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Circle Group)))) *is the right international partner for your smart, sustainable and effective business growth*

providing innovative technological solutions for the automation and digitalisation of the entire supply chain,

delivering high value consultancy services supporting public and private players to gather EU funding in the areas of energy & environmental transition and digital transformation, promoting their strategic visibility at international level.

Circle Group

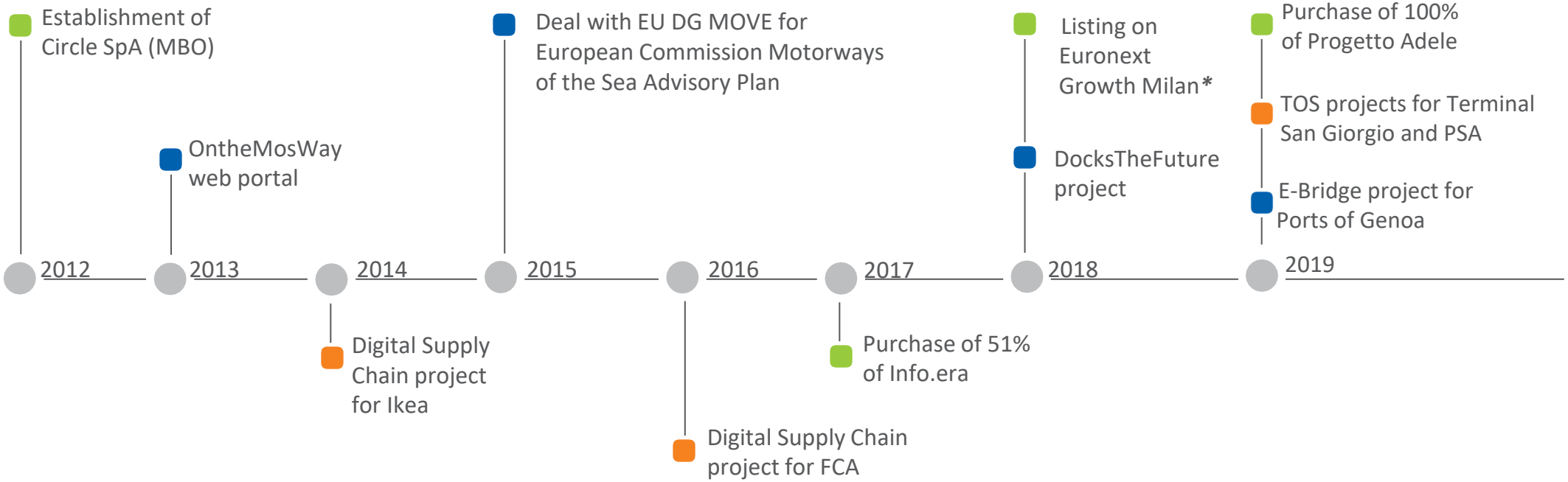
With distinctive vertical skills in port & intermodal logistics

- We analyse the **international port, maritime, rail, air and logistics policy framework** and the most promising **technological trends**
- We **anticipate your future needs**, providing you the best competitive advantage through innovative technological solutions, also anticipating policy driven changes
- We deliver **advanced IT solutions / software products** for port and inland terminals, multimodal transport operators and rail companies, port authorities, port communities and shipping agencies, shippers, freight forwarders and customs operators, air operators
- We offer **highly specialised consulting** to support your business development through **European funding**
- We provide **marketing and advocacy services** aimed at strenghtening your visibility and positioning in Europe and elsewhere

Corporate overview

Key Facts (1)

CIRCLE GROUP **SUPPLY CHAIN PROJECTS** **EUROPEAN FUNDED PROJECTS**



**** Stock market Data***

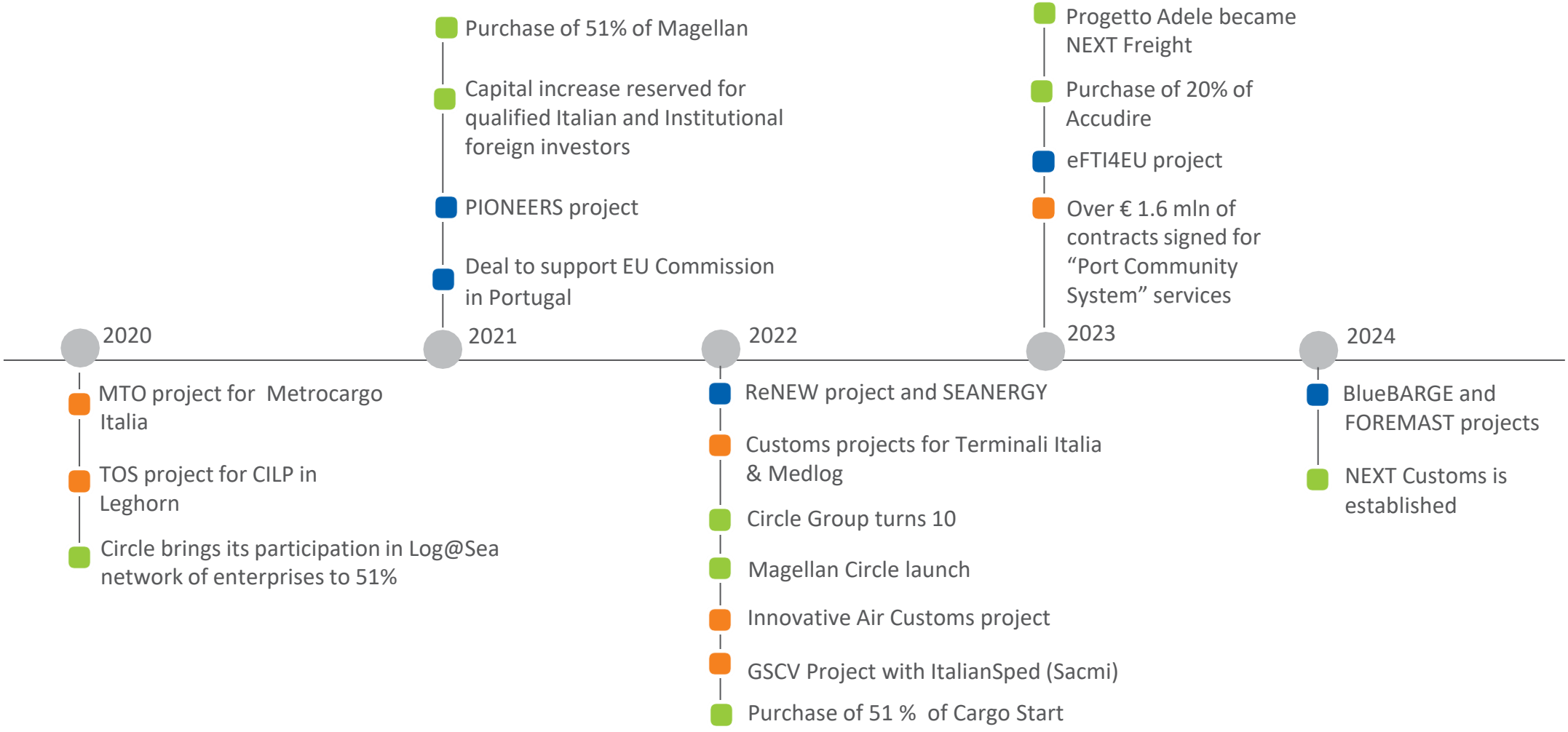
Total ordinary shares: 4.026.495 | Title code for Stocks: CIRC
ISIN code for Stocks: IT0005344996 | Market: Euronext Growth Milan

