



PRESS RELEASE

CIRCLE: Magellan Circle and EETRA announce a strategic alliance to drive ESG in port, shipping and logistics

Genoa, June 19th 2024

CIRCLE S.p.A. ("CIRCLE" or "the Company"), an innovative SME leading a group specialising in the development and analysis of advanced digitalization solutions for port and intermodal logistics, as well as offering international consultancy with a focus on the Green Deal and energy transition, **listed on Euronext Growth Milan**, organised, and managed by Borsa Italiana, through its subsidiary **Magellan Circle Italy**, a leading European consultancy in transportation, mobility, logistics, environment, and circular economy, announces a strategic alliance with **EETRA**, a benefit corporation specializing in sustainability management and ESG (Environmental, Social, and Governance) strategies. This alliance aims to enhance innovation and sustainability in the mobility and transport sectors, focusing particularly on ports and logistics.

The alliance between Magellan Circle and EETRA is founded on a shared commitment to innovation and sustainability. The agreement for both organizations will enable the transition to more sustainable practices in the mobility and transport sectors. The partnership will leverage Magellan Circle's extensive experience in the port, transport and logistic sectors and European projects with EETRA's expertise in ESG management and sustainability strategies.

"Partnering with EETRA allows us to enhance our capabilities in driving sustainable innovation in port, shipping and logistics. Together, we can offer unparalleled strategic and operational support to our clients, ensuring they meet and exceed the evolving ESG standards and, at the same time, benefit from EU funding programmes" – Alexio Picco Managing Director of the Circle Group and President of Magellan Circle.

"The strategic alliance with Circle enables EETRA to find a valuable partner in a sector crucial to our development. The expertise generated by this alliance will provide new leadership to an industry undergoing significant transformation, marked by an urgent need for expertise, innovation, and reliability. The in-depth knowledge and experience of Circle in the logistics, ports, and transportation sectors, combined with our focus on ESG topics, drives our mission



to make supply chains more accountable and traceable. This partnership aims to report on every material aspect of the value chain for the companies involved.” – CEO of EETRA.

Magellan Circle Italy is at the forefront of European consultancy, providing international consultancy services, EU funding acceleration, and strategic guidance in various sectors including transport, mobility, and logistics. The company excels in creating and managing European projects, supporting process innovation, and ensuring compliance with EU regulations and directives. Magellan Circle Italy’s mission is to empower organizations by offering detailed action plans tailored to their needs, facilitating dynamic and effective project implementations across the EU and beyond.

EETRA is a benefit corporation dedicated to guiding organizations through ESG process activation and innovation. EETRA’s diverse team brings strong passion and robust competencies in sustainability, offering services such as ESG rating, sustainability reporting, materiality assessment, and stakeholder engagement. The company’s strategic guidance helps organizations and entire supply chains transition towards sustainable practices, ensuring they are prepared for the future regulatory landscape and consumer expectations.

The following press release is available in the Investor Relations section on the Company’s website www.circlegroup.eu and on www.1info.it.

*Founded in Genoa in 2012, Circle S.p.A. is the Innovative SME at the head of the **CIRCLE Group**, the Group specialising in the analysis and development of products for the **innovation and digitalisation of the port and intermodal logistics sectors and in the international consultancy on topics concerning the Green Deal and energy transition.***

*In addition to Circle, the Group includes the software houses **Info.era**, **NEXT Freight** (formerly 'Adele Project') and **Cargo Start**, acquired at the end of 2017, July 2019 and December 2022 respectively, the consulting companies **Magellan Circle** and **Magellan Circle Italy**, the NewCo **NEXT Customs**, as well as the subsidiary **Accudire**.*

*The synergies between the individual components of the CIRCLE Group have made it possible to expand the portfolio of solutions offered in the areas of IoT, Optimisation, Digital Twin, Big Data and Process Automation, and to strengthen the software products: **Milos®** - a suite aimed at all players in intermodal logistics such as inland terminals, port terminals, ports, MTOs and maritime agencies -, the Port Community System **Sinfomar**, the **Master SPED®** and **Milos® Global Supply Chain Visibility** solutions, dedicated respectively to freight forwarding and logistics and to trade and industry, as well as **Star Tracking®**, an airport-to-airport tracking solution.*



To complete the offer in the Supply Chain area, the so-called '**Federative Services**' able to make the migration of customers towards a digital business model more efficient and offered in cloud mode.

Through **Magellan Circle** (with offices in Porto and Brussels) and **Magellan Circle Italy**, Circle operates in the field of advocacy at European Institutions, supporting Public Bodies and Companies by identifying their positioning at a European level (**Strategic Communication and Advocacy**) and funding opportunities (**EU Funding Accelerator**), with a vertical focus on Green Deal and energy transition issues.

The acquisition of the 51% of shares of **Cargo Start** in December 2022, a company specialising in the development and sale of innovative technological products and services for air cargo, allowed Circle to strengthen its offering in a rapidly expanding segment that is strategic to the **Connect 4 Agile Growth** industrial path.

Circle leads the **Log@Sea** business network, which is instrumental in enhancing the offer of advanced **Gate Automation** solutions aimed at port and intermodal nodes.

In December 2023, Circle subscribed to a capital increase equal to 20% of the share capital of ACCUDIRE, an Innovative Startup from Veneto that provides a **Collaborative Digital Platform** capable of helping players along global Supply Chains in the exchange of information and in the management of document flows accompanying goods shipments, starting first and foremost with the **e-CMR** (or electronic waybill, part of an international standard and transposition law just approved by the Italian Parliament).

Finally, in February 2024 Circle established the NewCo **NEXT Customs**, dedicated to digital customs optimisation services and functional to the continuation of initiatives aimed at the harmonisation of customs processes, a highly strategic area for the evolution of the **Connect 4 Agile Growth** path.

Circle S.p.A. has been listed on the Euronext Growth Milan market of Borsa Italiana since October 26, 2018 (alphanumeric code: CIRC; ISIN code ordinary shares: IT. 0005344996).

For further information

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