



**Lleida.net**

La Primera Operadora Certificadora

EN [https://www.lleida.net/docs/inversores/en/20180205\\_HRelev.pdf](https://www.lleida.net/docs/inversores/en/20180205_HRelev.pdf)

FR [https://www.lleida.net/docs/inversores/fr/20180205\\_HRelev.pdf](https://www.lleida.net/docs/inversores/fr/20180205_HRelev.pdf)

ZH [https://www.lleida.net/docs/inversores/zh/20180205\\_HRelev.pdf](https://www.lleida.net/docs/inversores/zh/20180205_HRelev.pdf)

Lleida, 5 de febrero de 2018

**Hecho relevante:**

**Lleida.net participa en el Frankfurt European Midcap Event**

En virtud de lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 228 del texto refundido de la Ley del Mercado de Valores, aprobado por el Real Decreto Legislativo 4/2015, de 23 de octubre, y disposiciones concordantes, así como en la Circular 15/2016 del Mercado Alternativo Bursátil (MAB), ponemos en su conocimiento la siguiente información relativa a LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A (en adelante, “Lleida.net” o la “Compañía”) :

Lleida.net va a asistir al evento Frankfurt European Midcap Event, uno de los eventos europeos más relevantes para los inversores tecnológicos y en compañías de pequeña y media capitalización, con el objetivo de aumentar su presencia entre los inversores europeos e internacionales.

El evento tendrá lugar el 6 de febrero. Se adjunta en el presente Hecho Relevante presentación de la compañía que se utilizará ante los inversores en dicho foro.

Muy atentamente,  
LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.  
D.Francisco Sapena Soler  
CEO y presidente del Consejo de Administración



# Lleida.net

The First Registering Operator



IS 632576

## EUROPEAN MIDCAP EVENT

Frankfurt, February 2018





Lleida.net  
**Digital  
Witness**

Digital Witness to  
Electronic Contracts

# The wave we ride

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Increased awareness of legal security issues  
in an increasingly digitalized economic environment

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# Protecting relationships with



Customers



Regulators and the Courts

# Customers

- Customer protection laws prevail in a mass market environment when dealing with millions of customer contracts.
- A satisfied customer returns for more and a dissatisfied customer becomes a contingency.
- If a corporate entity can quickly provide the customer with evidence of having acted within the bounds of their agreement, it may settle a greater proportion of disputes at a lower cost.

# Regulators and the Courts

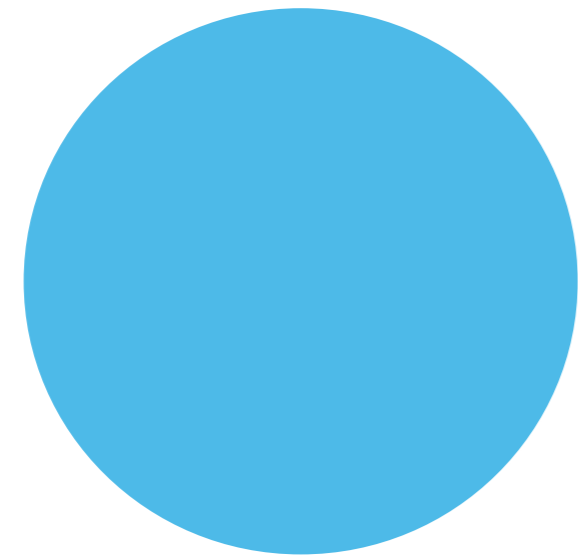
- With existing customer protection laws, the burden of proof falls mainly on the provider of the service.
- When an “angry” consumer complains, regulators and the Courts may be called into the dispute.

# Regulators and the Courts

- A Digital Witness helps to establish the truth quickly and effectively.
- A new European Directive on data protection coming into effect in May 2018 across Europe will require companies to seek explicit consent from consumers to remain in their data base. Otherwise, fines could reach up to €20 million.



