

Madrid, 29 de mayo del 2023

Otra Información Relevante
LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.
Presentaciones Foro MedCap 2023

Conforme a lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado, y en el texto refundido de la Ley de Mercado de Valores, aprobado mediante artículo 228 de la Ley 6/2023, de 17 de marzo y disposiciones concordantes, así como en la circular 3/2020 del segmento BME Growth de BME MTF Equity sobre información a suministrar por Empresas en Expansión, por la presente LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.: (en adelante “Lleida.net, o la “Sociedad” o la “Compañía”) pone en su conocimiento la siguiente información que ha sido elaborada bajo la exclusiva responsabilidad del emisor y sus administradores:

Con motivo de la participación de la compañía en el Foro Medcap 2023 de empresas de mediana capitalización, organizado por Bolsas y Mercados Españoles, se adjunta la presentación corporativa que será utilizada en dicho foro el martes 30 de mayo así como la presentación que se utilizará en el Discovery Meeting.

Quedamos a su disposición para cuantas aclaraciones consideren oportunas.

Atentamente,

En Madrid, a 29 de mayo de 2023.
Francisco Sapena Soler
CEO y presidente del Consejo



DISCOVERY MEETING

30 Mayo 2022

Foro Medcap BME

QUE HACEN ESTOS CHICOS...

- Háganme una foto con su móvil
- Envíenmela por correo electrónico

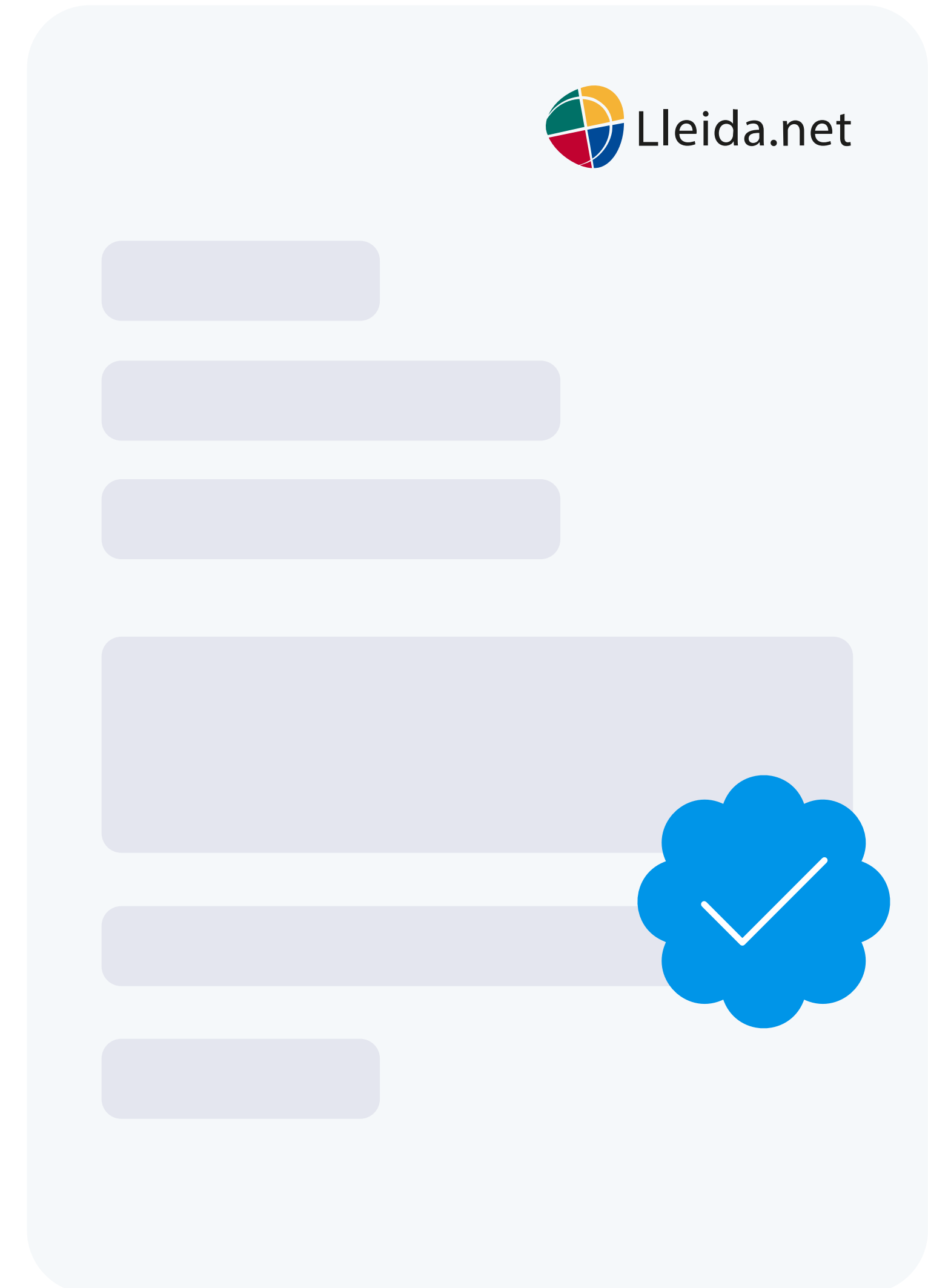
desde su móvil a sisco@lleida.net con

CC: a prueba@certificada.lleida.net

QUE HACEN ESTOS CHICOS...

