

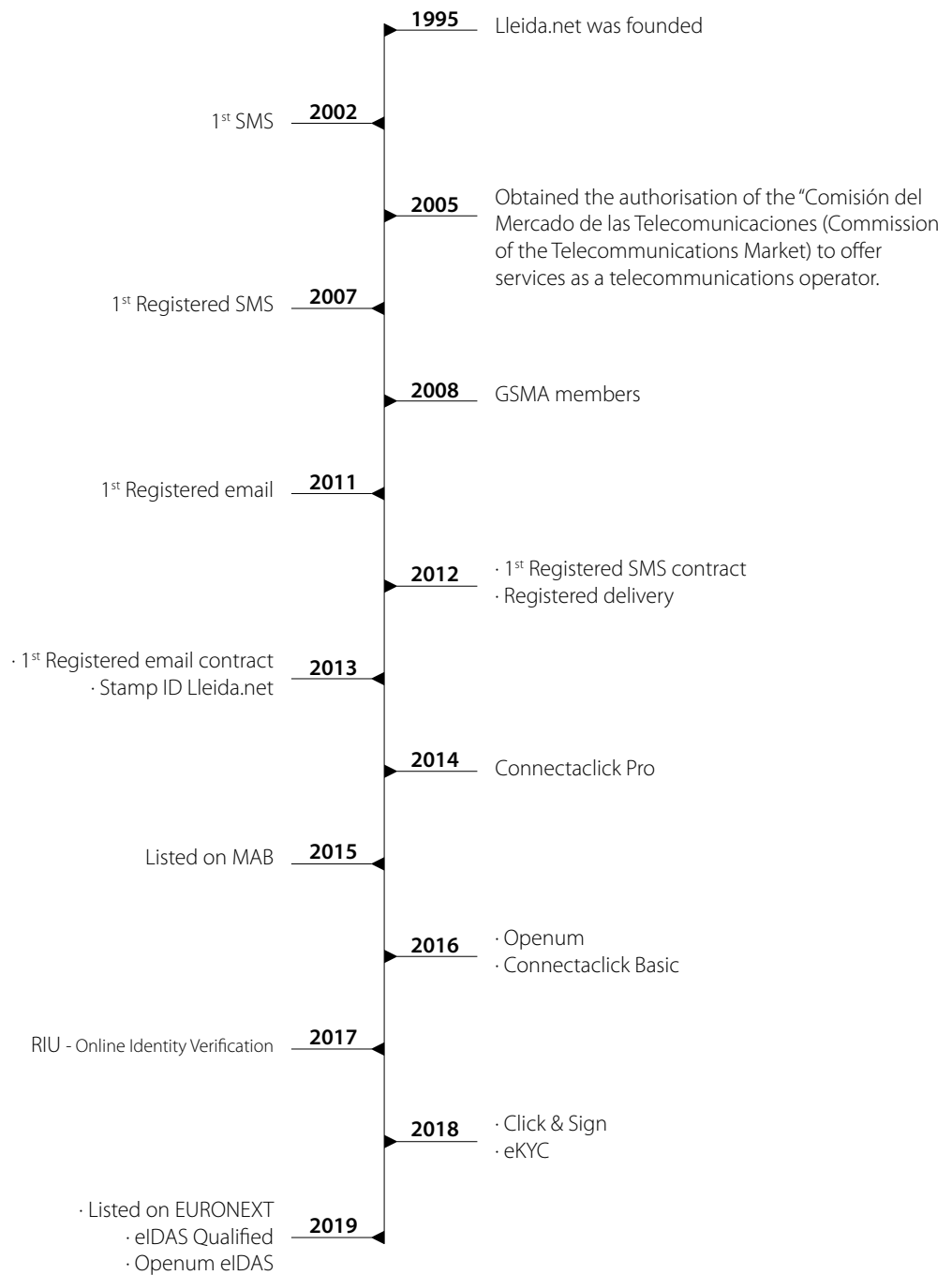
Dossier



Contents

1. About Lleida.net	3
2. Mission, Vision and Values	6
3. Lleida.net in 100 words	8
4. Being a telecommunications operator	10
5. What do we do?	12
5.1 Sectors in which it operates	13
5.2. Our services	14
5.2.1 Electronic Notification and Contracting	14
5.2.2 Messaging solutions	15
5.2.3 eKYC services and Data Validation	17
6. What are Registered electronic communications for?	18
7. Probative value of Lleida.net certificates	20
8. Lleida.net spanning the world	22
9. Board of Directors and Management Team	24
10. Contact	30

1. About Lleida.net



Lleida.net was founded in 1995. Starting as a local company, not only as an Internet access provider but also as a hosting service provider (web hosting and internet services). In turn, the fact of providing hosting services to IRC Hispano, the most important Spanish-language chats network in the world at the time, allowed the company's team to manage large volumes of users, as well as to detect potential communication needs in an incipient internet environment. Since its very beginning, the company has opted to develop internal innovation projects, which led them to detect an opportunity in the short message service(SMS) market and to request the mandatory authorization as an operator to the Market Commission of the Telecommunications (currently integrated in the National Commission of Markets and Competition or CNMC).

Thereafter, Lleida.net became the first SMS operator in Spain, the first to have only SMS as main service, and the first operator committed to certification services. This marks the sale of the initial business, including the hosting portfolio, and the company's commitment to be a leader in the SMS market as well as a communication operator member of the GSMA Global System for Mobile Communications Association, that is the link to international SMS traffic. This led Lleida.net to start its internationalization process. 2007 was a key turning point for Lleida.net. By analysing how customers use SMS, the need to provide a layer of legal security to the messages arose, so that the immediacy of the digital could be combined with the security paper based communications provide. And that is how Registered SMS service was developed, the embryo of the current business line "registered electronic notifications and contracting", core business of the company. This whole process was developed (and continues to be so) in-house.

