



Investor Presentation

FORO MEDCAP
MADRID, MAY 2025





Investment Thesis:

UNLOCKING VALUE IN CERTIFIED DIGITAL GROWTH

- 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 over 350 patents granted in 64 countries. The company has established a solid market presence across Europe and Latin America and consistently generates 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

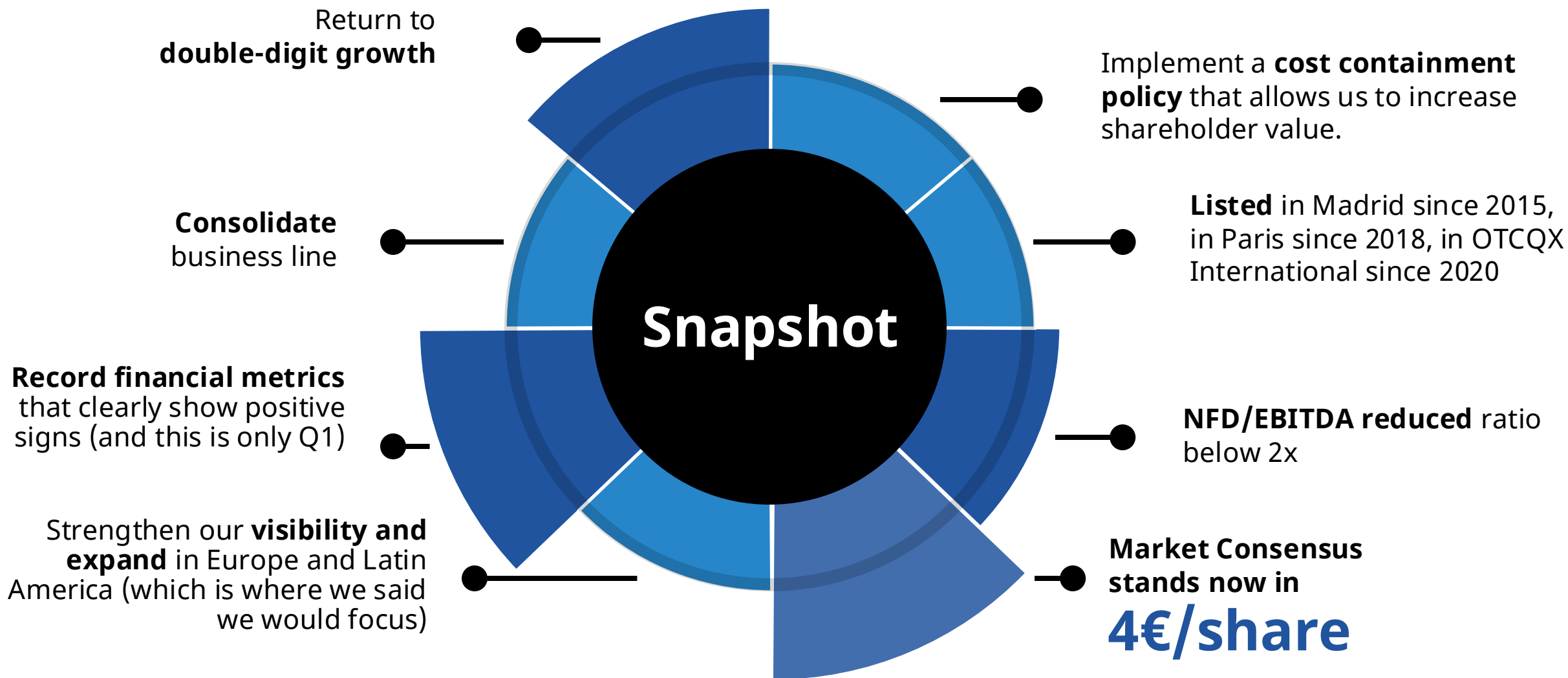


Quarterly operating profit surged 387%, reaching €716,000, confirming strong operational leverage resulting from effective internal restructuring. Quarterly Pre-tax profit soared by 477%, totalling €641,000, the highest in company history.

