



Lleida.net

La Primera Operadora Certificadora

EN https://www.lleida.net/docs/inversores/en/20190211_HRelev.pdf

FR https://www.lleida.net/docs/inversores/fr/20190211_HRelev.pdf

ES https://www.lleida.net/docs/inversores/es/20190211_HRelev.pdf

马德里，2019年2月11日

公司公告

LLEIDANETWORKS SERVEIS TELEMÀTICS, S. A.

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）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 Frankfurt European Midcap Event 事件，此次活动是在欧洲举行对于技术投资者和中小型资本公司相当重要的活动之一。

此活动将于2月12日举行。在此附上将在活动中使用的公司介绍的公司公告。

我们将为您提供所有您所需的信息，此致：

Francisco Sapena Soler, CEO

马德里，2019年2月11日

FRANKFURT EUROPEAN MIDCAP EVENT

INVESTING IN LLEIDA.NET (BME:LLN) (ALLN)

Febreruary 12th 2019

INVESTING IN LLEIDA.NET (BME:LLN) (ALLLN)



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.



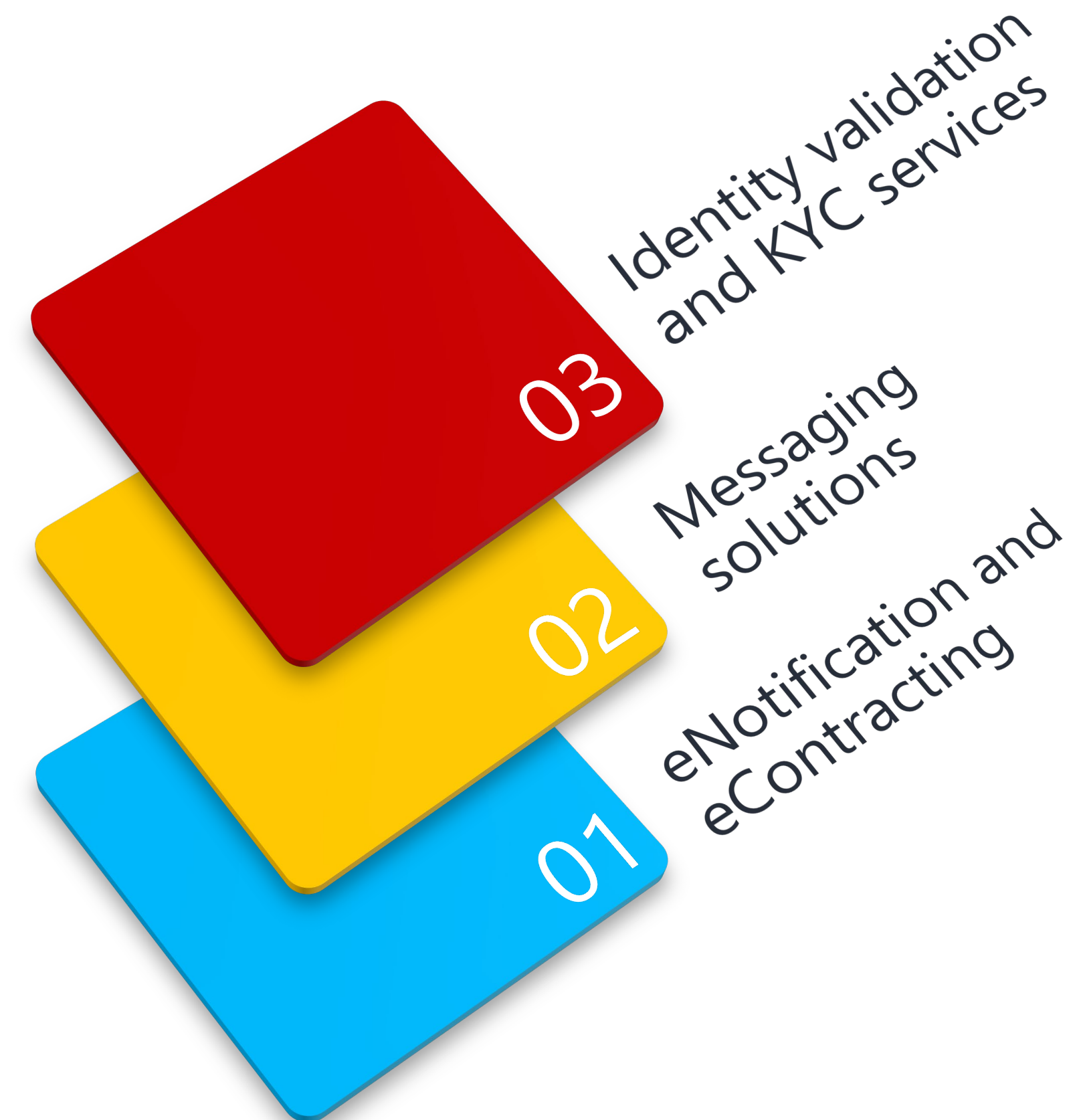
INVESTING CONSIDERATIONS

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
- ✓ Global footprint operating in 18 countries



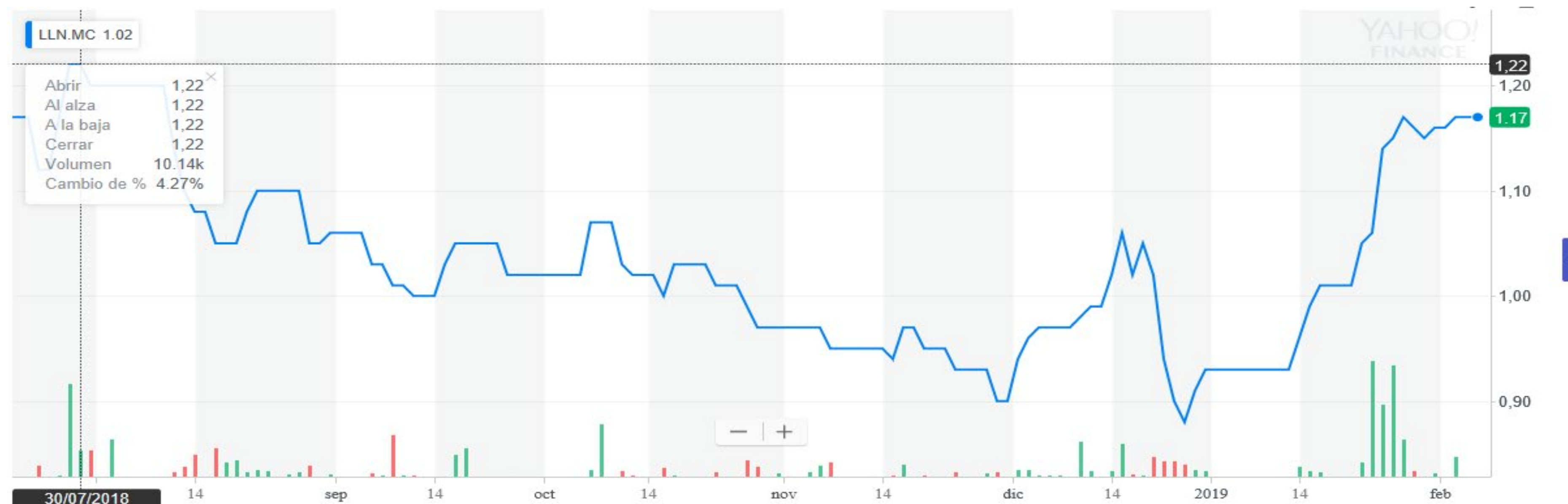
The only dual listed company on MAB and Euronext

