

Madrid, 1 de abril del 2023

**Otra información relevante**  
**LLEIDANETWORKS SERVEIS TELEMÀTICS S.A.**  
**Presentación Investor Access April 2023**

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 Investor Access April 2023 en París los días 4 y 5 de abril del 2023, se adjunta la presentación corporativa que será utilizada en dicho foro.

Quedamos a su disposición para cuantas aclaraciones consideren oportunas.

Atentamente,  
En Madrid, a 1 de abril de 2023

Francisco Sapena, Ceo y presidente del Consejo.



# **INVESTOR PRESENTATION**

**INVESTOR ACCESS EVENT**

**4-5/APRIL 2023**

**PARIS, FRANCE**





# INVESTMENT THESIS


**Lleida.net (OTCQX:LLEIF) (EPA:ALLN) (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.

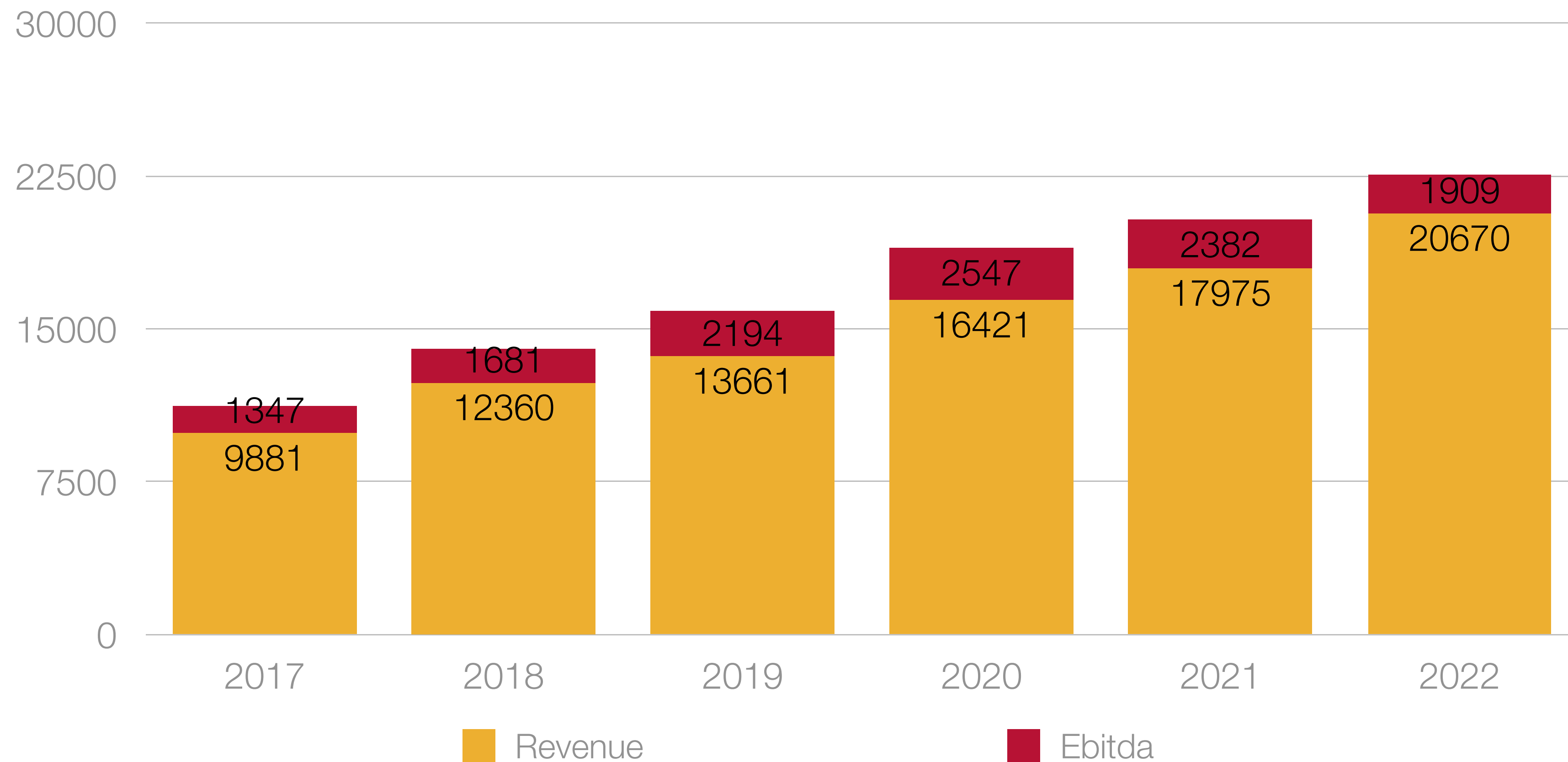
The company's tech pipeline, and the recent announcement of major international contracts, are the keystones in the foundation of its future business success.



