



Lleida.net

La Primera Operadora Certificadora

EN [https://www.lleida.net/docs/inversores/en/20190527\\_HRelev.pdf](https://www.lleida.net/docs/inversores/en/20190527_HRelev.pdf)

FR [https://www.lleida.net/docs/inversores/fr/20190527\\_HRelev.pdf](https://www.lleida.net/docs/inversores/fr/20190527_HRelev.pdf)

ES [https://www.lleida.net/docs/inversores/es/20190527\\_HRelev.pdf](https://www.lleida.net/docs/inversores/es/20190527_HRelev.pdf)

莱里达，2019年5月27日

## 公司公告

LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.

### **Lleida.net将参加 FORO MEDCAP 2019**

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：

由于本公司将参加于马德里举行的MEDCAP 2019论坛，因此附上将在论坛中使用的公司介绍，并且Lleida.net将在当天论坛上进行公司演示。

我们将为您提供所有您所需的信息。

此致，

Francisco Sapena, CEO和董事长



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# **INVESTING IN LLEIDA.NET**

**(BME:LLN) (ALLLN)**

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2019

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**LLEIDA.NET AT A**

**GLANCE**

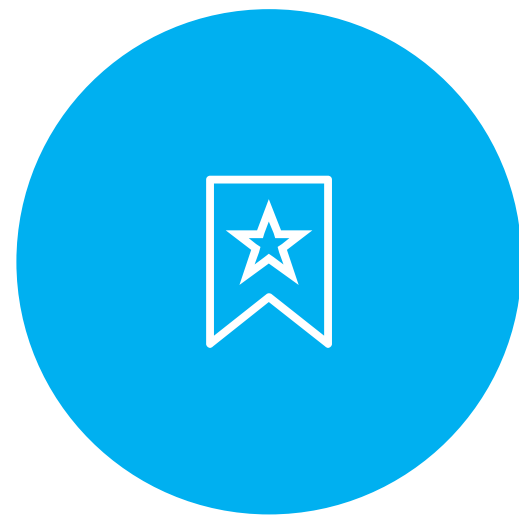




# We are a Trust Service Provider

**Our business goal** is to provide trustworthiness and be a digital witness to our clients and to their customers throughout eSignature and electronic communications.

We have achieved our success within the Trust Service framework thanks to our three business lines.



eNotifications  
& eSignature



SMS &  
Messaging Solutions



eKYC and  
data validation

# Our state-of-the-art services



**Click & Sign** is our cloud based eSignature platform.

We provide our API and also a customized version for big companies.

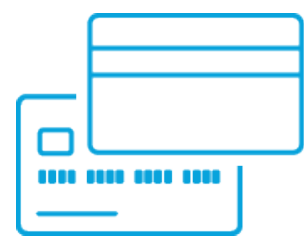


**Under eKYC** name, we offer a complete framework for Know Your Customer solutions, encompassing features from ID validation to video recorded onboarding.



**Openum eIDAS** is the cloud based solution for the electronic registered service compliant to European eIDAS regulation.

# Why do they trust us?



Banks &  
Fintech



Health  
Services



Energy &  
Utilities



Real  
Estate



Insurance &  
Insurtech

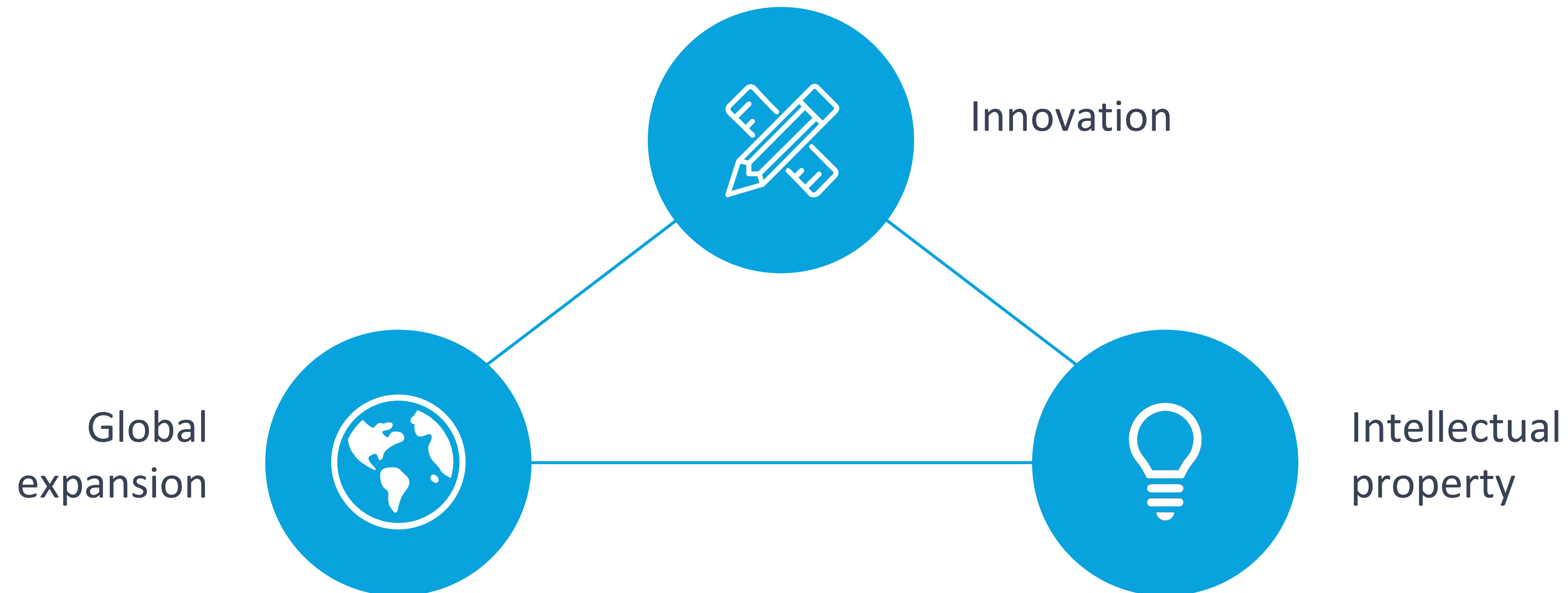


Public  
Administrations

- ✓ Our standard solutions fit your needs, not the other way round. But we also have customized solutions.
- ✓ Our solutions cover all the Trust Services environment.
- ✓ We have 19 offices around the world and we love travelling.
- ✓ We develop our own technology and we patent it.
- ✓ Lleida.net is a dual listed company in Europe.