REDUCED NET FINANCIAL DEBT



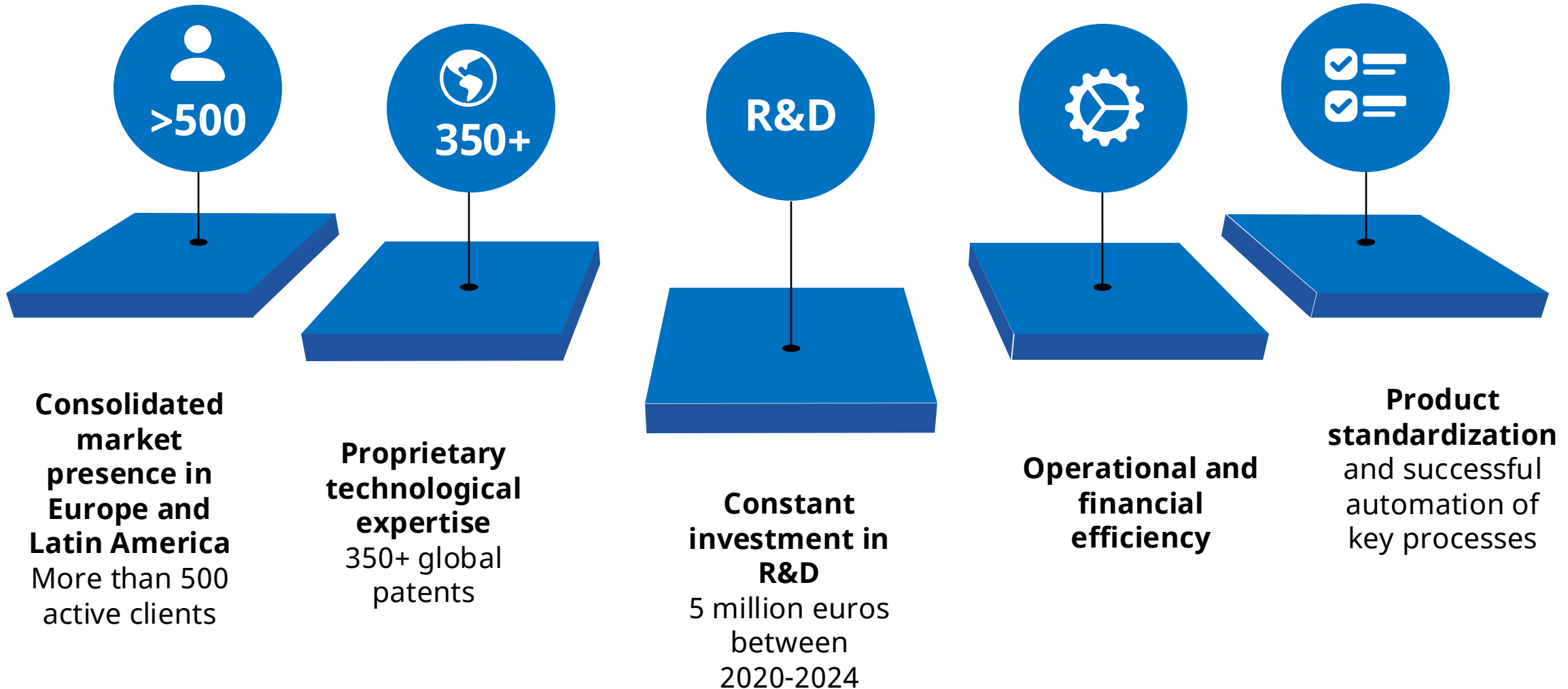
The company has reduced its debt, further strengthening Lleida.net's balance sheet and liquidity position.



A blue-tinted photograph of an office environment. In the foreground, a person is seen from behind, sitting at a desk with two computer monitors. The monitor on the right displays green text on a dark background, resembling code. In the background, other office workers are visible at their desks, and various office supplies like a water bottle and a telephone are on the desks. The overall scene is dimly lit, with the primary light source being the computer screens.

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

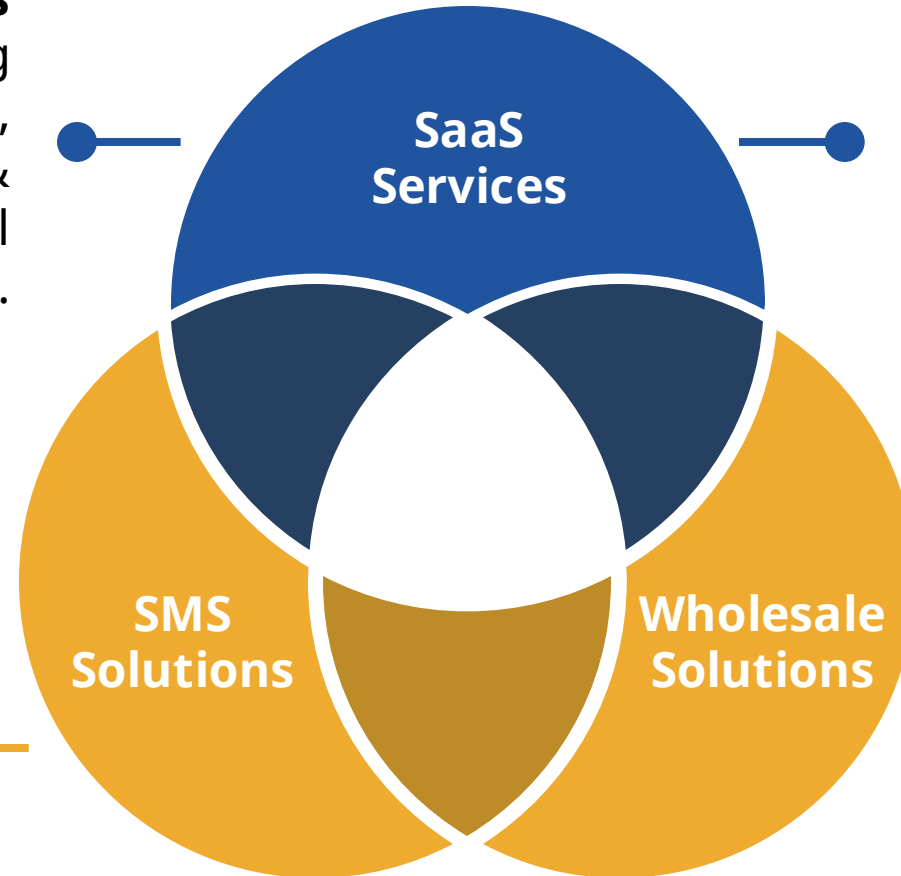
Leadership in the certification industry



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**.

