

Madrid, 20 April 2020

Relevant event:

1Q 2020 QUARTERLY ESTIMATED RESULTS

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 06/2018 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” “The Company” or The “Group”).

The information outlined in this report is an estimate of LLEIDA.NET Income Statement for 1Q 2020 prepared on the unaudited accounting information 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 in Circular 6/2018 MAB.

We are available for any clarifications needed

Sincerely,

Francisco Sapena Soler

CEO and Chairman of the Board of Directors



Lleida.net
investors info

1Q 2020 RESULTS PREVIEW

Main milestones:

- Company's first dividend proposal from the Board of Directors
- Change in the pricing method from fixing to continuous in both MAB and Euronext Growth
- Phone operator concession and SMS licence granted by the Chilean regulator for Lleida.net Chile subsidiary.
- New interconnection agreement with Etisalat (UAE)
- New local and international SaaS contracts: Zurich Insurance Mobile Solutions Ltd (Germany), La Liga, Ria Financial Services and Segurcaixa Adeslas
- Increase in sales and gross margin, 43% and +26% respectively compared to 1Q2019.
- 33% increase in EBITDA and 220% without R&D activations
- Earnings before taxes is positive at 68 thousand euros; an increase of 79% over 2019.
- Net financial debt continues to decline, standing at 884 thousand euros, 0.52 annualized EBITDA.

FORECAST OF THE INCOME STATEMENT:

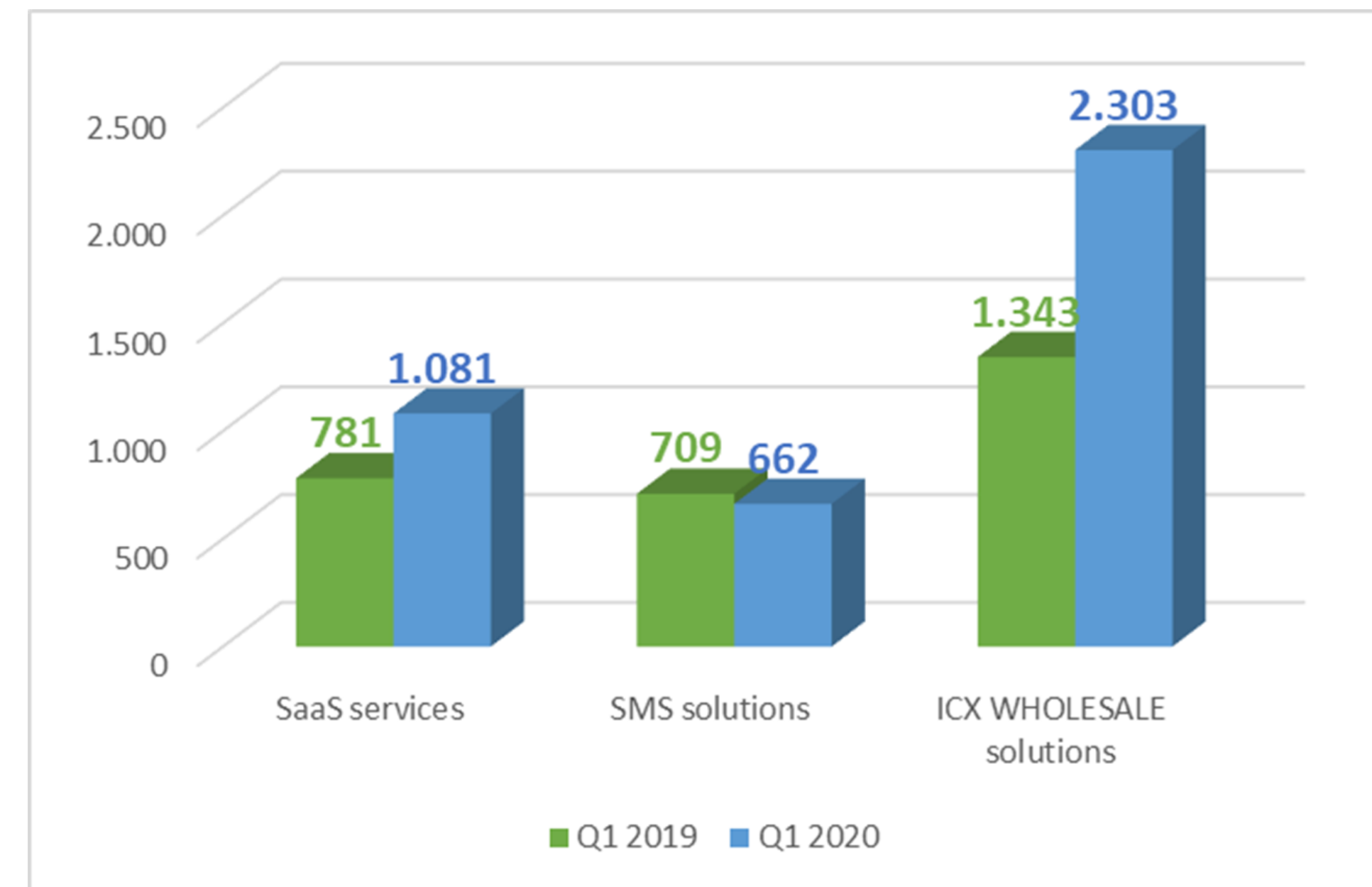
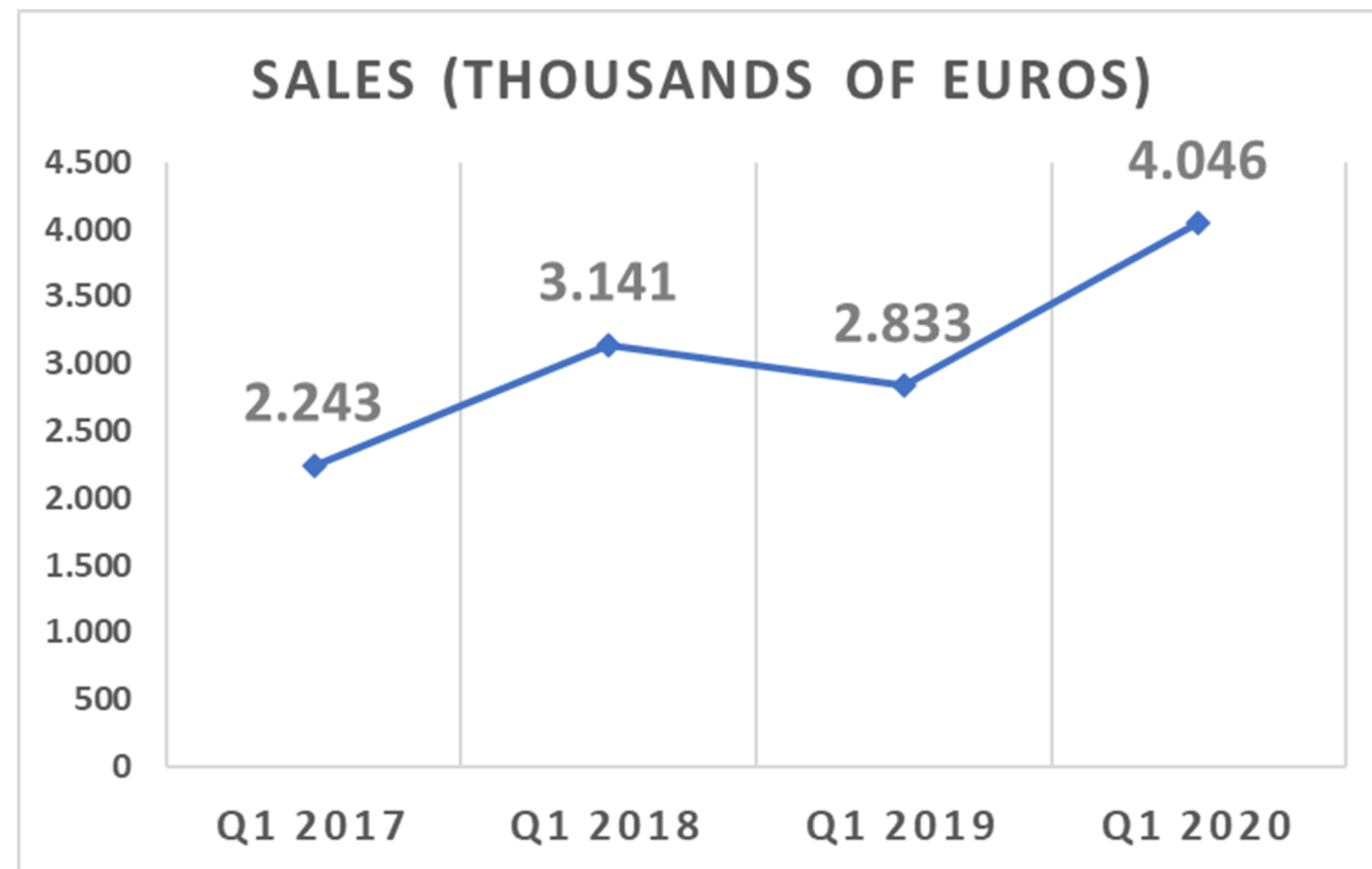
<i>Figures in thousands of euros Consolidated</i>	Q1 2019	Q1 2020	Var. €	Var. %
Sales	2.833	4.046	1.213	43%
Sales costs	(1.337)	(2.156)	819	61%
Gross Margin	1.496	1.890	394	26%
Personnel expenses	(755)	(874)	119	16%
External services	(667)	(760)	93	14%
Other incomes	6	0	(6) -	
Activations	239	168	(71)	-30%
EBITDA	319	424	105	33%
Depreciation	(286)	(288)	2	1%
Total operating costs	33	136	103	312%
Net Financial Debt	(20)	(19)	(1)	-5%
Exchange Rate Differences	25	(49)	74	-296%
Earnings before Tax	38	68	30	79%

