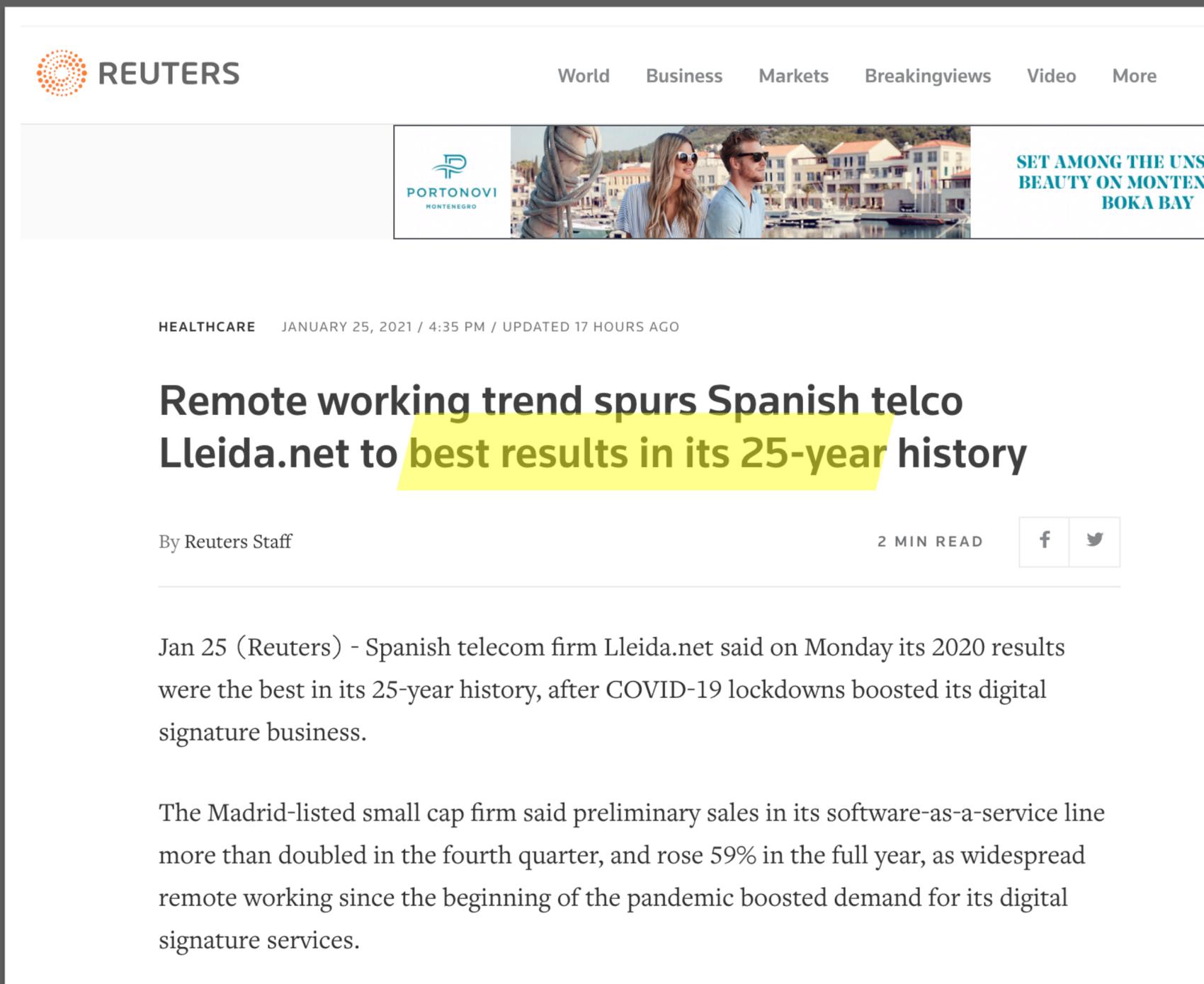




Lleida.net

2020 Estimated Results 4Q2020 and 2020 Fiscal Year
Webinar, 27 January 2021

Let's give the floor to REUTERS



The screenshot shows a Reuters news article page. At the top left is the Reuters logo. To its right are navigation links: World, Business, Markets, Breakingviews, Video, and More. Below the navigation is a banner for 'PORTONOVİ MONTENEGRO' featuring a couple in sunglasses and a boat, with the text 'SET AMONG THE UNS BEAUTY ON MONTEN BOKA BAY'. The article's category is 'HEALTHCARE', dated 'JANUARY 25, 2021 / 4:35 PM / UPDATED 17 HOURS AGO'. The headline is 'Remote working trend spurs Spanish telco Lleida.net to best results in its 25-year history', with 'best results in its 25-year' highlighted in yellow. The author is 'By Reuters Staff', and it is a '2 MIN READ'. There are social media icons for Facebook and Twitter. The first paragraph states: 'Jan 25 (Reuters) - Spanish telecom firm Lleida.net said on Monday its 2020 results were the best in its 25-year history, after COVID-19 lockdowns boosted its digital signature business.' The second paragraph states: 'The Madrid-listed small cap firm said preliminary sales in its software-as-a-service line more than doubled in the fourth quarter, and rose 59% in the full year, as widespread remote working since the beginning of the pandemic boosted demand for its digital signature services.'

TWO DAYS AGO WE
PRESENTED OUR BEST
RESULTS EVER.

WE ARE A COMPANY:

- With an accumulated growth of **20% in sales**.
- Annual growth in the SaaS line of **59%** and quarterly of **107%**. **We went public to develop and enhance certification services**
- International agreements on four continents
- With one of the best performance of the European stock market last year.
- More than 2000 shareholders.
- With the largest portfolio of patents in the sector.
- With net financial debt in our favour
- With five million euros in cash
- Listed on three markets: **OTCQX New York, BME Growth and Euronext Growth**.
- **With 20 quarters with positive EBITDA**. Four years making money.

2020 RESULTS WERE AS FOLLOWS

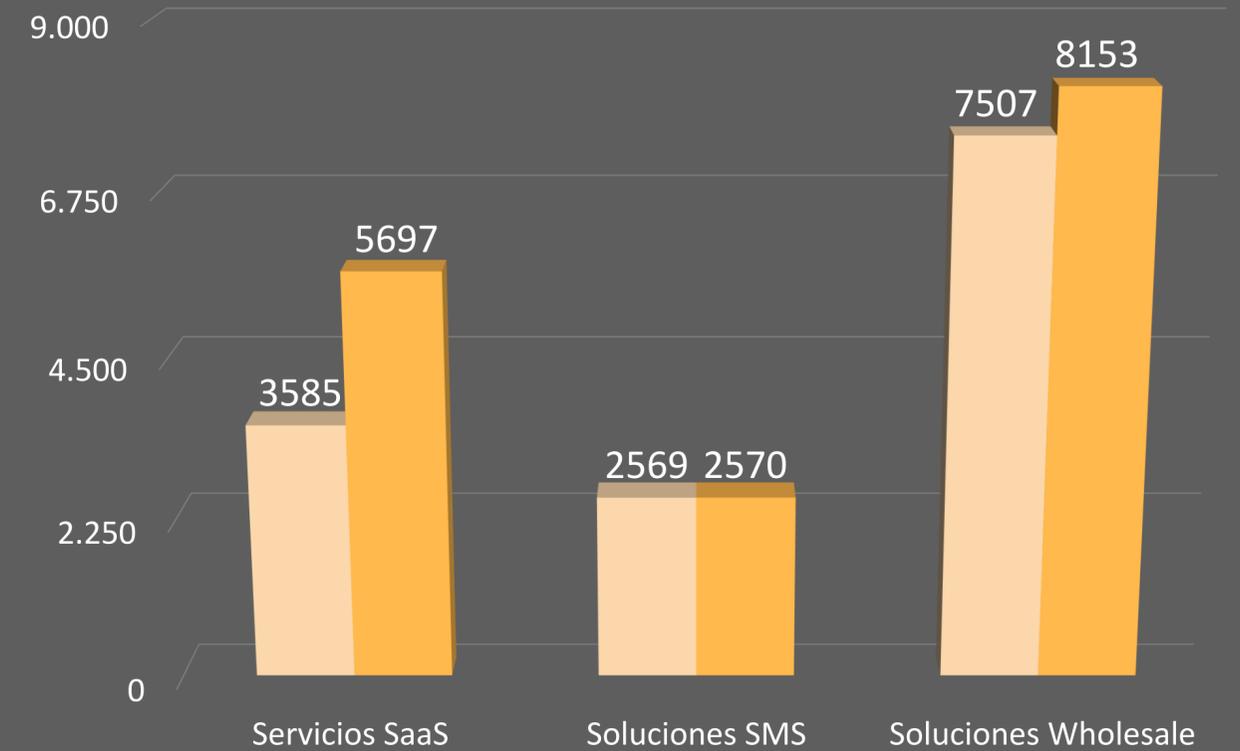
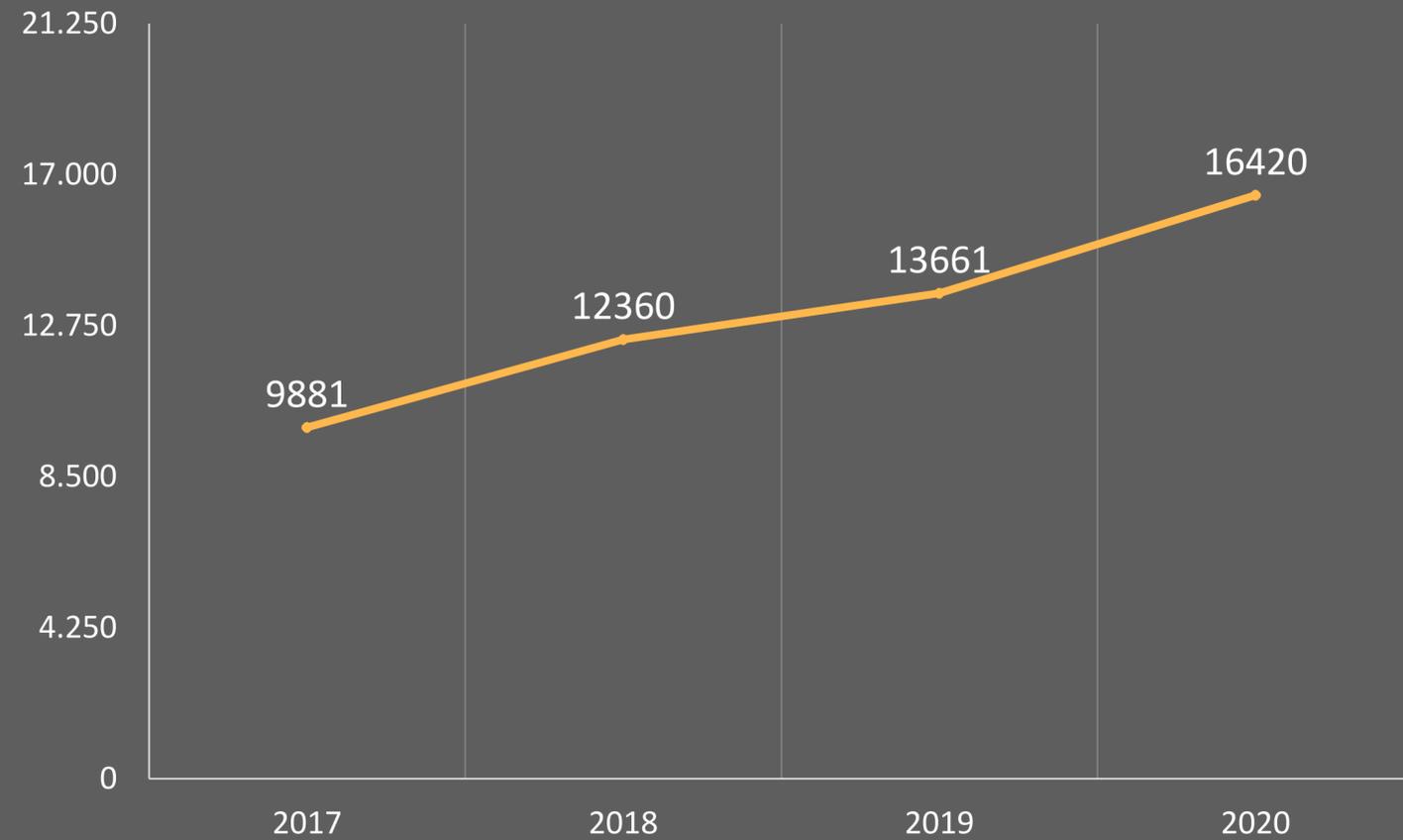
Figures estimated in thousands of euros Consolidated	Q4 2019	Q4 2020	QoQ. €	QoQ.%	2019	2020	YoY. €	YoY.%
Sales	4,224	4,691	467	11%	13,661	16,420	2,759	20%
Sale costs	(2,130)	(2,508)	(378)	18%	(6,607)	(8,405)	(1,798)	27%
Gross Margin	2.094	2.183	89	4%	7,054	8,015	961	14%
% Margin out of sales	50%	47%			52%	49%		
Staff expenses	(869)	(957)	(88)	10%	(3,292)	(3,610)	(318)	10%
External services	(704)	(756)	(52)	7%	(2,503)	(2,497)	6	0%
Other incomes	48	0	(48)	-100%	54	160	106	196%
Activations	205	157	(48)	-23%	935	662	(273)	-29%
EBITDA	726	627	(99)	-14%	2,194	2,570	376	17%
Depreciation	(283)	(299)	(16)	6%	(1,135)	(1,182)	(47)	4%
Other results	(11)	(44)	(33)	-	(11)	(85)	(74)	-
Total operation costs	480	284	(196)	-41%	1,102	1,463	361	33%
Net Financial Debt	(19)	(14)	5	26%	21	(65)	(86)	-410%
Impairment and earnings for disposal					0	(144)	(144)	0%
Exchange rate differences	(46)	(55)	(9)	-20%	(24)	(200)	(176)	-733%
Earnings before Tax	415	215	(200)	-48%	1,099	1,054	(45)	-4%

20% increase in sales in 2020,
up to 16.4 million euros.

