

FAIT PERTINENT
LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.

17 avril 2018

Conformément aux dispositions de l'article 17 du Règlement (UE) numéro 596/2014 sur l'abus de marché et de l'article 228 sur le texte refondu de la Loi de Marché Boursier, approuvée par le Décret royal législatif 4/2015 du 23 octobre, et dispositions concernées, ainsi que de la Circulaire 15/2016 du Marché Boursier Alternatif (MAB) concernant les informations à fournir par les Entreprises en Expansion, par la présente LLEIDANETWORKS SERVEIS TELEMÀTICS S.A :(désormais "Lleida.net" ou "l'entreprise"), met à votre disposition les informations suivantes :

À l'occasion de la participation de l'entreprise au Forum SMALL CAP EVENT 2018 à Paris, nous publions la présentation que l'entreprise utilisera lors du forum qui se tient le 16 et 17 avril 2018, étant le 17 le jour où Lleida.net lancera sa présentation.

Nous restons à votre disposition pour répondre à vos questions.

Cordialement,
À Lleida, le 17 avril 2018
Fco Sapena, PDG et Président Conseil



Lleida.net

The First Registering Operator



SMALLCAP EVENT

Paris, April 2018





Lleida.net
Digital
Witness

Digital Witnesses to
Electronic Contracts

The wave we ride

Increased awareness of legal security issues
in an increasingly digitalized economic environment

Protecting relationships with



Customers



Regulators and the Courts

Customers

- Customer protection laws prevail in a mass market environment when dealing with millions of customer contracts.
- A satisfied customer returns for more and a dissatisfied customer becomes a contingency.
- If a corporate entity can quickly provide the customer with evidence of having acted within the bounds of their agreement, it may settle a greater proportion of disputes at a lower cost.

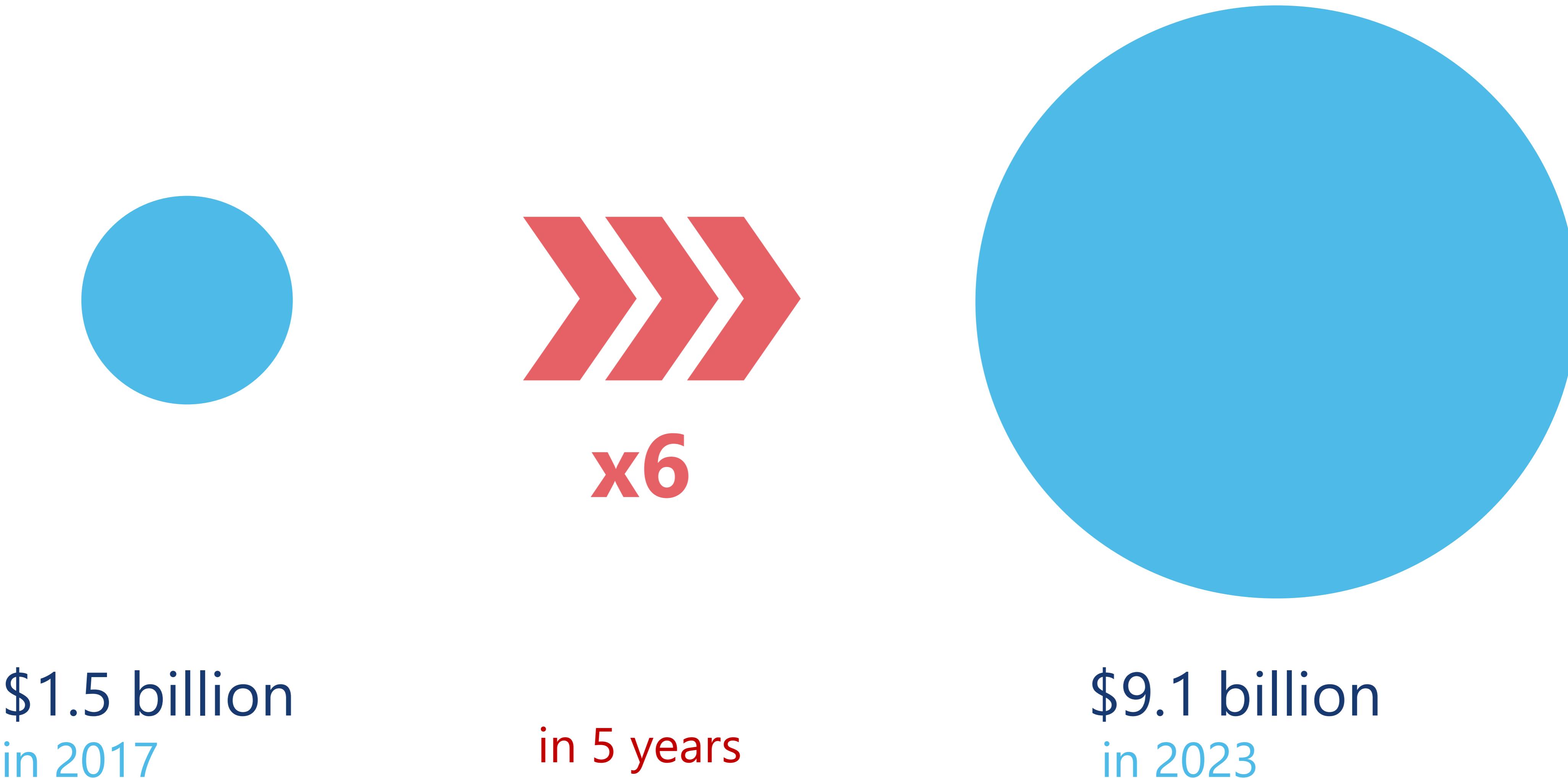
Regulators and the Courts

- With existing customer protection laws, the burden of proof falls mainly on the provider of the service.
- When an “angry” consumer complains, regulators and the Courts may be called into the dispute.

Regulators and the Courts

- A Digital Witness helps to establish the truth quickly and effectively.
- A new European Directive on data protection coming into effect in May 2018 across Europe will require companies to seek explicit consent from consumers to remain in their data base. Otherwise, fines could reach up to €20 million.

