



# Lleida.net

La Primera Operadora Certificadora

EN [https://www.lleida.net/docs/inversores/en/20200525\\_HRelev.pdf](https://www.lleida.net/docs/inversores/en/20200525_HRelev.pdf)

ES [https://www.lleida.net/docs/inversores/es/20200525\\_HRelev.pdf](https://www.lleida.net/docs/inversores/es/20200525_HRelev.pdf)

ZH [https://www.lleida.net/docs/inversores/zh/20200525\\_HRelev.pdf](https://www.lleida.net/docs/inversores/zh/20200525_HRelev.pdf)

Lleida, le 25 mai 2020

**Information pertinente**  
**LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.**

**Lleida.net participe au FORO MEDCAP 2020**

En vertu des dispositions de l'article 17 du Règlement (UE) n 596/2014 concernant l'abus du marché et de l'article 228 du texte refondu de la Loi du Marché des actions, approuvé par le Décret royal législatif 4/2015 du 23 octobre, et des dispositions concordantes, ainsi qu'en vertu des dispositions de la circulaire 6/2018 du Marché Alternatif Boursier (MAB), nous mettons à votre disposition les informations suivantes :

À l'occasion de la participation de la société au Forum virtuel MEDCAP 2020, nous mettons à votre disposition, en pièce jointe, la présentation d'entreprise qui sera utilisée par Lleida.net lors dudit forum le 27 mai à 9.30 h.

Nous restons à votre disposition pour répondre à vos questions.

Cordialement,

Francisco Sapena, PDG et président du Conseil



# FORO MEDCAP 2020



Lleida.net  
investors info



LLEIDA.NET IS A KEY PLAYER IN ONE  
OF THE FASTEST-GROWING  
MARKETS IN THE POST-COVID 19  
FUTURE: THE eSIGNATURE AND  
eNOTIFICATION INDUSTRY

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25+ years in the market  
133 patents  
Top-performing microcap in Spain  
16 quarters with growing Ebitda





WE ARE DRIVEN BY THE GOAL OF  
MAKING DIGITAL NOTIFICATIONS  
AND CONTRACTS AVAILABLE TO  
EVERYONE, EVERYWHERE

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# OUR PRESENTATION TODAY

- Vision, strategy and timetable to deliver our financial targets.
- Internationalisation and Intellectual Property Strategy
- Track record and presence in the market.
- The evolution of our Business Lines
- Our Industry in the Post-COVID 19 world
- Market Performance



# A NEW LOGIC BEHIND THE eSIGNATURE AND eNOTIFICATION

The social and economic consequences of the pandemic have changed and will continue to change part of the business process that traditionally existed.

Until today, when we were to start a new business, contracts had to be signed and notifications had to be received, and that was done in person.

However, current restrictions on the movement of people prevent contracts from being signed in person, and postmen delivering notifications physically.

All that has changed. There is now a new normal. Contracts have to be signed, but there is a more optimal, efficient and equally legally valid way and that is through contracting and certified electronic notification,

Contracts can be digitally signed and notifications can be delivered digitally, in a manner that certifies that their content has not been altered or modified.

Ours, the eSignature and eNotification industry - was growing significantly, but we expect its growth to increase eight times over what was already expected. We are looking into a \$45b industry to be born.

Lleida.net is one of Europe's leading companies in the industry, and has been for years. We have 130 patents in certified electronic contracting and notification and the validity of our methods is recognized in over 75 countries.

In this presentation we want to explain not only how the company has evolved, but how it will evolve (in a positive way) as a consequence of the current situation.



**Sisco Sapena**  
CEO and founder



# LLEIDA.NET AS A BUSINESS





# WE ARE A TRUST SERVICE PROVIDER AND ELECTRONIC IDENTIFICATION PROVIDER

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Our proprietary Software is designed to provide **legal security in electronic interactions** among users of online services, electronic business and electronic commerce.

We stand as a **Digital Witness on behalf of our clients** in their notification and contractual processes and towards their customers and consumers.



