



Lleida.net

La Primera Operadora Certificadora

ES <https://investors.lleida.net/docs/es/20201130 HRelev.pdf>

FR <https://investors.lleida.net/docs/fr/20201130 HRelev.pdf>

ZH <https://investors.lleida.net/docs/zh/20201130 HRelev.pdf>

Madrid, 30 November 2020

Other relevant information

LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.

Lleida.net participates in the GENEVA MIDCAP EVENT 2020.

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 3/2020 of BME MTF Equity on information to be provided by Growing Companies, we are hereby informing you of the following information relating to LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.: (hereinafter Lleida.net, or the Company or the Company) brings to your attention the following information that has been prepared under the exclusive responsibility of the issuer and its administrators:

On the occasion of the company's participation in the GENEVA MIDCAP EVENT 2020 virtual Forum in Geneva, Switzerland, we attach the corporate presentation that will be presented in the forum December 1 and 2 under the title "GENEVA PRESENTATION, 3Q AND ACCUMULATED 2020 & LLEIDA.NET SaaS POST COVID FORECAST".

We remain at your disposal for any clarifications you may require.

Sincerely,

Francisco Sapena, CEO and Chairman of Board of Directors



Lleida.net

GENEVA PRESENTATION

3Q 2020 AND ACCUMULATED
AS OF 30 SEPTEMBER 2020

&

Lleida.net SaaS Post Covid
Forecast



MAIN MILESTONES

- ✓ Accumulative-annual growth of 24% of sales, 42% in the SaaS business line and 26% in Wholesale.
- ✓ Quarterly growth of the SaaS line 62%.
- ✓ New international contracts in the SaaS business line will generate new revenue in 2021: Agreement with NOS to commercialize services in the Portuguese market, Randstad Portugal, Superintendencia de Mercado del Peru, renewal of 472 Colombian national postal company, Malawi Post, but also national ones such as the contract with Indra and SegurCaixa Adeslas.
- ✓ New patents granted in Spain, Europe, Israel and the US, increasing moats.
- ✓ EBITDA increase by 32% and EBITDA Cash by 95%, with a quarterly increase of 40% and 73% respectively.
- ✓ Accumulative-annual profit before tax positive at 839 thousand euros, an increase of over 23% over that of same period of 2019.
- ✓ Second quarter where the company's Cash exceeds financial debt.
- ✓ Increase in operating income of 60% compared to 3Q19 and 90% compared to the accumulated between 2019 and 2020.
- ✓ Become listed at OTCQX in New York

FORECAST OF THE INCOME STATEMENT

Figures estimated in thousands of
euros Consolidated

	Q3 2019	Q3 2020	Var. €	Var.%	Acc 30/09/2019	Acc 30/09/2020	Var. €	Var.%
Sales	3,382	3,910	528	16%	9,437	11,729	2.292	24%
Sales costs	(1,675)	(1,861)	(186)	11%	(4,477)	(5,897)	(1,420)	32%
Gross Margin	1,707	2,049	342	20%	4,960	5,832	872	18%
% Margin out of sales	50%	52%			53%	50%		
Staff expenses	(952)	(903)	49	-5%	(2,423)	(2,653)	(230)	9%
External services	(345)	(437)	(92)	27%	(1,799)	(1,741)	(58)	-3%
Other incomes	1	160	159	15900%	6	160	154	2567%
Activations	219	174	(45)	-21%	730	505	(225)	-31%
EBITDA	629	883	254	40%	1,468	1,943	475	32%
Depreciation	(283)	(298)	(15)	5%	(852)	(883)	(31)	4%
Other results	0	(31)	(31)	-	0	(41)	(41)	-
Total operation costs	346	554	208	60%	622	1.179	557	90%
Net Financial Debt	80	(17)	(97)	-121%	40	(51)	(91)	-228%
Impairment and earnings for disposal					0	(144)	(144)	0%
Exchange Rate Differences	27	(55)	(82)	-	22	(145)	(167)	759%
Earnings before Tax	453	482	29	6%	684	839	155	23%

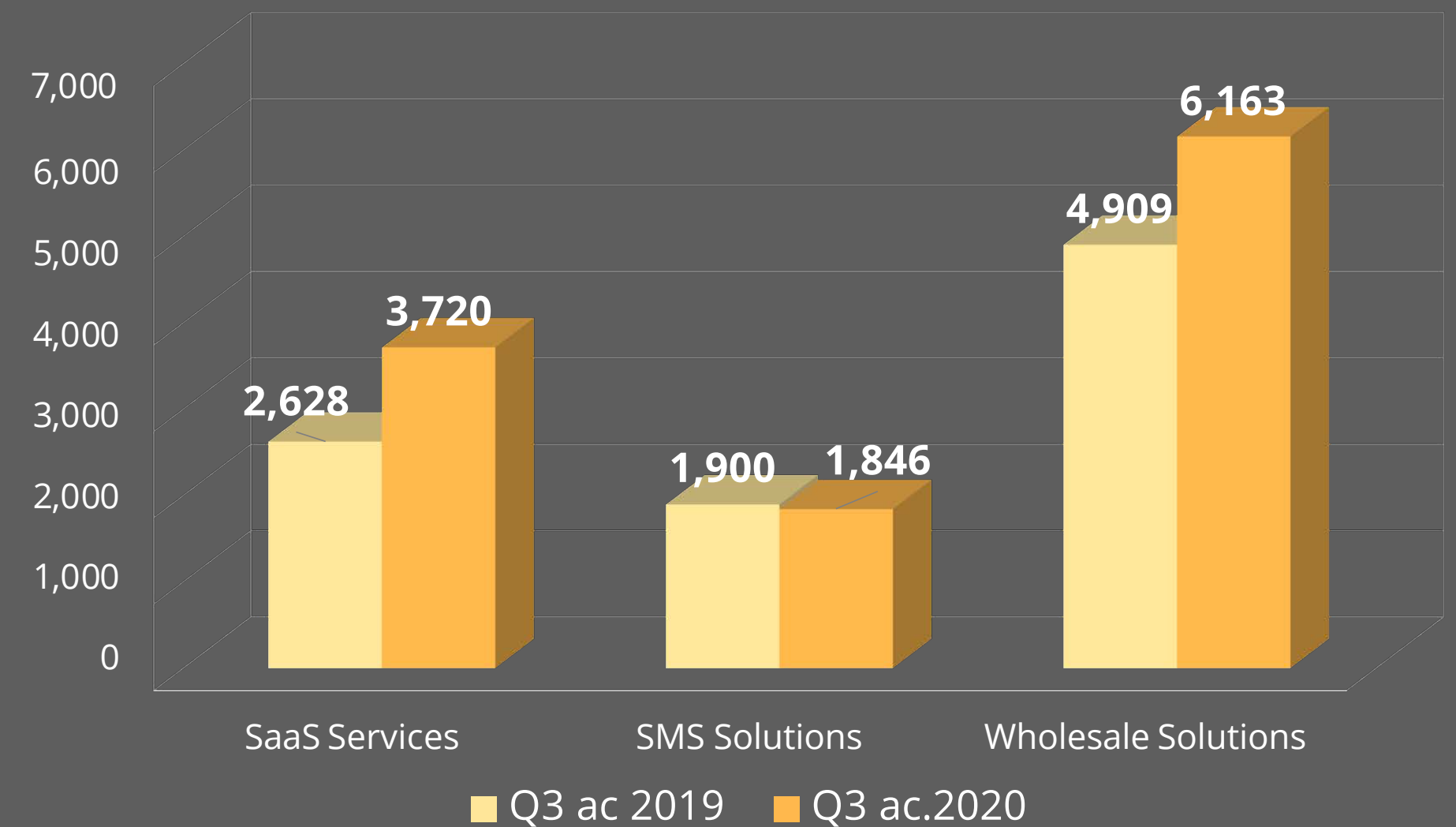
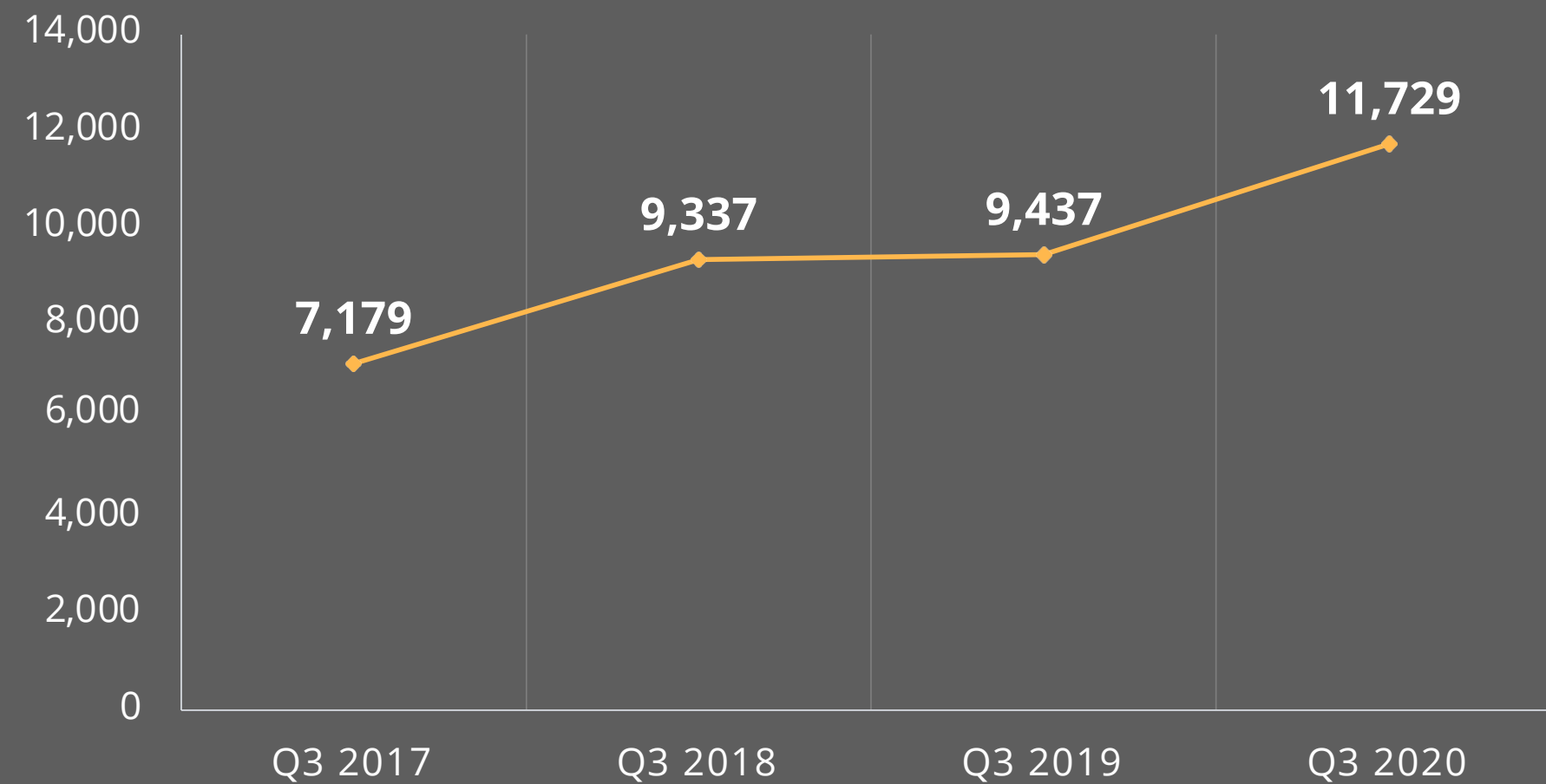
FORECAST SALES BY BUSINESS LINE IN THOUSAND EUROS

Estimated consolidated sales per business line Thousand euros	3Q 2019	3Q 2020	Var. €	Var. %	Acc. 30/09/2019	Acc. 30/09/2020	Var. €	Var. %
SaaS services	854	1,380	526	62%	2,628	3,720	1,092	42%
SMS solutions	592	618	26	4%	1,900	1,846	-54	-3%
ICX WHOLESALE solutions	1,935	1,912	-23	-1%	4,909	6,163	1,254	26%
Total	3,381	3,910	529	16%	9,437	11,729	2,292	24%

24% INCREASE IN SALES IN 2020

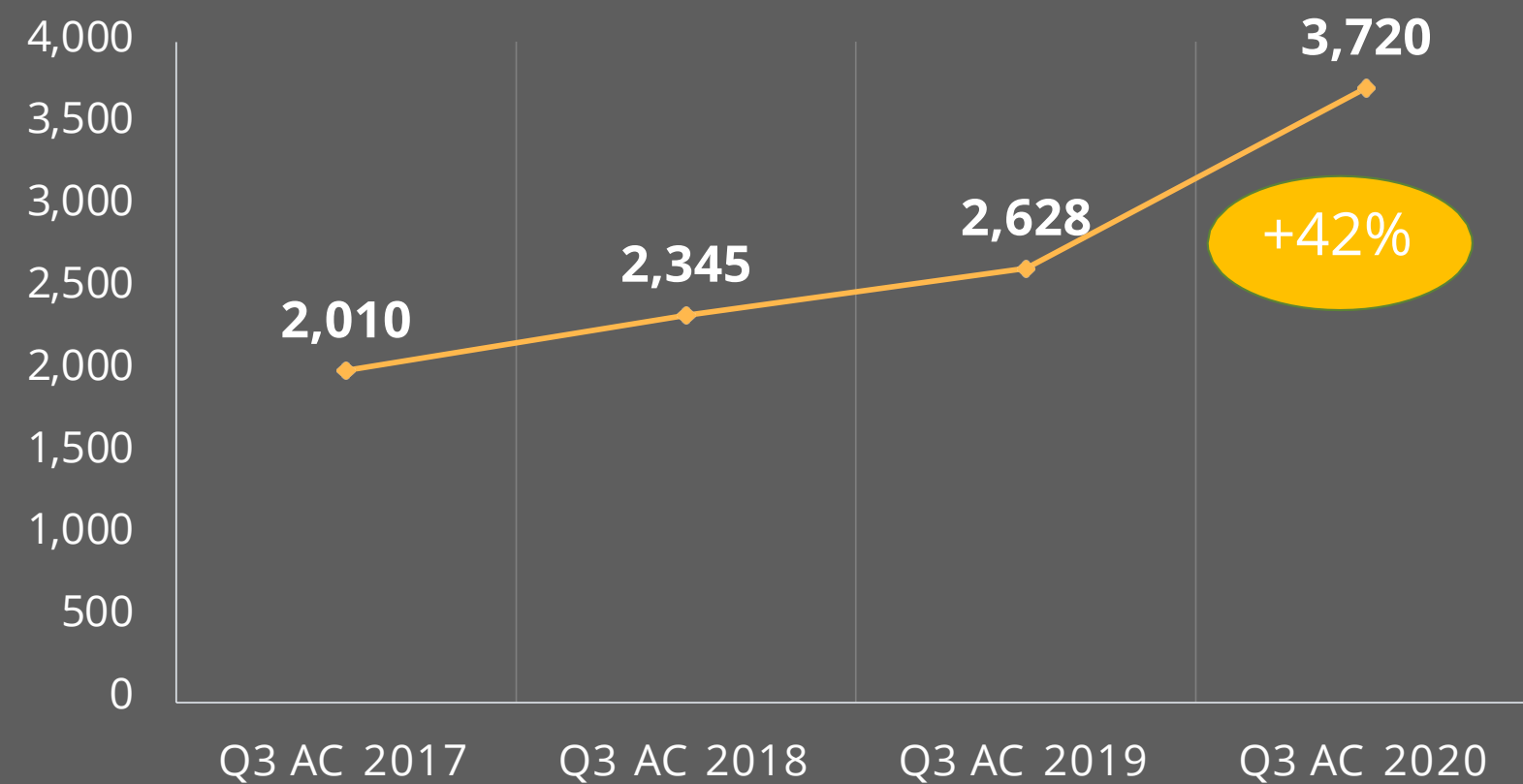
UP TO 11.8 MILLION EUROS

ACCUMULATIVE SALES
(THOUSANDS OF EUROS)



