



**Lleida.net**

La Primera Operadora Certificadora

EN [https://www.lleida.net/docs/inversores/en/20180205\\_HRelev.pdf](https://www.lleida.net/docs/inversores/en/20180205_HRelev.pdf)

FR [https://www.lleida.net/docs/inversores/fr/20180205\\_HRelev.pdf](https://www.lleida.net/docs/inversores/fr/20180205_HRelev.pdf)

ES [https://www.lleida.net/docs/inversores/es/20180205\\_HRelev.pdf](https://www.lleida.net/docs/inversores/es/20180205_HRelev.pdf)

莱里达，2018年2月5日

公司公告：

**Lleida.net 参与 Frankfurt European Midcap Event**

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将带着其增加在欧洲与国际投资者中的影响力的目的，参加 Frankfurt European Midcap Event 事件，此次活动是对于技术投资者和中小型资本公司相当重要的欧洲活动之一。此活动将于2月6日举行。在此公司公告上，将附上在活动中面对投资者而使用的公司介绍。

此致，

LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.

D.Francisco Sapena Soler

CEO 和 董事会主席



# Lleida.net

The First Registering Operator



IS 632576

## EUROPEAN MIDCAP EVENT

Frankfurt, February 2018





Lleida.net  
**Digital  
Witness**

Digital Witness to  
Electronic Contracts



# The wave we ride

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

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# Protecting relationships with



Customers



Regulators and the Courts

- 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

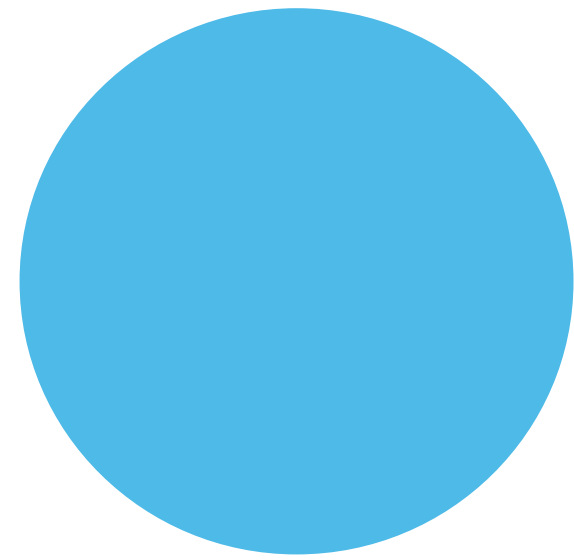
- With existing customer protection laws, the burden of proof falls mainly on the provider of the service.
- When an “angry” consumer complains, regulators and the Courts may be called into the dispute.

