

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

**Lleida.net participates at the SmallCap Event Paris 2019**

16 April 2019

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 6/2018 of the Spanish Alternative Investment Market (MAB), we are hereby informing you of the following information relating to LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A. (hereinafter, "Lleida.net" or the "Company"):

Lleida.net will be present and will be introduced during the SmallCap Paris 2019 event on 16,17 April 2019, one of the best events in Europe for small-sized listed companies and for specialized investors, in which 85 companies and more than 200 investors will be participate

The event will take place on 16 and 17 April at Hotel Westin Paris Vendôme.  
Find attached to this Relevant Event the company's pitch deck to present to investors at the meeting

We are available for any clarifications needed.  
Sincerely,

Francisco Sapena Soler  
CEO and Chairman of Board of Directors

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PARIS SMALL CAP EVENT

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# **INVESTING IN LLEIDA.NET (BME:LLN) (ALLN)**

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April 16th 2019

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# INVESTING IN LLEIDA.NET (BME:LLN) (ALLLN)



Why invest in Lleida.net

Lleida.net's main focus: A \$9bn market

Target: Become a world-class player in the Global eSignature Market

Operational & Financial Performance



# INVESTING CONSIDERATIONS

Lleida.net is a B2B SaaS company providing [digital witnessing in electronic contracts](#), based in Spain with sales in over 160 countries.

[A solid client base](#), a future-driven [R+D strategy](#) and [patent portfolio](#) in all the world's major markets are behind the continued increase in [sales and profits](#) enabling a [strong capital position](#).

Managed by founder and CEO, [Sisco Sapena](#), the person behind 70+ patents across the world.





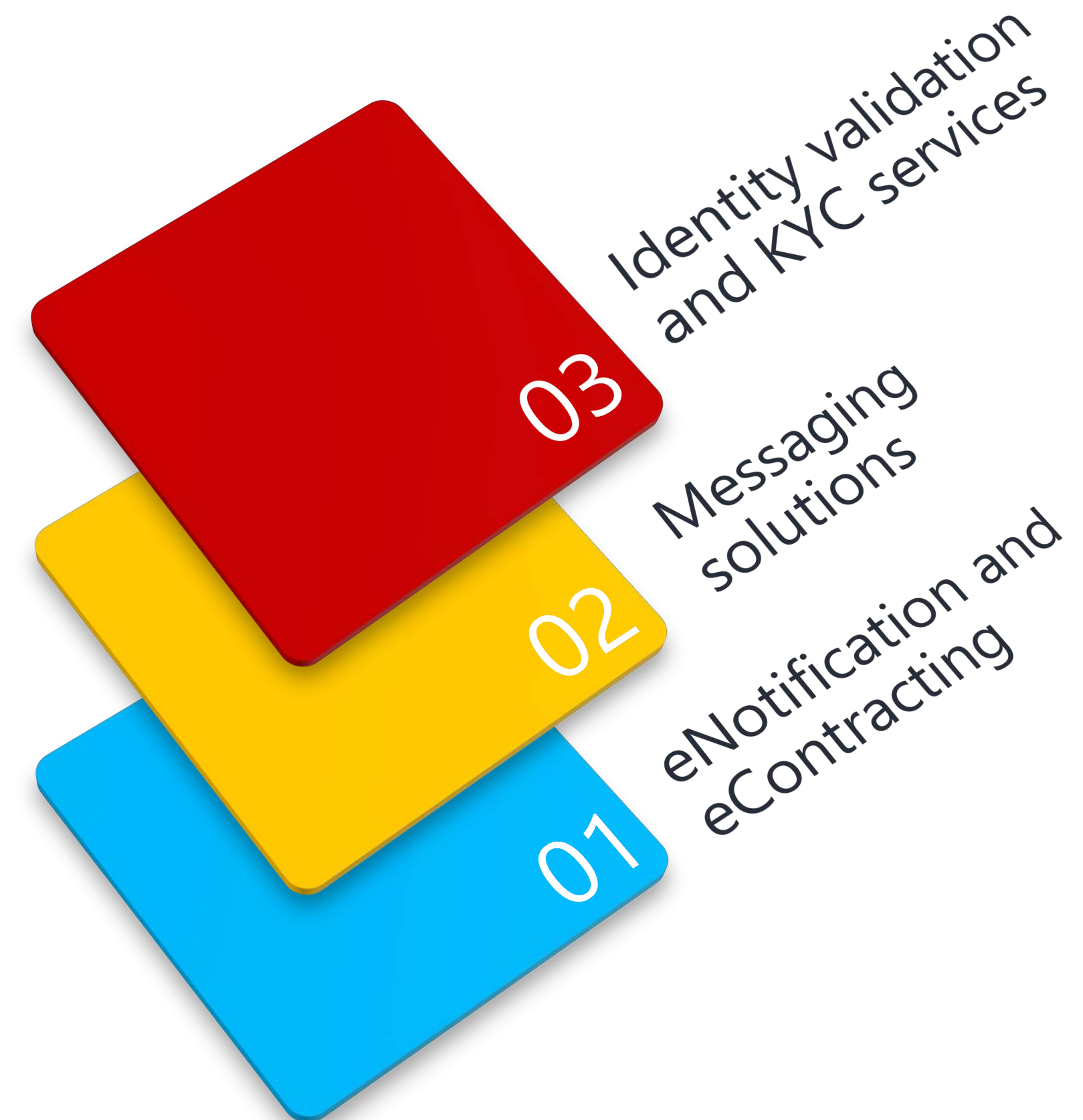
# INVESTING CONSIDERATIONS

Top performer in three lines of business (Identity Validation and KYC Services, eNotification and eContracting, Messaging Solutions) to turn analogical processes into digital ones.

Based in Madrid, Lleida.net has a differentiated product portfolio in certified messaging with 103 patents in 70 countries around the world.

It is a certified telecom operator in Spain, USA, Great Britain, France and Colombia. A powerful and efficient network of over 360 worldwide interconnections.

Significant operating leverage coming from managing increasing volumes of traffic with a relatively low cost base.



# OUR EDGE

- ✓ Global SaaS Operator
- ✓ Globally Granted Intellectual Property
- ✓ More than 23 years turning to digital business processes
- ✓ Global footprint operating in 18 countries



# The only dual listed company on MAB and Euronext

Following its internationalization strategy, Lleida.net is currently the only dual listed company on Equity Alternative Market (MAB) and on Euronext Growth in Paris.



