



Lleida.net

La Primera Operadora Certificadora

EN https://www.lleida.net/docs/inversores/en/20200124_HRelev.pdf

FR https://www.lleida.net/docs/inversores/fr/20200124_HRelev.pdf

ES https://www.lleida.net/docs/inversores/es/20200124_HRelev.pdf

2020 年 1 月 24 日，莱伊达。

公司公告：

LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.

Lleida.net 2020 年投资者日

根据关于市场滥用的（欧盟）第 596/2014 号条例第 17 条的规定，和 2015 年 10 月 23 日 4/2015 号皇家法令批准的《证券市场法》综合文本第 228 条和相关条款规定，以及另类证券市场 (MAB) 6/2018 号通告，特此发布以下信息公告：

Lleida.net 将于 1 月 24 日上午在莱伊达举行 2020 年投资者日(Investor Day 2020)，特此附上公司在本次论坛活动中使用的公司介绍文件。

我们将提供您所需的全部澄清信息。

谨祝商祺，

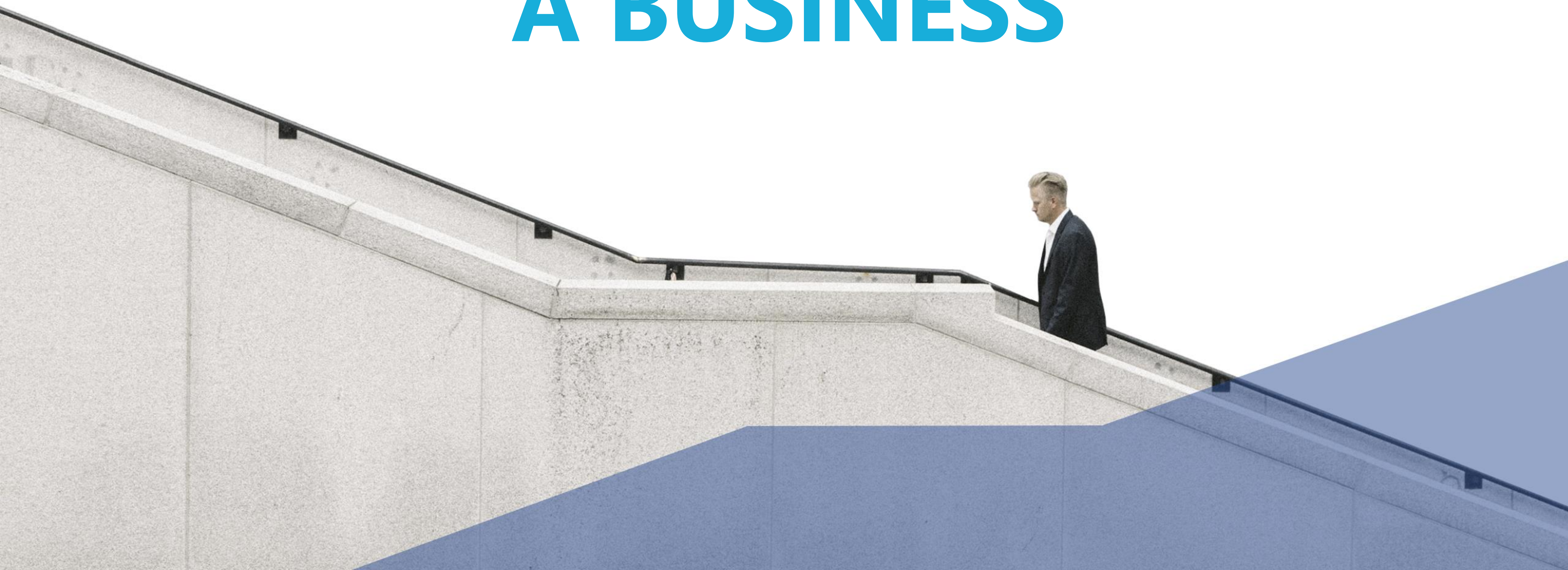
CEO 兼董事会主席，Francisco Sapena



Lleida.net investors day

24 January 2020

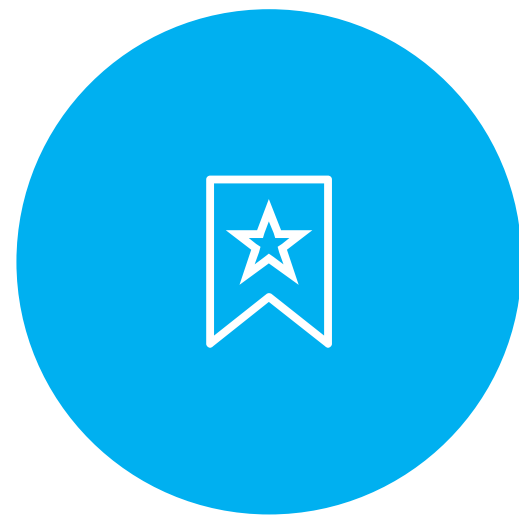
LLEIDA.NET AS A BUSINESS



We are a **25 year old** Trust Service Provider

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

We have become a leading player in the Trust Service industry thanks to our three business lines:



SaaS Services



SMS Solutions



Interconnection
Wholesale
Solutions

Our three chief services are state-of-the-art focused in Saas Servives



Click & Sign is our cloud based eSignature platform. We provide our API and also a customized version for big companies.

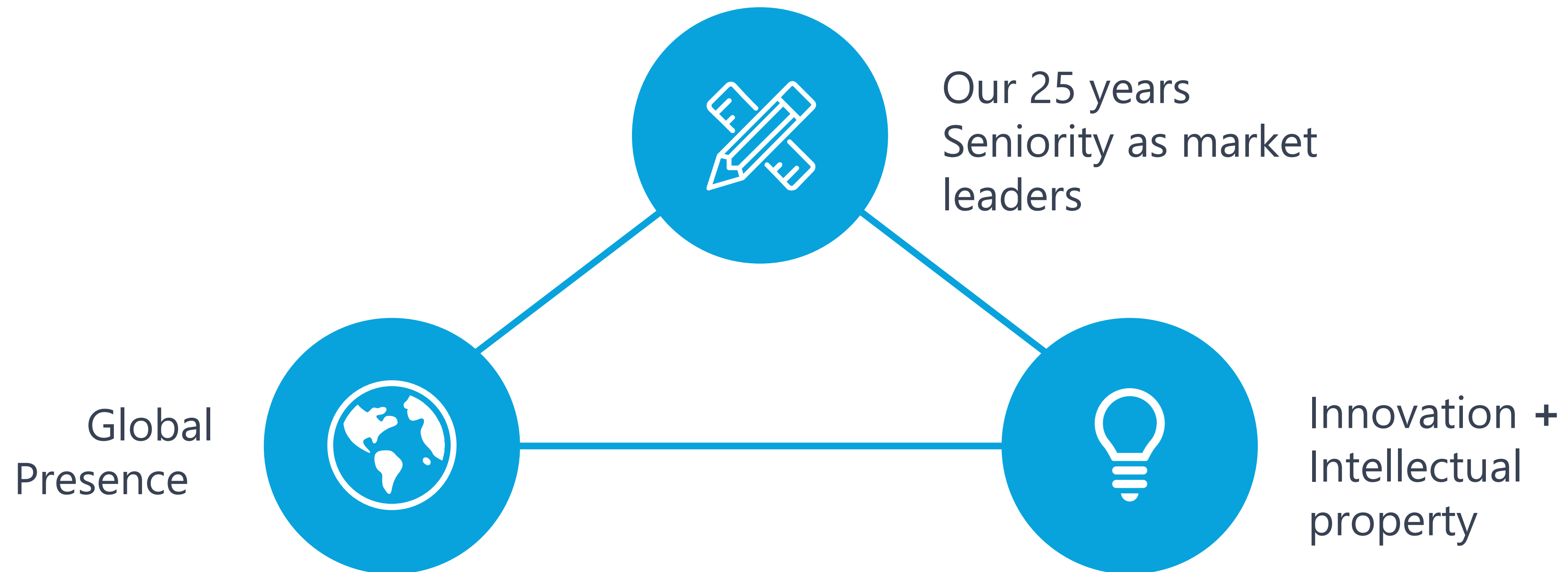


Under eKYC name, we offer a complete framework for Know Your Customer solutions, encompassing features from ID validation to video recorded onboarding.



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

Our Core Strengths



Key Sectors 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 traveling.
- ✓ We develop our own technology and we patent it.
- ✓ Lleida.net is a dual listed company in Europe.

