



Lleida.net

La Primera Operadora Certificadora

EN: http://www.lleida.net/docs/inversores/en/20171002_HRelev.pdf
FR: http://www.lleida.net/docs/inversores/fr/20171002_HRelev.pdf

莱里达，2017年10月2日

公司公告

Lleida.net参加了在巴黎举行的European Large & Midcap Event与摩纳哥举行的Tech Invest

根据关于市场滥用的（欧盟）第596/2014号条例第17条的规定以及10月23日RDL 4/2015批准的“证券市场法”综合文本第228条，协调条款以及另类证券市场（MAB）15/2016号关于发展中企业承担的信息，特此通知LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.（以下简称“Lleida.net”或“本公司”）

Lleida.net将带着增加其在欧洲与国际投资者中的影响力的目的，参加对于技术投资者与大中型资本公司在欧洲最重要的两个活动，也就是将在巴黎举行的European Large & Midcap Event与将在摩纳哥举行的Tech Invest，该公司将于10月4日，5日与6日参加这两个活动。

在此附上将在活动中使用的公司介绍的公司公告。

此致，

LLEIDANETWORKS SERVEIS TELEMÀTICS,
S.A.

D. Francisco Sapena Soler

CEO 和 董事会主席

**FRANCISCO
JOSE
SAPENA
SOLER**

由FRANCISCO JOSE SAPENA
SOLER电子签名日期：
2017.10.03 9:10:13
+02'00'





LARGE & MIDCAP EVENT

PARIS, OCTOBER 2017

Lleida.net

PCiTAL | Edifici H1 2a planta, 25003 Lleida, Spain

Digital Witnesses to Electronic Contracts

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.
- A Digital Witness helps to establish the truth quickly and effectively.

- Global size of the Digital Witness market:

\$1.5 billion in 2017

\$9.1 billion in 2023

Source: P&S Market Research.

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

Services

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

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.

Our customers

Industry solutions

Financial services

Services

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

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.

Our customers



BMW Bank



Préstamo10



Industry solutions

Call centres

Services

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

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

Our customers



Industry solutions

Utilities

Services

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

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.

Our customers



Industry solutions

Utilities

Industry solutions

Real Estate

Services

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

Service highlights for Real Estate

- Contracts signature.
- Recovery management.
- Notification of the contractual terms.
- Notification of being added in Defaulting debtors' data base.

Our customers



Industry solutions

Real Estate

Services

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

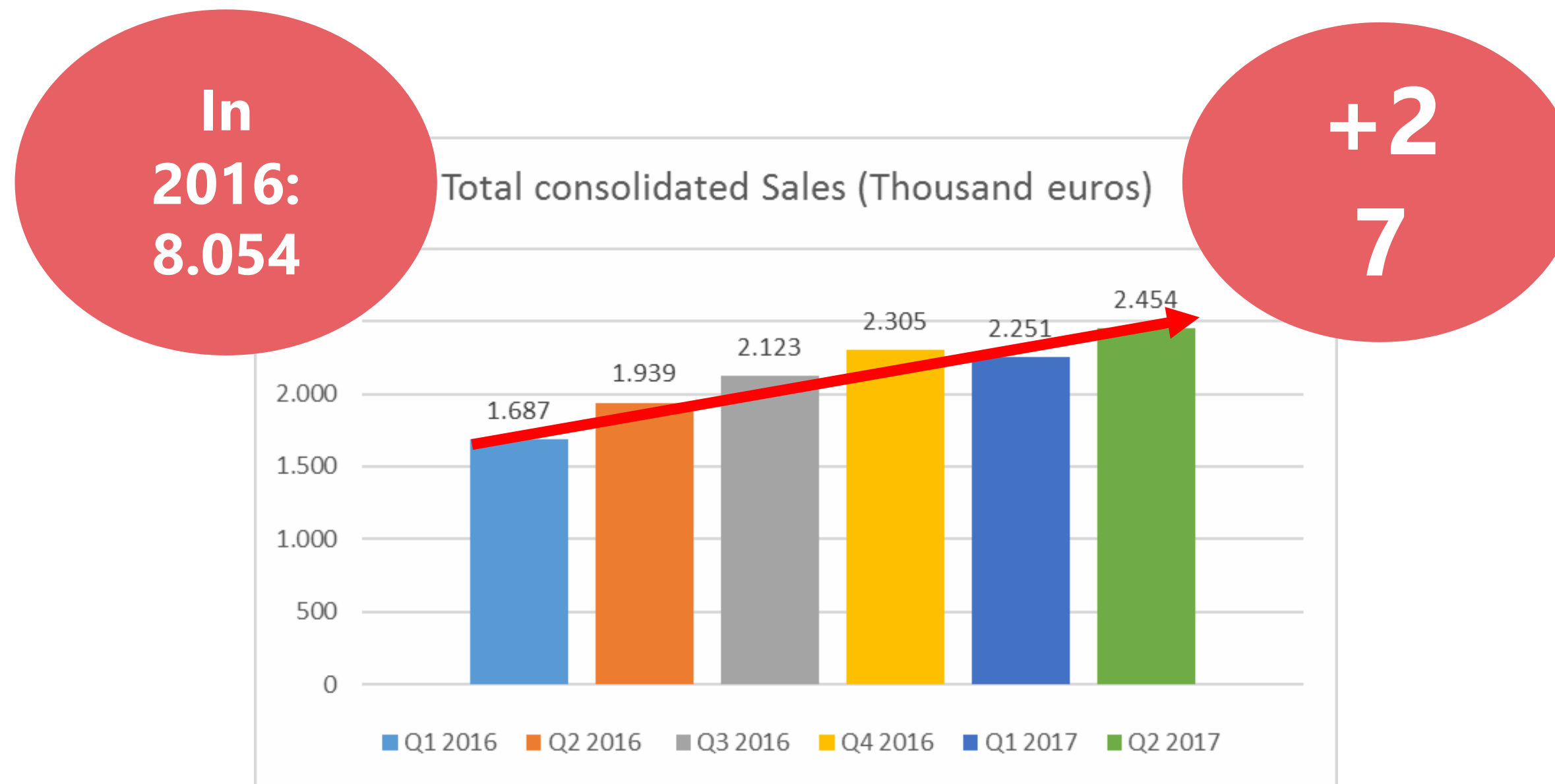
Service highlights for Insurance agents and brokers