Certificado de Evidencia:

- Demuestra que lo enviaste.
- Demuestra que enviaste.
- Demuestra cuando lo enviaste.
- Demuestra cuando se visualizó cuando es posible.



ESTA FORMA DE HACER LAS COSAS... ESTA PATENTADA...

Significa:

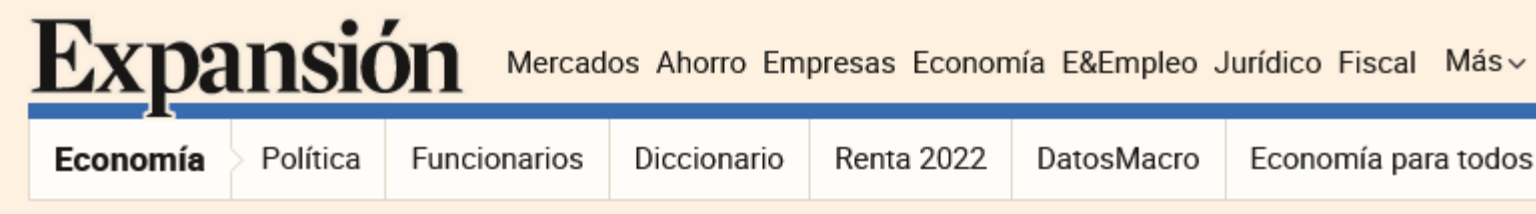
- Que esta forma de hacer las cosas sólo la podemos hacer nosotros o quien designemos nosotros.
- ‘Moat’ o barrera contra la competencia
- Más valor cuanto más se utiliza y en más países se tiene la patente.
- Más valor cuanto más mercado potencial



ESTA FORMA DE HACER LAS COSAS... ESTA PATENTADA...

Significa:

- Más valor cuanto más mercado potencial...



E ECONOMÍA

Las empresas españolas, las más afectadas de Europa por los impagos

CARLOS POLANCO @polanco_carlos 23 MAY. 2023 - 01:15



ESTA FORMA DE HACER LAS COSAS... ESTA PATENTADA...

- Más valor cuanto más se utiliza y en más países se tiene la patente:
- **Patente del Mail Certificado otorgada en 62 países.**
- **100 MILLONES de certificados vendidos en estos países hasta la fecha.**



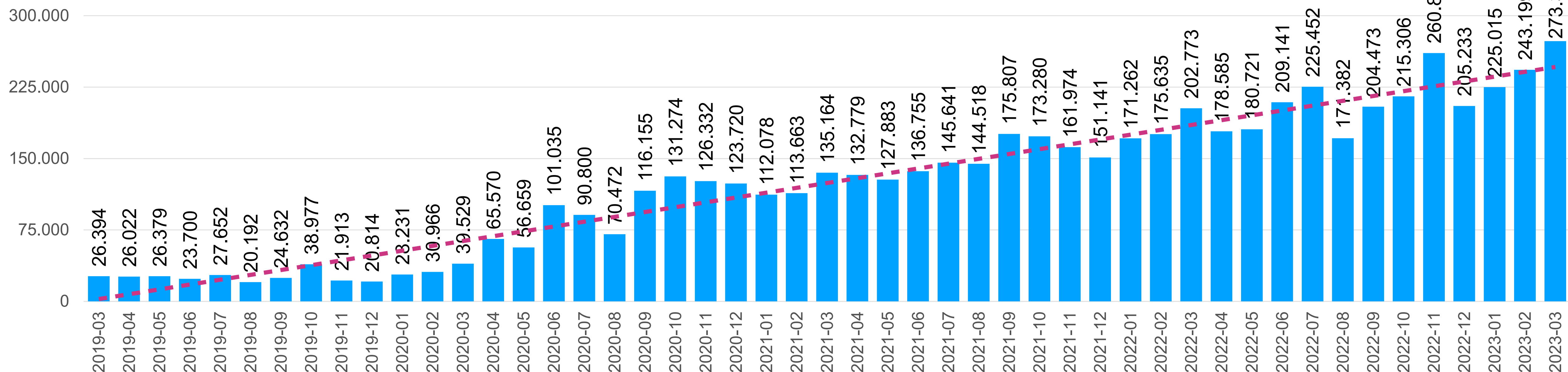


CLICK & SIGN:

