



**Lleida.net**

La Primera Operadora Certificadora

ES: [http://www.lleida.net/docs/inversores/es/20171002\\_HRelev.pdf](http://www.lleida.net/docs/inversores/es/20171002_HRelev.pdf)  
FR: [http://www.lleida.net/docs/inversores/fr/20171002\\_HRelev.pdf](http://www.lleida.net/docs/inversores/fr/20171002_HRelev.pdf)

Lleida, 02 October 2017

## **RELEVANT EVENT**

### **Lleida.net participates in European Large & Midcap Event in Paris and Tech Invest in Monaco**

Under the provisions of Article 17 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")

Lleida.net attends the European Large & Midcap Event in Paris and Tech Invest in Monaco, two of the most relevant European events for the entrepreneurs of medium and large-cap companies with the aim of increasing its presence among European and international investors. The company premieres in both forums, which will take place on October 4 and 5.

Find attached to this Relevant Event the presentation the company will show to investors in both forums.

Sincerely,

LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.

Mr. Francisco Sapena Soler

CEO and Chairman of the Board of Directors



# LARGE & MIDCAP EVENT

PARIS, OCTOBER 2017

Lleida.net

PCiTAL | Edifici H1 2a planta, 25003 Lleida, Spain

# Digital Witnesses to Electronic Contracts

Protecting relationships with:

- Customers
- Regulators and the Courts

# Customers

- Customer protection laws prevail in a mass market environment when dealing with millions of customer contracts.
- A satisfied customer returns for more and a dissatisfied customer becomes a contingency.
- If a corporate entity can quickly provide the customer with evidence of having acted within the bounds of their agreement, it may settle a greater proportion of disputes at a lower cost.

## Regulators and the Courts:

- With existing customer protection laws, the burden of proof falls mainly on the provider of the service.
- When an “angry” consumer complains, Regulators and the Courts may be called into the dispute.
- A Digital Witness helps to establish the truth quickly and effectively.

- Global size of the Digital Witness market:

\$1.5 billion in 2017

\$9.1 billion in 2023

Source: P&S Market Research.

# Our three business lines

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Three business lines



eNotification and  
eContracting



Messaging  
solutions



Identity validation  
and KYC  
Services



Our edge



Global SaaS Operator



Globally Granted Intellectual Property



More than 20 years turning to digital business processes



Listed in MAB (Alternative Stock Market)



Global footprint operating in 18 countries

# Industry verticals

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Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract
- Connectaclick

Service highlights for Banking

- Provide statement on the value of the financial asset.
- To claim balances and /or notify contractual conditions.
- To notify overdrafts.
- To send notices of overdue credit card, mortgage & loan payments.
- Send credit card PIN and secure key.
- To confirm the activation of credit cards from the ATM.
- To communicate deadlines to refinance loans.
- Contracting credit cards.

Our customers

## Industry solutions

## Financial services

### Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract
- Connectaclick

### Service highlights for Financial services

- To notify debt collection to franchised offices.
- To confirm on line transfer payments.
- To send notices of loans to be signed.
- To send notifications in compliance with the Data Protection Act.
- To contract VISA credit cards.
- Loan agreements.
- To accept SEPA (Single Euro Payments Area) direct debit mandates.

### Our customers



## Industry solutions

## Call centres

### Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract

### Service highlights for Call centres

#### Integration to third party processes solutions

- Banking and financial services
  - Apply for credit cards.
  - Credit card activation.
  - Receipt of the acceptance of contractual terms.
- Utilities and Telecom operators
  - Acceptance of contractual terms.
  - Porting number contract signature.
- Other

### Our customers



## Industry solutions

## Utilities

### Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract
- Connectaclick

### Service highlights for Utilities

- To sign contracts for the supply of services.
- Notification and record of acceptance of contractual terms.
- Debt recovery.
- To contracting loyalty cards.
- Power outage notifications.
- Notification of being added in defaulting debtors' data base.

### Our customers





## Industry solutions

## Real Estate

### Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract

### Service highlights for Real Estate

- Contracts signature.
- Recovery management.
- Notification of the contractual terms.
- Notification of being added in Defaulting debtors' data base.

