

Madrid, 4 de febrero del 2021

Otra Información Relevante
LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.
Lleida.net participa en el Small and Microcap Showcase 2020.

Conforme a 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 de Mercado de Valores, aprobado por RDL 4/2015, de 23 de octubre, y disposiciones concordantes, así como en la Circular 3/2020 del BME MTF 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 virtual Small and Microcap Showcase 2020 en Nueva York, USA, se adjunta la presentación corporativa que será utilizada en dicho foro el día 4 de febrero.

Quedamos a su disposición para cualquier aclaración que consideren oportuna.

En Madrid, a 4 de febrero de 2021.

Francisco Sapena, CEO

Presidente del Consejo de Administración



Lleida.net

Small and Microcap Showcase
Thursday, February 4, 2021



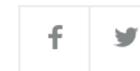
SET AMONG THE UNS
BEAUTY ON MONTEN
BOKA BAY

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

Lleida.net is a multinational B2B SaaS company providing eSignature and eNotification services, with sales in over 160 countries and operating in 19 worldwide offices.

Founded in Spain in 1995, its edge-cutting technology allows thousands of clients to communicate with its consumers, billion times every month, in a reliable and certified way.

It has one of the largest patent portfolios in the industry, with over 200 patents granted by 50 countries in five continents.

Managed by founder and CEO, Sisco Sapena, it provides Registered Notification and Contracting Services to the postal services of four countries (including the Emirates, South Africa or Colombia) and it was the best performing-company in the European stock markets in 2020.

Lleida.net AFTER THE PANDEMIC

Because of the situation resulting from the COVID-19 pandemic, Lleida.net eSignature and eNotification technology was 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.

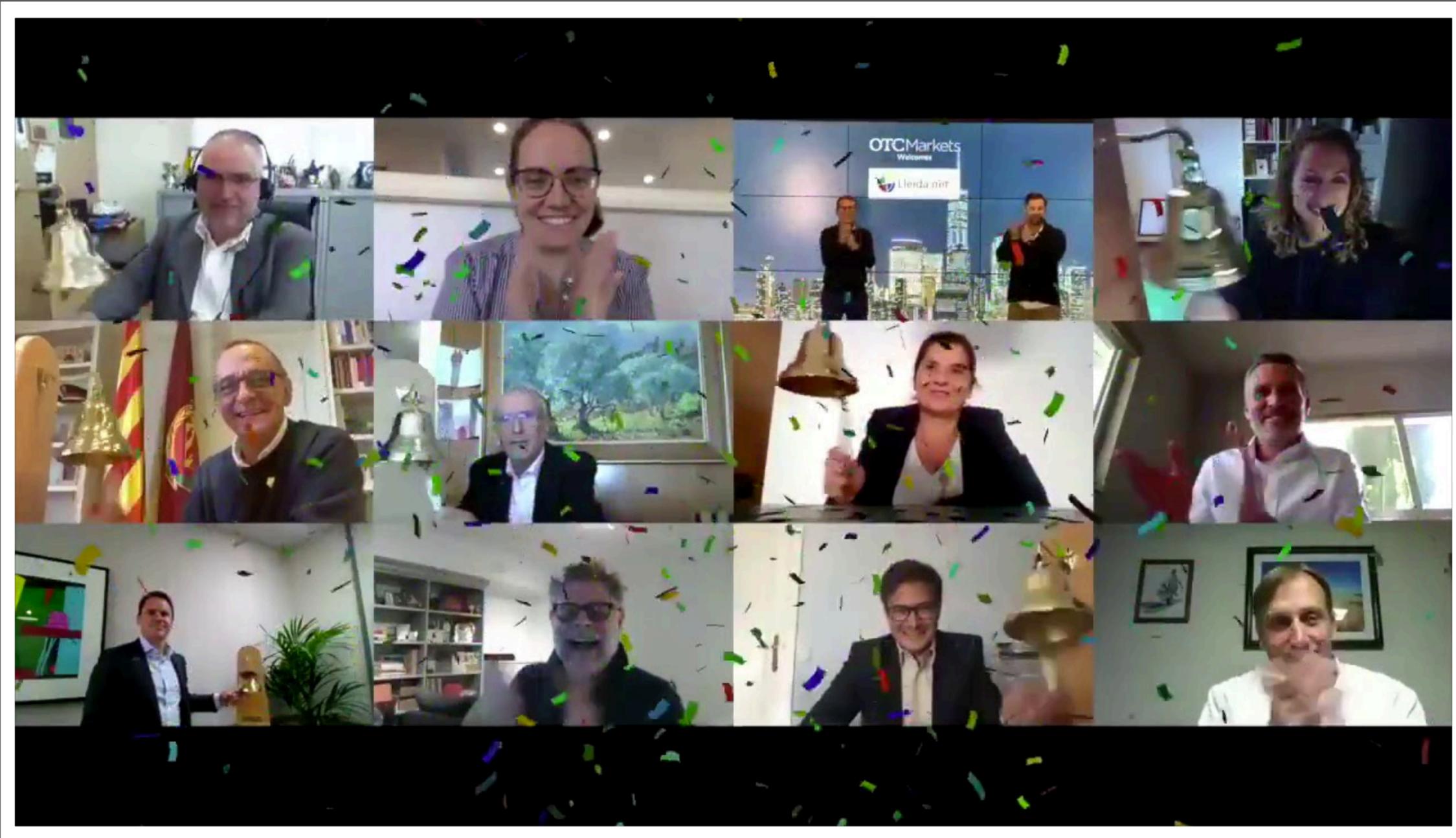
Lleida.net **WORKS ON ITS** THREE
STRATEGIC PILLARS : INNOVATION,
INTELLECTUAL PROPERTY **AND**
INTERNATIONALIZATION

Lleida.net is listed on OTC QX, on Euronext Growth (Paris)
and on BME Growth (Madrid).

It is the **only company in the world** listed in this three
markets, and the most liquid company in the Spanish
Growth Market.

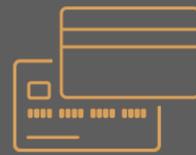


Euronext Growth Paris – Dec 17, 2018



OTCQX – Nov. 2, 2020

OUR CLIENTS



Banks &
Fintech



Health
Services



Energy &
Utilities



Real
Estate



Insurance &
Insurtech &
Labourtech



Public
Administrations

OUR PRODUCTS



The positive corporate context can make it 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 worldwide.
- Legislative support to the eSignature technology is a growth driver taking place in all major markets.