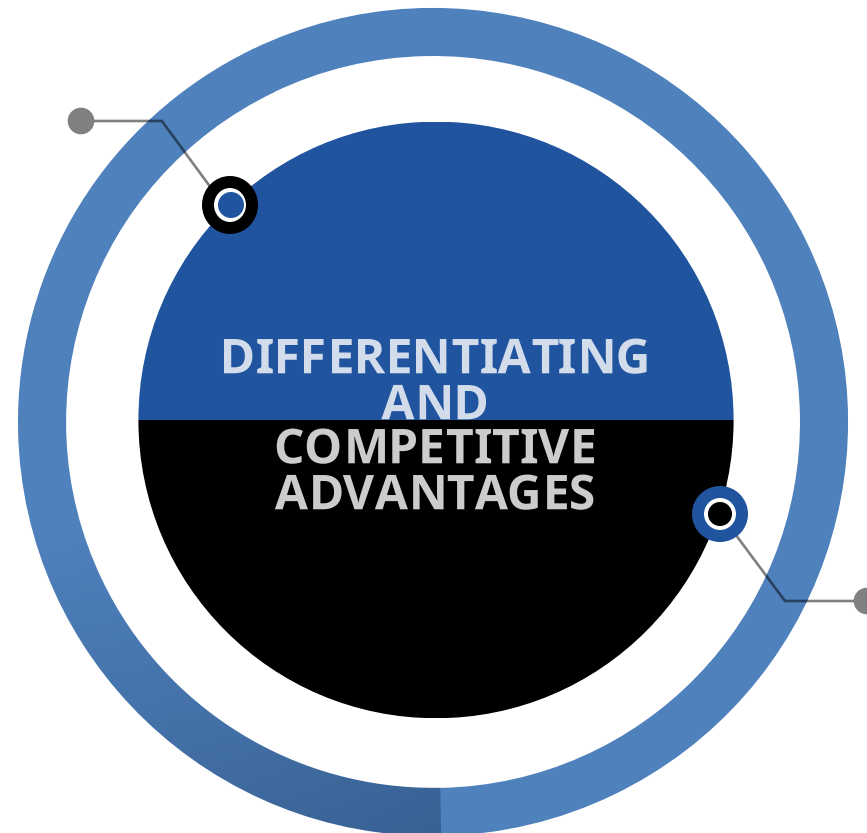
Application for peer traffic to send large volumes of data.

Technological edge

Integrated proprietary solutions:

Proprietary technology platforms:

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



Comprehensive digital process automation: technology that streamlines signatures, digital contracting, registered notifications, and identity verification — all without additional programming

Compliance



Strict regulatory compliance (eIDAS)

All solutions are fully compliant with the European eIDAS Regulation, ensuring complete 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

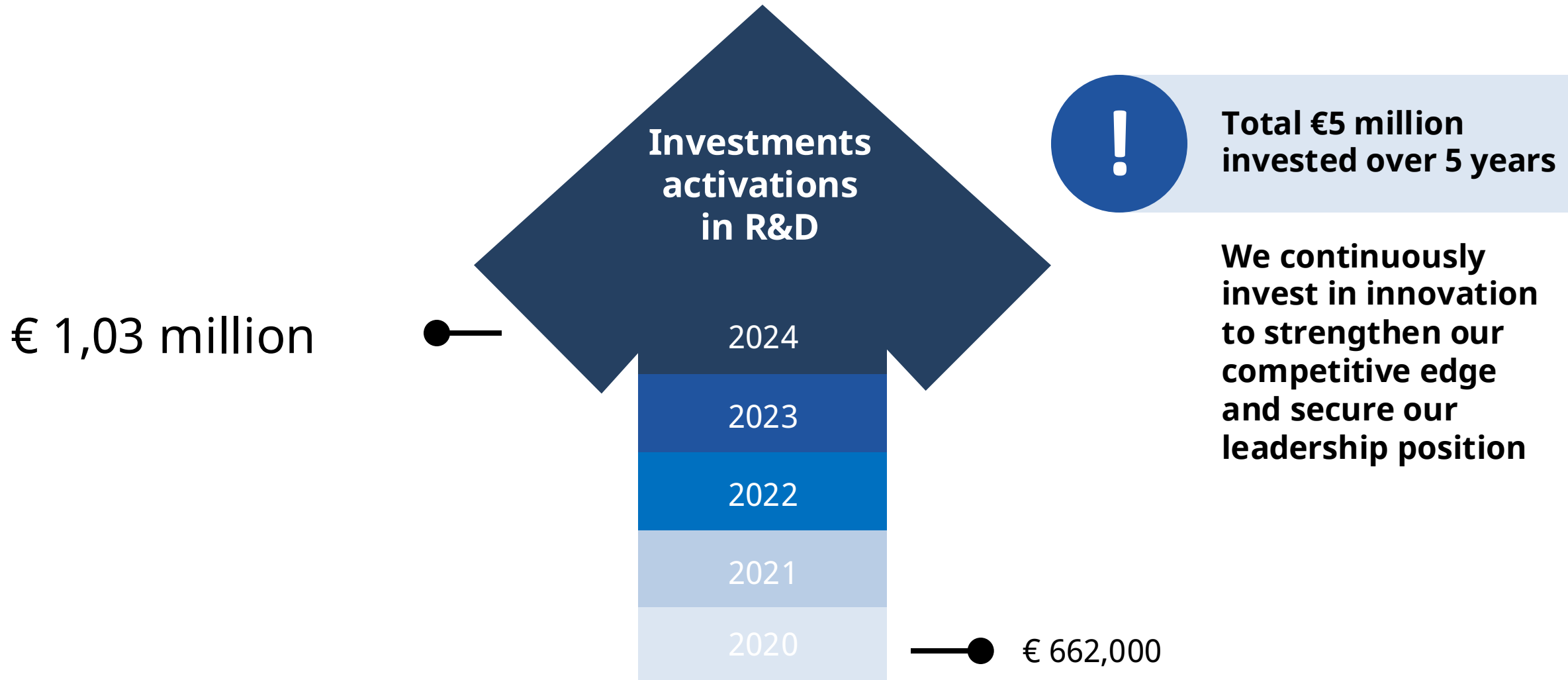
Internal technology teams with specialized developers, own cloud infrastructure, and direct technical support in Europe, Spain, and Latin America.