# 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

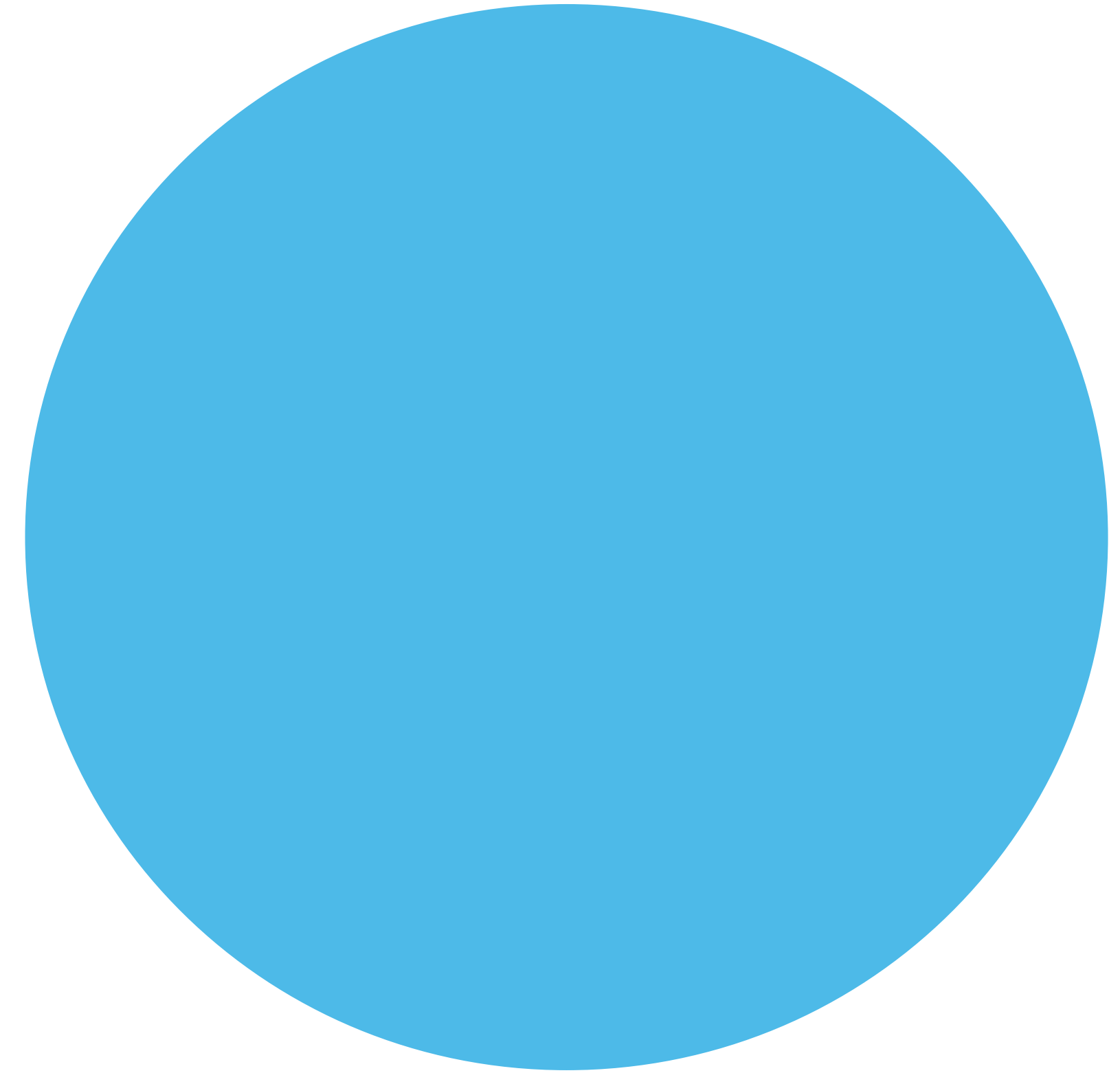


**\$1.5 billion**  
in 2017



**x6**

**in 5 years**



**\$9.1 billion**  
in 2023

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.
- 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 67 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