# Our growth has strong foundations

**We have not invented the wheel.** We honestly believe innovation to be the only way. And we have innovated, we have patented some of these innovations, and we have travelled around the world implementing our solutions.







# Not only figures



eIDAS qualified



Dual listed company

## The European regulation for Trust Services.

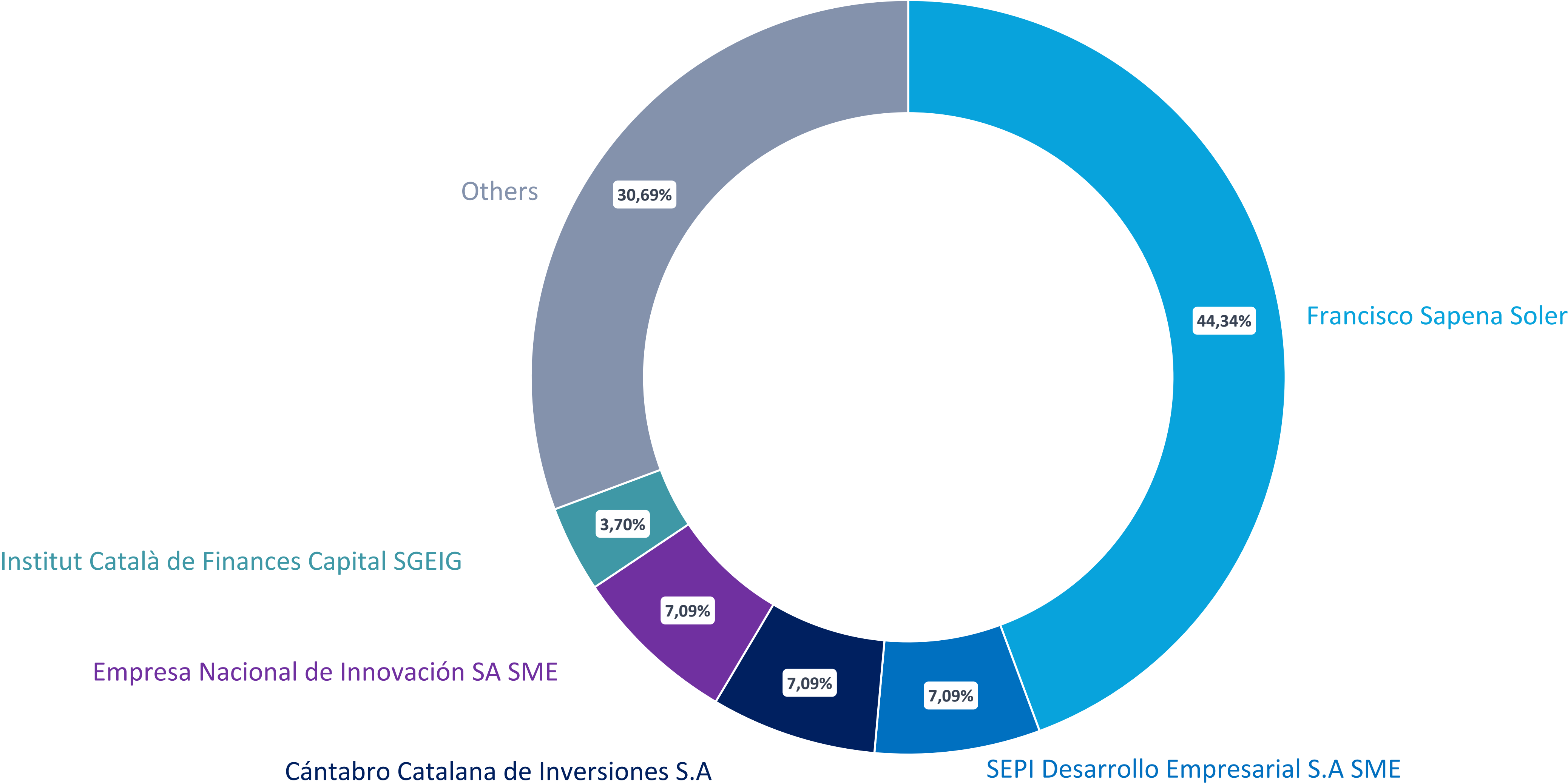
We are the 1<sup>st</sup> Spanish company to be eIDAS qualified on electronic registered delivery, and the 6<sup>th</sup> on Europe.

In essence, this means that our electronic signatures are legally valid *de iure* across Europe.

## We are the only dual listed company on MAB (Mercado Alternativo Bursátil) and Euronext.

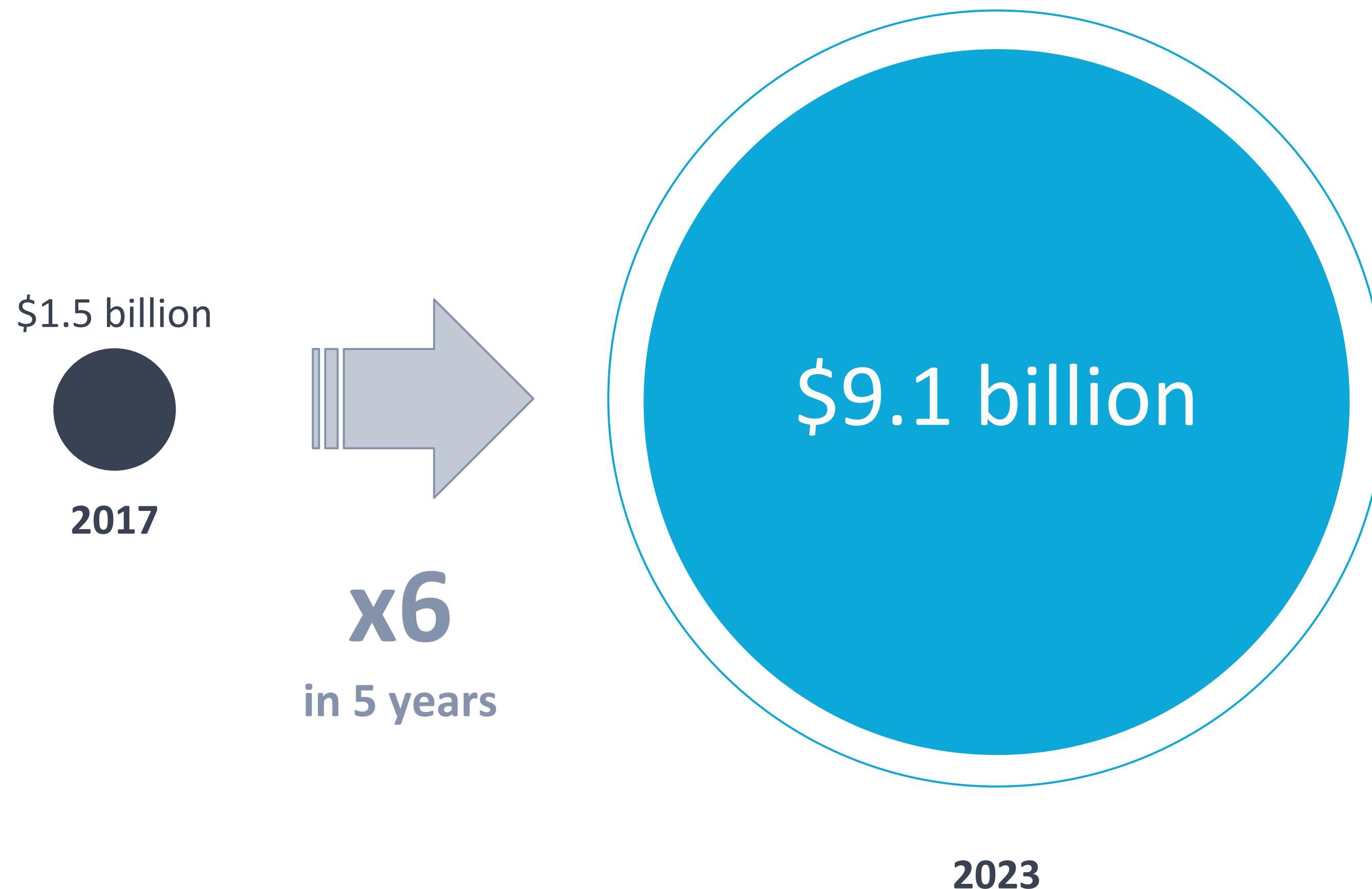
Following our internationalization strategy, we are currently the only dual listed company on Equity Alternative Market (MAB) and on Euronext Growth in Paris.

