



VERGNET 2022

- **Tripling of revenues**
- **Objective of a balanced result**

Ormes, February 10, 2022

VERGNET has just experienced two very complicated years due to the pandemic and its aftermath: very significant delays in payment from certain customers, postponed projects, considerable increases in the price of shipping, containers and steel, and major disruptions in the supply chain.

In addition, the failure to reconstitute a pool of French banks to guarantee contracts performed in France led to the loss of two contracts signed in 2021 (Reunion Island and Mayotte for €6.5 million in revenues).

The VERGNET Group has weathered these difficulties thanks to the PGE (State Guaranteed Loan) and Atout loan from the BPI (for 2.2 M€), and in 2021, to the 7 M€ financing line from Park Capital.

The last tranche of this financing line was drawn in December 2021.

Better still, despite the hard times, VERGNET has prepared for the future (see press release of 4/01/2022), both strategically and technically.

2022, Year of recovery

Although the consequences of the pandemic are still present (cost price increases, major supply chain disruptions, etc.), 2022 will mark a clear recovery for the VERGNET Group.

The Group's turnover should reach between 40 and 45 M€, driven in particular by the Agadez contract (Niger) and by the rapid development of our subsidiary VERGNET Pacific, as well as the continuation of the Antigua contract signed in 2018.

This revenue is supported by export counter-guarantees issued by BPI for €9.6 million, as well as contractual guarantees obtained by the Group from BGFI (Niger) and BCI (VERGNET Pacific) for over €11 million. A banking pool has yet to be reconstituted for operations in France (DOM), handicapped by the fact that the Group is still under the 2017 liability adjustment plan and is pursuing several major disputes from this past period. 2022 could see the judicial or amicable outcome of some of these disputes, in which VERGNET is in an offensive position and to which it has devoted a significant level of expenditure on lawyers, experts and arbitrators in past years.

In addition, the Group is pursuing its international development strategy by setting up units abroad in order to encourage the capture of local markets. These establishments should contribute profitably to revenues in 2022.

The Group is aiming for a breakeven result in 2022, despite the intense pressure of rising costs. The effort to reduce costs will be continued, given the decentralization of the Group, which makes the Ormes headquarters excessively heavy.

In terms of financing, the increase in revenues and the volume of late payments will make it necessary to strengthen working capital. Wherever possible, the Group will use non-dilutive financing to meet this need. In addition, the settlement of certain disputes could make a useful contribution.

Finally, at a strategic level, the VERGNET Group has strengthened its role as a sustainable development player by joining the United Nations Global Compact. By subscribing to the ten commitments of the Compact (see appendix), VERGNET has joined the most important international initiative of voluntary commitment to sustainable development. These concerns are increasingly present in the requests of our customers and prospects.

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All in all, since VERGNET was taken over by its new reference shareholder at the end of 2017, the Group has not experienced a single financial year without major disruptions. The year 2022, if it is not caught in the crossfire by external elements with heavy consequences, should mark a first stage of return to normal for the Group, allowing it to give its full measure.

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Enclosed : The ten principles of the United Nations Global Compact

About Vergnet SA

Vergnet group is a global renewable energy solutions company with a track record in delivering high performing reliable and affordable clean energy turnkey projects around the world.

With its advanced technology and expertise in providing tailored solutions for its customers, Vergnet creates sustainable and profitable energy and water development infrastructures.

The Group has implemented more than 900 wind turbines and 365 MW, covering all energies. It is present in more than 40 countries and is comprised of 200 employees over 11 locations.

Vergnet is listed on the Euronext Growth Stock Exchange since the 12th of June 2007.

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LES DIX PRINCIPES DU GLOBAL COMPACT DES NATIONS UNIES

DROITS DE L'HOMME

- 1 Promouvoir et respecter la protection du droit international relatif aux Droits de l'Homme
- 2 Veiller à ne pas se rendre complices de violations des Droits de l'Homme



NORMES INTERNATIONALES DU TRAVAIL

- 3 Respecter la liberté d'association et reconnaître le droit de négociation collective
- 4 Contribuer à l'élimination de toutes les formes de travail forcé ou obligatoire
- 5 Contribuer à l'abolition effective du travail des enfants
- 6 Contribuer à l'élimination de toute discrimination en matière d'emploi



ENVIRONNEMENT

- 7 Appliquer l'approche de précaution face aux problèmes touchant à l'environnement
- 8 Prendre des initiatives tendant à promouvoir une plus grande responsabilité en matière d'environnement
- 9 Favoriser la mise au point et la diffusion de technologies respectueuses de l'environnement



LUTTE CONTRE LA CORRUPTION

- 10 Agir contre la corruption sous toutes ses formes, y compris l'extorsion de fonds et les pots-de-vin

Les Dix Principes du Global Compact des Nations Unies sont dérivés de : la Déclaration Universelle des Droits de l'Homme, la Déclaration de l'Organisation Internationale du Travail relative aux principes et droits fondamentaux au travail, la Déclaration de Rio sur l'environnement et le développement, et la Convention des Nations Unies contre la corruption.