



Madrid, October 29, 2024

### **Other Relevant Information**

#### **LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.**

#### **Third quarter 2024 results preview, accumulated 2024 results and comparison with previous results.**

**Lleida.net registers sales of 4.38 million euros in the third quarter of 2024 and multiplies its EBITDA by 646% compared to the same period of 2023.**

In accordance with the provisions of Article 17 of Regulation (EU) No. 596/2014 on market abuse and Article 227 of Law 6/2023, of 17 March, on Securities Markets and Investment Services, and concordant provisions, as well as Circular 3/2020 of the BME Growth segment of BME MTF Equity on information to be provided by Companies in Expansion, hereby LLEIDANETWORKS SERVEIS TELEMÀTICS S. A.: (hereinafter "Lleida.net, or the "Company" or the "Company") hereby informs you of the following information, which has been prepared under the sole responsibility of the issuer and its directors. The information detailed in this report constitutes a preview of the Consolidated Income Statement of Lleida.net corresponding to the third quarter of 2024 and has been prepared based on the unaudited accounting information available to the Board of Directors.

The technology company Lleida.net recorded in the third quarter of 2024 sales of 4.38 million euros, or 16% more than in the same period of the previous year.

The company, one of the leaders in the registered electronic notification, signature and contracting industry, already recorded cumulative sales of 13.95 million euros throughout 2024, 12% more than last year.

Thus, the company signed a positive EBITDA of €824,000 in the third quarter, or 646% percent higher than in the same quarter of 2023, in which it noted €151,000 of losses.

As of September 30, 2024, the company's cumulative EBITDA is €2.21 million, 1322% above the cumulative as of September 30, 2023.

Throughout the quarter, all of the company's business lines grew in sales, with special importance of the registered electronic notification and contracting lines, which increased their results by double digits.

The company reduced its net financial debt by 5% during the quarter, and now stands at 8.04 million euros.



**Lleida.net**

La Primera Operadora Certificadora

ES: [https://investors.lleida.net/docs/inversores/es/20241029\\_HRelev.pdf](https://investors.lleida.net/docs/inversores/es/20241029_HRelev.pdf)

On Wednesday, October 30, Sisco Sapena, Ceo of the company, together with Arrate Usandizaga, Cfo of the company, will hold a webinar at 11:00 a.m. where they will discuss the data provided in the results preview and will answer questions from attendees at <https://www.lleida.net/webinar> . Registration is required to attend the webinar.

The company attaches detailed information regarding the quarter to this IPO.

We remain at your disposal for any clarification you may require.

Sincerely yours,

In Madrid, October 29, 2024

Francisco Sapena Soler

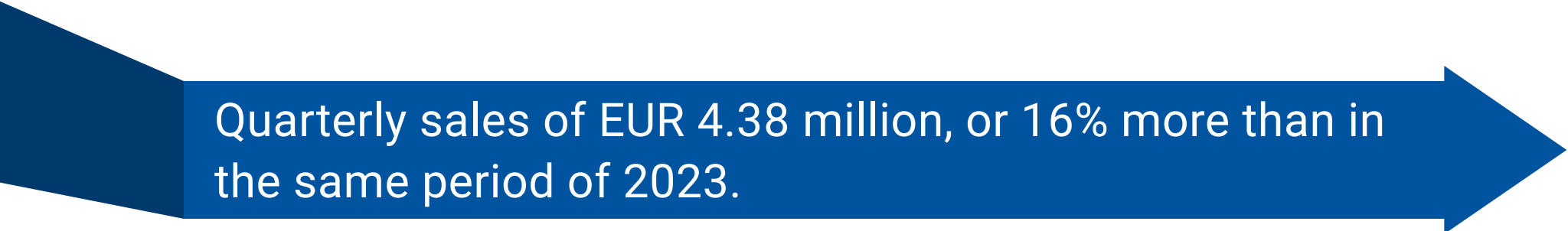
CEO and Chairman of the Board

# THIRD QUARTER 2024 EARNINGS PRESENTATION

# DISCLAIMER

Pursuant to the provisions of article 17 of Regulation (EU) no. 596/2014 on market abuse and article 227 of Law 6/2023 of 17 March on Securities Markets and Investment Services, and concordant provisions, as well as Circular 3/2020 of the BME Growth segment of BME MTF Equity on information to be provided by Companies in Expansion, hereby LLEIDANETWORKS SERVEIS TELEMÀTICS S. A.: (hereinafter 'Lleida.net, or the "Company" or the "Company") hereby informs you of the following information which has been prepared under the sole responsibility of the issuer and its directors. The information detailed in this report constitutes a preview of Lleida.net's Consolidated Income Statement for the third quarter of 2024 and has been prepared on the basis of unaudited accounting information available to the Board of Directors.

