



**Lleida.net**

La Primera Operadora Certificadora

EN [https://www.lleida.net/docs/inversores/en/20181005\\_HRelev.pdf](https://www.lleida.net/docs/inversores/en/20181005_HRelev.pdf)

FR [https://www.lleida.net/docs/inversores/fr/20181005\\_HRelev.pdf](https://www.lleida.net/docs/inversores/fr/20181005_HRelev.pdf)

ES [https://www.lleida.net/docs/inversores/es/20181005\\_HRelev.pdf](https://www.lleida.net/docs/inversores/es/20181005_HRelev.pdf)

马德里，2018 年 10 月 5 日

## 公司公告

LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.

**Lleida.net 参与巴黎 European Large & Midcap Event de París。**

根据关于市场滥用的（欧盟 n°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）6/2018 号关于发展中企业承担的信息，特此通知：

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，参加于巴黎举行的 European Large & MidcapEvent 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，并作为其第二次参加该活动。在此附上将在活动中使用的公司介绍的公司公告。

此致，

Francisco Sapena Soler, CEO

马德里，2018 年 10 月 5 日

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LARGE&MIDCAP EVENT

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# **INVESTING IN LLEIDA.NET (BME:LLN)**

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October 2018

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# INVESTING IN LLEIDA.NET (BME:LLN)



Why invest in Lleida.net

Lleida.net's main focus: A \$9bn market

Target: Become a world-class player in the Global eSignature Market

Operational & Financial Performance



# INVESTING CONSIDERATIONS

Lleida.net is a B2B SaaS company providing [digital witnessing in electronic contracts](#), based in Spain with sales in over 160 countries.

[A solid client base](#), a future-driven [R+D strategy](#) and [patent portfolio](#) in all the world's major markets are behind the continued increase in [sales and profits](#) enabling a [strong capital position](#).

Managed by founder and CEO, [Sisco Sapena](#), the person behind 70+ patents across the world.





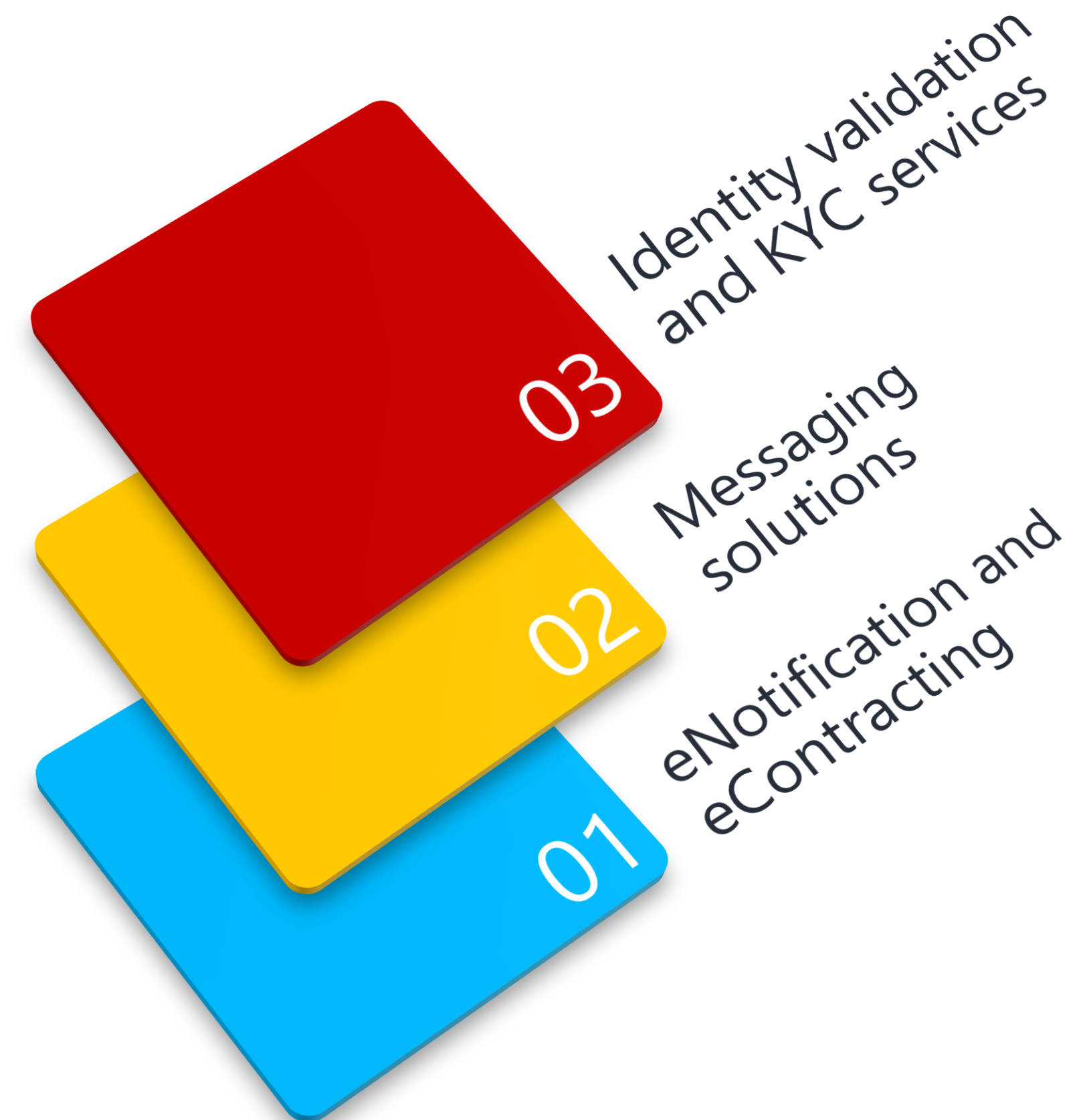
# INVESTING CONSIDERATIONS

Top performer in three lines of business (Identity Validation and KYC Services, eNotification and eContracting, Messaging Solutions) to turn analogical processes into digital ones.

Based in Madrid, Lleida.net has a differentiated product portfolio in certified messaging with 70 patents in the main jurisdictions around the world.

It is a certified telecom operator in Spain, USA, Great Britain, France and Colombia. A powerful and efficient network of over 360 worldwide interconnections.

Significant operating leverage coming from managing increasing volumes of traffic with a relatively low cost base.