# Shareholder information





# Market Potential Growth



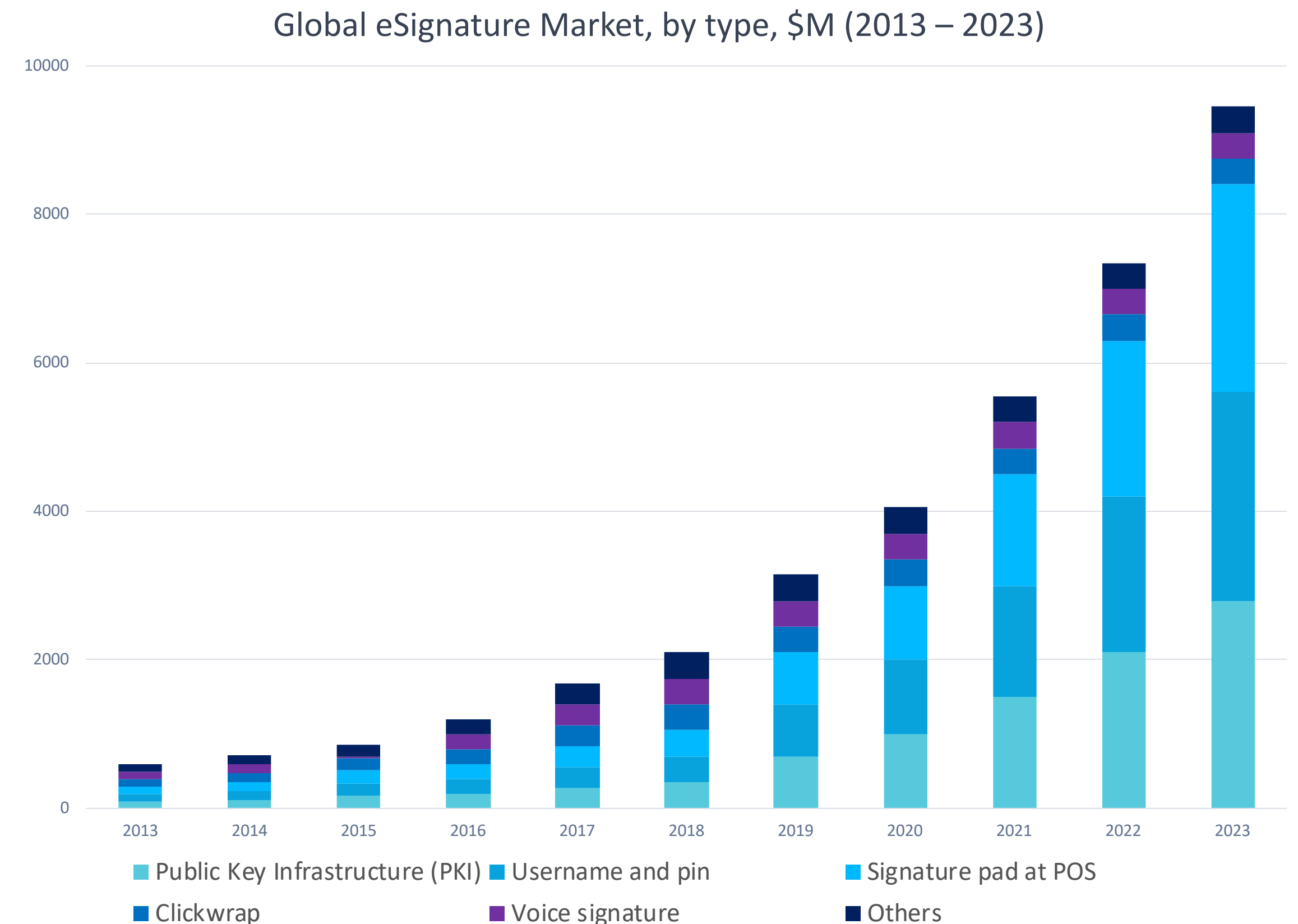
- ✓ There are over 75 countries globally that recognize the legal validity of eSignatures.
- ✓ North America is expected to generate 33% of the global revenue. Lleida.net has four patents in the country: Registered SMS, Registered Email, Registered Contracts, Registered Delivery.
- ✓ Legislative support 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.

