



**Lleida.net**

La Primera Operadora Certificadora

ES <https://www.lleida.net/docs/inversores/es/202004142HRelev.pdf>

FR <https://www.lleida.net/docs/inversores/fr/202004142HRelev.pdf>

ZH <https://www.lleida.net/docs/inversores/zh/202004142HRelev.pdf>

Madrid, 14 April 2020

## **RELEVANT EVENT**

LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.

### **CF&B SMALLCAP EVENT – ALL DIGITAL EVENT**

#### **Investors corporate presentation**

Under the provisions of Article 17 of the Regulation (EU) nº596/2014 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 hereby inform you of the following:

On the occasion of CF&B SMALLCAP EVENT, that takes place on 14 and 15 April, the corporate presentation that Lleida.net will present during the forum is attached. We are available for any clarifications needed.

Sincerely,

Francisco Sapena Soler, CEO  
Madrid, 14 April 2020.



Lleida.net  
investors info

CF&B SMALLCAP EVENT – ALL DIGITAL EVENT

14 & 15 April, 2020

**WE ARE A KEY PLAYER IN WHAT WILL BE  
ONE OF THE KEY INDUSTRIES IN THE  
POST-COVID 19 FUTURE: THE  
eSIGNATURE AND eNOTIFICATION  
INDUSTRY**

# We are leading players in the eSignature and eNotification industry, one bound to grow in the next five years.



The social and economic consequences of the pandemic have changed and will continue to change part of the business process that traditionally existed.

Until today, when we were to start a new business, contracts had to be signed and notifications had to be received, and that was done in person.

However, current restrictions on the movement of people prevent contracts from being signed in person, and postmen delivering notifications physically.

**All that has changed. There is now a new normal. Contracts have to be signed, but there is a more optimal, efficient and equally legally valid way and that is through contracting and certified electronic notification.**

Contracts can be digitally signed and notifications can be delivered digitally, in a manner that certifies that their content has not been altered or modified.

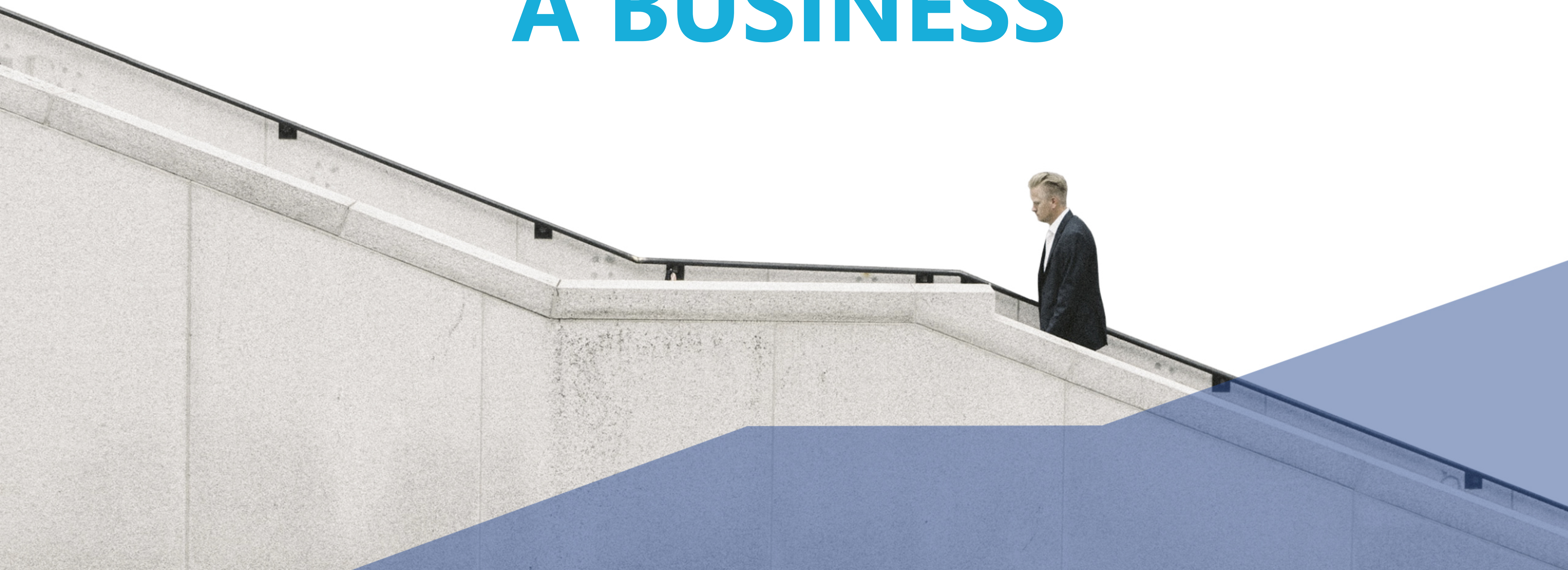
Ours, the eSignature and eNotification industry - was growing significantly, but we expect its growth to increase eight times over what was already expected. We are looking into a \$45b industry to be born.

Lleida.net is one of Europe's leading companies in the industry, and has been for years. We have 110 patents in certified electronic contracting and notification and the validity of our methods is recognized in over 75 countries.

In this presentation we want to explain not only how the company has evolved, but how it will evolve (in a positive way) as a consequence of the current situation.



# LLEIDA.NET AS A BUSINESS

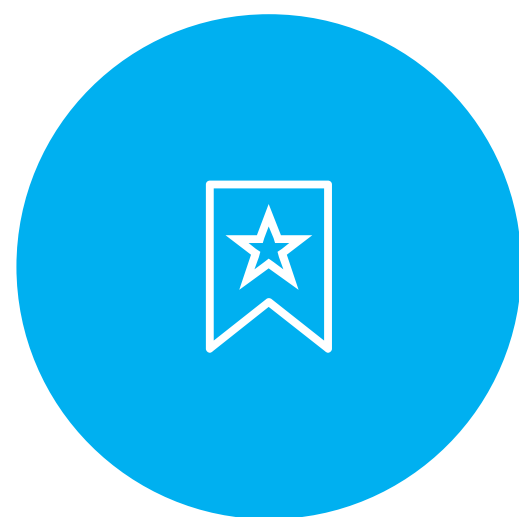




# We are a Trust Service Provider and Electronic Identification Provider

**Our proprietary Software is designed to provide legal security in electronic interactions among users of online services, electronic business and electronic commerce.**

**Our core business** is to stand as a Digital Witness on behalf of our Clients in their notification and contractual processes and to their customers.



SaaS Services

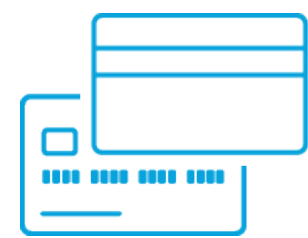


SMS Solutions



Interconnection  
Wholesale  
Solutions

# We deal in sectors where relationships with the consumer are driven by legal contracts



Banks &  
Fintech



Health  
Services



Energy &  
Utilities



Real  
Estate



Insurance &  
Insurtech



Public  
Administrations

- ✓ Our standard solutions fit your needs, not the other way round. But we also have customized solutions.
- ✓ Our solutions cover all the Trust Services environment.
- ✓ We have 19 offices around the world and we love traveling.
- ✓ We develop our own technology and we patent it.
- ✓ Lleida.net is a dual listed company in the Paris and Madrid Stock-exchanges.

# Our Core Products are SaaS based



**Click & Sign** is our cloud based eSignature platform. We provide our API and also a customized version for big companies.



**Under eKYC** name, we offer a complete framework for Know Your Customer solutions, encompassing features from ID validation to video recorded onboarding.



**Openum eIDAS** is the cloud based solution for the electronic registered service service compliant to European eIDAS regulation.



We continue to build a high-quality client base



bankinter.

Wi  
zink  
Tu banco senzillo

 Santander

 中国电信  
CHINA TELECOM

 El servicio  
de *envíos*  
de Colombia

 GENERALI

 ZURICH  
Zurich Insurance Company

 DIRECTV

 twilio

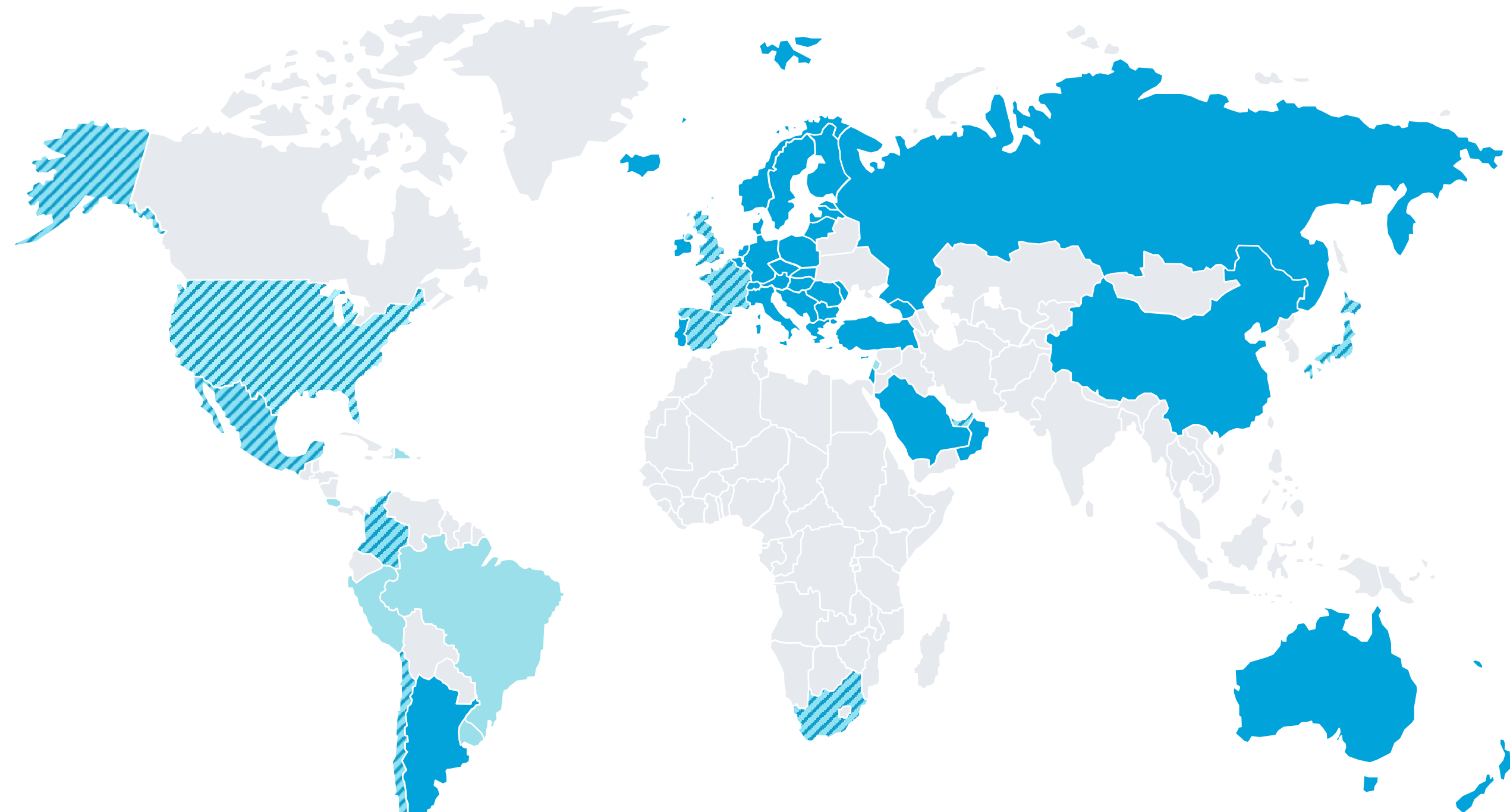
 sinch

# We have become a global company year by year

**25** Years of experience

**110** Patents worldwide

**19** Offices worldwide



**2016**  
NEW PATENTS IN:



**2017**  
NEW PATENTS IN:



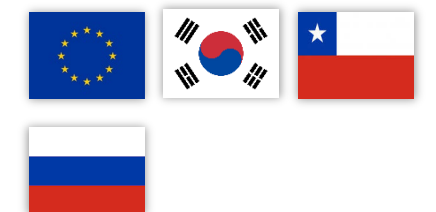
**2018**  
NEW PATENTS IN:



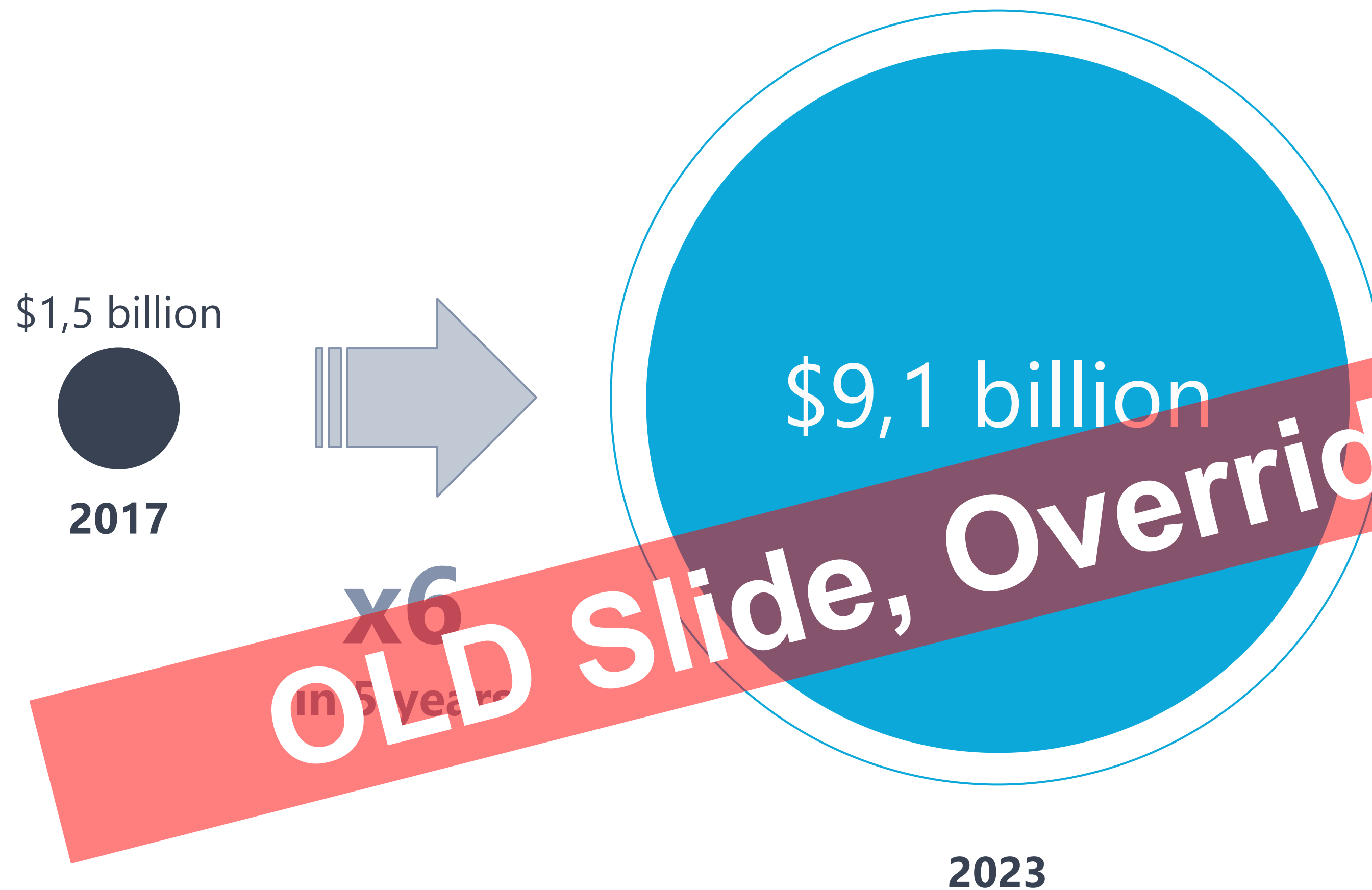
**2019**  
NEW PATENTS IN:



**2020**  
NEW PATENTS IN:



# Market Potential Growth

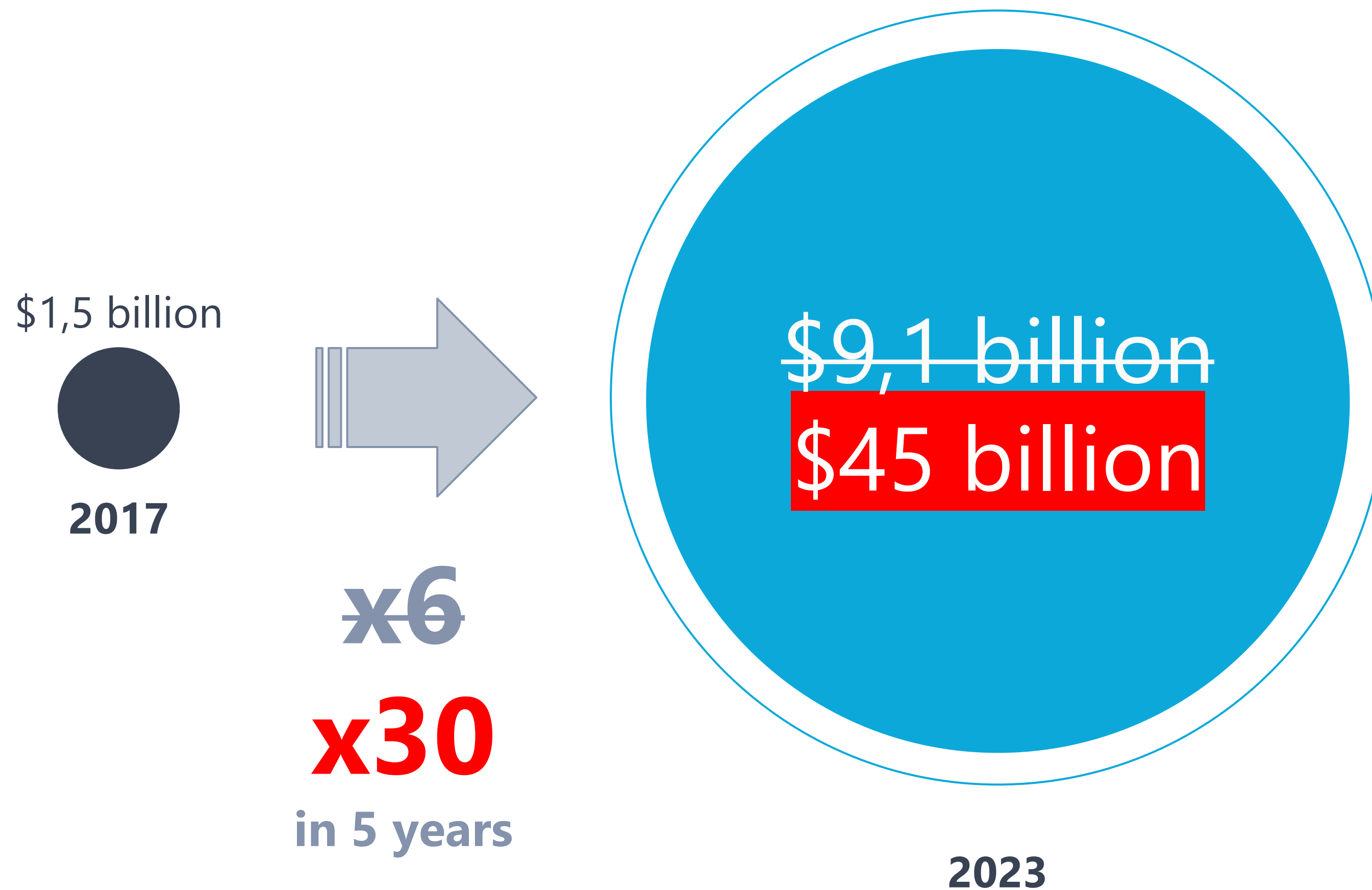


- ✓ There are over 75 countries globally that recognize the legal validity of eSignatures.
- ✓ North America is expected to generate 33% of the global revenue. Lleida.net has four patents in the country: Registered SMS, Registered Email, Registered Contract, Registered Delivery.
- ✓ Legislative support 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.

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



# New Market Potential Growth



- ✓ There are over 75 countries globally that recognize the legal validity of eSignatures. **The situation will force the rest to adopt any kind of distance signing.**
- ✓ North America 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. **Revenue will grow equally to our relevance within today's current economic context.**
- ✓ Legislative support to the eSignature technology is a growth driver taking place in all major markets. **Emergency Legislative support will open closed doors today ( Example: video identification in Spain )**
- ✓ 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. **Forced social distance is boosting all players in a horse race to reach the potential growth.**

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

\*\* **Lleida.net CEO Forecast**

# 2020 milestones

- ✓ New Granted Patents in Europe, Chile, Korea and Russia
- ✓ Board propose our first dividend in our history.
- ✓ New Interconnection Wholesale with Etisalat.
- ✓ New Internacional SaaS contract with Zurich Insurance Mobile Solutions Ltd (Germany), Spanish Football League (LaLiga), Ria Financial Services and Segurcaixa Adeslas.
- ✓ Lleidanet Chile has obtained the telephony operator and SMS licence granted by the Chilean Regulator.
- ✓ Lleida.net Stock in continuous mode in MAB and in Euronext.

# Our 2020-2025 strategy is geared on new market opportunities

- ✓ New eSignature technologies to improve our market position at an international levels.
- ✓ Selective acquisitions to grow and strengthen our global capacity.
- ✓ Financial Debt at manageable levels.
- ✓ A ESG strategy to fulfil our company promise: People, Planet and Profits.
- ✓ Increasing Market Liquidity

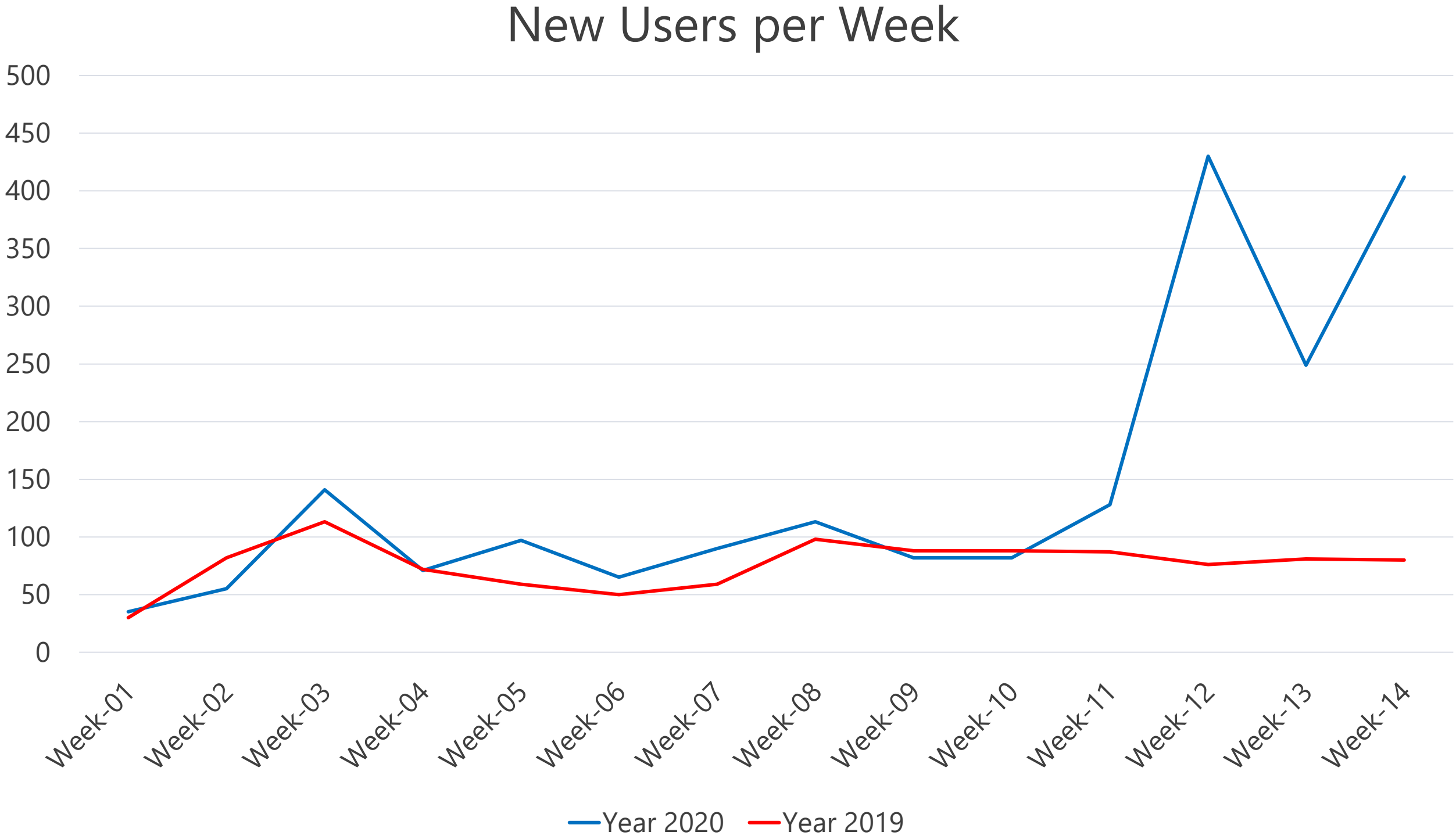
**The global impact of Covid-19 have turned companies and consumers into increased use of digital services at an accelerated pace. We have seen an increase in traffic and changes in time to market, products and even customer distribution**