FORECAST SALES PER BUSINESS LINE IN THOUSAND OF EUROS

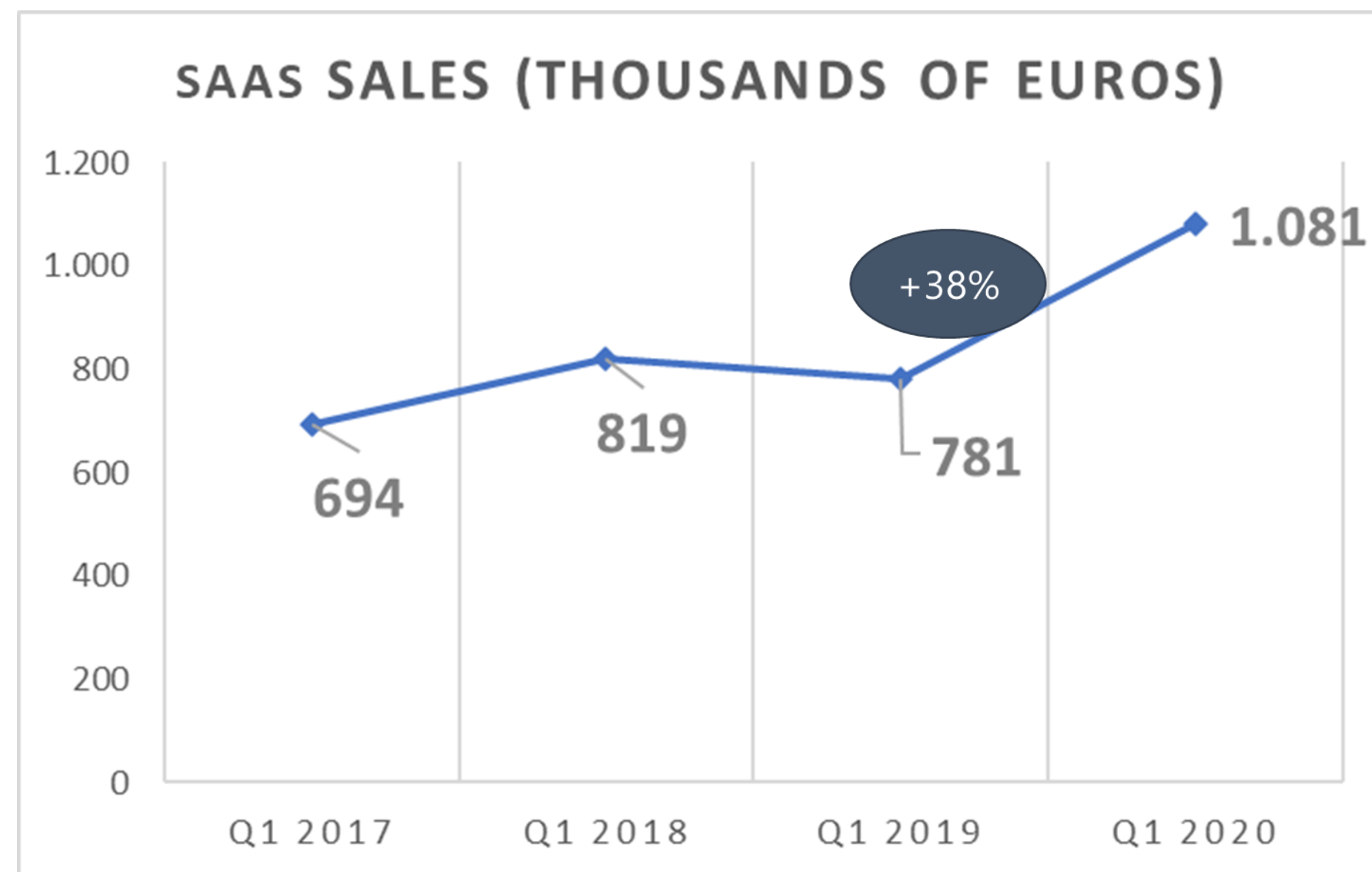
Sales per business line Thousands euros

	Q1 2019	Q1 2020	Var. €	Var. %
SaaS services	781	1.081	300	38%
SMS solutions	709	662	-47	-7%
ICX WHOLESALE solutions	1.343	2.303	960	71%
Total	2.833	4.046	1.213	43%

43% increase in sales in 2020, up to 4 million euros.



