

公司公告

LLEIDANETWORKS SERVEIS TELEMÀTICS, S. A.

2018 年 4 月 17 日

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”或“本企业”）通知以下信息：

在本公司参加 2018 年 4 月 16 日与 17 日于巴黎举行的 SMALL CAP EVENT 论坛之际，附上将于论坛中使用的公司介绍，而且 Lleida.net 将在 17 日进行公司演示。

我们将为您提供所有您所需的信息。

此致，

莱里达，2018 年 4 月 17 日。

Francisco Sapena, CEO 和董事长



Lleida.net

The First Registering Operator



IS 632576

SMALLCAP EVENT

Paris, April 2018





Lleida.net
**Digital
Witness**

Digital Witnesses to
Electronic Contracts

The wave we ride

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

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.

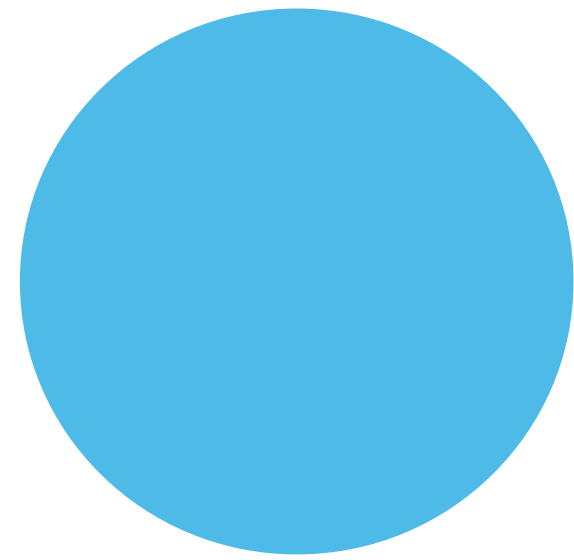
Regulators and the Courts

- 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.

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

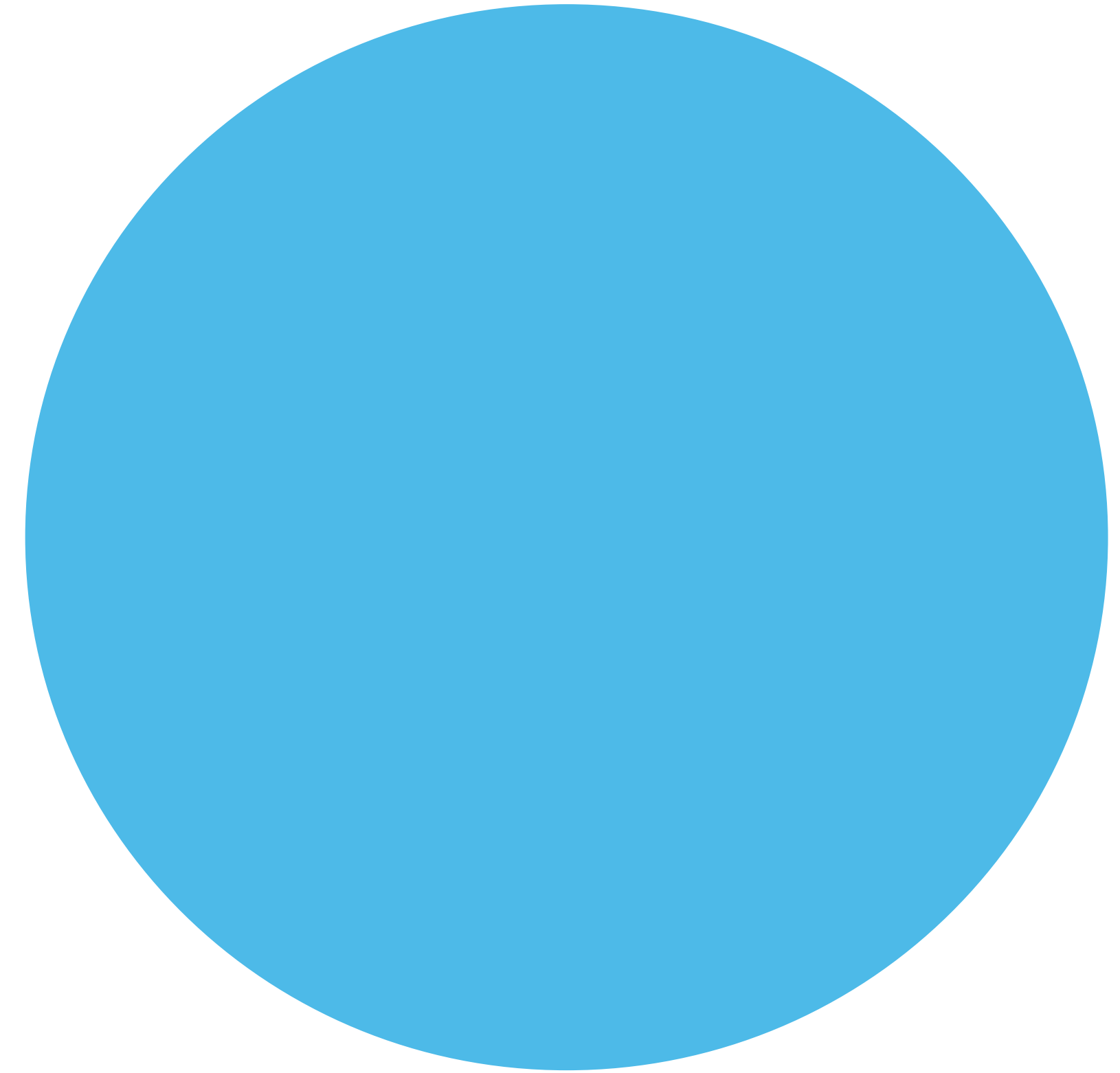


\$1.5 billion
in 2017



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 (GPRD).
- 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 70 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

