

#### LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A. RELEVANT EVENT.

30 May 2017

Under the provisions of Article17 of the Regulation (EU) No 596/2014 regarding market abuse and article 228 of the modified text of the Spanish Stock Market Act, approved by Spanish Royal Legislative Decree 4/2015, of 23 October and related provisions, as well as Circular 15/2016 of the Spanish Alternative Investment Market (MAB), we are hereby informing you of the following information relating to LLEDIANETWORKS SERVEIS TELEMÀTICS, S.A. (hereinafter, "Lleida.net" or the "Company"):

As a result of the Company's participation in the 2017 Medcap Forum organized by Bolsas y Mercados Españoles, we attach the corporate presentation that will be showcased in the forum to be held on 30, 31 May and 1June 2017.

We are available for any clarifications needed. Sincerely, Lleida, 30 May 2017.











## We are an electronic communications operator





# Moving from Operator to a **SaaS** (Software as a Service) provider





Fintech, insurtech and online services have 3 types of bosses:





#### 1. Shareholders

Our companies need to be profitable for shareholders either in Value or in Dividends



Otherwise, they can turn the Chief Executive Officer into...



#### 1. Shareholders



... Chief Executed Officer.

#### 2. Clients



We need to offer them great services, so that they will be happy and thus, they will come back and we will

grow



If we fall, they got the power to turn the Chief Executive Officer into...

### 2. Clients



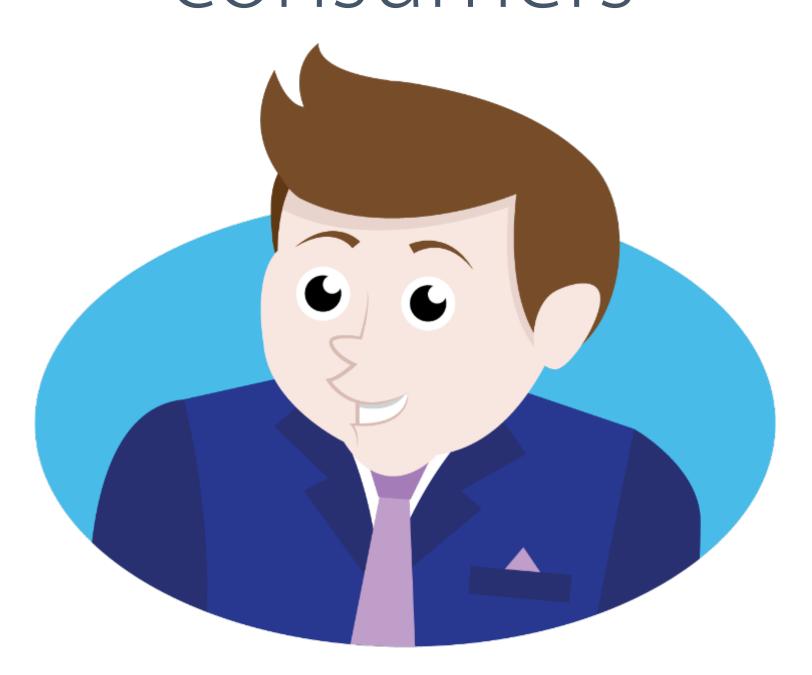


... Chief Executed Officer.





When there are many clients, these clients become consumers



Consumers are always right, even when they are wrong...

#### 2. Clients





...and if the consumer is not right, he is entitle to claim before boss number 3.