# OUR EDGE

- ✓ Listed on MAB in 2015, its stock market performance during 2018 has been remarkable.
- ✓ Listed on Euronext Growth since December 2018
- ✓ YTD return on equity is gone up 26% since Jan 1 in MAB
- ✓ According to analysts, LLN stock is still undervalued and will experience price increase in the foreseeable future.
- ✓ Closing Price: 1,08€ in MAB and 1,21€ in Euronext
- ✓ Market Cap: €19M€





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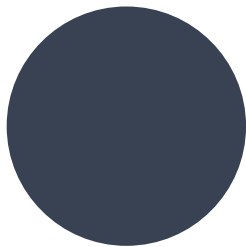
Operational & Financial Performance



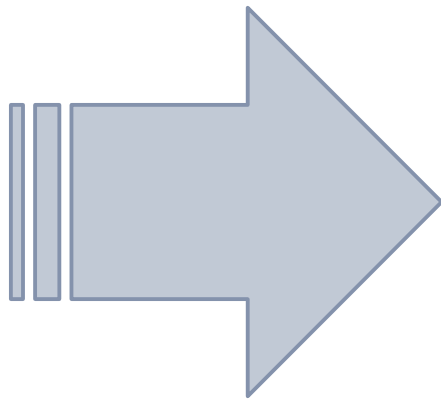
**INVESTING IN LLEIDA.NET MEANS INVESTING IN  
THE GLOBAL e-Signature MARKET, A MARKET THAT  
WILL BE WORTH \$9B IN 2023.**

# Market Growth Potential

\$1.5 billion



2017



**x6**  
in 5 years

\$9.1 billion

2023

\*GLOBAL E - SIGNATURE MARKET SIZE, SHARE, DEVELOPMENT, GROWTH AND DEMAND FORECAST TO 2023 - P&S Research



# Market Overview

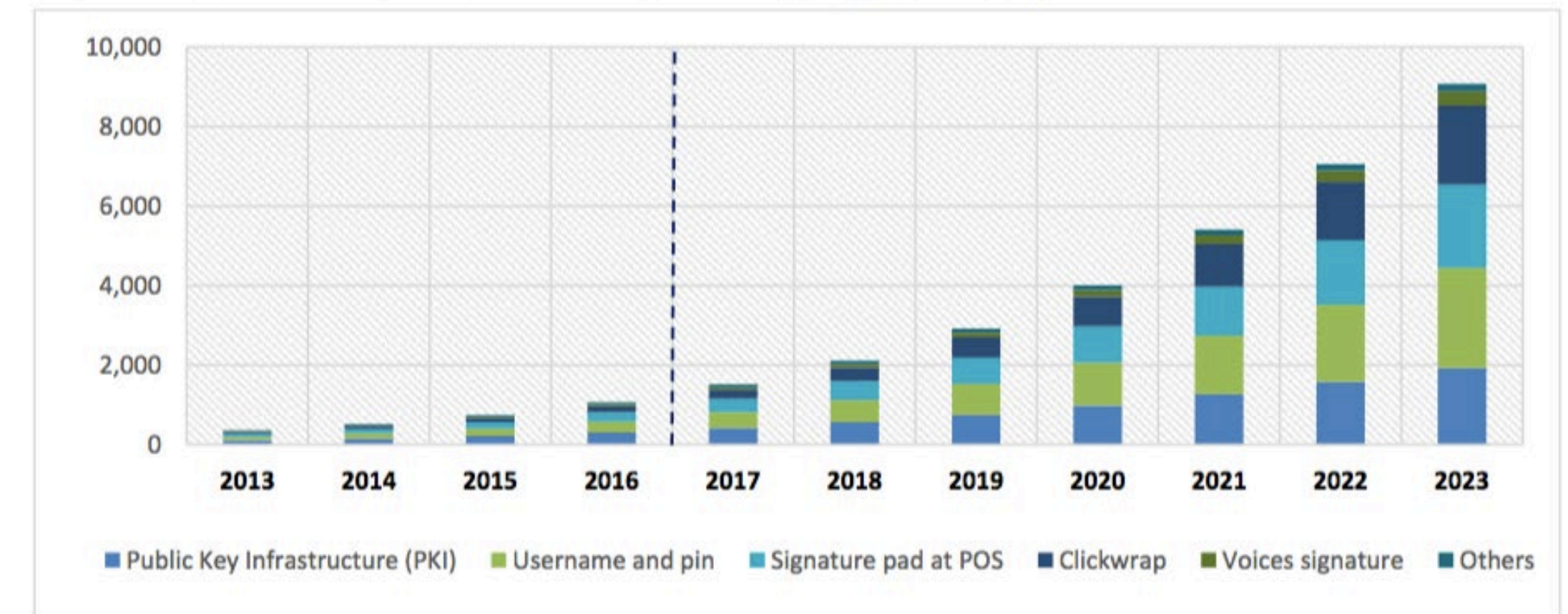
- ✓ There are over 75 countries globally that recognise the legal validity of eSignatures.
- ✓ North America will remain the largest market throughout the forecast period.
- ✓ The region is expected to generate 33% of the global revenue. Lleida.net has **four** patents in the country: Registered SMS, Registered Email, Registered Contracts, Registered Delivery.
- ✓ Legislative support to the eSignature technology is a growth driver taking place in all major markets.
- ✓ Growing security concern, rising government support coupled with rising adoption of advance technology in the developing countries, such as India, China, and Brazil, is expected to boost the demand of eSignature market in the period 2018-2023.

# Market Overview

From 2020, three market drivers will boost the digital signature business, where Lleida.net is strong and global:

1. Increasing demand for security, workflow efficiency and supply chain enhancement in corporates
2. Legislative support to the e - signature technology
3. Increasing online documentation processes

FIG 12 GLOBAL E-SIGNATURE MARKET, BY TYPE, \$M (2013 - 2023)



Source: News Journals, Company Websites, Annual Reports, Expert Interviews and P&S Market Research Analysis

# An Immediate Future for Lleida.net



Signature in electronic form is a natural development of the Internet.

It speeds up documentation processes and makes them secure.

eSignature is a growing niche in the United States, Europe, the Middle East and Latin America, and Lleida.net is putting all its efforts to be a leading provider of eSignature related Products and SaaS in all major markets.