Following its internationalization strategy, Lleida.net is currently the only dual listed company on Equity Alternative Market (MAB) and on Euronext Growth in Paris.



OUR EDGE

- ✓ Listed on MAB in 2015, its stock market performance during 2018 has been remarkable.
- ✓ Listed on Euronext Growth since December 2018
- ✓ YTD return on equity is gone up 26% since Jan 1 in MAB
- ✓ According to analysts, LLN stock is still undervalued and will experience price increase in the foreseeable future.
- ✓ Closing Price: 1,17€ in MAB and 1,21€ in Euronext
- ✓ Market Cap: €19M€



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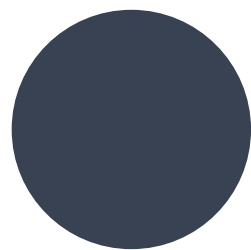
Operational & Financial Performance



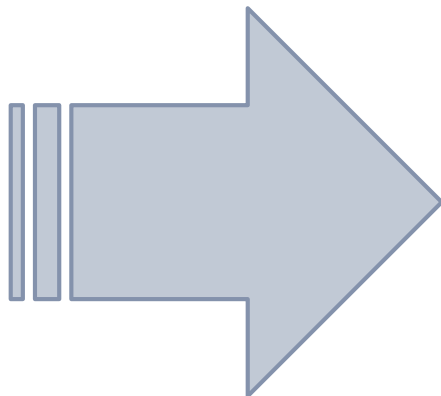
**INVESTING IN LLEIDA.NET MEANS INVESTING IN
THE GLOBAL e-Signature MARKET, A MARKET THAT
WILL BE WORTH \$9B IN 2023.**

Market Growth Potential

\$1.5 billion



2017



x6
in 5 years

\$9.1 billion

2023

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

Market Overview

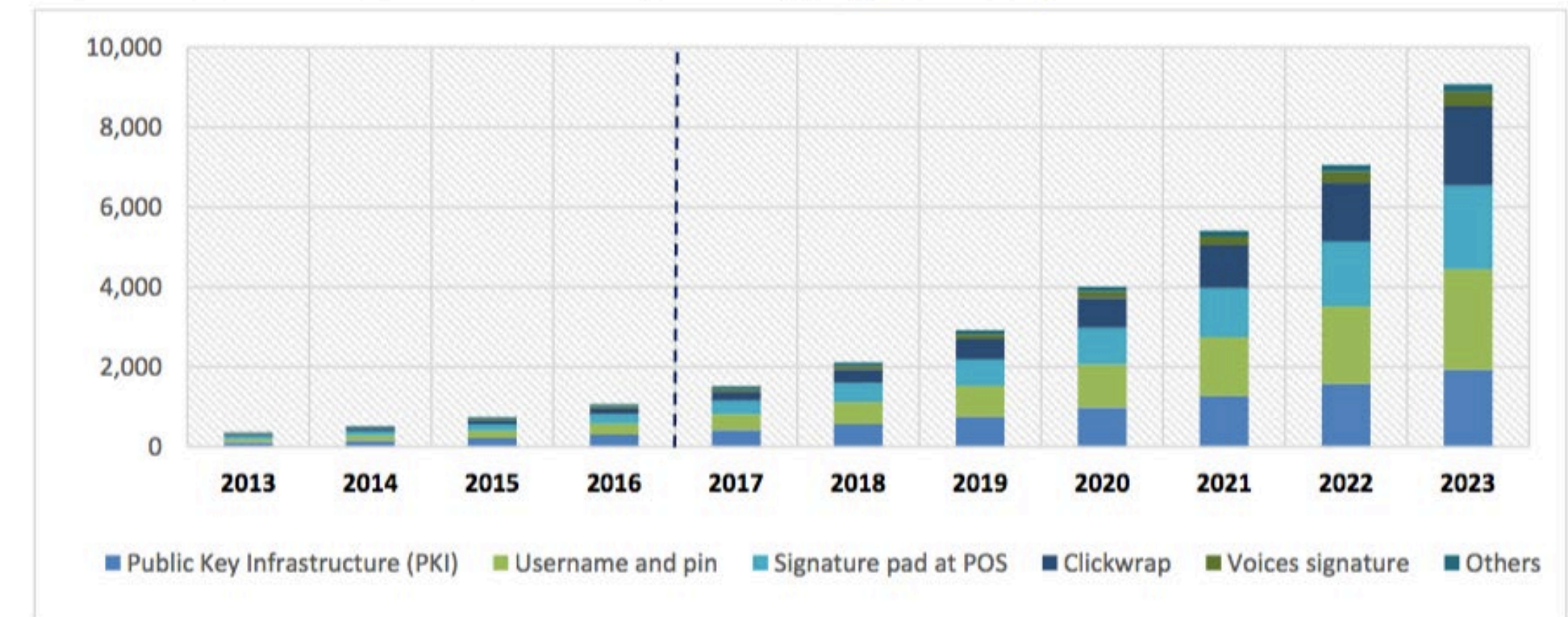
- ✓ There are over 75 countries globally that recognise the legal validity of eSignatures.
- ✓ North America will remain the largest market throughout the forecast period.
- ✓ The region is expected to generate 33% of the global revenue. Lleida.net has **four** patents in the country: Registered SMS, 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**

