be potentially eligible for the green taxonomy framework for 2021 is presented in the following table:

Activities	Photonics Division	Medical Division
Defence & Space	✗	
LIDAR	✓	
Ophthalmology		✗
Scientific & Industrial	✓	

*Mapping of potentially eligible activities.*

However, a more in-depth analysis shows that only the revenues generated on the markets for LIDAR sensors adapted for wind measurement immediately satisfy the taxonomic criteria through economic activity 3.1: "Manufacture of renewable energy technologies". However, the extension of the eligibility scope shortly to include four new objectives ("Sustainable use and protection of water and marine resources", "Transition to a circular economy", "Pollution prevention and control" and "Protection and restoration of biodiversity and ecosystems") is expected to contribute to a number of additional sectors of activity being taken into consideration, which the Lumibird Group is already effectively positioned on.

Furthermore, due to their intrinsic nature, the medical activities are not concerned by the green taxonomy.

### 2.2. Taxonomy indicators

The amount of revenues, operating expenditure and investments eligible for the first two objectives from the green taxonomy are presented in the following table:

Indicators	Revenues (€k)	Operating expenditure (€k)	Investments (€k)
Amount (€m)	8,522	0	1,054

*2021 indicators relating to the green taxonomy*

In 2021, revenues eligible for the green taxonomy came to €8.5m, representing 5.2% of the Group's consolidated revenues. In relation to the activities potentially concerned ("Lidar" and "Scientific & Industrial", i.e. excluding the "Defence & Space" and "Medical" scope), this ratio represents over 15.1%. This amount corresponds to the sum of sales to clients identified as "wind" LIDAR manufacturers for the subsidiary Keopsys Industries and as "wind" LIDAR users for the subsidiary Lumibird Ltd.

To achieve this result, the Group allocated an amount of eligible operating expenditure that was considered to be negligible in relation to its total opex for 2021 (€75m).

Lastly, Lumibird made €1.1m of eligible investments, representing 3.3% of the Group's total capex. The sum of eligible investments was calculated by directly adding together the R&D costs incurred for the "wind LIDAR" activity and the shared investments prorated to the respective revenue figures for the two subsidiaries concerned.





# REPORT OF THE INDEPENDENT THIRD-PARTY BODY ON THE EXTRA-FINANCIAL PERFORMANCE STATEMENT

## 3. REPORT OF THE INDEPENDENT THIRD-PARTY BODY ON THE EXTRA-FINANCIAL PERFORMANCE STATEMENT

### Financial year ended 31 December 2021

Dear Shareholders,

As an independent third-party body, and a member of the Mazars network, statutory auditor of Lumibird, accredited by COFRAC Inspection under number 3-1058 (scope of accreditation available at [www.cofrac.fr](http://www.cofrac.fr)), we conducted work designed to provide a reasoned opinion expressing a moderate level of assurance on the historical information (observed or extrapolated) of the consolidated extra-financial performance statement, prepared in accordance with the entity's procedures (hereinafter the "Reporting Criteria"), for the year ended 31 December 2021 (hereinafter the "Information" and the "Statement", respectively), presented in the group's management report, in accordance with the provisions of Articles L. 225-105-1, R. 225-105 and R. 225-105-1 of the French commercial code.

### Conclusion

Based on the procedures we performed, as described in the "Nature and scope of the work" section, and on the information we obtained, nothing has come to our attention that causes us to believe that the extra-financial performance statement is not in compliance with the applicable regulatory requirements and that the information, taken as a whole, is presented fairly in accordance with the Reporting Standards.

### Comments

Without calling into question the conclusion expression above, and in conformity with the provisions of Article A. 225-3 of the Commercial Code, we have made the following comments:

- For a portion of the main risks relating to talents and expertise, IT systems, and the insufficient consideration of climate change, the Group does not have formalised policies. In addition, Lumibird has begun work on its carbon trajectory but has not yet set medium and long-term greenhouse gas emission reduction targets.
- As concerns risks relating to the risks of hacking, intrusion or cyberattack on its information systems, the Group does not have key performance indicators.
- The reporting scope of the "permanent staff attrition rate" indicator covers 78% of permanent staff to date.

### Preparation of the extra-financial performance statement

The absence of a generally accepted and commonly used framework or established practice on which to base the assessment and measurement of information allows for the use of different, but acceptable, measurement techniques that may affect comparability between entities and over time.

Therefore, the Information should be read and understood with reference to the Standards, the significant elements of which are presented in the Statement.

### Limitations inherent in the preparation of the Information

The Information may be subject to uncertainty inherent in the state of scientific or economic knowledge and in the quality of external data used. Some information is sensitive to the methodological choices, assumptions and/or estimates made in preparing it and presented in the Statement.

### Responsibility of the Company

The Board of Directors is responsible for:

- selecting or establishing appropriate criteria for the preparation of information;
- preparing a Statement in conformity with the legal and regulatory provisions, including a presentation of the business model, a description of the main extra-financial risks, a presentation of the policies applied with regard to these risks, as well as the results of these policies, including key performance indicators and furthermore the information required by Article 8 of Regulation (EU) 2020/852 (green taxonomy).
- and to implement such internal control as it determines is necessary to enable the preparation of information that is free from material misstatement, whether due to fraud or error.

The Declaration was prepared by applying the company's Standards as mentioned above.

### Responsibility of the Independent Third-Party Body

We are tasked with, based on our work, formulating a reasoned opinion expressing a conclusion of moderate assurance on:

- the Declaration's compliance with the provisions of Article R. 225-105 of the Commercial Code;
- the accuracy of the historical information (recorded or extrapolated) provided in application of No. 3 (I and II) of Article R. 225 105 of the Commercial Code, namely the results of the policies, including key performance indicators, and actions relating to the main risks.

As it is our responsibility to form an independent conclusion on the Information as prepared by management, we are not permitted to be involved in the preparation of the Information as this could compromise our independence.





We are not responsible for deciding on

- the company's compliance with the other applicable regulatory and legal provisions (notably as concerns the information required by Article 8 of Regulation (EU) 2020/852 (green taxonomy), and the plan to combat corruption and tax evasion);
- the fairness of the information required by Article 8 of Regulation (EU) 2020/852 (green taxonomy)
- the products and services' compliance with the applicable regulations.

#### **Regulatory provisions and applicable professional doctrine**

Our work, as described below, was performed in conformity with the provisions of Articles A. 225 1 et seq. of the Commercial Code, the professional standards of the Compagnie nationale des Commissaires aux Comptes [national auditing body] relating to this intervention in lieu of an audit programme, and international standard ISAE 3000 (revised).

#### **Independence and quality control**

Our independence is defined by the provisions of Article L. 822-11-3 of the Commercial Code, and of the Code of Ethics for the auditing profession. We have also established a quality control system which includes documented policies and procedures aimed at ensuring compliance with the applicable legal and regulatory texts, ethical rules, and the professional standards of the Compagnie nationale des Commissaires aux Comptes relating to this intervention.

#### **Means and resources**

Our work mobilised the skills of three people and took place between January and March 2022 over a total intervention period of two weeks.

We conducted ten interviews with the people in charge of preparing the Declaration, representing in particular the administration and finance, risk management and CSR departments.

#### **Nature and scope of the work**

We planned and performed our work taking into account the risks of material misstatement of the Information.

In our opinion, the procedures we have carried out in the exercise of our professional judgment enable us to provide a moderate level of assurance:

- We have reviewed the activity of all of the entities included within the consolidation scope and their exposure to the main risks;
- We have assessed the appropriate nature of the Standards as concerns their pertinence, completeness, reliability, neutrality, and clarity, taking into consideration, where appropriate, the best practices of the sector;
- We have verified that the Declaration covers each category of information provided for under Article L. 225-102-1 (III) concerning social and environmental matters, as well as concerning the respect of human rights and the fight against corruption and tax evasion;
- We have verified that the Declaration presents the information provided for in Article R. 225-105 (II) where pertinent with regard to the main risks and includes, where appropriate, an explanation of the reasons

justifying the lack of information required by paragraph 2 of Article L. 225-102-1 (III);

- We have verified that the Statement presents the business model and a description of the main risks linked to the activity of all of the entities included under the scope of consolidation, including, when this proves to be pertinent and proportionate, the risks created by its business relationships, its products, or its services, as well as the policies, actions, and results, including the key performance indicators relating to the main risks;
- We have consulted the documentary sources and conducted interviews in order to:
  - Evaluate the process of selecting and validating the main risks, as well as the coherence of the results, including the key performance indicators used, regarding the main risks and policies presented, and
  - Corroborate the qualitative information (actions and results) that we considered to be most important, presented in the Appendix 1. For all risks, our work was carried out at the level of the consolidating entity;
- We have verified that the Declaration covers the consolidated scope, namely all of the entities included under the scope of consolidation in conformity with Article L. 233-16, with the limits specified in the Declaration;
- We have reviewed the internal control and risk management procedures put in place by the entity and have determined the collection process, targeting the completeness and accuracy of the information;
- For key performance indicators and other quantitative results that we considered most important presented in the Appendix, we implemented:
  - analytical procedures which consist of verifying that the data collected was properly consolidated, and that it evolved consistently;
  - detailed tests based on sampling or other selection means, consisting of verifying the proper application of the definitions and procedures, and reconciling the data with the supporting documents. This work was conducted at a selection of contributing entities and covers between 39 and 100% of the consolidated data selected for these tests;
- We assessed how consistent the Declaration was on the whole in comparison to our knowledge of all of the entities included under the scope or consolidation.