### Our customers





Services

- Registered SMS
- Registered SMS contract
- Registered email
- Connectaclick

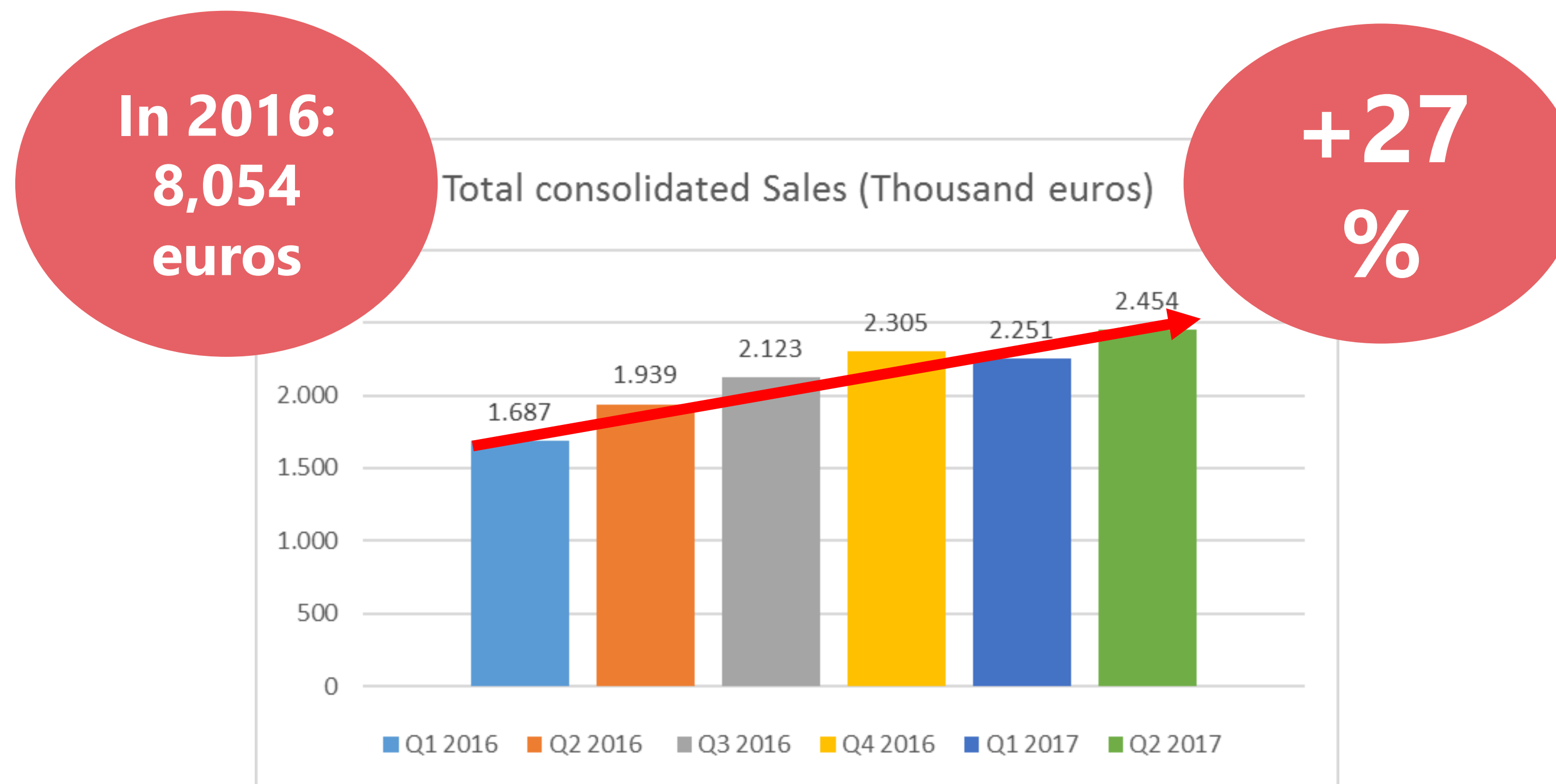
Service highlights for Insurance agents and brokers

- Policy Inception/cancellation.
- Communication and acceptance of changes in contractual terms.
- Given notice of sickness /leave and return to work.
- Acknowledgement of incident / damages reports
- Bank transfer notice, payment claims, notifications
- Registered on line transactions.

