EN: http://www.lleida.net/docs/inversores/en/20171002_HRelev.pdf
FR: http://www.lleida.net/docs/inversores/fr/20171002_HRelev.pdf

Lleida, a 2 de octubre de 2017

HECHO RELEVANTE

Lleida.net participa en los foros European Large & Midcap Event de París y Tech Invest de Mónaco

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), se pone 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 a los foros European Large & Midcap Event, de París, y Tech Invest, de Mónaco, dos de los eventos europeos más relevantes para los inversores tecnológicos y en compañías de media y gran capitalización, con el objetivo de aumentar su presencia entre los inversores europeos e internacionales. La compañía se estrena en ambos foros, que tendrán lugar el 4, 5 y 6 de octubre.

Se adjunta en el presente Hecho Relevante presentación de la compañía que se utilizará ante los inversores en dichos foros.

Muy atentamente,

LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.

D. Francisco Sapena Soler

CEO y Presidente del Consejo de Administración

FRANCISCO JOSE SAPENA SOLER

Firmado digitalmente por FRANCISCO JOSE SAPENA SOLER
Fecha: 2017.10.03 09:10:13 +02'00'

LARGE & MIDCAP EVENT

PARIS, OCTOBER 2017

Lleida.net
PCiTAL | Edifici H1 2a planta, 25003 Lleida, Spain

Lleida.net

Digital Witnesses to Electronic Contracts

Lleida.net

Protecting relationships with:

- Customers

- Regulators and the Courts

Lleida.net

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.

Lleida.net

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.

- A Digital Witness helps to establish the truth quickly and effectively.

Lleida.net

- Global size of the Digital Witness market:

$1.5 billion in 2017

$9.1 billion in 2023

Source: **P&S Market Research.**

Our three business lines

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

bancopopular-e GRUPO BANCO POPULAR · BBVA · wonga · BMN · BANCA FARMAFACTORING · Sabadell · bankinter Consumer Finance · mediolanum BANCO

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

IBERIA CARDS · CaixaBank CONSUMER FINANCE · Billing Financial Pago Por Ti · BMW Bank · HONDA Honda Bank GmbH · Préstamo10 · Europhil · Cofidis

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

contesta SALESLAND ATENTO GSS emergia Teleperformance

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

holaluz, ecovatios, galp energia, Agbar, IBERDROLA, AQUALOGY, endesa, Selectra, e·on