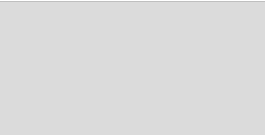
Three business lines



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

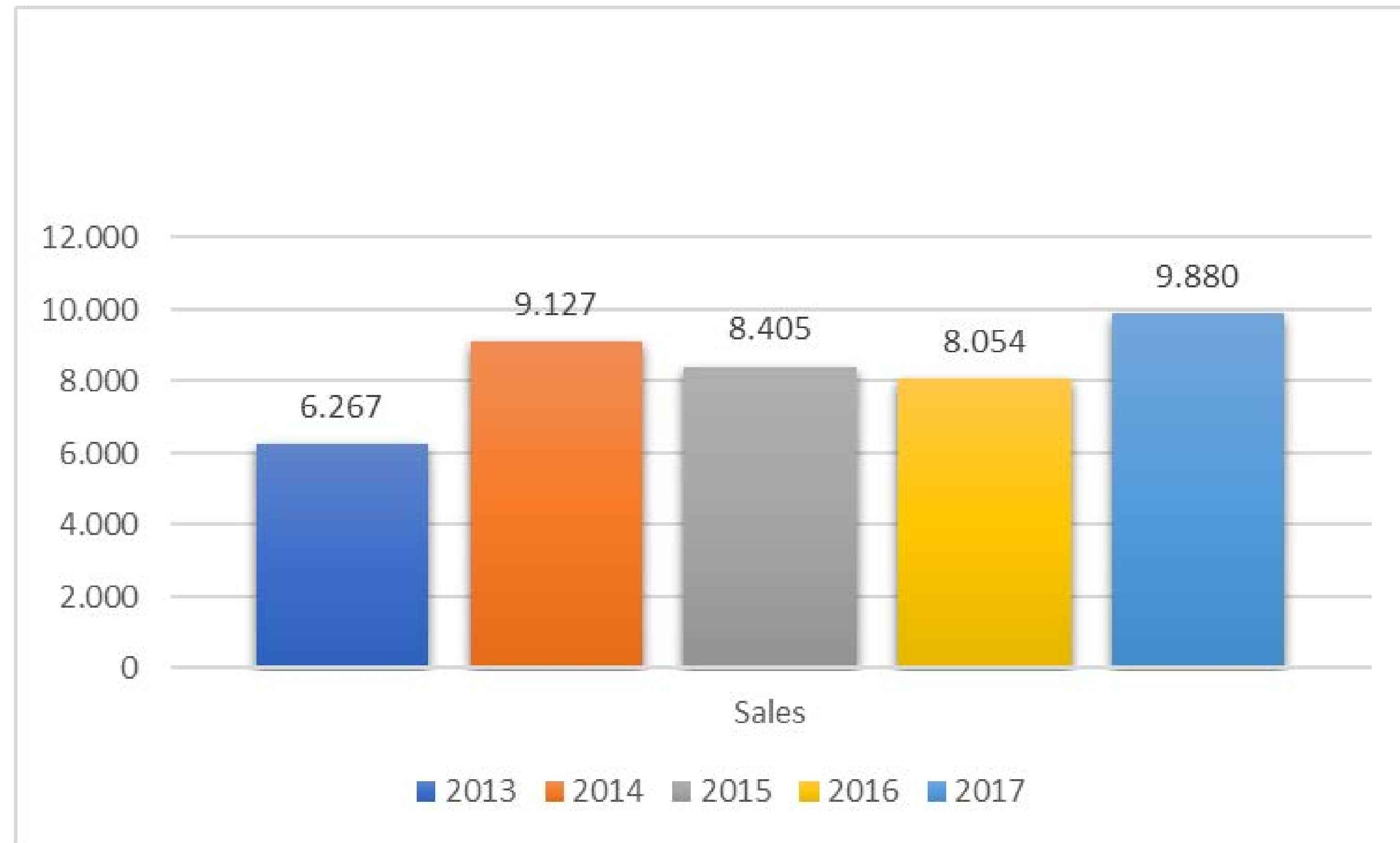
- Policy Inception/cancellation.
- Communication and acceptance of changes in contractual terms.
- Given notice of sickness /leave and return to work.
- Acknowledgement of incident / damages reports
- Bank transfer notice, payment claims, notifications
- Registered on line transactions.

