



Lleida.net

La Primera Operadora Certificadora

ES https://investors.lleida.net/docs/es/20210924_HRelev.pdf
FR https://investors.lleida.net/docs/fr/20210924_HRelev.pdf
ZH https://investors.lleida.net/docs/zh/20210924_HRelev.pdf

Madrid, 24 September 2021

Other relevant information
LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.

Roadshow with investors in the US and event attendance in Paris

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, SA: (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:

On the occasion of the roadshow with institutional investors in the United States during October and the assistance to the Investor Access event in Paris on 27-28 September, please find attached the presentations that will be shared during these events.

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

Best regards

Madrid 24 September 2021

Mr Francisco Sapena Soler, CEO and Chairman of the Board of Directors.

INVESTMENT OPPORTUNITY

Lleida.net (OTCQX:LLEIF) (EPA:ALLLN) (BME:LLN) is a top player in one of the fastest-growing markets in the post-COVID-19 future: the eSignature, eNotification, eContracting and Digital Postal Services industries. Our ambition is to become the main European player in market industry within the next 10 years through internationalization, R+D, proprietary technology, and transparent investor relationships.

25+ Years of market leadership

207 Patents

#1 Top-performing listed company in Europe in 2020 (940% increase)

20 Quarters with EBITDA growth

Stock Performance (Madrid)



Investor Relations Contact:



investors@lleida.net



(+34) 973 282 300



LINEs OF BUSINESSES



SaaS Services

Core commercial products are SaaS-based, including Click & Sign, eKYC, and Openum eIDAS.



SMS Solutions

Our interconnection network reaches more than 150 countries through SMS and 2 Way SMS.



Wholesale Solutions

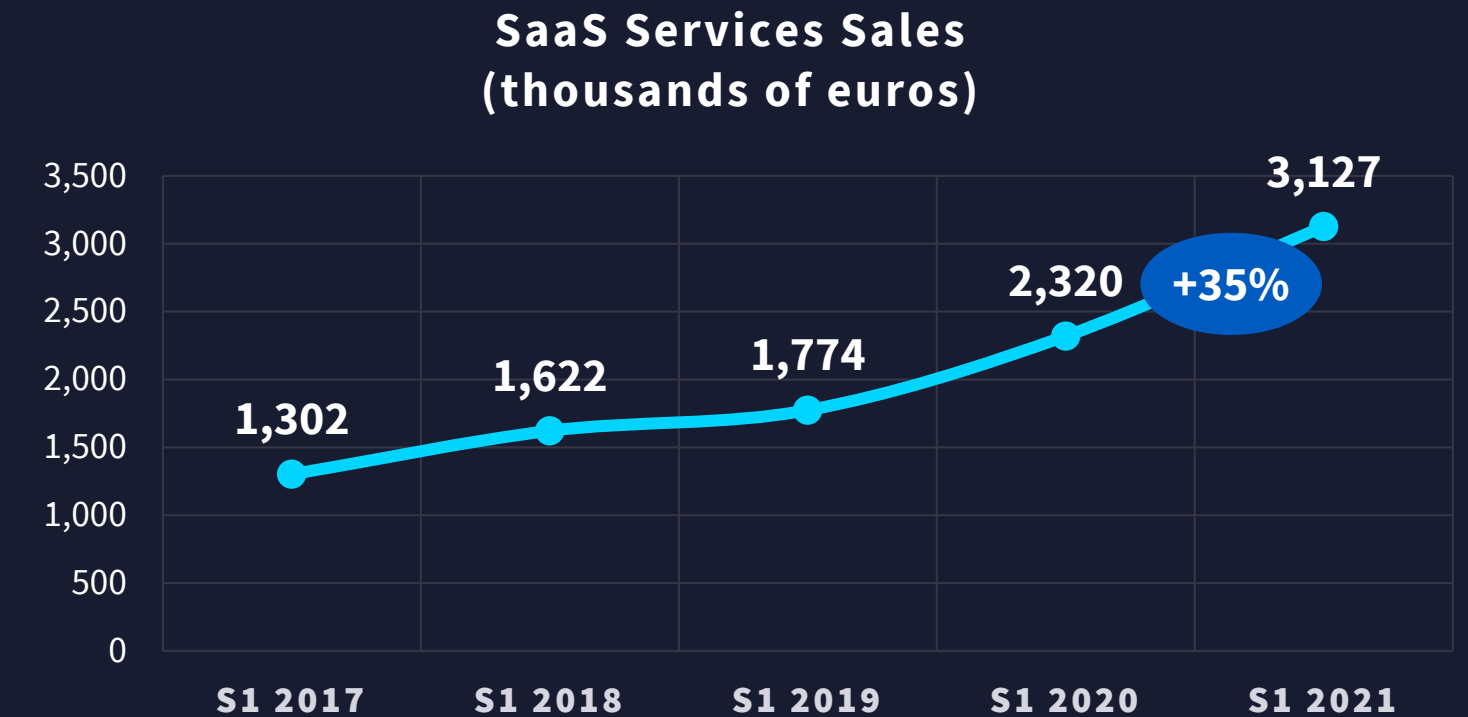
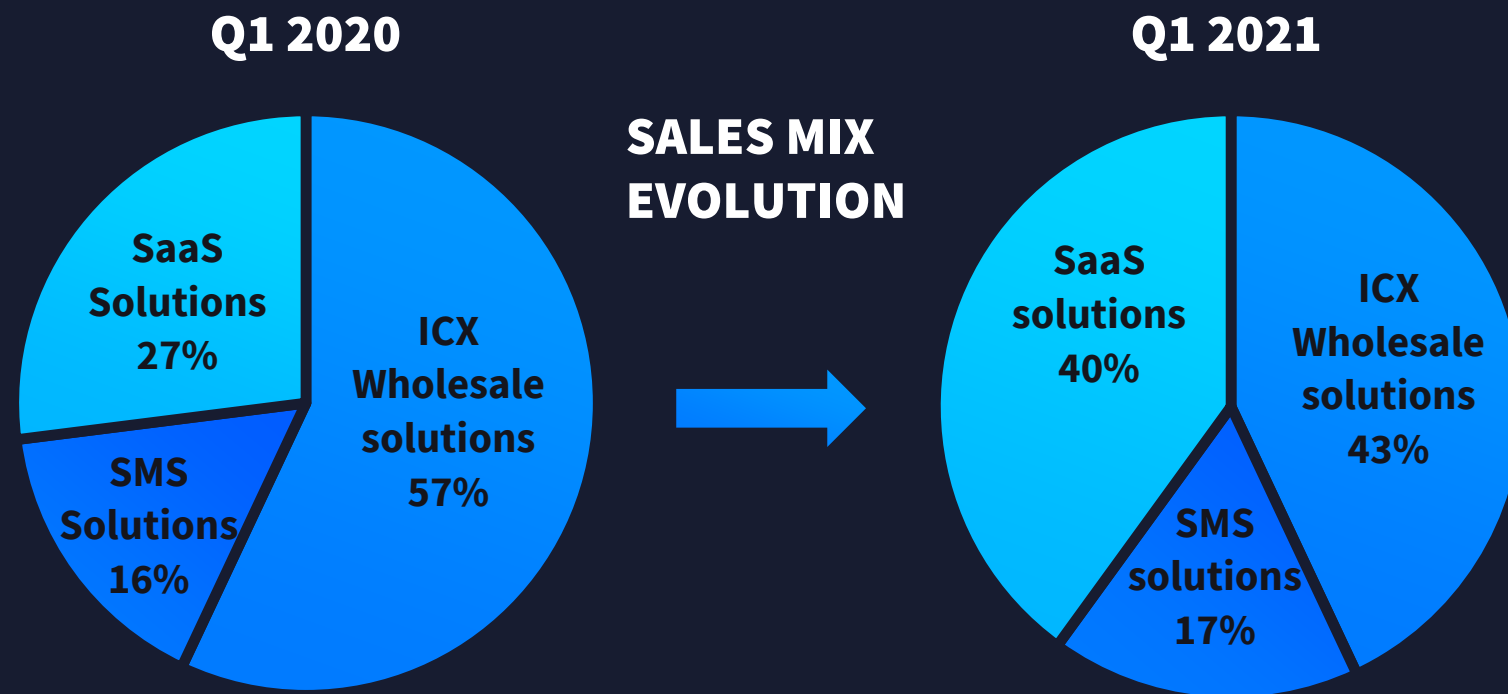
Application to peer traffic for sending large volume of information.

RECENT HIGHLIGHTS

- Listed in OTCQX (New York), Euronext Growth (Paris) and BME Growth (Madrid)
- The Board of Directors has proposed a **dividend distribution 25% higher than 2020 dividend**.
- **New subsidiary in Dubai** to distribute registered services in the Middle East and Africa.
- Agreement with the Pan-African Postal Union to distribute Digital Postal Services in over 50 countries.
- **207 patents granted in 64 countries, including the United States**
- **Agreement to purchase 100% of the share capital of InDenova S.L and a full inorganic growth strategy**
- **Treasury exceeding the financial debt and almost \$8m available liquidity.**

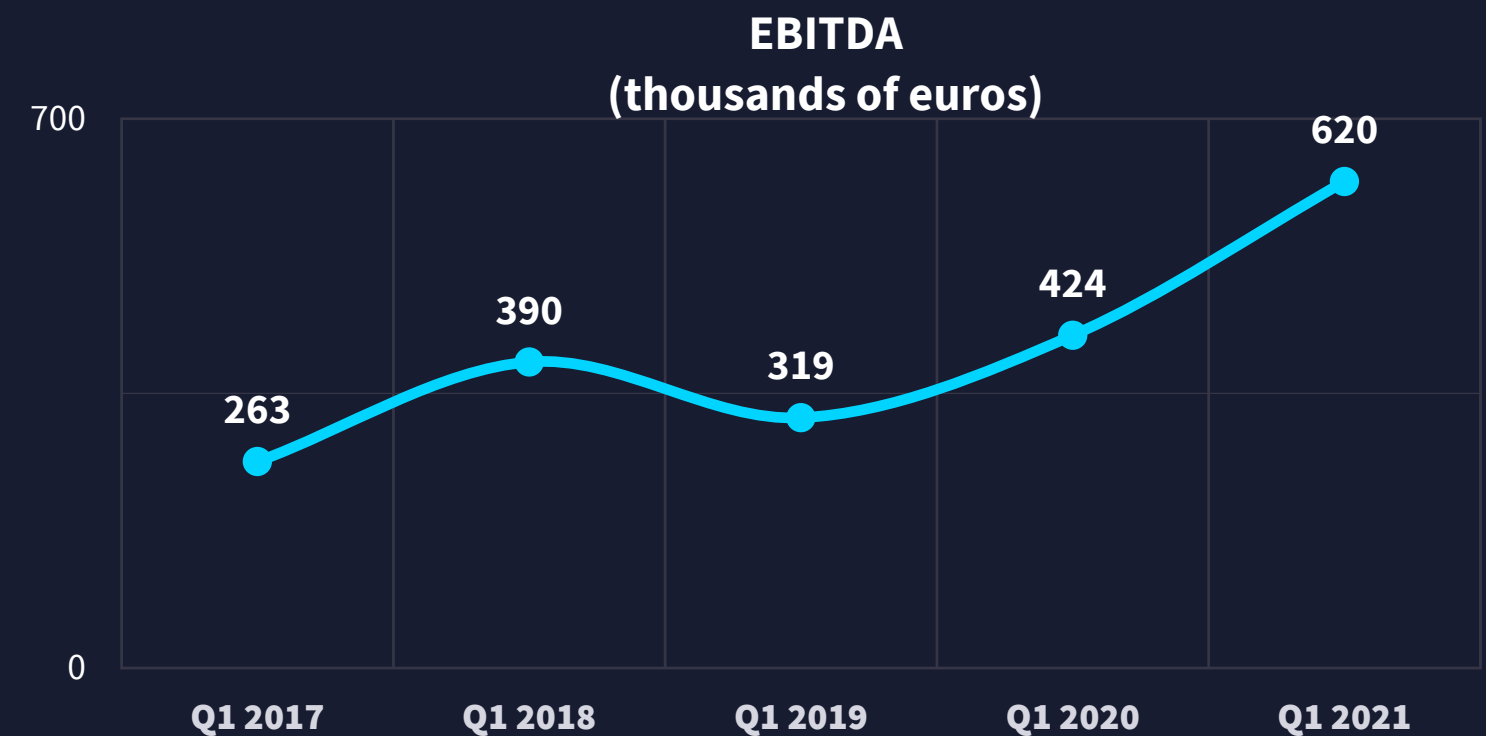


QUARTER HIGHLIGHTS



TEAM

Sisco Sapena, CEO
Arrate Usandizaga, CFO
Jordi Ramon, CTO
Beatriz García Torre, Chief Interconnection Officer
Pablo Gracia Betorz, Americas Director
Manuel Gallo, EMEA Director
Ramón Pedrosa, Director Investor Relations



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Lleida.net

INVESTORS PRESENTATION

October 2021

(OTCQX:LLEIF · EPA:ALLN · BME:LLN)

INVESTMENT OPPORTUNITY

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25+

Years of market leadership

207

Patents

#1

Top-performing listed company in Europe in 2020 (940% increase)

20

Quarters with EBITDA growth

STOCK PERFORMANCE

Listed in Madrid since 2015,
in Paris since 2018, in
OTCQX International since
2020; quoted in Frankfurt
since
March 2021.



RECENT HIGHLIGHTS

- The Board of Directors has proposed a **dividend distribution 25% higher than 2020 dividend.**
- **New subsidiary in Dubai to distribute registered services in the Middle East and Africa.**
- **Agreement with the Pan-African Postal Union to distribute Digital Postal Services in over 50 countries.**
- **207 patents granted in 64 countries, including the United States**
- **Agreement to purchase 100% of the share capital of InDenova S.L and a full inorganic growth strategy**
- **Treasury exceeding the financial debt and almost \$7M available liquidity.**

WE ARE A 25 YEARS OLD

TRUST SERVICE PROVIDER

Our business goal is to provide trustworthiness and be a digital witness to our clients and their customers throughout their Signature processes and electronic communications.

We have become a leading player in the Trust Service industry thanks to our three business lines:



SaaS Services

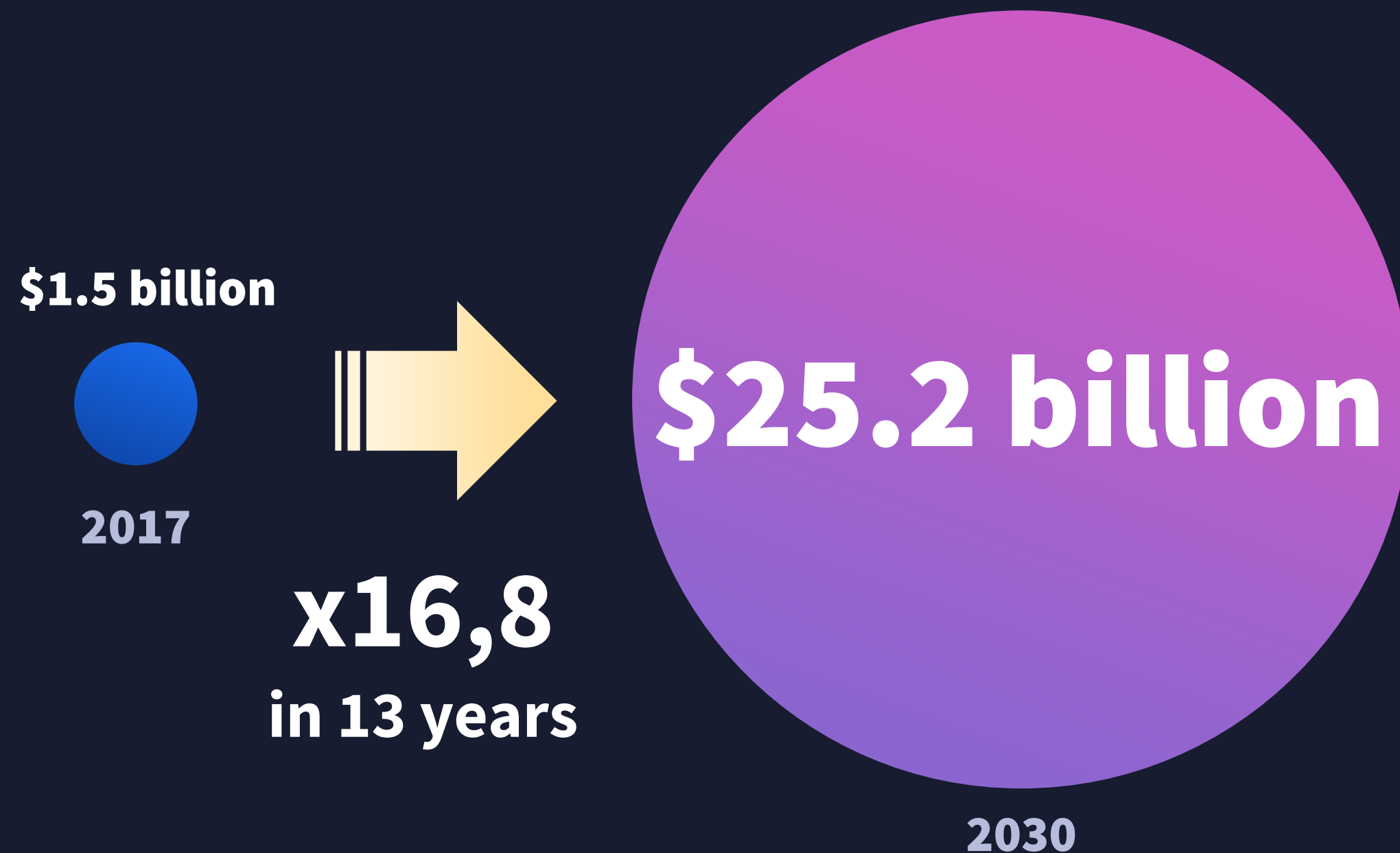


SMS Solutions



**Interconnection Wholesale
Solutions**

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 Contracts, 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.

