



Lleida.net

La Primera Operadora Certificadora

EN: https://investors.lleida.net/docs/en/20250526_2_HRelev.pdf

Otra Información Relevante

LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.

Presentación a utilizar en el Foro Medcap de BME

De conformidad con lo dispuesto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 227 de la Ley 6/2023, de 17 de marzo, de Mercados de Valores y Servicios de Inversión, y disposiciones concordantes, así como en la Circular 3/2020 del segmento BME Growth de BME MTF Equity sobre información a suministrar por las 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 de sus administradores:

Con motivo de la participación de la compañía en el Foro Medcap 2025 en Madrid entre los días 27, 28 y 29 y 30 de mayo del 2025, se adjunta la presentación corporativa que será utilizada en dicho foro.

Quedamos a su disposición para cuantas aclaraciones consideren oportunas.

Atentamente,

En Madrid, a 26 de mayo de 2025.

Francisco Sapena Soler

Ceo y Presidente del Consejo



Investor Presentation

FORO MEDCAP
MADRID, MAY 2025





Investment Thesis:

Creating shareholder value by developing digital certification solutions to satisfy the growing demand for legal security in on-line transactions.

- Lleida.net (OTCQX:LLEIF) (EPA:ALLLN) (BME:LLN) is **the leading European player in registered digital services**, including eSignature, eNotification, and eContracting SaaS solutions.
- Strong first-quarter 2025 results (Revenues up 12% YoY, EBITDA soaring by 84%, and a 38.6% growth in large recurring accounts) position Lleida.net favorably for **sustained positive performance throughout 2025 and 2026**.
- Founded in 1995, and listed since 2015, Lleida.net owns a robust Intellectual Property portfolio with 249 patents granted across 64 countries, as well as a consolidated market presence across Europe and Latin America, and recurring revenues.

Recent Highlights

RECORD RESULTS



Record quarterly revenues of €5.29 million, up 12% year-on-year, driven by robust growth in Registered Electronic Contracting (+31%) and commercial SMS (+29%) product lines.

BACK TO PROFITABILITY



After the execution of the Recovery Plan, quarterly EBITDA reached an all-time high of €1.22 million, an 84% increase driven by cost optimization and commercial expansion