The procedures performed for a moderate assurance engagement are less extensive than those required for a reasonable assurance engagement performed in accordance with the professional doctrine of the Compagnie Nationale des Commissaires aux Comptes; a higher level of assurance would have required more extensive audit work.

The independent third-party body,

**MAZARS SAS**

Paris La Défense, 30 March 2022

Edwige REY  
CSR and Sustainable development Partner

**Appendix: Information considered most important**

**Quantitative information including key performance indicators**

- Gross R&D expenditure / revenues;
- Number of hours of training / employee
- Attrition rate of employees with permanent contracts;
- Equity ratio (median compensation)
- CSR purchasing rate (Lumibird questionnaire index >50)
- GHG emissions (scope 1 & 2) / revenues.

*(1) Keopsys Industries, Lumibird, Quantel Technologies and Sensup for the attrition rate of employees with permanent contracts.*





>>> LUMIBIRD >>>

UNIVERSAL REGISTRATION DOCUMENT 2021



A stylized teal bird logo, possibly a dove, is positioned on the right side of the page. It is composed of several overlapping teardrop shapes in various shades of teal, creating a sense of motion and form. The bird is facing right.

## CHAPTER 6

**ANNUAL  
GENERAL MEETING  
ON 3 MAY 2022**





# AGENDA AND DRAFT RESOLUTIONS



## 1. AGENDA

### TO BE SUBMITTED TO THE ORDINARY GENERAL MEETING

- Board of Directors' report on the proposed resolutions,
- Board of Directors' report on the management and operations of the Company and the Group during the year ended 31 December 2021,
- Board of Directors' special reports on share subscription or purchase options for the financial year ended 31 December 2021 and on free share allocations for the year ended 31 December 2021,
- Board of Directors' corporate governance report as provided for in Article L.225-37 of the French commercial code,
- Statutory Auditors' reports on the annual and consolidated financial statements for the year ended 31 December 2021 and on regulated agreements under Article L.225 of the French Commercial Code,
- Approval of the annual financial statements for the year ended 31 December 2021,
- Allocation of earnings for the year ended 31 December 2021,
- Approval of the consolidated financial statements for the year ended 31 December 2021,
- Reappointment of Ms Gwenaëlle Le Flohic as a member of the Board of Directors,
- Setting of the global compensation package awarded to Directors,
- Approval of the statutory auditors' report as provided for in Article L. 225-40 of the French commercial code,
- Approval of the information relating to the compensation of corporate officers for the year ended 31 December 2021 presented in the Board of Directors' report on corporate governance, in accordance with Article L. 22-10-9 of the French commercial code,
- Approval of the fixed, variable and exceptional items making up the total compensation and benefits of any kind paid or allocated to Mr. Marc Le Flohic, Chief executive officer, for the year ended 31 December 2021,
- Approval of the fixed, variable and exceptional items making up the total compensation and benefits of any kind paid or allocated to Mr. Jean-Marc Gendre, deputy Chief operating officer, for the year ended 31 December 2021,
- Approval of the compensation policy applicable to the members of the Board of Directors for the financial year 2022,
- Approval of the compensation policy applicable to the CEO for the financial year 2022,
- Approval of the compensation policy applicable to the Deputy CEO for the financial year 2022,
- Authorisation for the Board of Directors to trade in the Company's shares as part of the program for the Company to buy its own shares.

### TO BE SUBMITTED TO THE EXTRAORDINARY GENERAL MEETING

- Board of Directors' report on the proposed resolutions,
- Statutory Auditors' special reports on the draft delegations of authority and financial authorisations presented to the General Meeting,
- Authorisation for the Board of Directors to increase the share capital of the Company or another company by issuing ordinary shares and/or securities entitling holders to access the capital immediately or in the future, with shareholders' preferential subscription rights waived, for categories of people in accordance with Article L.225-138 of the French commercial code,
- Authorisation for the Board of Directors to increase the share capital by creating ordinary shares, with shareholders' preferential subscription rights waived for employees who are members of a company savings plan,
- Various issues,
- Powers.

## 2. DRAFT RESOLUTIONS

### I. TO BE SUBMITTED TO THE ORDINARY GENERAL MEETING

#### First resolution

*(Approval of the annual financial statements for the year ended 31 December 2021)*

The General Meeting, having reviewed the Board of Directors' management report and the Statutory Auditors' report, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, **approves** the transactions that are reflected or summarised in these reports. and the financial statements for the year ended 31 December 2021, as presented to it, showing a profit of 3,828,711.38 euros.

In accordance with the provisions of article 223 quater of the French general tax code, the General Meeting also approves the overall amount of costs and expenses referred to in article 39-4 of the code, incurred by the company during the past financial year, which amounted to 10,111 euros, generating a notional additional income tax of 2,679 euros.

#### Second resolution

*(Allocation of earnings for the year ended 31 December 2021)*

The General Meeting, on the proposal of the Board of Directors, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, and after noting that the financial statements as at 31 December 2021 and approved by this meeting show a profit for the financial year of 3,828,711.38 euros, **decides** to allocate the profit to retained earnings, the positive balance of which is thus brought from 78,888,308.50 euros to 82,717,019.88 euros.



In accordance with the law, the General Meeting acknowledges that no dividends were distributed during the three previous financial years.

#### Third resolution

*(Approval of the consolidated financial statements for the year ended 31 December 2021)*

The General Meeting, having reviewed the Board of Directors' report on the LUMIBIRD group management and the Statutory Auditors' report on the consolidated financial statements, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, **approves** the transactions that are reflected or summarised in these reports, and the financial statements for the year ended 31 December 2021, as presented to it, showing a profit of 13,858,300 euros.

#### Fourth resolution

*(Reappointment of Ms Gwenaëlle Le Flohic as a member of the Board of Directors)*

The General Meeting, having reviewed the report of the Board of Directors on the draft resolutions, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, **decides** to renew the term of office of Ms Gwenaëlle Le Flohic as a Director for a period of six (6) years, i.e. until the general meeting called to approve the financial statements for the financial year ending 31 December 2027.

Ms Gwenaëlle Le Flohic has indicated in advance that she will accept the renewal of her term of office.

#### Fifth resolution

*(Setting of the global compensation package awarded to Directors)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, **decides** to set at a total of 60,000 euros the global compensation package to award to Directors for the current and following years, unless a new General Meeting in the future changes the annual amount. The breakdown between the Directors will be decided on by the Board of Directors.

#### Sixth resolution

*(Approval of the Statutory Auditors' report provided for in Article L. 225-40 of the French Commercial Code)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having considered the Statutory Auditors' Special Report on agreements under the provisions of Articles L. 225-38 and L. 225-40-1 of the French Commercial Code, **approves** this report in all its provisions.

#### Seventh resolution

*(Approval of the information relating to the compensation of corporate officers for the year ended 31 December 2021 presented in the Board of Directors' report on corporate governance, in accordance with Article L. 22-10-9 of the French commercial code)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having considered the Board of Directors' report on corporate governance referred to in Article L. 225-37 of the French Commercial Code, approves, in accordance with Article L. 22-10.34 I. of the French Commercial Code, all information relating to the compensation paid or granted to the

corporate officers during the financial year ended 31 December 2021 presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document, in accordance with section I of Article L.22-10-9 of the Commercial Code.

#### Eighth resolution

*(Approval of the fixed, variable and exceptional items making up the total compensation and benefits of any kind paid or allocated to Mr. Marc Le Flohic, Chairman and Chief Executive Officer, for the year ended 31 December 2021)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having reviewed the Board of Directors' report on corporate governance as provided for in Article L.225-37 of the French commercial code, approves, in accordance with the provisions of Article L.22-10.34 II. of the French commercial code, the fixed, variable and exceptional components of the global compensation and benefits of any kind paid or awarded to Marc Le Flohic, Chairman and Chief Executive Officer, for the year ended 31 December 2021, as presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document.

#### Ninth resolution

*(Approval of the fixed, variable and exceptional items making up the total compensation and benefits of any kind paid or allocated to Mr. Jean-Marc Gendre, Deputy Chief Executive Officer, for the year ended 31 December 2021)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having reviewed the Board of Directors' report on corporate governance as provided for in Article L.225-37 of the French commercial code, approves, in accordance with the provisions of Article L.22-10.34 II. of the French commercial code, the fixed, variable and exceptional components of the global compensation and benefits of any kind paid or awarded to Jean-Marc Gendre, Deputy Chief Executive Officer, for the year ended 31 December 2021, as presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document.

#### Tenth resolution

*(Approval of the compensation policy applicable to the members of the Board of Directors for the financial year 2022)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having reviewed the Board of Directors' corporate governance report as provided for in Article L.225-37 of the French commercial code, describing the components of the compensation policy for corporate officers, approves, in accordance with the provisions of Article L.22-10-8 of the French commercial code, the compensation policy applicable to the members of the Board of Directors for the 2022 financial year, as presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document.

#### Eleventh resolution

*(Approval of the compensation policy applicable to the CEO for the financial year 2022)*





The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having reviewed the Board of Directors' corporate governance report as provided for in Article L.225-37 of the French commercial code, describing the components of the compensation policy for corporate officers, approves, in accordance with the provisions of Article L.22-10-8 of the French commercial code, the compensation policy applicable to the CEO for the 2022 financial year, as presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document.

