

## **INVESTOR PRESENTATION** OCTOBER 2022

Investor Access Event. 6/7 October 2022, Paris.

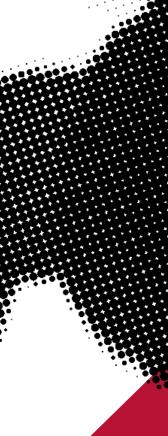




# **INVESTMENT THESIS**

## Lleida.net (OTCQX:LLEIF) (EPA:ALLLN) (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 over 215 patents in 64 countries, in all five continents.
- Despite current market conditions, Lleida.net is holding stronger that 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.



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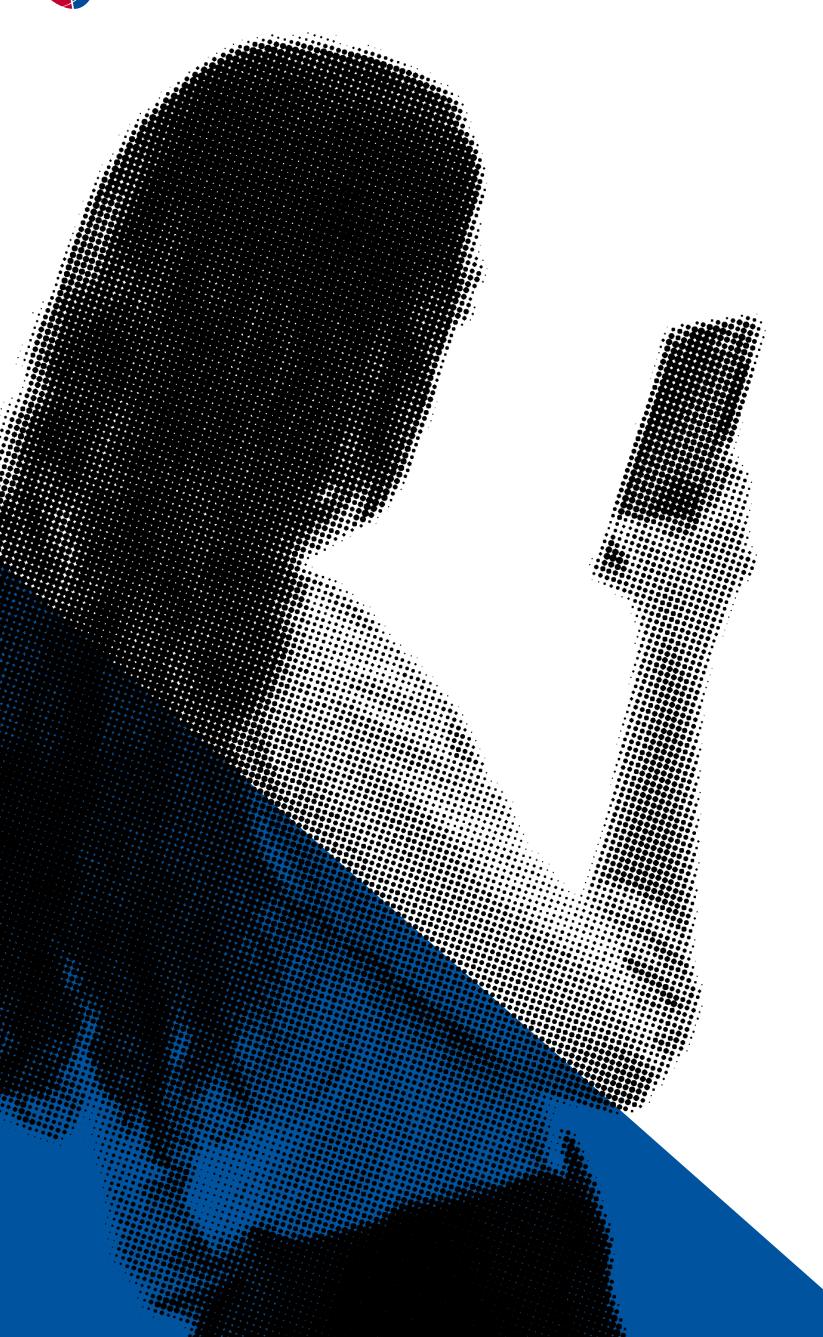


## A 28 YEARS OLD TRUST SERVICE PROVIDER

The main business offer of Lleida.net is an esignature software that enables companies to create, sign, manage, and act upon contracts electronically. It works for more than 2,000 clients, internationally.