Constant technological investment

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

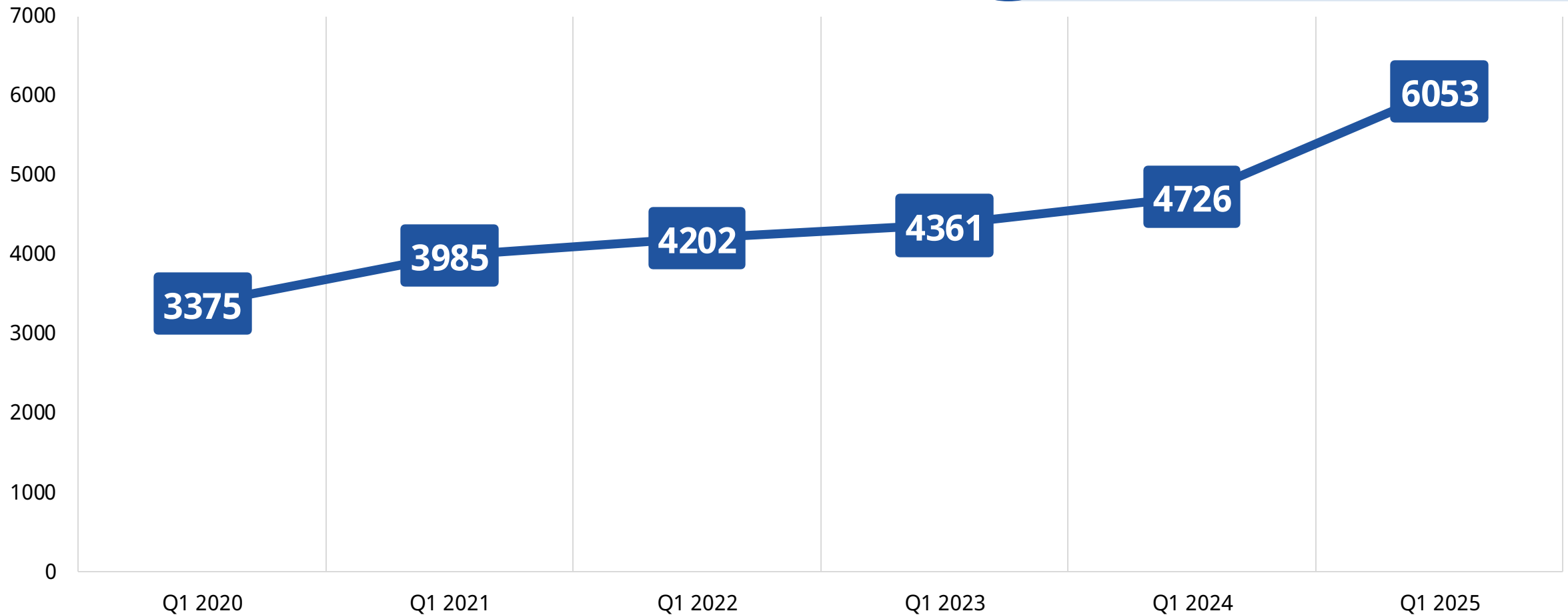
Investments/activations in R&D



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, available via API or as a customised solution for large enterprises



Openum eIDAS is our cloud-based solution for electronic registered delivery services, fully compliant with the European eIDAS Regulation. It is integrated into a unified platform that offers certified, omnichannel communications through RCS, WhatsApp, email, and SMS