Our customers

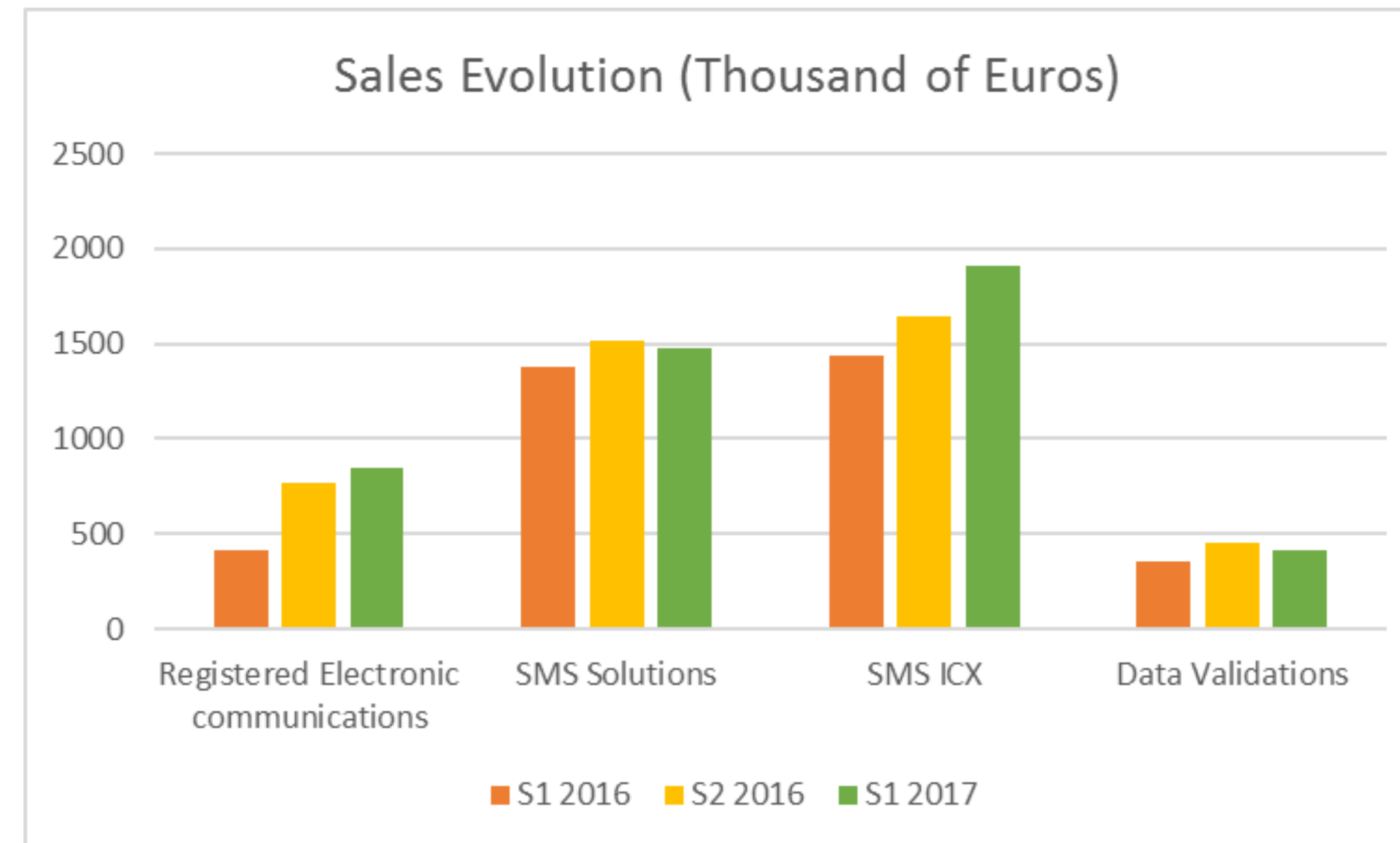


## 2Q17 Main figures



Sales increase of 27% in 2017 over the same quarter of 2016.  
Increased sales of all business lines.