Real Estate

Services

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

Service highlights for Real Estate

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

Our customers

Insurance

Services

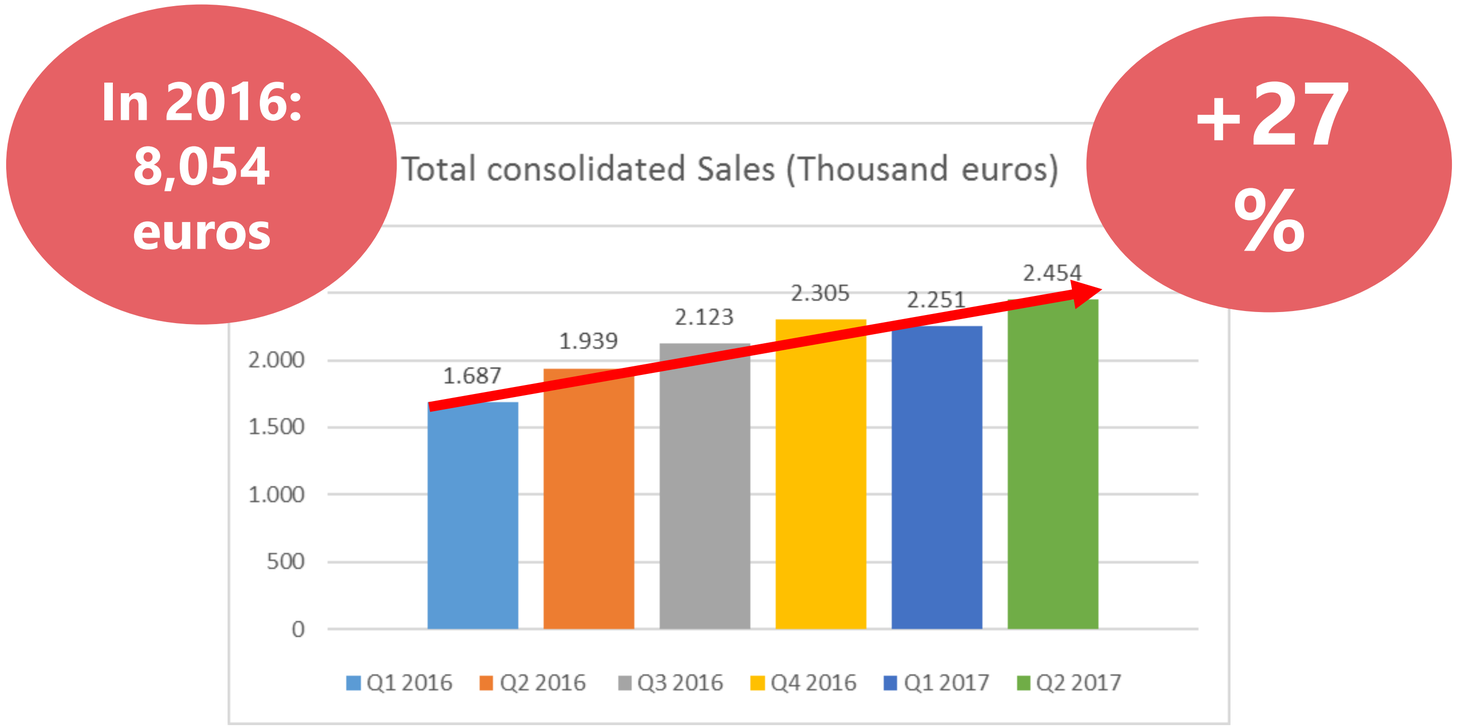
- Registered SMS
- Registered SMS contract
- Registered email
- Connectaclick