**IN 2018, WE INVESTED OVER 1 MILLION EUROS IN  
CONSOLIDATING OUR LEADING POSITION**

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Operational & Financial Performance

# Strategy: Becoming a world-class leader in the Global eSignature Market



We aim to gain market share by being ready for the eSignature revolution and being proactive,

- ✓ We are already operating in those markets that will grow in the next five years. LLEIDA.NET has offices in Madrid, Lleida, London, Miami and Bogota and subsidiaries in the United States, Latin America, India and Europe, plus country managers in Europe, Latin America, Africa and Asia including Japan).
- ✓ Lleida.net owns over 70 Intellectual Property patents covering the whole eSignature process.
- ✓ Lleida.net pioneer's position and strongly-focused R+D strategy will be key in developing new markets and creating new technologies.



# Our Patents and Offices cover most of the World



Total population covered  
2,900,000,000

# Constant innovation

## First type approval supplier of qualified service of electronic registered delivery of the EIDAS regulation

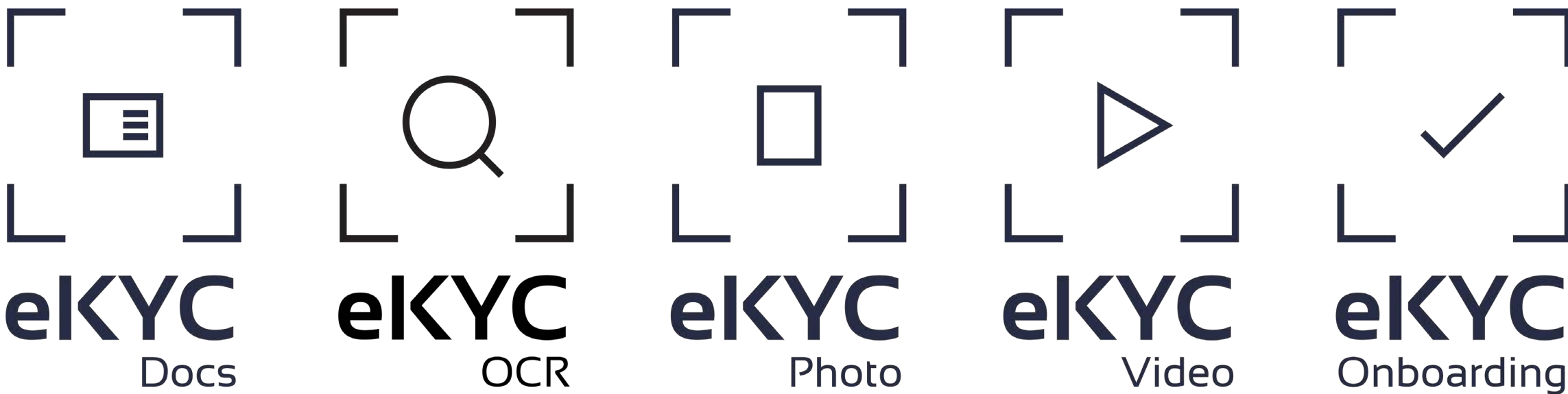


Lleida.net has been awarded the eIDAS type-approval on its qualified service on certified electronic delivery (E-delivery). It has become the first Spanish company to receive it, and the sixth in Europe to attain the aforementioned type-approval.

The type-approval results from efforts and investment in R+D that Lleida.net has been performing in recent years. Moreover, the system is based in a method for which Lleida.net has applied for a worldwide patent.

In addition, the type-approval means that it can be used at European level without any national restriction, and their certifications should be admitted by default by any European court or agency.

# R&D highlighted project launched in 2018





# R&D highlighted project launched in 2018



**CLICK & Sign** 

**LLEIDA.NET IS “RIDING” THE eSIGNATURE WAVE, AND EXPECTS AN ANNUAL TURNOVER OF MORE THAN €30M IN 2023, BEING GRANTED A WHOLE NEW SET OF PATENTS ALL OVER THE WORLD AND WORKS ON WINNING NEW INTERNATIONAL CONTRACTS IN ORDER TO OCCUPY A DETERMINING POSITION IN FIVE YEARS.**



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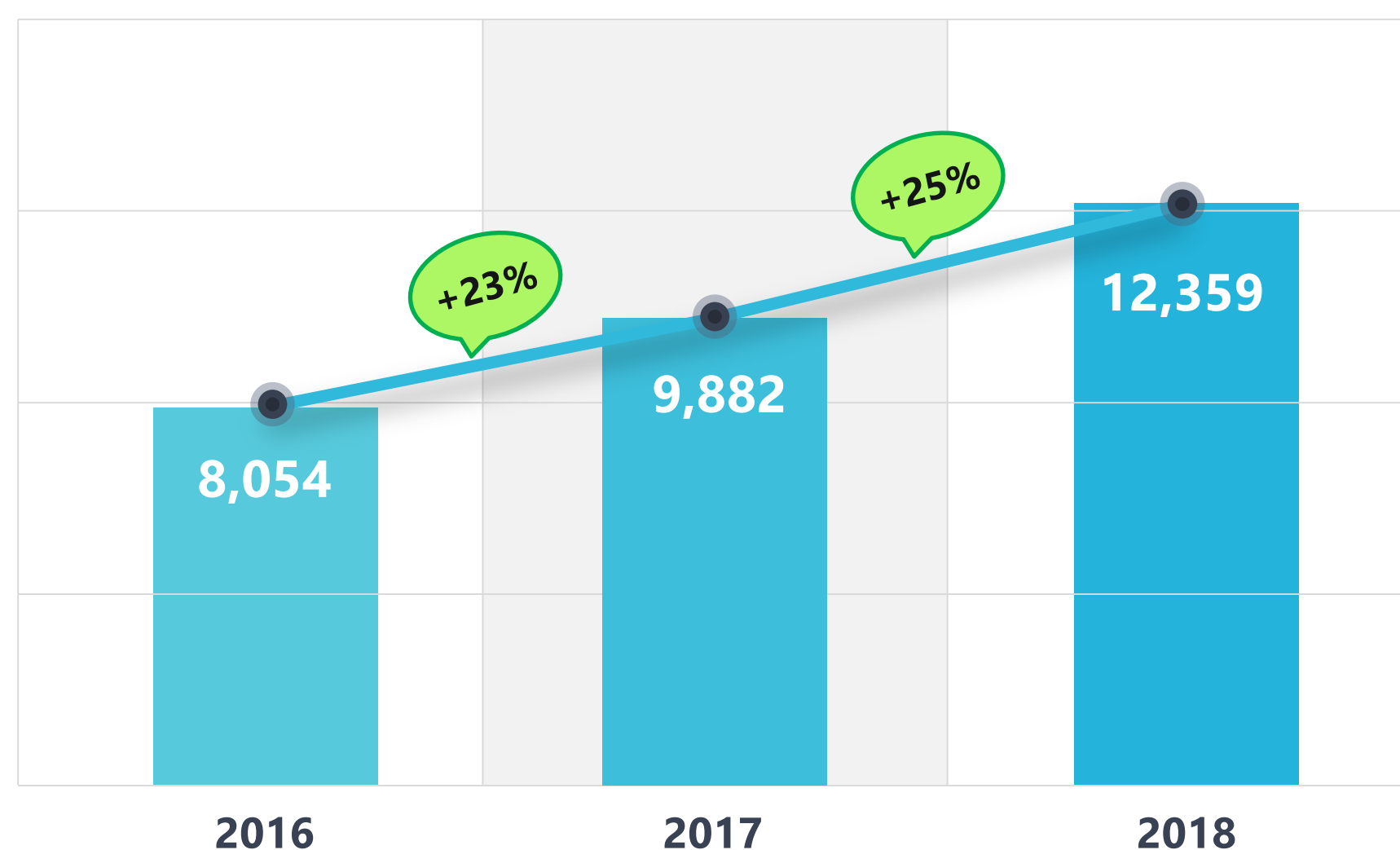
# Consolidated Profit and Loss accounts in thousands of euros