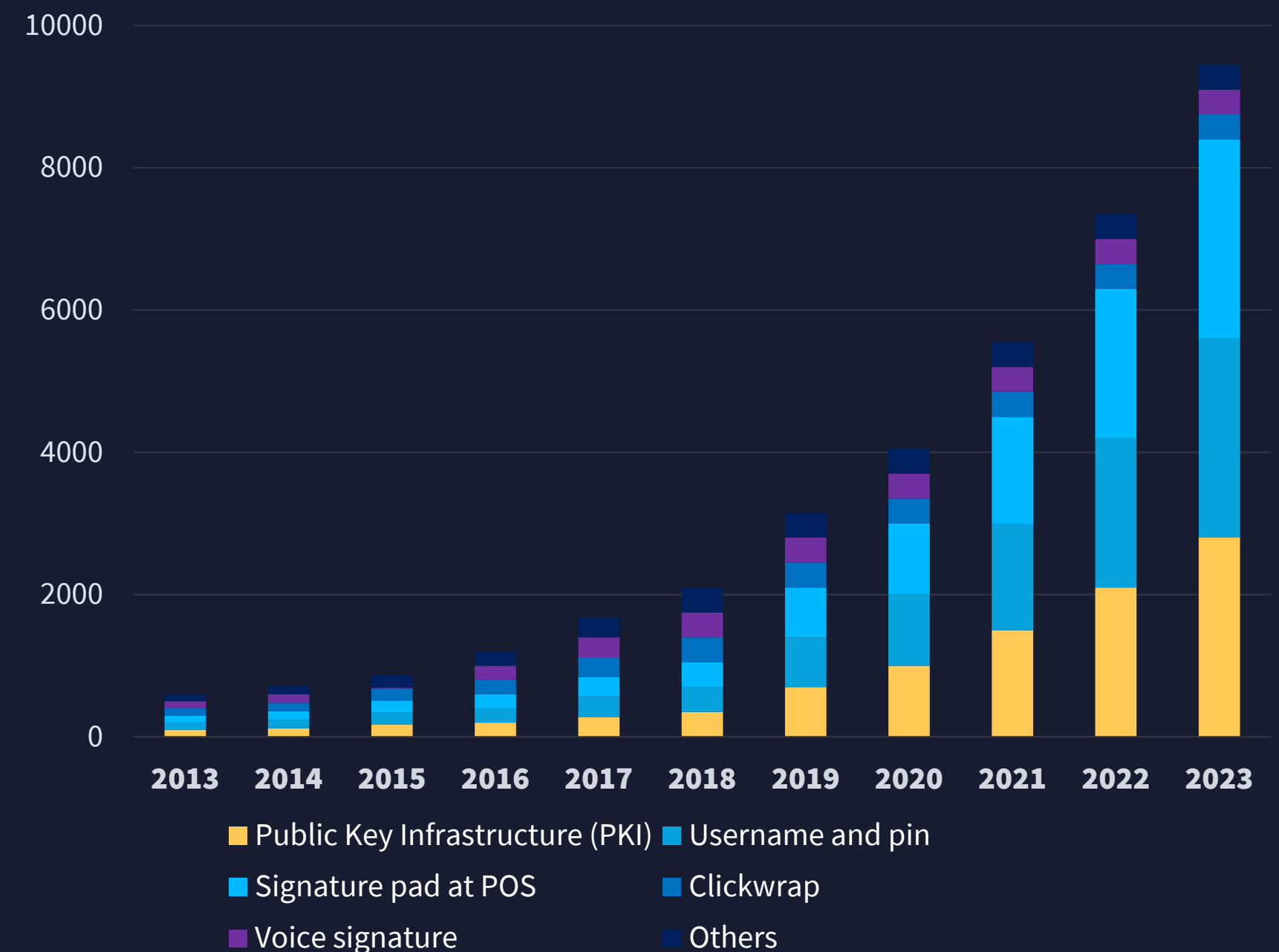
*Digital Signature Market To Generate Over \$25,211.3 Million Revenue by 2030 Says P&S Intelligence
<https://www.bloomberg.com/press-releases/2021-06-28/digital-signature-market-to-generate-over-25-211-3-million-revenue-by-2030-says-p-s-intelligence>

THE GLOBAL ESIGNATURE MARKET

From 2020, three market drivers will boost the digital signature business, where Lleida.net is strong and global:

- 1** Increasing demand for security, workflow efficiency and supply chain enhancement in corporates.
- 2** Legislative support to the eSignature technology
- 3** Increasing online documentation processes

Global eSignature Market, by type, \$M (2013 – 2023)



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

TEAM



LEADERSHIP TEAM

Sisco Sapena CEO

Arrate Usandizaga, CFO

Jordi Ramon, CTO

Beatriz García Torre, Chief Interconnection Officer

Pablo Gracia Betorz, Americas Director

Manuel Gallo, EMEA Director

Ramón Pedrosa, Director Investor Relations

BOARD OF DIRECTORS

Sisco Sapena CEO - Arrate Usandizaga, CFO - Beatriz García Torre

Antonio López del Castillo - Jorge Sainz de Vicuña Barroso -

Jordi Carbonell - Miguel Perez Subías - Marc Gallardo

BUSINESS SEGMENTS

SaaS Services

Core commercial products are SaaS-based, including Click & Sign, eKYC, and Openum eIDAS.
We provide 15+ governments with eCommunications solutions.

SMS Solutions

Our interconnection network reaches more than 150 countries through SMS and 2 Way SMS.

Wholesale Solutions

Application to peer traffic for sending large volume of information.

OUR CORE STRENGTHS



Innovation



Internationalization



Intellectual property

OUR THREE CHIEF SERVICES ARE STATE-OF-THE-ART FOCUSED IN SAAS SERVICES



Click & Sign is our cloud based eSignature platform.

We provide our API and also a customized version for big companies.

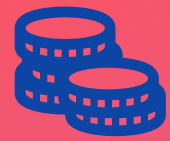


Under eKYC name, we offer a complete framework for Know Your Customer solutions, encompassing features from ID validation to video recorded onboarding.



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

Key Sectors Trust Us



**Banks &
Fintechs**



**Health
services**



**Energy &
Utilities**



**Real
state**



**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 travelling.
- We develop our own technology and we patent it.
- Lleida.net is a dual listed company in Europe and in Wall Street.

KEY CONTRACTS

bankinter.


ZURICH®

 中国电信
CHINA TELECOM

 twilio

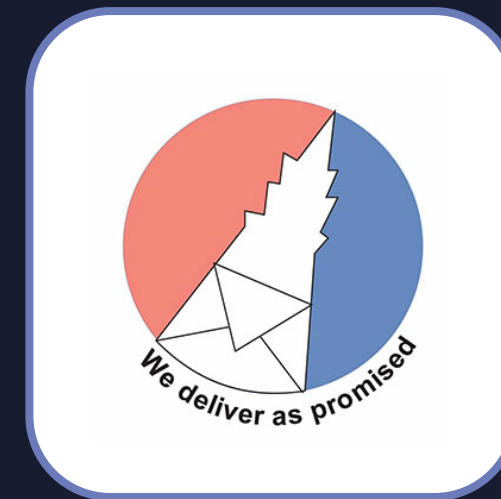
 DIRECTV

wi
Zink
Tu banco senZillo

 Santander


GENERALI

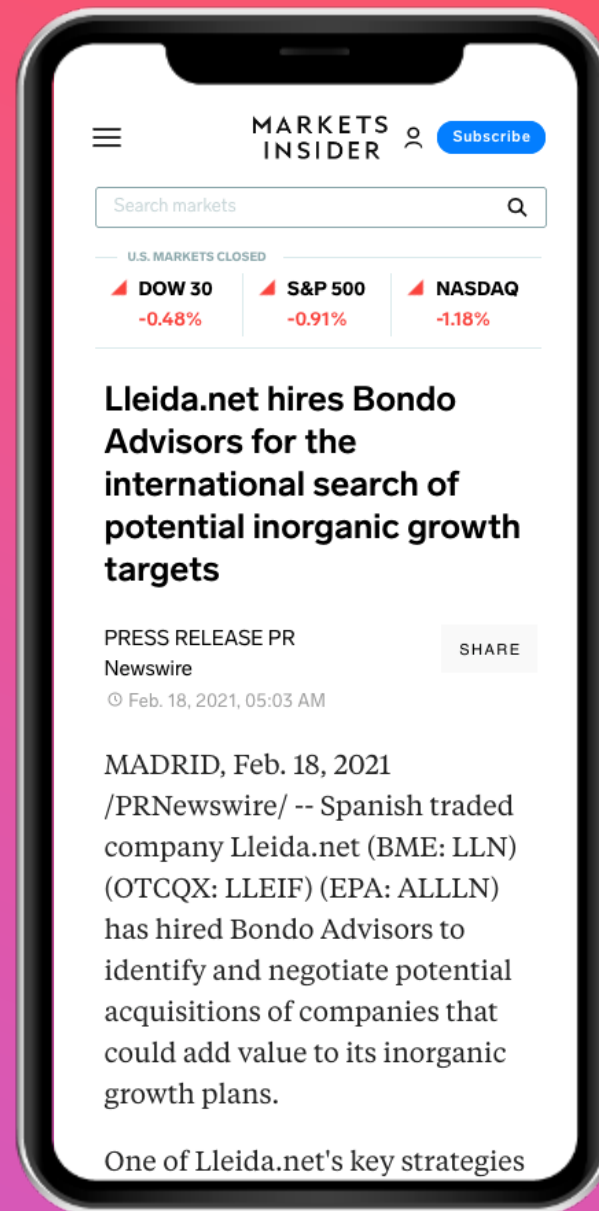
KEY GOVERNMENT CONTRACTS



2020 - 2025 STRATEGY

A 2020-2025 **Strategy** **focused on investors.**

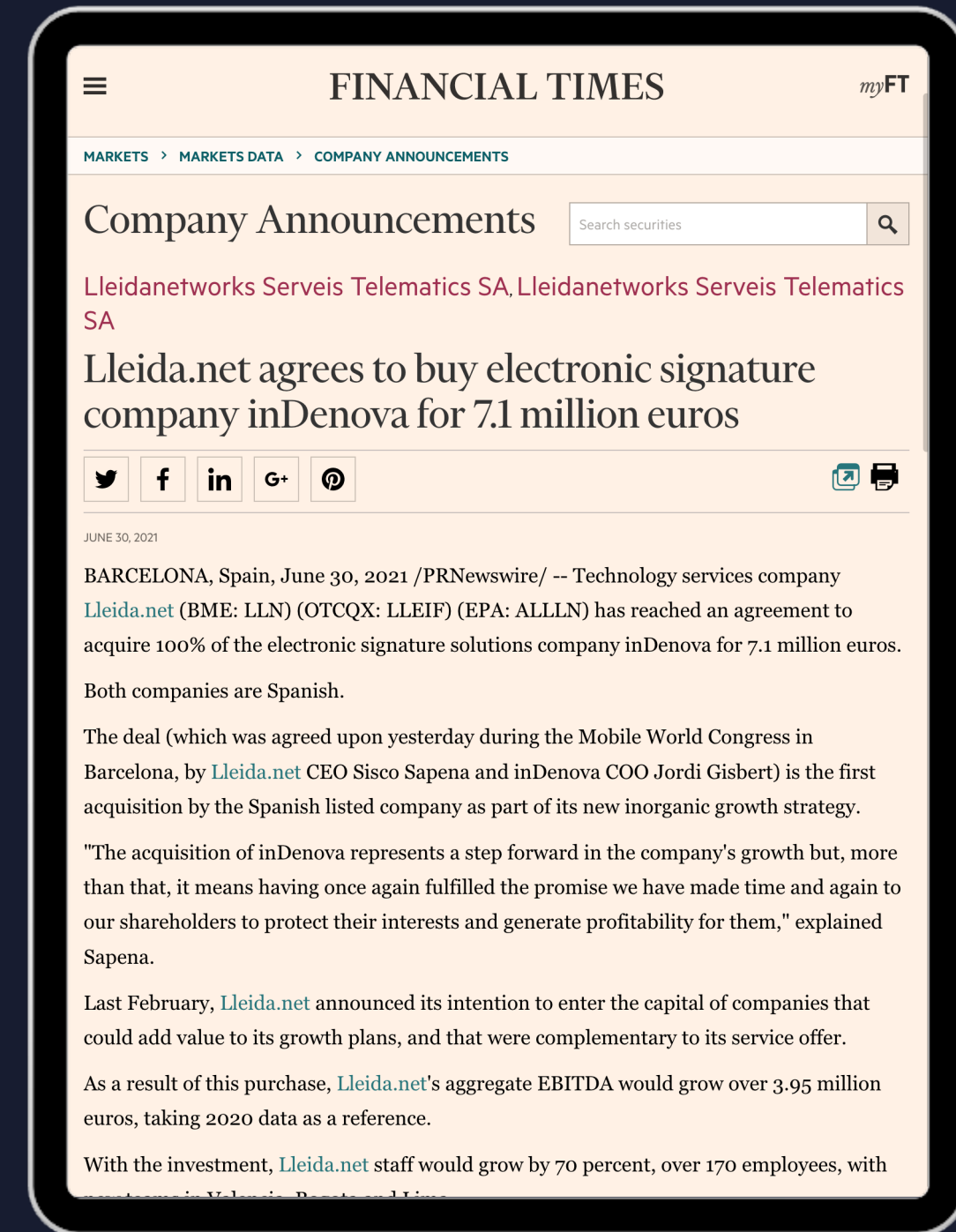
- Inspiring new investors to join our company in order to maintain and increase our daily liquidity levels (avg. 10,000 stocks/day).
- Developing new eSignature technologies to improve our market position at an international levels.
- Acquiring companies across the world in order to grow and strengthen our global capacity.
- Keeping debt at low operational levels
- Work on our ESG strategy to fulfil our Company promise: People, Planet and Profits.



A STRATEGY FOR INORGANIC GROWTH

One of Lleida.net's key strategies for the coming years contemplates the possible purchase of companies, worldwide, that could fit within its business model.