EVOLUTION OF SaaS BUSINESS LINE SALES

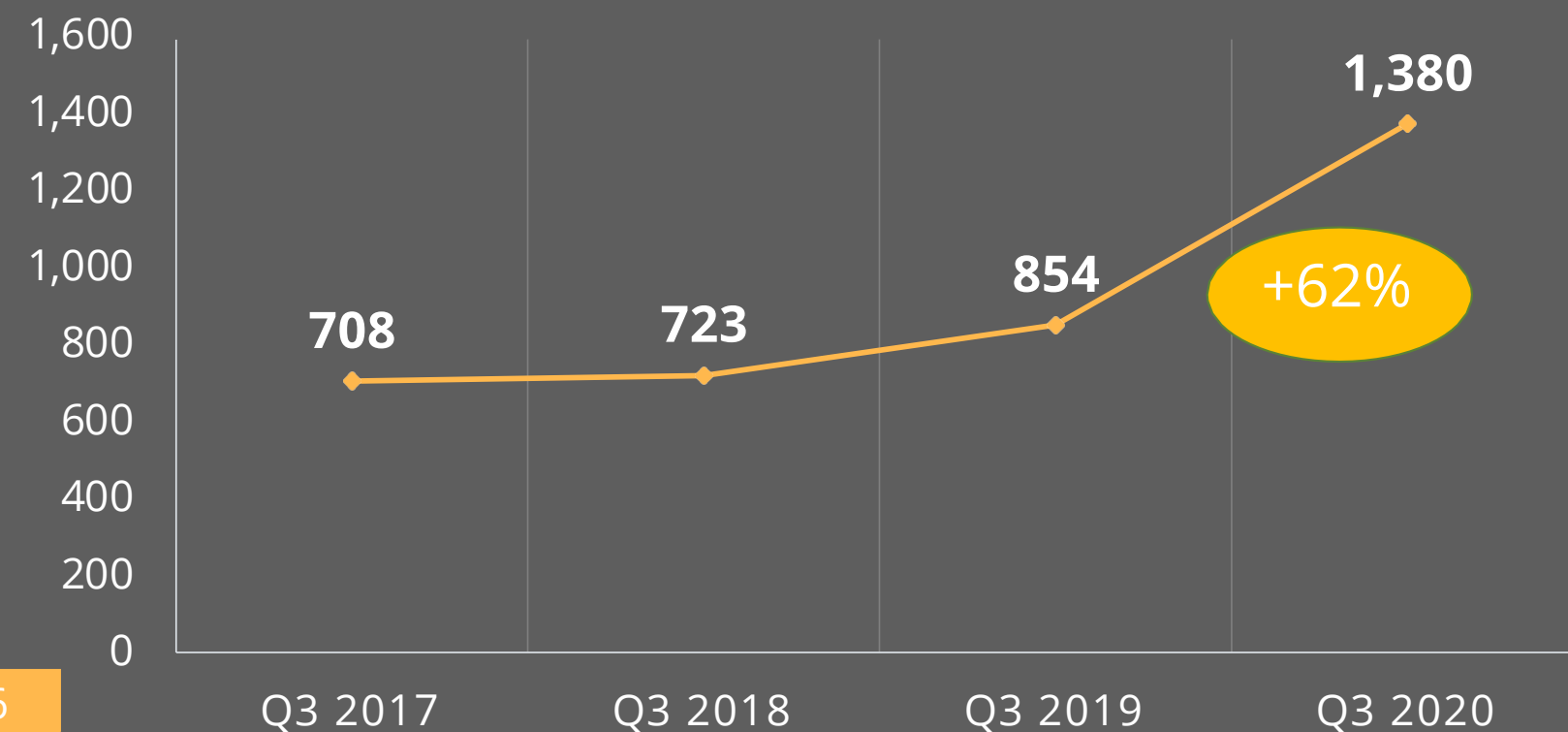
ACCUMULATED SAAS SALES
(Thousands of euros)



SaaS sales increase by 62% quarterly, derived from:

- The traffic created as a result of COVID-19 derived from the needs created by teleworking is maintained.
- Claim products and standard products rises.
- A large part of the contracts signed at the end of 2019 and 1Q 2020 have been implemented

QUARTERLY SAAS SALES
(Thousands of euros)

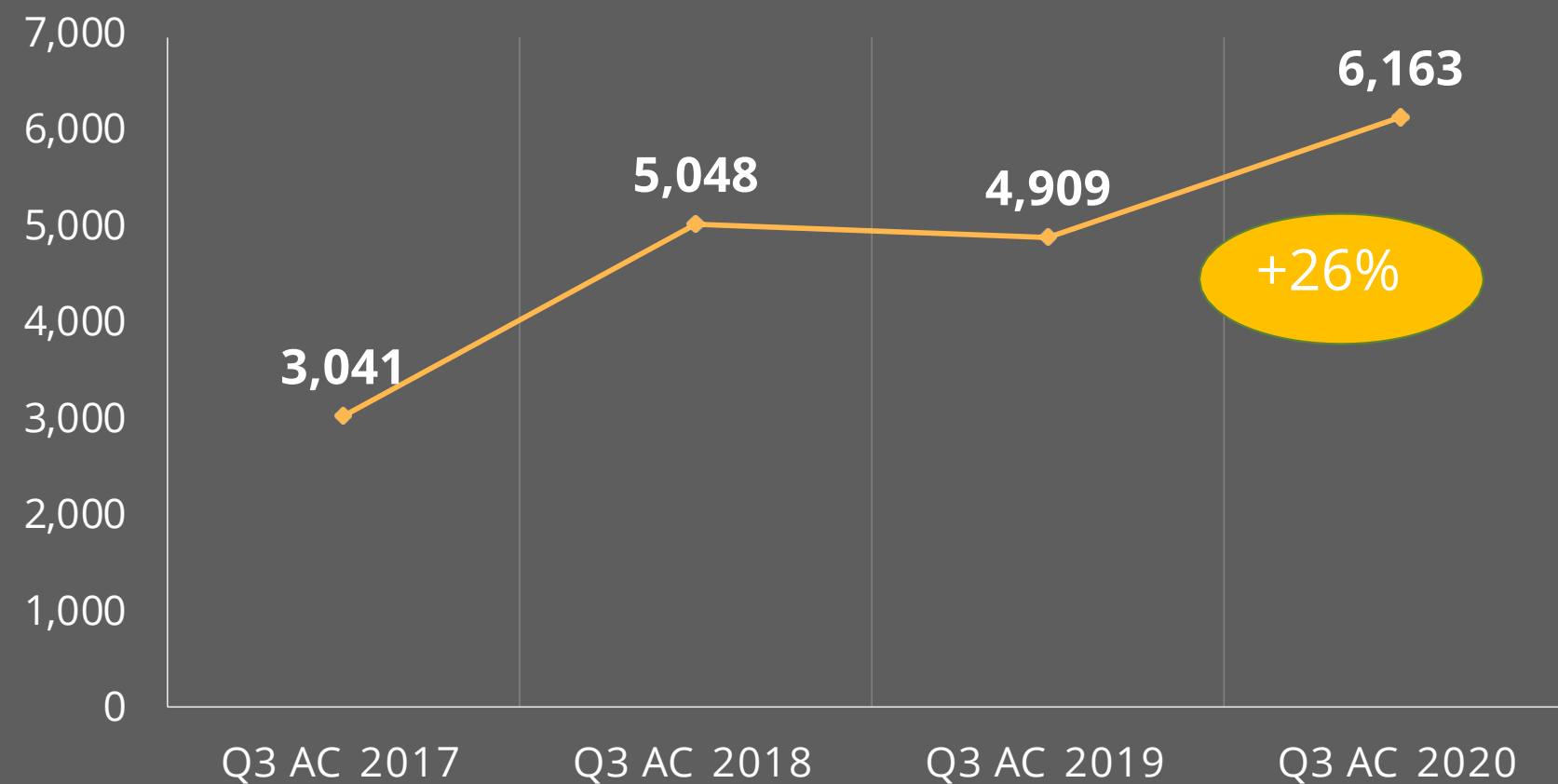


EVOLUTION OF SMS WHOLESALE BUSINESS LINE

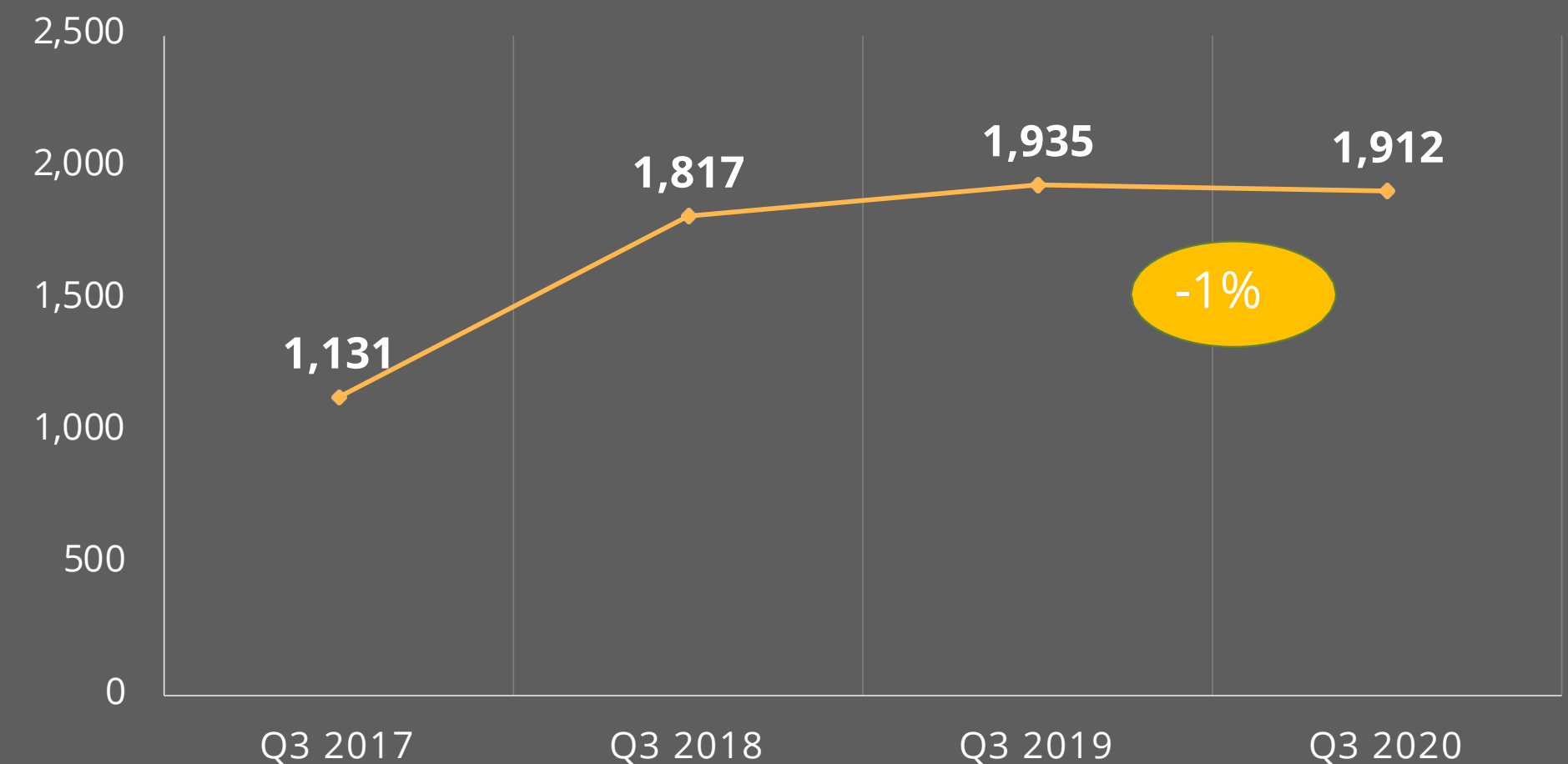
The accumulated growth of Wholesale sales continues to grow **at double digit, up to 26%**, although we have seen that in the third quarter sales have remain stabled, compared to 3Q 2019.

During this quarter, hospitality SMS traffic has disappeared, (airline tickets, car rentals, taxis, vacation home rentals...) due to the travel restrictions caused by COVID-19 crisis, but **it has been replaced by labour, health and transactional traffic**.

ACCUMULATIVE SMS WHOLESALE SALES
(Thousands of euros)



QUARTERLY SMS WHOLESALE SALES
(THOUSANDS OF EUROS)