# THREE BUSINESS LINES

SaaS SERVICES

SMS SOLUTIONS

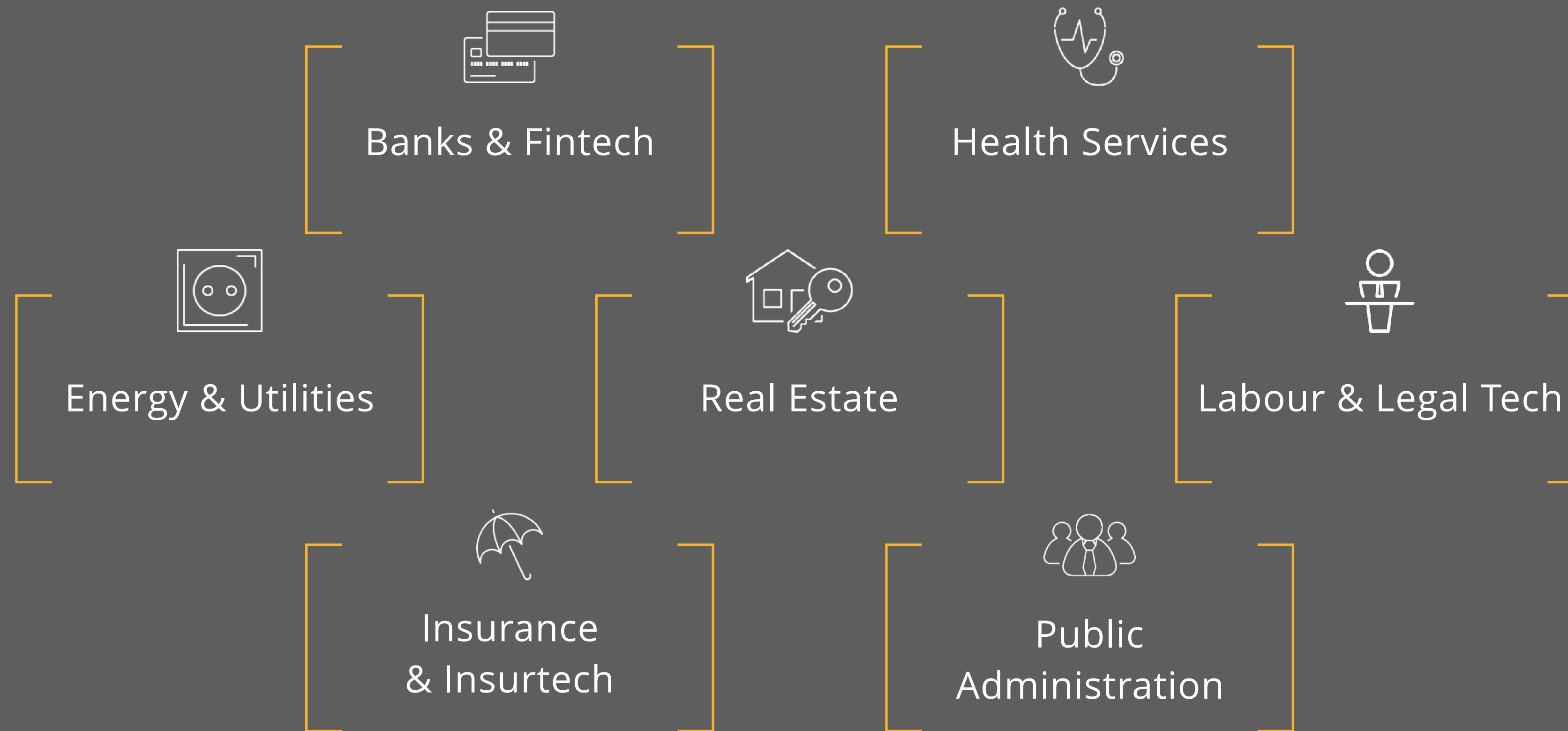
INTERCONNECTION  
WHOLESALE SOLUTIONS





# WE DEAL IN SECTORS WHERE RELATIONSHIPS WITH CONSUMERS ARE DRIVEN BY LEGAL CONTRACTS

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# WE DEAL IN SECTORS WHERE RELATIONSHIPS WITH CONSUMERS ARE DRIVEN BY LEGAL CONTRACTS

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Our **standard solutions** fit our clients needs and we offer flexible contract plans.

Our **solutions cover** all the Trust Services environment.

We **have 19 offices around the world** and we love traveling.

Lleida.net's technology is proprietary and is **protected by more than 130 patents** in 50 countries worldwide.



# OUR CORE COMMERCIAL PRODUCTS ARE SAAS BASED

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**Click & Sign** is a cloud based eSignature platform. We provide an API and a customized version for larger companies with specific needs.



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



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



# FOR 25 YEARS, WE HAVE BUILT A HIGH-QUALITY CLIENT BASE

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bankinter.