**The Tird quarter of 2024 has been positive for Lleida.net, and the consolidation of the Plan implemented since December.**



Quarterly sales of EUR 4.38 million, or 16% more than in the same period of 2023.



Accumulated sales of 13.95 million euros, compared to 12.50 million euros registered at 30/9/23.

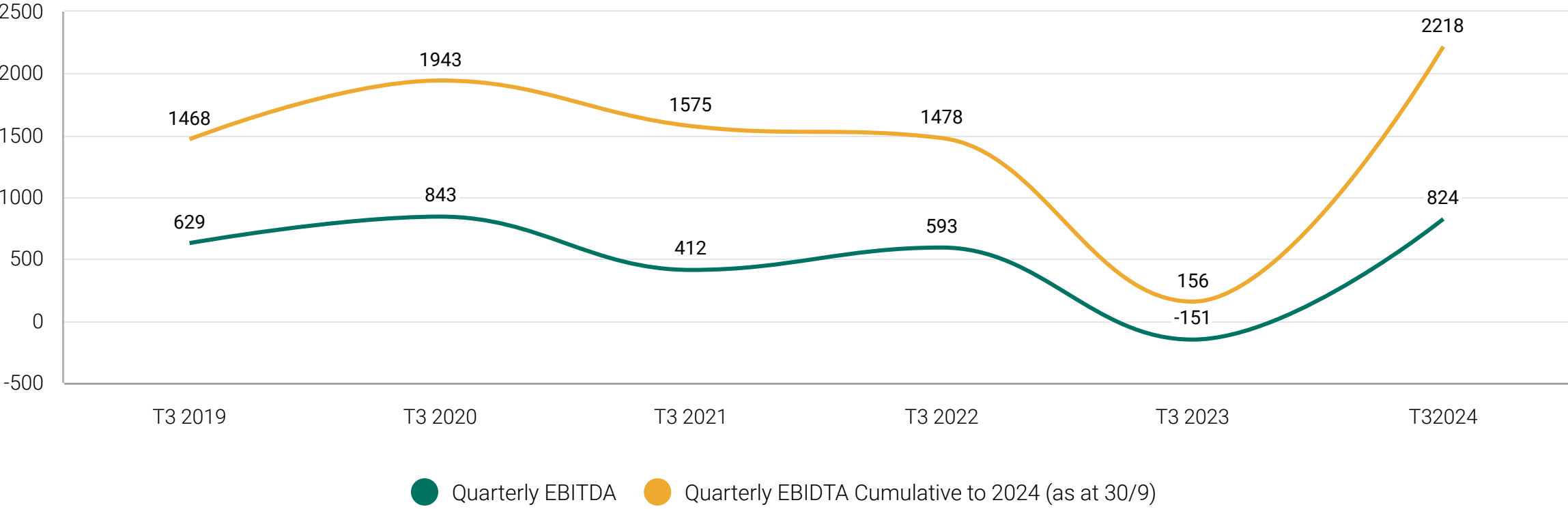


Profit before tax of EUR 149,000, compared to a loss of EUR 797,000 in 3Q2023.