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

Our customers

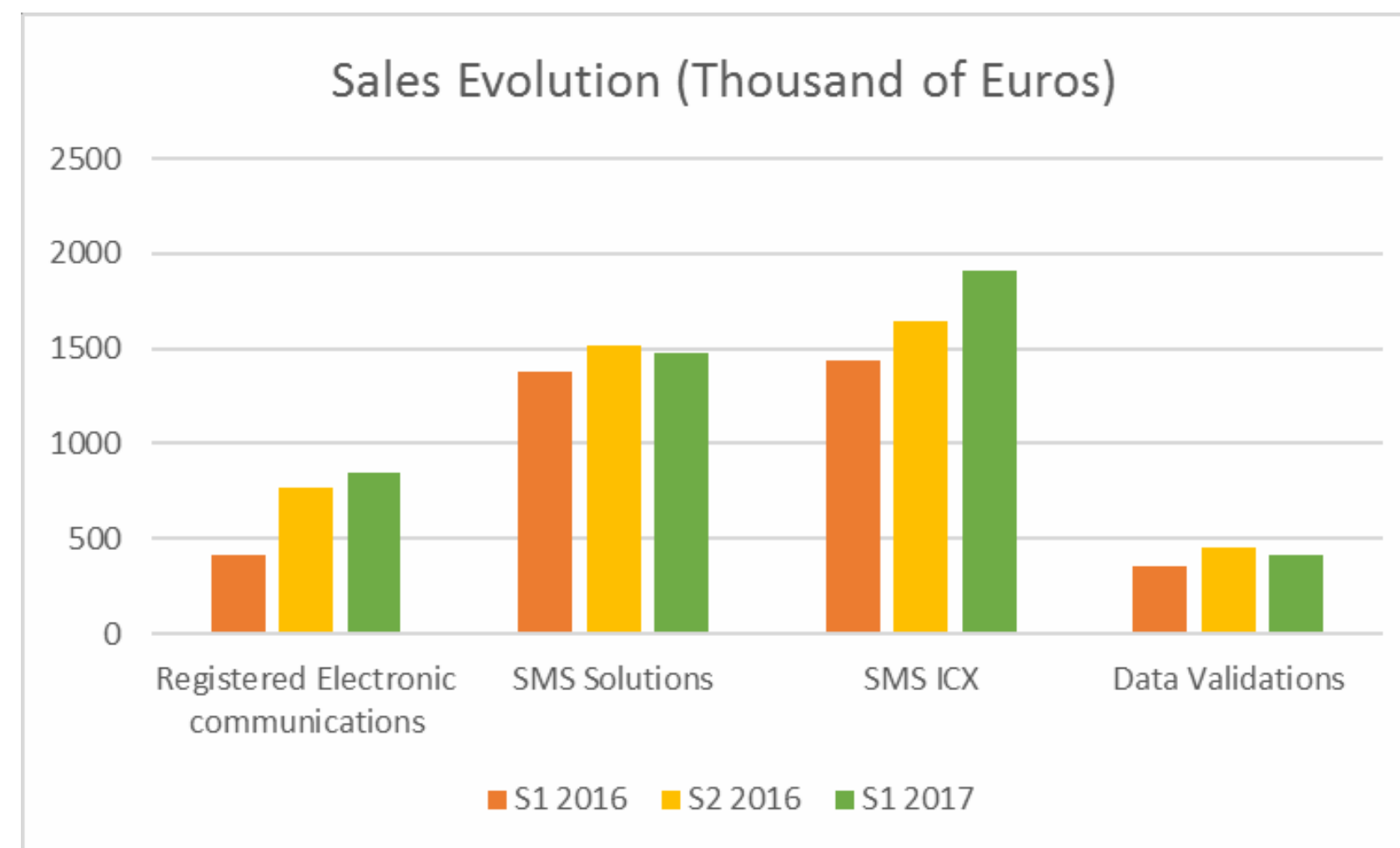


2Q17 Main figures