Our customers



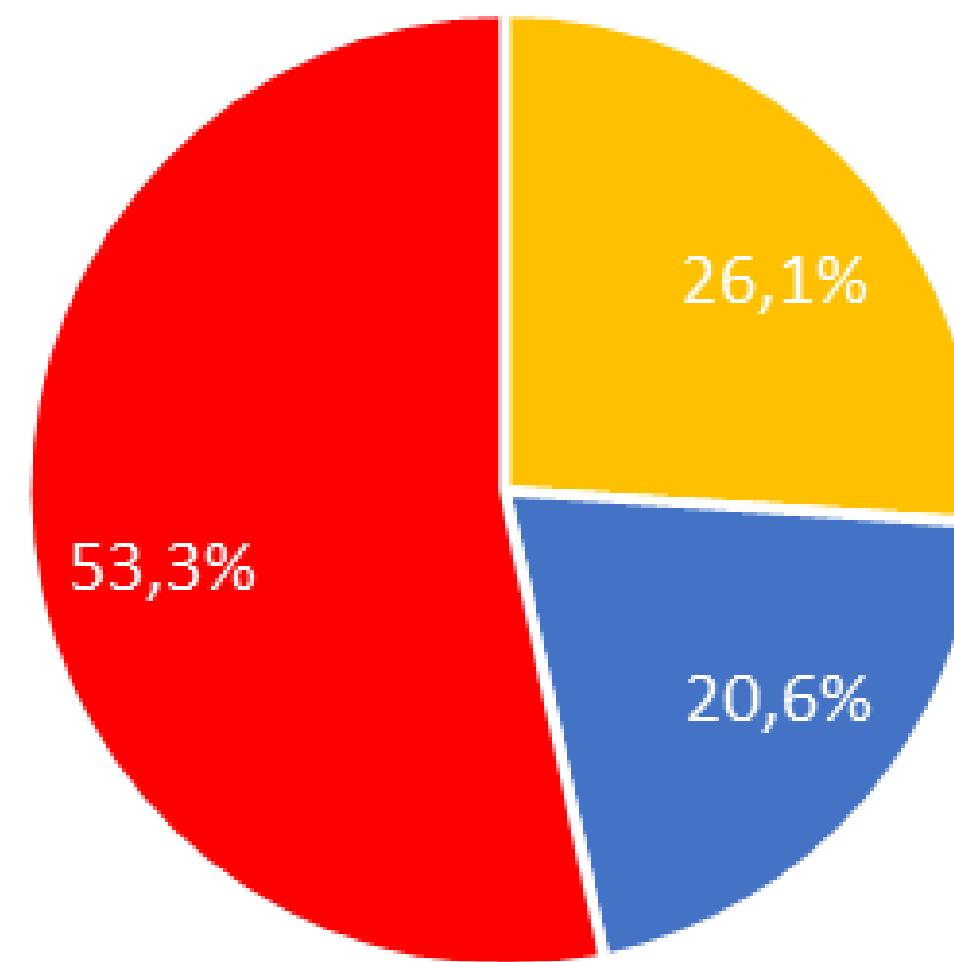
Recent performance

Recent performance



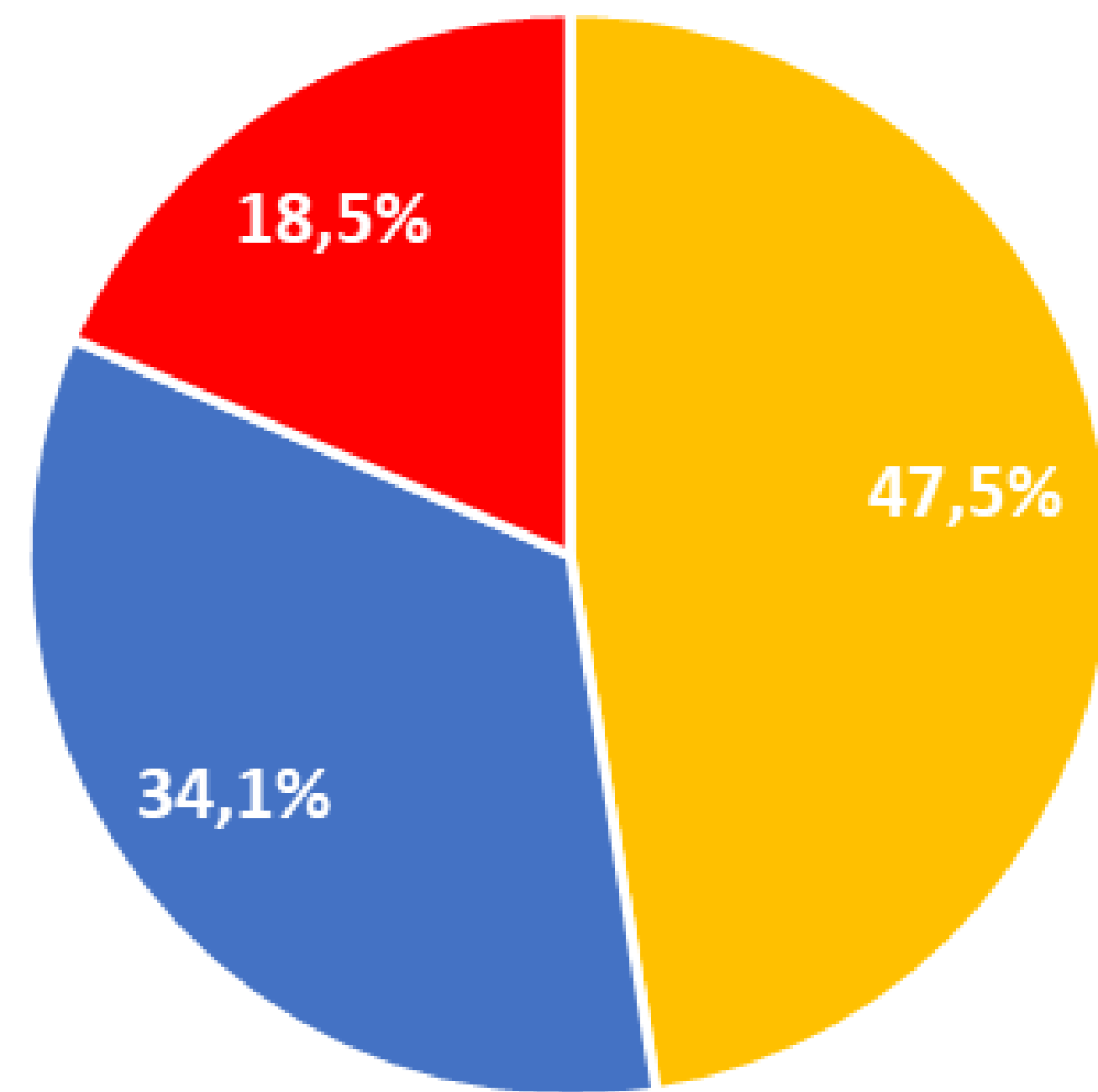
Sales increase of 23% in 2017 and 40% in Q1 2018