CERTIFICAR LA PREGUNTA Y CERTIFICAR LA RESPUESTA

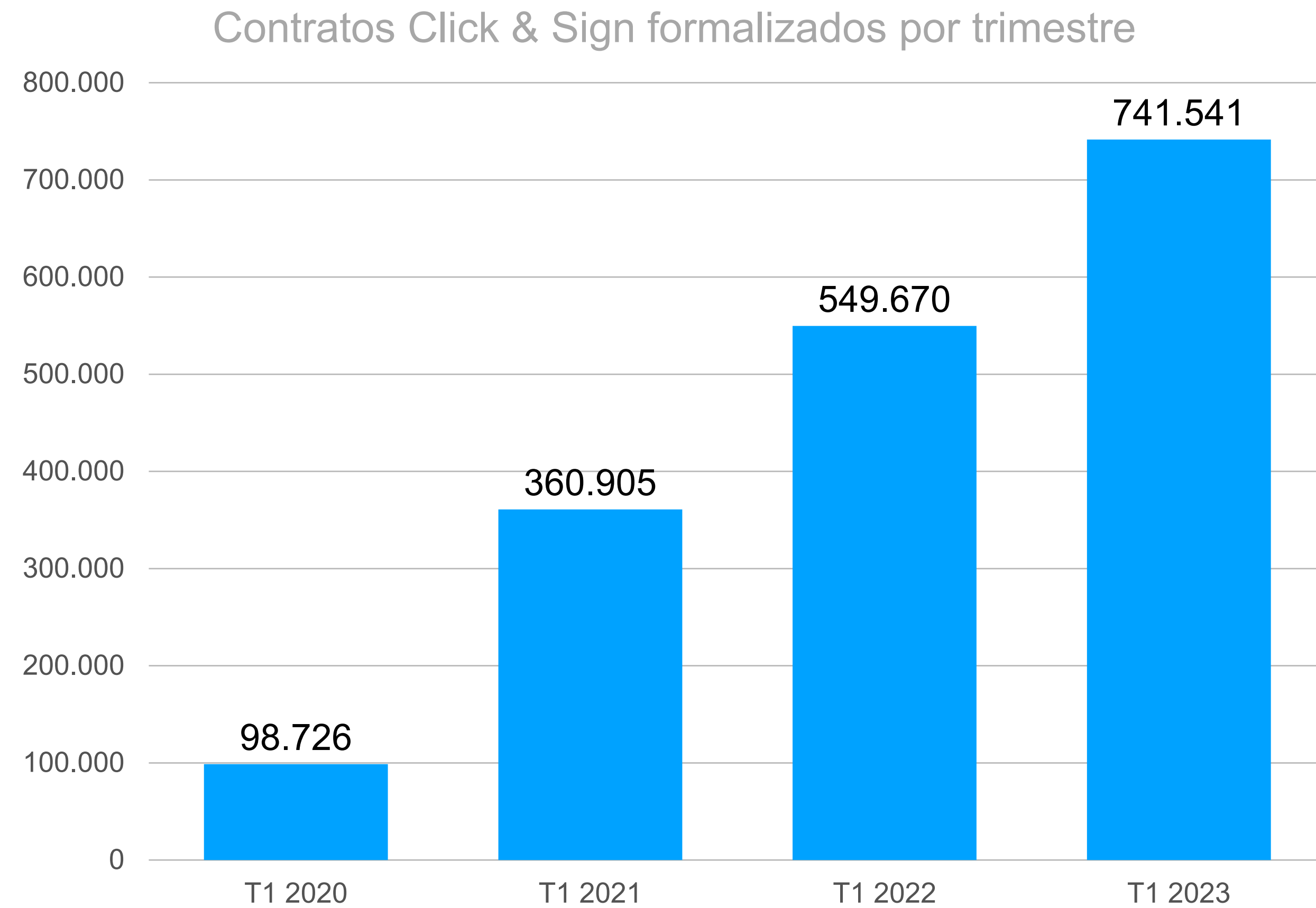
CONTRATOS CLICK & SIGN STANDARD

Contratos Click & Sign Standard formalizados de Marzo 2019 a Marzo 2023