Wi  
Zink  
Tu banco senZillo

 Santander

 中国电信  
CHINA TELECOM

 El servicio  
de *envíos*  
de Colombia

 GENERALI

 ZURICH  
Zurich Insurance Company

 DIRECTV

 twilio

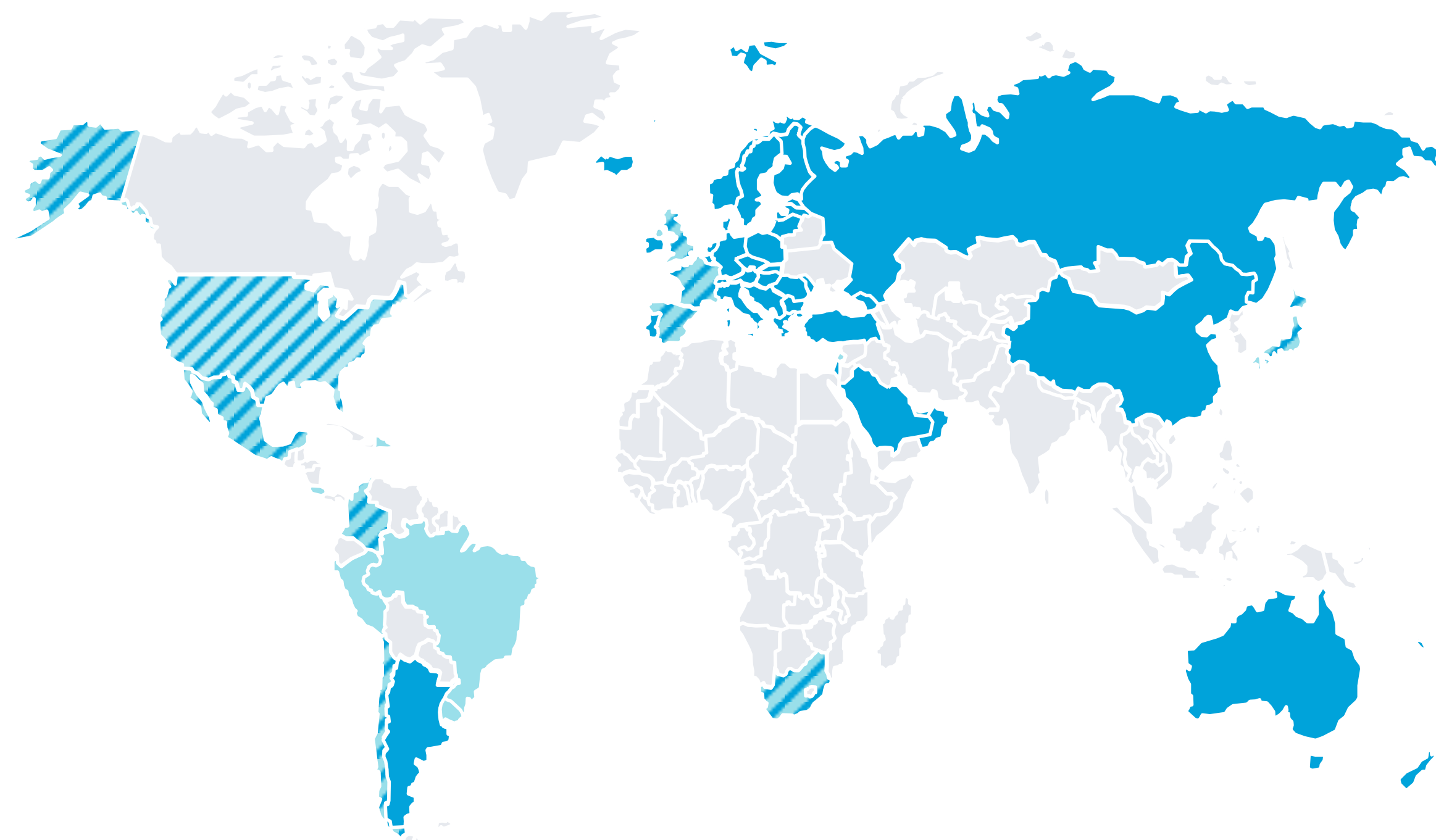
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# WE HAVE BECOME A GLOBAL PLAYER IN THE eSIGNATURE INDUSTRY

130  
Patents worldwide

19  
Offices worldwide



2016

NEW PATENTS IN:



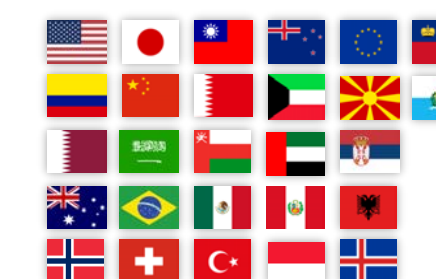
2017

NEW PATENTS IN:



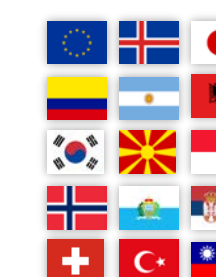
2018

NEW PATENTS IN:



2019

NEW PATENTS IN:



2020

NEW PATENTS IN:





# 2020 MILESTONES

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New Granted Patents in Europe, the United Kingdom, Chile, Korea or Russia.

The Board of Directors agreed to propose first dividend in the company's history.

New Interconnection Wholesale with Etisalat.

New International SaaS contract signed with Zurich Insurance Mobile Solutions Ltd (Germany), Spanish Football League (LaLiga), Ria Financial Services and Segurcaixa Adeslas.

Lleidanet Chile has obtained a telecom operator and SMS licence granted by the Chilean Regulator.

Appointed eSignature provider to the South African and Zambian Postal Services.

Lleida.net trading with high liquidity levels in MAB and in Euronext, and is a top-performing stock in Europe and Spain.