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

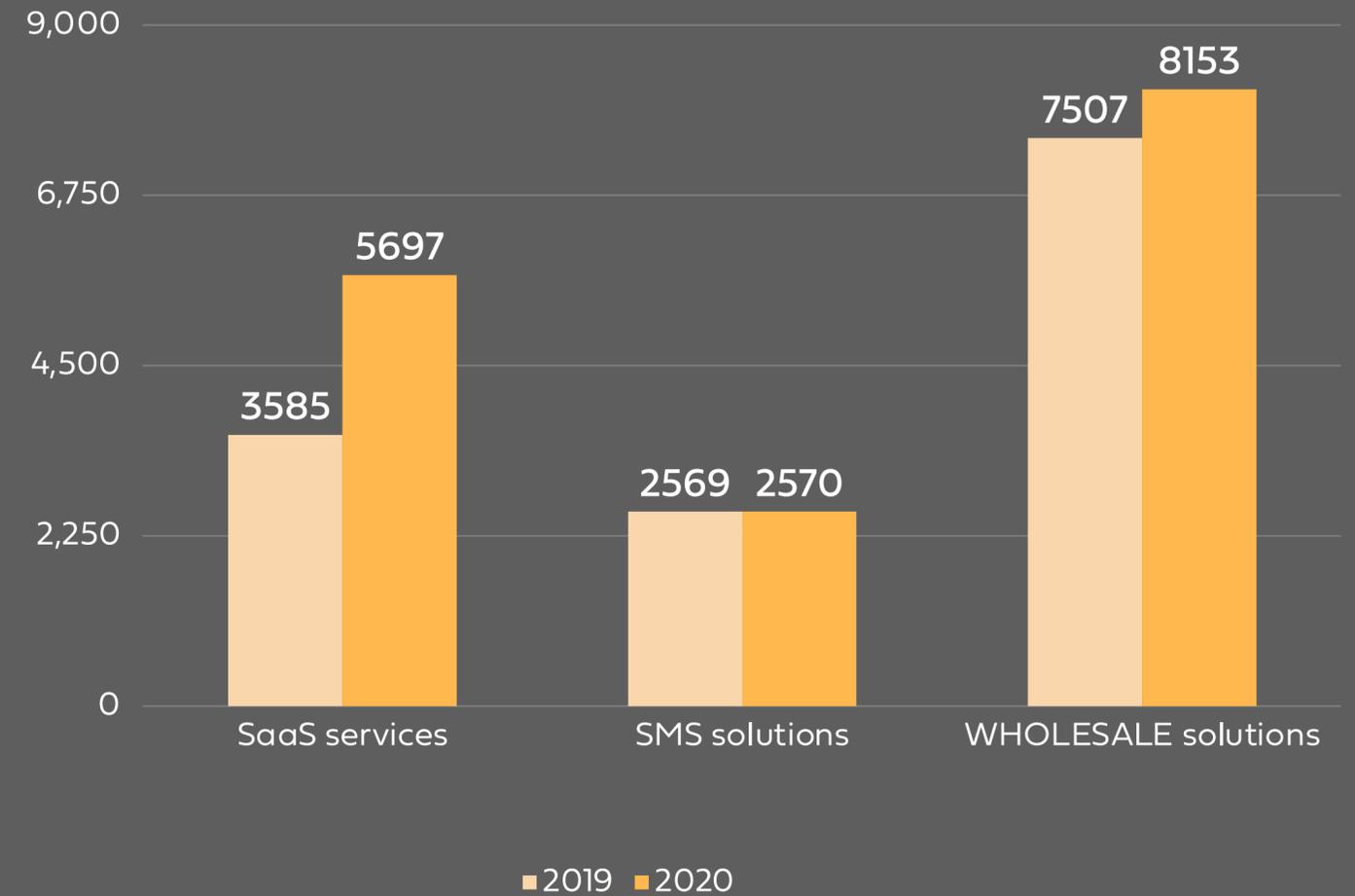
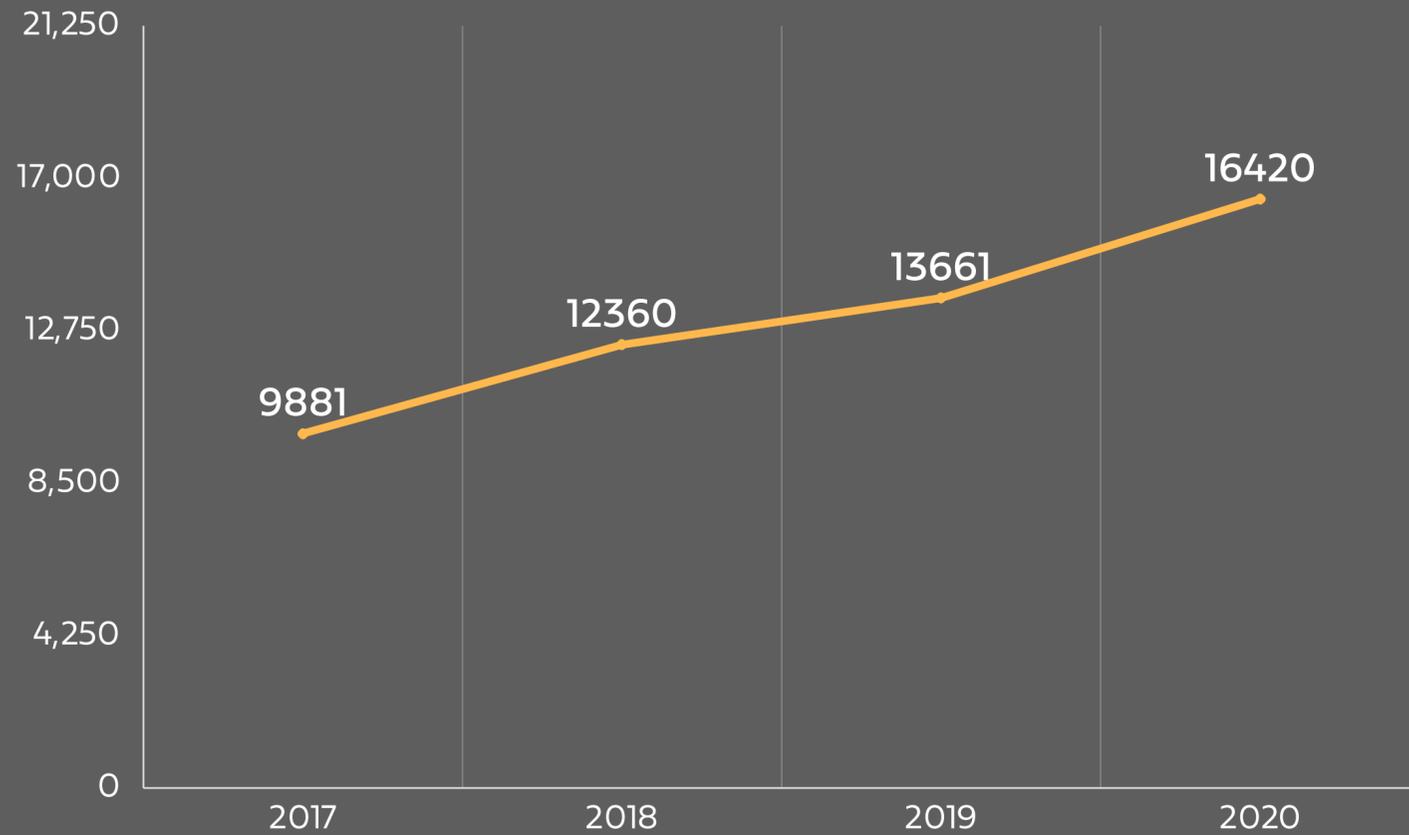
- **A TRULY INTERNATIONAL COMPANY:** We are already operating in markets that will grow in the next five years. LLEIDA.NET has offices in Madrid, Lleida, London, Miami and Bogota and subsidiaries in the United States, Latin America, India and Europe. Our country managers are based in Europe, Latin America, Africa and Asia (including Japan).
- **A STRONG INTELLECTUAL PROPERTY PORTFOLIO, TO PROTECT OUR GROWTH AND THAT OF OUR INVESTORS:** Lleida.net owns over 200 Intellectual Property patents covering eSignature, eNotification and eContracting processes, granted by 63 countries in five continents.
- **INNOVATION:** Lleida.net pioneer's position and strongly-focused R+D strategy will be key in developing new markets and in creating new technologies.
- With an **increase in its sales of 20 per cent** in 2020, to 16.42 million, the changes in behavioral habits caused by the COVID-19 pandemic have strengthened its technological value proposition.

The background features a dark, semi-transparent image of two business professionals in silhouette, standing and looking at a screen. The overall background is a dense, repeating pattern of various data visualization elements such as bar charts, line graphs, pie charts, and tables, all in a muted brown/gold color palette.