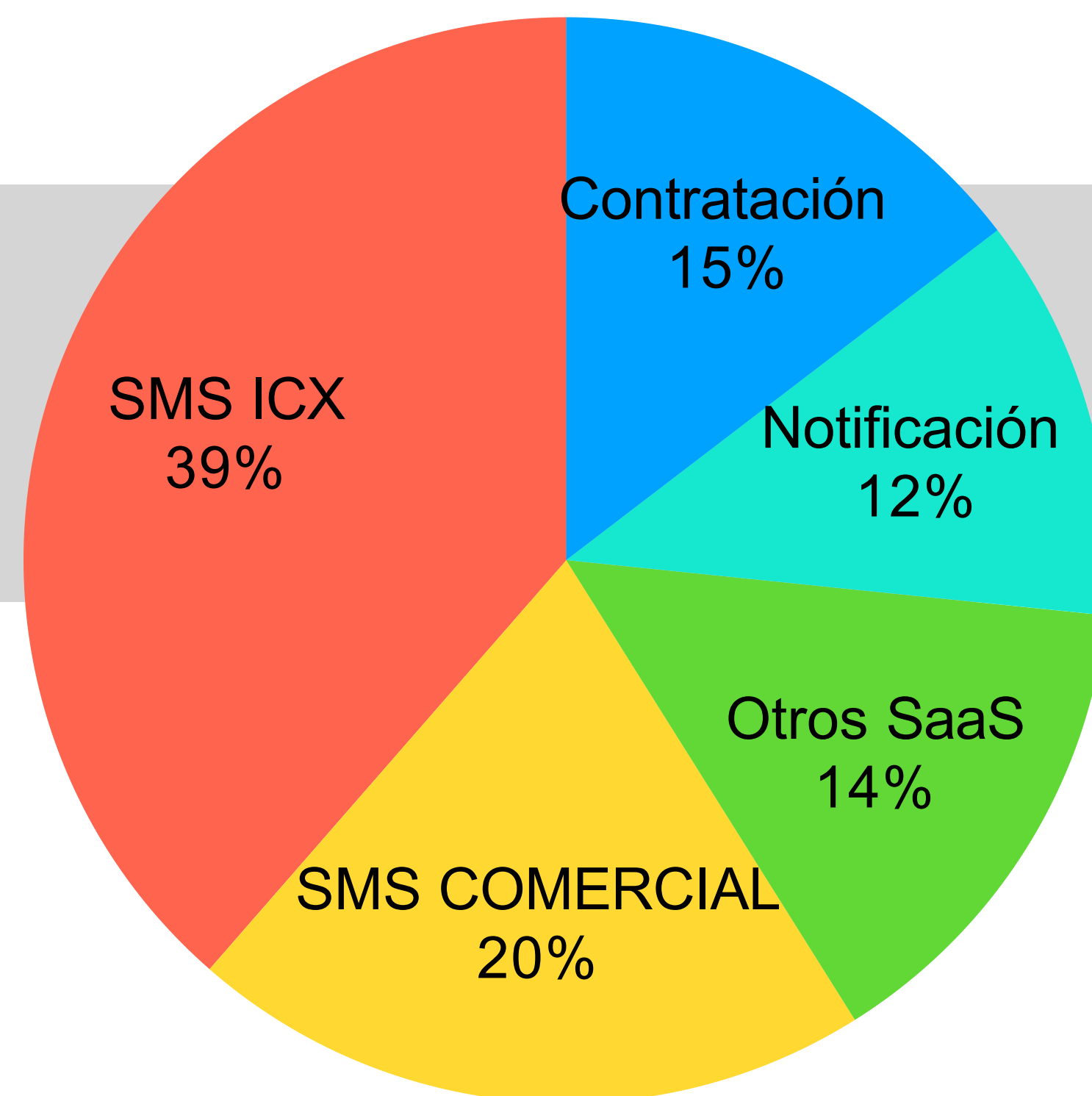
Los contratos Click & Sign han tenido una subida del 34,70% de marzo del 2022 con respecto marzo del 2023.