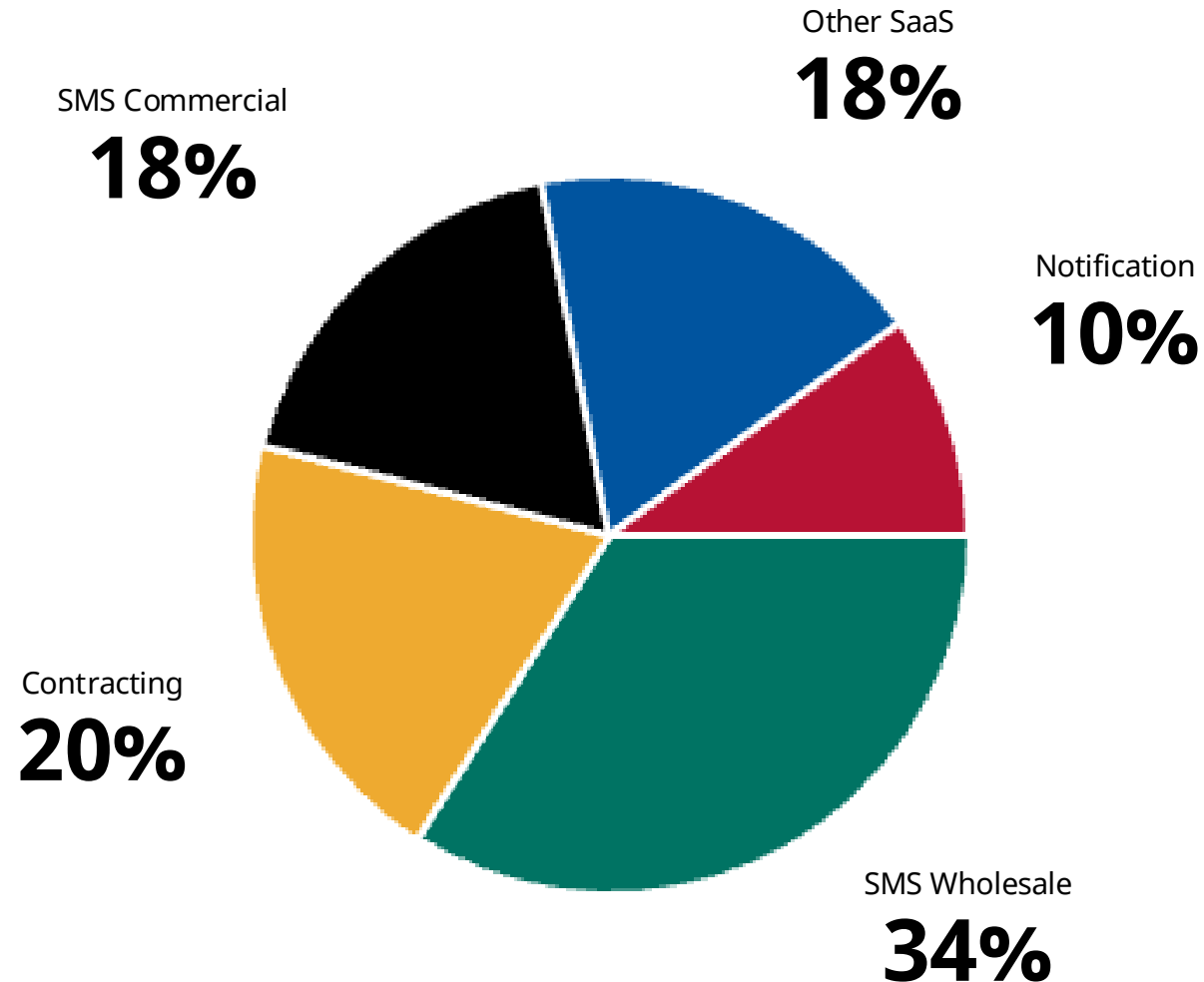


eKYC is our end-to-end solution for digital customer identification, offering a full suite of tools from ID validation to video-recorded onboarding. As part of this suite, CertValidator allows instant validation of any electronic certificate, ensuring compliance and streamlining user verification

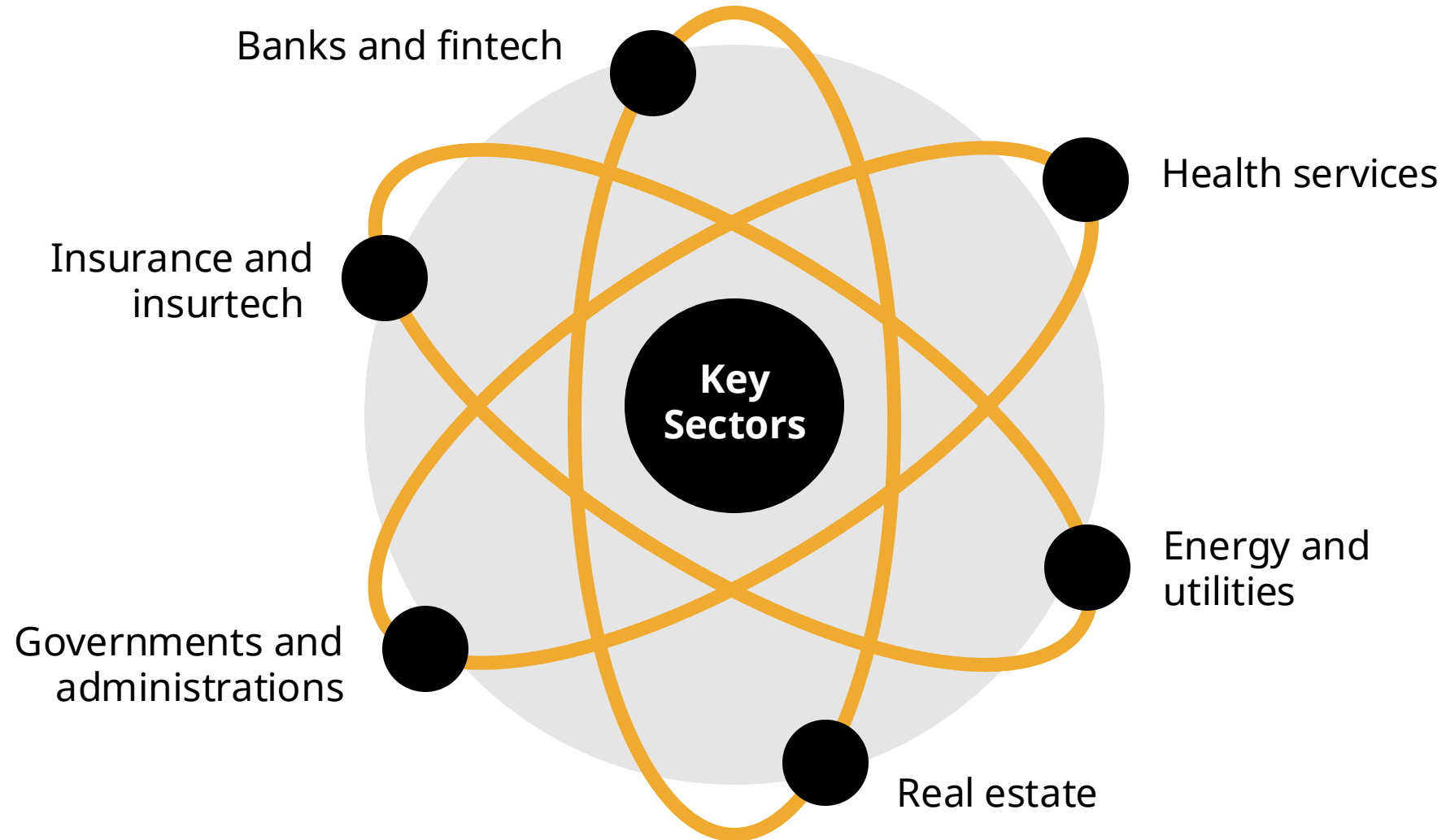


With our SaaS-based BPM solutions, clients can easily automate processes without coding, while gaining legal certainty through integrated eSignatures and registered communications

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



Trusted by key sectors



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 registered communications required.

Pre-litigation negotiation required

— proof of settlement attempts needed before court

Law came into force on April 3

Organic Law 1/2025 is now mandatory in legal proceedings.

