



Madrid, 6 April 2021

**Other relevant information**  
**LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.**

**SaaS services production preview during first quarter 2021**

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 MFT 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 “Enterprise”) brings to your attention the following information that has been prepared under the exclusive responsibility of the issuer and its administrators:

Lleida.net services are grouped around three business lines:

- SaaS (Software as a Service) services, which include EKYC (Know Your Customer) services, communications certification (email, SMS, contracts) and data verification and / or portability.
- ICX Wholesale Solutions; the SMS transit service as a worldwide wholesaler for other telecommunications operators, other transit companies and OTTs (such as WhatsApp, Uber, Facebook, etc.).
- SMS solutions; the SMS service to our customers directly.

One of the main reasons that led to the company's IPO was to obtain resources for the commercialization and the strengthening of SaaS services, which is being achieved since the company intends SaaS revenues to become the main source of income exceeding 50% of the total.

Within stock market dynamics, it is important to provide transparency and regular information, especially in services and companies with little-known dynamics such as those in which Lleida.net operates, and within this effort the company has for years been offering to the market quarterly preview of the economic results as they are available.

This advanced economic information is the result of a complex economic process: production, marketing, invoicing, expense accounting and finally profit forecast. The complexity of the process means that progress can only be published towards the end of the month because a great deal of data does not depend directly on the company but on external sources.

However, there is one piece of information that the company has directly from the beginning and that is key to the quarter's result, in addition to being a top-level indicator: the data on the production of the items that are marketed.

Lleida.net SaaS services are billed per transaction and on demand, just as any industrial production process is billed per unit produced. Listed industrial companies often provide this type of advanced information as a reliable indicator of results.



# Lleida.net

La Primera Operadora Certificadora

ES [https://investors.lleida.net/docs/es/20210406\\_HRelev.pdf](https://investors.lleida.net/docs/es/20210406_HRelev.pdf)

FR [https://investors.lleida.net/docs/fr/20210406\\_HRelev.pdf](https://investors.lleida.net/docs/fr/20210406_HRelev.pdf)

ZH [https://investors.lleida.net/docs/zh/20210406\\_HRelev.pdf](https://investors.lleida.net/docs/zh/20210406_HRelev.pdf)

In the last two financial information previews, the company has already published this kind of information to boost certification services, but since the company has the information long before having the accounting information, it will be basic for the final accounting result, our forecast that these services already exceed 50% of the total income of the consolidated data of Lleida.net and to ensure greater transparency and to improve the knowledge of the market, we have resolved to publish these industrial data prior to publication of preview of the economic results.

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

Best regards,

Madrid, 6 March 2021.