<i>Figures in Thousands of Euros</i>	<b>31/12/2017</b>	<b>31/12/2018</b>	<b>Var. €</b>	<b>Var.%</b>
Sales	9.882	12.359	2.477	25%
Sales cost	(4.638)	(6.335)	1.697	37%
<b>Gross Margin</b>	<b>5.244</b>	<b>6.024</b>	<b>780</b>	<b>15%</b>
Staff Expenses	(2.241)	(2.443)	202	9%
External Services	(2.449)	(2.516)	67	3%
Other Incomes	21	27	6	29%
Activations	849	787	(62)	-7%
<b>EBITDA</b>	<b>1.424</b>	<b>1.879</b>	<b>455</b>	<b>32%</b>
Depreciation	(1.078)	(1.152)	74	7%
Compensations	(77)	(198)	121	157%
<b>Ordinary Activity Results</b>	<b>269</b>	<b>529</b>	<b>260</b>	<b>97%</b>
Net Financial Debt	(113)	(100)	(13)	-12%
Exchange Rates Differences	(96)	(17)	(79)	-82%
<b>Earning Before Tax</b>	<b>60</b>	<b>412</b>	<b>352</b>	<b>587%</b>
Income Tax	0	(140)	140	
<b>Earning results</b>	<b>60</b>	<b>272</b>	<b>212</b>	<b>353%</b>



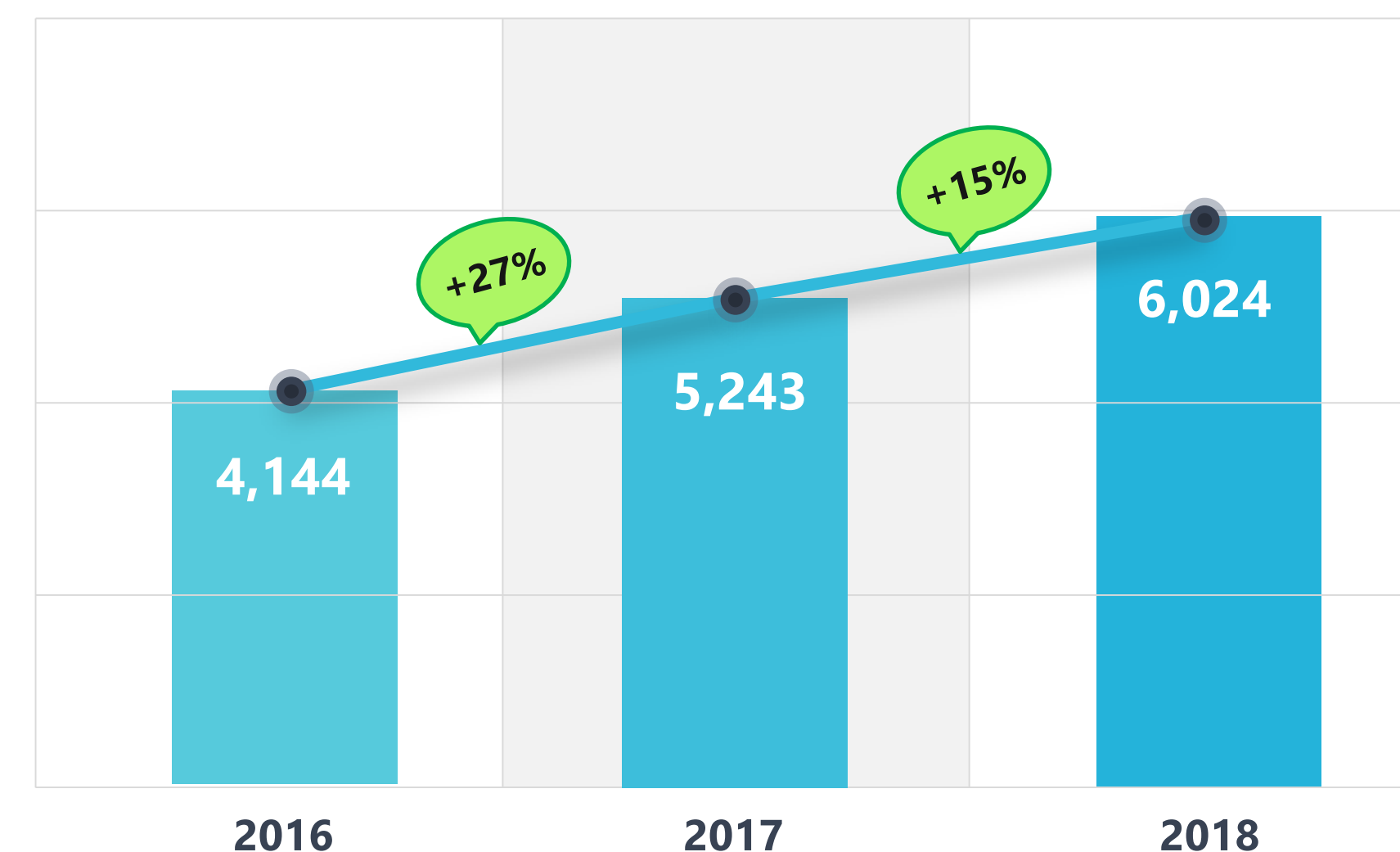
# Constant double digit growth in sales and margin