Key Contracts



OUR INVESTMENT PROPOSITION

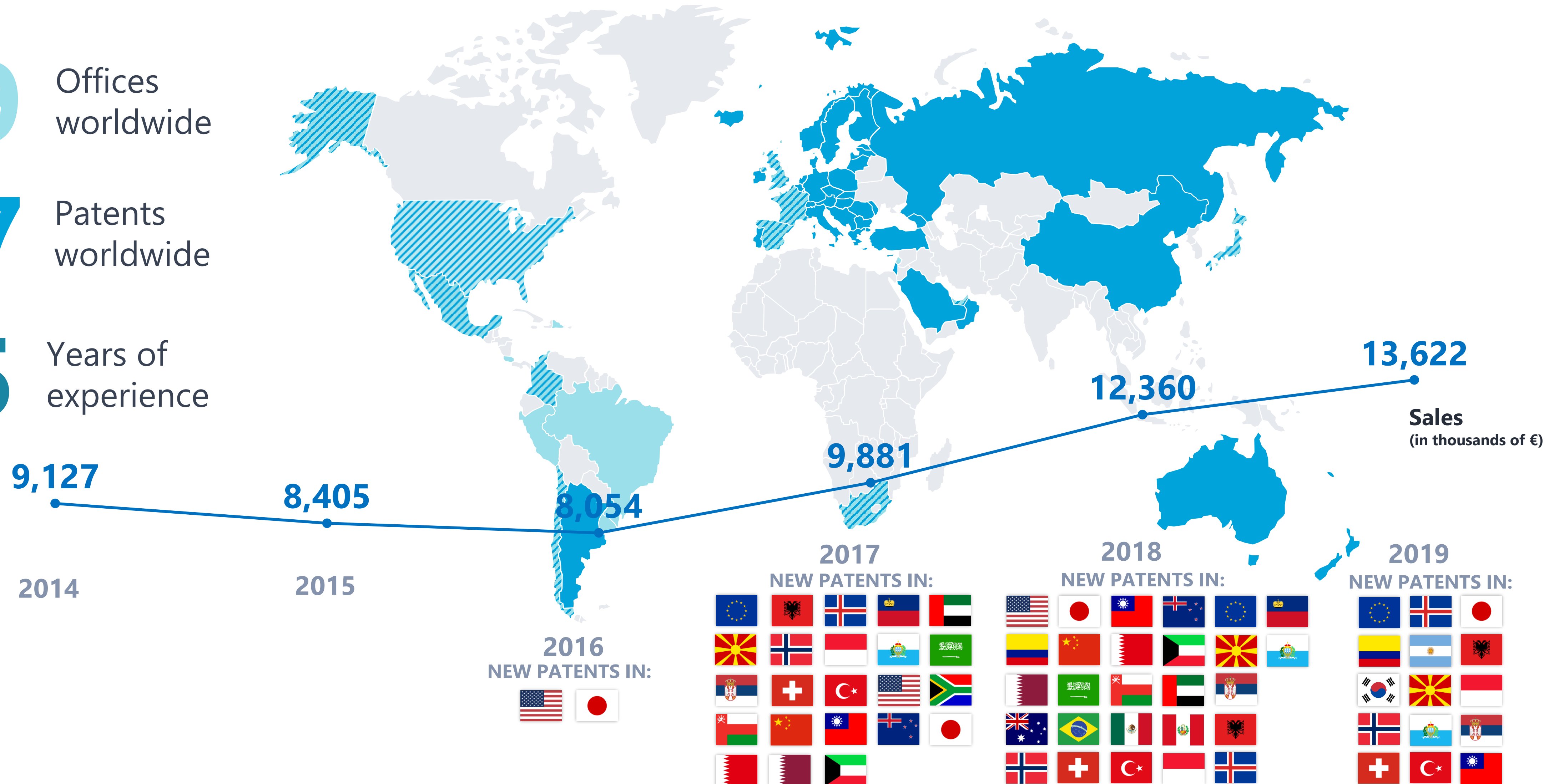


We have become a global company year by year

19 Offices worldwide

107 Patents worldwide

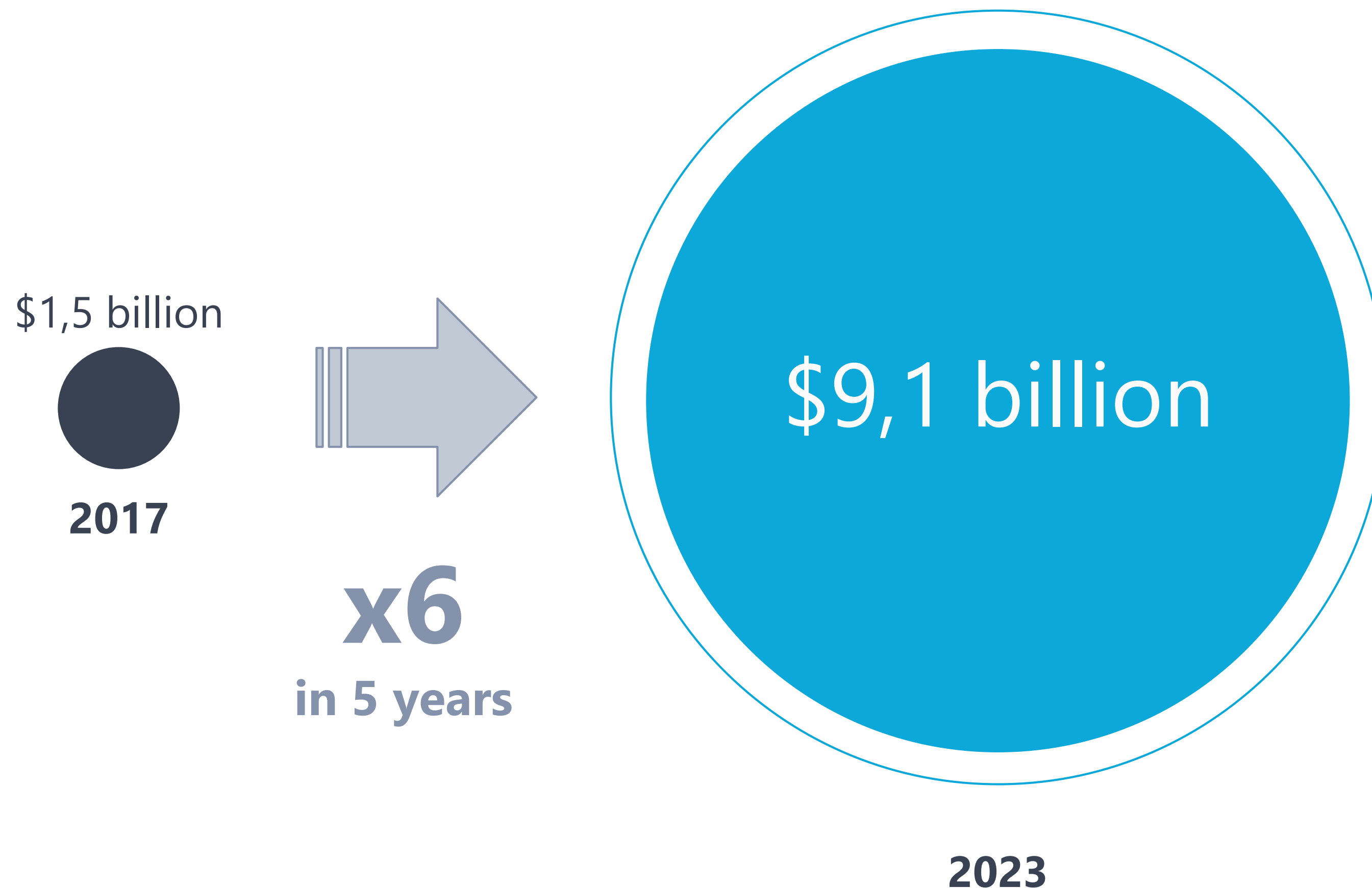
25 Years of experience



A 2020-2025 strategy, focused on investors

- ✓ Inspiring new investors to join our company in order to maintain and increase our daily liquidity levels (avg. 10,000 stocks/day).
- ✓ Developing new eSignature technologies to improve our market position at an international levels
- ✓ Acquiring companies across the world in order to grow and strengthen our global capacity
- ✓ Keeping debt at low operational levels
- ✓ Work on our ESG strategy to fulfill our company promise: People, Planet and Profits.

Market Potential Growth



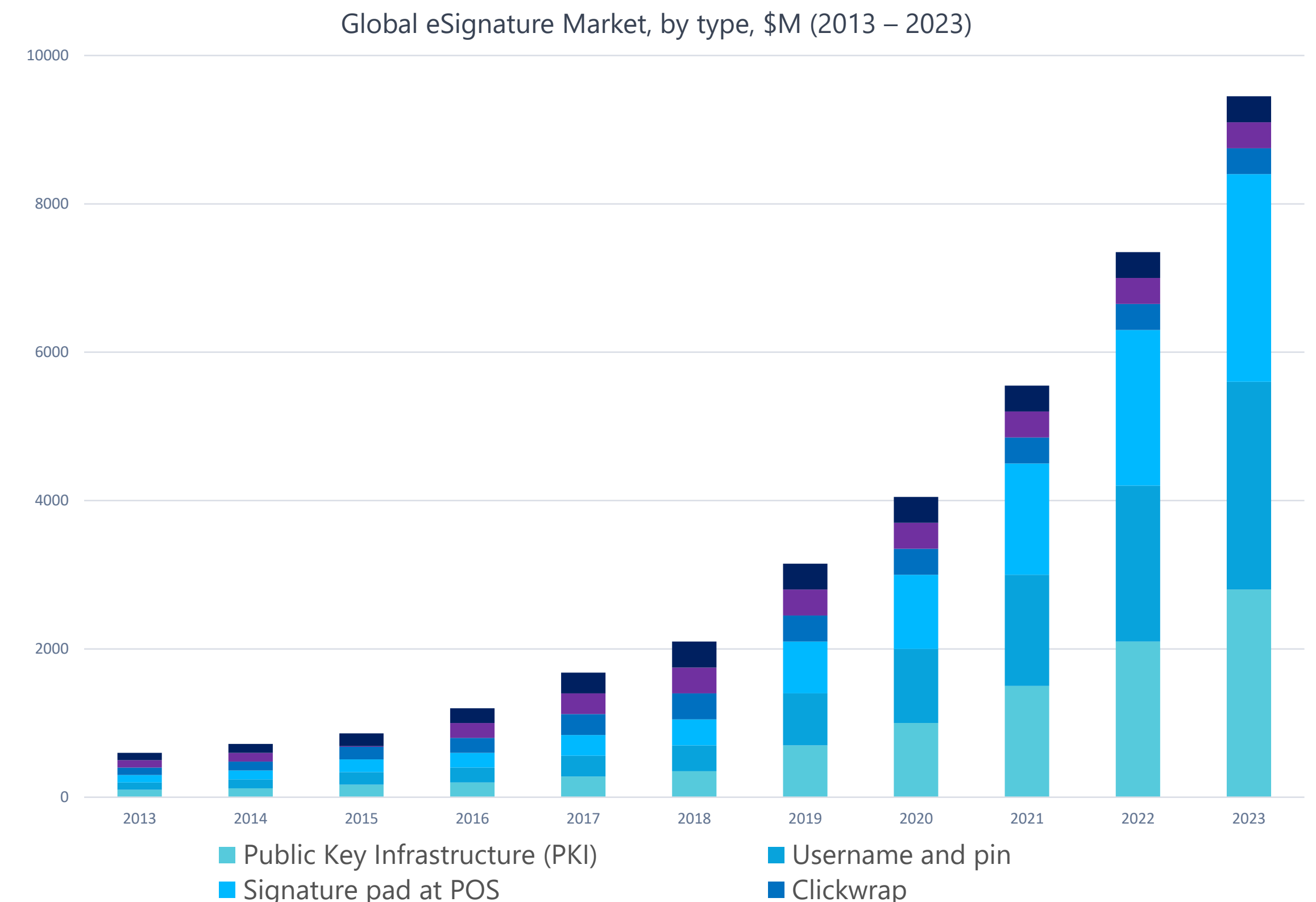
- ✓ There are over 75 countries globally that recognize the legal validity of eSignatures.
- ✓ North America is expected to generate 33% of the global revenue. Lleida.net has four patents in the country: Registered SMS, Registered Email, Registered Contracts, Registered Delivery.
- ✓ Legislative support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

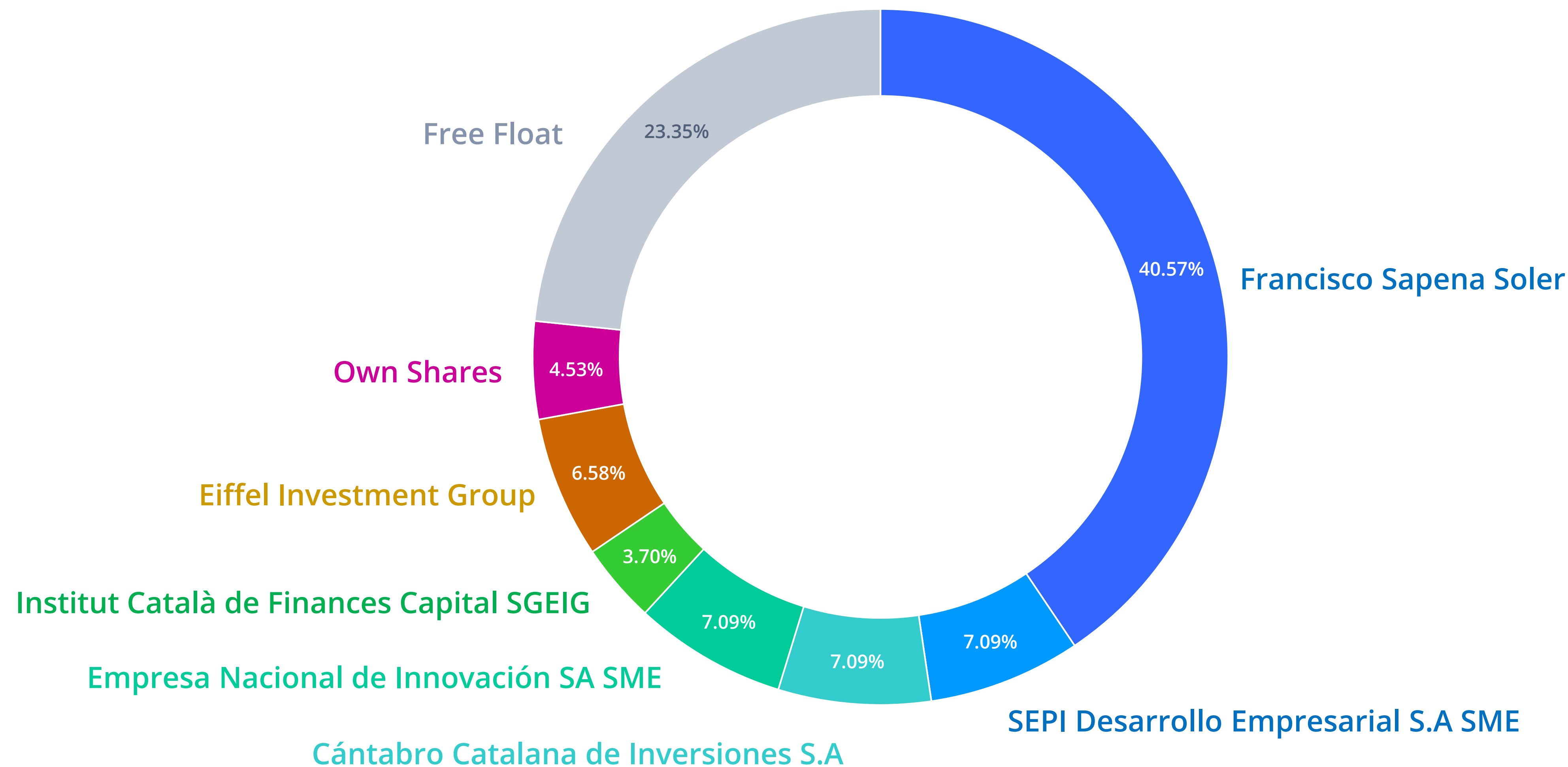


*GLOBAL E - SIGNATURE MARKET SIZE, SHARE, DEVELOPMENT, GROWTH AND DEMAND FORECAST TO 2023 - P&S Research

2019 achievements

- ✓ New Granted Patents in Argentina, Colombia and Europe
- ✓ Eiffel Investment Group becomes the fifth largest shareholder of Lleida.net with a total of 6,6% of the company.
- ✓ New Interconnection Wholesale agreements signed with China Mobile and China Telecom
- ✓ New Internacional SaaS contract with Profesional Courier (Dubai) , BNP Poland, Compartamos Confianza (Peru), Andorra Telecom, Zurich Insurance Mobile Solutions Ltd (Germany)
- ✓ Lleidanet Dominicana S.R.L has obtained the fixed telephony operator and SMS licence granted by the Dominican regulator INDOTEL
- ✓ Portabilidad Españolas S.L., has been awarded the contract to be the exclusive official provider of information on the Spanish portability

