



Madrid, April 29, 2024

Other Relevant Information

LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.

First quarter 2024 results preview and comparison with first quarter 2023 results.

Lleida.net recovers in the first quarter of 2024 with an increase of 71% in its EBITDA, up to 666,000 euros.

In accordance with the provisions of Article 17 of Regulation (EU) No. 596/2014 on market abuse and Article 227 of Law 6/2023, of 17 March, on Securities Markets and Investment Services, and concordant provisions, as well as Circular 3/2020 of the BME Growth segment of BME MTF Equity on information to be provided by Companies in Expansion, hereby LLEIDANETWORKS SERVEIS TELEMÀTICS S. A.: (hereinafter "Lleida.net, or the "Company" or the "Company") hereby informs you of the following information which has been prepared under the sole responsibility of the issuer and its administrators. The information detailed in this report is a preview of Lleida.net's Consolidated Income Statement for the first quarter of 2024 and has been prepared on the basis of unaudited accounting information available to the Board of Directors.

Lleida.net (BME:LLN) (EPA:ALLLN) (OTCQX:LLEIF) posted a 71% increase in EBITDA in the first quarter of 2024, compared to the same period last year, to €666,000.

In the quarter, the company's sales amounted to €4.71 million, slightly above those of the first quarter of 2023.

The operating result for the period was 147,000 euros, and the result for the year was 111,000 euros, figures which represent a return to growth for the company, after nine quarters of losses.

Since the beginning of the year, the company has registered a record number of clients, and already has 1,925 clients compared to the 1,794 clients registered in the first four months of 2023.

These results are the result of the efforts made by the company after announcing, last November 3rd, an important package of corrective measures. Among them, the reduction of its workforce in Spain and its subsidiaries in Colombia and Peru, a new financial policy and a generalized cost reduction.

The company is enclosing detailed information on the quarter in this Other Relevant Information.

We remain at your disposal for any further clarification you may require.