PRE-TAX PROFIT AT ALL-TIME HEIGHTS

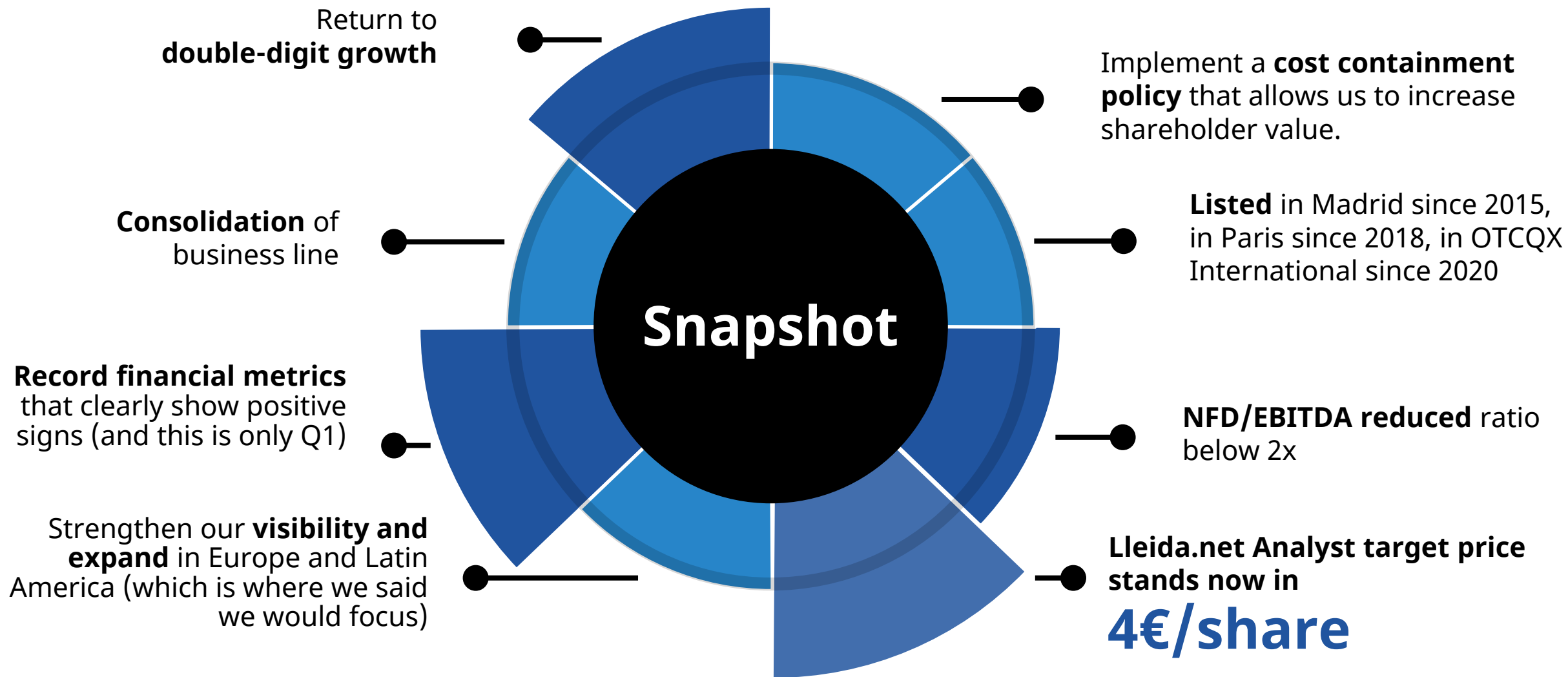


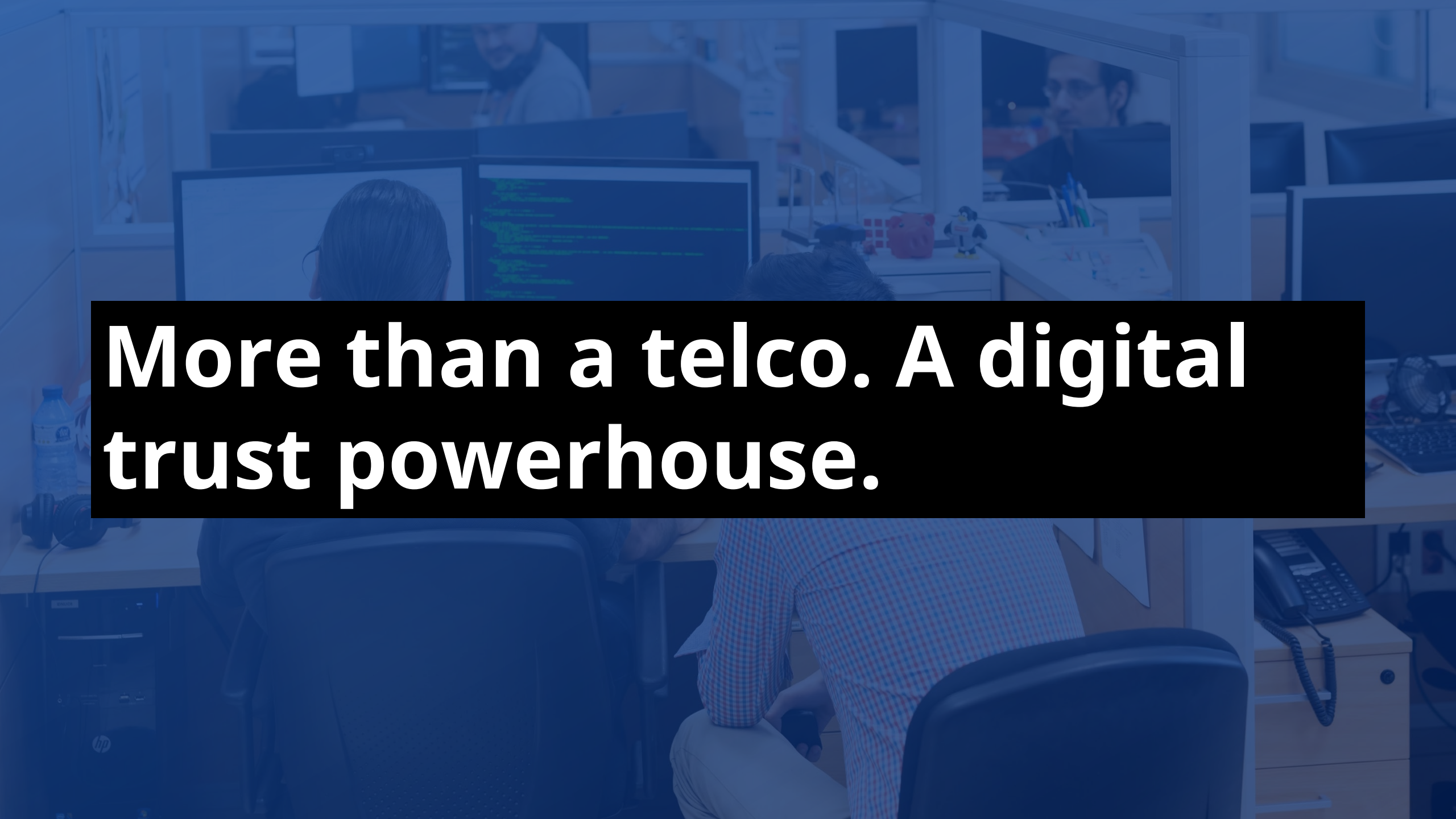
Quarterly operating profit surged 387%, reaching €716,000, confirming strong operational leverage resulting from effective internal restructuring. Quarterly Pre-tax profit soared by 477%, totalling €641,000, the highest in company history.

REDUCED NET FINANCIAL DEBT



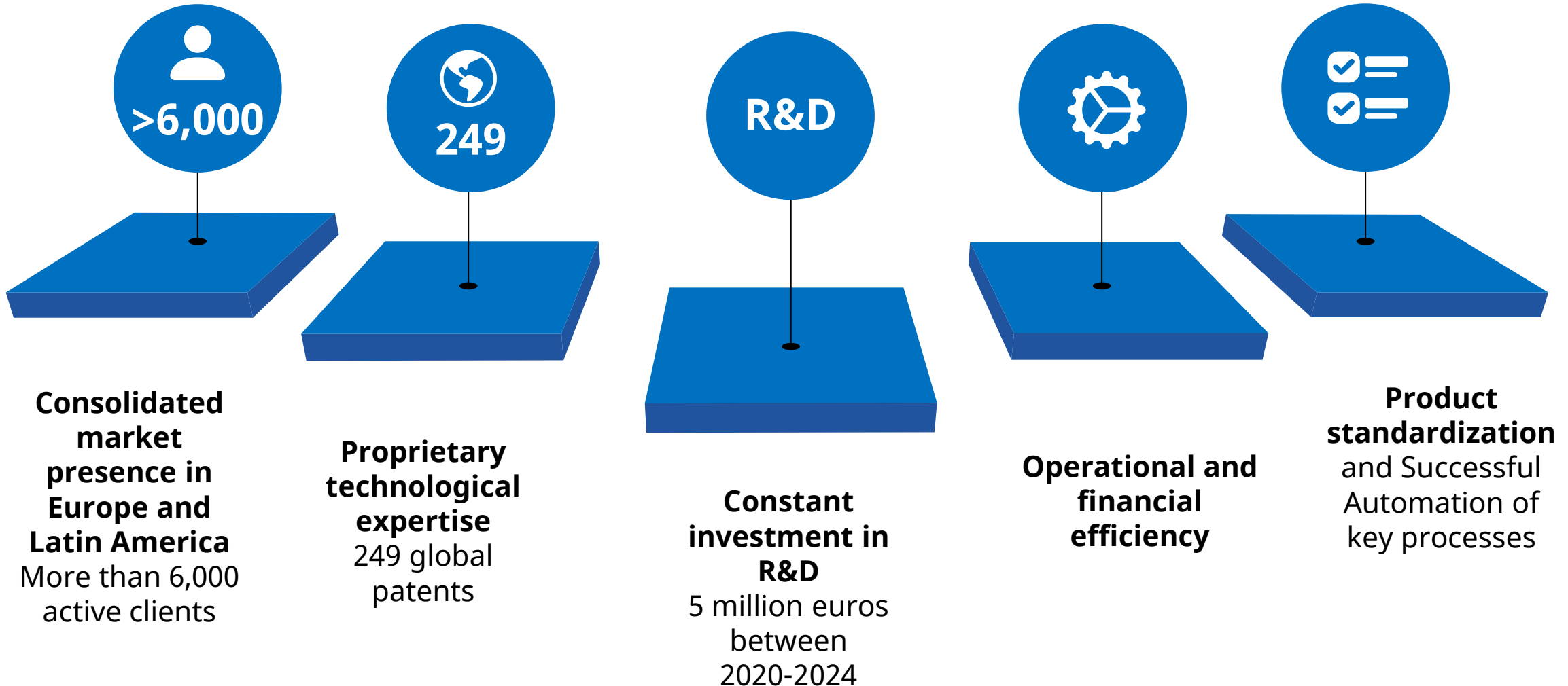
The company has reduced its debt, further strengthening Lleida.net's balance sheet and liquidity position.