International activity and the development of registered services have kept on growing, and registering telecom operator companies with licenses in the United Kingdom, the United States, Colombia and France. These years, Lleida.net has completed a wide portfolio of services relating to the certification of electronic messages and electronic processes (SMS, emails, images, etc.), combining them in such a way that the client can transform its external or internal processes into digital ones, gaining user experience and global legal security. Thus, the company provides services to clients with different profiles: from multinational banking and insurance companies interested in converting complex processes into simple and safe ones, to SME's interested in improving the quality of their communications and contracts easily. But, Lleida.net has always been a company with an international calling, and since 2013 the internationalization strategy has been focused on promoting the sale of registered communications services.

Apart from the offices opened a few years back in the United States and in the United Kingdom, Lleida.net started its expansion in Latin America (Colombia, Dominican Republic, Panama, Chile, Brazil, Uruguay, Paraguay and Bolivia), and some years later in the African continent, South Africa, making the leap, in 2017, to the Middle East. To reinforce its international presence, Lleida.net registered services obtained several patents in over 40 countries, including the United States, Japan, Israel, and EPO European countries.

In 2015 it obtained ISO 27001: 2013 certification in information security management to further increase the quality and trust of the services provided by Lleida.net.

2. Mission, Vision and Values

Mission

As the First Registering Operator, our mission consists of providing companies, public administrations and private users with secure, trustworthy, efficient and profitable electronic communications that will directly help to improve their results. We innovate to meet the needs of our clients, provide our shareholders with growing and sustainable profitability and foster the professional development of our employees.

Vision

To be the leading international operator in the market of registering electronic communications, and to be able to deliver services which are considered as industry standards. We want to make a contribution to society providing new ways of communicating to facilitate and improve relations between people and to change traditional communications processes into new technological ones.

Values

Leadership, commitment, professionalism, efficiency and team work.