### 3. Judge





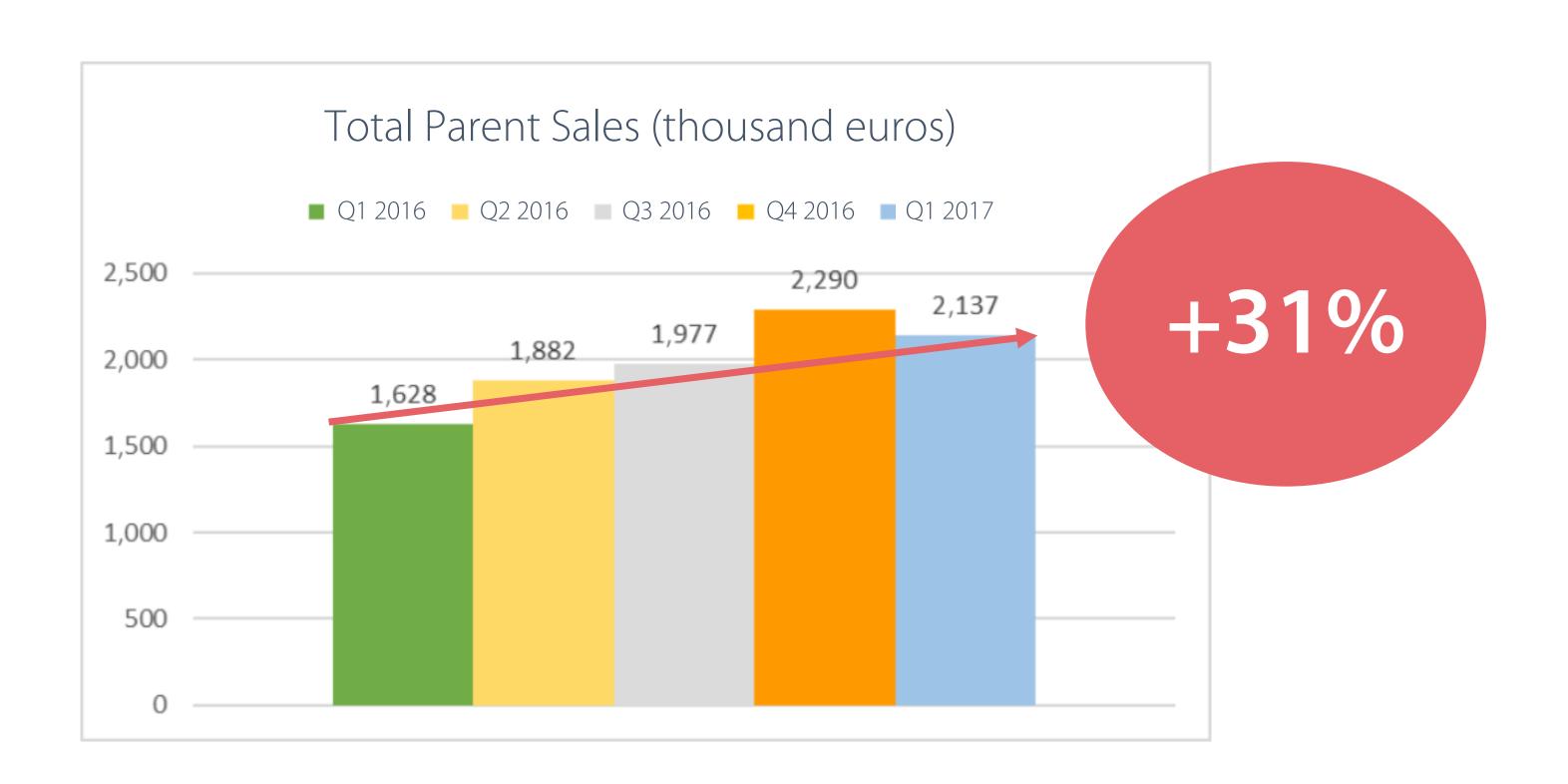
And no one enjoys getting in trouble with boss number 3.