CONTRATOS CLICK & SIGN STANDARD

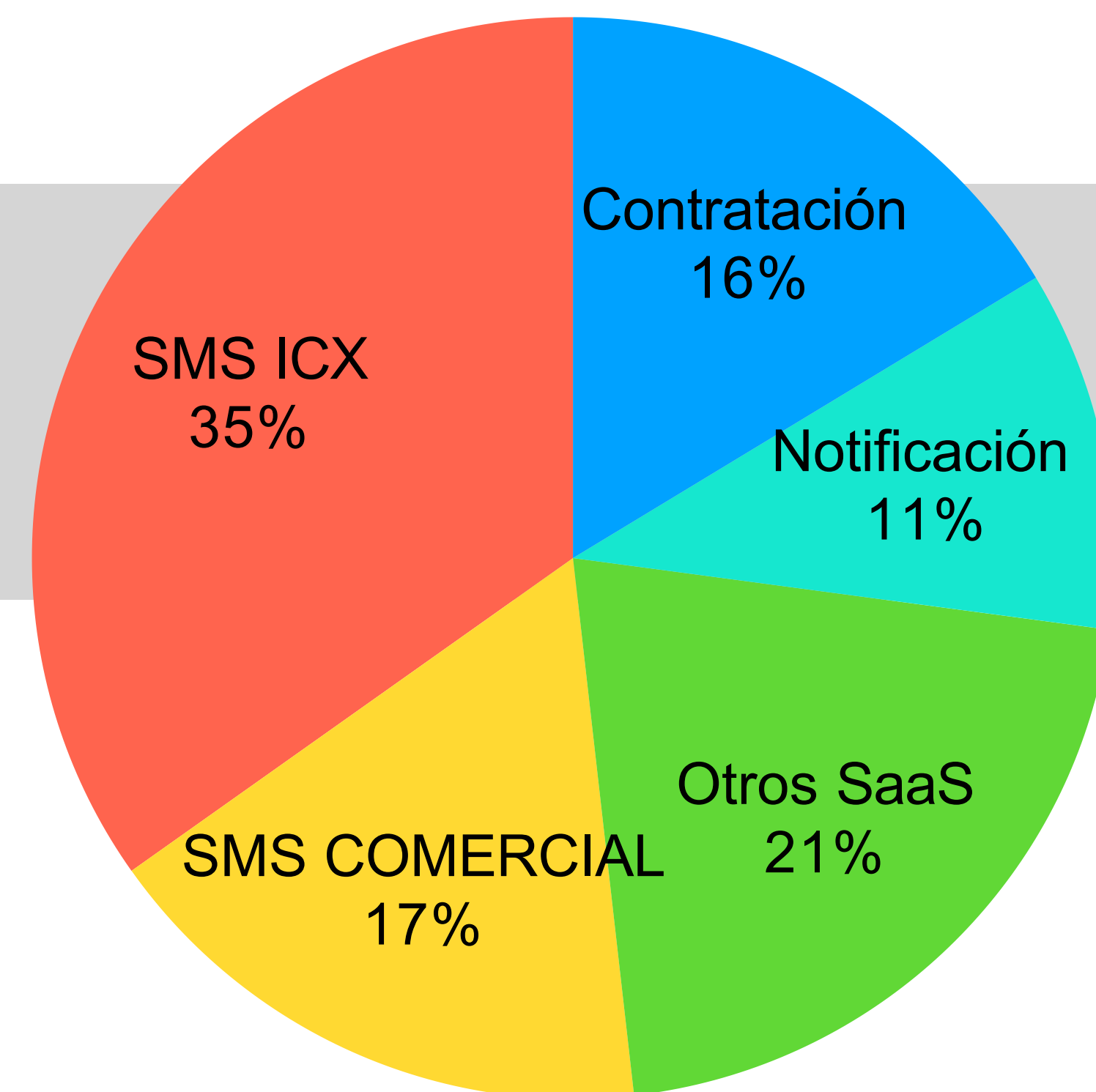


DESCRIPCIÓN DE LAS VENTAS POR LÍNEAS DE NEGOCIO

T1 2022



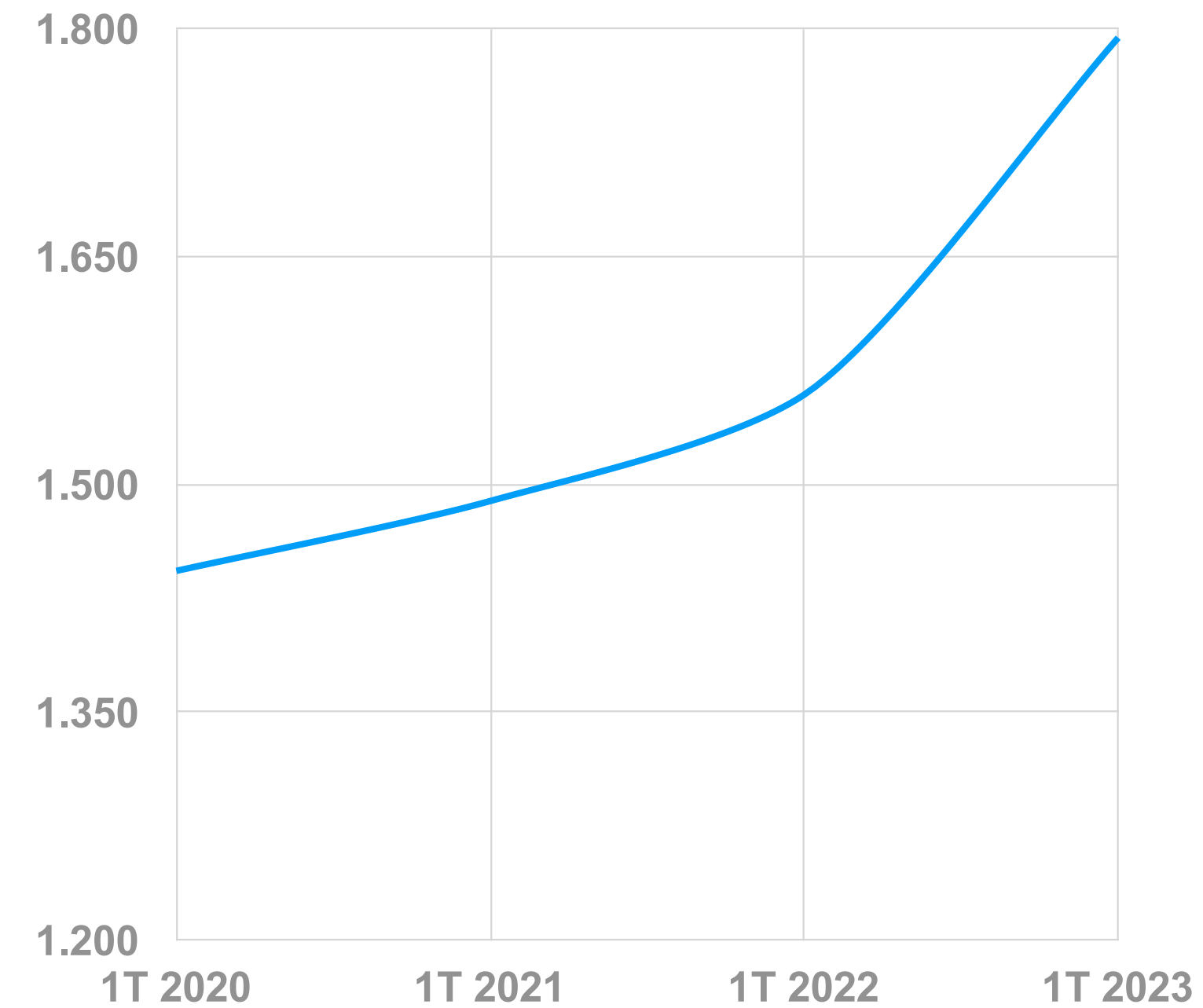
T1 2023



Las ventas SaaS representan el 48% de las ventas totales respecto al 41% que representaban en 2022.