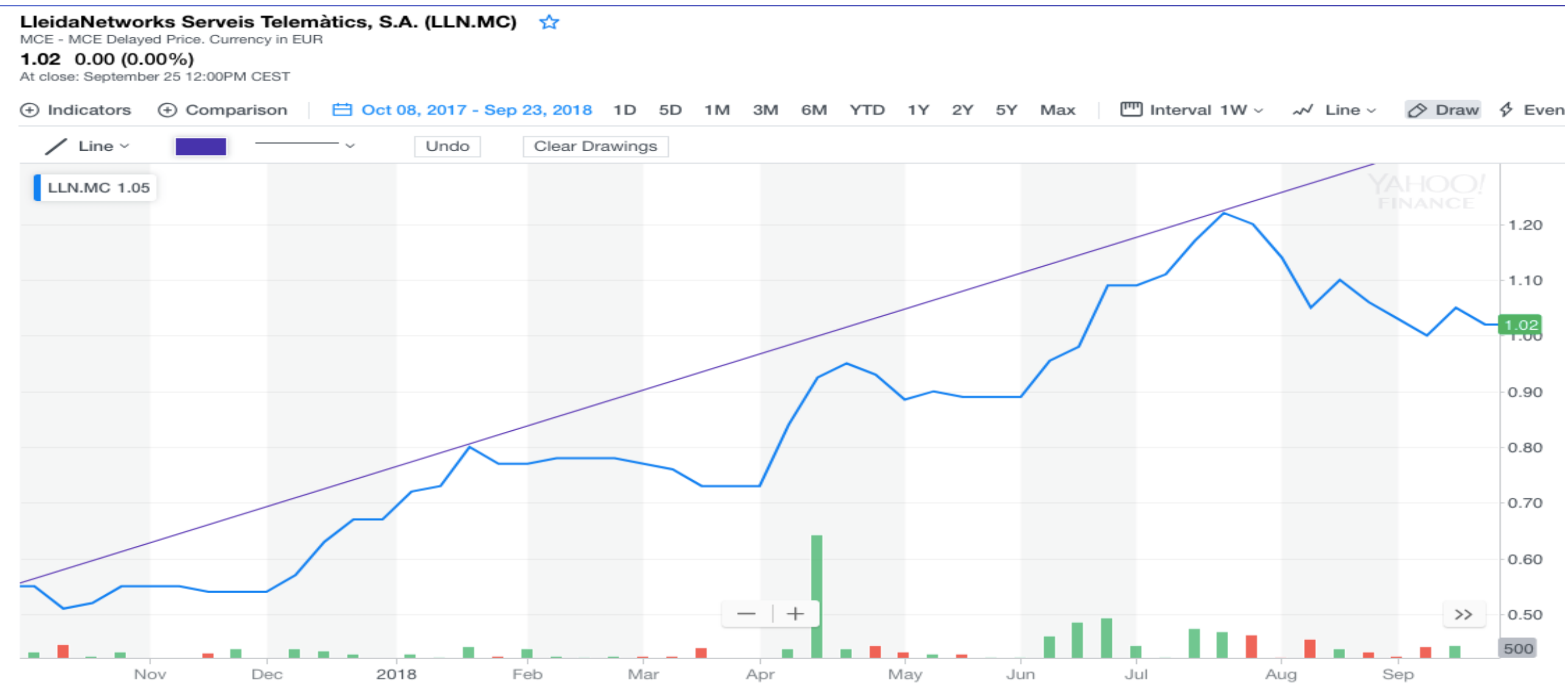
# OUR EDGE

- ✓ Global SaaS Operator
- ✓ Globally Granted Intellectual Property
- ✓ More than 23 years turning to digital business processes
- ✓ Listed on MAB (Spain's Alternative Stock Market)
- ✓ Global footprint operating in 18 countries



# OUR EDGE

- ✓ Listed on MAB in 2015, its stock market performance during 2018 has been remarkable.
- ✓ YTD return on equity is gone up 52,24% since Jan 1, and LLN stocks have recovered 79% since October 1st 2017.
- ✓ According to analysts, LLN stock is still undervalued and will experience price increase in the foreseeable future.
- ✓ Closing Price: 1,02€
- ✓ Market Cap: €16,37m



# INVESTING IN LLEIDA.NET (BME:LLN)

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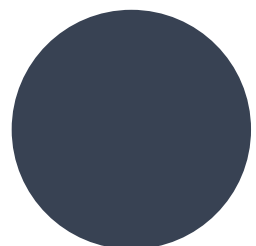


**INVESTING IN LLEIDA.NET MEANS INVESTING IN  
THE GLOBAL e-Signature MARKET, A MARKET THAT  
WILL BE WORTH \$9B IN 2023.**