Global size of the Digital Witness market



Source: P&S Market Research

Key growth drivers

The market environment

- Increasing digitalization of commercial transactions.
- Increasing regulatory supervision requiring trusted third parties to give legitimacy to digital business. New European Directive coming into effect in May 2018 (GPRD).
- SMS continue to be the preferred mechanism for digital advertising as hit ratios remain much higher than those of other OTC mechanisms (whastapps, etc.).

Lleida.net's value proposition

- Lleida.net has a unique product portfolio in certified messaging with 70 patents in the main countries around the world. Telecom operator license in Spain, USA, Great Britain, France and Colombia.
- Lleida.net has a powerful and efficient interconnection network of over 360 links worldwide, operated with a relative low cost base which allows for significant operating leverage: manage increasing volumes of traffic with the same cost base.

Our three business lines

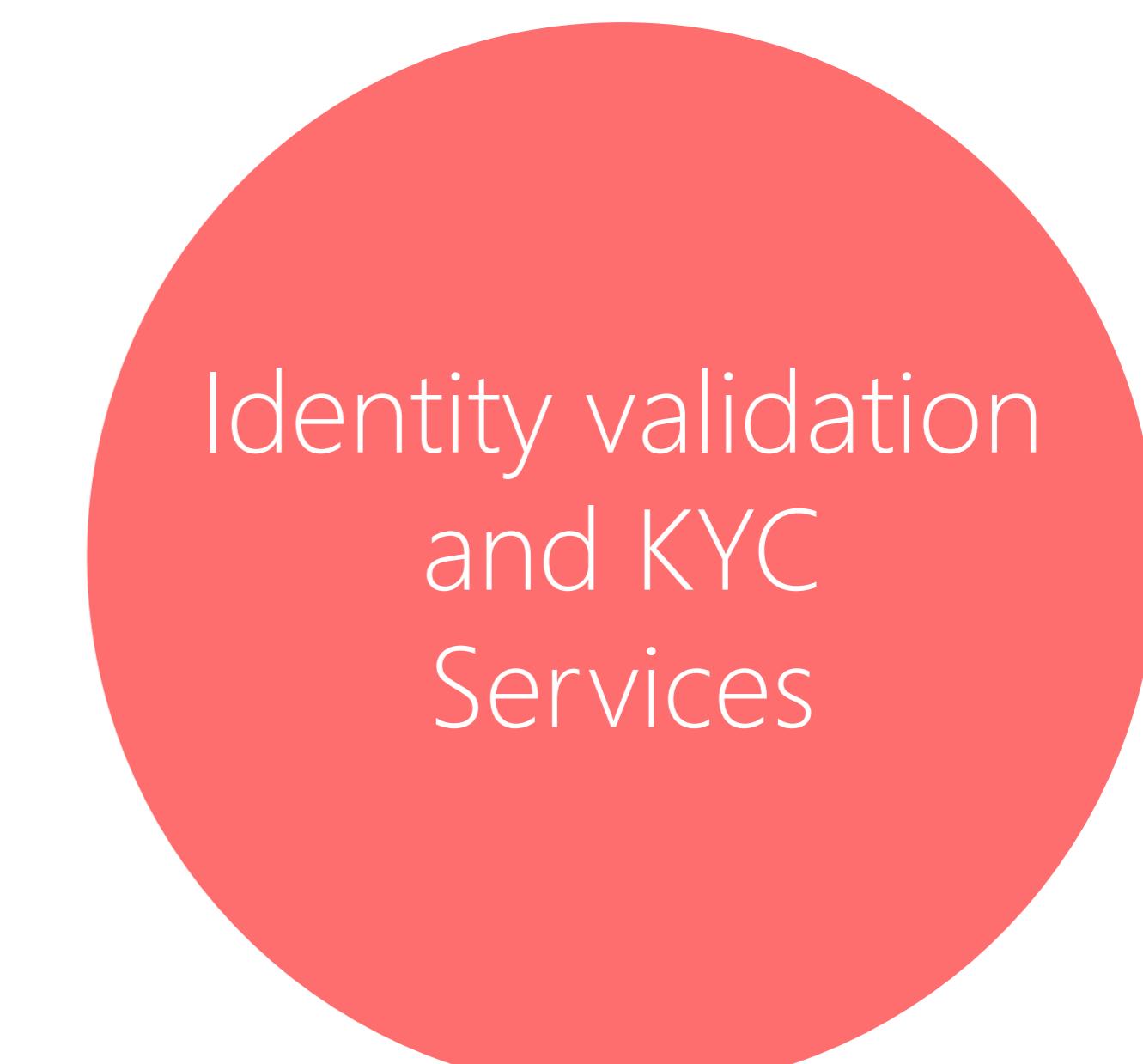
Three business lines



eNotification and
eContracting



Messaging
solutions



Identity validation
and KYC
Services

Our edge

Global SaaS Operator

Globally Granted Intellectual Property

More than 20 years turning to digital business processes

Listed in MAB (Alternative Stock Market)

Global footprint operating in 18 countries

Industry verticals

Industry solutions

Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract
- Connectaclick

Our customers

bancopopular-e
GRUPO BANCO POPULAR

BBVA

wonga

BMN

BANCA
FARMAFACTORING

Sabadell

bankinter.
Consumer Finance

mediolanum

Banking

Service highlights for Banking

- Provide statement on the value of the financial asset.
- To claim balances and /or notify contractual conditions.
- To notify overdrafts.
- To send notices of overdue credit card, mortgage & loan payments.
- Send credit card PIN and secure key.
- To confirm the activation of credit cards from the ATM.
- To communicate deadlines to refinance loans.
- Contracting credit cards.

Industry solutions

Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract
- Connectaclick

Our customers



BMW Bank



Préstamo10



Financial services

Service highlights for Financial services

- To notify debt collection to franchised offices.
- To confirm on line transfer payments.
- To send notices of loans to be signed.
- To send notifications in compliance with the Data Protection Act.
- To contract VISA credit cards.
- Loan agreements.
- To accept SEPA (Single Euro Payments Area) direct debit mandates.

Industry solutions

Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract

Our customers



Call centres

Service highlights for Call centres

Integration to third party processes solutions

- Banking and financial services
 - Apply for credit cards.
 - Credit card activation.
 - Receipt of the acceptance of contractual terms.
- Utilities and Telecom operators
 - Acceptance of contractual terms.
 - Porting number contract signature.
- Other

Industry solutions

Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract
- Connectaclick

Our customers



Utilities

Service highlights for Utilities

- To sign contracts for the supply of services.
- Notification and record of acceptance of contractual terms.
- Debt recovery.
- To contracting loyalty cards.
- Power outage notifications.
- Notification of being added in defaulting debtors' data base.

Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract

Our customers



Industry solutions

Services

- Registered SMS
- Registered SMS contract
- Registered email
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Our customers



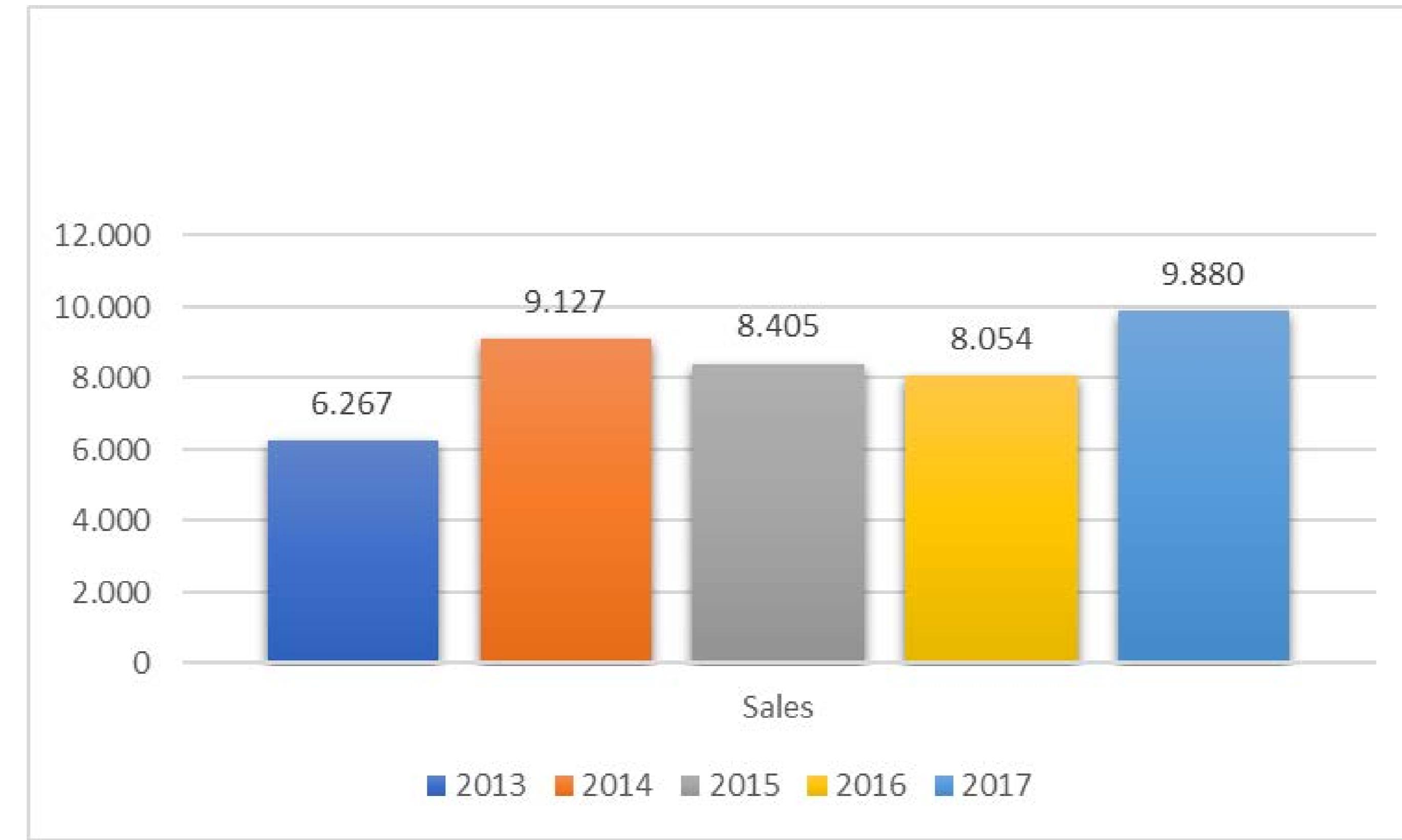
Insurance

Service highlights for Insurance agents and brokers

- Policy Inception/cancellation.
- Given notice of sickness /leave and return to work.
- Bank transfer notice, payment claims, notifications
- Communication and acceptance of changes in contractual terms.
- Acknowledgement of incident / damages reports
- Registered on line transactions.