**More than a telco. A digital
trust powerhouse.**

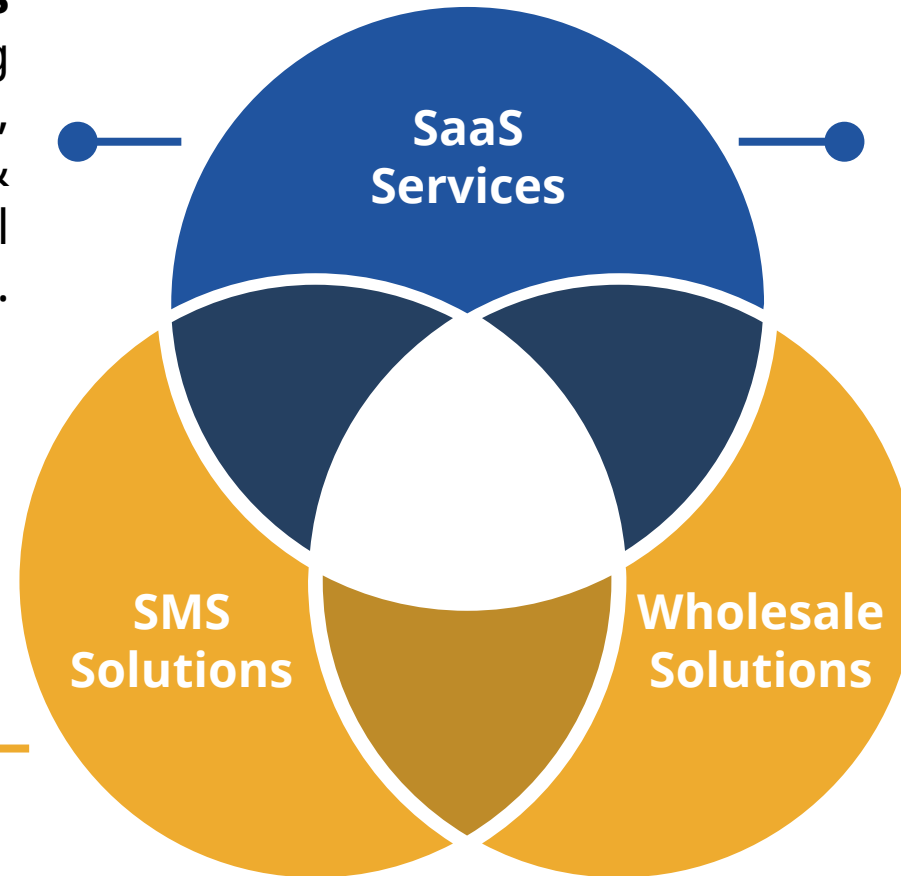
Leadership in the certification industry



Business Segments

Core commercial products are SaaS-based, including Click & Sign, eKYC, Openum eIDAS, Click & Automate, USVC, Digital Certificates and Certvalidator.

We provide 15+ governments with eCommunications solutions.



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

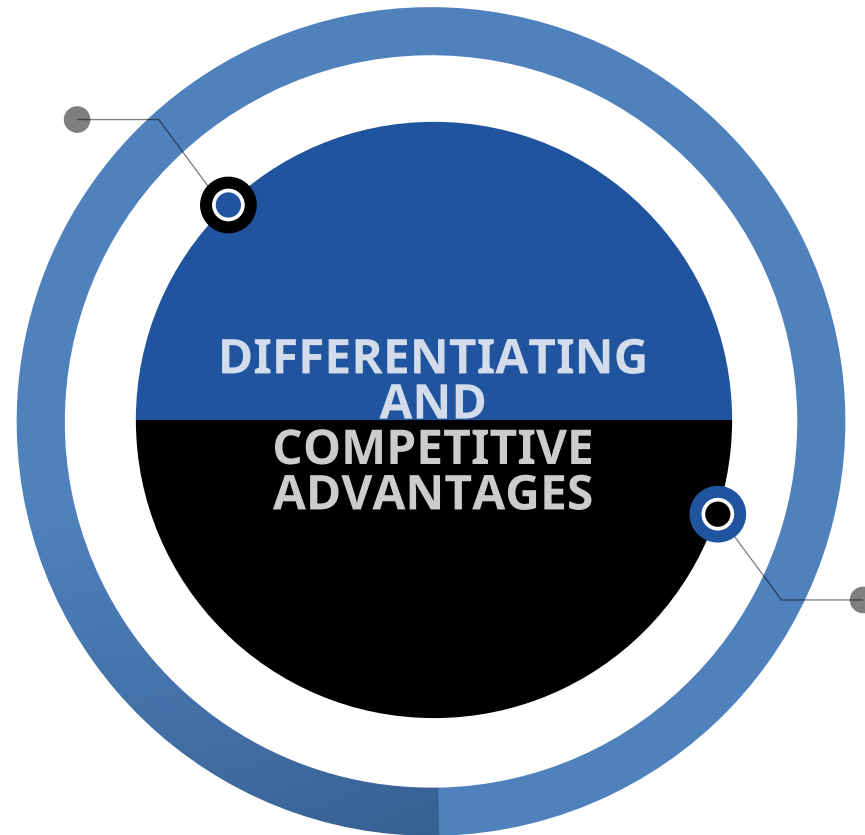
Application to peer traffic for sending large volume of information.

Edge tecnológico

Integrated proprietary solutions:

Proprietary technology platforms:

- Click & Sign
- Openum
- eKYC
- Certvalidator
- Click & Automate developed in-house.



Comprehensive automation of digital processes:

Technology that automates signature processes, digital contracting, certified notifications, and identity verification without the need for additional programming

Compliance



Strict regulatory compliance (eIDAS)

All solutions comply with the European eIDAS Regulation, ensuring full legal validity.



Qualified Trust Service Provider

The company is accredited as an authorized provider that certifies the security and legality of digital communications.