Estimated consolidated sales per business line Thousand euros	Q4 2019	Q4 2020	QoQ. €	QoQ.%	2019	2020	YoY. €	YoY.%
SaaS services	957	1,977	1,020	107%	3,585	5,697	2,122	59%
SMS solutions	669	724	55	8%	2,569	2,570	1	0%
ICX wholesale solutions	2,598	1,990	-608	-23%	7,507	8,153	646	9%
Total	4,244	4,691	467	11%	13,661	16,420	2,759	20%

SALES BY BUSINESS LINE IN THOUSAND EUROS

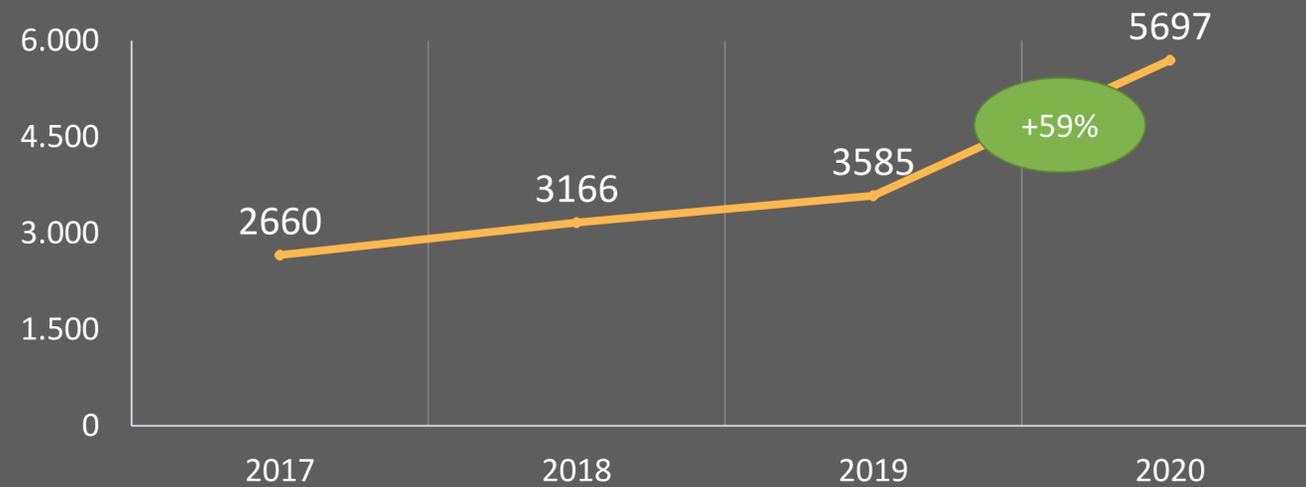
Accumulative sales (thousands of euros)



■ 2019 ■ 2020

EVOLUTION OF SaaS BUSINESS LINE SALES

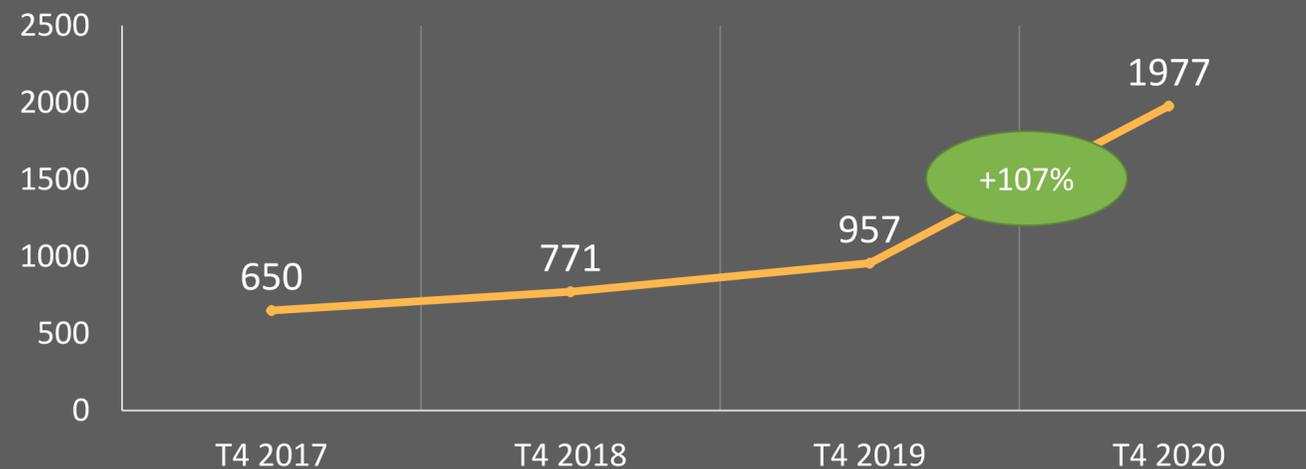
SaaS Accumulative sales (thousands of euros)



SaaS sales increase by 107% quarterly, resulting from:

- Implementation of projects signed at the beginning of 2020.
- Increase in international sales, with growth in Colombia and South Africa.
- Signature of relevant international contracts such as Emirates Post, but also national ones, such as Generali, Santander Merchant Services and Indra.

SaaS Quarterly sales (thousands of euros)

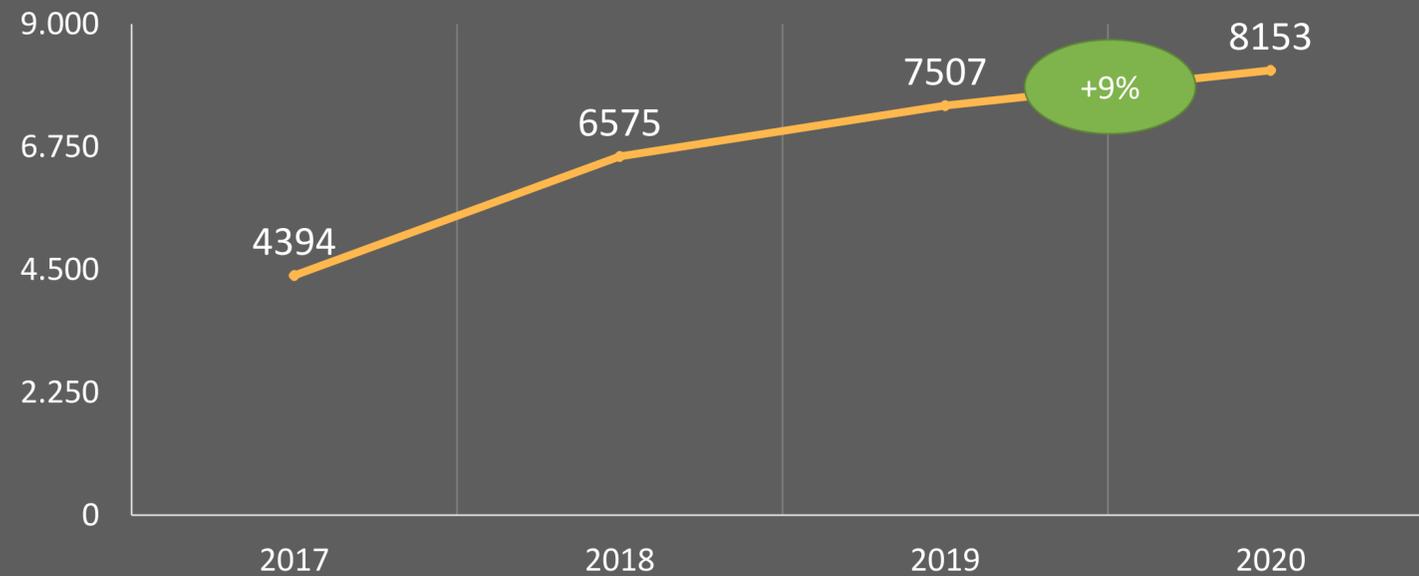


EVOLUTION OF SALES OF THE WHOLESALE SMS LINE

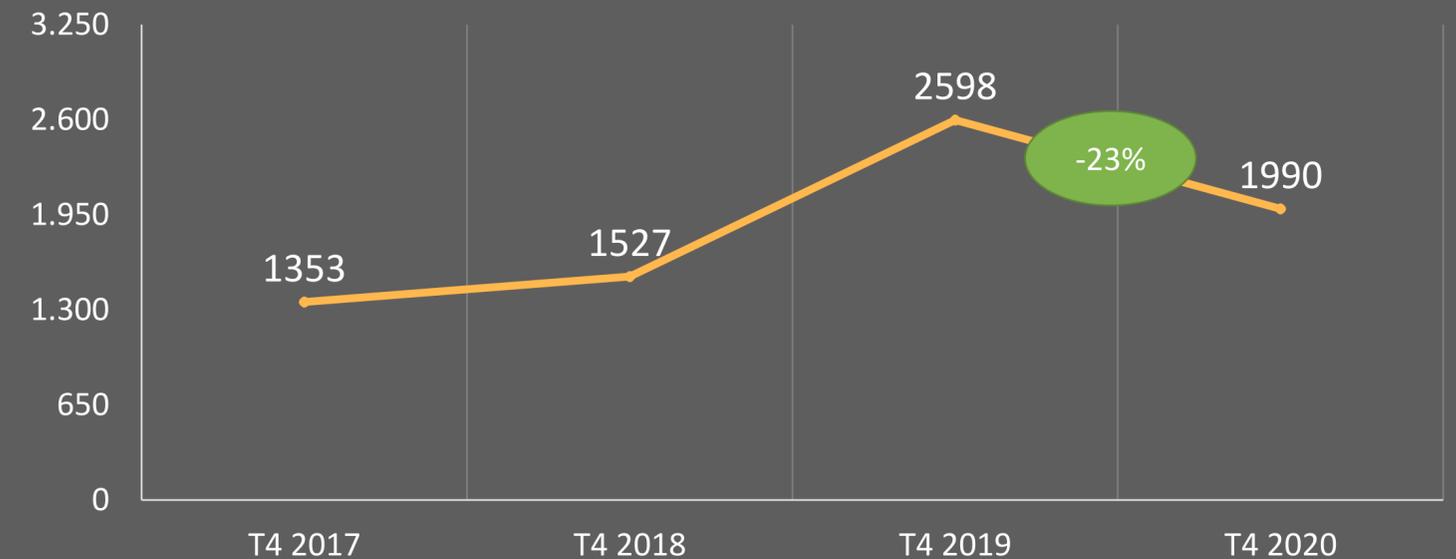
The new waves of COVID infection and the increased competition from operators to compensate for some of the loss of their Roaming benefits has led to a drop in quarterly sales compared to 2019, with figures really impressive.

Still no much Hospitality traffic, (airline tickets, hotel reservations and holiday accommodation,.).

Accumulative SMS Wholesale Sales (thousands of euros)



Quarterly SMS Wholesale Sales (thousands of euros)



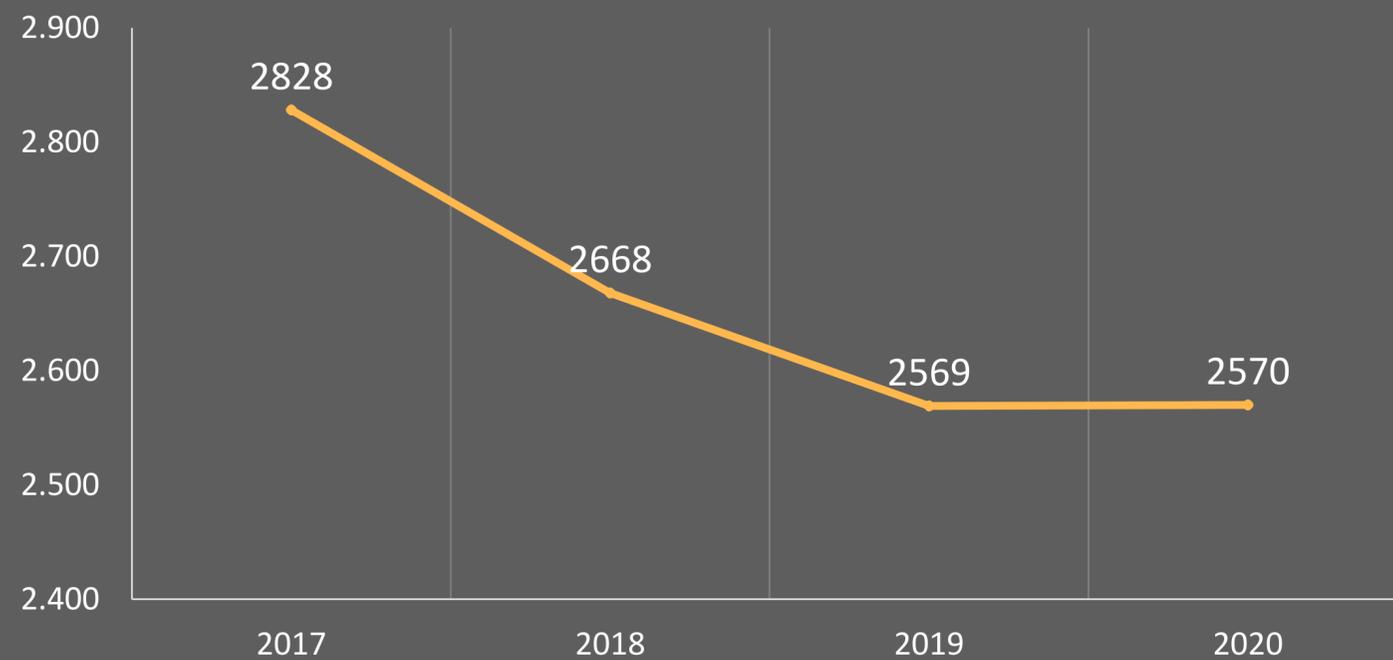
EVOLUTION OF SALES OF THE COMMERCIAL SMS BUSINESS LINE

Sales of SMS for commercial purposes are those with the least potential for Lleida.net product portfolio.

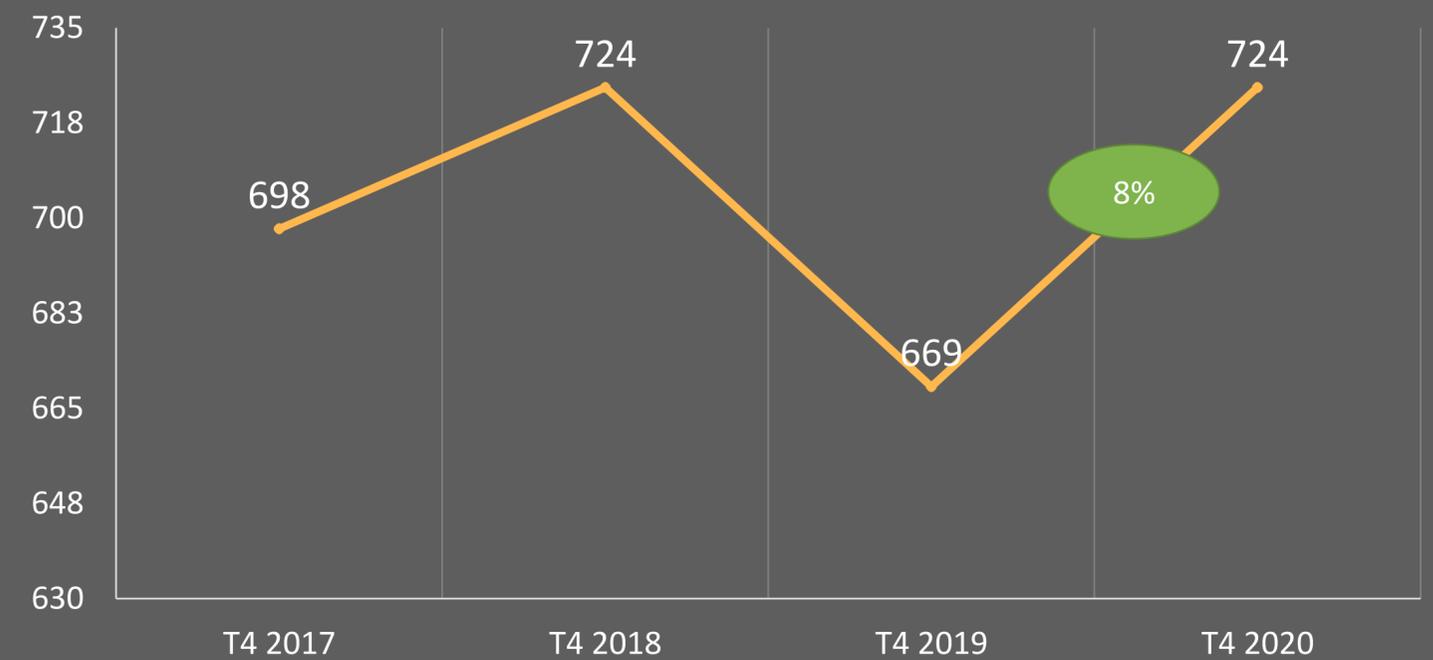
It is a straightforward SMS market for low volume clients.

