



# Lleida.net

La Primera Operadora Certificadora

EN [https://investors.lleida.net/docs/en/20210526\\_HRelev.pdf](https://investors.lleida.net/docs/en/20210526_HRelev.pdf)  
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2021年5月26日，马德里

## 其他相关信息

### **LLEIDANETWORKS SERVEIS TELEMÀTICS S.A** **2021 MEDCAP中型企业论坛**

根据欧盟（EU）第596/2014号条例第17条关于市场滥用的规定，以及经RDL 4/2015批准的10月23日批准的《证券市场法》修订文本第228条以及并发规定，以及BME MTF Equity的第3/2020号通知函，内容涉及扩展公司将提供的信息，由LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.特此声明：（以下简称“公司”或“Lleida.net”或“单位”或“集团”）请您注意以下由发行人及其管理员全权负责准备的信息：

在公司参加由西班牙证券市场公司(Bolsas y Mercados Españoles)组织的“2021 Medcap 中型企业论坛”之际，请看所附的企业介绍，它将在5月26日星期三的论坛上使用。

我们会随时为您提供任何适当的说明。

此致，

2021年5月26日，马德里



# Lleida.net

Foro MedCap 2021



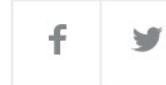
SET AMONG THE UNS  
BEAUTY ON MONTEN  
BOKA BAY

HEALTHCARE JANUARY 25, 2021 / 4:35 PM / UPDATED 17 HOURS AGO

## Remote working trend spurs Spanish telco Lleida.net to **best results in its 25-year** history

By Reuters Staff

2 MIN READ



Jan 25 (Reuters) - Spanish telecom firm Lleida.net said on Monday its 2020 results were the best in its 25-year history, after COVID-19 lockdowns boosted its digital signature business.

The Madrid-listed small cap firm said preliminary sales in its software-as-a-service line more than doubled in the fourth quarter, and rose 59% in the full year, as widespread remote working since the beginning of the pandemic boosted demand for its digital signature services.



# Lleida.net IS A SaaS COMPANY IN THE eSIGNATURE AND eNOTIFICATION INDUSTRY

Founded in 1995, Lleida.net is a multinational B2B SaaS company providing eSignature and eNotification services. The company has clients in 160 countries and operates from 19 offices around the world.

Directed by its original founder and CEO, Sisco Sapena, it provides Registered Electronic Notification, Signature and Contracting Services to thousands of clients around the world. Thanks to Lleida.net's technology, they can communicate with millions of its stakeholders every month, in a reliable way that guarantees legal validity.

The company's SaaS line of business grows Year over Year, and almost quintupled its billings during the pandemic, due to a change in consumer habits by companies and individuals.

Lleida.net has one of the largest IP portfolios in the eSignature, eNotification and eContracting industry, with over 203 patents granted by 64 countries.

Its cutting-edge technology is used by the postal services of six countries (including the Emirates, South Africa and Colombia) to communicate with its citizens digitally.

# Lleida.net AFTER THE PANDEMIC

Due to the accelerated digitalization process brought by the COVID-19 pandemic, Lleida.net's eSignature, eNotification and eContracting technology has been adopted by all kind of clients (B2C, B2B and B2B2C) all over the world (mainly in Europe, the Middle East, Latin America and Africa) as a way to ensure its business continuity.

The proprietary and patented technology underlining Lleida.net's stance in the market is being introduced in global markets by strong commercial teams in three continents.

Lleida.net trades on OTCQX Best Market (OTCQX:LLEIF), on Paris' Euronext Growth (EPA:ALLN) and on Madrid's BME Growth (BME:LLN).

It is the **only company in the world** listed in those three markets, the most liquid company in the Spanish Growth Market, and one of the very few companies corporations in OTC.

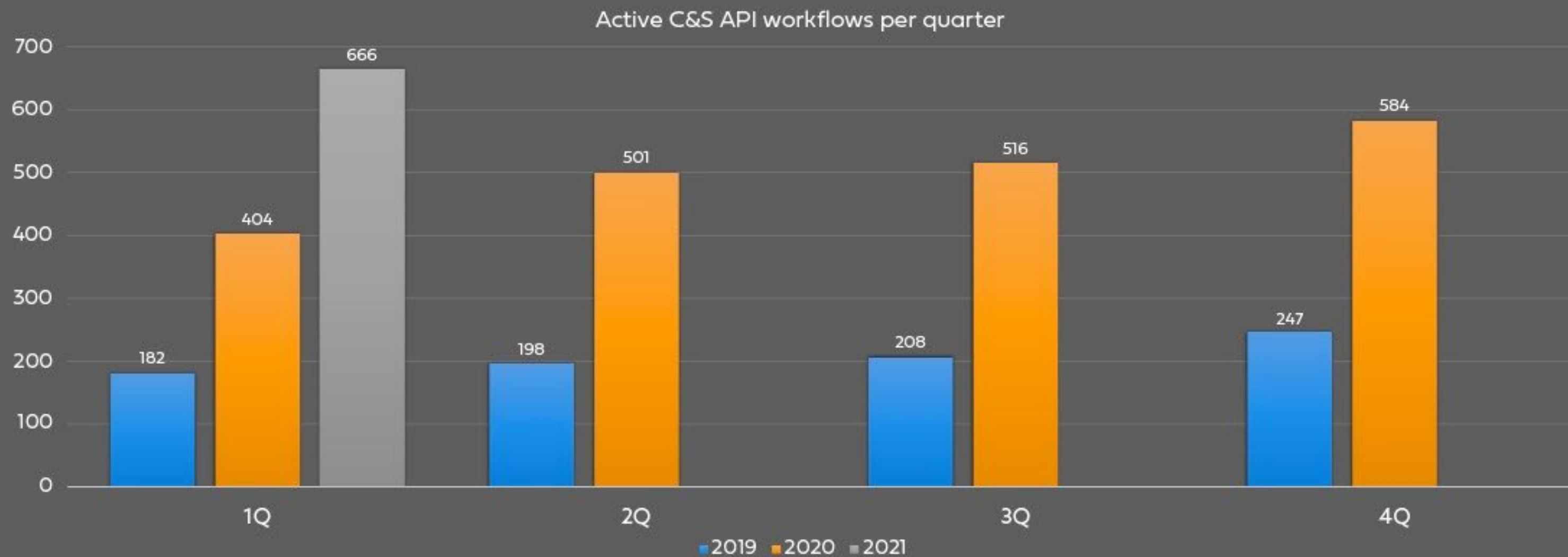


Our overall quarterly revenue growth has been over 100% in the last 16 quarters, and our SaaS product line has grown 185%.