Own technological infrastructure

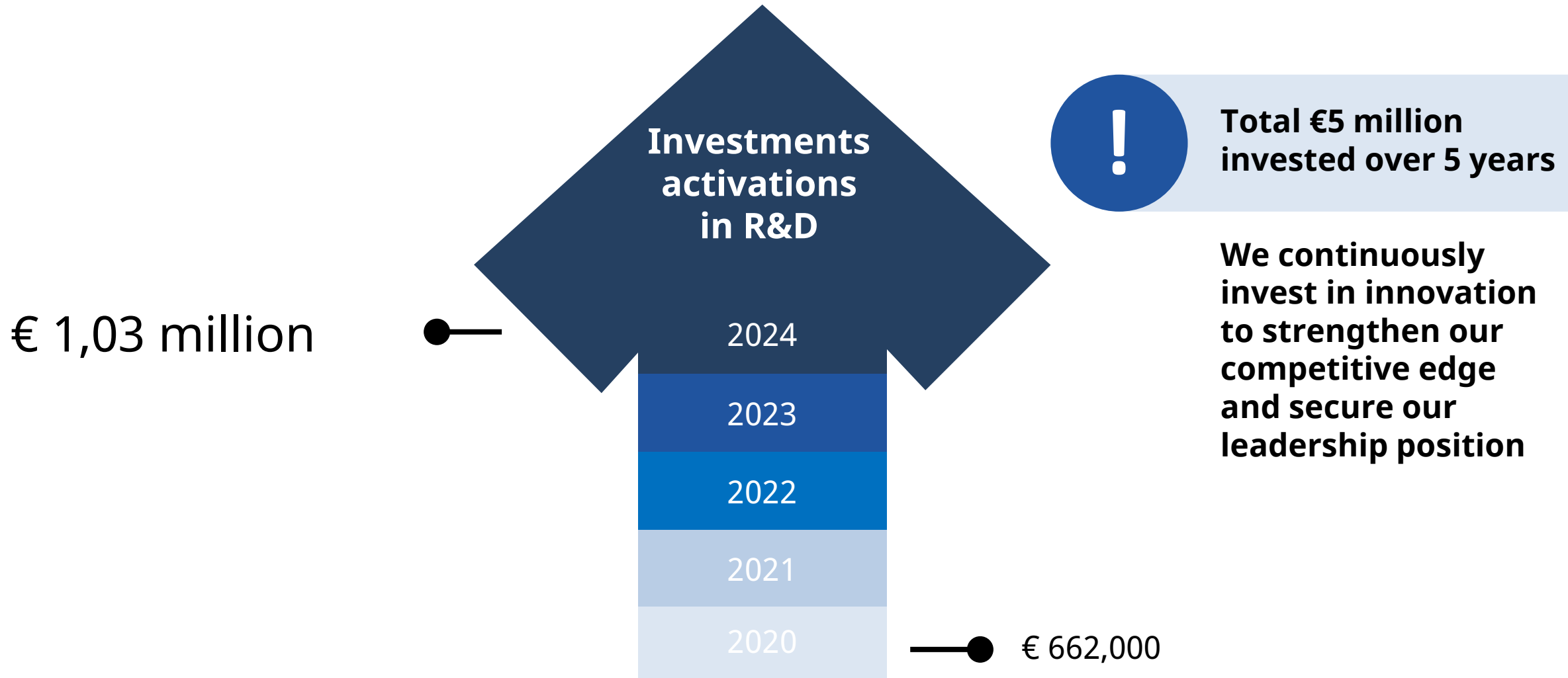
Internal technology teams with specialized developers, own cloud infrastructure, and direct technical support in Europe, Spain, and Latin America.



Constant technological investment

Annual investments in the development of digital solutions, technological infrastructure, IT security, and regulatory compliance, focused on growth and continuous updating.

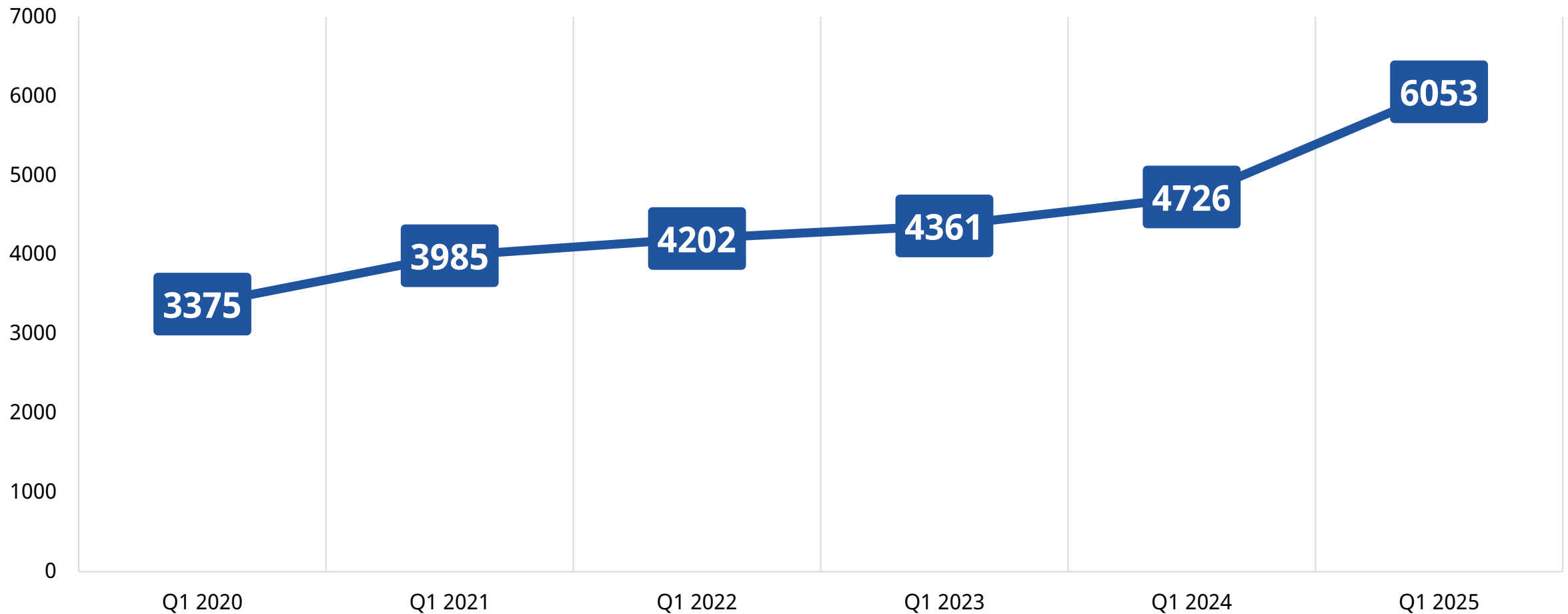
Investments/activations in R&D



Active clients



Ongoing innovation drives client growth. Year after year.