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

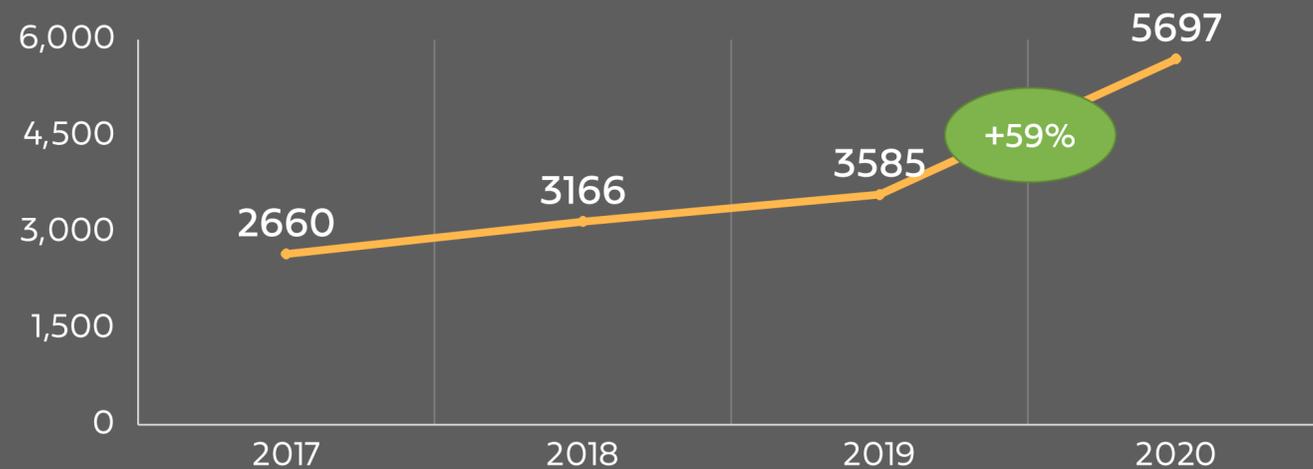
EVOLUTION SALES BY BUSINESS LINE IN THOUSANDS OF EUROS

Accumulative Sales (thousands of euros)

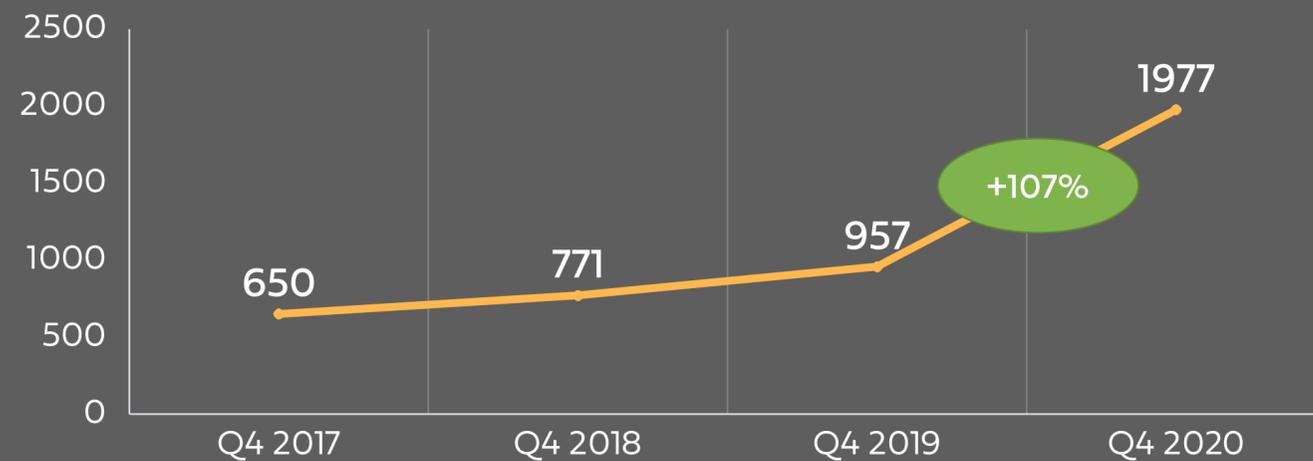


EVOLUTION OF SaaS BUSINESS LINE SALES

Accumulative SaaS sales
(thousands of euros)



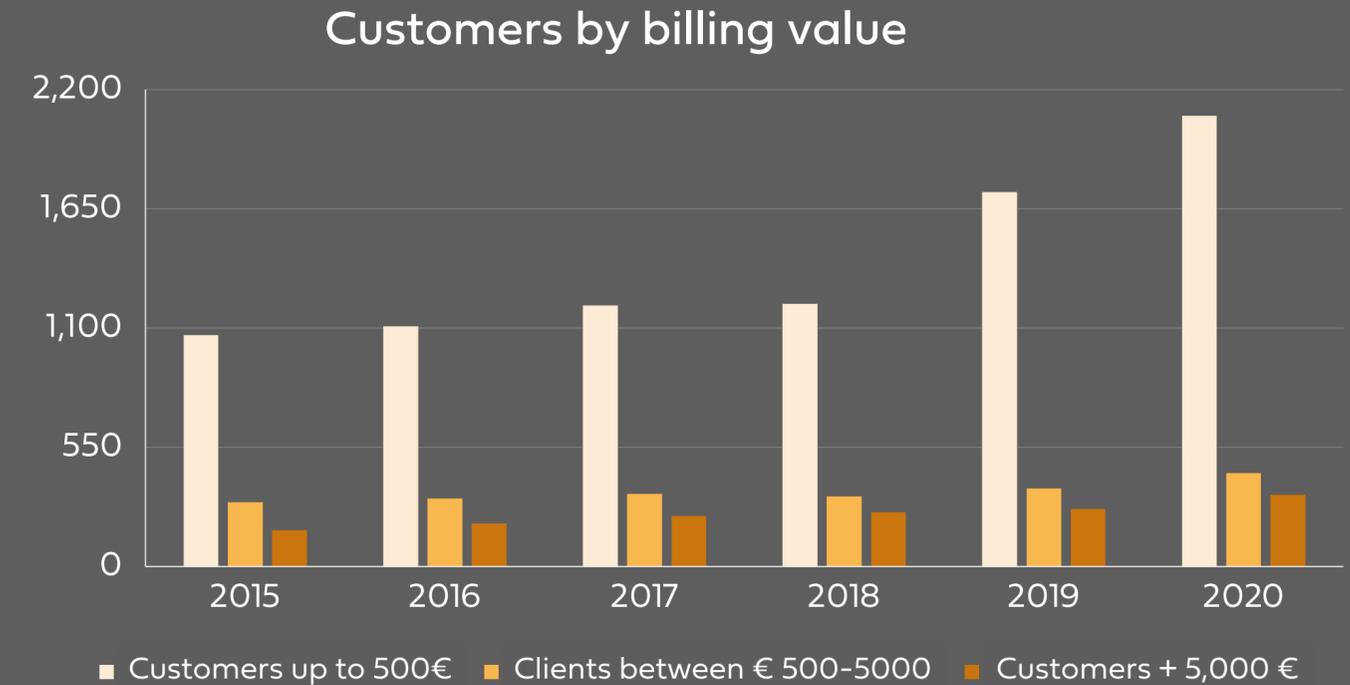
Quarterly SaaS sales
(thousands of euros)



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.
- Signature of relevant international contracts such as Emirates Post, but also national ones, such as Generali, Santander Merchant Services and Indra.