#### Twelfth resolution

*(Approval of the compensation policy applicable to the Deputy CEO for the financial year 2022)*

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, having reviewed the Board of Directors' corporate governance report as provided for in Article L.225-37 of the French commercial code, describing the components of the compensation policy for corporate officers, approves, in accordance with the provisions of Article L.22-10-8 of the French commercial code, the compensation policy applicable to the Deputy CEO for the 2022 financial year, as presented in the Board of Directors' report on corporate governance, included in Chapter 2 of the Company's 2021 Universal Registration Document.

#### Thirteenth resolution

*(Authorisation for the Board of Directors to trade in the Company's shares as part of the program for the Company to buy its own shares)*

The General Meeting, having reviewed the Board of Directors' report, ruling under the quorum and majority conditions for Ordinary General Meetings:

**1. authorises** the Board of Directors, with an option to subdelegate in accordance with the legal and regulatory provisions, to purchase and/or appoint other parties to purchase Company shares, under the conditions set by Articles L.22-10-62 and L.225-210 et seq of the French commercial code, notably with a view to:

(i) ensuring liquidity and managing market-making for the Company's securities through an investment services provider acting independently on behalf of the Company, under a liquidity agreement that is compliant with the AMF guidelines in force, or

(ii) retaining and awarding shares subsequently (exchanges, payments, etc.) in connection with the Company's financial, external growth, merger, spin-off or contribution operations, or

(iii) awarding shares in connection with the exercising of rights associated with securities entitling holders to access the capital through their redemption, conversion, exchange, the presentation of a warrant or by any other means, or

(iv) cancelling all or part of the shares bought back in this way, through a share capital reduction, in accordance with the authorisation to reduce the capital given by the Ordinary General Meeting on 4 May 2021 in its nineteenth resolution, or, if applicable, under a resolution of the same kind that may follow it during the period for which this delegation is valid, or

(v) awarding or transferring shares to employees or corporate officers of the Company or related companies, notably through the company's profit-sharing arrangements, under a company or group savings plan (or related plan) or for the awarding of free shares under Article L.225-197-1 et seq of the French commercial code, or, more generally, honoring obligations relating to programs for stock options or other awards of shares for the employees or corporate officers of the Company or a Group entity, or

(vi) implementing any Company stock option plan in accordance with Articles L.225-177 et seq of the French commercial code or any similar plan,

This program is also intended to make it possible to implement any market practices that may be approved by the French Financial Markets Authority (AMF), and more generally to carry out any other operation in line with the regulations in force. In such cases, the Company will notify its shareholders in a press release.

The shares may be acquired, sold, retained and, if applicable, exchanged or transferred, on one or more occasions, by any means, notably through on-market or off-market transactions and in accordance with the stock market regulations applicable, including by using, if applicable, any derivative or optional financial instruments traded on regulated markets or over-the-counter, provided that these last means do not contribute to any significant increase in the volatility of the security or in any other way.

These operations may be carried out at any time, with the Company reserving the right to purchase or sell blocks of securities and continue implementing this share buyback program during a public offering period concerning the Company's securities,

**2. decides** that the share purchases under this authorisation will be carried out within the limit of a maximum unit purchase price of 50 euros subject to adjustments linked to potential operations concerning the Company's capital. The General Meeting delegates the authority to the Board of Directors, in the event of a change in the par value of the share, an increase in the capital through the incorporation of reserves, free share awards, stock splits or consolidations, the distribution of reserves or any other assets, the amortisation of the capital, or any other transaction concerning the share capital or shareholders' equity, to adjust the abovementioned maximum purchase price in order to factor in the impact of such transactions on the share's value.

**3. sets** the maximum amount of funds allocated for carrying out this share buyback program at 50,000,000 euros,

**4. acknowledges** that Company purchases of treasury stock may concern a number of shares such that:

(i) on the date of each buyback, the total number of shares bought back by the Company in this way since the start of the buyback program (including the shares subject to said buyback) does not exceed 10% of the shares comprising the Company's capital on this date, with this percentage applying to the adjusted capital factoring in transactions coming into effect following this General Meeting, i.e. for information a maximum buyback of 2,246,688 shares at 31 December 2021, while noting that (a) the number of shares acquired with a view to being retained and issued again subsequently in connection with a merger, spin-off or contribution operation may not exceed 5% of its share capital, and (b)



when shares are bought back with a view to ensuring liquidity under the conditions defined by the AMF's General Regulations, the number of shares taken into account for calculating the aforementioned 10% cap corresponds to the number of shares purchased, less the number of shares sold on again for the duration of the authorisation,

(ii) the total number of shares held by the Company on any given date does not exceed the maximum legal limit of 10% of the shares comprising the Company's share capital on this same date,

**5. grants** full powers to the Board of Directors, with an option to delegate under the legal conditions in force, to decide on and implement this authorisation and carry out this share buyback program, within the limits of the authorisation given, to clarify its terms, if necessary, and determine its conditions, and notably to place any stock market orders, to enter into any agreements, notably with a view to the registration of share purchases and sales, to allocate or reallocate the shares acquired to the objectives set under the legal and regulatory conditions applicable, to set the conditions for safeguarding the rights of holders of securities entitling them to access the Company's capital in accordance with the legal and regulatory provisions and, if applicable, the contractual stipulations providing for other adjustment cases, to make any filings with the French Financial Markets Authority (AMF) and any other relevant authorities or bodies, to perform all other formalities, to make all the declarations provided for under the law and, more generally, to do whatever is necessary,

**6. decides** that this authorisation, which cancels and replaces for the future and up to the amount of the portion not yet used, if applicable, any prior authorisation of the same kind and particularly the authorisation granted by the Company's Ordinary General Meeting on 4 May 2021 in its 18th resolution, is valid for 18 months from the date of this Meeting.

## II. TO BE SUBMITTED TO THE EXTRAORDINARY GENERAL MEETING

### Fourteenth resolution

*(Authorisation for the Board of Directors to increase the share capital of the Company or another company by issuing ordinary shares and/or securities entitling holders to access the capital immediately or in the future, with shareholders' preferential subscription rights waived, for categories of people in accordance with Article L.225-138 of the French commercial code)*

The General Meeting, having reviewed the Board of Directors' report and the Statutory Auditors' special report, ruling under the quorum and majority conditions for Extraordinary General Meetings, and in accordance with Articles L.225-129, L.225-129-2, L.225-138 and L.22-10-49 et seq of the French commercial code and L.228-91 et seq of the commercial code:

**1. delegates** to the Board of Directors, with an option to subdelegate under the legal conditions in force, its authority to issue, on one or more occasions, in France or abroad, in the proportions and at the times that it determines, in euros, in foreign currencies or in any monetary unit determined with reference to several currencies, with or without premiums, on a free basis or subject to payment (i) ordinary

Company shares and/or (ii) transferable securities, of any kind, governed by Articles L.228-92 paragraph 1, L.228-93 paragraphs 1 and 3 or L.228-94 paragraph 2 of the French commercial code giving access, immediately and/or in the future, at any time or on a set date, through the subscription, conversion, exchange, redemption or presentation of a warrant or any other means, to the capital of the Company or other companies (including those that directly or indirectly hold more than half of the share capital of the Company and those in which the Company directly or indirectly holds more than half of their share capital), while noting that the shares covered in (i) and the transferable securities covered in (ii) may be paid up in cash or through offsetting receivables under the legal conditions in force,

**2. delegates** to the Board of Directors, with an option to subdelegate under the legal conditions in force, the authority to set the list of beneficiaries within these categories and the number of securities to be awarded to each one of them,

**3. decides** that the maximum nominal amount of capital increases and issues that may be carried out under this delegation is set at 50,000,000 euros, with this amount allocated against the overall maximum limit set in the 20th resolution of the Ordinary General Meeting on 4 May 2021,

**4. decides** to cancel shareholders' preferential subscription rights for the Company's ordinary shares and/or securities to be issued under this resolution to the following categories of parties:

(i) French or foreign-law investment companies, collective savings fund managers or investment funds (including any undertakings for investment, UCITS, AIFs or holding companies) investing in companies from high-technology sectors with scientific, military, industrial and/or medical applications, and/or

(ii) French or foreign-law industrial groups with operational activities in high-tech sectors with scientific, military, industrial and/or medical applications; and/or,

(iii) any entity, under French or foreign law, with or without legal personality, including any subsidiary of credit institutions or investment services providers, whose exclusive purpose is to subscribe, hold and/or sell shares or other financial instruments of the Company, on behalf of employees and/or corporate officers of the Company and/or companies related to it under the conditions of Article L.225-180 of the Commercial Code.]

**5. decides** that the subscription price for the securities issued under this delegation may be no less than the lower of the following values:

(i) the Company's last closing share price before the issue price is set less a potential maximum discount of 20%,

(ii) the Company's weighted average share price on Euronext Paris for the last three trading days prior to the setting of the issue price less a potential maximum discount of 20%.

