



Lleida.net

La Primera Operadora Certificadora

EN https://investors.lleida.net/docs/en/20240527_HRelev.pdf

Madrid, 27 de mayo de 2024

Otra información relevante

LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.

Presentación a utilizar en el Foro Medcap de BME

Conforme a lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 227 del texto refundido de la Ley de Mercado de valores, aprobado por RDL 4/2015, de 23 de octubre, y disposiciones concordantes, así como en la Circular 3/2020 de BME MFT Equity sobre información a suministrar por Empresas en Expansión, por la presente LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.: (en adelante “Lleida.net, o la “Sociedad” o la “Compañía”) pone en su conocimiento la siguiente información que ha sido elaborada bajo la exclusiva responsabilidad del emisor y sus administradores:

Con motivo de la participación de la compañía en el Foro Medcap 2024 en Madrid entre los días 28 y 30 de mayo del 2024, se adjunta la presentación corporativa que será utilizada en dicho foro.

Quedamos a su disposición para cuantas aclaraciones consideren oportunas.

Atentamente,

En Madrid, a 27 de mayo del 2024

Francisco Sapena, Ceo y Presidente del Consejo.



Lleida.net

INVESTOR PRESENTATION

FORO MEDCAP MADRID

MAY 28-30 2024



INVESTMENT THESIS

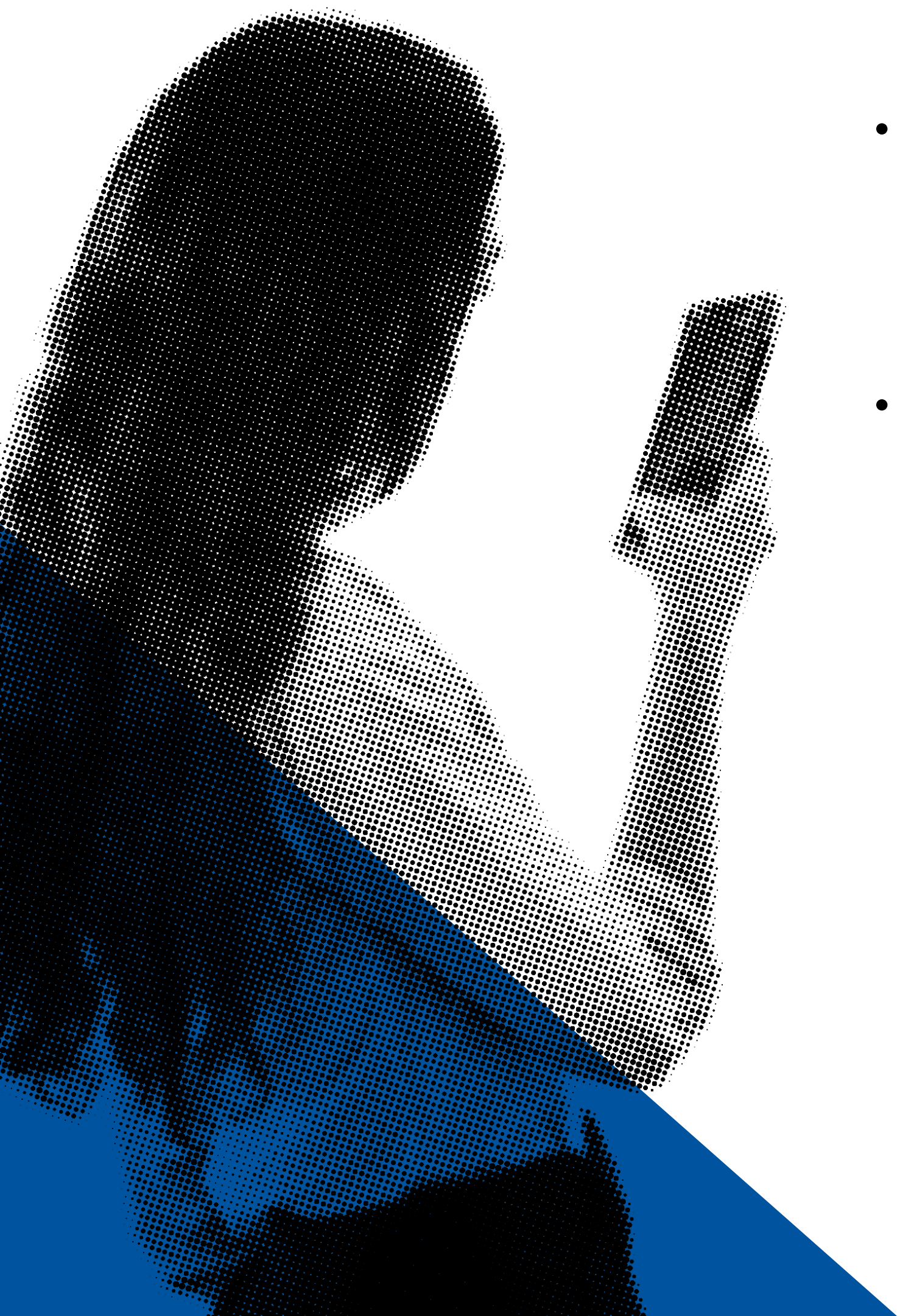
Lleida.net (OTCQX:LLEIF) (EPA:ALLLN) (BME:LLN) is the top European player in the **eSignature, eNotification, eContracting SaaS industry**.