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

# The global eSignature market

**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 eSignature technology
- 3** Increasing online documentation processes



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





# OPERATIONAL AND FINANCIAL PERFORMANCE



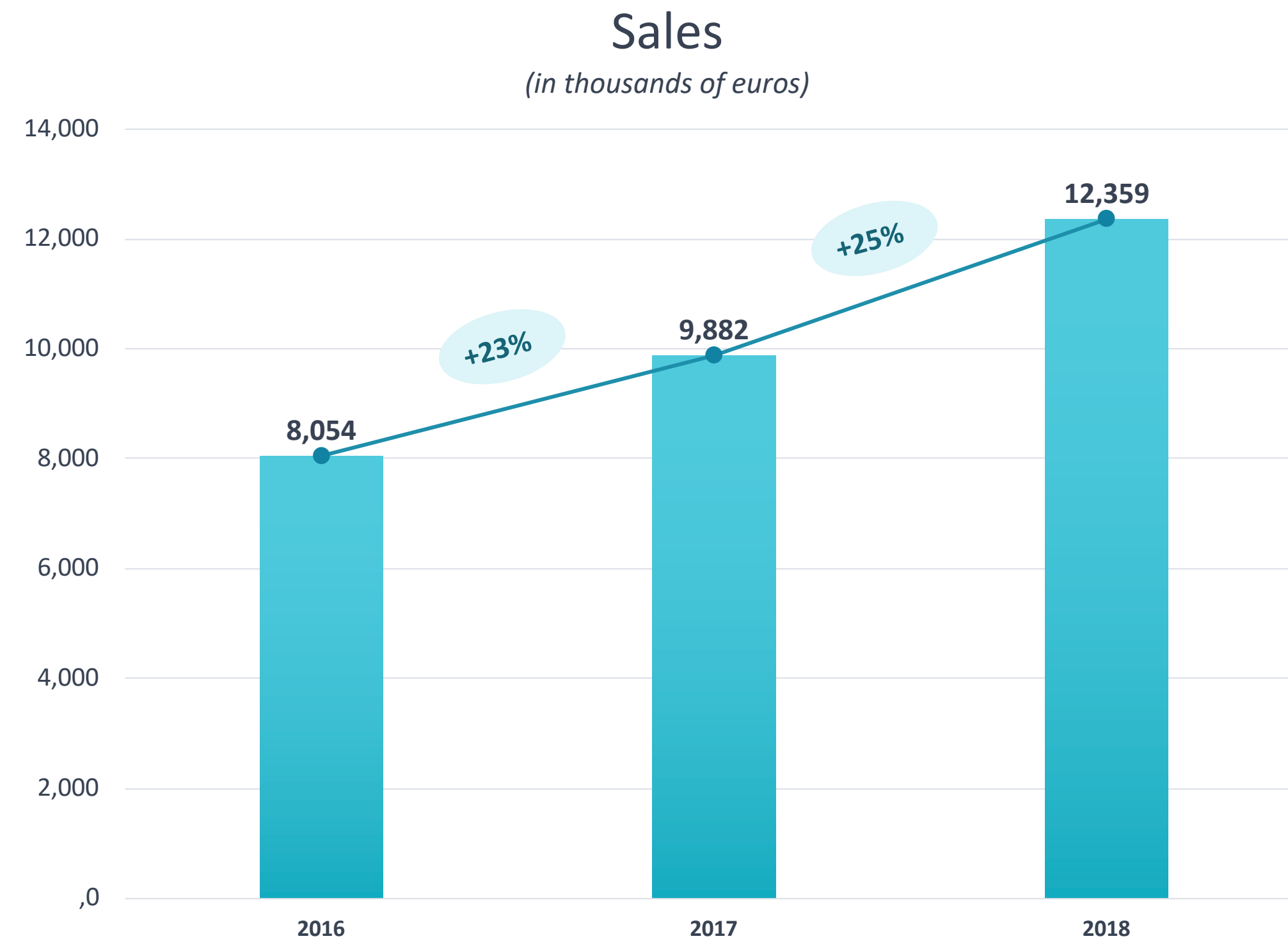


# Consolidated Profit and Loss accounts in thousands of euros

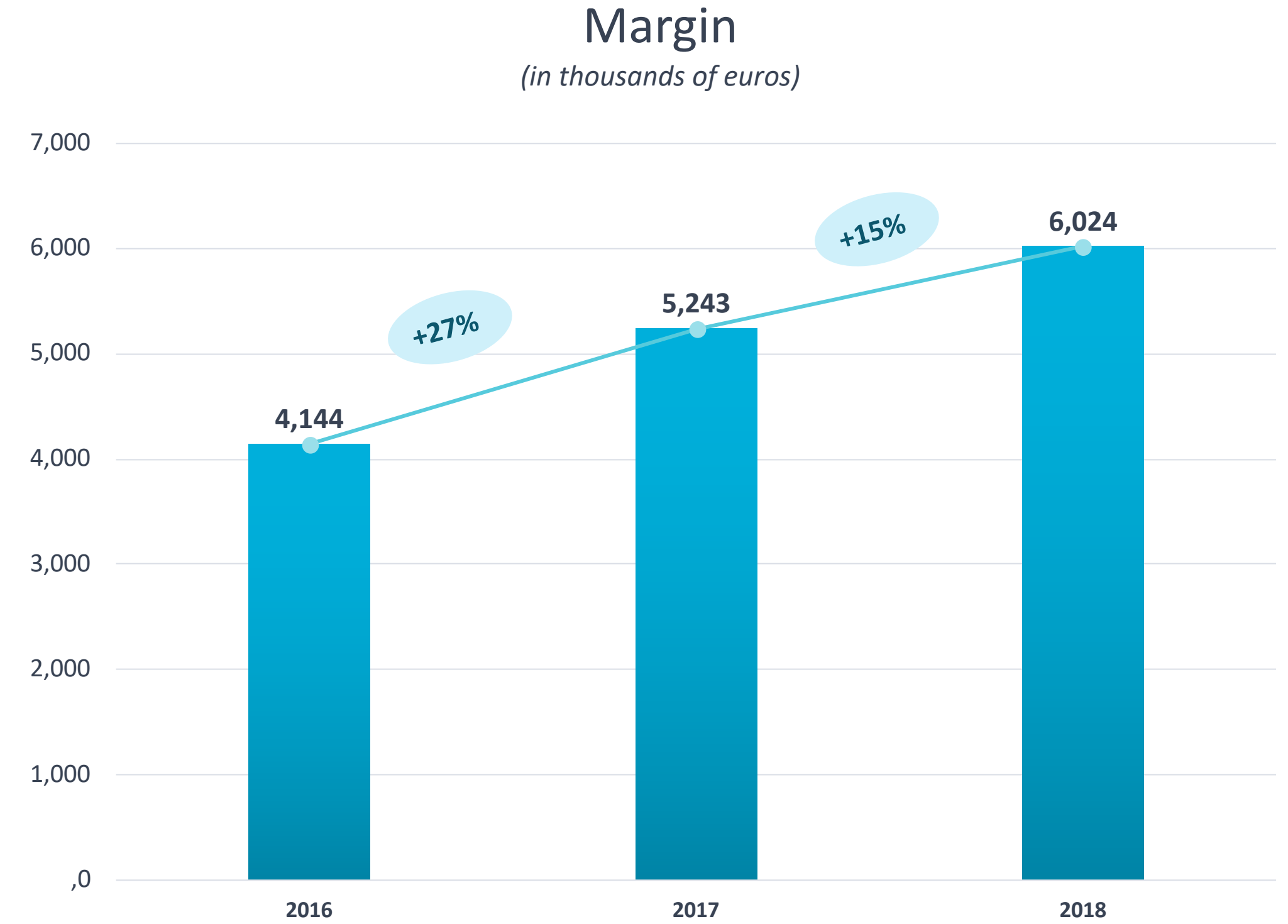
<i>Figures in thousands of euros</i>	2017	2018	Var. €	Var. %
Sales	9,882	12,359	2,477	25%
Sales costs	(4,638)	(6,335)	1,697	37%
<b>Gross Margin</b>	<b>5,244</b>	<b>6,024</b>	<b>780</b>	<b>15%</b>
Staff expenses	(2,241)	(2,443)	202	9%
External Services	(2,449)	(2,516)	67	3%
Otros Ingresos	21	27	6	29%
Activations	849	787	(62)	-7%
<b>EBITDA</b>	<b>1,424</b>	<b>1,879</b>	<b>455</b>	<b>32%</b>
Depreciation	(1,078)	(1,152)	74	7%
Compensations	(77)	(198)	121	157%
<b>Ordinary activity results</b>	<b>269</b>	<b>529</b>	<b>260</b>	<b>97%</b>
Net Financial Debt	(113)	(100)	(13)	-12%
Exchange Rate differences	(96)	(17)	(79)	-82%
<b>Earnings before tax</b>	<b>60</b>	<b>412</b>	<b>352</b>	<b>587%</b>
Profit tax	0	(140)	140	
<b>Profit</b>	<b>60</b>	<b>272</b>	<b>212</b>	<b>353%</b>