Our core offering relies on four 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 the same umbrella we offer a complete omnichannel platform, that includes RCS, WhatsApp, email and SMS certified communications

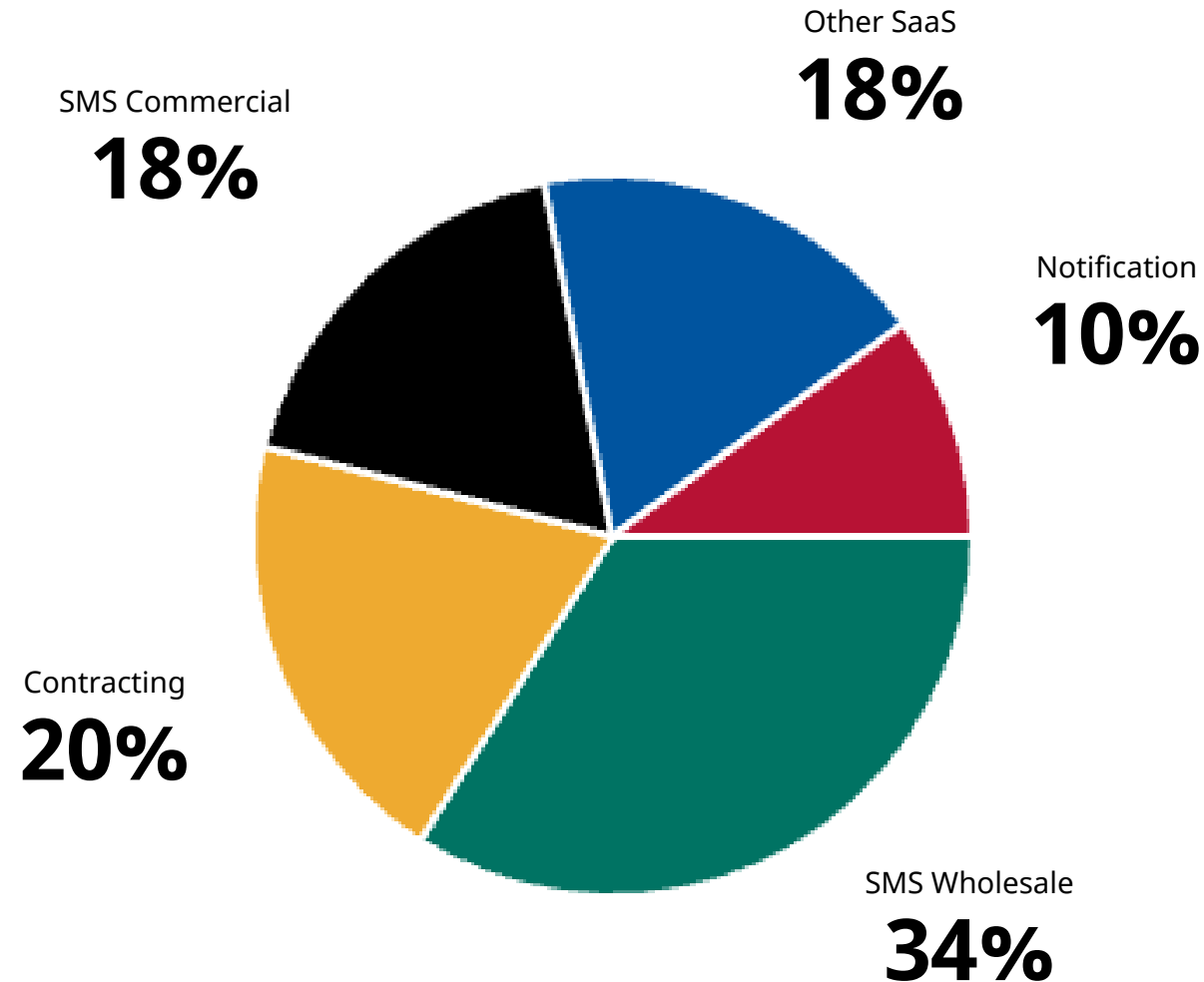


Under **eKYC** name, we offer a complete framework for Know Your Customer solutions, encompassing features from ID validation to video recorded onboarding. In this line we include CertValidator product that makes it possible to validate any electronic certificate

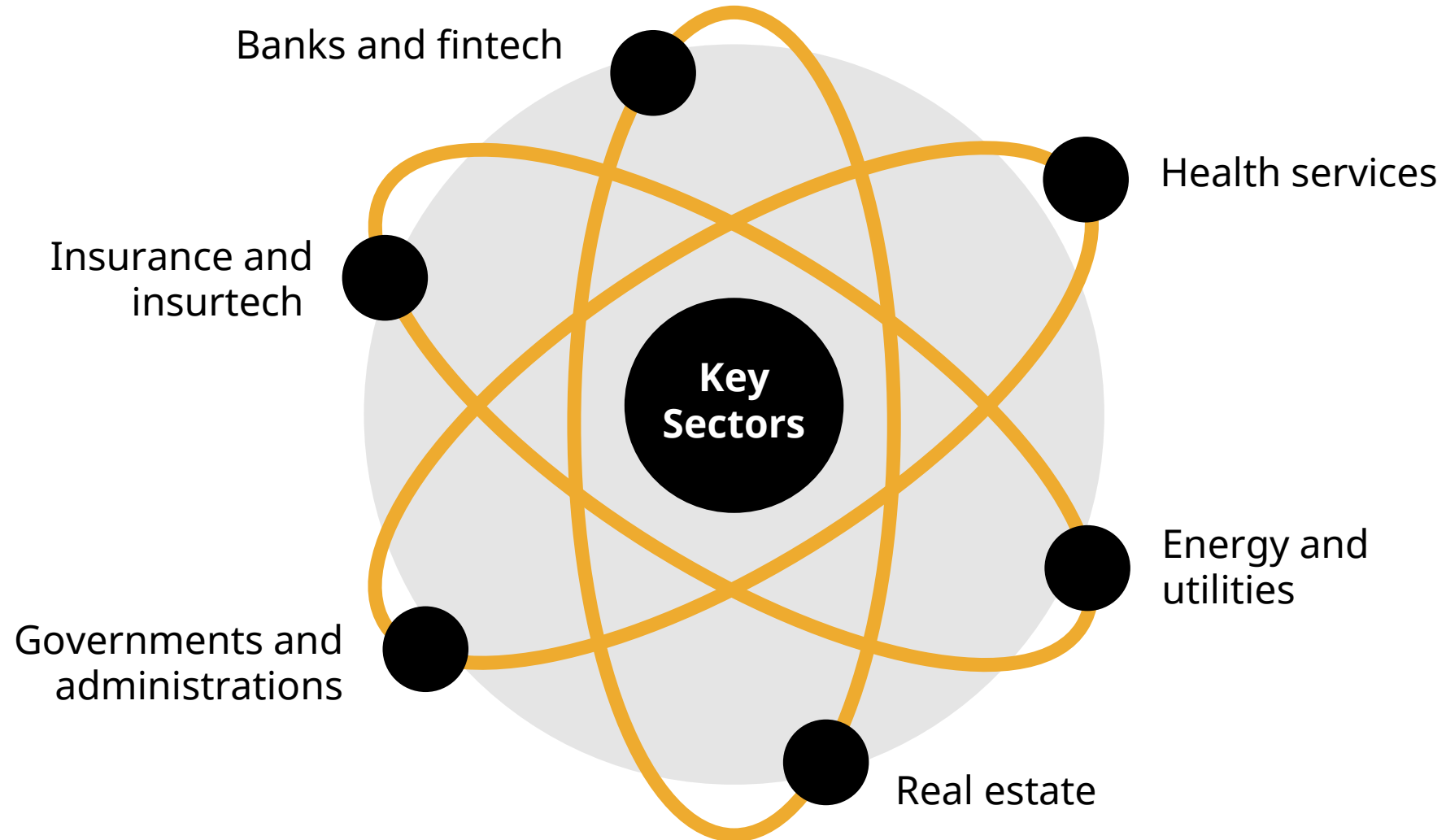


With our SaaS BPM solutions, we automate our clients' processes easily, without the need for programming. Additionally, we add legal value using electronic signature and certified communication

