



Madrid, 23 July 2024

Other relevant information

LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.

Financial Results Update for Q2 2024, H1 2024, and YoY Comparison

Lleida.net reports sales of 9.57 million euros for the first half of 2024 and achieves a 458% increase in EBITDA.

Market Under the provisions of Article 17 of the Regulation (EU) No 596/2014 regarding market abuse and article 228 of Article 227. of the Spanish Stock Act, approved Article 228 of the Organic Law 6/2023, of Values and Investment and related provisions, as well as Circular 3/2020 the BME Growth segment 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, 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 detailed information in this report constitutes a preliminary update of the Consolidated Income Statement of Lleida.net for the second quarter of 2024 and the first half of 2024. It has been prepared based on unaudited accounting information available to the Board of Directors.

In the first half of 2024, the technology services company Lleida.net recorded sales of 9.57 million euros, which is 10% higher than the sales recorded in the first half of 2023.

Additionally, by the end of the first half of the year, the company's EBITDA surged to 1.43 million euros, representing a 458% increase over the 257,000 euros reported in the same period in 2023.

Lleida.net's operating income amounted to 391,000 euros, a 146% improvement compared to the same period in 2023 when it recorded an operating loss of 849,000 euros.

Registered electronic notification services generated sales of 1.032 million euros during the period, a 17% increase over the first half of 2023. Conversely, the registered electronic contracting segment experienced a slight decline of 2%, totalling 1.58 million euros.

As of June 30, 2024, Net Financial Debt was reduced by over one million euros, or 13%, bringing the total to 8.4 million euros.

On Wednesday, July 24, Sisco Sapena, CEO of the company, and Arrate Usandizaga, CFO of the company, will host a webinar at 10:30 AM to discuss the preliminary results and address questions from attendees. The webinar can be accessed at <https://www.lleida.net/webinar>. Pre-registration is required to attend.

The company includes detailed information related to the quarter in this IPO.



Lleida.net

La Primera Operadora Certificadora

ES: https://investors.lleida.net/docs/inversores/es/20240723_HRelev.pdf

We are available for any further clarification or detailed discussion you might require.

Sincerely,

Madrid, 23 July 2024

Francisco Sapena Soler

CEO and Chairman of the Board

FIRST HALF 2024 RESULTS PRESENTATION

Disclaimer

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The background of the slide shows an exhibition stand for Lleida.net. The stand features the company's logo, which is a shield divided into red and blue sections, and the text 'Lleida.net' in large, white, 3D letters. To the left, a purple bar chart is partially visible with the number '19' above it. The stand is set in a large, modern exhibition hall with a high ceiling and industrial lighting.

IN THE FIRST HALF OF 2024, WE ONCE AGAIN ACHIEVED AN EBITDA OF OVER ONE MILLION EUROS AND EXPERIENCED CONSOLIDATED SALES GROWTH.



 **Lleida.net**

Money 20/20
Europe, Amsterdam 2024

+25 años

We reduced debt, external expenses, and personnel costs, saw sales growth, and achieved significant consolidation across several of our business lines

IN THE SECOND QUARTER (AND THE FIRST HALF) OF 2024, THE COMPANY RETURNED TO PROFITABILITY AND REDUCED ITS DEBT.



- **Sales for the semester reached 9.57 million euros, representing a 10% increase compared to 1H2023.**
- **Increased commercial efforts resulted in a 20% year-over-year sales increase in 2Q24.**