Sincerely yours,

In Madrid, April 29, 2024

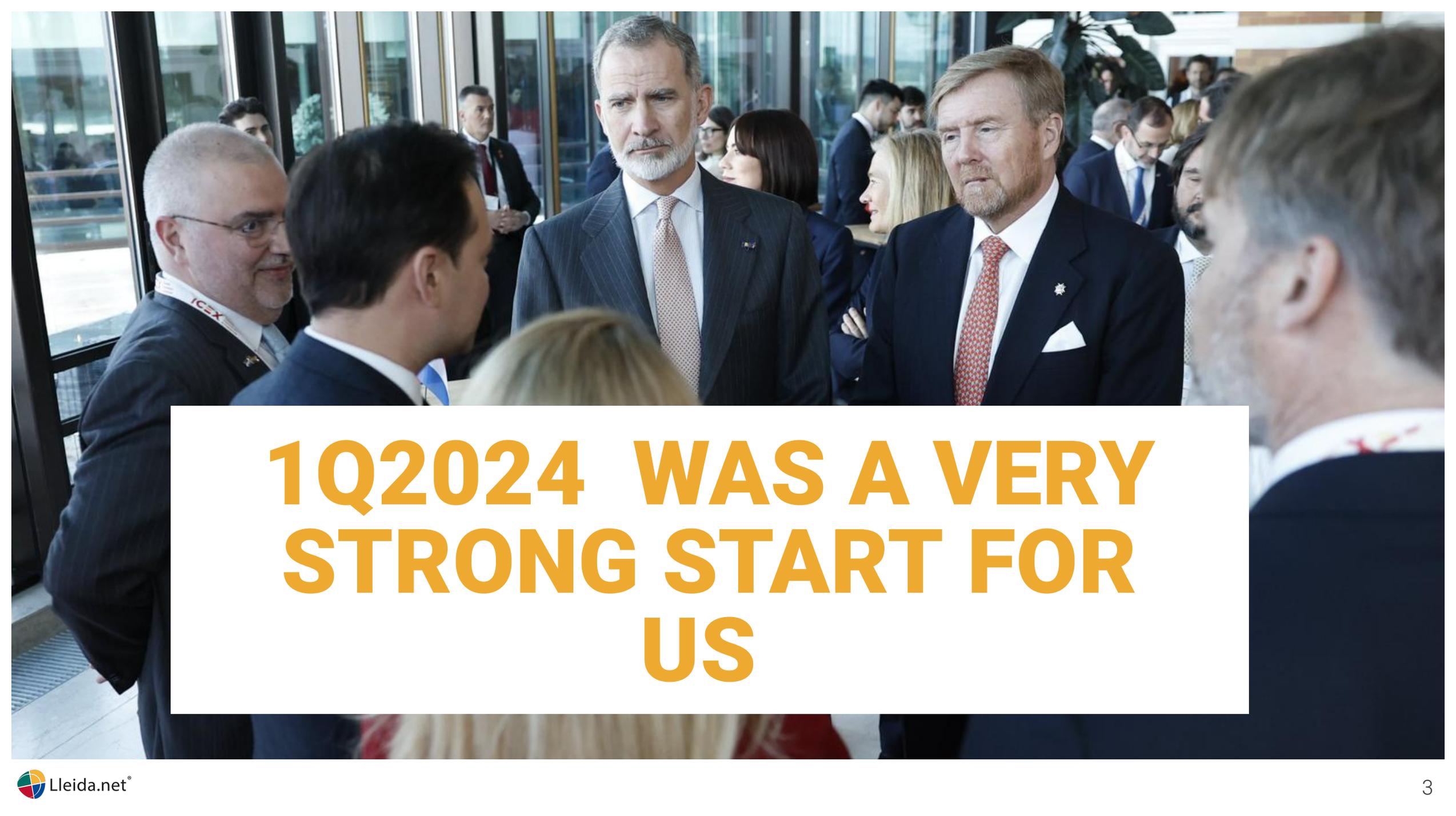
Francisco Sapena Soler

CEO and Chairman of the Board

PRESENTATION OF INTERIM RESULTS FOR THE FIRST QUARTER OF 2024

DISCLAIMER

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A group of men in suits are engaged in conversation in a modern office setting. The man in the center has a grey beard and is wearing a dark pinstriped suit with a light-colored tie. To his right, another man with a beard is wearing a dark suit and a red patterned tie. They are surrounded by other people in business attire, some of whom are looking towards the camera. The background shows large windows and a bright, professional environment.

**1Q2024 WAS A VERY
STRONG START FOR
US**



Last November, we announced a very aggressive recovery plan. A change was needed after disappointing results and we stood up to the challenge.

LAST NOVEMBER WE ANNOUNCED:

Labor force layoffs at the Lleida and Madrid centers.

Personnel cuts in international subsidiaries: PKI, Peru and Colombia.

Reduced participation in fairs and events.

Significant reduction of external contracting.

WE ALSO CHANGED SHIFTED OUR FOCUS:

Increasing Profitability Through Process Optimization, automating procedures and focusing sales on standard products.

Focus on Standard Products to Reduce Technical Development Time, and maximize the profitability scope of our R&D.

Focus on standard solutions beyond tailor-made projects

Redesign of Commercial Verticals, focus on EU and Latam markets.

**AND AFTER THE GREAT EFFORTS OF
EVERYONE (INVESTORS INCLUDED),
IN THE FIRST QUARTER OF 2024 WE
HAVE BEEN MAKING MONEY AGAIN.
DURING THE PERIOD:**



Sales grew slightly by 1% to 4.713 million euros.



As a result of the new management, commercial and expense policy, we have recorded higher profits with similar revenues, and a higher margin.



Income before taxes for the period increased by 140% to 111,000 euros.



EBITDA was up 71% to €666,000 YoY.