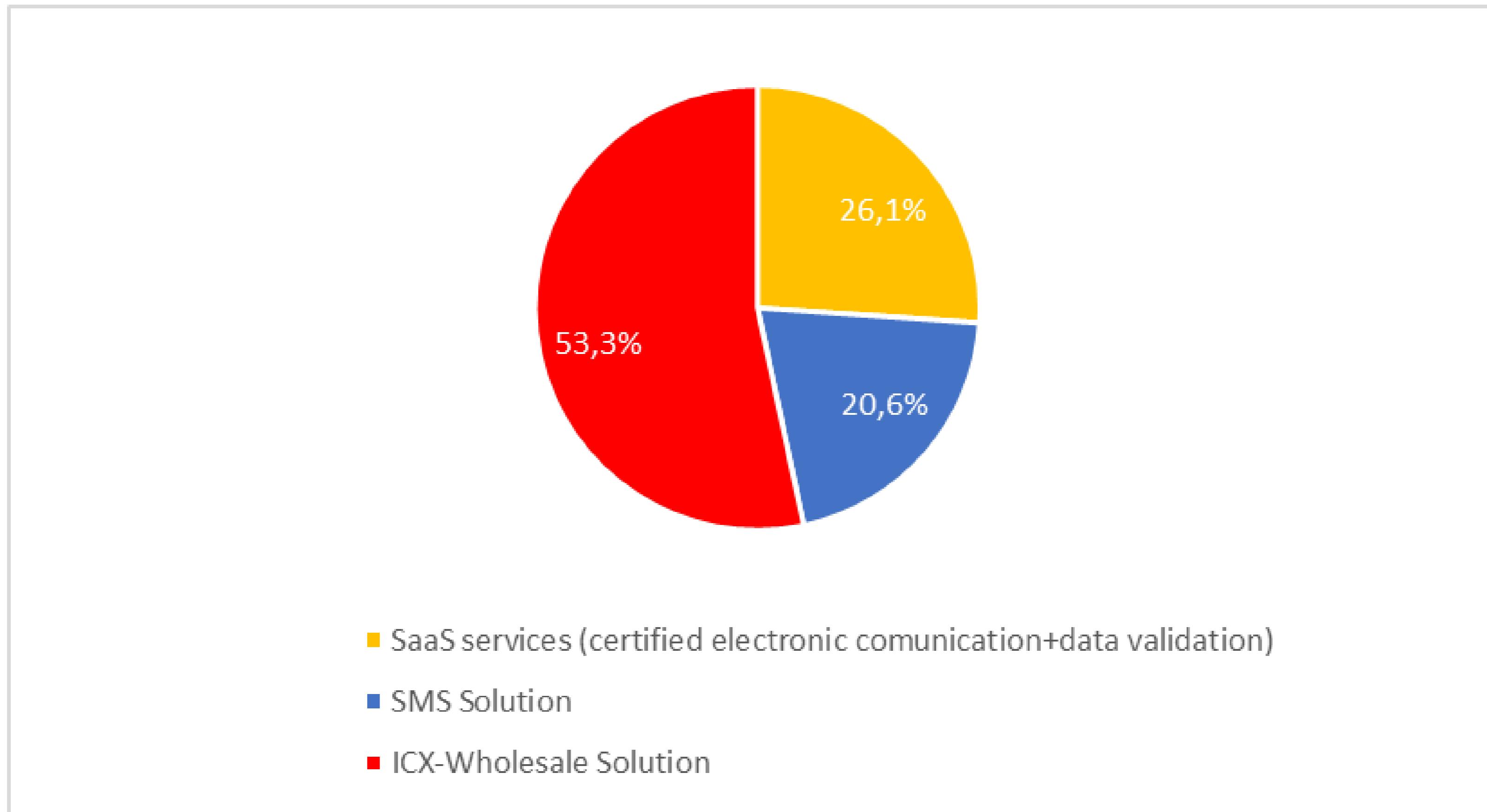
Recent performance

Recent performance

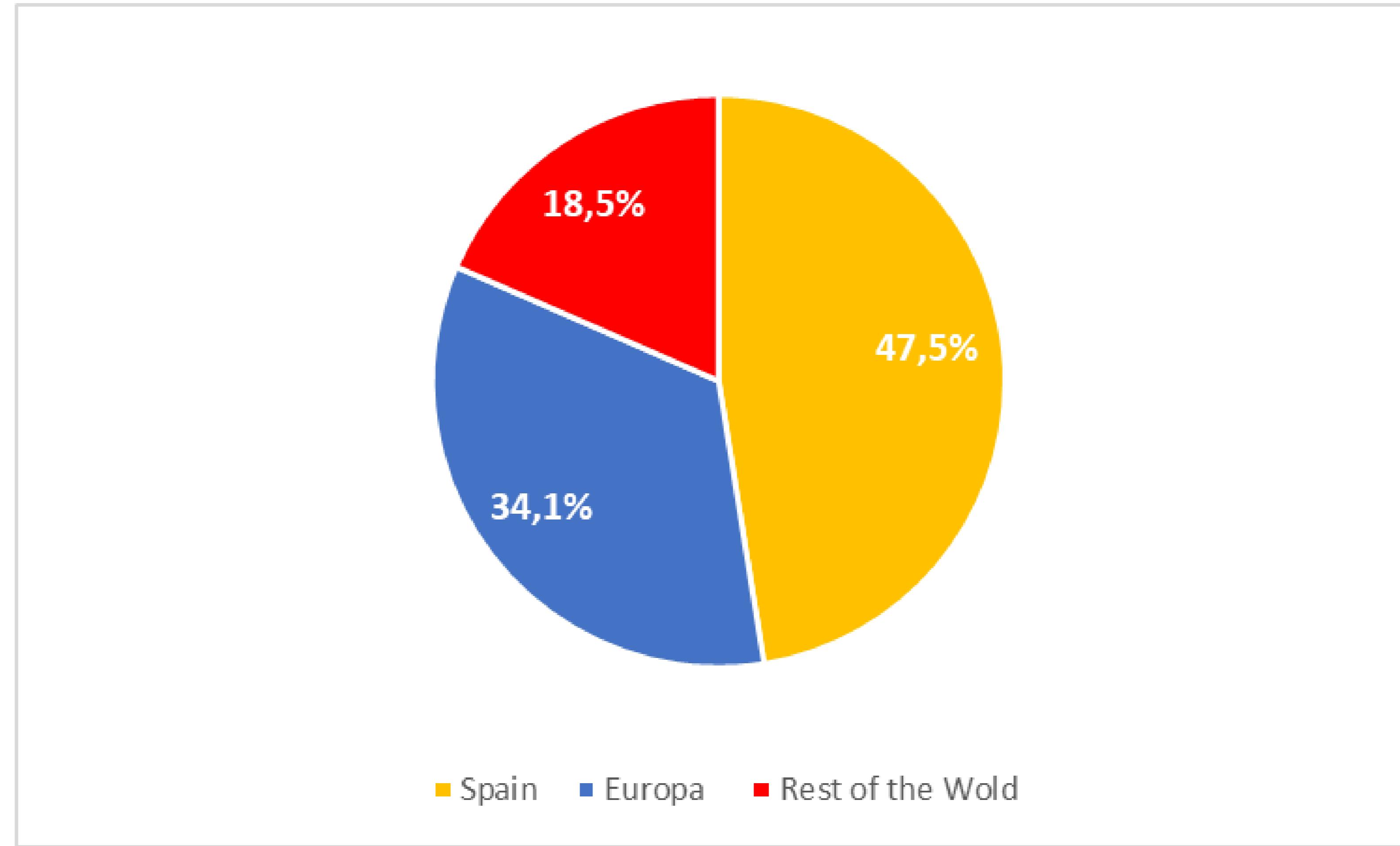


Sales increase of 23% in 2017 and 40% in Q1 2018

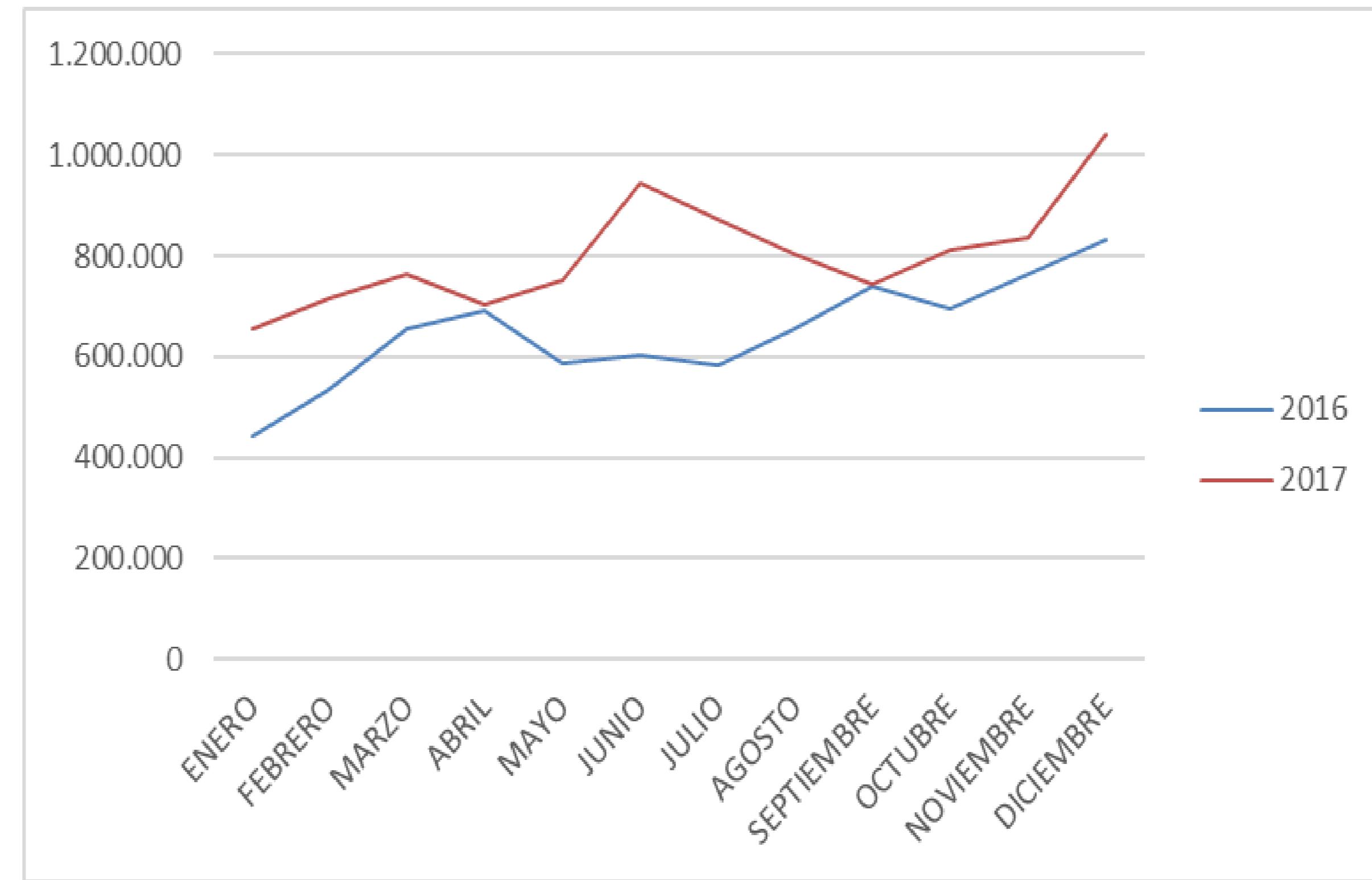
Recent performance