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## Three business lines

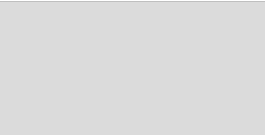


eNotification and  
eContracting

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

## Banking

### 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



# 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

## Real Estate

### Services

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

### Service highlights for Real Estate

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

### Our customers



# Industry solutions

## Insurance

### 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.

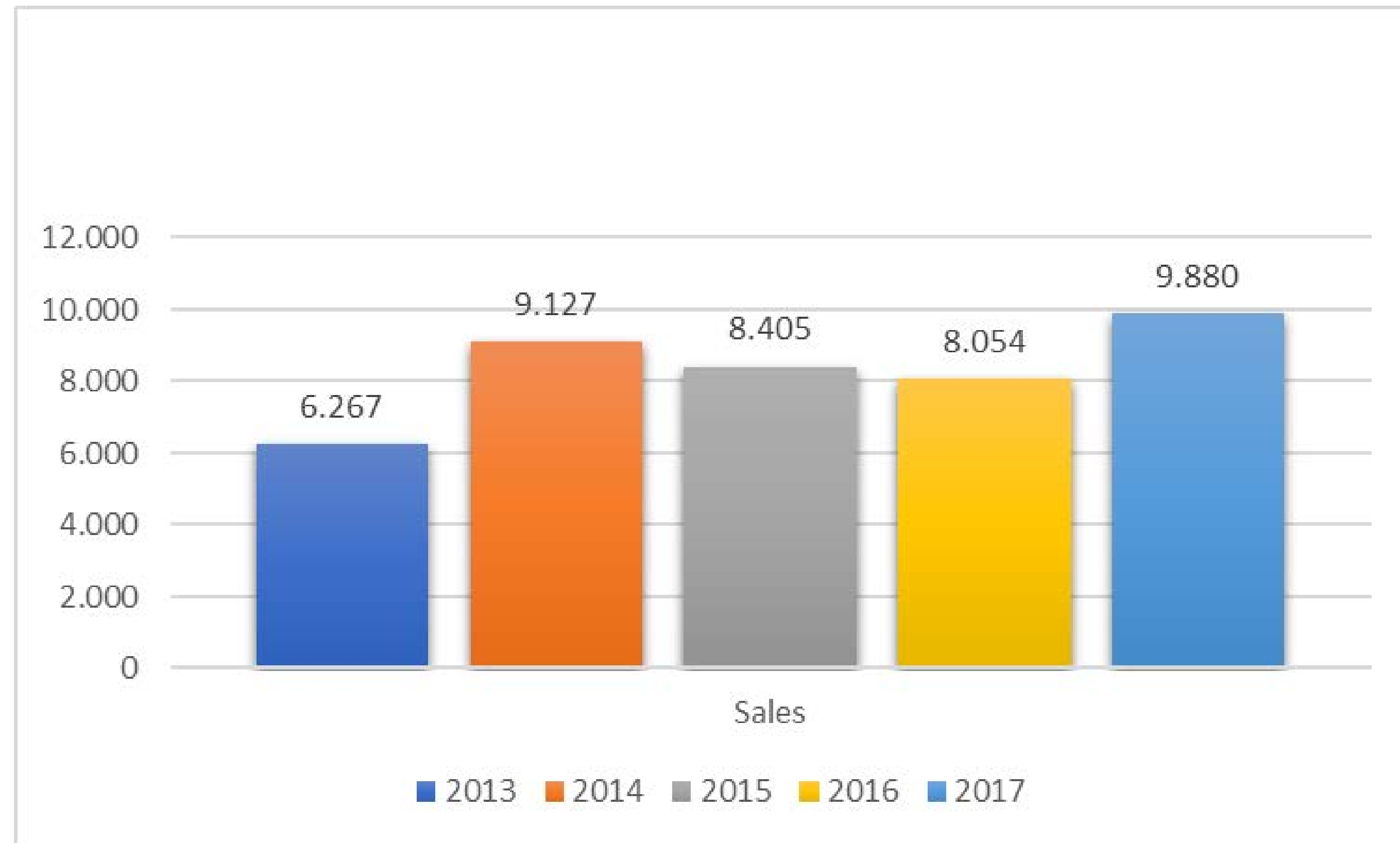
### Our customers



# Recent performance

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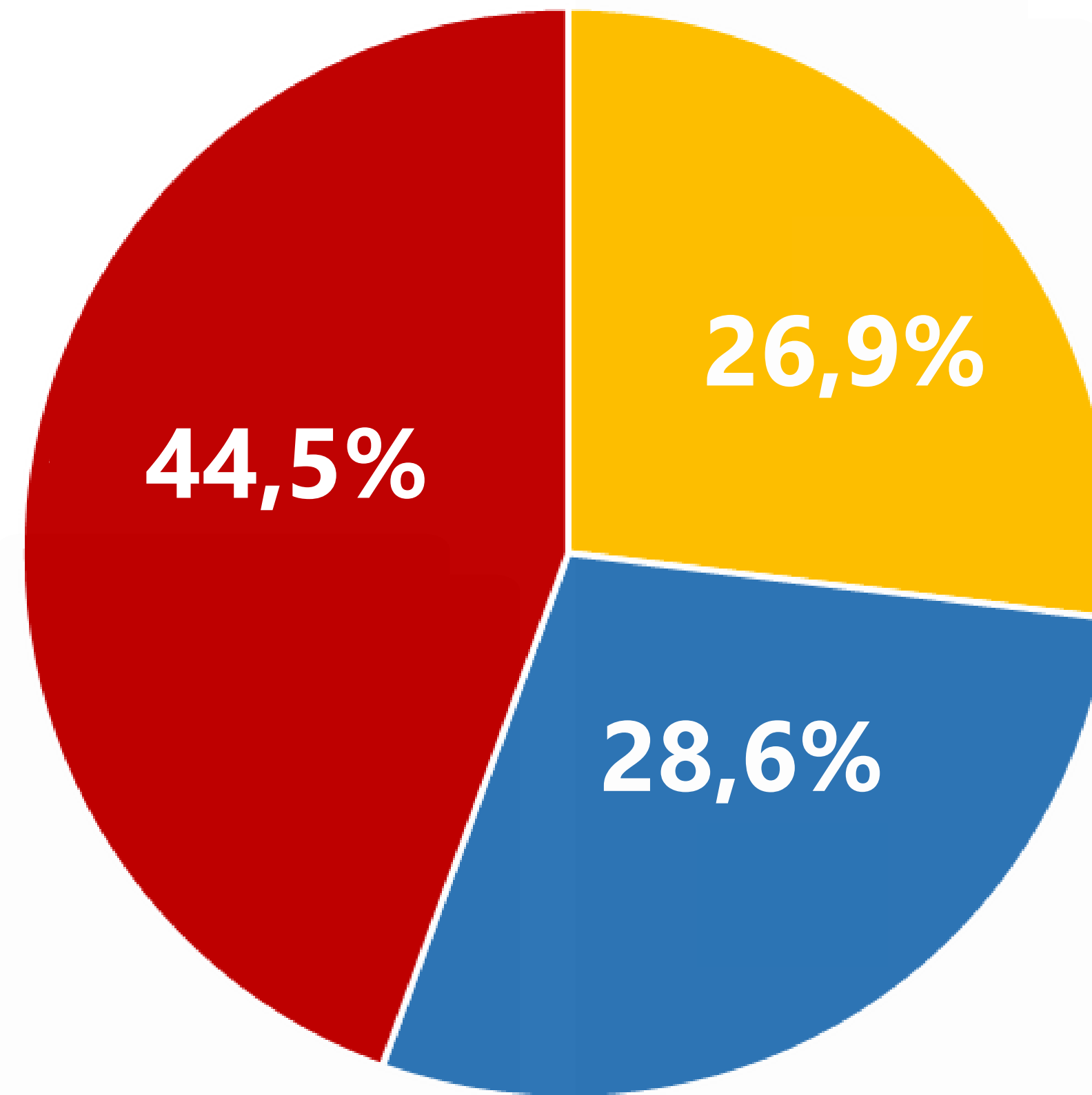
## Recent performance