**6. acknowledges** that under this delegation, shareholders of the Company expressly waive their preferential subscription rights, to the benefit of holders of transferable securities issued under this delegation, for the shares that such transferable securities will entitle such holders to,

**7. decides** that if the subscriptions have not accounted for the full amount of an issue of shares or securities as defined above, the Board of Directors may limit the amount of the





capital increase or issue to the amount of the subscriptions collected, provided that they reach at least three quarters of the amount of the issue initially set,

**8. decides** that the Board of Directors will have full powers, with an option to subdelegate, to implement this delegation, under the conditions set by the law and the articles of association, notably with a view to:

(i) deciding to issue ordinary shares and/or transferable securities giving access, immediately or in the future, to the capital of the Company or another company,

(ii) determining the dates, conditions and arrangements for any issues, as well as the form and characteristics of the ordinary shares and/or transferable securities to be issued, with or without premiums, and in particular:

- setting the amount of the issue or issues that will be carried out under this delegation, notably determining the issue price and subscription price for the ordinary shares and/or transferable securities, the amount of the premium that may be requested for the issue, the timeframes, arrangements and conditions for the transferable securities to be subscribed for, paid up, issued and entitled to dividends, within the legal or regulatory limits in force,
- setting, if applicable, the conditions for exercising the rights associated with the shares and/or transferable securities to be issued, notably determining their conditions for conversion, exchange or redemption, including through the reissuing of the Company's assets such as transferable securities already issued by the Company,
- determining, under the legal conditions in force, the arrangements for adjusting the conditions for future access to the capital with the transferable securities and/or financial securities to be issued,
- suspending, if applicable, the exercising of the rights to be awarded shares associated with the transferable securities to be issued for a maximum of three months,

(iii) for issues of debt securities:

- determining the type and characteristics of these securities, including the par value and dividend entitlement date, the issue price, the interest rate (fixed and/or variable), the fixed or variable redemption price, and the redemption premium, if applicable, and particularly deciding whether they are subordinate or not (subordination may concern the principal capital and/or the interest on these securities), determining their subordination level, their duration (which may be fixed or not) and providing for, as relevant, mandatory or optional cases for early redemption and/or suspension or non-payment of interest, the possibility to reduce or increase the par value of the securities, and the other conditions for issues (including granting them guarantees or sureties) and amortisation (including redemption through reissuing of the Company's assets),
- amending, during the life of the securities concerned, their terms and conditions, in accordance with the formalities applicable,
- carrying out said issues within the limit set above, determining the issue date, type, amounts and currency,

(iv) collecting the subscriptions and the corresponding payments, determining the amount of receivables to be offset, and acknowledging the performance of the capital

increases for the amount of the shares that will be subscribed for,

(v) making all allocations against the premiums and particularly those for costs incurred by carrying out the issues and, if applicable, deducting from this amount the sums required to raise the legal reserve to one-tenth of the new capital after each capital increase,

(vi) determining and making any adjustments intended to take into account the impact of operations on the Company's capital or equity, notably in the event of a change in the share's par value, a capital increase through the incorporation of reserves, profits or premiums, free share awards, stock splits or consolidations, distribution of reserves or any other assets, amortisation of the capital, or any other operation concerning shareholders' equity, and determining the conditions under which the rights of holders of transferable securities giving access to the capital will be safeguarded, if applicable,

(vii) acknowledging the performance of the capital increases resulting from any issue carried out under this delegation and amending the articles of association accordingly.

In addition, and more generally, the Board of Directors may take any useful measures, enter into any agreements to ensure the successful completion of the issues being considered, and complete any formalities required for the admission of the shares, rights and transferable securities issued in this way for trading on Euronext in Paris or, if applicable, any other market.

**9. sets** the validity of the delegation of authority under this resolution for 18 months from the date of this General Meeting's decision,

**10. acknowledges** that this delegation of authority cancels and replaces as of this day and up to the amount of the portion not yet used, if applicable, any prior delegation with the same purpose and particularly the delegation granted by the Company's Extraordinary General Meeting on 4 May 2021 in its 26th resolution.

#### **Fifteenth resolution**

*(Authorisation for the Board of Directors to increase the share capital by creating ordinary shares, with shareholders' preferential subscription rights waived for employees who are members of a company savings plan)*

The General Meeting, having reviewed the Board of Directors' report and the Statutory Auditors' special report, ruling under the quorum and majority conditions for Extraordinary General Meetings and in accordance with Articles L.225-129-2, L.225-129-6, L.225-138-1 of the French commercial code, Articles L.3332-18 to L.3332-24 of the French employment code (Code du travail) and the obligation set by Article L.225-129-6 of the French commercial code:

**1. delegates** to the Board of Directors, with an option to subdelegate under the legal conditions in force, its authority to decide to increase the share capital, on one or more occasions and based on its decisions alone, by issuing ordinary shares to be subscribed for in cash reserved for employees who are members of a company savings plan (plan d'épargne entreprise) set up on the Company's initiative,

**2. decides** that the maximum nominal amount of the capital increases that may be carried out under this authorisation is



set at 1,000,000 euros or its equivalent value in any other authorised currency(s), with this amount allocated against the overall maximum limit set in the 20th resolution from the Ordinary General Meeting on 4 May 2021,

**3. decides** that under this resolution, shareholders expressly waive their preferential subscription rights for the new shares to be issued for employees who are members of the Company's company savings plan,

**4. decides** that the subscription price for the securities to be issued under this delegation will be determined by the Board of Directors in accordance with legal provisions applicable on the day of the issue (i.e., to date, those of Articles L.3332-18 to L.3332-24 of the French employment code),

**5. decides** that, within the limits set above, the Board of Directors will have full powers, with an option to subdelegate under the legal conditions in force, to implement this authorisation, notably with a view to:

- (i) determining, within the limits set above, the characteristics, amount and conditions for any issue,
- (ii) determining that the issues or awards may be carried out directly for beneficiaries or through collective undertakings,
- (iii) carrying out the capital increases resulting from this authorisation, within the maximum limit set above,
- (iv) setting the cash subscription price for the shares in accordance with the legal provisions applicable,
- (v) as required, planning to set up a company savings plan or modifying existing plans,
- (vi) determining the list of companies whose employees will be beneficiaries of the issues carried out under this delegation, setting the timeframe for the shares to be paid up and, if applicable, the seniority required for employees to

take part in the operation, all within the legal limits applicable,

**(vii)** making any adjustments in order to take into account the impact of operations on the Company's capital or equity, notably in the event of a change in the share's par value, a capital increase through the incorporation of reserves, free share awards, stock splits or consolidations, distribution of reserves or any other assets, amortisation of the capital, or any other operation concerning shareholders' equity,

**(viii)** performing, either itself or through representatives, all actions and formalities required to make the capital increases that may be carried out as authorised under this resolution definitive; and

**(ix)** amending the articles of association accordingly and, more generally, doing whatever is necessary.

**6. decides** that this delegation, which cancels and replaces for the future and up to the amount of the portion not yet used, if applicable, any prior delegation of the same kind, and in particular the delegation granted by the Company's Extraordinary General Meeting held on 4 May 2021 under the terms of its 29th resolution, is valid for 26 months from the date of this General Meeting.

#### Sixteenth resolution (Powers)

The General Meeting, voting in accordance with the quorum and majority requirements for Ordinary General Meetings, **grants** full powers to the bearer of an original, a copy or an extract of the minutes of the meeting to carry out any and all legal formalities.





# BOARD OF DIRECTORS' REPORT PRESENTING THE DRAFT RESOLUTIONS

Ladies and Gentlemen, Dear shareholders,

We have convened this combined general meeting in accordance with the legal, regulatory and statutory requirements to submit for your approval the following draft resolutions:

### Submitted to the ordinary general meeting:

- Approval of the annual and consolidated financial statements for the year ended 31 December 2021 and allocation of earnings (1<sup>st</sup> to 3<sup>rd</sup> resolutions);
- The renewal of Ms Gwenaëlle Le Flohic (4<sup>th</sup> resolution),
- Setting of the global compensation package awarded to Directors (5<sup>th</sup> resolution),
- Approval of the statutory auditors' report as provided for in Article L. 225-40 of the French commercial code (6<sup>th</sup> resolution),
- Approval of the information relating to the compensation of corporate officers for the year ended 31 December 2021 presented in the Board of Directors' report on corporate governance, in accordance with Article L. 22-10-20 of the French commercial code (7<sup>th</sup> resolution),
- Approval of the fixed, variable and exceptional items making up the total compensation and benefits of any kind paid or allocated to Mr. Marc Le Flohic, CEO, and to Mr Jean-Marc Gendre, Deputy CEO, for the year ended 31 December 2021 (8<sup>th</sup> and 9<sup>th</sup> resolution),
- Approval of the compensation policy applicable to the members of the Board of Directors, to the CEO and to the Deputy CEO for the financial year 2022 (10<sup>th</sup> to 12<sup>th</sup> resolutions),
- Authorisation for the Board of Directors to trade in the Company's shares as part of the program for the Company to buy its own shares (13<sup>th</sup> resolution),

### Submitted to the extraordinary general meeting:

- Authorisation for the Board of Directors to increase the share capital of the Company or another company by issuing ordinary shares and/or securities entitling holders to access the capital immediately or in the future, with shareholders' preferential subscription rights waived, for categories of people (14<sup>th</sup> resolution),
- Authorisation for the Board of Directors to increase the share capital by creating ordinary shares, with shareholders' preferential subscription rights waived for employees who are members of a company savings plan (15<sup>th</sup> resolution),
- Granting of powers to carry out formalities (16<sup>th</sup> resolution).

The purpose of this report is to present the main features of the draft resolutions submitted by the Board of Directors to your general meeting. It does not therefore claim to be

exhaustive; it is therefore essential that you read carefully the text of the draft resolutions before exercising your right to vote.

The presentation of the financial situation, business and results of the Company and the Group (the "Group") during the past financial year, as well as the various information required by the legal and regulatory provisions in force also appear in the Board of Directors' report on the management and operations of the Company and the Group during the year ended 31 December 2021, to which you are invited to refer.

The documents required by the law and the articles of association of the Company have been sent to you and / or made available to you within the prescribed deadlines.