Founded in 1995, the company's future lies in the strength of its Intellectual Property portfolio; its proprietary technology has been awarded almost 300 patents in 64 countries, in all five continents.

Despite current market conditions, Lleida.net is holding stronger than its main competition in the United States and the Eurozone.

The company's tech pipeline, and the recent announcement of major international contracts, are the keystones in the foundation of its future business success.

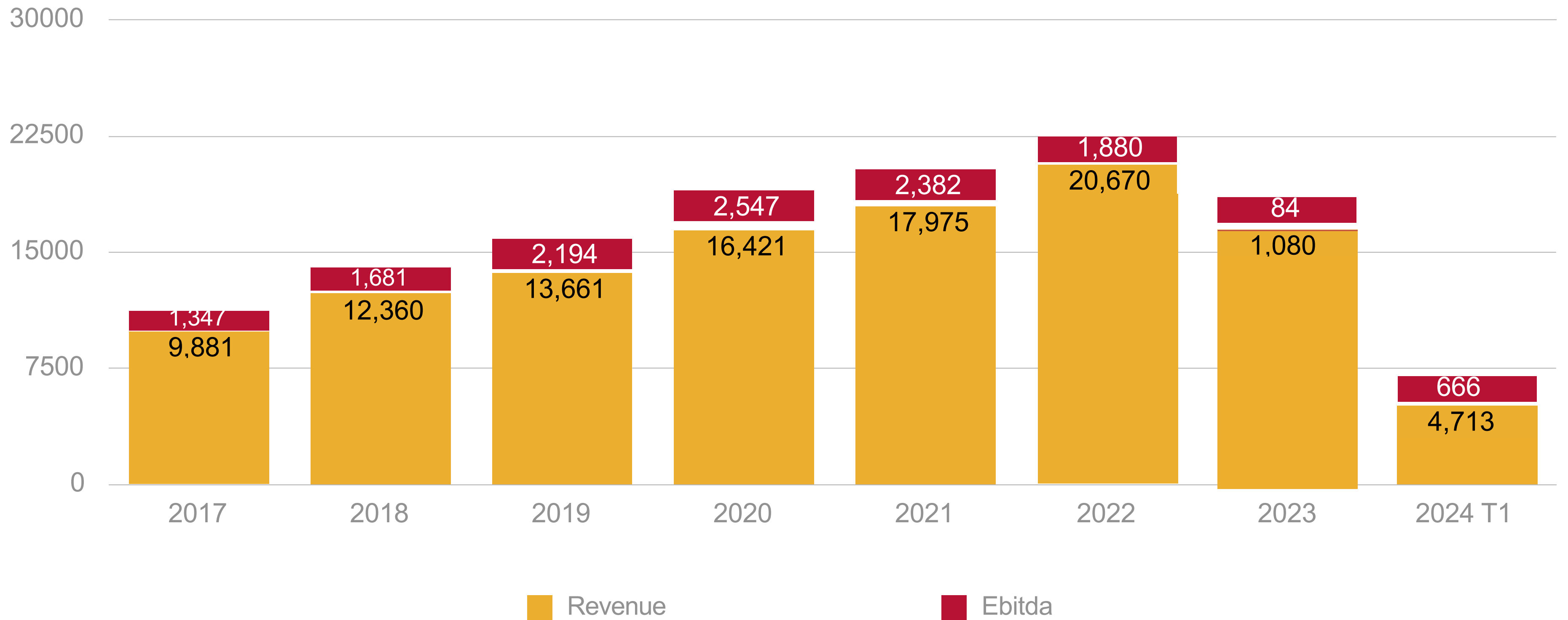




- The company set up an Integral Recovery Plan to offset a series of six bad quarters. Since Jan1, stock price has grown, YTD, by +70%.
- The strategy for 2023-2025 is based on streamlining operations, profitability, value recovery and operational restructuring.
- As this moment, the company holds 310 patents granted in 69 nations and regions, including the US, China and the European Union.
- The total number of the company's customers has increased to 1,925 - and has over 2,500 active investors.

RECENT HIGHLIGHTS

A LOOK AT OUR RECENT FINANCIALS (,000€)



BUSINESS SEGMENTS

SaaS SERVICES

Core commercial products are SaaS-based, including Click & Sign, USVC, eKYC, Openum eIDAS, Digital Certificates and Certvalidator.