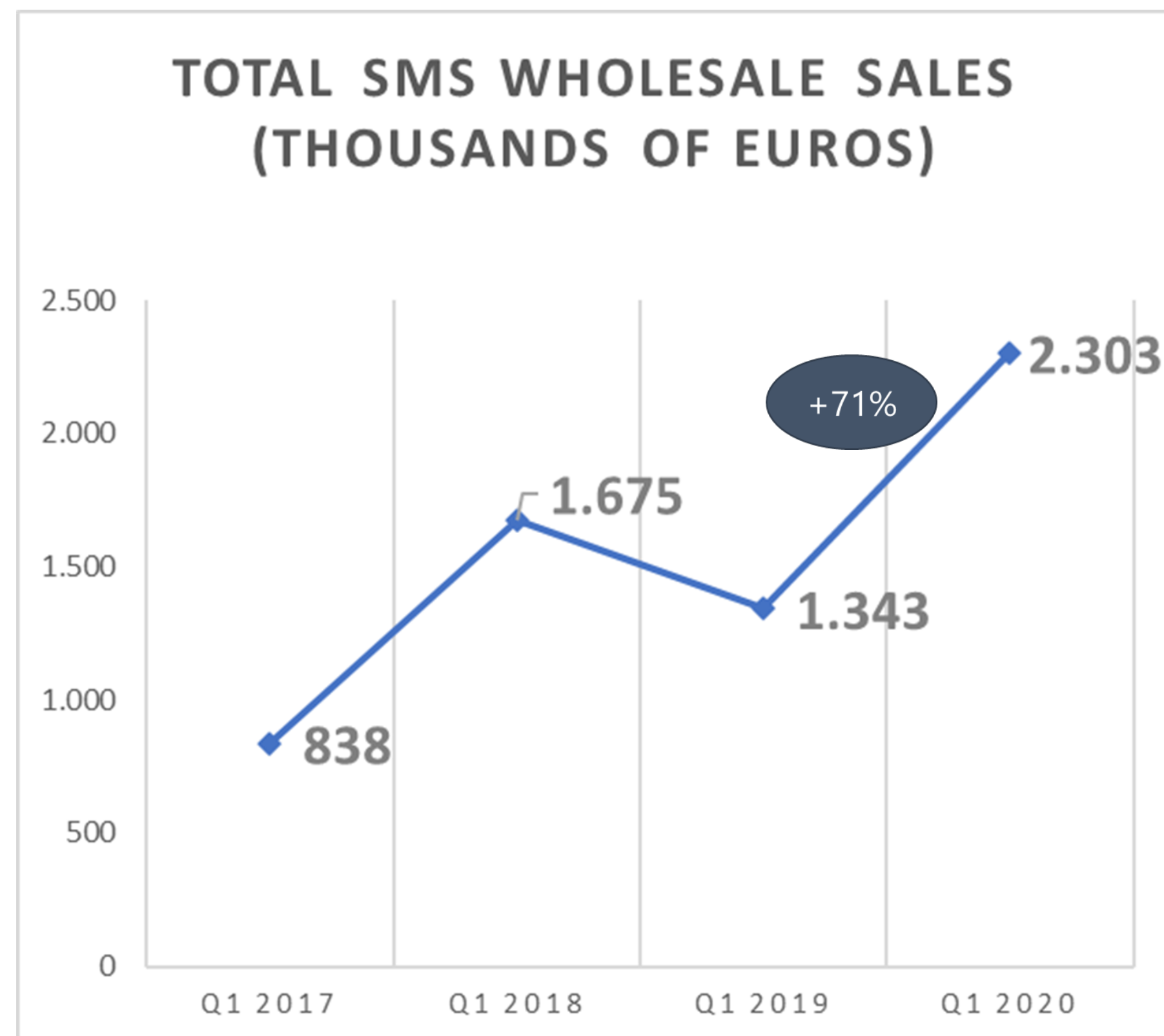
EVOLUTION OF SALES OF THE SaaS BUSINESS LINE



SaaS sales increase by 38%, derived from:

- New contracts signed with La Liga, Ria Financial Services, Zurich and Compartamos confianza among others.
- A new demand has been created as a result of COVID-19, arising from remote working current needs.
- The types of consumption have been modified, with an increase in standard contracting and notification products.

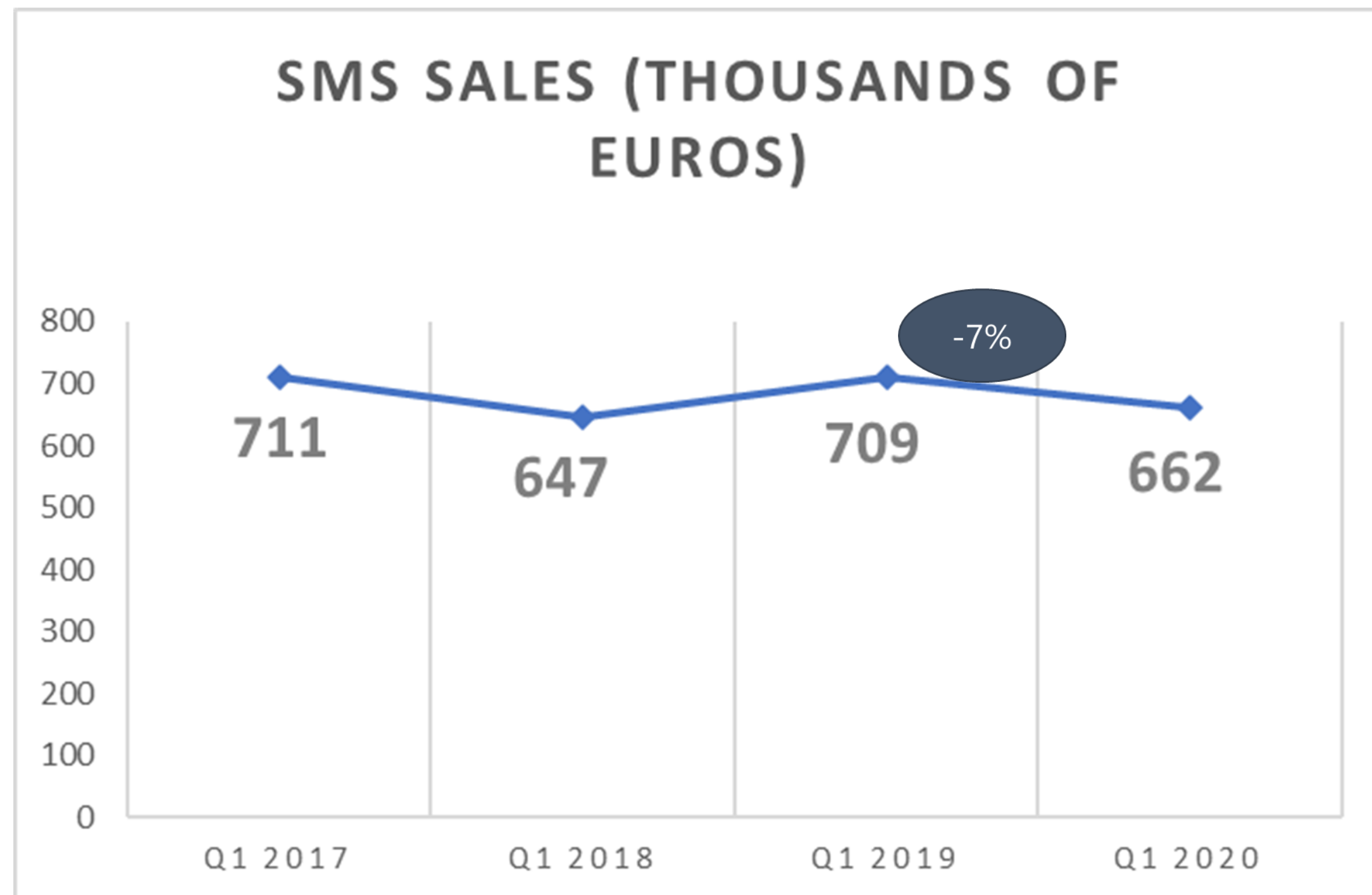
EVOLUTION OF SALES OF THE SMS WHOLESALE BUSINESS LINE



71% increase SMS Wholesale sales thanks to new destinations achieved as well as the great agreements reached with China Mobile and China Telecom.

During this quarter we have obtained the Subtel licence to become a telecommunications operator of Lleida.net Chile subsidiary