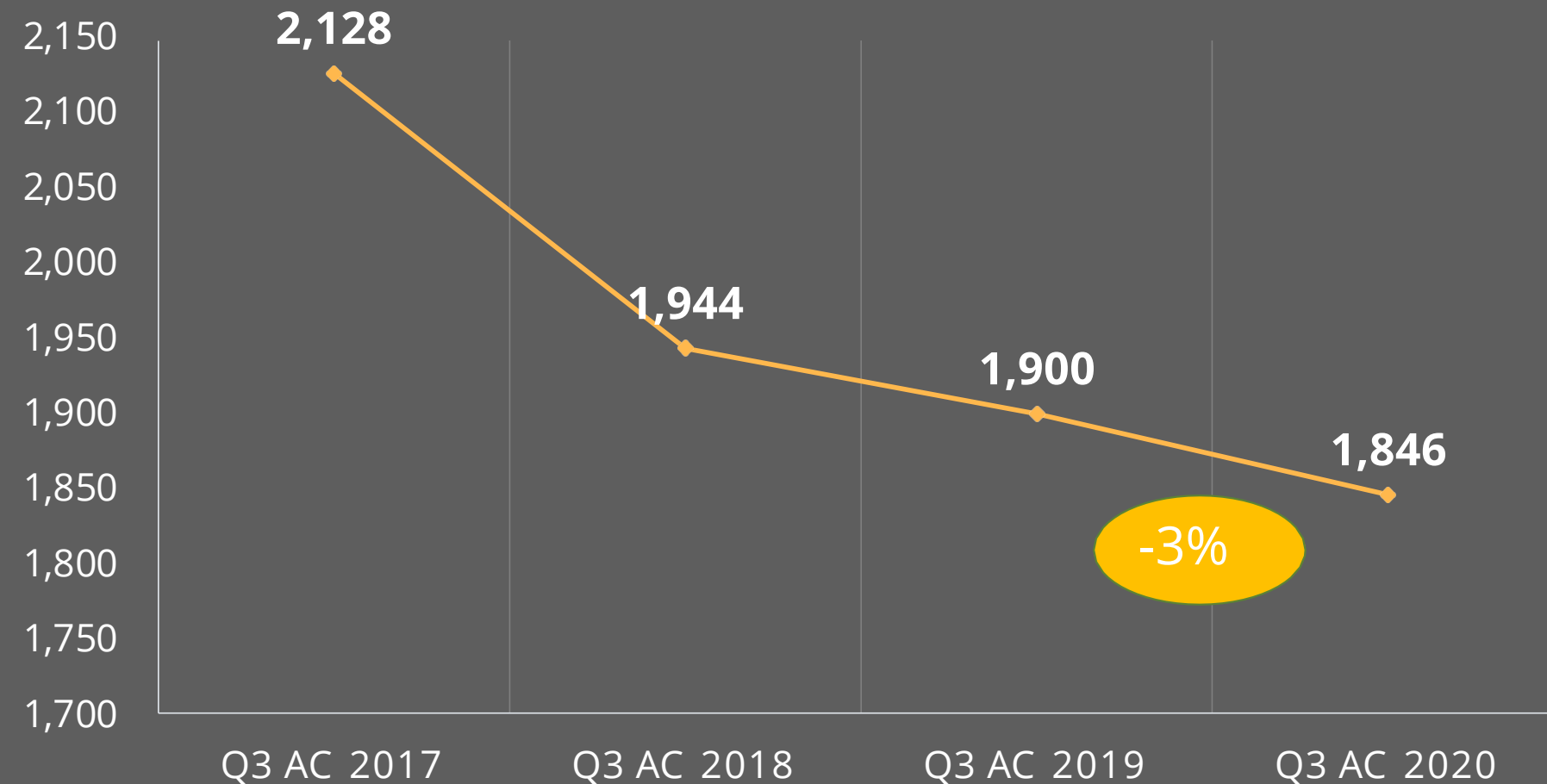
EVOLUTION OF SALES OF THE SMS BUSINESS LINE

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

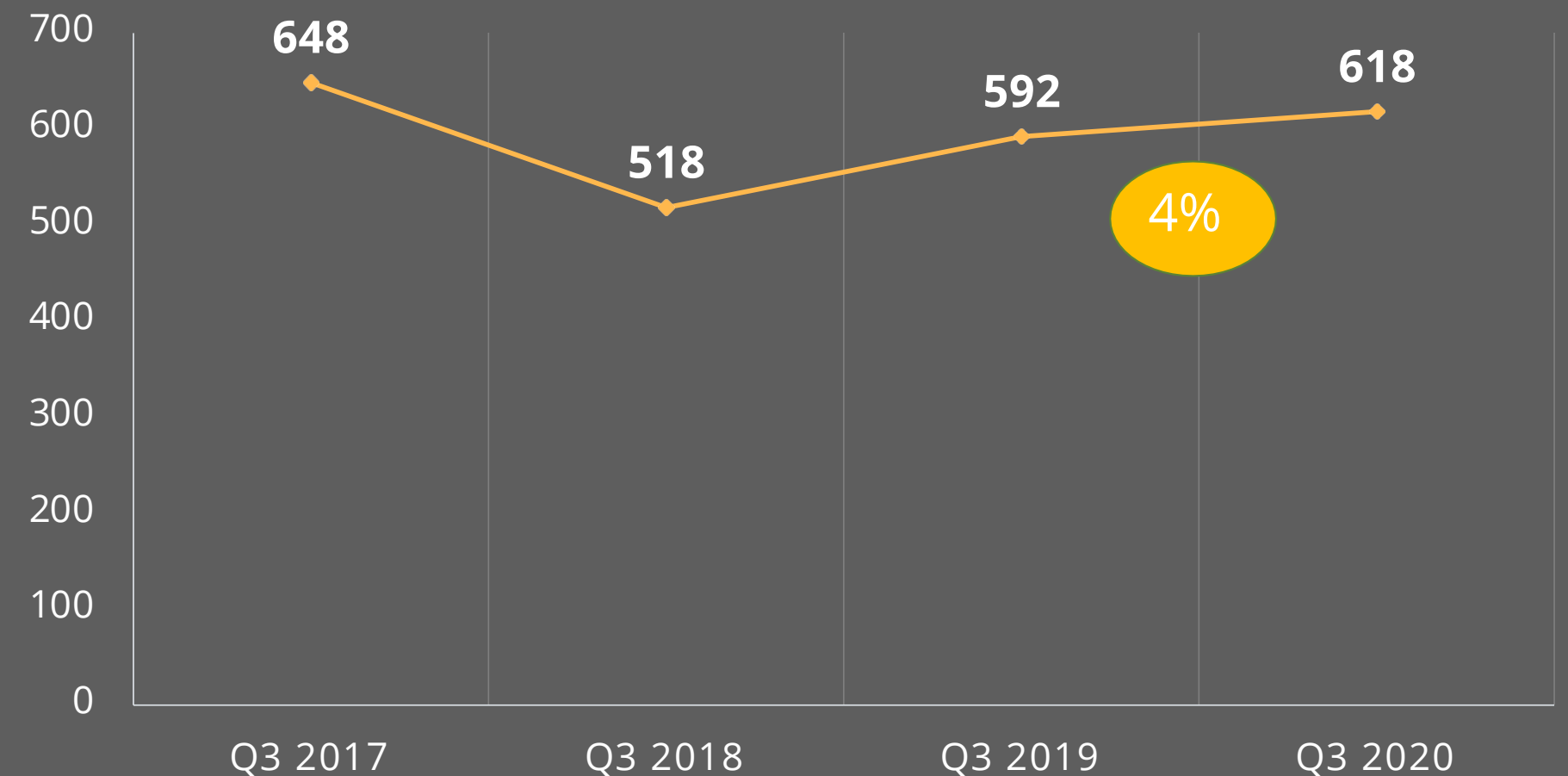
It is a straightforward SMS market for small volume clients.

No increases are expected in this business line during 2020, only to hold current sales volumes.

ACCUMULATIVE SMS SALES
(THOUSANDS OF EUROS)



QUARTERLY SMS WHOLESALE SALES
(THOUSANDS OF EUROS)



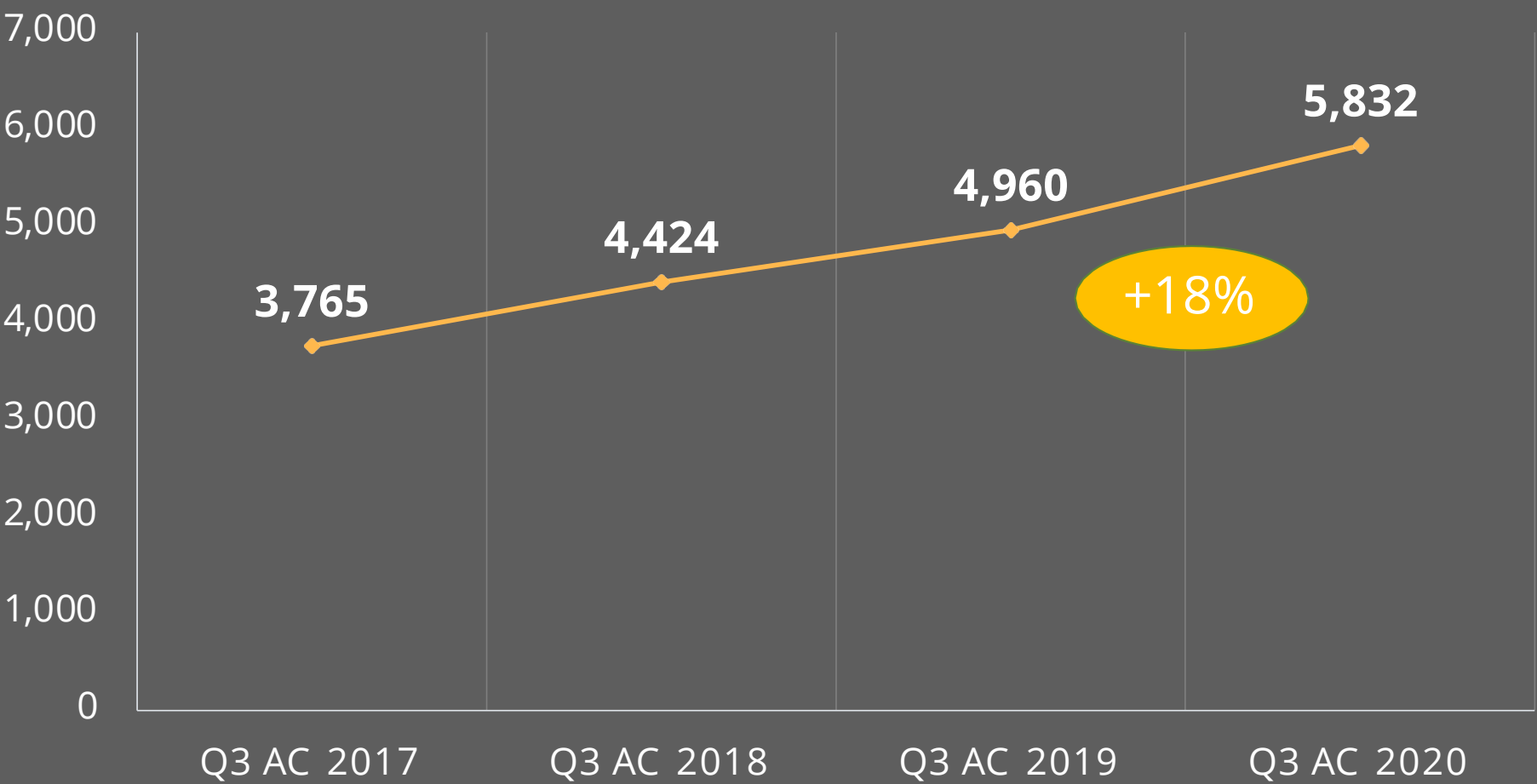
GROSS MARGIN

EVOLUTION

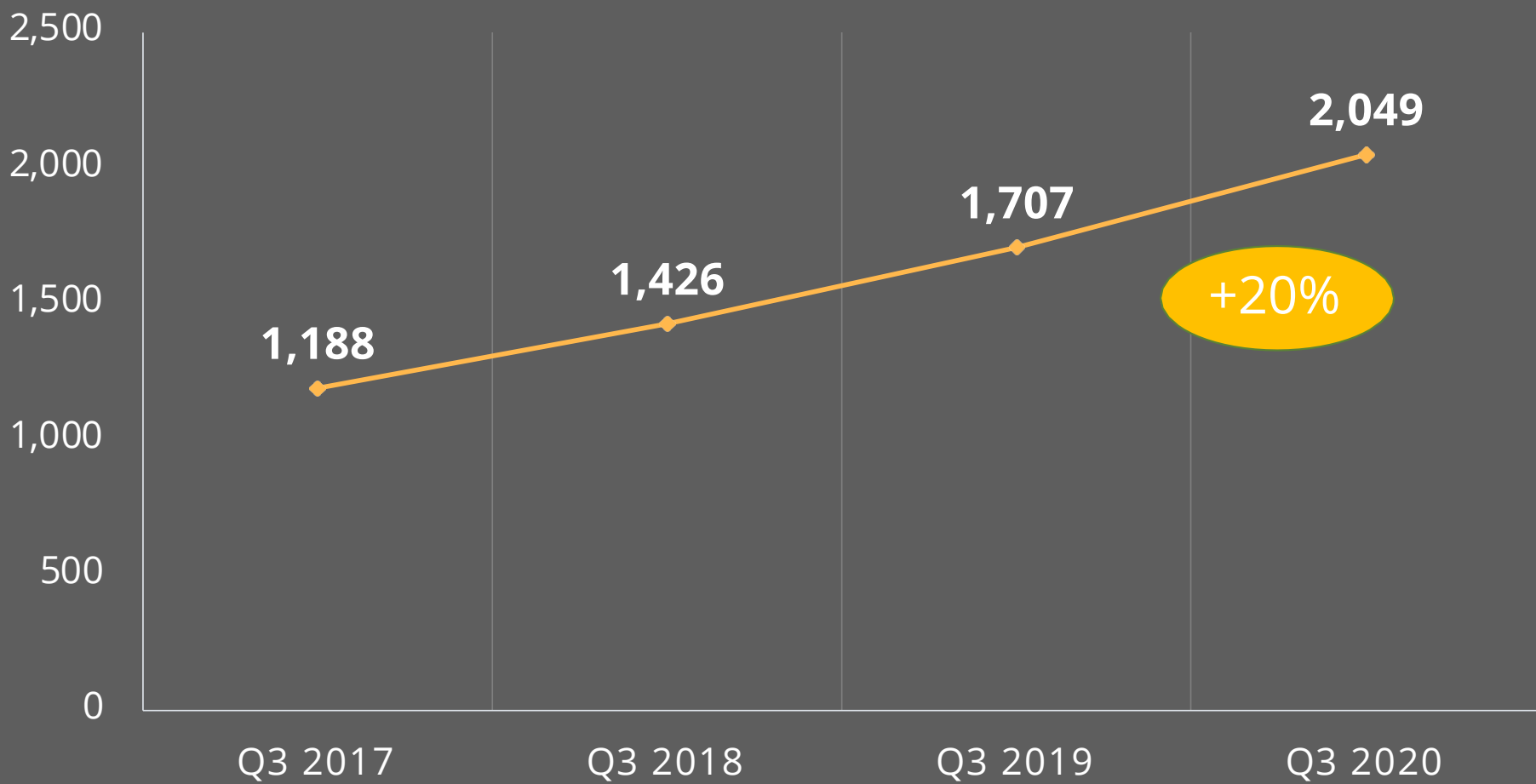
We have an **accumulated gross margin increase of 872 thousand euros**, derived from the increase in sales.

The mark up between sales stands at **acumulated 50% and quarterly 52%** an increase of two percentage points over the same quarter of 2019

ACCUMULATIVE GROSS MARGIN
(THOUSANDS OF EUROS)



QUARTERLY GROSS MARGIN
(THOUSANDS OF EUROS)



EVOLUTION OF PERSONNEL EXPENSES

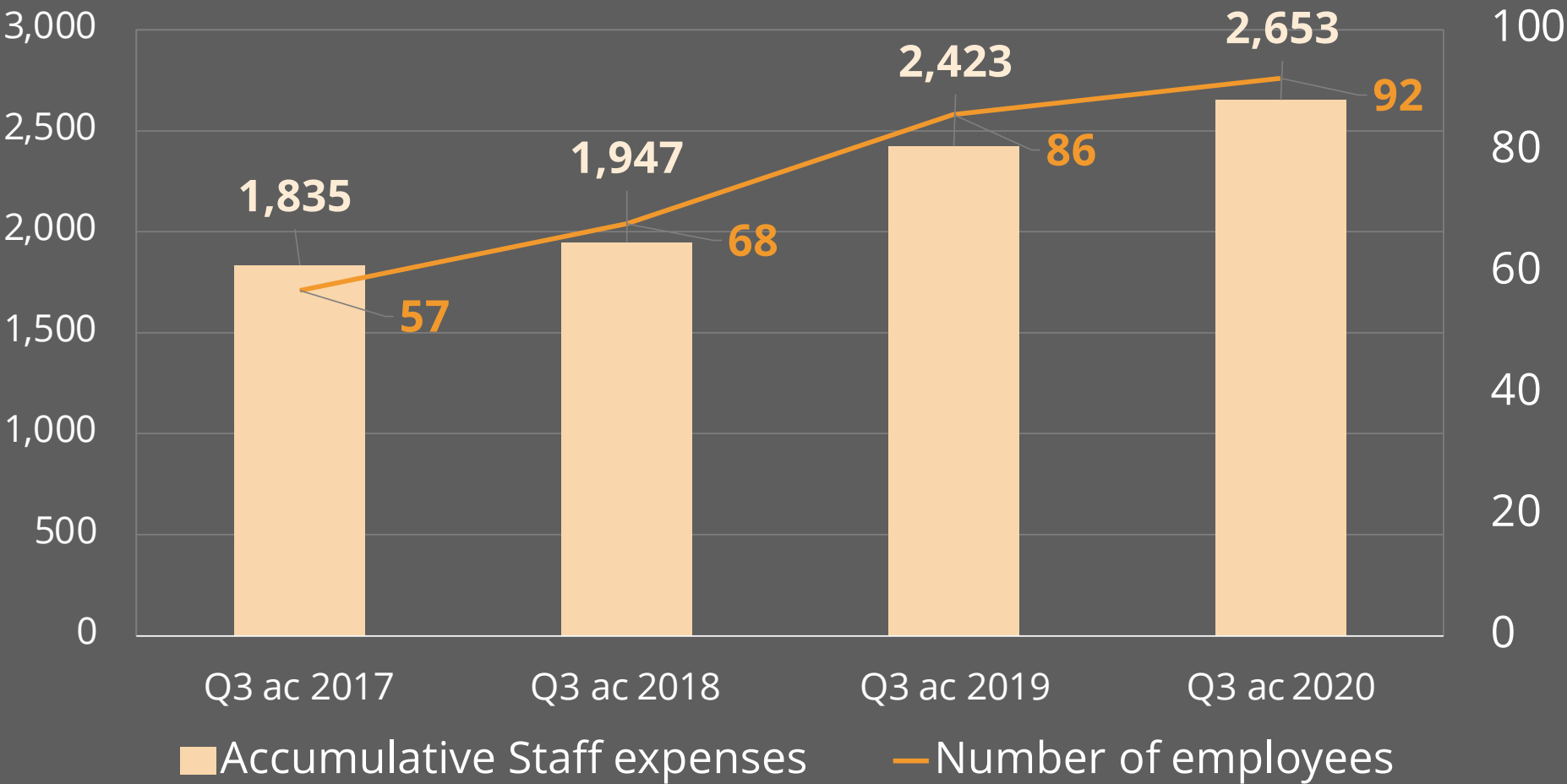
Personal expenses stand at 230 thousand euros, an increase of 9% compared to 2019 accumulated data.