We provide 15+ governments with eCommunications solutions.

SMS SOLUTIONS

Our interconnection network reaches more than 150 countries through SMS and 2 Way SMS.

WHOLESALE SOLUTIONS

Application to peer traffic for sending large volume of information.

OUR CORE OFFERING RELIES ON THREE CHIEF, STATE-OF-THE-ART SERVICES FOCUSED IN SAAS



Click & Sign – our cloud based eSignature platform.

We provide our API and a big companies custom version.



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



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

BUT WE BELIEVE OUR NEWEST PRODUCT, HAS THE POTENTIAL TO DISRUPT THE DIGITAL SIGNATURE INDUSTRY, AGAIN.

USVC (which stands for Universal Signature Validator Certificate) makes it possible to confirm the origin of any electronic signature and provide certainty about its origin and authenticity.

It can verify the veracity of any digital signature, regardless of the platform with which it was signed, be it DocuSign, Adobe, qualified electronic signature or any other.

The industry of Signature Validation has the potential of being larger than the Digital Signature Industry itself.





RECOVERY PLAN

Since the company presented its Recovery Plan, in November, it has posted very favourable results and regular trading updates, regaining the confidence of the market.

These are the pillars of this new framework



Streamlining our operations

The company appointed a new management structure, with new division directors and laid off XX% of its team. Our focus is on optimising teams and internal processes, automating procedures, and leveraging technology to increase revenue and margins.



Focusing on profitability

We have concentrated efforts on the most profitable business areas and the markets where we have the strongest presence. Notification and SaaS services continue to grow strong.



Restoring our value

We want to regain the company's value in capital markets and regularly communicate our progress to investors. We have embraced the practice of posting regular trading updates to keep the market interested and transparent.



Rationale for the Restructuring Undertaken

We have restructured to improve cash generation, optimise operational performance, and strengthen our cash position, all without financial issues.

And this is how we are working in the short term:

Increasing profitability through process optimisation and targeted sales

Our goal for the upcoming quarters is to increase profitability per sale by optimising internal processes, automating procedures, and targeting sales to standard products.

Emphasising standard solutions over custom projects

We are transitioning from offering customised solutions to developing standard products, streamlining sales, and maximising profitability.

Focusing on standard products to reduce technical development time

We are committed to developing standard products that require fewer technical development hours. This allows us to maximise the profitability of our development teams and the reach of our R&D.

Redesigning commercial verticals

We have transformed our commercial verticals, focusing on SaaS and new SaaS offerings, with a particular emphasis on European and American markets where we have seen significant growth.

IP AS A PILLAR

Two recent study by Coller IP values the **just one family** of the company's SaaS IP at as much as **€14.1 million**, a conservative valuation of a single family of the company's key intangible assets. This value is based upon the revenues generated from the IP for SaaS business.

Our chain of patents that guarantees the future of the company - and the protection that gives us patents in 69 countries and counting. IP continues to be a fundamental pillar of the company.

KEY SECTORS TRUST US

-  Banks and fintech
-  Health services
-  Energy and utilities
-  Real estate
-  Insurance and insurtech
-  Governments and administrations

- Our solutions fit the needs of clients of all sizes and geographies.
- Our solutions cover all the Trust Services environment.

KEY PRIVATE AND PUBLIC CONTRACTS

bankinter.



LISTED IN FIVE MARKETS

Listed in Madrid since 2015, in Paris since 2018, in OTCQX International since 2020; quoted in Frankfurt and Stuttgart since March 2021.