Providing the highest level of service, top quality care with the greatest guarantees of security and efficiency.

A company with responsible growth, which looks after the interests of its workers, promoting their personal and professional development and balancing family and working life.

Use of services adapted to the needs of the whole of society without any physical, sensory or any other types of barriers.

3. Lleida.net in 100 words

Lleida.net is a provider of registered electronic communications services and a telecom operator in several countries. As digital witness, it provides electronic Notification and Contracting solutions, eSignature, KYC 2.0 identity validation processes, as well as SMS Solutions. Lleida.net simplifies the digitization processes and the implementation of Smart Blockchain Contracts to companies, ensuring legal certainty in their online communications. eIDAS qualified, Lleida.net is currently listed on MAB and on Euronext, and has over 100 patents in Europe, Asia, America, Africa and GCC's.

4. Being a telecommunications operator

According to the “Comisión del Mercado de las Telecomunicaciones” (Commission of the Telecommunications Market), an operator is any natural or legal person exploiting public electronic communications networks or providing electronic communications services to the public and that it has notified to the CMT the beginning of its activity.

For Lleida.net being a telecommunications operator means acting as Digital Witness, since as a telecommunications operator it has been required to cross-check information.

5. What do we do?

5.1. Sectors where it operates

a. **Digital witness**

It is a growing market linked to the use of digital communication tools from a more legally secure perspective and generating a positive user experience. Such evidence may be used before administrative or judicial authorities as documentary evidence.

b. **SMS Wholesale sector**

Aimed at operators and large companies buying and selling large volumes of SMS. This sector is more mature than the one mentioned in section a), mainly because of the experience gained in SMS technology. While the use of SMS between people (P2P) is totally residual, the use of SMS between companies and individuals (A2P) continues to experience significant growth year after year, becoming a very important tool for marketing and building customer relationships.

5.2. Lleida.net services

5.2.1. **Electronic Notification and Contracting**

Forget about paper. Generate more revenue. From any device, at any time. Designed to suit the needs of each company.

Electronic notification services

Registered SMS

Text message that can be used as evidence before a court of law.

Registered email

Email that can be used as evidence before a court of law.

Registered invoice

Send invoices via Registered email.

Openum

Registered communication with proof of reading.

Registered delivery

A mailbox that certifies all incoming messages, including content and attachments.

Electronic contracting services

Registered SMS contract

Close deals by Registered SMS.

Registered email contract

Close deals by Registered email.

Click & Sign

Improving business productivity through digital transformation. SaaS solution.

Click & Sign Pro

Business solutions beyond imagination. Tailor-made contracting processes.

5.2. Lleida.net services

5.2.2. **Messaging solutions**

A global, simple and comprehensive technology. SMS texting not only for regular text messages, but also for mobile marketing campaigns, two-factor authentication codes.

SMS

Send text messages to mobile phones.

MMS

Send multimedia content to mobile phones.

Mobile Outbound

SMS with global coverage. Select the quality of the route.

Mobile Inbound

Incoming SMS with international allocated long numbers and short codes.

MNP

Database daily update.

HLR

Check the operator of the telephone number and its status on the network.

Smart Route

Choose the destination operators to which the traffic is sent, blocking or returning the rest.

5.2. Lleida.net services

5.2.2. **Messaging solutions**

Operators

Trapdoor Crawler

A2P Monetization service. Find out where your SMSs come from and improve your network security.

HUB (P2P)

Services in collaboration with other operators, offering an international interconnection network.

Registered services license

The operator license is meant to get Lleida.net whitelabel certification services.

Twin

Access our comprehensive, instant and two-way coverage. As if you had a dual SIM.

5.2. Lleida.net services

5.2.3. **eKYC services and data validation**

Services designed to optimize onboarding and communication processes.
Validate the client's identity, documents, phone numbers and email addresses.

eKYC

eKYC Docs

Validate ID's, passports and driving licenses.

eKYC OCR

Convert scanned ID images to text.

eKYC Photo

Boost eKYC Docs by adding biometric facial recognition.

eKYC Video

In person validation via video call.

eKYC Onboarding

End-to-end solution for efficient work flow.