2019 – 2024

Corporate overview

Key Facts (2)

CIRCLE GROUP | SUPPLY CHAIN PROJECTS | EUROPEAN FUNDED PROJECTS



CIRCLE Group overview

Highlights

CIRCLE Group is an international player specialised in the analysis and development of **innovative digitization solutions** for port and intermodal logistics and in **international consultancy** with focus on **Green Deal** and **energy transition** headed by CIRCLE S.p.A.

Since October 2018

listed on Euronext Growth Milan

Main products

Milos®: innovative software focused on intermodal logistic operations dedicated to inland & port terminals, MTOs & maritime agencies

Sinfomar: extended Port Community System connecting all players & processes involved in port

MasterSped®: evolutive platform for customs operators

Federative Services, TAP & GSCV solutions

StarTracking®: airport-to-airport tracking solution with real-time status updates

More than 30%

of revenues (CIRCLE) realised outside Italy; focus on Southern Europe, Mediterranean area, Black Sea and Middle East

EU Affairs Consultancy

EU Funding Accelerator: developing successful applications for funding

Strategic Communication and Advocacy: Visual and Brand Identity, Web Design, Social Media Management, Events, PR/Press, Roadshows

International Consultancy: policy making and strategic technical orientations in the port, maritime and transport field

6 successful M&As since end of 2017

51% of Info.Era , specialised in software development with experience in the port sector through Sinfomar®

100% of Progetto Adele (now NEXT Freight), specialised in the development of vertical software systems for the Supply Chain

51% of Log@Sea, company network specialised in logistic nodes automation using OCR and IOT technologies

51% of MagellanCircle, advocacy services towards European institutions

51% of Cargo Start, Innovative Start-up providing innovative technological products and services for operators of the air cargo field.

20% of Accudire, unique e-CMR platform in EU Med area

+120*

direct employees and a network of professionals

Revenues € 13,2 mln (+22% vs 2022)

***Ebitda:* € 3,2 mln**

Ebitda Margin: 248%

***Circle Net Profit:* € 1.7 mln**

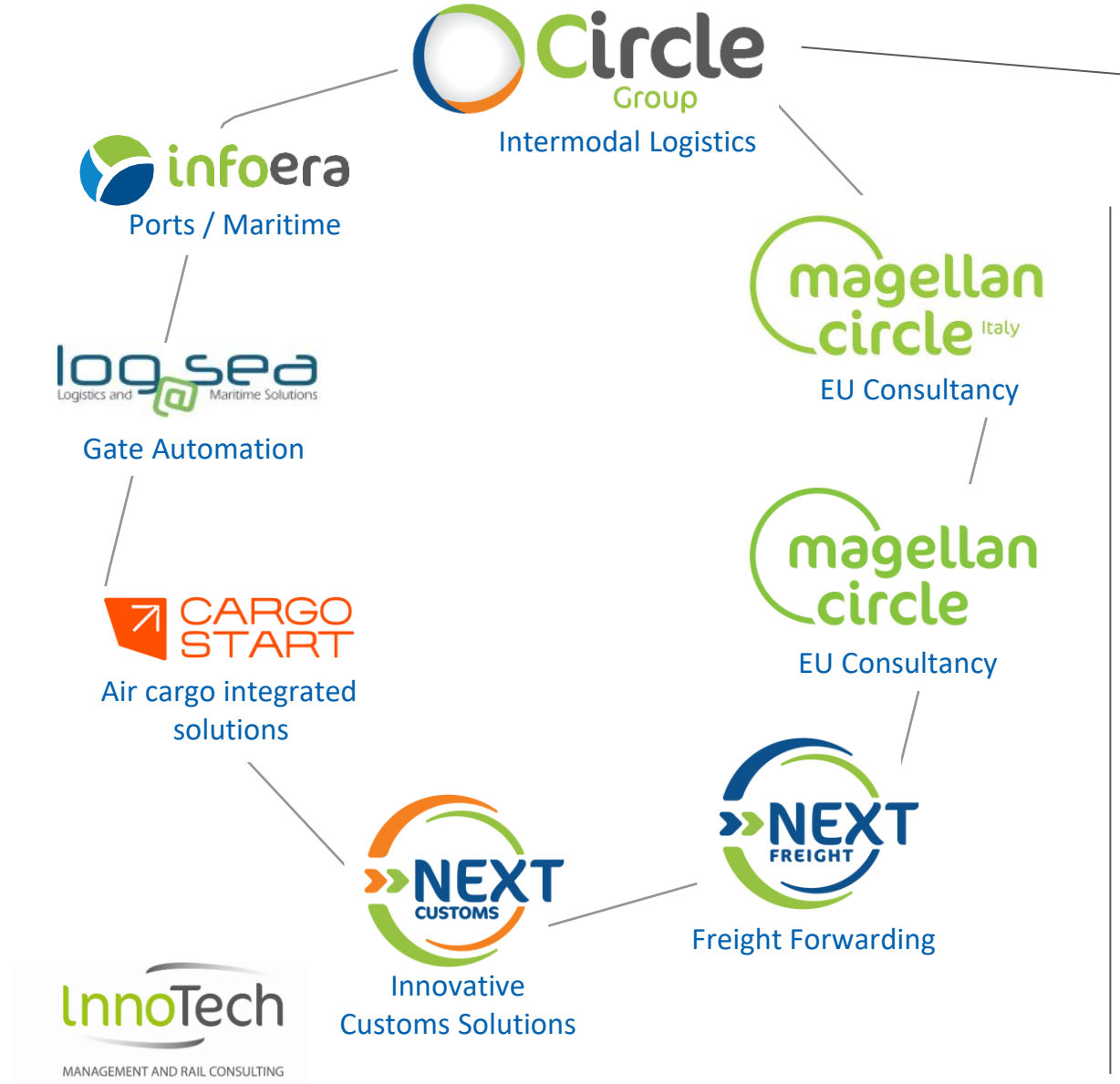
NFP: cash +€ 5 mln (draft 30.6.24)