Sales



Second consecutive year with sales figures of above 23%

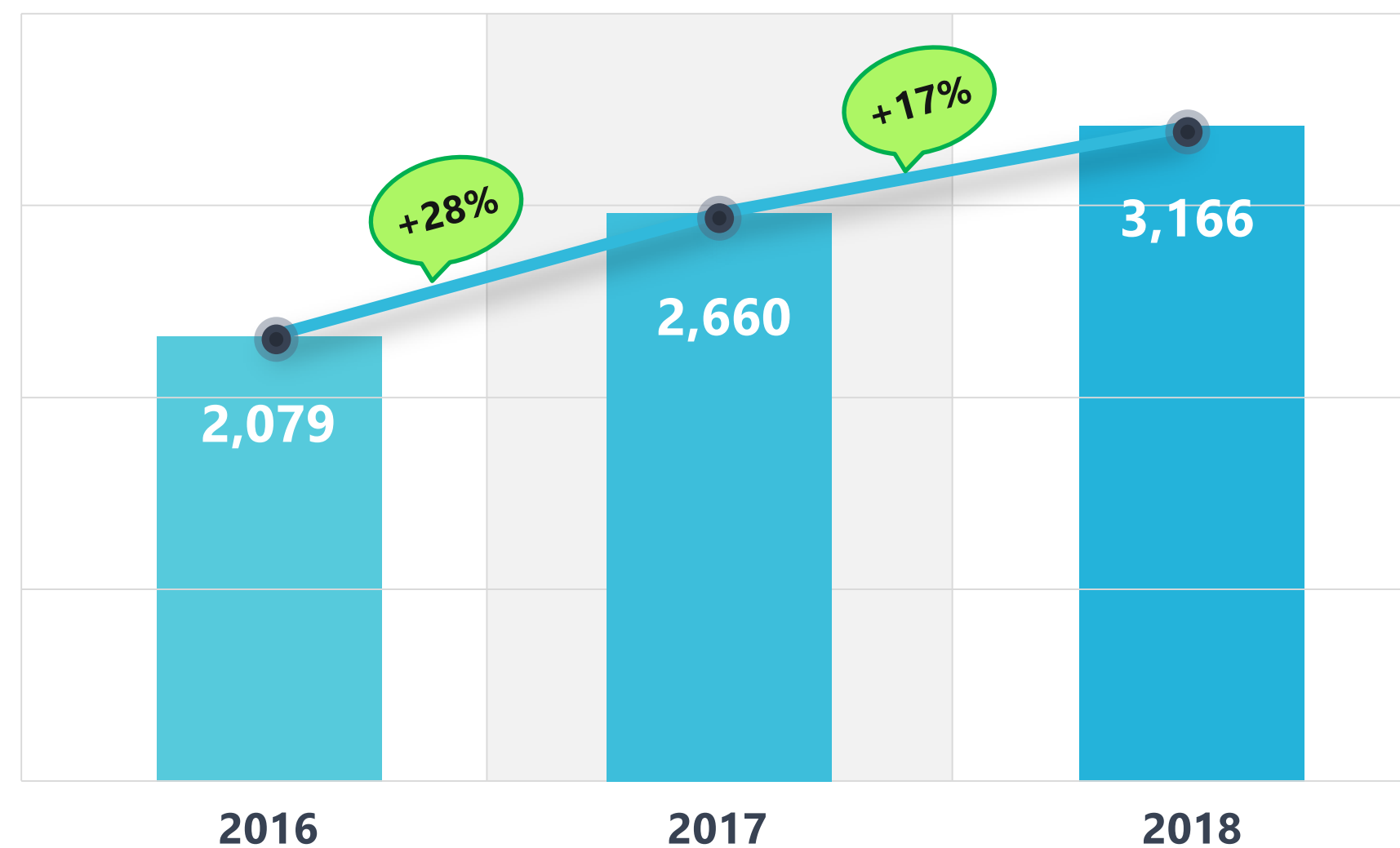
Margin



The annual margin exceeds 6 million euros, and it is the second consecutive year with double-digit growth.

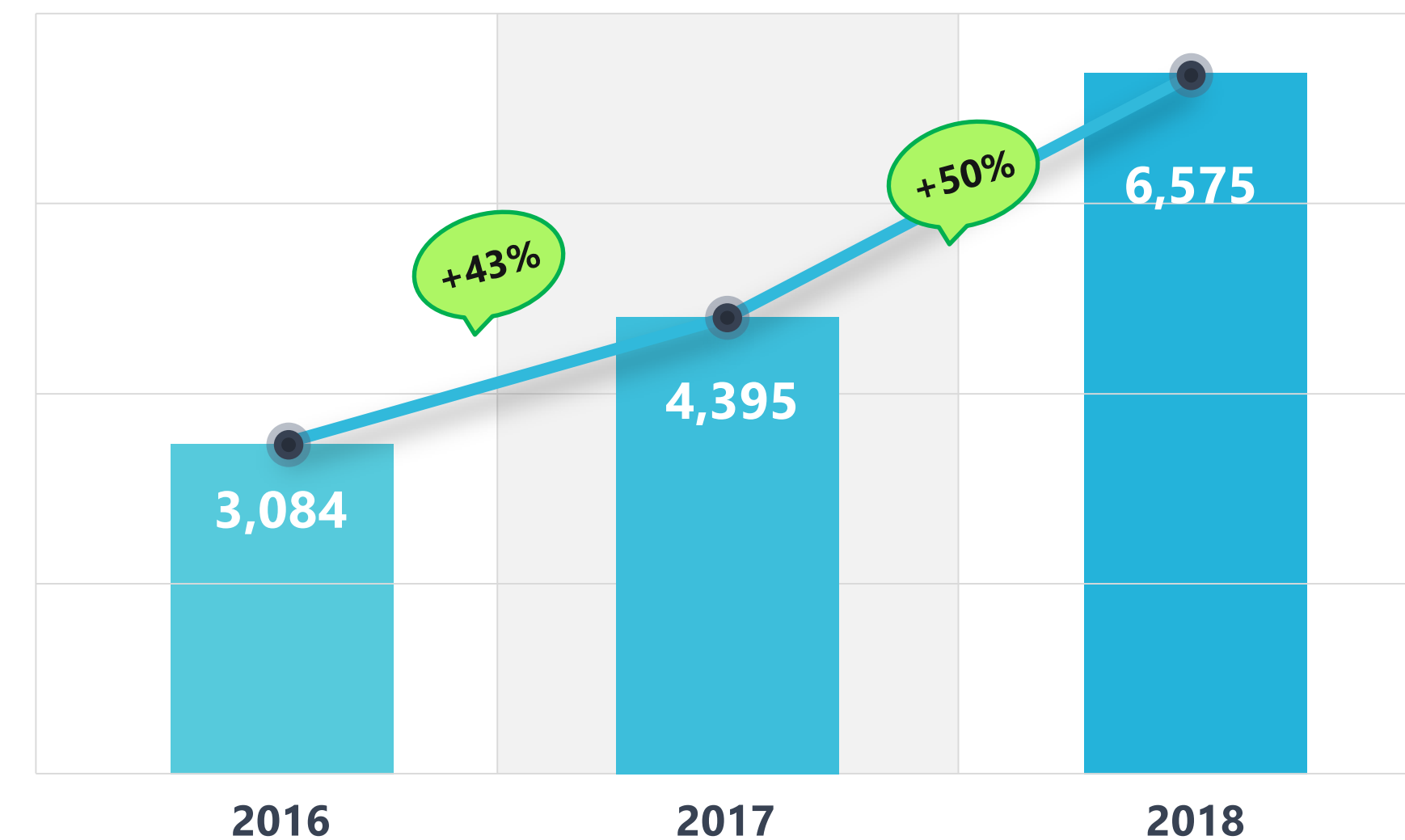
# Constant double digit growth in sales and margin