Shareholder Distribution



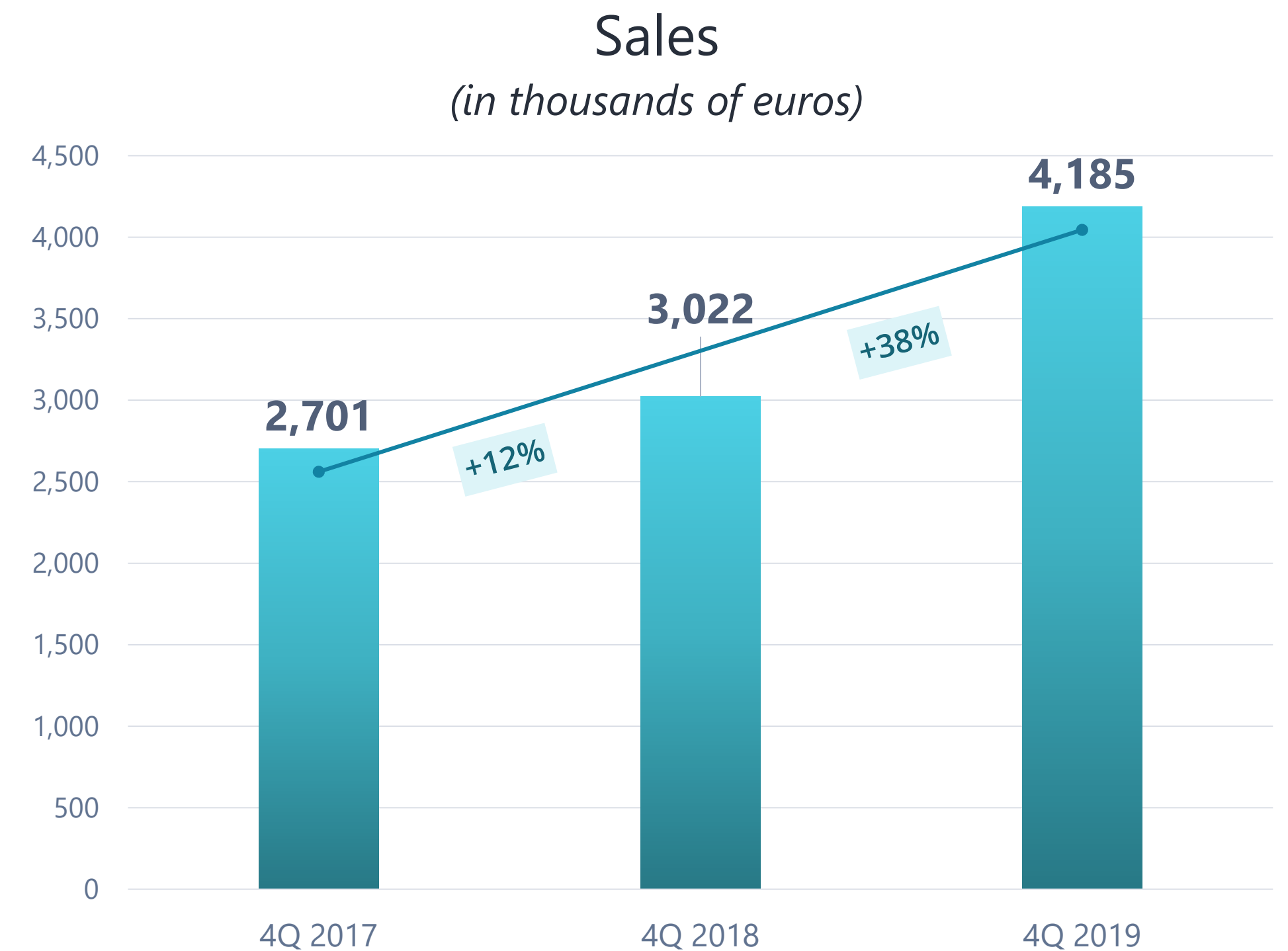
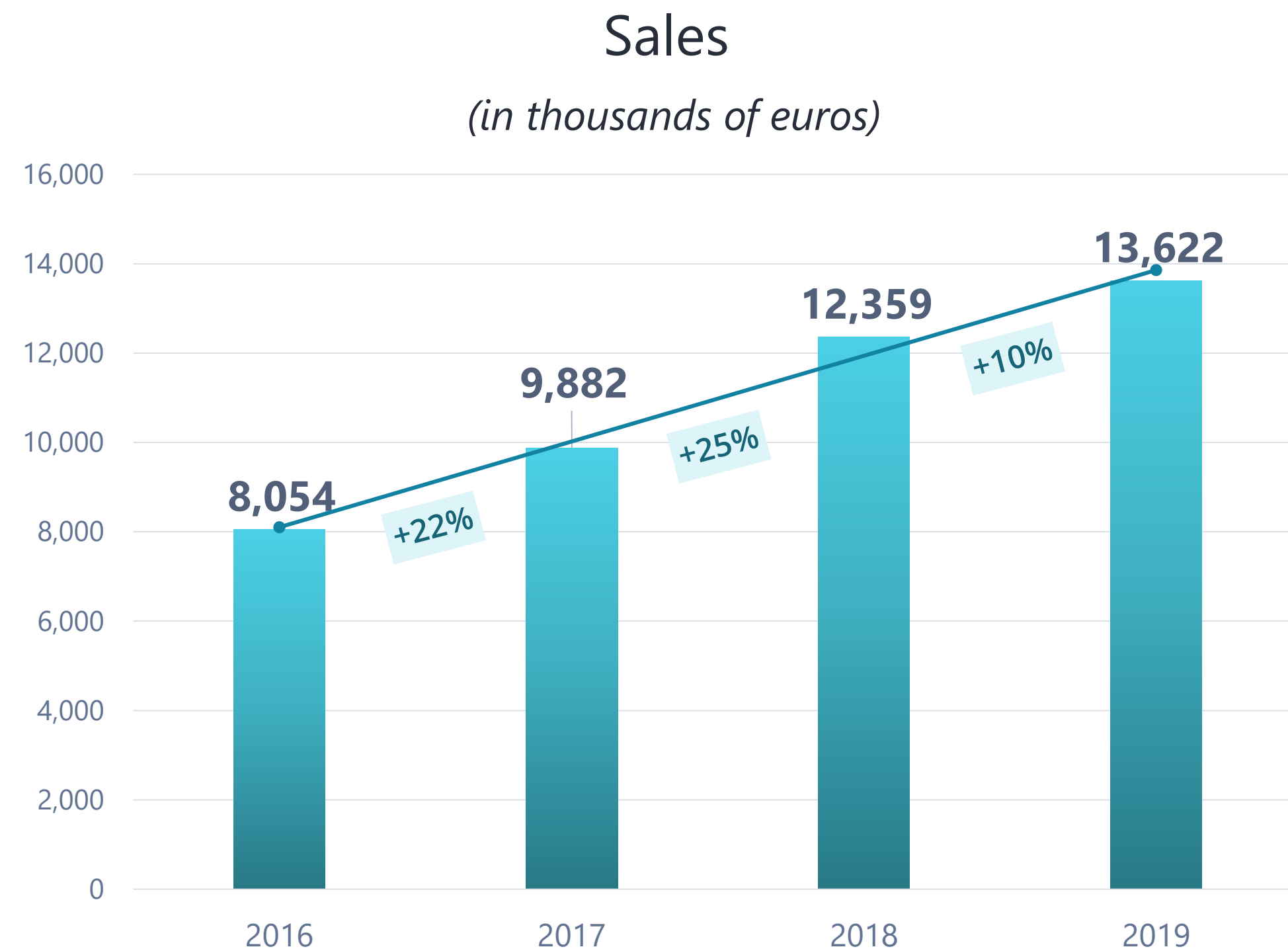
OPERATIONAL AND FINANCIAL PERFORMANCE



Consolidated Profit and Loss accounts in thousands of euros

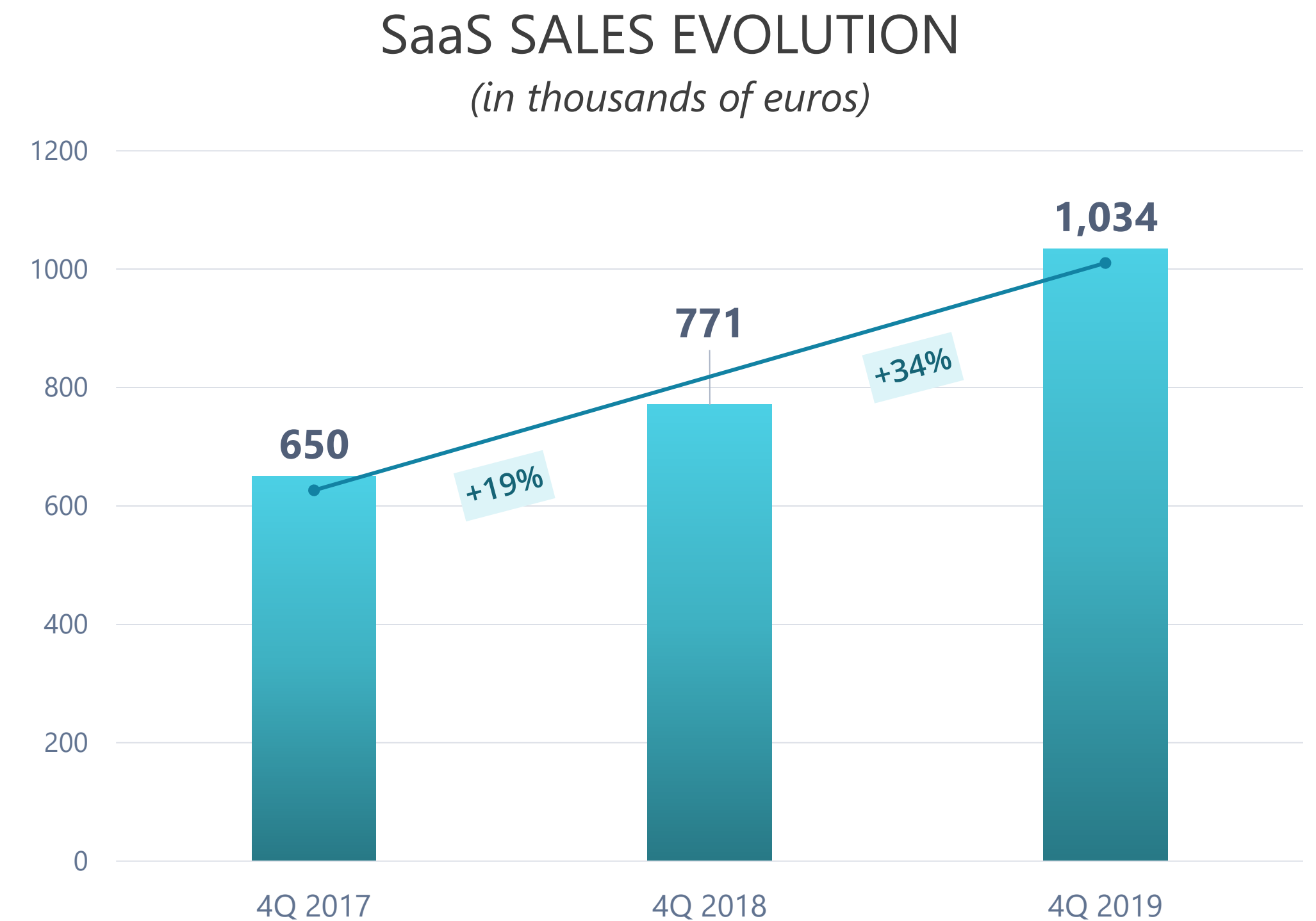
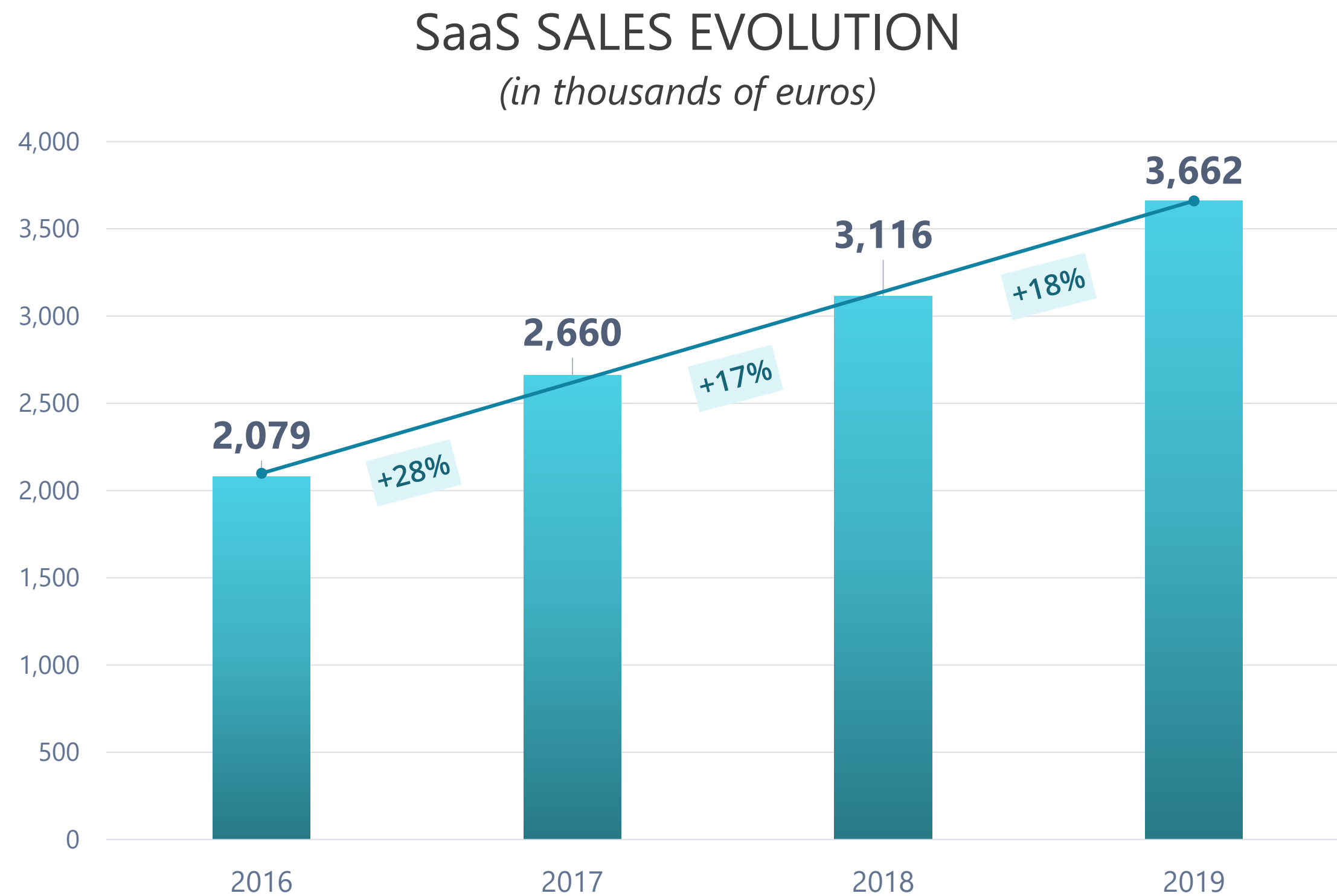
<i>Figures in thousands of Euros Consolidated</i>	2018	2019	Var. €	Var. %
Sales	12,359	13,622	1,263	10%
Sales costs	(6,335)	(6,609)	(274)	4%
Gross Margin	6,024	7,013	989	16%
%Margin of sales	49%	51%		
Staff expenses	(2,838)	(3,292)	(454)	16%
External Services	(2,319)	(2,489)	(170)	7%
Otros Incomes	27	54	27	100%
Work performed by the company for its assets	787	935	148	19%
EBITDA	1,681	2,222	541	32%
Depreciation	(1,152)	(1,135)	17	-1%
Other results	0	(11)	(11)-	
Ordinary activity results	529	1,076	547	103%
Financial Result	(100)	22	122	122%
Exchange Rate differences	(17)	(24)	(7)	-41%
Earnings before tax	412	1,074	662	161%