Financial Year 2023

**June 2024*

Corporate overview

Group Structure



Complementary technologies / business

- ACCUDIRE (Your export. Made simple.) — Digital Transport Document (e-CMR)
- OPTIMeasy — Optimisation
- BinarySystem — Rail undertaking solutions
- MESA. — CPM & Consultancy
- FirLab — Operative Human Resources
- DASTech — IT networking, security and Infrastructure as a Service (IaaS)
- H2 READY — Hydrogen Decarbonisation

Circle Group international coverage

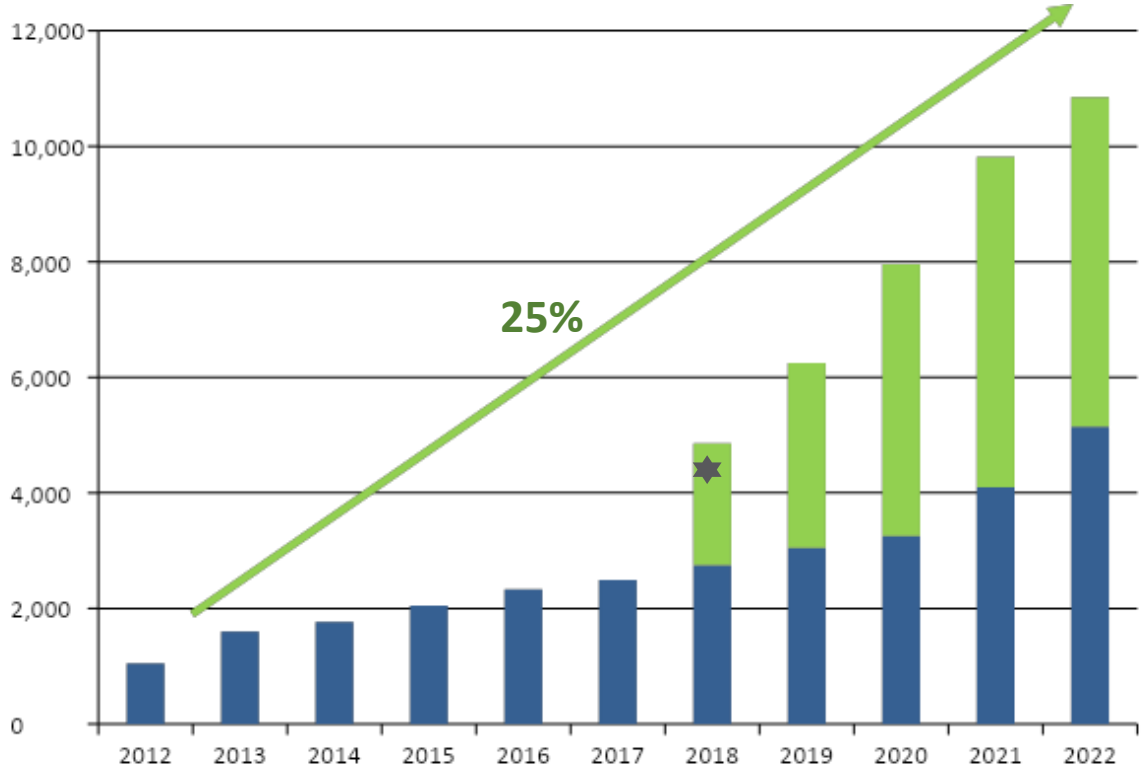
Offices

- **ITALY**
  Genoa | Milan | Rome | Trieste | Catania
- **BELGIUM**
  Brussels
- **PORTUGAL**
  Porto
- **TURKEY**
  Istanbul
- **GREECE**
  Piraeus

Covered Areas

Circle Group: 2012-2022 revenues

Group Revenues	
2022	€ 10.9 mln

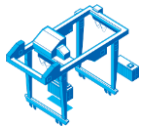
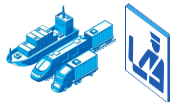
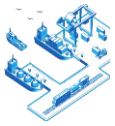


✸ *Green numbers are related to Systematic M&A; Info.era (acquisition 01.01.2018), Progetto Adele (acquisition 01.08.2019) now NEXT Freight, Log@Sea (51% defined July 2020), MagellanCircle (51% at 31.05.22), CargoStart (51% at end 2022 – revenues not consolidated yet)*

R&D and Quality certification

- 15% of Circle Group's budget is dedicated to **R&D and innovation projects**, with a specific focus on the application of new technologies to solid multimodal transport projects.
- Ongoing projects regarding **Blockchain, IoT, e-Seals, Optimisation, Digital twin, Big data & Artificial Intelligence**.
- The strong cooperation between Circle Group's dedicated, internal **R&D team and university** guarantees relevant progress beyond the current state of the art in port and logistic concepts and **experimental technologies**.
- **Circle Group has ISO 9001 certification,** defining a harmonised and uniform working and monitoring method, ensuring the appropriate involvement of suppliers and professional partners, as well as guaranteeing the correct interpretation of the clients' expressed and unexpressed needs, with the aim of improving overall quality of service.