## 1S 2017 Main figures

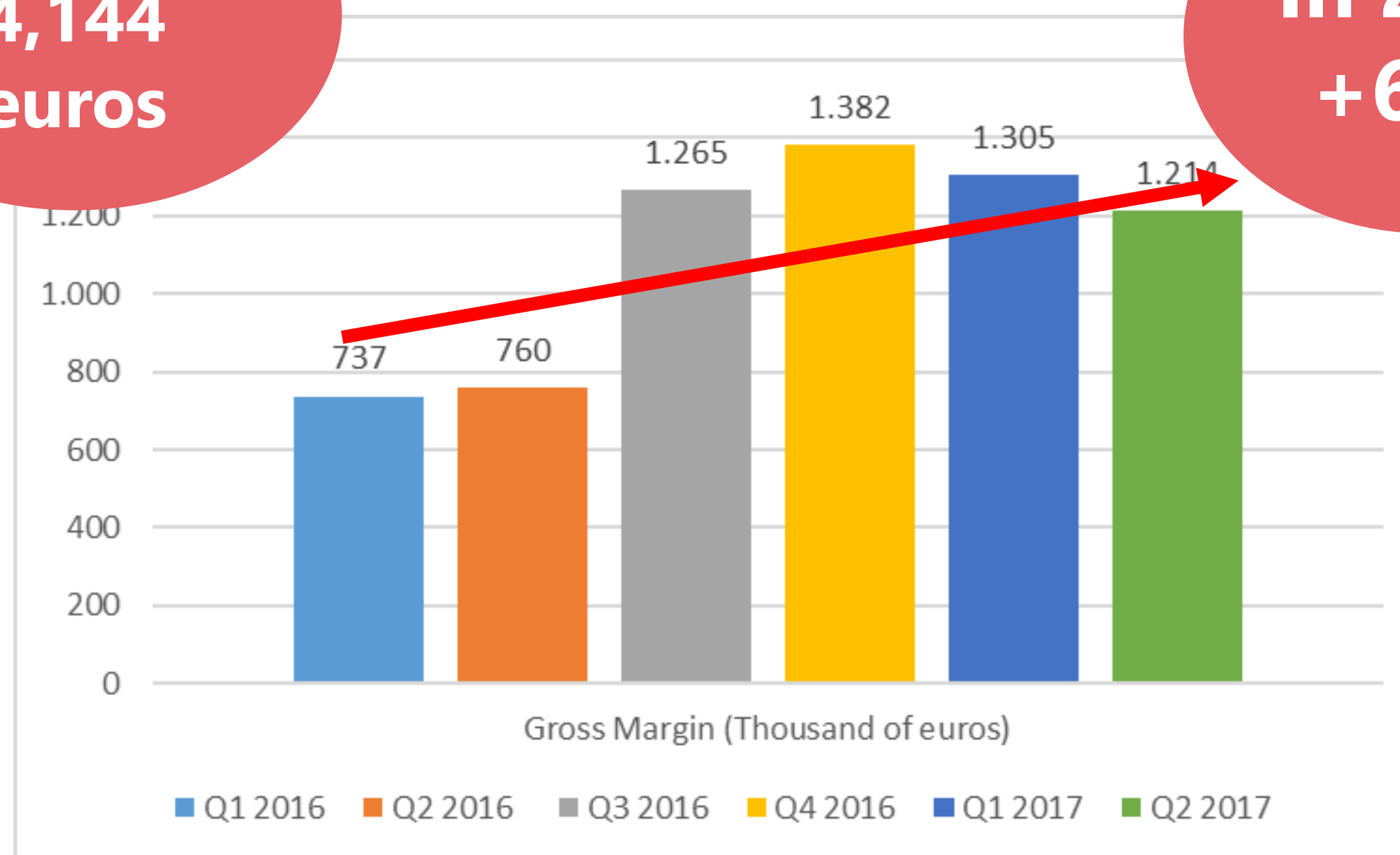


Increase in relative weight in the sales of SaaS products (Registered electronic communications and KYC Services ) since their profitability per product unit is higher.