Constant double digit growth in sales



Second consecutive year with sales figures above 10%

Constant double digit growth in SaaS solutions sales

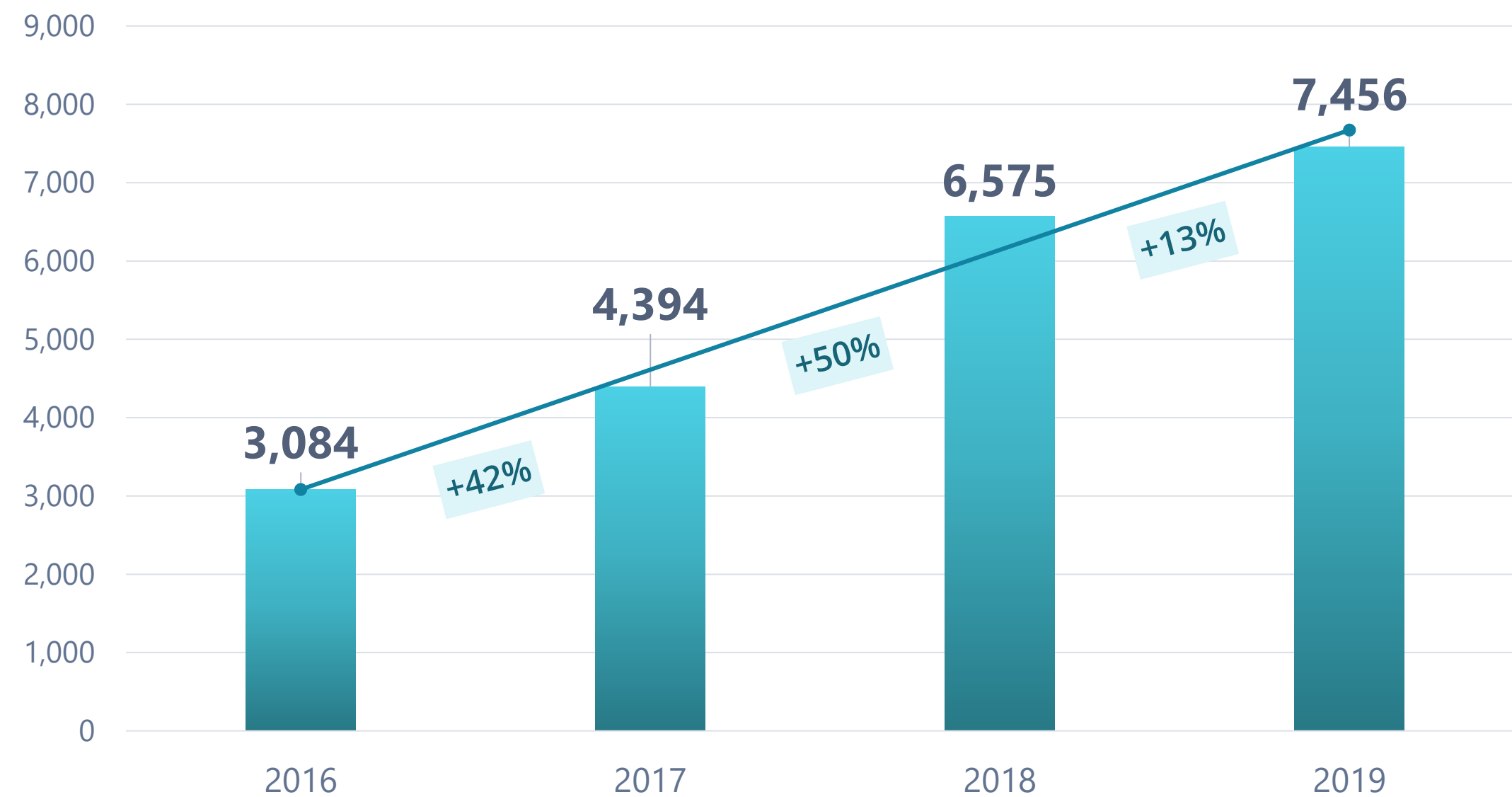


Increase in SaaS sales by one million Euros in two years thanks to the consolidation of large accounts and to the internationalization.

Constant double digit growth in wholesale interconnection sales

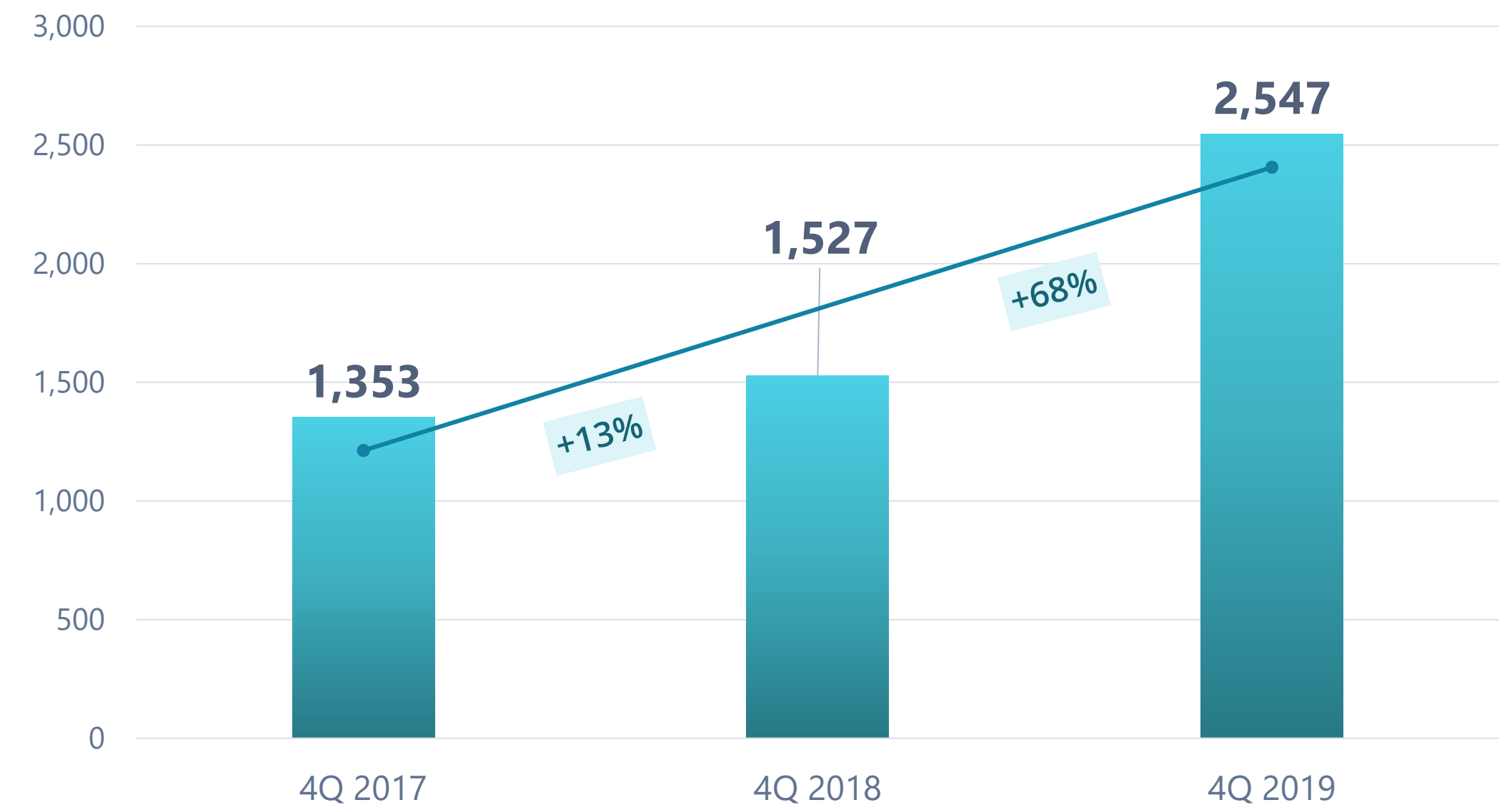
WHOLESALE INTERCONNECTION SALES
EVOLUTION

(in thousands of euros)



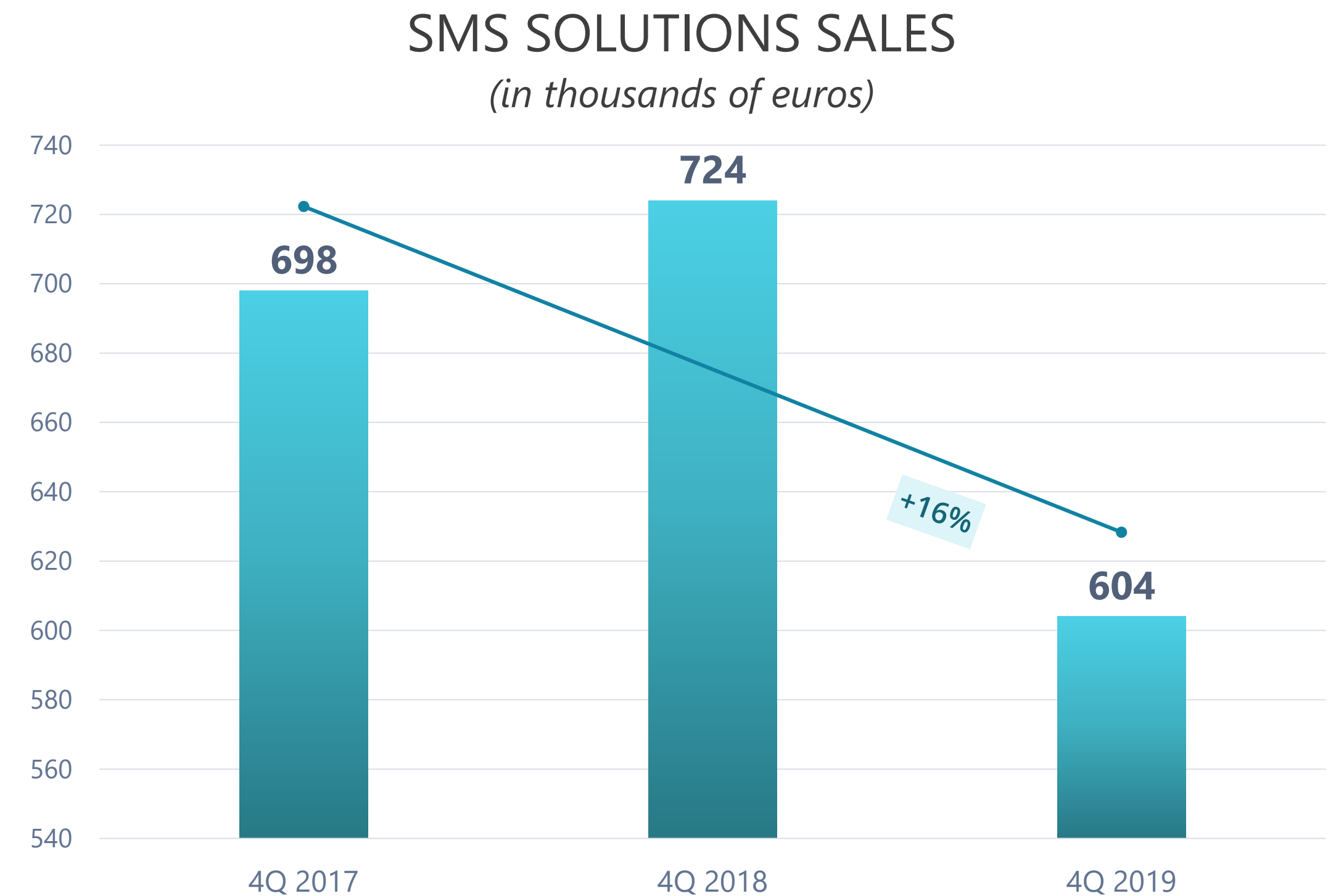
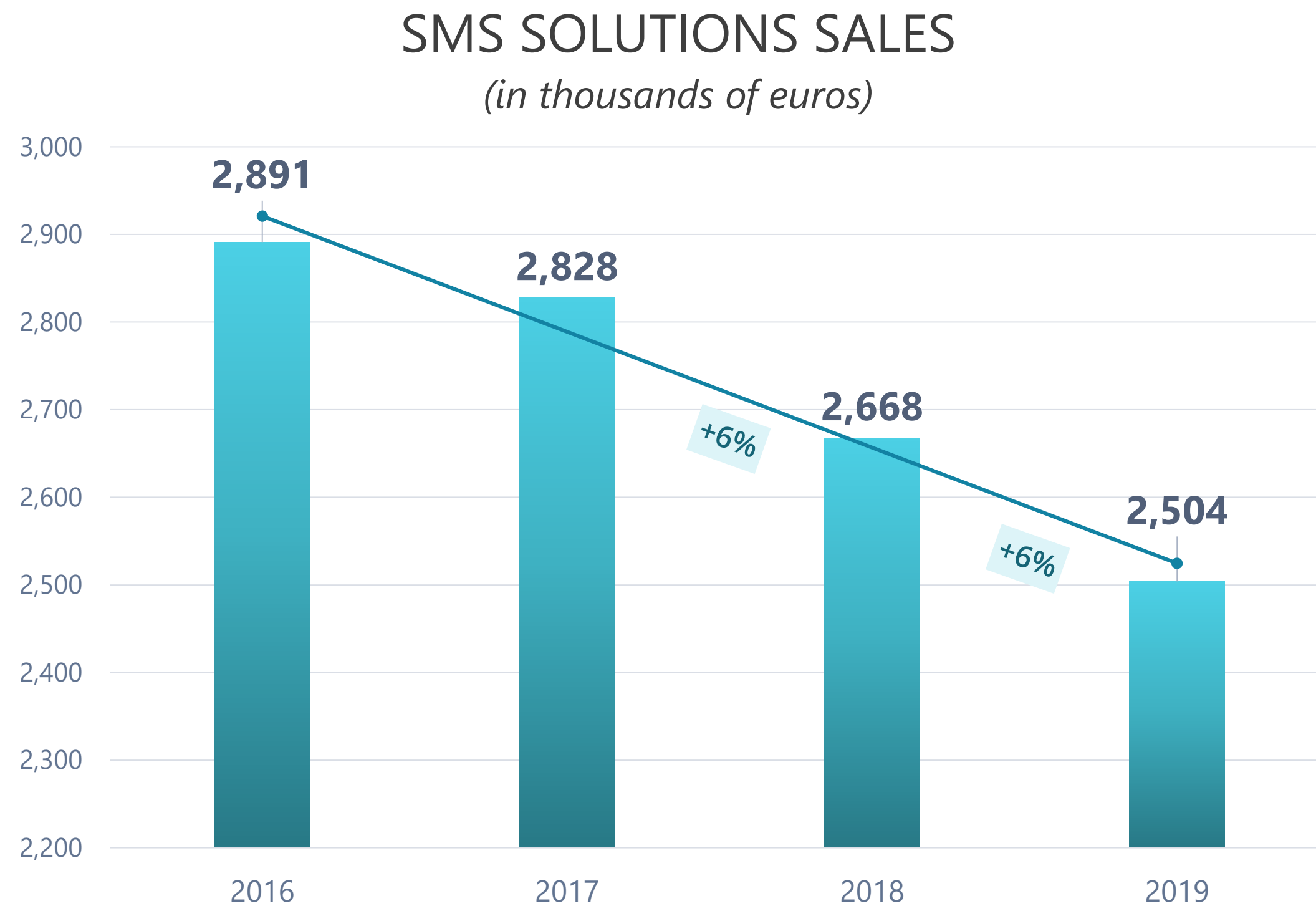
WHOLESALE INTERCONNECTION SALES
EVOLUTION