Business units & Lines of business

LINES OF BUSINESS	BUSINESS UNITS		
	Innovative and Smart Supply Chain	**Global Supply Chain Visibility**	**European Affairs Consultancy**
	 Inland & Port Terminal Operators (Milos	Manufacturing and Distribution (Milos	EU Funding Accelerator
	MTO, Truck & Rail (Milos	 Freight Forwarders & Customs Operators (MasterSPED	Strategic Communication and Advocacy
	 Ports Authorities, Shipping & Communities (Milos	Customs Innovative Solutions (Milos	International Consultancy
	Node Gate Automation OCR - IOT **GOS**	Air Cargo Ecosystems	Innovation 2026
	Optimisation & AI (Milos		
	Federative services (e-FTI, e_CMR, etc) (Milos		
	IaaS (& NIS2) platform for SaaS		
	ESG & Green (Milos		

Connect 4 Agile Growth to a Federated Supply Chain

Extended PCS

Gate & Equipment Automation

Mobile APP for Crane

sesamo

Milos Circle

Smart TOS

Optimisation & Digital Twin

Machine Learning & AI

Transport Federative Platform

Milos Circle

Transport Appointment Platform

Rail Management

Milos Circle

ESG & Carbon Footprint

Milos Circle

Global Supply Chain Visibility

MasterSPED

Digital Customs & Freight Forwarders

AIR Solutions

- STARTRACKING
- CARGOGATE
- START CITY
- HANDLERGATE

International Transport Regulations, Standards & Innovative projects

eFTI Compliancy

TAF TSI Standards

eCRM

International Fast & Secure Trade Lane

European Affairs Consultancy

Supporting Public and Private entities in business development through international visibility and EU funds.

www.circlegroup.eu

Clients, Products and Services

	Innovative and Smart Supply Chain	Global Supply Chain Visibility	European Affairs Consultancy
CLIENTS	• Inland & Port Terminal Operators • Multimodal Transport Operators & Rail Companies • Port Authorities & Port Communities • Shipping Agencies	• Freight Forwarders • Customs Operators • Shippers (Manufacturing & Distribution) • Air Operators	Public authorities and private companies in the areas of: • port • transport • mobility • logistics • environment • circular economy • energy transition
PRODUCTS/SERVICES	• Federative & Customs Services • Technologies (IaaS & PPU) • Gate Automation • Optimisation (Last mile) • KPI, Dashboard & Invoice Milos Sinfomar	• Federative & Customs Services • Technologies (IaaS & PPU) • International Fast and Secure Trade Lanes • Innovative Customs Procedures • Artificial Intelligence & Innovative Tech. Milos MasterSPED StarTracking CarbonCare StartCity HandlerGate CargoGate	• Eu Funding Accelerator • Strategic Communication and Advocacy • International Consultancy connecting EU

INNOVATIVE & SMART SUPPLY CHAIN

Inland and Port Terminal Operators

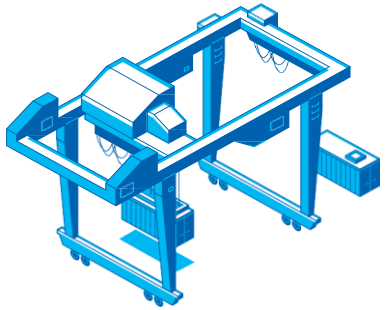
Multimodal Transport Operators & Rail companies

Port Authorities & Port Communities

Shipping Agencies

Clients and products

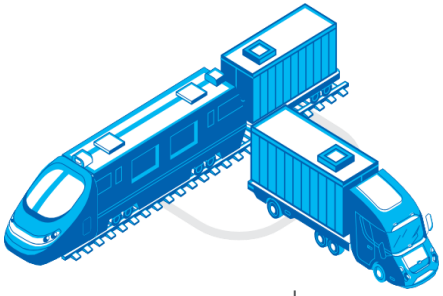
Inland & Port Terminal Operators



Milos·TOS

Supply Chain Federative Services*

Multimodal Transport Operators & Rail Companies



ACCUDIRE
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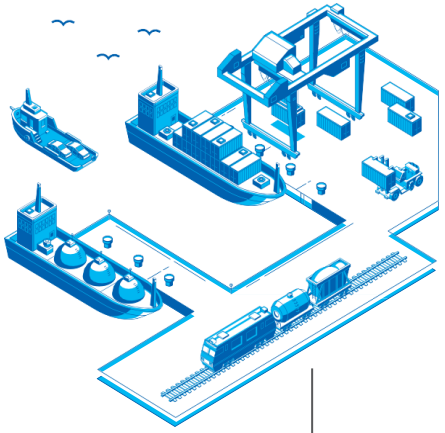
e-CMR

Milos·MTO

Supply Chain Federative Services*

Port Authorities and Port Communities



Extended PCS

Shipping Agencies

Milos

**Supply Chain Federative Services, as cross-services for Innovative and Smart Supply Chain BU and Global Supply Chain Visibility BU, are outlined in slide n°29*

Clients and products

Inland and Port Terminal Operators

Milos® TOS is a suite made up of several modules that achieve effective global management of a multipurpose terminal throughout fully digital streamlined processes and reliable federated interoperability with all the relevant stakeholder's information systems.