# Constant double digit growth in sales and margin

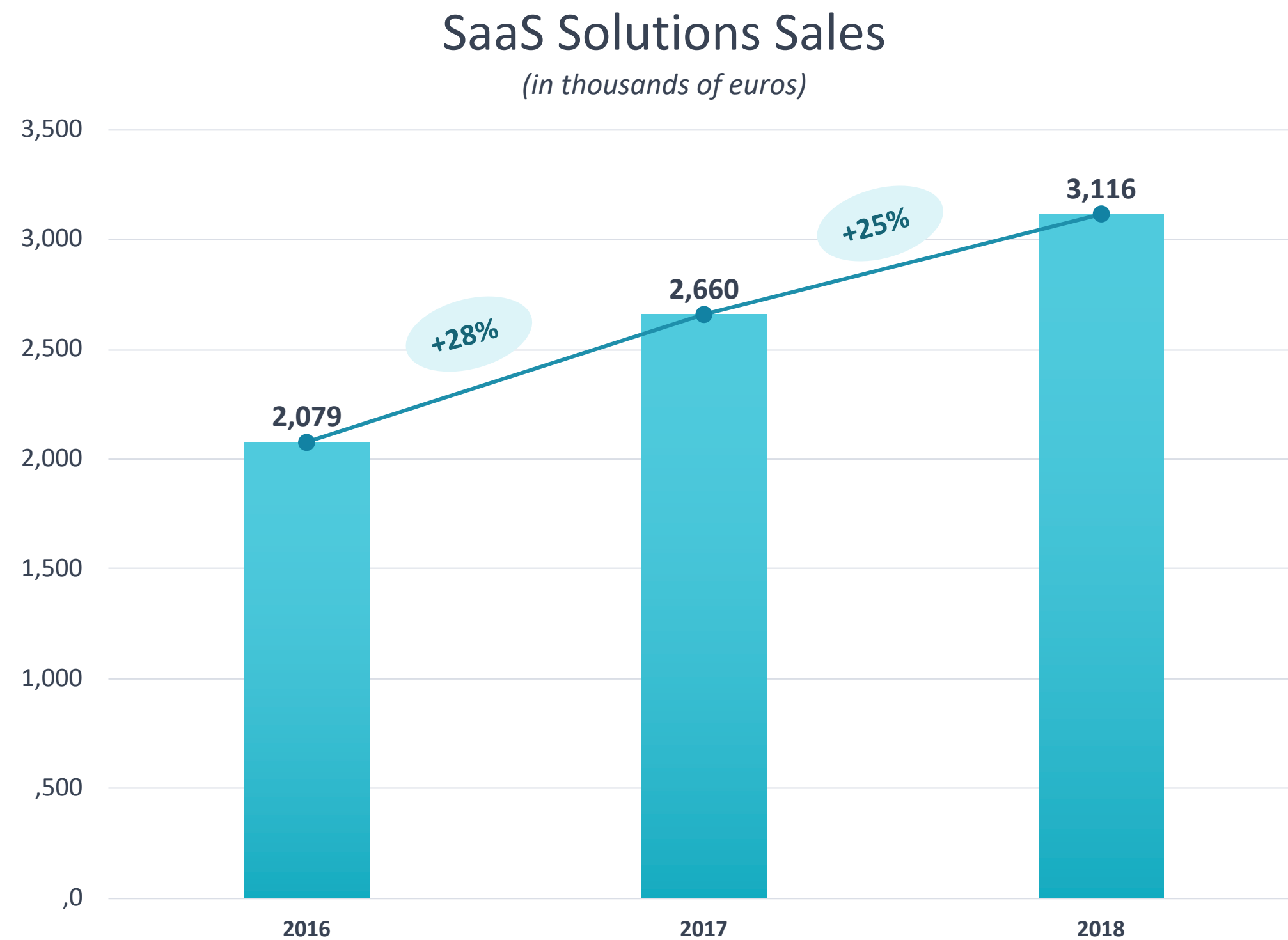


Second consecutive year with sales figures above 23%

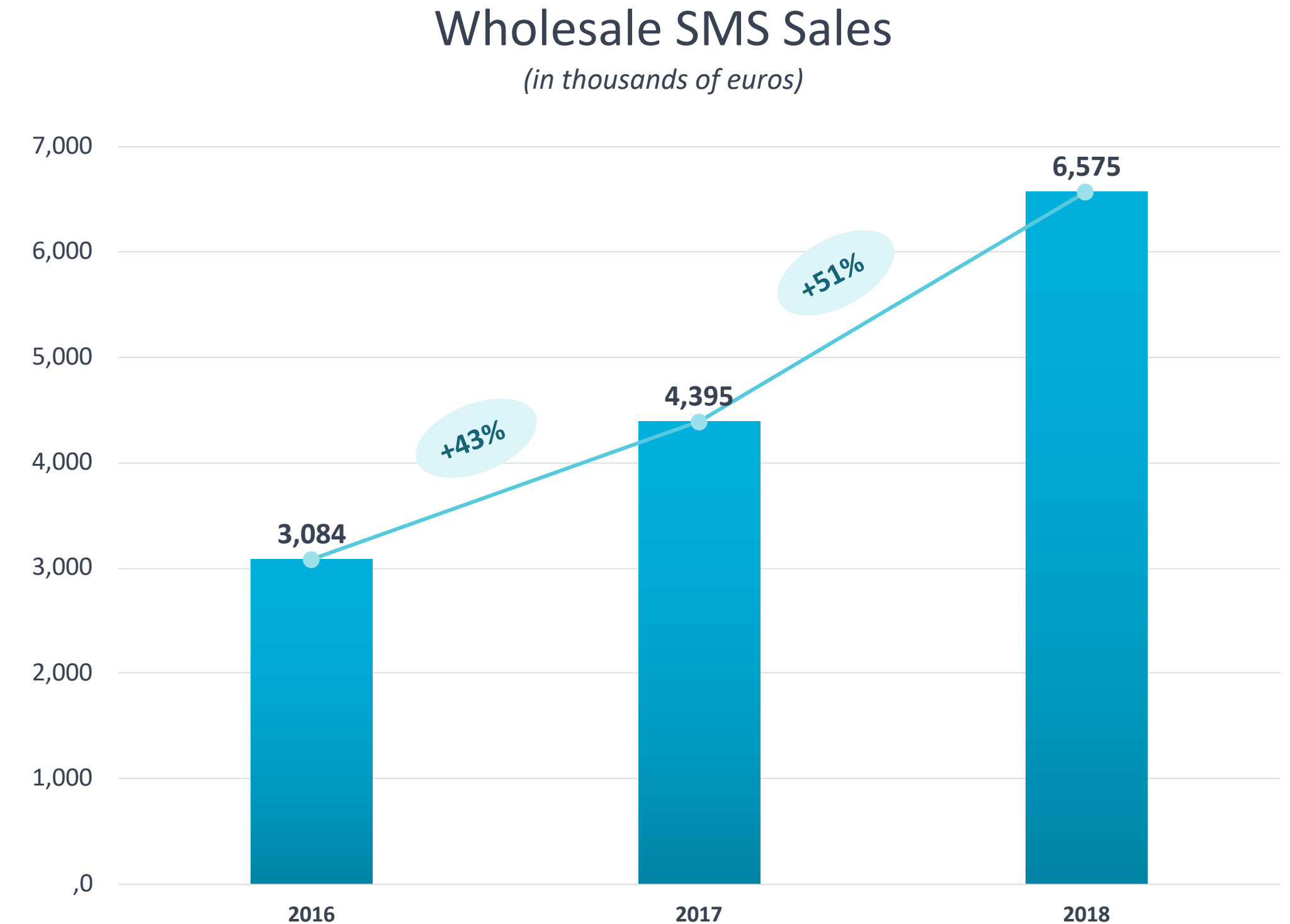


The annual margin exceeds 6 million euros, and it is the second consecutive year with double-digit growth.