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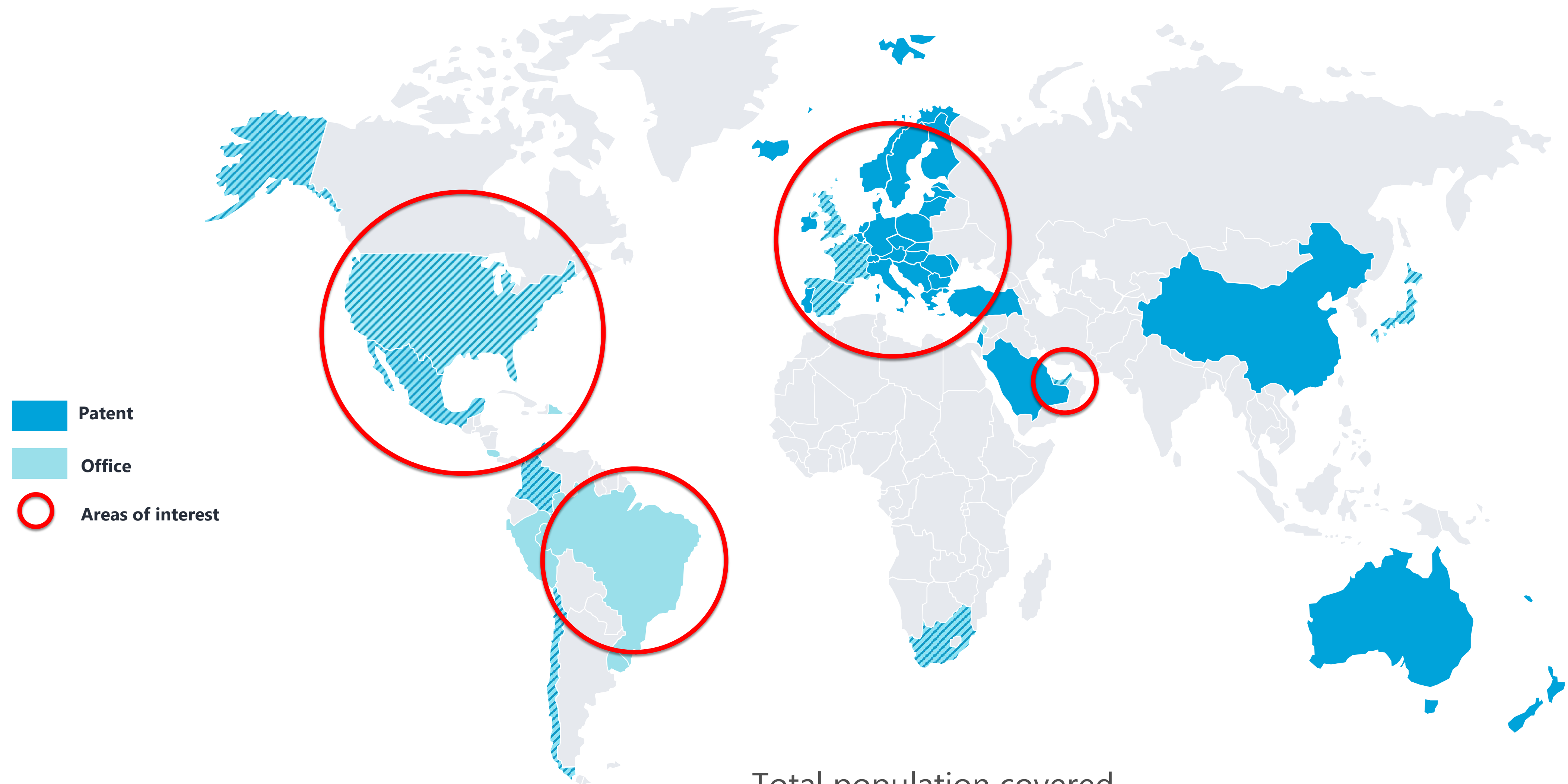
Strategy: Becoming a world-class leader in the Global eSignature Market



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

Constant innovation

First type approval supplier of qualified service of electronic registered delivery of the EIDAS regulation

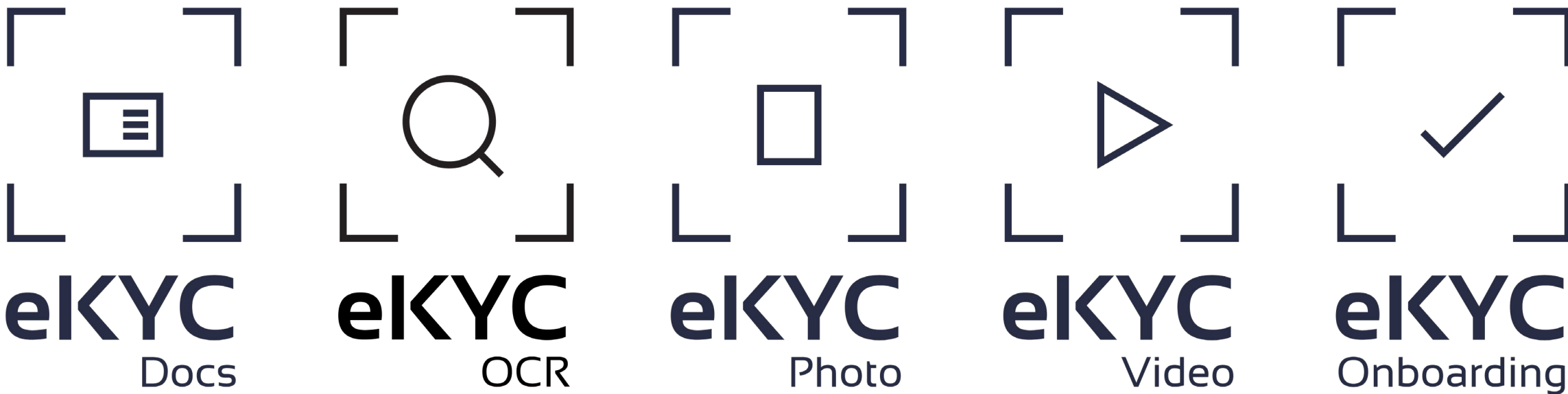


Lleida.net has been awarded the eIDAS type-approval on its qualified service on certified electronic delivery (E-delivery). It has become the first Spanish company to receive it, and the sixth in Europe to attain the aforementioned type-approval.

The type-approval results from efforts and investment in R+D that Lleida.net has been performing in recent years. Moreover, the system is based in a method for which Lleida.net has applied for a worldwide patent.

In addition, the type-approval means that it can be used at European level without any national restriction, and their certifications should be admitted by default by any European court or agency.

R&D highlighted project launched in 2018



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.