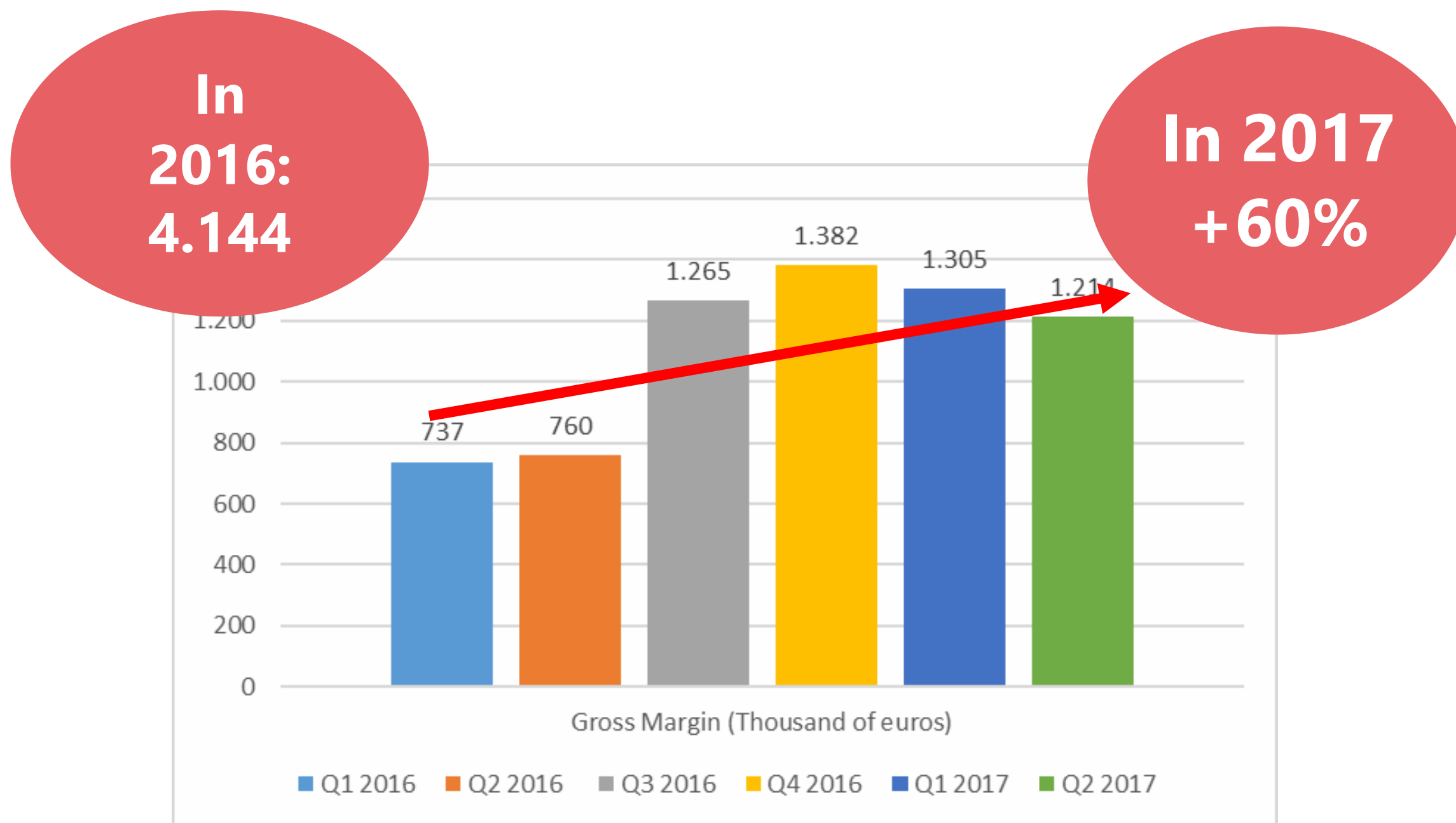
Sales increase of 27% in 2017 over the same quarter of 2016.
Increased sales of all business lines.