TIPOLOGIA DE LOS CLIENTES

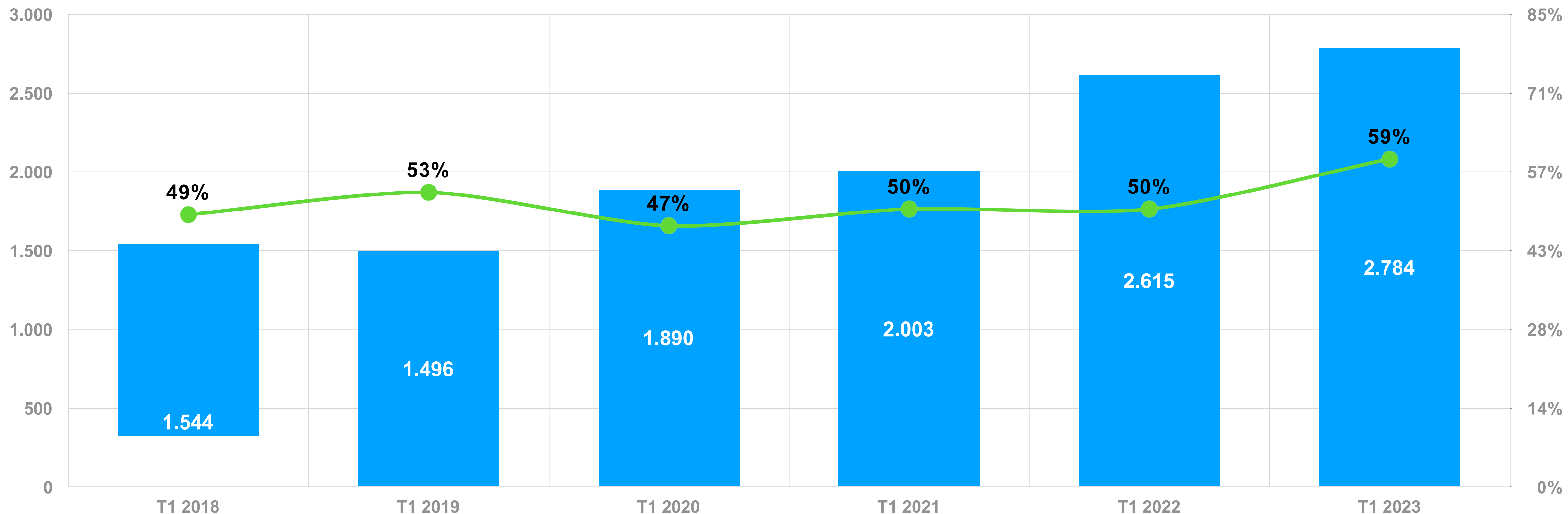
Número de clientes únicos facturados



Bancos, Fintechs, Aseguradoras,
Sector Público y Utilities de 54
países

EVOLUCIÓN DEL MARGEN BRUTO

MARGEN BRUTO (miles de euros)



Este primer trimestre del ejercicio 2023, marcado el máximo margen bruto de los últimos 6 años, hasta alcanzar los 2,8 millones de euros, suponiendo un incremento del 6% respecto al 2022.

La composición del mix de ventas, con un incremento del peso de las líneas SaaS del Grupo, permite alcanzar un 59% de rentabilidad sobre ventas.



Lleida.net

The First Registering Operator

OTCQX: LLEIF · EPA: ALLN · BME: LLN

ir@lleida.net

investors.lleida.net



Lleida.net

INVESTOR PRESENTATION

FORO MEDCAP MADRID

MAY 30 2023



INVESTMENT THESIS

Lleida.net (OTCQX:LLEIF) (EPA:ALLN) (BME:LLN) is the top European player in the **eSignature, eNotification, eContracting SaaS industry**.

Founded in 1995, the company's future lies in the strength of its Intellectual Property portfolio; its proprietary technology has been awarded almost 300 patents in 64 countries, in all five continents.

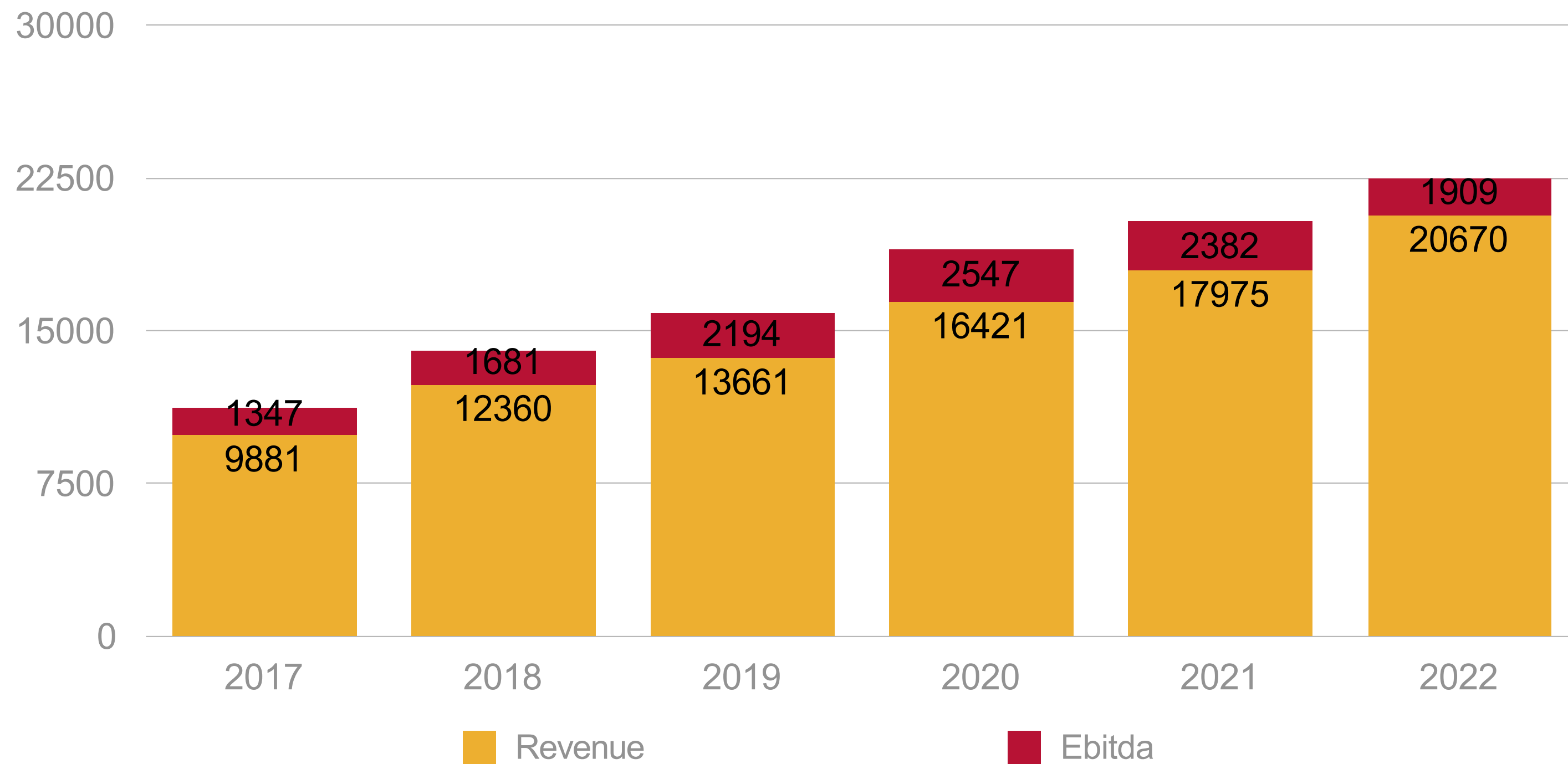
Despite current market conditions, Lleida.net is holding stronger than its main competition in the United States and the Eurozone.