INCOME STATEMENT FOR 1Q24 (FORECAST)

Cuenta de Resultados (miles de euros)	mar-23	mar-24	Variación 2023-2024
Turnover	4,691	4,713	0%
Procurement	(1,907)	(2,174)	14%
Gross Margin	2,784	2,539	-9%
Gross Margin as % of sales	59%	54%	
Trabajos realizados para el Inmovilizado	239	243	2%
Other operating income	16	5	-69%
Personnel Expenses	(1,667)	(1,428)	-14%
External services	(983)	(691)	-30%
Depreciation and amortisation	(526)	(519)	-1%
Impairment and gains/losses on disposals	(24)	0	-
Other operating income	0	(2)	-
P&L	(161)	147	191%
Financial Income/(Expenses)	(25)	(37)	48%
Change in value of financial instruments	0	(19)	0
Foreign exchange gains/(losses)	(90)	20	122%
Profit before tax	(276)	111	140%
Corporate Tax	0	-	-
Profits	(276)	111	140%
EBITDA	389	666	71%
EBITDA/SALES	10%	14%	-
EBITDA EXCLUDING R&D ACTIVATIONS	150	423	182%
EBITDA EXCLUDING ACTIVATIONS/SALES	5%	9%	-



HOW 1Q 2024 SALES PERFORMED

SALES BY BUSINESS LINE

Estimated consolidated sales by business line (thousands of euros)	Q1 2023	Q1 2024	Var.%
Contracting	766	507	-33%
Notification (fastest growing line)	506	804	59%
New SaaS Services	989	864	-13%
SMS Solutions	797	757	-5%
ICX WHOLESALE	1,633	1,781	9%
Total	4,691	4,713	0.5%

This quarter, we returned to the path of signing large, solid and relevant long-term contracts.

The contracting line is up as a result of the start-up of production of customers signed in 2023.



On April 18, it signed a **Letter of Intent with PostNL** for the exclusive distribution of Lleida.net's services in the Netherlands, in the presence of the King and Queen of Spain and the Netherlands.



On April 16, the company announced a new contract with the company **Peruana de Entretenimiento en Línea S.A.C.**, which will allow it to bill some 600,000 euros per year.

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- ✓ At the beginning of April, Lleida-net signed a contract with **América Latina Redex SAS** for **500,000 euros per year**, the technology company will provide the Redex group with its notification, signature and electronic contracting services, giving them access to its entire catalog of products.
 - ✓ In March, it signed a contract with the **Colombian Attorney General's Office** for 250,000 euros.
 - ✓ On February 16, **Santander Global Technology & Operations S.L.** awarded the company three lots of SMS sending services for a total value of 1.89 million euros.

Plus, this is how the relation with our customers looks like by 1Q24



- ✓ **Our number of overall clients has grown from 1,794 in Q123 to 1,925 in 1Q24**
- ✓ We have issued 4,600 invoices in the period, when in 1Q23 we issued 4,374.
- ✓ We have clients in 55 countries, six nations more than in 1Q23.

Geographic location of our clients

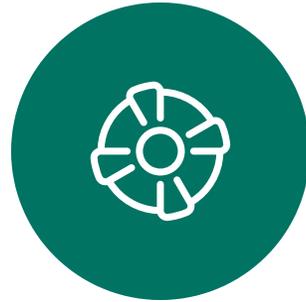


Reminder: Our strategy for 2023-2025.



Streamlining our operations

Following the appointment of new division managers, the focus is on optimizing teams and internal processes, automating procedures, and promoting technology to increase sales and margins;



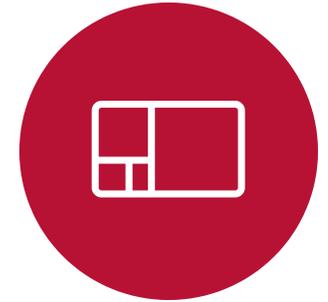
Focus on Profitability

Concentrate our efforts on the business areas that generate the most profitability, and on the markets where we have the greatest penetration;



Recovering our value

To recover the company's value in the capital markets and regularly communicate our progress to investors;



Rational for the Restructuring

We have restructured to improve cash generation, smooth financing, optimize operating performance and improve cash position.



We are already seeing a favorable turnaround in the company's numbers.

The Recovery Plan launched in 2023 has begun to bear fruit.

We will continue to work in the coming quarters to consolidate this situation.

Thank you.
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