# 3Q24 INCOME STATEMENT (FORECAST)

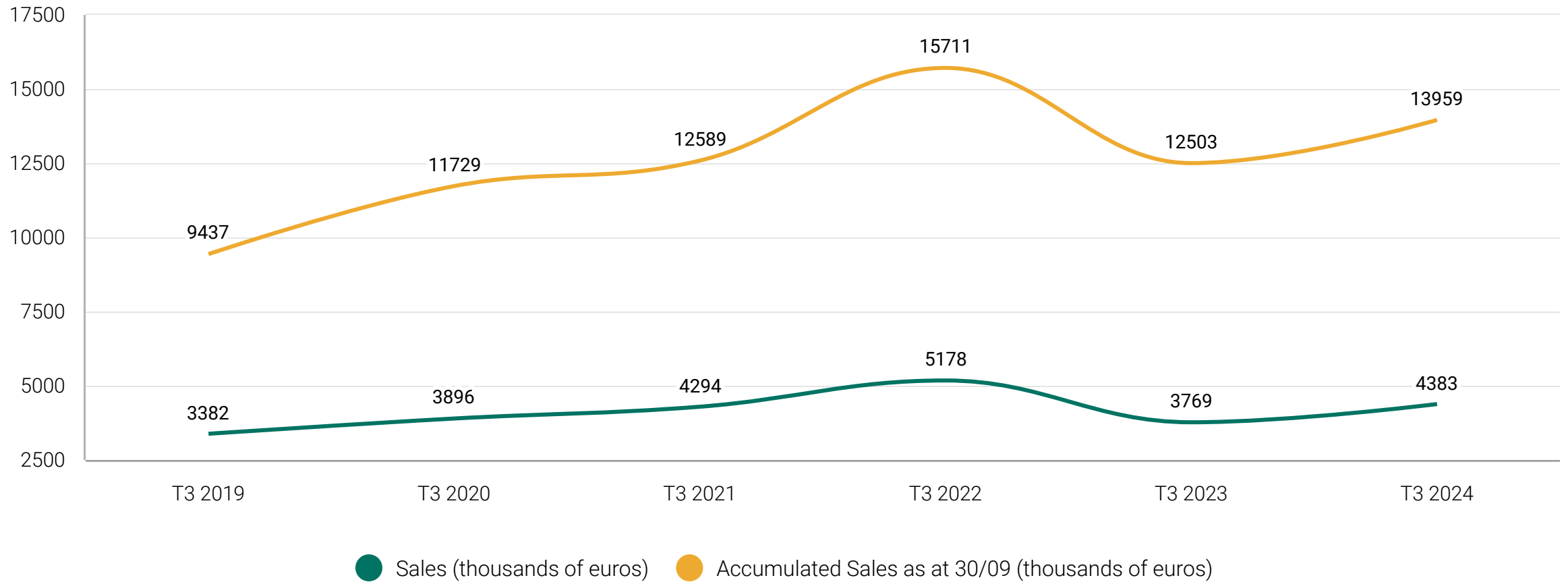
Estimated data (.000 €)	Q3 2023	Q3 2024	Var. €	Var.%	Acc. Q3 2023	Acc. TQ3 2024	Var. €	Var.%
<b>Sales</b>	3,769	4,383	614	16%	12,503	13,959	1,456	12%
Cost of Sales	-1,779	-2,033	254	14%	-5,519	-6,566	1,047	19%
<b>Gross Margin</b>	1,990	2,350	360	18%	6,984	7,393	409	6%
<b>% Gross Margin</b>	52,80%	53,62%			55,86%	52,96%		
Personnel Expenses	-1,678	-1,312	-366	-22%	-5,064	-4,152	-912	-18%
External Services	-649	-467	-182	-28%	-2,393	-1,794	-599	-25%
<b>EBITDA Without Activations</b>	-337	571	908	269%	-473	1,447	1,920	406%
<b>% over Gross Margin</b>	-17%	24%			-7%	20%		
Activations	186	253	67	36%	629	771	142	23%
<b>EBITDA</b>	<b>-151</b>	<b>824</b>	<b>975</b>	<b>646%</b>	<b>156</b>	<b>2,218</b>	<b>2,062</b>	<b>1,322%</b>
<b>% over Gross Margin</b>	-8%	35%			2%	30%		
Amortization	-538	-590	52	10%	-1,577	-1,631	54	3%
Other Income	12	5	-7	-58%	38	51	13	34%
Other Results	7	-2	-9	-129%	-69	-6	63	91%
Provisions for customer balances	-79	6	85	108%	-146	0	146	100%
<b>Operating Result</b>	<b>-749</b>	<b>243</b>	<b>992</b>	<b>132%</b>	<b>-1,598</b>	<b>632</b>	<b>2,230</b>	<b>140%</b>
Net Financial Result	-37	-45	8	22%	-103	-159	56	54%
Currency Exchange Differences	-11	-49	38	345%	-22	-63	41	186%
<b>Pre Tax Result</b>	<b>-797</b>	<b>149</b>	<b>946</b>	<b>119%</b>	<b>-1,723</b>	<b>410</b>	<b>2,133</b>	<b>124%</b>