The company's tech pipeline, and the recent announcement of major international contracts, are the keystones in the foundation of its future business success.

- 
- 2022 registered the best Sales result in the company's history, with over €20m in revenue.
 - New product, USVC (signature validator), with significant potential in the Digital Signature space.
 - Almost 300 patents granted in more than 60 countries, including the United States, China and Europe.
 - More than 170 headcount, with growth in the R&D and commercial departments.

RECENT HIGHLIGHTS

FINANCIALS (,000€)



A 2020-2025 STRATEGY FOCUSED ON INVESTORS.

- Development of new eSignature proprietary IP and technology to improve our market position at an international levels. Intellectual Property is the cornerstone of future stock market success.
- Inorganic acquisition companies across the world in order to grow and strengthen our global capacity. Recent purchase of Indenova boosted our innovation capacity.
- Reinvesting on our global sales capacity to continue closing global contracts.
- ESG strategy to fulfil our Company promise.

IP AS A PILLAR

Two recent study by Coller IP values the **just one family** of the company's SaaS IP at as much as **€14.1 million**, a conservative valuation of a single family of the company's key intangible assets. This value is based upon the revenues generated from the IP for SaaS business.

Our chain of patents that guarantees the future of the company - and the protection that gives us patents in 64 countries and counting.

BUSINESS SEGMENTS

SaaS SERVICES

Core commercial products are SaaS-based, including Click & Sign, USVC, 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.

THREE CHIEF, STATE- OF-THE-ART SERVICES FOCUSED IN SAAS



Click & Sign – our cloud based eSignature platform.

We provide our API and a big companies custom version.



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



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

AND A NEW PRODUCT, WITH THE POTENTIAL TO DISRUPT THE DIGITAL SIGNATURE INDUSTRY

USVC (which stands for Universal Signature Validator Certificate) makes it possible to confirm the origin of any electronic signature and provide certainty about its origin and authenticity.

It can verify the veracity of any digital signature, regardless of the platform with which it was signed, be it DocuSign, Adobe, qualified electronic signature or any other.

The industry of Signature Validation has the potential of being larger than the Digital Signature Industry itself.

KEY SECTORS TRUST US



Banks and fintech



Health services



Energy and utilities



Real estate



Insurance and insurtech



Governments and administrations

- Our solutions fit the needs of clients of all sizes and geographies.
- Our solutions cover all the Trust Services environment.
- Our 170+ headcount is one of the strongest in Europe in terms of patented proprietary development.
- We have 19 offices around the world and major operations in the Middle East and Africa.

KEY PRIVATE AND PUBLIC CONTRACTS

bankinter.