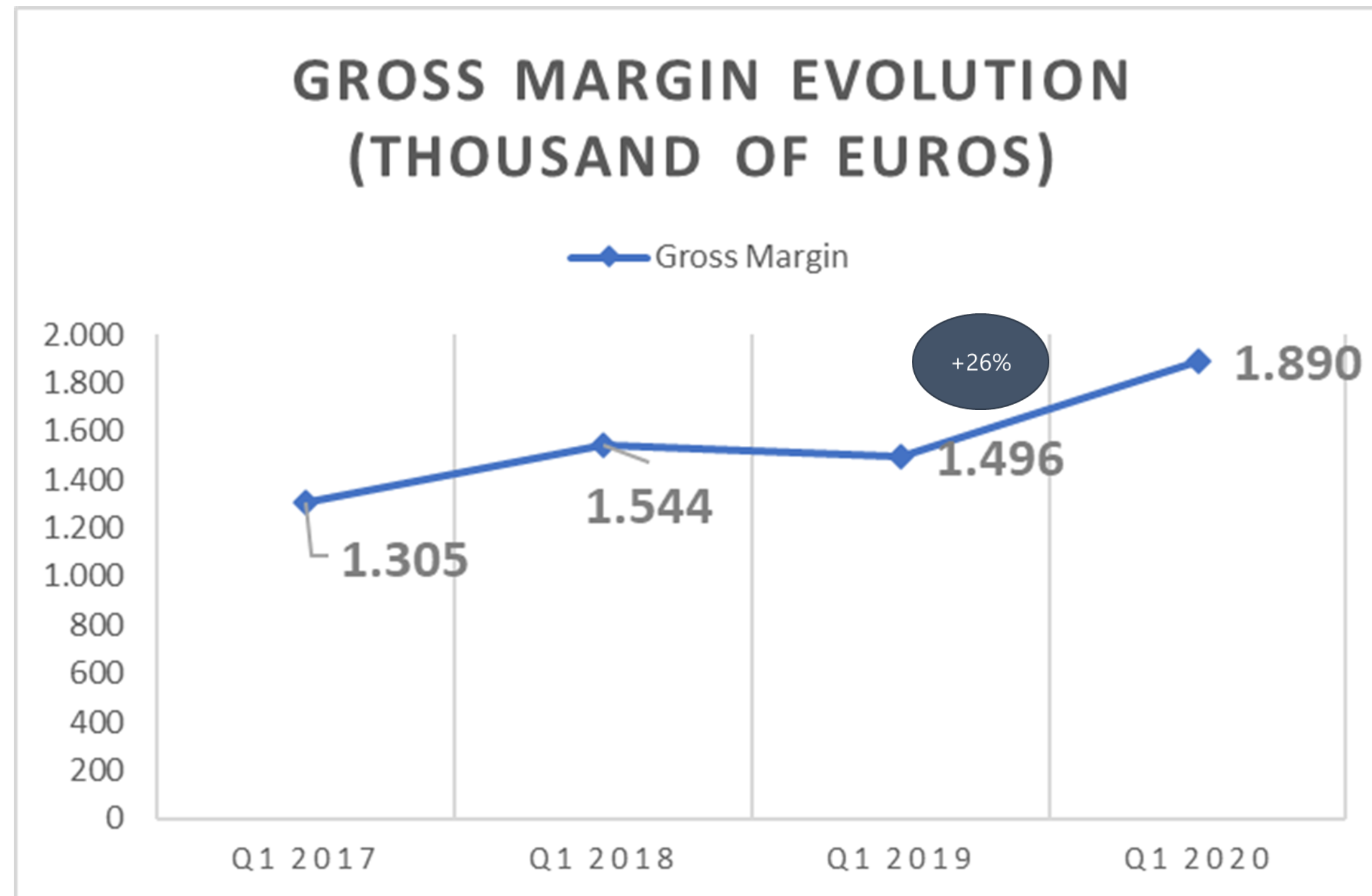
EVOLUTION OF SALES OF THE SMS BUSINESS LINE



Sales of SMS for commercial purposes are those with the least potential for Lleida.net product portfolio.

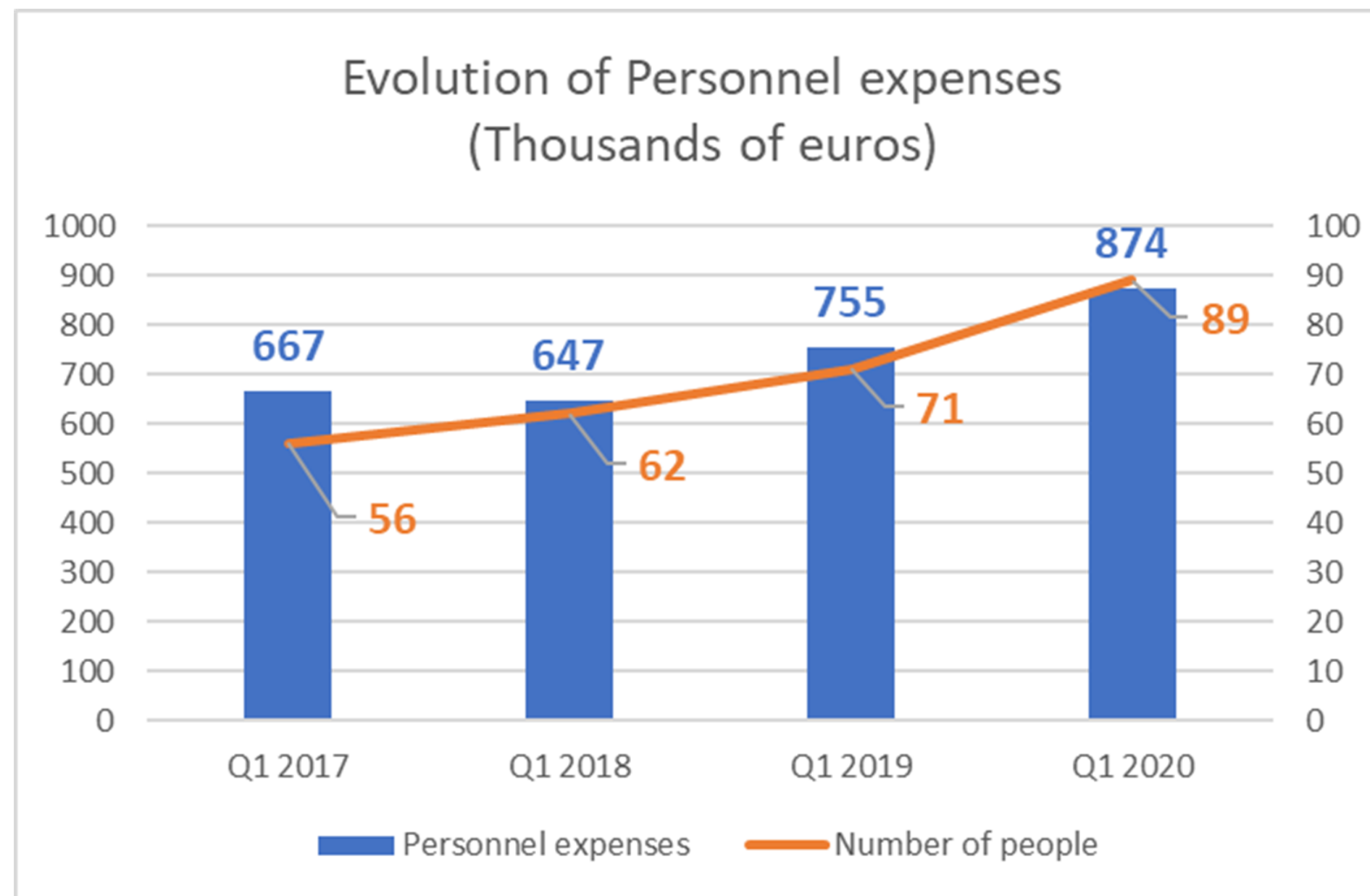
It is a simple SMS market for small volume clients. No increases are expected in this business line during 2020, only to maintain current sales volumes.

GROSS MARGIN EVOLUTION



Selling costs increase resulting from the increase in the relative weight of SMS wholesales. We have an increase in gross margin of 394 thousand euros, derived from the increase in sales. The margin ratio gross between sales stands at 47%.