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.

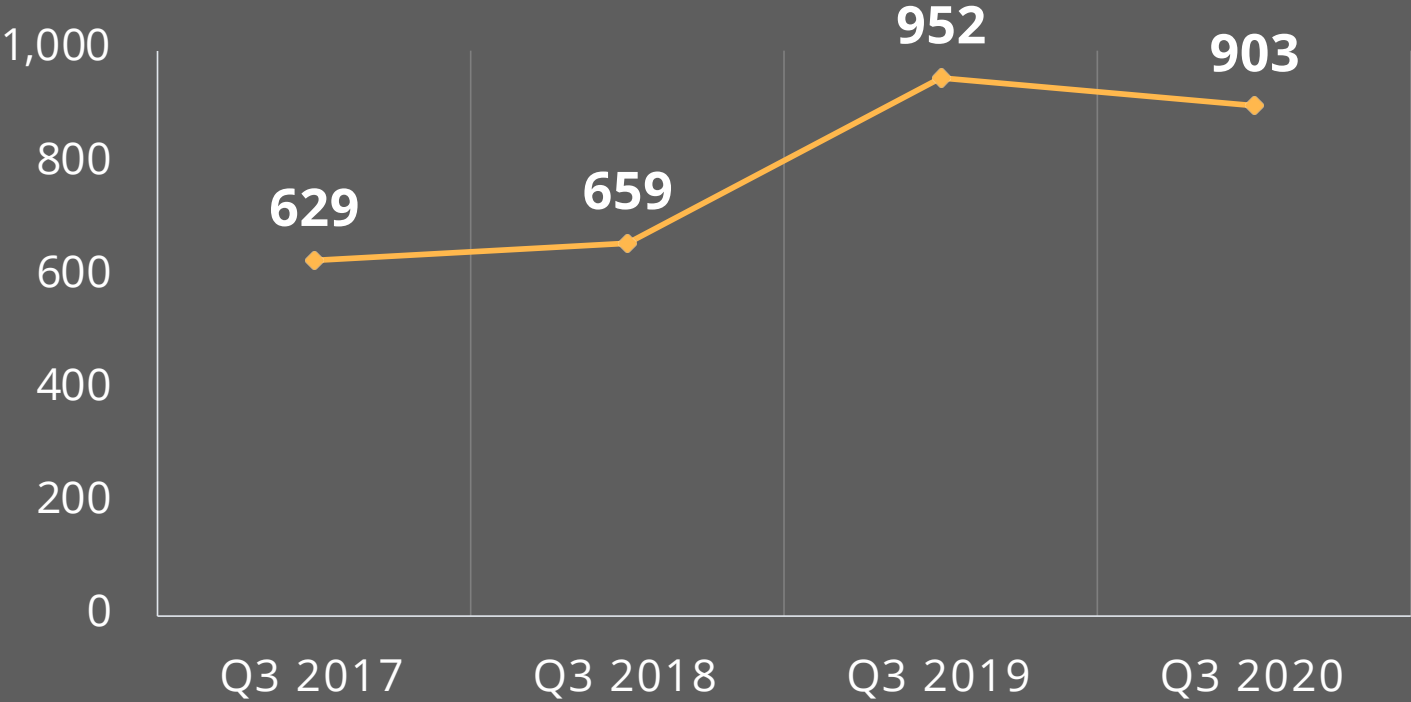
Lleida.net workforce has increased by 7% if we compare year-on-year data.

New recruits have been aimed at strengthening the technical and project department both locally and internationally.

EVOLUTION OF PERSONNEL EXPENSES
(Thousands of euros)



QUARTERLY STAFF EXPENSES
(Thousands of euros)



EVOLUTION OF EXTERNAL SERVICES EXPENSES

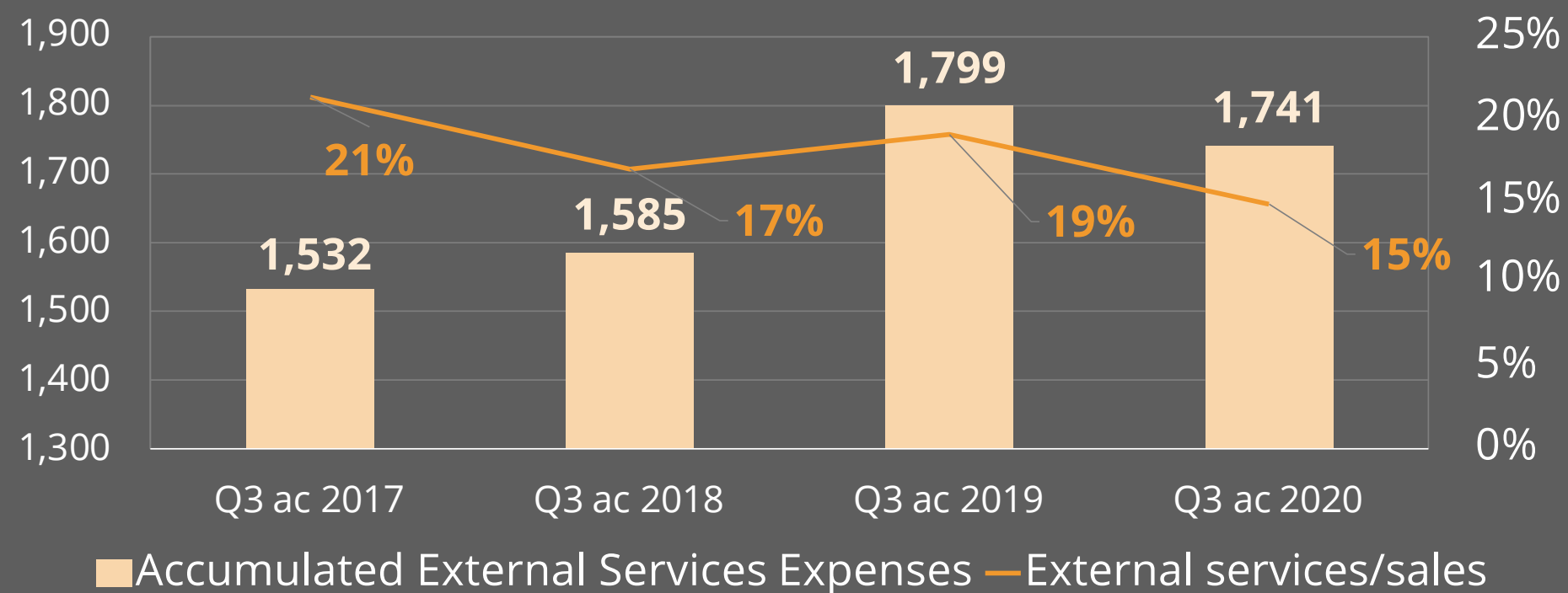
The decrease in expenses for external services in accumulated figures is explained by the freeze of all business travel in the second quarter of the year.

In the third quarter, **we have a gradual return to normal**, with virtual events, and the recovery of international travel.

The increase lies in the investments that are being revived for the international expansion that came to a halt during the lockdown

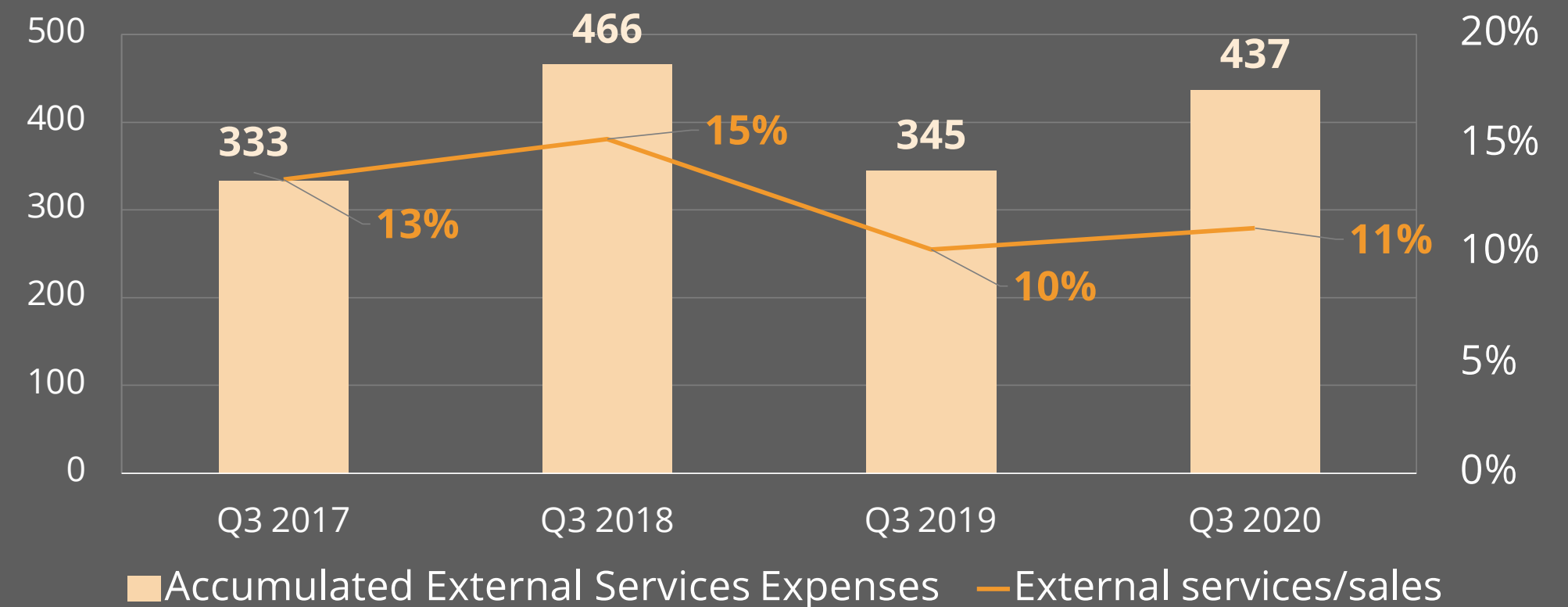
EVOLUTION OF ACCUMULATED EXTERNAL SERVICES EXPENSES

(Thousands of euros)



EVOLUTION OF ACCUMULATED QUARTERLY EXPENSES

(Thousands of euros)



EVOLUTION OF ACTIVATIONS

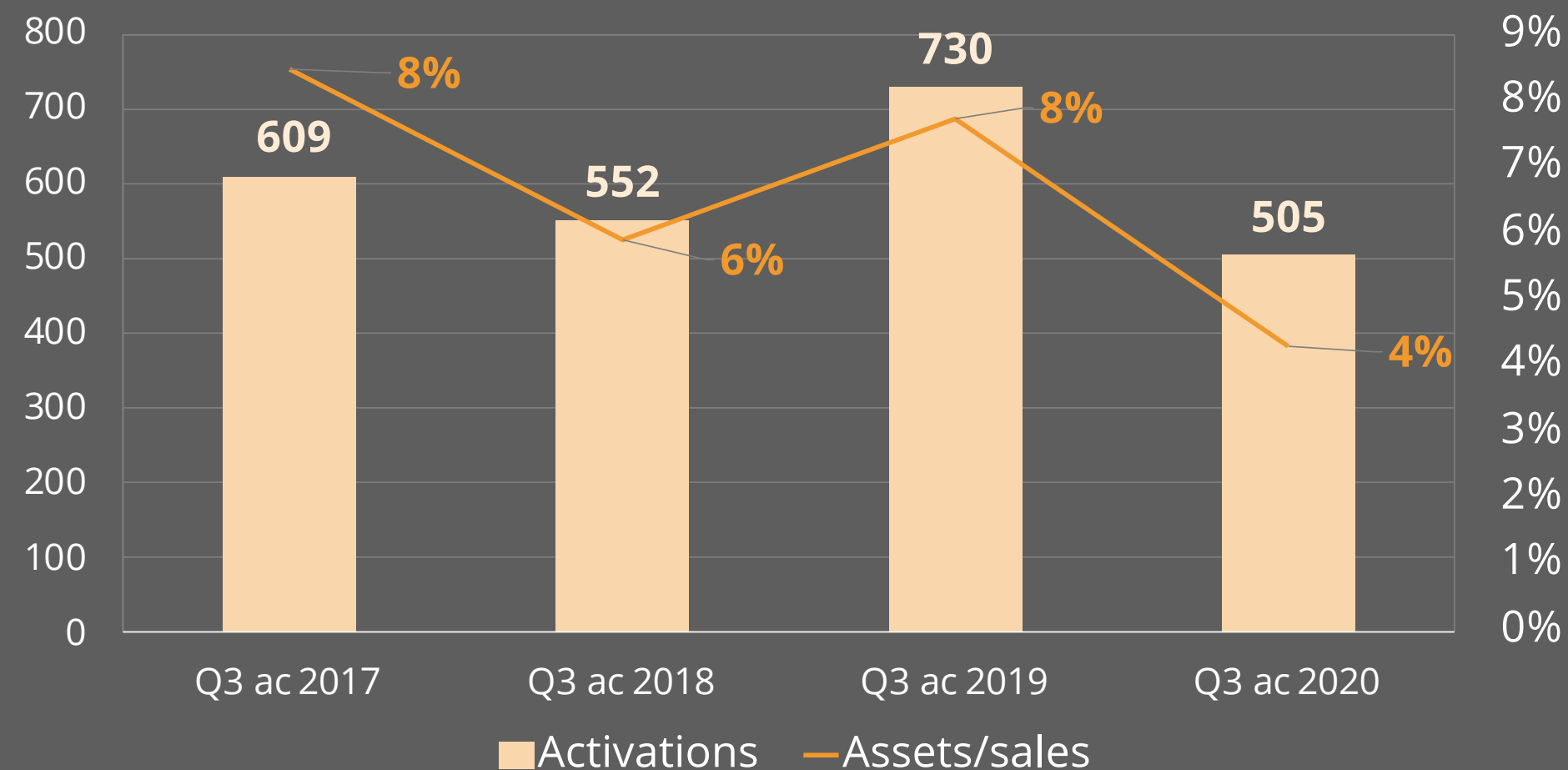
It should be noted that **the group**, regardless of the change in accounting criteria, **continues to carry out the same hard work in for developing products, mainly in the SaaS business line**, with innovation being a basic pillar within the company's strategy and strengthening its talented workforce.

We have a decrease of 225 thousand euros in the accumulated data compared to 2019, representing 31% less.

Sales activations have risen from 8% in the accumulated figures of 2017 to 4% in the accumulated figures of 2020.