(in thousands of euros)

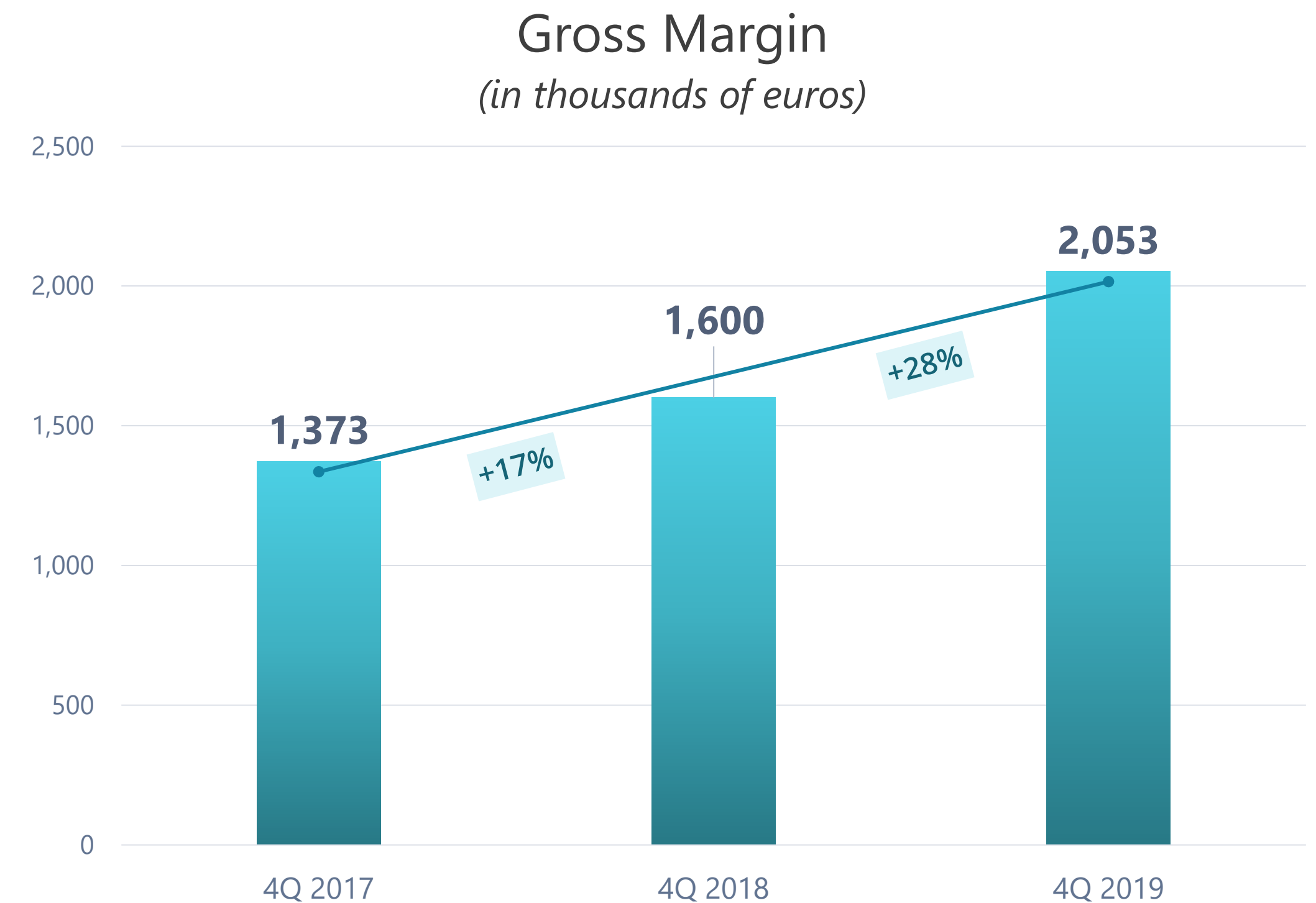
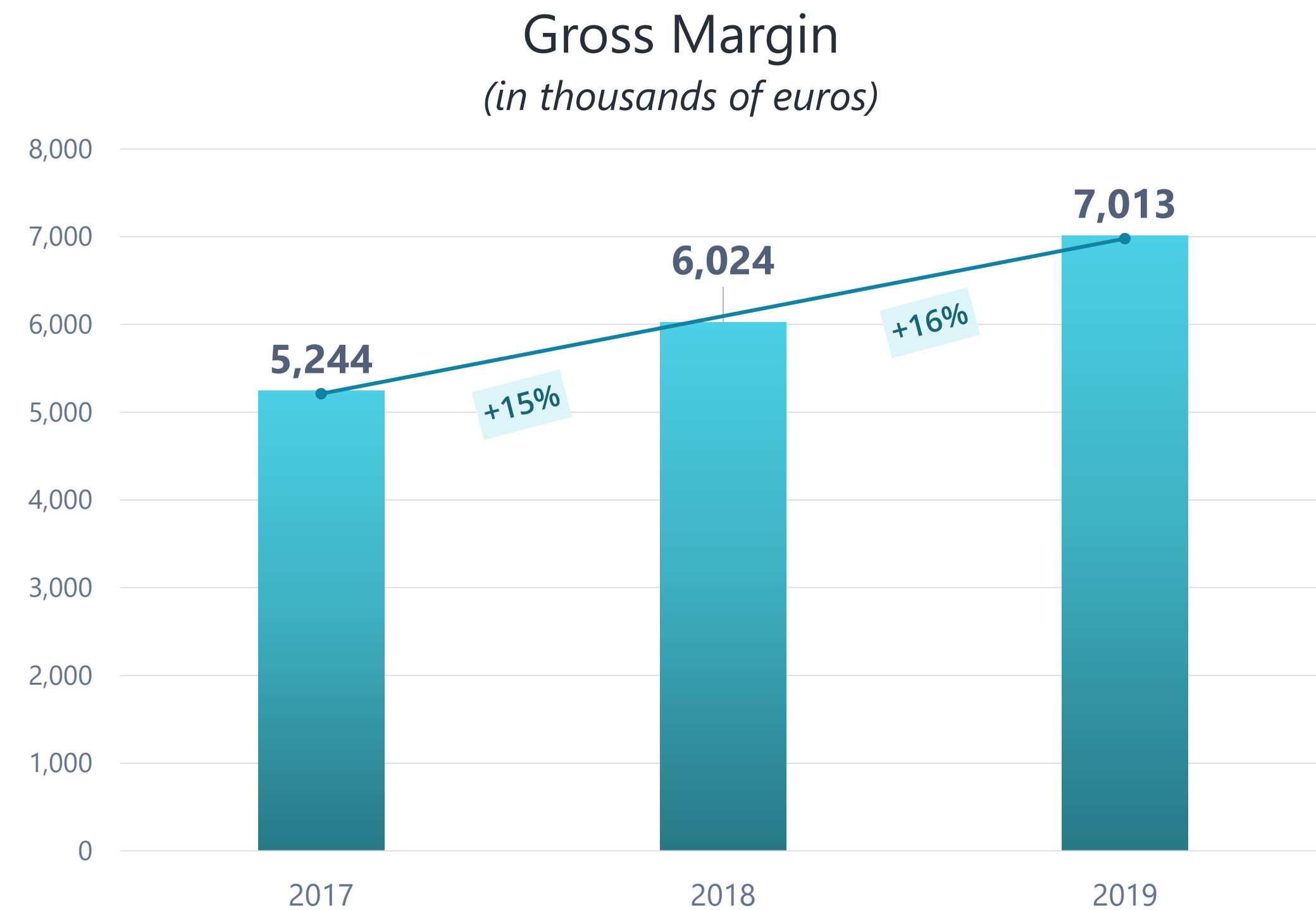


Wholesale sales growth rates of over 13% each year and 68% in the last quarter.