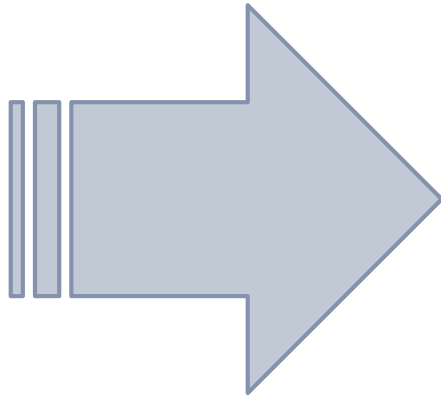


# Market Growth Potential

\$1.5 billion



**2017**



**x6**  
in 5 years



**2023**

\*GLOBAL E - SIGNATURE MARKET SIZE, SHARE, DEVELOPMENT, GROWTH AND DEMAND FORECAST TO 2023 - P&S Research

# Market Overview

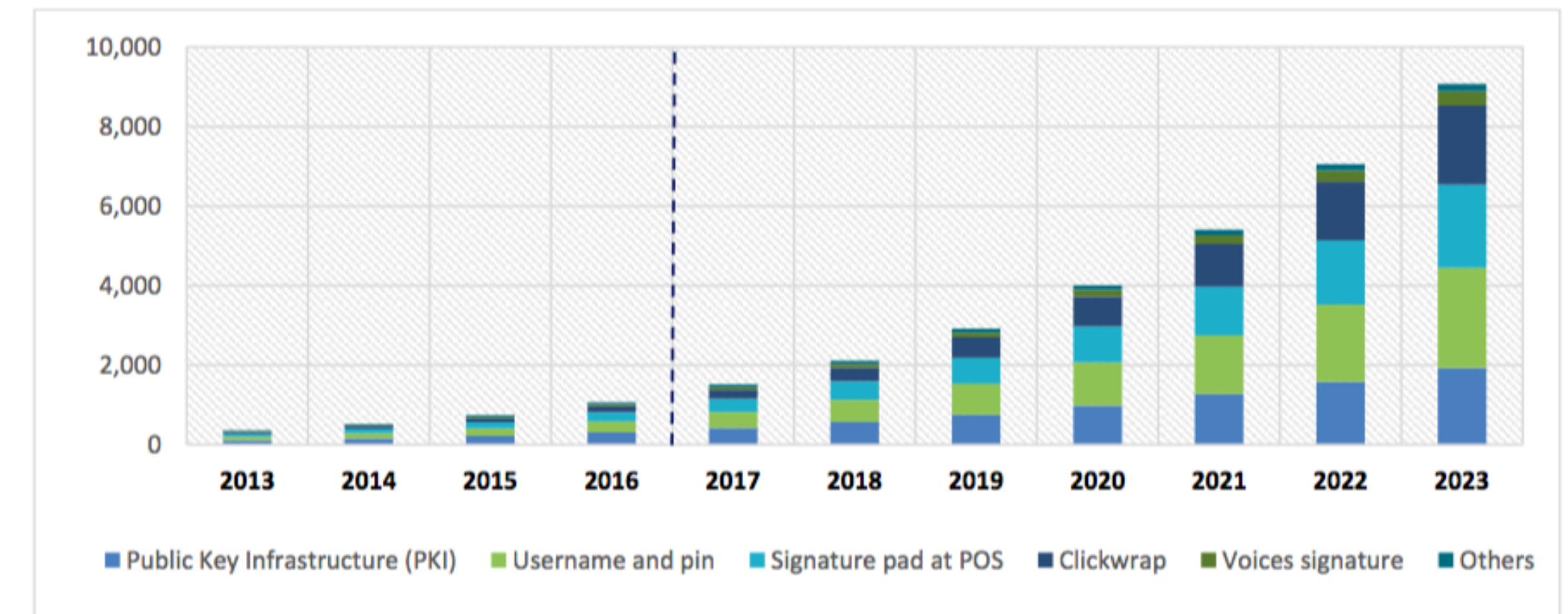
- ✓ There are over 75 countries globally that recognise the legal validity of eSignatures.
- ✓ North America will remain the largest market throughout the forecast period.
- ✓ The region is expected to generate 33% of the global revenue. Lleida.net has **four** patents in the country: Registered SMS, Registered Email, Registered Contracts, Registered Delivery.
- ✓ Legislative support to the eSignature technology is a growth driver taking place in all major markets.
- ✓ Growing security concern, rising government support coupled with rising adoption of advance technology in the developing countries, such as India, China, and Brazil, is expected to boost the demand of eSignature market in the period 2018-2023.

# Market Overview

From 2020, three market drivers will boost the digital signature business, where Lleida.net is strong and global:

1. Increasing demand for security, workflow efficiency and supply chain enhancement in corporates
2. Legislative support to the e - signature technology
3. Increasing online documentation processes

FIG 12 GLOBAL E-SIGNATURE MARKET, BY TYPE, \$M (2013 - 2023)



Source: News Journals, Company Websites, Annual Reports, Expert Interviews and P&S Market Research Analysis



# An Immediate Future for Lleida.net



Signature in electronic form is a natural development of the Internet.

It speeds up documentation processes and makes them secure.

eSignature is a growing niche in the United States, Europe, the Middle East and Latin America, and Lleida.net is putting all its efforts to be a leading provider of eSignature related Products and SaaS in all major markets.



**IN 2018, WE INVESTED OVER 1 MILLION EUROS IN  
CONSOLIDATING OUR LEADING POSITION**

# INVESTING IN LLEIDA.NET (BME:LLN)



Why invest in Lleida.net

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Target: Become a world-class player in the Global eSignature Market

Operational & Financial Performance

# Strategy: Becoming a world-class leader in the Global eSignature Market

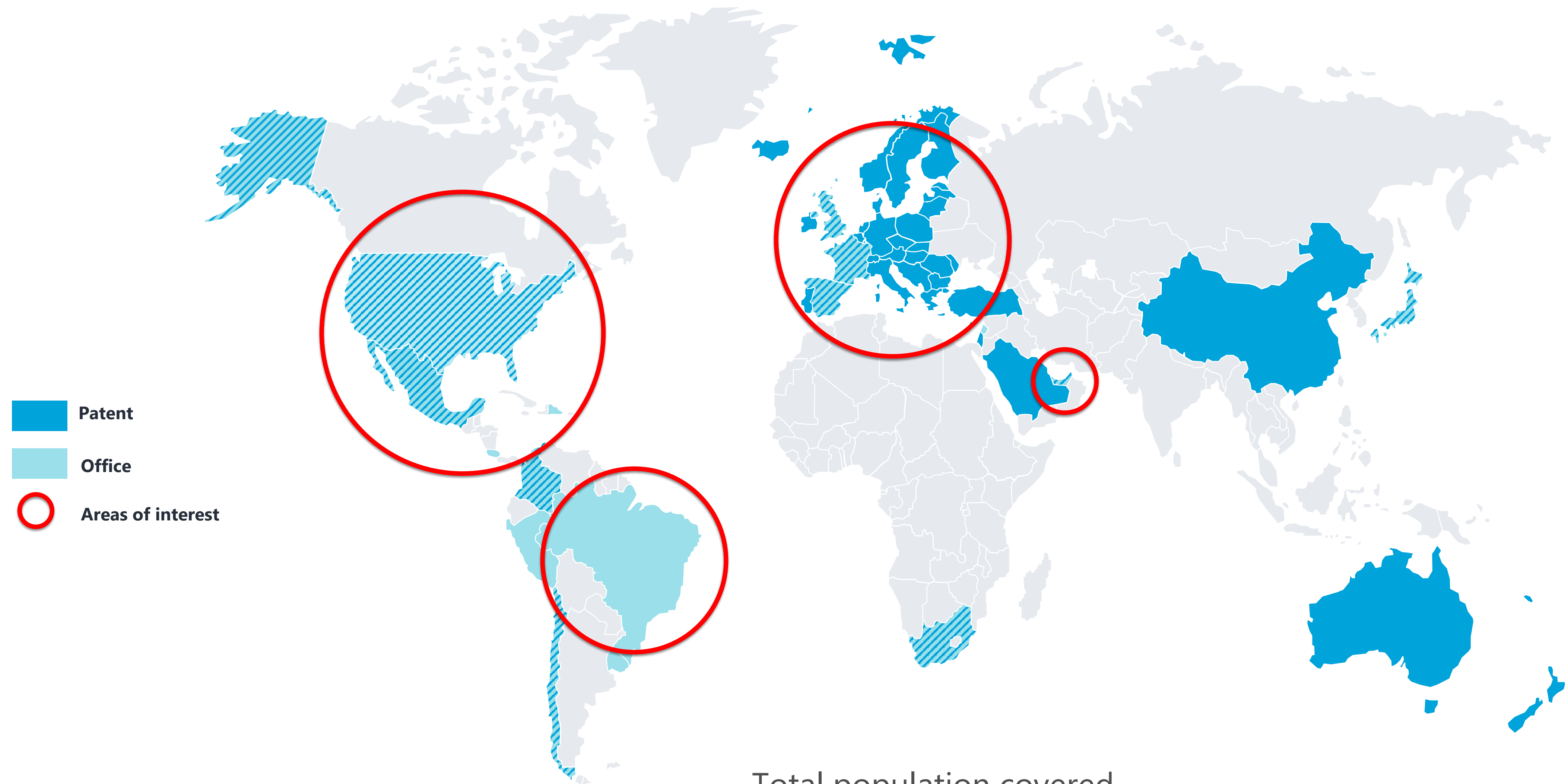


We aim to gain market share by being ready for the eSignature revolution and being proactive,

- ✓ We are already operating in those markets that will grow in the next five years. LLEIDA.NET has offices in Madrid, Lleida, London, Miami and Bogota and subsidiaries in the United States, Latin America, India and Europe, plus country managers in Europe, Latin America, Africa and Asia including Japan).
- ✓ Lleida.net owns over 70 Intellectual Property patents covering the whole eSignature process.
- ✓ Lleida.net pioneer's position and strongly-focused R+D strategy will be key in developing new markets and creating new technologies.