# COVID-19 specific information

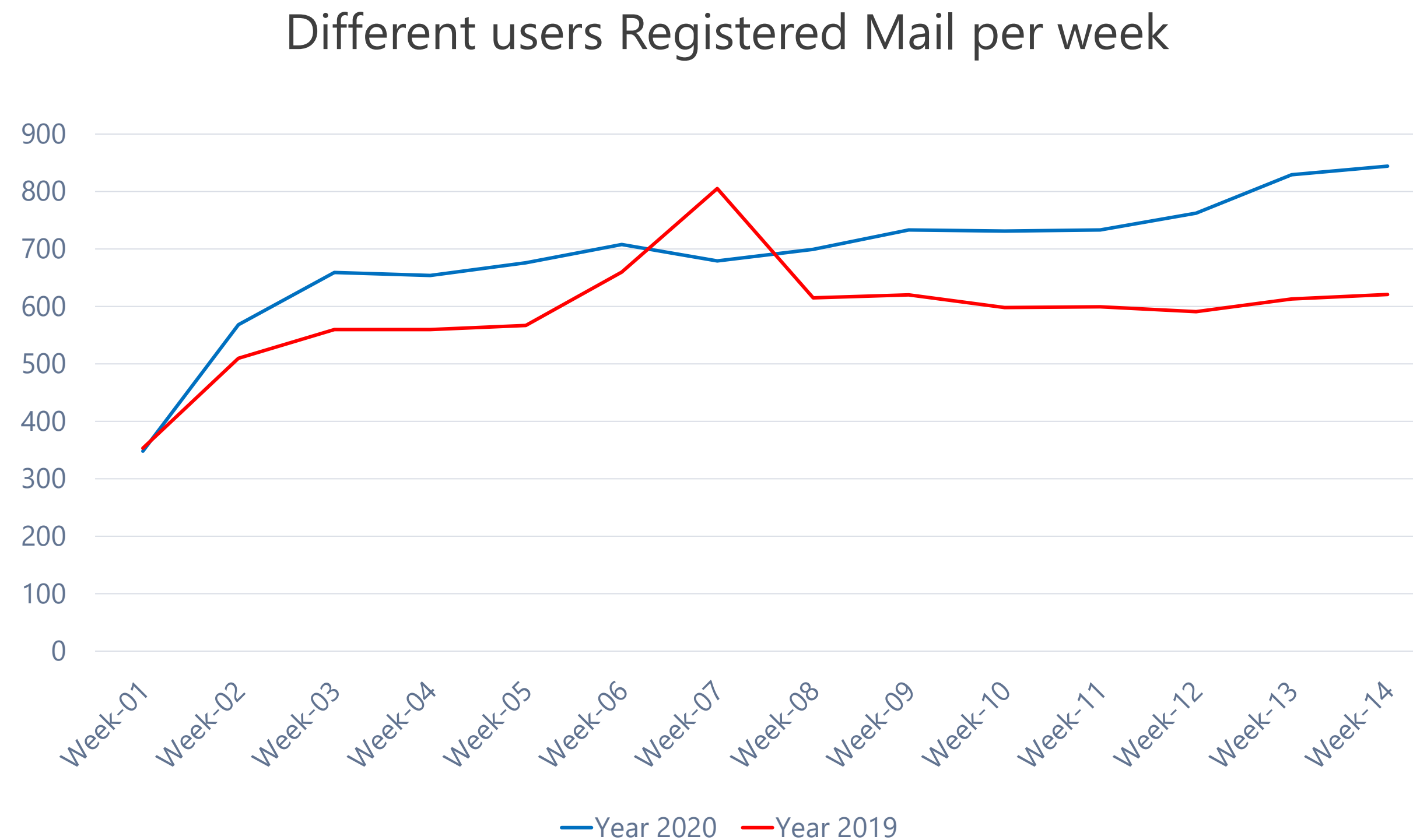
- ✓ Lleida.net will publish 1Q20 results preview next week
- ✓ The impact of Covid-19 was noticeable during the last 15 days of the quarter.
- ✓ 2Q20 will truly reflect the economic consequences of Covid-19 across the economy, including our clients.
- ✓ To fulfill our transparency duty to both Shareholders and the Market, we include in this presentation the impact to our main products and users during the first 14 weeks of 2020, as compared to last year.

# COVID-19 specific information



- ✓ Confinement in Spain began on week 11 in this chart. We grew from 90 users per week in 2019, to 420 per week on the same week in 2020, a 460% new users increase, per week.

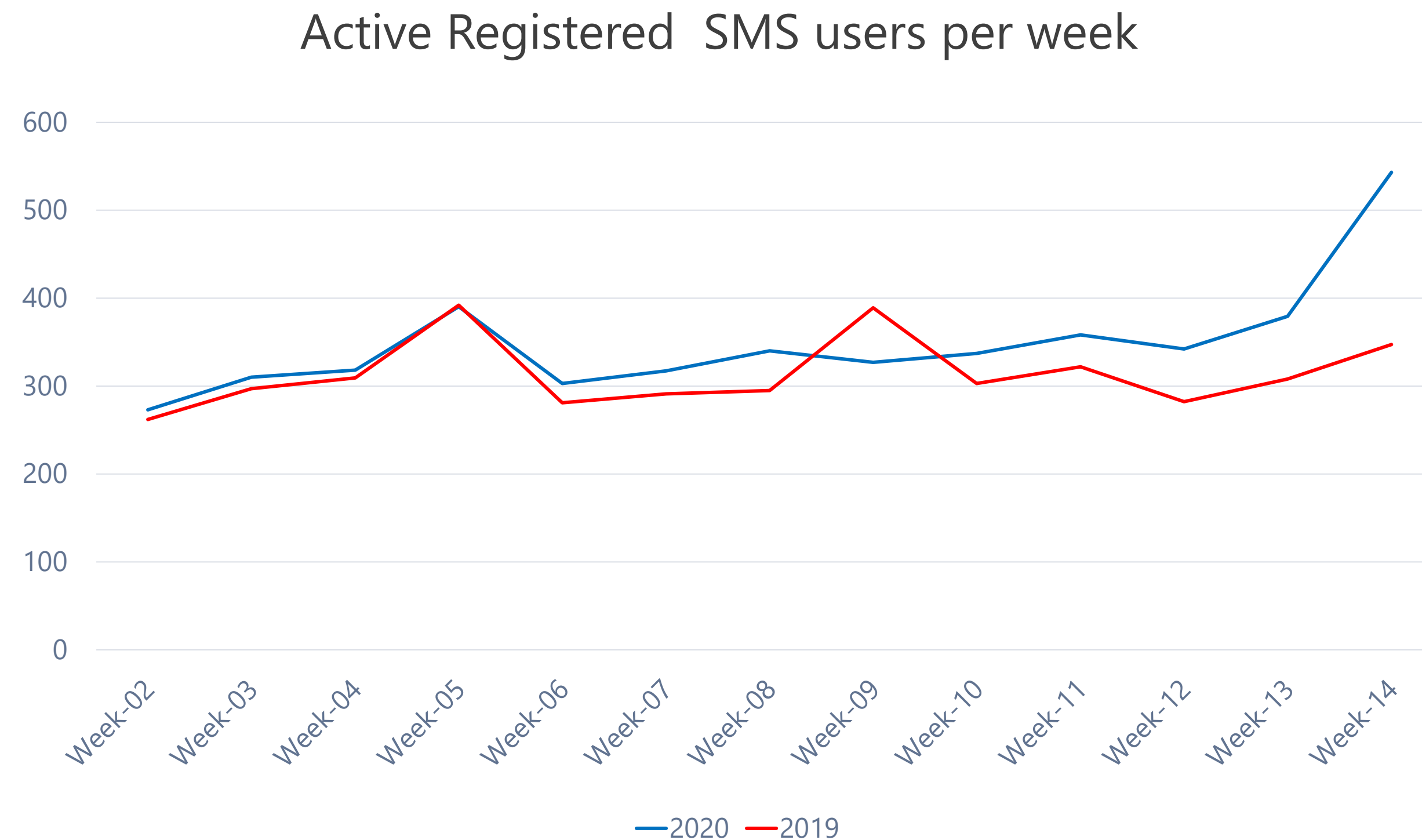
# COVID-19 specific information



- ✓ Confinement in Spain began on week 11 in this chart. We have grown from 610 users per week in 2019 to 840 per week in 2020, or a 37% growth rate of new clients our registered email, per week. .