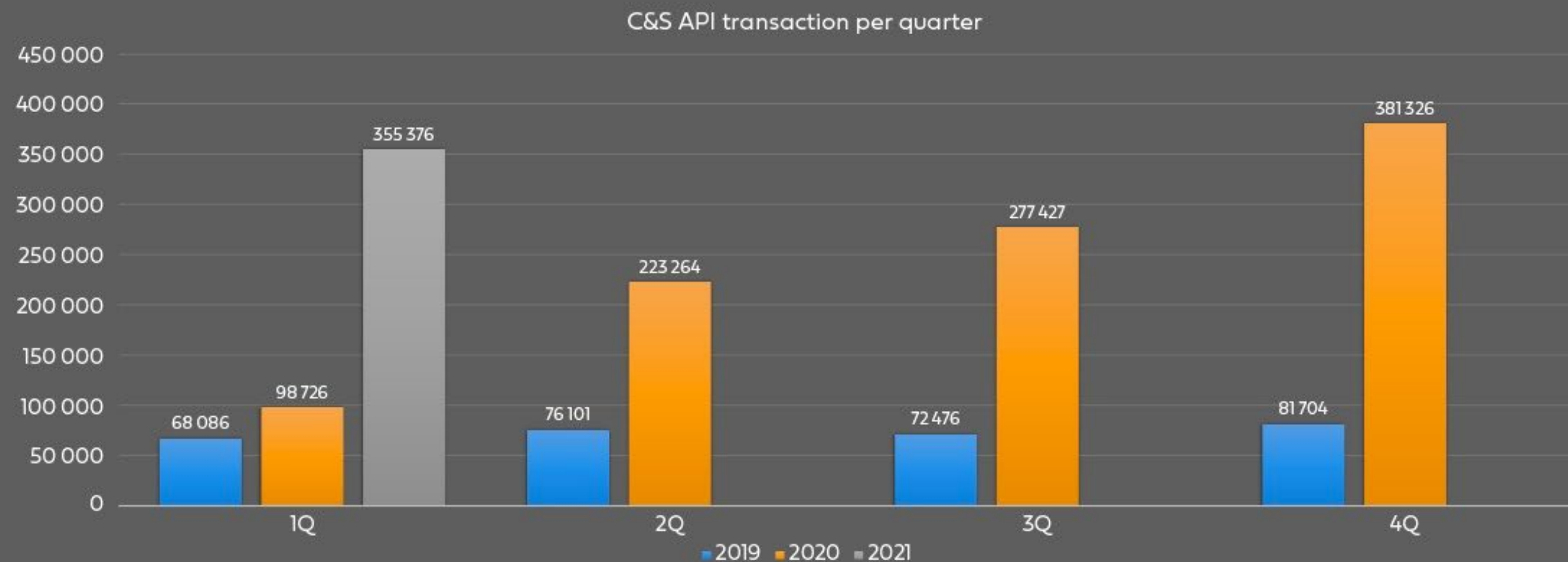
THE COMPANY'S PERFORMANCE  
IN THE 1Q 2021 HAS PROVEN OUR  
MODEL RIGHT



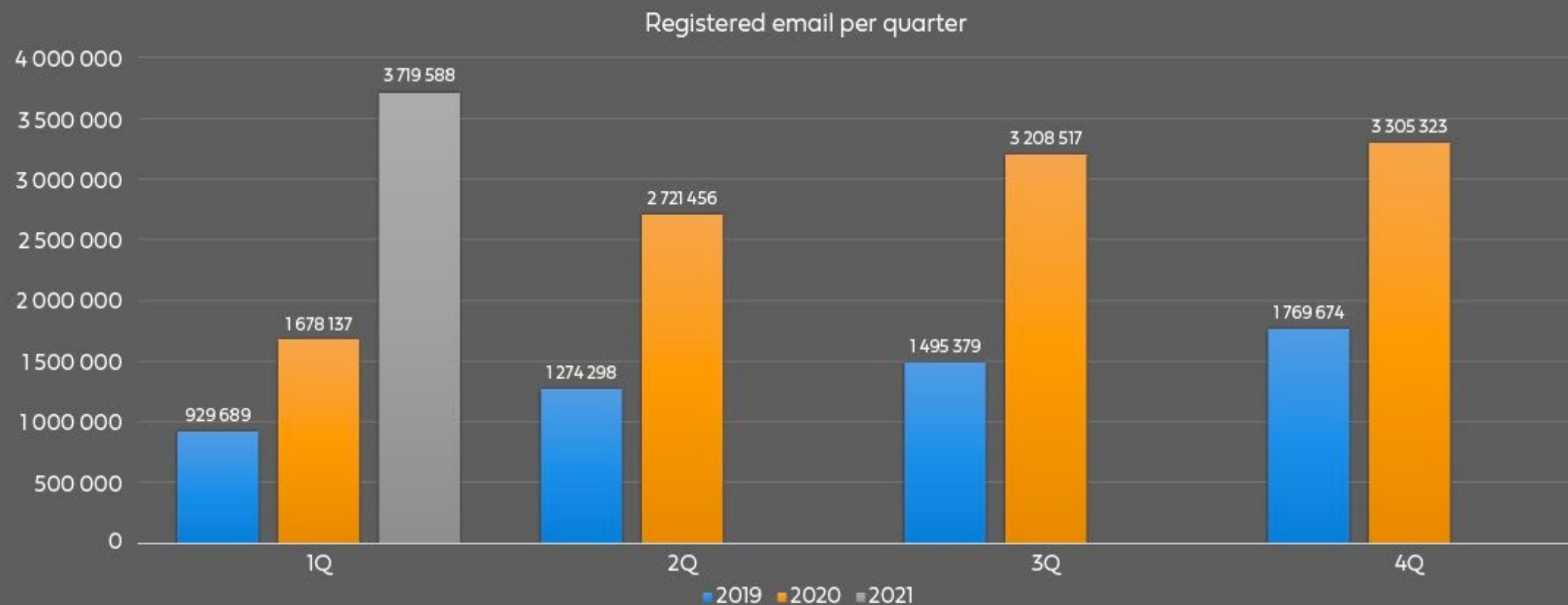
# LLEIDA.NET REGISTERED SERVICES PRODUCTION DURING 1Q 2021



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# LLEIDA.NET's STRATEGIC PILLARS : INNOVATION, INTELLECTUAL PROPERTY AND INTERNATIONALIZATION

# I. INNOVATION

# A CULTURE OF INNOVATION.

For 26 years, Lleida.net evolved throughout the digital economy to become one of the world's top 10 SMS telecom operators, first, and then a successful SaaS service provider, becoming the leading European company in the eNotification, eSignature and eContracting industries.