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

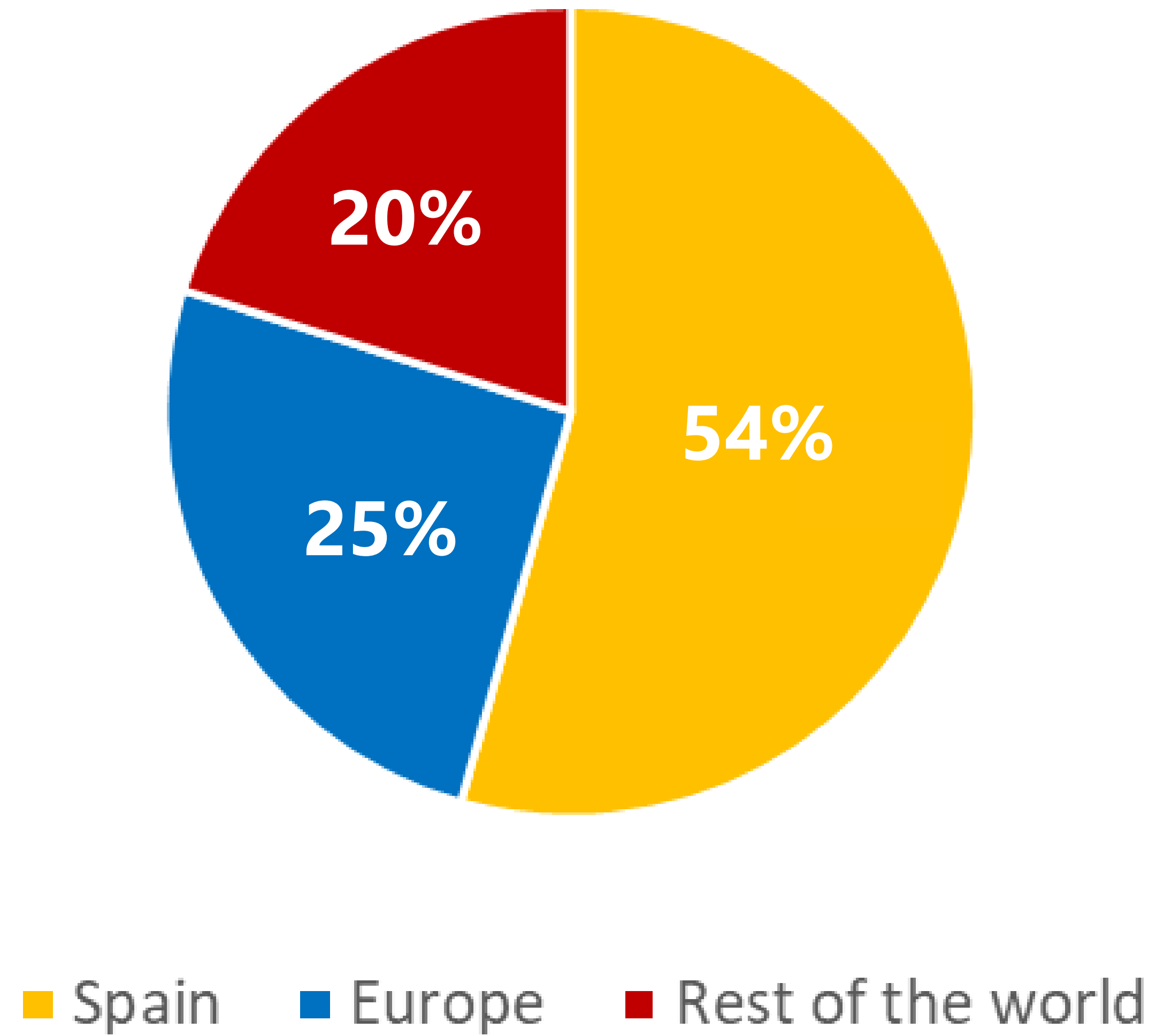


## Recent performance

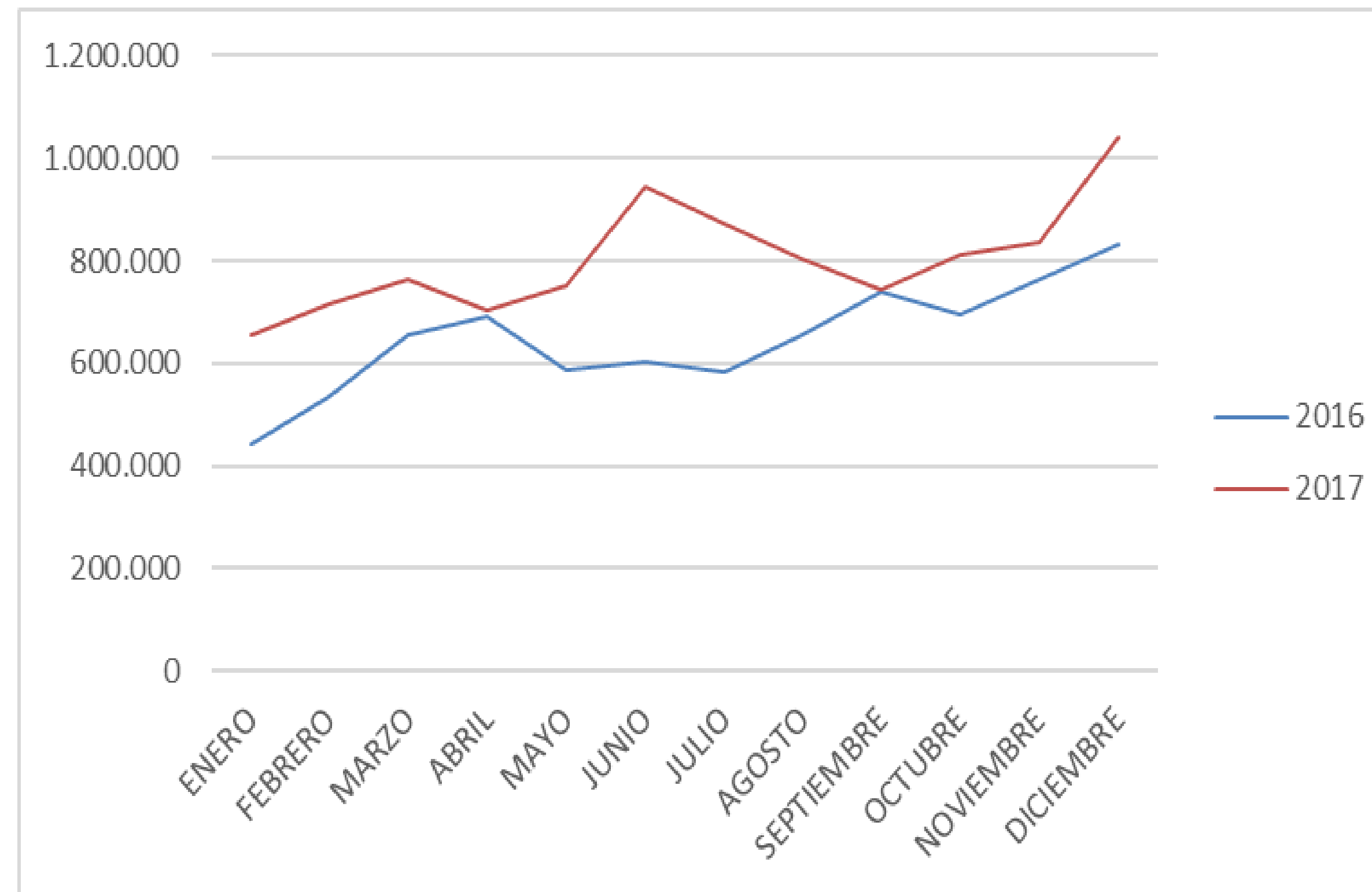


■ SaaS Services (Certified electronic communications + data validation) ■ SMS Solutions ■ ICX-Wholesale Solutions