## 2Q 2017 Main figures

**In 2016:  
4,144  
euros**

**In 2017  
+60%**



Increase in Gross Margin, 60% derived from:

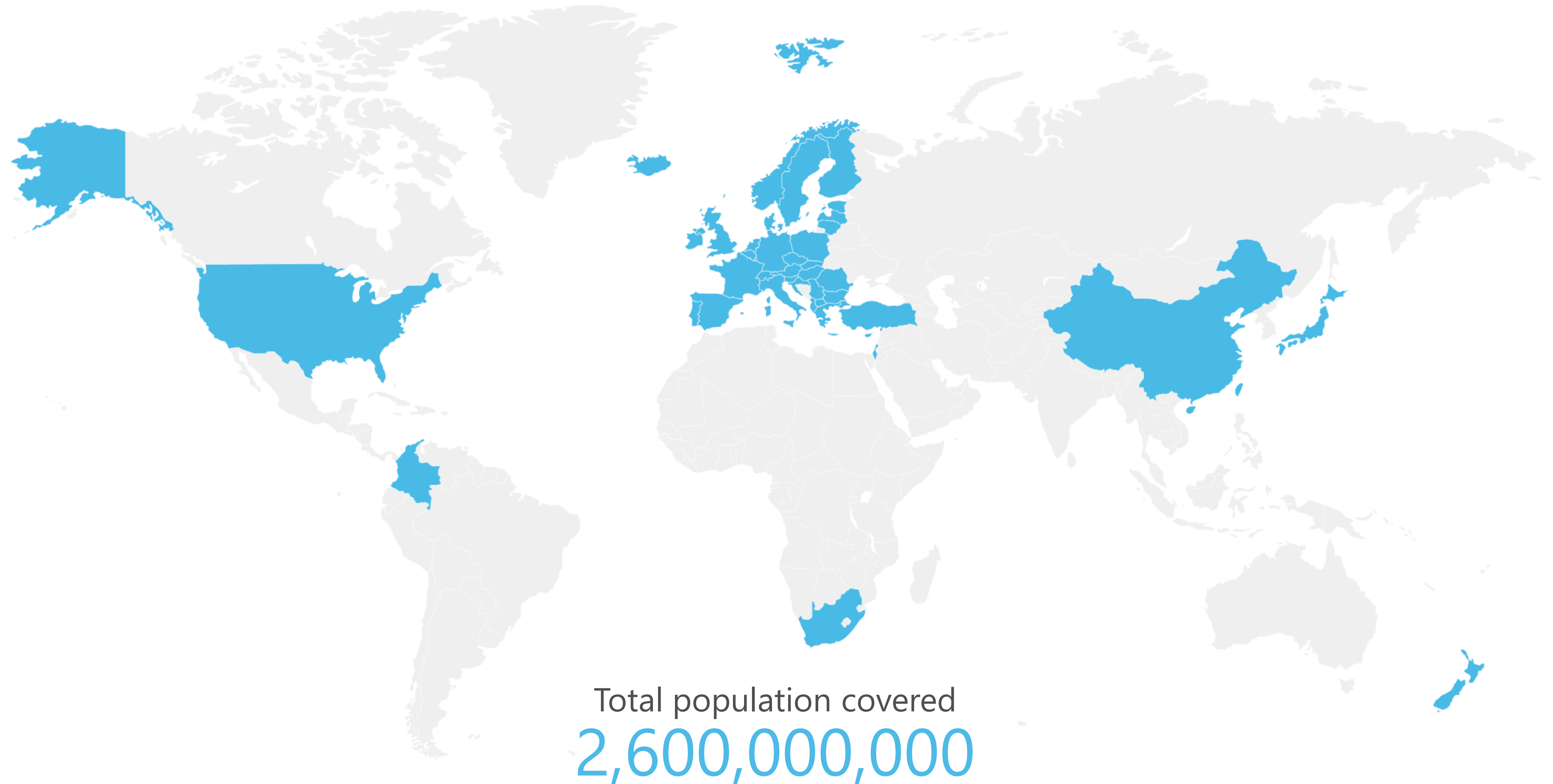
- R&D&i projects that improve profitability.
- Change of sales mix.
- Increase in recurring customers.

All the developments of the company are patented.  
During 2016 and 2017 , Lleida.net has been granted 14 new patents .