# OUR 2020-2025 STRATEGY IS GEARED ON NEW MARKET OPPORTUNITIES

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**New eSignature technologies** will improve our market position at an international levels.

**Selective acquisitions to grow and strengthen** our global capacity.

**Financial Debt** is at manageable levels.

**We are putting in place a ESG strategy** to fulfil our Company promise: People, Planet and Profits.



A hand is shown holding a glowing digital globe. The globe is composed of a blue and white wireframe mesh. Overlaid on the globe is a white wireframe map of the world. The background is a blurred image of a person's face, suggesting a focus on human interaction with technology.

THE eSIGNATURE INDUSTRY WILL BE  
GROWING STEADILY IN THE NEXT 10 YEARS



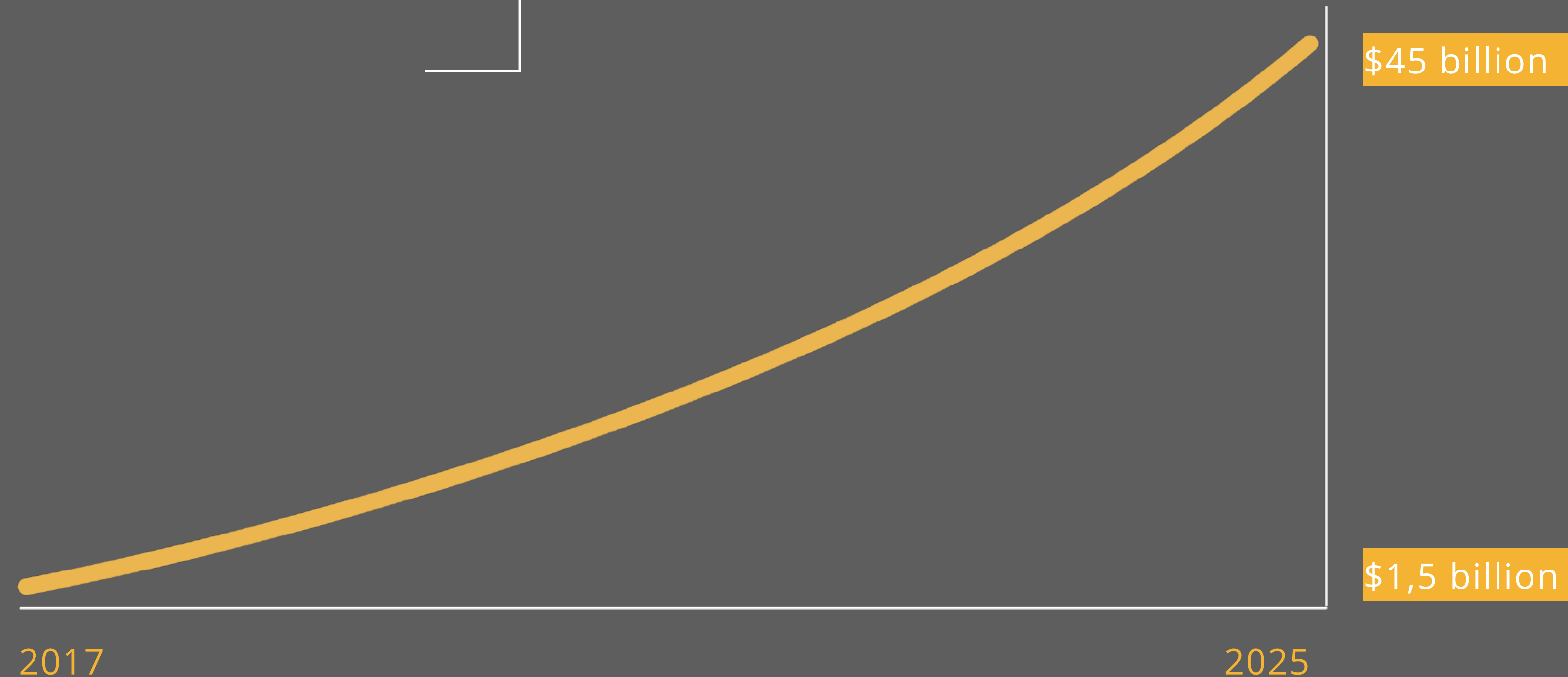
THE GLOBAL IMPACT OF COVID-19  
HAVE TURNED COMPANIES AND  
CONSUMERS INTO INCREASED USE  
OF DIGITAL SERVICES AT AN  
ACCELERATED PACE. WE HAVE SEEN  
AN INCREASE IN TRAFFIC AND  
CHANGES IN TIME TO MARKET,  
PRODUCTS AND EVEN CUSTOMER  
DISTRIBUTION

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# NEW MARKET **POTENTIAL GROWTH**

Driven by behavior changes and technology adaption, we believe the market will grow to \$45 billion by 2025 from being a \$1,5 billion industry in 2017





# NEW MARKET POTENTIAL GROWTH

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There are over 75 countries globally that recognize the legal validity of eSignatures. The situation will force the rest to adopt any kind of distance signing.