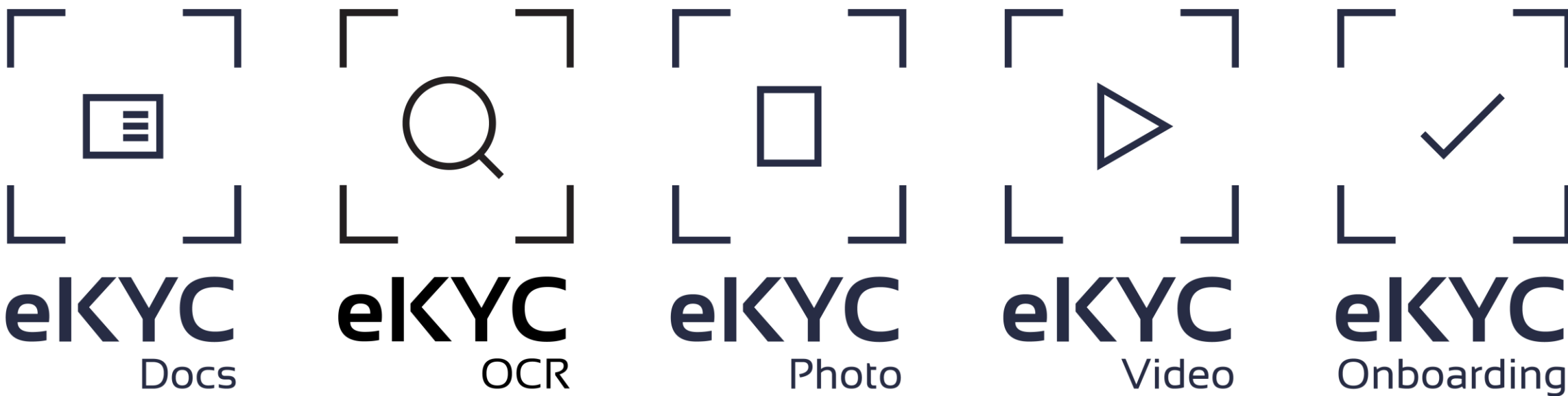


# Our Patents and Offices cover most of the World



Total population covered  
2,900,000,000

# R&D highlighted project launched in 2017





# R&D highlighted project launched in 2018



**CLICK & Sign** 



**LLEIDA.NET IS “RIDING” THE eSIGNATURE WAVE, AND EXPECTS AN ANNUAL TURNOVER OF MORE THAN €30M IN 2023, BEING GRANTED A WHOLE NEW SET OF PATENTS ALL OVER THE WORLD AND WORKS ON WINNING NEW INTERNATIONAL CONTRACTS IN ORDER TO OCCUPY A DETERMINING POSITION IN FIVE YEARS.**





# INVESTING IN LLEIDA.NET (BME:LLN)

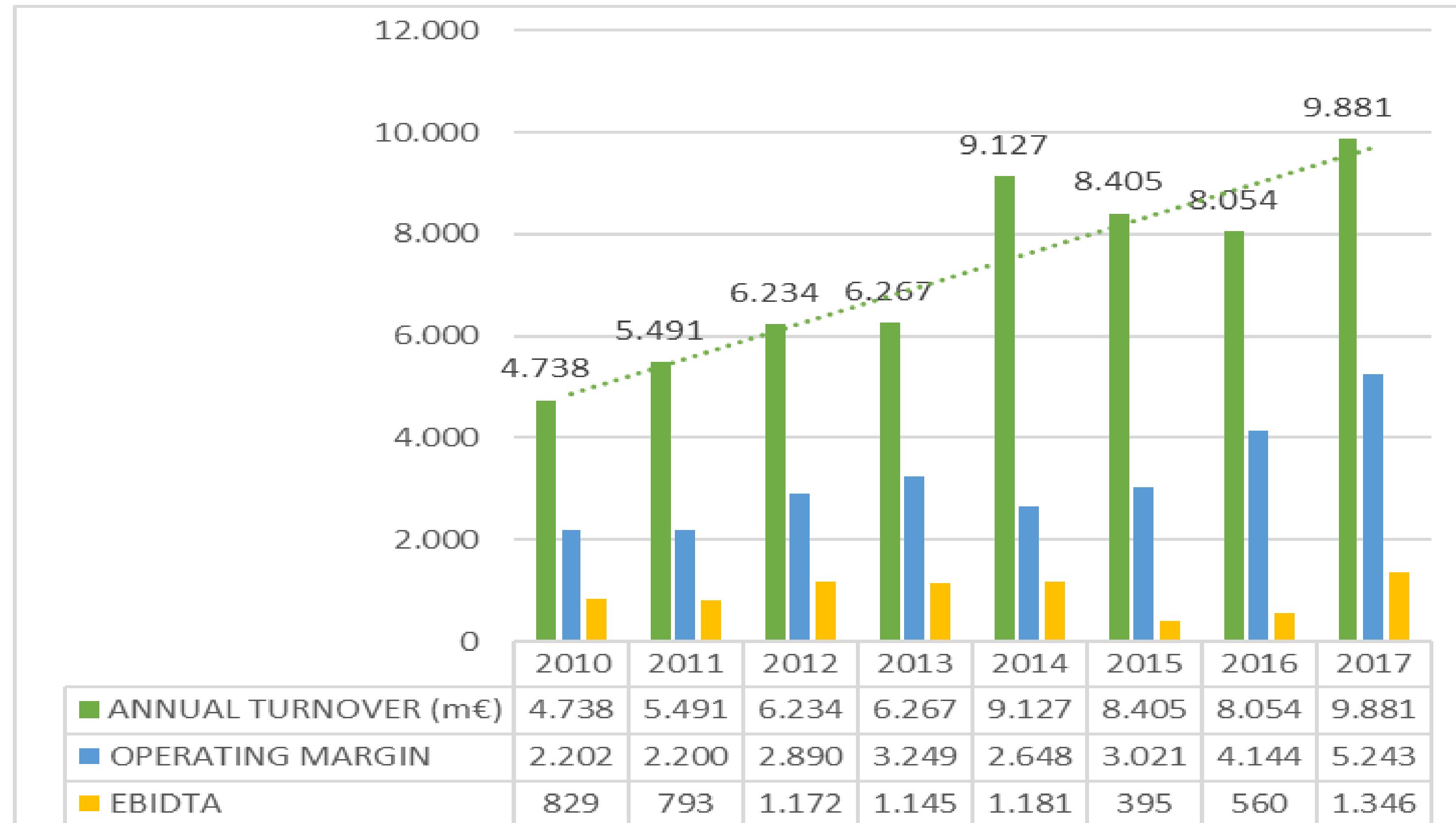
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# Solid annual turnover (thousand €)