Recent performance



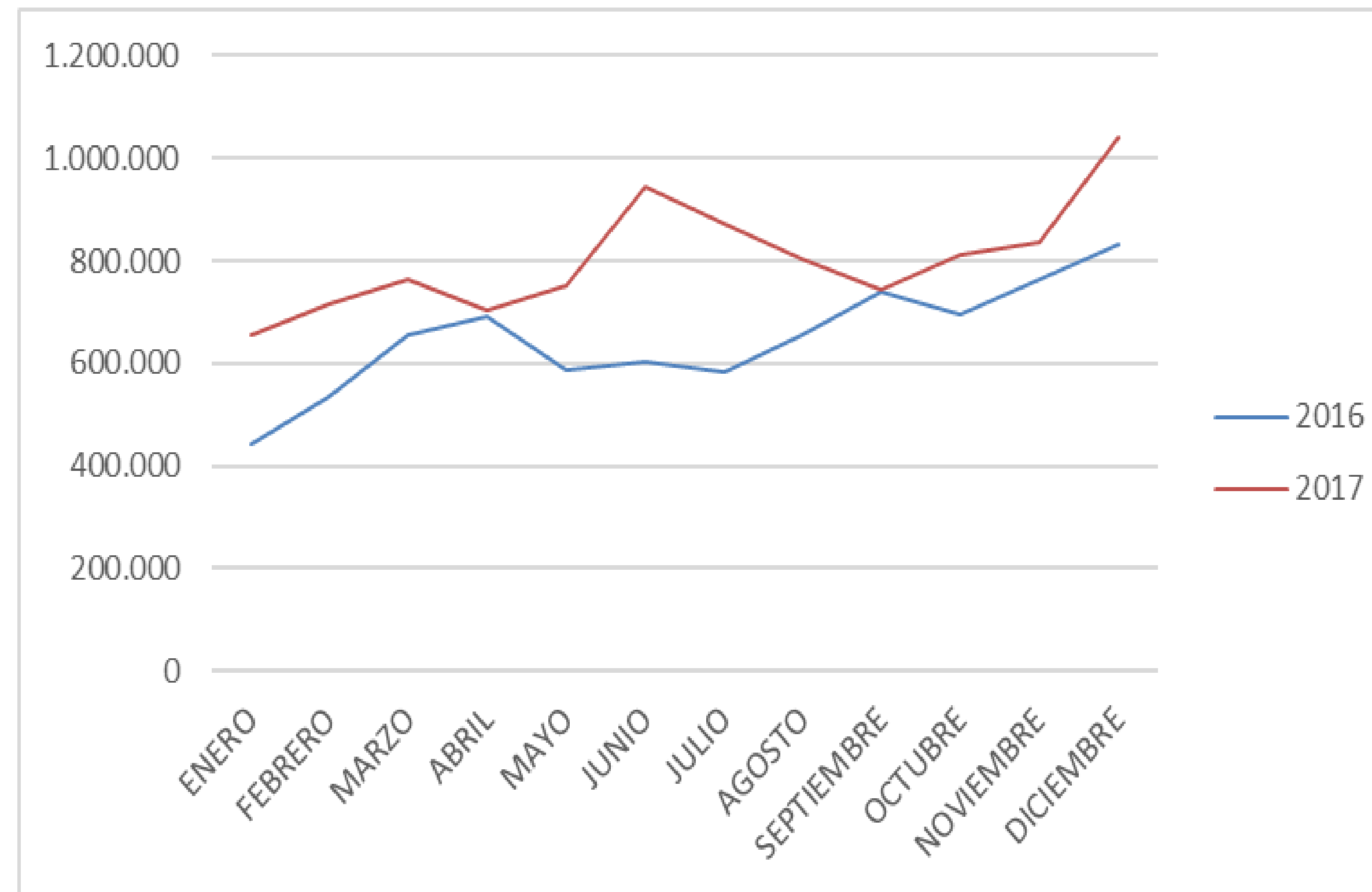
- SaaS services (certified electronic communication+data validation)
- SMS Solution
- ICX-Wholesale Solution

