

Lleida, 26 October 2017

To whom it may concern,

Pursuant to the provisions of the Spanish Alternative Investment Market Circular 15/2016, we are hereby notifying the market of the following information relating to LLEIDANETWORKS SERVEIS TELEMÁTICS, S.A

- 1. The Executive Summary of the data of the first semester and the forecast of third quarter earnings for fiscal year 2017
- 2. Limited review report of individual interim financial statements as of June 30, 2017.
- 3. Limited review report of consolidated interim financial statements as of June 30, 2017

Lleida, 26 October 2017

Francisco Sapena Soler

CEO and Chairman of the Board of Directors



### 2017 THIRD- QUARTER EARNINGS FORECAST

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")

The information outlined in this report is an estimate of the LLEIDA.NET Income Statement during the second half of first year 2017 which was prepared based on the unaudited accounting information made available to the Board of Directors. Therefore, this information does not in any way substitute or may be considered the equivalent of the annual financial information provided for by Circular 9/2010 MAB, which will be communicated within the term established in said Circular.

#### **OUTSTANDING FACTS:**

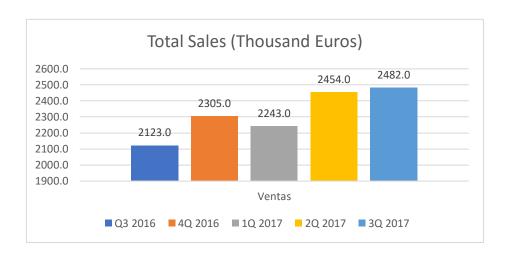
- The quarterly sales figure has increased 25% compared to the second quarter published the previous 2016 year.
- Gross margin exceeds one million euros more than in 2017, that's a 26% increase.
- The EBIDTA of the company is around 1 million euros and accounts for 13% of the sales compared to last years' 1%
- The operating earnings is positive at 133 thousand euros lead to an increase of 1,4 million euros compared with previous years.
- Earnings before taxes are close to positive figures.

Figures in thousands of euros	Q3 2016 Cumulative	Q3 2017 Cumulative	CUMULATIVE DIFFERENCE	
Sales	5,749	7,179	1,430	25%
Sales costs	(2,987)	(3,414)	(427)	14%
Gross Margin	2,762	3,765	1,003	36%
Personnel expenses	(1,443)	(1,835)	(392)	27%
External services	(1,396)	(1,532)	(136)	10%
Other incomes	0	9	9 -	
EBIDTA, with no exceptional	(77)	407	484	629%
Activations	731	609	(122)	-17%
EBIDTA with no exceptional	654	1,016	362	55%
Other results	(482)	(21)	461	-96%
Staff compensation	(85)	(67)	18	-21%
EBIDTA	87	928	841	967%
Depreciation	(875)	(795)	80	-9%
Impairment and earnings for disposal	(481)	0	481	-100%
Ordinary activities result	(1,269)	133	1,402	110%
Financial	(139)	(90)	49	-35%
Exchange differences	0	(73)	(73) -	
Earnings before Tax	(1,408)	(30)	1,378	98%



## 1. TURNOVER AND GROSS MARGIN EVOLUTION:

Turnover of 2,5 million euros in the first quarter of 2017 represents an increase of 359,000 thousand euros compared to the same period in 2016. Sales in the third quarter of 2017 have surpassed sales for the previous four quarters and are the highest since company publishes the earnings forecasts



The increase in sales is due to the acquisition of large accounts in all Lleida.net business lines.