### I. Approval of the FY financial statements

*Approval of the annual and consolidated financial statements for the year ended 31 December 2021 and allocation of earnings (1st to 3rd resolutions) (Ordinary General Meeting)*

Your meeting is convened firstly to approve the annual and consolidated financial statements for the year ended 31 December 2021 of your Company and to allocate earnings.

You are invited to allocate the profit of 3,828,711.38 to the retained earnings account which will thus increase the positive balance from 78,888,308.50 euros to 82,717,019.88 euros.

### II. Reappointment of Ms Gwenaëlle Le Flohic as a member of the Board of Directors

*Reappointment of Ms Gwenaëlle Le Flohic as a member of the Board of Directors (4th resolution)*

You are invited, as per the 4<sup>th</sup> resolution, to approve the renewal of the term of office of Ms Gwenaëlle Le Flohic as a Director, expiring after the present General Meeting, for a period of six (6) years, i.e. until the general meeting called to approve the financial statements for the financial year ending 31 December 2027.

All the information referred to in Article R.225-83 of the French Commercial Code, concerning the persons whose candidacy as director is submitted to the ordinary general meeting of shareholders, is appended to this report (**Appendix 1**).

### III. Regulated agreements

*Approval of the Statutory Auditor's report referred to in Article L.225-40-1 of the French Commercial Code (6th resolution) (Ordinary General Meeting)*

You are invited to approve the Statutory Auditors' special report on agreements subject to the provisions of Articles L.225-38 and L.225-40-1 of the French Commercial Code.



#### IV. Compensation

*Setting of the global compensation package awarded to Directors (5<sup>th</sup> resolution) (Ordinary General Meeting)*

You are asked to set at a total of 60,000 euros the global compensation package to award to Directors for the current and the following years, unless a new General Meeting in the future changes the annual amount.

The breakdown between the Directors will be decided on by the Board of Directors, according to the criteria mentioned in the Board of Directors' report on corporate governance provided for in Article L.225-37 of the French Commercial Code.

*Approval of the information relating to the compensation of corporate officers for the year ended 31 December 2021 presented in the Board of Directors' report on corporate governance, in accordance with Article L. 22-10-9 of the French commercial code (7<sup>th</sup> resolution) (Ordinary General Meeting)*

Under the 7<sup>th</sup> resolution, you are asked to approve all information relating to the compensation paid or granted to the corporate officers during the financial year ended 31 December 2021 presented in the Board of Directors' report on corporate governance in accordance with Article L.22-10-9 of the Commercial Code.

These elements that you are asked to approve are presented in the Board of Directors' corporate governance report provided for in article L.225-37 of the French Commercial Code, in Chapter 2 of the Company's 2021 Universal Registration Document. You are invited to consult it for more information on these elements of compensation

*Approval of the fixed, variable and exceptional items making up the total compensation and benefits of any kind paid or allocated to Mr. Marc Le Flohic, CEO, and to Mr Jean-Marc Gendre, Deputy CEO, for the year ended 31 December 2021 (8<sup>th</sup> and 9<sup>th</sup> resolutions) (Ordinary General Meeting)*

In accordance with the provisions of Article L.22-10-34 II of the French commercial code, you are asked to approve the fixed, variable and exceptional components of the global compensation and benefits of any kind paid or awarded to Marc Le Flohic, CEO, and Mr Jean-Marc gendre, Deputy CEO, for the year ended 31 December 2021.

These principles and criteria that you are asked to approve are presented in the Board of Directors' corporate governance report provided for in article L.225-37 of the French Commercial Code, in Chapter 2 of the Company's 2021 Universal Registration Document. You are invited to consult it for more information on these elements of compensation.

*Approval of the information relating to the compensation of corporate officers for the year ended 31 December 2022 presented in the Board of Directors' report on corporate governance, in accordance with Article L. 22-10-9 of the French commercial code (10<sup>th</sup> resolution) (Ordinary General Meeting)*

Under the 12<sup>th</sup> resolution, you are asked to approve all information relating to the compensation paid or granted to the corporate officers during the financial year ended 31 December 2021 presented in the Board of Directors' report on corporate governance in accordance with Article L.22-10-8 of the Commercial Code.

These elements that you are asked to approve are presented in the Board of Directors' corporate governance report provided for in article L.225-37 of the French Commercial Code, in Chapter 2 of the Company's 2021 Universal Registration Document. You are invited to consult it for more information on these elements of compensation.

*Approval of the compensation policy applicable to the CEO and to the Deputy CEO for the financial year 2021 (14<sup>th</sup> and 15<sup>th</sup> resolutions) (Ordinary General Meeting)*

In accordance with the provisions of Article L.22-10-8 of the French commercial code, you are asked to approve the compensation policy applicable to the CEO and to the Deputy CEO for the 2022 fiscal year.

The compensation policy applicable to the CEO and to the Deputy CEO for the 2022 fiscal year you are asked to approve is presented in the Board of Directors' corporate governance report provided for in article L.225-37 of the French Commercial Code, in Chapter 2 of the Company's 2021 Universal Registration Document. You are invited to consult it for more information on these elements of compensation.

#### V. Draft renewal of the authorisation to be given to the Board of Directors for the purchase by the Company of its own shares

*Authorisation for the Board of Directors to trade in the Company's shares as part of the program for the Company to buy its own shares (16<sup>th</sup> resolution) (Ordinary General Meeting)*

The Ordinary General Meeting of 4 May 2021, by the terms of its 18<sup>th</sup> resolution, and in accordance with Articles L.225-209 et seq. of the French Commercial Code (former wording), authorised the Board of Directors to buy and/or appoint other parties to purchase the Company's own shares, as part of a share buyback program.

This authorisation, for a period of 18 months following the decision of this General Meeting, was implemented by the Board of Directors under a liquidity agreement with the Louis Capital Markets to ensure liquidity and manage market-making for LUMIBIRD shares.

The review of the operations carried out within the framework of authorised share buyback programs appears in paragraph 12.4 of the Board of Directors' report on the management and the business of the Company and the Group during the financial year ended December 31, 2021, in Chapter 4 of the Company's 2021 Universal Registration Document

In accordance with the legal and regulatory provisions in force, and in particular pursuant to Articles L.225-210 and L.22-10-62 et seq. Of the French Commercial Code, we propose to renew the authorisation and authorise the Board of Directors, with an option to subdelegate in accordance with the legal and regulatory provisions, to purchase and/or appoint other parties to purchase the Company's own shares under a new share buyback program, notably with a view to:

(i) ensuring liquidity and managing market-making for the Company's securities through an investment services provider acting independently on behalf of the Company, under a liquidity agreement that is compliant with the AMF guidelines in force; or

(ii) retaining and awarding shares subsequently (exchanges, payments, etc.) in connection with the Company's financial,



external growth, merger, spin-off or contribution operations; or

(iii) awarding shares in connection with the exercising of rights associated with securities entitling holders to access the capital through their redemption, conversion, exchange, the presentation of a warrant or by any other means; or

(iv) cancelling all or part of the shares bought back in this way, through a share capital reduction, in accordance with the authorisation to reduce the capital given by this Ordinary General Meeting in its 19<sup>th</sup> resolution, or, if applicable, under a resolution of the same kind that may follow it during the period for which this delegation is valid; or

(v) awarding or transferring shares to employees or corporate officers of the Company or related companies, notably through the company's profit-sharing arrangements, under a company or group savings plan (or related plan) or for the awarding of free shares under Article L.225-197-1 et seq of the French commercial code, or, more generally, honoring obligations relating to programs for stock options or other awards of shares for the employees or corporate officers of the Company or a Group entity; or

(vi) implementing any Company stock option plan in accordance with Articles L.225-177 et seq of the French commercial code or any similar plan;

This program is also intended to make it possible to implement any market practices that may be approved by the French Financial Markets Authority (AMF), and more generally to carry out any other operation in line with the regulations in force. In such cases, the Company will notify its shareholders in a press release.

It is specified that on the date of each buyback, the total number of shares bought back by the Company in this way since the start of the buyback program (including the shares subject to said buyback) should not exceed 10% of the shares comprising the Company's capital on this date, with this percentage applying to the adjusted capital factoring in transactions coming into effect following this General Meeting, i.e. for information a maximum buyback of 2,246,688 shares at 31 December 2021. In addition, the total number of shares held by the Company on any given date does not exceed the maximum legal limit of 10% of the shares comprising the Company's share capital on this same date.

The share purchases under this authorisation could be carried out within the limit of a maximum unit purchase price of 50 euros subject to adjustments linked to potential operations concerning the Company's capital.

We propose to set the maximum amount of funds allocated for carrying out this share buyback program at 50 million euros.

The authorisation thus granted to the Board of Directors, valid for 18 months from the date of the General Meeting deciding it, would cancel for the future and up to the amount of the portion not yet used, if applicable, any prior authorisation of the same kind and particularly the authorisation granted by the Company's Ordinary General Meeting on 4 May 2021 in its 18<sup>th</sup> resolution.

## VI. Draft renewal of financial authorisations granted to the Board of Directors to increase the share capital

*Authorisation for the Board of Directors to increase the share capital of the Company or another company by issuing ordinary shares and/or securities entitling holders to access the capital immediately or in the future, with shareholders' preferential subscription rights waived, for categories of people in accordance with Article L.225-138 of the French commercial code (14<sup>th</sup> resolution) (Extraordinary General Meeting)*

The Extraordinary General Meeting of 4 May 2021 has, pursuant to its 26<sup>th</sup> resolution authorised the Board of Directors for a period of 18 months to increase the share capital of the Company or another company by issuing ordinary shares and/or securities entitling holders to access the capital immediately or in the future, with shareholders' preferential subscription rights waived, for categories of people in accordance with Article L.225-138 of the French commercial code.