1680% MARKET POTENTIAL GROWTH

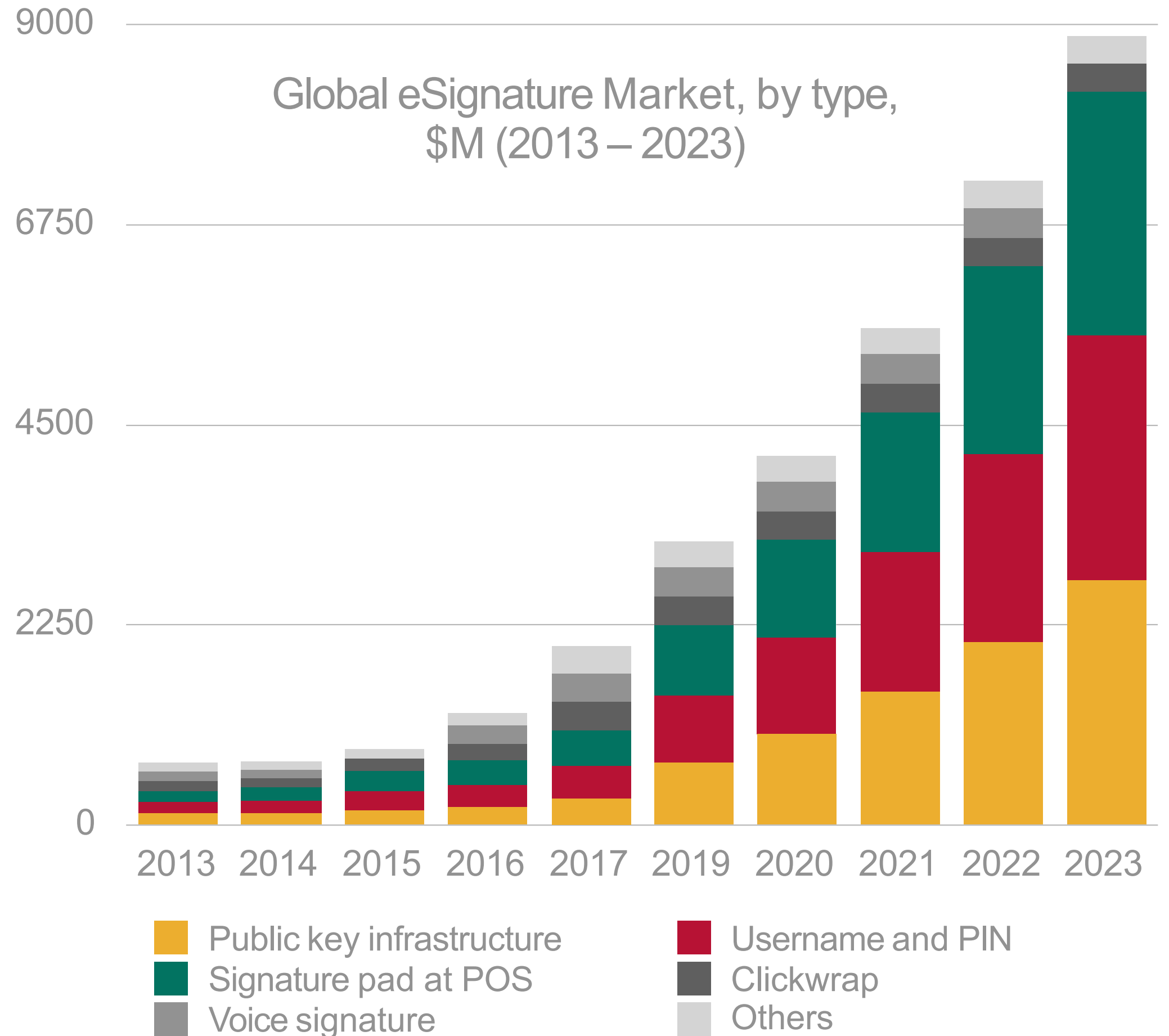
25,2B
in 2030

1,5B
in 2017

- COVID—19 and the recent geopolitical context is boosting the use of eSignature, eNotification and eContracting technologies, globally.
- There are over 75 countries globally that recognize the legal validity of eSignatures.
- North America is expected to generate 33% of the global revenue of the industry. Lleida.net has four patents in that country: Registered SMS, Registered Email, Registered Contracts, Registered Delivery.

* Source: Digital Signature Market To Generate Over \$25,211.3 Million Revenue by 2030 Says P&S Intelligence

THE GLOBAL eSIGNATURE MARKET CONTINUES TO SHOW SPACE FOR GROWTH





LEADERSHIP TEAM

Sisco Sapena, CEO

**Arrate Usandizaga, Chief
Executive Financial Officer,**

**Jordi Ramon, Chief Executive
Technology Officer**

**Beatriz García Torre, Chief
Executive Business Officer**

**Ramón Pedrosa, Director,
Investor Relations**

BOARD OF DIRECTORS

Sisco Sapena CEO

Arrate Usandizaga,

Beatriz García Torre

Antonio López del Castillo *(Ind.)*

Jorge Sainz de Vicuña Barroso *(Ind.)*

Jordi Carbonell *(Ind.)*

Miguel Perez Subías *(Ind.)*

Marc Gallardo *(Board Secretary)*

ESG COMMITMENT: "B" RATING (FEB '23)

Lleida.net is one of the first companies in the BME Growth space to have published an ESG report.

The document, recently prepared and published by the Spanish Institute of Analysts (Feb 9th, 2023) has given the company a "B" rating in its ESG commitment.

The document recognizes the company's strength in ESG criteria and its more than 20 years of effort in becoming a benchmark in the social aspect.

Regarding corporate governance, the report highlights its **"Good governance"** and its **"Transparency and fiscal responsibility"**, and explains that Lleida.net operates according to **"very high standards in Commitments (ethical code, fiscal transparency policy)"**.



Lleida.net

OTCQX: LLEIF · EPA: ALLLN · BME: LLN

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