# Constant double digit growth in solutions sales



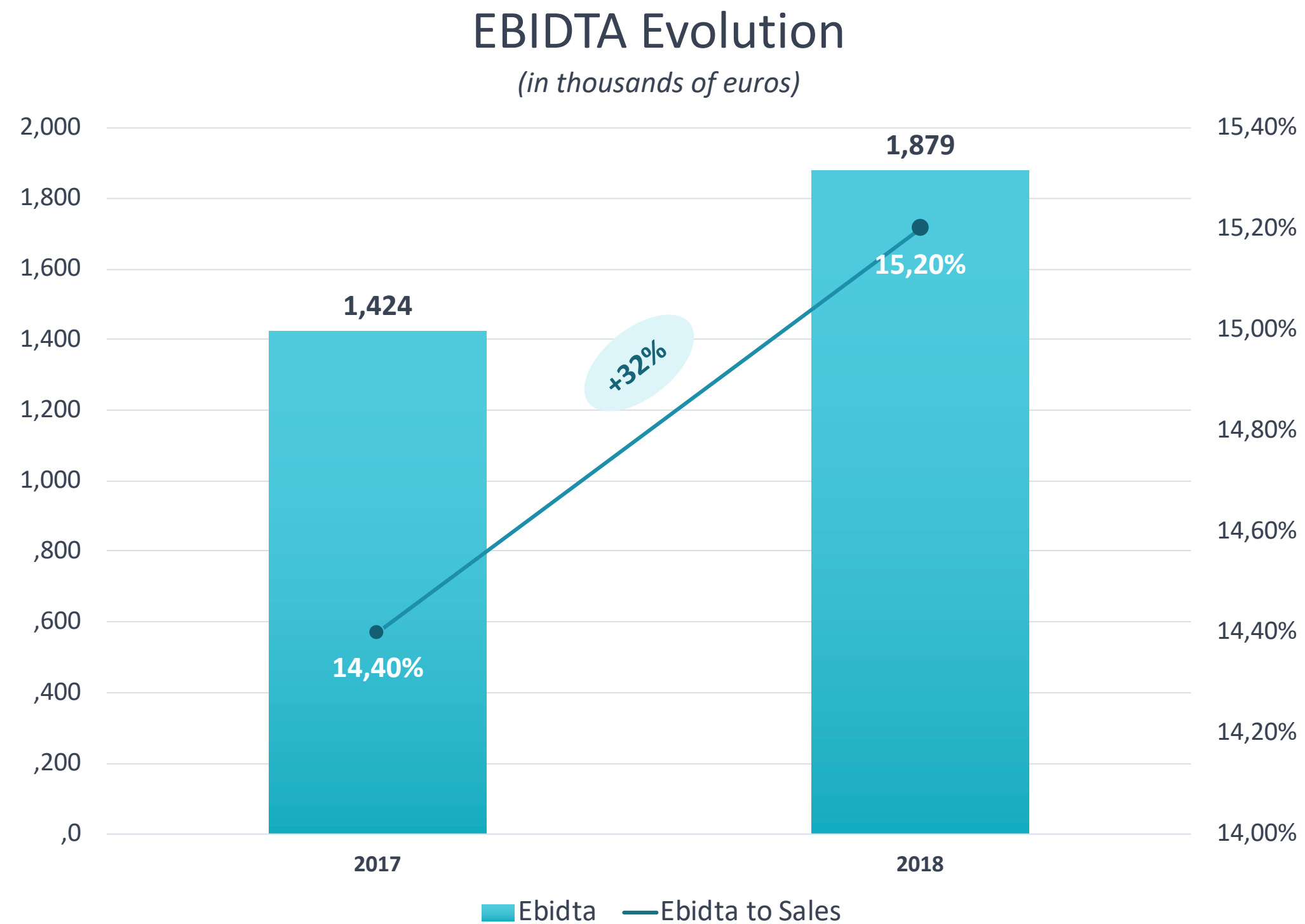
Increase in SaaS sales by one million Euros in one year thanks to the consolidation of large accounts and to the internationalization.