BENEFITS

- *Effective control of customs and administrative operations*
- *Full interoperability with Port Community Systems*
- *Integrated digitalisation of Rail, Vessel, Yard and Gate activities*
- *Mobile APPs availability*
- *Optimisation of gate, equipment and HR management*
- *Higher yard & gate productivity and handling efficiency*
- *Time and cost savings*

Success Case

Compagnia Impresa Lavoratori Portuali (CILP)

The Client

Compagnia Impresa Lavoratori Portuali (CILP) provides loading/discharging operations related to the management of the entire port operational cycle.
The multipurpose terminal in the Port of Leghorn is characterised by different areas for the stocking of various product categories: forestry products (over 2.130.000 tons in 2022), new cars (more than 491,000 units in 2022) and vehicles (more than 480.800 units in 2022), project cargo (over 4,700 tons in 2019) and containers (more than 465,000 full containers in 2022).

Needs & Requirements

The Multipurpose Terminal management complexity requires global and effective handling of all activities, as well as processes simplification and digital interoperability with the other figures of the supply chain.

Solution

Milos® TOS suite allows the management of logistic, administrative and customs operations with a single system; all relevant information from operators is digitally secured (PCS, Shippers, Customs Single Window, etc...) by integrating IoT smart devices (Tags, e-seals) with mature technologies (OCR).Milos® TOS allows the implementation of Gate Automation solutions to enable gate in / gate out time reduction, assuring full cargo track and trace.

ABOUT US

CILP management confirmed

«We are very satisfied with Milos® TOS and convinced that this important step towards the full digitalisation of our company can support us in developing our business, delivering improved services, with a confident view to the future».

Clients and products

Multimodal Transport Operators & Rail Companies

Milos® MTO suite, made up of a set of integrated and interoperable modules, is capable of managing new rail connections, customer bookings, planning and execution of rail and intermodal transport as well as the full invoicing cycle.

BENEFITS

- *Advanced modules to boost the efficiency of transport planning*
- *Optimisation of multimodal transport operations: truck triangulation and best trucker selection*
- *Interoperability with third parties' existing supply chain platforms*
- *Improvement in decision-making and operational optimization, thanks to information visibility*

Success Case

PSA Genova Prà

The Client

PSA Genova Prà is part of PSA INTERNATIONAL, one of the global leading port groups dealing with container terminal activities. It has direct inland connections to continental Europe, granted by the direct connection to the national railway system and direct access to the Italian motorway. The terminal is equipped with 15,000 TEU ground slots, 1,500 reefer plugs and a dedicated IMO park with 320 TEU ground slots.

Needs & requirements

Rail transport procedures at the terminal and all connected activities required optimisation. PSA needed a new model for information interoperability amongst all the players involvedin freight transport, from port terminal to inland destination terminal.

Solution

Thanks to **Milos® MTO** suite, the “Railway Digitalisation” project was carried out for PSA Genova Prà with the optimisation of rail transport and procedures. This Milos® suite allows the management of bookings and priorities, the scheduling - in an integrated way – of the importation/exportion of trains, production of the related necessary documentation, as well as the reporting for administrative purposes, also accessible via mobile.

Clients and products

Port Authorities & Port Communities

Our **Extended Port Community System Sinfomar®** has been developed to act as a one stop shop, digitally connecting public and private players, effectively implementing port community processes. Including operators from the Customs Authority to the Coastguard, from shippers to transport providers and MTOs, from last mile logistic operators to shunting companies, from railway undertakings to inland terminals, Sinfomar® allows the improvement of efficiency and fluidity of traffic to/from the ports and, at the same time, represents an important control and monitoring tool.

BENEFITS

- *Full digital management of cargo and vehicles handling*
- *Efficiency and fluidity of transport flows to/from ports*
- *Faster administrative & bureaucratic procedures*
- *Immediate real-time validation / clearance by competent public authorities*
- *Federated approach & interoperability with different networks of ICT systems*

Success Case
Port of Trieste

The Client

The Trieste Port area is comprised of “Porto Vecchio”, “Porto Nuovo”, “Scalo Legnami” and “Zona Industriale” (characterised by total or partial Free Zone areas, i.e “Punto Franco”). The port areas are furthermore divided into common areas (managed by “Port Authority System of the Eastern Adriatic Sea”) and areas under concession (managed by terminals and private operators), including the dry port of Fernetti.

Needs & Requirements

Improvement in the competitive position of the port community was required, by providing effective tools to manage all administrative, operative, tax and customs procedures related to port logistics in a streamlined and fully digital way, through joint standards capable of optimising information flows and interoperability between the various stakeholders.

Solution

Sinfomar® is the extended platform that enables the intelligent and secure exchange of information between public and private operators and logistic actors in order to optimise, manage and automate port and logistics processes through a single data submission.

Sinfomar® is composed of modules and connectors for the full digitalisation of port, administrative and customs operations, including shunting, last mile rail operations and trade corridor management.

Optimisation & AI

Crosswise & added value tools

The Optimisation tools are decision support systems used to simulate a more efficient management of a specific set of transport operations.

RAIL LAST MILE — *ROAD TRANSPORT* →

RAIL OPERATIONS IN MARITIME TERMINAL

- TRAIN LOADING/ UNLOADING PLANS
- DIGITAL TWIN

RAIL SHUNTING OPERATIONS

- SHUNTING OPERATIONS OPTIMISATION
- SIMULATION & DIGITAL TWIN

MULTIMODAL TRANSPORT OPERATIONS

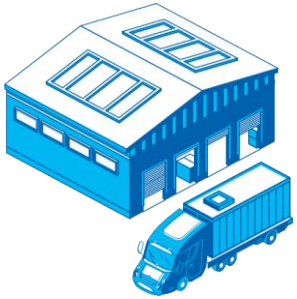
- TRUCK TRIANGULATION
- BEST TRUCKER SELECTION (RANKING)

GLOBAL SUPPLY CHAIN VISIBILITY

Shippers
Freight Forwarders
Customs Operators
Air Operators

Clients and products

Shippers



Milos

Supply Chain Federative Services*

ACCUDIRE Your export. Made simple.

e-CMR

Air Operators

StarTracking CarbonCare StartCity HandlerGate CargoGate

Milos

Supply Chain Federative Services*

MasterSPED

Evolutive platform

Freight Forwarders

Customs Operators

MasterSPED

Evolutive platform

Supply Chain Federative Services*

ACCUDIRE Your export. Made simple.

e-CMR

**Supply Chain Federative Services, as cross-services for Innovative and Smart Supply Chain BU and Global Supply Chain Visibility BU, are outlined in slide n°29*

Clients and products

Shippers

Milos® Global Supply Chain Visibility is an innovative modular suite designed to meet the necessity of shippers to obtain visibility of all information shared by the various figures involved in the supply chain. It uses an interactive dashboard called Corridor Management Platform.