SMS solutions sales decreasing in national market

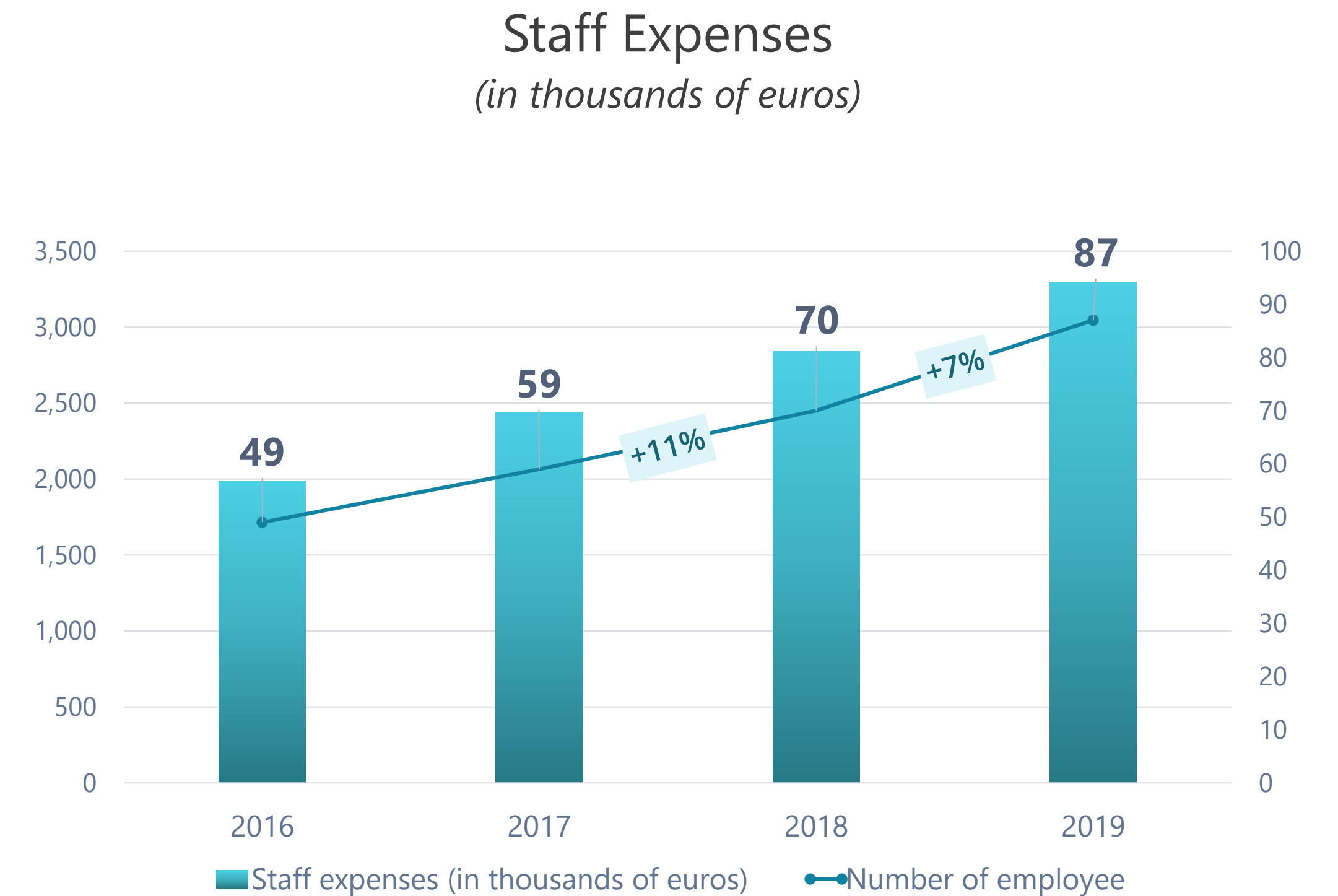
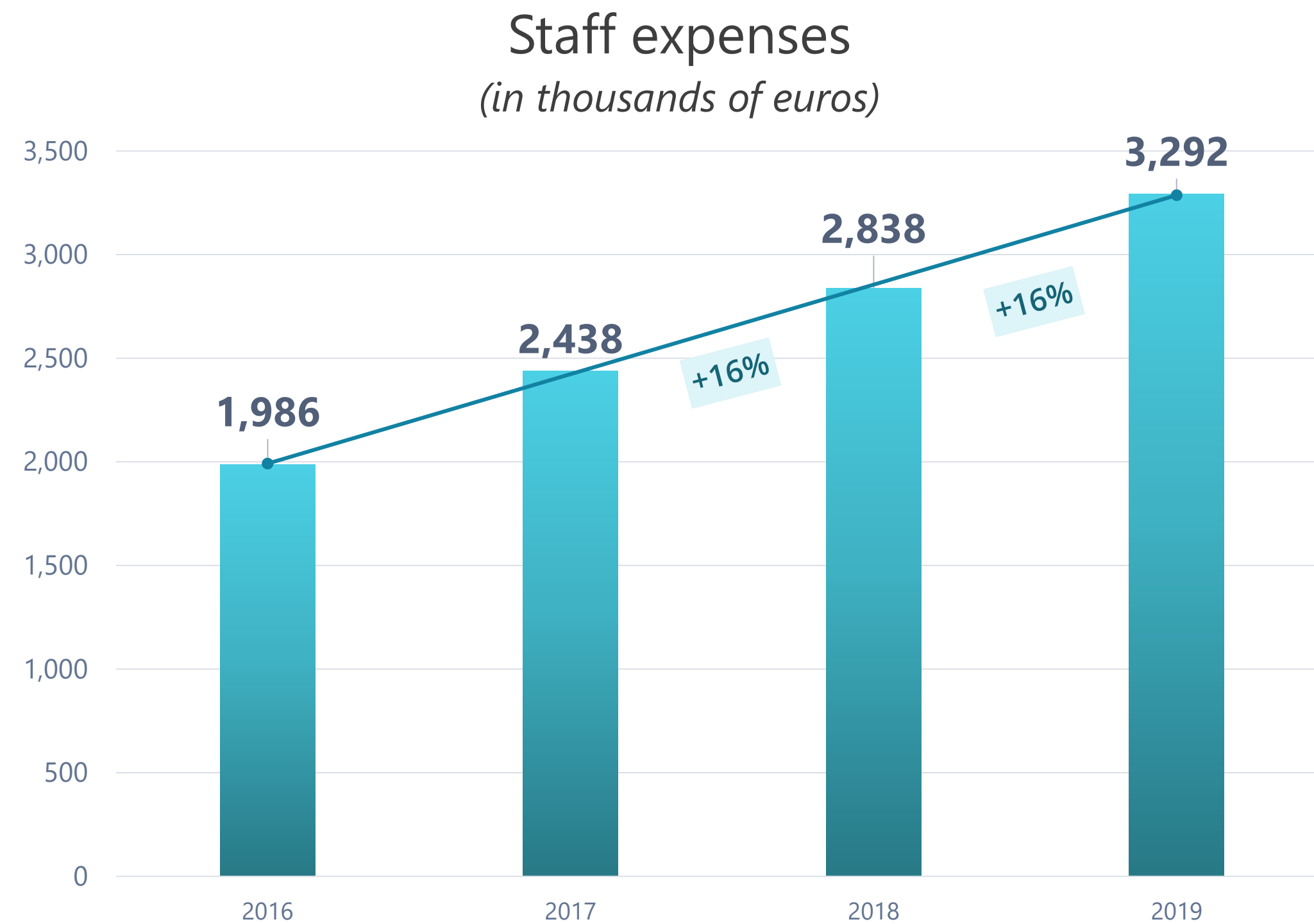


Gross Margin



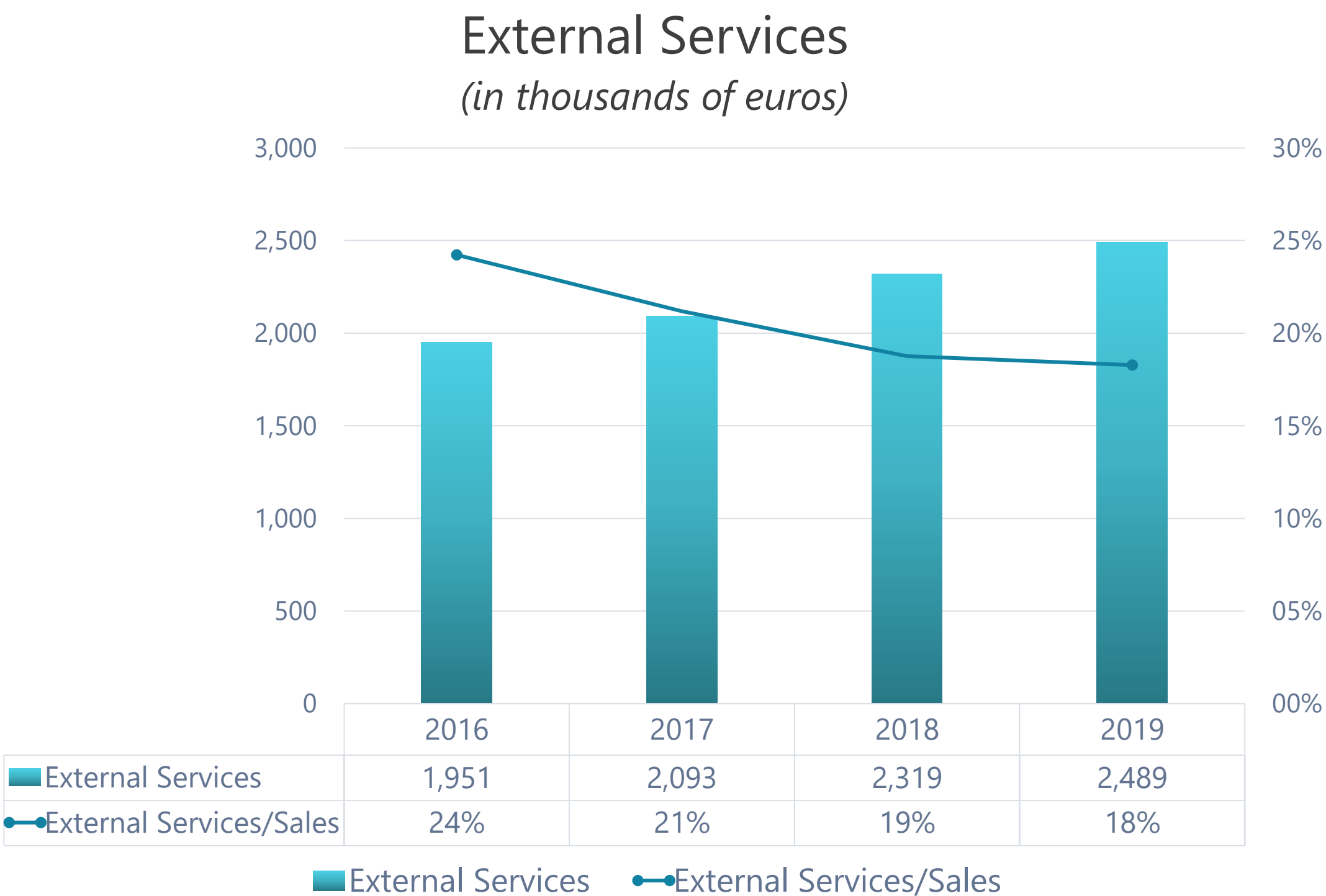
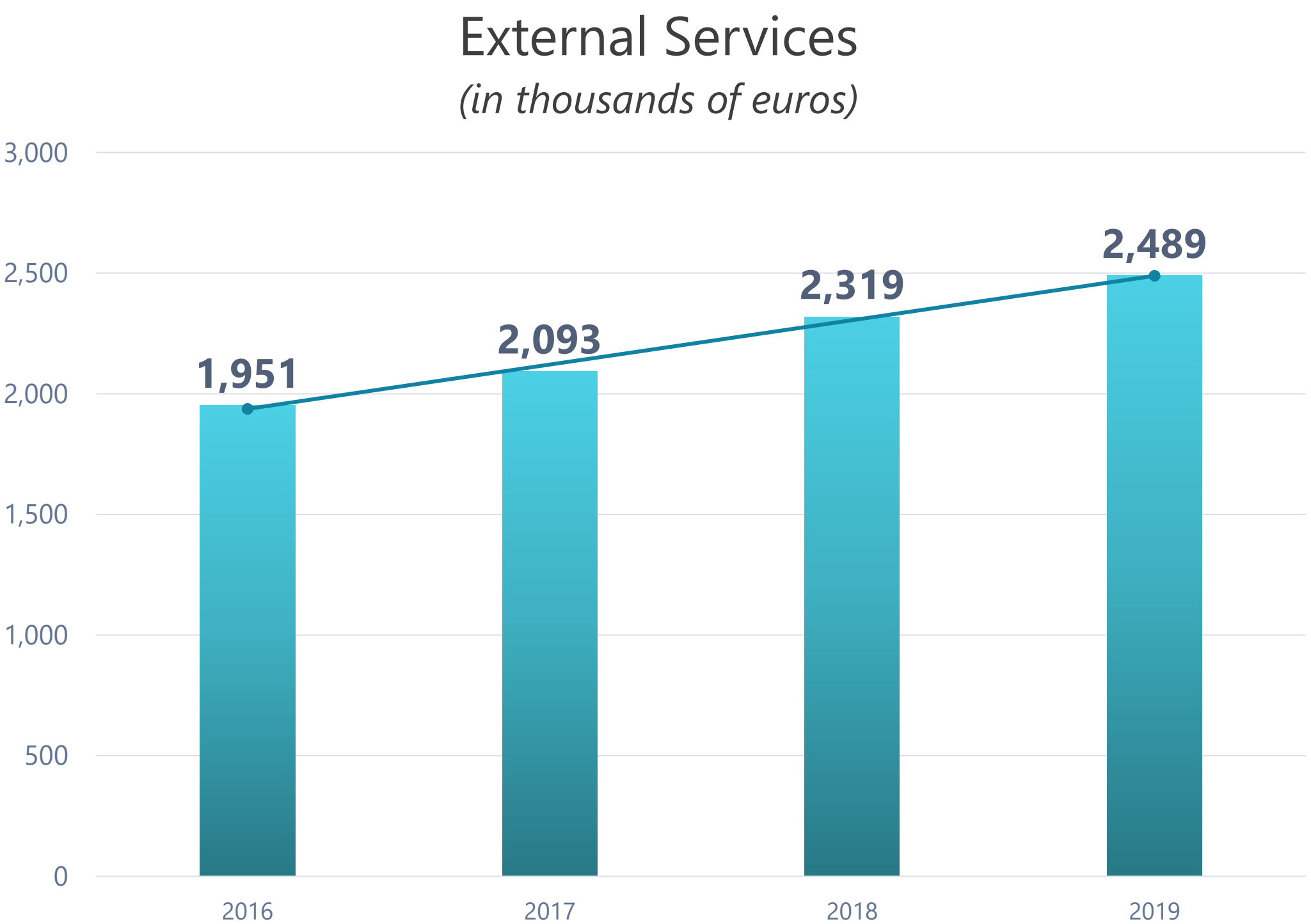
Second consecutive year with sales figures above 16%