Sales in 2020 have been remain stable compared to the figures of the previous year.

Accumulative SMS Commercial sales (thousands of euros)



Quarterly SMS Commercial sales (thousands of euros)



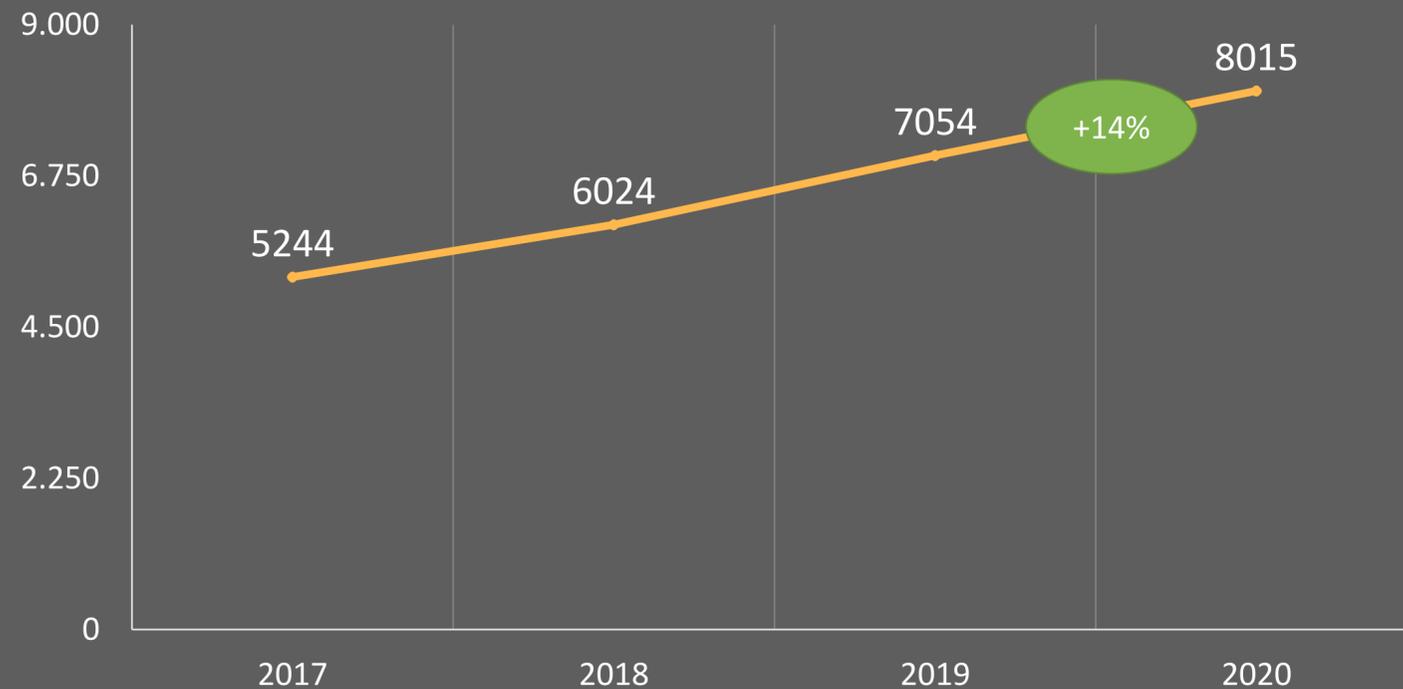
GROSS MARGIN

EVOLUTION

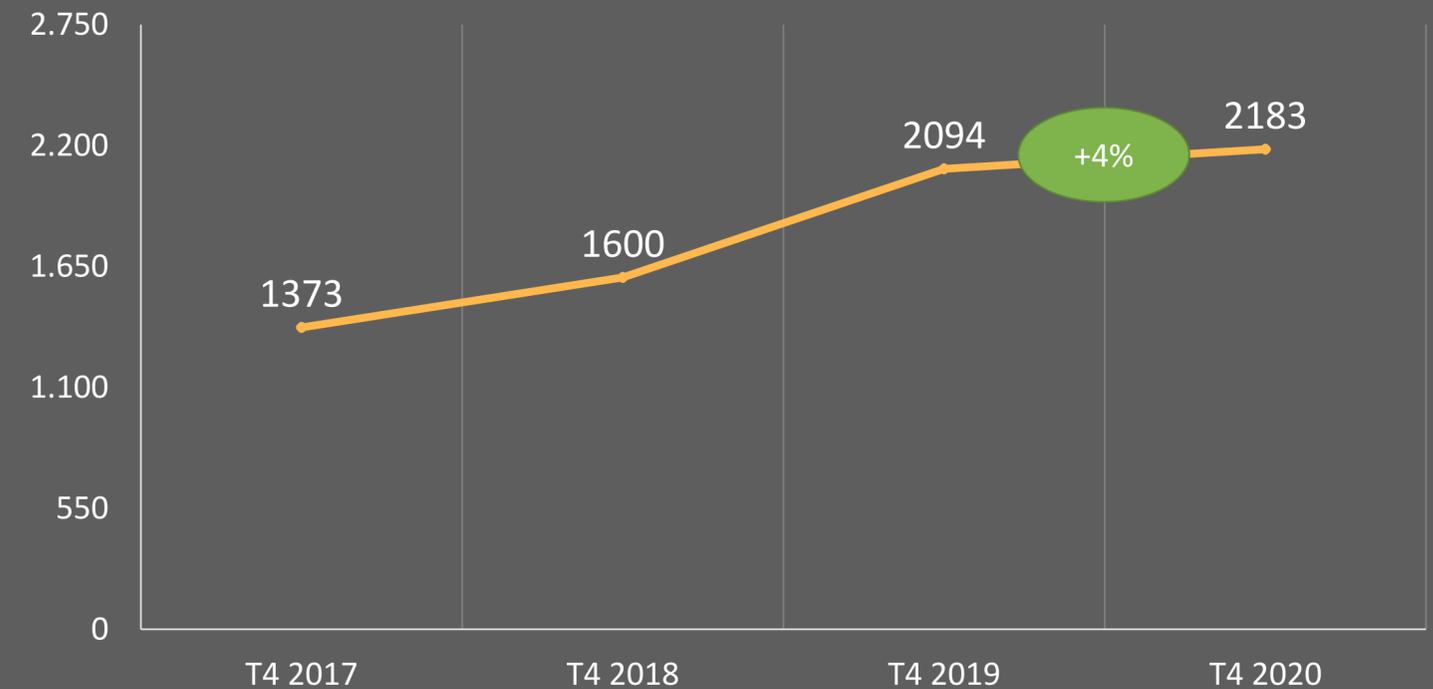
We have an **accumulated gross margin increase of 961 thousand euros**, derived from the increase in sales.

The margin ratio between sales stands at 49% annual and 47% quarterly. It decreases by two points compared to the 52% annual margin for fiscal year 2019 derived from higher international sales entailing commissions from distributors.

Consolidated Gross margin
(thousands of euros)



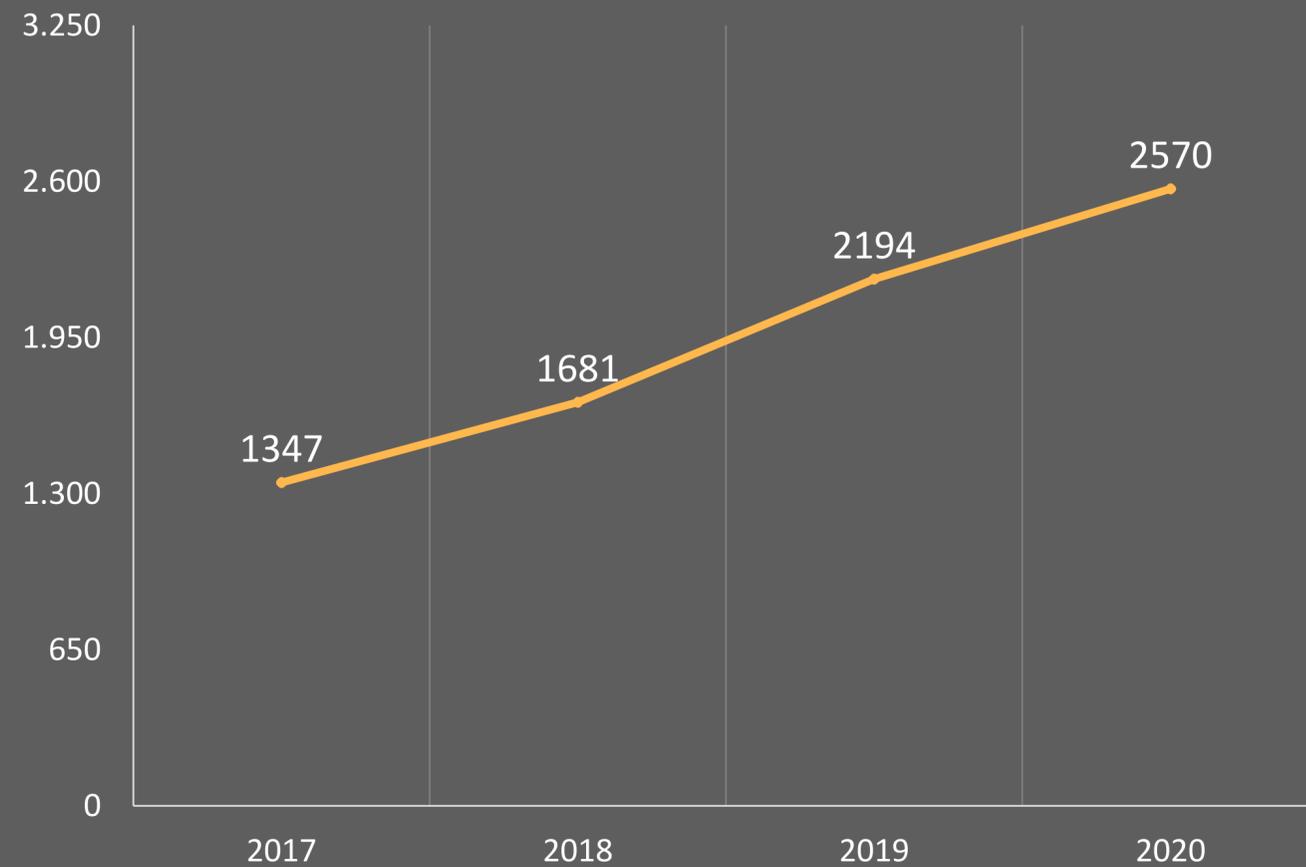
Quarterly gross margin (thousands of euros)



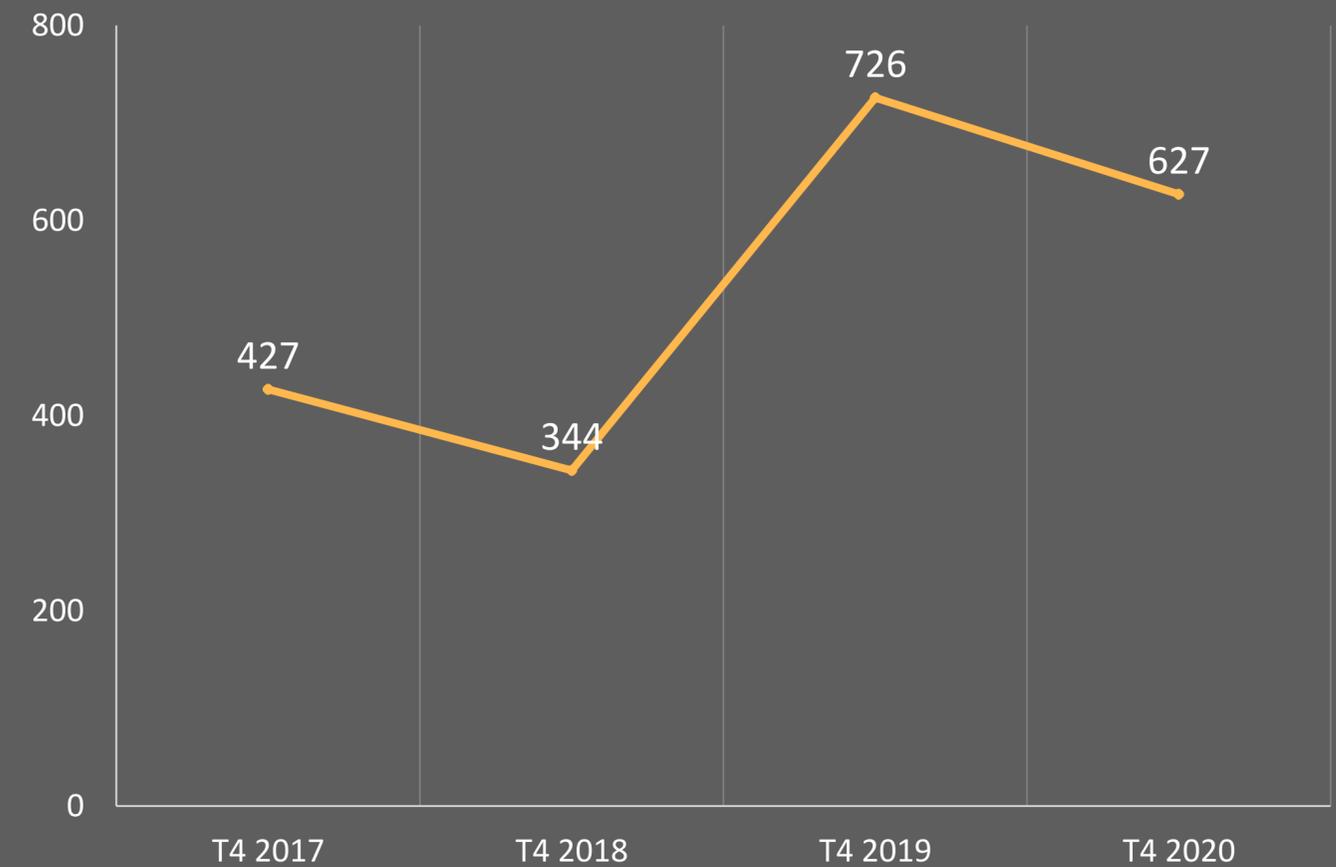
EBITDA

EBITDA **exceeds 2.5 million euros** (no other income has been taken into account for the calculation) representing an **increase of 17%** compared to 2019.