BENEFITS

- *Immediate and simplified access to services offered by different carriers / shipping companies, such as fully digital Track & Trace of containers and/or booking*
- *It reduces cost & complexity, leading to fewer manual errors and fewer calls, thanks to the digitalisation of information flow*
- *Thanks to integration with shippers' ERP systems, it is possible to automate some business processes, like proof of delivery, invoicing and allocation of costs*
- *Visibility can help to gain further insights on aspects such as shipping costs, CO2 emissions, quality of service, carrier performances, carrier quality report etc.*
- *Integration of new technologies and digital tools (IoT, Blockchain, Digital Twin, AI) guarantees security, creating information flows with control of the operations and events occurring within the logistic chain*

Success Case
IKEA

Client and requirements

Ikea has a logistic hub in Piacenza (Italy), to which goods arrive from all over the world, addressed to stores based in Italy, North Med and the Middle East. Their issue concerned the Customs clearance process of goods coming from countries outside the EU: it started with the containers dischargement at the port, heavily impacting the time goods arrived at the Piacenza logistics hub.

Solution

Thanks to its connectors, **Milos® Global Supply Chain visibility** suite makes real-time information from Port, Customs and National Logistic platforms available, concerning the status and positioning of goods, Customs clearance and security information. This overall view of the shipment is available on a comprehensive dashboard. Moreover, thanks to Customs Corridors (Italian "Fast Corridor"), imported goods (container) are customs cleared directly at the logistic hub, with no hold-up when they are disembarked, whilst exported goods (container) receive authorization for customs procedures before arriving at the port.

Key facts of the project

The main KPIs (provided by IKEA) are: a direct cost reduction of -30% per teu, 100% paper reduction and increase of over 80% in a shipped container's volume, thanks to Customs Corridor. The main KPIs concerning the Supply Chain players involved are: up to -35% in transit time port-dry port and up to -80% in dwell time (due to various aspects, amongst which customs).

Success Case

ITALIANSPED – Sacmi Group

Client and requirements

ITALIANSPED is a SACMI Group company specialized in shipping, transport and integrated logistics services.

The company, a benchmark in the field of logistics engineering, is committed to concentrating its activities in the main logistics areas, so as to enhance the synergy between the territory and the services offered, guaranteeing ever greater punctuality, precision and attention to its customers.

Solution

Thanks to its connectors, **Milos® Global Supply Chain visibility** suite improves communication flow with all other supply chain partners. Moreover, we developed a Unified Dashboard for real-time tracking of multimodal transportation which provides many benefits: real-time visibility of information flows, immediate data access and simplification of procedures, improvement of the logistic process and digital integration with Supply Chain partners.

Key project figures

- Average processing time for sea shipments: -25%
- Average processing time for air shipments: -28%
- Reduction in document tracking time: 50%
- Reduction of manual errors: 90%

Pilot Projects

International Fast & Secure Trade Lane

Tarros & Terminal del Golfo

The Client

Through its Network, Tarros Group is able to offer a personalised service to customers and, since 1828 has based its development on innovation, passion and respect for the territory where Group's companies are established. Thanks to its 610 employees, every day Tarros Group connects the different shores of the Mediterranean, 16 countries, 31 ports and over 450 million people while offering an efficient and modular system at all stages of the transport chain.

Need and requirements

The digitalisation of port and logistic nodes is the key point for the development of a fast and secure multimodal logistic chain: in other words the necessity is that of creating digitalised documental flows, able to allow significative advantages in terms of managed goods, speeding up procedures and boosting traffic.

Solution

The International Fast & Secure Trade Lane pilot project concerns the door-to-door link between the ports of La Spezia and Casablanca in the context of European Project "FENIX - A European Federated Network of Information eXchange in LogistiXStudy". The Project aims to optimise maritime, logistic and transport processes, simplifying and integrating information flows, also thanks to the use of Internet of Things (IOT) and to standardising and digitalising documental flows among the different players involved (using «Notarisation», Document Process Automation and Artificial Intelligence).

Clients and products

Air Operators

StarTracking® is the first airport-to-airport tracking solution with real-time status updates, to offer complete multimodal visibility and even more effective control of the air shipments.

CargoGate®, the Cargo Community System (CCS) platform developed to facilitate the electronic exchanges of flows between logistics operators and air carriers.

HandlerGate®, the Cargo Management System (CMS) developed to facilitate the exchange of electronic messaging between PMI ground handling companies and air carriers.

StartCity® is the module developed to facilitate interaction between logistics operators and cargo airport digital ecosystems. (messages convertion FWB to FHL, customs declarations, deliveries etc.)

BENEFITS

- *Improve visibility & transparency of shipments/processes*
- *Save time: no need to consult the sites of multiple carriers*
- *Simplify irregularities management and response*
- *Improve customer satisfaction through data availability*
- *Mitigate disruption risks thanks to predictive analysis dashboard*
- *Zero paper consumption for your operational processes*
- *Reduction of compilation errors & waiting time for doc. acceptance*
- *Optimization by integration & organizational scale economies*

AIR Fast Transfer

SEA MALPENSA

Client and requirements

SEA is the operating company of Milan Malpensa and Linate airports and offers cargo services including air cargo handling, auxiliary services, customs services, road cargo services, and aircraft space reservation services. In 2021, the company handled 743k tons of cargo (over 70% of the Italian total), an increase of 44.6% year-on-year. Growing traffic volumes require increasingly streamlined and faster customs procedures to speed up and reduce waiting times.

Solution

Implementation of a Fast Transfer to apply the customs corridor model already used in the maritime sector. Developing digital integration among chain players, such as Customs and Monopolies Agency (ADM), airport operators, carriers and airlines.