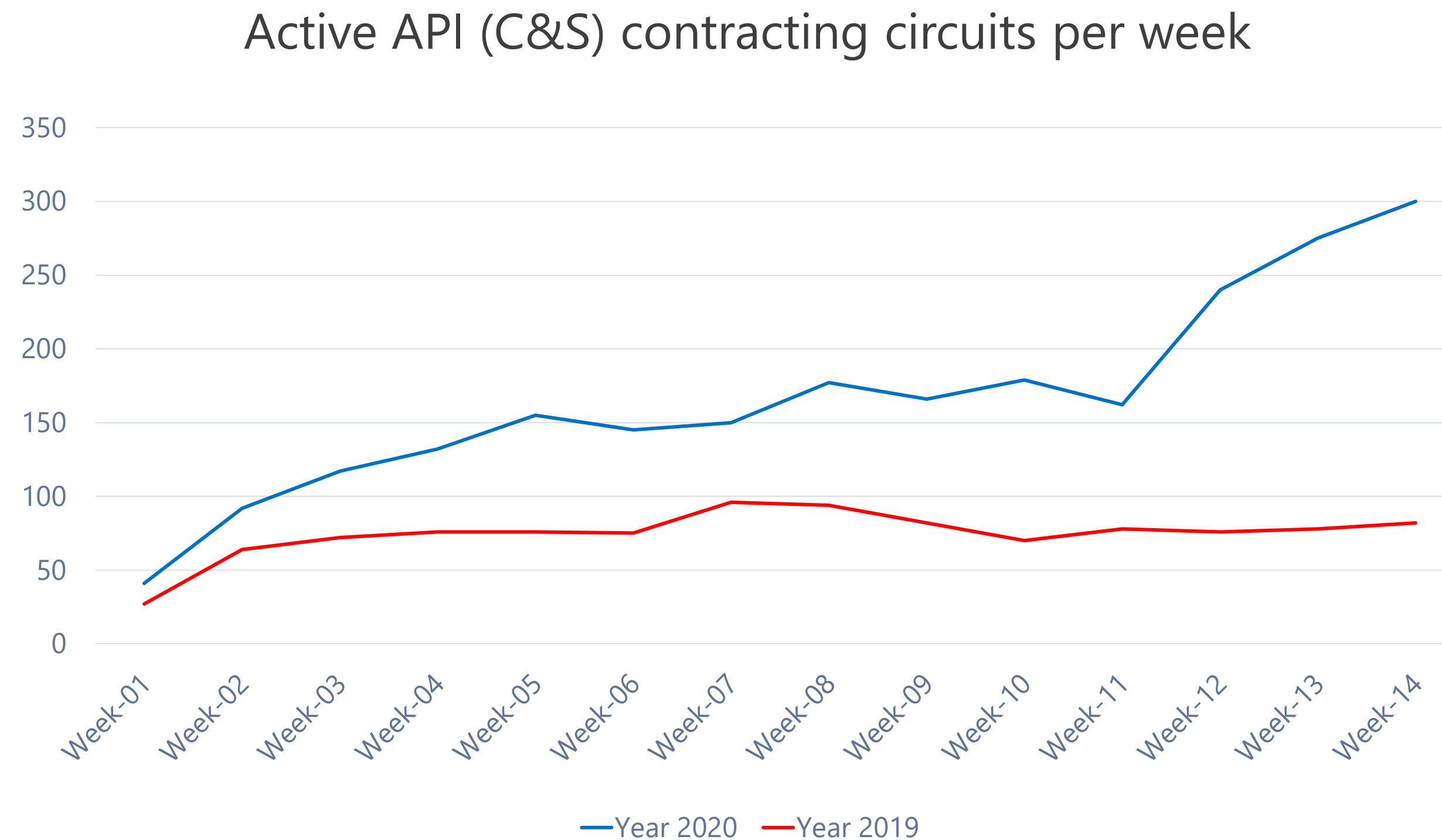


# COVID-19 specific information



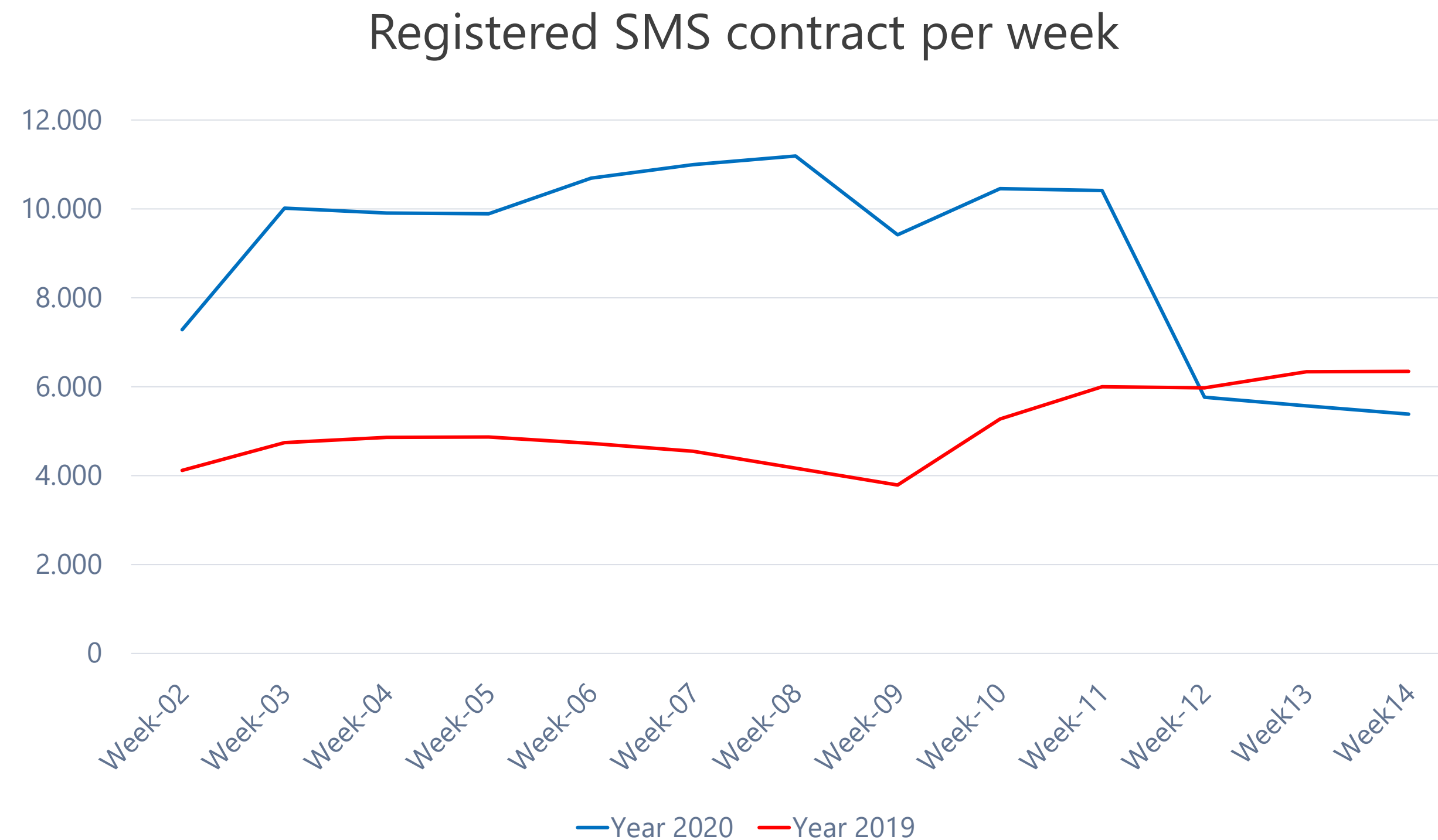
- ✓ Confinement in Spain began on week 11 in this chart. From 340 users per week in 2019, we have grown to 550 per week in 2020, or a 62% increase of people using the registered SMS per week.

# COVID-19 specific information



- ✓ Confinement in Spain began on week 11 in this chart. We have registered an increase from 80 users per week in 2019 to 300 per week in 2020, or a 375% increase of people creating and using Click&Sign circuits.

# COVID-19 specific information



- ✓ Confinement in Spain began on week 11 in this chart. This product is used mainly by utilities using call centres who had to send call operators home and Government ordered not to close any power contract during confinement. We have registered a 45% decrease from previous traffic in 2020, and a 15% decrease from registered 2019 traffic.

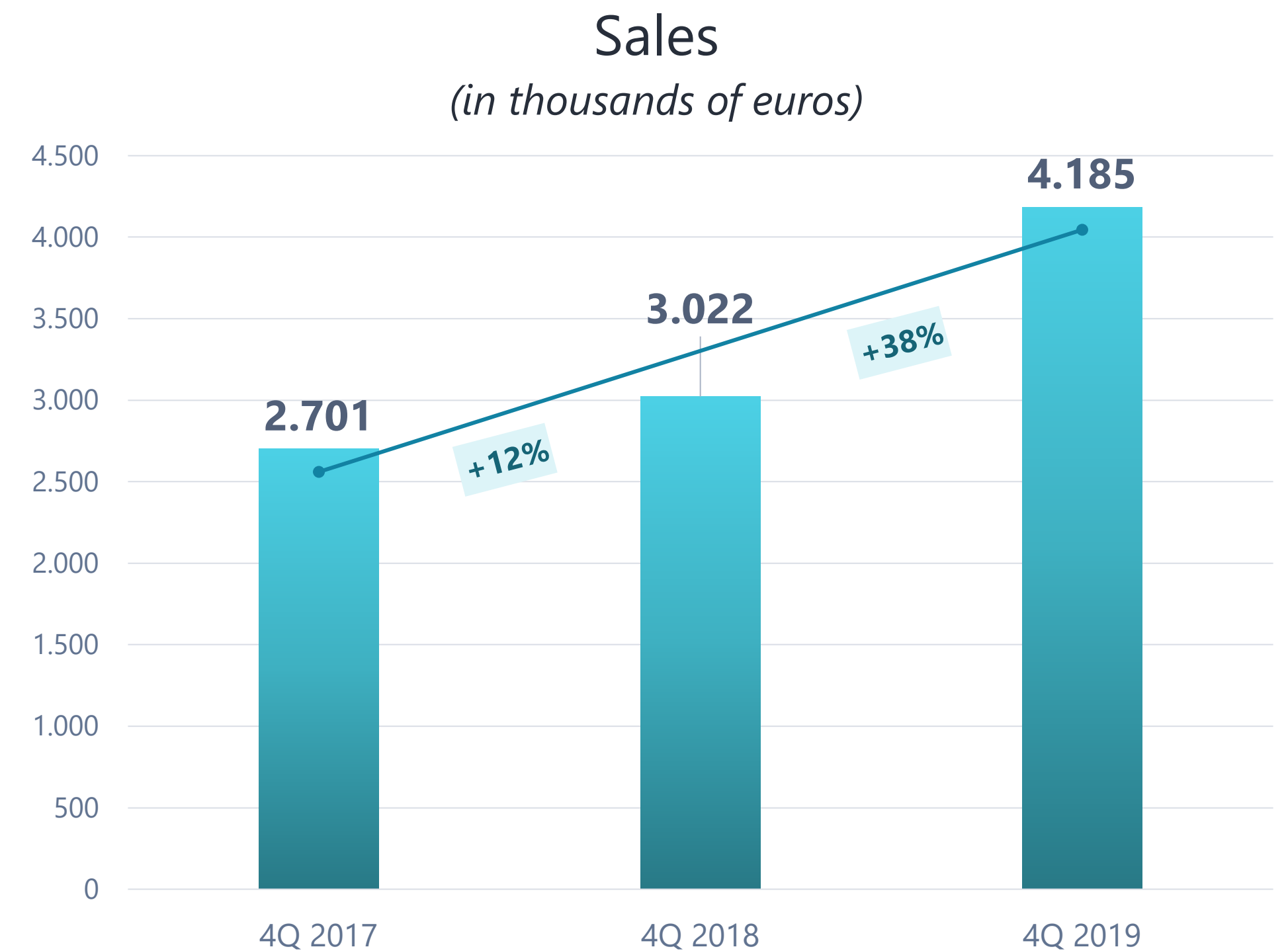
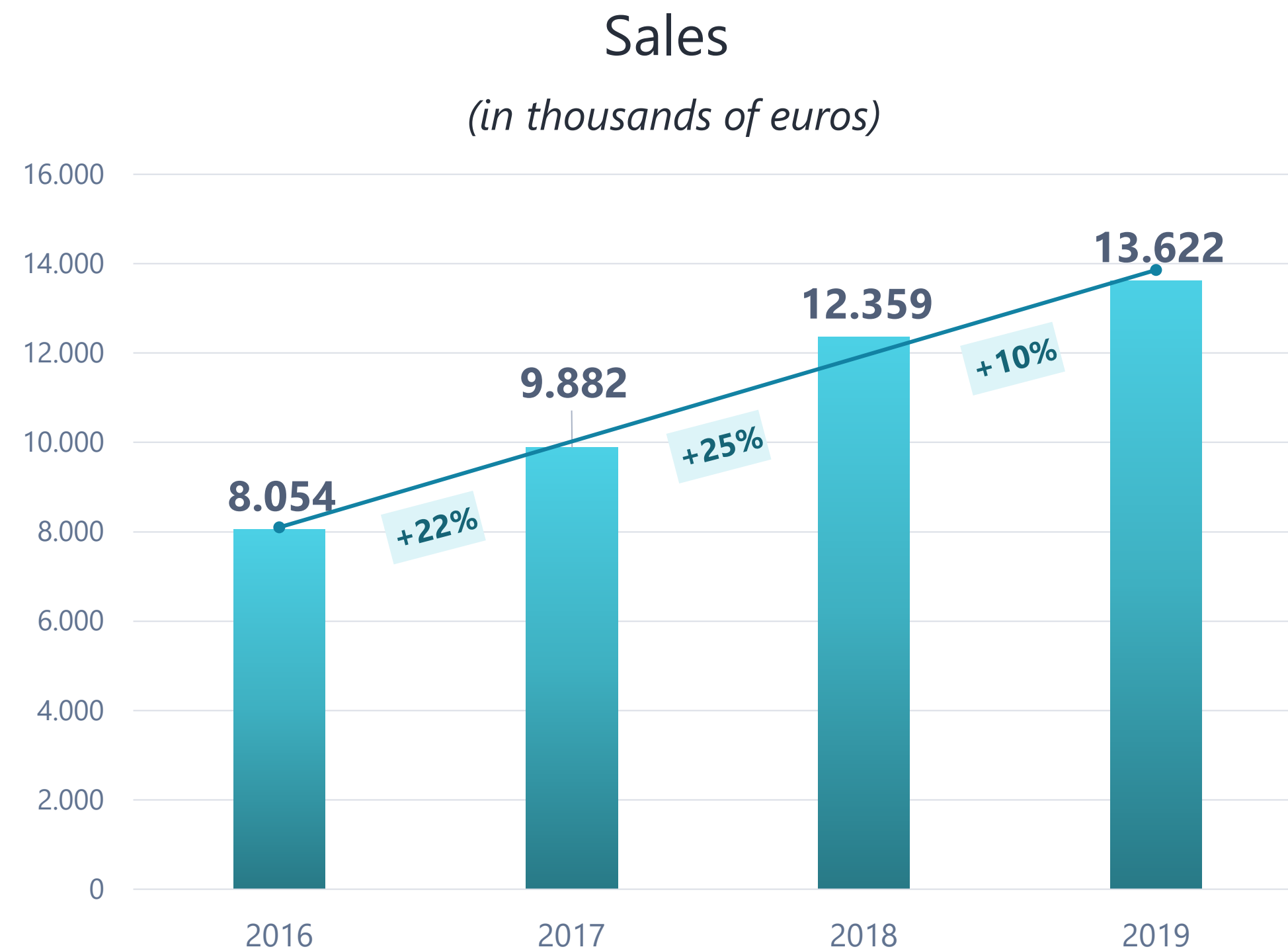