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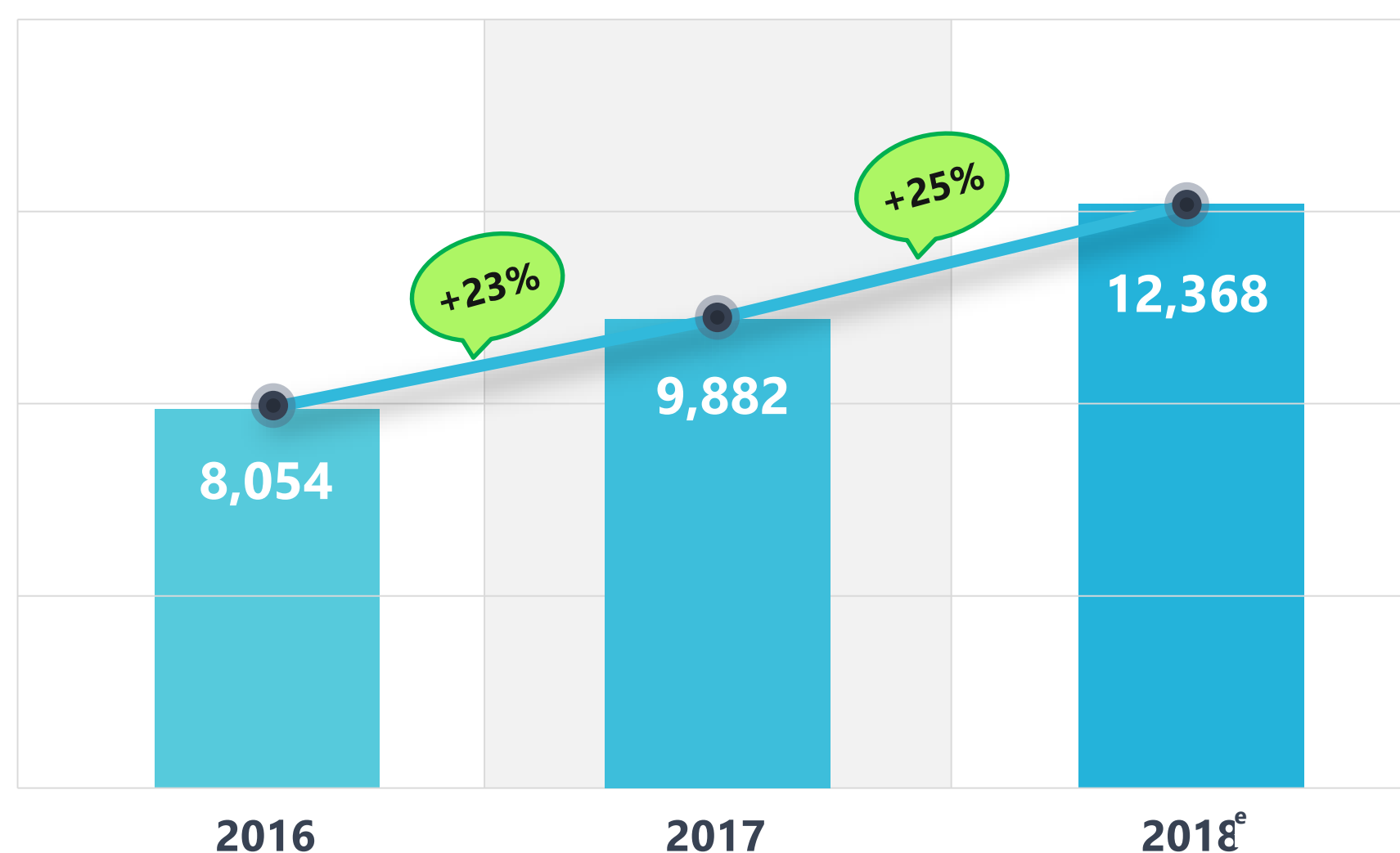
Consolidated Profit and Loss accounts in thousands of euros

<i>Figures in thousands of euros</i>	Accumulated Q4 2017	Accumulated Q4 2018 ^e	Var. €	Var.%	Q4 2017	Q4 2018 ^e	Var. €	Var.%
Sales	9,882	12,368	2,486	25%	2,701	3,031	330	12%
Sales costs	(4,639)	(6,347)	1,708	37%	(1,328)	(1,434)	(106)	8%
Gross Margin	5,243	6,021	778	15%	1,373	1,597	224	16%
Staff expenses	(2,481)	(2,639)	158	6%	(636)	(692)	(56)	9%
External Services	(2,209)	(2,306)	97	4%	(561)	(721)	(160)	29%
Otros Ingresos	22	23	1	5%	11	19	8	73%
Activations	849	787	(62)	-7%	240	235	(5)	-2%
EBITDA	1,424	1,886	462	32%	427	438	11	3%
Depreciation	(1,078)	(1,152)	74	7%	(283)	(289)	(6)	2%
Compensations	(77)	(198)	121		(11)	(87)	(76)	691%
Ordinary activity results	269	536	267	99%	133	62	(71)	-53%
Net Financial Debt	(114)	(92)	(22)	-19%	(18)	(23)	(5)	28%
Exchange Rate differences	(96)	(9)	(87)	-91%	(33)	33	66	-200%
Earnings before tax	59	435	376	637%	82	72	(10)	-12%