1S 2017 Main figures



Increase in relative weight in the sales of SaaS products (Registered electronic communications and KYC Services) since their profitability per product unit is higher.

2Q 2017 Main figures



Increase in Gross Margin, 60% derived from:

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

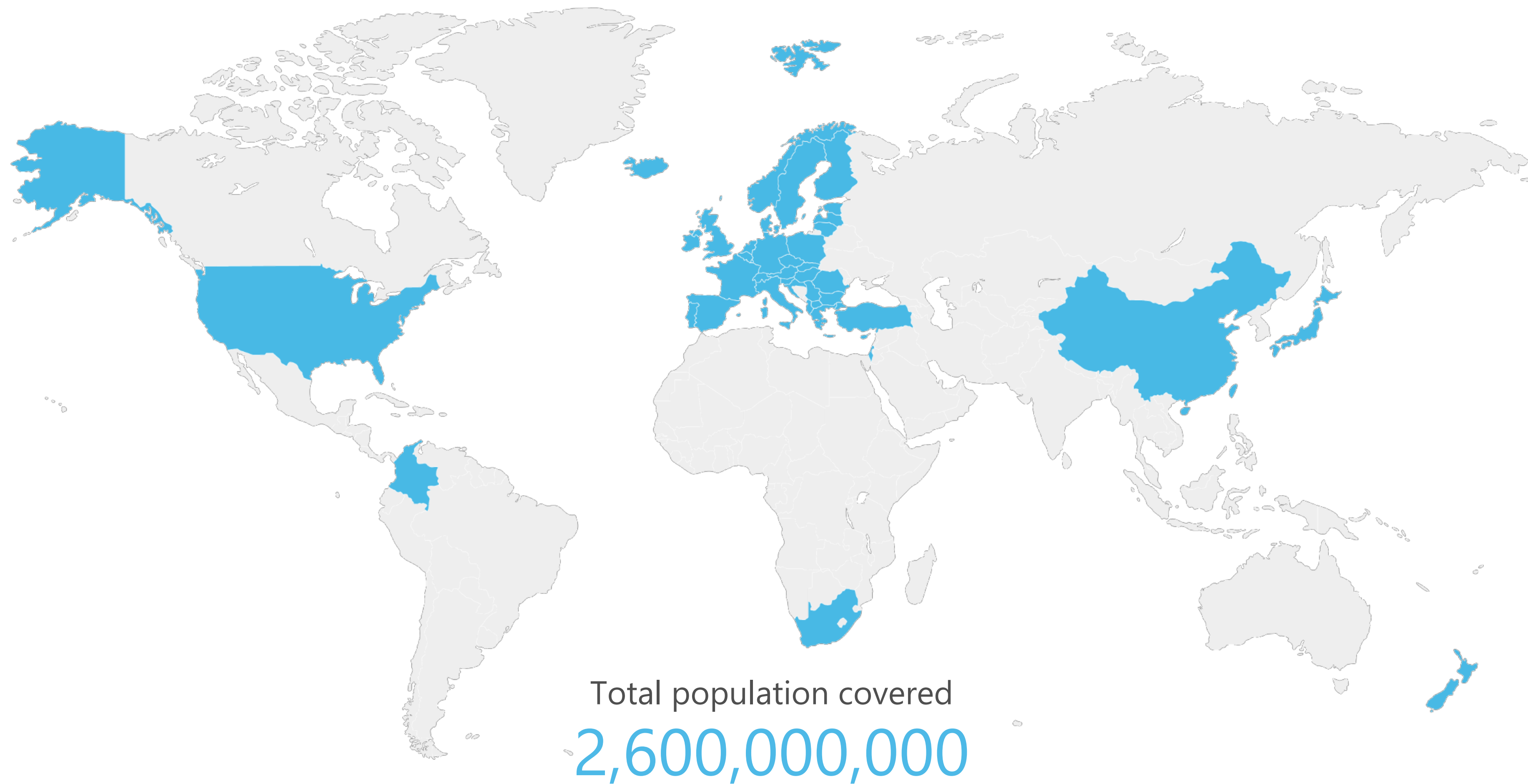
All the developments of the company are patented. During 2016 and 2017, Lleida.net has been granted 14 new patents.