Recent performance



Recent performance

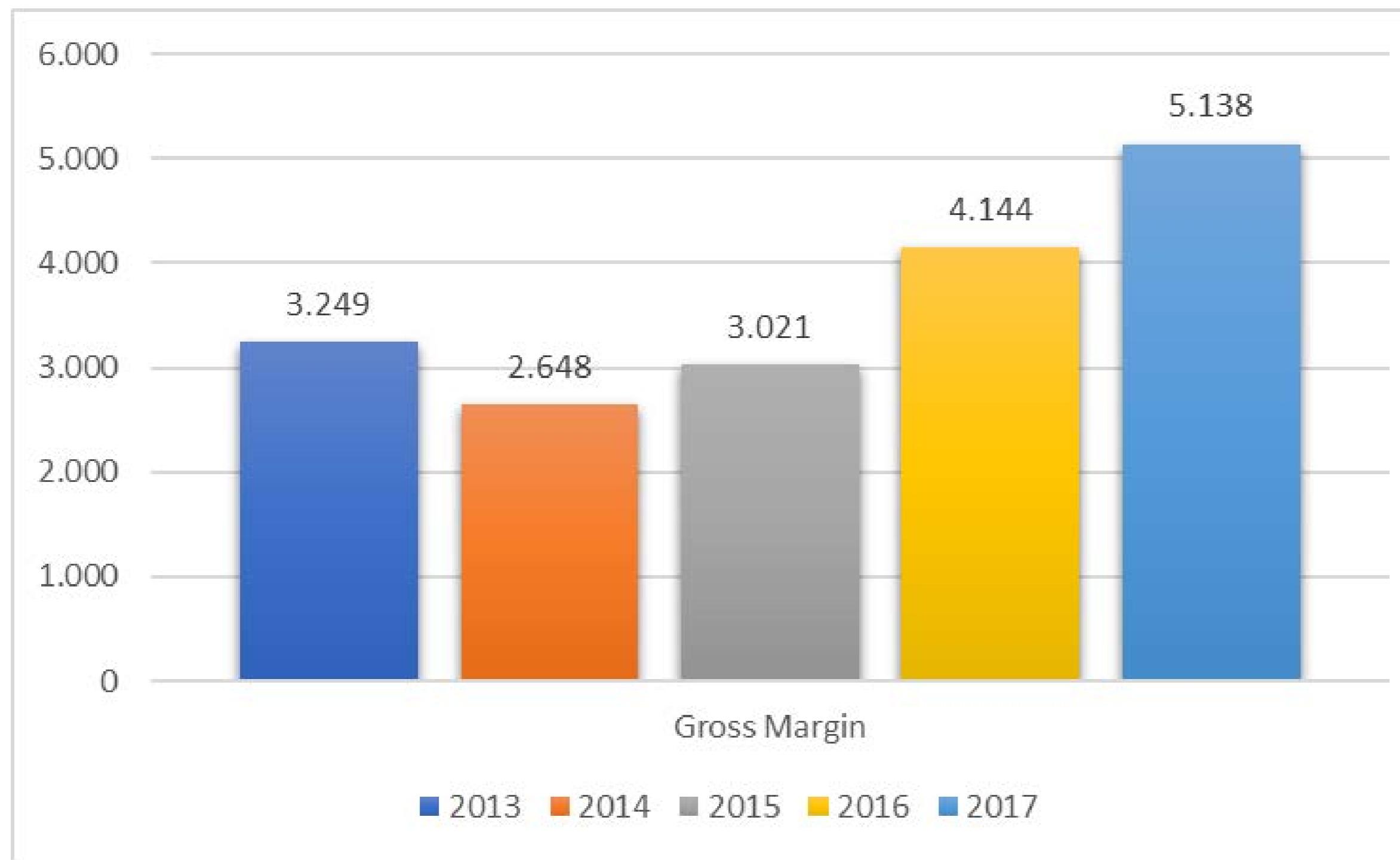


Riding the wave:

Monthly sales in 2017 consistently exceeded those of the same month of 2016 across all areas.
Preliminary sales in the first quarter of 2018 are up 40 % over the same quarter of 2017.