Its eContracting platform, Click&Sign, has become the industry's standard in Europe. Its Registered Email and SMS contract solutions are used by thousands of clients around the world, and its eKYC technology is employed by dozens of clients in the financial, banking and insurance sectors.

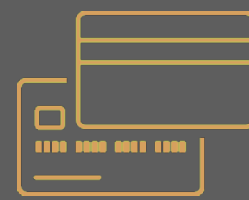
The company invests significantly every year in its R&D department, and its culture of innovation has been a driving force behind its market success.

# INNOVATION. OUR PRODUCTS.





# INNOVATION. OUR CLIENTS



Banks &  
Fintech



Health  
Services



Energy &  
Utilities



Real  
Estate



Insurance &  
Insurtech &  
Labourtech



Public  
Administrations

## II. INTELLECTUAL PROPERTY

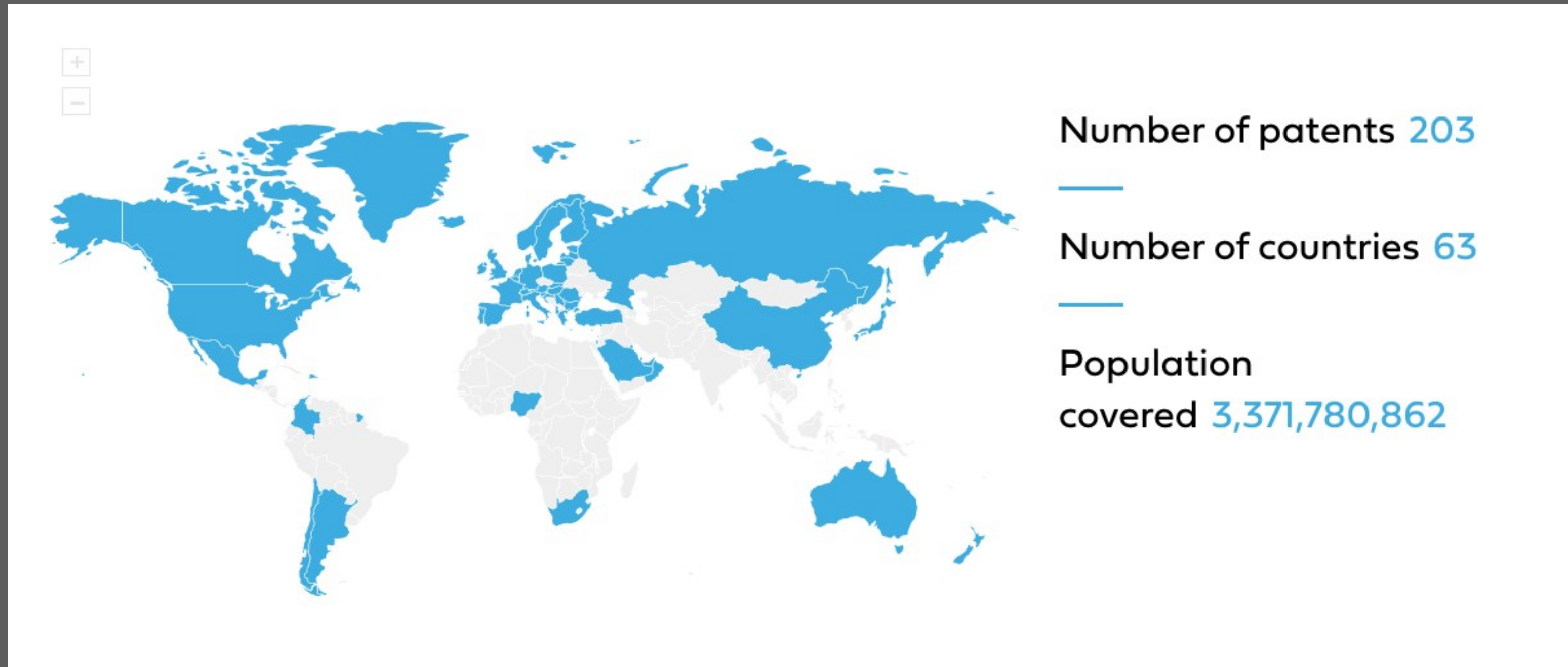
## IP ITS IN OUR CORE

Lleida.net has been granted 203 patents by 64 countries in five continents for its innovations, specially in the SaaS business lines. Our IP portfolio is one of the largest in the industry.

We understand IP as a way to defend our investors' position in the market, and as a way to validate the level of innovation we constantly bring to the market.

A new IP department was created in 2019, and 300 new patents are on their way.

# OUR PATENTS





# III. INTERNATIONALIZATION

# A GLOBAL COMPANY IN THE MAKING

With clients in over 160 countries, and listed in New York, Madrid and Paris, we are already operating in markets that will significantly grow in the next five years.

The company has 19 offices globally, including Madrid, Lleida, London, Miami and Bogota and subsidiaries in the United States, Latin America, Middle East and Europe.

Our country managers are based in Europe, Latin America, Africa and Asia, with subsidiaries in Colombia and Dubai, among others.

In 2021, more than half of the company's billings will come from outside of our home market of Spain.

OUR MAIN STRATEGIC GOAL IS TO BECOME A  
WORLD-CLASS LEADER IN THE GLOBAL  
eSIGNATURE AND eNOTIFICATION MARKET

## THERE IS A POSITIVE CONTEXT TO MAKE THAT HAPPEN:

- Over 75 countries globally recognize the legal validity of eSignatures.
- COVID-19 has accelerated corporate digitalization processes across the world: the company expects at least 85 per cent of the total contracts to be signed online by next year
- The industry is growing exponentially in all five continents.
- Legislative support to the eSignature technology is a growth driver taking place in all major markets.