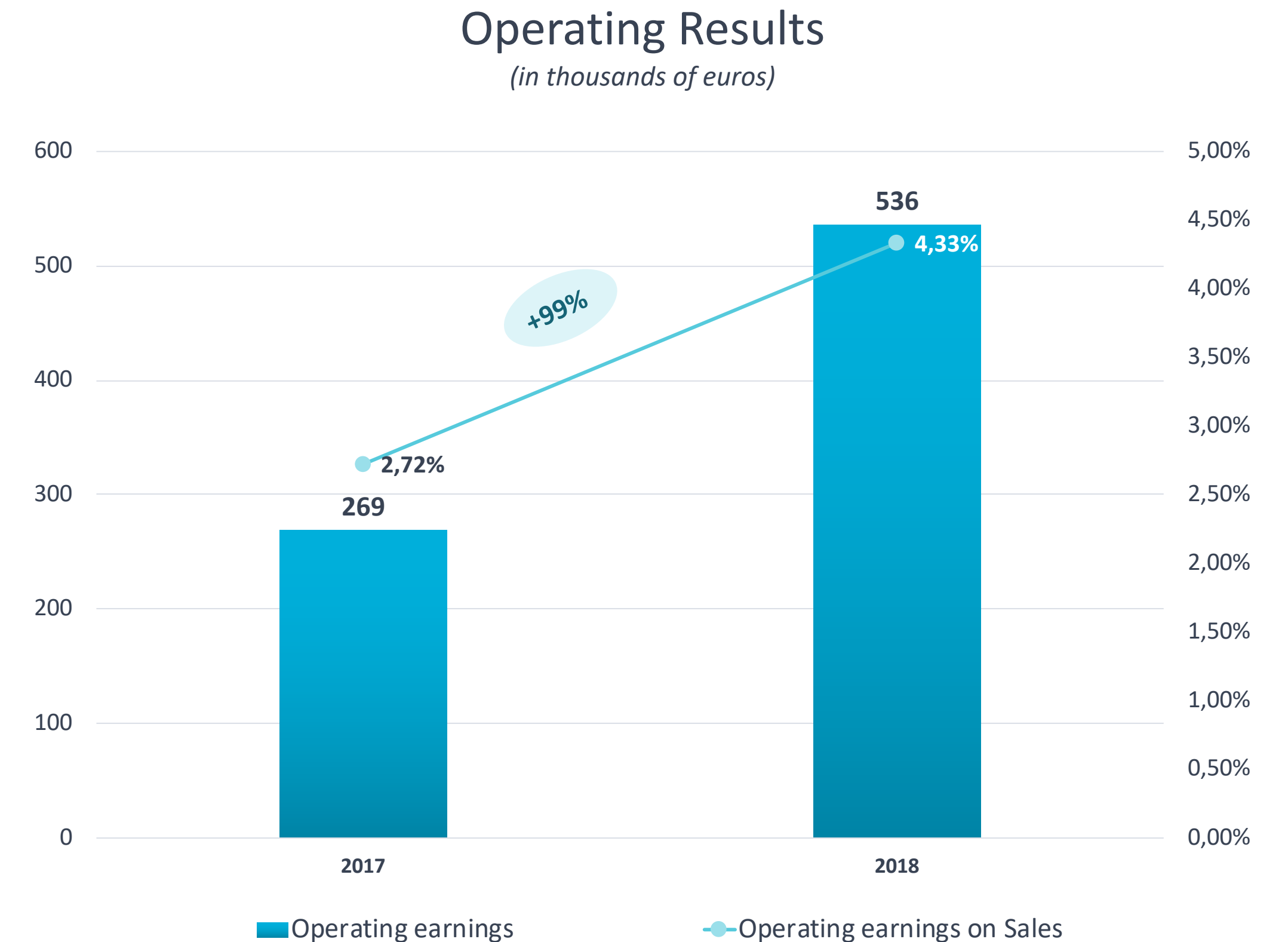
Wholesale sales doubled in two years, and reaching growth rates of over 40% each year.