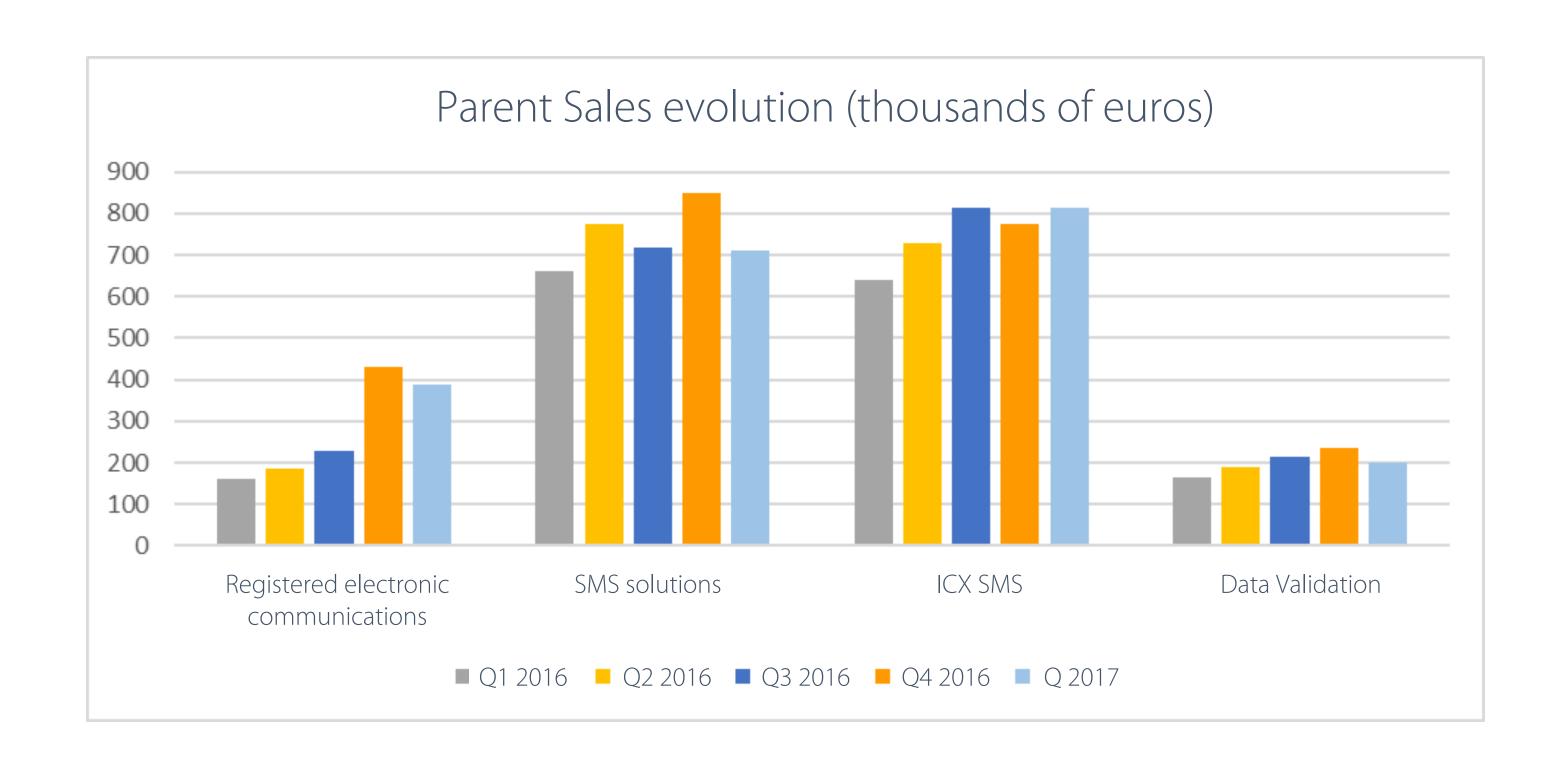
Lleida.net provides solutions for both.





Sales increase of 31% over the same quarter of 2016. Increased sales of all business lines.





Increase in relative weight in the sales of SaaS products (Registered electronic communications and data validation) since their profitability per product unit is higher.