# Global size of the Digital Witness market

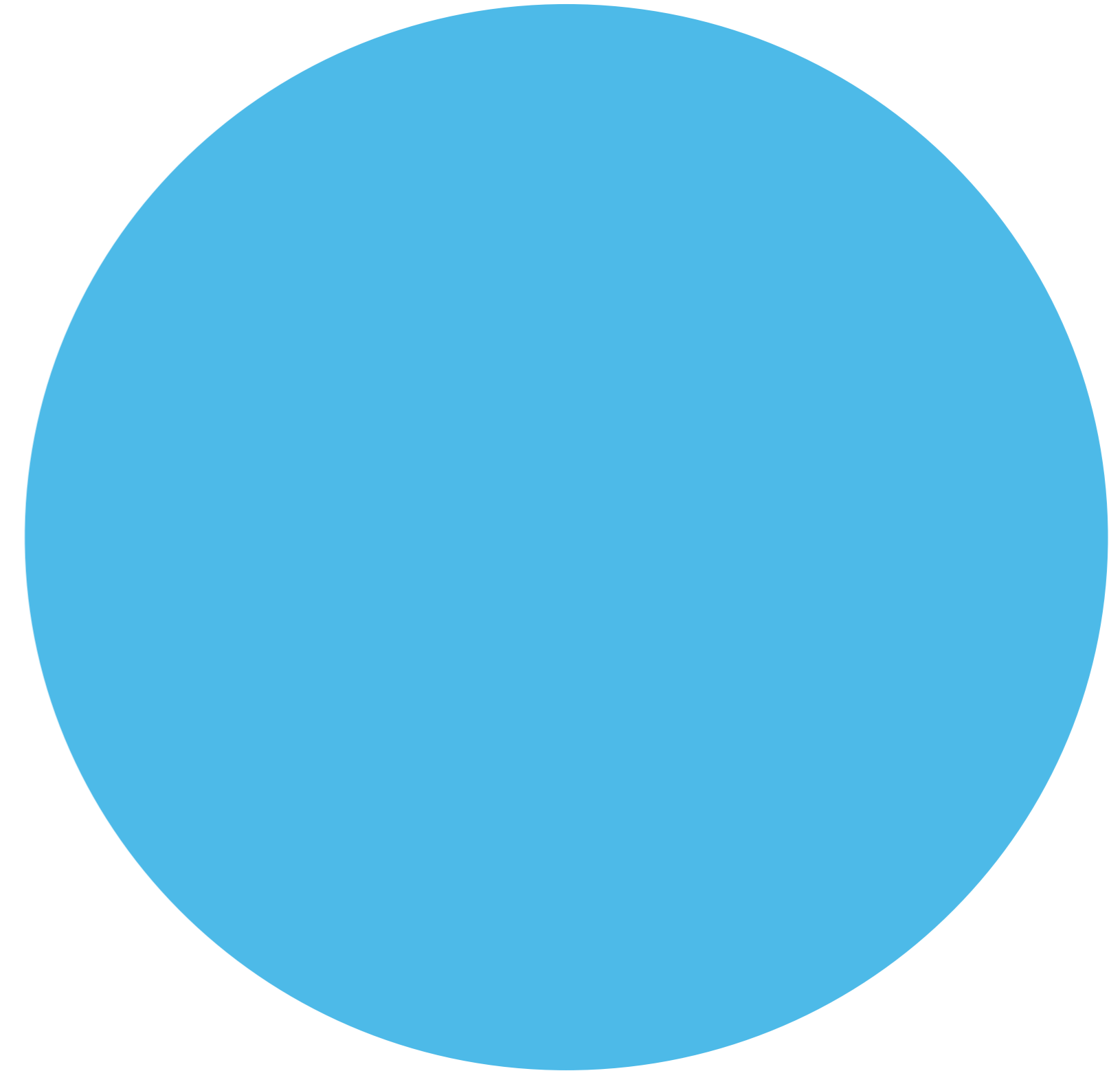


**\$1.5 billion**  
in 2017



**x6**

in 5 years



**\$9.1 billion**  
in 2023

# Key growth drivers

## The market environment

- Increasing digitalization of commercial transactions.
- Increasing regulatory supervision requiring trusted third parties to give legitimacy to digital business. New European Directive coming into effect in May 2018.
- SMS continue to be the preferred mechanism for digital advertising as hit ratios remain much higher than those of other OTC mechanisms (whastapps, etc.).

## Lleida.net's value proposition

- Lleida.net has a unique product portfolio in certified messaging with 67 patents in the main countries around the world. Telecom operator license in Spain, USA, Great Britain, France and Colombia.
- Lleida.net has a powerful and efficient interconnection network of over 360 links worldwide, operated with a relative low cost base which allows for significant operating leverage: manage increasing volumes of traffic with the same cost base.

# Our three business lines

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## Three business lines



eNotification and  
eContracting



Messaging  
solutions



Identity validation  
and KYC  
Services



## Our edge



Global SaaS Operator



Globally Granted Intellectual Property



More than 20 years turning to digital business processes



Listed in MAB (Alternative Stock Market)



Global footprint operating in 18 countries

# Industry verticals



# Industry solutions

## Banking

### Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract
- Connectaclick

### Service highlights for Banking

- Provide statement on the value of the financial asset.
- To claim balances and /or notify contractual conditions.
- To notify overdrafts.
- To send notices of overdue credit card, mortgage & loan payments.
- Send credit card PIN and secure key.
- To confirm the activation of credit cards from the ATM.
- To communicate deadlines to refinance loans.
- Contracting credit cards.

### Our customers

# Industry solutions

## Financial services

### Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract
- Connectaclick

### Service highlights for Financial services

- To notify debt collection to franchised offices.
- To confirm on line transfer payments.
- To send notices of loans to be signed.
- To send notifications in compliance with the Data Protection Act.
- To contract VISA credit cards.
- Loan agreements.
- To accept SEPA (Single Euro Payments Area) direct debit mandates.

### Our customers



# Industry solutions

## Call centres

### Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract

### Service highlights for Call centres

#### Integration to third party processes solutions

- Banking and financial services
  - Apply for credit cards.
  - Credit card activation.
  - Receipt of the acceptance of contractual terms.
- Utilities and Telecom operators
  - Acceptance of contractual terms.
  - Porting number contract signature.
- Other

### Our customers



# Industry solutions

## Utilities

### Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract
- Connectaclick

### Service highlights for Utilities

- To sign contracts for the supply of services.
- Notification and record of acceptance of contractual terms.
- Debt recovery.
- To contracting loyalty cards.
- Power outage notifications.
- Notification of being added in defaulting debtors' data base.

### Our customers



# Industry solutions

## Real Estate

### Services

- Registered SMS
- Registered SMS contract
- Registered email
- Registered email contract

### Service highlights for Real Estate

- Contracts signature.
- Recovery management.
- Notification of the contractual terms.
- Notification of being added in Defaulting debtors' data base.

### Our customers



# Industry solutions

## Insurance

### Services

- Registered SMS
- Registered SMS contract
- Registered email
- Connectaclick

### Service highlights for Insurance agents and brokers

- Policy Inception/cancellation.
- Communication and acceptance of changes in contractual terms.
- Given notice of sickness /leave and return to work.
- Acknowledgement of incident / damages reports
- Bank transfer notice, payment claims, notifications
- Registered on line transactions.