## SaaS solutions sales



Increase in SaaS sales by one million Euros in one year thanks to the consolidation of large accounts and the internationalization.

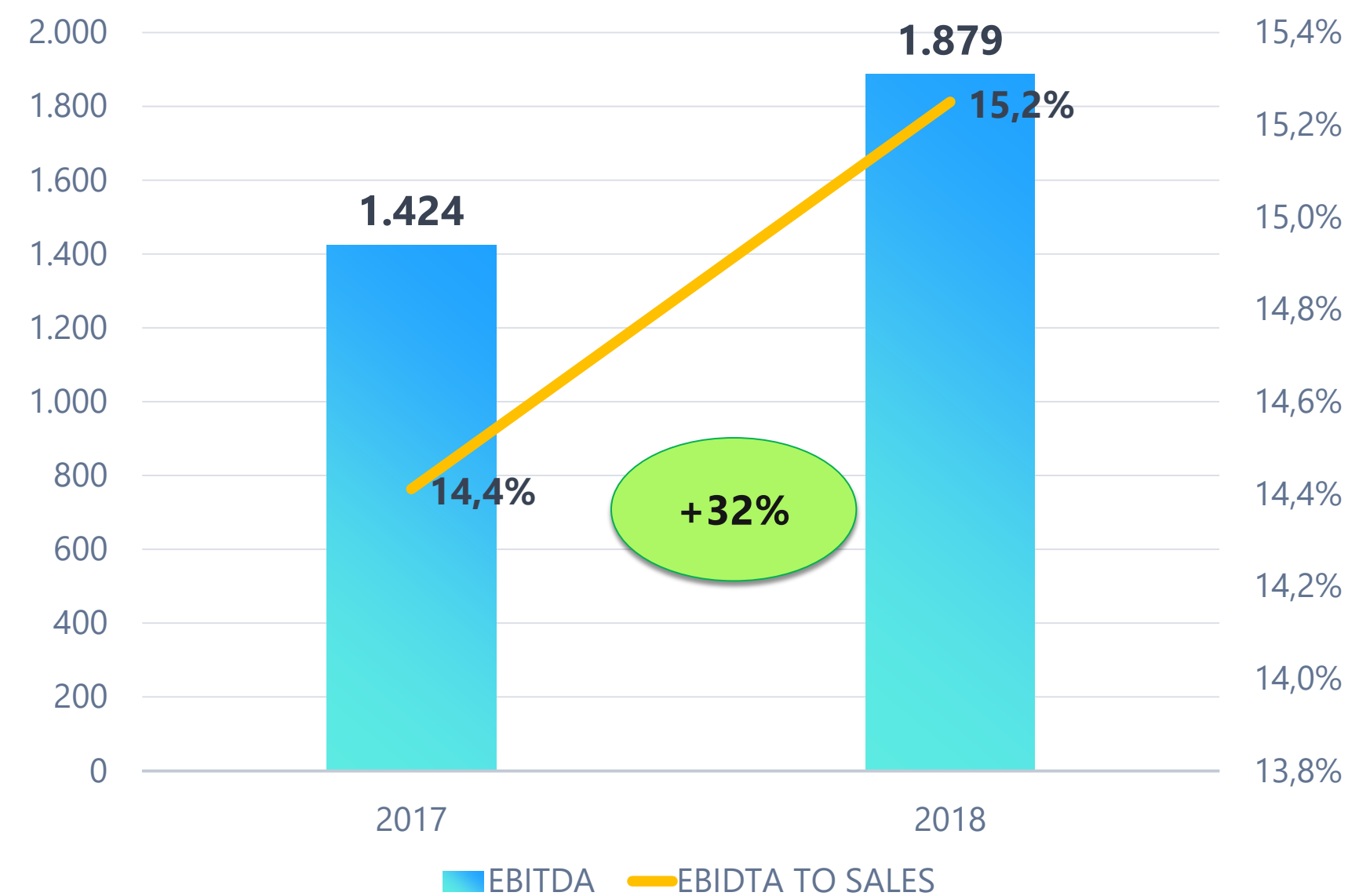
## Wholesale SMS sales



Wholesale sales double in two years, and reach growth rates of over 40% each year.