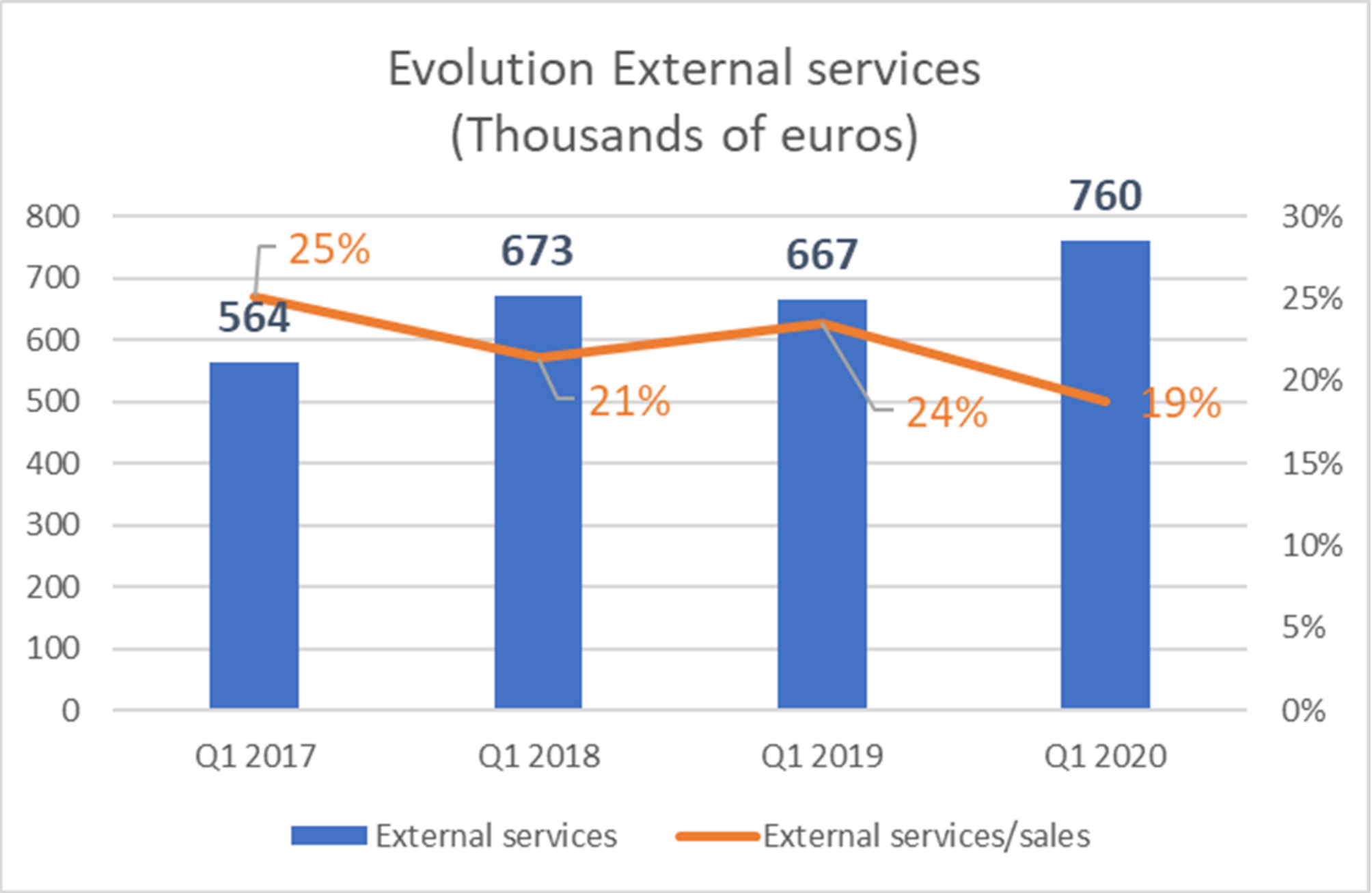
EVOLUTION OF PERSONNEL EXPENSES



Personal expenses stand at 119 thousand euros, an increase of 16% over the same quarter last year.

One of the cornerstones of Lleida.net is the constant incorporation of talent, necessary both in the development of new products, to attract new customers and to open new markets.

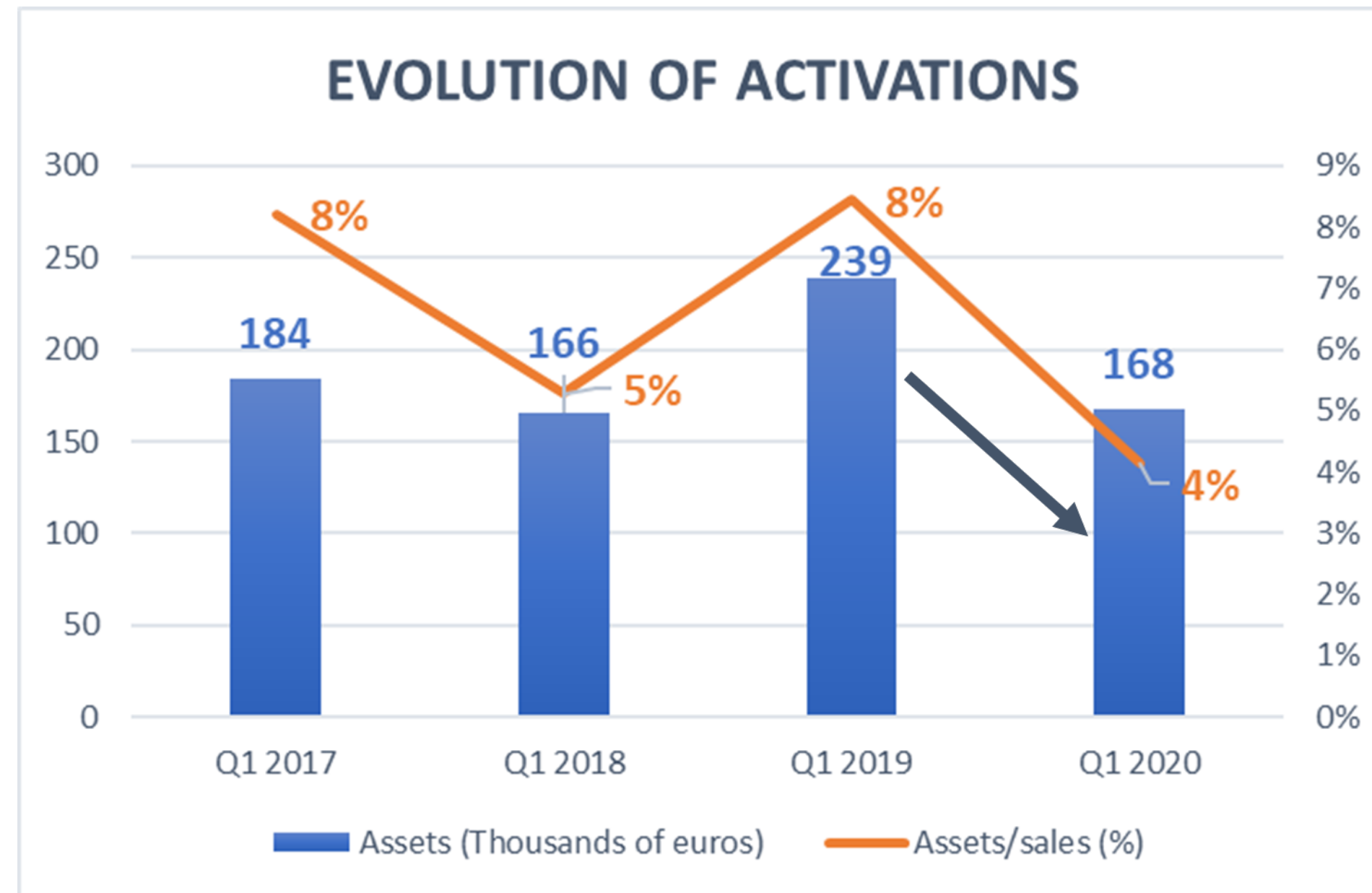
Lleida.net workforce has increased by 25% if we compare year-on-year data.



Increase directly related to the increase in staff as well as the increase in commercial activity and to our presence at more fairs and events.

Additionally, we continue to work with an outsourcing company in an R&D project.