# Quarterly EBITDA is at 2020 levels, and cumulative EBITDA is above our best years.

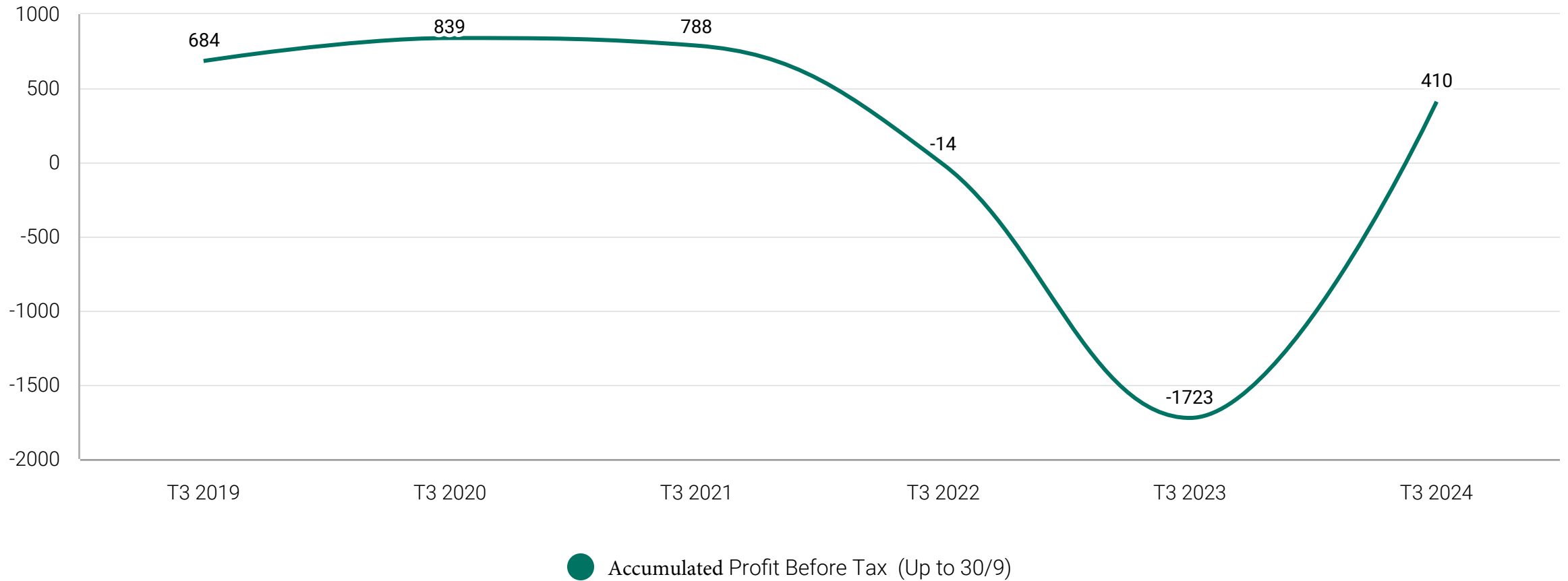




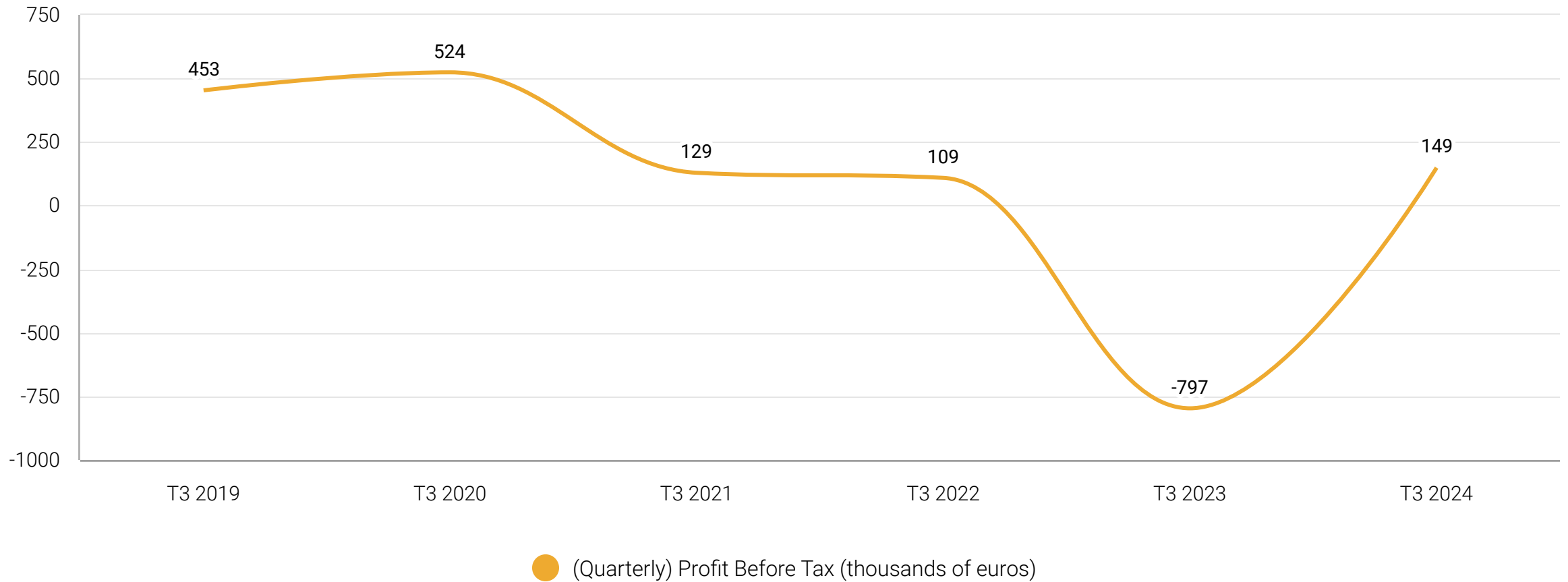
# As a consequence of sales growth.




# With room for growth in terms of results.



# With room for growth in terms of results.





# In the third quarter, all business lines recorded growth in sales.

The two fastest growing lines were Registered Notification SaaS and Registered eProcurement SaaS.



# SALES BY BUSINESS LINES

(miles de euros)	Q3 2023	Q3 2024	Var. .€	Var. %	Acc. 2023	Acc. 2024	Var. €	Var. %
<b>Contracting</b>	733	897	164	22%	2355	2485	130	6%
<b>Notification</b>	324	466	142	44%	1204	1498	294	24%
<b>New SaaS</b>	522	581	59	11%	2227	2094	-133	-6%
<b>SMS Solutions</b>	841	910	69	8%	2505	2675	170	7%
<b>ICX WHOLESALE</b>	1349	1529	180	13%	4212	5207	995	24%
<b>Total</b>	<b>3769</b>	<b>4383</b>	<b>614</b>	<b>16%</b>	12503	13959	1456	12%

# NET FINANCIAL DEBT

(thousands of euros)

	31/12/23	30/06/24	30/09/24	Dif . (thousands of euros) from 30/06	%
Short Term Debt	5,357	4,887	4,617	-270	-6%
Long-term debt	5,481	4,704	4,368	-336	-8%
<b>Total Financial Debt</b>	<b>10,838</b>	<b>9,591</b>	<b>8,985</b>	<b>-606</b>	<b>-7%</b>
Short-term financial investment	362	105	40	-65	-163%