A STRATEGY FOR INORGANIC GROWTH



FINANCIAL PERFORMANCE

**Changes in the sales mix
during the COVID-19 pandemic.**

A STRONG SaaS COMPANY

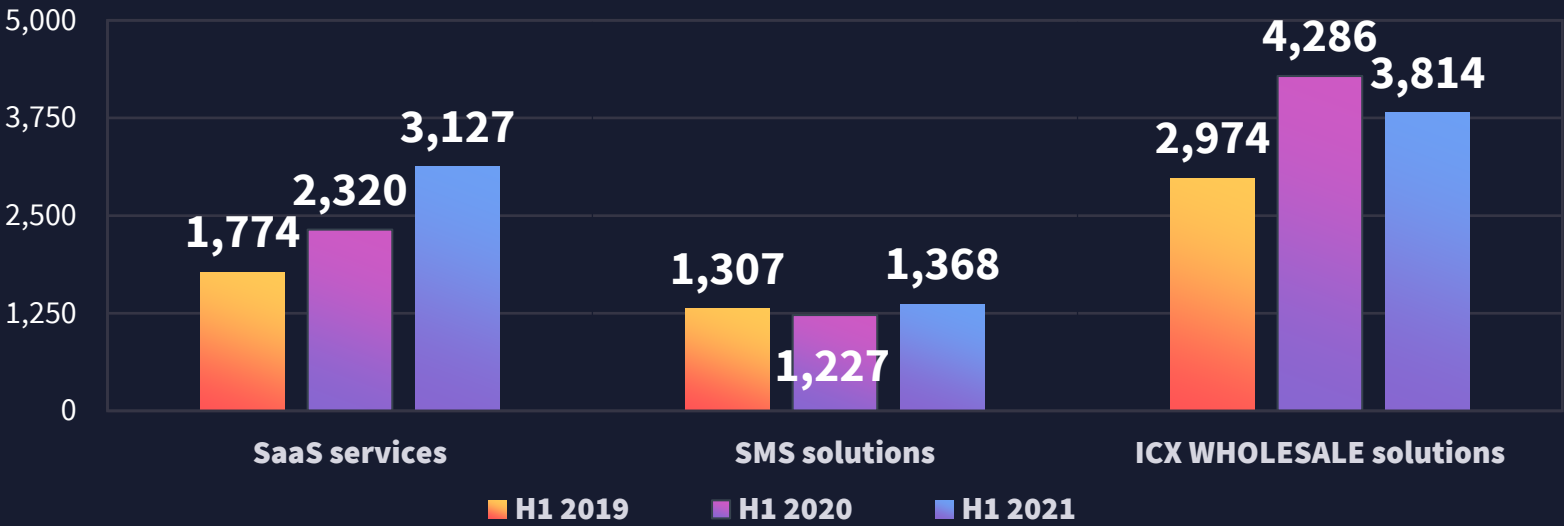
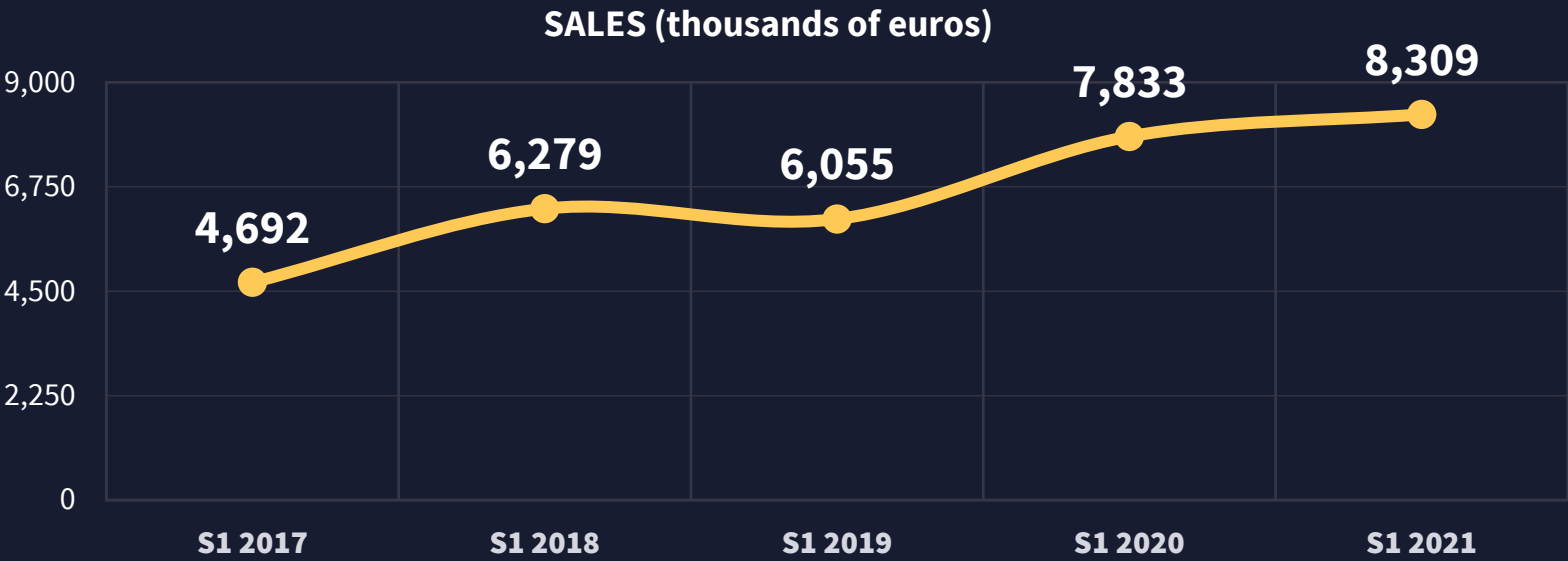
YoY Evolution and Changes in the Sales Mix



EVOLUTION OF SALES

SALES FORECAST BY BUSINESS LINE

Estimated consolidated sales per business line <i>Thousand euros</i>	Q2 2020	Q2 2021	YoY. €	YoY.%	H1 2020	H1 2021	YoY. €	YoY.%
SaaS services	1,239	1,547	308	25%	2,320	3,127	807	35%
SMS solutions	565	680	115	20%	1,227	1,368	141	11%
ICX-WHOLESALE solutions	1,983	2,095	112	6%	4,286	3,814	-472	-11%
Total	3,787	4,322	535	14%	7,833	8,309	476	6%



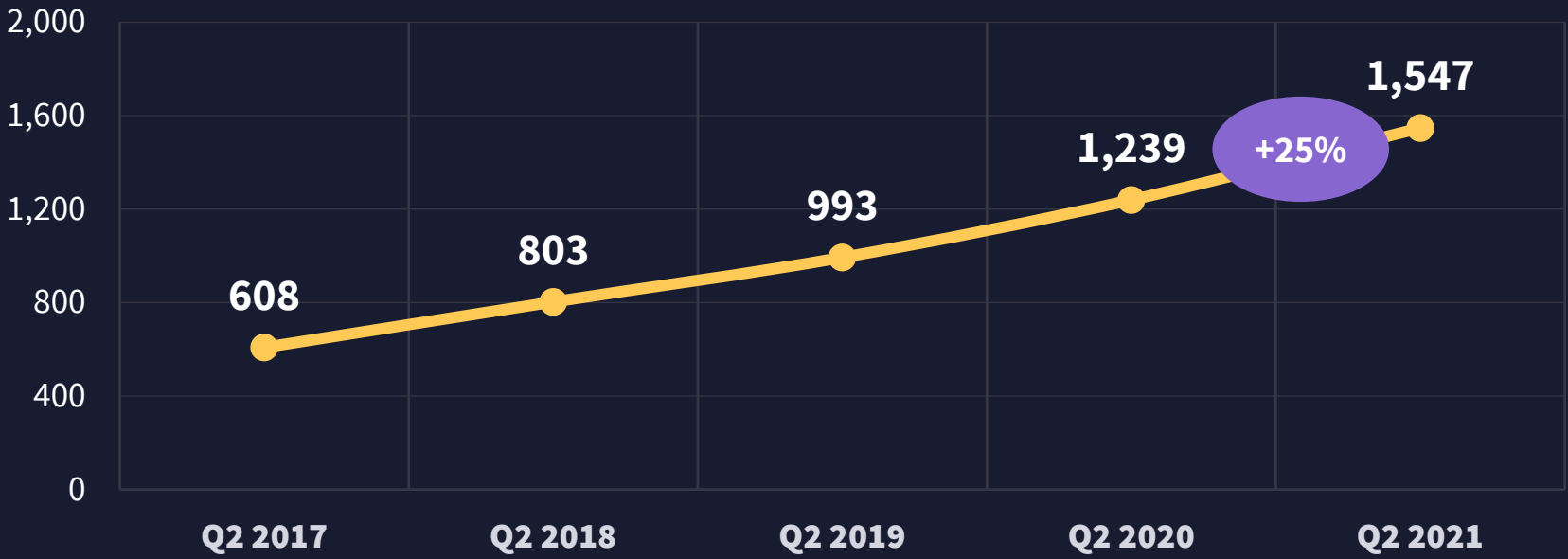
All business lines have grown during the quarter, with a 14% increase compared to the same quarter of 2020FY. SaaS sales are up 35% and account for 38% of total sales in the first half of the year.

SaaS SALES EVOLUTION

SaaS SERVICES SALES
(thousands of euros)



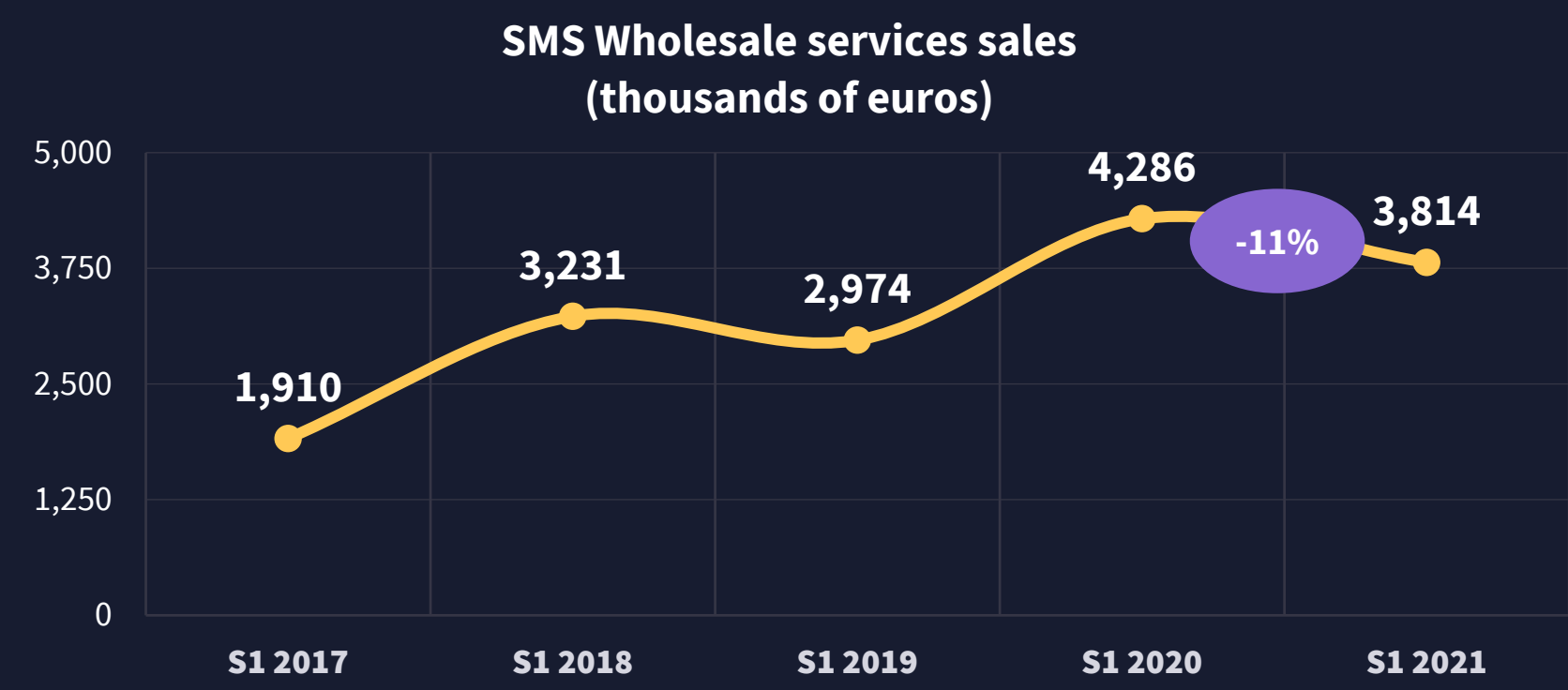
SaaS SERVICES SALES
(thousands of euros)



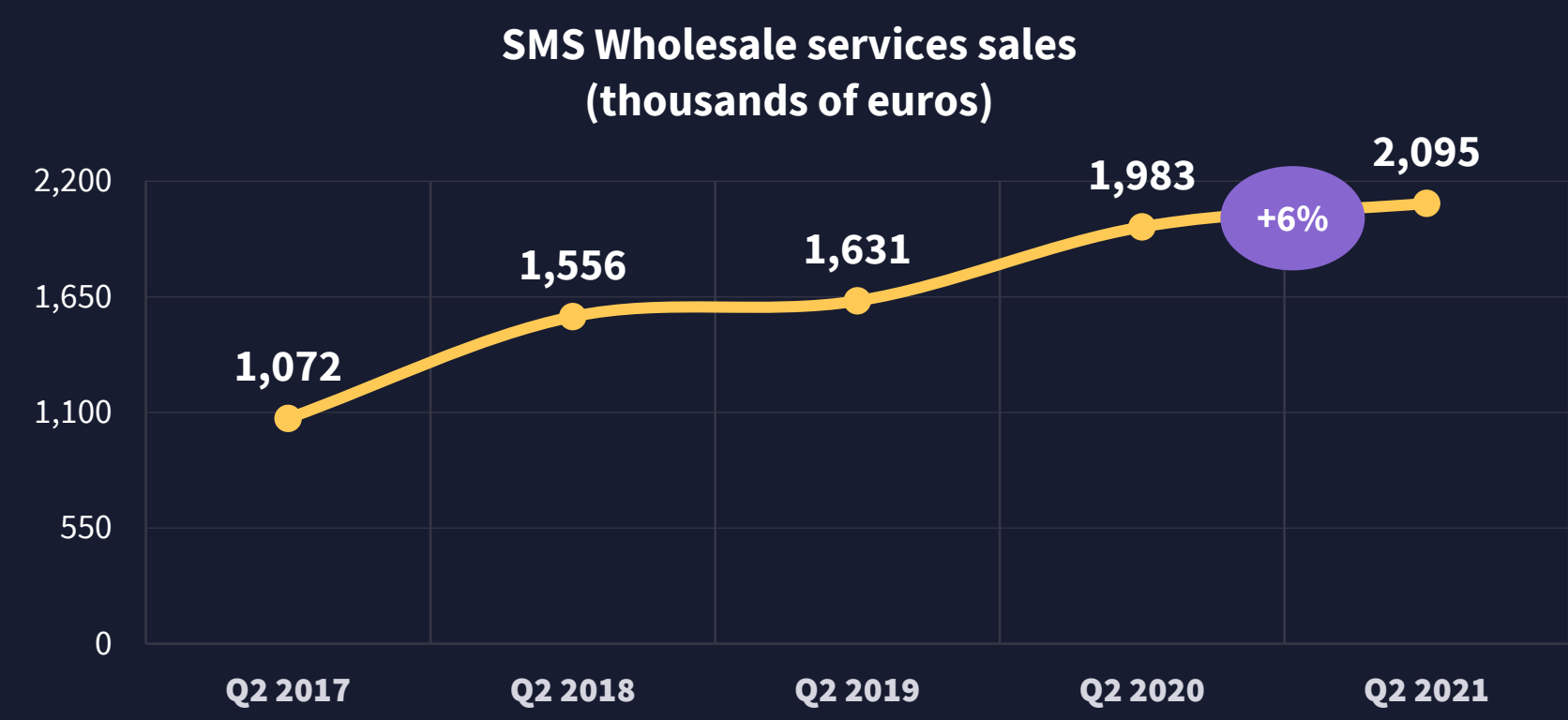
SaaS sales increase by 35% half-yearly and 25% quarterly resulting from:

- Growth of the electronic contracting and notification market
- Major new contracts, Bancolombia Colombia's leading bank for the provision of electronic signature, The Phone House to be up and running by the end of 2021
- New distribution agreements with Pan African Postal Union, Egate Egypt

SMS WHOLESALE SALES EVOLUTION

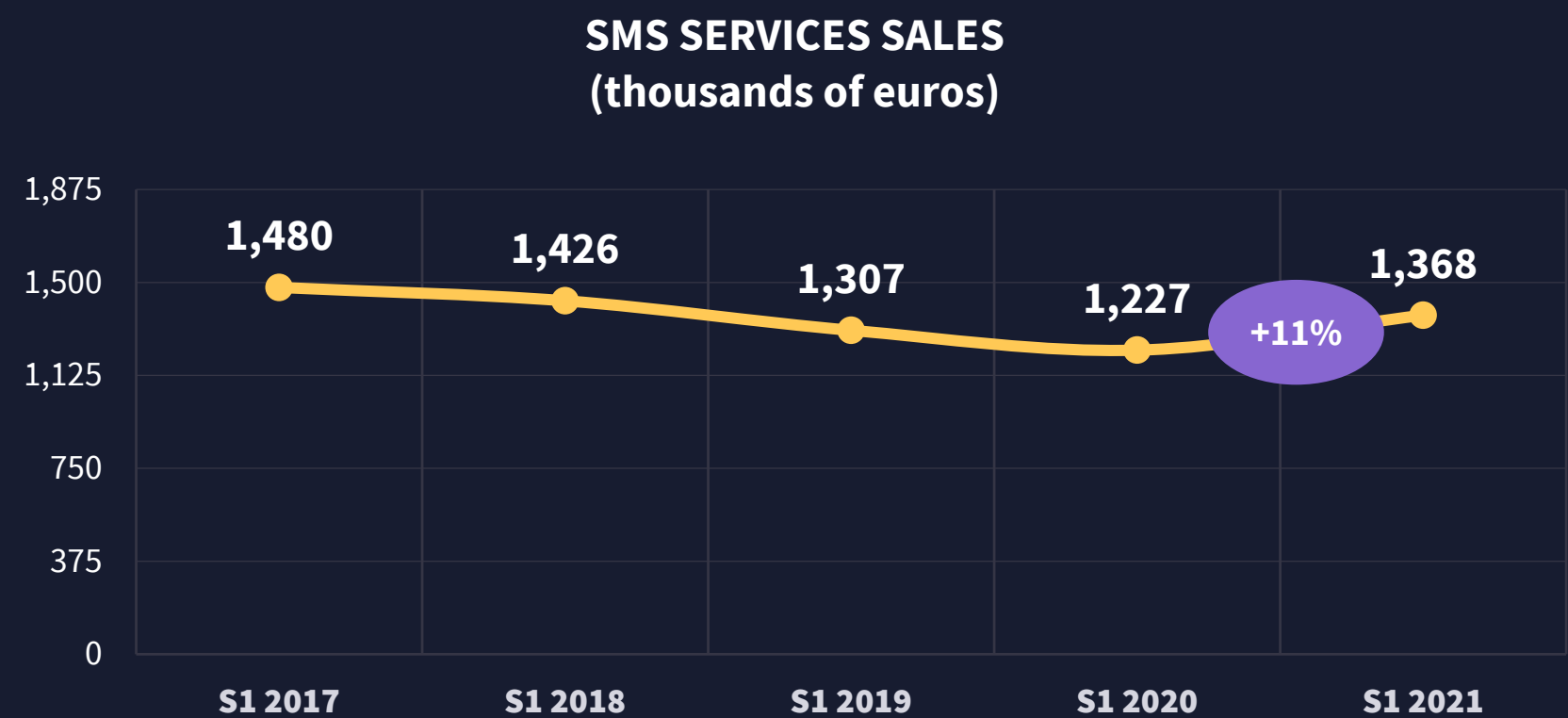


A trend change is emerging in the Wholesale sector in terms of overall figures. Hospitality traffic is slowly growing again, while competition in the sector continues to be strong.