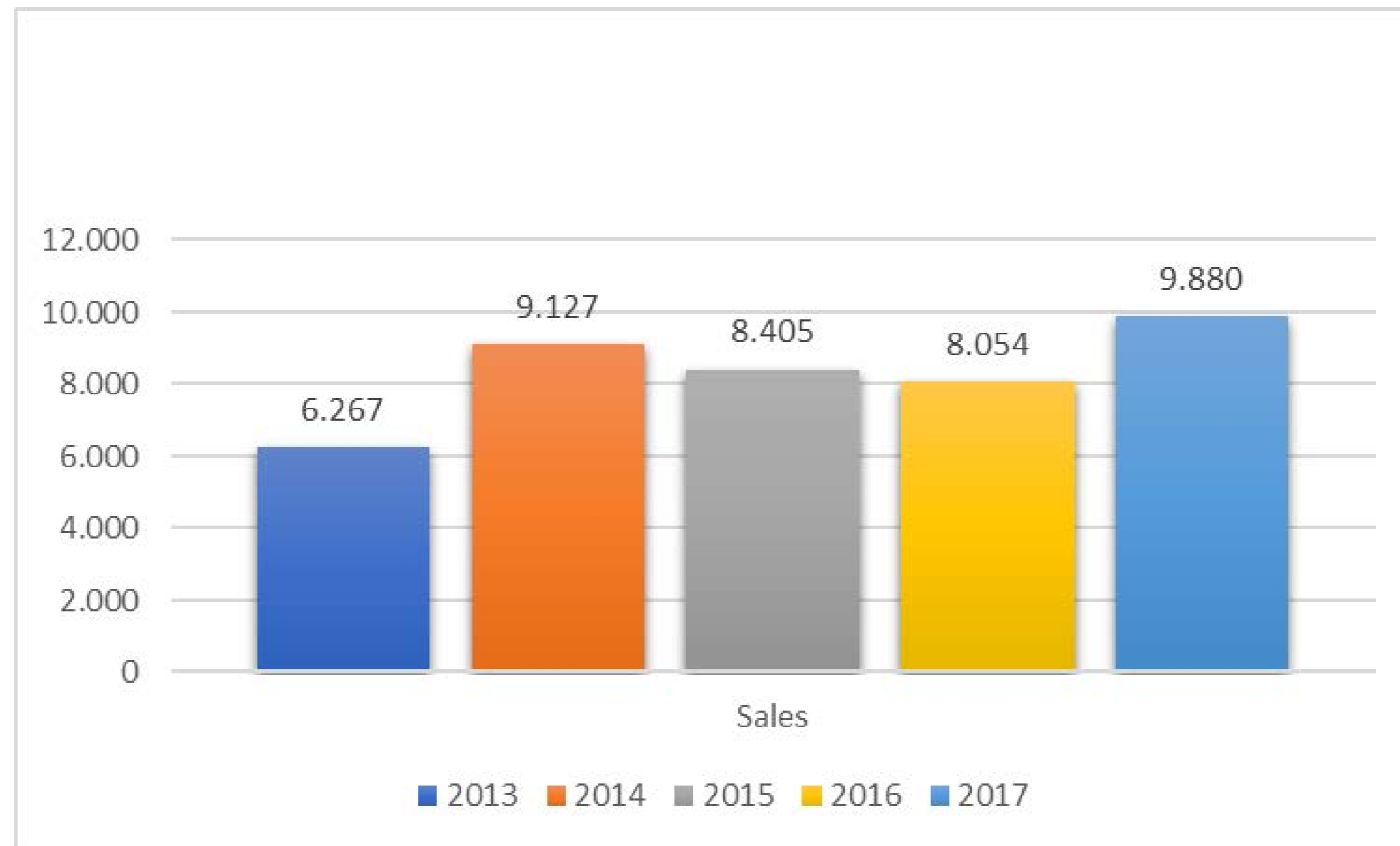
### Our customers



# Recent performance

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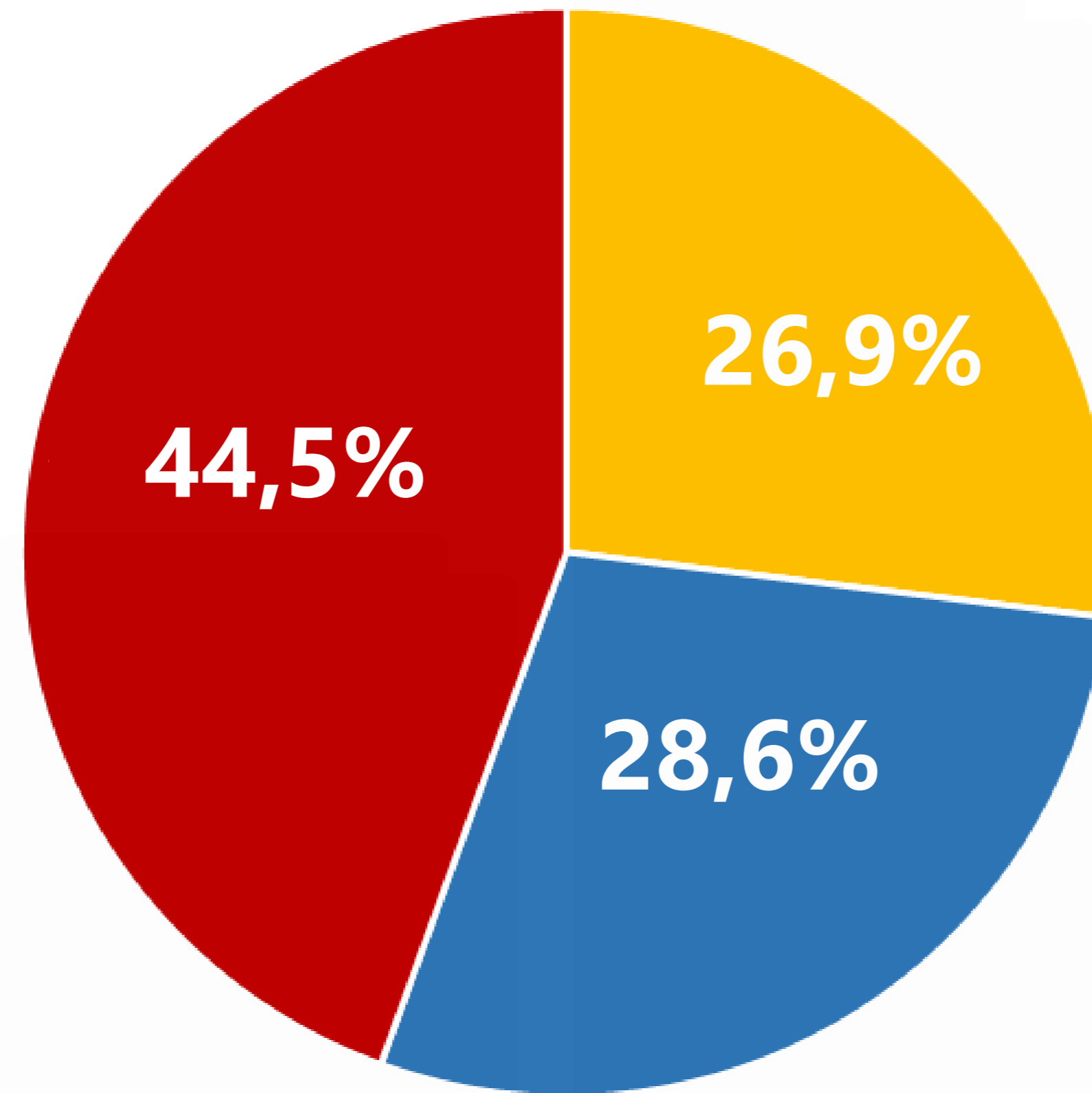
## Recent performance



Sales increase of 27% in 2017 over the same quarter of 2016.  
Increased sales of all business lines.