- Largest contract in the with the Postal Services in Colombia.
- history.
- Three years consistently distributing dividends.

company's history just signed

• 2021 registered the best year in both sales and revenue of our

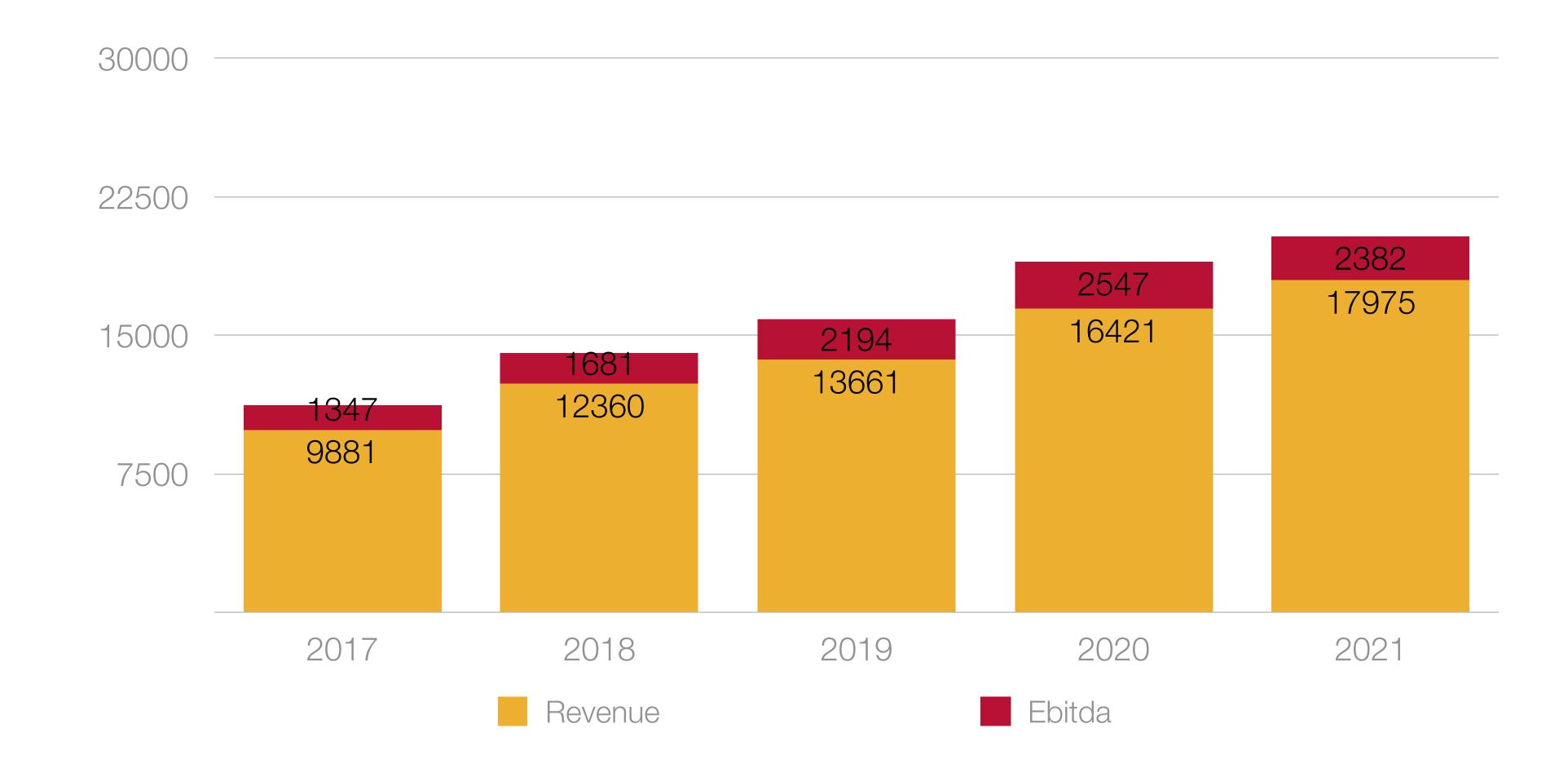
- 215 patents granted in 64 countries, including the United States, China and Europe.
- Last year, 100% of InDenova S.L was acquired, in pursue of our inorganic growth strategy.







## FINANCIALS (,000€)







- 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.
- Working on our ESG strategy to fulfil our Company promise.







# PASA PILAR

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.



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## SEGNENIS

#### SaaS SERVICES

Core commercial products are SaaS-based, including Click & Sign, eKYC, and Openum eIDAS.

We provide 15+ governments with eCommunications solutions.

## SMS

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

### SOLUTIONS

#### 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.

9



## KEY SECTORS TRUST US



Banks and fintech

- Health services
- Finergy 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.