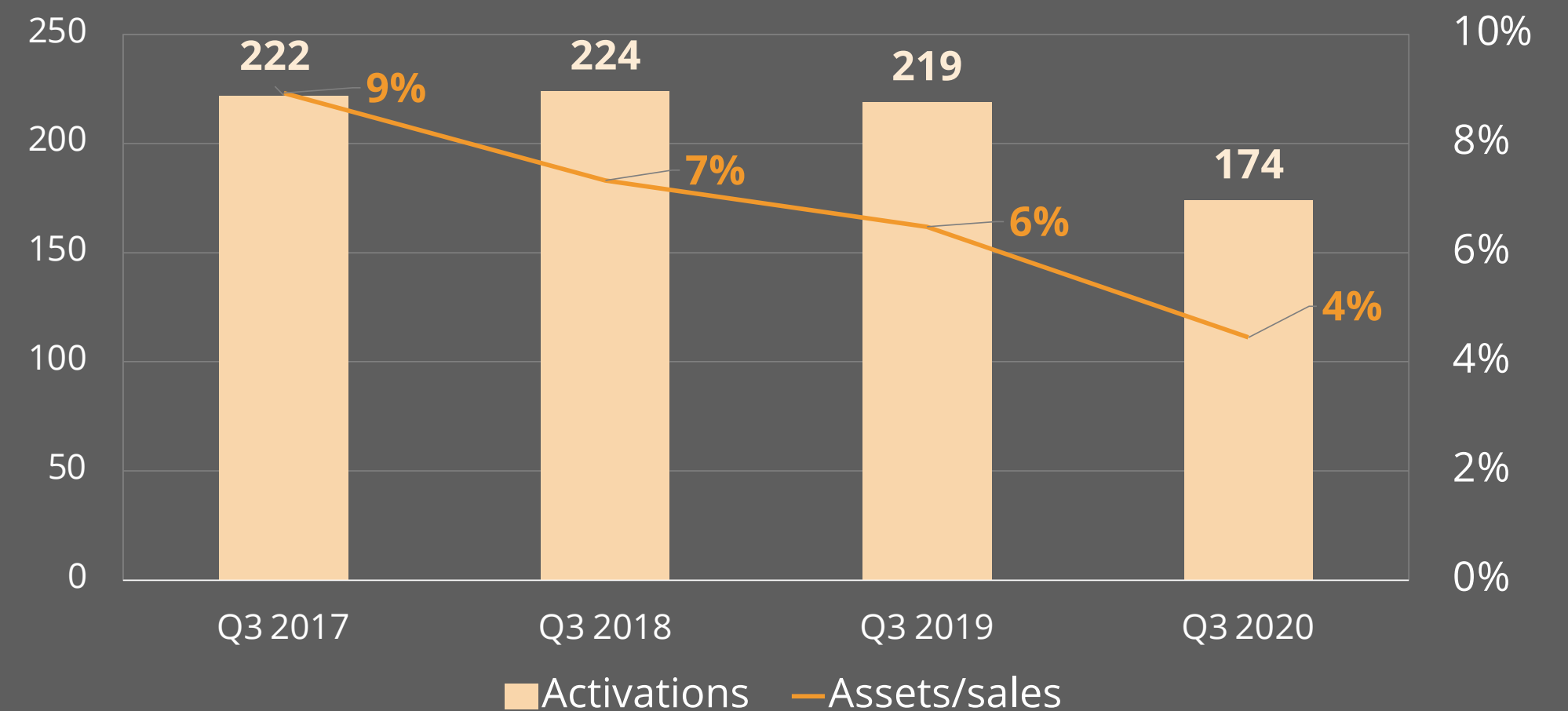
EVOLUTION OF ACCUMULATED ACTIVATIONS

(Thousands of euros)



EVOLUTION OF QUARTERLY ACTIVATIONS

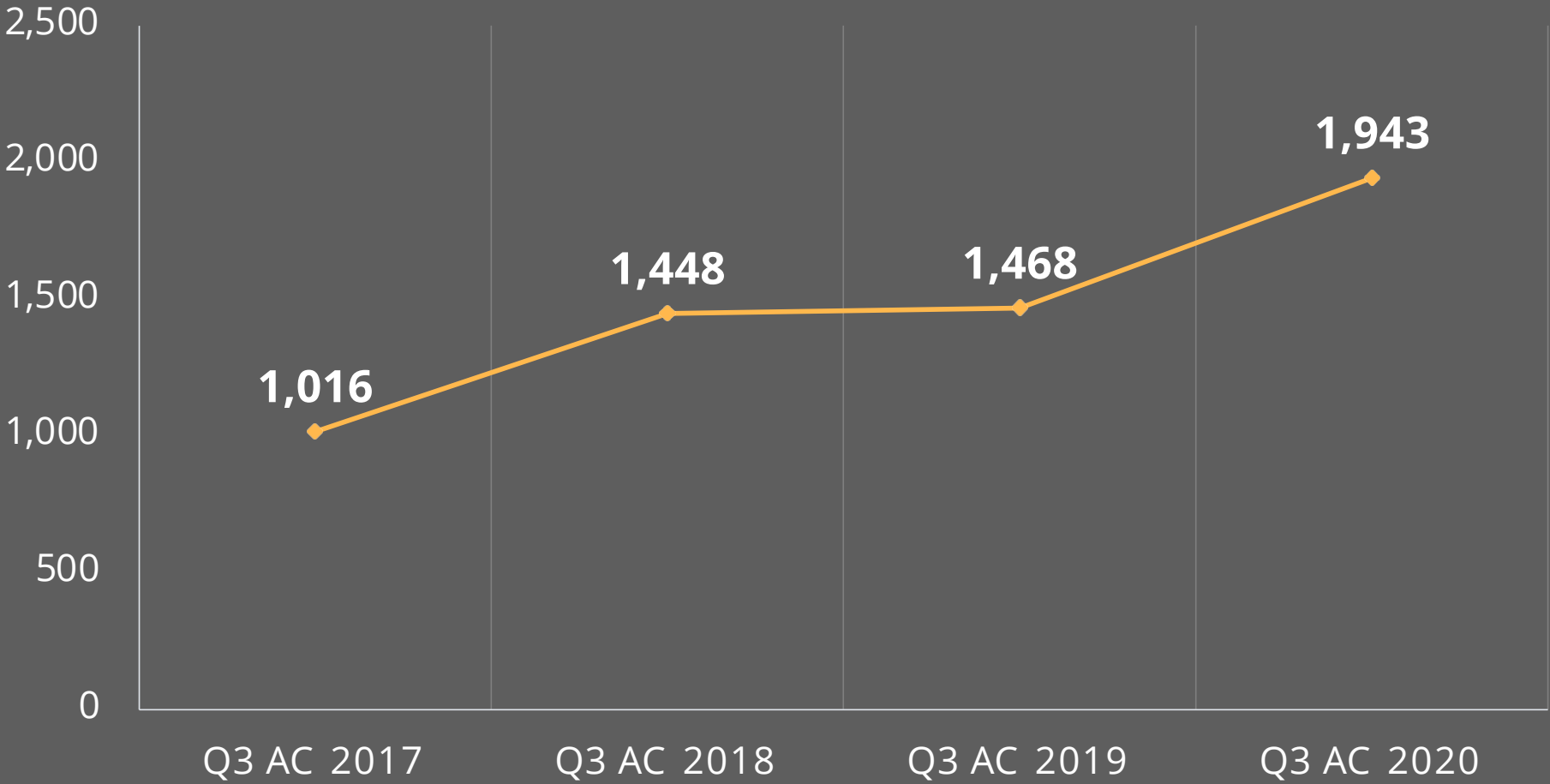
(Thousands of euros)



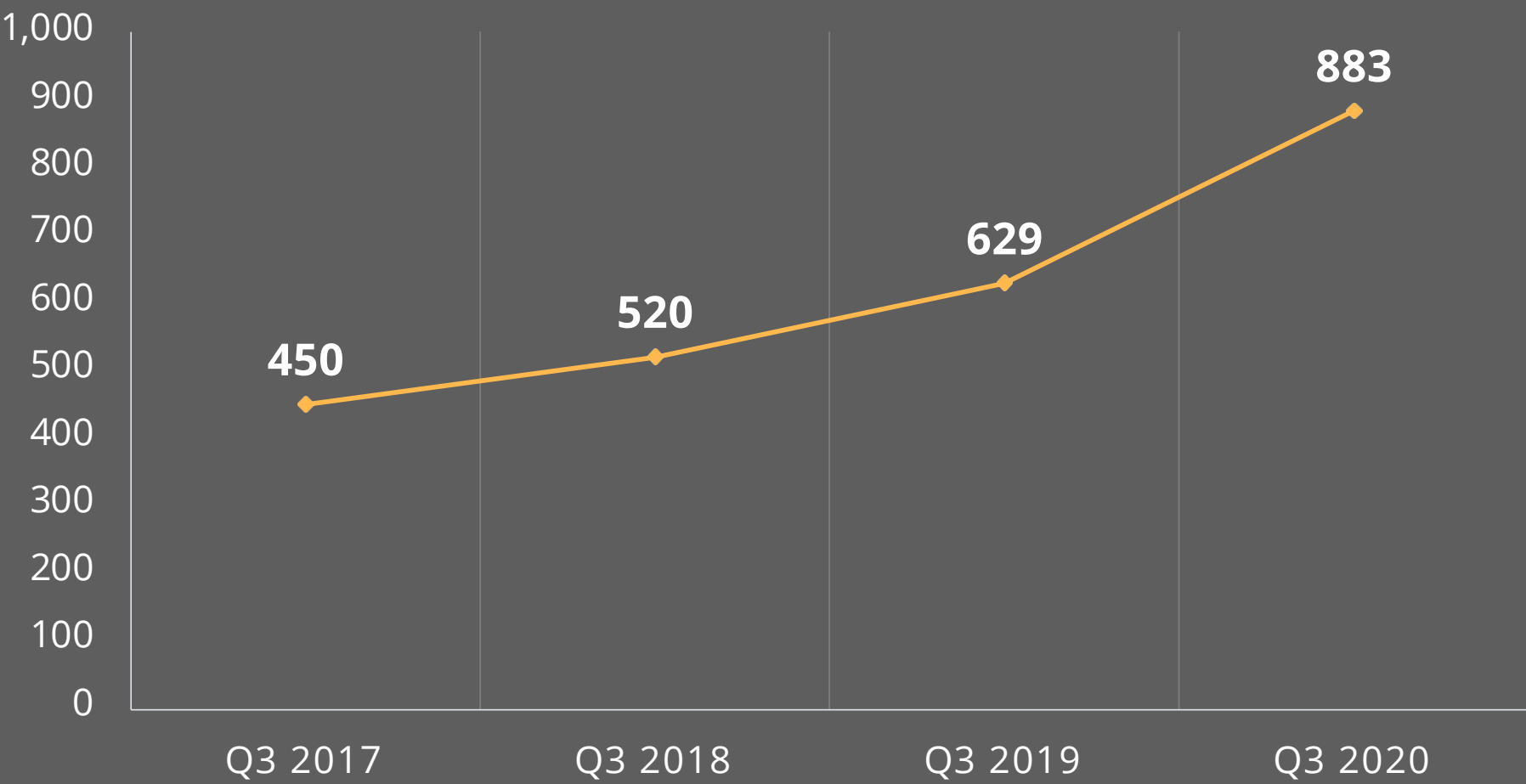
EBITDA

EBITDA amounted to almost 2 million euros (other income has not been taken into account for the calculation), representing an increase of 32% compared to the same period in 2019.

ACCUMULATED EBIDTA
(Thousands of euros)



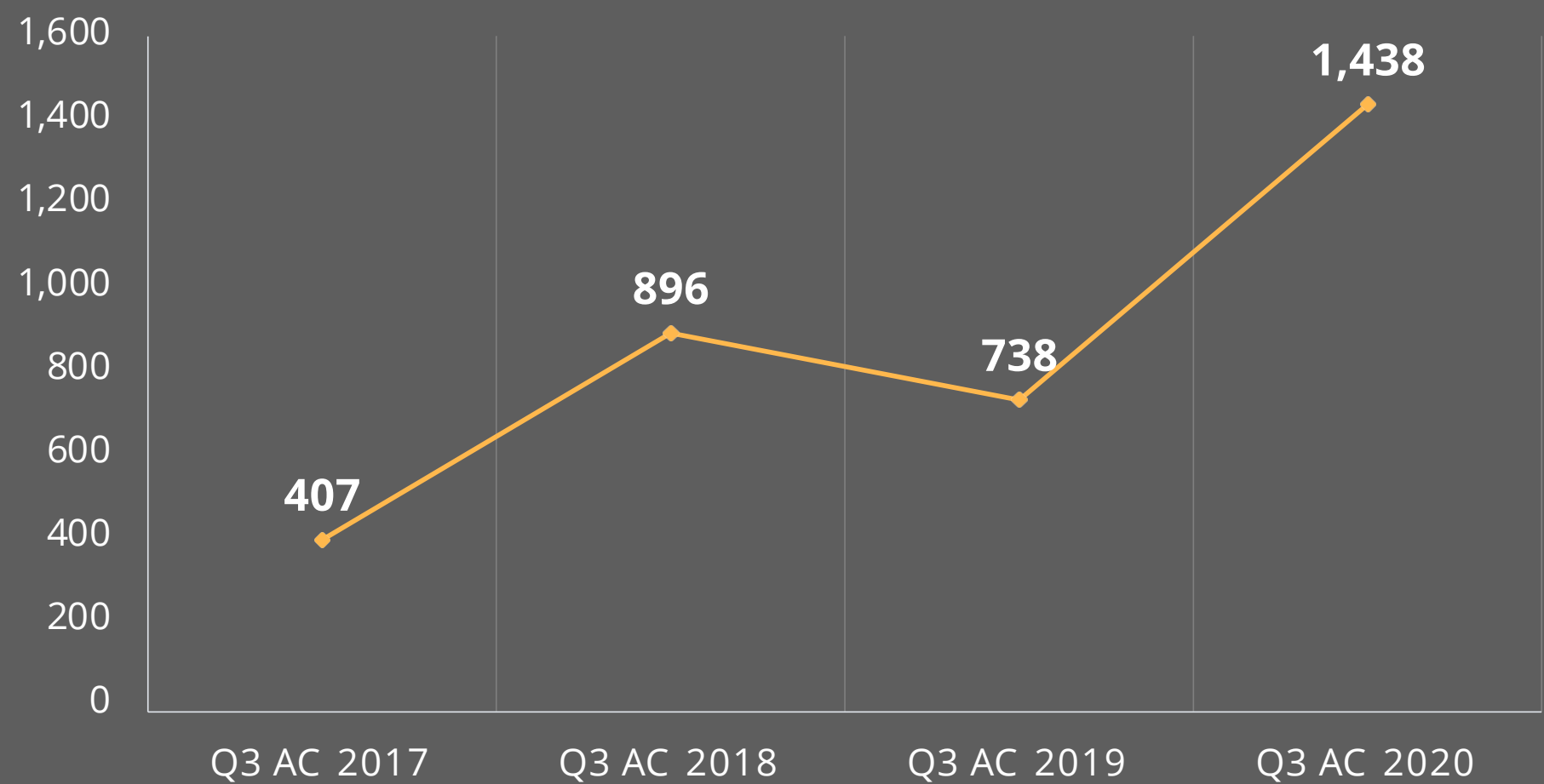
QUARTERLY EBIDTA
(Thousands of euros)