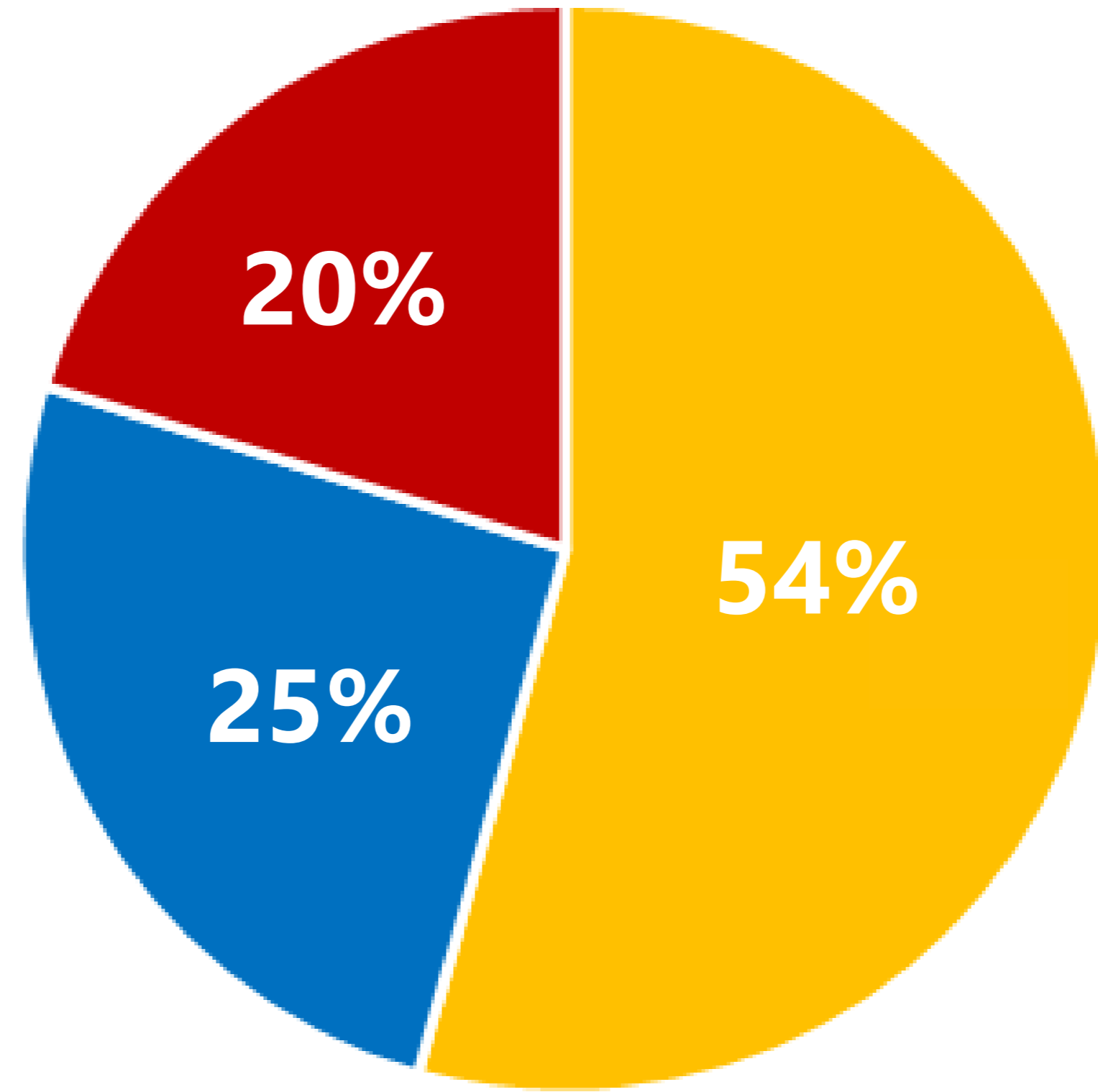


## Recent performance



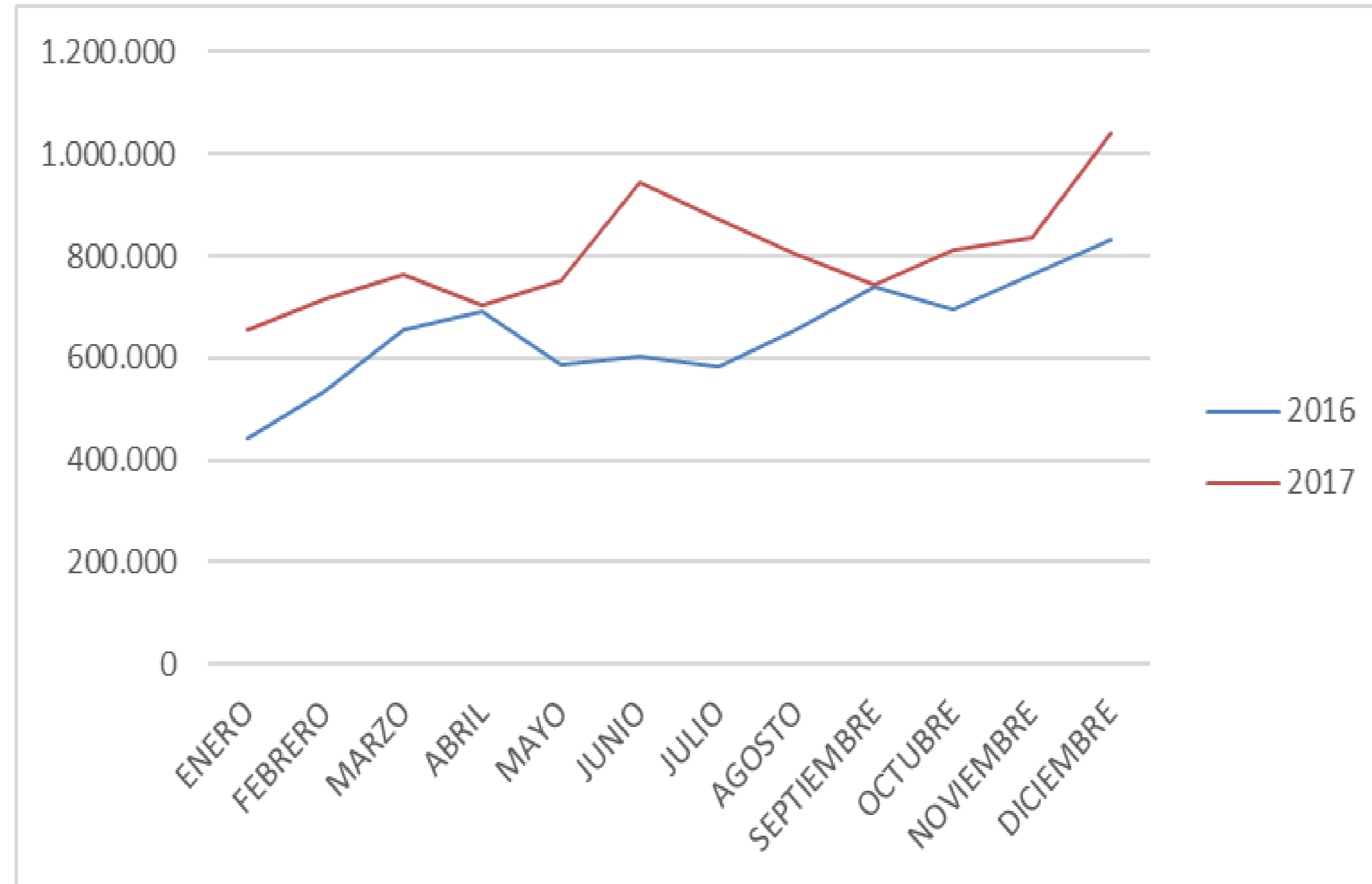
■ SaaS Services (Certified electronic communications + data validation) ■ SMS Solutions ■ ICX-Wholesale Solutions