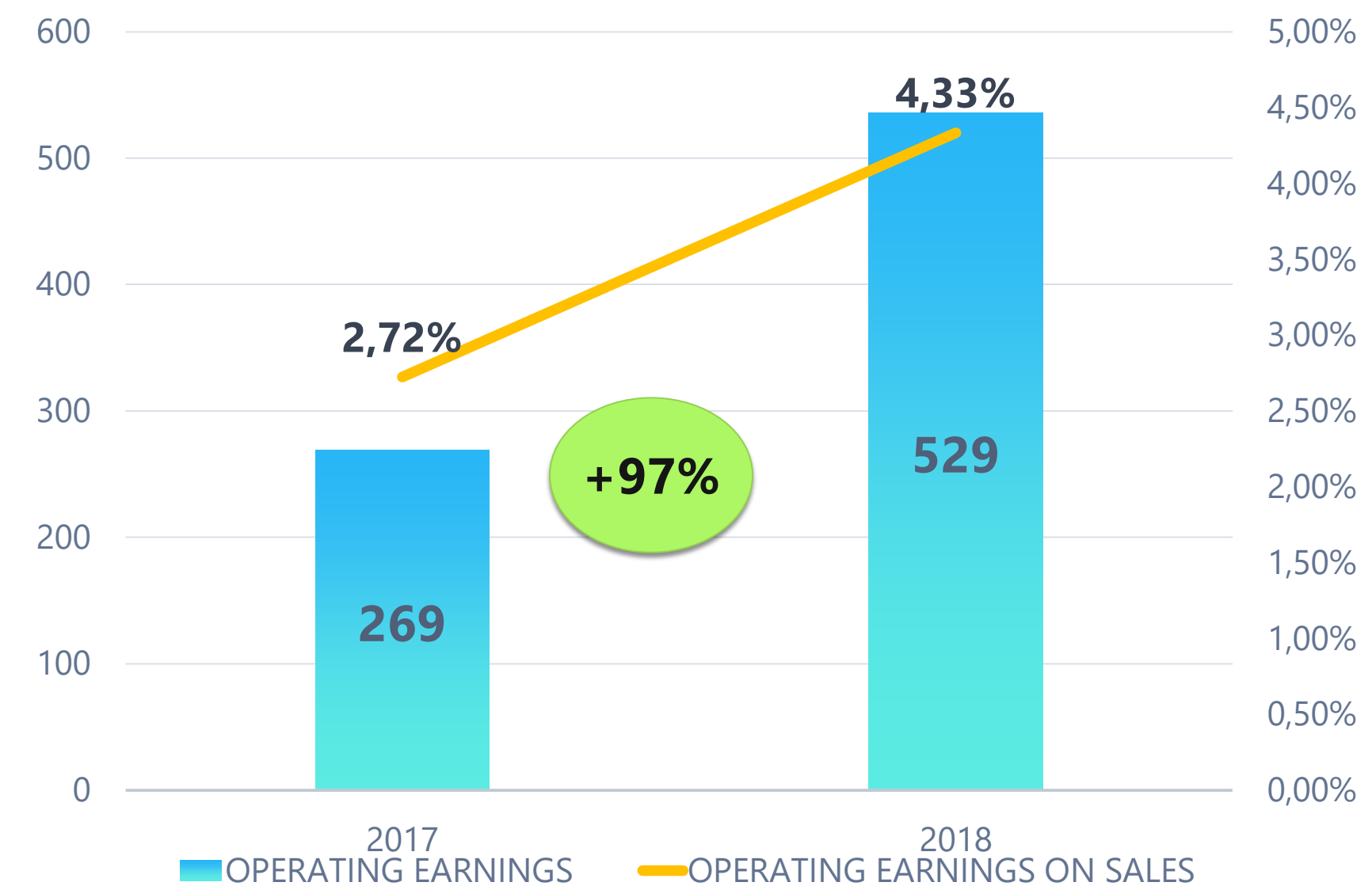
# EBITDA increase by 30% doubling the operating result

## EBIDTA Evolution



EBIDTA increased by 32% with respect to fiscal year 2017, and exceeded 1.8 million euros.

## Operating Results



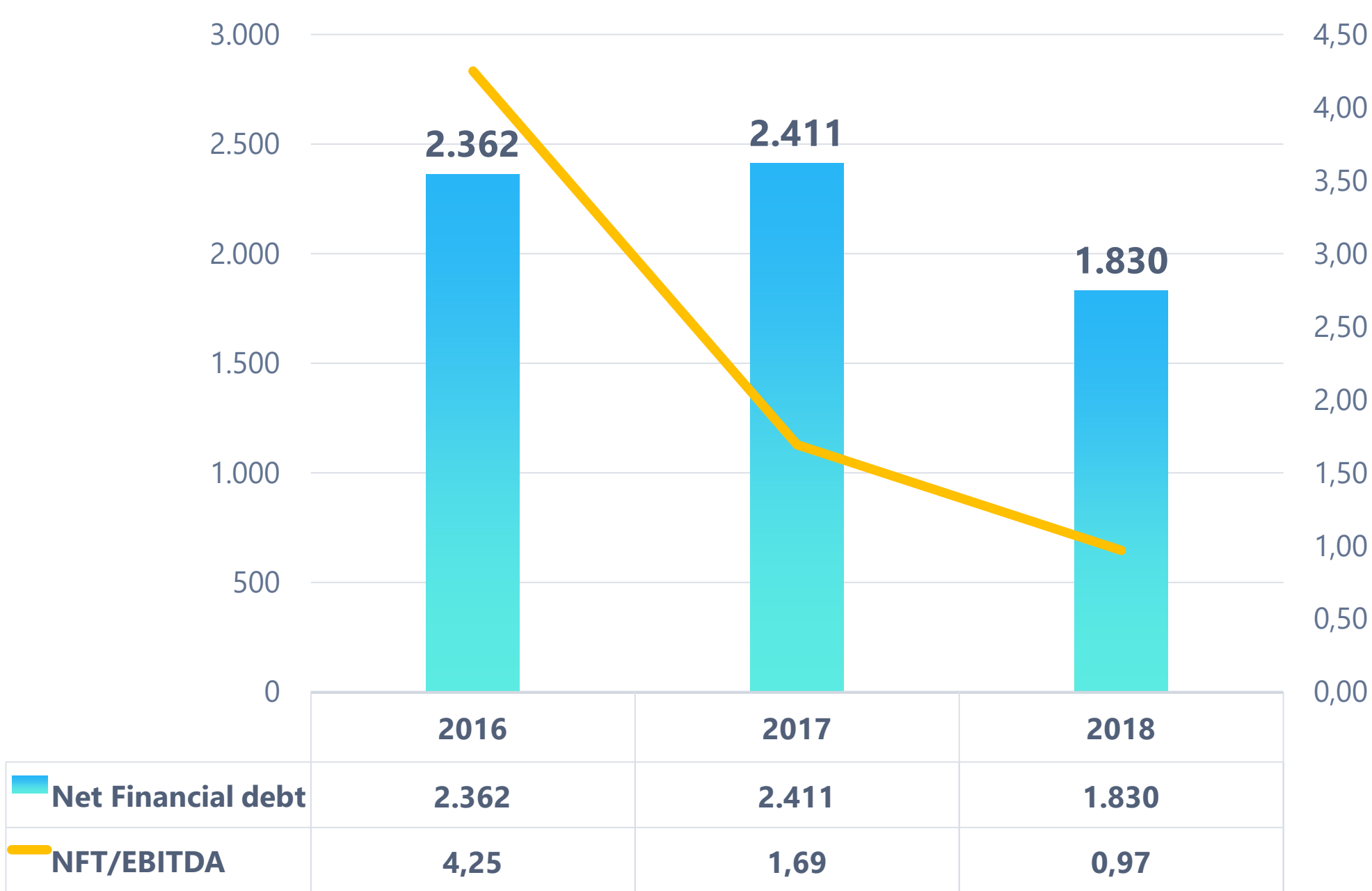
Second consecutive year with a positive result and already exceeding half a million euros.