Recent performance

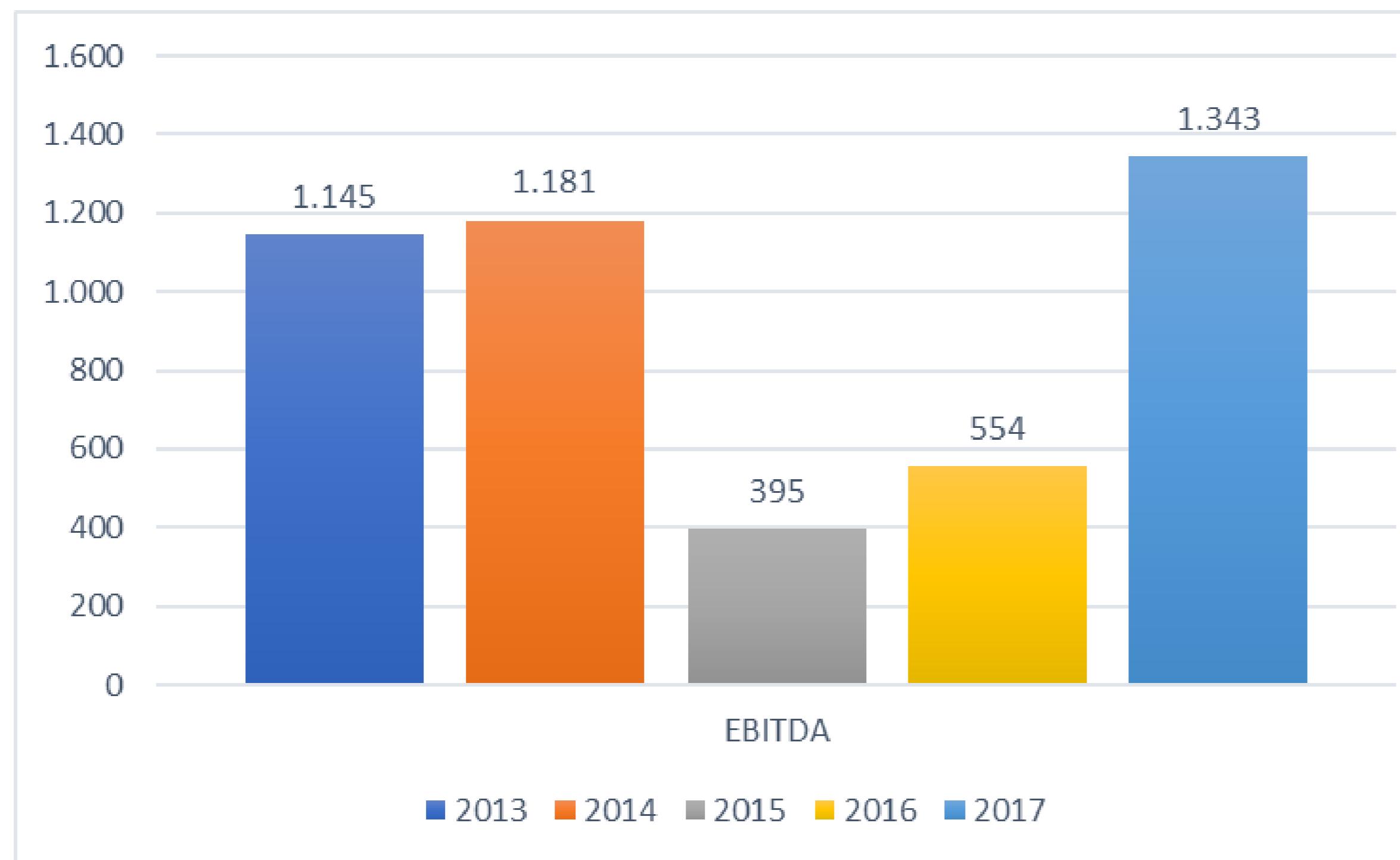
Increase in Gross Margin,
60% derived from:



- R&D&i projects that improve profitability.
- Change of sales mix.
- Increase in recurring customers.