# EBITDA increases by 30% doubling the operating result



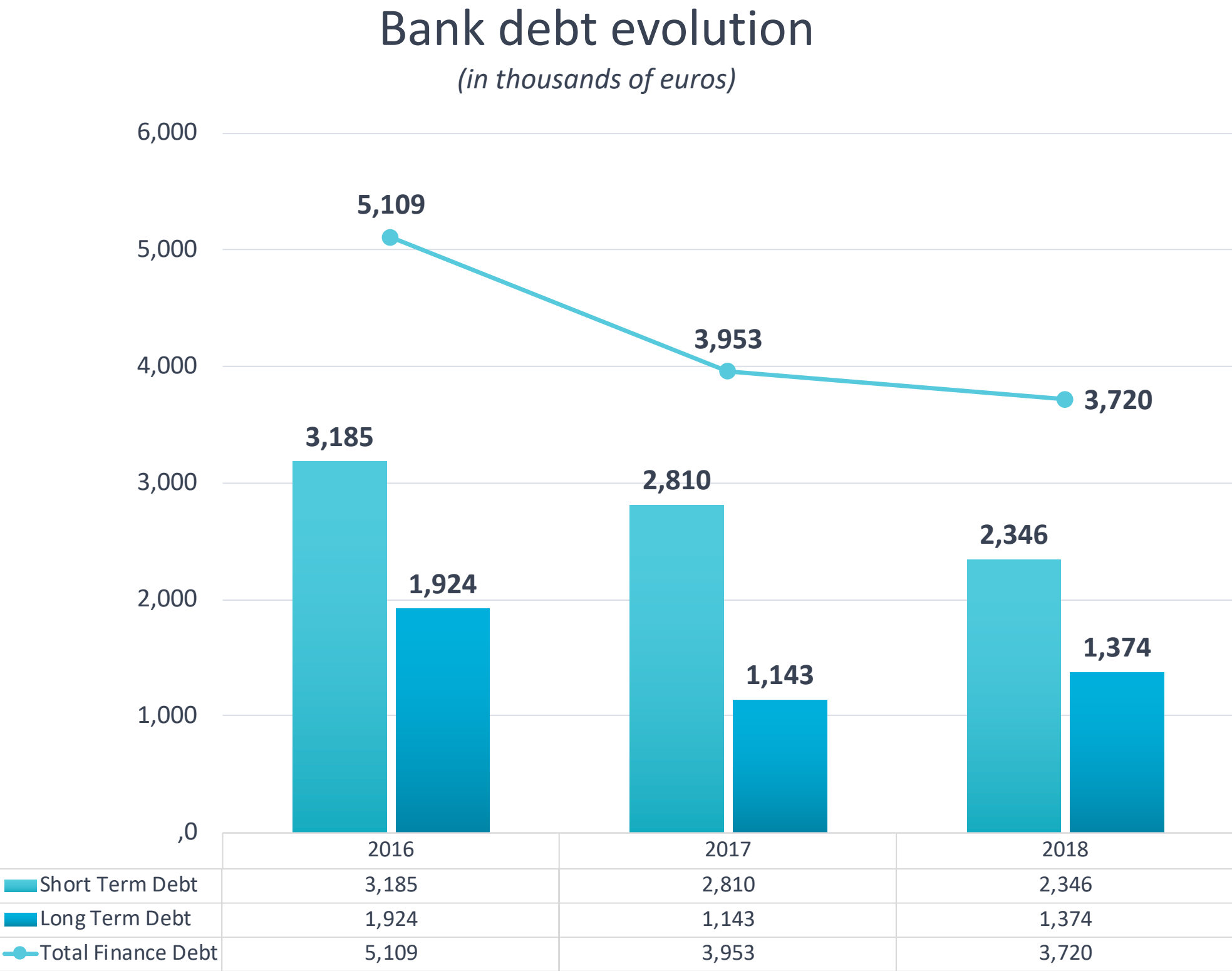
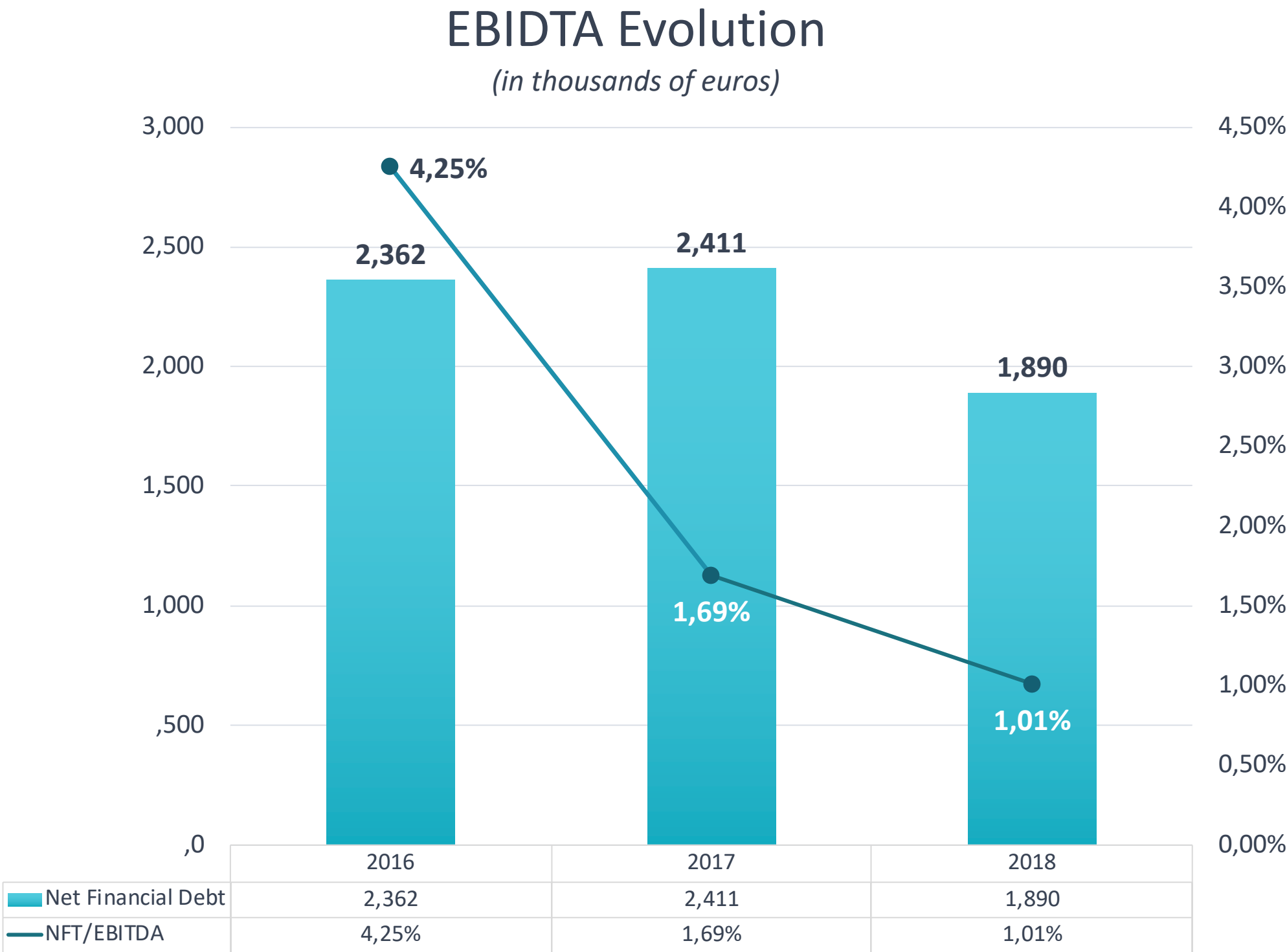
EBIDTA increased by 32% with respect to fiscal year 2017, and exceeded 1.8 million euros.



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 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.

# 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.





inversores@lleida.net

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



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Johannesburg · San José · Lima · Beirut · Dubai · Ciudad de México · Gaborone