Recent performance



■ Spain ■ Europa ■ Rest of the Wold

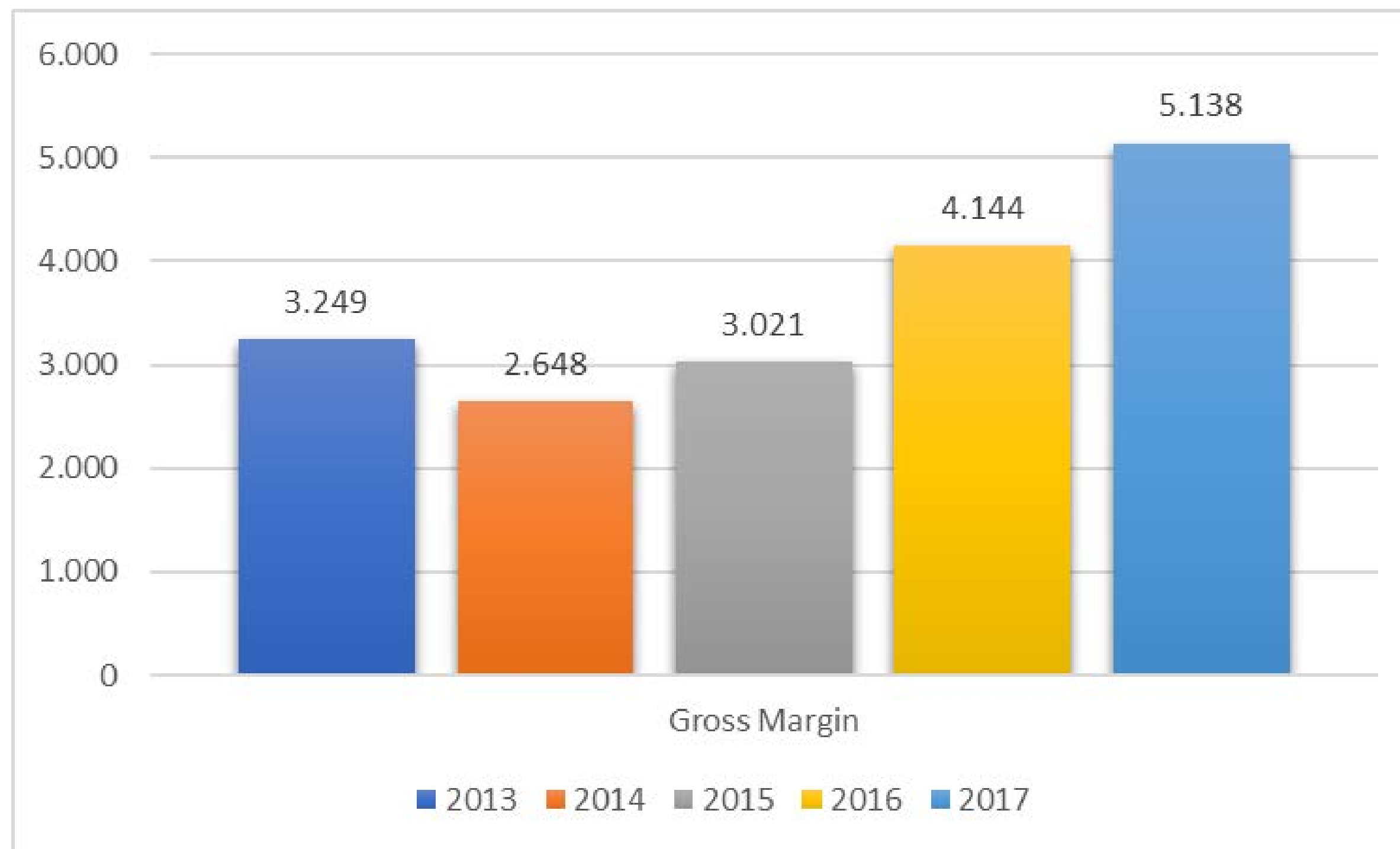
Recent performance



Riding the wave:

Monthly sales in 2017 consistently exceeded those of the same month of 2016 across all areas.
Preliminary sales in the first quarter of 2018 are up 40 % over the same quarter of 2017.