Gross Margin for the first quarter of 2018: 1,544k€
(+18% respect Q1 2017)

Recent performance



Increase in EBITDA ,
240% since 2015 derived
from:

- High growth of certificates sales
- Optimization of costs

EBITDA for the first quarter of
2018: 390k€ (+48% respect
Q1 2017)

Recent performance

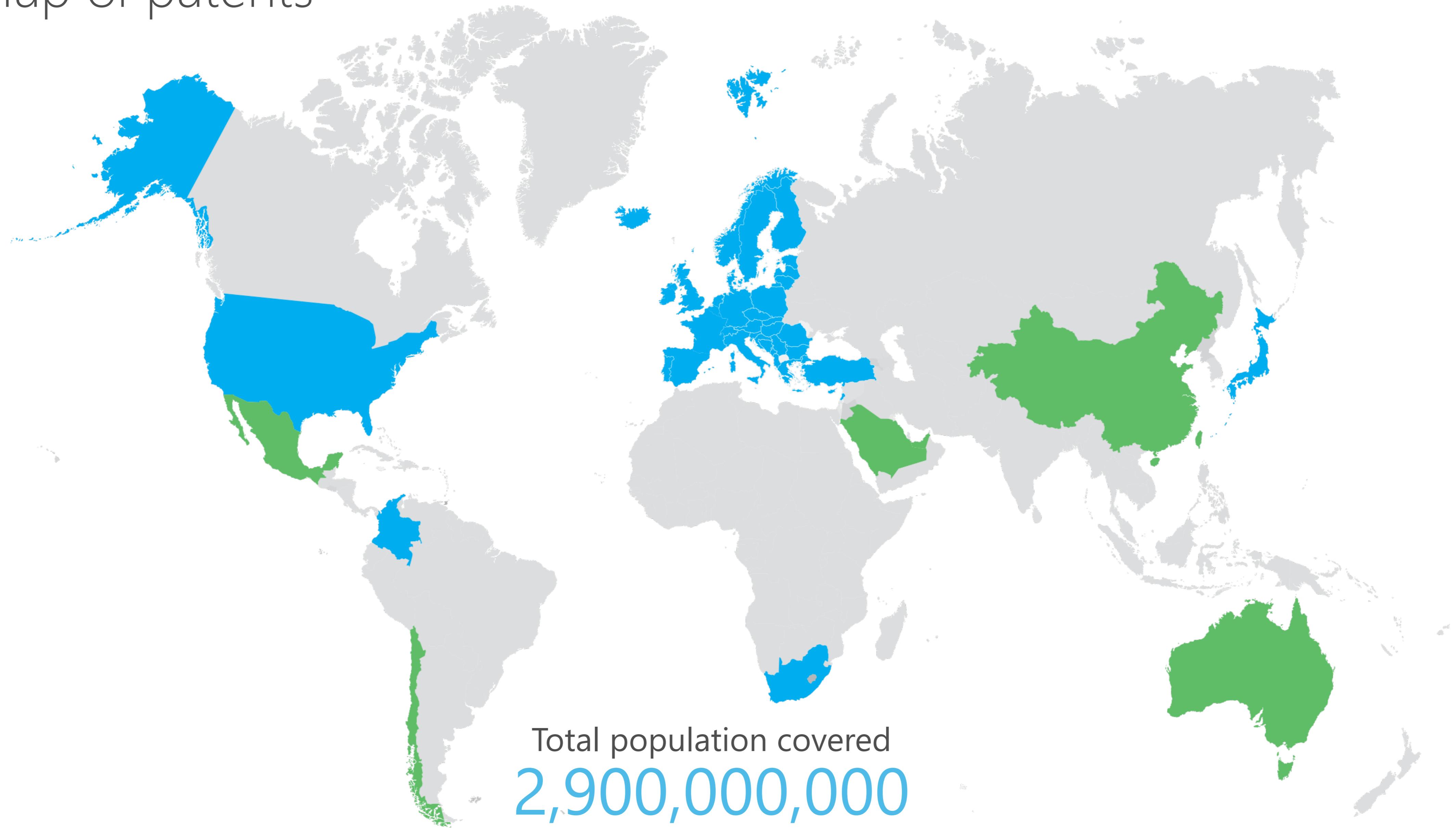
All the developments of the company are patented.
Lleida.net has been granted 70 new patents over the last 2 years.

To highlight:

- Registered email patent in the EU
- Registered email , registered SMS and registered incoming mail patents in United States



Map of patents



Recent performance

- New patents in Europe, USA, Colombia, CGC, China, Australia, Japan, New Zealand, Taiwan, Israel, S. Africa
- New subsidiaries in Perú and Costa Rica
- New operations in Libano and Dubai
- New large accounts



bankinter.