# Lleida.net

## SaaS production preview

### 2021 FISCAL YEAR

#### 1Q 2021

# PRODUCTION OF LLEIDA.NET REGISTERED SERVICES

## - Q1 2021 AND COMPARATIVE OVERVIEW

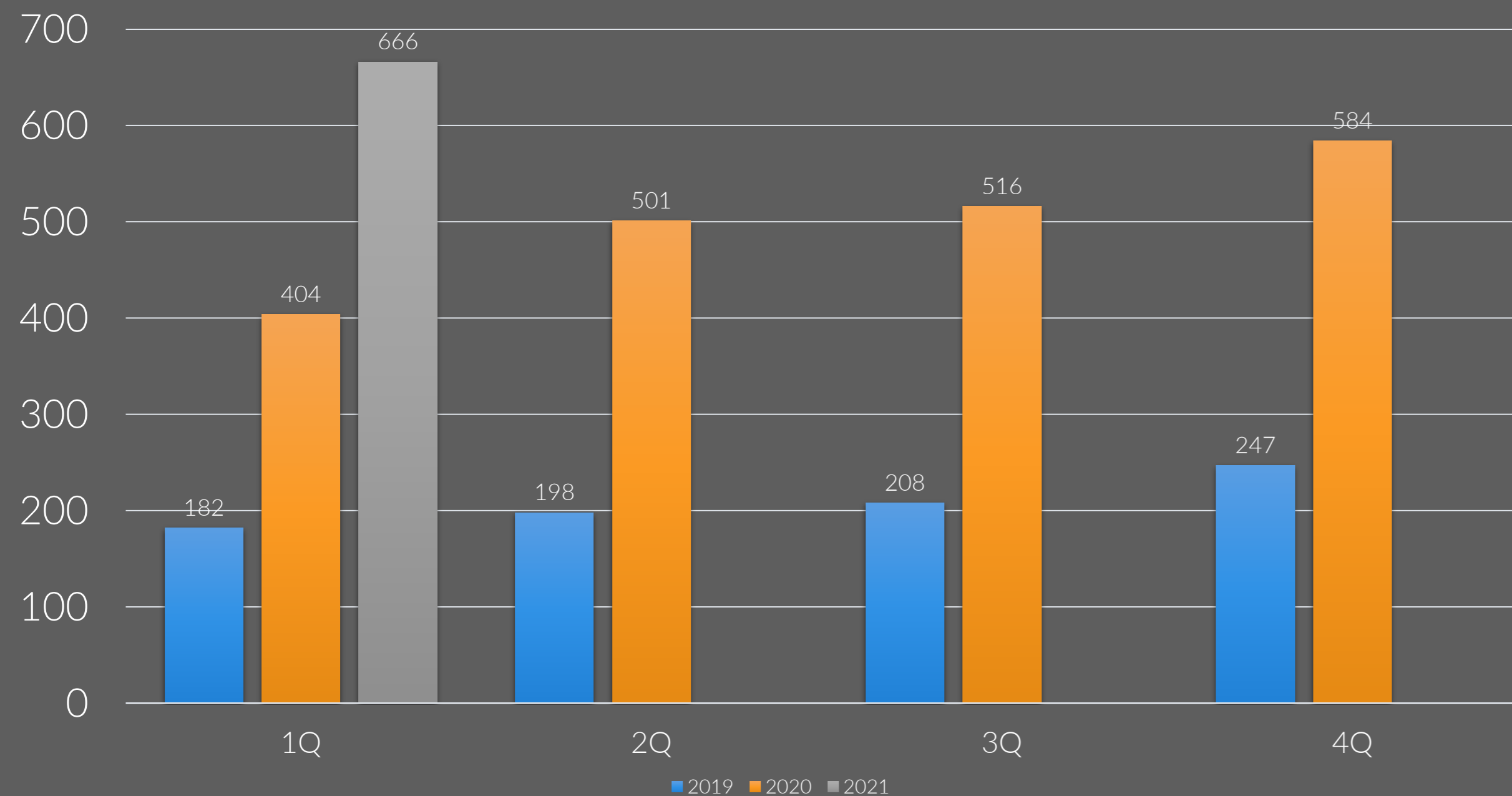
We analyse:

- Production of **Click&Sign API** active circuits
- Production of **Click&Sign API** transactions
- **Registered Email** Production
- **Registered *SMS Contract*** Production
- **Registered SMS** Production

# LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING 1Q 2021

Click & Sign API  
Active client's workflows

Active C&S API workflows per quarter

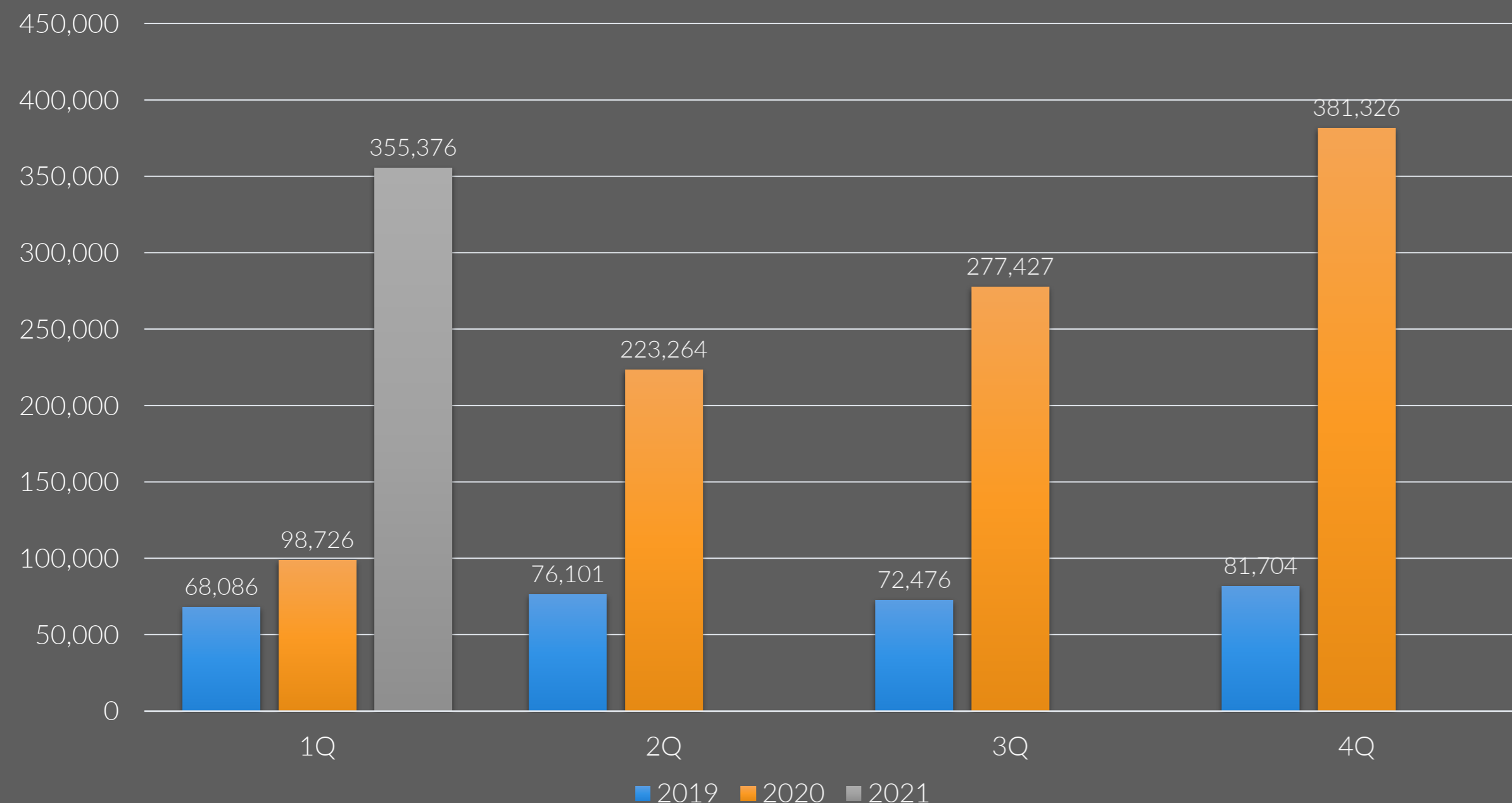


Active signature workflows by API have had a QoQ growth (Quarter Q1 2020 over Quarter Q1 2021) of **64.85%**, multiplying by **3.6** in the past two 2 years. It is the number of electronic contracting processes of clients using our APIs that will generate the C&S API traffic of the next slide.

# LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING 1Q 2021

## Click & Sign API Workflows traffic

C&S API transaction per quarter

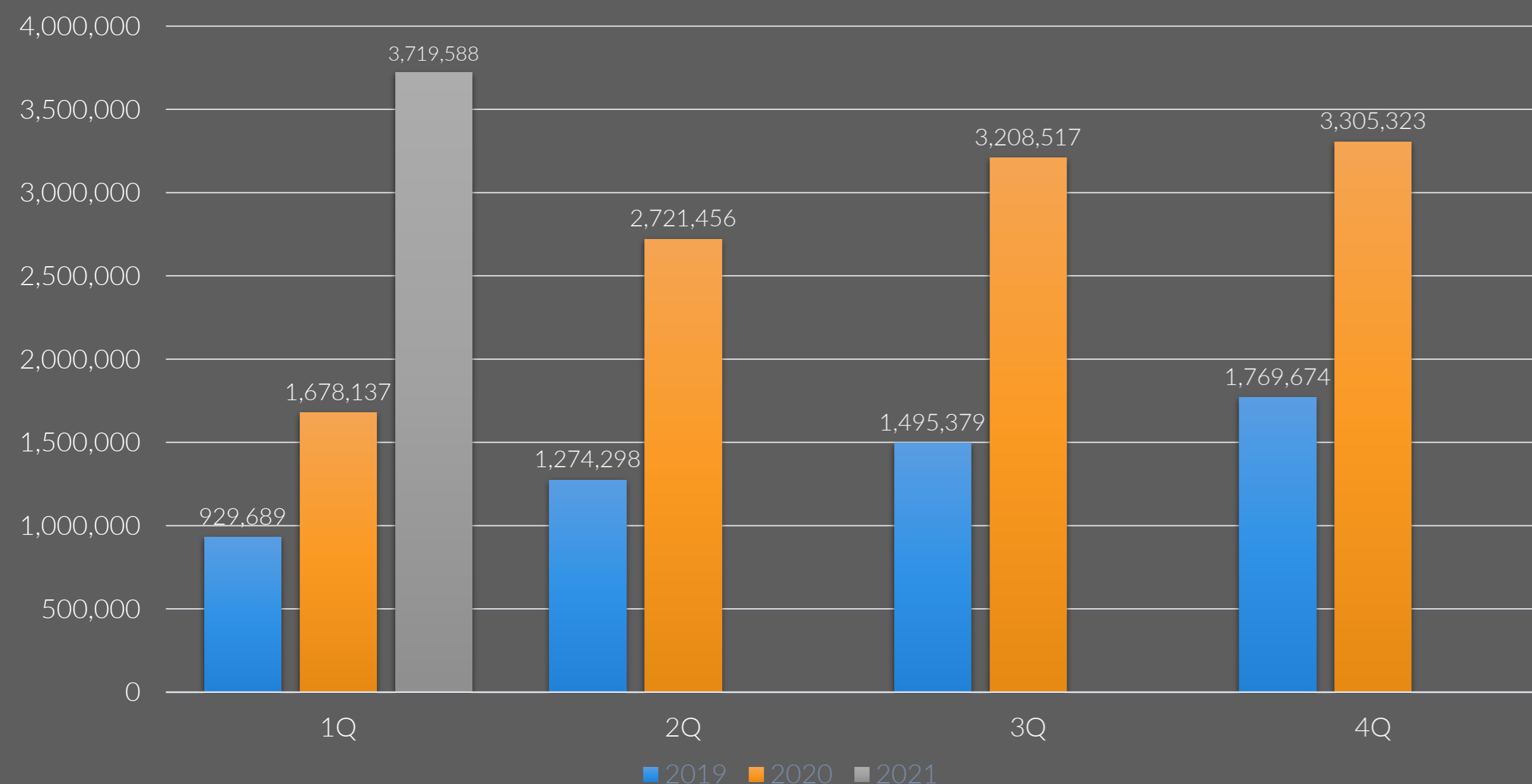


The traffic of API contract signatures generated by clients had a **QoQ** (Quarter Q1 2020 over Quarter Q1 2021) of **259.96%**, a **5.2-fold** increase in the last two years. Traffic comes mainly from contracting telecommunications services in Europe, consumer financing in Latin America and loan services by FinTech's in Latin America.

# LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING 1Q 2021

## Registered email contract Traffic

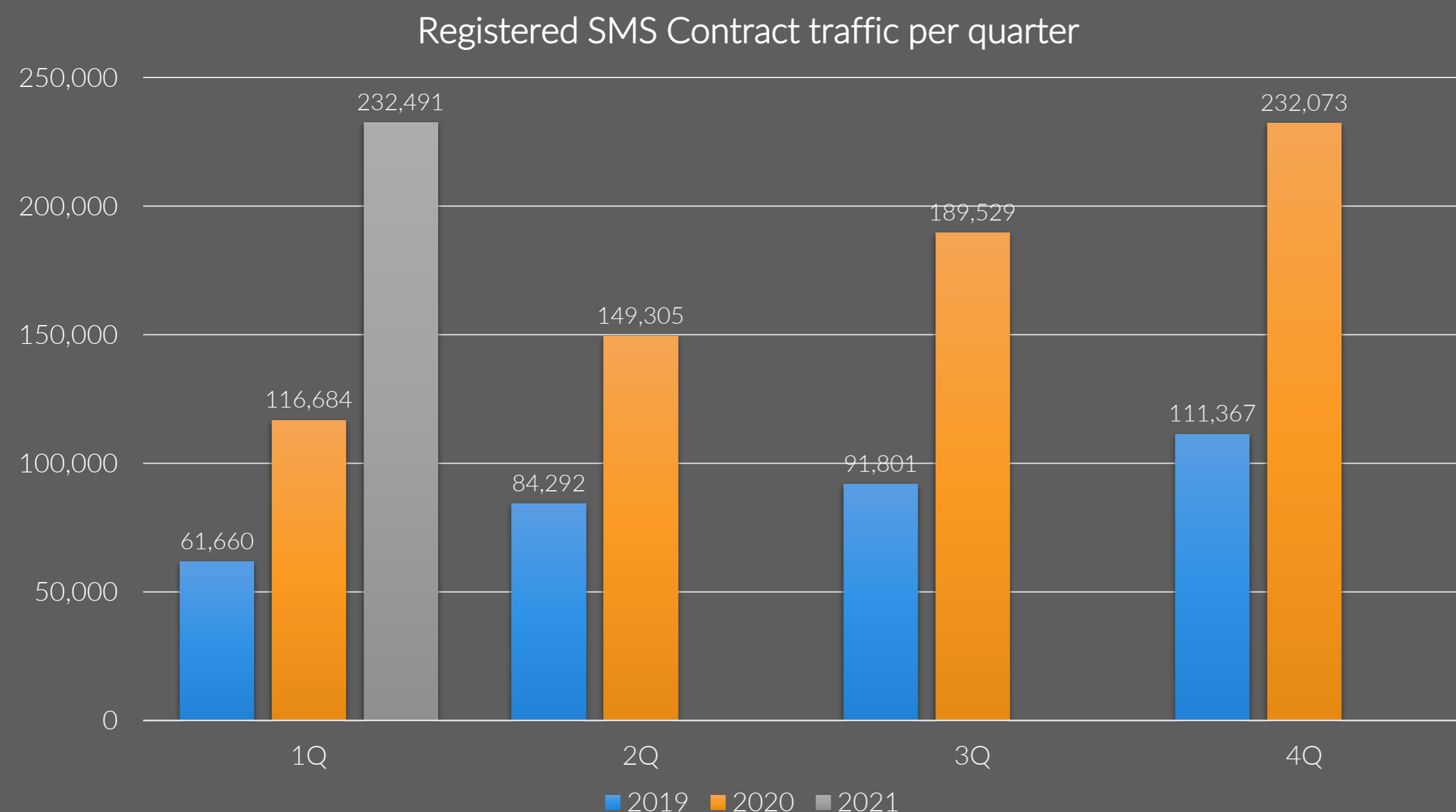
Registered email per quarter



Registered email has had a **QoQ** (Quarter Q1 2020 over Quarter Q1 2021) of **121.65%**, a **four-fold increase** in traffic in two years. Traffic comes mainly from insurance companies in Latin America, utilities in Europe and Latin America, as well as notification from government services in Colombia.

# LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING 1Q 2021

## Registered SMS contract Traffic



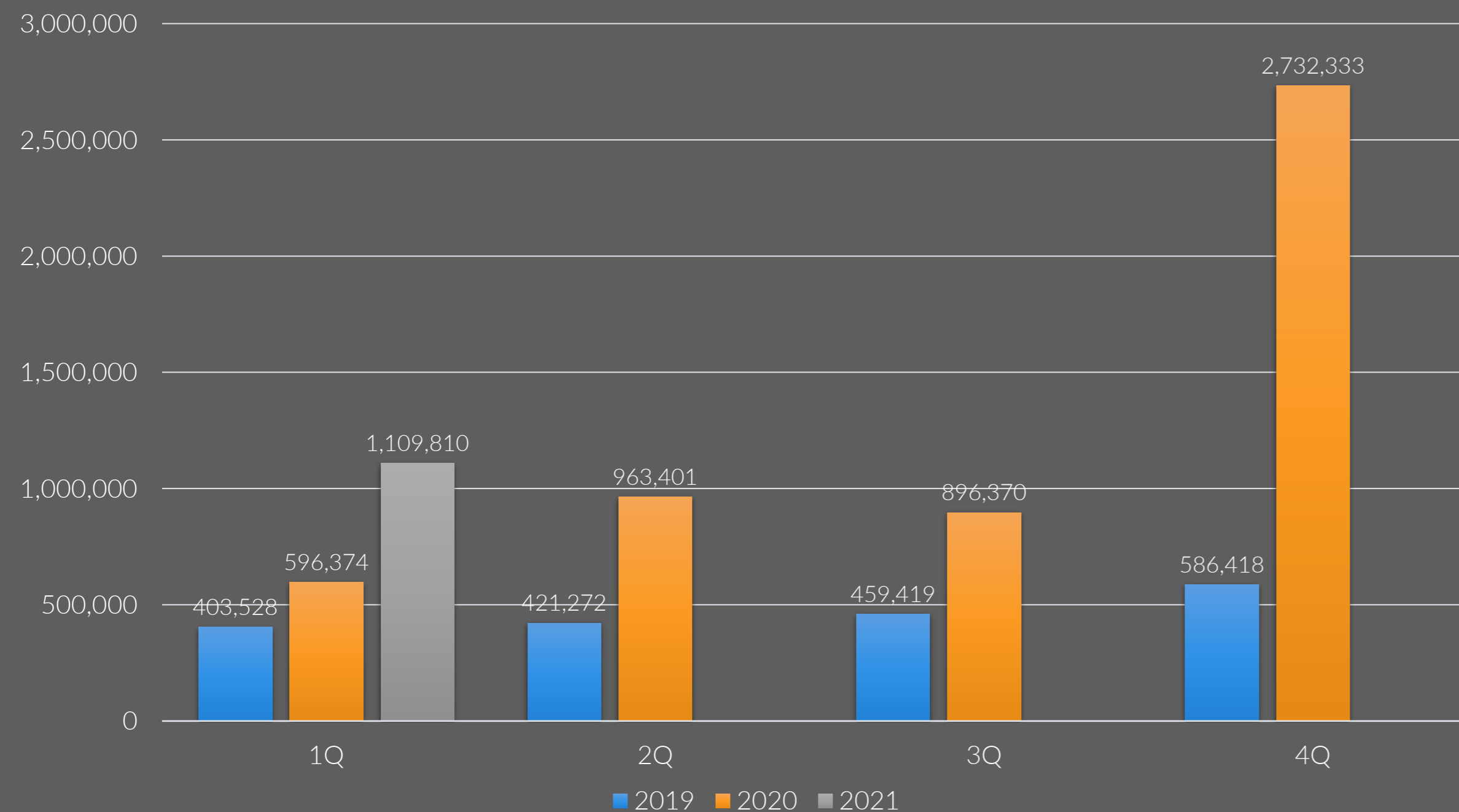
Registered SMS Contract has had a **QoQ** (Quarter Q1 2020 over Quarter Q1 2021) of **99.25%**, multiplying traffic by **3.77 times** in two years. Traffic comes mainly from utility providers (electricity and gas) in Spain and Europe.



# LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING 1Q 2021

Registered SMS traffic

Registered SMS traffic per quarter



Registered SMS traffic has had a **QoQ** (Quarter Q1 2020 over Quarter Q1 2021) of **86.09%**, multiplying traffic **2.75 times** in two years. The traffic comes mainly from claims from insurance companies in Europe, tax claims in Africa, insurance contracts in Europe and financing contracts in Spain.



# Lleida.net

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