** External personnel expenditure is included

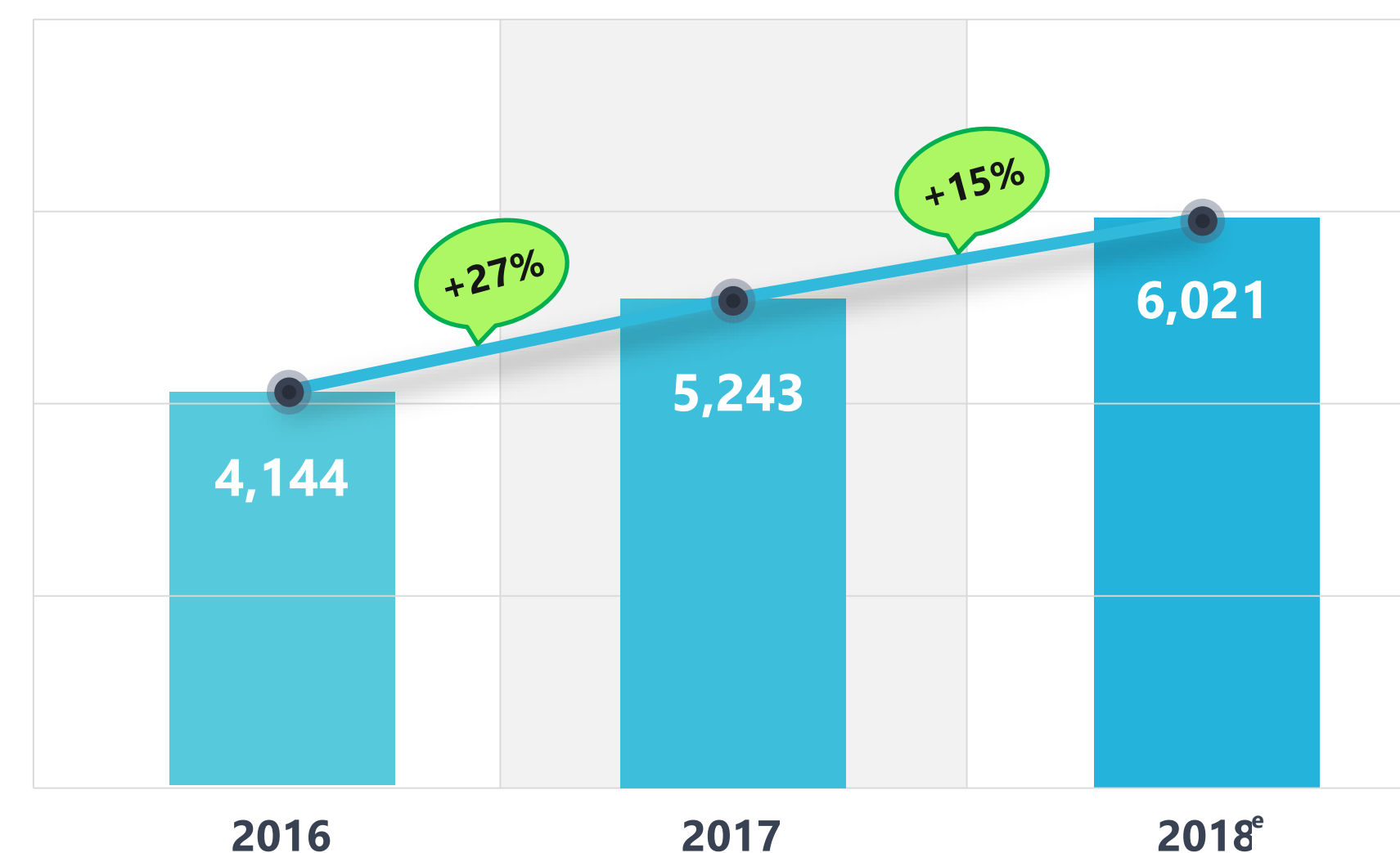
Constant double digit growth in sales and margin

Sales



Second consecutive year with sales figures of above 23%

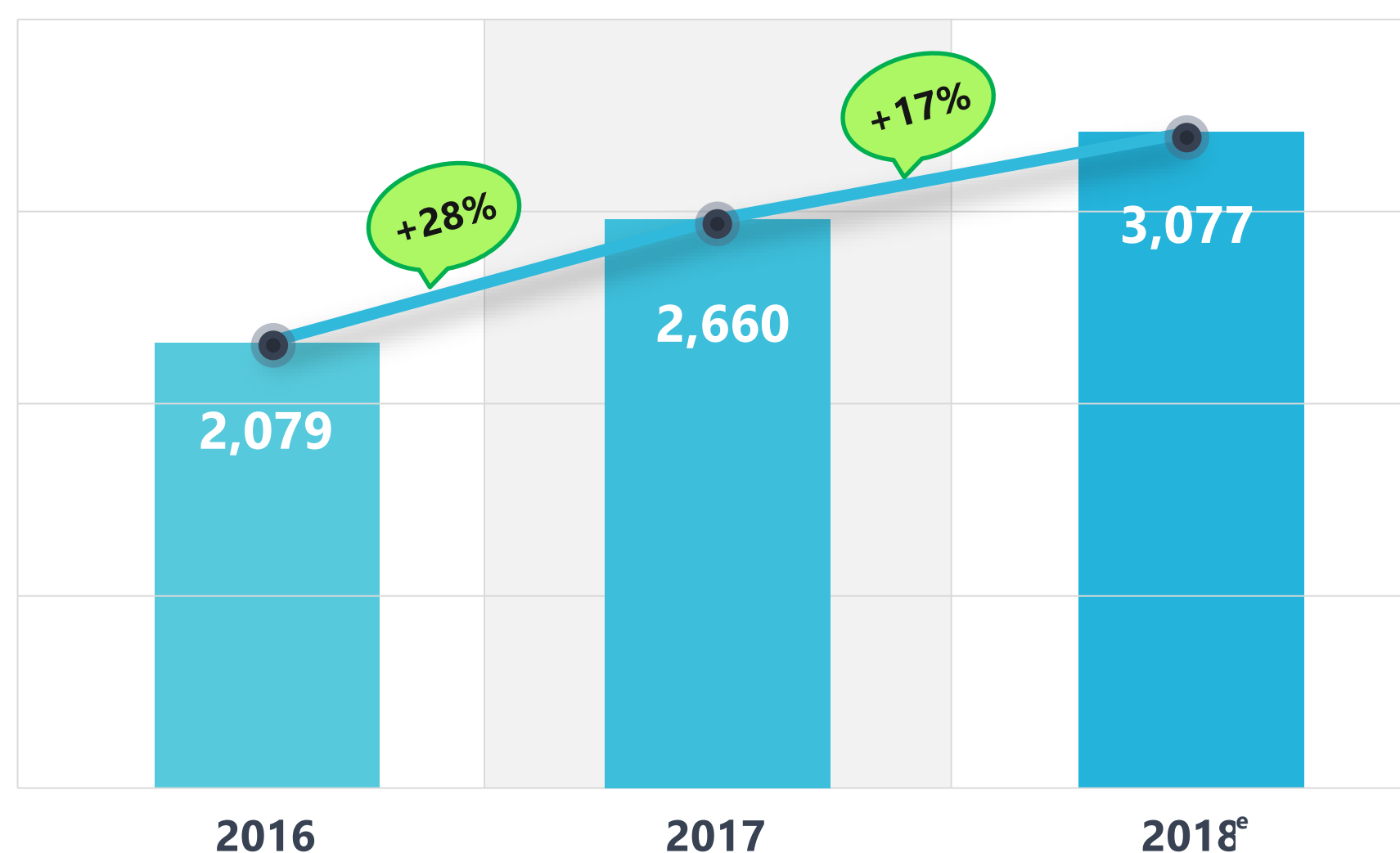
Margin



The annual margin exceeds 6 million euros, and it is the second consecutive year with double-digit growth.