## IDENTITY-AS-A-SERVICE IS ALREADY A MAJOR MARKET TREND

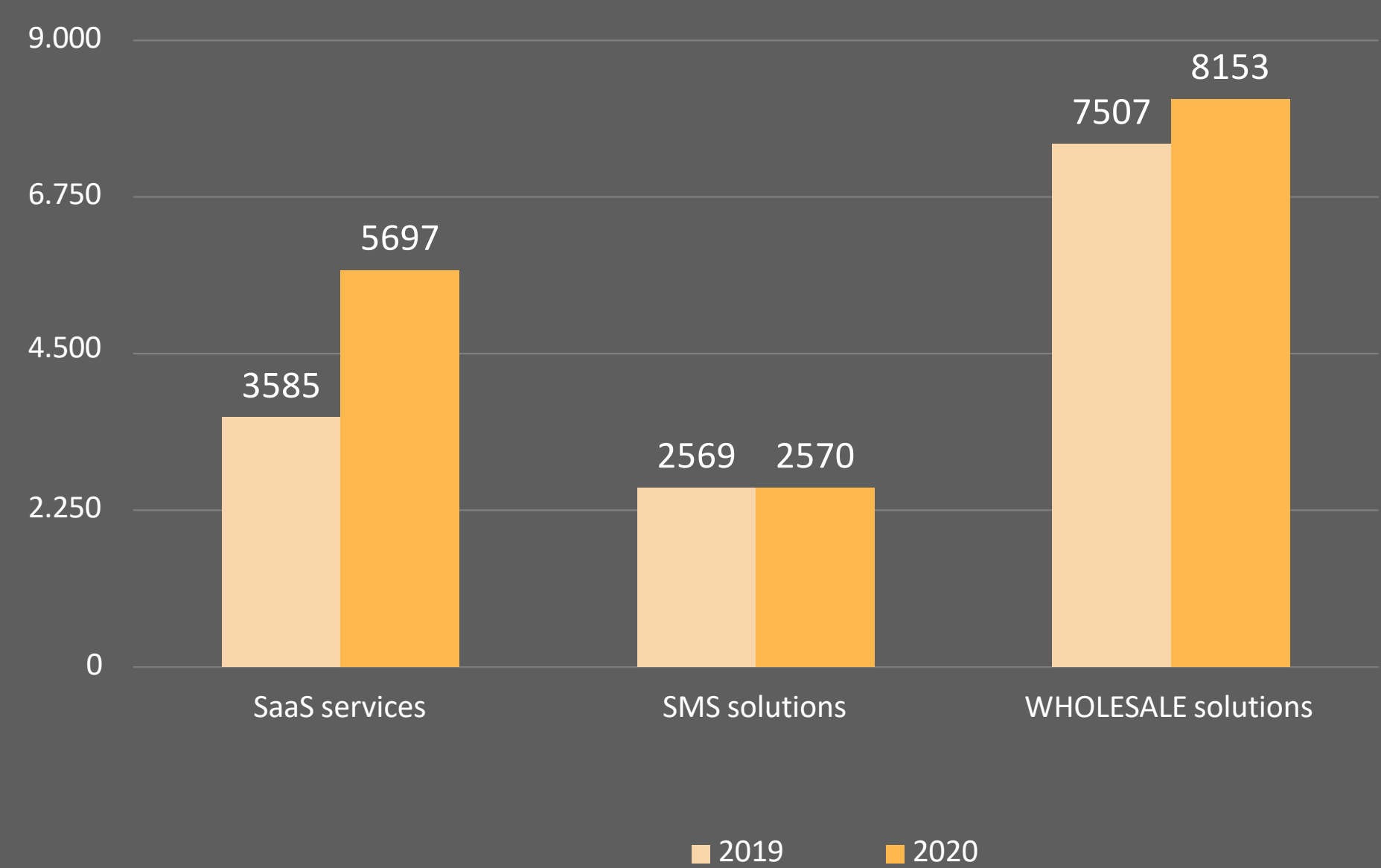
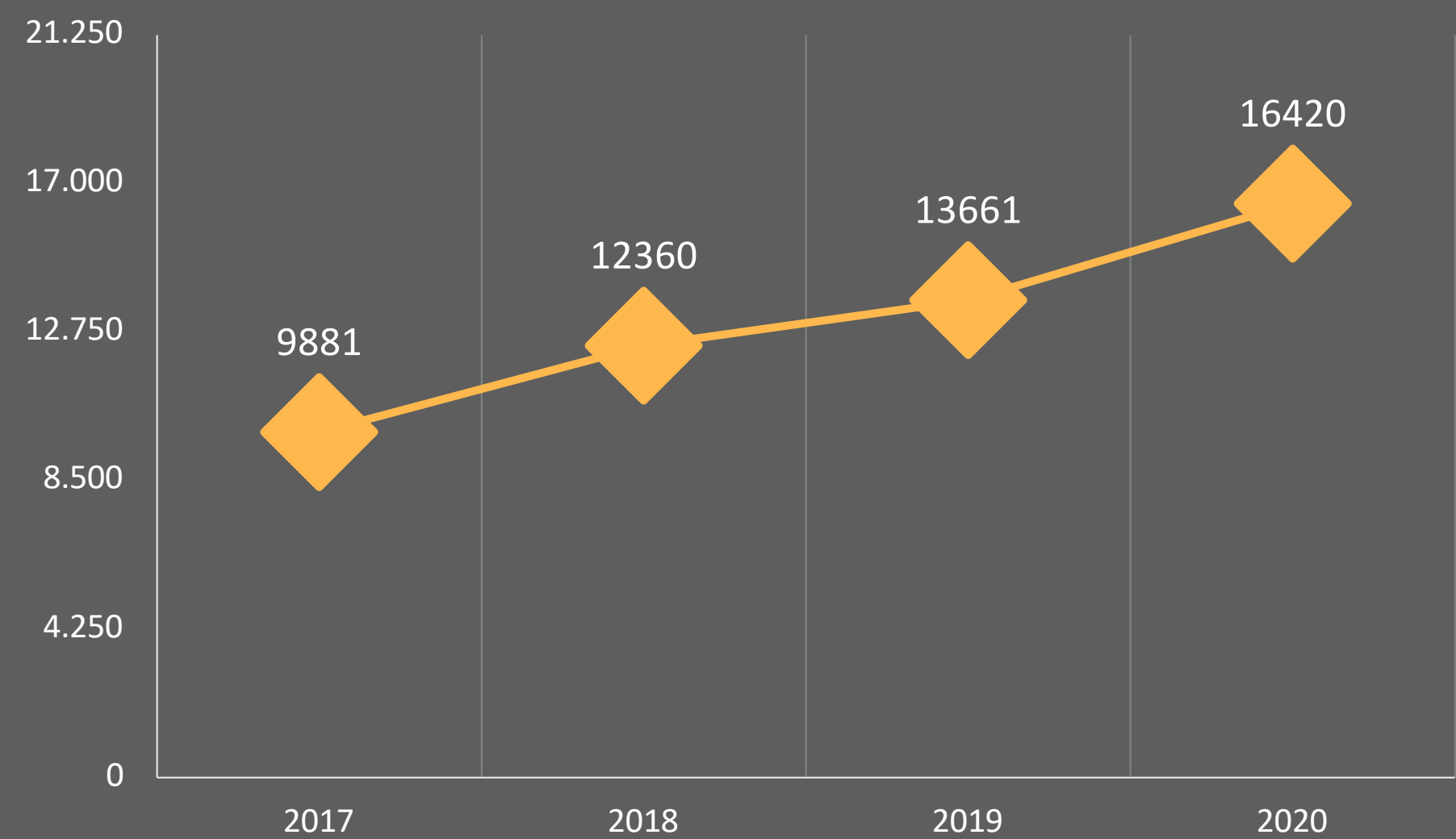
The Global Digital Identity market is valued at more than 13.7B USD and will grow with a 17.3% CAGR through 2024. The market for Identity-as-a-Service is currently worth 18.9B USD and is growing at a CAGR of 17%.