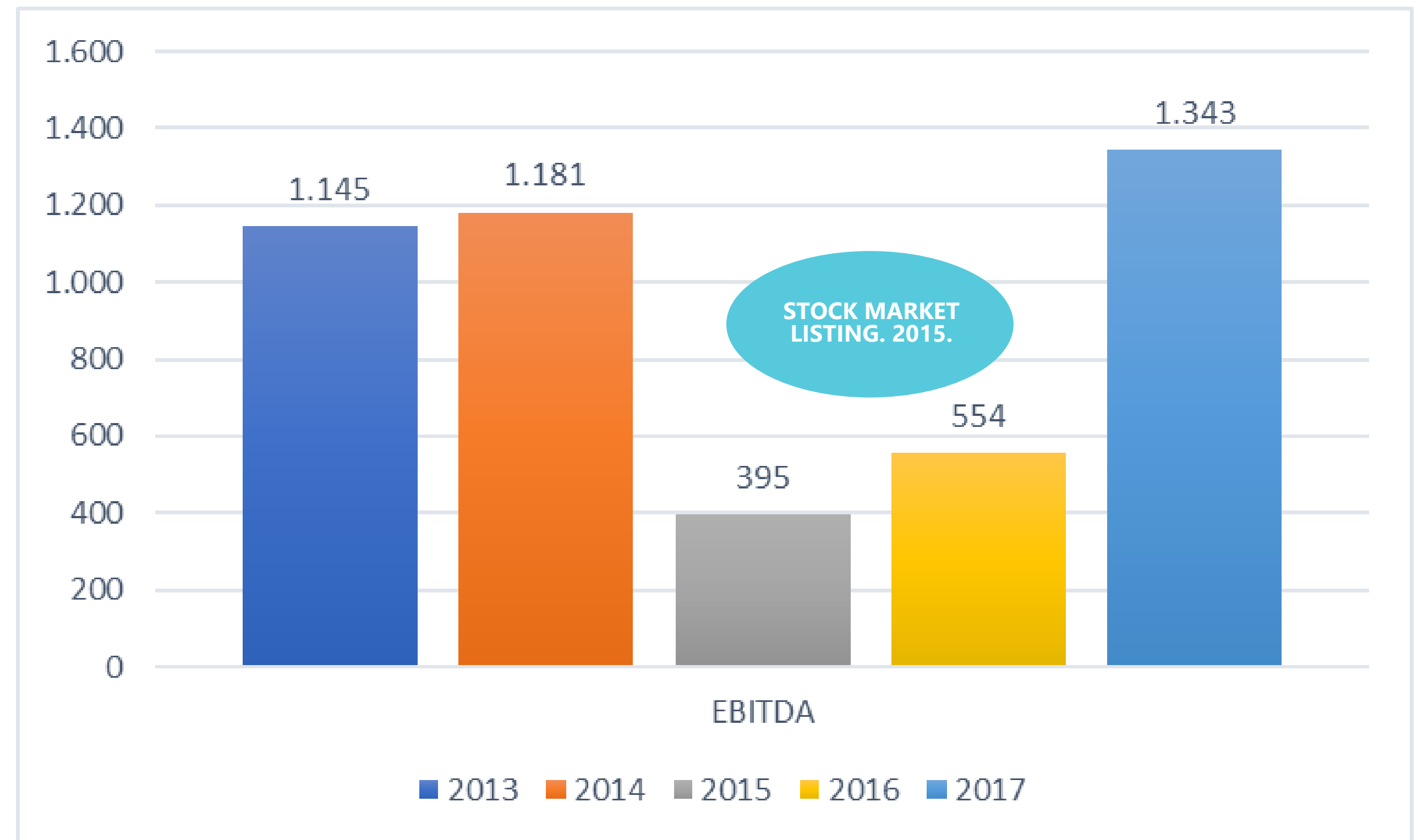


Consistent Sales throughout the past five years  
Preliminary half year sales exceed up to 34 % those of the same period 2017

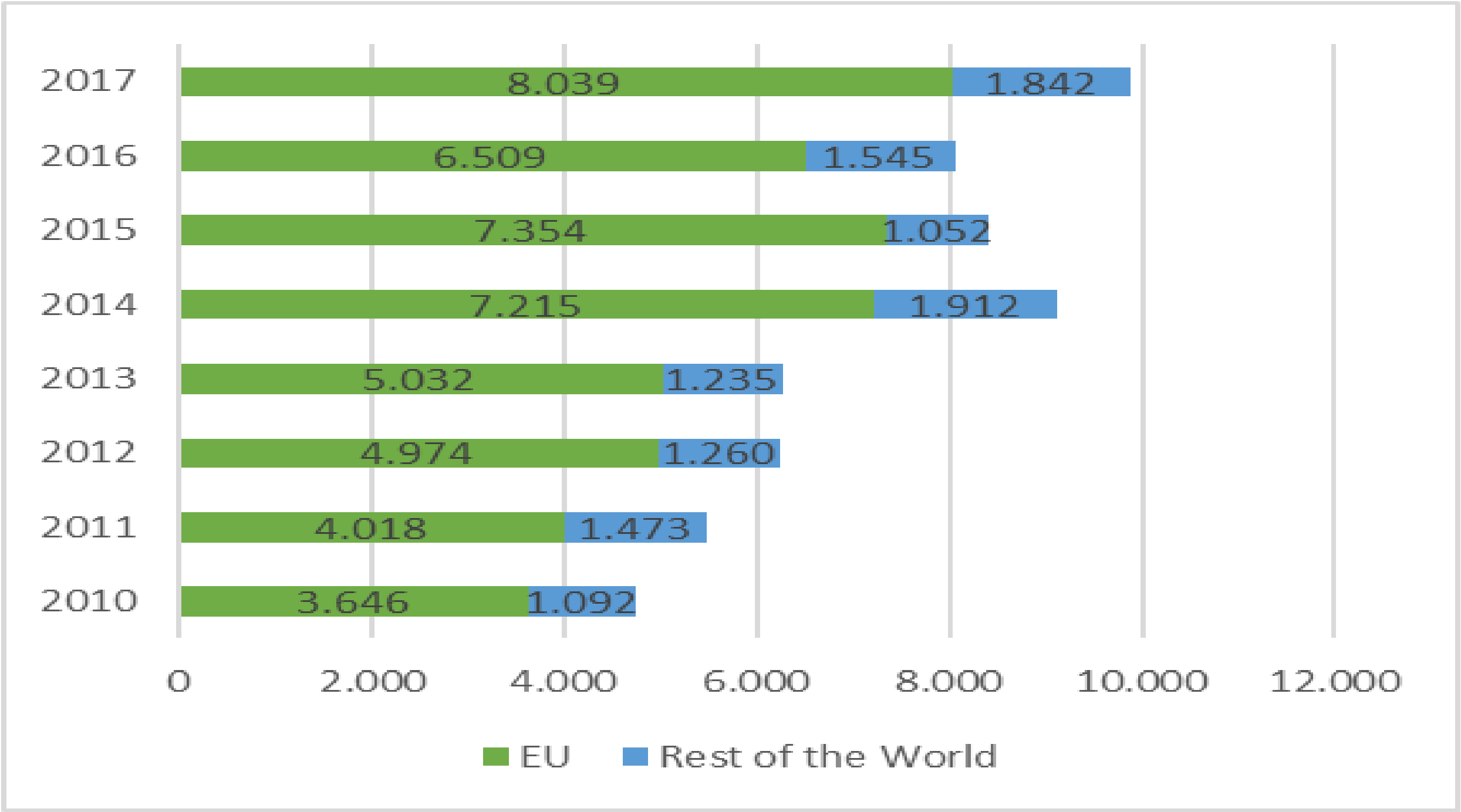
# Solid annual turnover (thousand €)