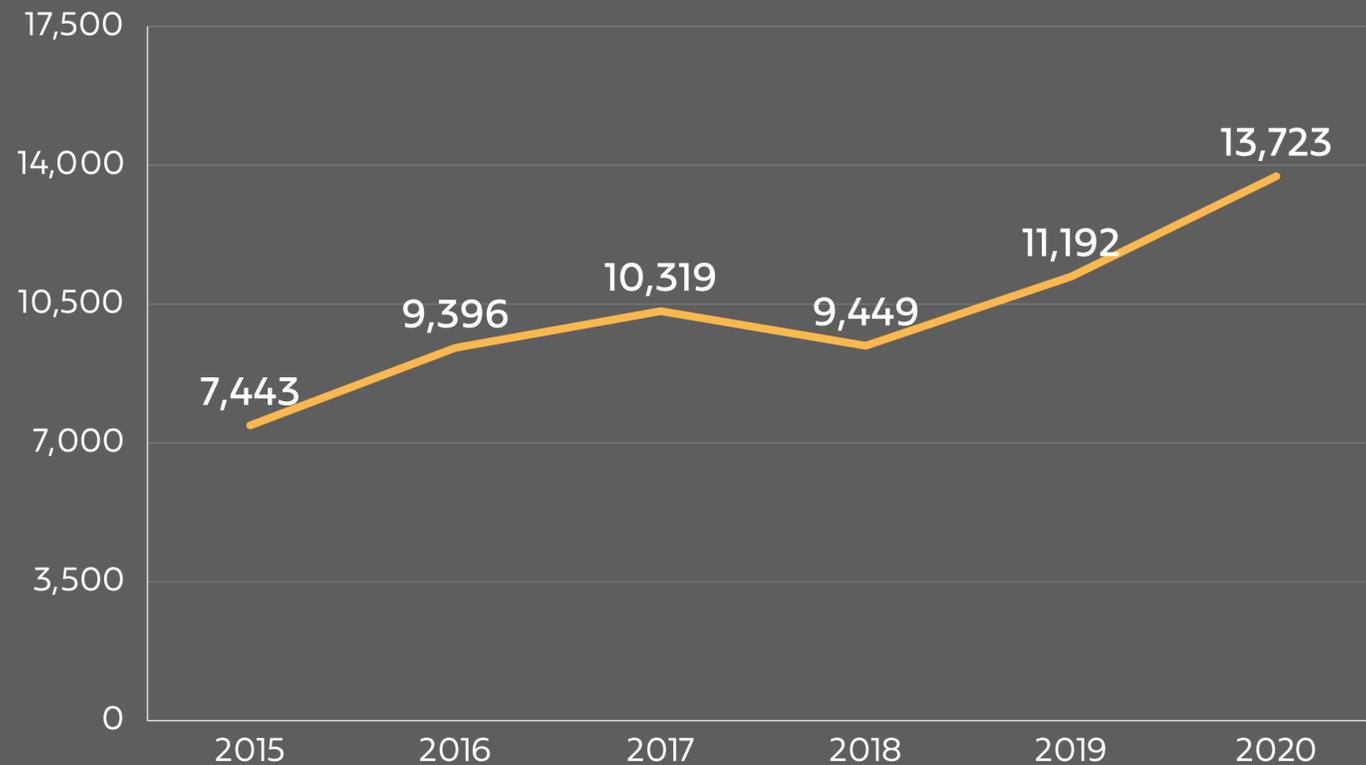
OUR SERVICES REACH THE WHOLE POPULATION



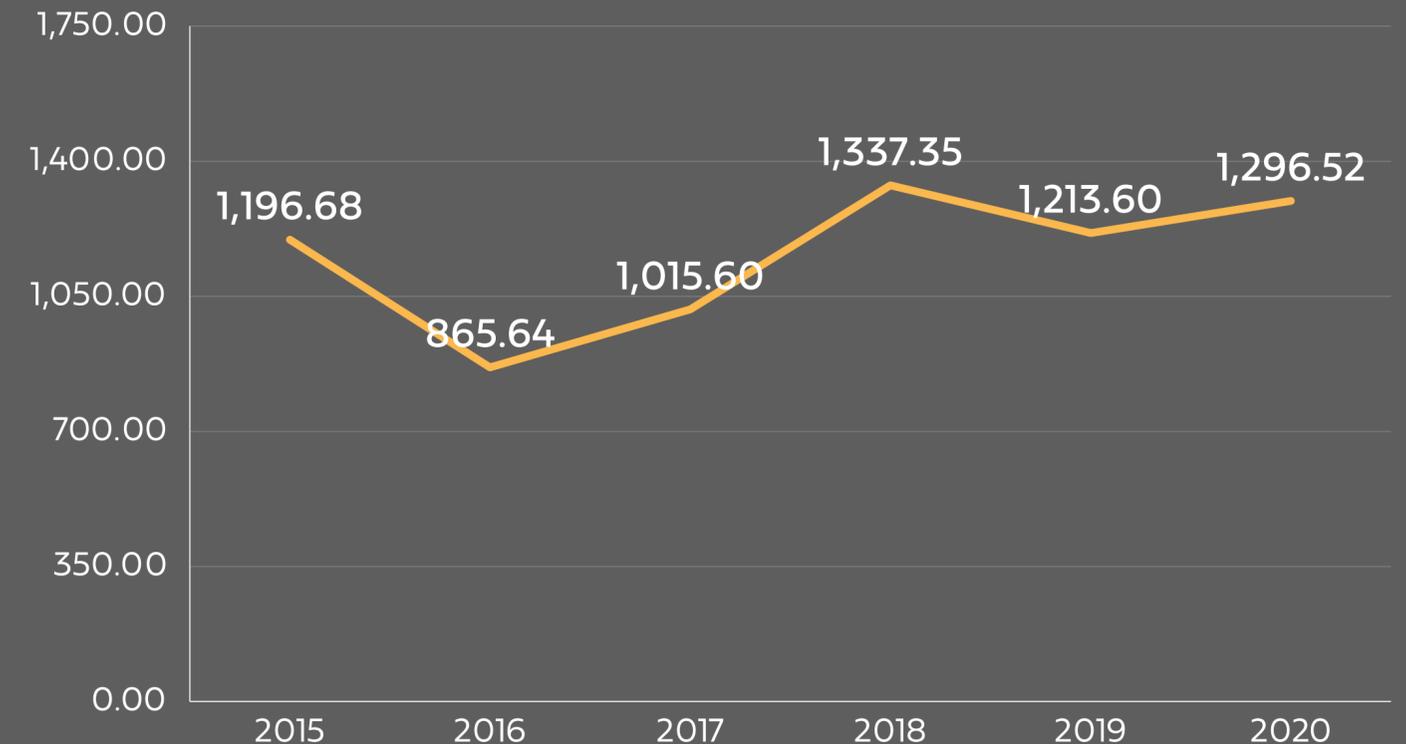
	2015	2016	YOY (2016-2015)	2017	YOY (2017-2016)	2018	YOY (2018-2017)	2019	YOY (2019-2018)	2020	YOY (2020-2019)
Customers up to 500€	1.068	1.108	3,75%	1.204	8,66%	1.211	0,58%	1.728	42,69%	2.080	20,37%
Customers between € 500-5000	297	313	5,39%	335	7,03%	324	-3,28%	361	11,42%	431	19,39%
Customers + 5,000 €	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