Phone and email validation

Check All

Check the operator of the telephone number and its status on the network.

Check Network

Check which network the number belongs to.

Phone Alert

Number availability service alert.

Email Checker

Verify the operability of email addresses.

6. What are registered electronic communications for?

Registered electronic communications are a type of telematic means where a third party, oblivious to the communication, certifies that the communication took place. For Lleida.net, when we talk about registered electronic communications, we are talking about Registered SMS and email.

Conventional electronic communications are easy to manipulate. Being relatively simple for an unregistered electronic communication to be challenged in court.

Certification minimizes the risk to its lowest terms, thanks to a third party proving content and timing of the communication. To prove content, a document including a set of technical measures is provided, preventing any possible debate on such data. We issue a certificate, including our digital signature with a “hash” of the message and a time stamp from a Certification Authority. Thus, notification and contracting services are digitized while gaining in security.

7. Probative value of Lleida.net certificates

Both Article 24 of the LSSIICE, which refers to the Civil Procedure Law, as the LEC recognize electronic documents both as evidence and as notification. According to the Spanish Supreme Court Sentence 2501/2013 21st March:

A registered electronic communication (SMS or email) is in any case an item of legitimate documentary proof in court, and subject to the norms thereof:

- If not impugned, it constitutes proof in full.
- If its validity as proof is impugned, this will be determined by the judge.

The certificate is the documentary proof of the sending of the communication. It is a PDF file, designed for printing should the need arise.

On our web you will find legal reports on the validity of registered electronic communications.

8. Lleida.net spanning the world

The company provides service to more than 2,000 clients in over 40 countries, from multinational banking and insurance to SMEs.

Currently with 19 offices two of them in Spain (Lleida and Madrid) and the rest spread all over the world: London, Miami, Paris, Santiago de Chile, Bogotá, São Paulo, Tokyo, Santo Domingo, Cape Town, Montevideo, Johannesburg, San José, Lima, Beirut, Dubai, Ciudad de México and Gaborone.



9. Board of Directors and Management Team

Sisco Sapena Soler. CEO

He studied Technical Agricultural Engineering, specialising in Horticulture and Gardening at the University of Lleida and post graduate in Telematics at the UPC.

He is one of Spain Internet pioneers and passionate about new technologies. Sisco is taking Lleida.net around the world for over 20 years, always focusing on innovation. Nowadays is the largest shareholder and CEO of Lleida.net.

Jorge Sainz de Vicuña Barroso. Member of the Board of Directors

Manager of investee companies. Experience in remediation and enhancement as General Manager / CEO in the affiliated companies, and with a wide experience in negotiations and sales processes, from the preparation of sales notes to the closing, through NDA's, management of offers, due diligence's, and contracts, in coordination with legal, fiscal and labour advisors.

Emili Gómez Jané. Member of the Board of Directors

He is an Industrial Engineer at the Polytechnic University of Catalonia and MBA from the Polytechnic University of Catalonia.

Director of Capital MAB within the Català de Finances Institute since February 2012 he was previously Investment Manager within ICF Capital. Experience as Associate Director at Highgrowth Partners SGECR, Operations Director at Barcelona Ventures SGECR, Director of Master's Program of Financial Planning and Management Control, University of Barcelona and MBA Professor. In turn, he worked as Investment Analyst and Operations Director at BCN EMPREN SCR.