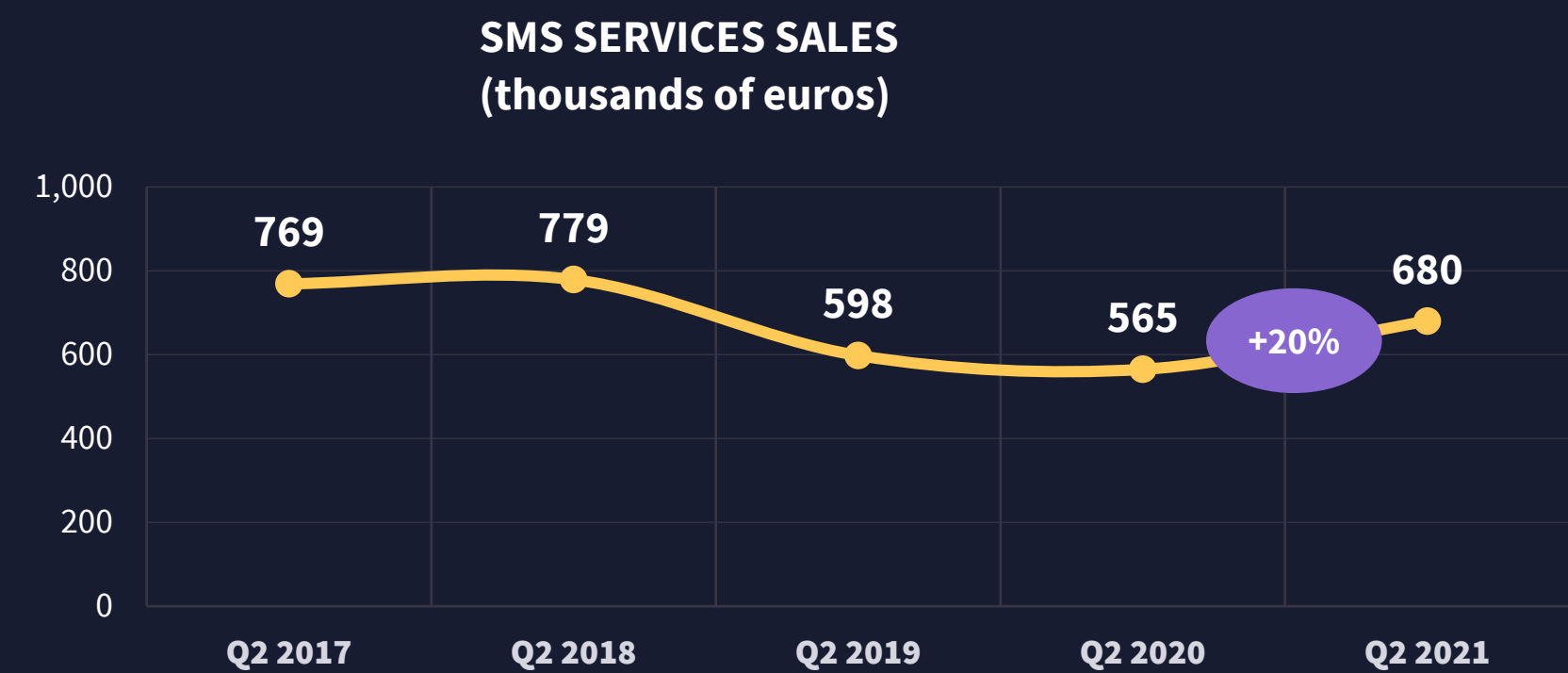


During 2Q2021, Lleida.net has marketed VOIP with SMS, with our nomadic numbering it is possible to make and receive IP calls via SIP and send and receive SMS from the same number.

COMMERCIAL SMS SALES EVOLUTION



Sales of commercial SMS increase by 115 thousand euros quarter-on-quarter compared to 2Q2020 and by 11% if we compare half-yearly data.



Production of **Lleida.net** Registered services during the Second Quarter 2021 YoY

Production of active Click & Sign API circuits

Production of Click & Sign API transactions

Registered Email Production

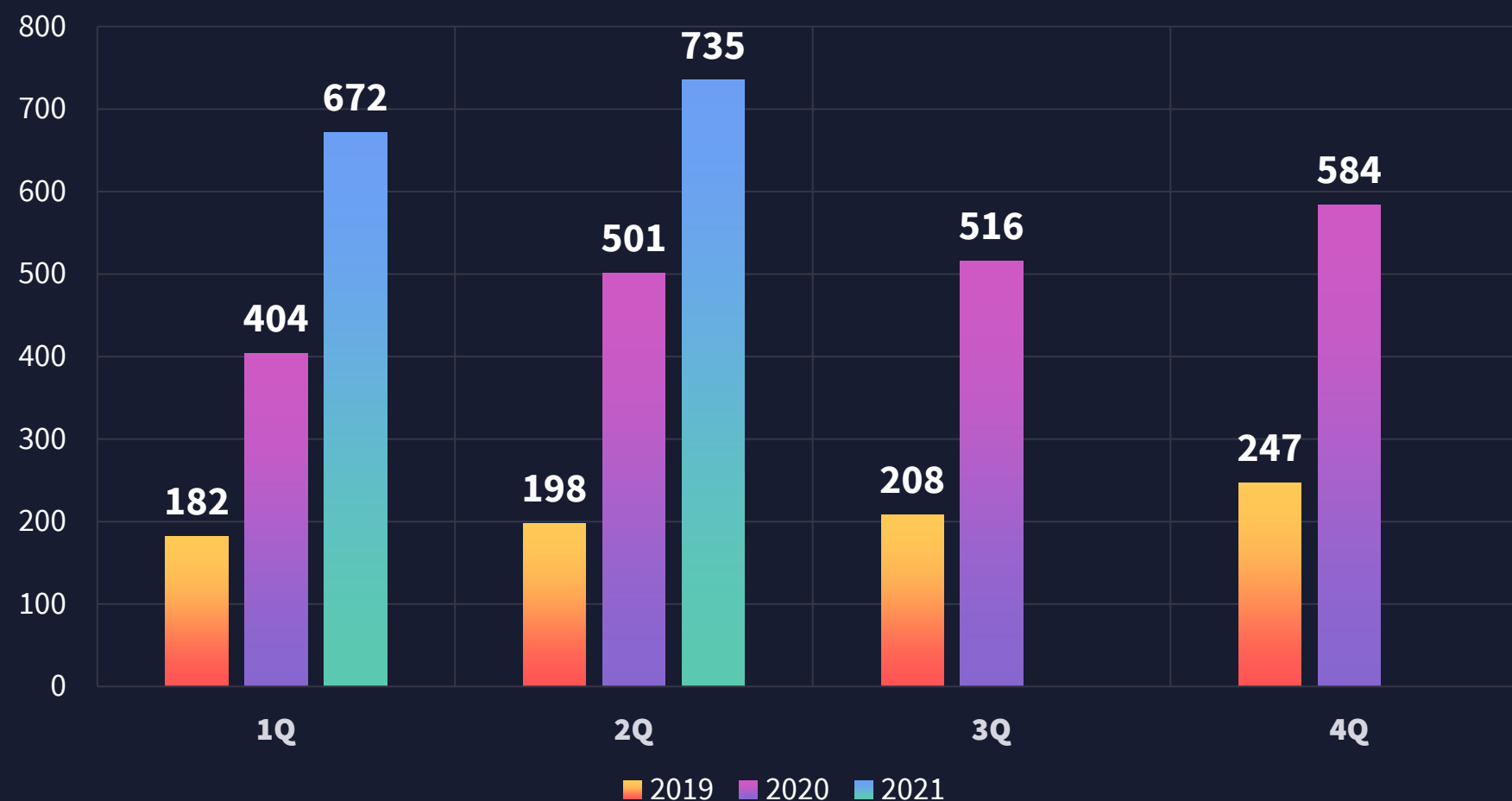
Registered SMS Contract Production

Registered SMS Production

LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING THE SECOND QUARTER OF 2021

Active client's workflows Click & Sign API

C&S API active workflows



Active signature circuits per API have had a QoQ growth (Quarter Q1 2020 over Quarter Q1 2021) of 64.85%, multiplying by 3.6 in the last two 2 years. It is the number of our customers' e-recruitment processes using our APIs that will produce the C&S API traffic on the next slide.

LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING THE SECOND QUARTER OF 2021

Workflows Traffic Click & Sign API

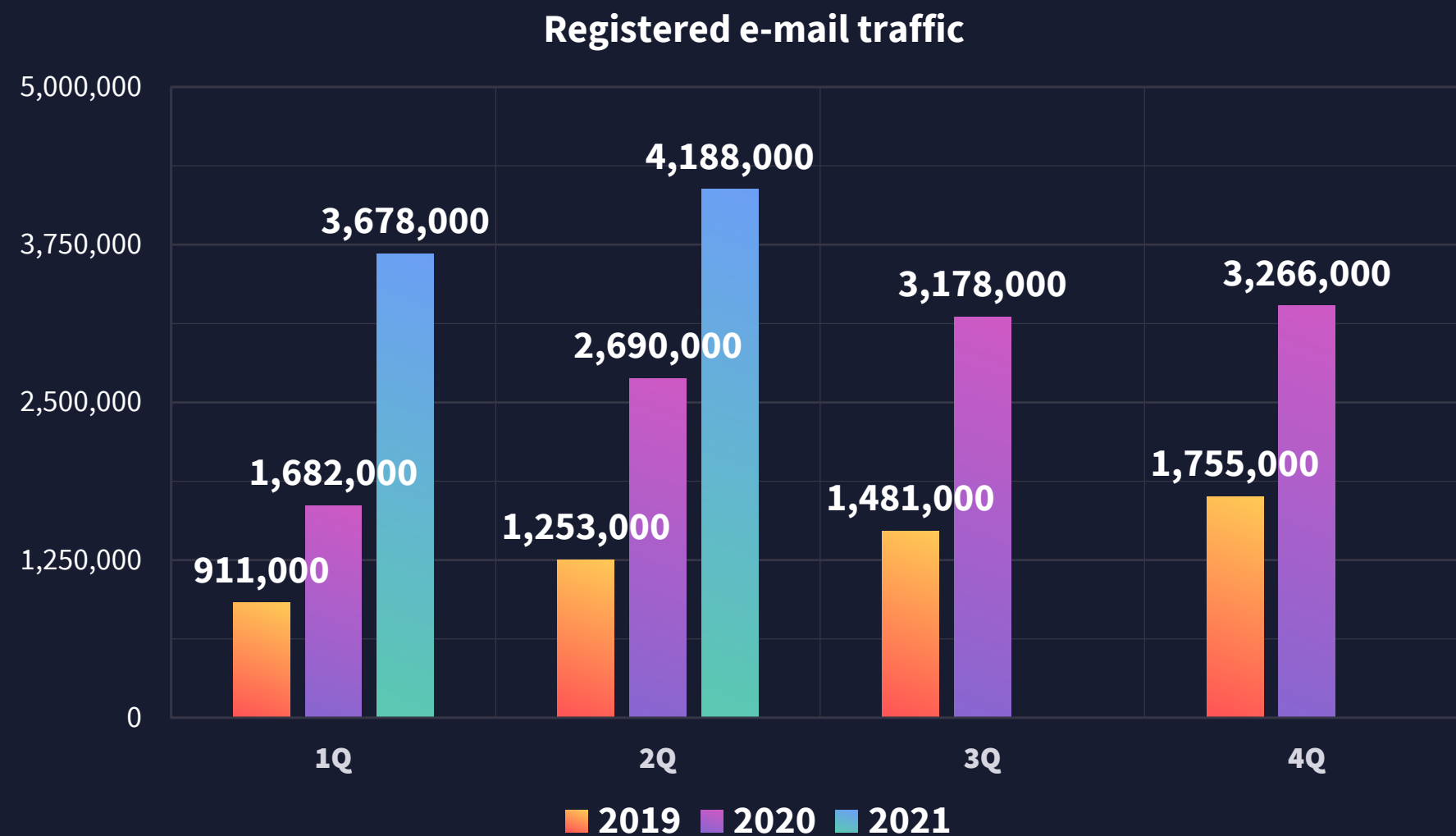
Circuit Traffic C&S API



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 THE SECOND QUARTER OF 2021

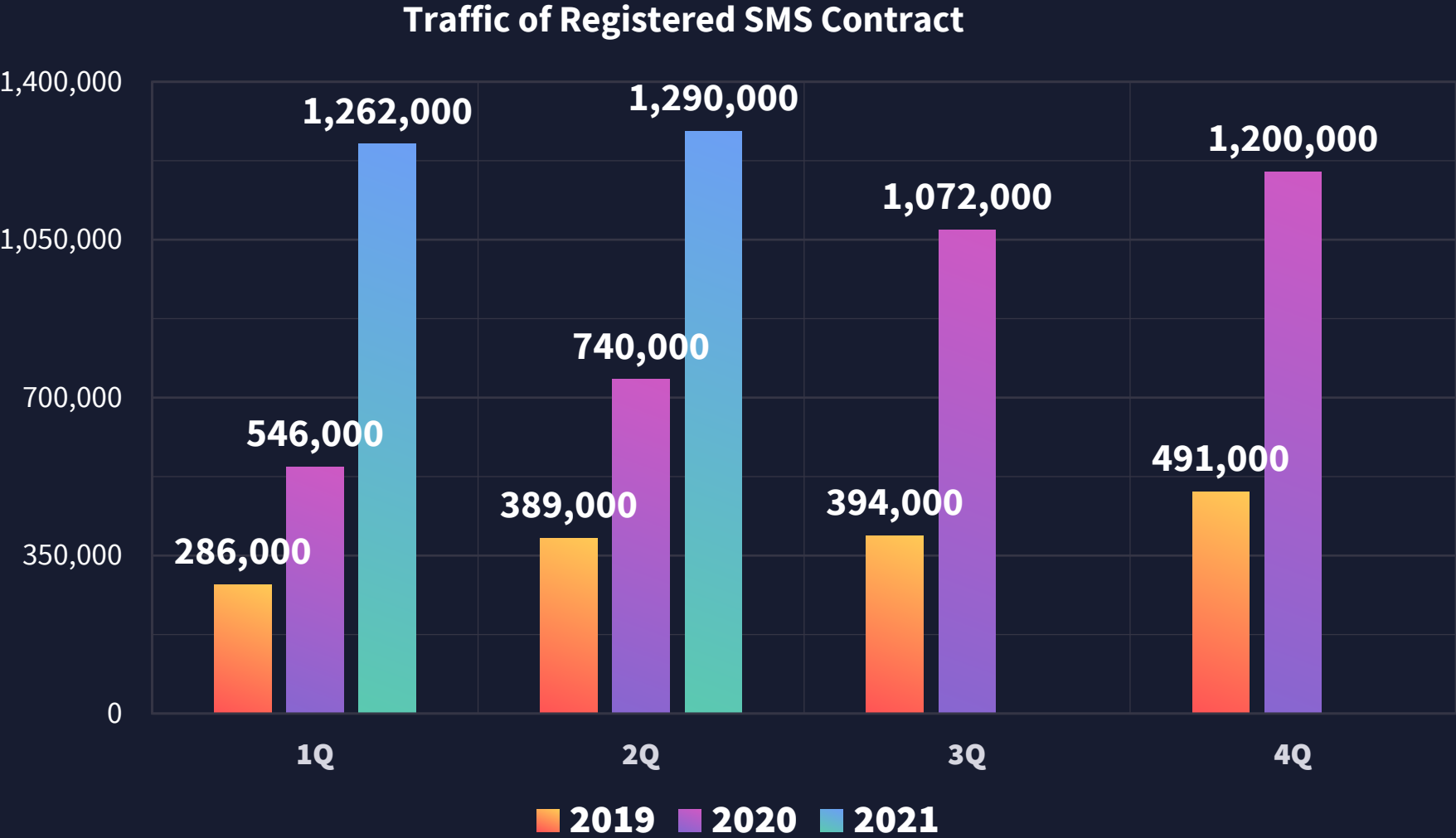
Traffic of Registered e-mail



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. The traffic comes mostly from insurance companies in Latin America, utilities in Europe and Latin America as well as government services notification in Colombia.

LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING THE SECOND QUARTER OF 2021

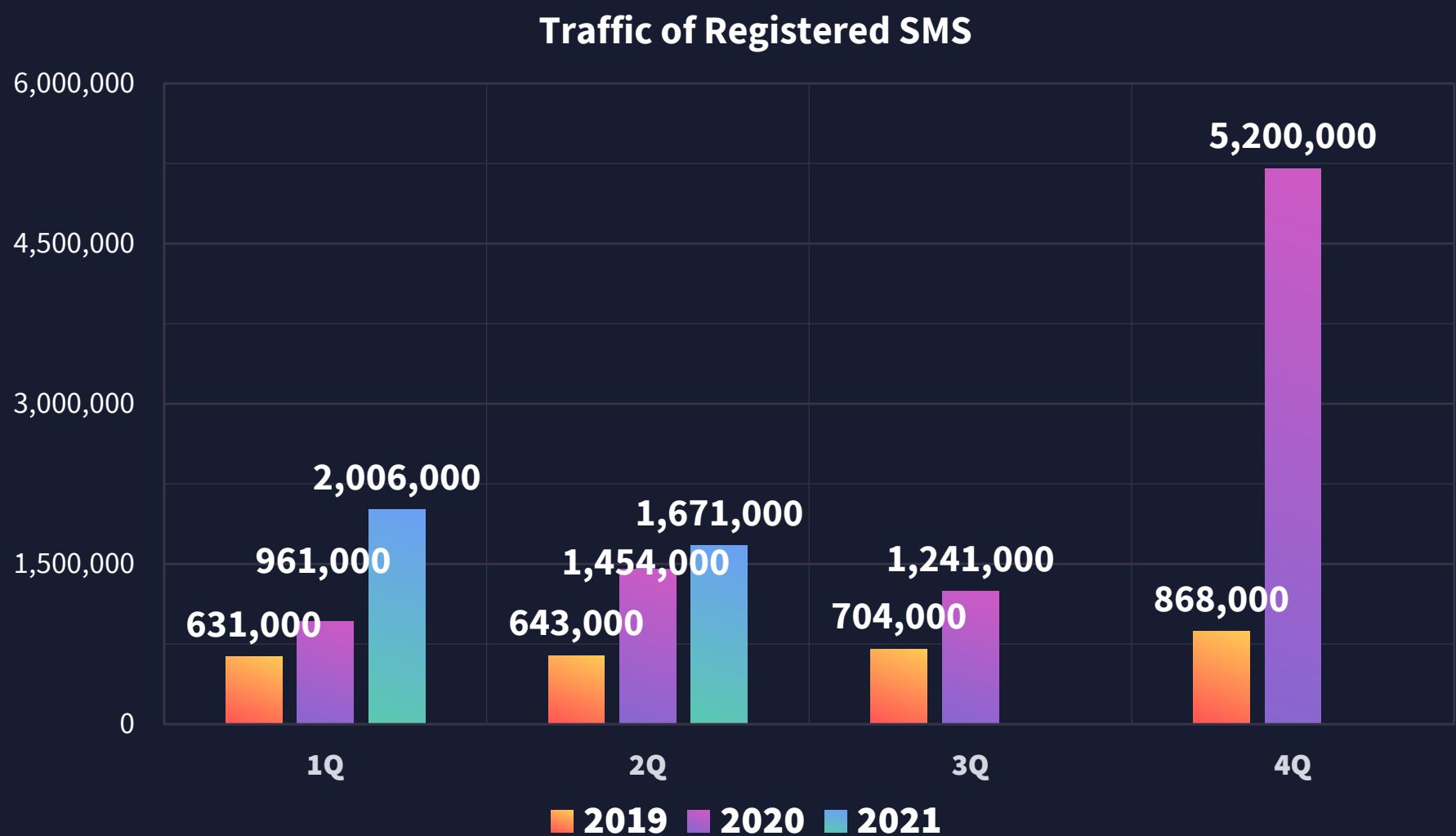
Traffic of Registered SMS contract



The 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. The traffic comes mainly from utilities providers (electricity and gas) in Spain and Europe.

LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING THE SECOND QUARTER OF 2021

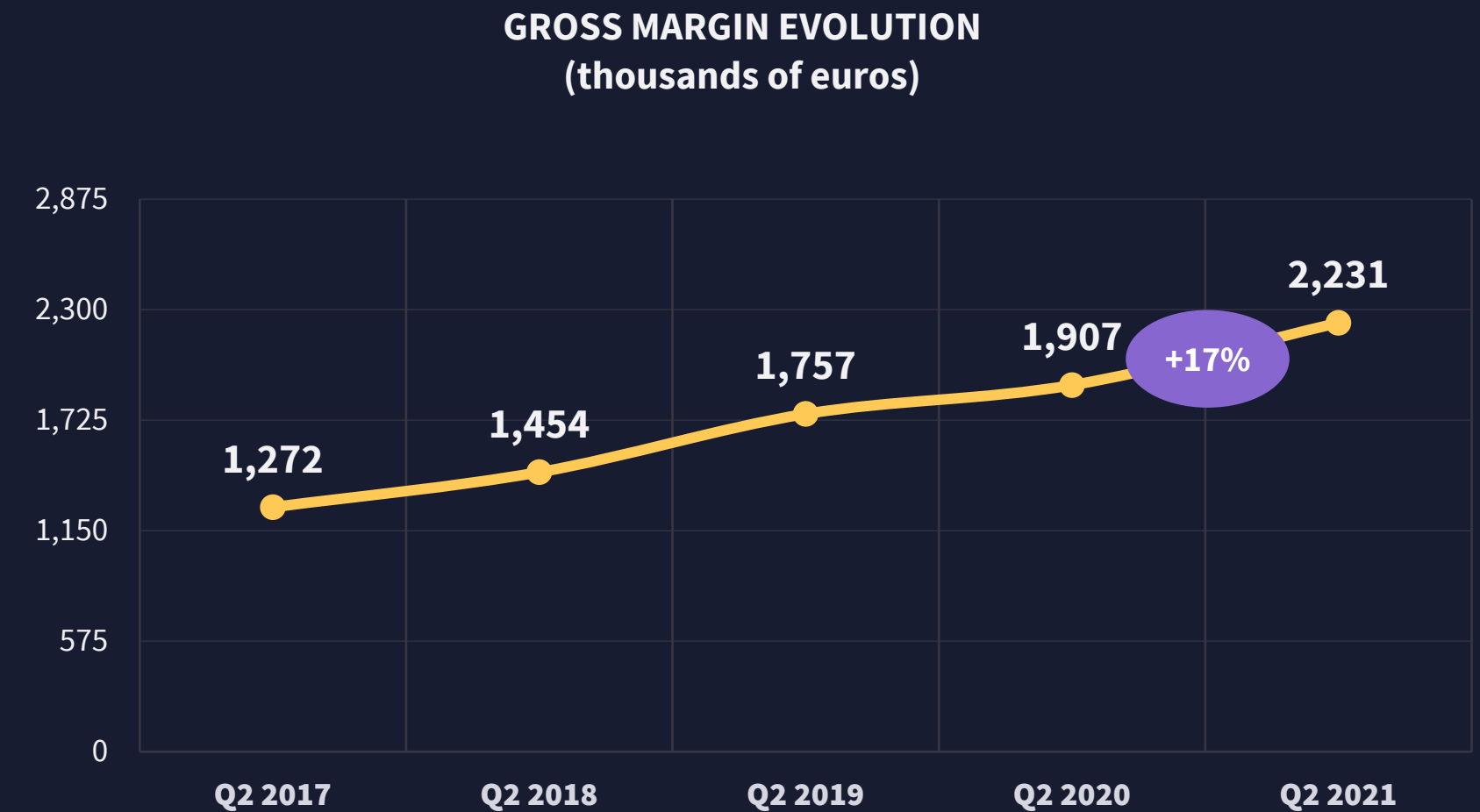
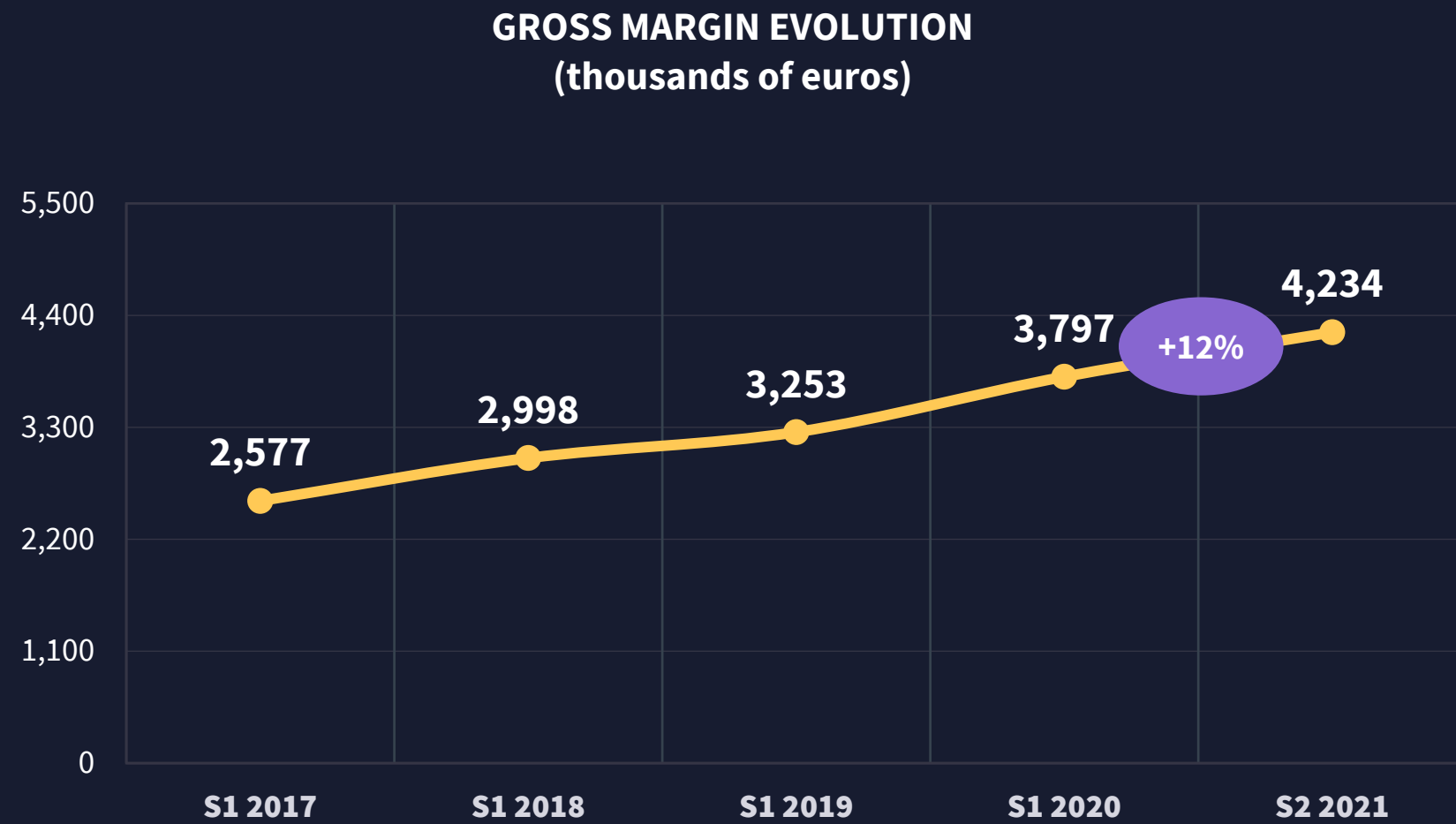
Traffic of Registered SMS



Registered SMS traffic 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 insurance claims in Europe, tax claims in Africa, insurance contracts in Europe and financing contracts in Spain.

FINANCIAL DATA

GROSS MARGIN EVOLUTION

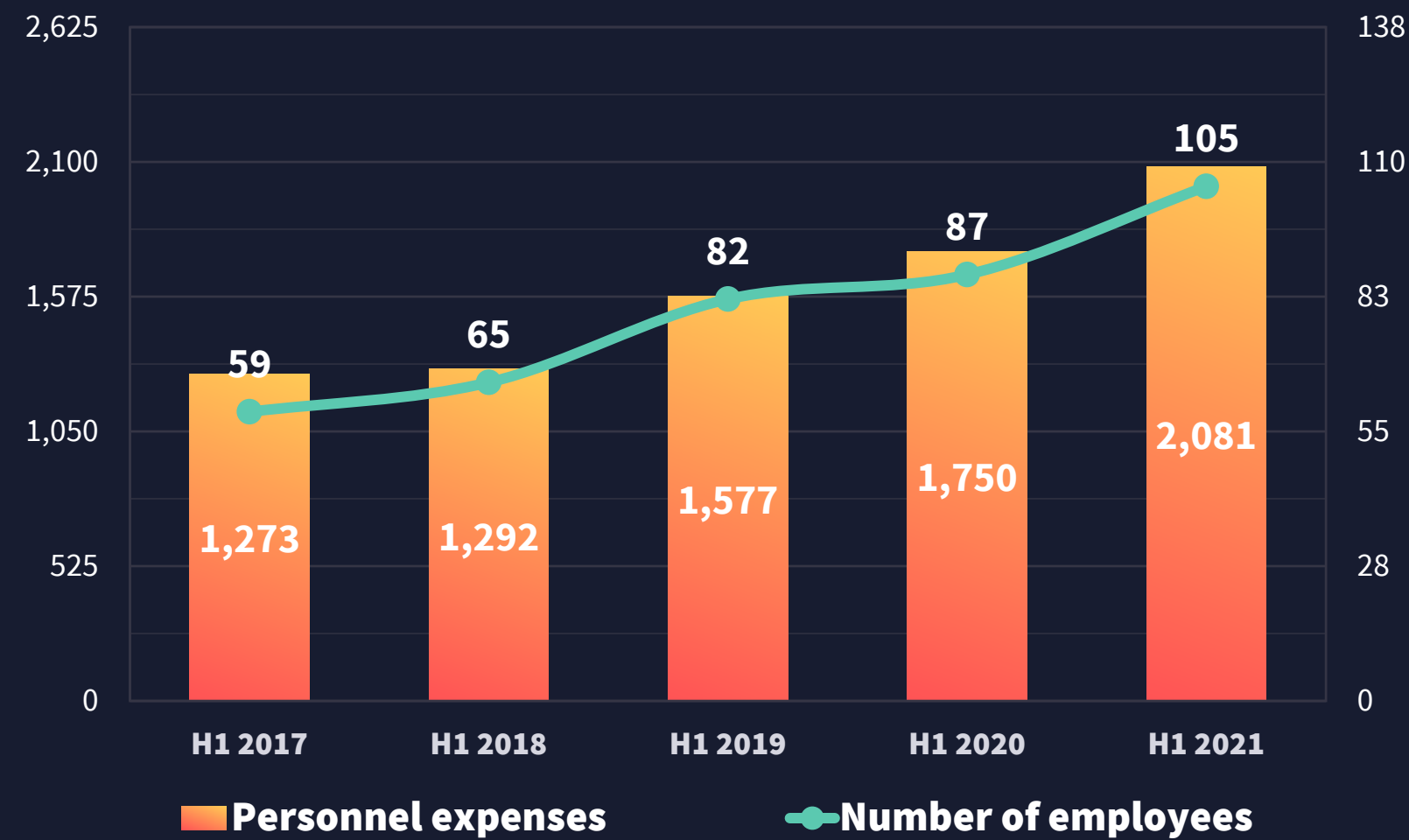


The gross margin for 1Q was 52% on quarterly sales, compared to 50% in Q2.