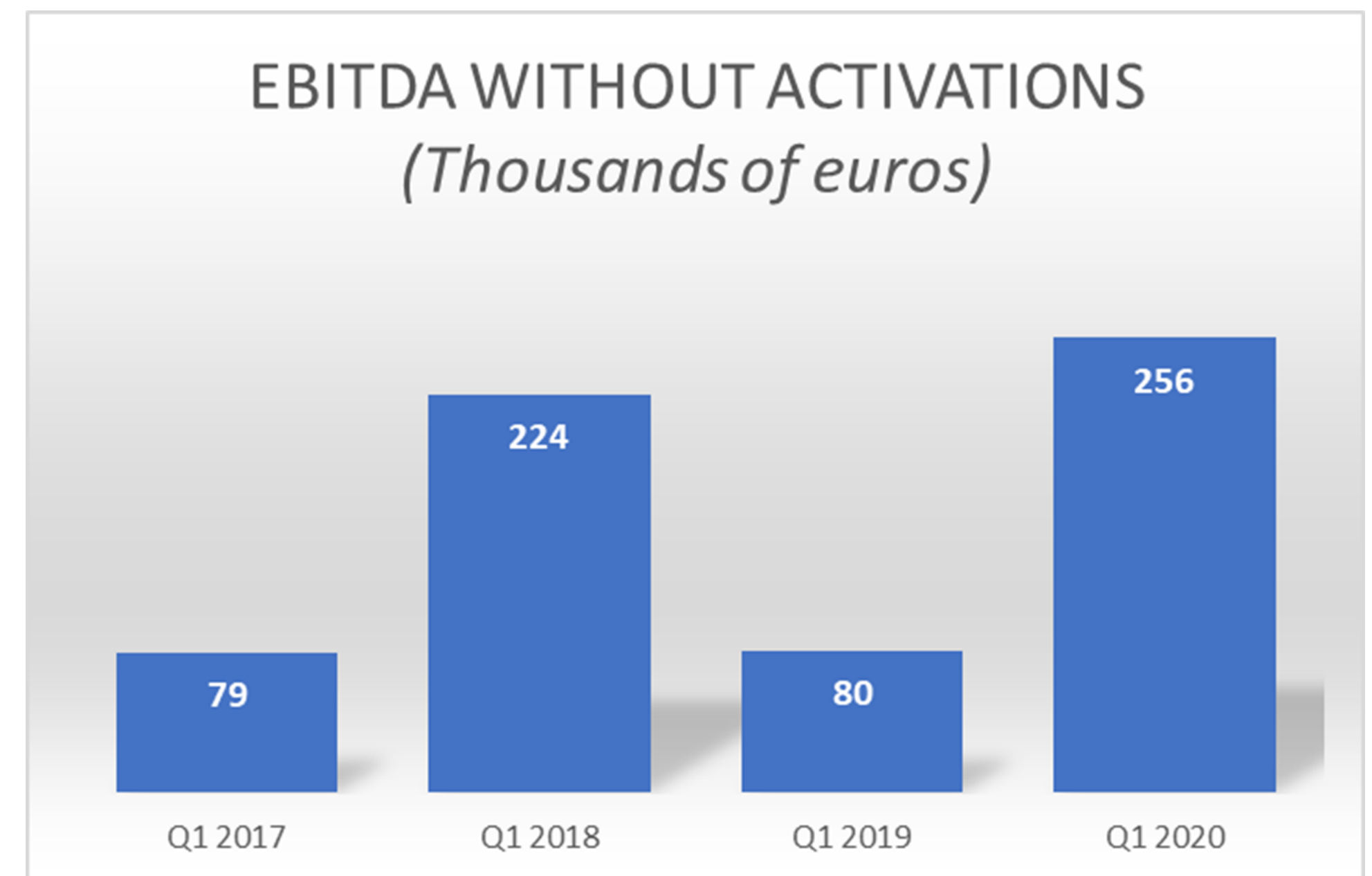
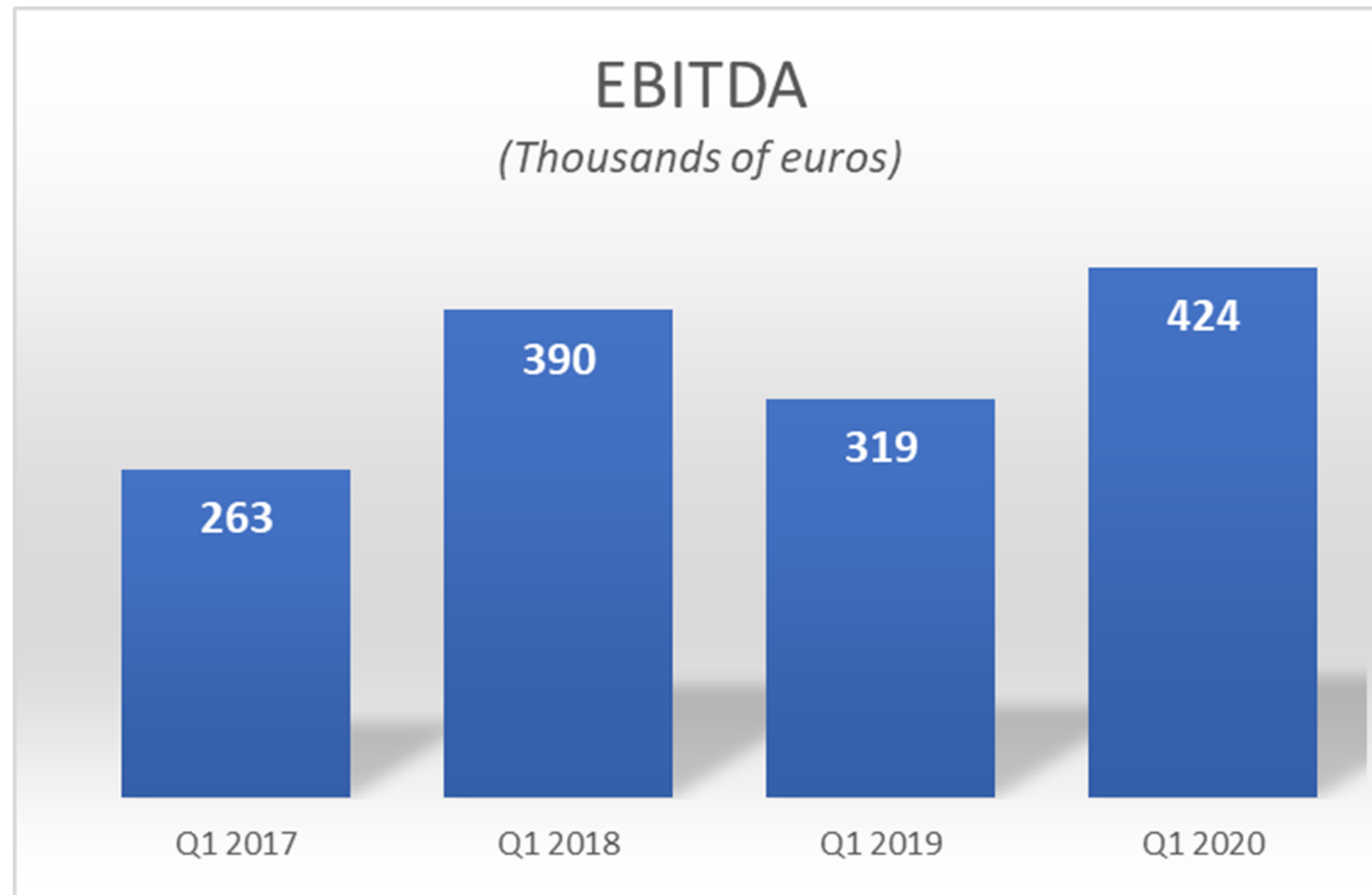
EVOLUTION OF ACTIVATIONS



It should be noted that the group, regardless of the change in accounting criteria, continues to carry out the same hard work in this area to continue developing products, mainly in the SaaS business line.