Commitment to 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

T1 2024

T1 2025

+12%

SALES
€5.29 million

+84%

EBIDTA
€1.2 million

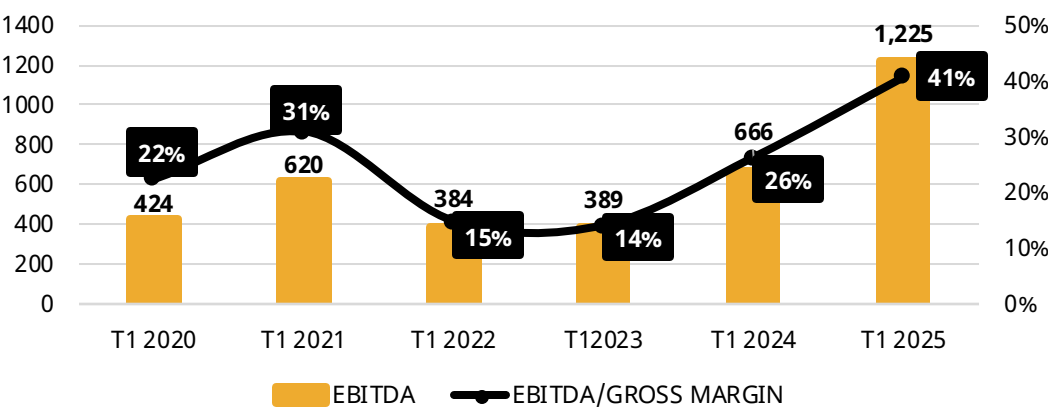
+387%

Pre-tax profit
€716,000

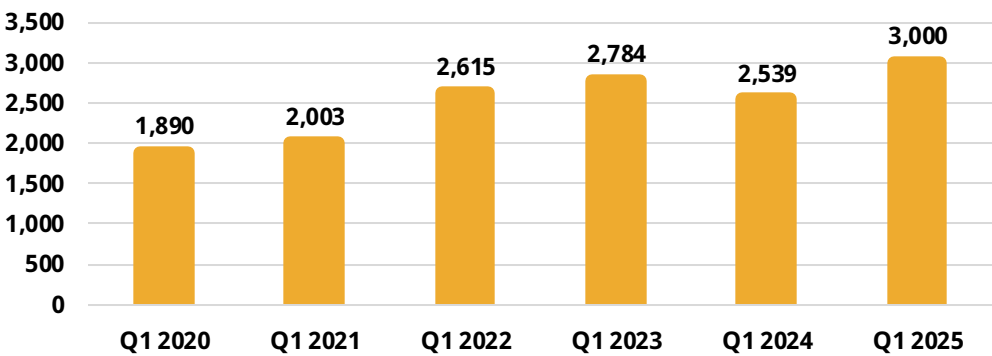
+18%

Gross margin
€3.00 million

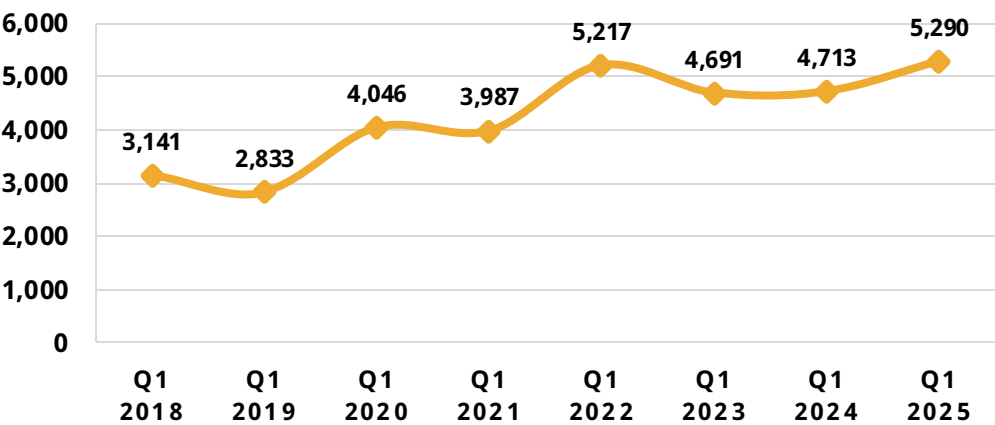
Quarterly EBITDA (,000) / EBITDA vs Gross margin



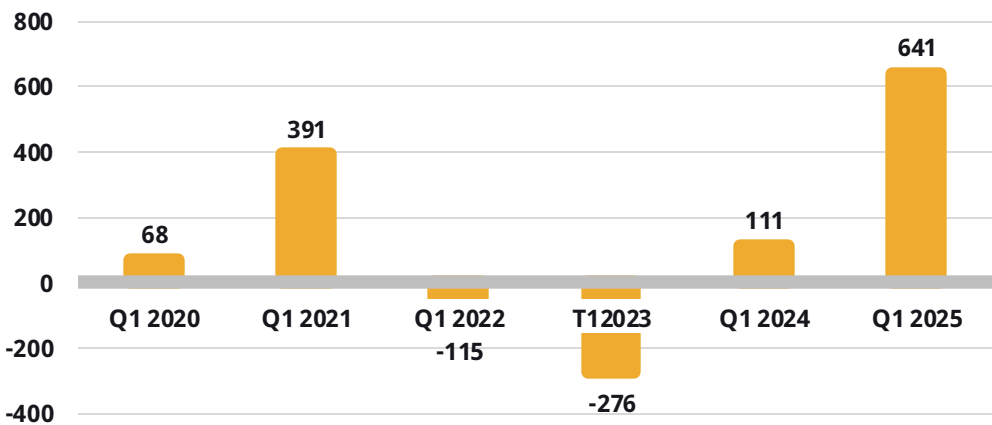
Gross margin evolution



Quarterly Sales (,000 euros)