Current Sales Mix shows interesting growth in contracting services and SMS Wholesale



Key Sectors trust us



The new Organic Law 1/2025 represents a great opportunity for the company

Lleida.net will lead this transformation

We're ready and committed to helping companies comply.



Opportunity

**2x growth in new clients since April.
We're ready to lead.**

Few players can meet the demand
Lleida.net is among the most prepared companies in Spain.

Need for trusted certification
Confidential documentation and certified communications required.

Mandatory pre-litigation negotiation
Parties must prove they tried to settle before going to court.

Law came into force on April 3
Organic Law 1/2025 is now mandatory in legal proceedings.

Commitment with sustainability

Lleida.net is deeply committed with sustainability

Among the first BME Growth companies to publish an ESG report, achieving a "B" rating from the Spanish Institute of Analysts for its strength in ESG criteria, particularly highlighting its "Good governance," "Transparency and fiscal responsibility," and adherence to "very high standards in Commitments (ethical code, fiscal transparency policy)."



Finances

Steady progress. Solid results

SALES
€4.71 million

EBIDTA
€666,000 euros

Pre-tax profit
€147,000

Gross margin
€2.54 million

1Q 2024

1Q 2025

+12%

SALES
€5.29 million

+84%

EBIDTA
€1.2 million

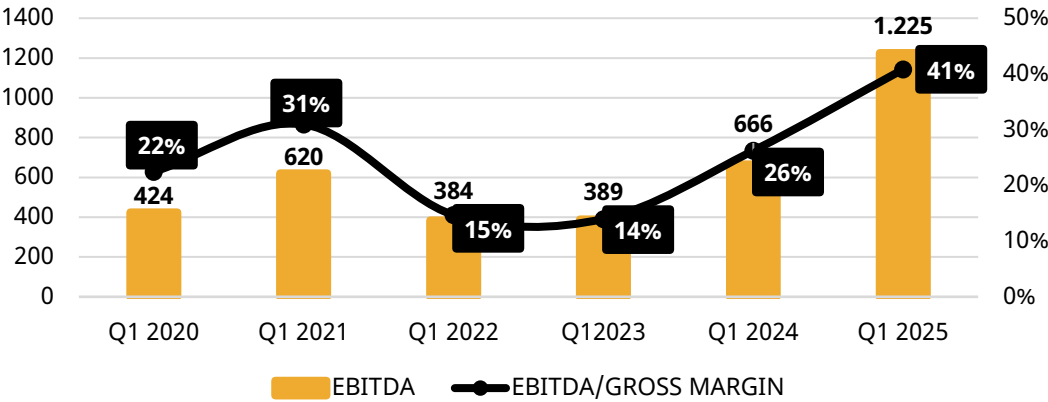
+387%

Pre-tax profit
€716,000

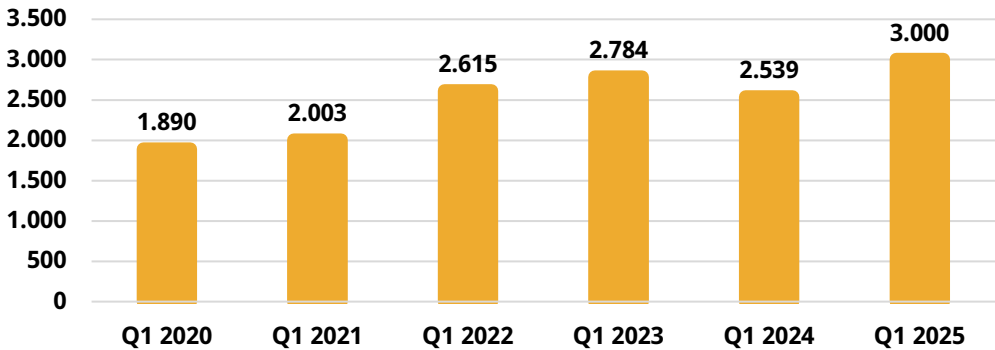
+18%

Gross margin
€3.00 million

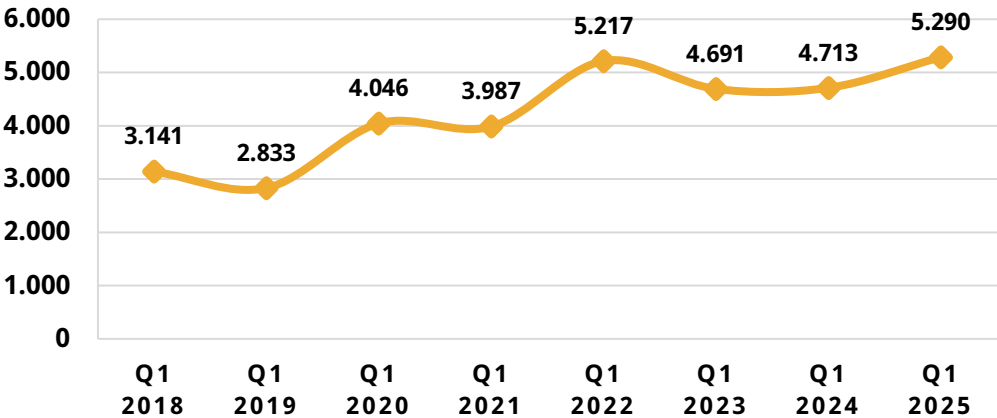
Quarterly EBITDA (,000) / EBITDA vs Gross margin