The background is a dense, monochromatic collage of various business-related graphics, including bar charts, line graphs, pie charts, and data tables. In the lower center, there are silhouettes of two people, a man and a woman, standing and looking at something off-camera. The overall color palette is a range of brown and tan tones.

# OUR KEY ASSET: AN STEADY GROWTH IN OUR SaaS BUSINESS

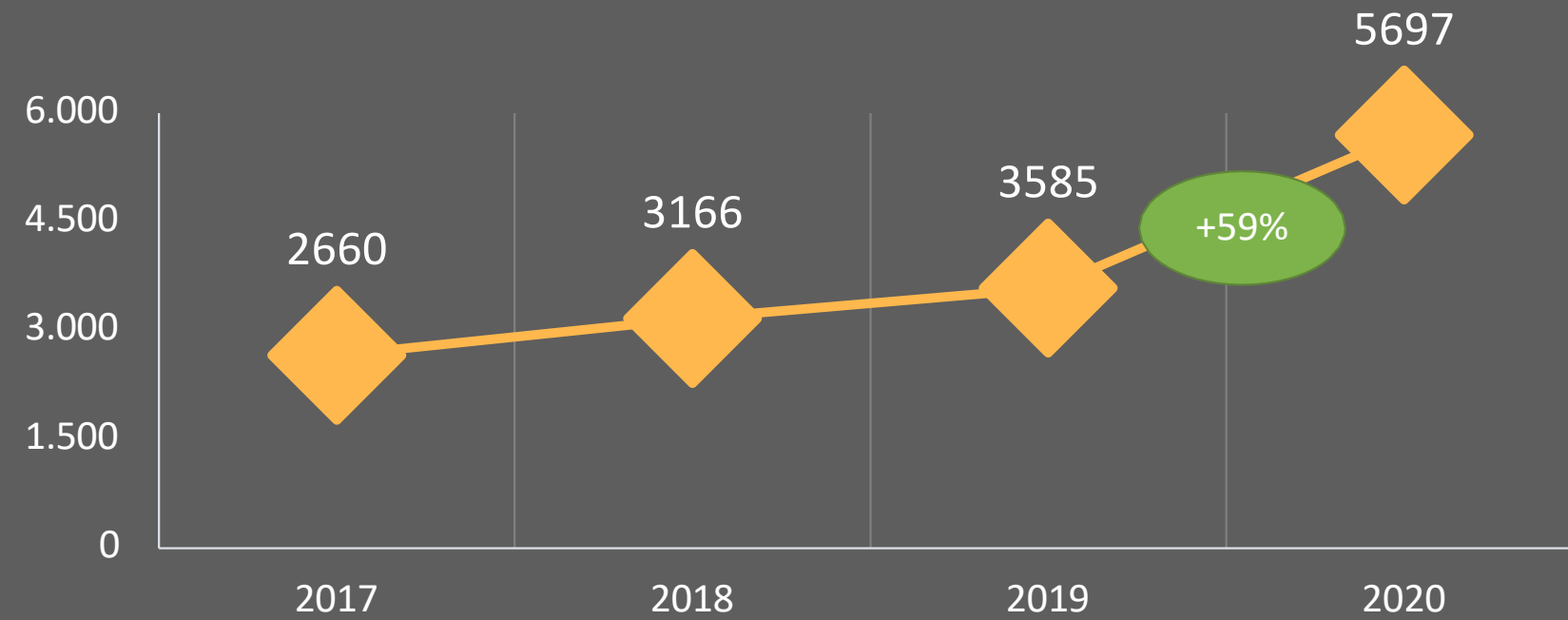
# EVOLUTION SALES BY BUSINESS LINE IN THOUSANDS OF EUROS

Accumulative Sales (thousands of euros)



# EVOLUTION OF SaaS BUSINESS LINE SALES

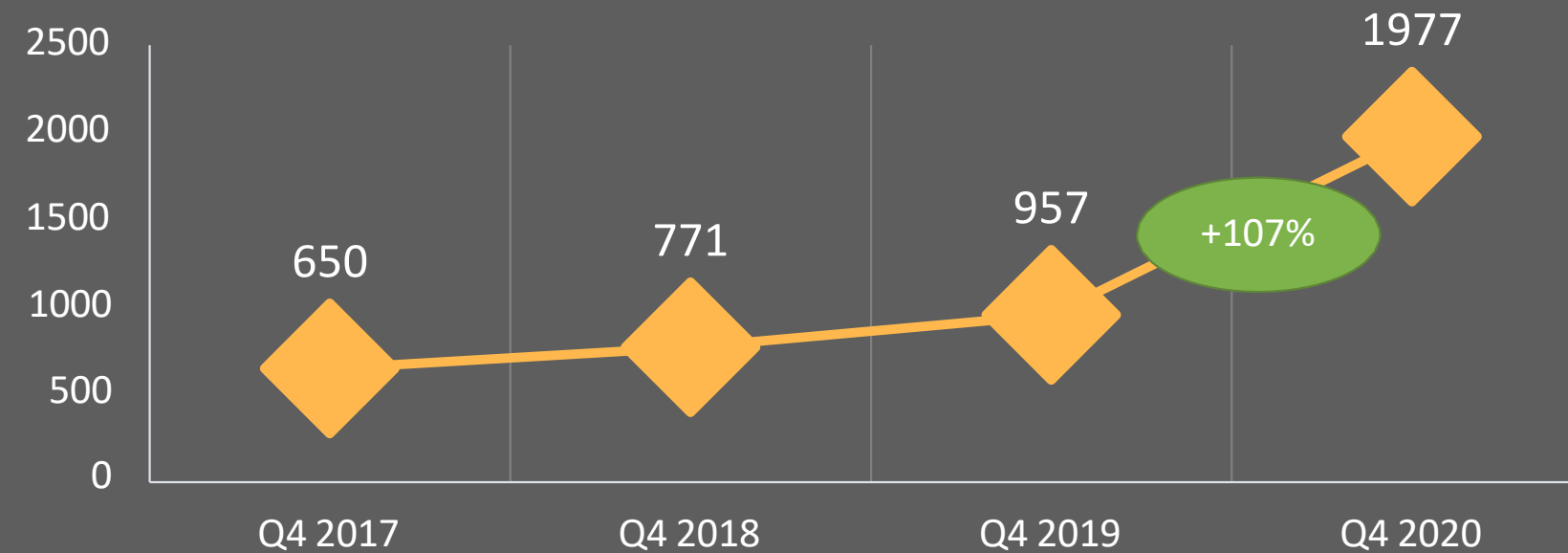
Accumulative SaaS sales  
(thousands of euros)