Marc Gallardo. Secretary of the Board of Directors

Founder and managing partner of Lexing Spain in Barcelona. Admitted to the Barcelona Bar Association in 1998. President of the Commission on Privacy and Rights of the Digital Person (International Association of Lawyers / Union International des Avocats). Vice-President of the Lexing® network, the first global network of law firms specializing in advanced technology law currently composed of 22 offices located in 25 countries in Europe, America, Africa and Asia. Vice-President of the Commission on Intellectual Property (Barcelona Bar Association - ICAB). Member of the Board of Directors of several multinational companies in the telecommunications and Internet industry. Ranked by Who's Who Legal as being among the world's leading internet, e-commerce and data protection lawyers.

Arrate Usandizaga. Chief Administrative Officer

Master in finance and accounting from the University of Deusto and Graduate in Administration and Business Management.

Due to her experience in Lleida.net; Arrate is the right person to define and to manage the accounting policy of the company. Her remarkable organizational and managements skills are key for Lleida.net Administrative Department.

Miguel Pérez Subias. Member of the Board of Directors

Senior Telecommunications Engineer, ETSIT at the Polytechnic University of Madrid and Master in Business Management, INESE. He reconciles his position as President of the Internet Users Association (www.AUI.es) with an intense professional activity as a consultant specialized in Internet and in the new technologies. In 1993, he edited and promoted, the first magazine published in Spain dedicated to Internet (Click Magazine) and two years later he founded the Association of Internet Users, a non-profit organization, of which he is President. Among the most relevant initiatives, Internet World Conference (Madrid 1996-2005) and ExpolInternet (Barcelona 1997-2001), the launch of World Information Society Day: Internet Day (Tunisia 2005), Spanish neutral node EspaNIX (Madrid 1997) and the creation of the Spanish Internet Governance Forum (Madrid 2008).

Antonio López del Castillo. Member of the Board of Directors

Consultant in Telecommunications and sourcing with long experience as Director of Purchases at Telefónica de España and Vivo, Telefonica Group's in Brazil. During his professional career with Telefónica, he has participated in relevant projects such as the Barcelona 92 Olympic Telecommunication Planning, the implementation of the first High Speed Metropolitan Area Network for Interconnection of University Institutions and Hospitals in Barcelona, or the implementation in the Rigograndense Company of Telecommunications (CRT) of Sao Paulo of the Advanced Procurement System after privatization, being responsible for the award of more than 30,000 million reales from 1998 to 2002. Technical Director of the Spanish versions of the magazines: Tele.Com, Data Communication, LAN Times and founder of Global Telecommunications. Director of the New Technologies course at Instituto Catalan, director of Summer University Sitges courses at UNTEC, as well as Director of the Postgraduate Course in Multimedia and Telecommunications conducted by the Universitat Autònoma de Barcelona.

Jordi Carbonell i Sebarroja. Member of the Board of Directors

Counsel and Advisor of the Parque Científico y Tecnológico Agroalimentario de Lleida (PCiTAL). Representative in the Spanish Association of Technological Parks (APTE) and in the World Association (IASP). Business advisor of the Park and Clusters of Lleida. From 2005 to 2006 he was Secretary of Industry and Energy of the Department of Labour and Industry of the Generalitat of Catalonia and in the elections of the Parliament of Catalonia of 2003 was chosen deputy for the province of Lleida. From 1996 to 2003, Director General of ACTEL, S.C.L, Cooperative of 2nd degree of which 130 Cooperatives of Lleida are part, receiving in 2003 the Award for Business Innovation of the Generalitat of Catalonia. Between 1993 and 1996 he was Civil Governor of Lleida and member of the negotiating team of the entry of Spain into the European Economic Community (1984-1986). He was also General Technical Secretary of the Ministry of Agriculture, Fisheries and Food (1982-1988).

Management Team (outside the Board of Directors)**Manuel Gallo.** Chief Operations Officer EMEA

Manuel contributes to the Lleida.net project with his extensive domestic and international experience, having studied Engineering and Computer Science, as well as Executive MBA at Babson College.