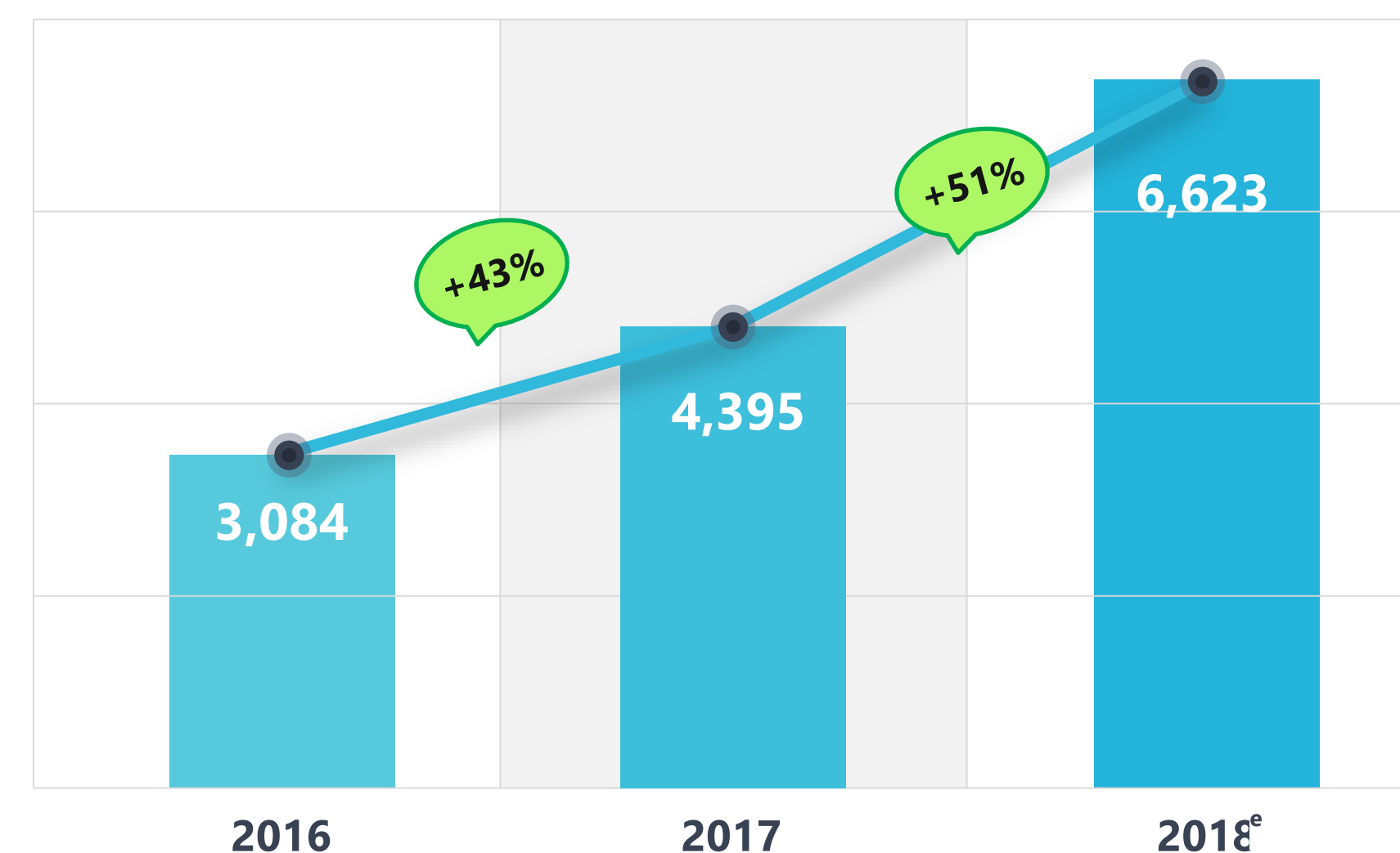
Constant double digit growth in sales and margin

SaaS solutions sales



Increase in SaaS sales by one million Euros in one year thanks to the consolidation of large accounts and the internationalization.

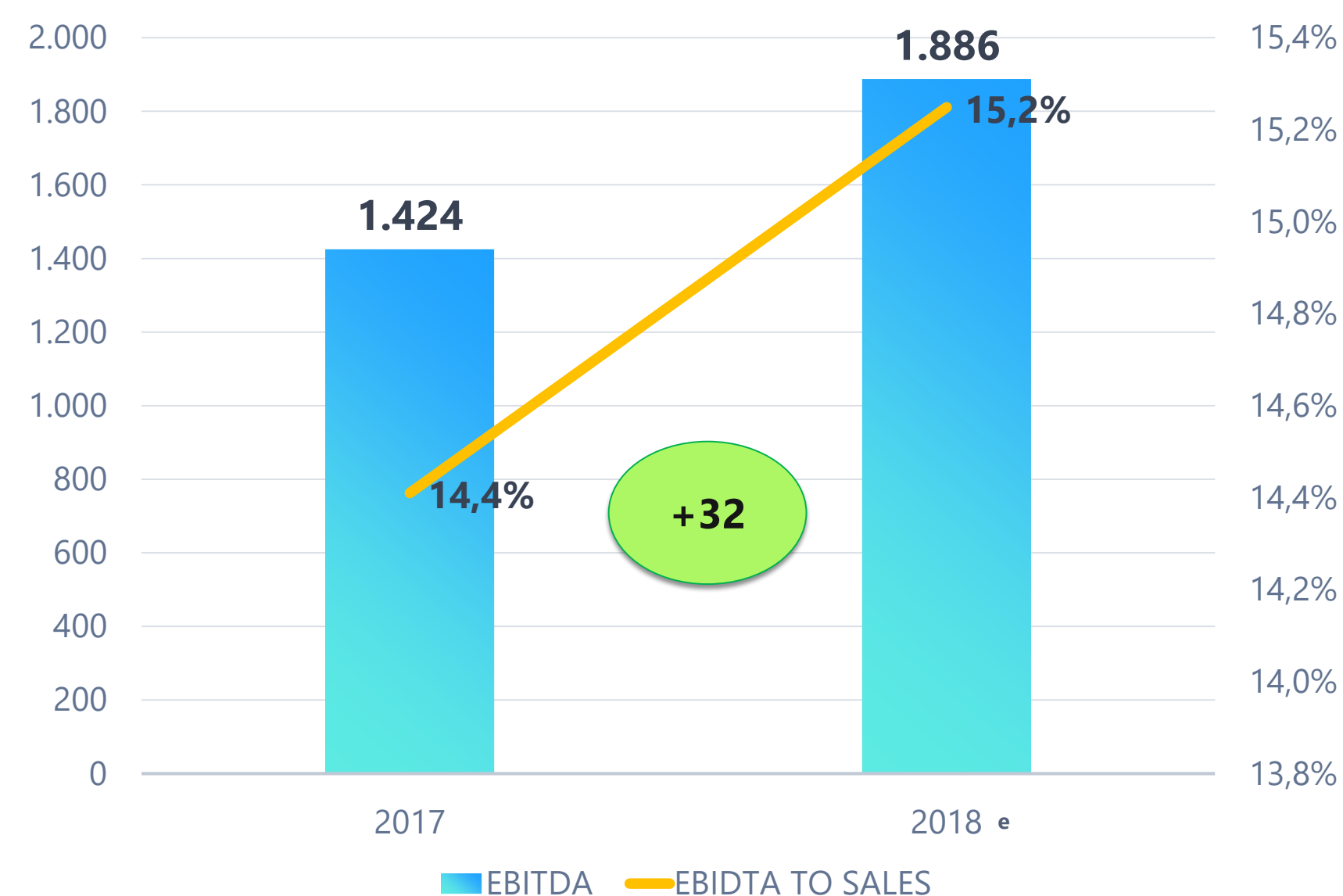
Wholesale SMS sales



Wholesale sales double in two years, and reach growth rates of over 40% each year.