Adding constantly new talent

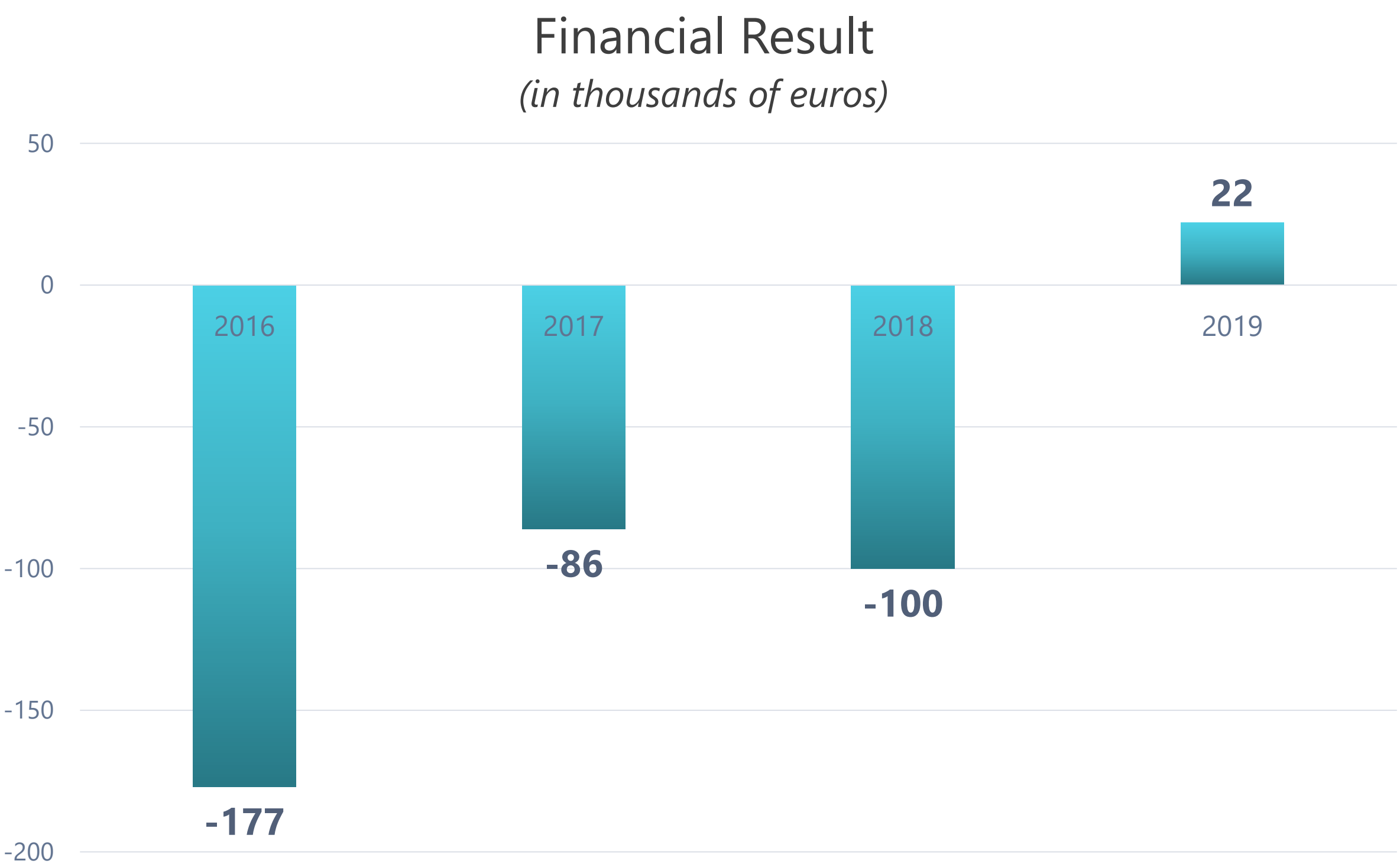


Talent recruitment is a must for the company. The work force grew during the last 12 months by 24%, up to 87 people.

Optimization of cost in External services

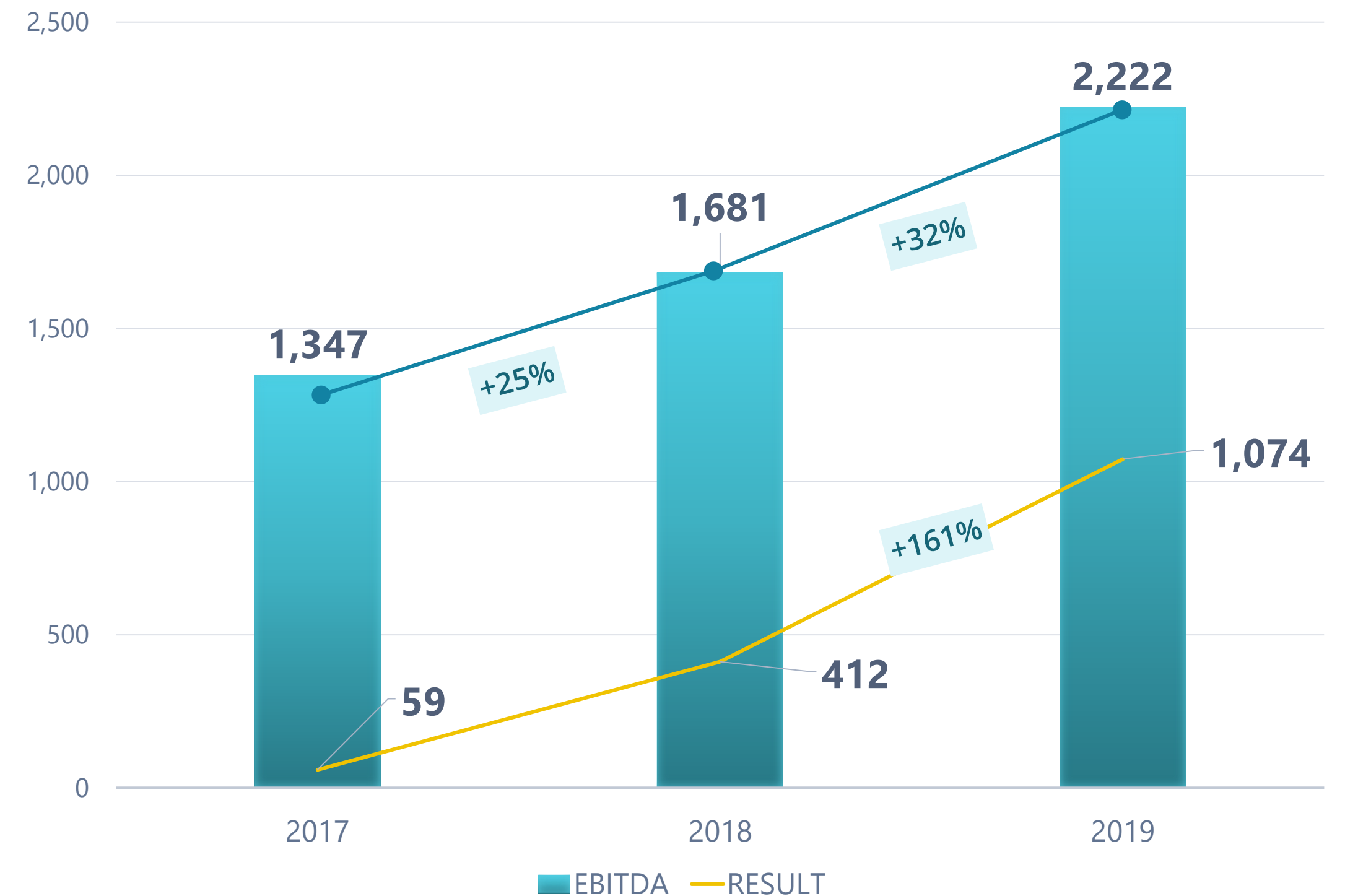
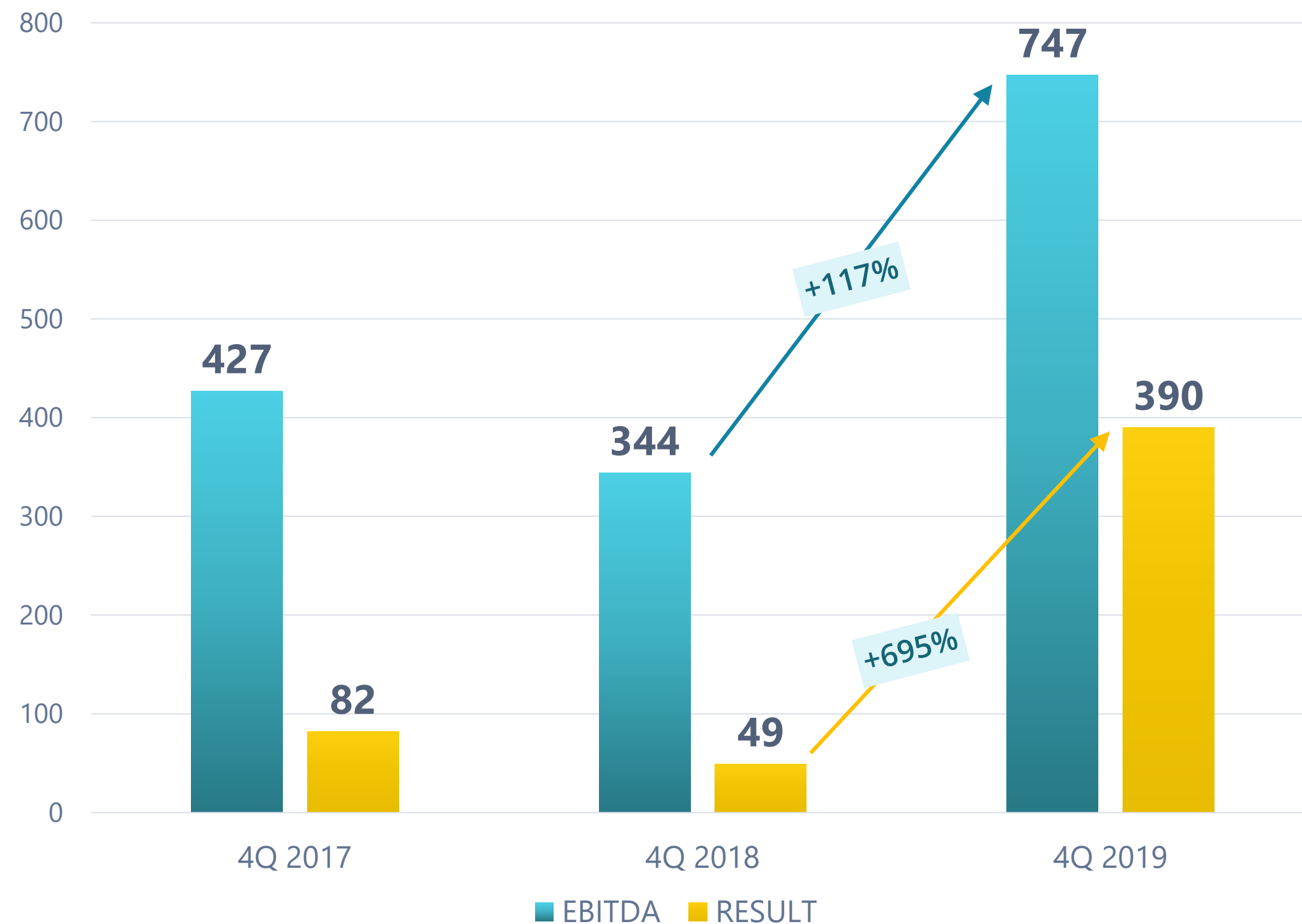


Positive financial result



The financial result is positive derive from the sale of a minority interest and has resulted in a profit of 80 thousand of euros.

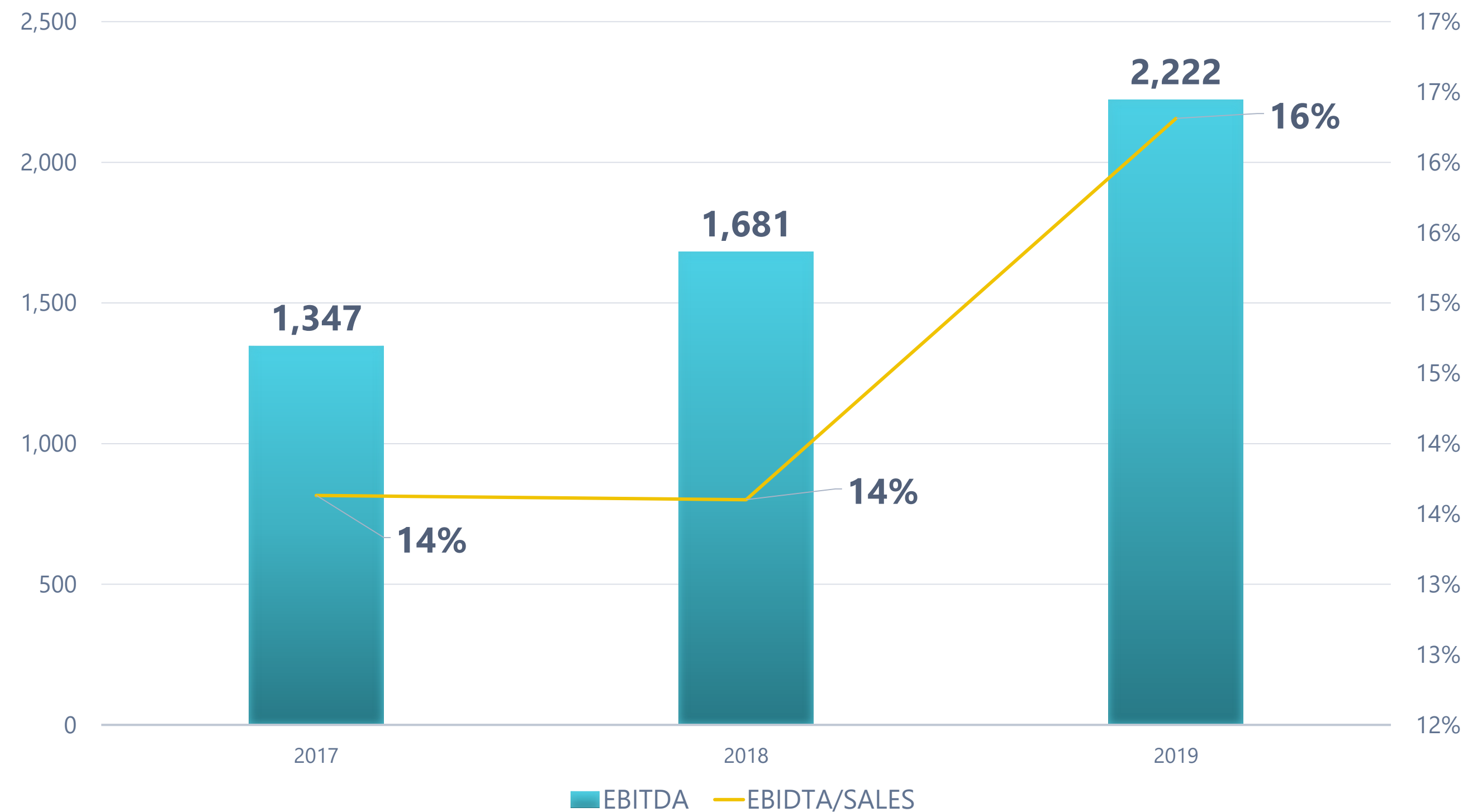
EBITDA increases by 32% and in 161% in the operating result



EBIDTA increased by 32% with respect to fiscal year 2018, and exceeded 2,2 million euros.