Accumulated Ebitda (thousands of euros)



Quarterly Ebitda (thousands of euros)

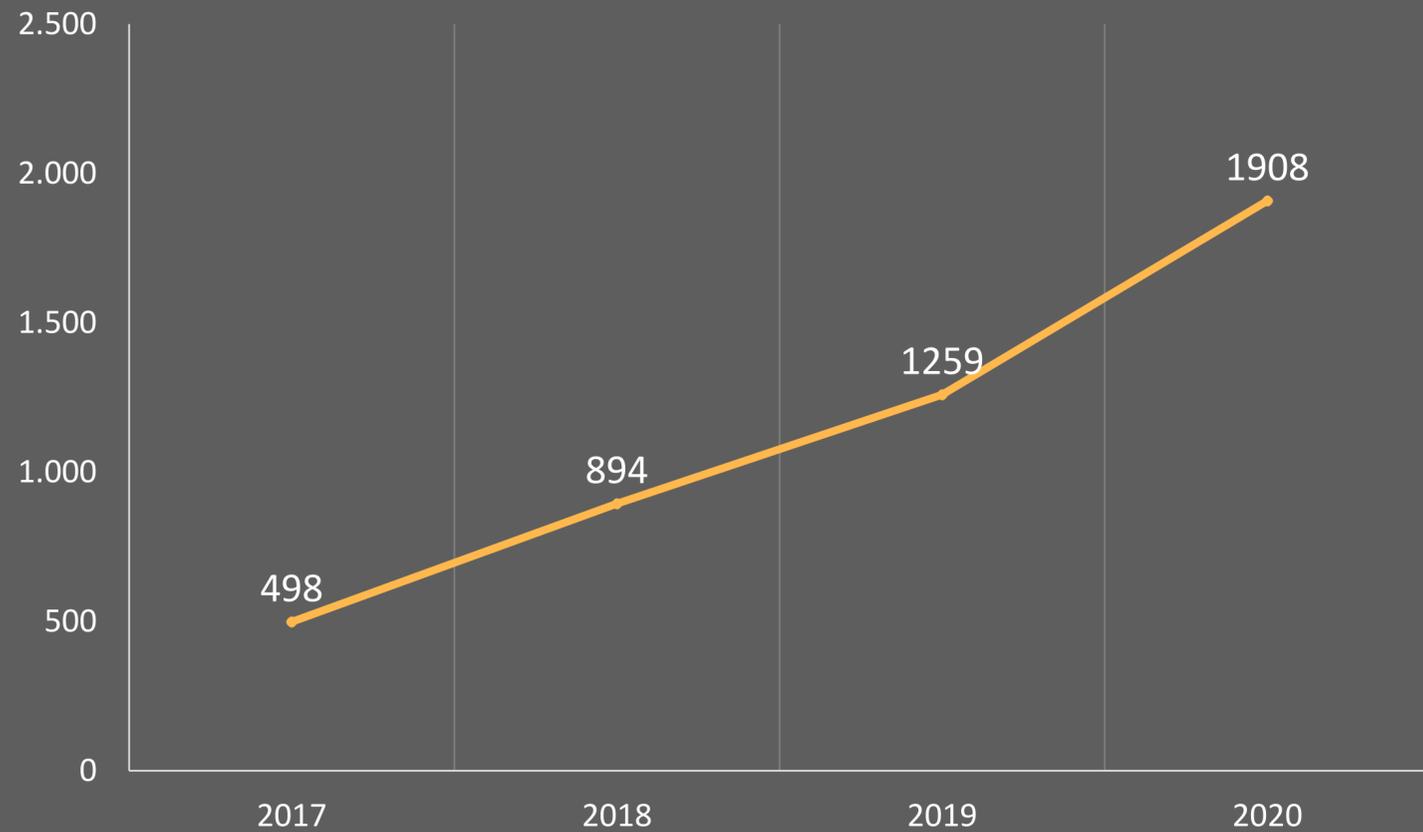


EBITDA

WITHOUT

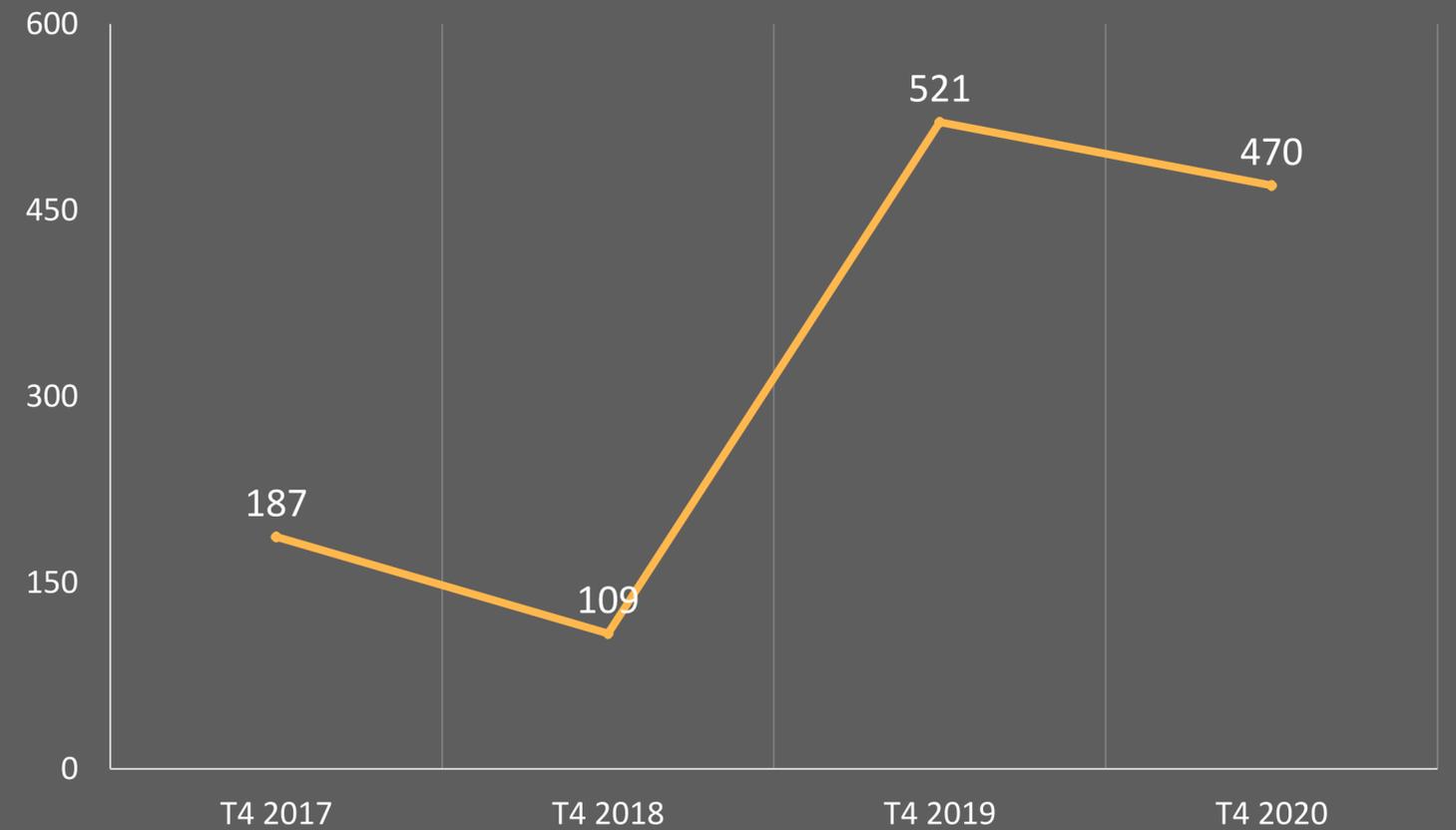
ACTIVATIONS

Ebitda without activations
accumulated (thousands of euros)



The EBIDTA without **activations** amounted to **1.9 million euros**, representing an **increase of 52%** compared to 2019.

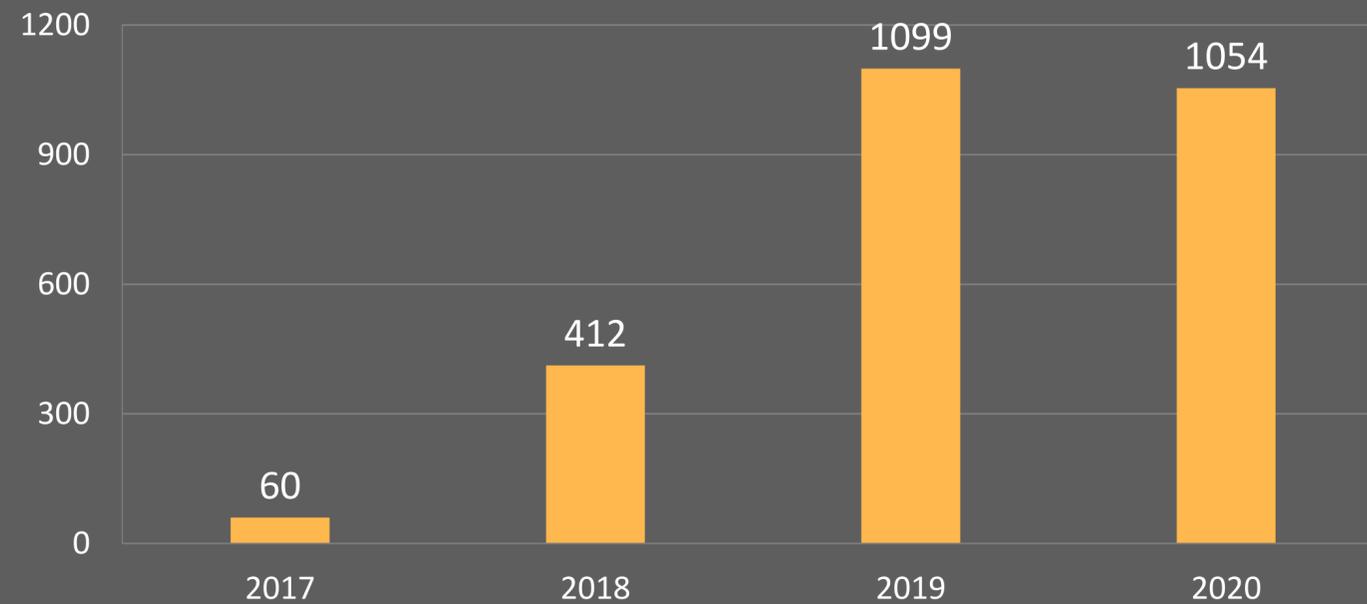
Ebitda without quarterly activations
(thousands of euros)



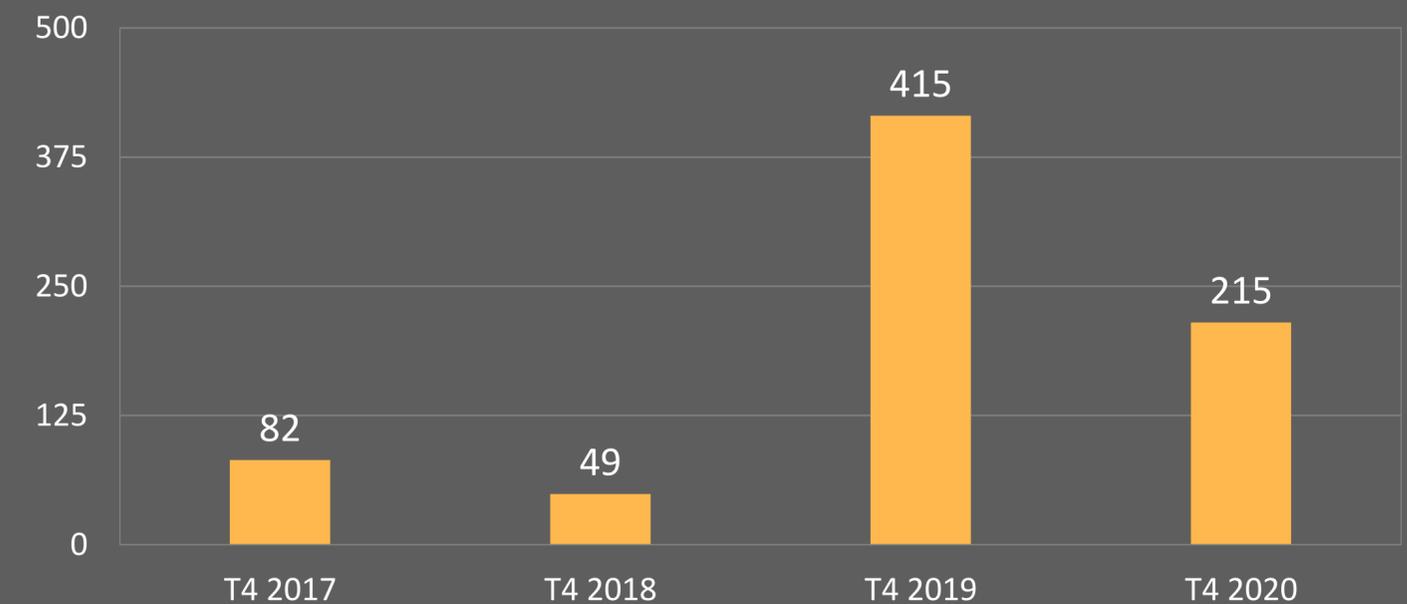
EARNINGS BEFORE TAXES

The accumulated result is **positive in one million euros**, the decrease compared to 2019, is due to the costs of exchange differences that represent 200 thousand euros

Accumulative earnings before taxes
(thousands of euros)



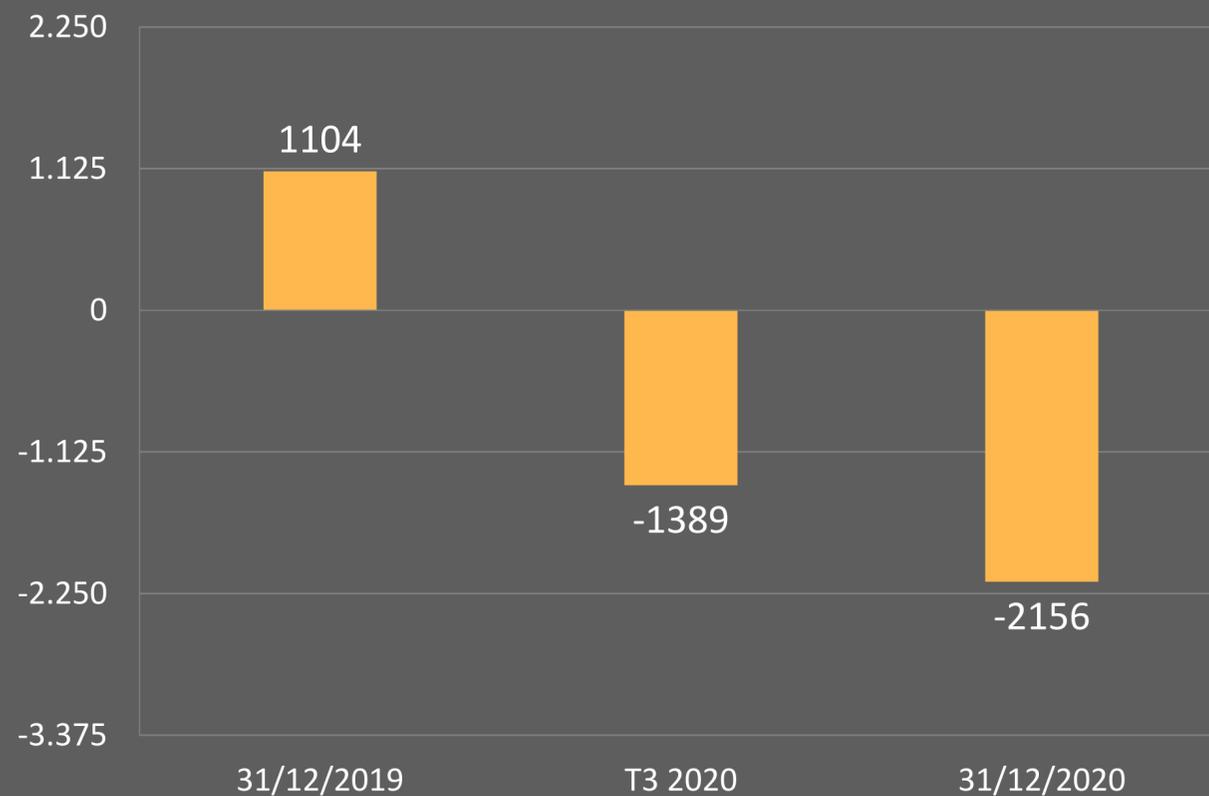
Quarterly earnings before taxes (thousands of euros)



NET FINANCIAL DEBT

Net financial debt continues to decrease and we currently have an excess of the available cash compared to total debt exceeding 2.1 million euros.