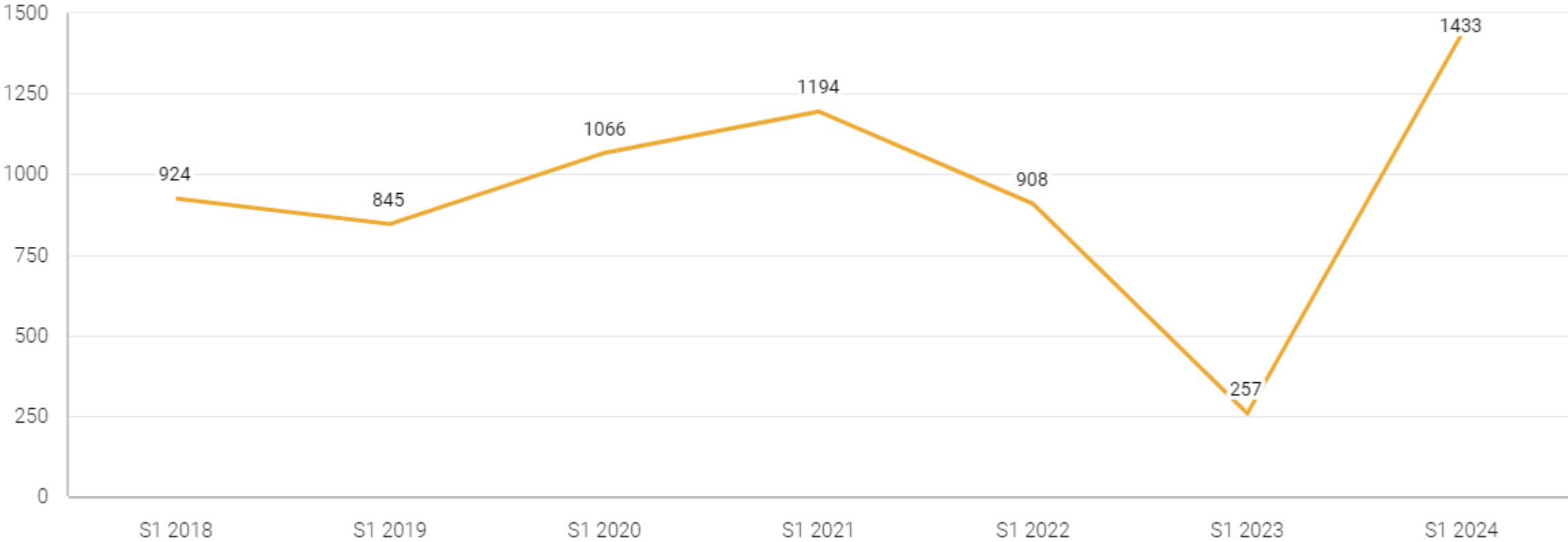


- **Pre-tax profit for the semester grew by 128%, reaching 262,000 euros.**
- **Meanwhile, EBITDA as of June 30 increased year-over-year by 458%, reaching 1.43 million euros._**

1Q24 INCOME STATEMENT (FORECAST)

Estimated data	Q2 2023	Q2 2024	YoY €	YoY	H1 2023	H1 2024	YoY%	QoQ
Sales	4,043	4,863	820	20%	8,734	9,576	842	10%
Sale costs	-1,833	-2,359	526	29%	-3,740	-4,533	793	21%
Gross Margin	2,210	2,504	294	13%	4,994	5,043	49	1%
% Gross margin	54,66%	51,49%			57,18%	52,66%		
Personnel expenses	-1,719	-1,412	-307	-18%	-3,386	-2,840	-546	-16%
External services	-761	-639	-122	-16%	-1,744	-1,330	-414	-24%
Other earnings	-66	39	105	159%	-50	42	92	184%
EBITDA without capitalisations	-336	492	828	246%	-186	915	1,101	592%
% of Gross margin	-15%	20%			-4%	18%		
Activations	204	275	71	35%	443	518	75	17%
EBITDA	-132	767	899	681%	257	1,433	1,176	458%
% of Gross margin	-6%	31%			5%	28%		
Depreciation	-513	-523	10	2%	-1,039	-1,042	3	0%
Customer Balances Provisions	-43	0	-43	100%	-67			
operating income	-688	244	932	135%	-849	391	1,240	146%
Net Financial Debt	-41	-59	-18	-44%	-66	-115	-49	-74%
Exchange rate differences	79	-34	-113	-143%	-11	-14	-3	-27%
Earnings before Tax	-650	151	801	123%	-926	262	1,188	128%

HIGHEST SEMI-ANNUAL EBITDA IN SIX YEARS (data in thousands of euros)