SaaS sales increase by 107% quarterly, resulting from:

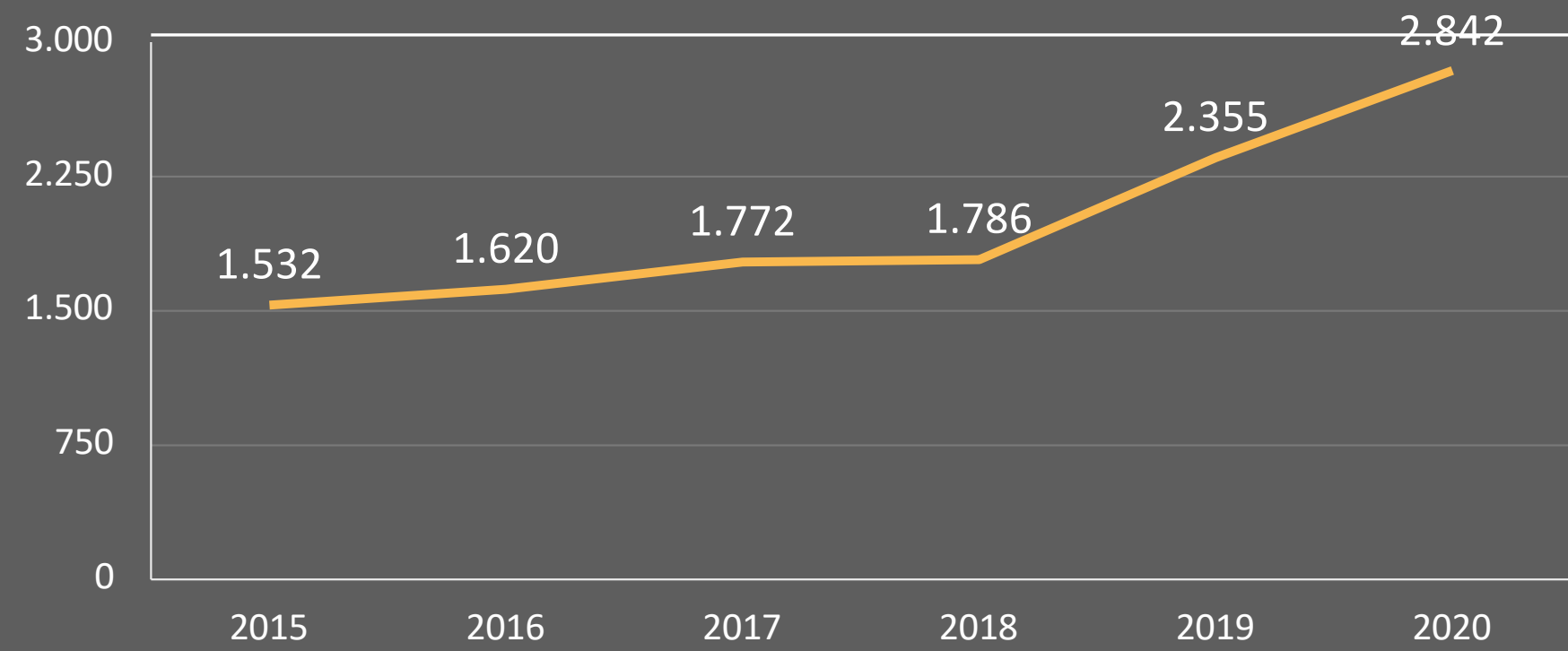
- Implementation of projects signed at the beginning of 2020.
- Increase in international sales, with growth in Colombia and South Africa.
- Closing of relevant international contracts such as Emirates Post, but also national ones, such as Generali, Santander Merchant Services and Indra.

Quarterly SaaS sales  
(thousands of euros)