## Recent performance



# Recent performance

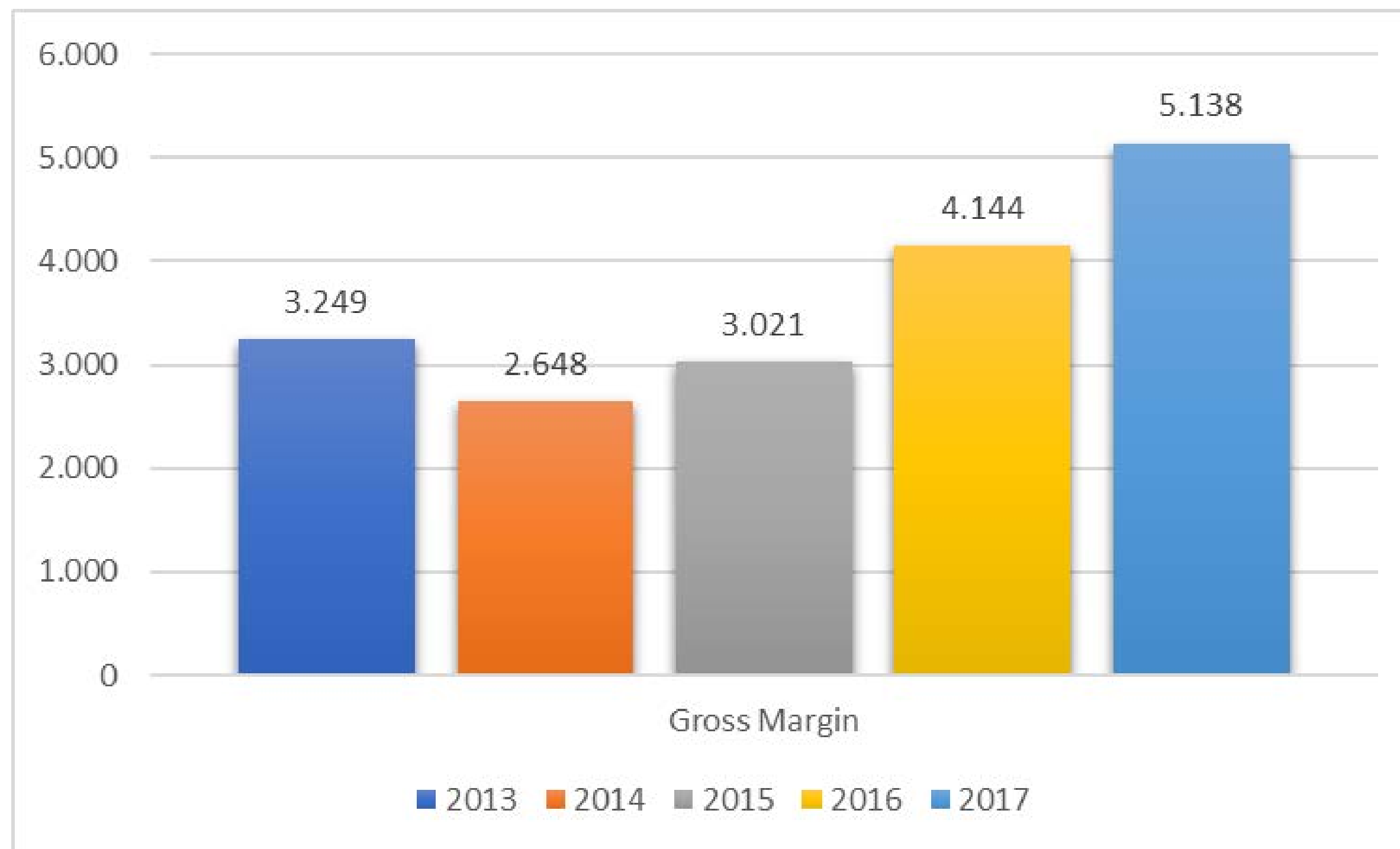


## Riding the wave:

Monthly sales in 2017 consistently exceeded those of the same month of 2016 across all areas.  
Preliminary sales in January 2018 are up 60 % over the same month of 2017.