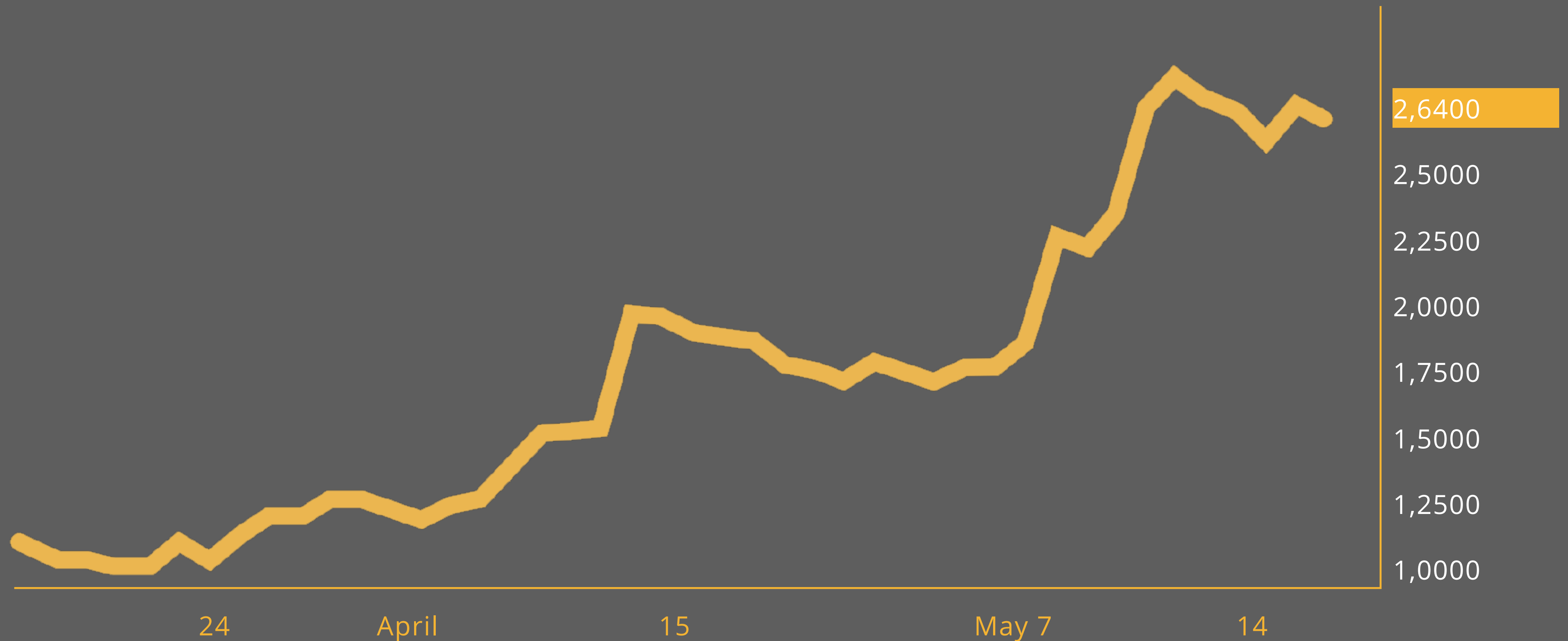
North America is expected to generate 33% of the global revenue. Lleida.net has four patents in the USA: Registered SMS, Registered Email, Registered Contracts, Registered Delivery, and offices in Miami and several Latin American Countries.

Legislative support to the eSignature technology is a growth driver taking place in all major markets. Emergency Legislative support is expected to open doors that are still closed today (E.g. video identification technology in Spain)

Growing security concerns and rising government support coupled with rising adoption of the eSignature technology in emerging markets such as India, China, and Brazil, is expected to boost the demand of eSignature market in the period 2018-2023. Forced social distance is boosting all players in a horse race to reach their potential growth.