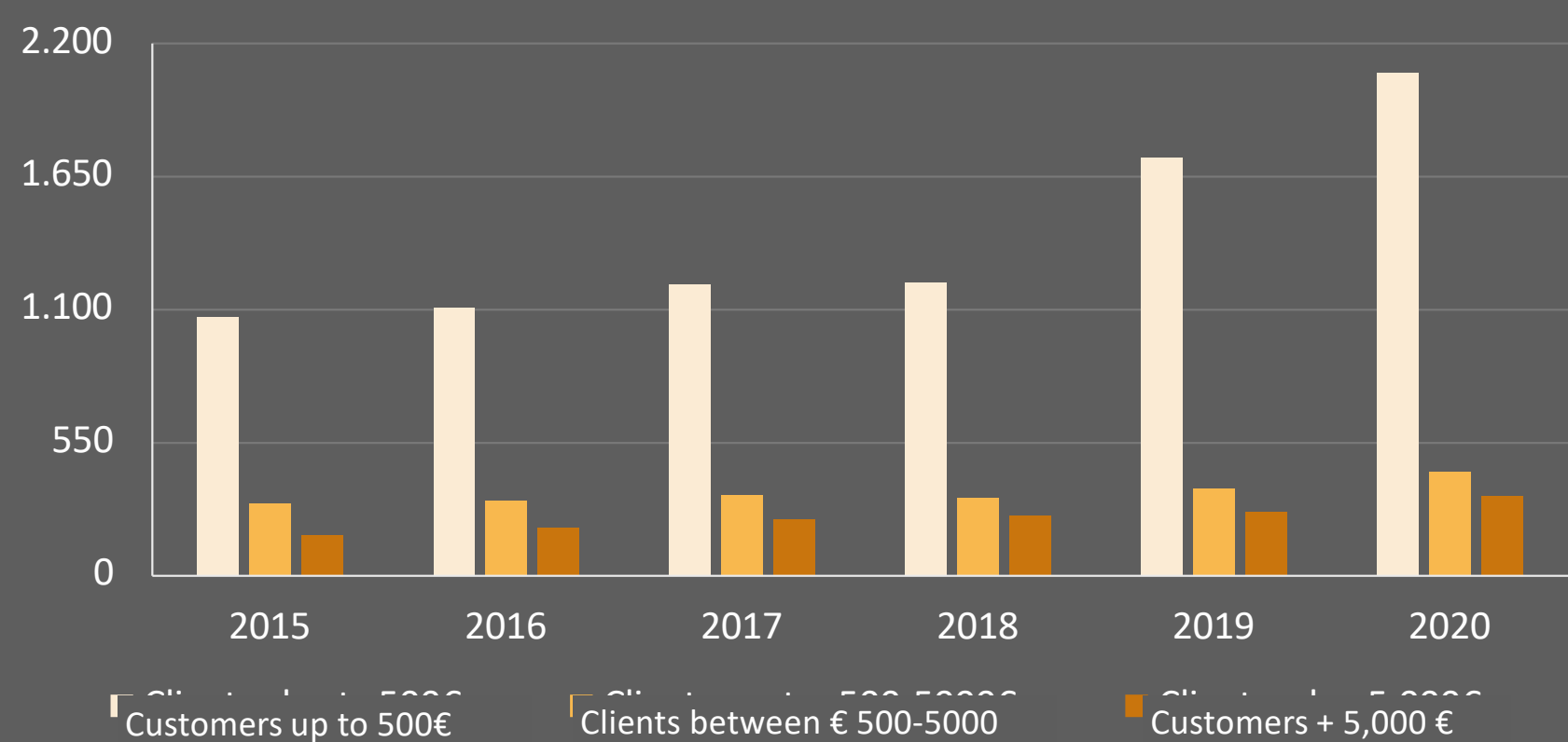


# OUR SERVICES REACH THE WHOLE POPULATION

No. of clients



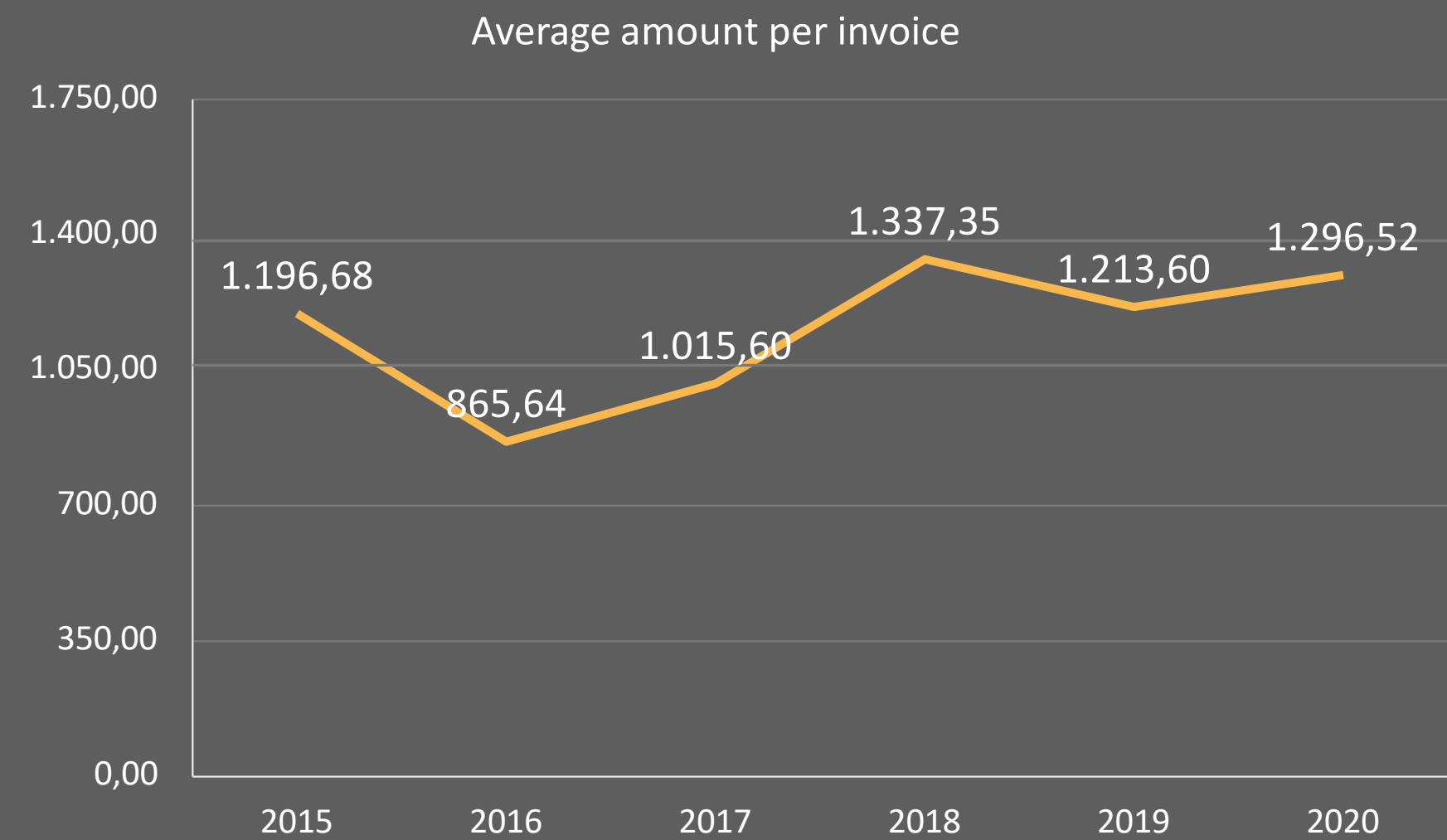
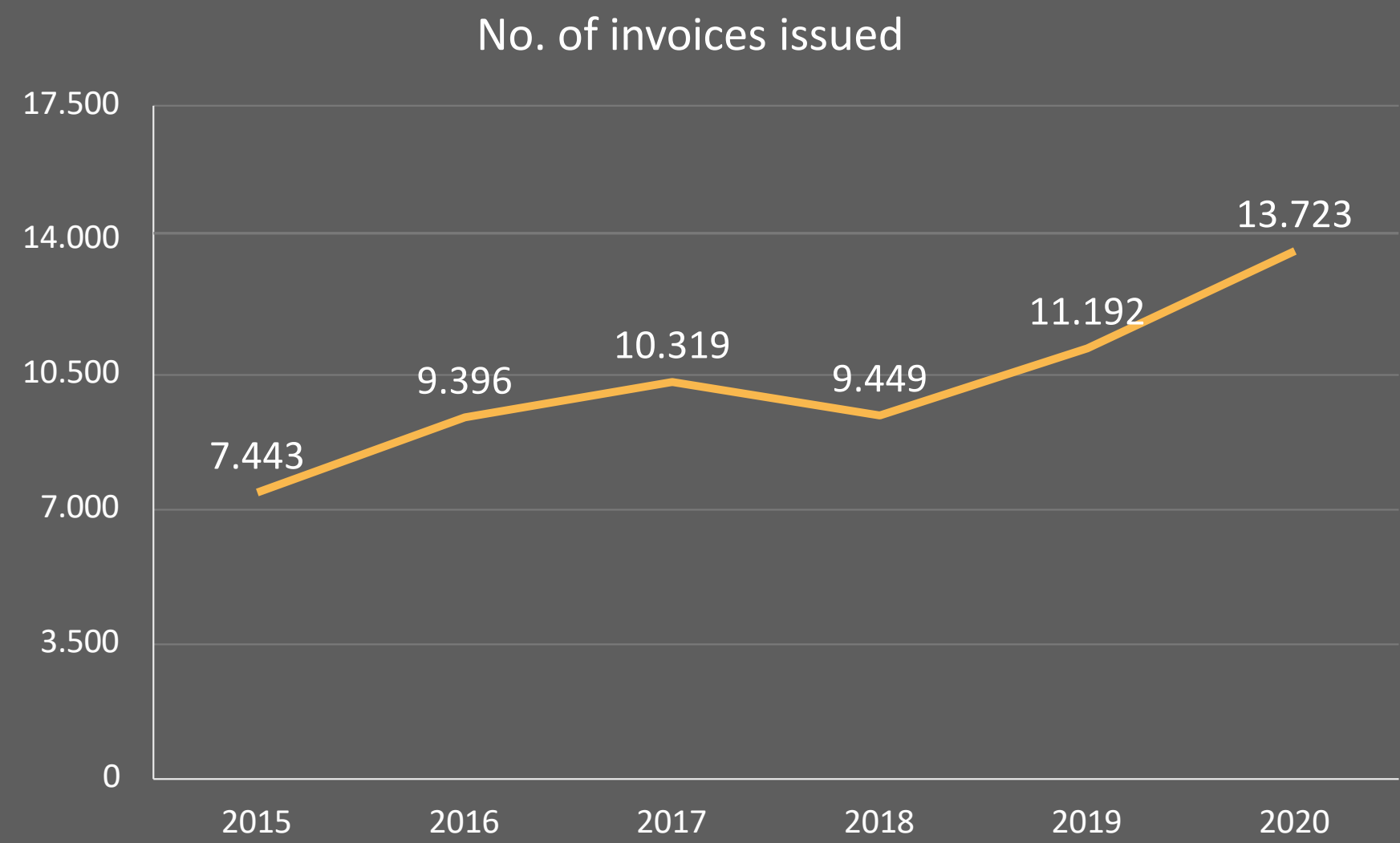
Customers by billing value