#### Main figures

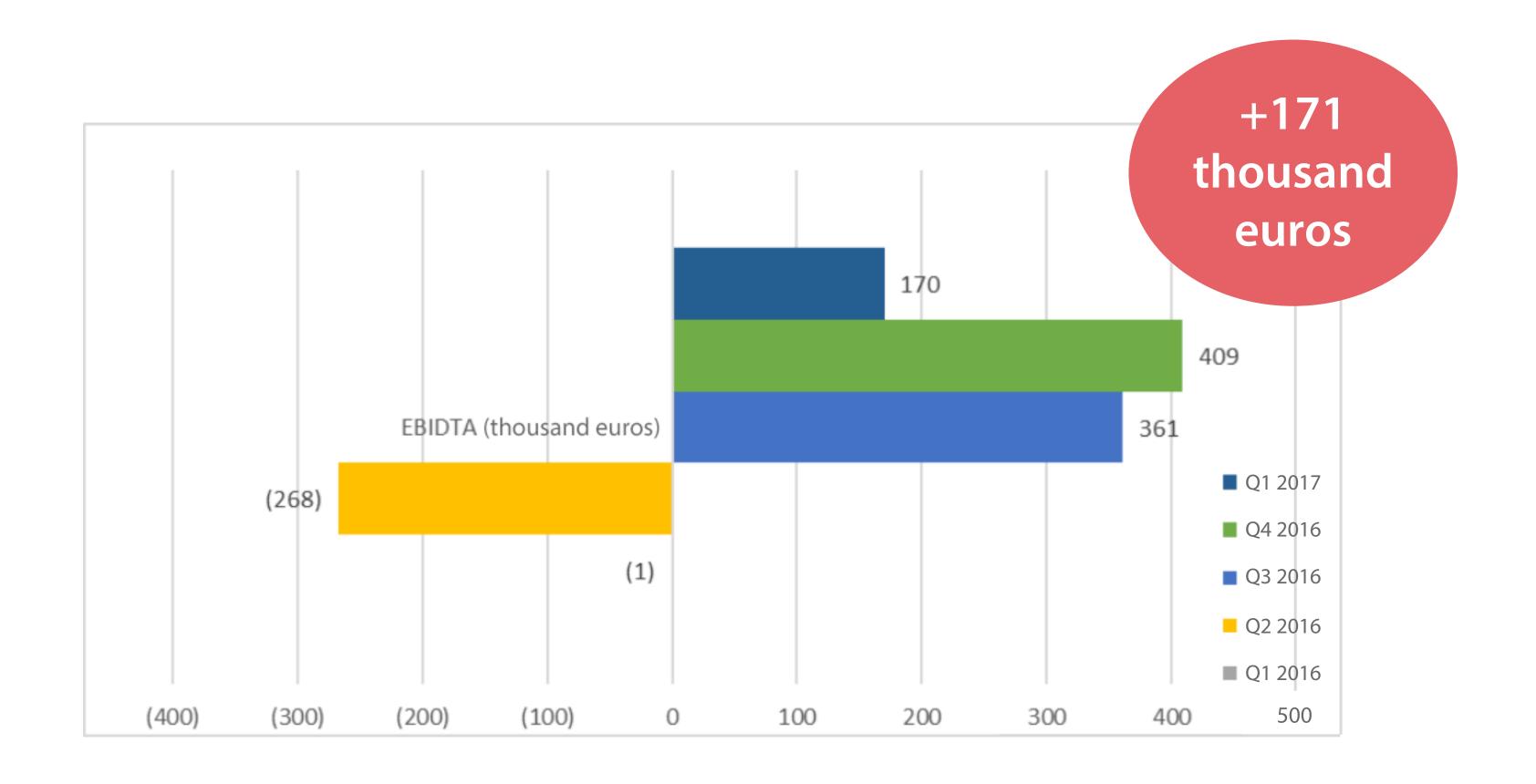




Increase in Gross Margin, 59% derived from:

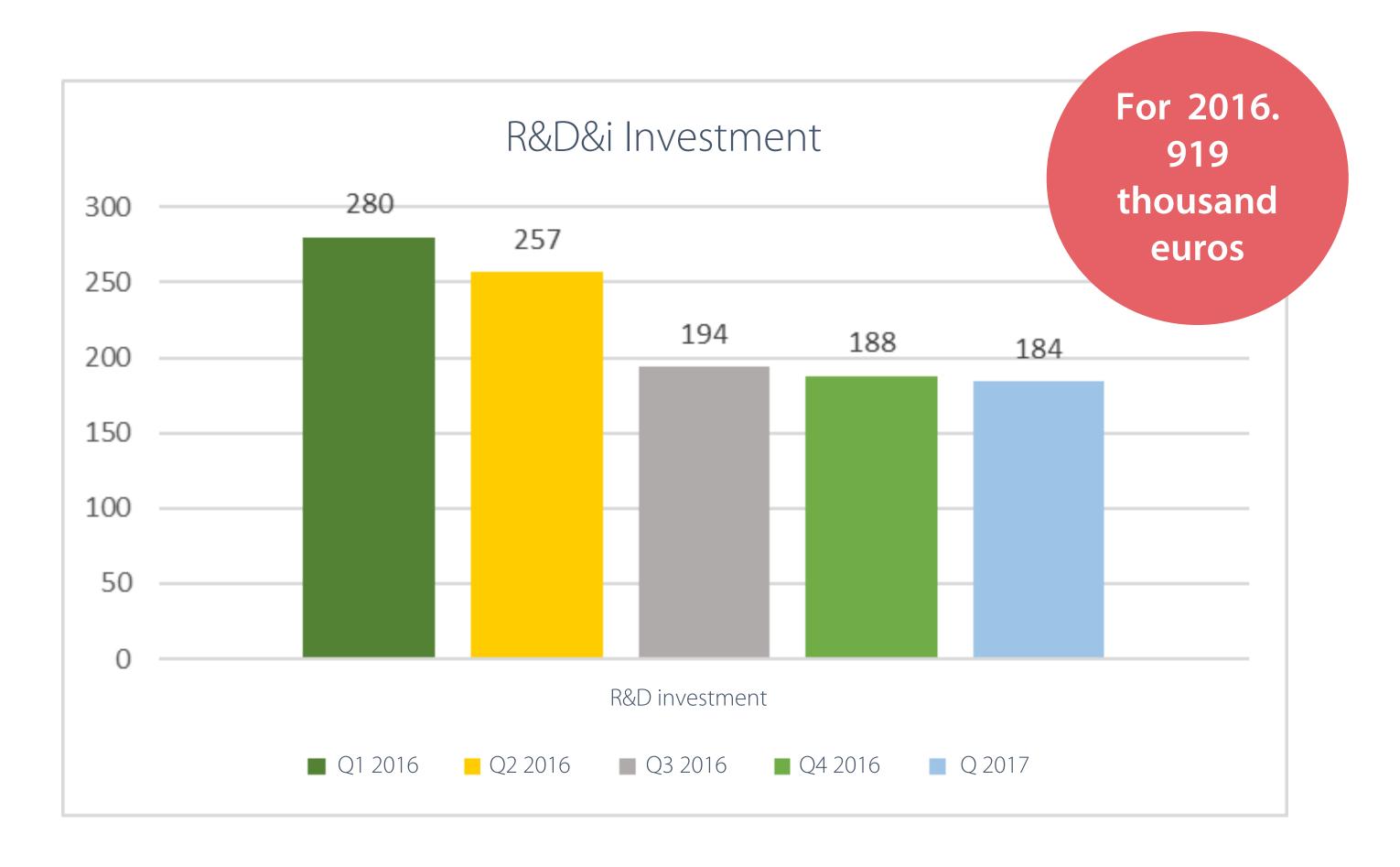
- R&D&i projects that improve profitability
- Change of sales mix
- Increase in recurring customers





Increase in EBITDA, for the third straight quarter with positive numbers





Nonstop R&D investment allows to develop new products and functionalities



All the developments of the company are patented. During 2016, Lleida.net has been granted 9 new patents. To highlight:

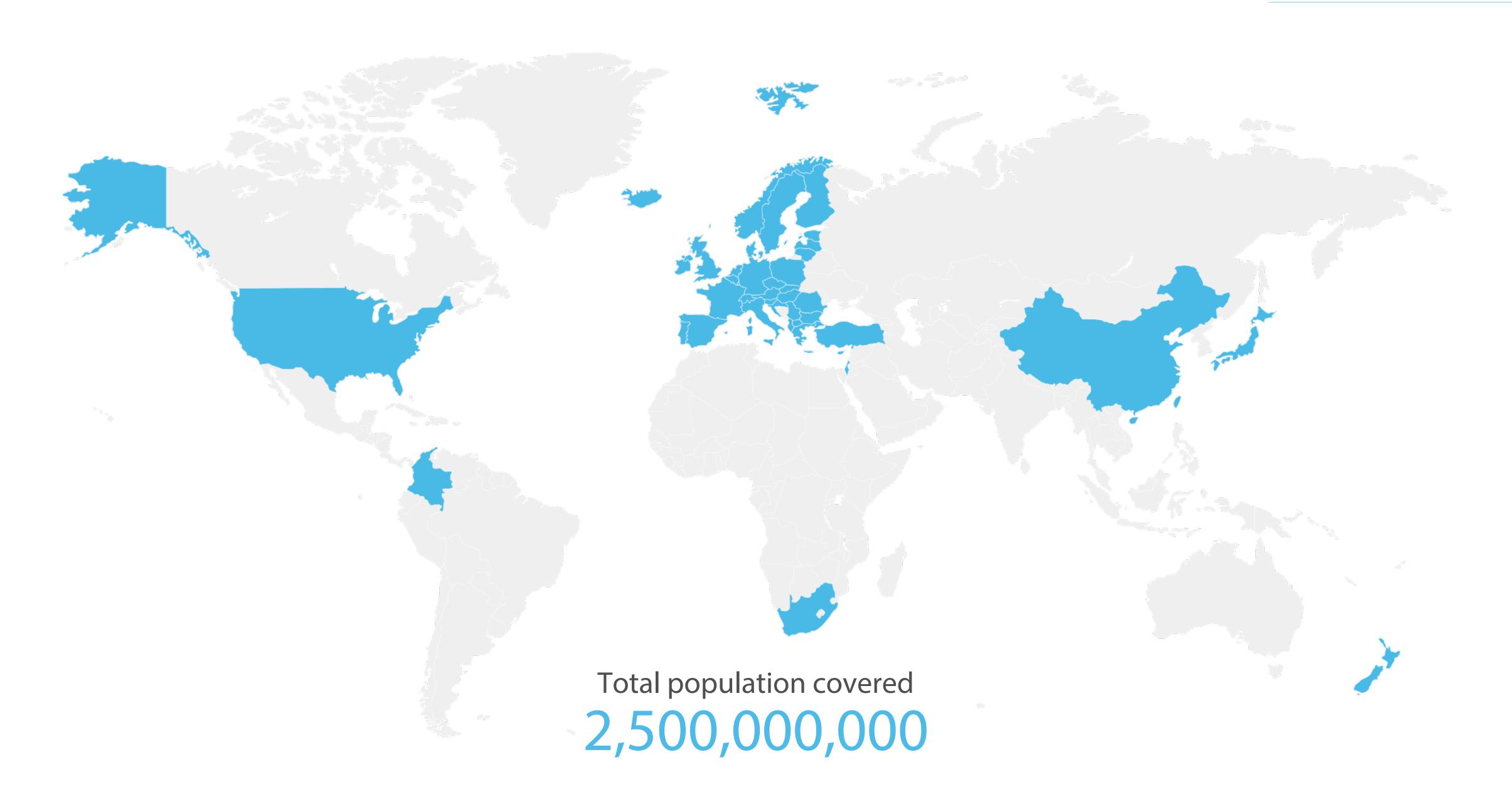
- Registered email patent in the EU
- Registered email patent in the United States