Free Cashflow	1,017	1,079	902	-177	-20%
<b>Total Available</b>	<b>1,379</b>	<b>1,184</b>	<b>942</b>	<b>-242</b>	<b>-26%</b>
<b>NFD</b>	<b>9,459</b>	<b>8,407</b>	<b>8,043</b>	<b>-364</b>	<b>-5%</b>

# Reminder: Our strategy for 2023-2025.



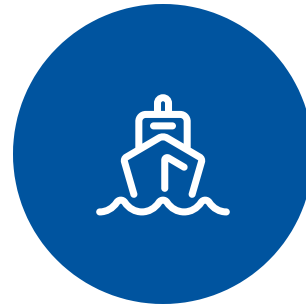
## Streamlining operations

Optimisation of equipment and internal processes, automation of procedures and promotion of technology to increase sales and margins;



## Focus on Profitability

Concentrate our efforts on the business areas that generate the most profitability and on the markets where we have the greatest penetration.



## Value recovery

Restore the value of the company in the capital markets and regularly communicate our progress to investors.



## Operational Restructuring

We have restructured to improve cash generation, facilitate financing, optimise operating performance and improve cash position.



**Not only business lines are growing, but also profitability per customer. 53.28% of turnover in the third quarter came from outside Spain.**

**As we committed ourselves when we launched the Recovery Plan, the company is back to profitability, at the level of its best years.**



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