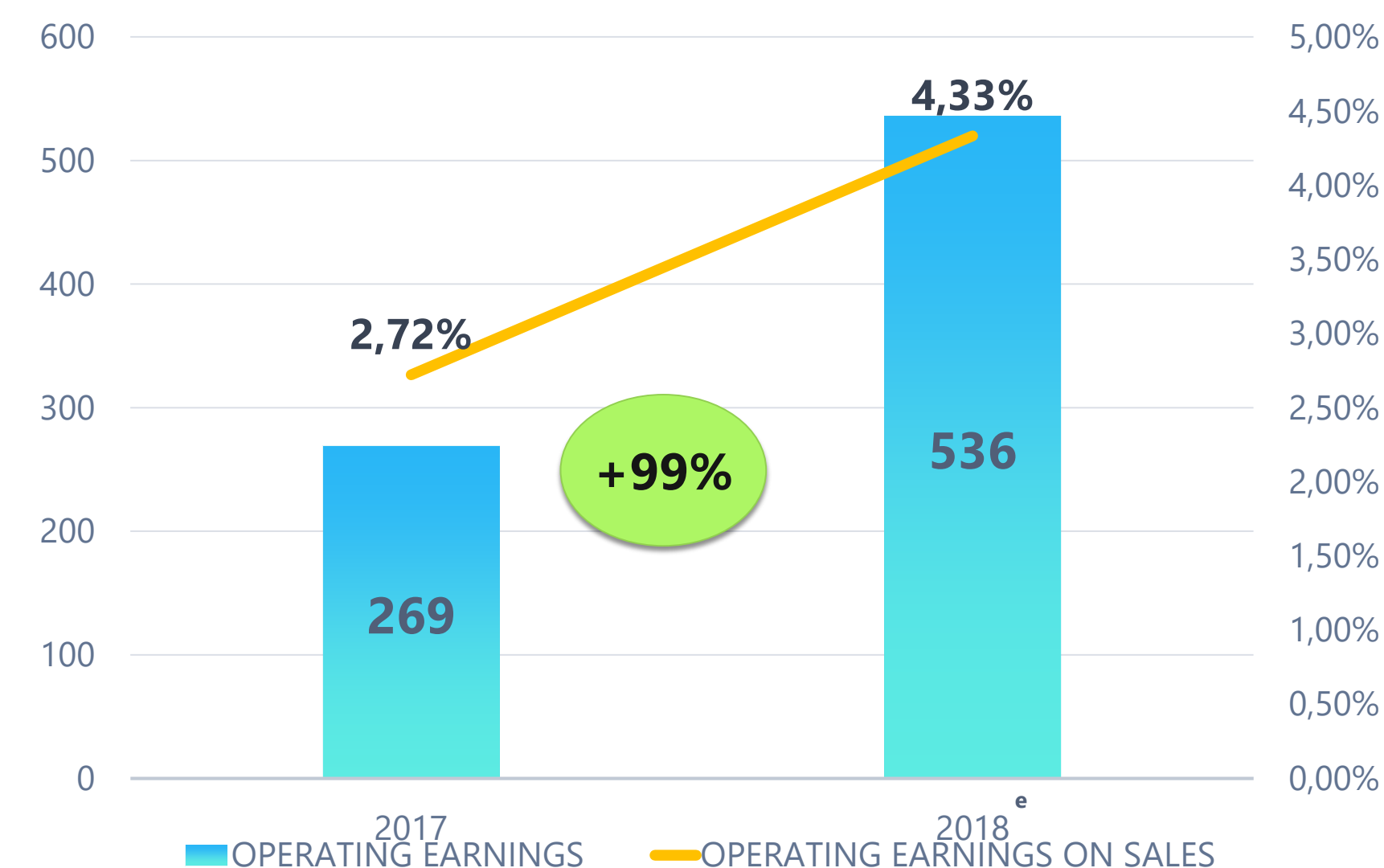
EBITDA increase by 30% doubling the operating result

EBIDTA Evolution



EBIDTA increased by 32% with respect to fiscal year 2017, and exceeded 1.8 million euros.