# OPERATIONAL AND FINANCIAL PERFORMANCE





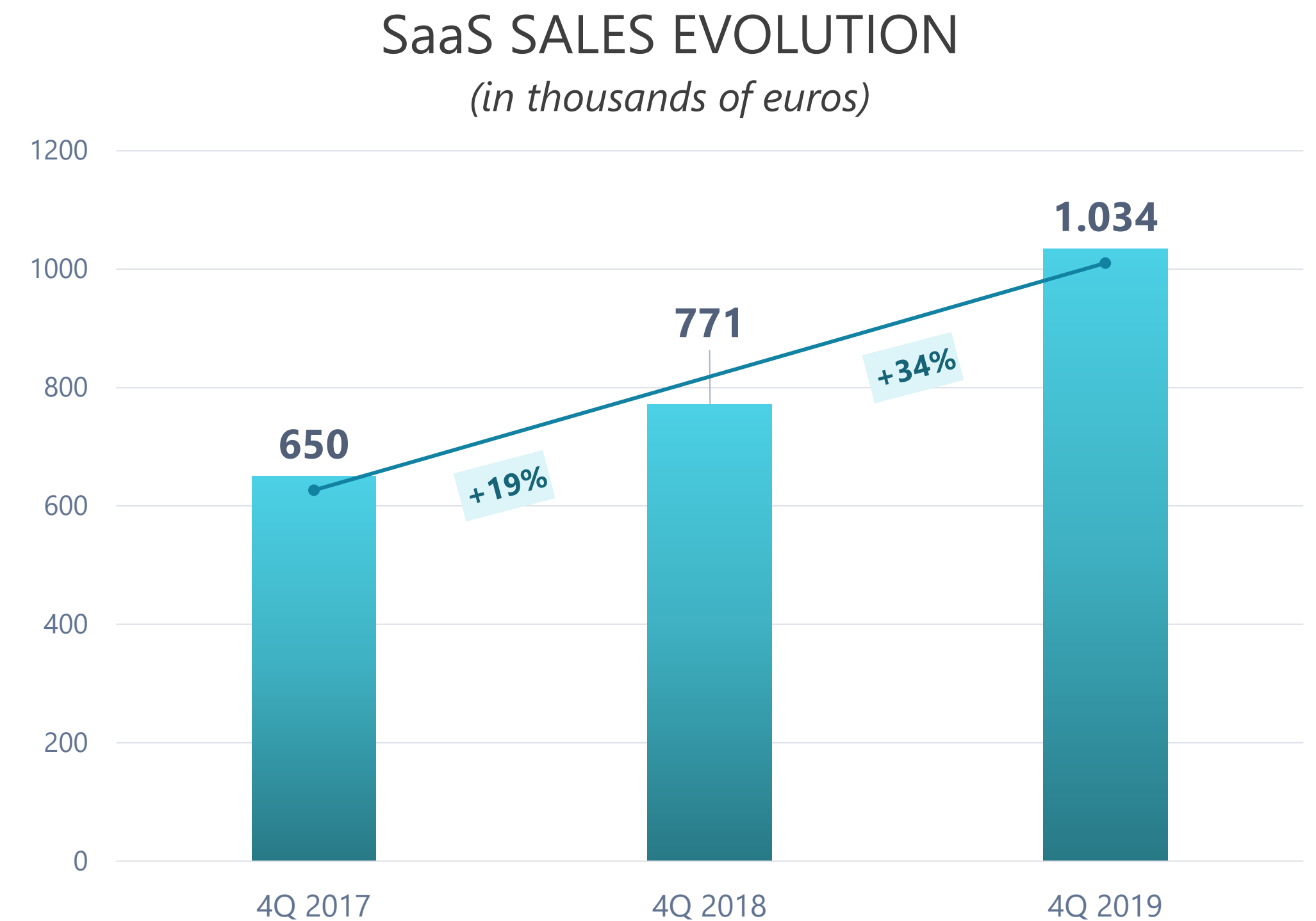
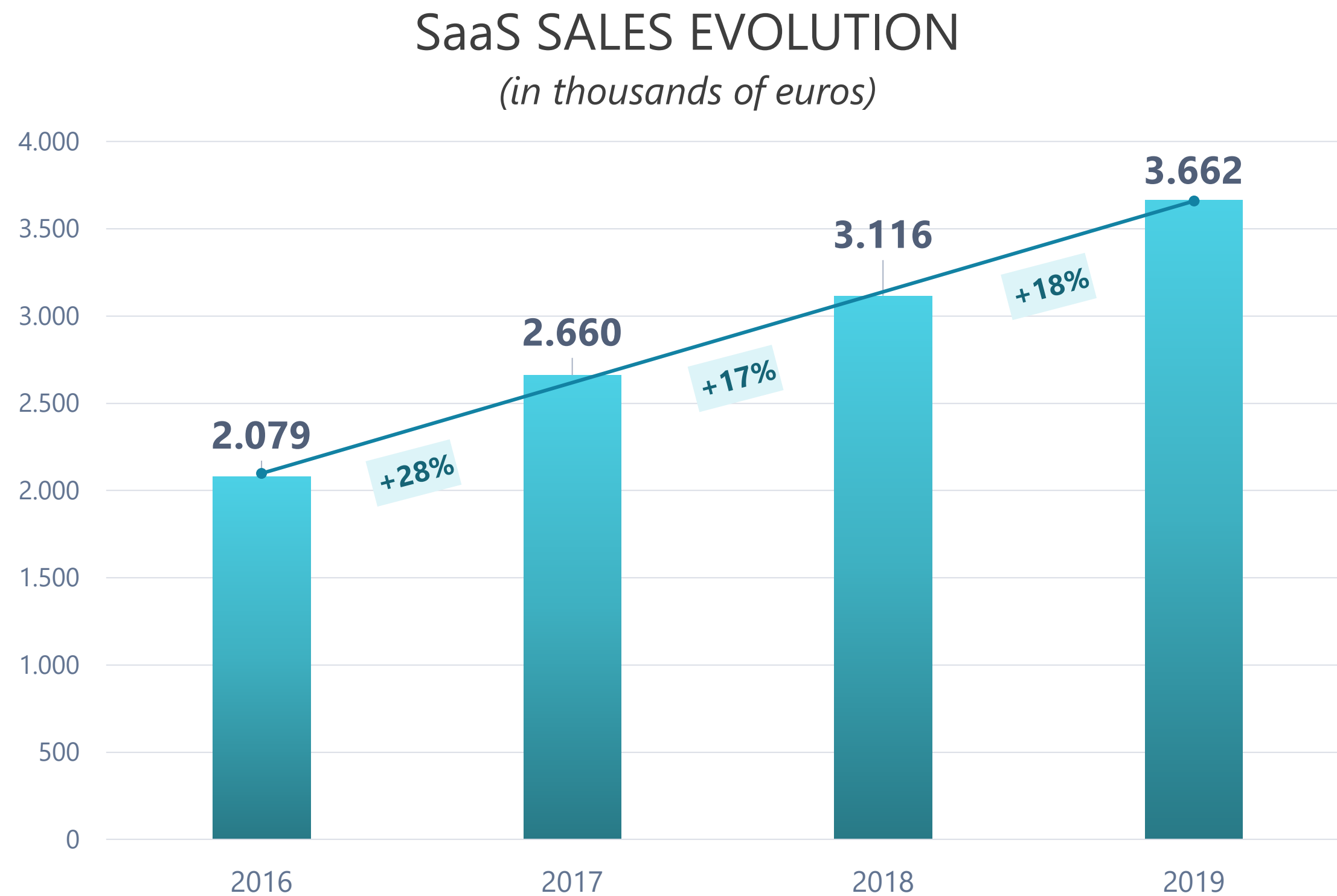
# Constant double digit growth in sales



**Second consecutive year with sales figures above 10%**

\*2019 figures are estimated by the company and no audited for the moment

# Constant double digit growth in SaaS solutions sales



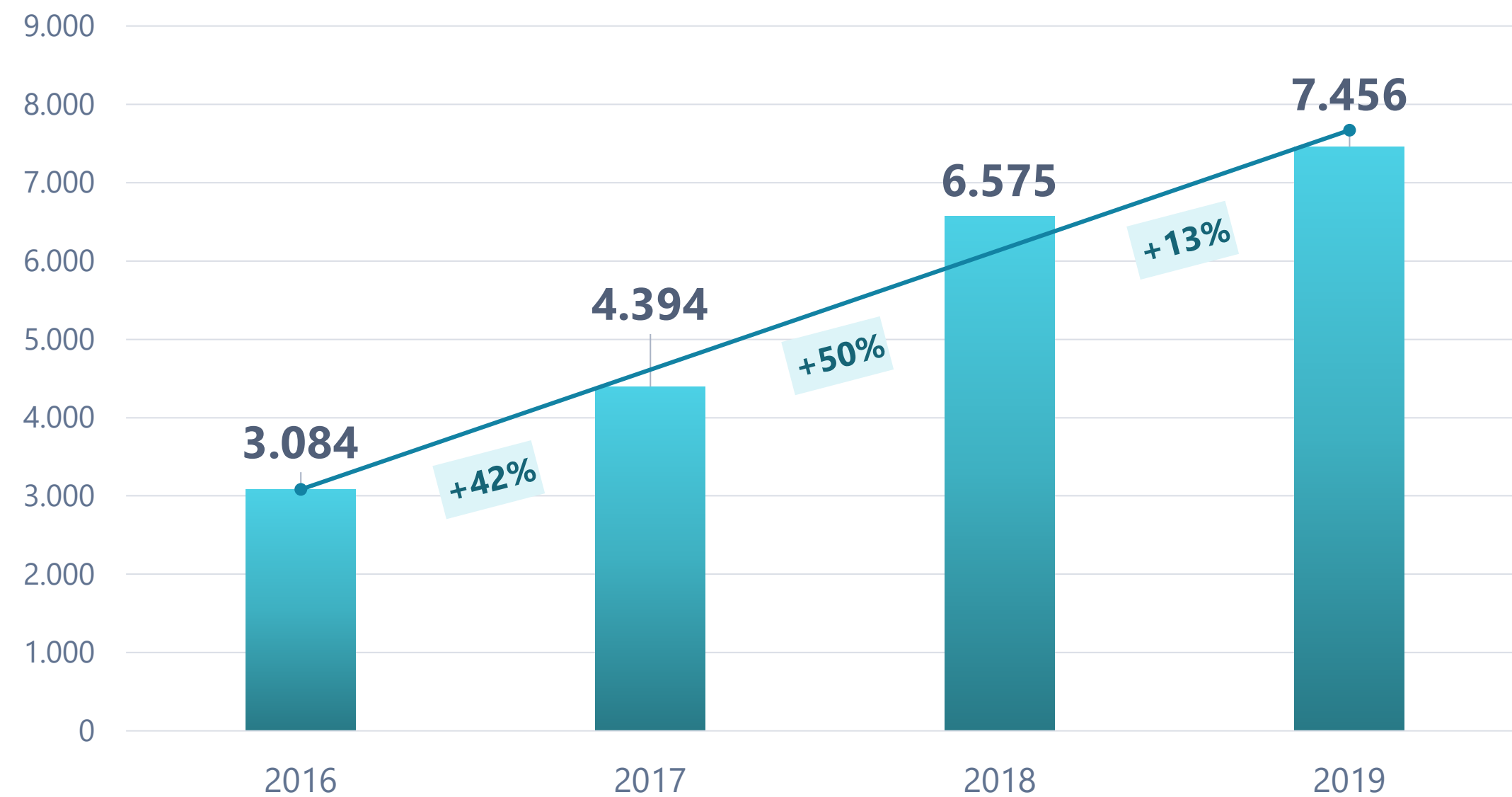
**Increase in SaaS sales by one million Euros in two years thanks to the consolidation of large accounts and to the internationalization.**

\*2019 figures are estimated by the company and no audited for the moment

# Constant double digit growth in wholesale interconnection sales

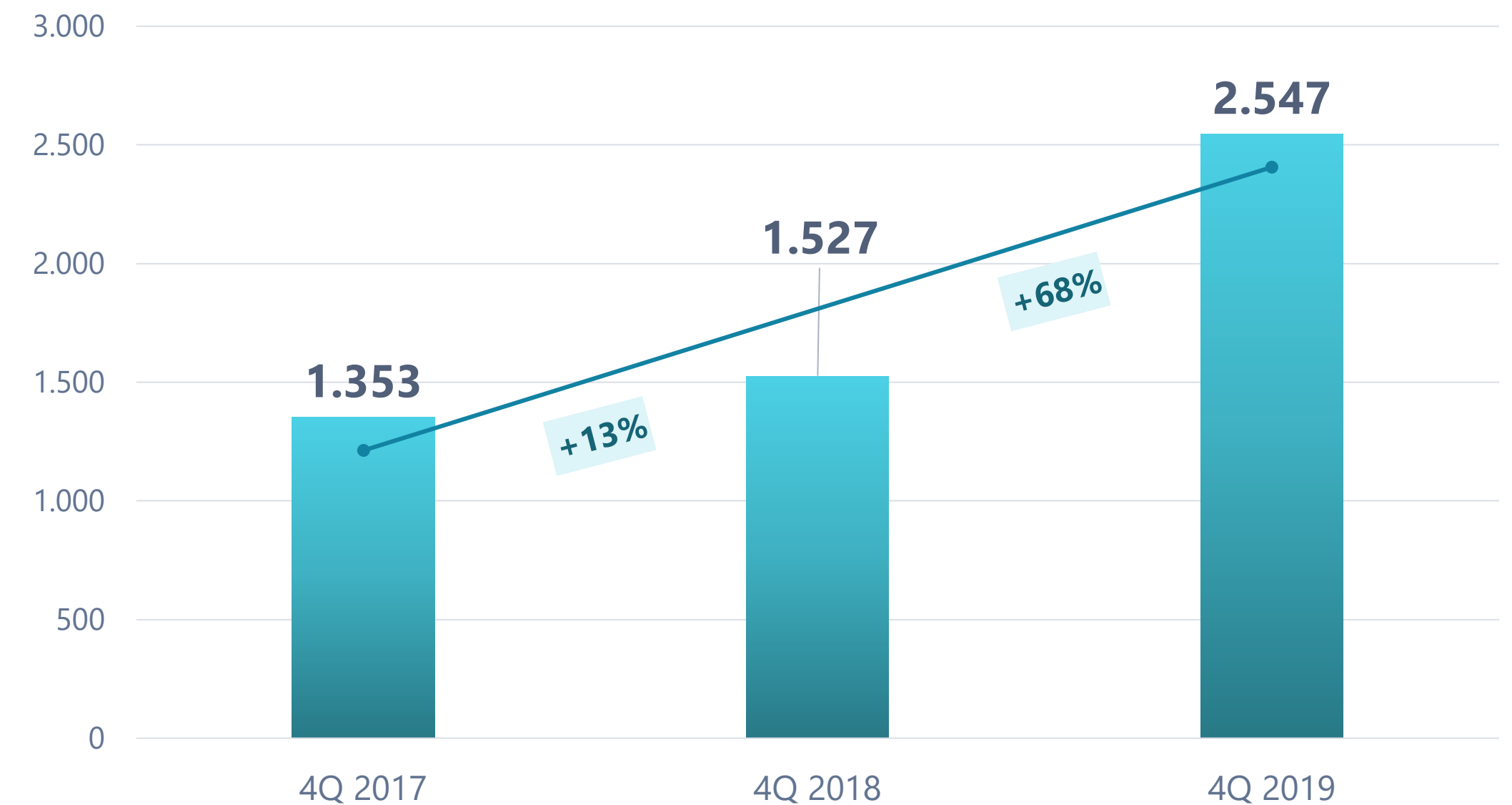
WHOLESALE INTERCONNECTION SALES  
EVOLUTION

(in thousands of euros)



WHOLESALE INTERCONNECTION SALES  
EVOLUTION

(in thousands of euros)

