



# Lleida.net

La Primera Operadora Certificadora

ES [https://investors.lleida.net/docs/es/20210708\\_HRelev.pdf](https://investors.lleida.net/docs/es/20210708_HRelev.pdf)

FR [https://investors.lleida.net/docs/fr/20210708\\_HRelev.pdf](https://investors.lleida.net/docs/fr/20210708_HRelev.pdf)

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Madrid, 8 July 2021

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

**SaaS services production preview**  
**during 2Q 2021**

Under the provisions of Article 17 of the Regulation (E.U.) 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 for the company's IPO was to get financial resources for the go-to-market and enhancement of SaaS services, which is being achieved as the company plans for SaaS revenues to become the company's primary source of income during 2021 exceeding 50% of the total.

Within stock market dynamics, it is essential 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 quarterly market preview of the financial results as they are available.

This advanced financial information results from a complex financial 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, one piece of data is directly provided to the company from the very beginning and is a key to the quarter's results, as an indicator of first-level performance: the data on the production of SaaS elements 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.



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In the last two financial reporting previews, the company has already published this type of information as a boost to registered services. Nevertheless, since the company has these data available long before the accounting information is published, being essential for the final accounting result, our forecast, and for the sake of transparency and a better understanding of the market, we have considered it important to make these industrial data public before the publication of the results preview.

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

Best regards.