To highlight:

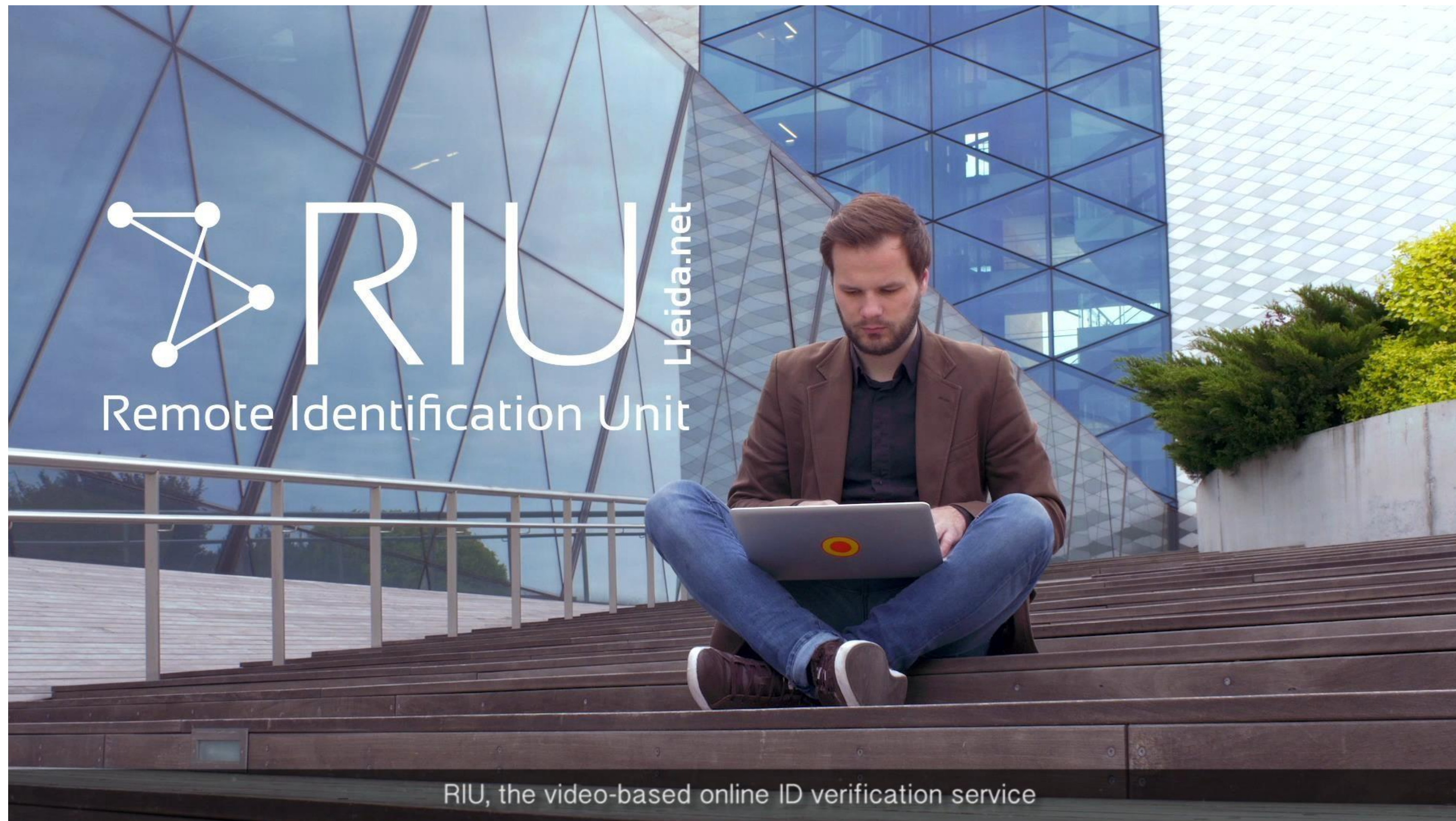
- Registered email patent in the EU
- Registered email patent in the United States