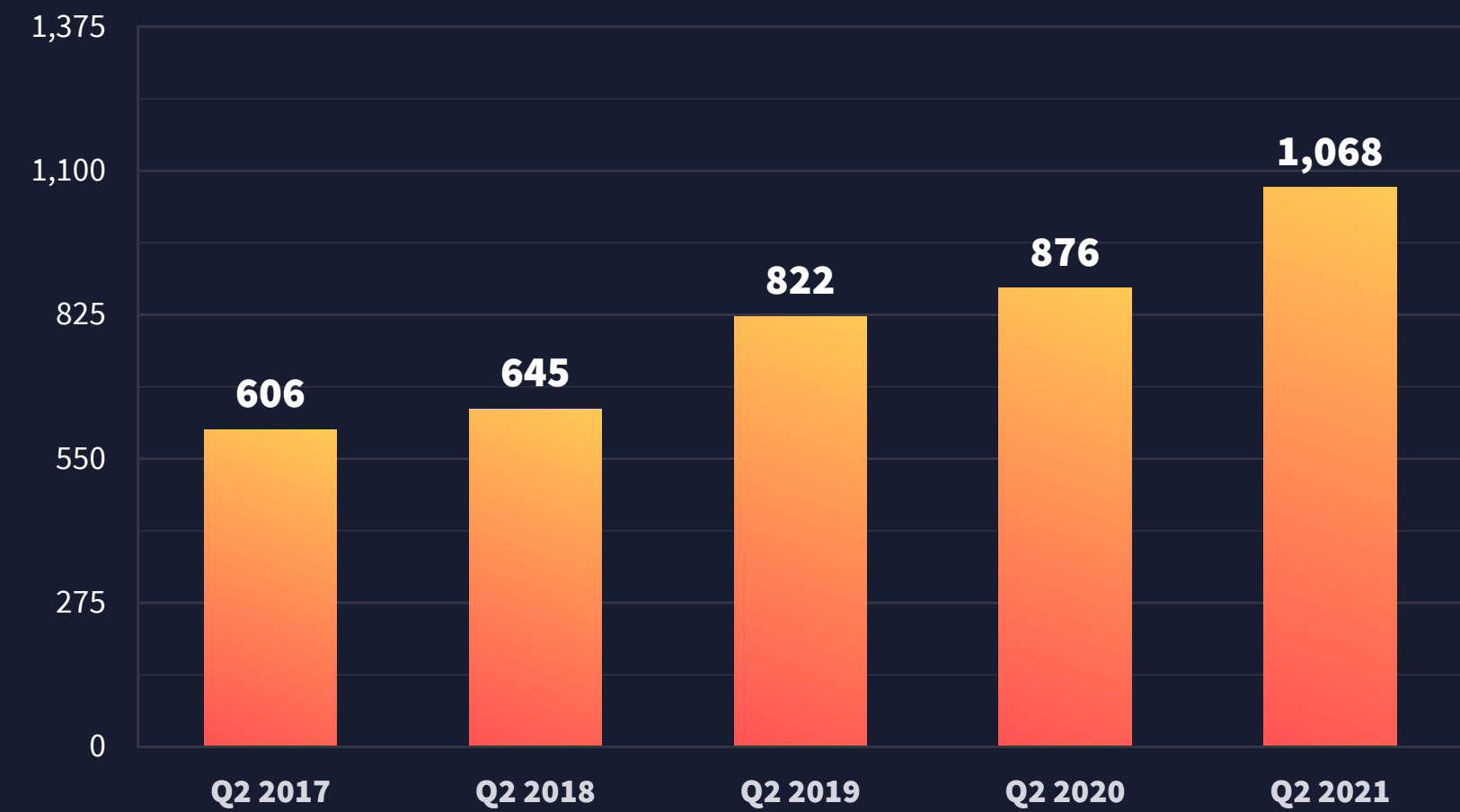
The increase is the result of the increasing weight of SaaS sales in total sales.

PERSONNEL EXPENSES

EVOLUTION OF PERSONNEL EXPENSES
(thousands of euros)

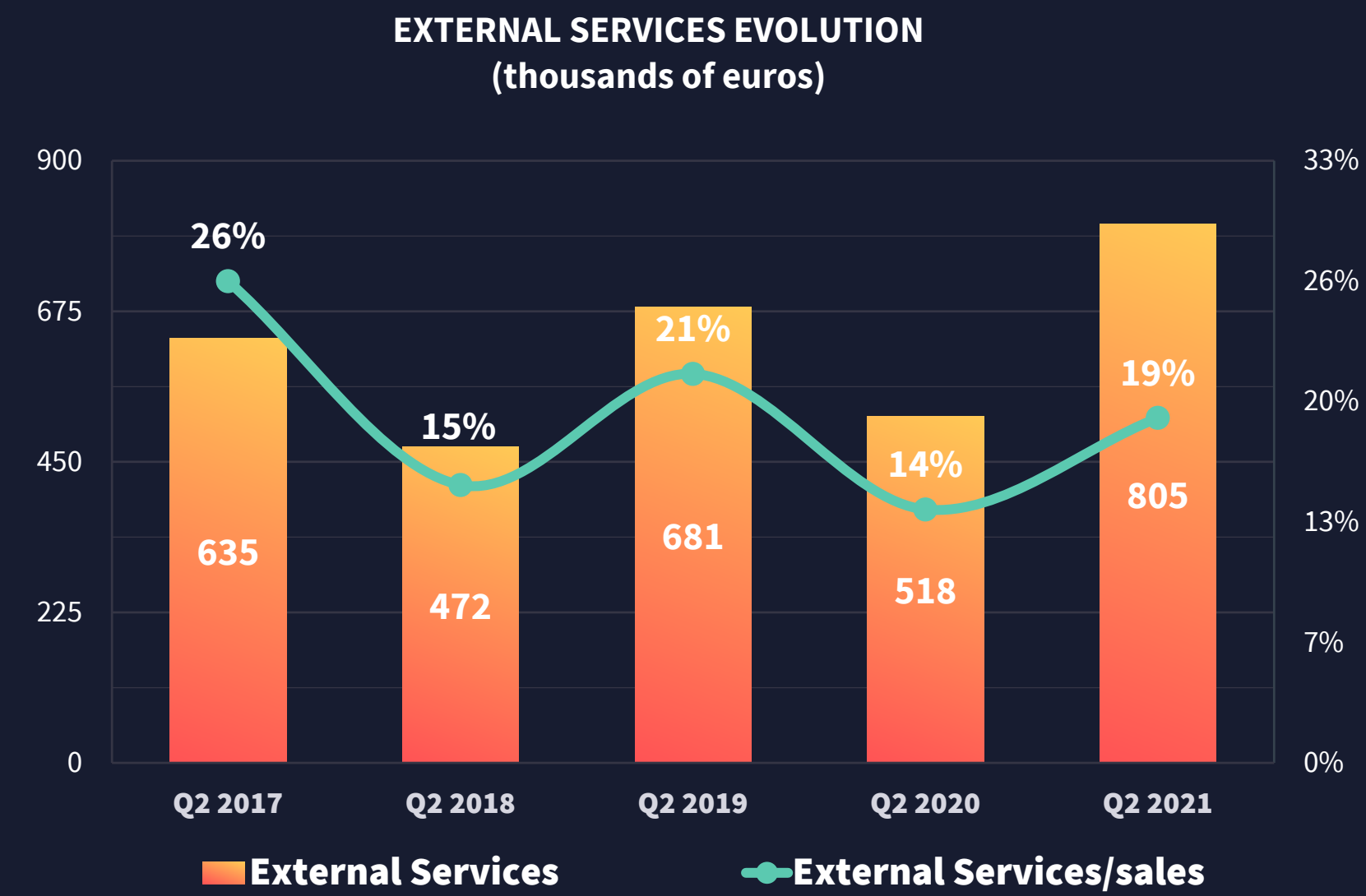
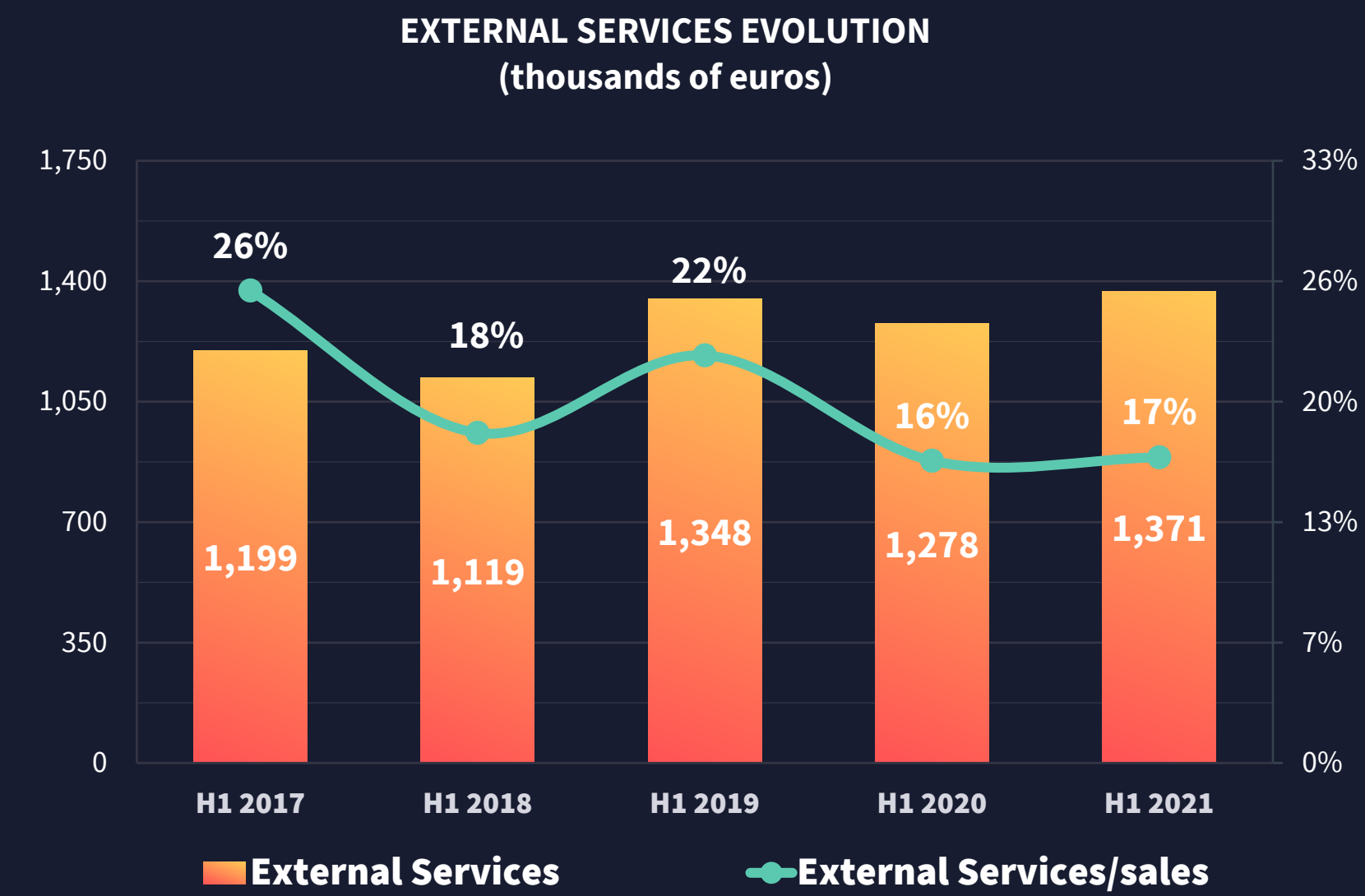


EVOLUTION OF PERSONNEL EXPENSES
(thousands of euros)



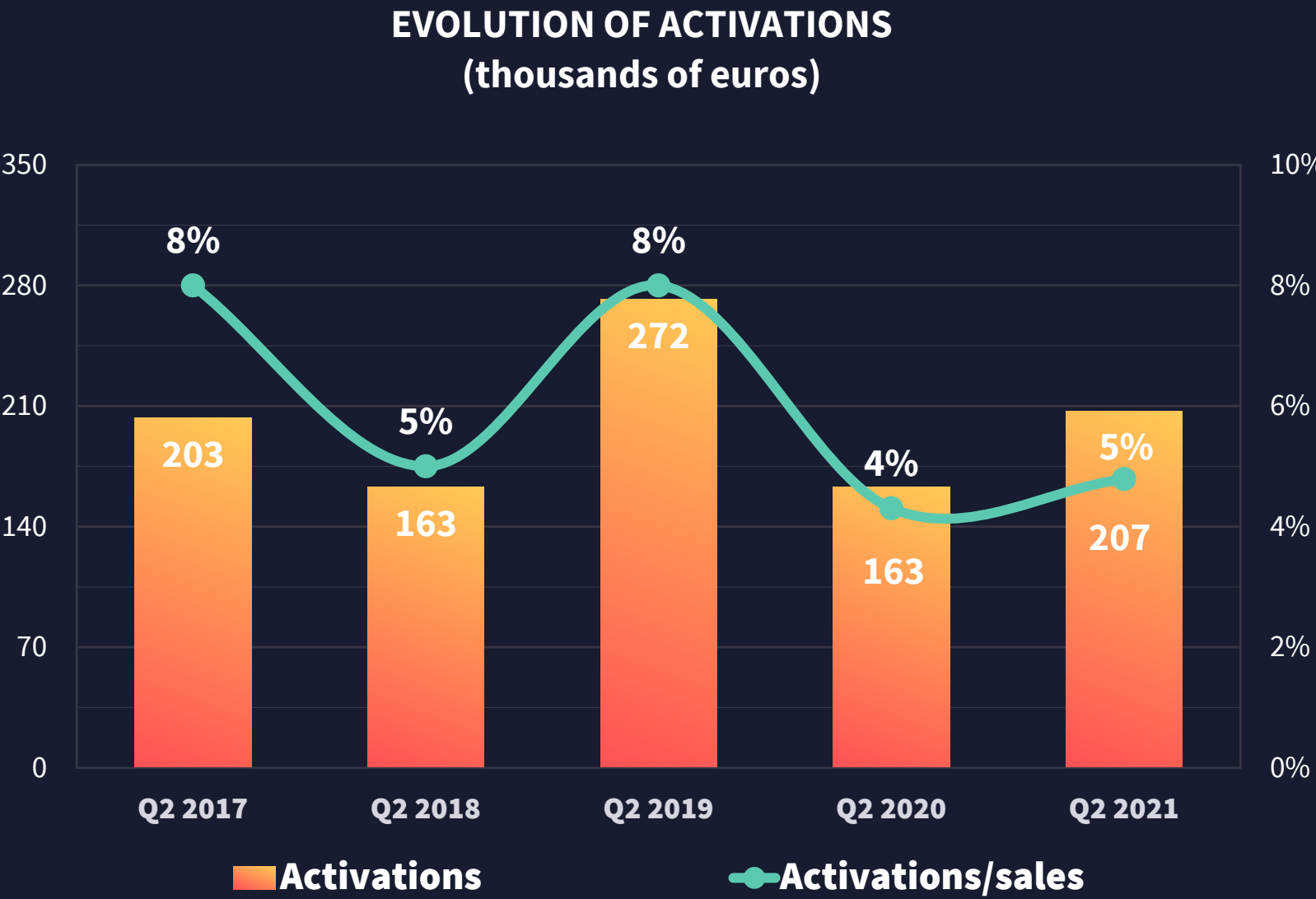
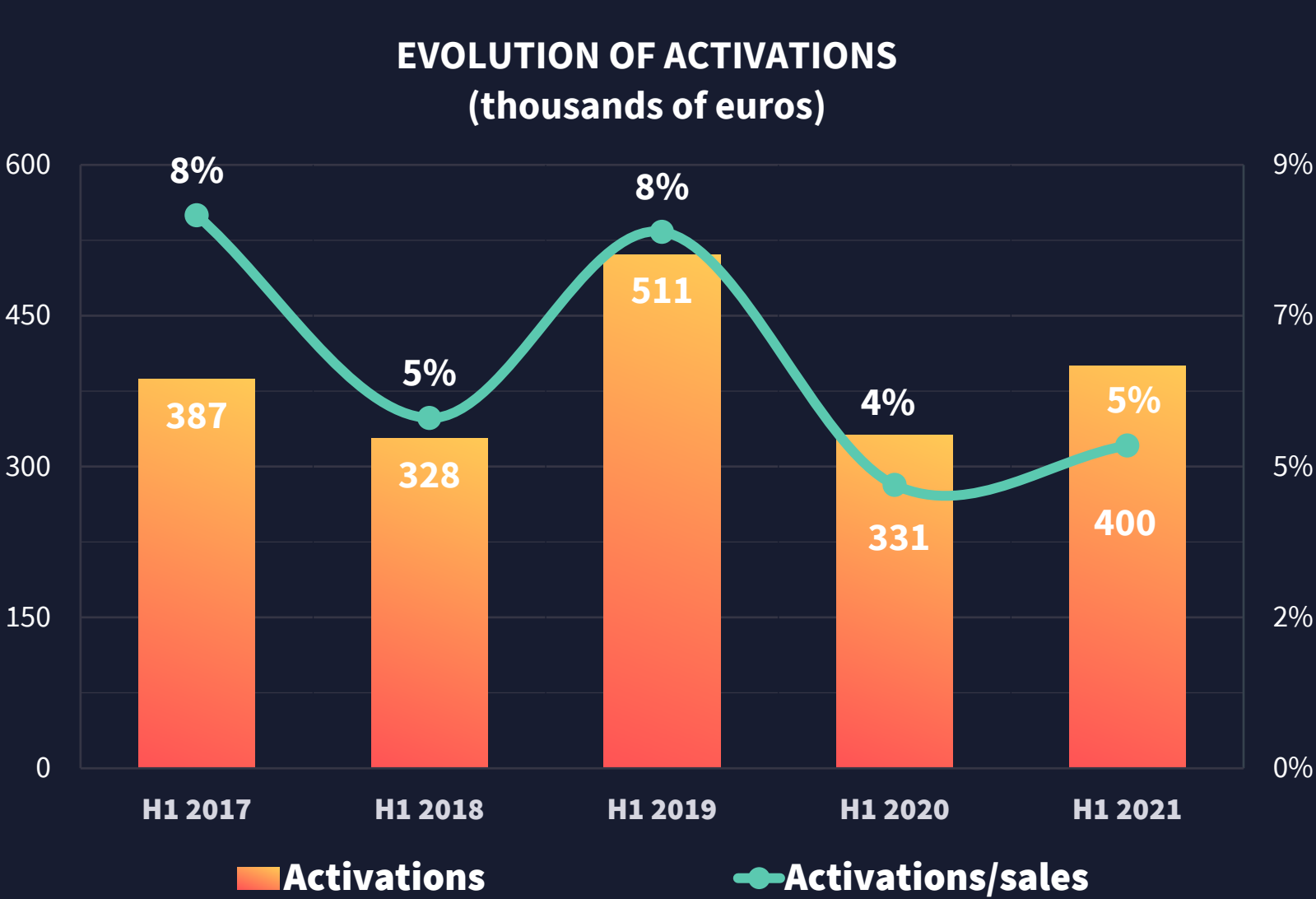
Lleida.net keeps steadily building a solid talent structure within the company, recruiting 18 new professionals, mainly in technical areas, R&D and project management.