Net Financial Debt
(thousands of euros)

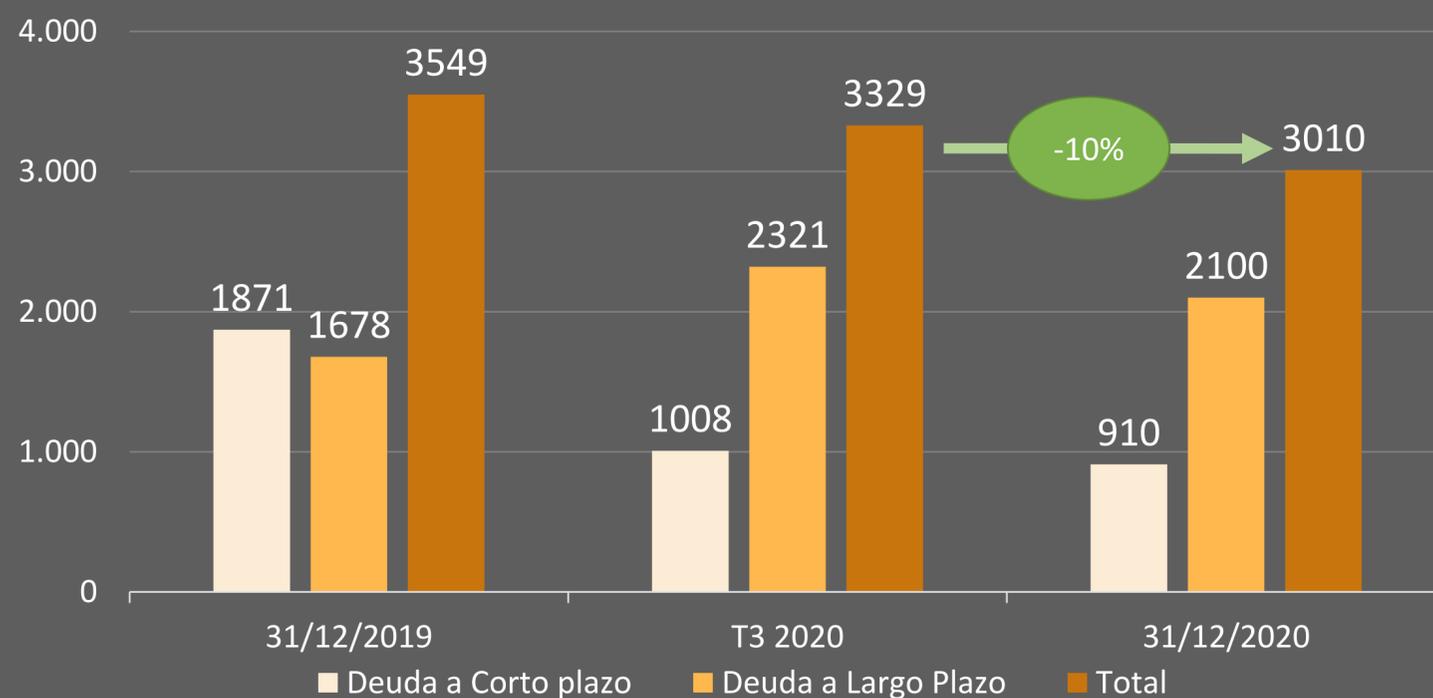


Difference 30/09/20 - 31/12/20

Thousands of euros	2019	30/09/2020	31/12/2020	QoQ. €	QoQ.%
Long term debt	1,678	2,321	2,100	-221	-10%
Short term debt	1,871	1,008	910	-98	-10%
Total debt	3,549	3,329	3,010	-319	-10%
S/T Financial assessments + liquid assets	2,445	4,718	5,166	448	9%
NFD	1,104	-1,389	-2,156	-767	-55%

DEBT EVOLUTION AND AVAILABLE LIQUID ASSETS

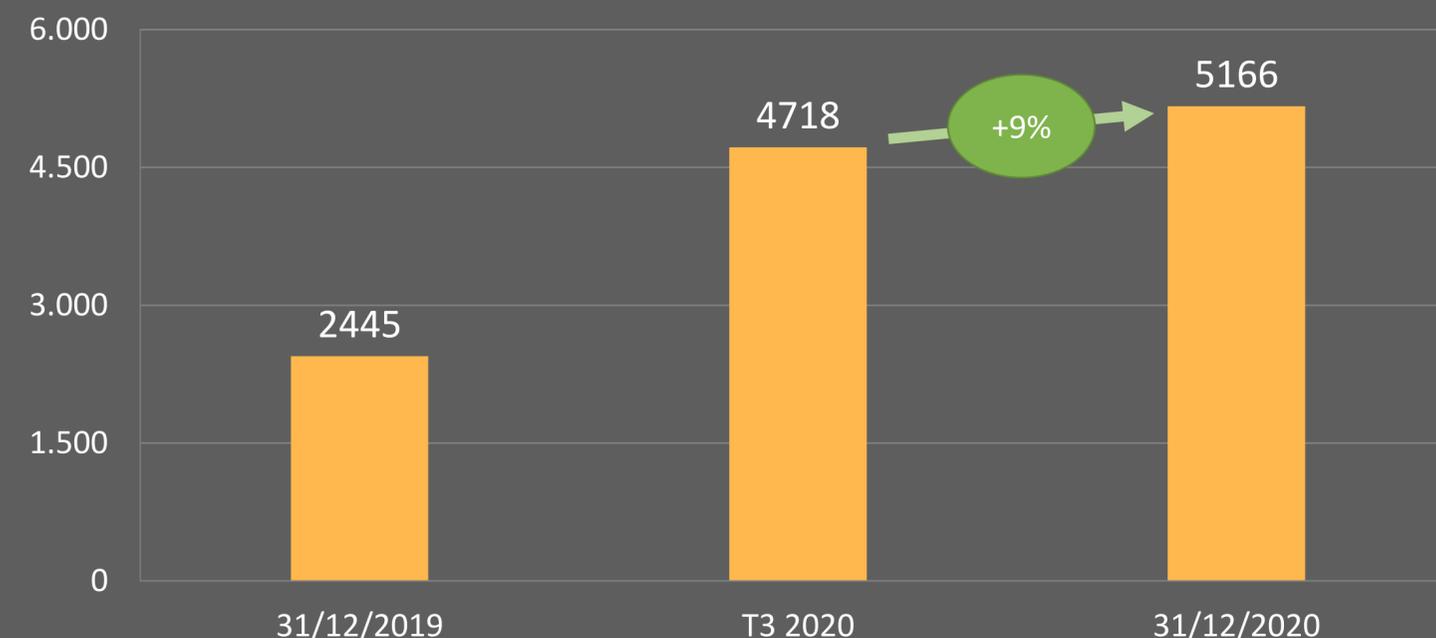
Debt evolution (thousands of euros)



The decrease compared to the third quarter is due to an amortization of the outstanding loans and to a lower use of short-term policies.

No new financing has been signed in the last quarter.

Available cash (thousands of euros)



Cash available increase (Treasury + Short-term financial investments) in 448 thousand euros resulting from:

- Cash generated by the activity of the company itself
- Sale of treasury stock by the liquidity provider.

LLEIDA.NET IS A COMPANY WORKING ITS FUNDAMENTALS AND THE THREE PILLARS OF ITS STRATEGY:



Innovation



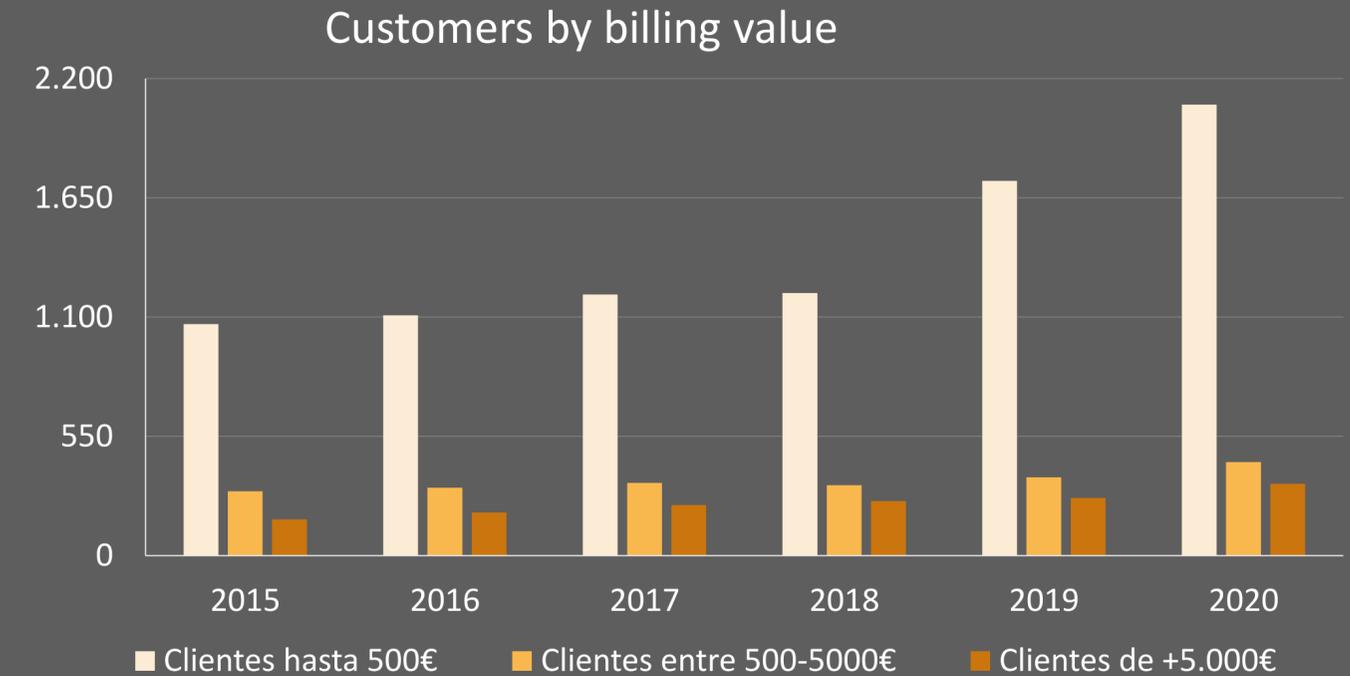
Intellectual property



Internationalisation

HOW WE HAVE EVOLVED

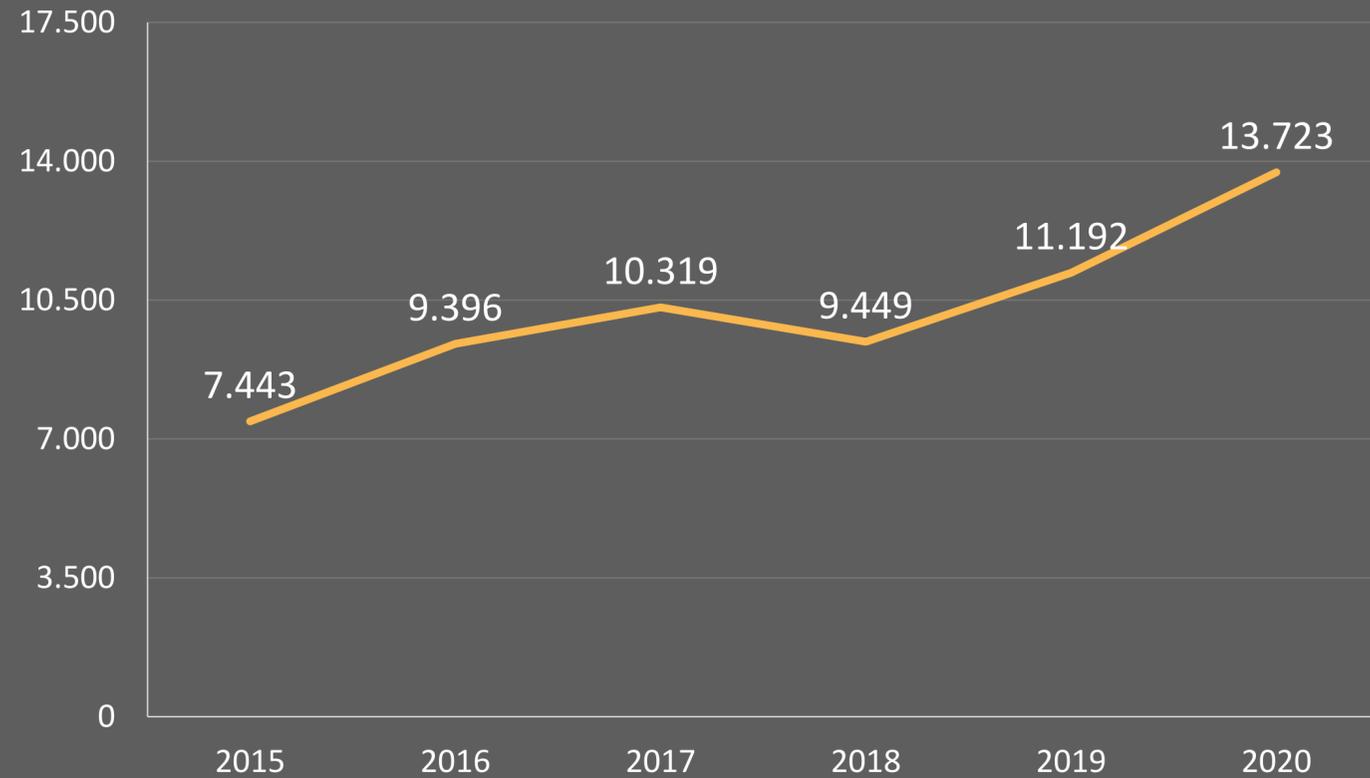
OUR SERVICES ARE POPULATIONAL



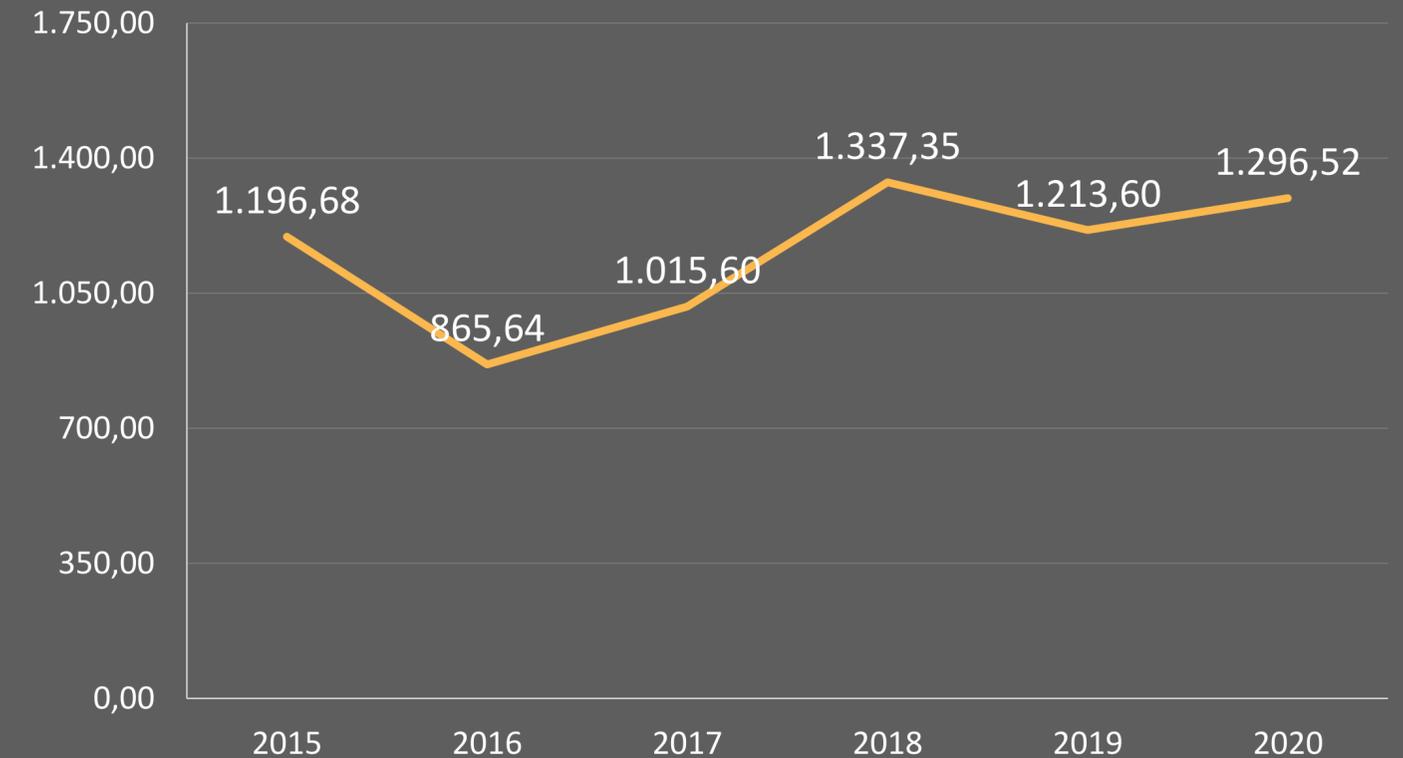
	2015	2016	YOY (2016-2015)	2017	YOY (2017-2016)	2018	YOY (2018-2017)	2019	YOY (2019-2018)	2020	YOY (2020-2019)
Clients up to 500€	1.068	1.108	3,75%	1.204	8,66%	1.211	0,58%	1.728	42,69%	2.080	20,37%
Clients between € 500-5000	297	313	5,39%	335	7,03%	324	-3,28%	361	11,42%	431	19,39%
Customers + 5,000 €	167	199	19,16%	233	17,09%	251	7,73%	266	5,98%	331	24,44%
No. of clients	1.532	1.620	5,74%	1.772	9,38%	1.786	0,79%	2.355	31,86%	2.842	20,68%

OUR SERVICES ARE POPULATIONAL

No. of invoices issued



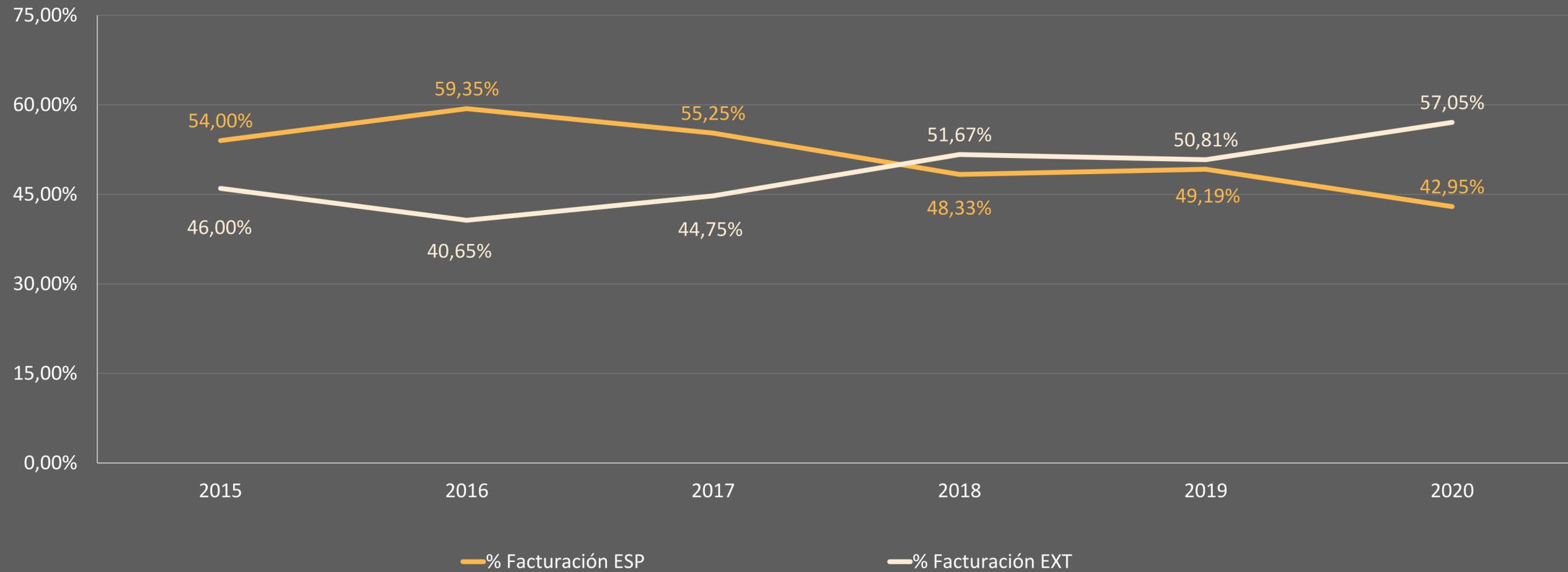
average amount per invoice



	2015	2016	2017	2018	2019	2020
No. of invoices issued	7,443	9,396	10,319	9,449	11,192	13,723
average amount per invoice	€ 1,196.68	€ 865.64	€ 1,015.60	€ 1,337.35	€ 1,213.60	€ 1,296.52

WITH AN INCREASINGLY INTERNATIONAL BUSINESS

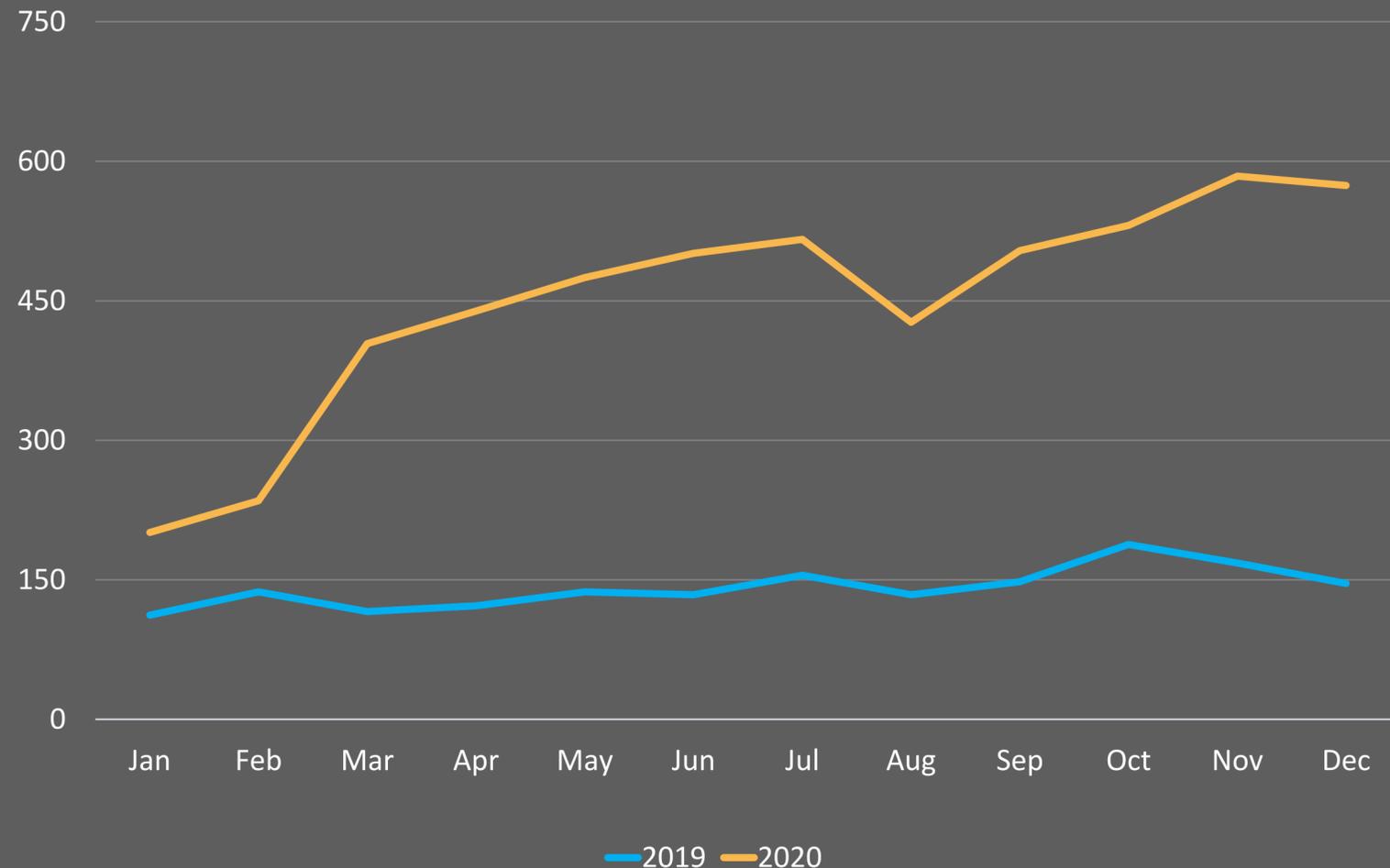
TURNOVER BY DESTINATION COUNTRY



	2015	2016	2017	2018	2019	2020
% ESP Turnover	54,00 %	59,35 %	55,25 %	48,33 %	49,19 %	42,95 %
% EXT turnover	46,00 %	40,65 %	44,75 %	51,67 %	50,81 %	57,05 %

IN 2020 OUR SERVICES
SKYROCKETED

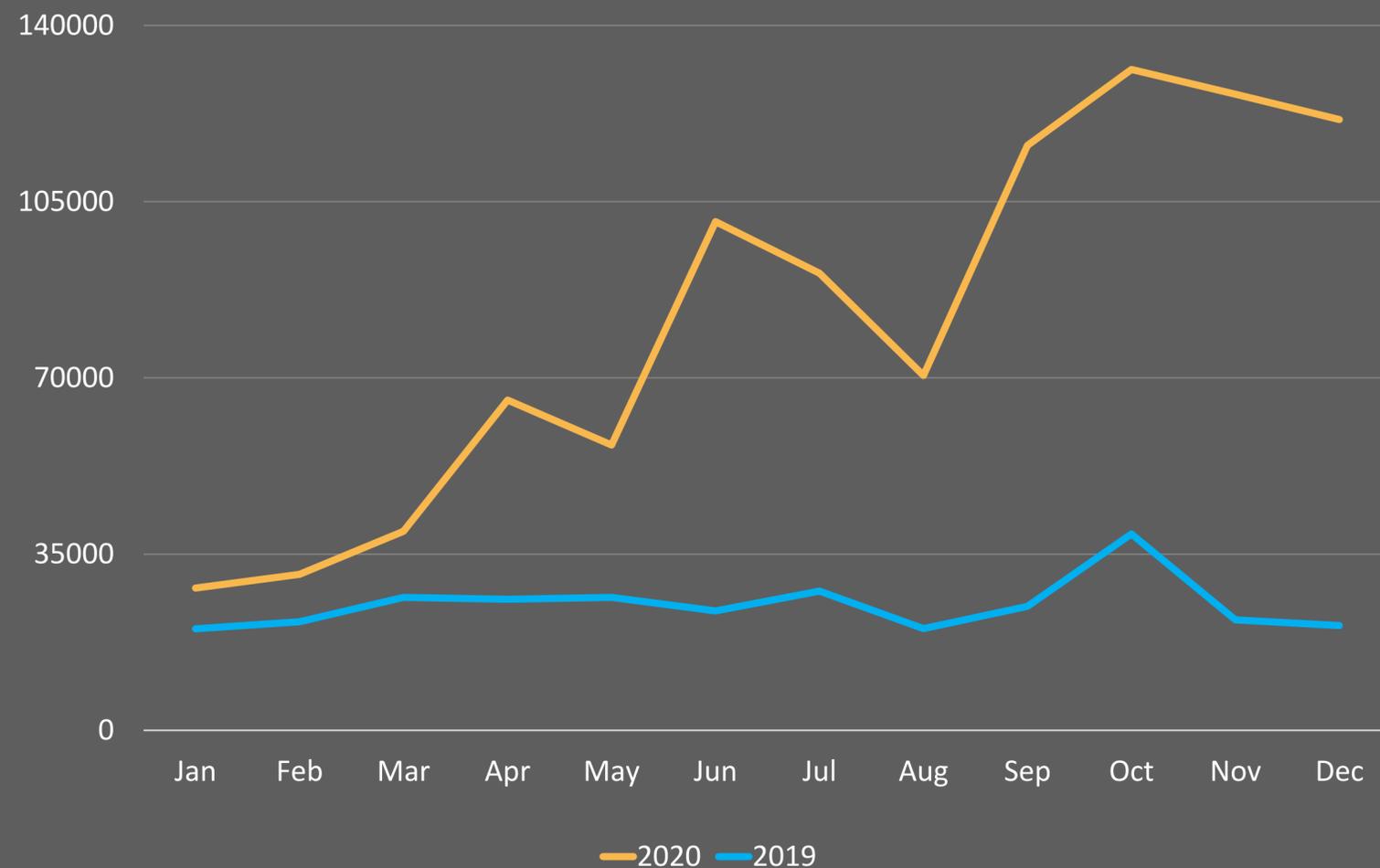
Click&Sign API ACTIVE WORKFLOWS DURING 2019 AND 2020



Registered SMS Contract has had a **QoQ** (Quarter Q4 2019 over Quarter 2020) of **217.68 %** and a **YoY** (Year 2019 over Year 2020) of **236.45 %**.