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- 2022 registered the best Sales result in the company's history, with over €20m in revenue.
  - New product, USVC (signature validator), with significant potential in the Digital Signature space.
  - Almost 300 patents granted in more than 60 countries, including the United States, China and Europe.
  - More than 170 headcount, with growth in the R&D and commercial departments.

# RECENT HIGHLIGHTS

# FINANCIALS (,000€)





# A 2020-2025 STRATEGY FOCUSED ON INVESTORS.

- Development of new eSignature proprietary IP and technology to improve our market position at an international levels. Intellectual Property is the cornerstone of future stock market success.
- Inorganic acquisition companies across the world in order to grow and strengthen our global capacity. Recent purchase of Indenova boosted our innovation capacity.
- Reinvesting on our global sales capacity to continue closing global contracts.
- Working on our ESG strategy to fulfil our Company promise.



# IP AS A PILLAR

Two recent study by Collier 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 64 countries and counting.

# BUSINESS SEGMENTS

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## SaaS SERVICES

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

We provide 15+ governments with eCommunications solutions.

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## SMS SOLUTIONS

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

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## WHOLESALE SOLUTIONS

Application to peer traffic for sending large volume of information.



# 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.



# AND A NEW PRODUCT, WITH THE POTENTIAL TO DISRUPT THE DIGITAL SIGNATURE INDUSTRY

**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.**



# 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.
- Our 170+ headcount is one of the strongest in Europe in terms of patented proprietary development.
- We have 19 offices around the world and major operations in the Middle East and Africa.



# KEY PRIVATE AND PUBLIC CONTRACTS

bankinter.