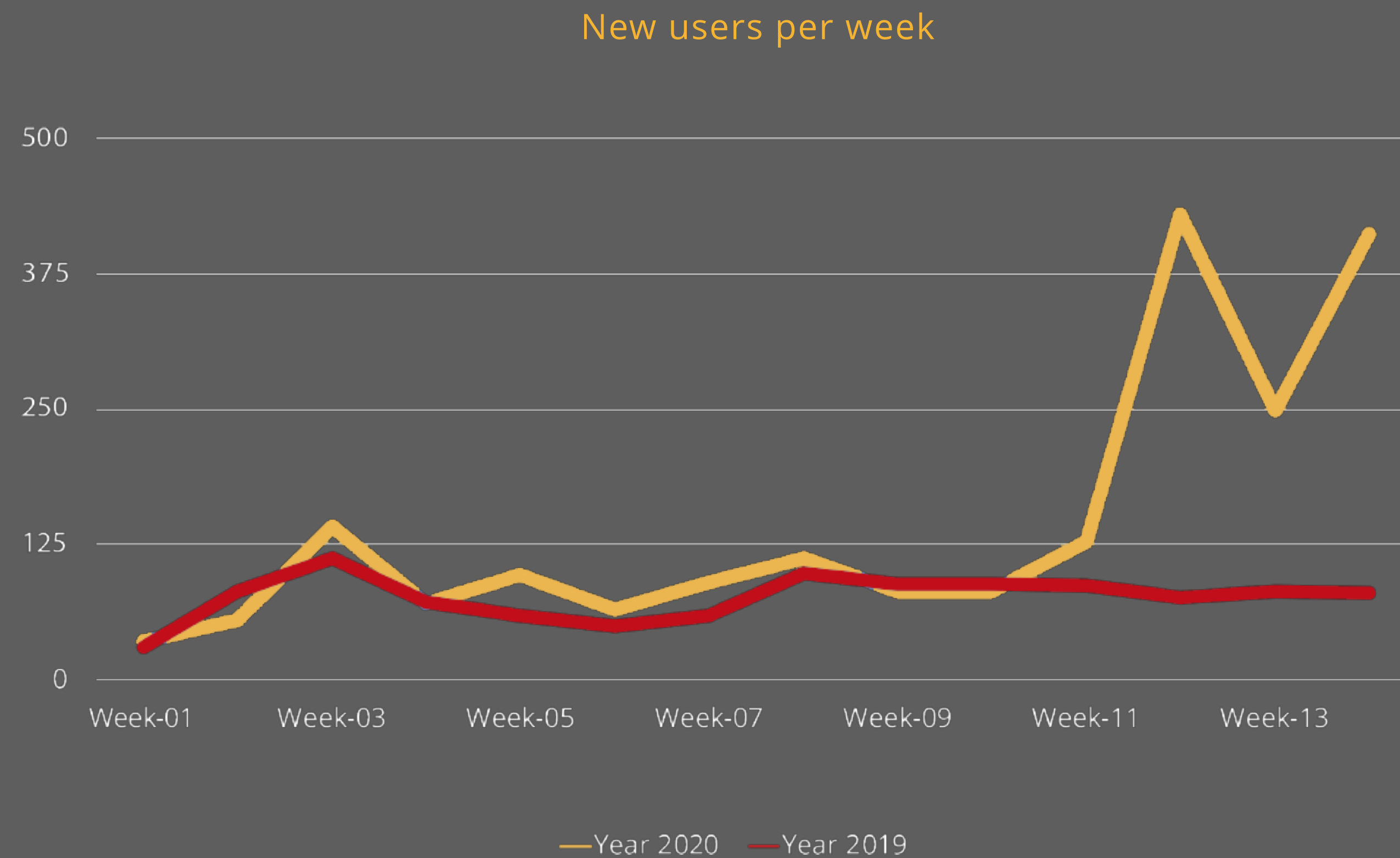
# HOW WE HAVE PERFORMED SINCE THE COVID-19 OUTBREAK