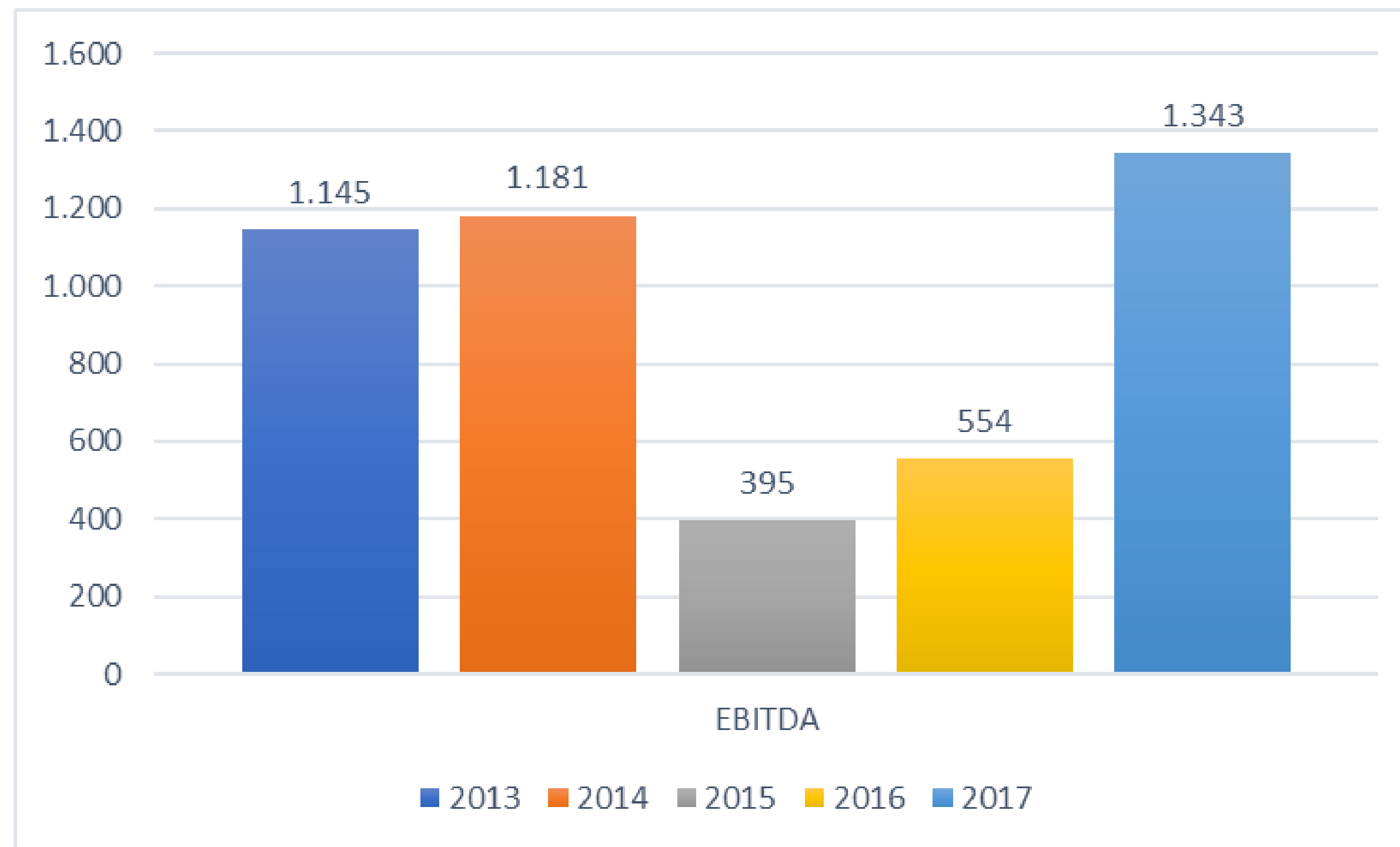
## Recent performance



Increase in Gross Margin,  
60% derived from:

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

## Recent performance



Increase in EBITDA ,  
240% since 2015 derived  
from:

- High growth of certificates sales
- Optimization of costs

## Recent performance

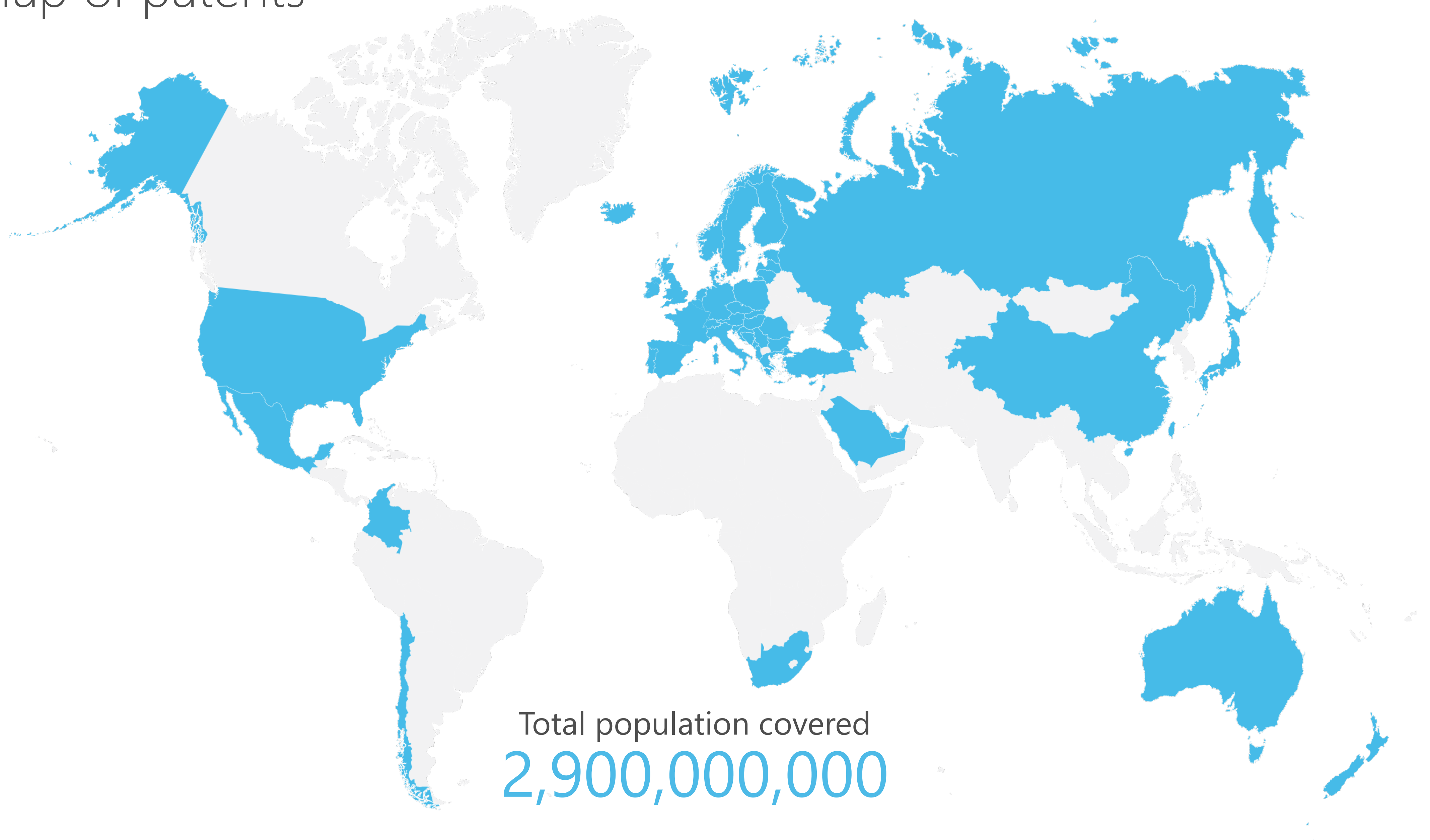
All the developments of the company are patented.  
Lleida.net has been granted 67 new patents over the last 2 years. To highlight:

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





# Map of patents



Total population covered  
**2,900,000,000**



## 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



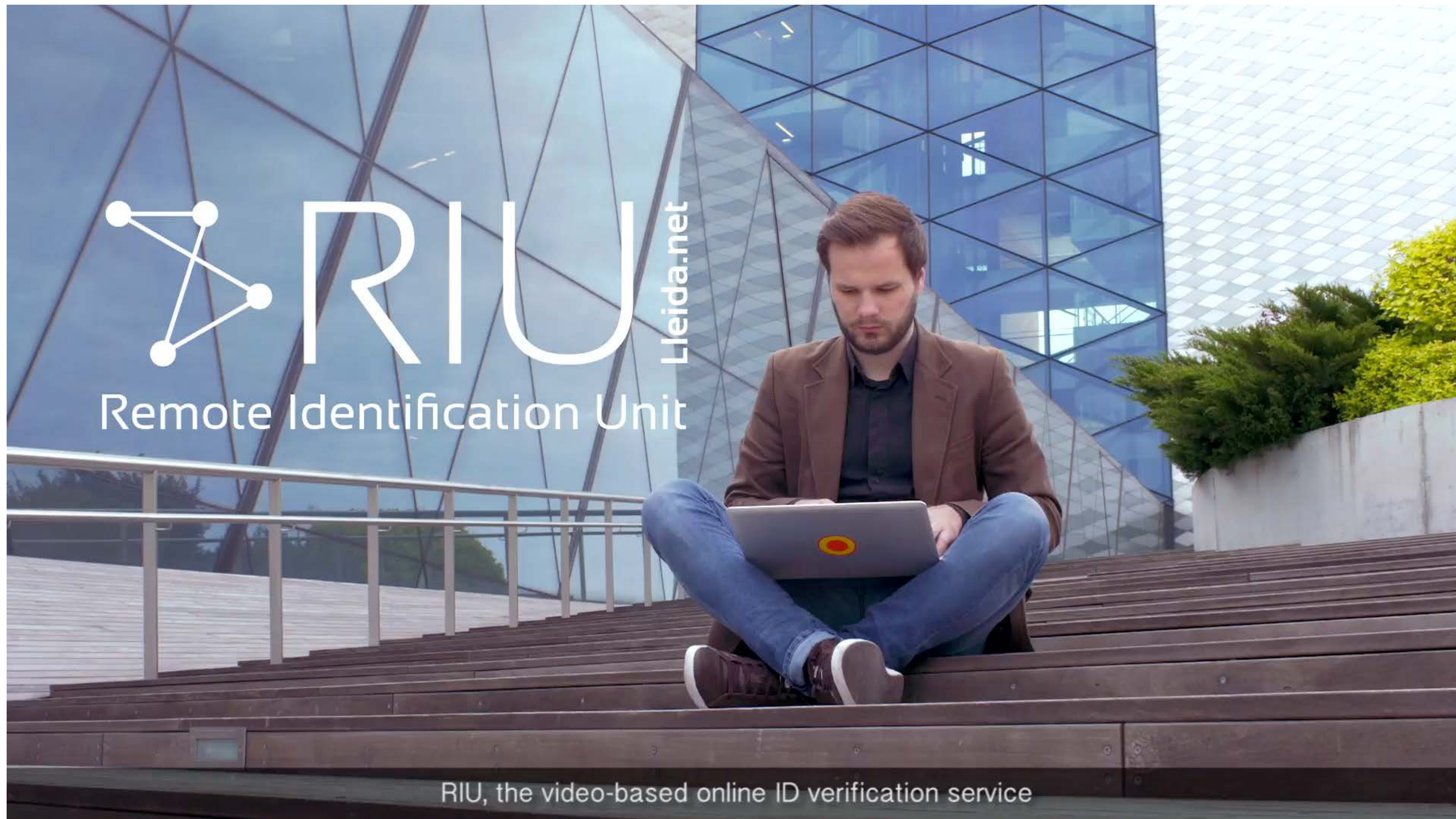
PICHINCHA



**ZURICH**



R&D highlighted project launched in 2017

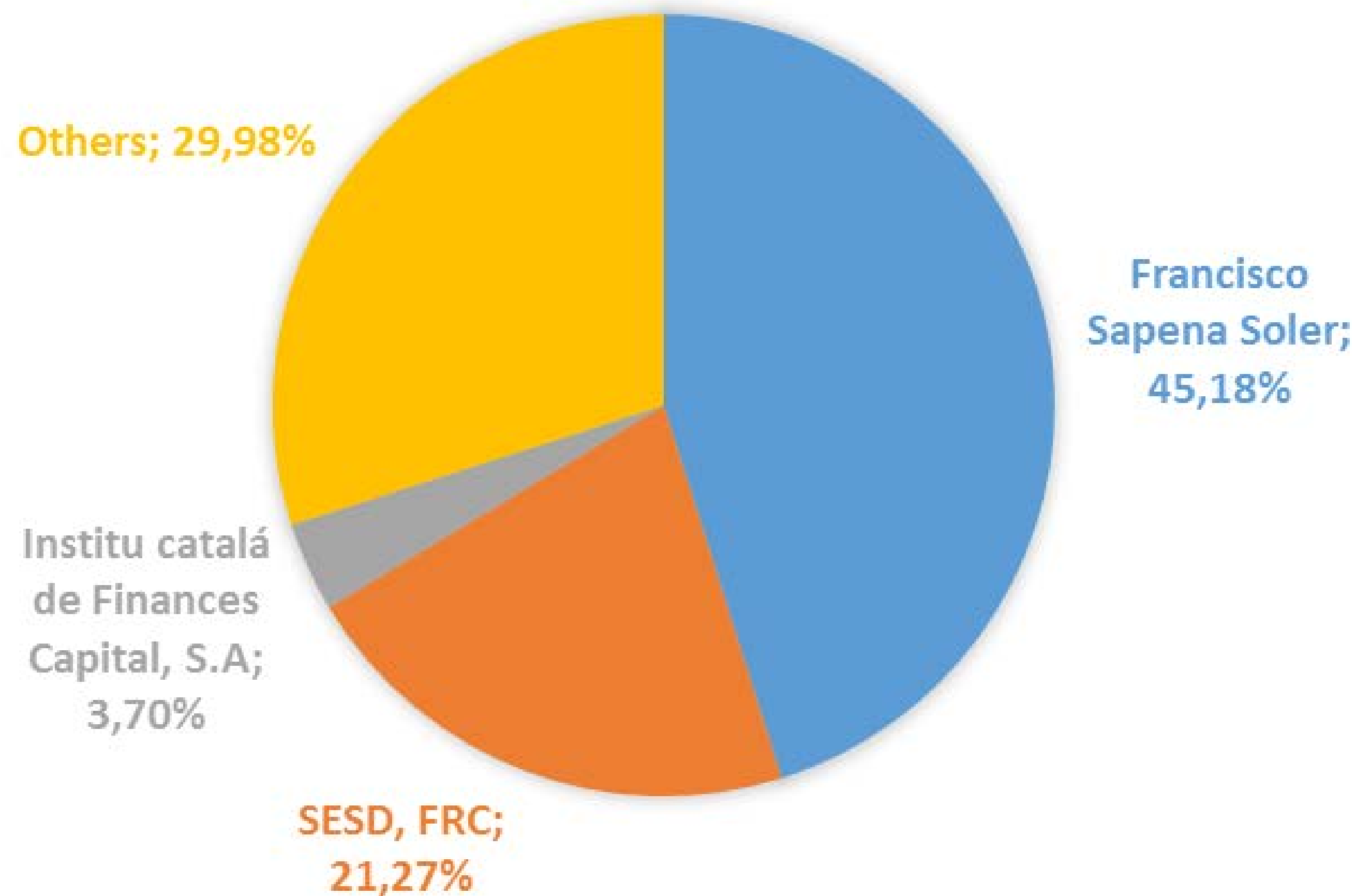




R&D highlighted project launched in 2018

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)







Parc Científic i Tecnològic  
Agroalimentari de Lleida  
Edifici H1, 2a planta B  
25003 Lleida (Spain)

(+34) 973 282 300  
info@lleida.net

[www.lleida.net](http://www.lleida.net)



20 years  
turning to digital  
business processes



Lleida · Barcelona · Madrid · London · Miami · Paris · New Delhi · Santiago de Chile · Bogotá · São Paulo · Tokyo  
Santo Domingo · Cape Town · Montevideo · Johannesburg · San José · Lima