# KEYPRVA PUBLCC

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



### 1680% MARKET POTENTIAL GROWTH



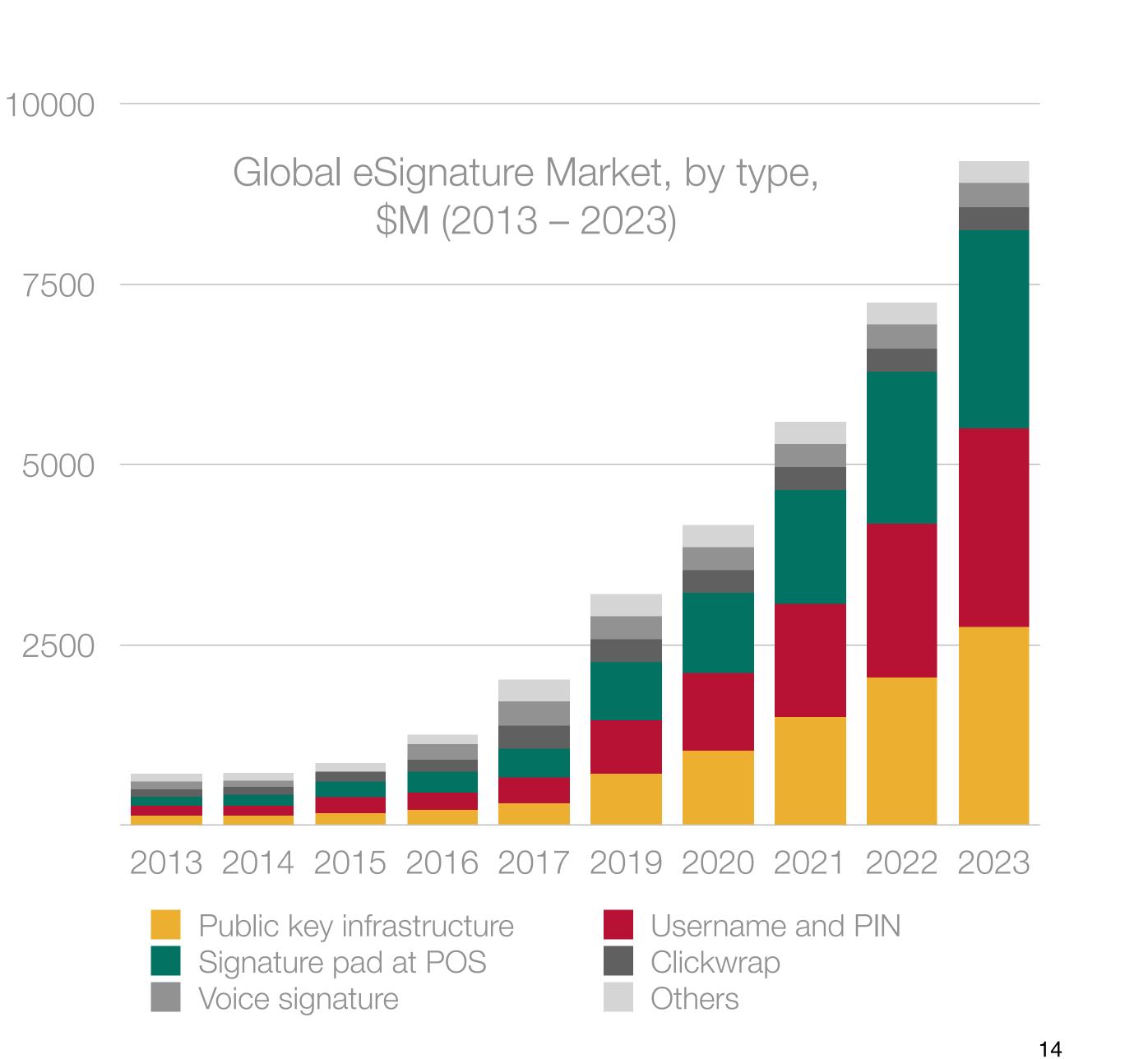
in 2017

- 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.





### THE GLOBAL **esignature** MARKET, IN A NUTSHEĹ **SHOWS ONLY SPACE FOR** GROWTH

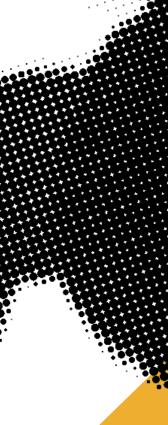




# UNDERVALUED STOCK

Last market price: €1,90/share. Consensus estimate: €9,00/share. Upside potential: 473%

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*)





#### Under the provisions of Article 17 of the Regulation (EU) No 596/2014 regarding market abuse and article 228 of the modified text of the Spanish Stock Market Act, approved by Spanish Royal Legislative Decree 4/2015, of 23 October and related provisions, as well as Circular 3/2020 of BME MFT Equity on information to be provided by Growing Companies, we are hereby informing you of the following information relating to LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.: (hereinafter "Lleida.net", or the "Company "or the

"Enterprise") brings to your attention the following information that has been prepared under the exclusive responsibility of the issuer and its administrators. The information outlined in this report is an estimate of LLEIDA.NET Income Statement for 1st half and Q2 FY2021 prepared on the unaudited accounting information available to the Board of Directors. Therefore, this information does not in any way substitute or may be considered the equivalent of the annual financial information provided in Circular 6/2018 MAB.









Lleida · Madrid · London · Miami · Paris · Santiago de Chile · Bogotá · São · Paulo · Tokyo · Santo Domingo Cape Town · Montevideo · Johannesburg · San José · Lima Beirut · Dubai · Ciudad de México · Gaborone

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The First Registering Operator

### OTCQX: LLEF · EPA: ALLLN · BME: LLN

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