As this delegation of authority expires on 4 November 2022, you are invited, under the 17<sup>th</sup> resolution, to renew it by authorising the Board of Directors, with an option to subdelegate under the legal conditions in force, to issue, on one or more occasions, in France or abroad, in the proportions and at the times that it determines, in euros, in foreign currencies or in any monetary unit determined with reference to several currencies, with or without premiums, on a free basis or subject to payment (i) ordinary Company shares and/or (ii) transferable securities, of any kind, governed by Articles L.228-92 paragraph 1, L.228-93 paragraphs 1 and 3 or L.228-94 paragraph 2 of the French commercial code giving access, immediately and/or in the future, at any time or on a set date, through the subscription, conversion, exchange, redemption or presentation of a warrant or any other means, to the capital of the Company or other companies (including those that directly or indirectly hold more than half of the share capital of the Company and those in which the Company directly or indirectly holds more than half of their share capital), while noting that the shares covered in (i) and the transferable securities covered in (ii) may be paid up in cash or through offsetting receivables under the legal conditions in force.

Under this delegation, the shareholders' preferential subscription rights for the Company's ordinary shares and/or securities to be issued under this resolution would be cancelled to the benefit of the following categories of parties:

- French or foreign-law investment companies, collective savings fund managers or investment funds (including any undertakings for investment, UCITS, AIFs or holding companies) investing in companies from high-technology sectors with scientific, military, industrial and/or medical applications, and/or
- French or foreign-law industrial groups with operational activities in high-tech sectors with scientific, military, industrial and/or medical applications; and/or,
- any entity, under French or foreign law, with or without legal personality, including any subsidiary of credit institutions or investment services providers, whose exclusive purpose is to subscribe, hold and/or sell shares or other financial instruments of the Company, on behalf of employees and/or corporate officers of the Company



and/or companies related to it under the conditions of Article L.225-180 of the Commercial Code.

The Board of Directors would have the authority, with an option to subdelegate under the legal conditions in force, to set the list of beneficiaries within these categories and the number of securities to be awarded to each one of them.

The subscription price for the securities issued under this delegation may be no less than the lower of the following values:

- the Company's last closing share price before the issue price is set less a potential maximum discount of 20%,
- the Company's weighted average share price on Euronext Paris for the last three trading days prior to the setting of the issue price less a potential maximum discount of 20%.

In addition, you are invited to set the maximum nominal amount of capital increases and issues that may be carried out under this delegation at 50 million euros, with this amount allocated against the overall maximum limit set in the 20<sup>th</sup> resolution from this Ordinary General Meeting held on Mai 4, 2021. This amount seems appropriate to the Group's financing needs.

The Board of Directors would have full powers, with an option to subdelegate under the legal conditions in force, to implement this delegation of authority.

The delegation thus granted to the Board of Directors, valid for 18 months from the date of the General Meeting deciding it, would cancel, up to the amount of the portion not yet used, if applicable, any prior authorisation with the same purpose and particularly the authorisation granted by the Company's Extraordinary General Meeting on 4 May 2021 in its 26<sup>th</sup> resolution.

*Authorisation for the Board of Directors to increase the share capital by creating ordinary shares, with shareholders' preferential subscription rights waived for employees who are members of a company saving plan (15<sup>th</sup> resolution) (Extraordinary General Meeting)*

As a consequence of the renewal of the various delegations of authority and financial authorisations presented above and which will be submitted to the approval of the General Meeting of Shareholders, you are invited to approve, in accordance with the provisions of Article L.225-129-6 of the French Commercial Code, a draft resolution to authorise the Board of Directors, with an option to subdelegate under the

legal conditions in force, to decide to increase the share capital, on one or more occasions and based on its decisions alone, by issuing ordinary shares to be subscribed for in cash reserved for employees who are members of a company savings plan (plan d'épargne entreprise) set up on the Company's initiative and in accordance with Articles L.225-129-2, L.225-129-6, L.225-138-1 of the French commercial code and Articles L.3332-18 to L.3332-24 of the French employment code (Code du travail). This authorisation, for which shareholders would expressly waive their preferential subscription rights for the new shares to be issued, would be granted under the following conditions

- The Board of Directors would be authorised to increase the share capital, on one or more occasions, up to a maximum nominal amount of 5 million euros or its equivalent value in any other authorised currency(s), with this amount allocated against the overall maximum limit set in the 20<sup>th</sup> resolution from this General Meeting;
- The subscription price for the securities to be issued by the Board of Directors under this delegation would be determined in accordance with legal provisions in force on the day of the issue (i.e. to date, Articles L.3332-18 to L.3332-24 of the French employment code);
- The Board of Directors would have full powers, based on its decisions alone, to set all other modalities for any issue to be carried out under this authorisation, under the legal conditions in force.

This delegation, valid for 26 months from the date of the General Meeting deciding it, would cancel, up to the amount of the portion not yet used, if applicable, any prior authorisation with the same purpose and particularly the authorisation granted by the Company's Extraordinary General Meeting on 4 May 2021 in its 29<sup>th</sup> resolution.

\* \* \*

We believe the information just given to you and those contained in the Statutory Auditors' reports will enable you to take decisions which appear to us to be in line with your interests.

We therefore ask you to vote the resolutions that are presented to you.

The Board of Directors.







>>> LUMIBIRD >>>

UNIVERSAL REGISTRATION DOCUMENT 2021

#### **Appendix 1**

*Information referred to in Article R.225-83 of the French Commercial Code, relating to persons whose candidacy as director or censor is submitted to the Ordinary General Meeting of shareholders*

Members of the Board of Directors	Number of Company's shares held	Main position in the Company	Main position outside of the Company	Other offices and positions held in any company or entity
<b>Ms Gwenaëlle Le Flohic</b> Professional address: 2 rue Paul Sabatier, 22300 Lannion	100	Director	Managing Director of Armor RH-Eurl	<b>During FY 2020:</b> Advisor to the Labour Court in Guingamp and President of Section  <b>Other previous offices held in the last five years:</b> N/A

A stylized teal bird logo, resembling a dove, is positioned on the right side of the page. It is composed of several overlapping teal shapes that form the bird's body and wings. The bird is facing right. The background features abstract teal and light blue geometric shapes, including a large curved shape on the left and a fan-like pattern of lines at the bottom.

## CHAPTER 7

# **ADDITIONAL INFORMATION ON THE LUMIBIRD GROUP**



# GENERAL INFORMATION CONCERNING LUMIBIRD SA

## 1. CORPORATE NAME (ARTICLE 3 OF THE ARTICLES OF ASSOCIATION)

The Company's corporate name is LUMIBIRD.

## 2. REGISTERED OFFICE (ARTICLE 4 OF THE ARTICLES OF ASSOCIATION)

2 rue Paul Sabatier, 22300 Lannion  
(Tel. +33 (0)2 96 05 08 00).

Company website: [www.lumibird.com](http://www.lumibird.com).

*The information on the website does not form part of this Universal Registration Document unless such information is incorporated herein by reference.*

## 3. REGISTRATION IN THE COMPANIES REGISTER AND LEI CODE

The Company is registered in the commercial and companies register (Registre du commerce et des sociétés) of Saint-Brieuc under number 970 202 719.

Its Legal Entity Identifier is 969500MLJC3ZSZP4L019.

## 4. LEGAL FORM AND GOVERNING LEGISLATION (ARTICLE 1 OF THE ARTICLES OF ASSOCIATION)

The Company has been a limited liability company (société anonyme) with a Board of Directors (Conseil d'administration) since 15 April 2016, governed by the legal and regulatory provisions from the French commercial code and its articles of association.

## 5. INCORPORATION - TERM (ARTICLE 5 OF THE ARTICLES OF ASSOCIATION)

The Company was incorporated for 99 years from its registration in the commercial and companies register on 3 July 1970, expiring on 2 July 2069, unless dissolved early or extended.

## 6. APE CODE AND BUSINESS SECTOR

APE code: 2670 Z

Sector: Manufacturing of optical instruments and photographic equipment.

## 7. CORPORATE PURPOSE (ARTICLE 2 OF THE ARTICLES OF ASSOCIATION)

The purpose of the Company is, directly or indirectly, in France and abroad:

- to research, study, create, develop, and manufacture quantic optics devices and nonlinear optics devices, along with separate components of said devices, or any other instruments.
- purchase, sell, import and export in any form whatsoever the aforementioned devices and instruments.
- purchase, sell, and trade all patents, licenses, or technical procedures.
- lease, lease with option to purchase, and install all equipment manufactured or purchased.
- Consulting relating to the aforementioned devices as engineer-consultant.
- create, purchase, sell, lease, rent, and directly or indirectly operate all industrial and commercial establishments.
- the Company's participation in all sales or industrial operations that could relate to one of the aforementioned purposes, through the formation of new companies, the purchase of corporate rights or securities, mergers, alliances, joint ventures, or other.
- and generally, all commercial, industrial, real property, personal property, and financial transactions directly or indirectly relating, in whole or in part, to one of the purposes of the Company, or to all similar or related purposes.

## 8. FINANCIAL YEAR (ARTICLE 26 OF THE ARTICLES OF ASSOCIATION)

The financial year runs from January 1 to December 31 of each year.