Recent performance



■ Spain ■ Europe ■ Rest of the world

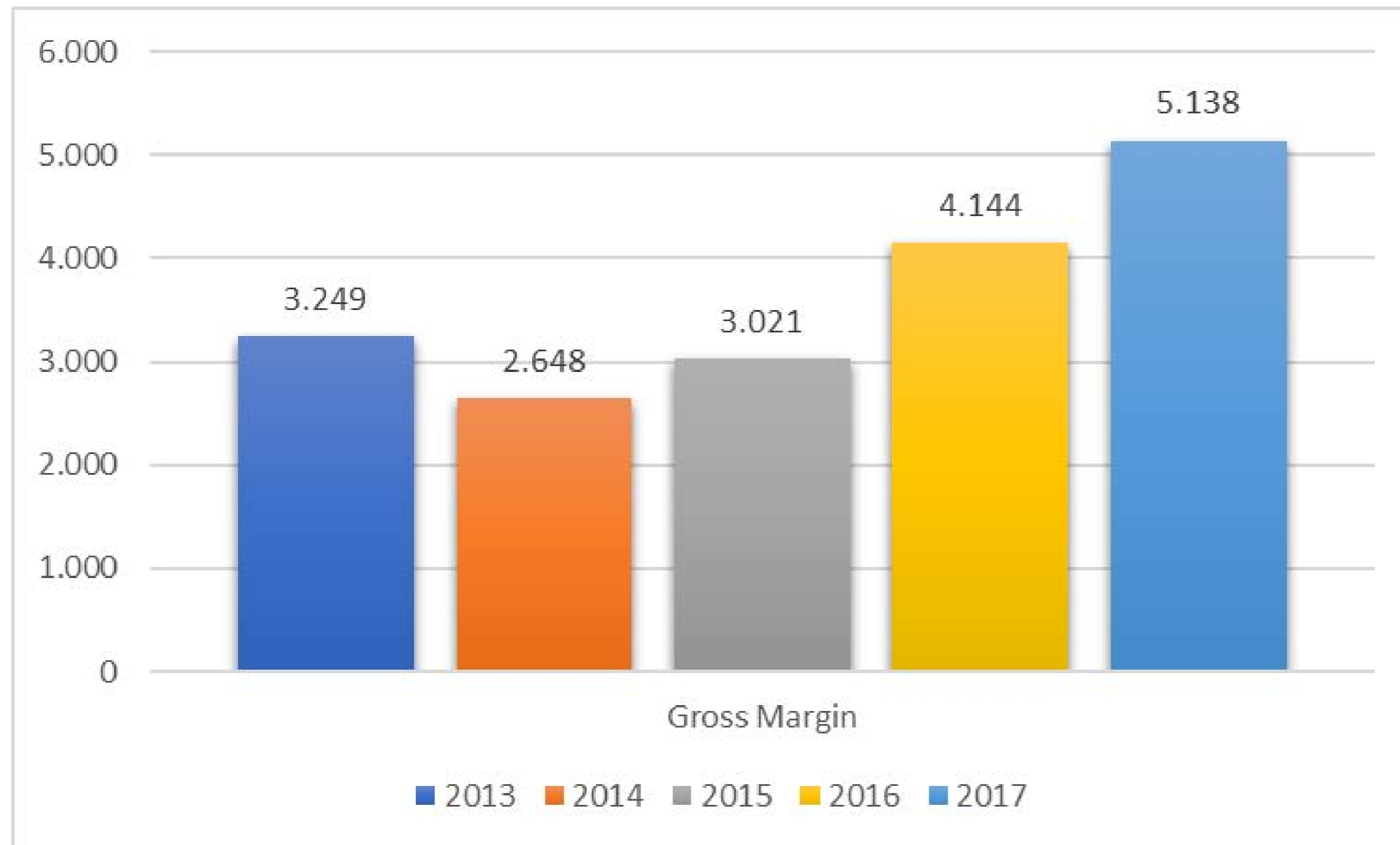
# Recent performance



## Riding the wave:

Monthly sales in 2017 consistently exceeded those of the same month of 2016 across all areas. Preliminary sales in January 2018 are up 60 % over the same month of 2017.