Operating Results

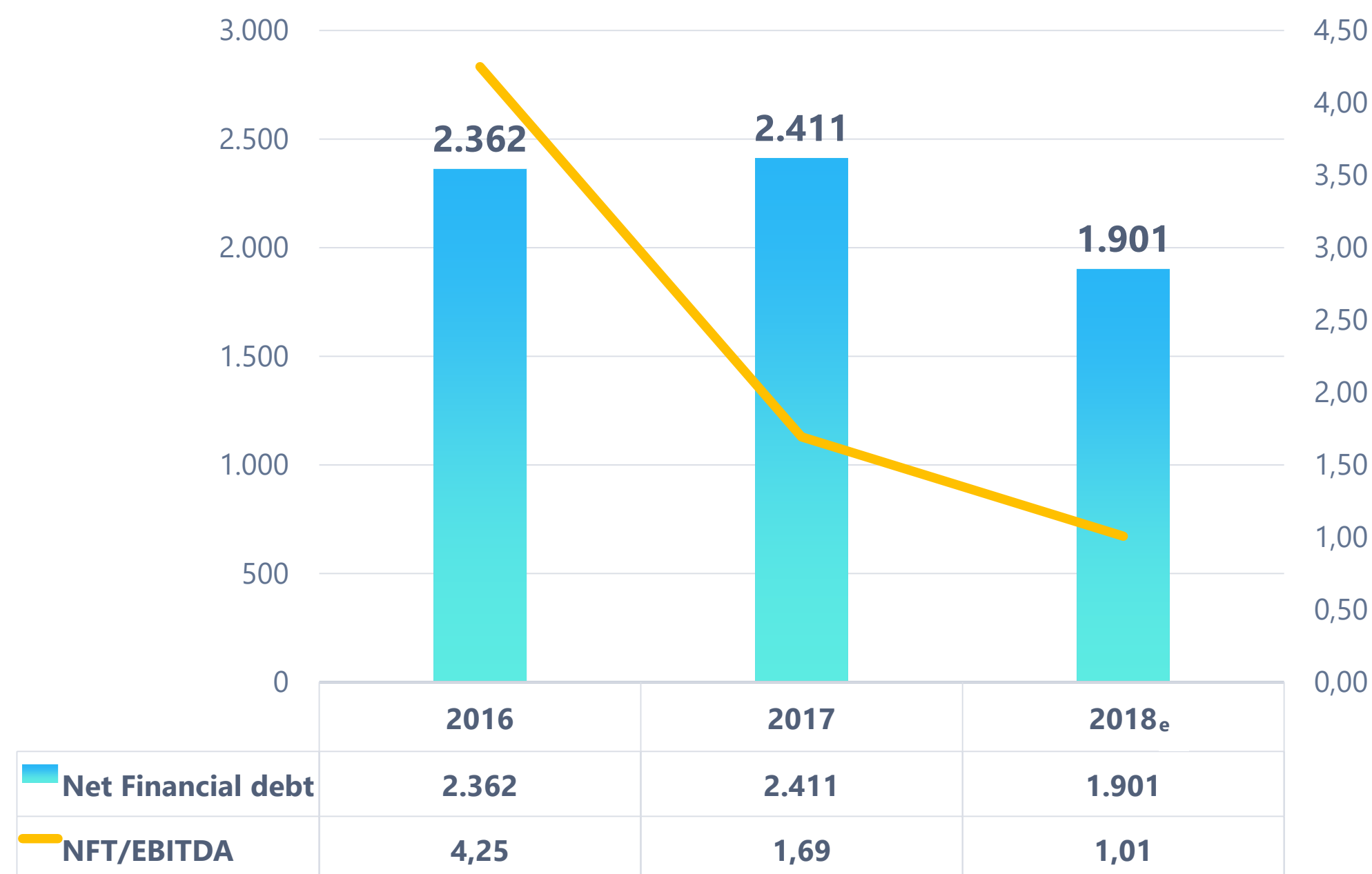


Second consecutive year with a positive result and already exceeding half a million euros.

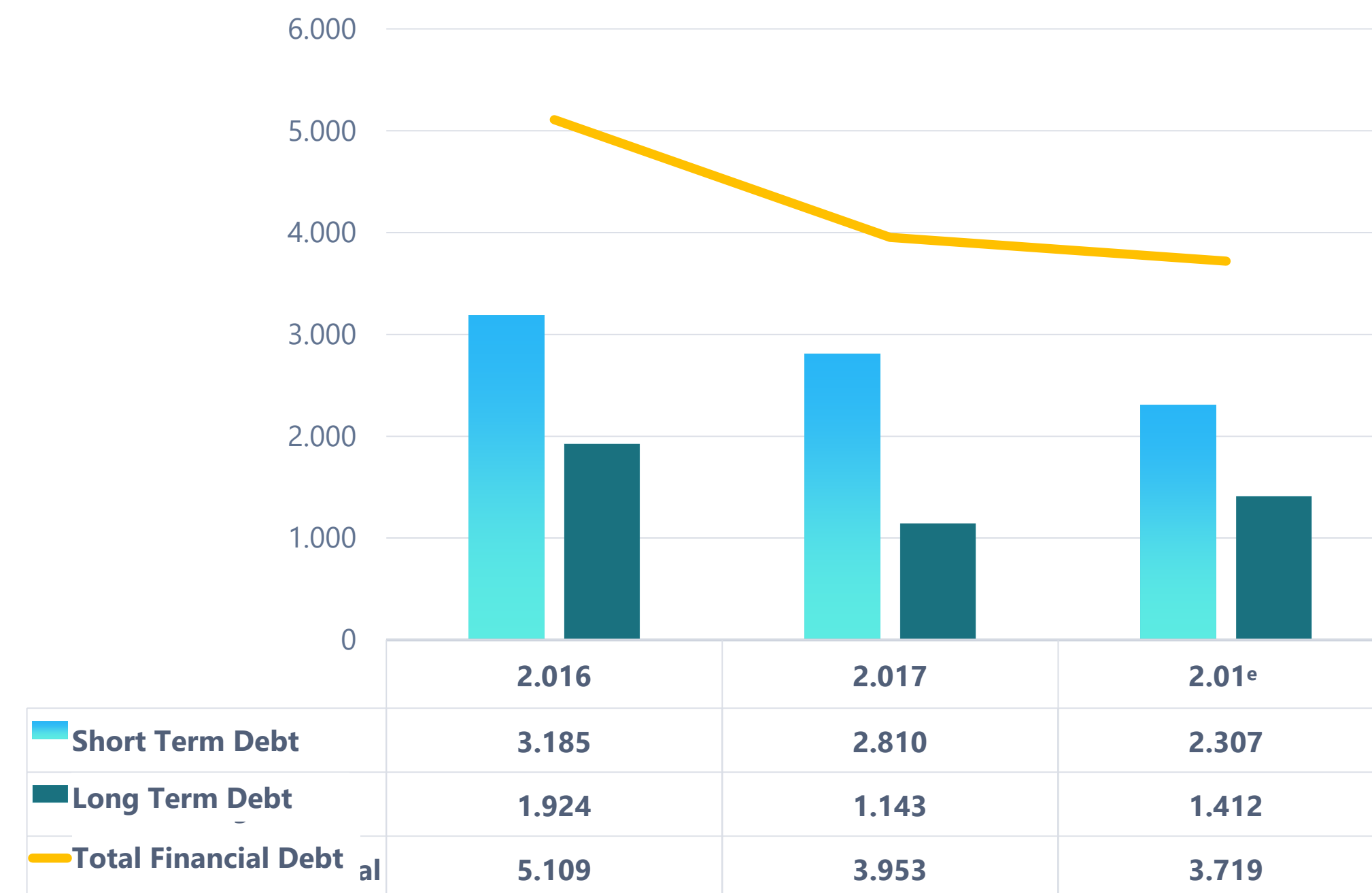
Generation of cash by the organic activity of the group

Reduction of the NFT

Net Financial debt



Bank debt evolution



Net financial debt is 1 time EBITDA, due by the group's efforts both to reduce costs and to invest the surplus generated in the amortization of loans.

This quarter the Group signed new loans amounting to 400 thousand euros

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



20 years
turning to digital
business processes



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