Madrid 8 July 2021



# Lleida.net

## SaaS production preview

### 2021 FISCAL YEAR

2021 2Q

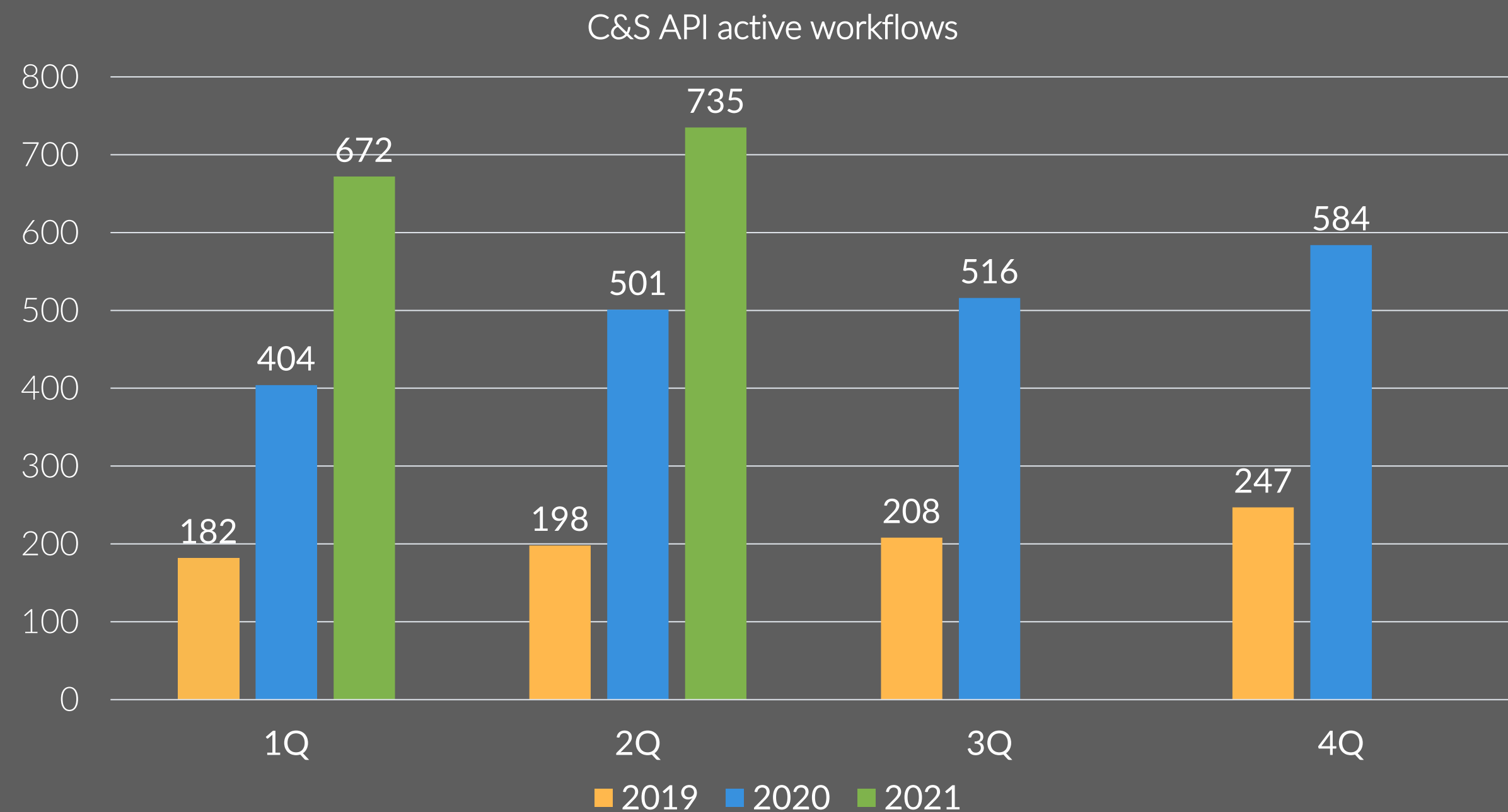
# LLEIDA.NETREGISTERED SERVICES PRODUCTION DURING 2Q 2021 AND COMPARATIVE DATA

We analyse:

- Production of Click&Sign API active workflows
- Production of transactions of Click&Sign API
- Production of Registered email
- Production of Registered SMS contract
- Production of Registered SMS

# LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING 2Q

Click & Sign API  
Active client's workflows



Active signature workflows by API have increased by **46.71% QoQ** (Quarter Q2 2020 over Quarter Q2 2021), multiplying by **2.7** in the last two 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 2Q