Increase in EBITDA, 240% since 2015 derived from:

- ✓ High growth in the certificated communication sales
- ✓ Cost optimization



# Increasing sales Europe and worldwide

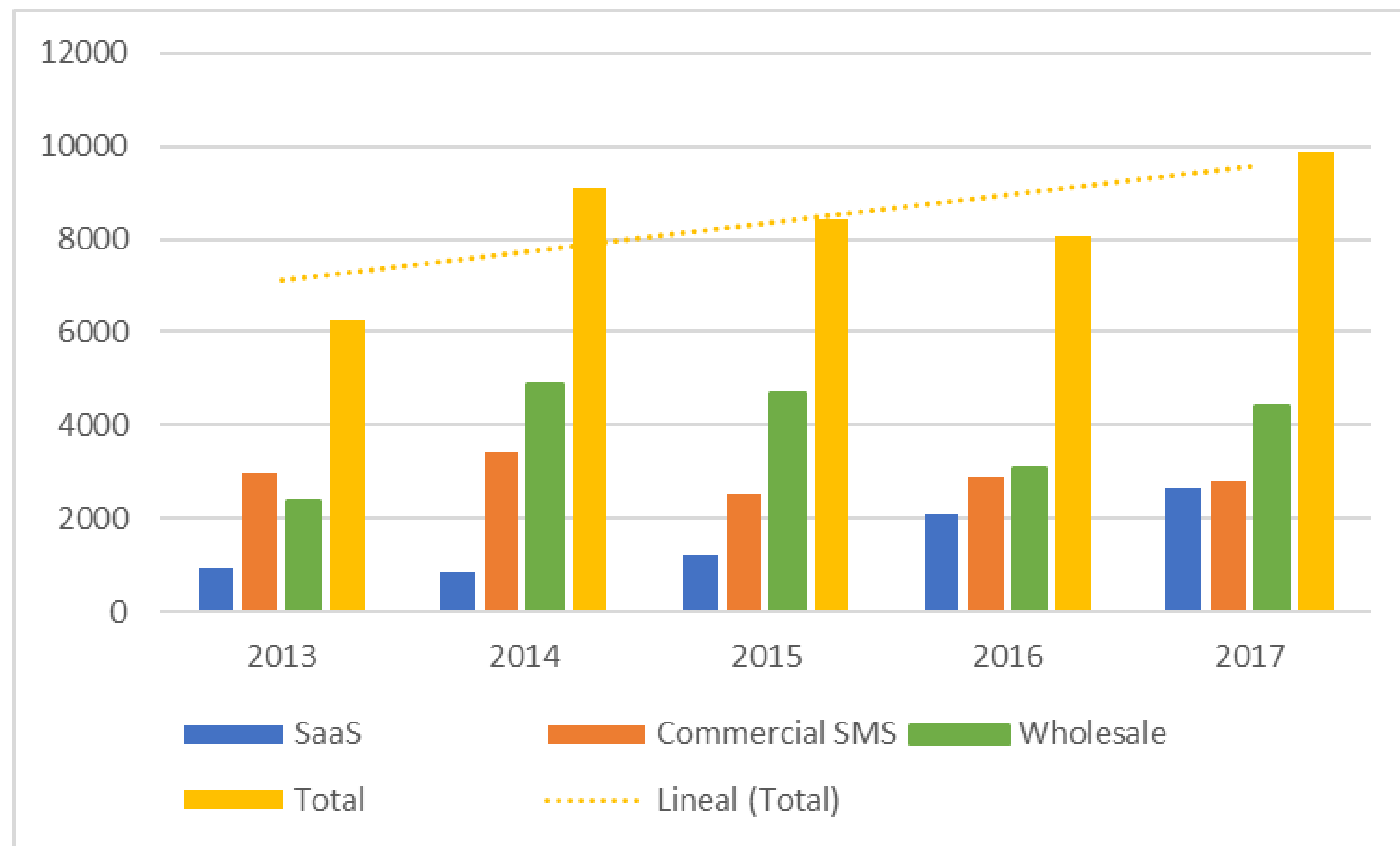


(thousand €)	2010	2011	2012	2013	2014	2015	2016	2017
Eu	3646	4018	4974	5032	7215	7354	6509	8039
Rest of the world	1092	1473	1260	1235	1912	1052	1545	1842
Total SALES	4738	5491	6234	6.266	9.127	8.406	8.054	9.881