No. of invoices issued

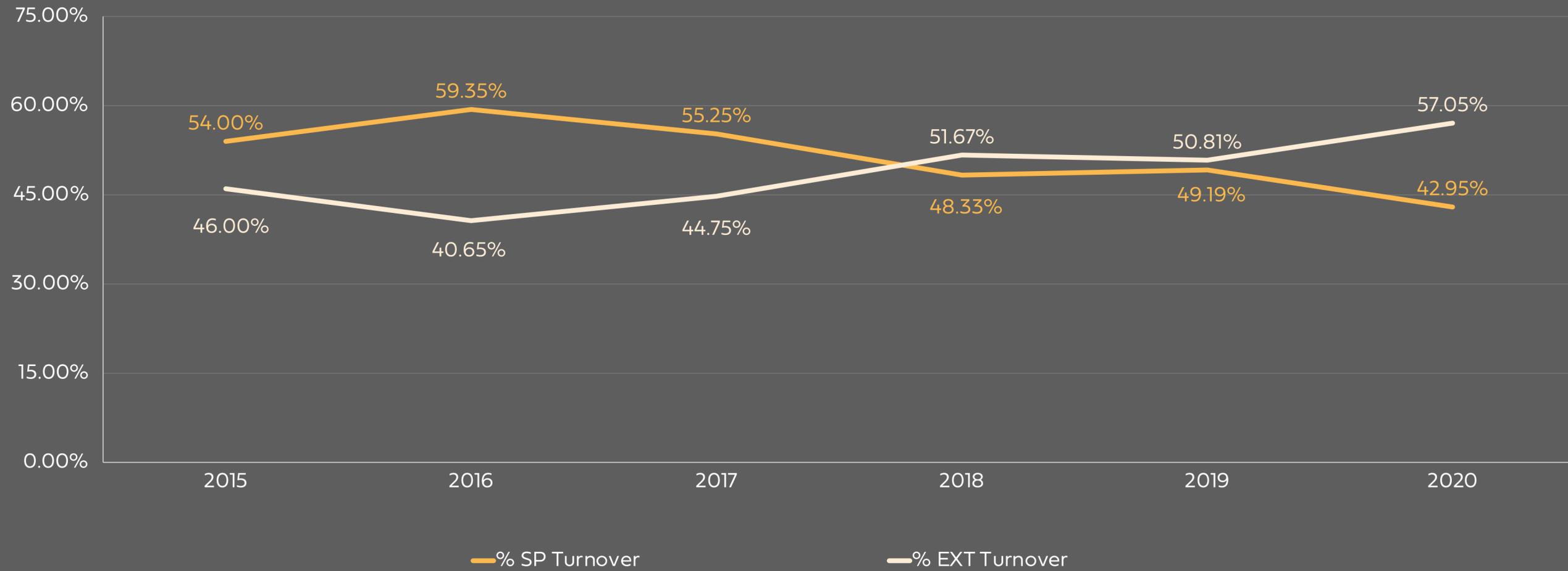


Average amount per invoice



	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 REGISTERED SERVICES MOMENTUM DURING 2019 & 2020

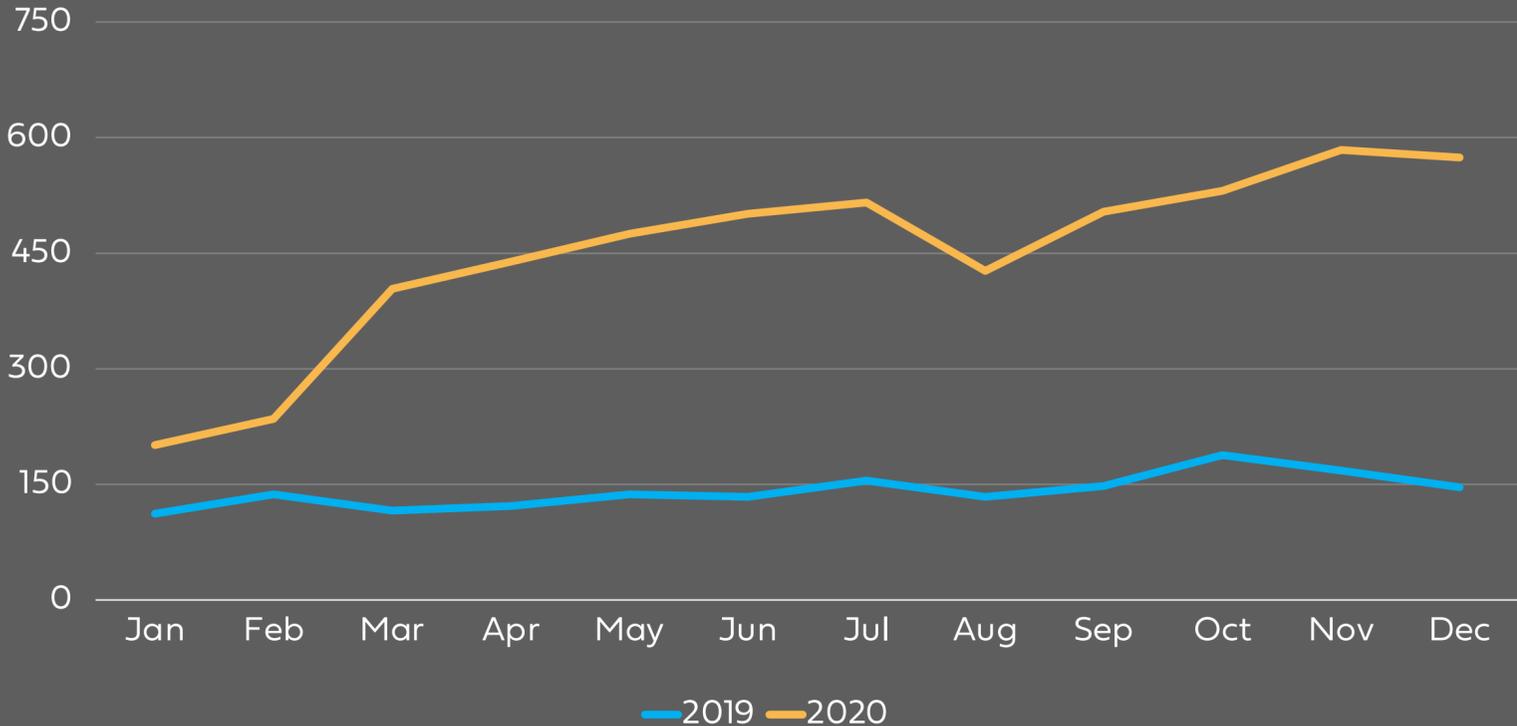
Let us show you our:

- **Click & Sign** API active workflows momentum
- **Click & Sign** API transactions momentum
- **Registered Email** traffic momentum
- **Registered SMS contract** traffic momentum
- **Registered SMS** traffic momentum