# LISTED IN THREE MARKETS

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

# 1680% MARKET POTENTIAL GROWTH

**25,2B**  
in 2030

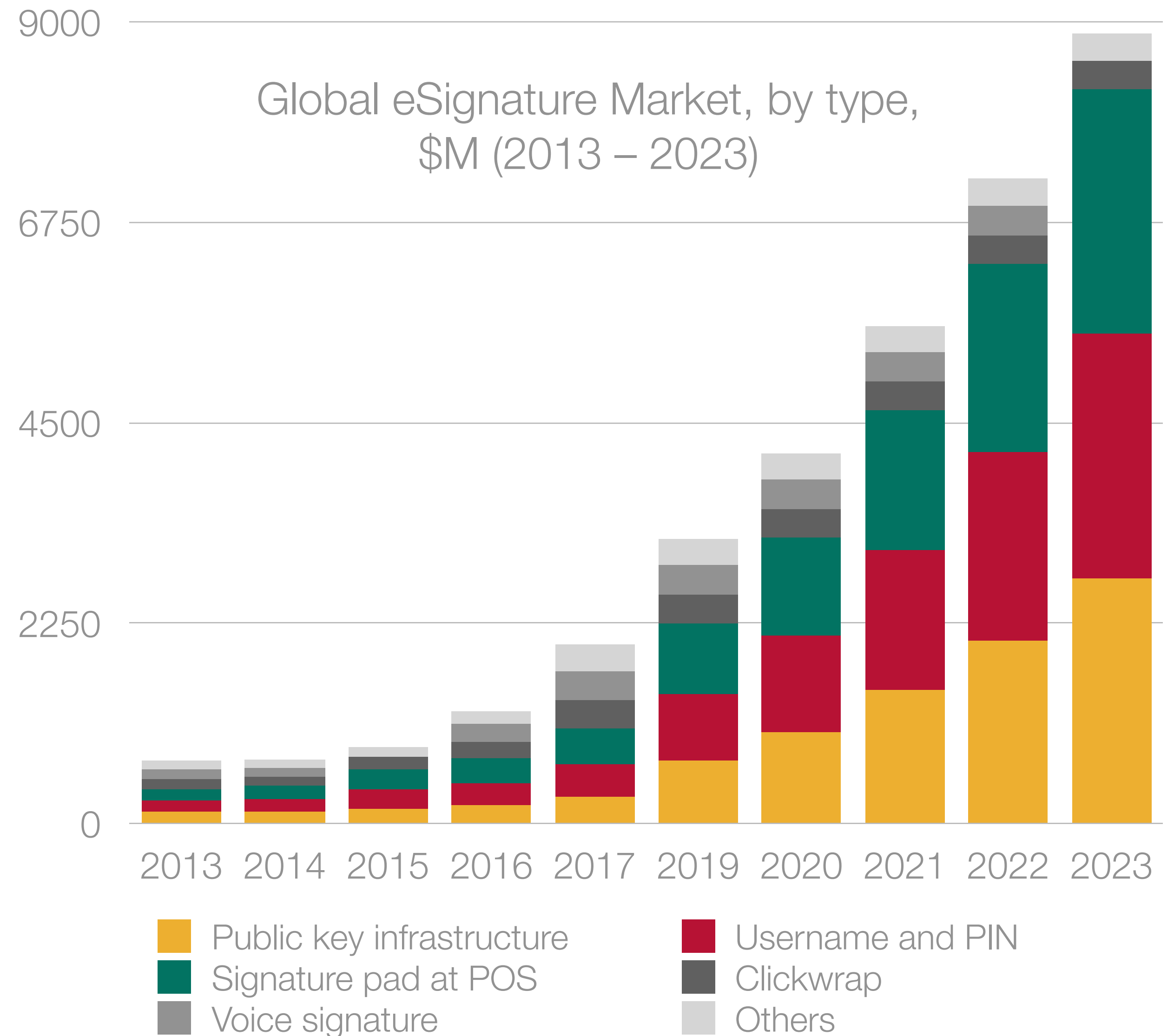
**1,5B**  
in 2017

- 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, IN A NUTSHELL – SHOWS ONLY SPACE FOR GROWTH



# UPSIDE OPPORTUNITY

**Last market price: €1,97/share** (as of Mar 29h, 2023)

**Consensus estimate: €6,75/share.**

Analysts reports by Litchfield Hills, Checkpoint and Invest Securities  
available at <https://investors.lleida.net/en/analyst-reports>





# LEADERSHIP TEAM

**Sisco Sapena**, CEO

**Arrate Usandizaga**, CFO

**Jordi Ramon**, CTO

**Beatriz García Torre**,  
Chief Interconnection Officer

**Pablo Gracia Betorz**, Americas Director

**Ramón Pedrosa**,  
Director, Investor Relations

# BOARD OF DIRECTORS

Sisco Sapena CEO

Arrate Usandizaga, CFO

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.

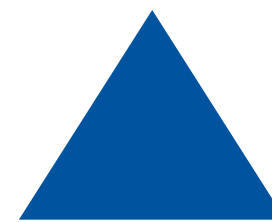
The document, recently prepared and published by the Spanish Institute of Analysts (Feb 9th, 2023) has given the company a "B" rating in its ESG commitment.

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)"**.

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 MFT 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 1st half and Q2 FY2021 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 MAB.







# Lleida.net

The First Registering Operator

OTCQX: **LLEIF** · EPA: **ALLN** · BME: **LLN**

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

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