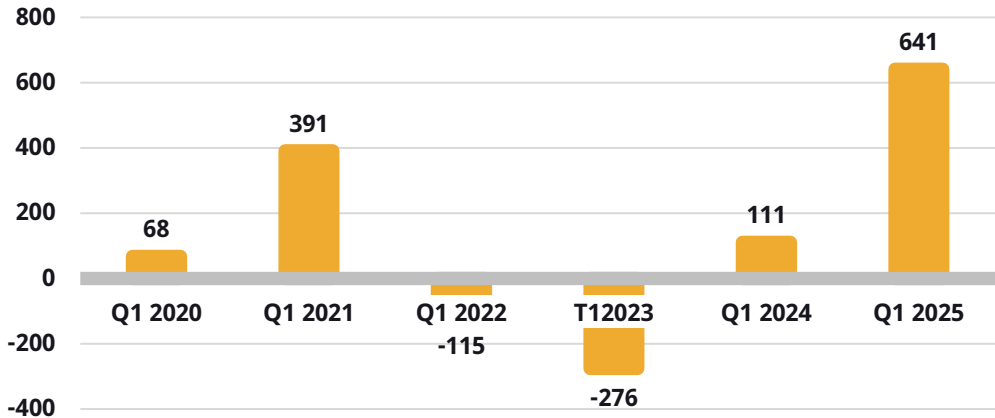
Quarterly Gross margin evolution



Quarterly Sales (,000 euros)



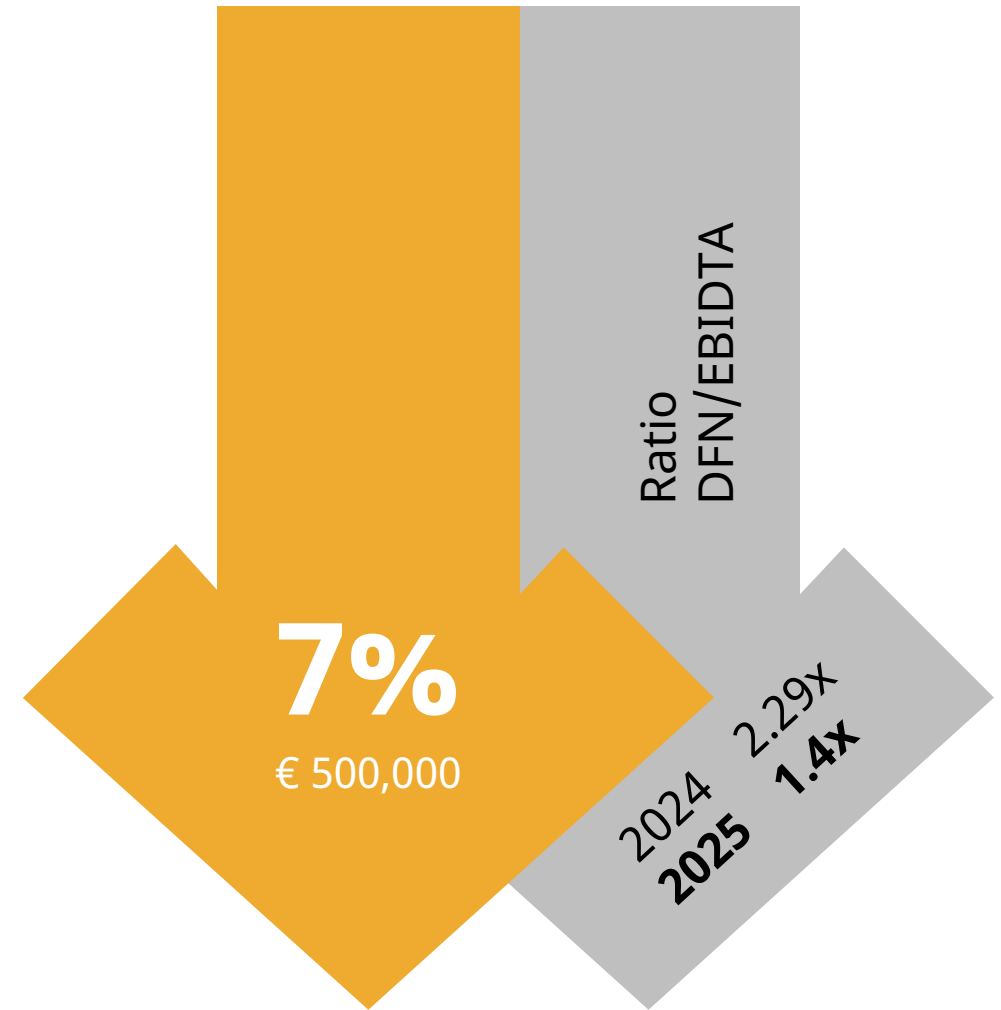
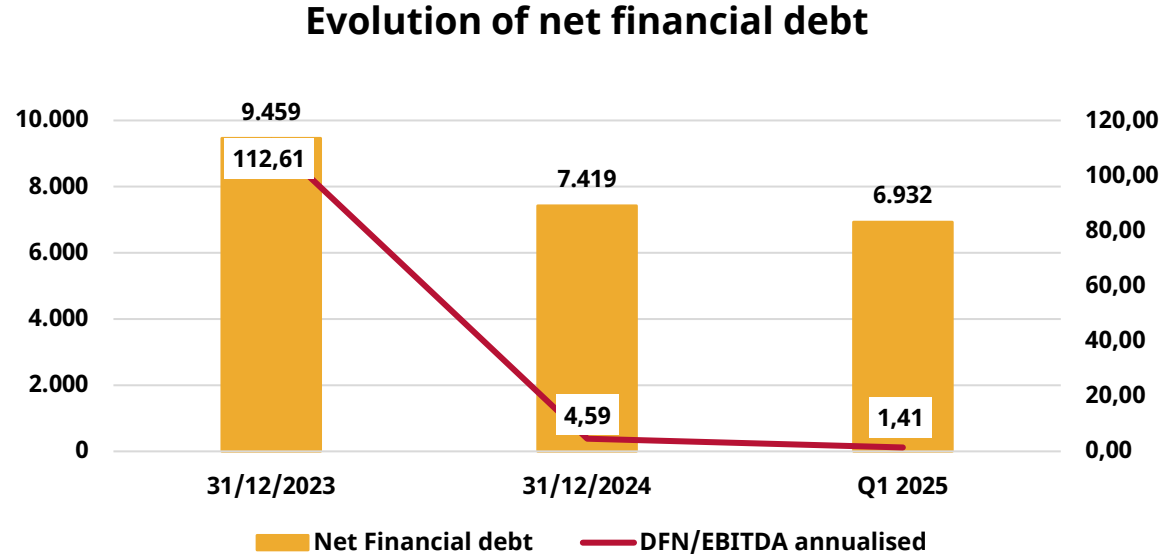
Quarterly Earnings before taxes (,000 euros)