To highlight:

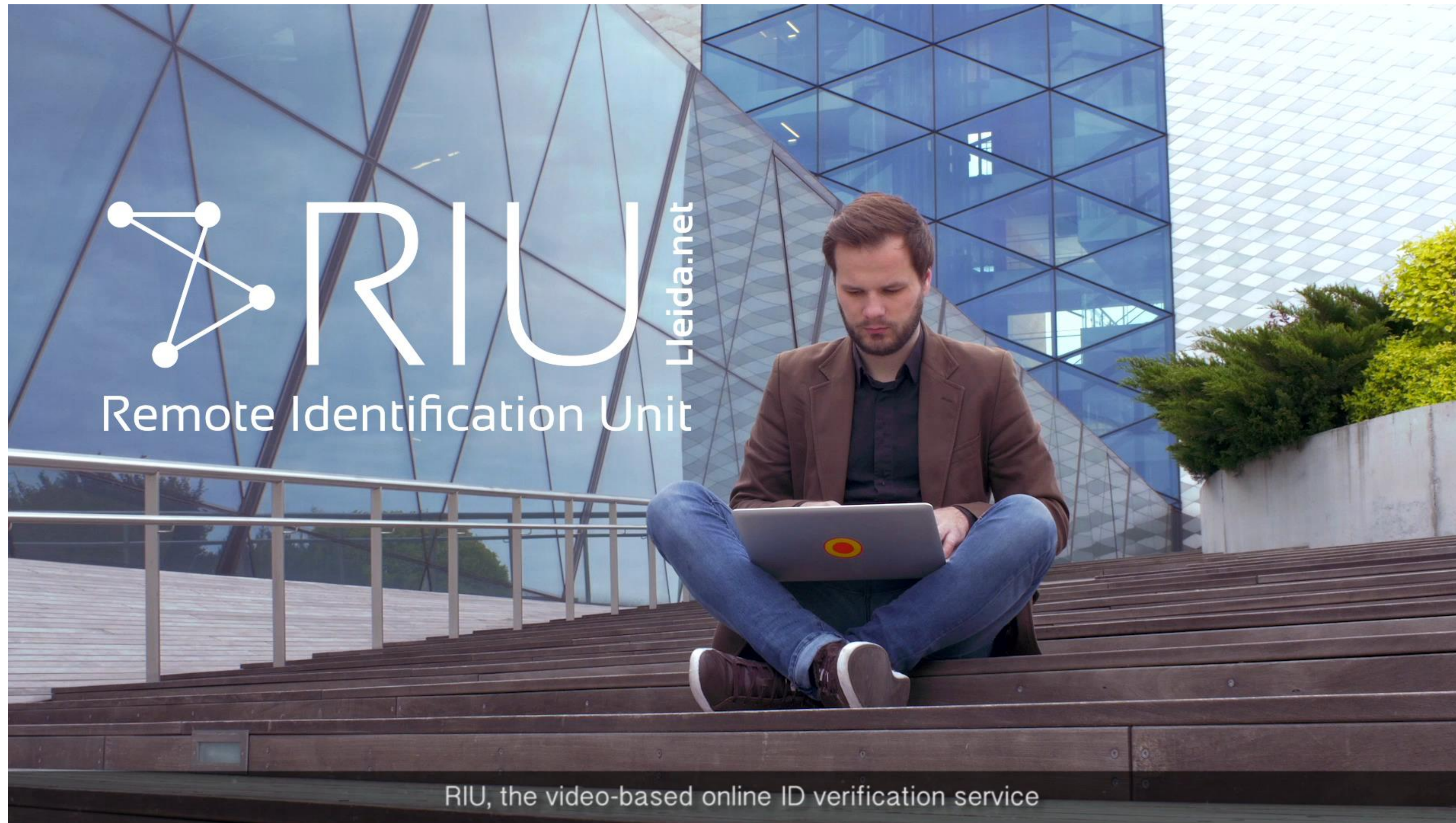
- Registered email patent in the EU
- Registered email patent in the United States