LLEIDA.NET REGISTERED SERVICES MOMENTUM DURING 2019 & 2020

Click & Sign API
Active workflows
during 2019 and 2020

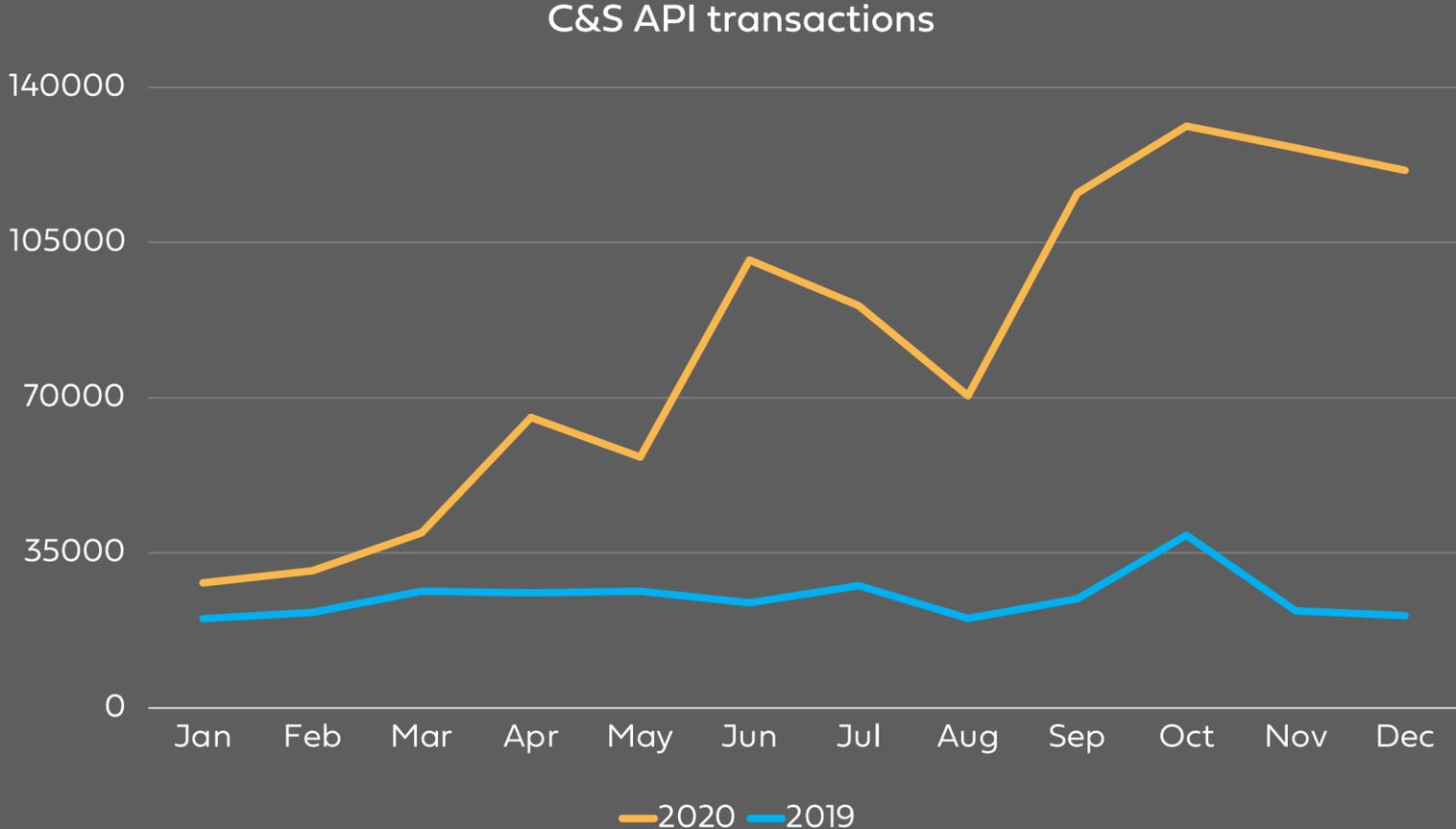
C&S API active workflows



Active signature workflows through API have had a **QoQ** (Quarter Q4 2019 over Quarter 2020) of **217.68%** and a **YoY** (Year 2019 over Year 2020) of **236.45%** driven since the beginning of the pandemic, by the change in our daily habits and the digitization of the contracting processes.

LLEIDA.NET REGISTERED SERVICES MOMENTUM DURING 2019 & 2020

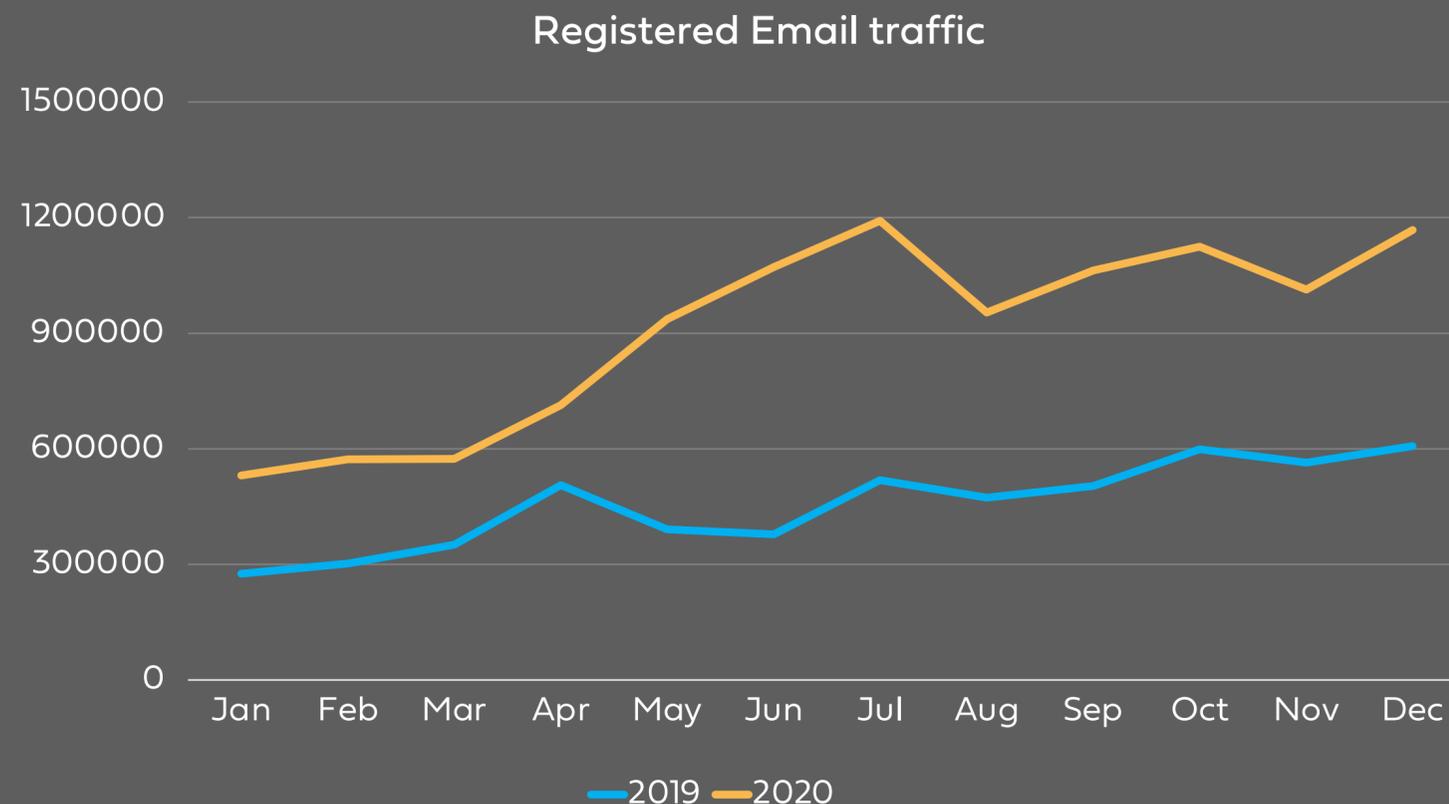
Click & Sign API Traffic during 2019 and 2020



The traffic of contract signatures by API had a **QoQ** (Quarter Q4 2019 over Quarter 2020) of **363.75 %** and a **YoY** (Year 2019 over Year 2020) of **227.89 %** driven by the generalization of the number of active workflows together with their implementation.