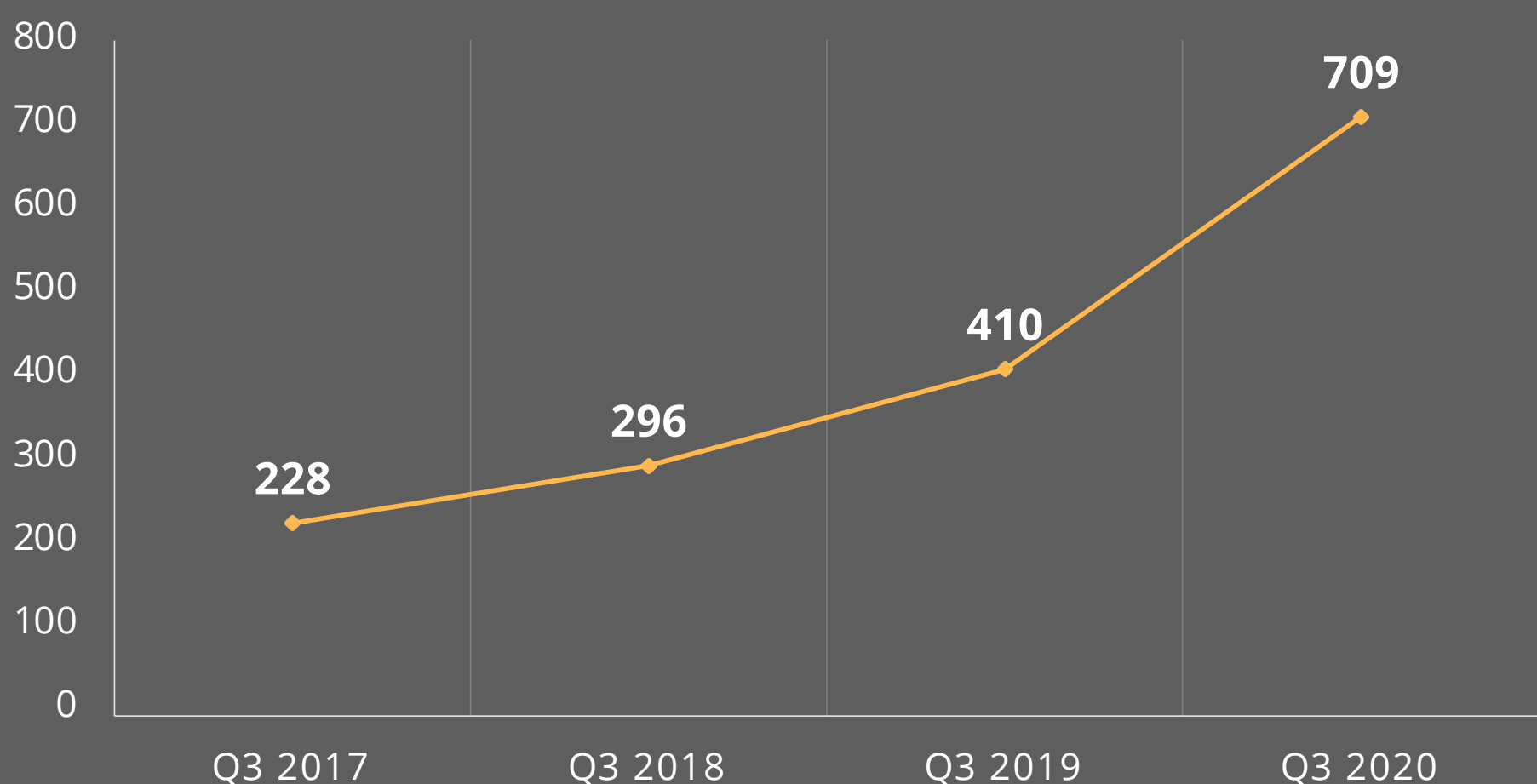
EBITDA WITHOUT ACTIVATIONS

EBITDA without activations **multiplies by two** in the accumulated data compared to the same semester of 2019, and **quarterly EBITDA increases by 73%** compared to 2Q 2019.

EBIDTA WITHOUT ACCUMULATIVE ACTIVATIONS
(Thousands of euros)



EBIDTA WITHOUT QUARTERLY ACTIVATIONS
(THOUSANDS OF EUROS)

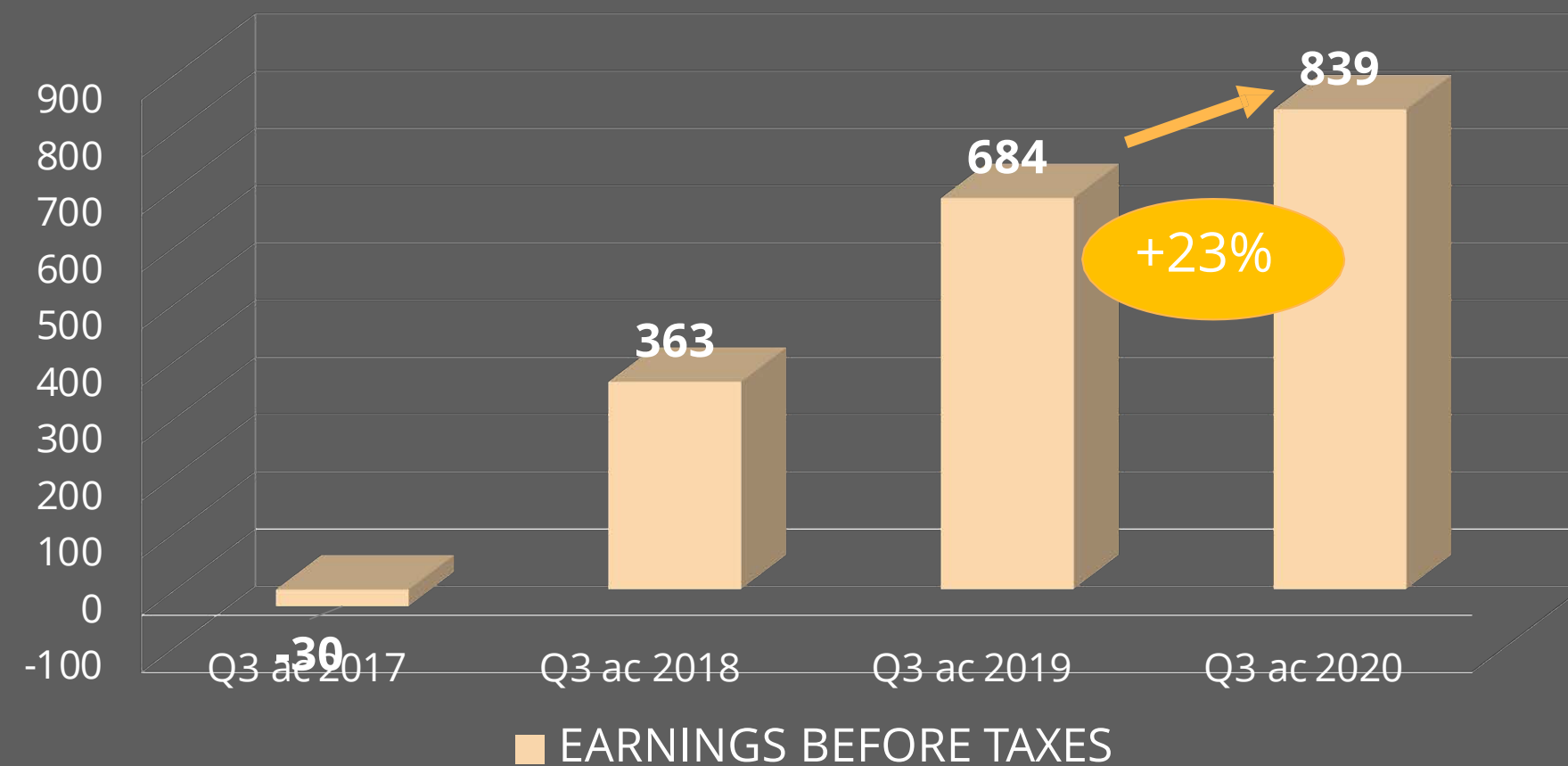


EARNINGS BEFORE TAXES

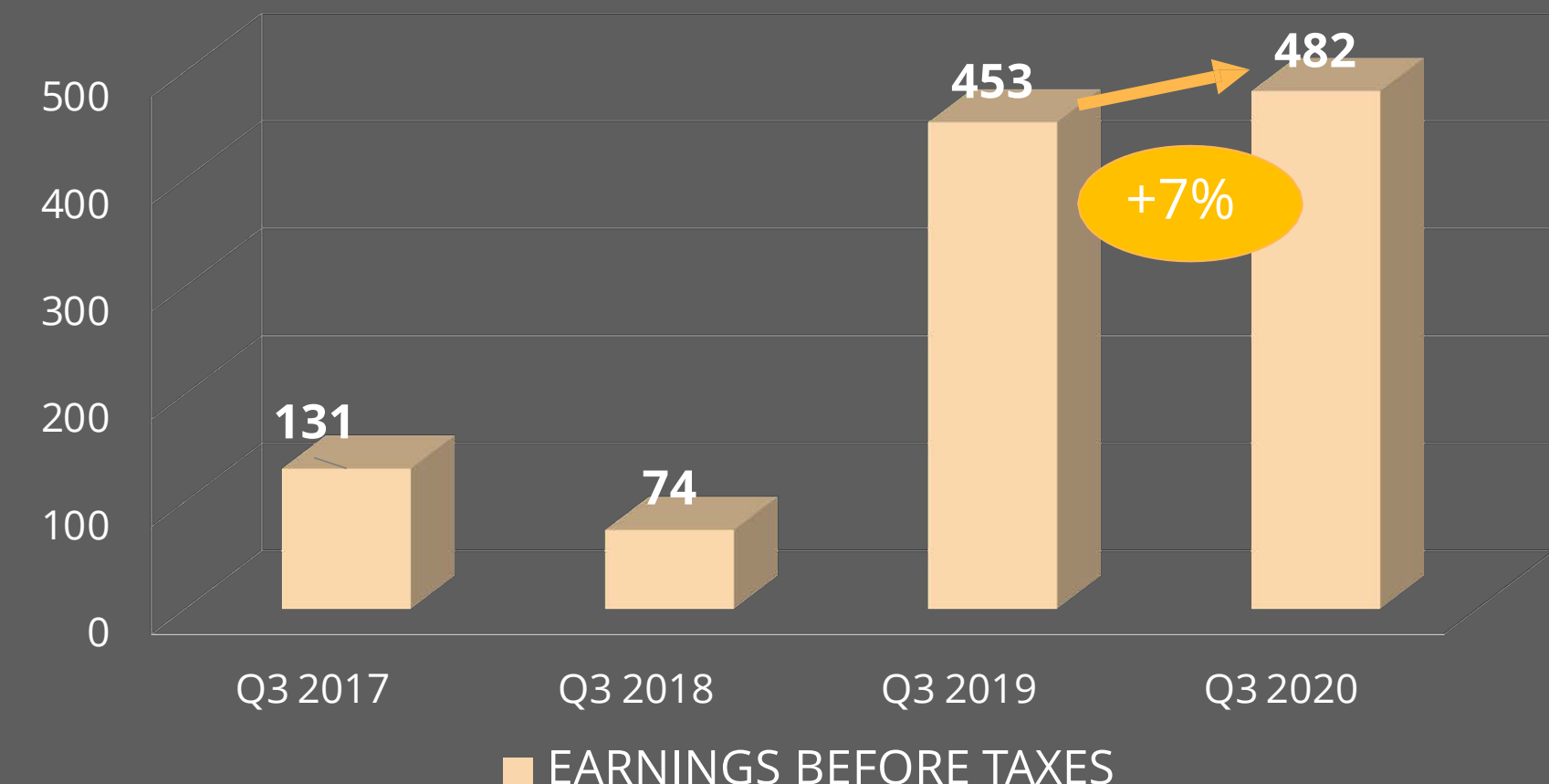
The Accumulative-annual result is positive at 839 thousand euros, representing an increase of 23%, despite the exchange rate differences that represent an expense of 145 thousand euros due to the evolution of Latin American currencies as well as the 144 thousand euros derived from the depreciation of the stake in eKuantia.

It is well worth remembering that in 2019, we charged 100,000 euros as income from the benefits derived from the sale of an investee.

Accumulative EARNINGS BEFORE TAXES
(Thousands of euros)



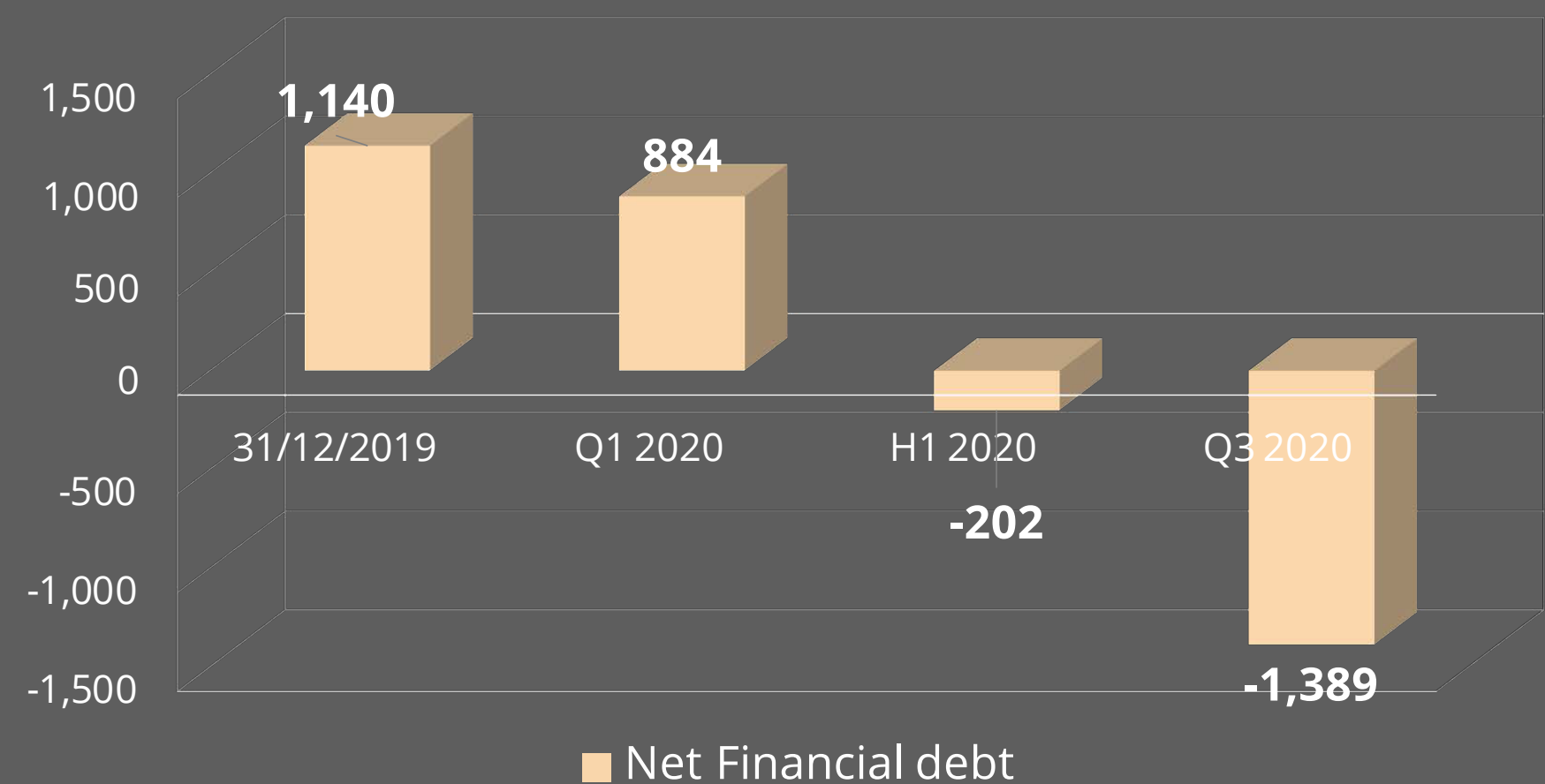
QUARTERLY EARNINGS BEFORE TAXES
(Thousands of euros)



NET FINANCIAL DEBT

Net financial debt continues to decrease and we currently have an excess of the available cash compared to total debt to over 1.39 million euros in euros.