EXTERNAL SERVICES EXPENSES



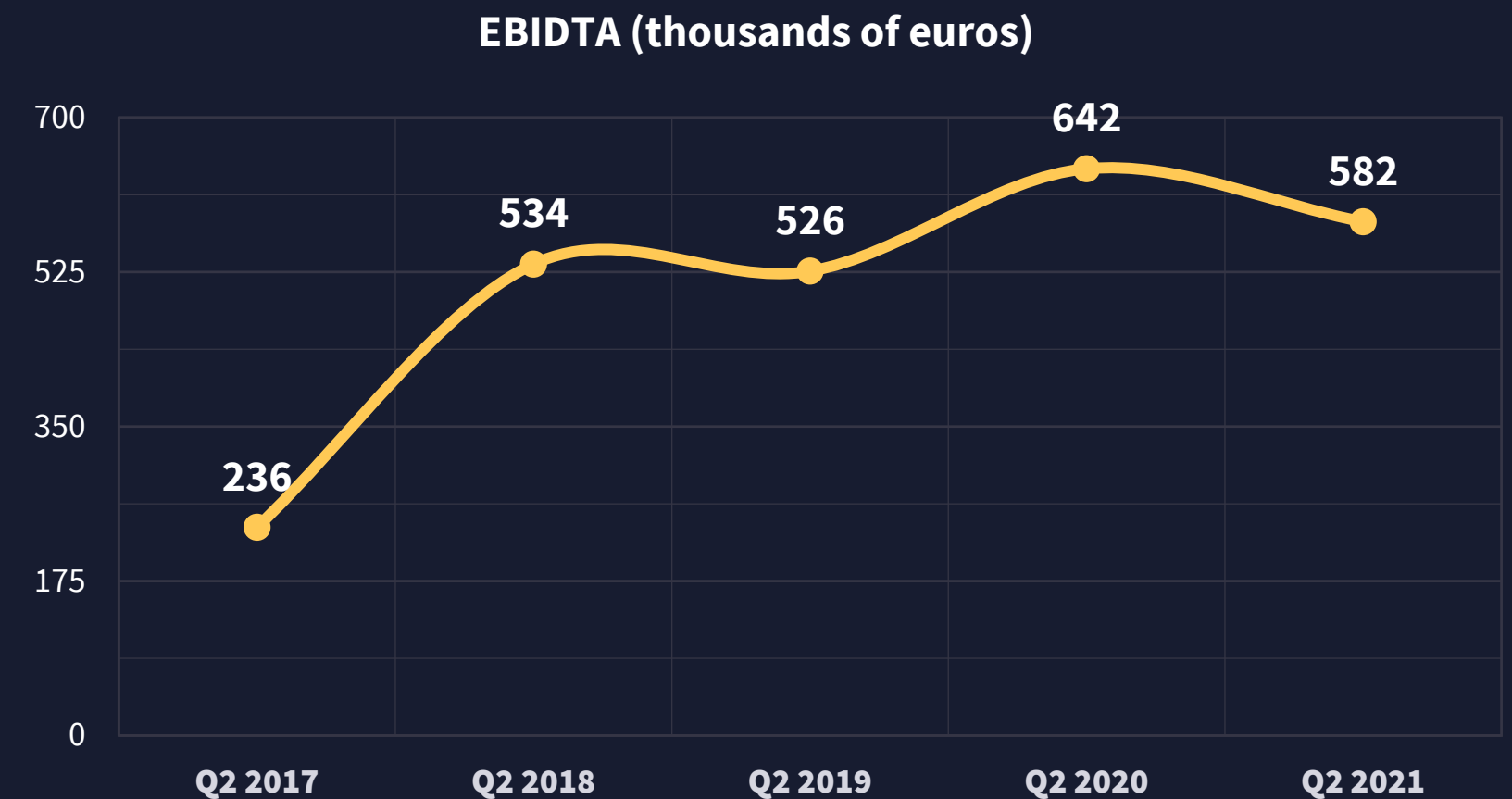
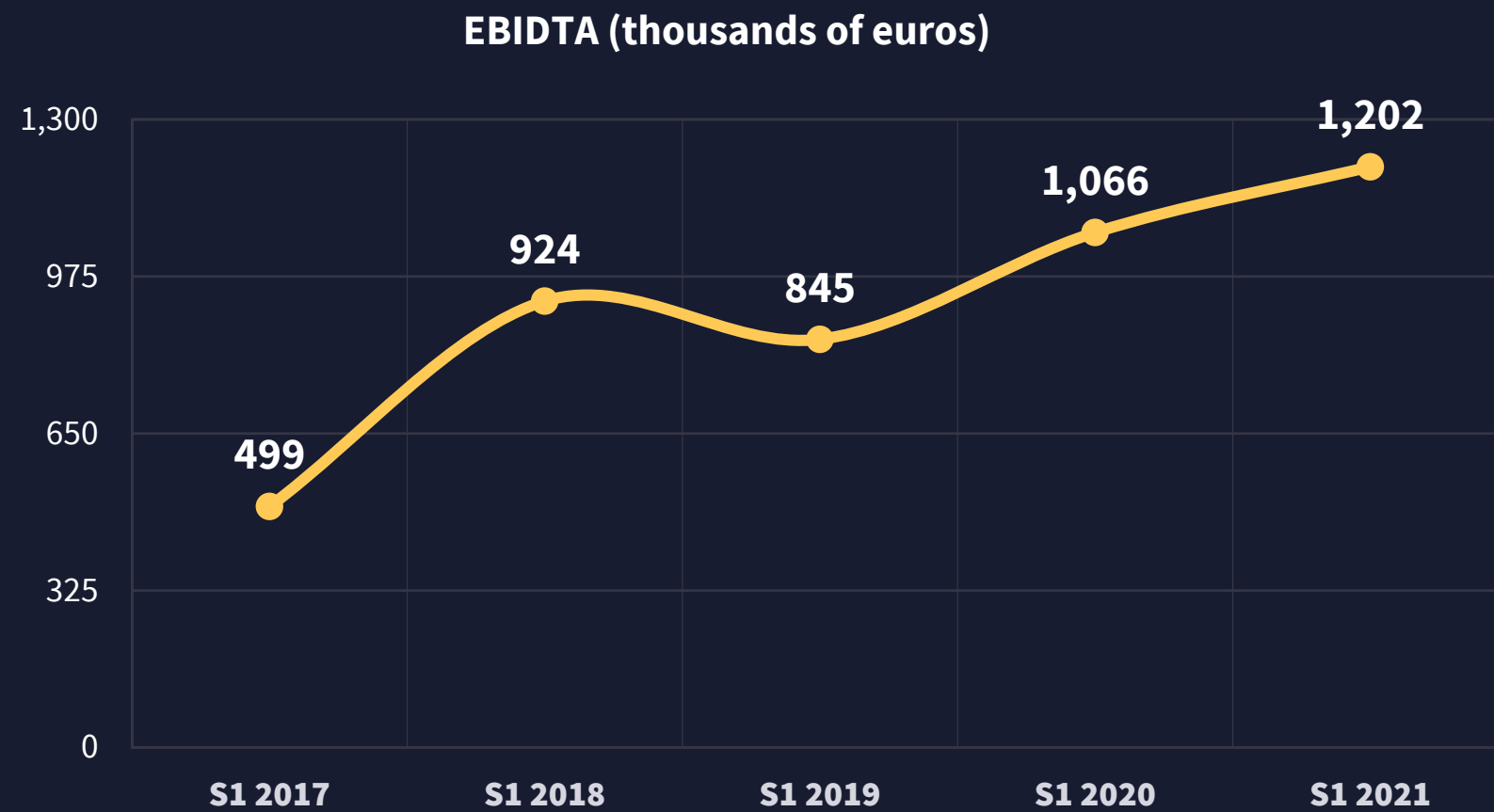
The evolution of expenses in the second quarter shows the return to a new normality, as international business travel, mainly to the Middle East, and international events, is back on track. Lleida.net has been exhibiting in the Mobile World Congress and 4YFN in Barcelona at the end of June 2021, with its own stand and staff.

EVOLUTION OF ACTIVATIONS



Lleida.net has launched nomadic numbering, a VoIP and SMS service on the same number, thanks to the developments that have been carried out. In addition, we have staffed the R&D area to remain a forerunner in the electronic signature and electronic contracting industry.

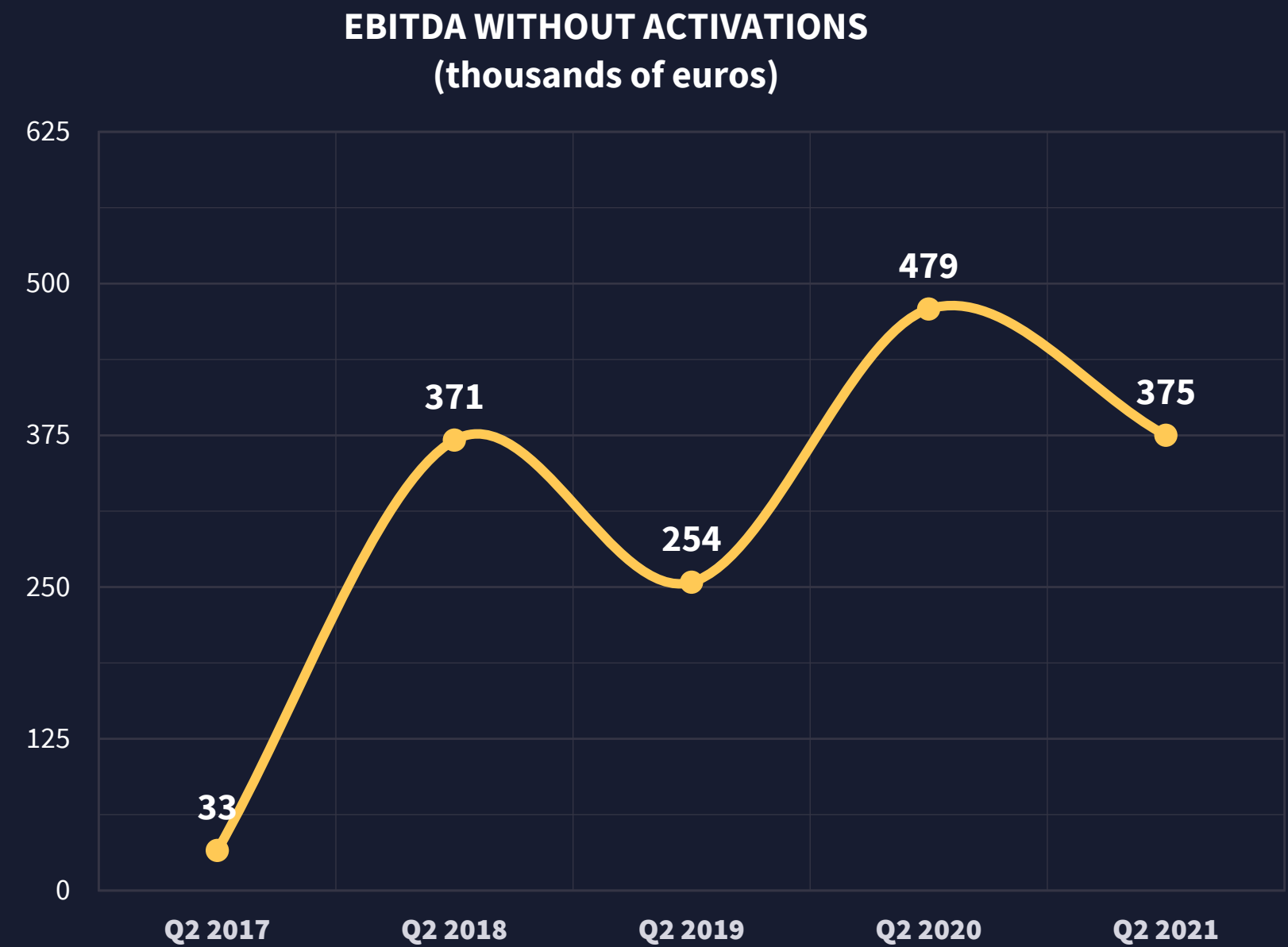
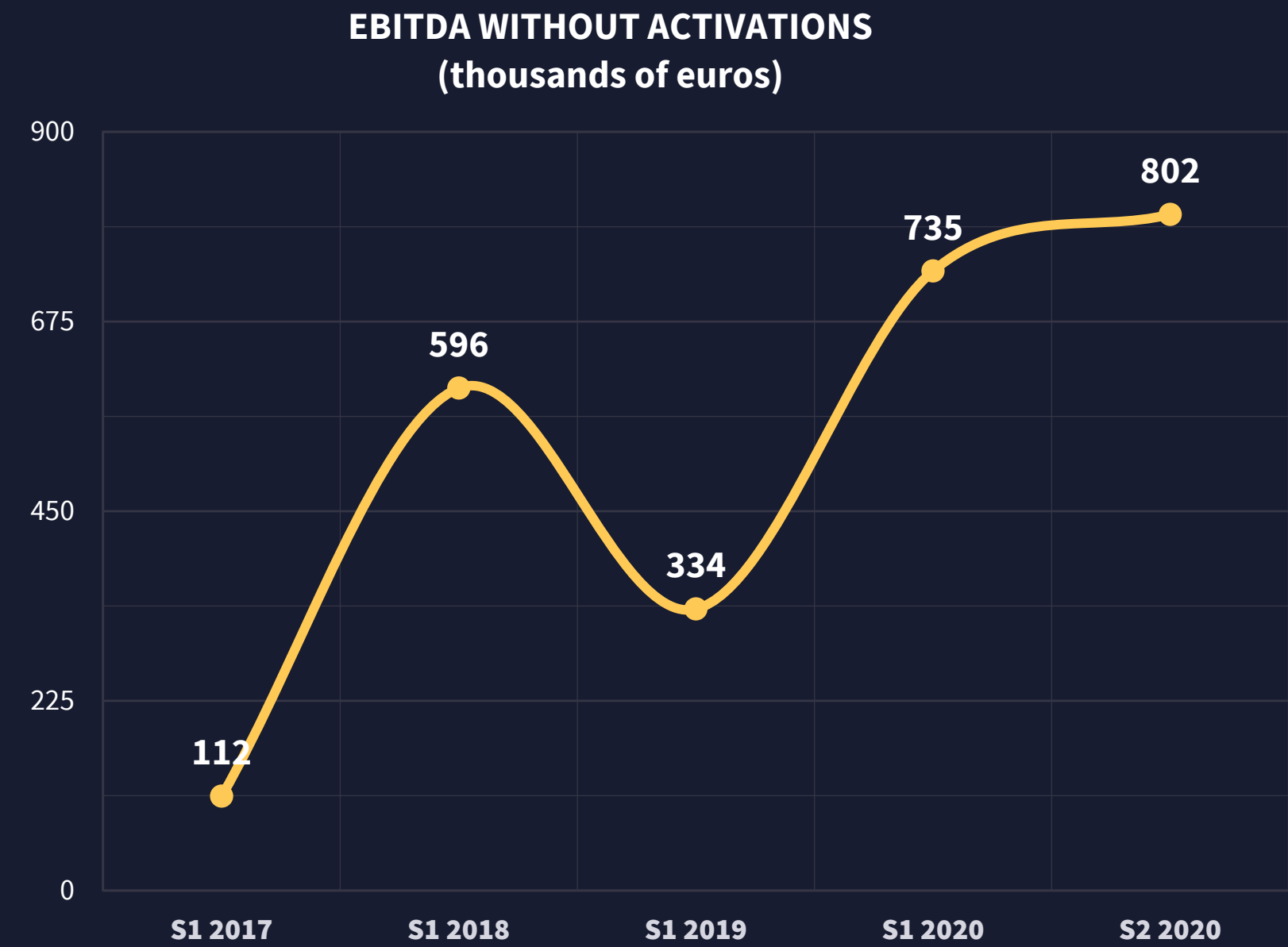
EBITDA EVOLUTION



Our half-year EBITDA increased by 136 thousand euros, or 13%, due to the increase in sales and an increasing investment level in people and development to continue maintaining growing rates in upcoming years. Lleida.net is investing in creating a core team of professionals, ensuring major milestones in the years to come.