LLEIDA.NET REGISTERED SERVICES MOMENTUM DURING 2019 & 2020

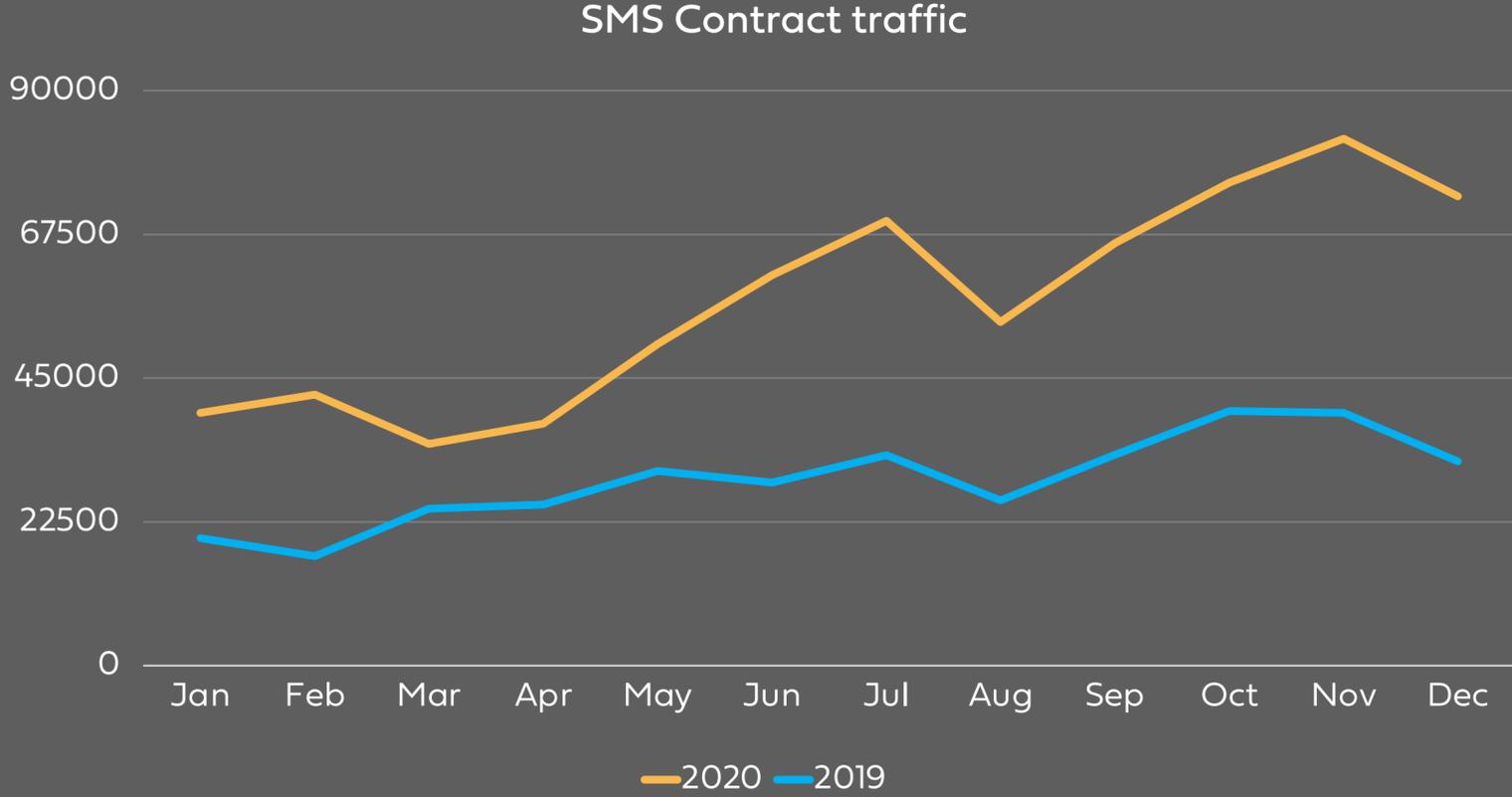
Registered Email contract traffic during 2019 and 2020



Registered email had a **QoQ** (Quarter Q4 2019 over Quarter 2020) of **86.78%** and a **YoY** (Year 2019 over Year 2020) of **99.55%** strongly benefited since the beginning of the pandemic by the change in our daily habits and the digitization of the contracting processes.

LLEIDA.NET REGISTERED SERVICES MOMENTUM DURING 2019 & 2020

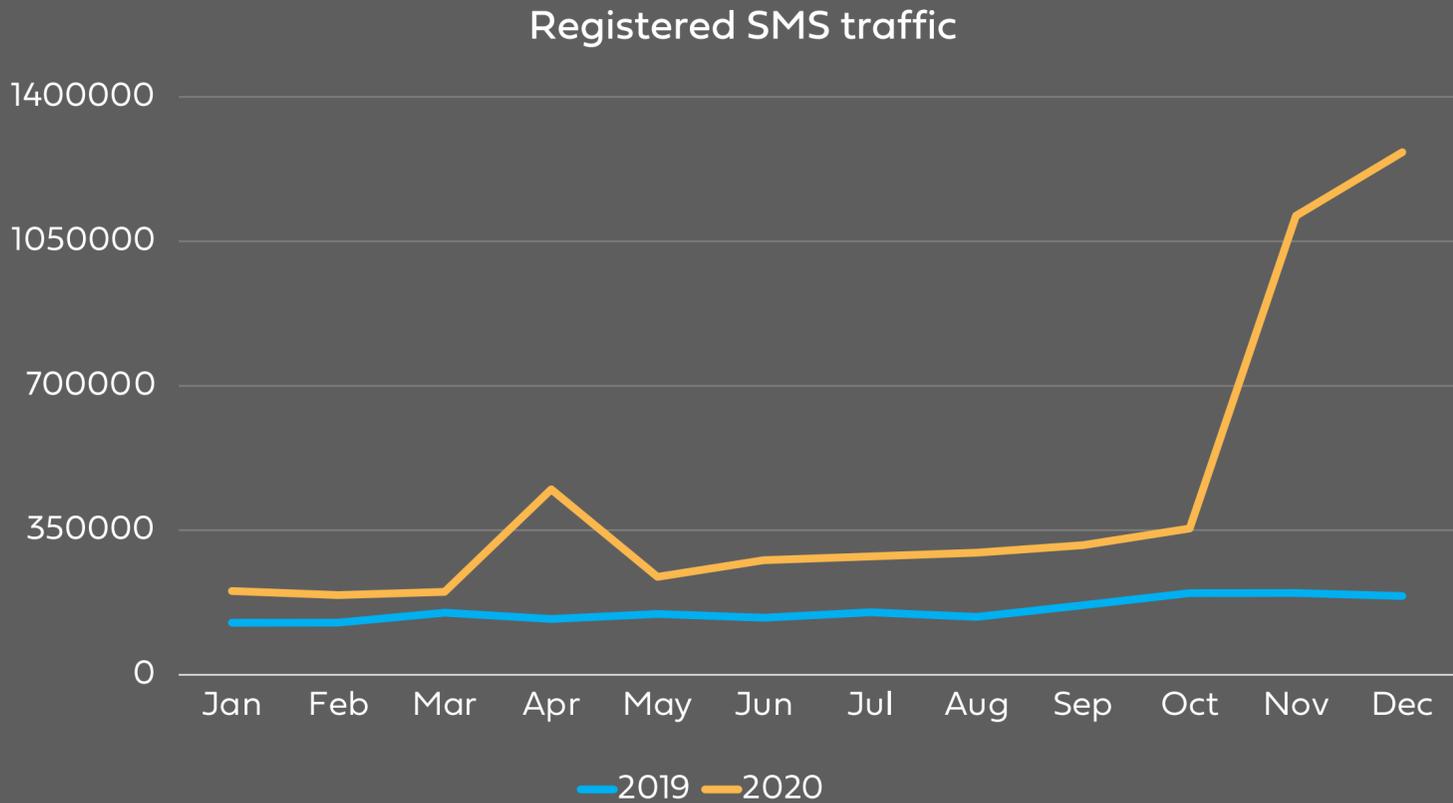
Registered SMS contract Traffic during 2019 and 2020



Registered SMS Contract had a QoQ (Quarter Q4 2019 over Quarter 2020) of 107.87% and a YoY (Year 2019 over Year 2020) of 96.79%. The service is mainly used for contracting processes of gas and electricity by trading companies noticing an initial stand still due to regulatory uncertainty and its subsequent implementation thus doubling traffic

LLEIDA.NET REGISTERED SERVICES MOMENTUM DURING 2019 & 2020

Registered SMS traffic during 2019 and 2020



Registered SMS traffic had a **QoQ** (Quarter Q4 2019 over Quarter 2020) of **365.94%** and a **YoY** (Year 2019 over Year 2020) of **177.36%** clearly benefited by the initial peak of notifications for temporary layoff procedures and subsequently by the beginning of the massive debt notification by Registered SMS or by Openum.