NET FINANCIAL DEBT
(Thousands of euros)

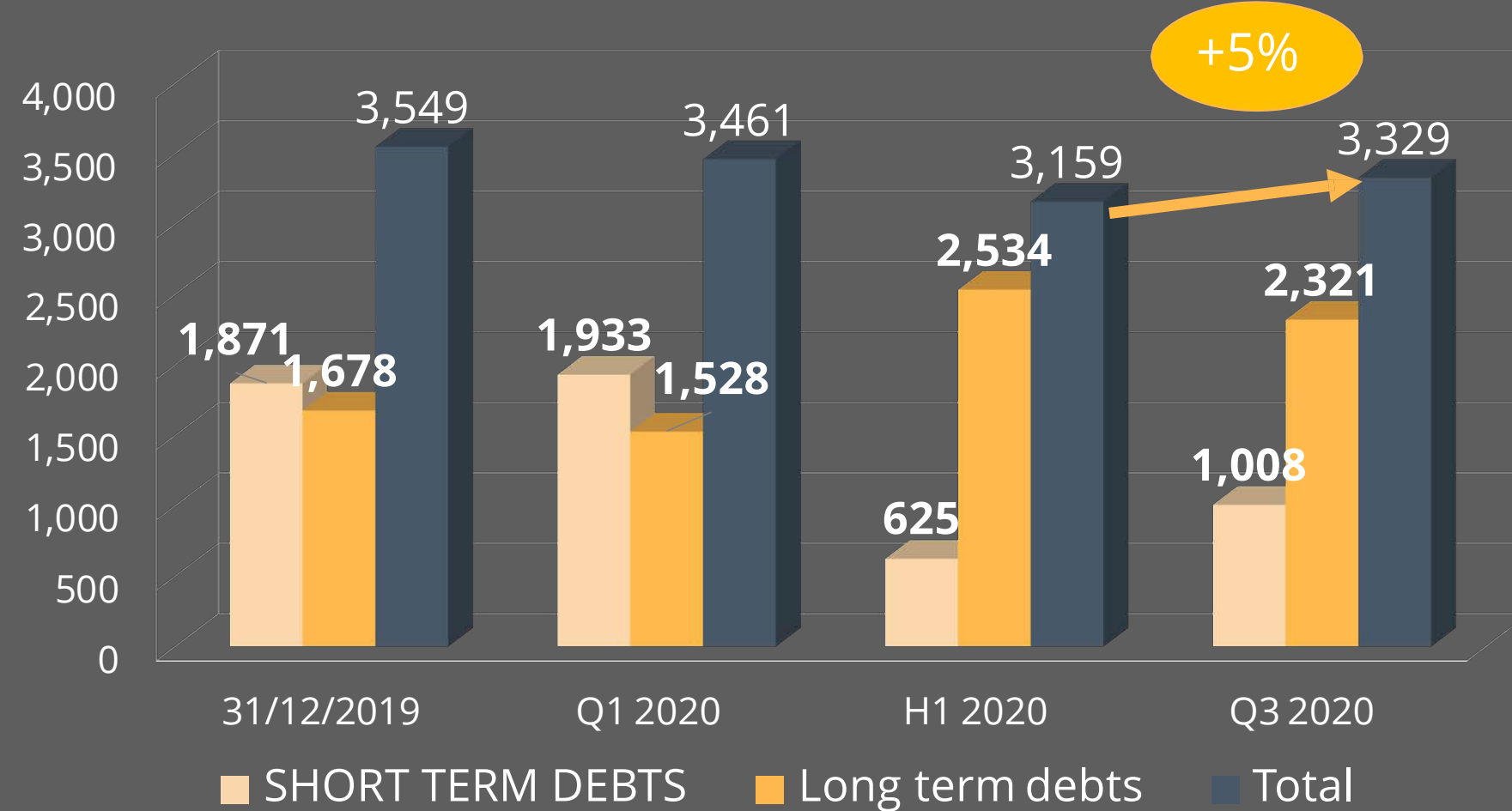


Difference
S1 2020- 30/09/20

Thousands of euros	2019	Q1 2020	H1 2020	30/09/2020	Var. €	Var. %
L/t debts	1,678	1,528	2,534	2,321	-213	-8%
S/T debts	1,871	1,933	625	1,008	383	61%
Total debt	3,549	3,461	3,159	3,329	170	5%
S/T Financial assessments + liquid assets	2,409	2,577	3,361	4,718	1,357	40%
NFD	1,140	884	-202	-1,389	-1,187	588%

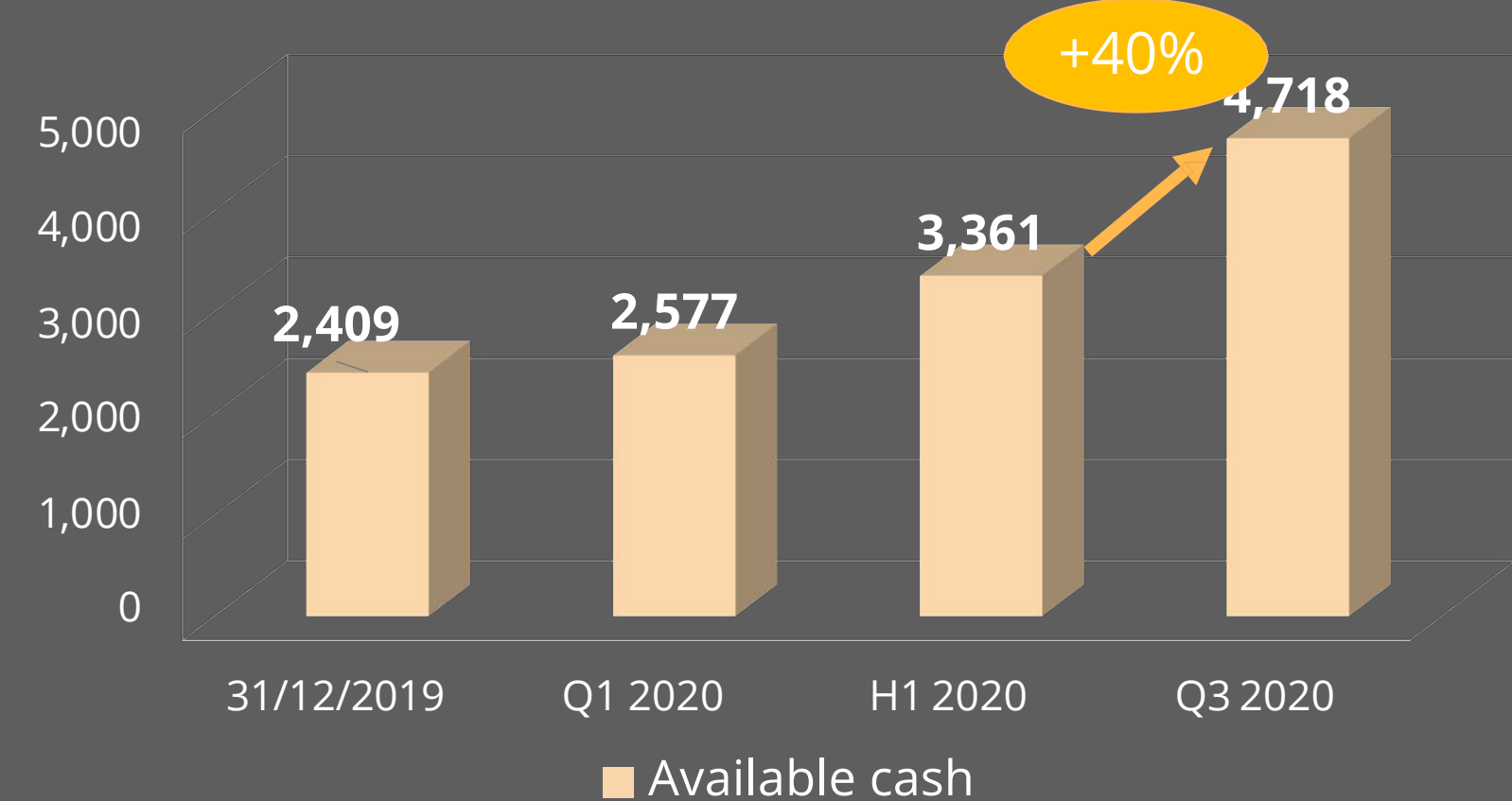
DEBT EVOLUTION AND AVAILABLE LIQUID ASSETS

DEBT EVOLUTION
(Thousands of euros)



The increase compared to the first semester of 2020 lies in the excess of covered policies that were lower short-term debt, and now they are available cash.

Available cash
(Thousands of euros)



Cash available increase (Treasury + Short-term financial investments) in 1,357 thousand euros derived from:

- Cash generated by the activity of the company itself
- Sale of treasury stock by the liquidity provider.
- Reclassification of excess liquidity in policies.

Lleida.net

Post Covid

FORECAST

- ✓ Precovid: Timelife relationship and interactions with a consumer :
 - ✓ 1 Contract : 15% online, 85% offline → nicest part (classic paper or online)
 - ✓ Monthly Bill, by paper or online
 - ✓ 4 notifications: Price changes or claims , generally by paper or manual calls
- ✓ During Covid time economy is dopped and relationship with consumers changed
 - ✓ Contracts, going fast online to survive (via Lleida.net , DocuSign, and others)
 - ✓ Notifications or Claims? Don't mess me with the problems!
- ✓ Post Covid timelife relationship:
 - ✓ 1 Contract ,85% of the contracting processes online , 15% offline or paper
 - ✓ Monthly Bill online by mail, registered invoice or registered statements
 - ✓ 5 notifications: Price changes or claims through registered mail or registered sms

Lleida.net

Post Covid

FORECAST

- ✓ Digitalization of the economy is here to stay and all relationship with consumers will trend to be digital. No vaccine will change that.
- ✓ Electronic Contracting Processes will grow, and Lleida.net is in the best position to catch this grow with the Click&Sign product.
- ✓ Claiming processes will Boom! In coming quarters.
 - ✓ Not only from companies but from government to pay delayed taxes.
 - ✓ Falling of the economy during the previous quarters produced a huge delay on consumer payments.
 - ✓ Combining all will boost in coming quarters our Registered Mail, Registered SMS and Registered Statements services.

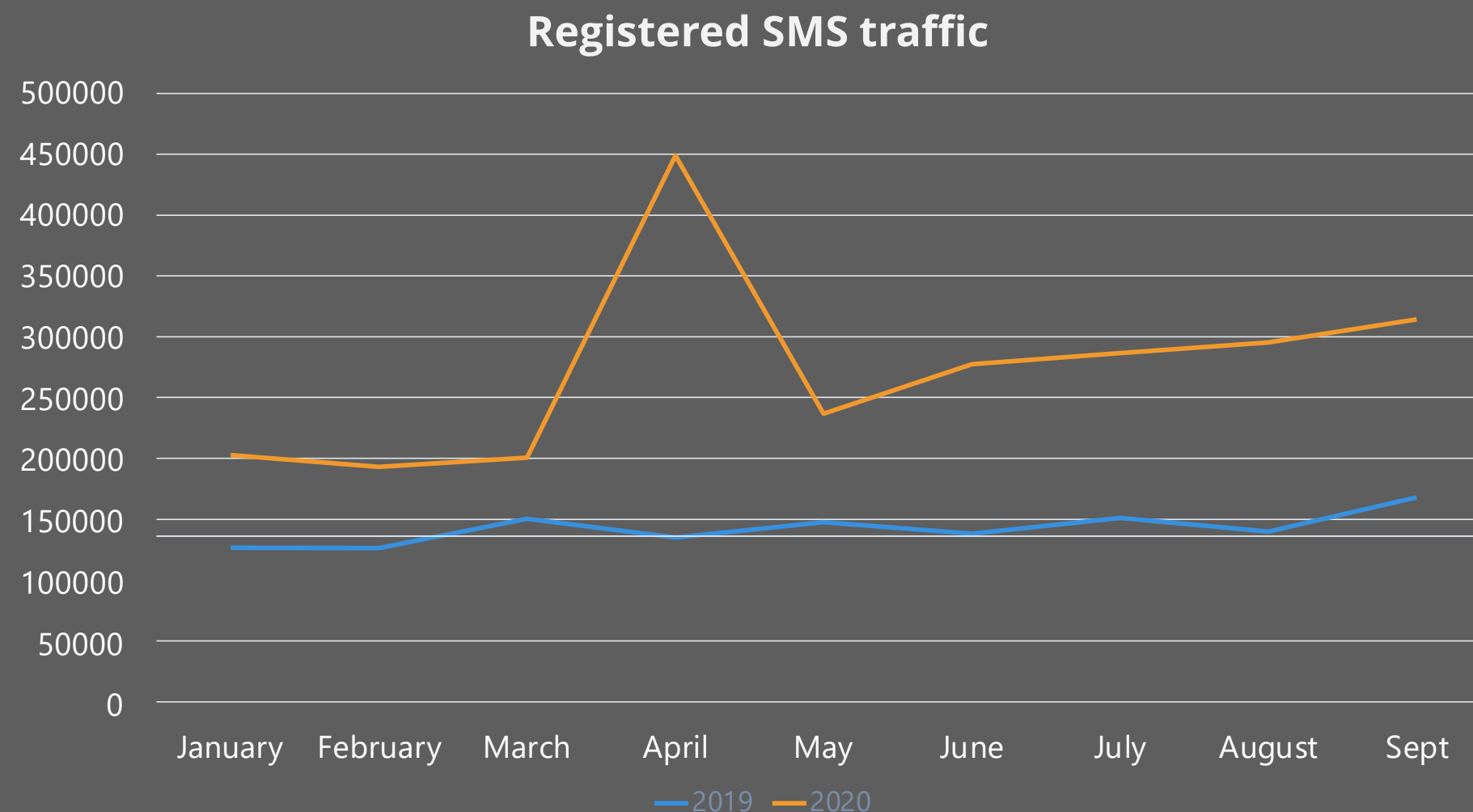
METRICS OF LLEIDA.NET REGISTERED SERVICES DURING THE FIRST THREE QUARTERS AND FORECAST

We analyze:

- Registered SMS traffic
- Registered SMS Contract traffic
- Registered Email traffic
- Click&Sign API active workflows
- Click&Sign API transactions