# Generation of cash by the organic activity of the group

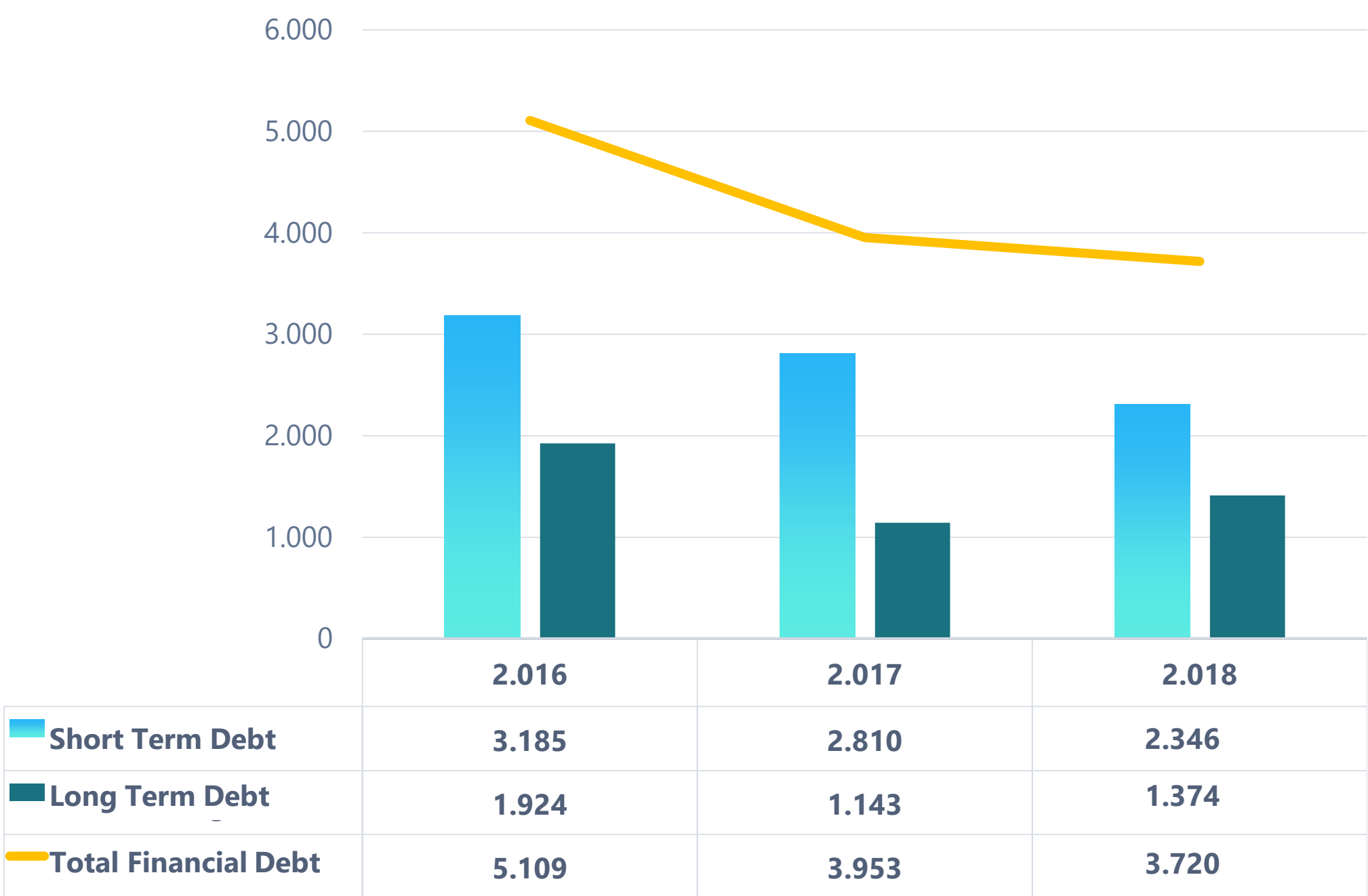


## Reduction of the NFT

Net Financial debt



Bank debt evolution



Net financial debt is 1 time EBITDA, due by the group's efforts both to reduce costs and to invest the surplus generated in the amortization of loans.  
This quarter the Group signed new loans amounting to 400 thousand euros



## Notes and forward - looking statements

This document contains statements related to our future business and financial performance and future events or developments involving Lleida.net that may constitute forward - looking statements. These statements may be identified by words such as “expect,” “look forward to,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. We may also make forward - looking statements in other reports, in presentations, in material delivered to shareholders and in press releases. In addition, our representatives may from time to time make oral forward - looking statements. Such statements are based on the current expectations and certain assumptions of Lleida.net’s management, of which many are beyond Lleida.net’ control. These are subject to a number of risks, uncertainties and factors, including, but not limited to those described in disclosures, in particular in the chapter Risks in t he Annual Report. Should one or more of these risks or uncertainties materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of Lleida.net may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward - looking statement. Lleida.net neither intends, nor assumes any obligation, to update or revise these forward - looking statements in light of developments which differ from those anticipated.

This document includes – in the applicable financial reporting framework not clearly defined – supplemental financial measures t hat are or may be alternative performance measures (non - GAAP - measures). These supplemental financial measures should not be viewed in isolation or as alternatives to measures of Lleida.net’ net assets and financial positions or results of operations as presented in accordance with the applicable financial reporting framework in its Consolidated Financial Statements. Other companies that report or describe similarly titled alternative performance measures may calculate them differently.

Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.



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[www.lleida.net](http://www.lleida.net)



20 years  
turning to digital  
business processes



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Santo Domingo · Cape Town · Montevideo · Johannesburg · San José · Lima · Mexico City