Service highlights for Insurance agents and brokers

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

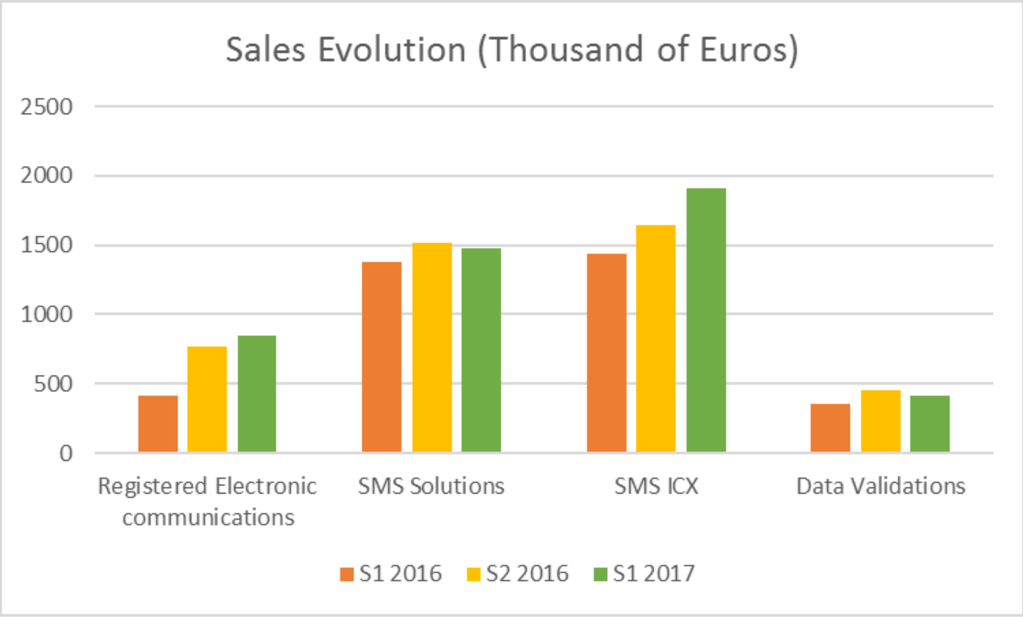
Our customers

2Q17 Main figures



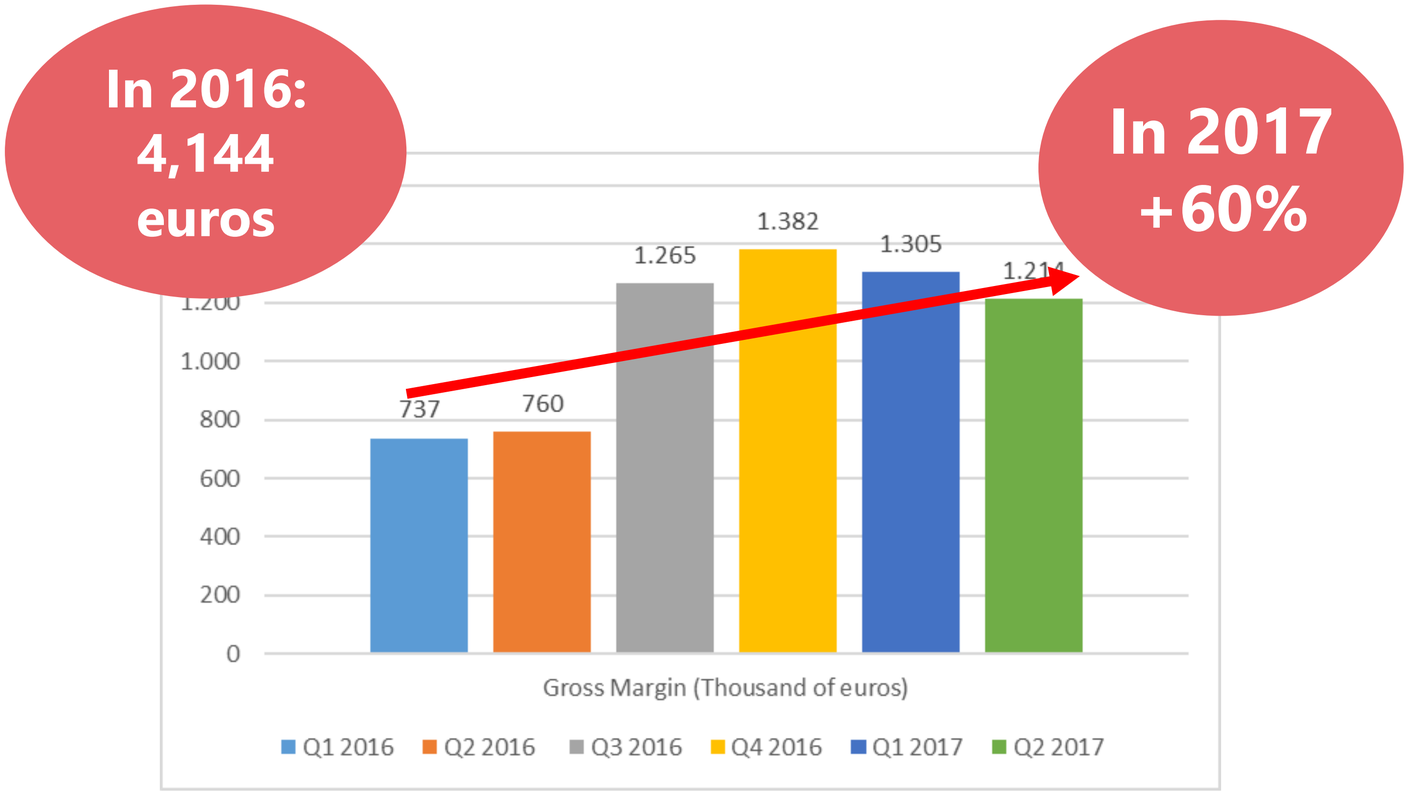
Sales increase of 27% in 2017 over the same quarter of 2016.
Increased sales of all business lines.