METRICS OF LLEIDA.NET REGISTERED SERVICES DURING Q1, Q2, and Q3 2020

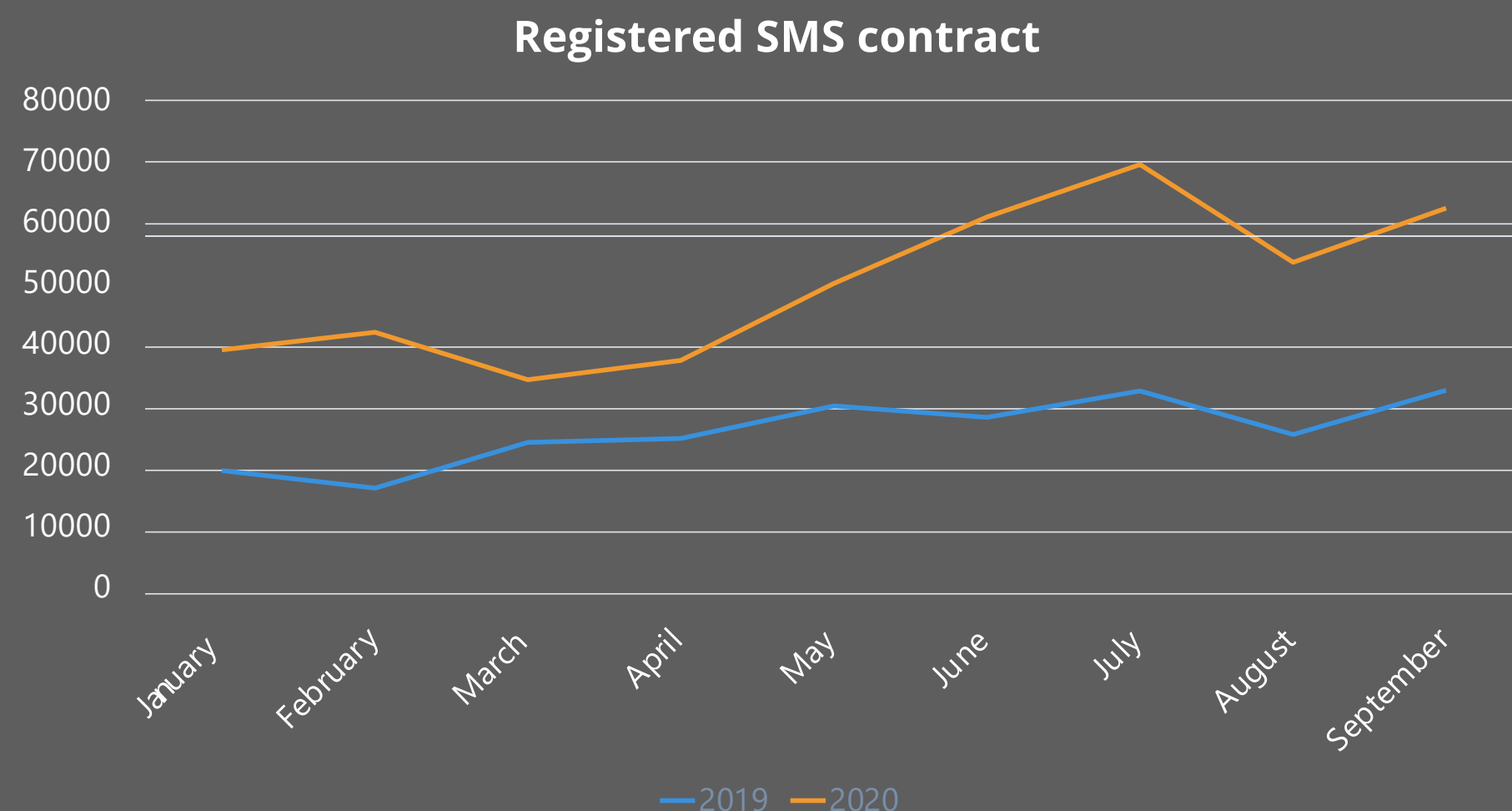
Registered SMS
traffic during
Q1,Q2,Q3 2020



Traffic **35% higher** than first months of 2019, peak at the beginning of the coronavirus pandemic, and from May sustained growth up to **100% higher** than in 2019. Another big peak Will appear before the end of the year because the 2 wave.

METRICS OF LLEIDA.NET REGISTERED SERVICES DURING Q1, Q2, and Q3 2020

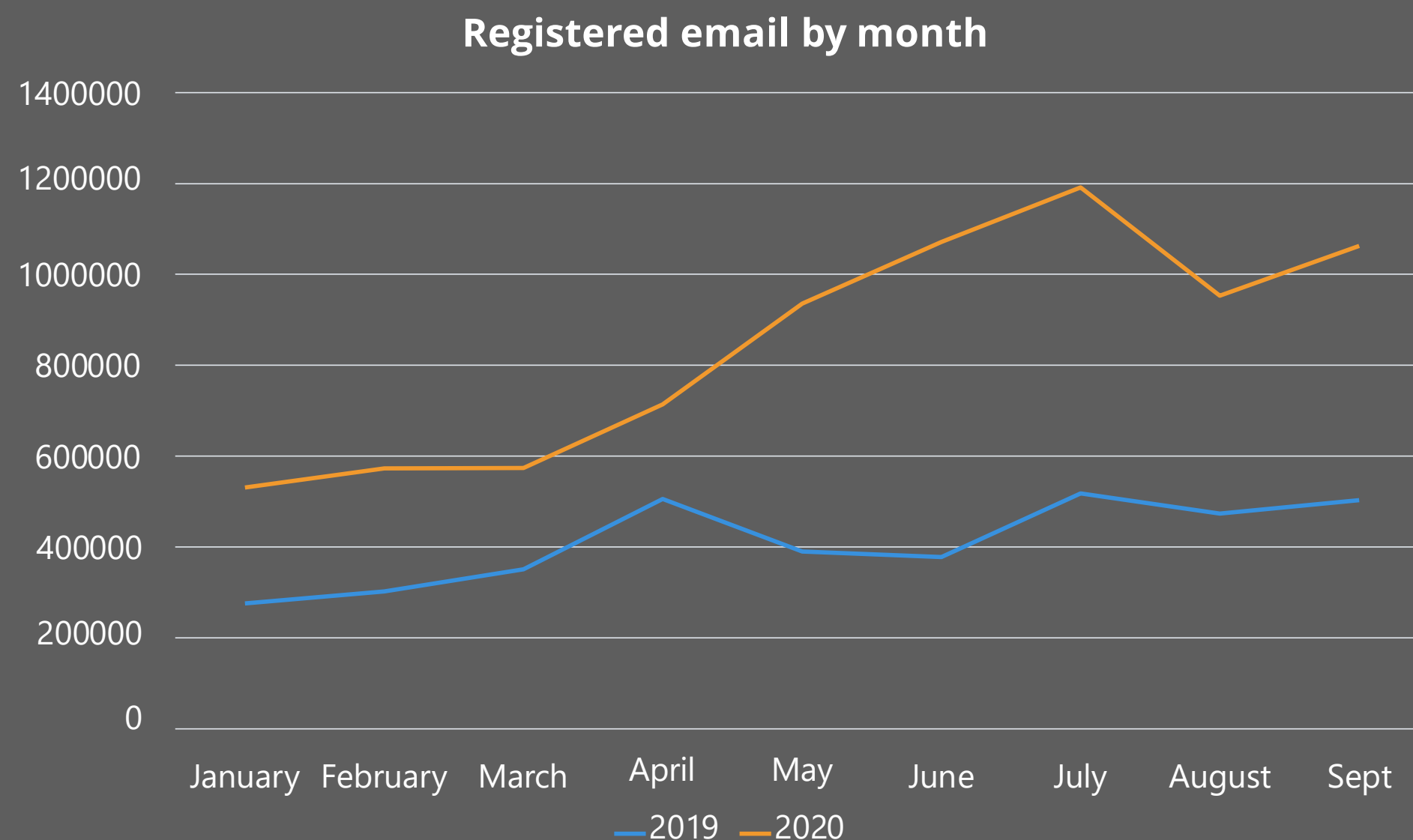
Registered SMS Contract traffic during Q1, Q2, Q3 2020



Traffic 100% higher than 2019 first months, decreased due to regulatory uncertainty during initial moments, and increased growth rates of 130% higher in Q3 due to new clients. The grow will continue due to adoption from other players, utilities basically.

METRICS OF LLEIDA.NET REGISTERED SERVICES DURING Q1, Q2, and Q3 2020

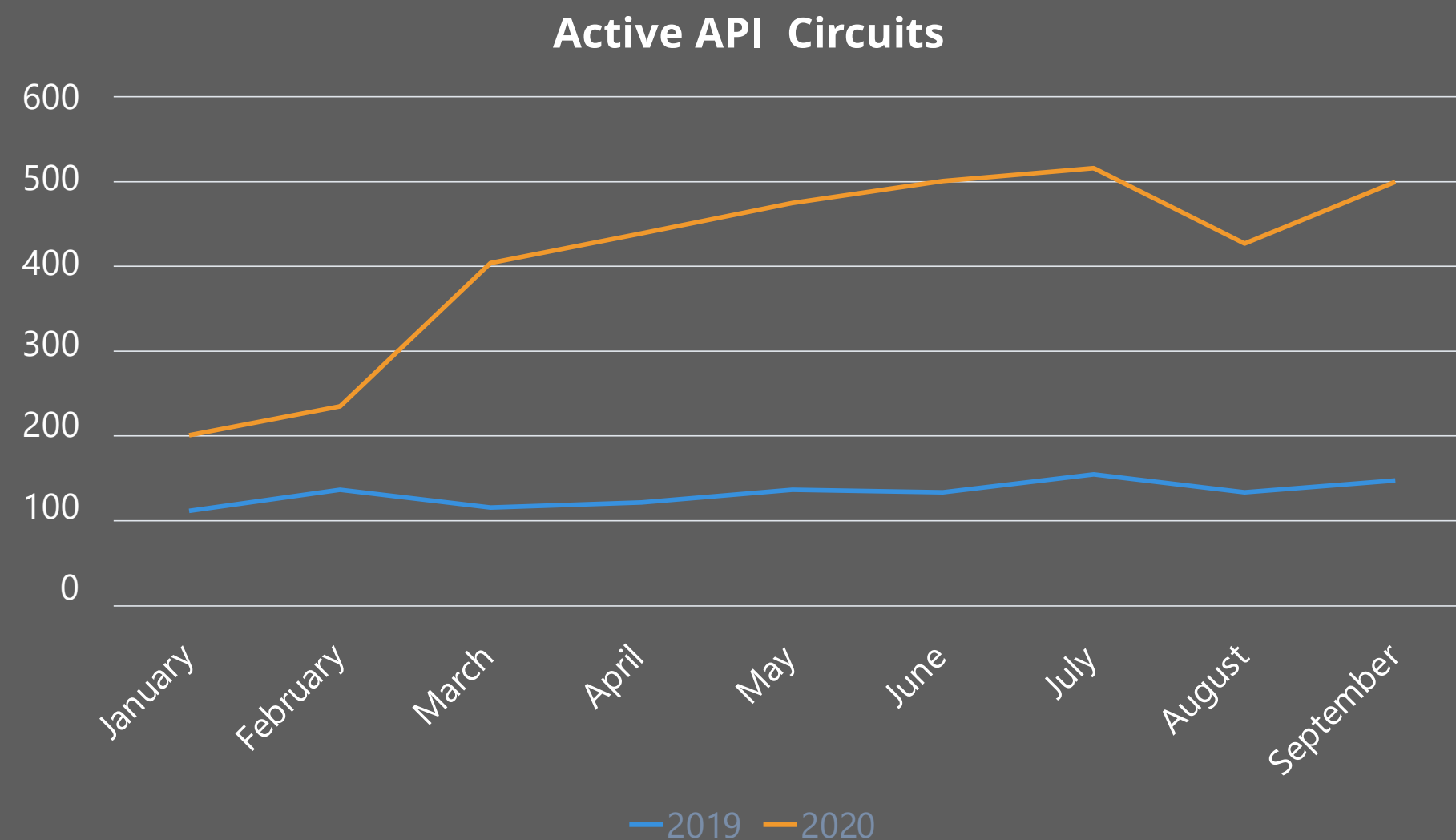
Registered Email
traffic during
Q1,Q2,Q3 2020



Traffic 100% higher than 2019 first months, rise up to 225% higher in Q2 due to Registered SMS traffic relocation and a peak of 300% in July, decreasing by holiday season and recovering in September. Higher delta will continue next quarters.

METRICS OF LLEIDA.NET REGISTERED SERVICES DURING Q1, Q2, and Q3 2020

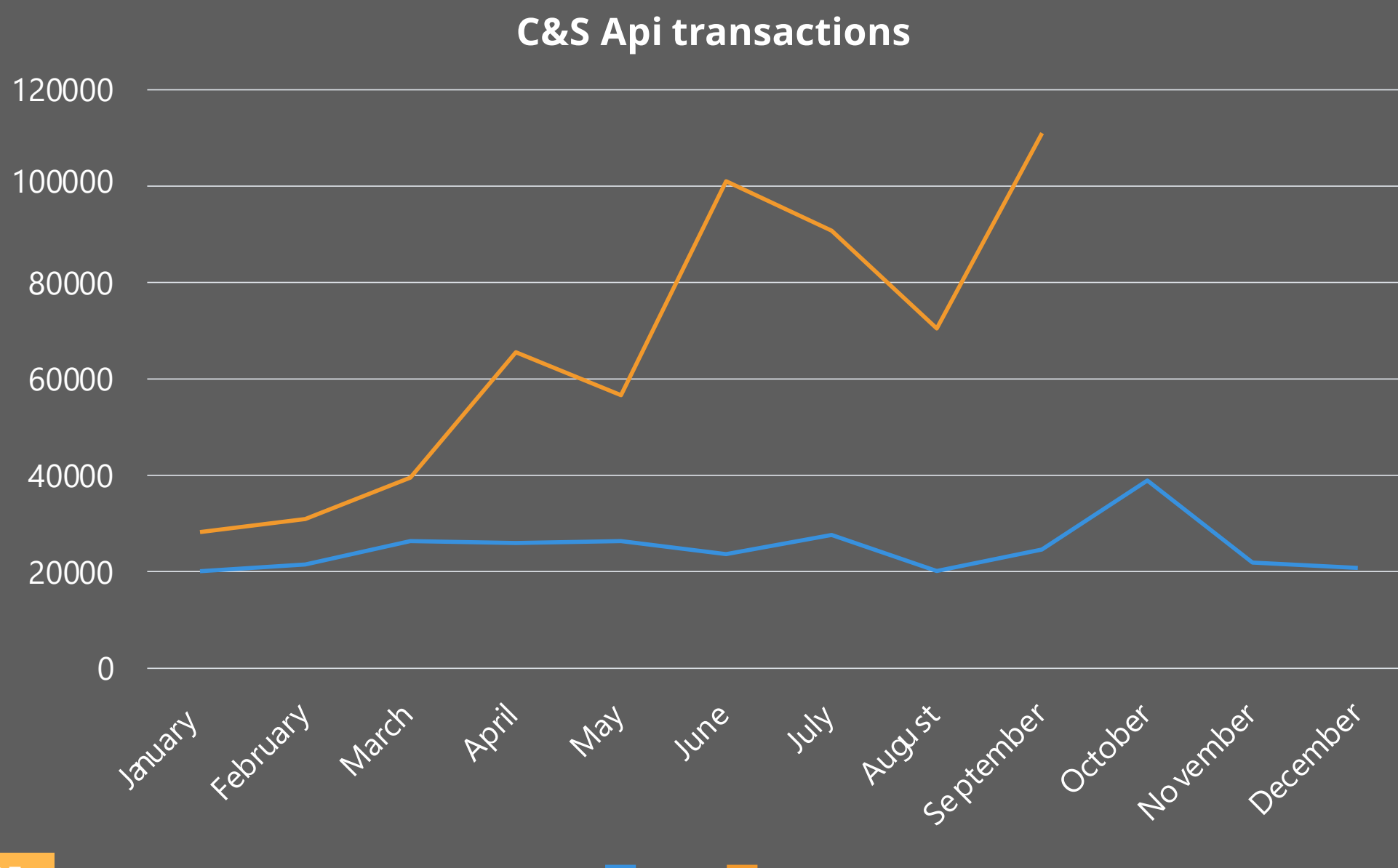
Click & Sign API
active workflows during
Q1,Q2,Q3 2020



Traffic 100% higher than 2019, triggering at the beginning of the confinement with rises greater than 400% in Q2 and with a sustained growth in Q3 due to holiday season. The number grows 15% per month.

METRICS OF LLEIDA.NET REGISTERED SERVICES DURING Q1, Q2, and Q3 2020

Click & Sign API traffic
during
Q1,Q2,Q3 2020



Traffic 50% higher than 2019 in the first months, rise in April, full adoption in June of the new players that trigger the use of electronic contracting processes, up to 280% more than in June 2019 and a peak of up to 400% more during September. Last quarter will break records.

DISCLAIMER

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 (BME Growth) 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 3Q 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 BME Growth.



Lleida.net

ir@lleida.net

investors.lleida.net



BME Growth



Lleida · Madrid · London · Miami · Paris · Santiago de Chile · Bogotá · São Paulo · Tokyo · Santo Domingo · Cape Town
Montevideo · Johannesburg · San José · Lima · Beirut · Dubai · Ciudad de México · Gaborone