Recent performance

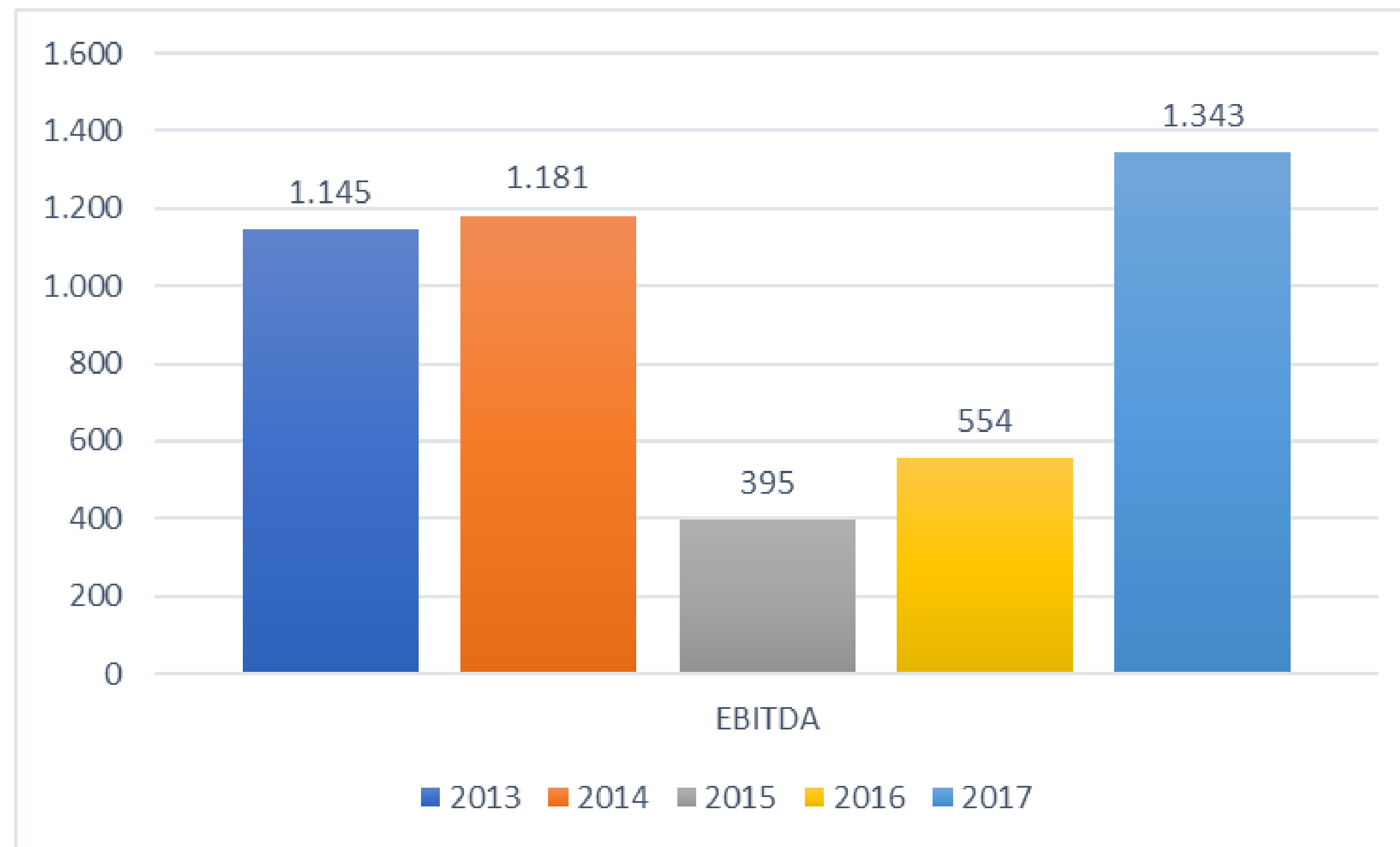


Increase in Gross Margin,
60% derived from:

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

Gross Margin for the first
quarter of 2018: 1,544k€
(+18% respect Q1 2017)

Recent performance



Increase in EBITDA ,
240% since 2015 derived
from:

- High growth of certificates sales
- Optimization of costs

EBITDA for the first quarter of
2018: 390k€ (+48% respect
Q1 2017)