Key project figures

- Decongestion of airport areas
- Reduction of dwell times by cargo in the airport
- Reduction of travel times
- Greater security
- Digitalization of the process

Clients and products

Freight Forwarders & Customs Operators

MasterSPED® is the evolutive platform developed specifically for Freight Forwarders and Customs Operators, integrated with goods tracking systems (also using IoT devices) and with intermodal transport informative systems (air, rail, road, maritime). MasterSPED®, also thanks to its integration with Milos®, allows for a great recovery of efficiency, reduces costs and increases performance, as required by major international importers and exporters. Through a specific connector it also integrates with MasterTRADE, an all-in-one modern, intuitive, scalable and customizable solution.

BENEFITS

- *Advanced import port procedures*
- *International Fast & Secure Trade Lane and integration with Internet of Things*
- *Single Windows (Su.Do.Co)*
- *Intermodal Integration for Multimodal Transport Operator*
- *Port Community System integration with port security, pre-arrival and fast gate*
- *Intermodal Optimisation Simplified export procedures*

Success Case

GDT Logistics

Client and requirements

GDT Logistic is an international forwarding agency operating in the food, chemical, plant and textile sectors. Furthermore it is a C.A.D. (Customs Assistance Center) and A.E.O. (Authorized Economic Operator). The preparation of customs documents in the name and on behalf of clients is an activity that requires interaction with different parties, with a consequent increase in costs and a reduction in process efficiency. The challenge was to define a new method of process management and to optimise customs operations.

Solution

The implementation of a new application of the **MasterSPED®** platform provided the automation and optimisation of information and documentation flows. Thanks to the new “Bill Listener” application, the complete digitalisation of the customs documents received from the various parties involved was obtained, centralising the main functions on a single dashboard.

Benefits

- Real-time management of customs flows
- Real-time control and management of supplier work
- Increased efficiency of internal document management
- Time reduction of over 40% within the process
- Manual errors reduced by up to 80%

Success Case

Il Pesto di Prà

Client and requirements

Il Pesto di Prà - Bruzzone & Ferrari is a Genoese company that has dealt with the complete process of pesto production since 1827. With an area of 11,000 sqm, of which 80% in protected cultivation and 20% in the open field, this Genoa-based farm promotes and sustains Liguria's symbolic resource daily, exporting basil all over the world .

Solution

With the implementation of **MasterSPED®** modules (Basic, Administration & finance, CRM, Orders and inventory, Advanced statistics), the company manages its customers efficiently and quickly, increasing the added value offered to end customers .

Benefits

- The administrative accounting process is managed through a single digital platform, which, due to its scalability and flexibility, enables improved business processes and an ideal platform for the group's international development.
- The import of sales orders is simplified through automatic import in different formats (XML, CSV, Excel).
- The use of CRM enables effective management of marketing strategies

Federative Customs Services

Crosswise & value added services

Milos® Federative & Customs Services (Customs registers, e-Manifest etc.) is a set of tools and services enabling easy and up-to-date interoperability amongst the different actors of the logistic chain and customs processes.
These services allow customs information to be shared between the parties involved in the import/export process, guaranteeing data security and reliability. Integration with the latest services provided by national customs (consistent with the EU e-Customs 2025 Plan) makes the most advanced tools available to Shippers, Freight Forwarders, Carriers and MTOs.

BENEFITS

- *Overall control of data and information*
- *Improvement of the logistic process in terms of service quality and security level (avoiding fraud and manual errors)*
- *Security and operative costs reduction*
- *Transit and dwell time reduction*
- *Positive environmental impacts*

Federative Services

Digital transformation is rapidly changing the global supply chain

Every day Transport and Logistics operators need to adapt their operations, **connecting their systems with an everchanging number of actors and solutions.**

Circle Group Federative Services enable quick and simple interoperability between existing intermodal supply chain platforms, improving decision-making efficiency and operational optimisation.

By using customised connectors, the legacy systems can easily and automatically dialogue with the surrounding logistics environment, **effectively integrating the information made available by the connected third parties' systems**.

BENEFITS

- *Cost and time reduction*
- *Reliable, secure and updated data, avoiding manual errors*
- *Positive environmental impacts*
- *Availability of "smart systems" with proactive decision-making support (i.e. notarisation)*
- *Compliancy with data management policies*

Federative Services - Overview

	CLIENTS				
	Shippers	**Multimodal Transport Operators and Rail Companies**	**Freight Forwarders and Customs Operators**	**Air Cargo operators**	**Port and Inland Terminals**
FEDERATIVE SERVICES	• *Rail Track & Trace* • *International Fast & Secure Trade Lane*	• *Edifact / Ediges engine* • *Notarisation train wagon LDV* • *Asset tracking*	• *Booking regarding intermodal rail transport* • *International Fast & Secure Trade Lane* • *Notarization - customs security document for SUDOCO* • *Semantic digital process automation*	• *Air Fast Transfer* • *Air Tracking*	• *Interchange Notarization* • *Notarisation train wagon LDV* • *IOT for terminal gate automation*

- *Rail & Intermodal connector*
- *Best trucker selection*
- *Truck last mile & intermodal triangulation*

- *Green report*
- *Truck smart gate*
- *Federative Services: list & client*
- *International Fast & Secure Trade Lane*
- *Edifact / Ediges engine*
- *Asset tracking*
- *H30 / intermodal pre-announcement / inland*

Use Case

Notarisation & Blockchain applied to eCustoms

The Challenge

The objective is to support the process of “validation and certification” of documents with a customs and security value throughout the entire logistic process, also responding to industry needs concerning Customs 2020 - 2025 evolutive procedures. This aim is achievable using “notarisation” and new technologies based on distributed registers.

Solution

Notarisation & Blockchain applied to eCustoms is the solution for the complete management of documentary flows in the “ONCE” approach for the subsequent phases of customs verification. It is integrated within Milos® Global Supply Chain Visibility Suite which allows the entire handling process to be coordinated among private players and along international chains (maritime, port and intermodal logistics).