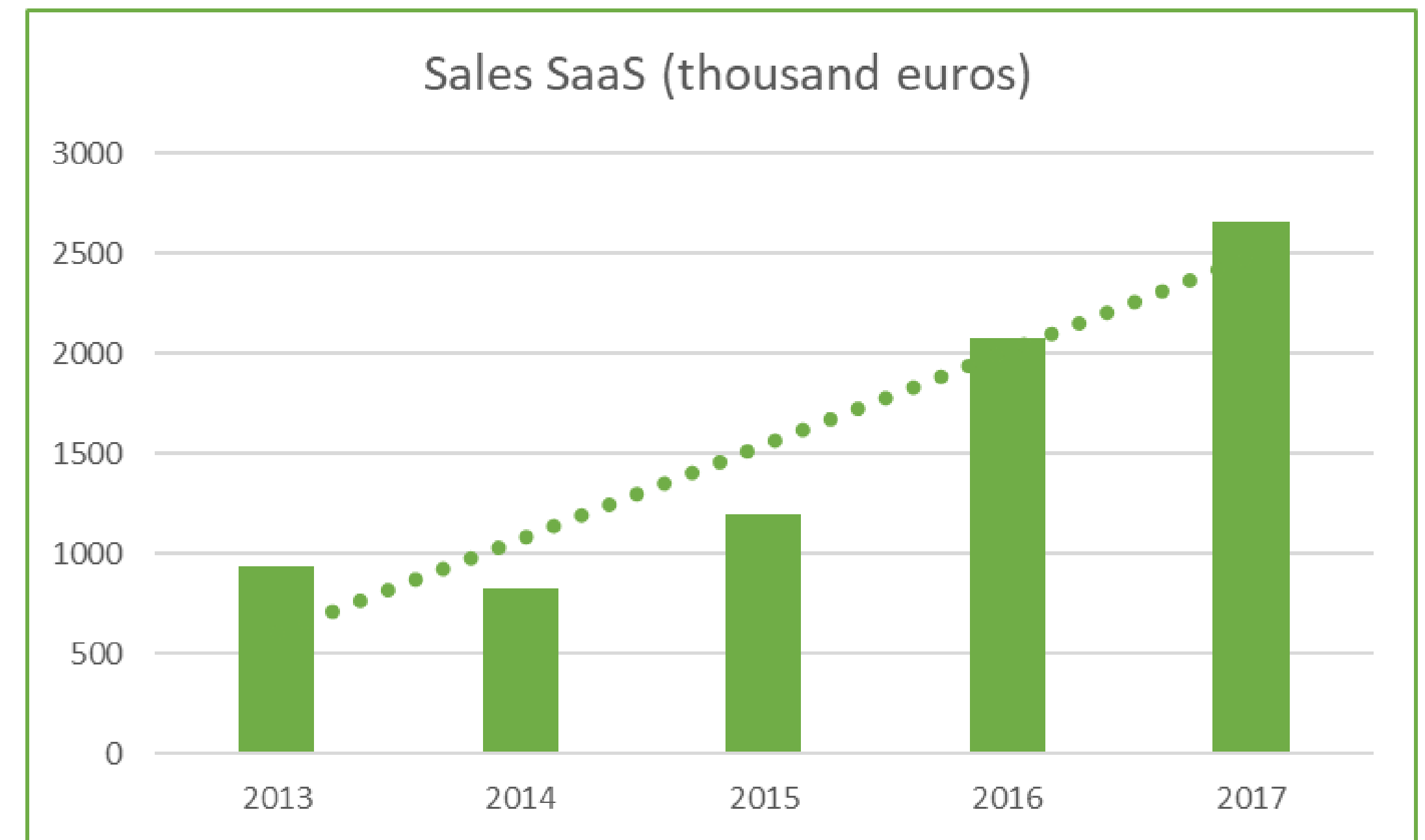


# Growth in all product lines

Sales by product line (thousand €)

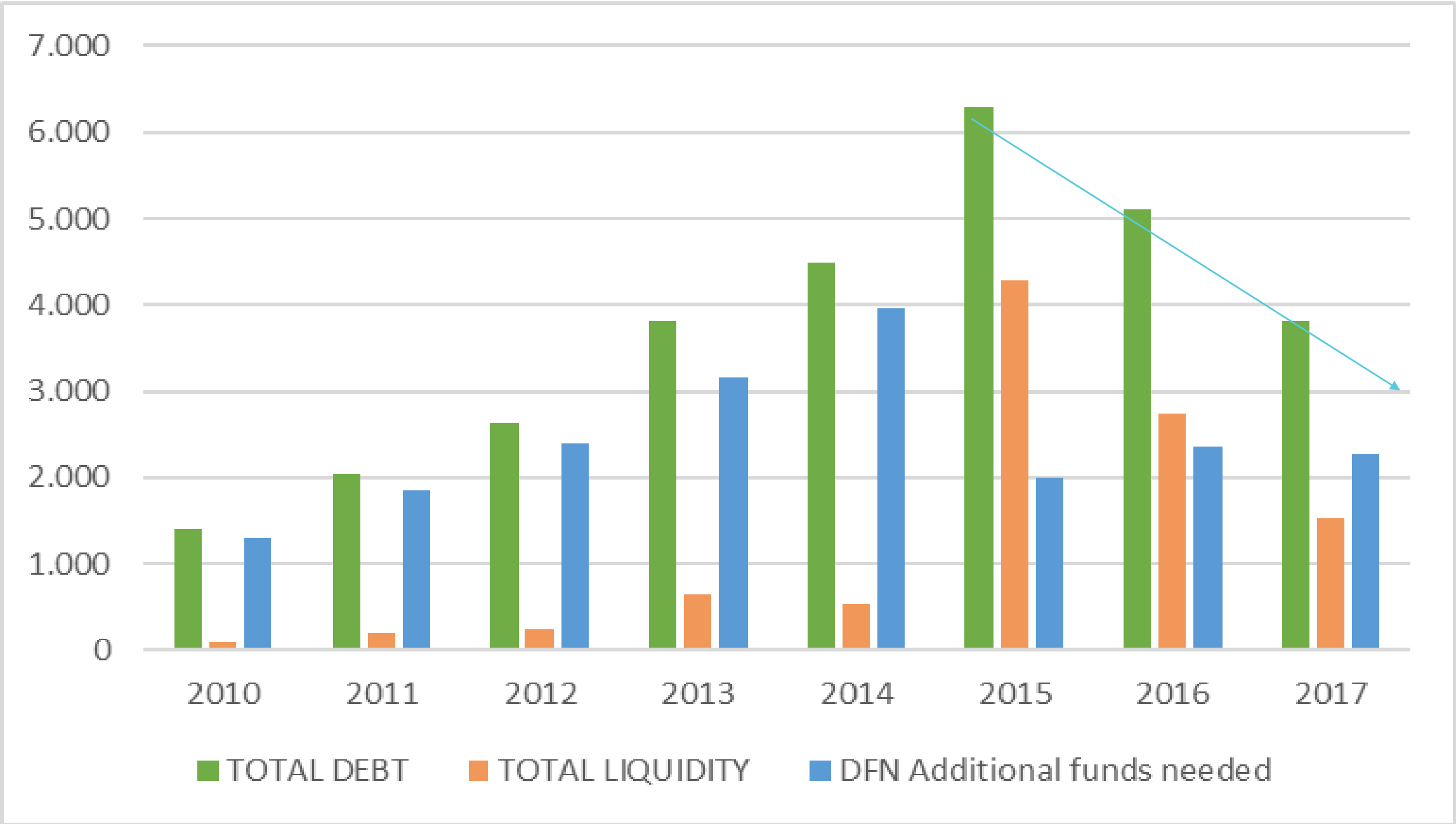


Increasing SaaS sales



Sales by Product (thousand€)	2013	2014	2015	2016	2017
SaaS	937	828	1.201	2.079	2.660
Commercial SMS	2.969	3.401	2512	2.891	2.827
Wholesale	2.361	4.898	4.692	3.084	4.394
Total	6.267	9.127	8.405	8.054	9.881