His most recent professional experience takes place in the international framework for Novell Inc., VeriSign Inc., Jamcracker, S21sec, Al Fahad Security, NEC Europe and NEC Middle East, specializing in new business development and "Go to Market" strategies with Telecomm Operators and Services Providers in both public and private sectors around the World.

Pablo Gracia Betorz. Chief ELATAM Officer

Graduated in Labour Relations at the University of Murcia, postgraduate degree in Labour Law and MBA in Finance and Markets from ISPTB.

His career has always been linked to the financial sector. With over 10 years of experience in corporate and small company banking services, he has get a deep knowledge about project finance and investments. He will be responsible for expanding Lleida.net in Spain, Latam and to manage investors relations.

Jordi Ramón Piñol. Chief Technical Officer

Higher Technical Certificate in IT Development and Management Information Systems.

Professional Analyst Programmer with over 15 years of experience in the development of mobile messaging servers for multiple protocols and communication certification processes. The aim of the Technical department is to conceptualize solutions and to use strategies focused on Lleida.net technological advances and breakthroughs.

Beatriz García. Chief Interconnection Officer

Senior Engineer telecommunications Universitat Politècnica de Catalunya. In love with the Netherlands since she did her thesis on “Information and Communication Theory Group” at the University of Technology Delft (Netherlands).

As a telecommunication expert, she heads Lleida.net Interconnection department, negotiating with mobile operators all the policy and commercial issues. Beatriz and her team manage the international network messaging routing as well as giving technical support to the customers. Based on her technical and manager profile, Beatriz’s goal is to build up an international network to provide quality messaging delivery service together with an exemplary customer service support.

Jordi Figueras Ramon. Chief Project Officer

MSc degree in Telematics by the UPC, and graduated in Electronic Technical Engineering from the UPC

He founded Conexis, one of the first Internet Access Providers in Spain, while studying his last year at the University. Since then Jordi has grown with Internet and Internet with him, managing international IP networks, managing Tier III and IV data centers, leading development and programming teams, auditing university security standards, companies and administration, managing multiple cyber security projects, implementing cloud computing, ISO regulations, etc.

Ignacio Robledo. IP Manager

Graduated as an Industrial Engineer after spending one year in the Netherlands where he also studied “International Business and Marketing Studies” and with a postgraduate degree in Engineering in England, Ignacio joined the European Patent Office for 9 years where he was engaged in the fields of electronic-physics. He also attended the academy of patent examiners of the EPO in The Hague and in Munich. He returned to Spain and for over 10 years he worked in one of the leading industrial property agencies where he was responsible for the ICT patents.

He joins Lleida.net to lead the IP portfolio, to boost it and to develop it into a wide effective tool for the company business strategy.

Eduard Salla. Chief Business Development Officer

Technical Engineer in Computer Systems at University of Lleida, and currently undertaking and Master’s Degree in Open Software offered by Open University of Catalonia (UOC).

With over 5 years of experience, Eduard developed his final degree project in the field of human computer interaction. His knowledge and training in online marketing highlights his professional goals in acknowledging customer’s needs in order to provide flexible, intuitive and tailored solutions, thus making the process of digital transformation simple and effective.

Eva Pané. Chief Customer Service Officer

Law degree from the UAB, Legal Practice Graduate at UAB and Master in Law and New Technologies by ESADE.

With over 10 years of experience in the IT area, Eva leads Customer Service Department. Her training in Law is a crucial support for suggesting solutions to any specific difficulties the user may face. Eva is central in the Latin American market, heading up projects and managing relationships.

Andrea Chordi Garriga. Chief HR Officer

Master in Human Resources and Labour Relations at IL3 (University of Barcelona). Trained in Family Constellations and NLP (Neurolinguistic Programming) by the Gestalt Institute, Barcelona.

Solid background in the recruitment of IT staff and human capital development in corporations and multicultural environments.

Permanently committed to the strategic role of Human Resources and its supporting role in any process of transformation and / or change.

10. Contact

Eduard Salla

Chief Business Development Officer
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