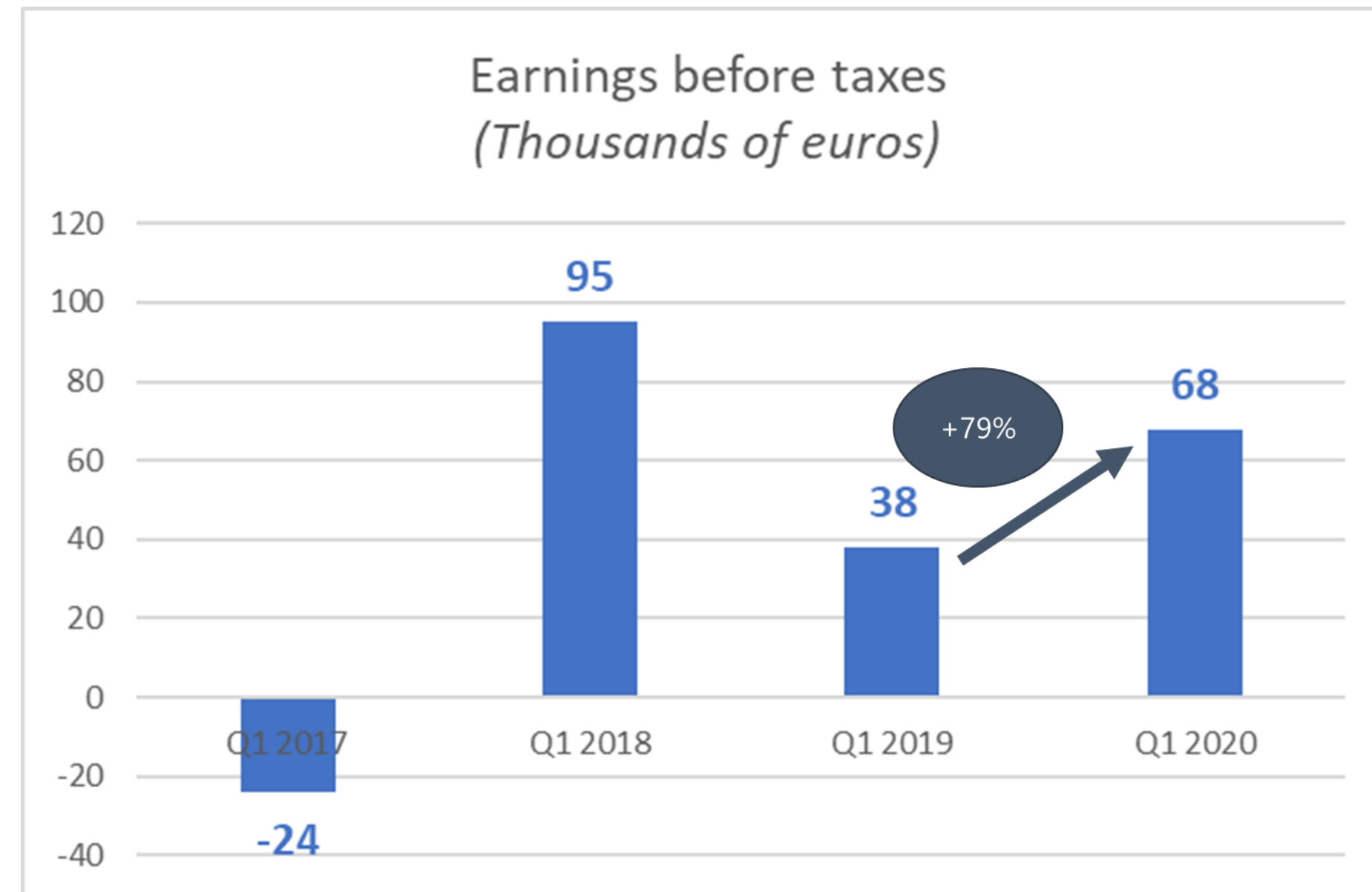
Innovation remains a cornerstone in the strategy of the company.

EBITDA AND EBITDA WITHOUT ACTIVATIONS



EBITDA Cash, i.e, EBITDA without activations, has trebled in relation to the result of 1Q 2019, and accounts for 6% of sales