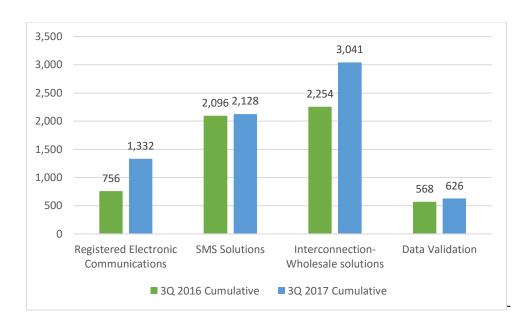
Total Sales (thousand euros)	Q3 2016 Cumulative	6 Cumulative Q3 2017 Cumulative CUMU		
Registered electronic communications	756	1,332	576	76%
Messaging solutions	2,096	2,128	32	2%
Interconnection- Wholesale Solutions	2,254	3,041	787	35%
Data validation	568	626	58	10%
Other operations	75	52	(23)	-31%
Total	5,749	7,179	1,430	25%

The major milestones are:

- Increase of registered electronic communications business line by 76%, representing more than half a million euros compared to the same period of 2016.
- 35% increase of SMS sales at Interconnection Wholesale



- Total cumulative sales as of September 30, 2017, reflect an increase in sales of 1.4 million euros, that is 25% compared to 2016.



International sales are gaining ground in the global sales of Lleida.net. Currently they represent 43% of the total sales accumulated to T3 of 2017 and brings an absolute improvement of 5% compared to the accumulated in T3 of 2016, which was of 39%.

#### 2. GROSS MARGIN EVOLUTION:

The company's gross margin stands at 52% in 2017 compared to the sales during 2016 when it was 48 %.

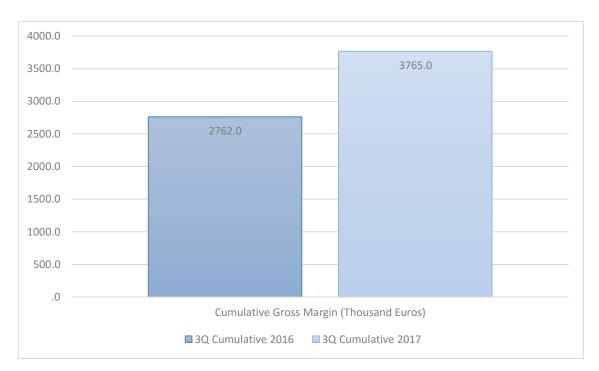
The gross margin growth is based on the following factors:

- Change in the sales mix, with an increasingly weight in registered communications and data validation sales.
- Constant search of SMS Wholesale clients, optimizing the routes and with full adaptability to the customers' requirements.



- Attracting international clients, which generate brand image in the new countries where the company is expanding.





#### 3. EVOLUTION OF OPERATING EXPENSES AND PERSONNEL EXPENSES

The Company has grown from an average workforce to March 30, 2016 from 45 people to 57 people in September 30, 2017, that is an increase of 27%. The cost of independent third parties providing services to the company has been included as personnel costs. The incorporation of new staff is intended to strengthen the commercial and the international departments.

As per foreign services, the increase is marked by international expansion, with the outsourcing of resources for international sales, as well as the leasing of offices abroad.



# 4. COMPARATIVE NUMBER OF FIGURES INCLUDED IN THE INTERIM FINANCIAL STATEMENTS AUDITED AT JUNE 30 AND THE SECOND QUARTER RESULTS ADVANCE PUBLISHED IN JULY

The semi-annual closing data included in the Relevant Event dated July 2017 on the MAB website, compared to the mid-term financial consolidated statements reviewed by the BDO auditor are presented.

Figures in consolidated thousands of euros	<b>RE JULY 2017</b>	AUDITED
Sales	4,697	4,691
Sales costs	(2,178)	(2,115)
Gross Margin	2,519	2,576
Personnel expenses	(1,284)	(1,182)
External services	(1,129)	(1,290)
Other incomes	7	7
EBIDTA, with no exceptional expenditures or	113	111
Activations	387	387
EBIDTA with no exceptional expenditures	500	498
Other results		(11)
Staff compensation		
EBIDTA	500	487
Depreciation	(522)	(522)
Impairment and earnings for disposal		
Ordinary activities results	(22)	(35)

The differences are not significant, 13 thousand euros lower if we see the Result of Exploitation derived from higher costs under the heading of External Services.

When we presented the interim financial statements, we included as staff costs the expenses of independent third parties providing services to the Company, however, in the interim financial statements they are included under the heading of External Services.