 Map of patents

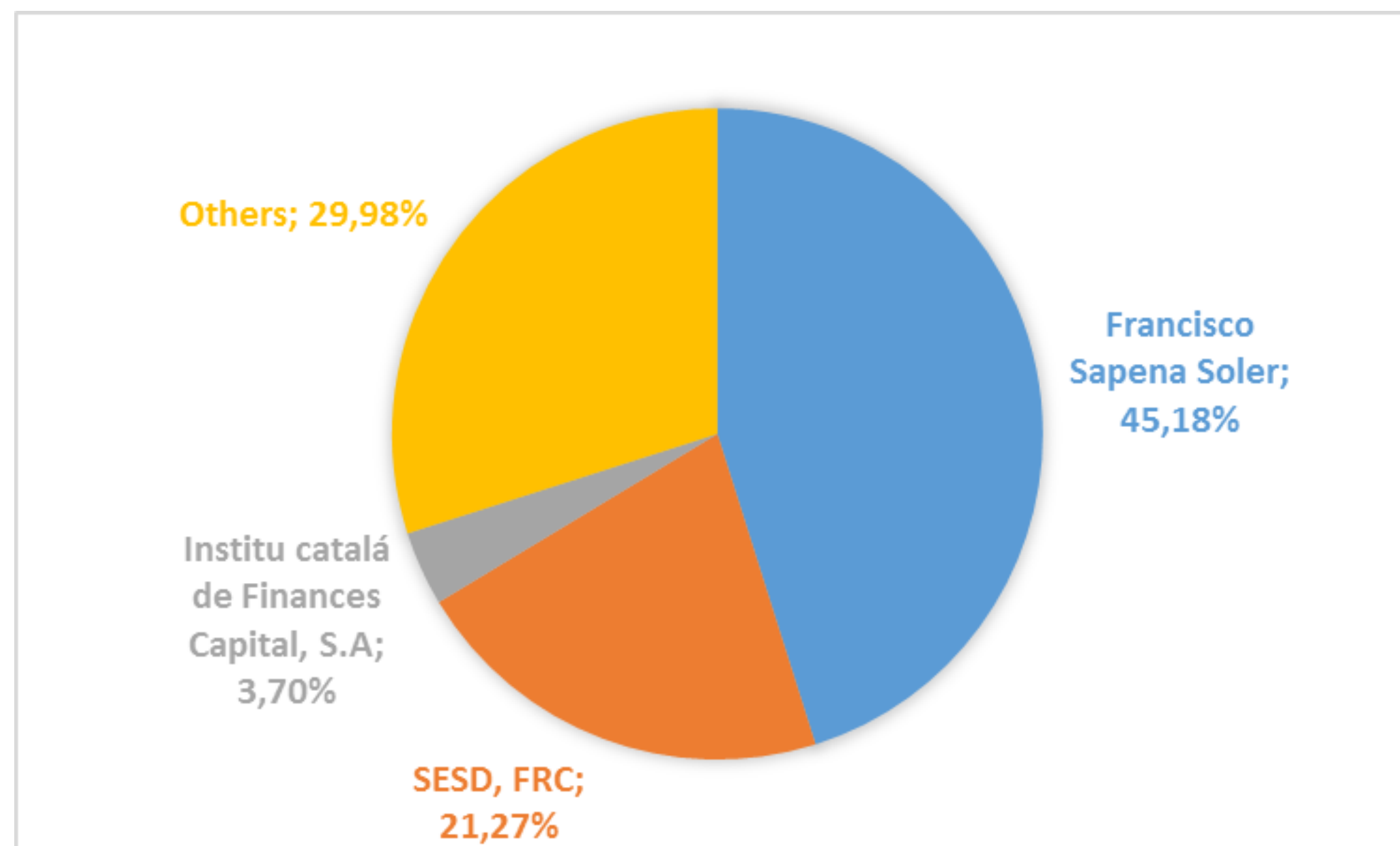


R&D highlighted project launched in 2016





## Main shareholders



Francisco Sapena Soler: Board President and CEO of the Company.

**SESD FRC**: Joint Venture Capital that belongs to Santander Bank and 2 Public Entities: ENISA and SEPI.

Institut Català de Finances Capital S.A: Institutional Investor of the Catalan Government.



2016 + 1q 2017 milestones

- Opening a subsidiary in Perú
- Opening a subsidiary in Costa Rica
- Attracting large accounts



bankinter.



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- First Platform4equity



2017 goals

- From Cash Burner to Cash Cow
- Lleida.net MENA
- Nonstop R&D Investment





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