Click & Sign API  
Workflow traffic

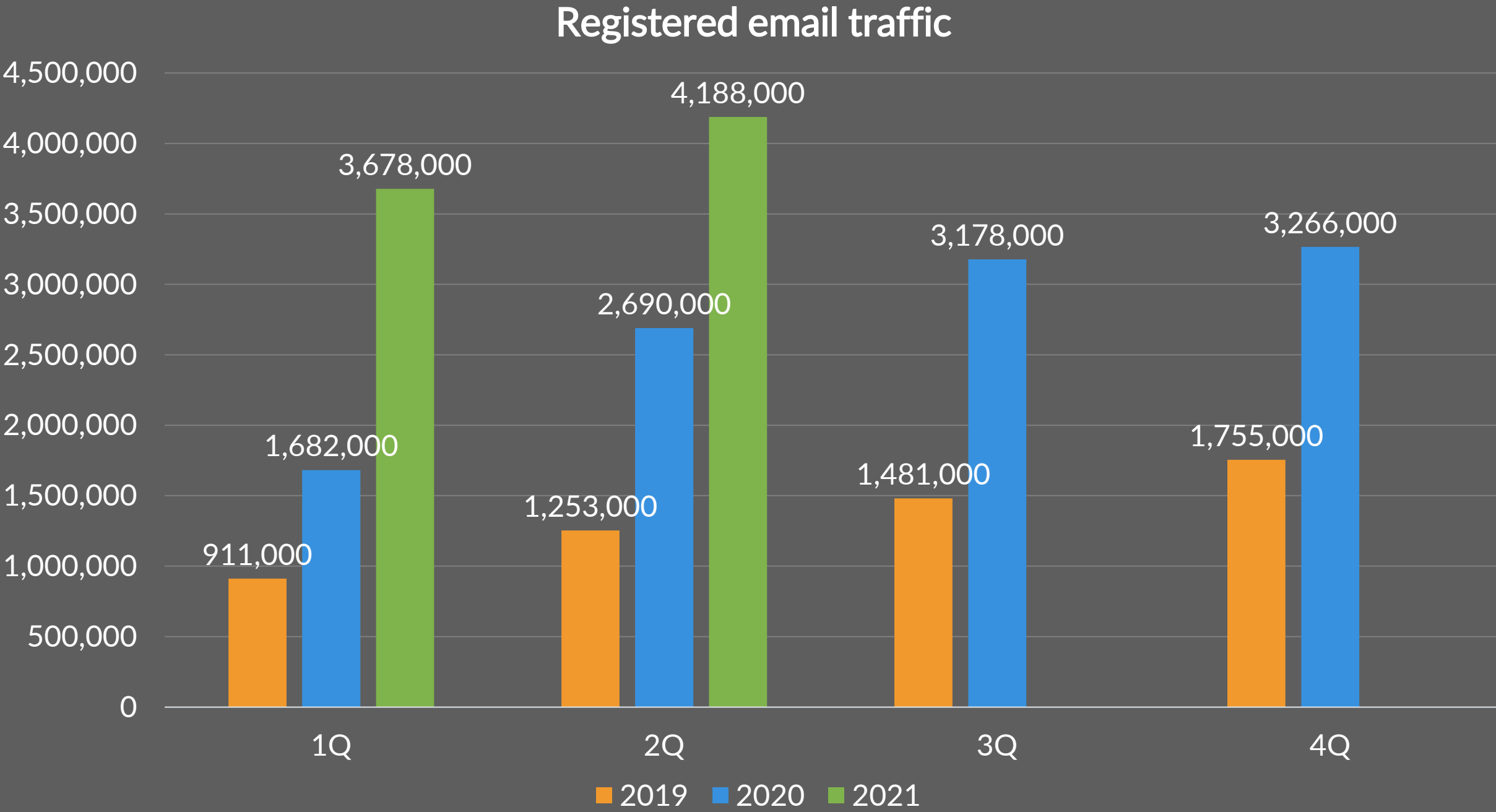
C&S Standard traffic



Active signature workflows by API have increased by **69.96% QoQ** (Quarter Q2 2020 over Quarter Q2 2021), multiplying by **5.2** over 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 2Q

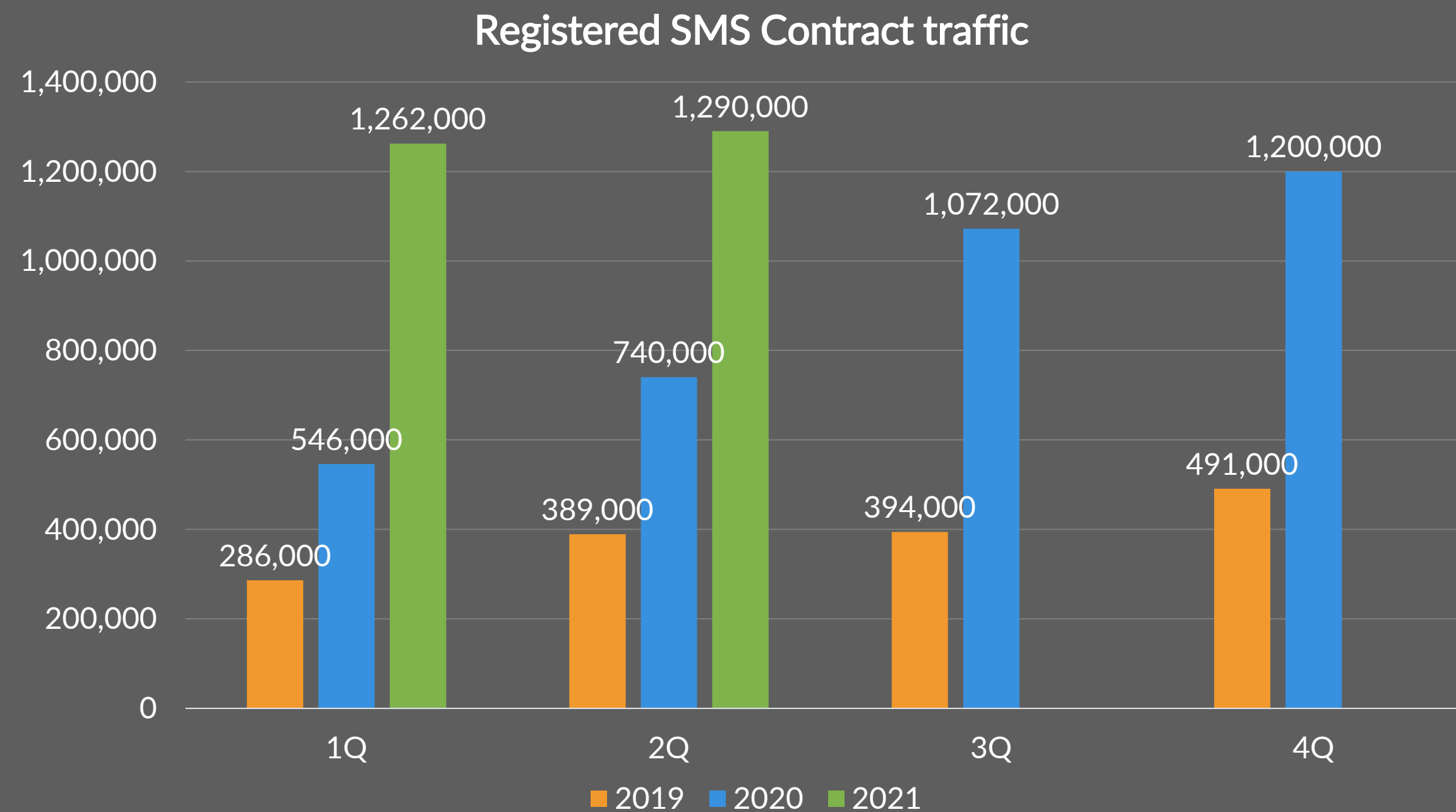
## Registered Email contract Traffic



Active signature workflows by API have increased by **56.06% QoQ** (Quarter Q2 2020 over Quarter Q2 2021), multiplying by **3.3** in the last two years. The majority of traffic comes from insurance companies in Latin America, postal operators, utilities in Europe and Latin America as well as governmental services in Colombia.

# LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING 2Q

## Registered SMS contract Traffic

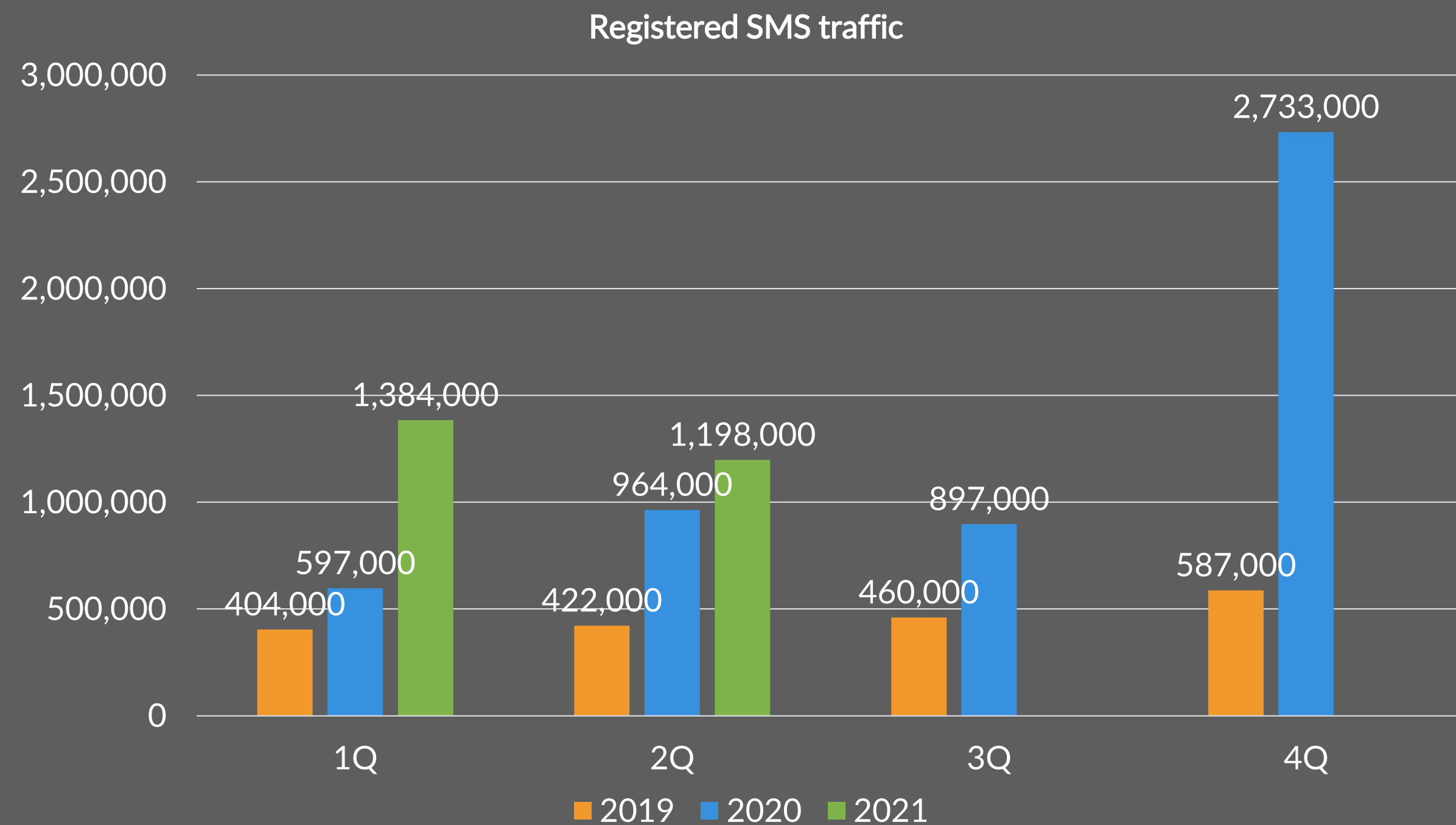


Active signature workflows by API have increased by **74.32 % QoQ** (Quarter Q2 2020 over Quarter Q2 2021), multiplying by **3.77** in the last two years. Traffic comes mainly from utility providers (electricity and gas) in Spain and Europe.



# LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING 2Q

## Registered SMS Traffic



Active signature workflows by API have increased by **24.27% QoQ** (Quarter Q2 2020 over Quarter Q2 2021), multiplying by **2.84** in the last two years. Traffic comes mostly from insurance company claims in Europe, default claims in Spain, insurance contracts in Europe and financing contracts in Spain.



# Lleida.net

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