## 9. ALLOCATION AND DISTRIBUTION OF PROFITS (ARTICLES 28 AND 29 OF THE ARTICLES OF ASSOCIATION)

If the financial statements for the year approved by the General Meeting show a distributable profit, as defined by French law, the General Meeting decides to allocate this profit to one or more reserve accounts, for which it determines their allocation or use, to retain this profit or to distribute it.

Following the approval of the financial statements by the General Meeting, any losses are carried forward to be allocated against the profits for subsequent years until they have been used up.

The General Meeting may grant each shareholder, for all or part of the dividend paid out, an option for the dividend to be paid in cash or in shares in accordance with the legal provisions.

## 10. GENERAL MEETINGS (ARTICLES 17 TO 25 OF THE ARTICLES OF ASSOCIATION)

General Meetings are convened under the conditions set by French law.

The General Meeting is made up of all the shareholders, regardless of the number of shares that they hold. The shareholders may be represented at General Meetings under the forms and conditions applicable under the legislation and regulations in force.

The General Meetings are chaired by the Chairman of the Board of Directors. Failing that, its Chairman is appointed by the General Meeting itself. For Meetings convened by the Statutory Auditors or a representative of the courts, the Meeting is chaired by the party or one of the parties that convened it.

The scrutineer role is performed by the two members of the Meeting that have the largest number of votes and are willing to take on this role. The office appoints a secretary, who may be chosen from outside of the shareholders.

The General Meeting's deliberations are recorded in written minutes in accordance with legislation.

The Ordinary and Extraordinary General Meetings, ruling under the quorum and majority conditions set by the provisions governing them respectively, exercise the powers awarded to them by legislation.

With an equal par value, each capital or dividend share entitles holders to the same number of votes (subject to the double voting rights described in paragraph 3 of this Section) and each share gives the right to at least one vote.

## 11. DOUBLE VOTING RIGHTS (ARTICLE 11 OF THE ARTICLES OF ASSOCIATION)

A double voting right is awarded for:

- All fully paid-up shares that have been registered in the name of the same shareholder for at least three years.
- Registered shares freely awarded to shareholders in the event of a capital increase through the incorporation of reserves, profits or issue premiums based on the shares for which they are entitled to this right.

This double voting right will automatically cease to apply if shares are converted to bearer form or transferred to other owners.

However, the timeframe set above or the rights acquired are not interrupted by any transfer following a case of inheritance, liquidation of joint ownership between spouses or inter-vivos donations to spouses or relatives entitled to inherit. The same applies, unless otherwise stipulated in the articles of association, in the case of a transfer as a result of a merger or division of a corporate shareholder.

## 12. IDENTIFICATION OF SHAREHOLDERS (ARTICLE 9 OF THE ARTICLES OF ASSOCIATION)

The Company or its representative is entitled to ask, in accordance with Article L.228-2 of the French commercial code, at any time and at its own expense, the organisation responsible for clearing the securities, or directly one or more intermediaries mentioned in Article L. 211-3 of the French Monetary and Financial Code, to provide the information referred to in Article R. 228-3 of the French Commercial Code 1 concerning the owners of its shares and securities conferring immediate or future voting rights at shareholders' meetings;

Where the person who was the subject of a request for information has not provided the information within the time limits provided for by the legal and regulatory provisions in force, or has provided incomplete or erroneous information, the shares or securities giving immediate or future access to the capital and for which that person was registered in an account shall be stripped of voting rights for any shareholders' meeting held until the date on which the identification is regularised, and payment of the corresponding dividend shall be deferred until that date.

## 13. LEGAL AND STATUTORY SHAREHOLDING DISCLOSURE THRESHOLDS (ARTICLE 10 OF THE ARTICLES OF ASSOCIATION)

### 13.1. Legal thresholds

Any shareholders whose interests climb above or drop below the disclosure thresholds set by Articles L.233-7 et seq of the French commercial code must declare this to the French Financial Markets Authority (AMF), in accordance with the legal provisions in force.

### 13.2. Statutory thresholds

In addition to the thresholds set by the legislation and regulations in force, any shareholders, whether they are individuals or legal entities, that climb above or drop below a threshold representing a fraction of the voting rights equal to 1% must inform the Company of the total number of shares and voting rights that they hold within 15 days of this increase or decrease in their interest in a letter with acknowledgement of receipt.

In the event of failure to notify the Company within 15 days, the applicable sanctions are those provided for in Article L.233-14 of the French Commercial Code, namely: deprivation of voting rights for shares in excess of the fraction that should have been declared, for a period of 2 years following the date of regularisation.

## 14. MODIFICATION OF THE CAPITAL OR SHAREHOLDERS' RIGHTS

Changes to the capital and shareholders' rights are subject to the legal and regulatory requirements applicable.





>>> LUMIBIRD >>>

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## 15. CONSULTATION OF CORPORATE DOCUMENTS

The articles of association, minutes and other corporate, legal or accounting documents can be consulted at the registered office under the conditions and timeframes set by the legislation in force concerning shareholders' right to information.





## Section 2

# PERSONS RESPONSIBLE FOR THE UNIVERSAL REGISTRATION DOCUMENT AND AUDIT OF THE FINANCIAL STATEMENTS

### 1. PERSON RESPONSIBLE FOR THE UNIVERSAL REGISTRATION DOCUMENT

Mr Marc Le Flohic, CEO.

### 2. STATEMENT BY THE PERSON RESPONSIBLE FOR THE UNIVERSAL REGISTRATION DOCUMENT

I certify that, having taken all reasonable measures to this effect, the information contained in this Registration Document is, to the best of my knowledge, fair and accurate in all material respects and free from any omissions that could alter its substance.

I certify that, to the best of my knowledge, the financial statements have been prepared in accordance with the accounting standards applicable and accurately reflect the assets, liabilities, financial position and earnings of the company and all the consolidated companies, and that the management report in chapter 4 – section 1 of this Universal Registration Document accurately reflects the changes in the business, earnings and financial position of the company and all the consolidated companies, while presenting the main risks and uncertainties faced by them.

In Lannion,

1 Avril 2022

Mr Marc Le Flohic  
CEO of LUMIBIRD





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### 3. PARTIES RESPONSIBLE FOR THE AUDIT OF THE FINANCIAL STATEMENTS

#### Incumbent statutory auditors:

##### **KPMG SA,**

represented by Mr Vincent Broyé  
2 avenue Gambetta – Tour Eqho  
92066 Paris-La-Défense cedex, France

Member of the regional company of Rennes

Date first appointed:  
Ordinary General Meeting on 16 June 1997

Date of current appointment renewal:  
Ordinary General Meeting on 17 May 2018.

End of current appointment:  
Ordinary General Meeting convened to approve the annual financial statements for 2023.

##### **MAZARS <sup>(1)</sup>**

represented by Mr Ludovic Sevestre.  
61 rue Henri Regnault – 92400 Courbevoie.

Member of the regional company of Versailles.

Date first appointed and date of current appointment:  
Ordinary General Meeting on 4 May 2021<sup>1</sup>.

End of current appointment:  
Ordinary General Meeting convened to approve the annual financial statements for 2026.

#### Deputy statutory auditors:

N/A<sup>(2)</sup>

### 4. PEOPLE RESPONSIBLE FOR THE FINANCIAL INFORMATION

Mr Marc Le Flohic

CEO

info@lumibird.com

Ms Aude Nombrot-Gourhand

Secretary General – CFO

info@lumibird.com

#### **LUMIBIRD**

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*(1) MAZARS was appointed as the Company's statutory auditor to replace Deloitte et Associés, whose term of office expired at the Company's ordinary general meeting of 4 May 2021 and which was not reappointed.*

*(2) It is specified that the mandate of BEAS expired and was not renewed at the end of the ordinary general meeting of the Company on 4 May 2021.*



## Section 3

# PUBLIC DOCUMENTS AVAILABLE

For the period for which this Registration Document is valid, the following documents (or copies of these documents) can be consulted at LUMIBIRD's registered office at 2 rue Paul Sabatier, 22300 Lannion, France:

- the Company's certificate of incorporation and articles of association;
- the Company's Statutory Auditors' reports and the financial statements for the last three years;
- all reports, correspondence and other documents, assessments and declarations prepared by an expert at the Company's request, when these documents are provided for under the law, and more generally all other documents provided for under the law.

The abovementioned documents can be consulted, in physical format, at LUMIBIRD's registered office or, for the documents concerning LUMIBIRD, and specifically the regulatory disclosures covered by the AMF's general regulations, in electronic format on the website [www.lumibird.com](http://www.lumibird.com).