Our stock rises by 153% during the first four weeks of the COVID-19 outbreak



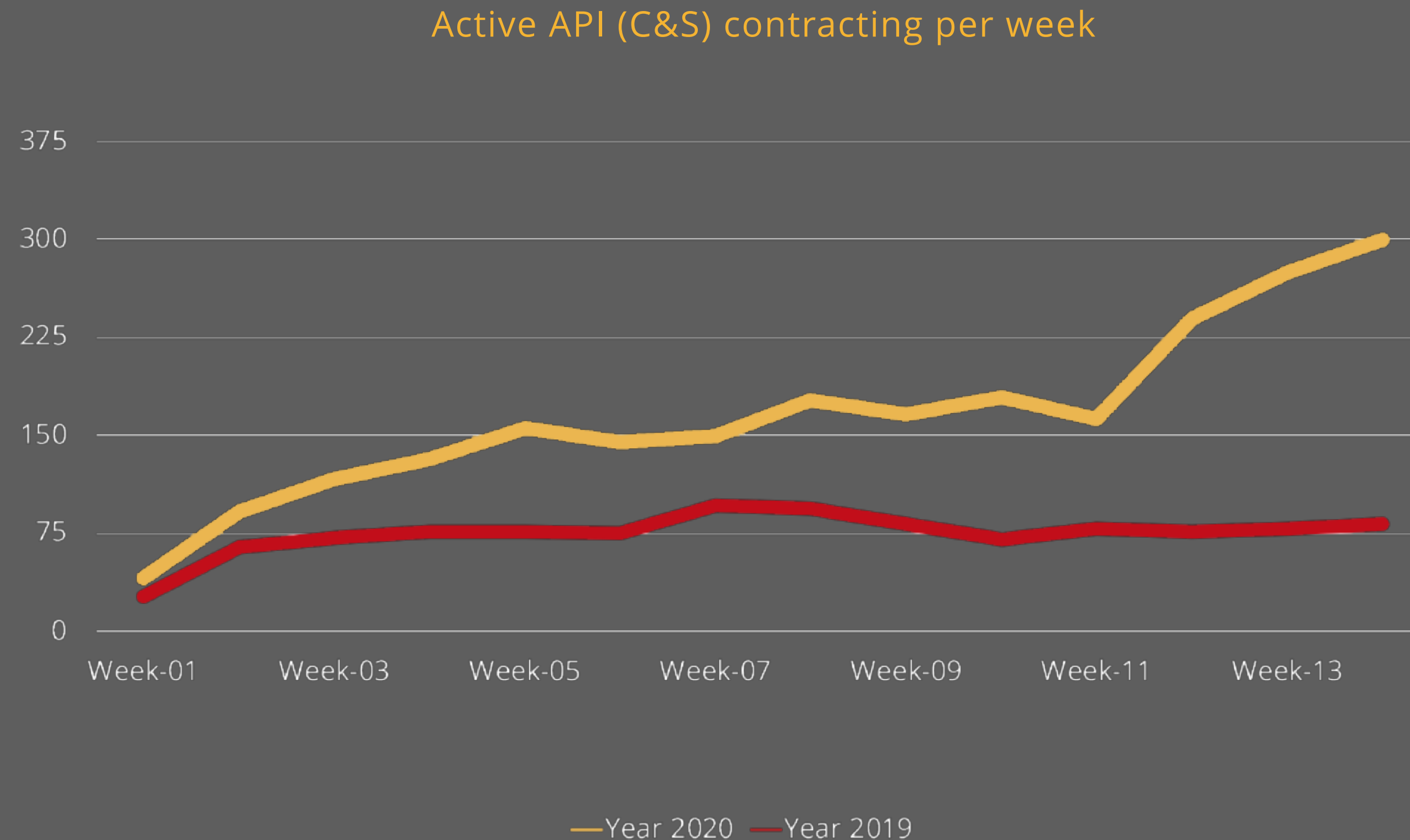
# HOW WE HAVE PERFORMED SINCE THE COVID-19 OUTBREAK



Confinement in Spain began on week 11 in this chart. We grew from 90 users per week in 2019, to 420 per week on the same week in 2020, a 460% new users increase.



# HOW WE HAVE PERFORMED SINCE THE COVID-19 OUTBREAK



Confinement in Spain began on week 11 in this chart. We have registered an increase from 80 operating circuits per week to more than 300 operating circuits per week in 2020, or a weekly 375% increase of consumers creating and using Click&Sign circuits.



# MARKET PERFORMANCE

2020

2019

2018

2017

2016

2015

2014

# COVID-19 SPECIFIC INFORMATION

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Top-performing micro cap in the Spanish MAB.

Second best performing stock in the Paris Stock Exchange (Euronext).

170% value increase since Jan 1 2020.

High levels of liquidity in the Spanish Alternative Market.

High levels of trading volume.

A balanced combination of institutional and individual stockholders base.