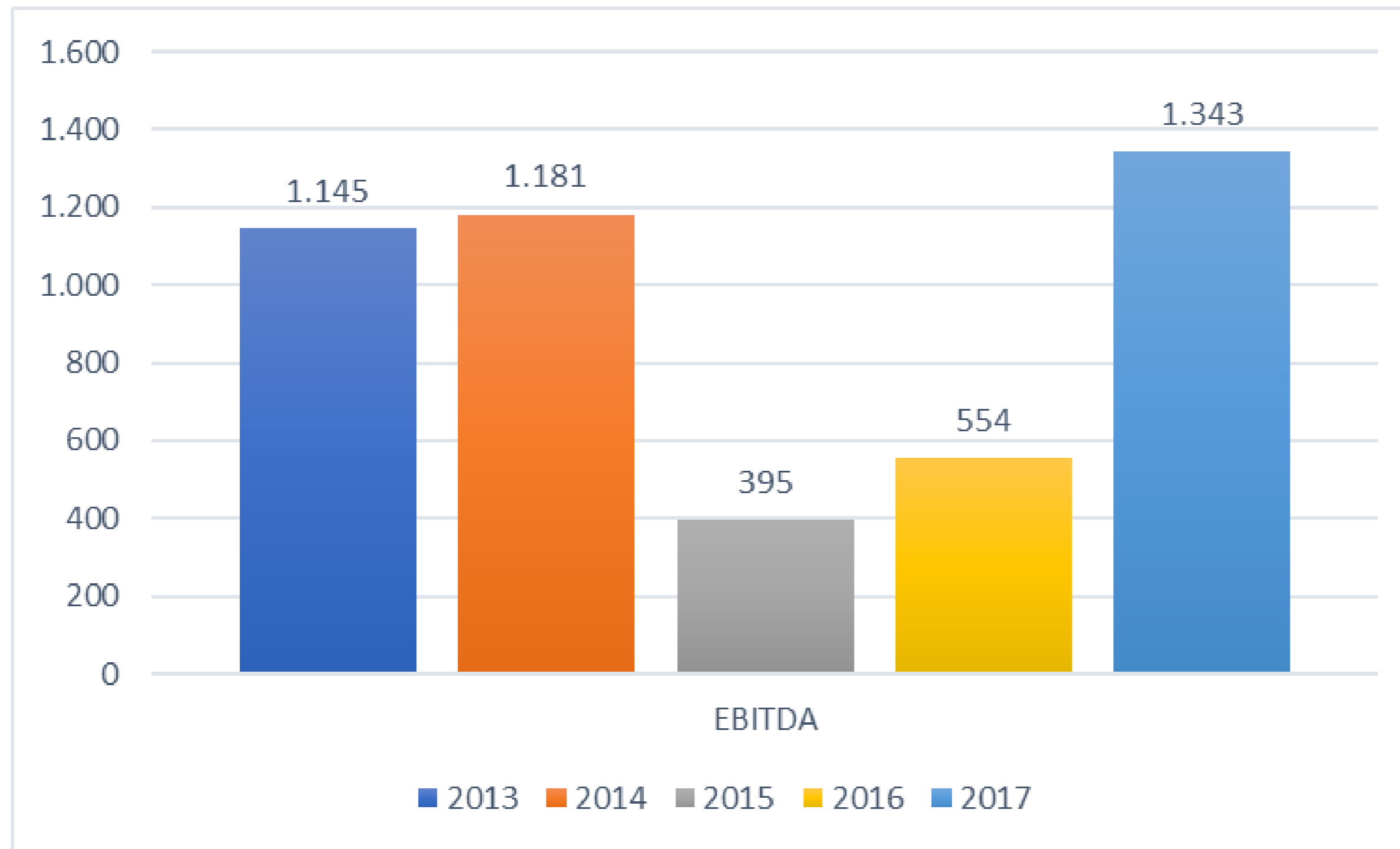
## Recent performance



Increase in Gross Margin,  
60% derived from:

- R&D&i projects that improve profitability.
- Change of sales mix.
- Increase in recurring customers.

# Recent performance



Increase in EBITDA ,  
240% since 2015 derived  
from:

- High growth of certificates sales
- Optimization of costs

## Recent performance

All the developments of the company are patented.  
Lleida.net has been granted 67 new patents over the last 2 years. To highlight:

- Registered email patent in the EU
- Registered email , registered SMS and registered mail patents in United States





## Recent performance

- New patents in Europe, USA, Colombia, CGC, China, Australia, Japan, New Zealand, Taiwan, Israel, S. Africa
- New subsidiaries in Perú and Costa Rica
- New operations in Libano and Dubai
- New large accounts



bankinter.