1S 2017 Main figures



Increase in relative weight in the sales of SaaS products (Registered electronic communications and KYC Services) since their profitability per product unit is higher.

2Q 2017 Main figures



Increase in Gross Margin, 60% derived from:

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

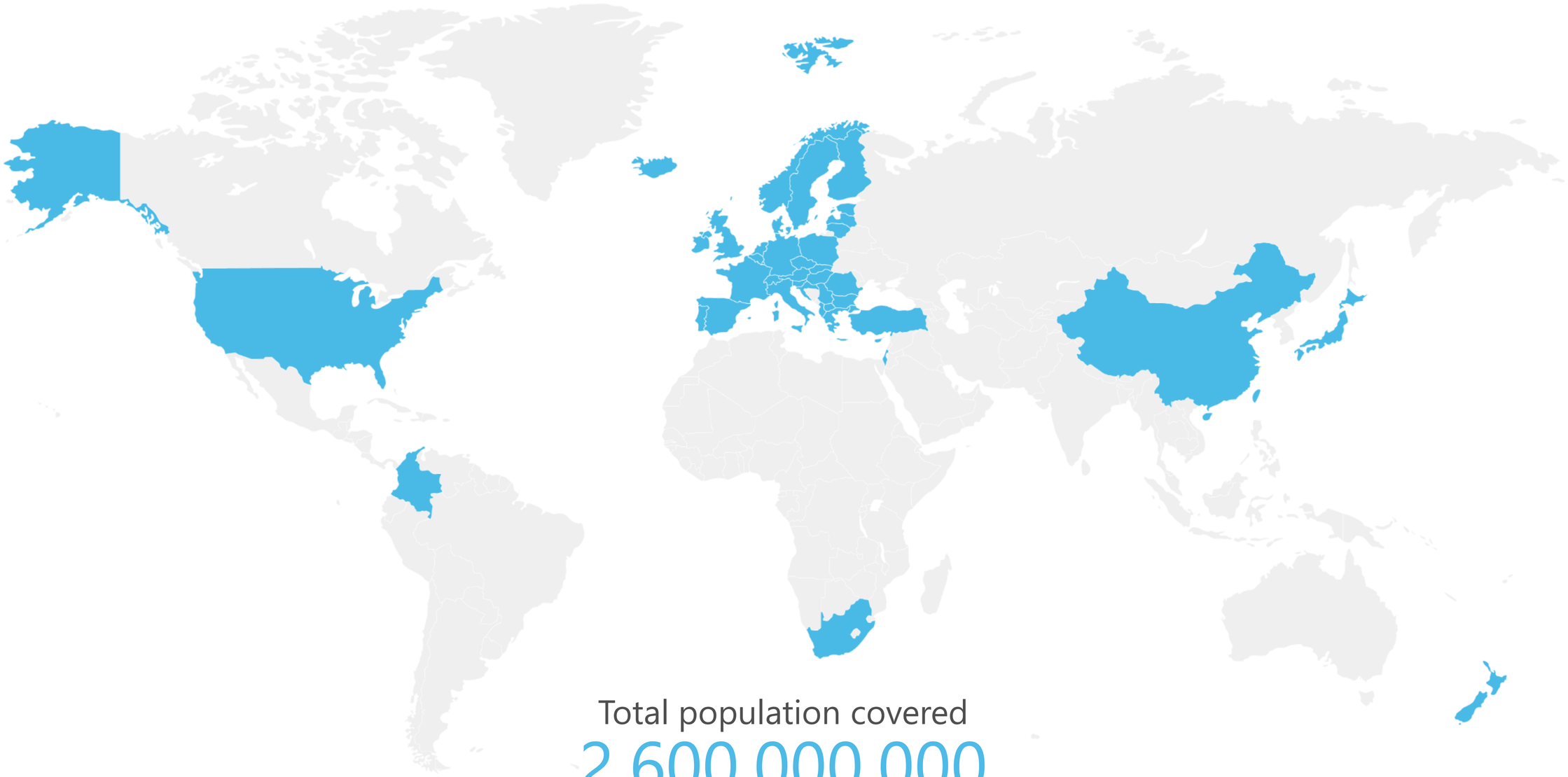
All the developments of the company are patented.
During 2016 and 2017 , Lleida.net has been granted 14 new patents .
To highlight:

- Registered email patent in the EU

- Registered email patent in the United States

Lleida.net

Map of patents

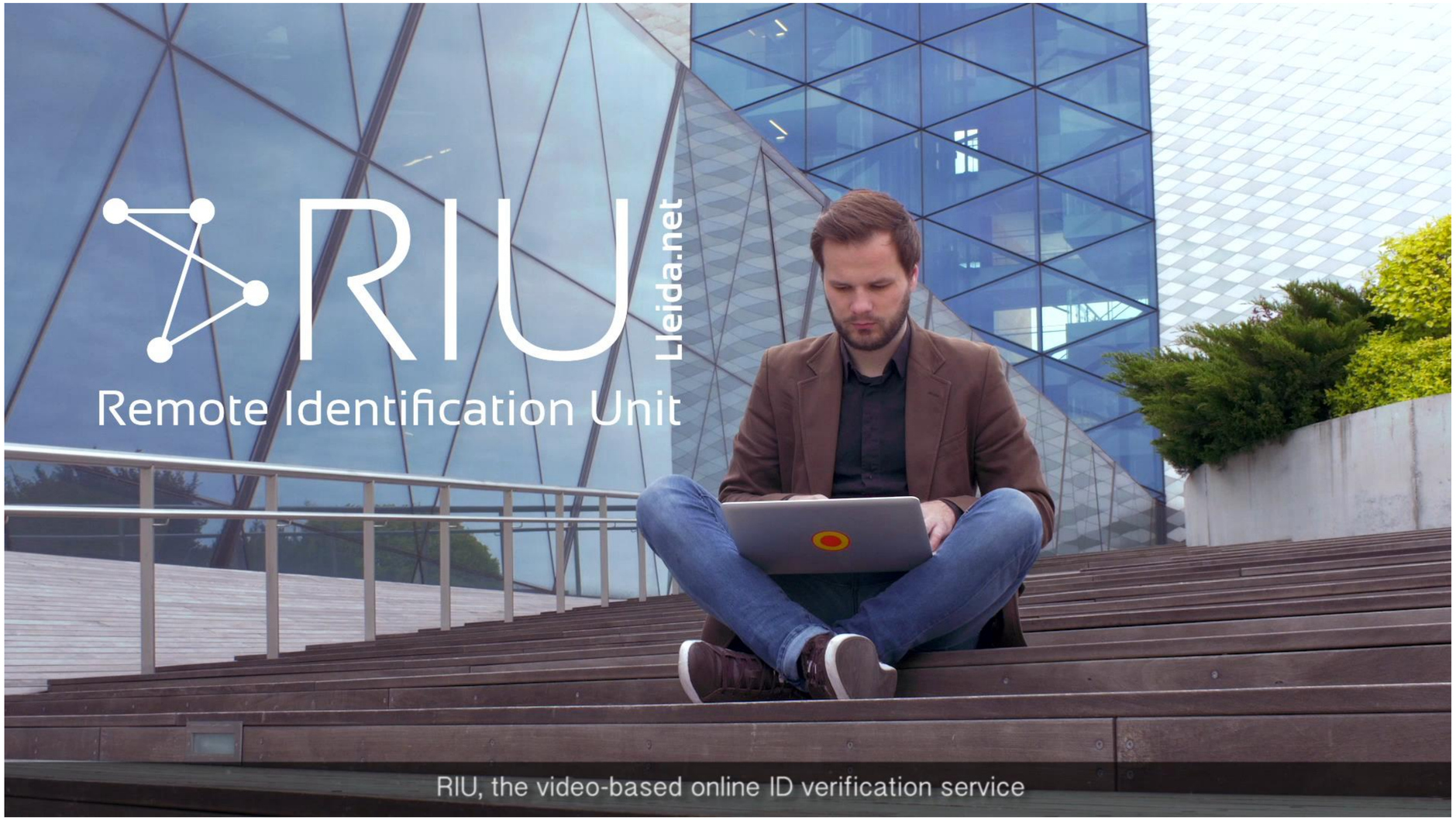


Total population covered

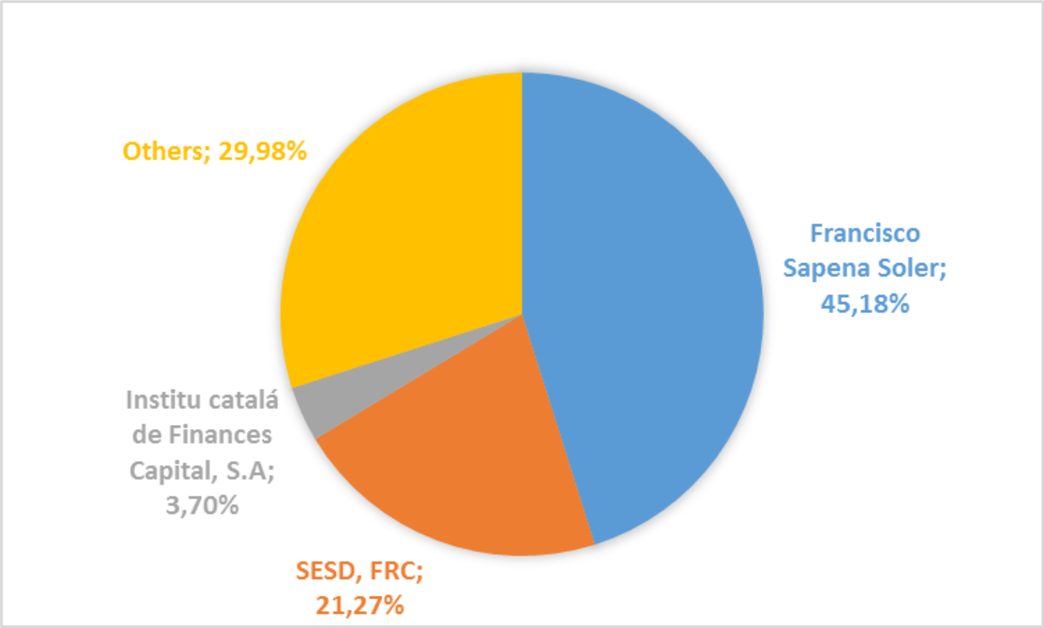
2,600,000,000

Lleida.net

R&D highlighted project launched in 2016



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.

2016 + 1q 2017 milestones

- Opening a subsidiary in Perú
- Opening a subsidiary in Costa Rica
- Attracting large accounts

- First Platform4equity

Lleida.net

2017 goals

- From Cash Burner to Cash Cow
- Lleida.net MENA
- Nonstop R&D Investment

Lleida.net

Parc Científic i Tecnològic
Agroalimentari de Lleida
Edifici H1, 2a planta B
25003 Lleida (Spain)

(+34) 973 282 300
info@lleida.net

www.lleida.net

bsi. ISO/IEC 27001 Information Security Management

IS 632576

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