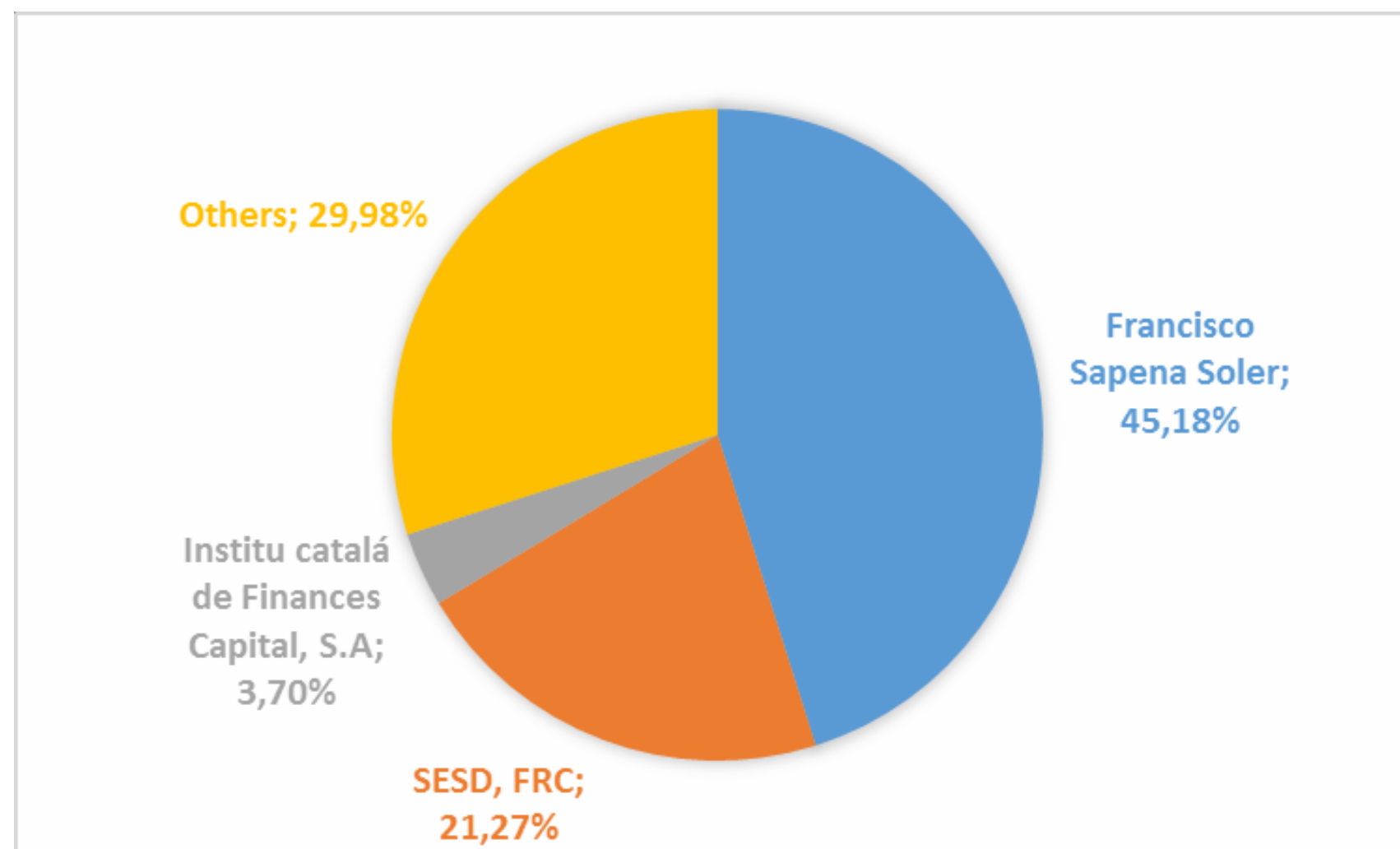
Map of patents



R&D highlighted project launched in 2016



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.

2016 + 1q 2017 milestones

- Opening a subsidiary in Perú
- Opening a subsidiary in Costa Rica
- Attracting large accounts



bankinter.



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- First Platform4equity



2017 goals

- From Cash Burner to Cash Cow
- Lleida.net MENA
- Nonstop R&D Investment





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