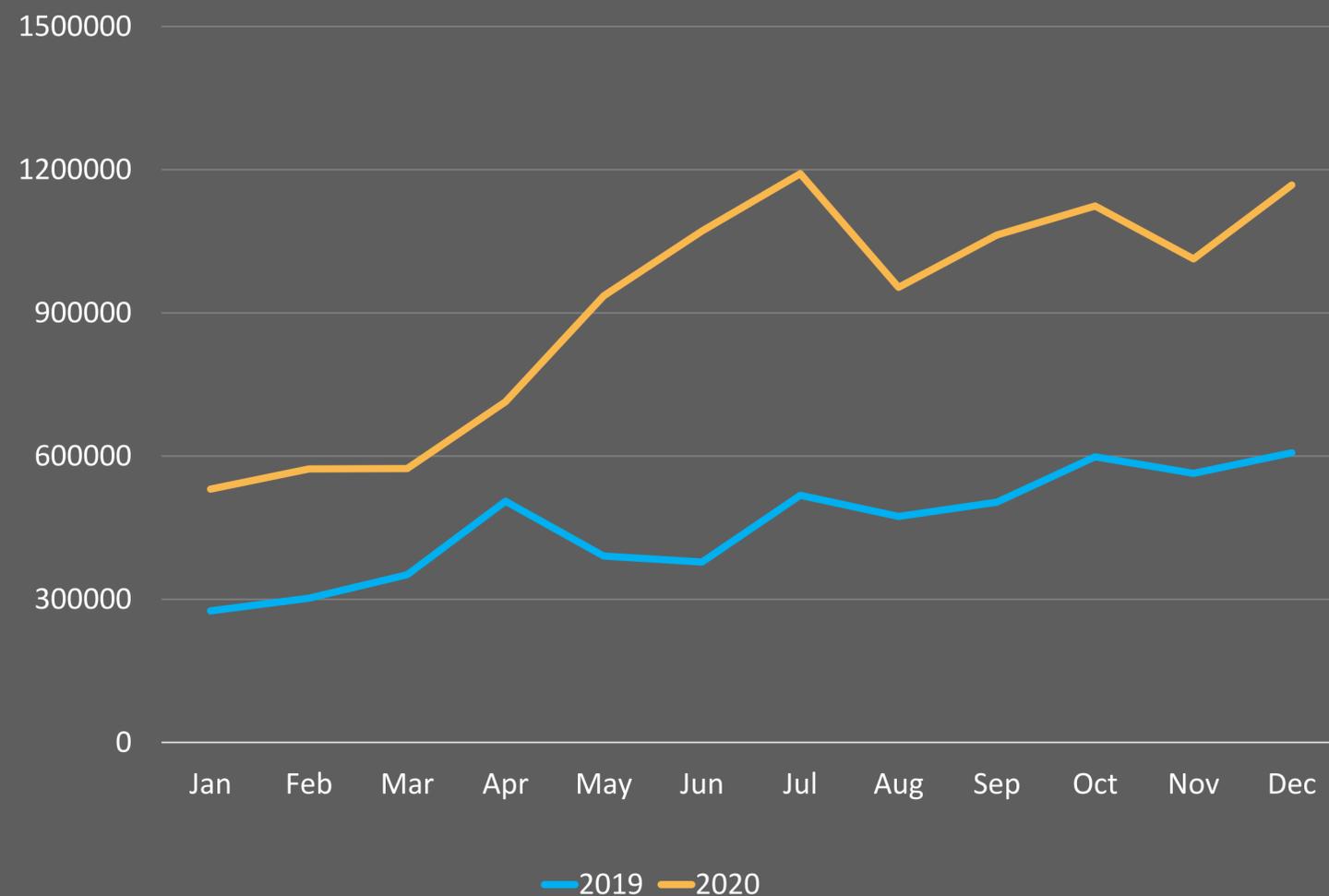
Driven since the beginning of the pandemic by the change in our daily habits and the digitization of the contracting processes.

CLICK & SIGN API TRAFFIC DURING 2019 and 2020



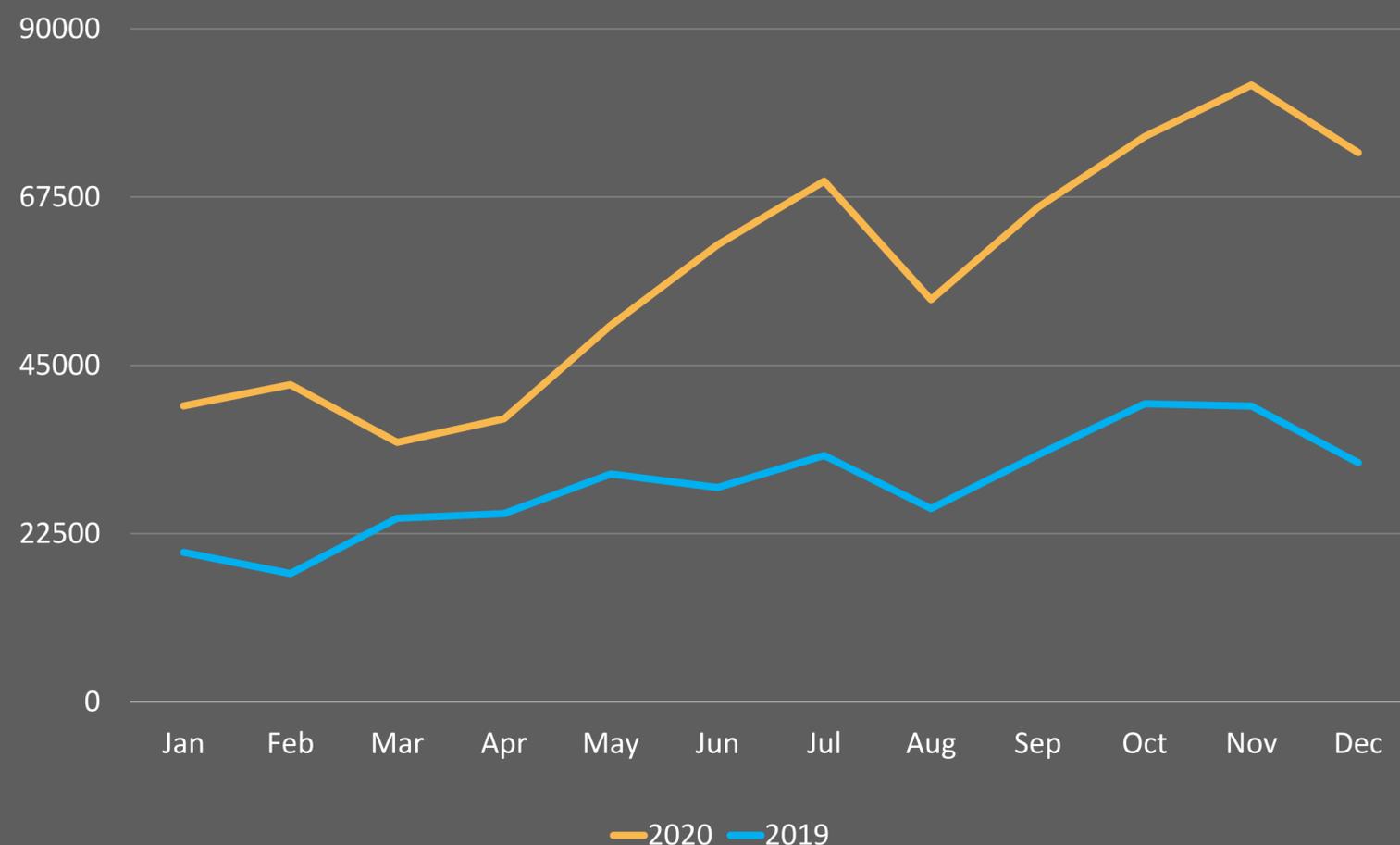
The traffic of contract signatures by API have had a **QoQ** (Quarter Q4 2019 over Quarter 2020) of **363.75 %** and a **YoY** (Year 2019 over Year 2020) of **227.89 %** driven by the generalization of the number of active workflows and their implementation

REGISTERED EMAIL TRAFFIC DURING 2019 AND 2020



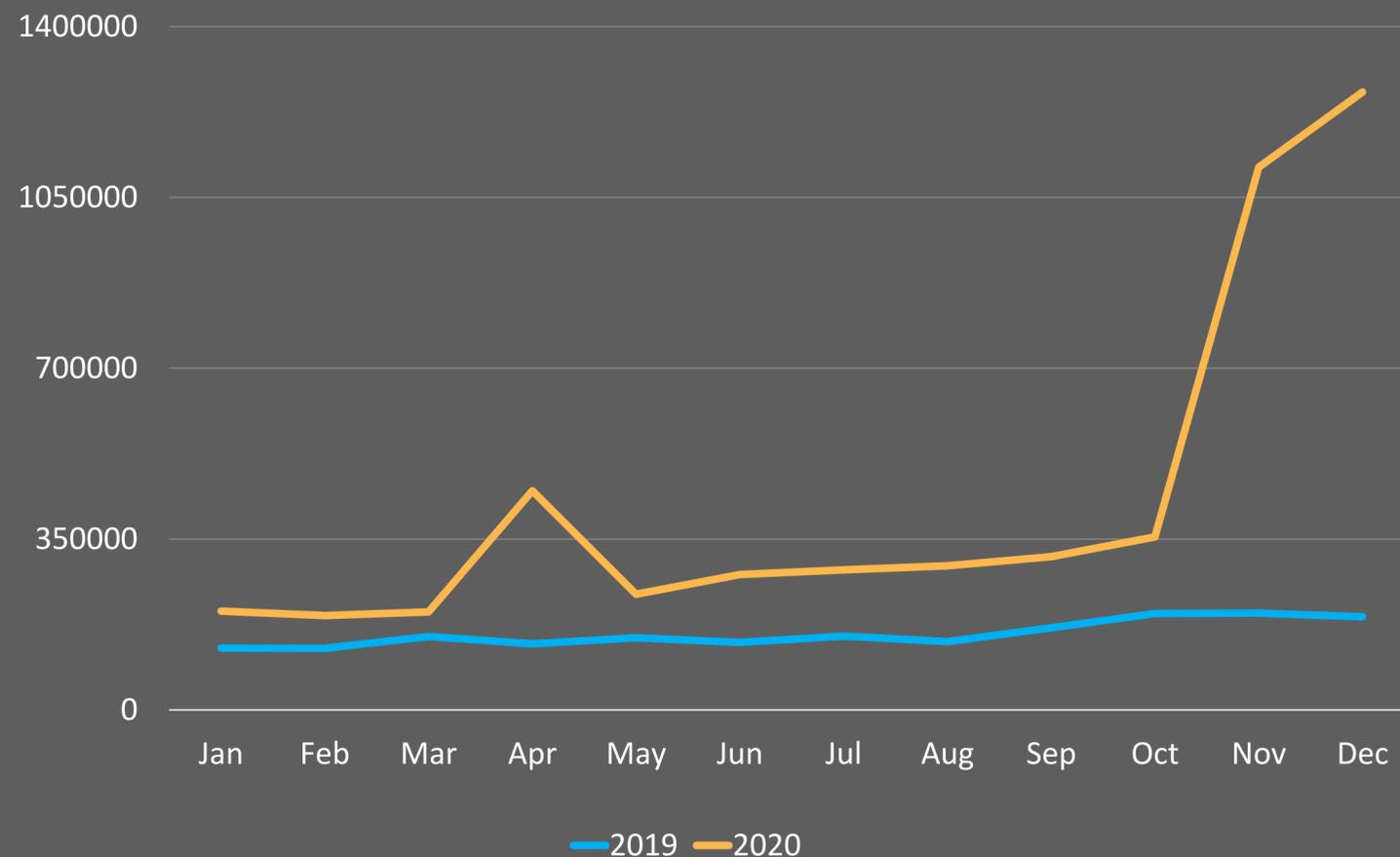
Registered email has had a **QoQ** (Quarter Q4 2019 over Quarter 2020) of **86.78 %** and a **YoY** (Year 2019 over Year 2020) of **99.55 %** strongly benefited since the beginning of the pandemic by the change in our daily habits and the digitization of the contracting processes.

REGISTERED SMS CONTRACT TRAFFIC DURING 2019 AND 2020



Registered SMS Contract has had a **QoQ** (Quarter Q4 2019 over Quarter 2020) of **107.87%** and a **YoY** (Year 2019 over Year 2020) of **96.79%**. The service is mainly used for contracting processes of gas and electricity by trading companies noticing a initial stand hill due to regulatory uncertainty and its subsequent implementation thus doubling traffic.