	2015	2016	YOY (2016-2015)	2017	YOY (2017-2016)	2018	YOY (2018-2017)	2019	YOY (2019-2018)	2020	YOY (2020-2019)
Customers up to 500€	1.068	1.108	3,75%	1.204	8,66%	1.211	0,58%	1.728	42,69%	2.080	20,37%
Customers between € 500-5000	297	313	5,39%	335	7,03%	324	-3,28%	361	11,42%	431	19,39%
Customers + 5,000 €	167	199	19,16%	233	17,09%	251	7,73%	266	5,98%	331	24,44%
No. of clients	1.532	1.620	5,74%	1.772	9,38%	1.786	0,79%	2.355	31,86%	2.842	20,68%

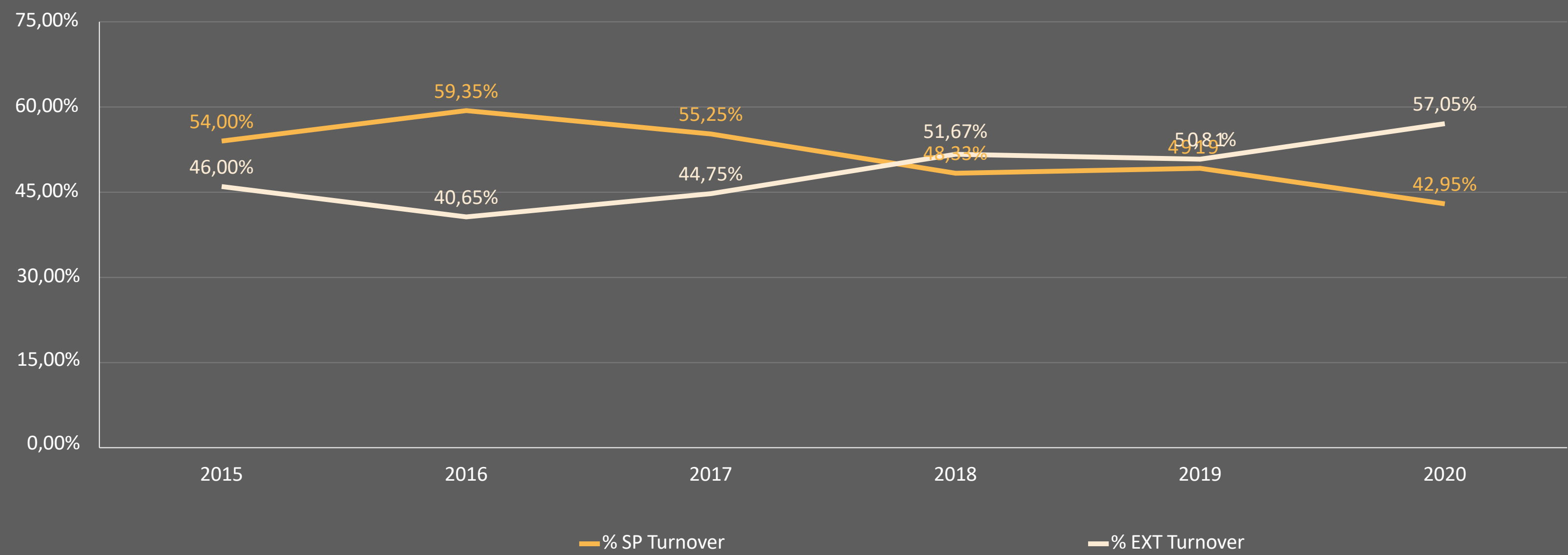


# OUR SERVICES REACH THE WHOLE POPULATION



	2015	2016	2017	2018	2019	2020
No. of invoices issued	7,443	9,396	10,319	9,449	11,192	13,723
Average amount per invoice	€ 1,196.68	€ 865.64	€ 1,015.60	€ 1,337.35	€ 1,213.60	€ 1,296.52

# TURNOVER BY DESTINATION MARKET



	2015	2016	2017	2018	2019	2020
% SP Turnover	54,00 %	59,35 %	55,25 %	48,33 %	49,19 %	42,95 %
% EXT turnover	46,00 %	40,65 %	44,75 %	51,67 %	50,81 %	57,05 %





# Lleida.net

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