**wizink**  
Tu banco sencillo



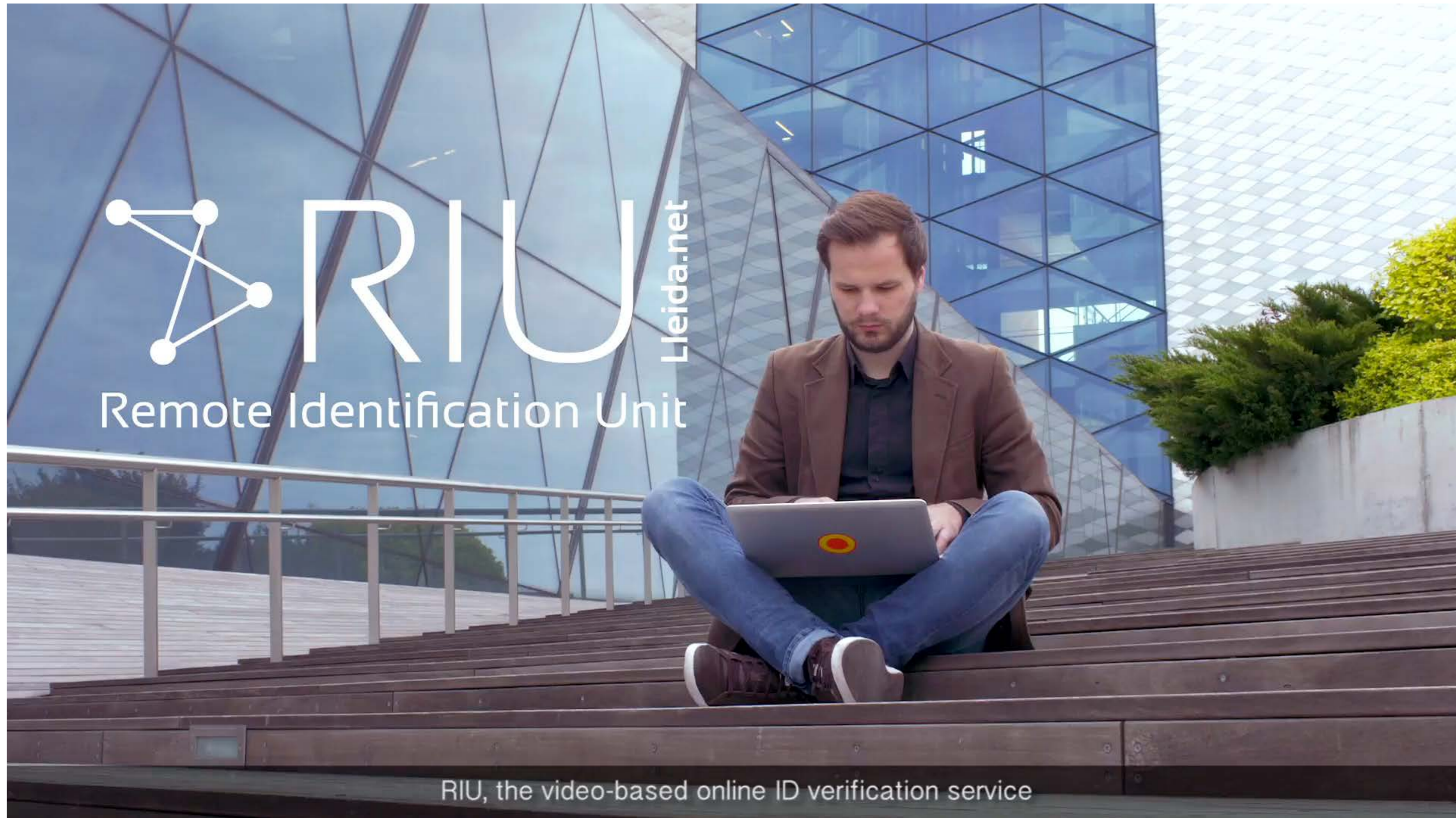
PICHINCHA



**ZURICH**



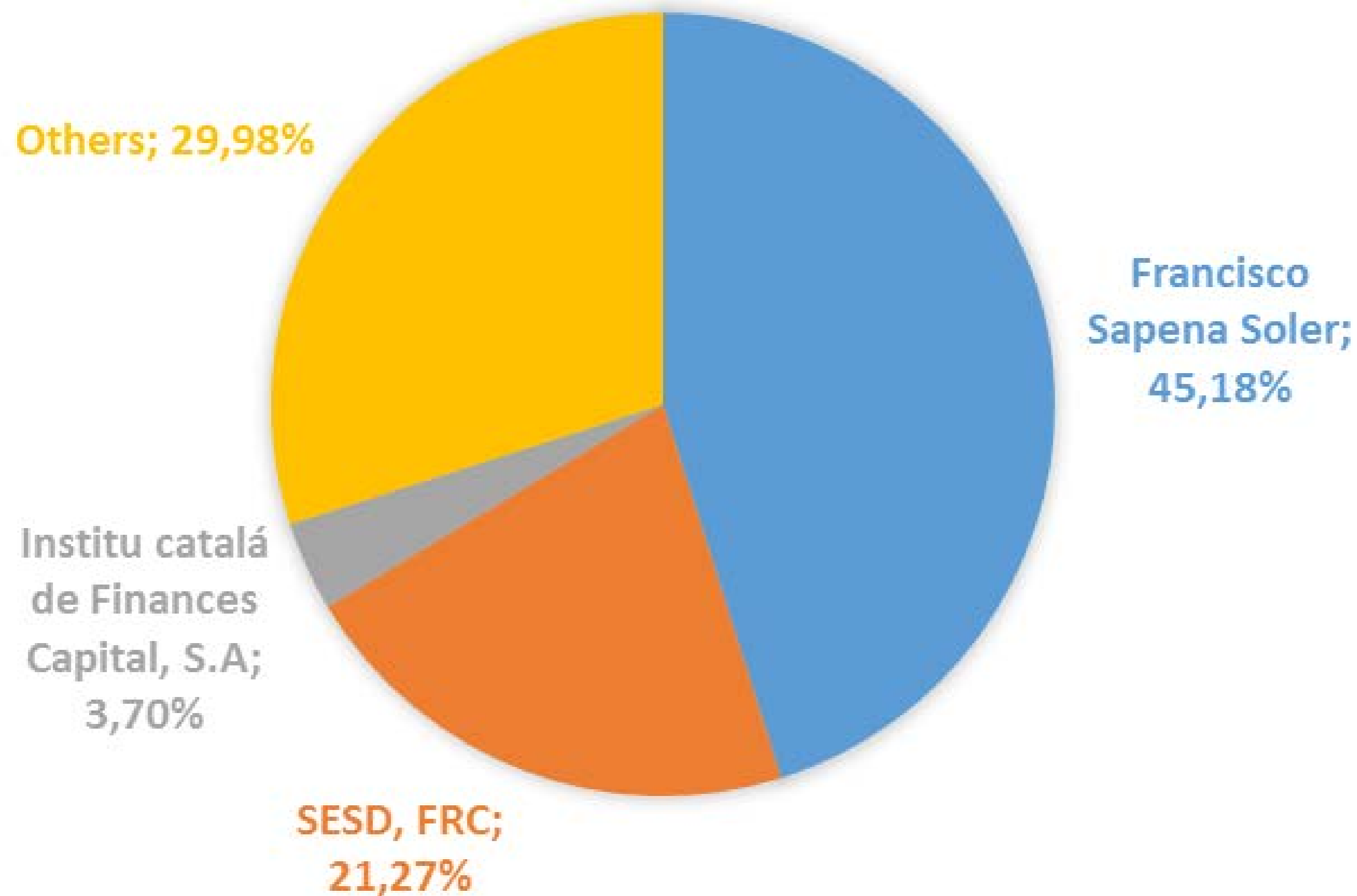
# R&D highlighted project launched in 2017



R&D highlighted project launched in 2018

CLICK  
& Sign 

# Main shareholders



**Francisco Sapena Soler:** Board President and CEO of the Company.

**SESD FRC:** Joint Venture Capital that belongs to Santander Bank and 2 Public Entities: ENISA and SEPI.

**Institut Català de Finances Capital S.A:** Institutional Investor of the Catalan Government.

## 2018 goals

- Maintain high double digit sales growth
- Increase internationalization
- Maintain state of the art product portfolio
- Sustained margins and low financial leverage
- Increase positive cash generation
- Explore inorganic growth opportunities (tight criteria: accretive targets)





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20 years  
turning to digital  
business processes



Lleida · Barcelona · Madrid · London · Miami · Paris · New Delhi · Santiago de Chile · Bogotá · São Paulo · Tokyo  
Santo Domingo · Cape Town · Montevideo · Johannesburg · San José · Lima