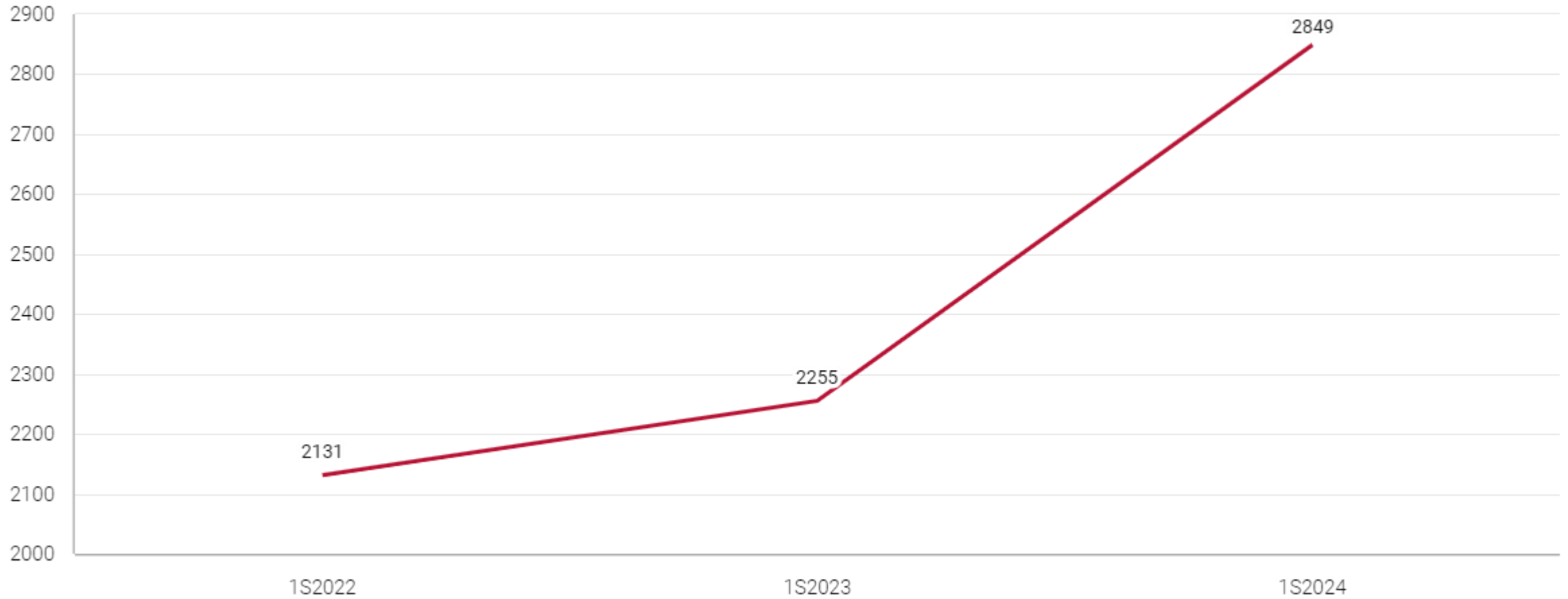
SALES GROWTH IN THE SECOND QUARTER OF 2024