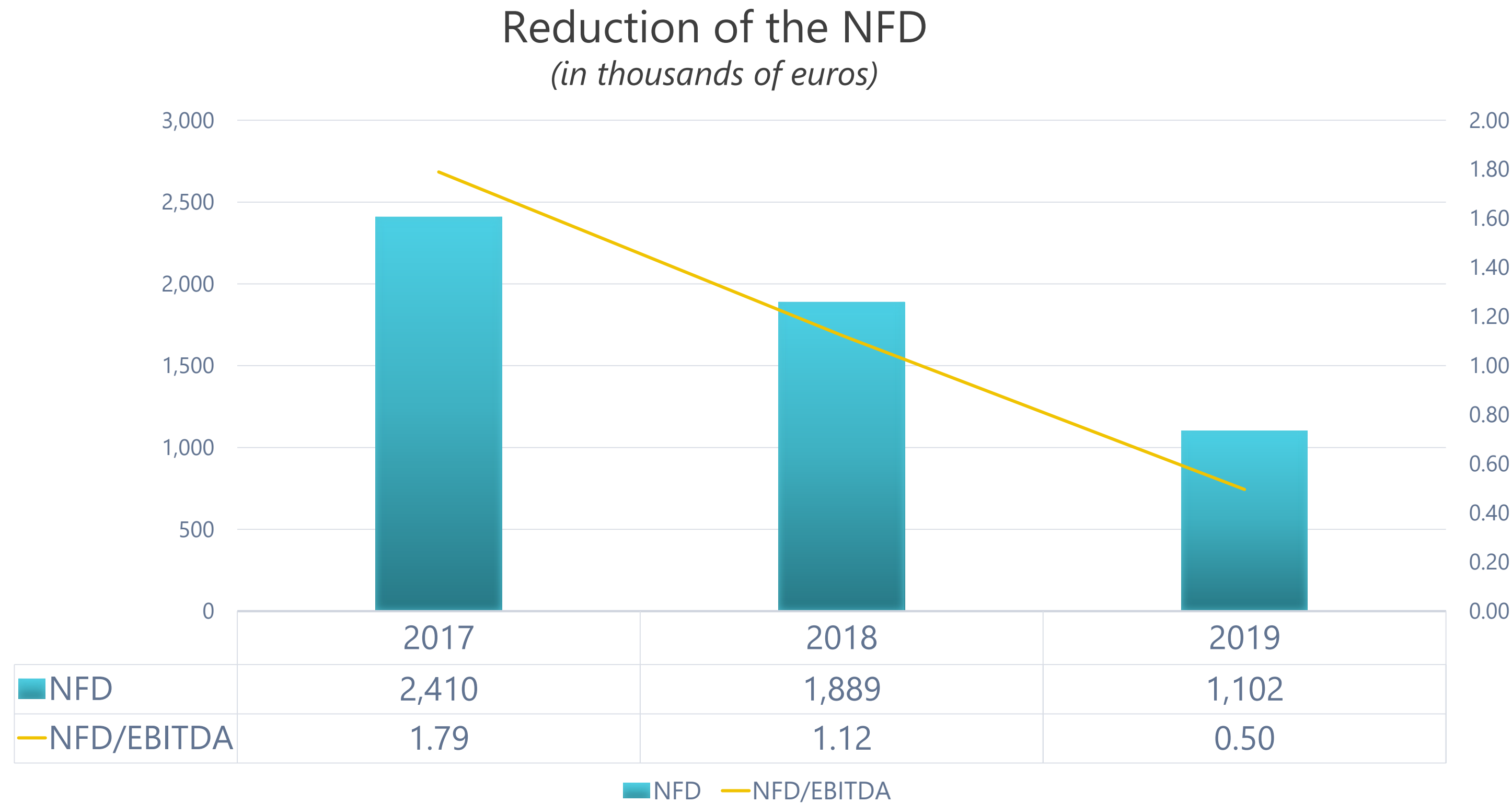
Third consecutive year with a positive result and already exceeding a million euros.

EBITDA increases by 32%



The rate EBITDA/Sales increases until 16% in 2019.

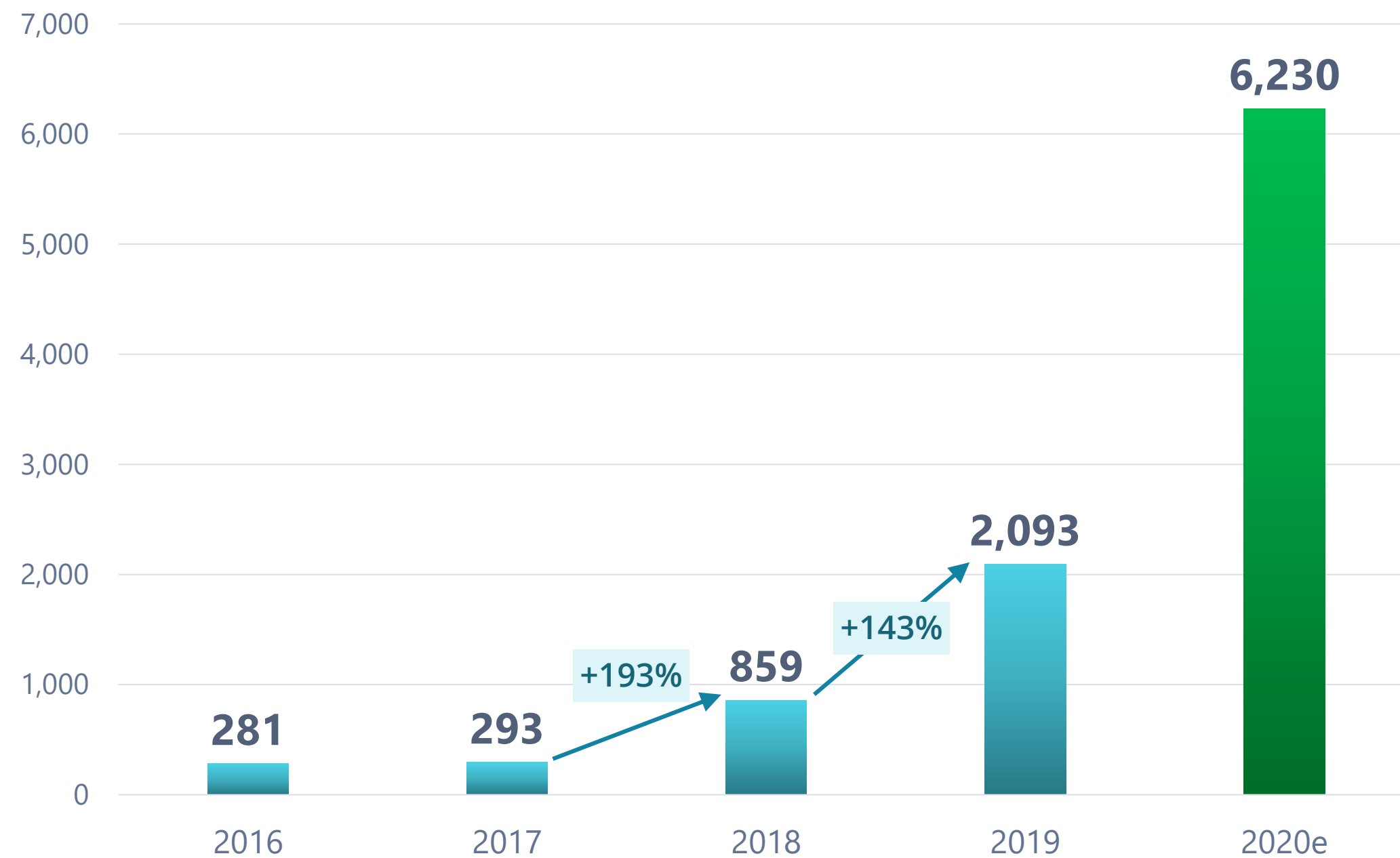
Reduction of NFD thanks to cash generation



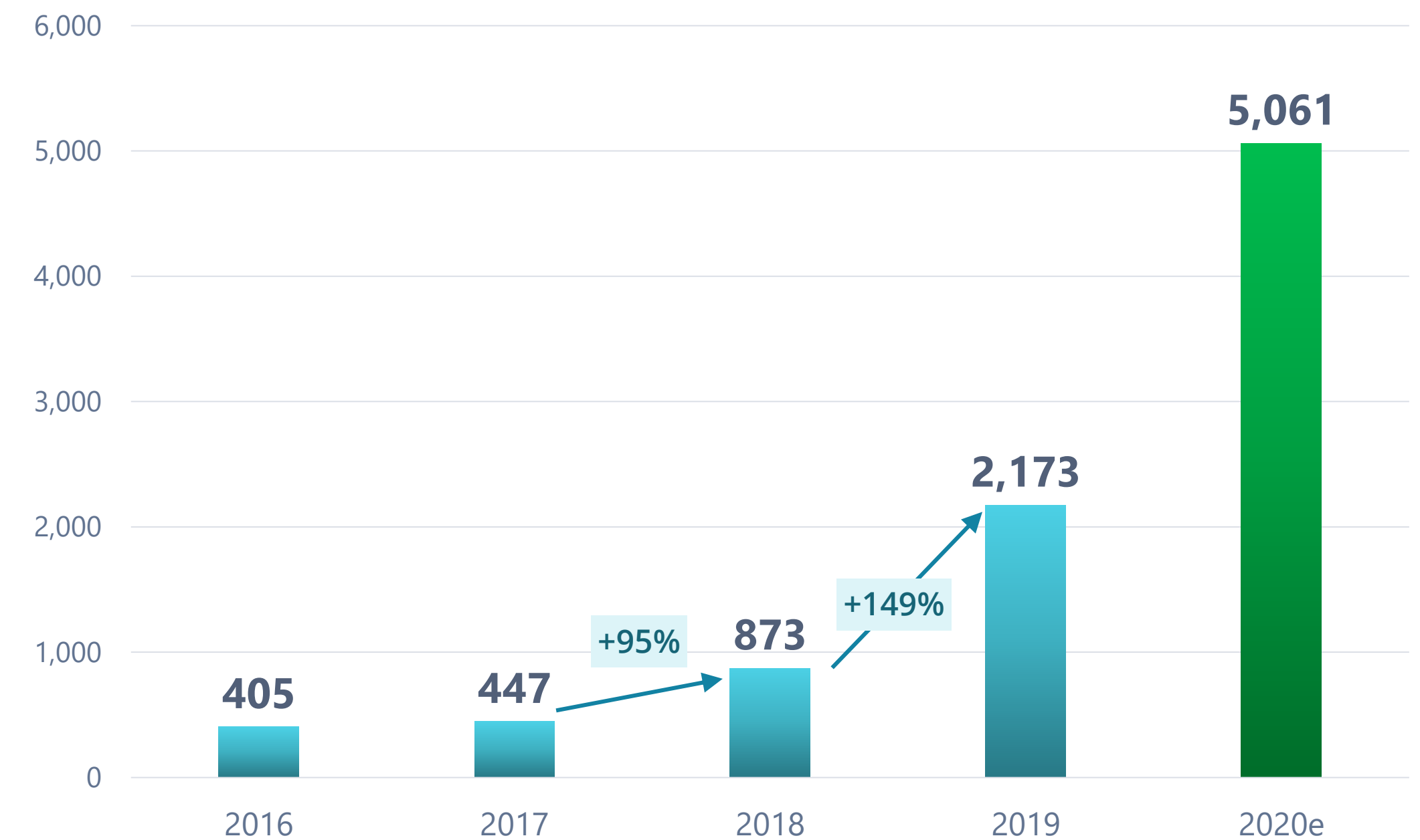
Net financial debt is 0'5 time EBITDA, due by the group's effort both to reduce costs and invest the surplus generated in the amortization of loans.

Evolution of liquidity in MAB

Transaction/ Liquidity in MAB
(in thousands of euros)



Transactions in MAB
(in thousand of shares)



The liquidity has increased by 143% compared to 2018.

Share Chart in MAB

LLN Overview



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



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