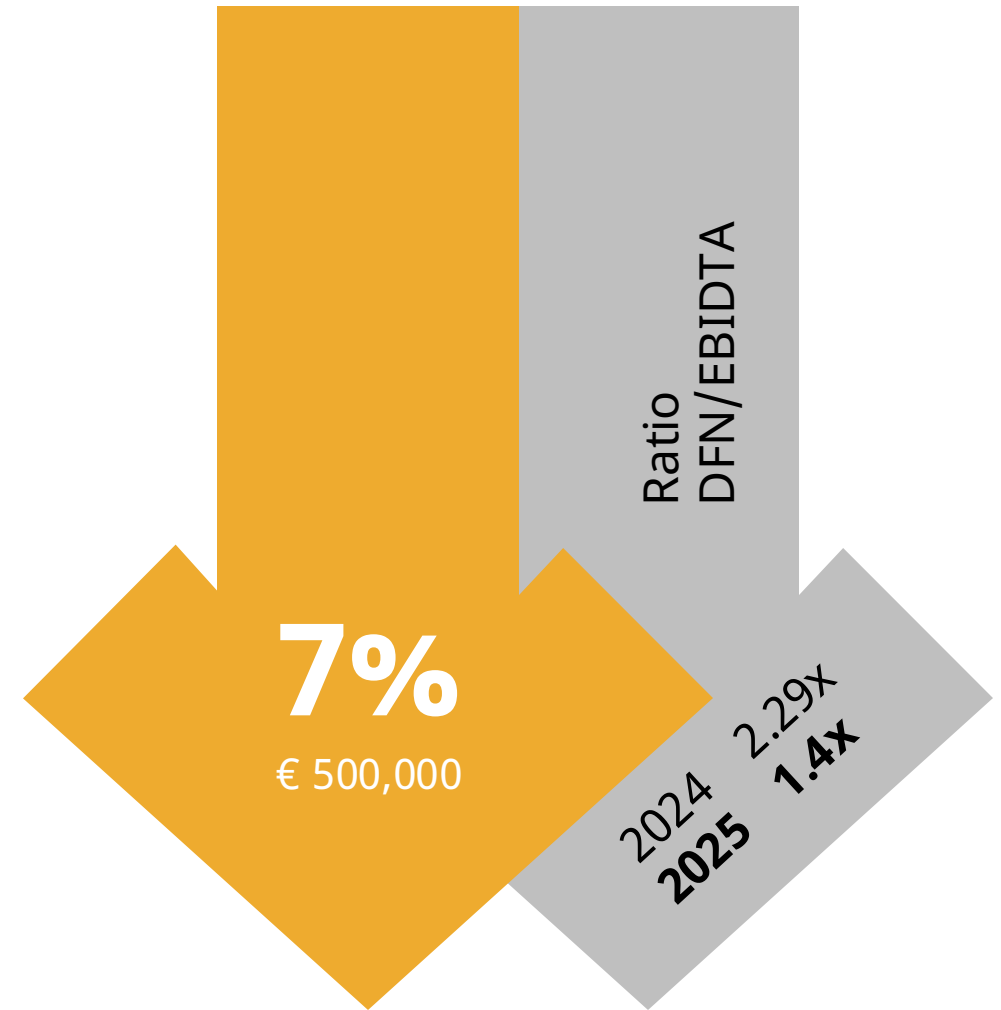
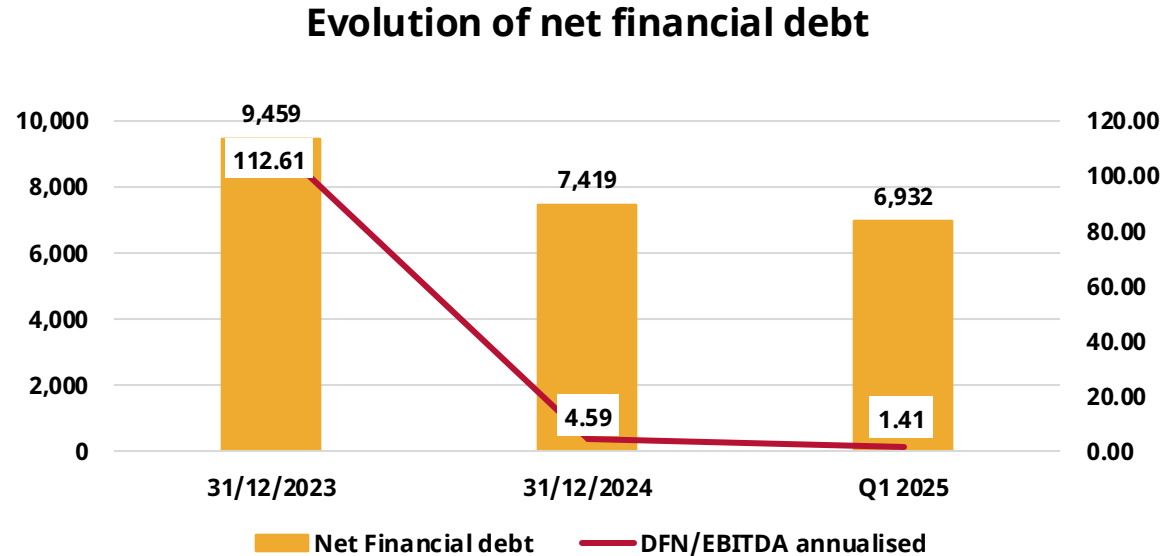
Earnings before taxes (,000 euros)