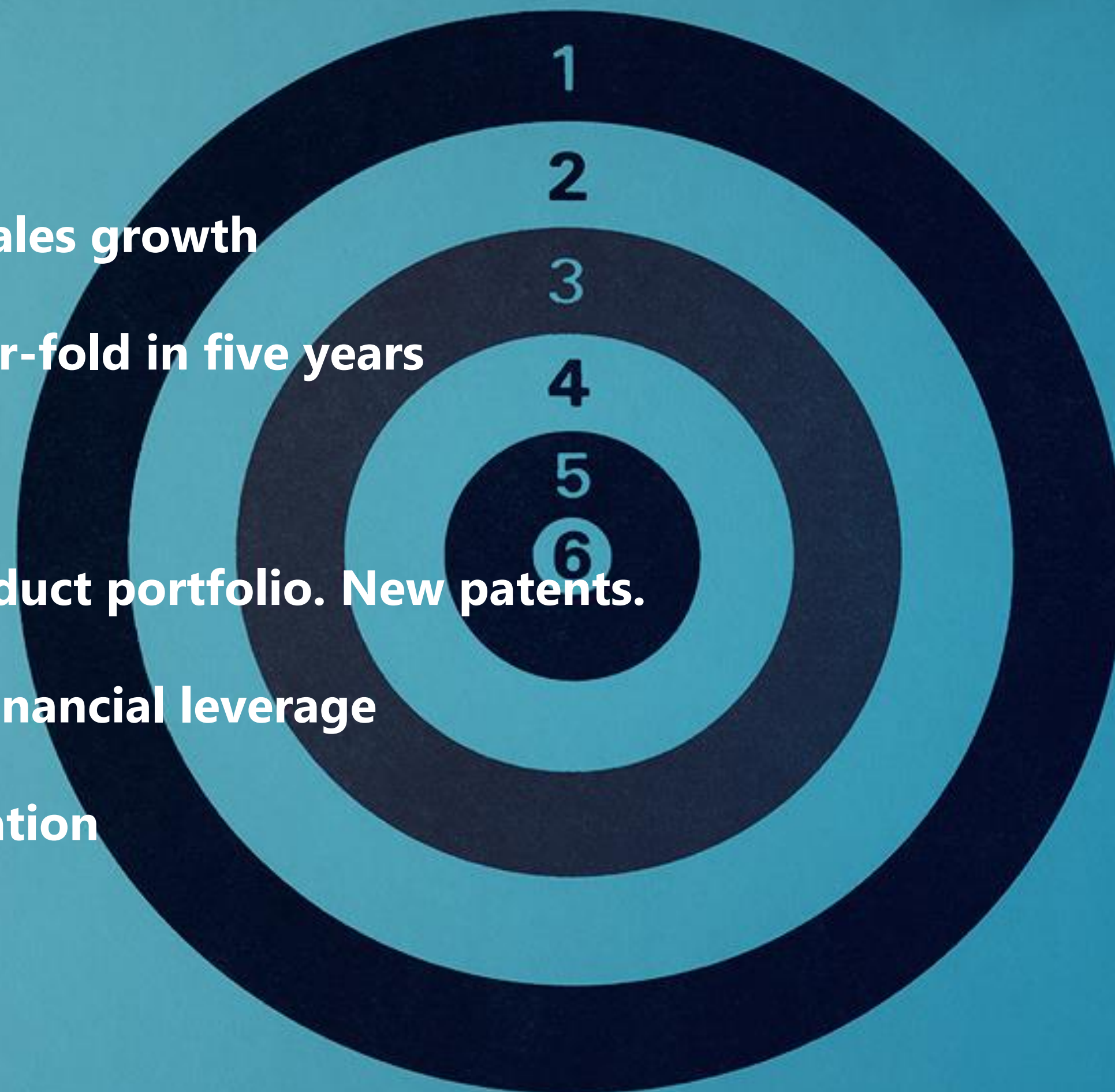
# Constantly declining debt



	2010	2011	2012	2013	2014	2015	2016	2017
Long term financial debt.	745	1032	1172	1526	2464	2516	1923	1071
Short term financial debt.	654	1000	1470	2279	2034	3770	3185	2753
<b>Total debt</b>	<b>1399</b>	<b>2032</b>	<b>2642</b>	<b>3805</b>	<b>4498</b>	<b>6286</b>	<b>5108</b>	<b>3824</b>
Cash flow	72	75	50	254	141	4033	1494	530
IFT/FTT	33	115	203	400	400	250	1253	1012
<b>Total liquidity</b>	<b>105</b>	<b>190</b>	<b>253</b>	<b>654</b>	<b>541</b>	<b>4283</b>	<b>2747</b>	<b>1542</b>
<b>DFN Additional funds needed</b>	<b>1294</b>	<b>1842</b>	<b>2389</b>	<b>3151</b>	<b>3957</b>	<b>2003</b>	<b>2361</b>	<b>2282</b>

# 2018 GOALS

- **Maintain high double digit sales growth**
- **Increase annual turnover four-fold in five years**
- **Increase internationalization**
- **Maintain state of the art product portfolio. New patents.**
- **Sustained margins and low financial leverage**
- **Increase positive cash generation**





## Notes and forward - looking statements

This document contains statements related to our future business and financial performance and future events or developments involving Lleida.net that may constitute forward - looking statements. These statements may be identified by words such as “expect,” “look forward to,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “estimate,” “will,” “project” or words of similar meaning. We may also make forward - looking statements in other reports, in presentations, in material delivered to shareholders and in press releases. In addition, our representatives may from time to time make oral forward - looking statements. Such statements are based on the current expectations and certain assumptions of Lleida.net’s management, of which many are beyond Lleida.net’ control. These are subject to a number of risks, uncertainties and factors, including, but not limited to those described in disclosures, in particular in the chapter Risks in t he Annual Report. Should one or more of these risks or uncertainties materialize, or should underlying expectations not occur or assumptions prove incorrect, actual results, performance or achievements of Lleida.net may (negatively or positively) vary materially from those described explicitly or implicitly in the relevant forward - looking statement. Lleida.net neither intends, nor assumes any obligation, to update or revise these forward - looking statements in light of developments which differ from those anticipated.

This document includes – in the applicable financial reporting framework not clearly defined – supplemental financial measures t hat are or may be alternative performance measures (non - GAAP - measures). These supplemental financial measures should not be viewed in isolation or as alternatives to measures of Lleida.net’ net assets and financial positions or results of operations as presented in accordance with the applicable financial reporting framework in its Consolidated Financial Statements. Other companies that report or describe similarly titled alternative performance measures may calculate them differently.

Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.



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



20 years  
turning to digital  
business processes



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