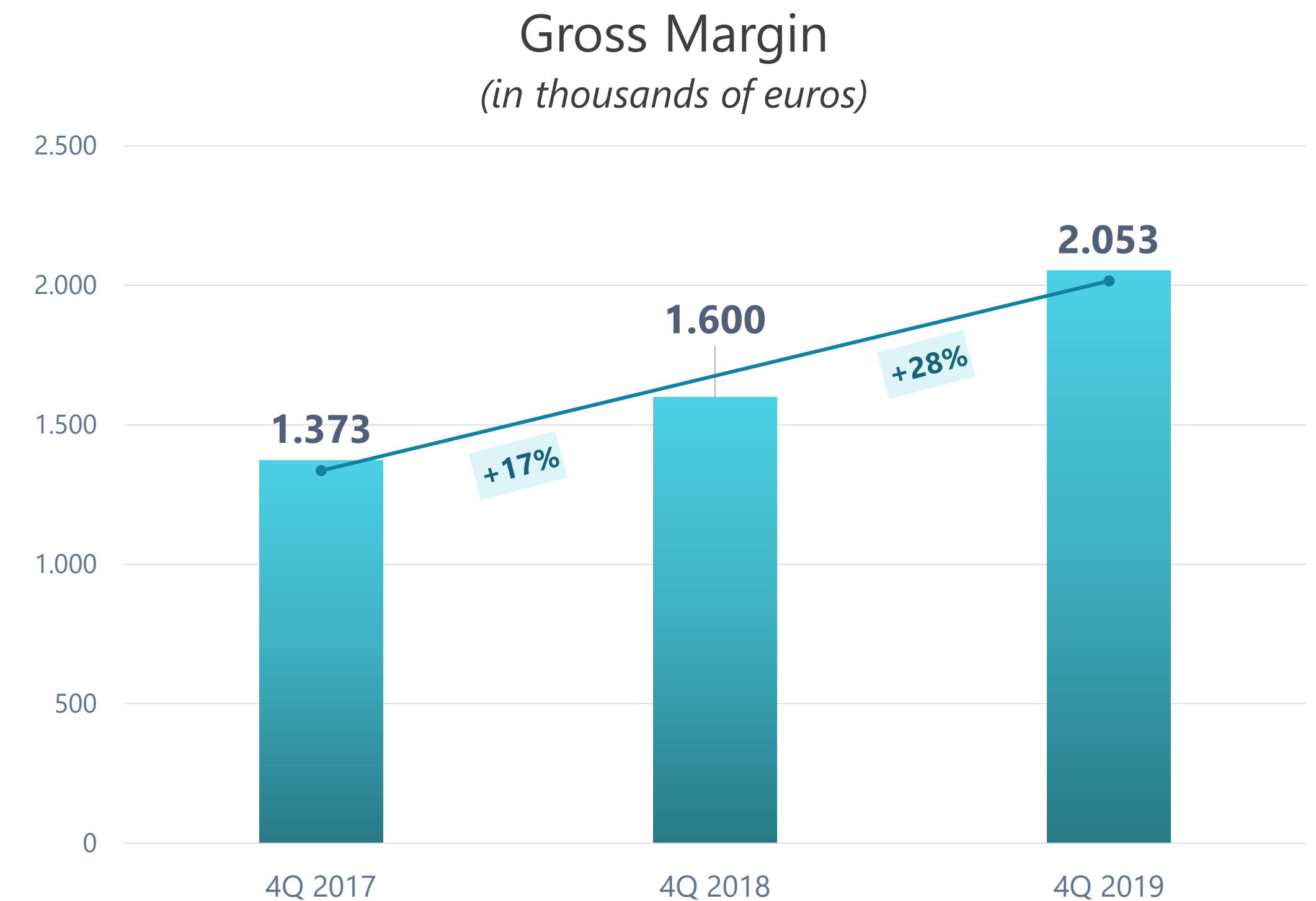
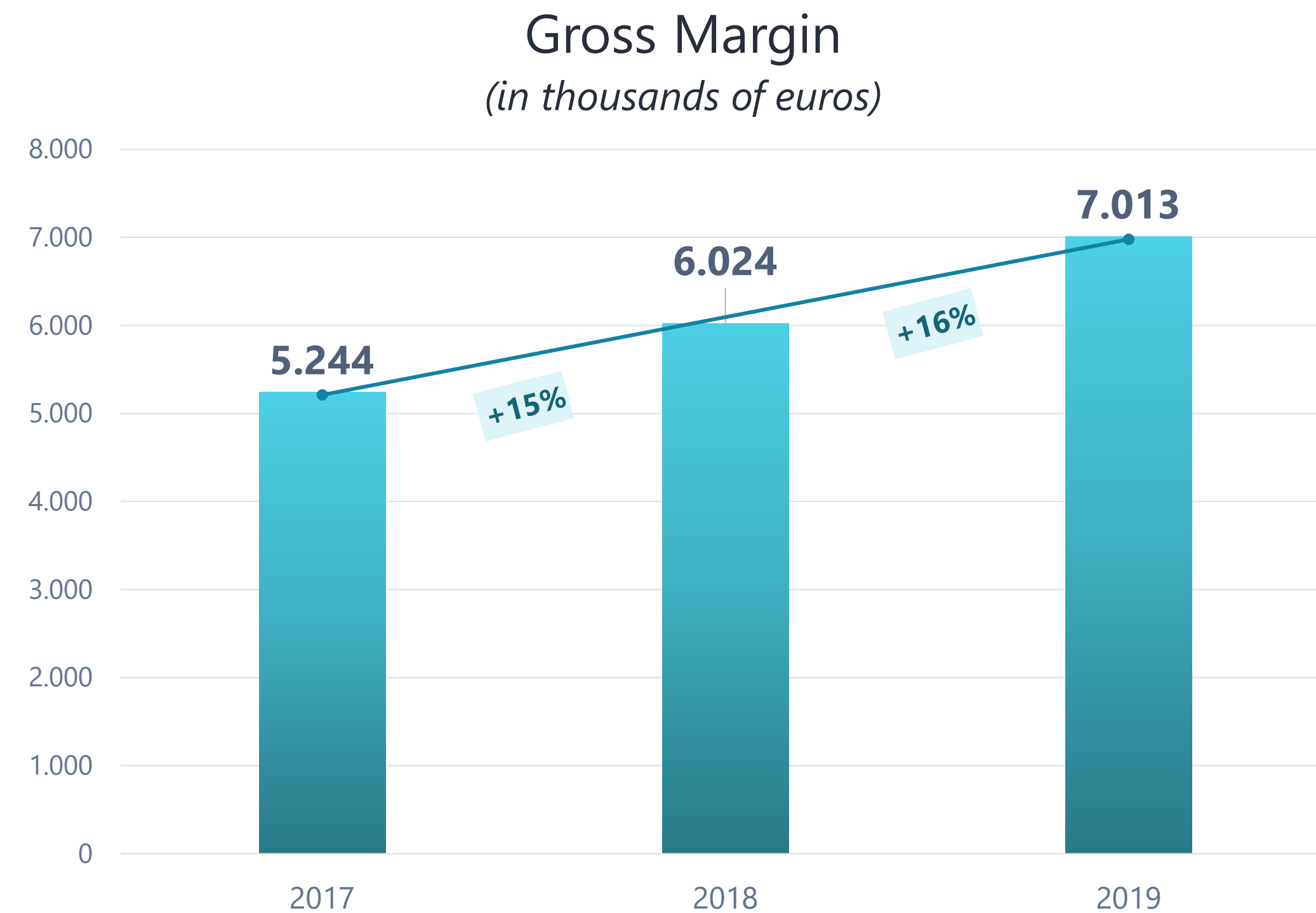