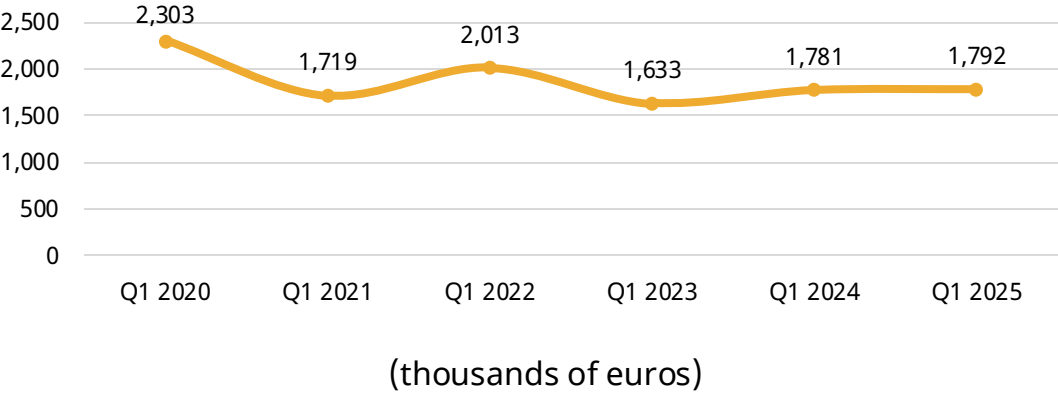
Net Financial Debt

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

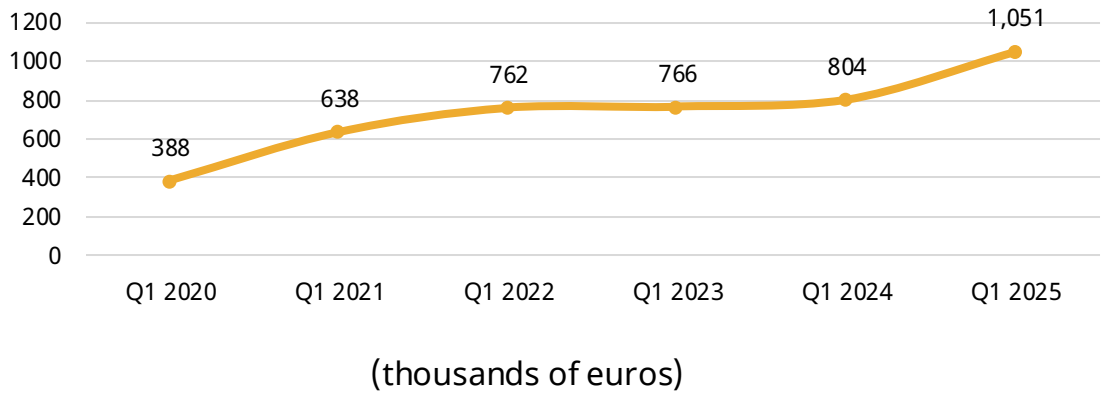
The Net Debt/EBITDA ratio stands at 1.4 times (annualised). At the end of 2024, it was 2.29 times.



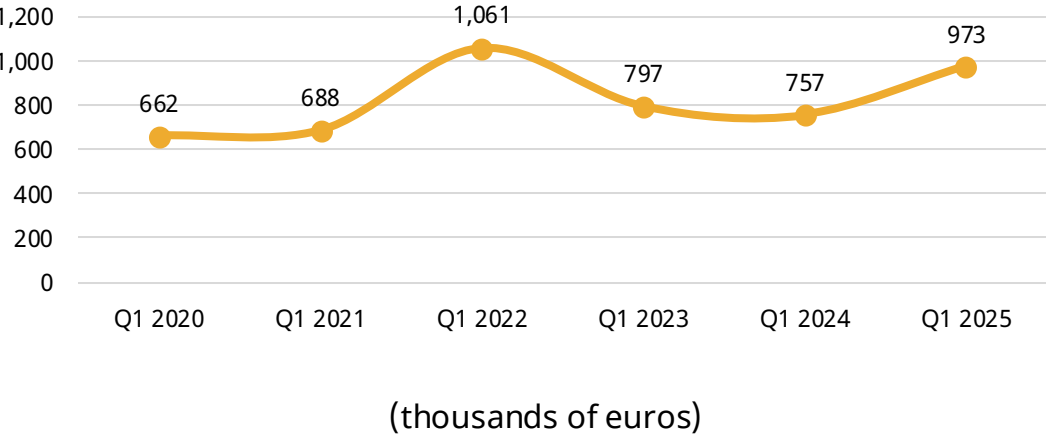
SMS Wholesale business remains estable



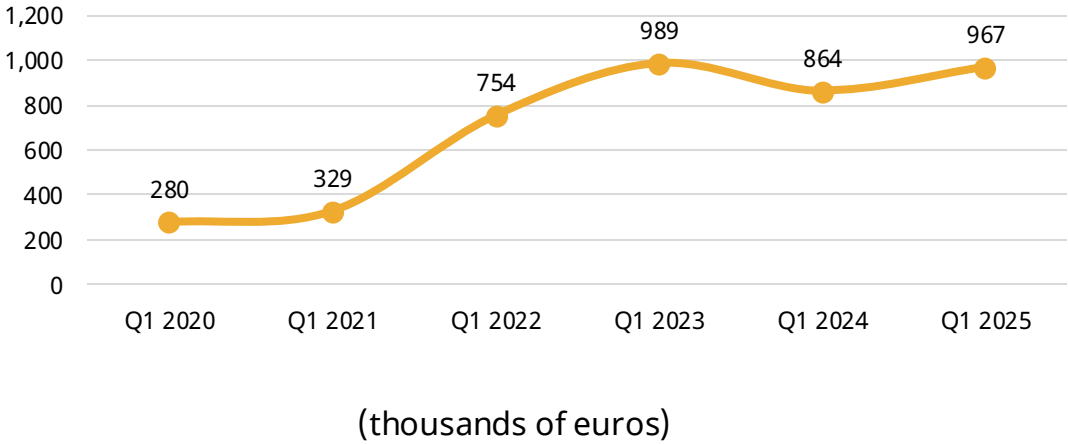
Registered Electronic Contracting business grew by 31%



Commercial SMS grew by 29%



Other SaaS: 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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