wizink
Tu banco senzillo

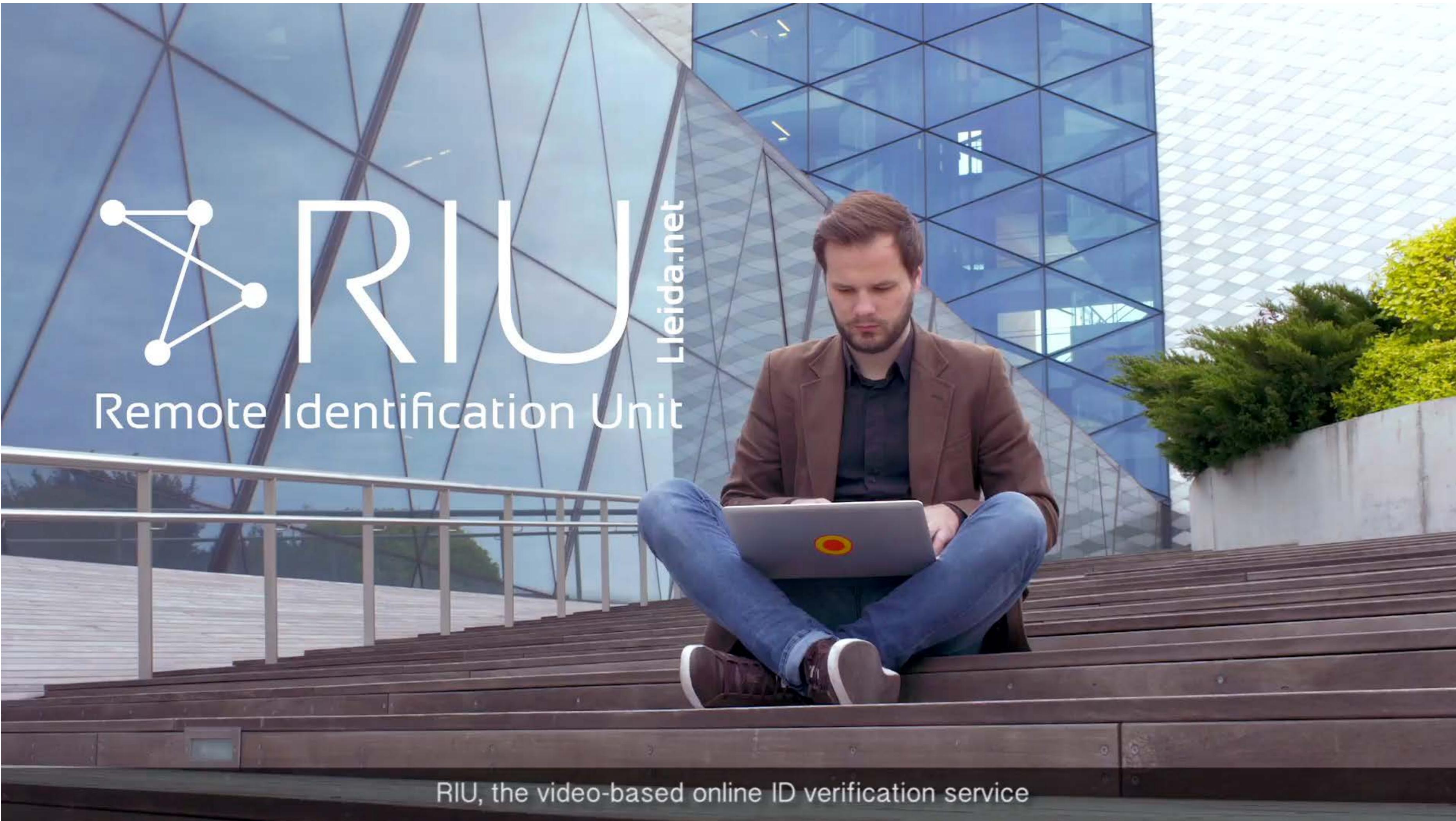


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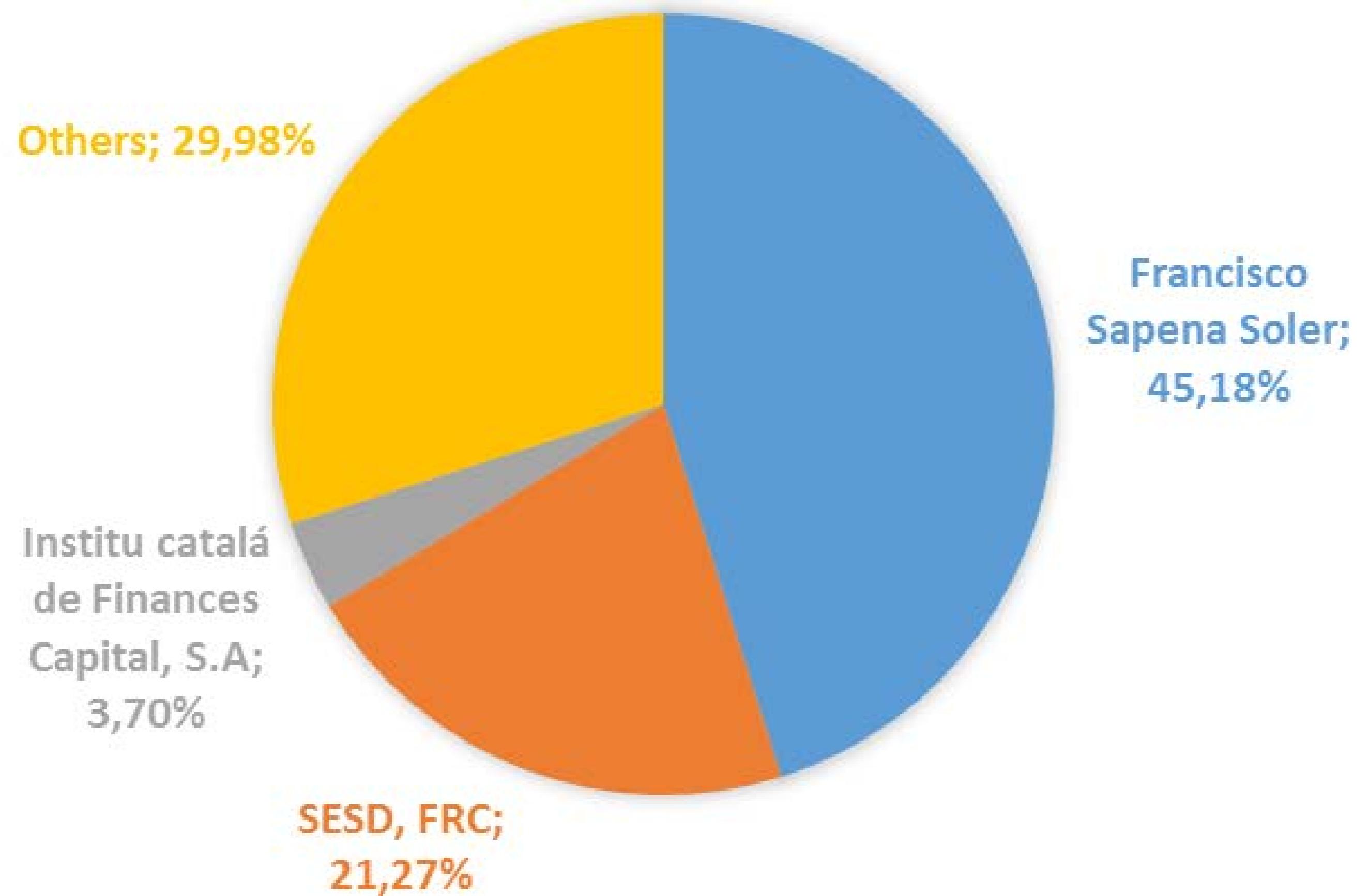
R&D highlighted project launched in 2017



R&D highlighted project launched in 2018

CLICK
& Sign 

Main shareholders



Francisco Sapena Soler:
Board President and CEO of
the Company.

SESD FRC: Joint Venture
Capital that belongs to
Santander Bank and 2 Public
Entities: ENISA and SEPI.

Institut Català de Finances
Capital S.A: Institutional
Investor of the Catalan
Government.

2018 goals

- Maintain high double digit sales growth
- Increase internationalization
- Maintain state of the art product portfolio
- Sustained margins and low financial leverage
- Increase positive cash generation
- Explore inorganic growth opportunities (tight criteria: accretive targets)





Lleida.net

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20 years
turning to digital
business processes



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