**Wholesale sales growth rates of over 13% each year and 68% in the last quarter.**

\*2019 figures are estimated by the company and no audited for the moment



# Gross Margin

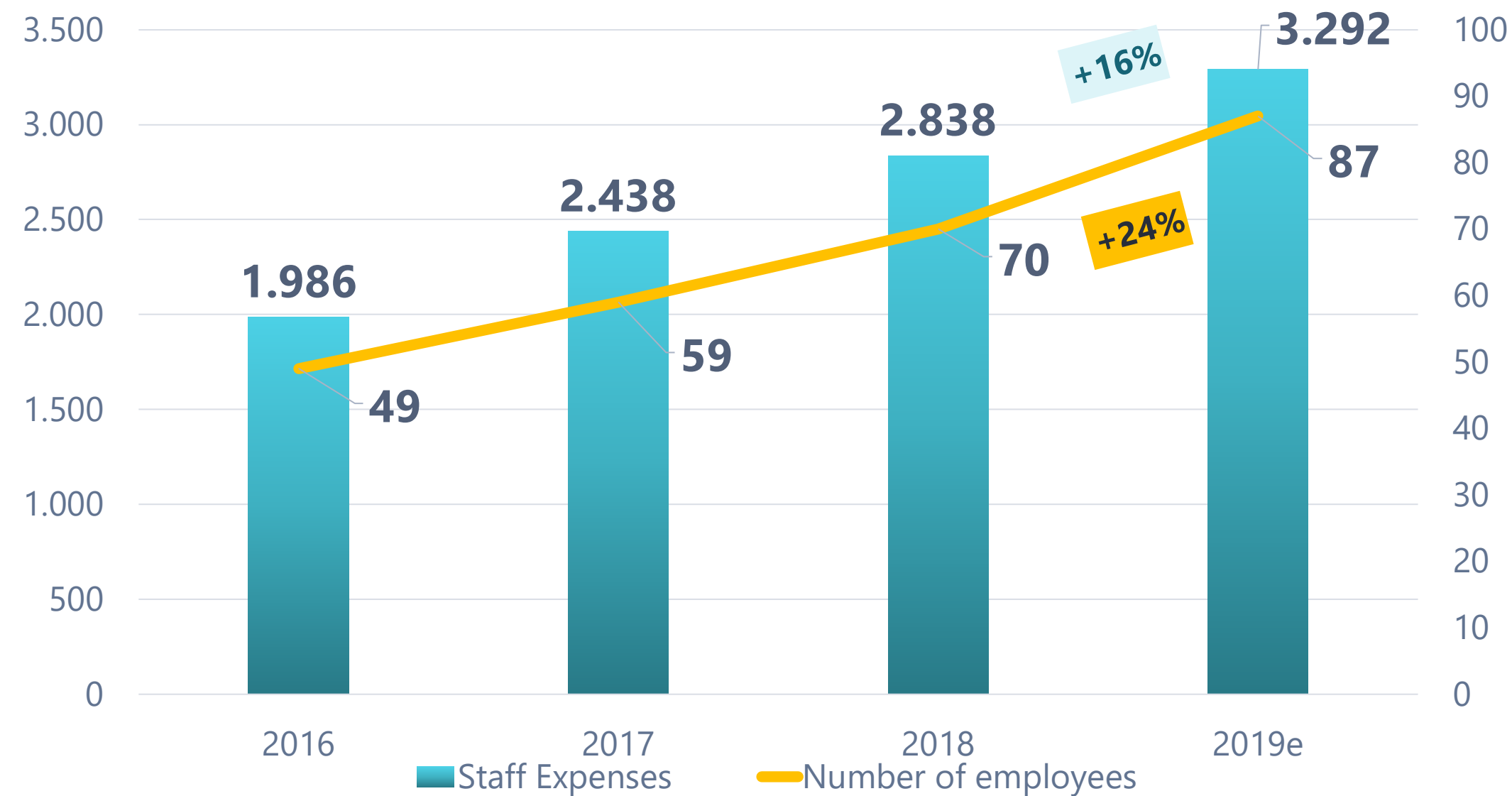


**Second consecutive year with sales figures above 16%**

\*2019 figures are estimated by the company and no audited for the moment

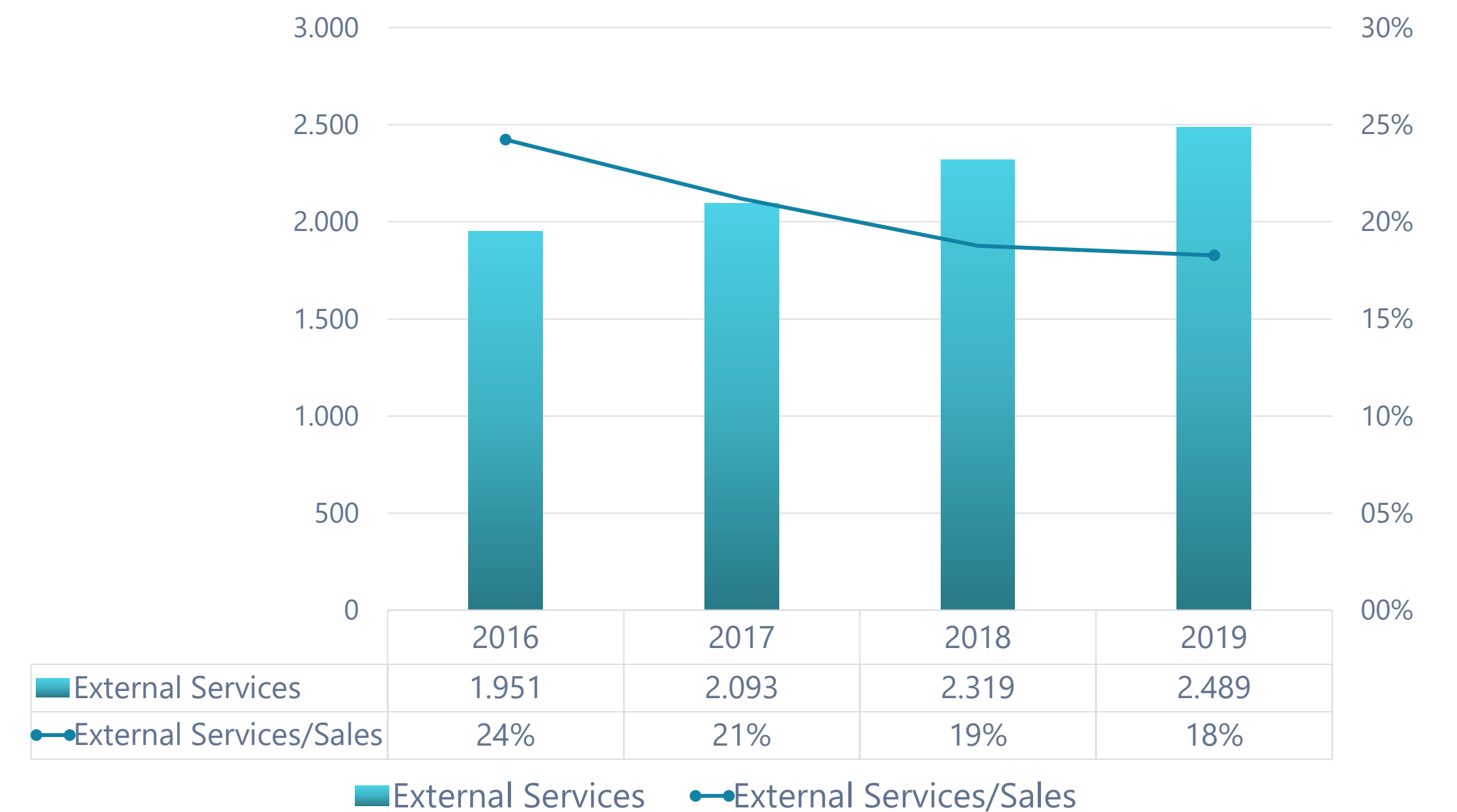
# Adding constantly new talent

## Staff Expenses



## External Services

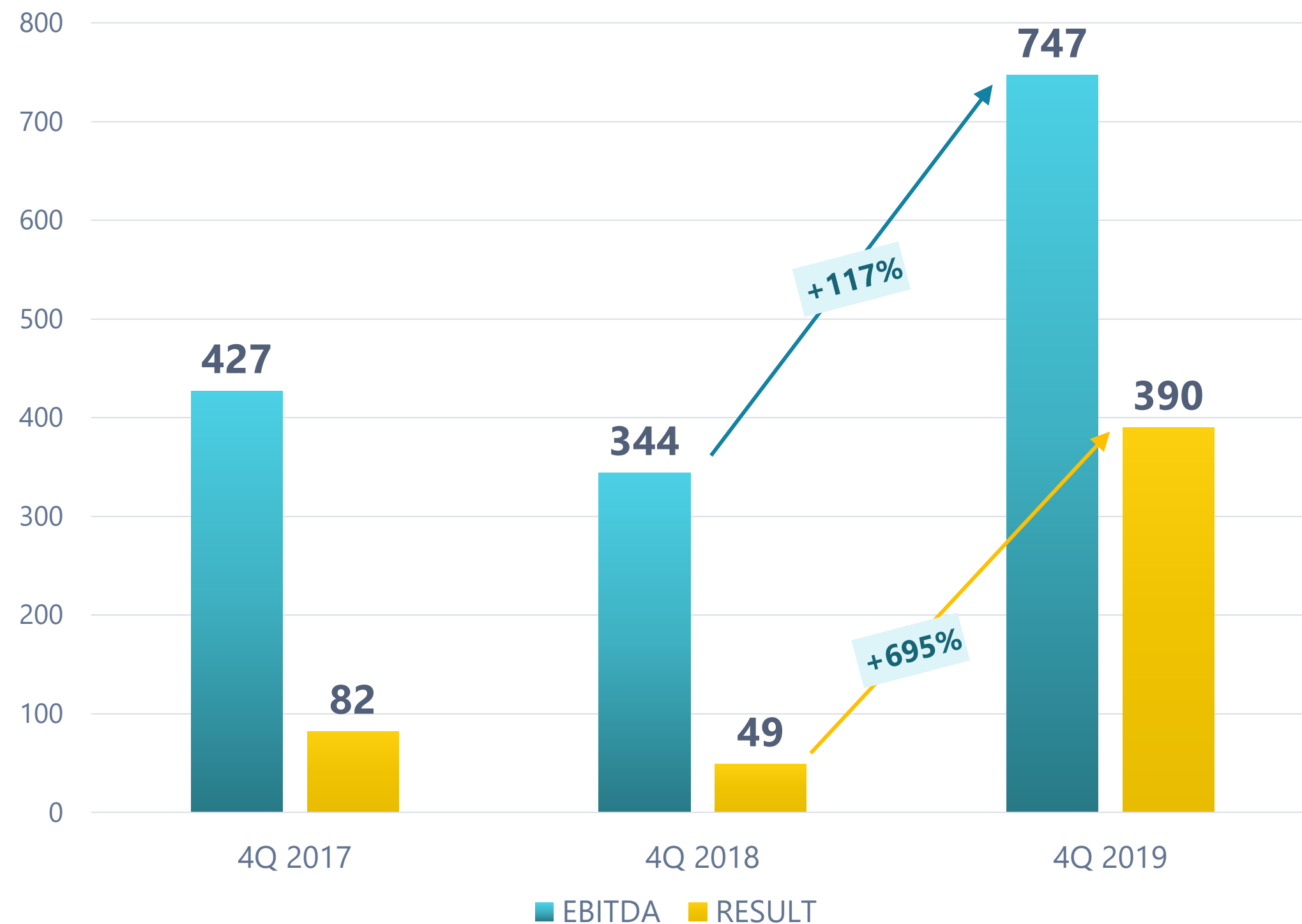
(in thousands of euros)



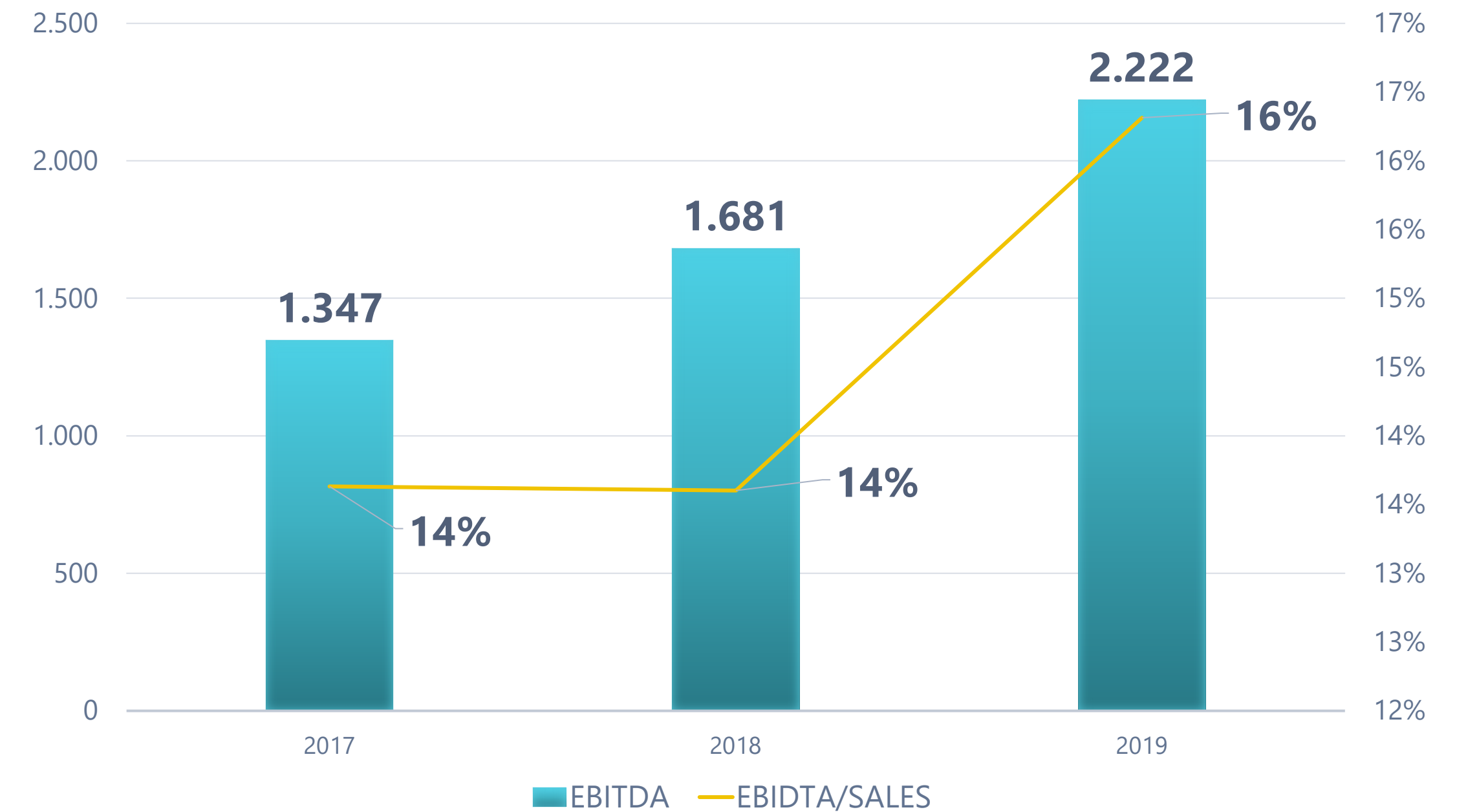
**Talent recruitment is a must for the company. The work force grew during the last 12 months by 24%, up to 87 people.**

\*2019 figures are estimated by the company and no audited for the moment

# EBITDA increases by 32% and in 161% in the operating result



**EBIDTA increased by 32% with respect to fiscal year 2018, and exceeded 2,2 million euros.**



**Third consecutive year with a positive result and already exceeding a million euros.**

**The rate EBITDA/Sales increases until 16% in 2019.**

\*2019 figures are estimated by the company and no audited for the moment

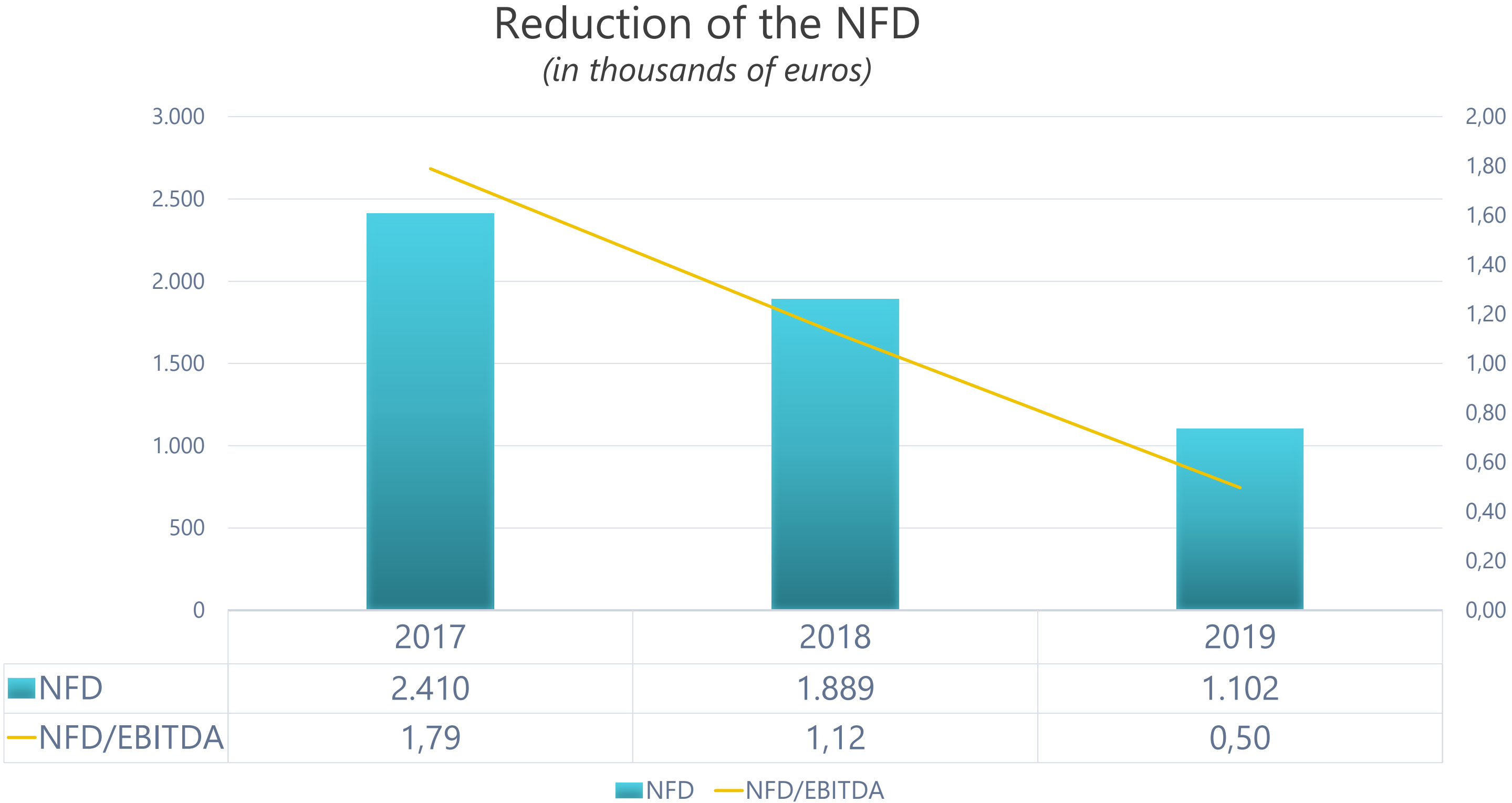
# Consolidated Profit and Loss accounts in thousands of euros