Earnings before taxes

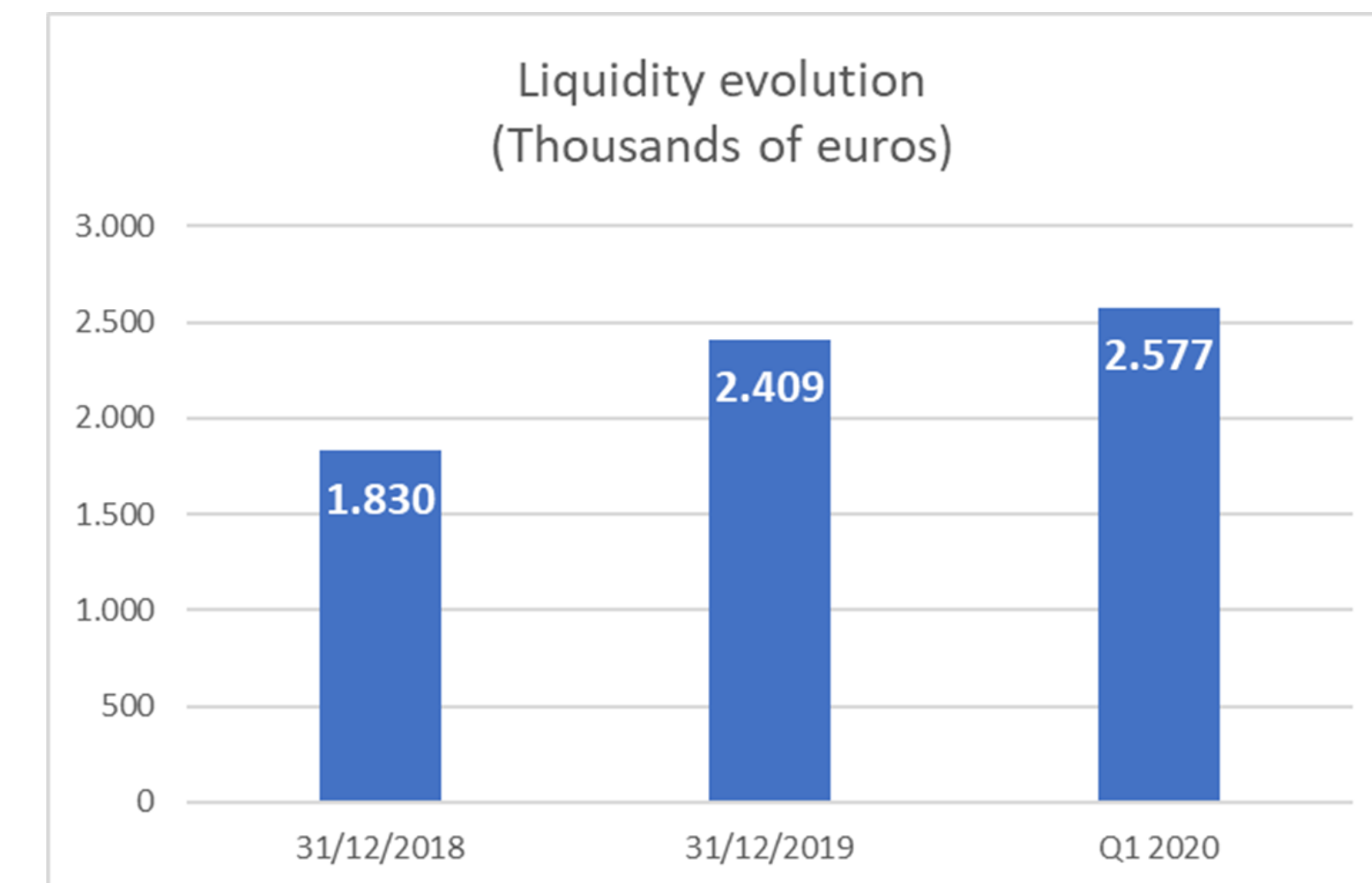
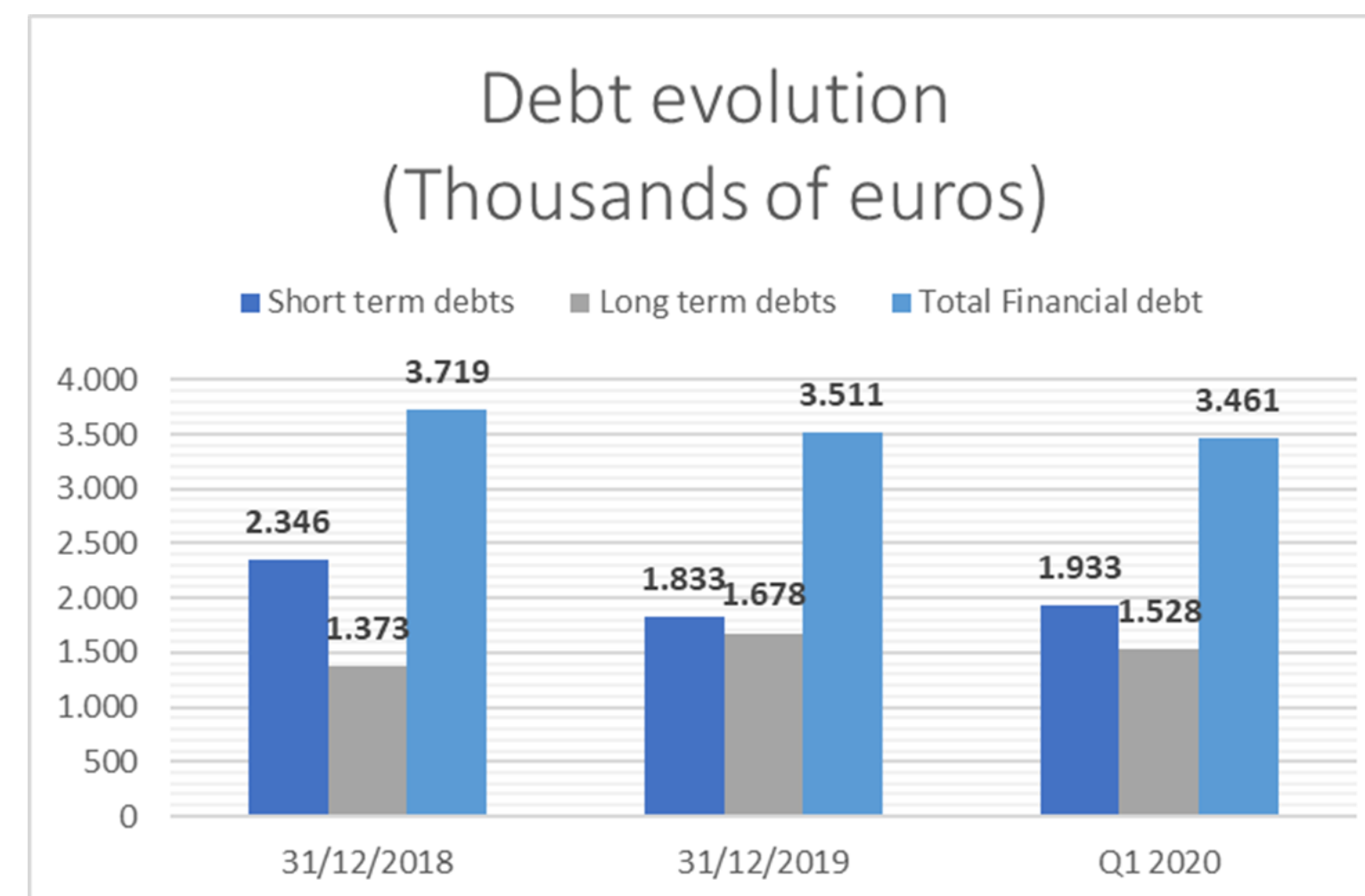
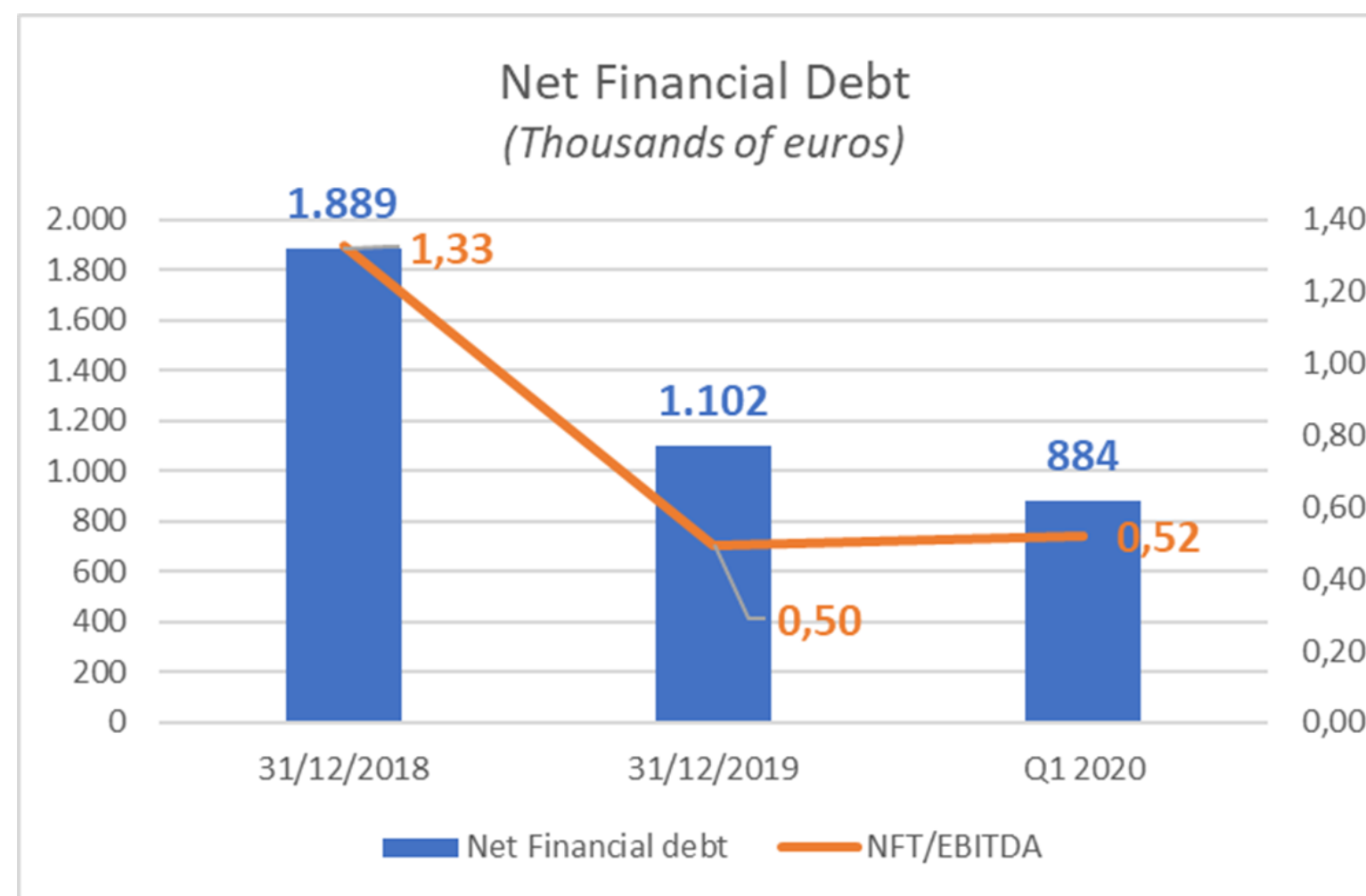


The quarterly result of 2020 is positive at 68 thousand euros, despite the losses that have led to the differential in the exchange rate of the Colombian peso. The depreciation of 22% during the quarter represents a loss of 49 thousand euros.

NET FINANCIAL DEBT

				Difference 2019-Q1 2020	
Thousands of euros	2.018	2.019	Q1 2020	Thousands of euros	Percentage
Short term debts	2.346	1.833	1.933	100	5%
Long term debts	1.373	1.678	1.528	(150)	(10%)
Total Financial debt	3.719	3.511	3.461	(50)	(1%)
Available	1.830	2.409	2.577	168	7%
NFD	1.889	1.102	884	(218)	(25%)

The net financial debt continues to decrease to 884 thousand euros, which corresponds to 0.52 times the EBITDA of the annualized first quarter.





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