Recent performance

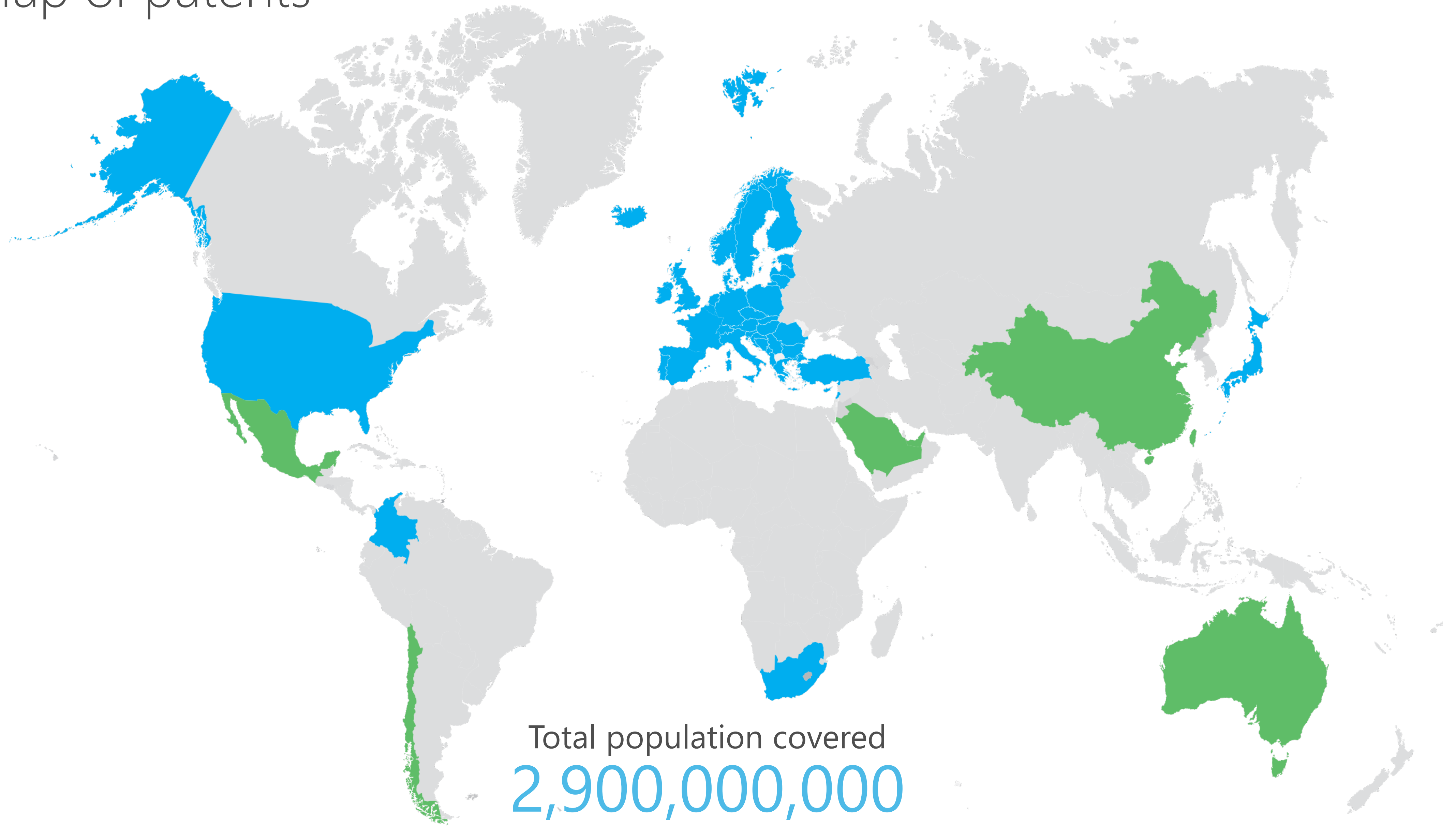
All the developments of the company are patented.
Lleida.net has been granted 70 new patents over the last 2 years.

To highlight:

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



Map of patents



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

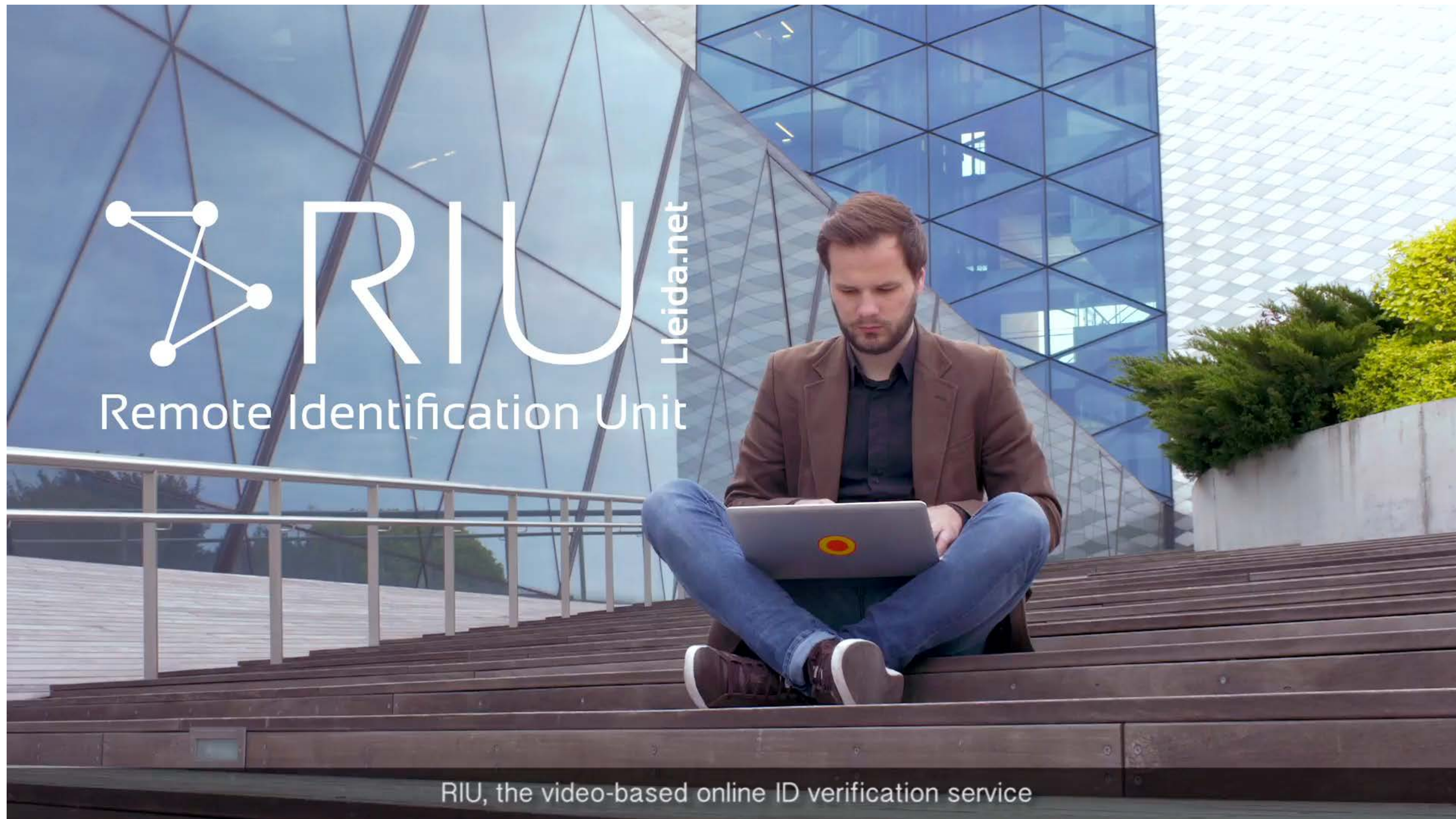


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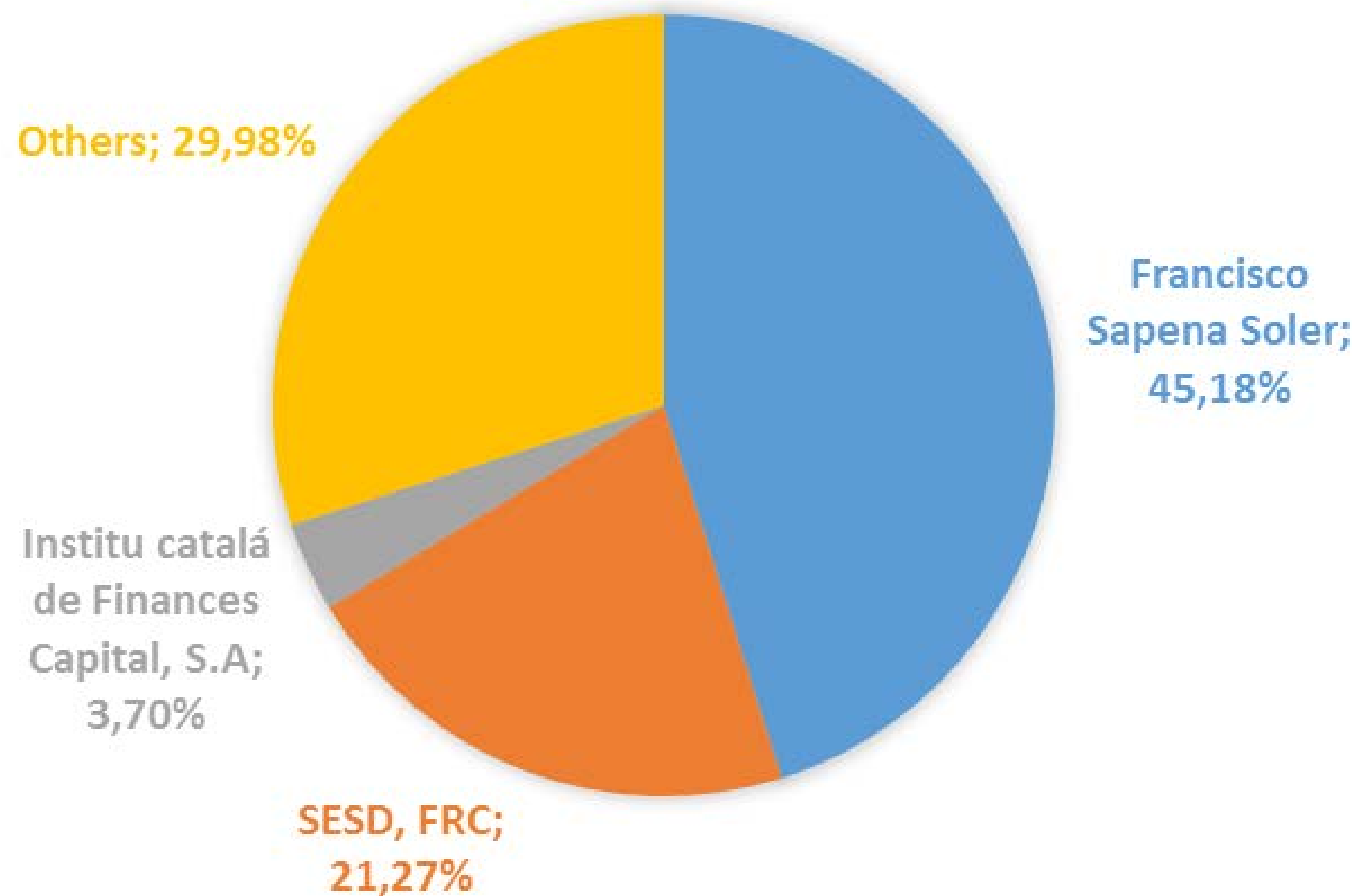
R&D highlighted project launched in 2017



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)





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20 years
turning to digital
business processes



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Santo Domingo · Cape Town · Montevideo · Johannesburg · San José · Lima