LISTED IN THREE MARKETS

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

1680% MARKET POTENTIAL GROWTH

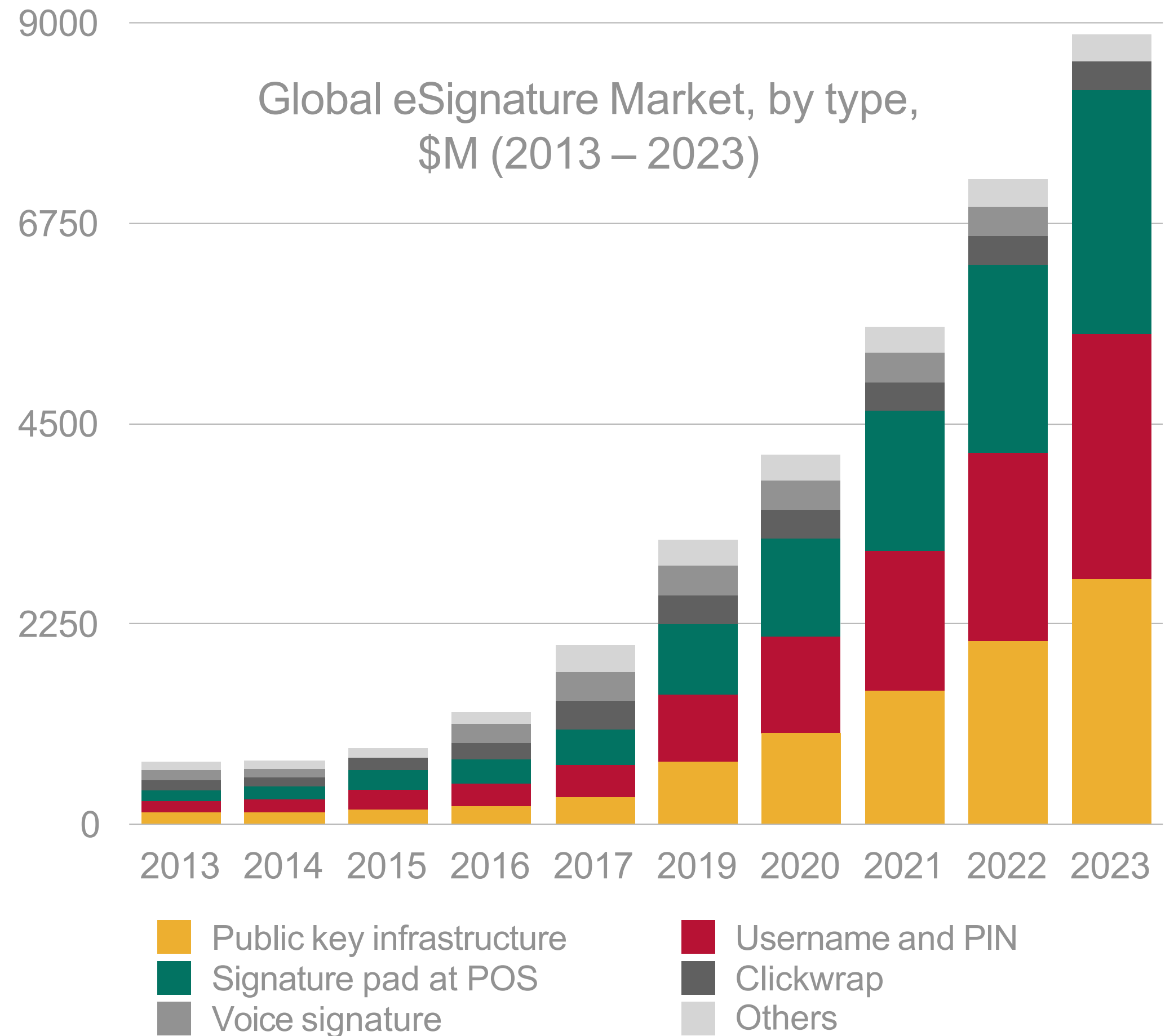
25,2B
in 2030

1,5B
in 2017

- COVID—19 and the recent geopolitical context is boosting the use of eSignature, eNotification and eContracting technologies, globally.
- There are over 75 countries globally that recognize the legal validity of eSignatures.
- North America is expected to generate 33% of the global revenue of the industry. Lleida.net has four patents in that country: Registered SMS, Registered Email, Registered Contracts, Registered Delivery.

* Source: Digital Signature Market To Generate Over \$25,211.3 Million Revenue by 2030 Says P&S Intelligence

THE GLOBAL eSIGNATURE MARKET, IN A NUTSHELL — SHOWS ONLY SPACE FOR GROWTH



UPSIDE OPPORTUNITY

Last market price: €1,97/share (as of Mar 29h, 2023)

Consensus estimate: €6,75/share.

Analysts reports by Litchfield Hills, Checkpoint and Invest Securities
available at <https://investors.lleida.net/en/analyst-reports>



LEADERSHIP TEAM

Sisco Sapena, CEO

Arrate Usandizaga, CFO

Jordi Ramon, CTO

Beatriz García Torre,
Chief Interconnection Officer

Pablo Gracia Betorz, Americas Director

Ramón Pedrosa,
Director, Investor Relations

BOARD OF DIRECTORS

Sisco Sapena CEO

Arrate Usandizaga, CFO

Beatriz García Torre

Antonio López del Castillo *(Ind.)*

Jorge Sainz de Vicuña Barroso *(Ind.)*

Jordi Carbonell *(Ind.)*

Miguel Perez Subías *(Ind.)*

Marc Gallardo *(Board Secretary)*

ESG COMMITMENT: “B” RATING (FEB '23)

Lleida.net is one of the first companies in the BME Growth space to have published an ESG report.

The document, recently prepared and published by the Spanish Institute of Analysts (Feb 9th, 2023) has given the company a "B" rating in its ESG commitment.

The document recognizes the company's strength in ESG criteria and its more than 20 years of effort in becoming a benchmark in the social aspect.

Regarding corporate governance, the report highlights its **"Good governance"** and its **"Transparency and fiscal responsibility"**, and explains that Lleida.net operates according to **"very high standards in Commitments (ethical code, fiscal transparency policy)"**.



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