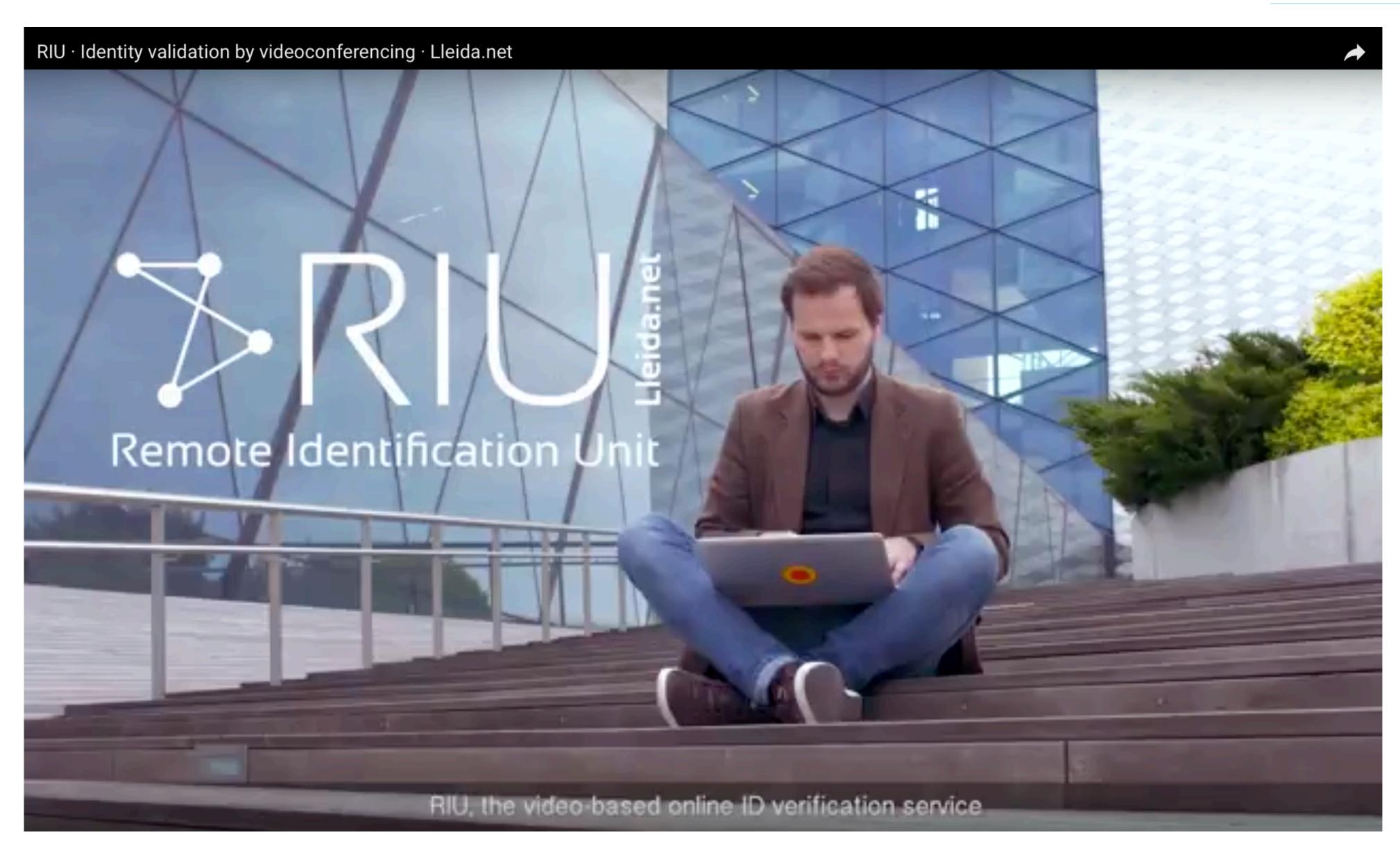
#### Map of patents





#### R&D highlighted project launched in 2016





#### 2016 + 1q 2017 milestones



Opening a subsidiary in Perú





bankinter.

Opening a subsidiary in Costa Rica





Attracting large accounts

First Platform4equity





Opening Lleida.net MENA

Nonstop R&D Investment



#### We are in



Lleida Barcelona Madrid London Miami Paris New Delhi Santiago de Chile Bogotá São Paulo Tokyo Santo Domingo Cape Town Montevideo Johannesburg San José Lima Beirut Dubai





Parc Científic i Tecnològic Agroalimentari de Lleida Edifici H1, 2a planta B 25003 Lleida (Spain)

(+34) 973 282 300 info@lleida.net

www.lleida.net



20 years turning to digital business processes