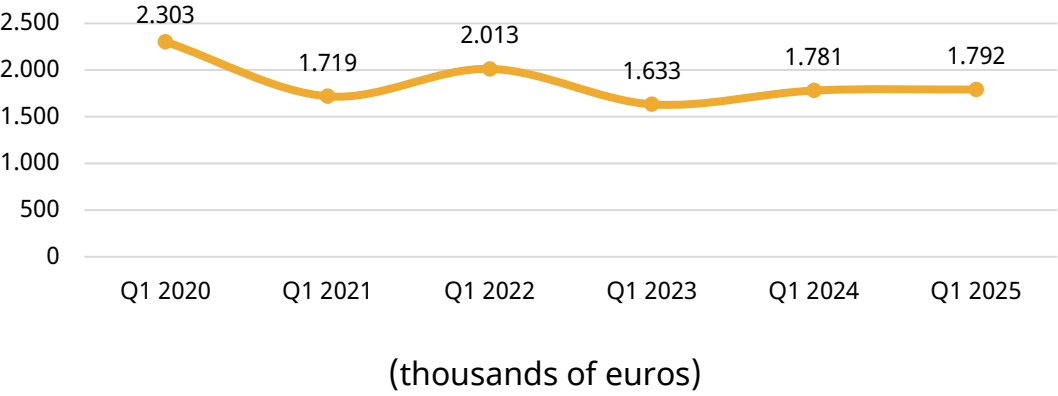
Net Financial Debt

Net financial debt was reduced by 7%, or approximately **€500,000**, in this period alone.

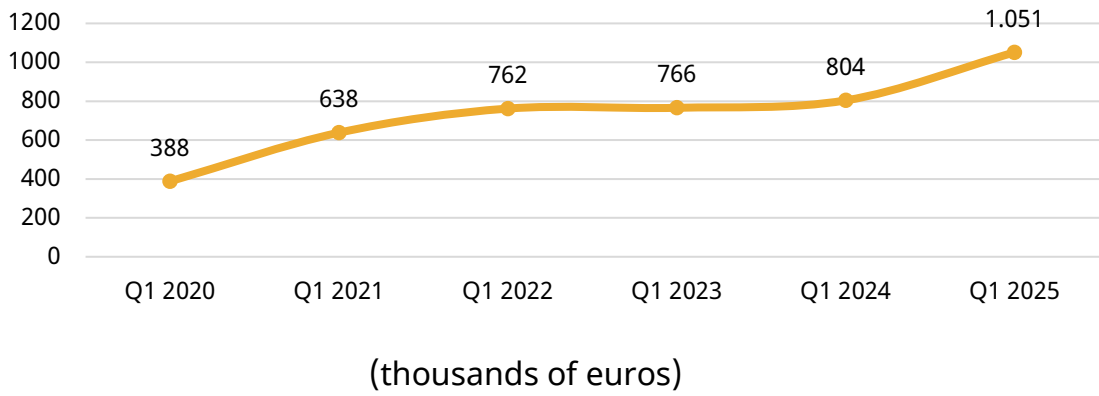
The Net Debt/EBITDA ratio stands at 1.4 times (annualised). At the end of 2024, it was 2.29 times.



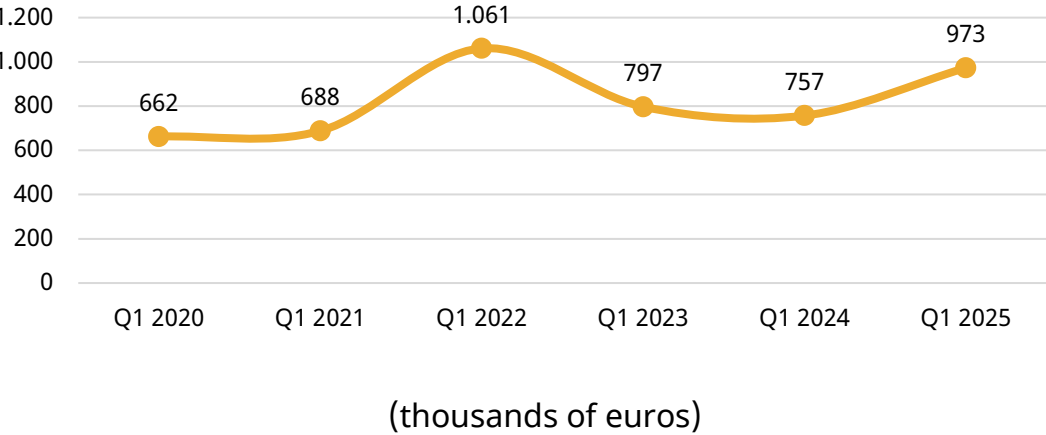
Quarterly SMS Wholesale business remains stable



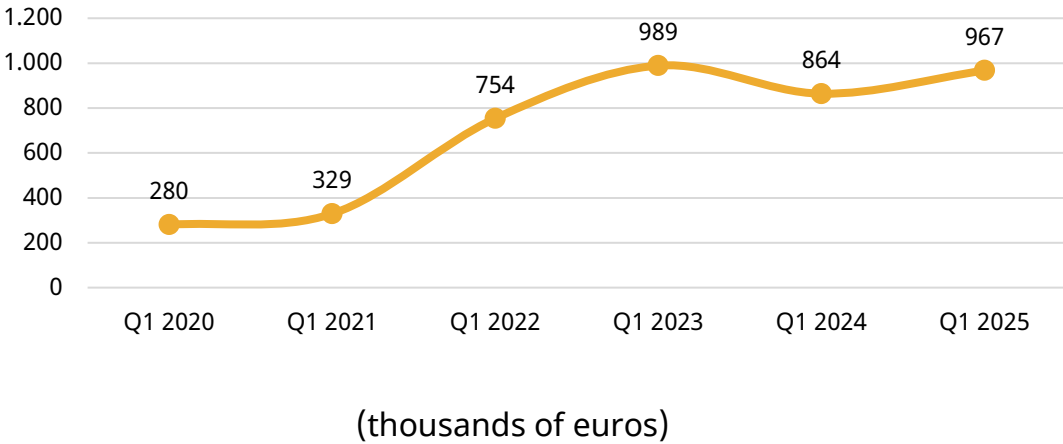
Quarterly Registered Electronic Contracting business grew by 31%



Quarterly Commercial SMS grew by 29%



Quarterly Other Saas business: We remain committed to standard products



DISCLAIMER

In accordance with the provisions of Article 17 of Regulation (EU) No. 596/2014 on market abuse and Article 227 of Law 6/2023, of March 17, on Securities Markets and Investment Services, and related provisions, as well as Circular 3/2020 of the BME Growth segment of BME MTF Equity on information to be provided by Expanding Companies, hereby **LLEIDANETWORKS SERVEIS TELEMÀTICS S. A.**: (hereinafter "**Lleida.net**, or the 'Company' or the 'Company') hereby informs you of the following information, which has been prepared under the sole responsibility of the issuer and its administrators.

The information detailed in this report constitutes a presentation of the company and has been prepared based on the unaudited accounting information available to the Board of Directors.



Thanks.

Lleida.net

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<https://investors.lleida.net/>