# CROSS REFERENCE TABLE

## 1. CROSS REFERENCE TABLE WITH THE HEADINGS IN ANNEXES I AND II OF DELEGATED REGULATION N°2019/980

Item	Paragraph(s) and page(s) of the Universal Registration Document
<b>1. PERSONS RESPONSIBLE, THIRD PARTY INFORMATION, EXPERTS' REPORTS AND COMPETENT AUTHORITY APPROVAL</b>	
1.1 Persons responsible for the information	Chapter 7, Section 2, § 1 (p. 189)
1.2 Declaration by those responsible	Chapter 7, Section 2, § 2 (p. 189)
1.3. Name, business address, qualifications, material interest of people involved as experts	N/A
1.4 information sourced from a third party	N/A
1.5 Statement from the competent authority	Cover page (p. 2)
<b>2. STATUTORY AUDITORS</b>	
2.1 Names and addresses of the statutory auditors	Chapter 7, Section 2, § 3 (p. 190)
2.2 Changes of statutory auditors	Chapter 7, Section 2, § 3 (p. 190)
<b>3. RISK FACTORS</b>	Chapter 3, Section 1 (p. 62 to 70)
<b>4. INFORMATION ABOUT THE ISSUER</b>	
4.1 Legal and commercial name of the issuer	Chapter 7, Section 1, § 1 (p. 186)
4.2. Place of registration, registration number and legal entity identifier ('LEI') of the issuer	Chapter 7, Section 1, § 3 (p. 186)
4.3. Date of incorporation and the length of life of the issuer	Chapter 7, Section 1, § 5 (p. 186)
4.4. Domicile and legal form of the issuer, legislation under which it operates, country of incorporation, address, telephone number of its registered office and website, with a disclaimer	Chapter 7, Section 1, § 2 and 4 (p. 186)
<b>5. BUSINESS OVERVIEW</b>	
5.1. Principal activities	Chapter 1, Section 3, § 1 to 5 (p. 16 to 24)
5.2. Principal markets	Chapter 1, Section 3, § 2 and 3 (p. 17 to 20)
5.3. Important events in the development of the issuer's business	Chapter 1, Section 3, § 1 to 5 (p. 16 to 24)
5.4. Strategy and objectives	Chapter 4, Section 1, § 6.3 and 6.4 (p. 87)
5.5. Dependence on patents or licences, industrial, commercial or financial contracts or new manufacturing processes	Chapter 1, Section 3, § 6 (p. 24 to 25)
5.6. Basis for any statements made by the issuer regarding its competitive position	Chapter 1, Section 3, § 5 (p. 24)
5.7. Investments	Chapter 4, Section 1, § 1.4.2 (p. 81)
<b>6. ORGANISATIONAL STRUCTURE</b>	
6.1. Brief description of the group	Chapter 4, Section 1, § 2.2 (p. 83 to 84)
	Chapter 4, Section 1, § 2.2 (p. 83 to 84)
6.2. List of the significant subsidiaries	Chapter 4, Section 4, § 6.2.2 (p. 129)

Item		Paragraph(s) and page(s) of the Universal Registration Document
<b>7.</b>	<b>OPERATING AND FINANCIAL REVIEW</b>	
7.1.	Financial condition	Chapter 4, Section 1, § 1 and 2 (p. 76 to 84) Chapter 4, Section 2 (p. 96 to 113) Chapter 4, Section 4 (p. 118 to 143)
7.2.	Operating results	Chapter 4, Section 1, § 1 and 2 (p. 76 to 84) Chapter 4, Section 3 (p. 96 to 113) Chapter 4, Section 5 (p. 118 to 143)
<b>8.</b>	<b>CAPITAL RESOURCES</b>	
8.1.	Information concerning the issuer's capital resources	Chapter 4, Section 1, § 1.3.3 (p. 79) Chapter 4, Section 2, § 7 (p. 106) Chapter 4, Section 4, § 4 (p. 120)
8.2.	Sources and amounts of the issuer's cash flows	Chapter 4, Section 1, § 1.4 (p. 80 to 81) Chapter 4, Section 2, § 3 (p. 98) Chapter 4, Section 4, § 5 (p. 121)
8.3.	Information on the borrowing requirements and funding structure of the issuer	Chapter 4, Section 1, § 1.3.3 (p. 79) Chapter 4, Section 2, § 10 (p. 108 to 109) Chapter 4, Section 4, § 6.3.3.4 (p. 133 to 134)
8.4.	Information regarding any restrictions on the use of capital resources that have materially affected, or could materially affect, directly or indirectly, the issuer's operations	N/A
8.5.	Information regarding the anticipated sources of funds needed to fulfil commitments related to investments in progress	Chapter 4, Section 1, § 1.4.2 (p. 81)
<b>9.</b>	<b>REGULATORY ENVIRONMENT</b>	Chapter 4, Section 1, § 7 (p. 88 to 89)
<b>10.</b>	<b>TREND INFORMATION</b>	Chapter 4, Section 1, § 6.3 and 6.4 (p.87)
<b>11.</b>	<b>PROFIT FORECASTS OR ESTIMATES</b>	N/A
<b>12.</b>	<b>ADMINISTRATIVE, MANAGEMENT AND SUPERVISORY BODIES AND SENIOR MANAGEMENT</b>	
12.1.	Administrative bodies	Chapter 2, Section 1, § 1 (p. 29 to 36)
12.2.	Administrative, management and supervisory bodies and senior management conflicts of interests	Chapter 2, Section 1, § 1.2.3 (p. 30)
<b>13.</b>	<b>COMPENSATION AND BENEFITS</b>	
13.1.	Amount of compensation paid and benefits in kind granted by the issuer and its subsidiaries	Chapter 2, Section 1, § 3 (p. 37 to 52)
13.2.	Total amounts set aside or accrued by the issuer or its subsidiaries to provide for pension, retirement or similar benefits	Chapter 2, Section 1, § 3.1.3.4 (p. 46)
<b>14.</b>	<b>BOARD PRACTICES</b>	
14.1.	Date of expiration of the current term of office	Chapter 2, Section 1, § 1.2.1 (p. 29)
14.2.	Members of the administrative, management or supervisory bodies' service contracts with the issuer or any of its subsidiaries	Chapter 2, Section 1, § 1.2.3 (p. 30)
14.3.	Information about the issuer's audit committee and remuneration committee	Chapter 2, Section 1, § 1.4 (p. 35 to 36)
14.4.	Statement as to whether or not the issuer complies with the corporate governance regime(s) applicable	Chapter 2, Section 1 (p. 28)
14.5.	Potential material impacts on the corporate governance	N/A







Item	Paragraph(s) and page(s) of the Universal Registration Document
<b>15. EMPLOYEES</b>	
15.1. Number of employees	Chapter 5, Section 1, § 1.3.2.1 (p. 162 to 163)
15.2. Shareholdings and stock options for directors and managers	Chapter 2, Section 1, § 3.1.3.5 and 3.1.3.6 (p. 46)
15.3. Description of any arrangements for involving the employees in the capital of the issuer	Chapter 4, Section 1, § 11 (p. 90)
<b>16. MAJOR SHAREHOLDERS</b>	
16.1. Shareholders with an interest in the issuer's capital or voting rights above 5%	Chapter 4, Section 1, § 12.8 (p. 92 to 95)
16.2. Different voting rights for major shareholders	Chapter 4, Section 1, § 12.2 (p. 91) Chapter 4, Section 1, § 12.8.2 (p. 92)
16.3. Control of the issuer	Chapter 4, Section 1, § 12.8.2 (p. 92)
16.4. Description of any arrangements, known to the issuer, which may at a subsequent date result in a change in control of the issuer	N/A
<b>17. RELATED PARTY TRANSACTIONS</b>	Chapter 2, Section 1, § 4.1 (p. 53) Chapter 2, Section 2 (p. 60) Chapter 4, Section 1, § 3 (p. 84) Chapter 4, Section 4, § 6.7 (P. 143)
<b>18. FINANCIAL INFORMATION CONCERNING THE ISSUER'S ASSETS AND LIABILITIES, FINANCIAL POSITION AND PROFITS AND LOSSES</b>	
18.1. Historical financial information	Chapter 4, Section 6 (p. 148)
18.2. Interim financial information	N/A
18.3. Auditing of historical annual financial information	Chapter 4, Section 6 (p. 148)
18.4. Pro forma financial information	N/A
18.5. Dividend policy	Chapter 4, Section 1, § 8.2 (p. 89)
18.6. Legal and arbitration proceedings	Chapter 3, Section 1, § 4.6 (p. 69 to 70)
18.7. Significant change in the issuer's financial position	Chapter 4, Section 1, § 6.1 (p. 87)
<b>19. ADDITIONAL INFORMATION</b>	
19.1. Share capital	Chapter 4, Section 1, § 12 (p. 91 to 95)
19.2. Memorandum and Articles of Association	Chapter 7, Section 1 (p. 174 to 179)
<b>20. MATERIAL CONTRACTS</b>	Chapter 1, Section 3, § 7 (p. 25 to 26)
<b>21. DOCUMENTS AVAILABLE</b>	Chapter 7, Section 3 (p. 186)

## 2. CROSS REFERENCE TABLE WITH THE ANNUAL FINANCIAL REPORT (ARTICLES L451-1 AND SEQ. OF THE MONETARY AND FINANCIAL CODE)

Item		Paragraph(s) and page(s) of the Universal Registrattion Document
1.	<b>ANNUAL FINANCIAL STATEMENTS</b>	Chapter 4, Section 2 (p. 96 to 113)
2.	<b>CONSOLIDATED FINANCIAL STATEMENTS</b>	Chapter 4, Section 4 (p. 118 to 143)
3.	<b>MANAGEMENT REPORT</b>	Chapter 4, Section 1 (p. 76 to 95)
4.	<b>PERSONS RESPONSIBLE</b>	
4.1	Persons responsible for the information in the Universal Registration Document	Chapter 7, Section 2, § 1 (p. 189)
4.2	Declaration of the persons responsible for the Universal Registration Document	Chapter 7
5.	<b>STATUTORY AUDITORS' REPORTS</b>	
5.1	Statutory auditors' report on the annual financial statements	Chapter 4, Section 3 (p. 114 to 117)
5.2	Statutory auditors' report on the consolidated financial statements	Chapter 4, Section 5 (p. 144 to 147)
6.	<b>STATUTORY AUDITORS' FEES TABLE</b>	Chapter 4, Section 4, § 6.10 (p. 143)





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