<i>Figures in thousands of Euros Consolidated</i>	<b>2018</b>	<b>2019</b>	<b>Var. €</b>	<b>Var. %</b>
Sales	12,359	13,622	1,263	10%
Sales costs	(6,335)	(6,609)	(274)	4%
<b>Gross Margin</b>	<b>6,024</b>	<b>7,013</b>	<b>989</b>	<b>16%</b>
<b>%Margin of sales</b>	<b>49%</b>	<b>51%</b>		
Staff expenses	(2,838)	(3,292)	(454)	16%
External Services	(2,319)	(2,489)	(170)	7%
Otros Incomes	27	54	27	100%
Work performed by the company for its assets	787	935	148	19%
<b>EBITDA</b>	<b>1,681</b>	<b>2,222</b>	<b>541</b>	<b>32%</b>
Depreciation	(1,152)	(1,135)	17	-1%
Other results	0	(11)	(11)-	
<b>Ordinary activity results</b>	<b>529</b>	<b>1,076</b>	<b>547</b>	<b>103%</b>
Financial Result	(100)	22	122	122%
Exchange Rate differences	(17)	(24)	(7)	-41%
<b>Earnings before tax</b>	<b>412</b>	<b>1,074</b>	<b>662</b>	<b>161%</b>

\*2019 figures are estimated by the company and no audited for the moment



# Reduction of NFD thanks to cash generation



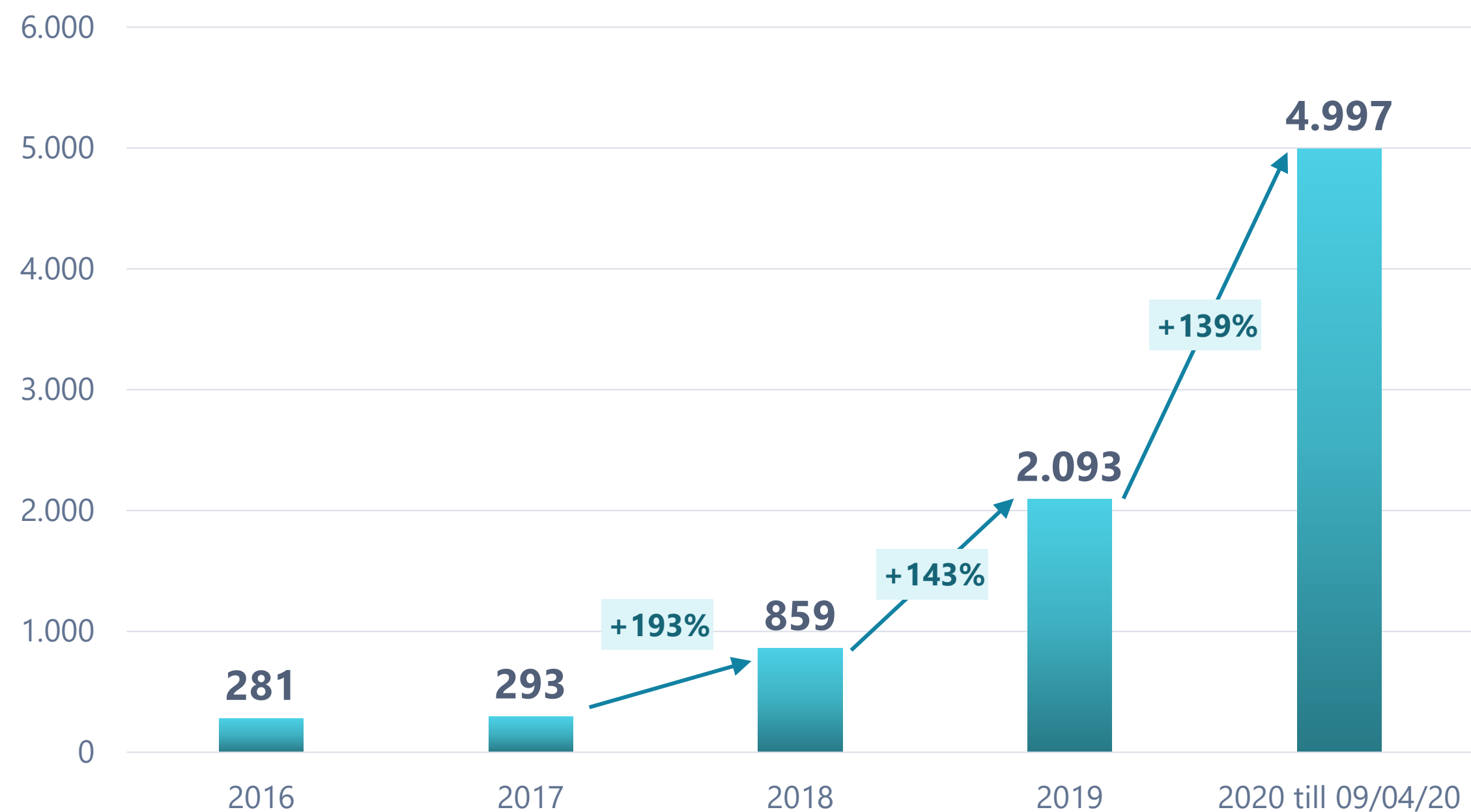
Net financial debt is 0'5 time EBITDA, due by the group's effort both to reduce costs and invest the surplus generated in the amortization of loans.

# Share Chart in MAB

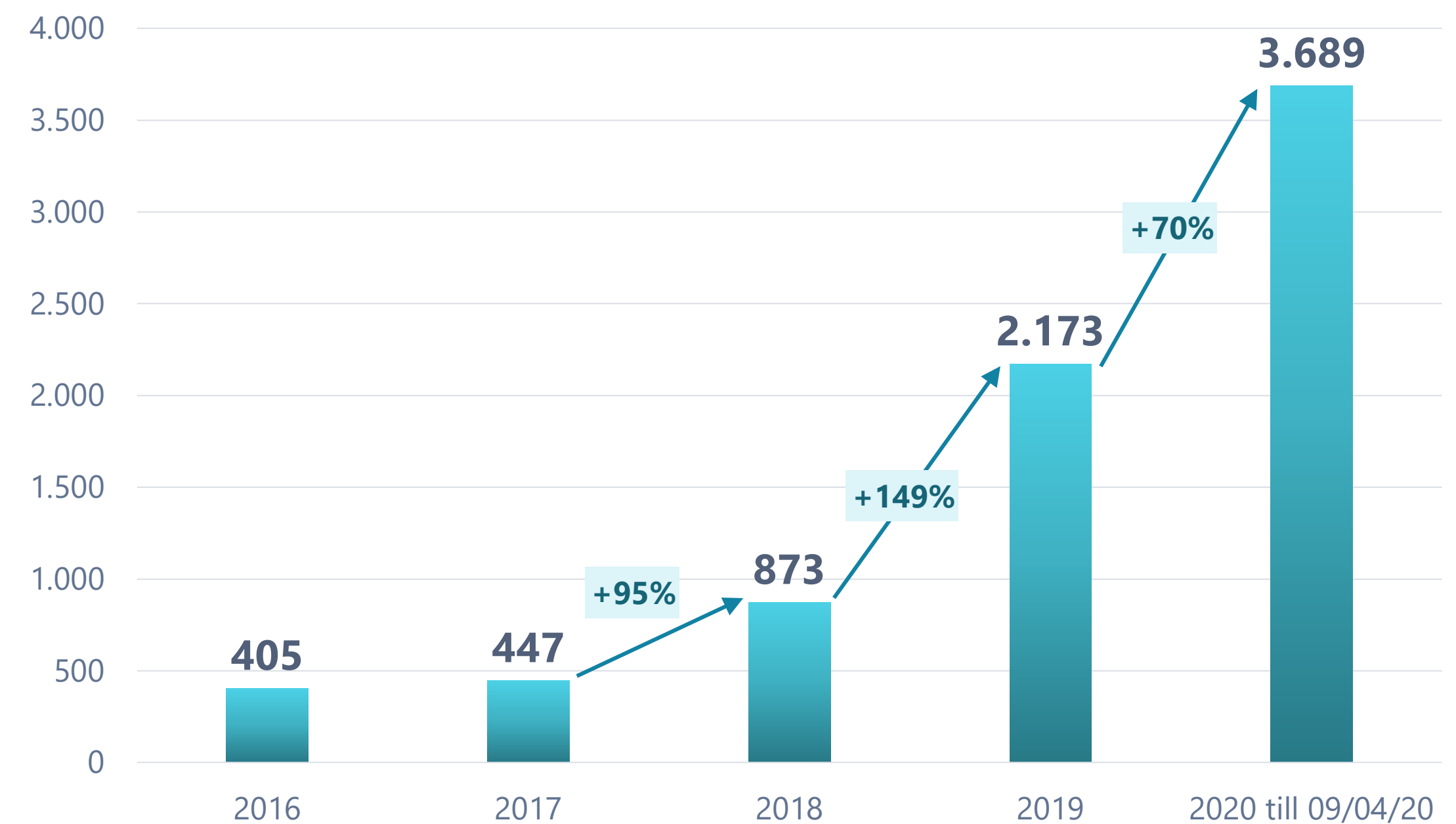


# Evolution of liquidity in MAB

Transaction/Liquidity in MAB  
(in thousands of euros)

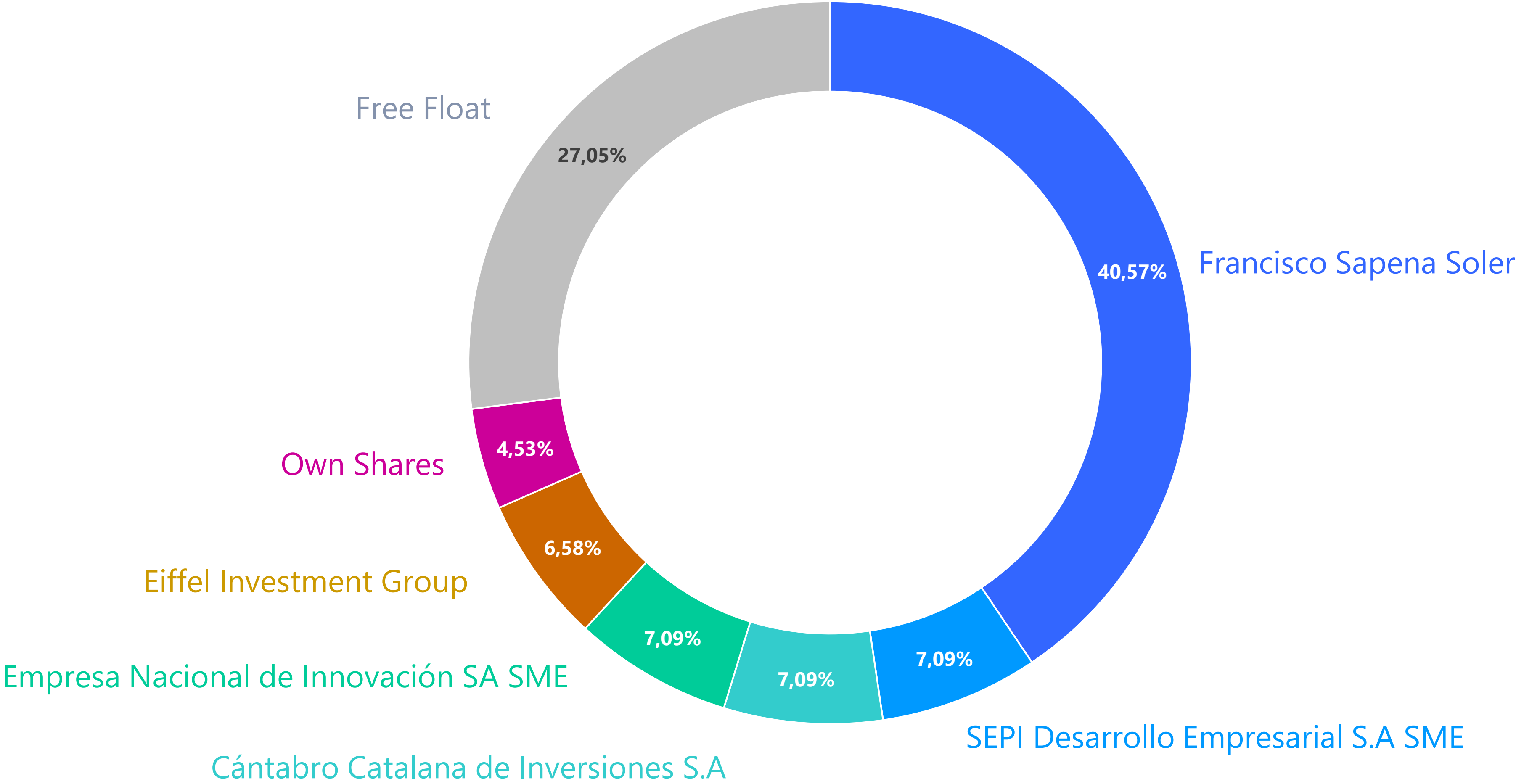


Transactions in MAB  
(in thousands of shares)



**The liquidity has increased by 143% compared to 2018.**

# Shareholder Distribution





# 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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