STOCK MARKET PERFORMANCE 2020

IN 2020, LLEIDA.NET WAS THE RISING STAR OF THE EUROPEAN STOCK MARKET



Growth of 940% over the year

2700+ active investors

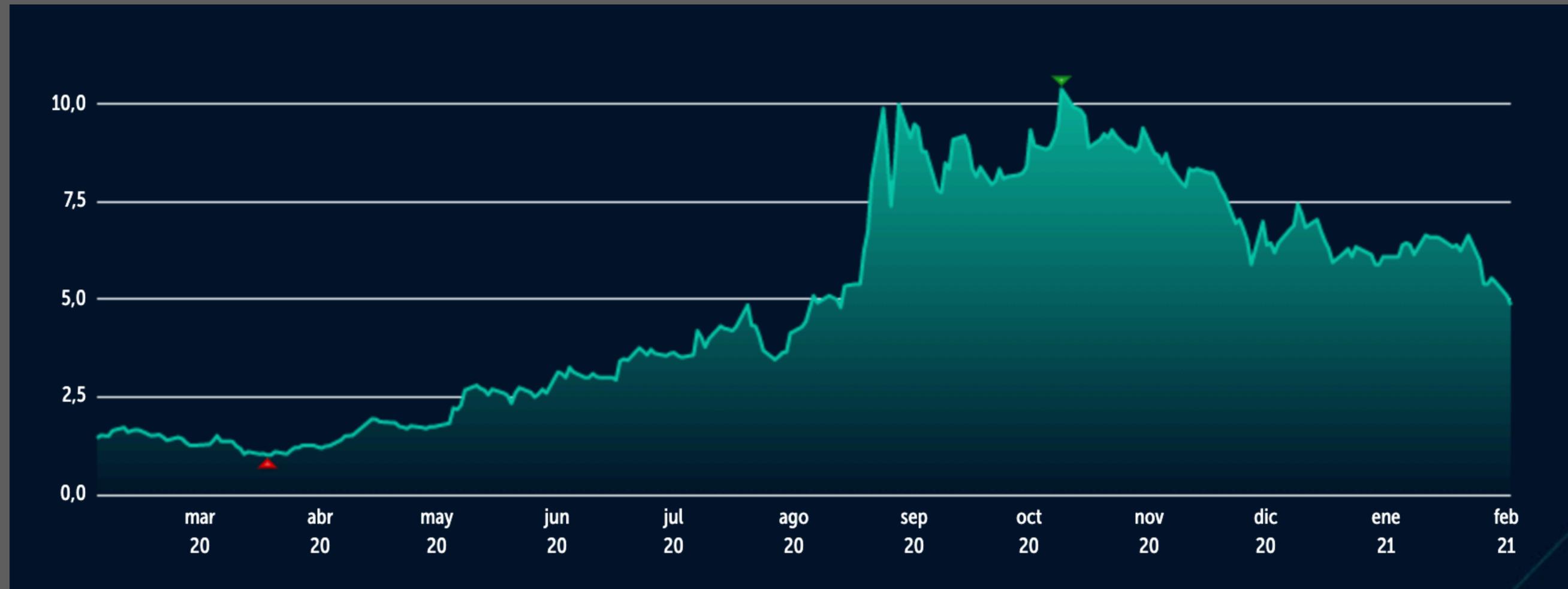
Best performing company in Europe

Best performing company in Spain

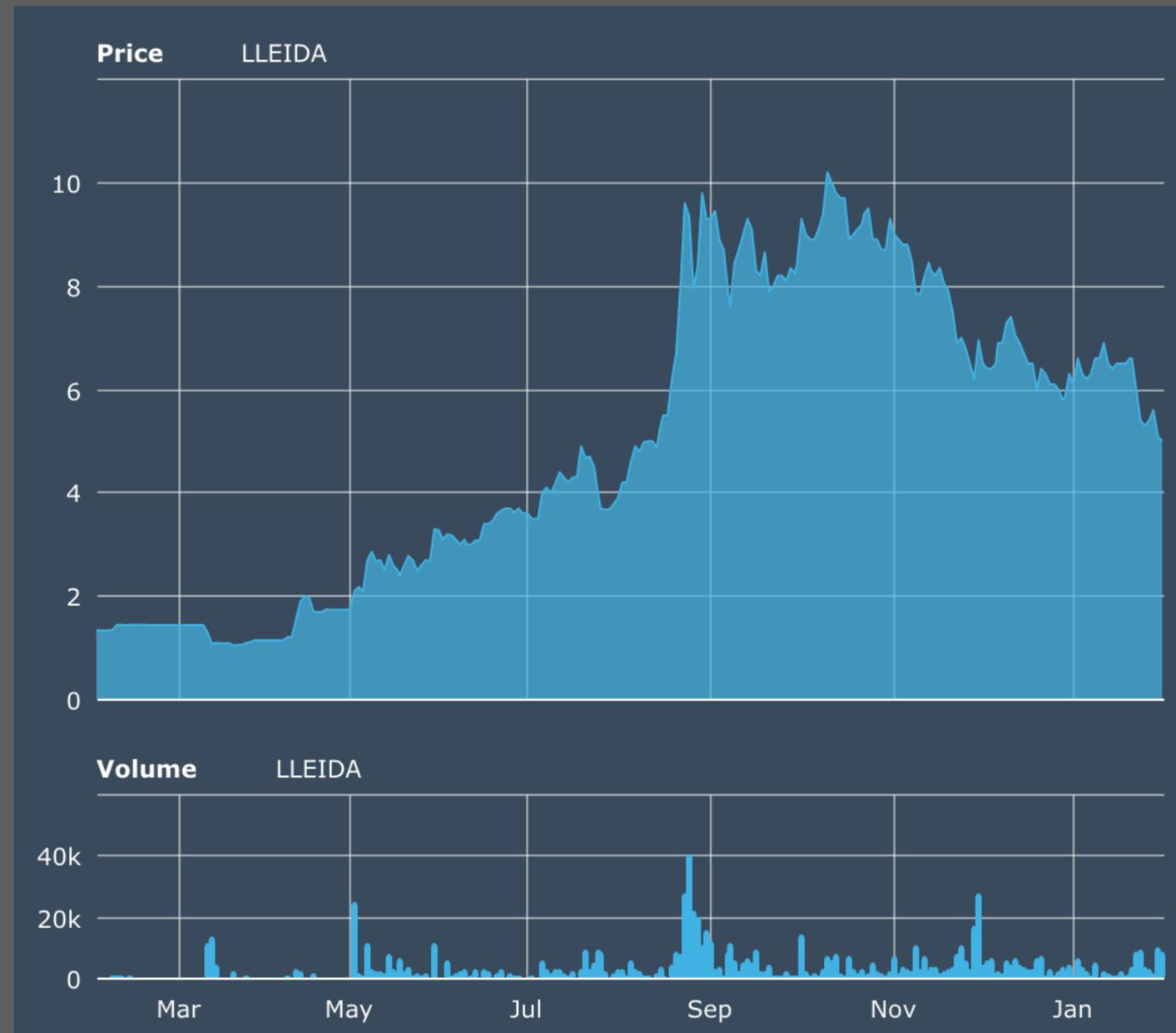
Listed in OTCQX on Nov. 2, 2020

Analyst target price \$10+

PERFORMANCE IN MADRID



PERFORMANCE IN PARIS



DISCLAIMER

Under the provisions of Article 17 of the Regulation (EU) No 596/2014 regarding market abuse and article 228 of the modified text of the Spanish Stock Market Act, approved by Spanish Royal Legislative Decree 4/2015, of 23 October and related provisions, as well as Circular 3/2020 of BME MTF Equity on information to be provided by Growing Companies, we are hereby informing you of the following information relating to LLEIDANETWORKS SERVEIS TELEMÀTICS, S.A.: (hereinafter "Lleida.net", or the "Company" or the "Enterprise") brings to your attention the following information that has been prepared under the exclusive responsibility of the issuer and its administrators. The information outlined in this report is an estimate of Lleida.net Income Statement for 4Q 2020 and Annual 2020 prepared on the unaudited accounting information available to the Board of Directors. Therefore, this information does not in any way substitute or may be considered the equivalent of the annual financial information provided in Circular 6/2018 BME Growth.



Lleida.net

ir@lleida.net

investors.lleida.net

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