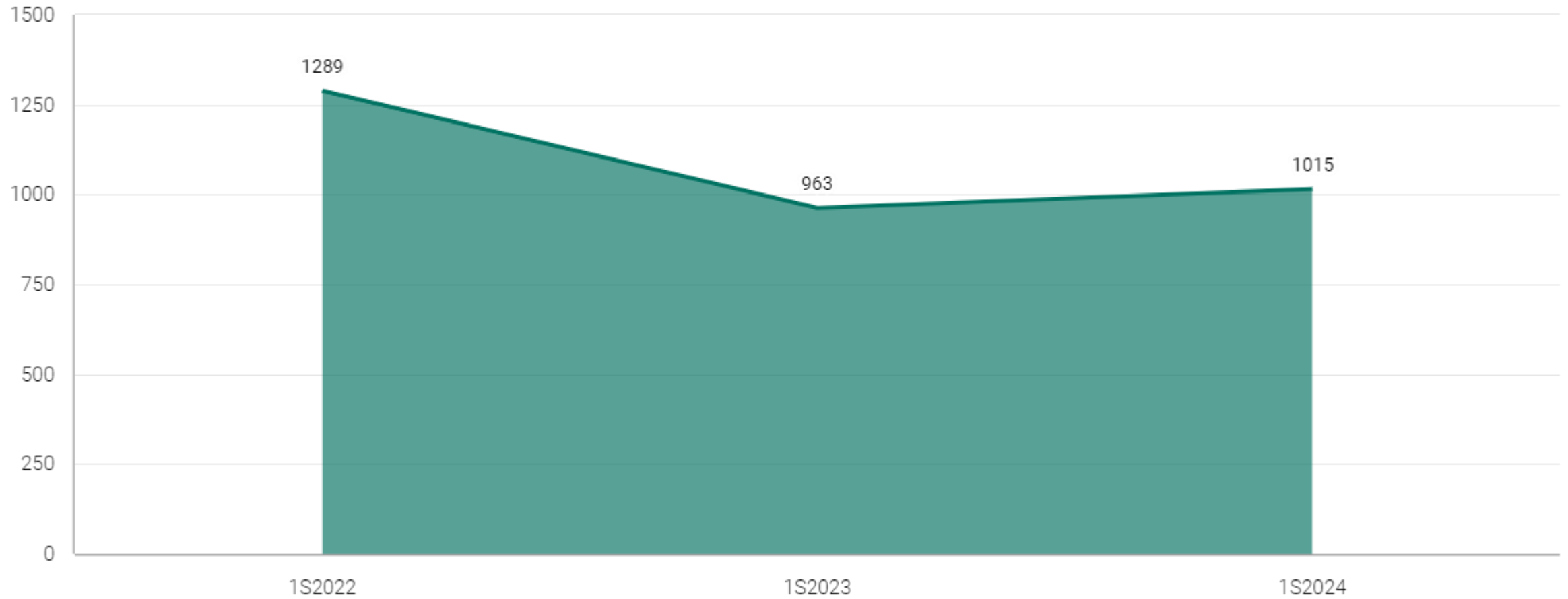
SALES BY BUSINESS LINE

Estimated consolidated sales per business line Thousand euros	H1 2023	H1 2024	YoY
Contracting	1,622	1,588	-2%
Notification	880	1,032	17%
New SaaS	1,705	1,513	-11%
SMS Solutions	1,664	1,765	6%
ICX WHOLESALE	2,863	3,678	28%
Total	8,734	9,576	10%

CONTINUED GROWTH IN CUSTOMER BASE



AND INCREASE IN AVERAGE INVOICE VALUE



NET FINANCIAL DEBT

(thousands of euros)

	31.12.23	30/06/2024	Thousands of euros	Percentage
Short term debt	5,357	4,641	(716)	(15%)
Long term debt	5,481	4,949	(532)	(11%)
Total Financial debt	10,838	9,590	(1,248)	(13%)
Short-term Financial Investment	362	104	(258)	(248%)
Liquid assets	1,017	1,079	62	6%
Total available	1,379	1,183	(196)	(17%)
NFD	9,459	8,407	(1,052)	(13%)

This quarter, we have secured new contracts worth over half a million euros and seen growth in the ICX Wholesale and Notification segments.



- On July 9, we signed a significant three-year contract with Financiera Confianza in Peru
- In June, we secured a 720,000-euro contract with Bosch Telematics.
- We also obtained our eighth patent in the United States.

Reminder: Our Strategy for 2023-2025:



Streamline Operations

We aim to optimise teams and internal processes, automate procedures, and leverage technology to increase sales and margins.



Focus on Profitability

We will focus on the most profitable business areas and markets where we have the highest penetration.



Value Recovery

Our goal is to restore the company's value in the capital markets and regularly update investors on our progress.



Operational Restructuring

Our restructuring efforts are designed to improve cash generation, facilitate financing, optimise operational performance, and strengthen our cash position



We are already seeing a positive trend in Lleida.net's revenue and the launch of significant new projects.

The Recovery Plan initiated in 2023 has proven effective, with two consecutive quarters of positive EBITDA and increased sales.

Thank you.
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