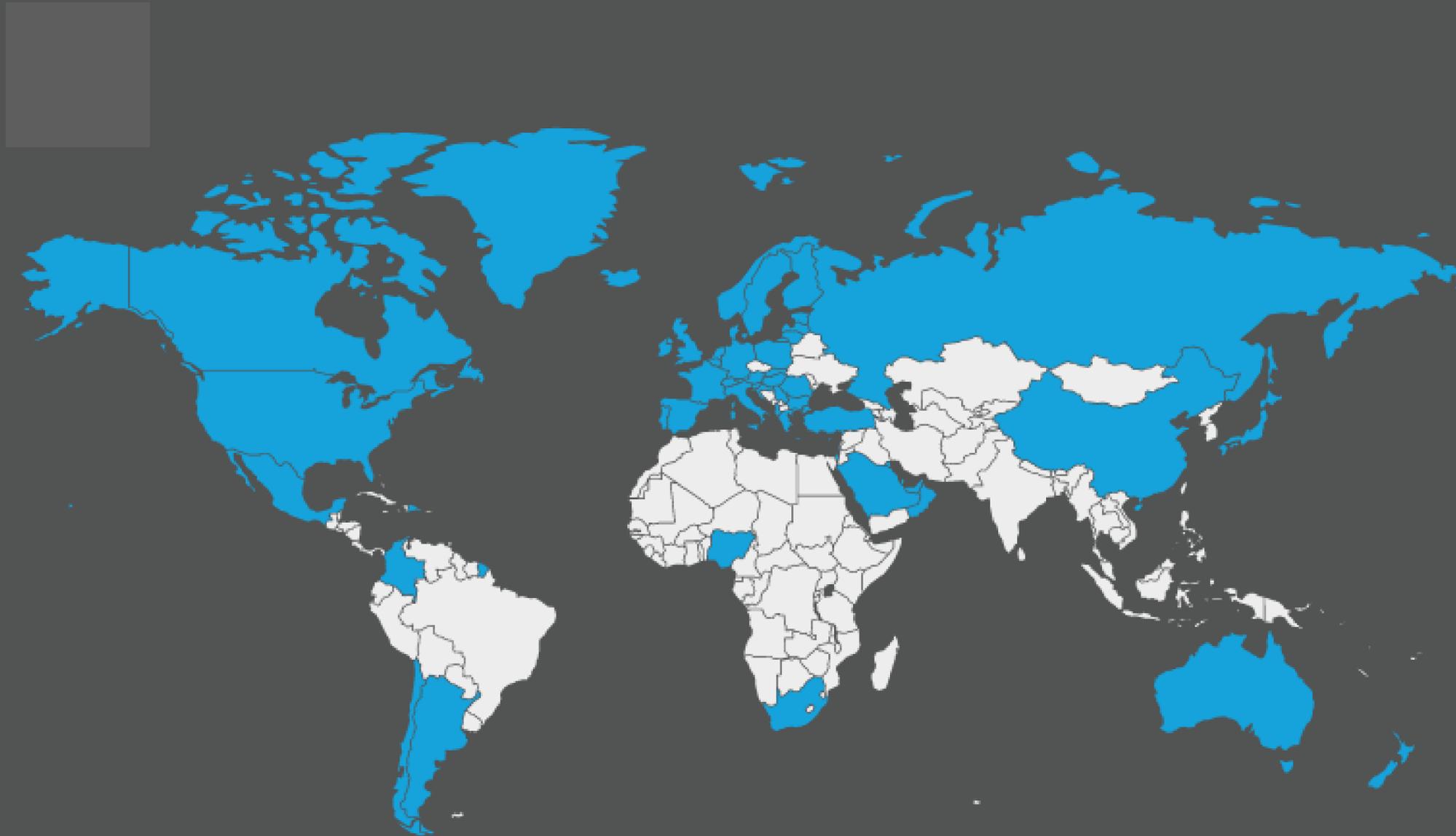
REGISTERED SMS TRAFFIC DURING 2019 AND 2020



Registered SMS traffic had a **QoQ** (Quarter Q4 2019 over Quarter 2020) of **365.94%** and a **YoY** (Year 2019 over Year 2020) of **177.36%** clearly benefited by the initial peak of notifications for temporary layoff procedures and subsequently by the beginning of the massive debt notification by Registered SMS or by Openum

THE PATENTS: OUR INTELLECTUAL PROPERTY

OUR UNIVERSE OF PATENTS



Número de patentes 197

Países con patentes 63

Población total
cubierta 3.371.780.862

OUR PATENTS PIPELINE

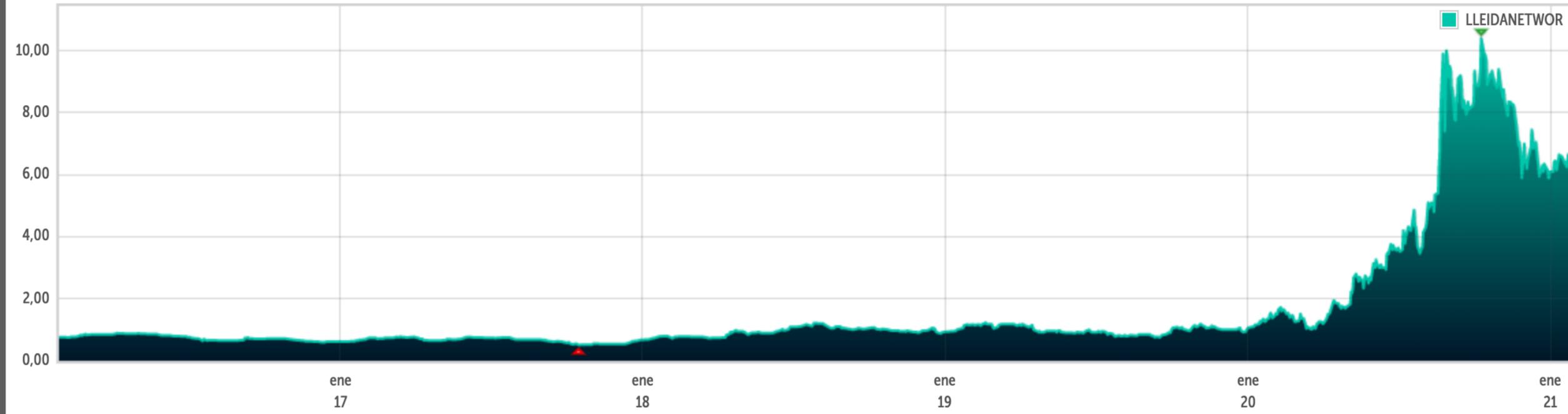
	2016	2017	2018	2019	2020	
REQUESTED	19	2	24	5	20	70
PUBLISHED	15	50	7	7	2	81
GRANTED	5	57	8	46	44	160
	39	109	39	58	66	311

OUR EVOLUTION IN STOCK EXCHANGES

We set ourselves three years ago to be a liquid stock, and we have overtaken the market.

In three years our value have risen more than 1100%

	2017	2018	2019	2020	2021 (Up to 25/01)
Closing price period (euros)	0.6700	0.9300	1.0000	6.1000	6.0000
Last price period (euros)	0.6700	0.9300	1.0000	6.1000	6.0000
Max price period (euros)	0.7800	1.2200	1.2300	11.8000	6.8000
Min price period (euros)	0.5100	0.6900	0.7500	0.9500	5.8500
Capitalization (thousands of euros)	10,753	14,926	16,050	97,905	96,300
Volume (thousands of shares)	447	873	2,173	32,107	1,611
Cash (thousands of euros)	293	859	2,093	178,274	10,293



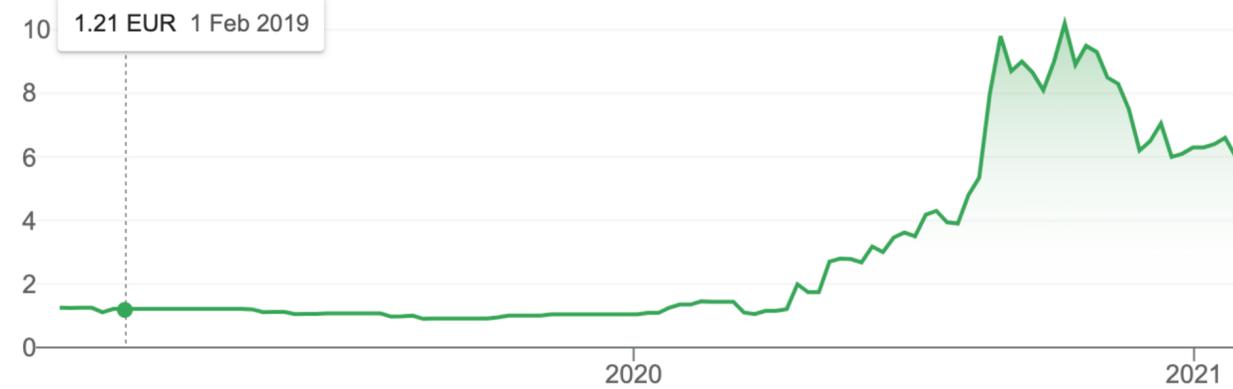
Lleidanetworks Serveis Telematics SA
EPA: ALLLN

+ Follow

6.00 EUR **-0.60 (9.09%)** ↓

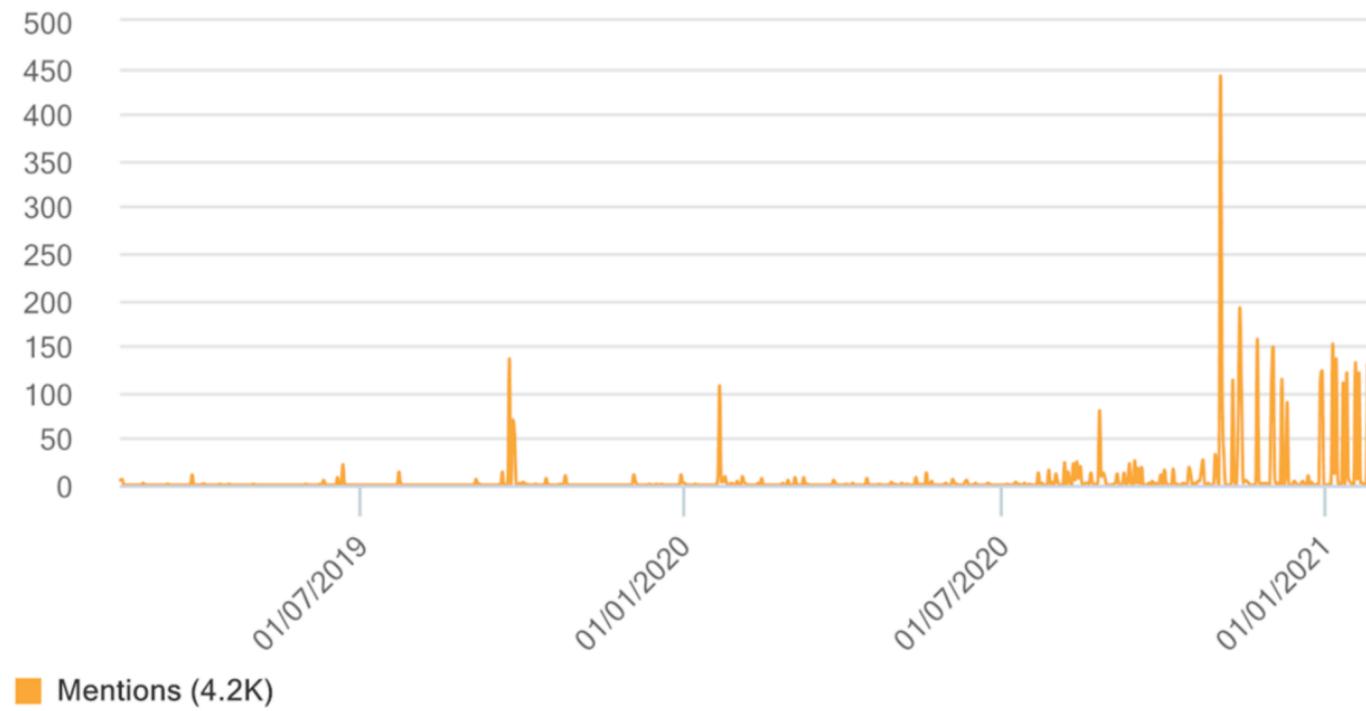
25 Jan, 5:25 PM GMT+1 · Disclaimer

1 day 5 days 1 month 6 months YTD 1 year **5 years** Max

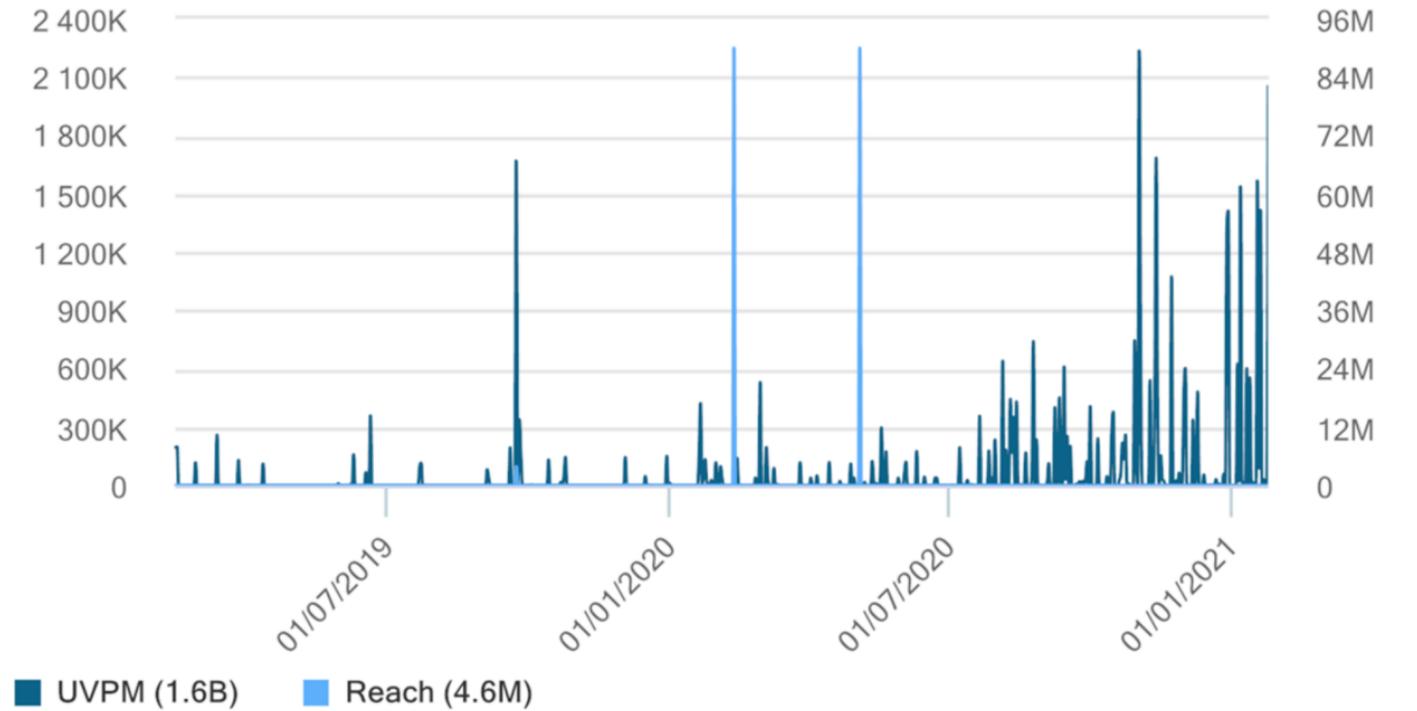


WE ALREADY HAVE A
MEDIA PRESENCE AND A
GLOBAL BRAND

Total Mentions



Reach



MORE THAN 4,200
PIECES OF NEWS ABOUT
LLEIDA.NET IN THE LAST
TWO YEARS IN TENS OF
COUNTRIES

- Algeria
- Andorra
- Argentina
- Australia
- Austria
- Bolivia
- Brazil
- Canada
- Chile
- China
- Colombia
- Costa Rica
- Cuba
- Dominican Republic
- Ecuador
- Egypt
- El Salvador
- France
- Germany
- Ghana
- Guatemala
- Honduras
- Hong Kong
- India
- Indonesia
- Iran
- Israel
- Italy
- Japan
- Jordan
- Kenya
- Libya
- Macau
- Malaysia
- Mexico
- Netherlands
- New Zealand
- Nicaragua
- Niger
- Nigeria
- Pakistan
- Panama
- Peru
- Philippines
- Poland
- Portugal
- Puerto Rico
- Qatar
- Romania
- Saudi Arabia
- Singapore
- South Africa
- SPAIN
- Sweden
- Switzerland
- Taiwan
- Uganda
- Ukraine
- United Arab Emirates
- United Kingdom
- United States
- Uruguay
- Venezuela
- Vietnam

THE FUTURE

OUR STRATEGY CONSISTS OF CONTINUING
WORKING OUR FUNDAMENTALS TO
GUARANTEE FUTURE RETURNS TO
SHAREHOLDERS.
IT'S THAT SIMPLE .



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San José · Lima · Beirut · Dubai · Ciudad de México · Gaborone