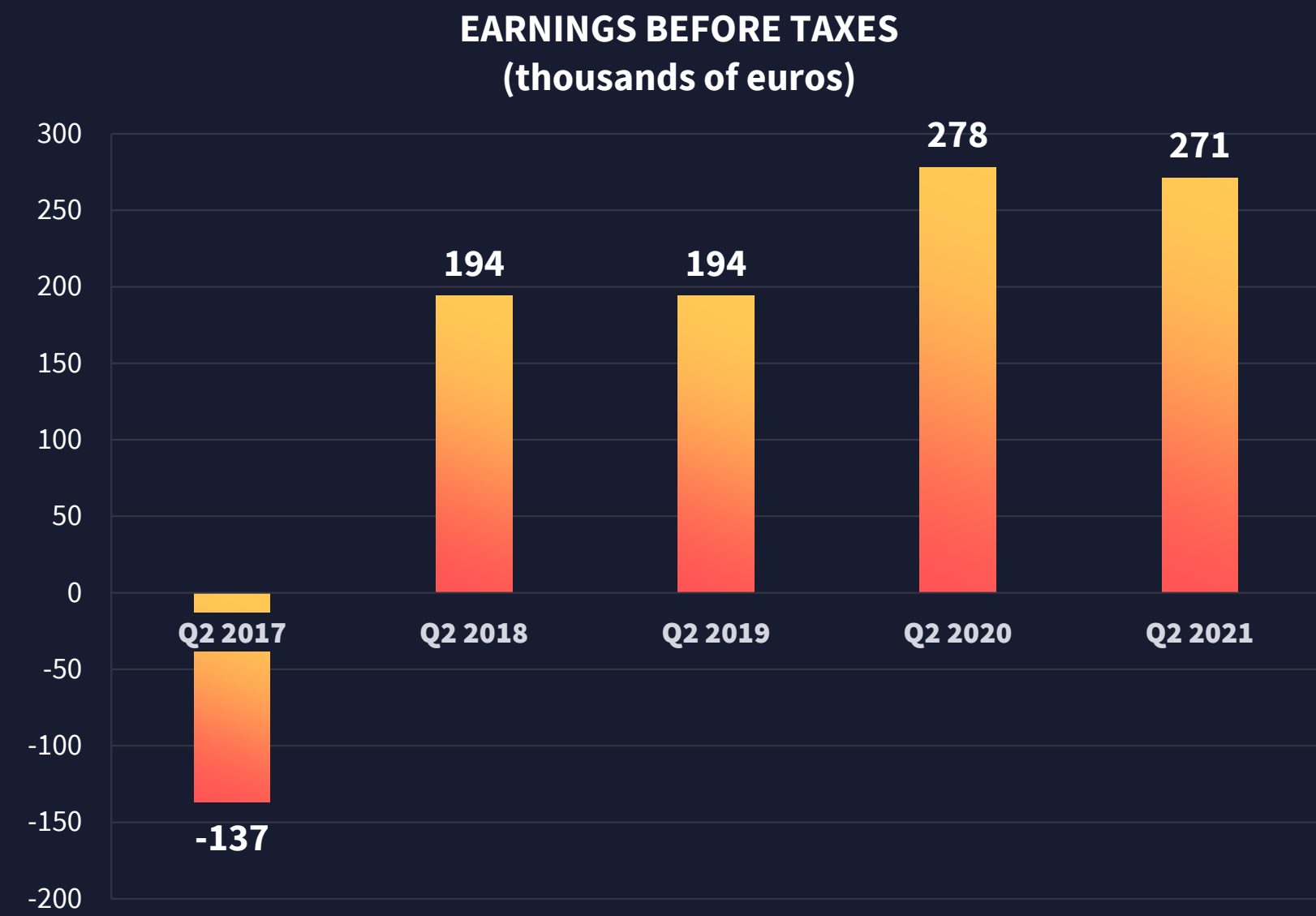
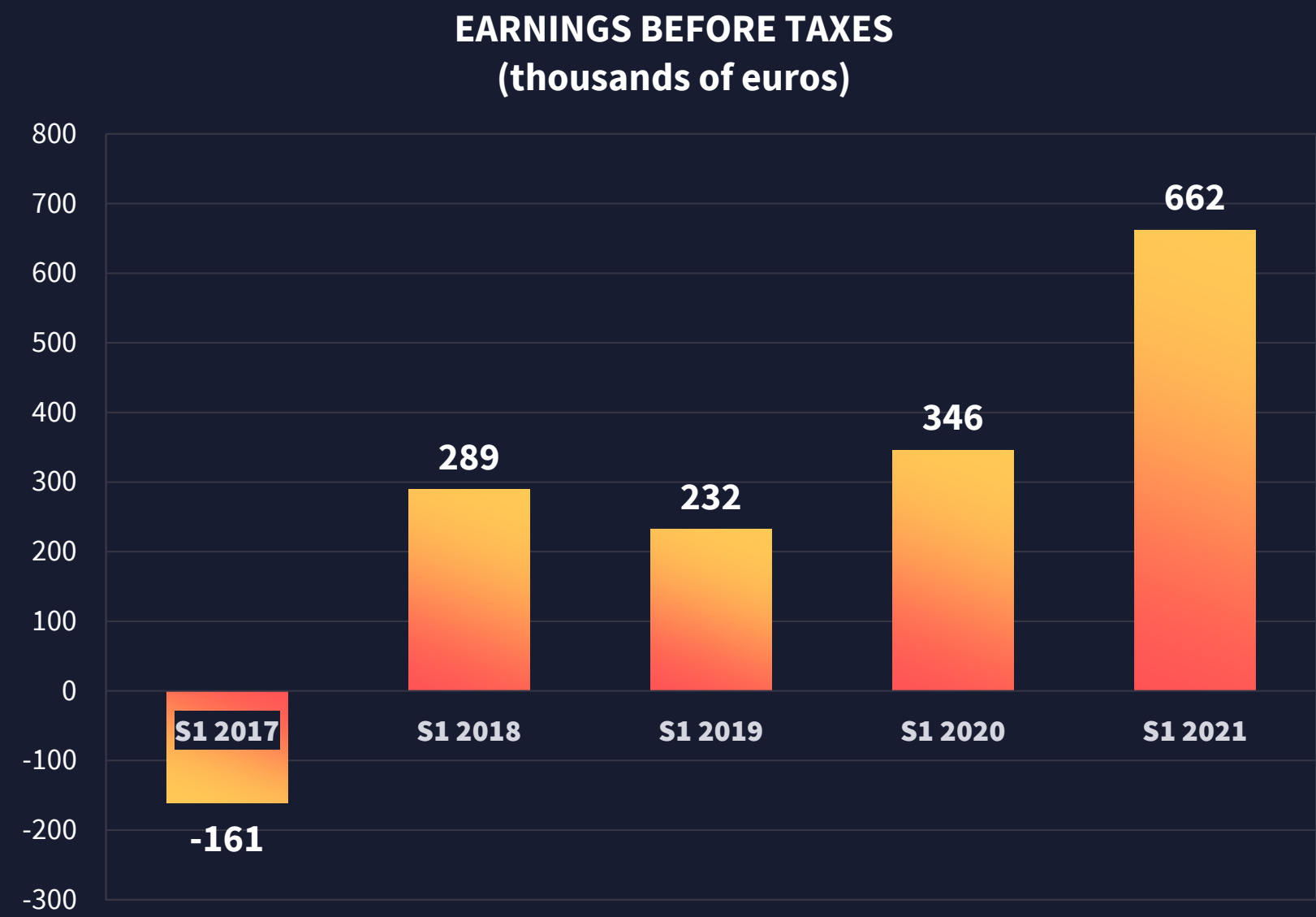
The quarterly data decrease is primarily explained by the back to normal commercial events, especially for Lleida.net exhibition at MWC and 4YFN, not held last year.

EBITDA EVOLUTION WITHOUT ACTIVATIONS



Our EBITDA without activations increased by 9% in the first half of the year, reflecting the group's growth in results while continuing to invest to remain a benchmark in the electronic contracting and notification market.

EVOLUTION OF EARNINGS BEFORE TAXES



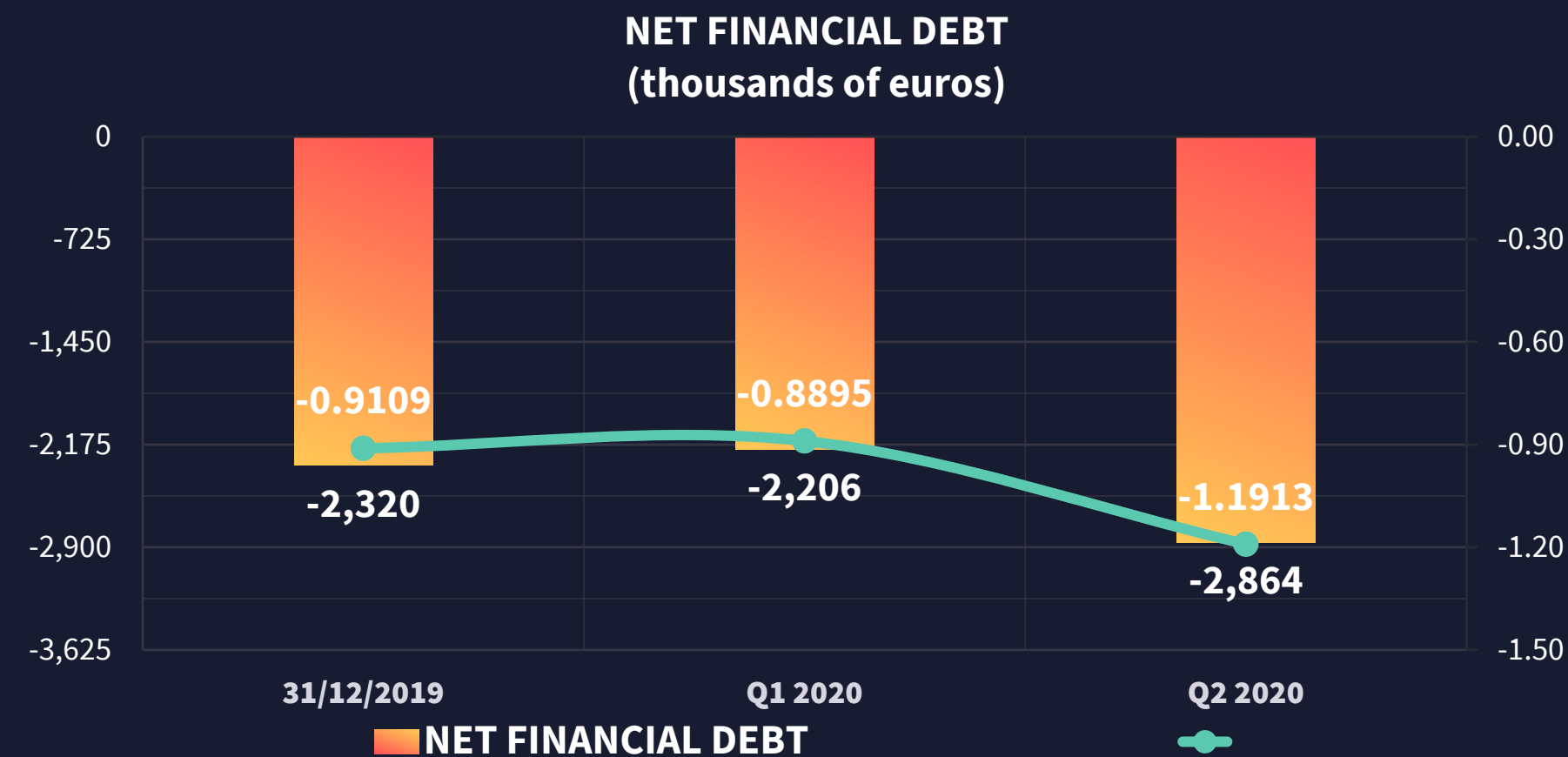
Earnings before tax increased 91% up to 662 thousand euros if we compare the half-yearly data year-on-year.

The financial result increased 16% thanks to the reduction in short-term policies due to the cash flow generated by the Group’s activity.

FINANCIAL DEBT

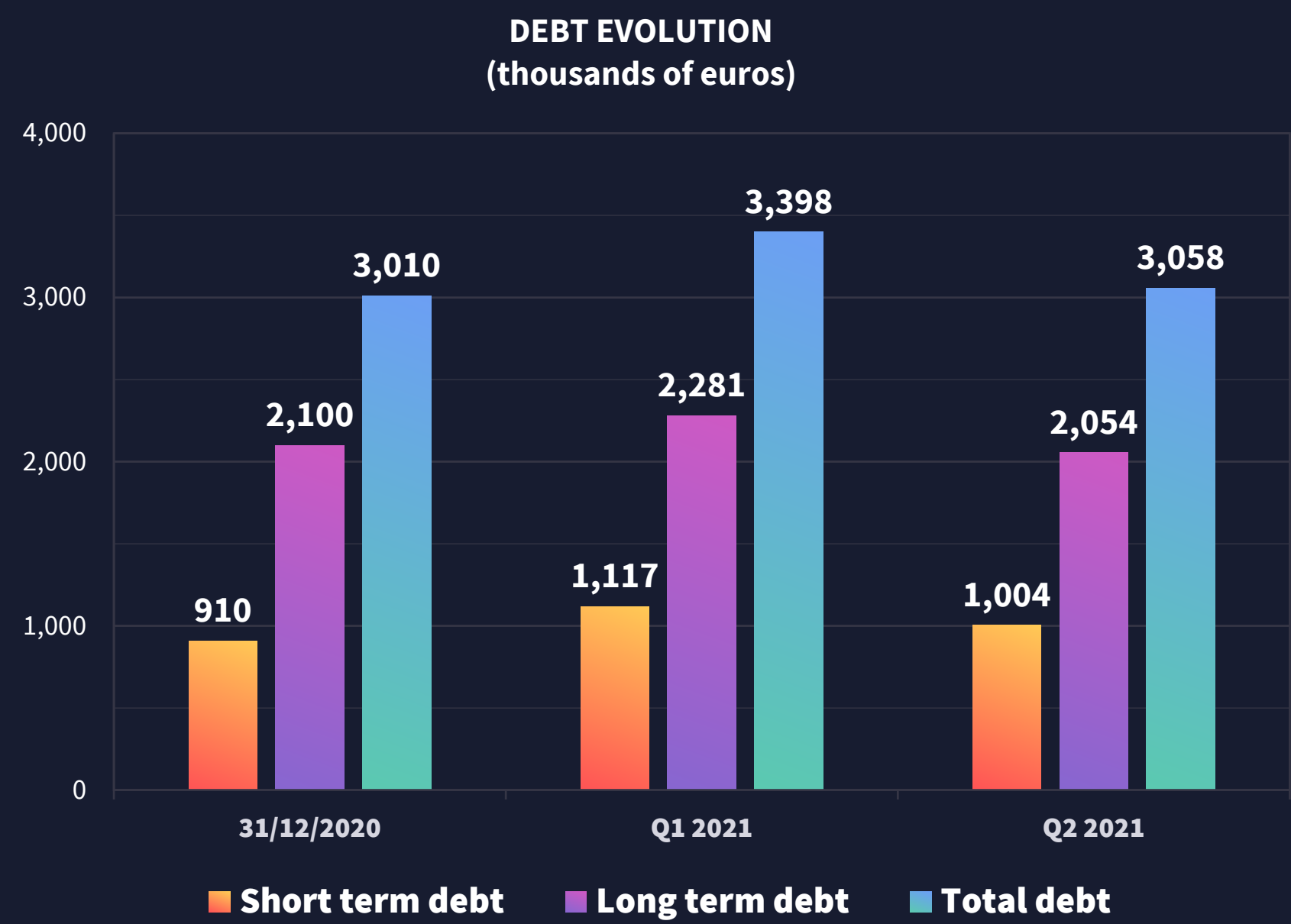
EVOLUTION OF NET FINANCIAL DEBT

Thousands of euros				Difference Q1 2021-Q2 2021	
	2020	Q1 2021	Q2 2021	Thousands of euros	Percentage
Short term debt	910	1,117	1,004	(113)	(11%)
Long term debt	2,100	2,281	2,054	(227)	(11%)
Total Financial debt	3,010	3,398	3,058	(340)	(11%)
Available cash	5,331	5,604	5,922	318	5%
NFD	-2,321	-2,206	-2,864	(658)	(-23%)



Financial debt continues to decrease by 23% in Q2 compared to Q1 2021. As published in the Relevant event of 30 June 2021, the purchase of InDenova S.L, will be financed through equity and new bank financing.

EVOLUTION OF NET FINANCIAL DEBT



During Q2, the group has not signed any new debt agreements. The company's cash generation has reduced bank debt by 11% QoQ and increased cash and cash equivalents by 5% QoQ.

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. The information outlined in this report is an estimate of LLEIDA.NET Income Statement for 1st half and Q2 FY2021 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.



Lleida.net

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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