A SUCCESSFUL OPERATION  
AND A SOUND FINANCIAL PERFORMANCE

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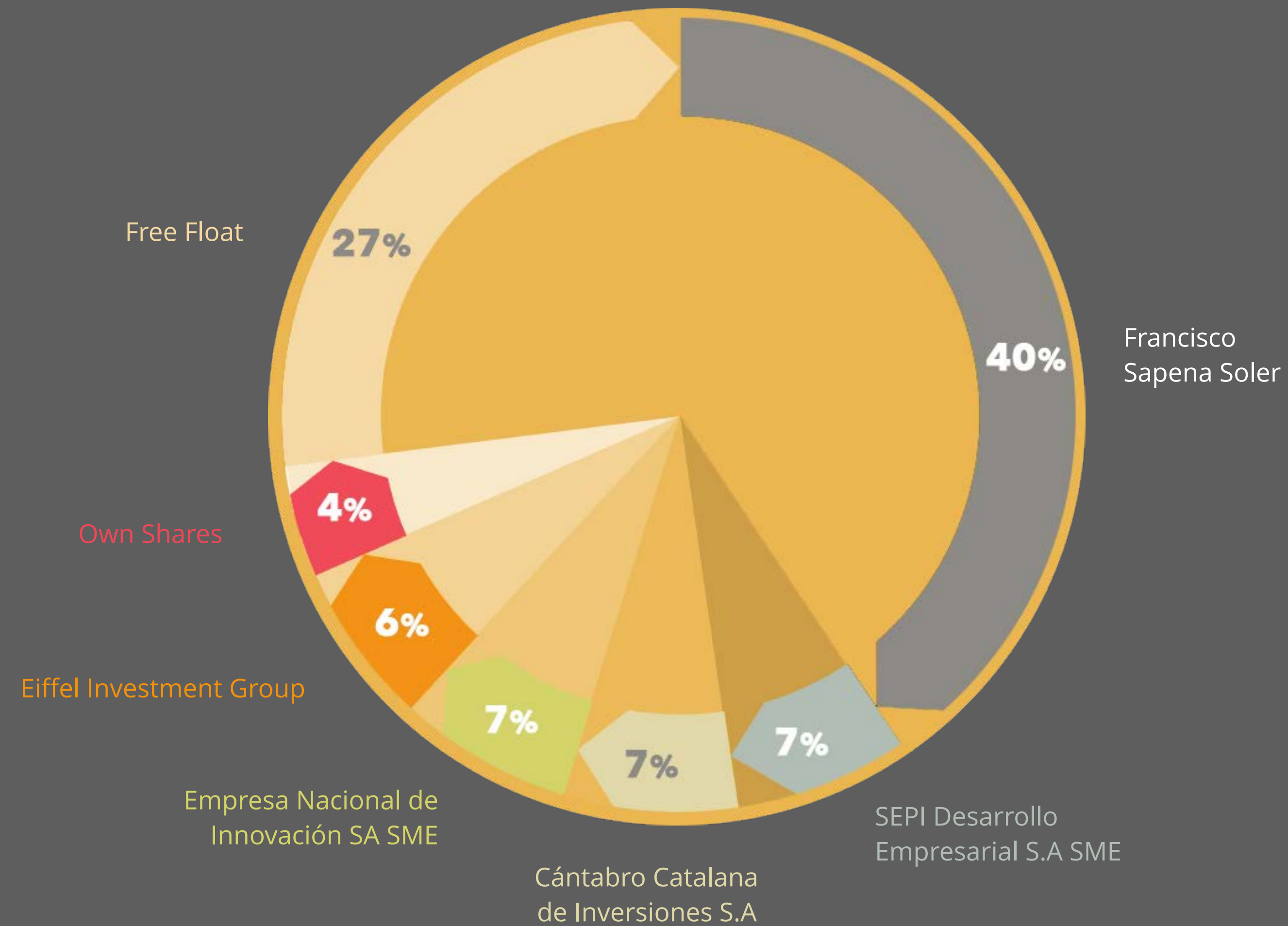
REVENUE 2019 13,661k euros	+11% vs 2018 ↑ +43% Q1 2020	Highest Revenue Of Lleida.net
EBITDA 2019 2,249k euros	+34% vs 2018 ↑	Result after taxes: 1,086k euros
NFD 1,104k euros	0,5 times EBITDA	-785k euros Less than 2018



REVENUE Q1 4,046k euros	+43% Q1 2019	+38% in SaaS Sales +71% in Wholesale revenue
EBITDA Q1 2020 424k euros	+33% vs Q1 2019	Result before taxes: 68k euros
EBITDA CASH Q1 2020 256k euros	+220% vs Q1 2019	
NFD 884k euros	0,5 times EBITDA	



# SHAREHOLDER DISTRIBUTION





# OUR AMBITION IS TO BECOME **THE BEST EUROPEAN PLAYER** IN THE eSIGNATURE INDUSTRY OF **THE NEXT 25 YEARS**

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**Strategy centered on internationalisation,** Research & Development and Intellectual Property.

**Proprietary technology protected for at least 20 years,** that is expected €20m+ in the next two decades.

**25 years experience** in an industry which its being changed by technology and human behaviour changes.

**Transparency and initiative** at the core of our Investor Relations Strategy.



Q&A

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**S T A Y H O M E  
S A F E**



# NOTES AND FORWARD LOOKING STATEMENTS

This document contains statements related to our future business and financial performance and future events or developments involving Lleida.net that may constitute forward - looking statements. These statements may be identified by words such as “expect,” “look forward to,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. We may also make forward - looking statements in other reports, in presentations, in material delivered to shareholders and in press releases. In addition, our representatives may from time to time make oral forward - looking statements. Such statements are based on the current expectations and certain assumptions of Lleida.net’s management, of which many are beyond Lleida.net’ control. These are subject to a number of risks, uncertainties and factors, including, but not limited to those described in disclosures, in particular in the chapter Risks in the Annual Report. Should one or more of these risks or uncertainties materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of Lleida.net may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward - looking statement. Lleida.net neither intends, nor assumes any obligation, to update or revise these forward - looking statements in light of developments which differ from those anticipated.

This document includes – in the applicable financial reporting framework not clearly defined – supplemental financial measures that are or may be alternative performance measures (non - GAAP - measures). These supplemental financial measures should not be viewed in isolation or as alternatives to measures of Lleida.net’ net assets and financial positions or results of operations as presented in accordance with the applicable financial reporting framework in its Consolidated Financial Statements. Other companies that report or describe similarly titled alternative performance measures may calculate them differently.

Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.





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