Pilot Project

- International Fast and Secure Trade Lane (with IoT)
- Rail cargo document/CIM notarisation (with blockchain)
- Interchange Notarisation
- Interoperability among intermodal supply chain platforms
- Waybill digitalisation (eCMR)

Client projects

Crosswise & value added services

“Client projects” is the hub dedicated to the development of customised supply chain projects, specifically built to cater to clients’ needs. Thanks to business process engineering know-how, together with strong skills in supply chain software development, Circle Group can support the client on their path towards digitalisation and dematerialisation of business processes.

BENEFITS

- *Efficiency in the management of business processes*
- *Compliancy with the updates of the legal framework*
- *Exploitation of benefits coming from grants dedicated to digitalisation and green transition*

EUROPEAN AFFAIRS CONSULTANCY

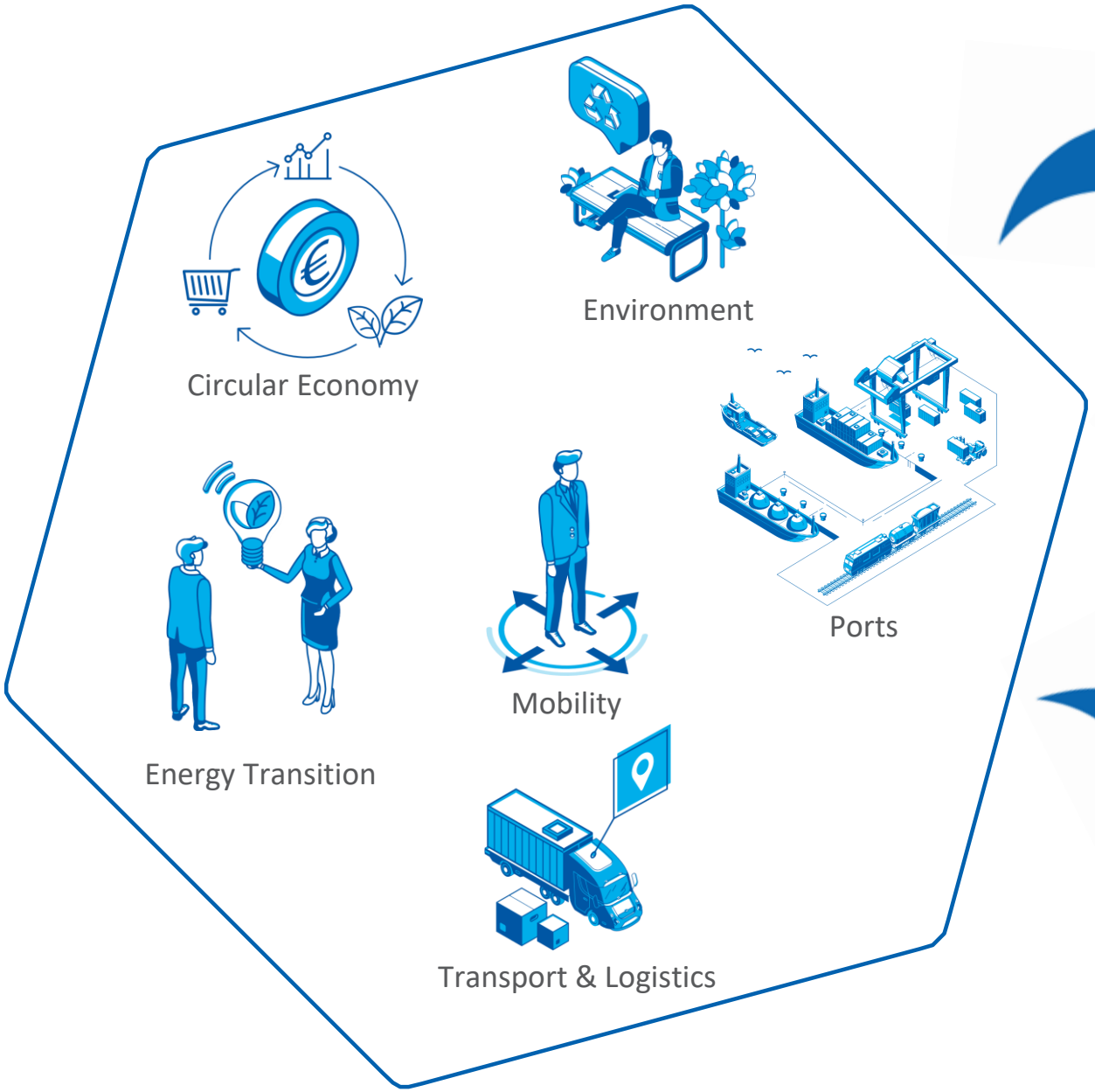
EU Funding Accelerator

Strategic Communication and Advocacy

International Consultancy

Clients and services

We support public authorities & private companies operating in the field of



EU FUNDING ACCELERATOR

INTERNATIONAL CONSULTANCY

STRATEGIC COMMUNICATION AND ADVOCACY

Services approach

«Connect 4 Agile Growth» roadmap

EU funding as a strategic tool for business development

Strategic customised client Approach

Multi Year Plan

Proposal submission

Project Management

Communication Dissemination Exploitation

Environment & Circular Economy

Communication & Dissemination

Mobility Transport & Logistics

Clients and services

EU Funding Accelerator

Through expertise in project management, we support our clients in finding the best partners and in developing successful applications for funding. We have a profound knowledge and vast experience on Horizon Europe, CEF (Connecting Europe Facility), Innovation Fund and LIFE Programme, turning innovative and sustainable ideas into successful and impactful projects.

OBJECTIVES

- *Fund your innovative projects*
- *Achieve your business development goals*
- *Anticipate policy and technological trends*
- *Find new business partners*
- *Increase credibility in new areas*
- *Maintain competitive edge*

SERVICES

- *Multiannual project support for funding schemes*
- *Programme scouting, proposal preparation, contract negotiation*
- *Advanced project management & business development support*
- *Consultancy on policy making*
- *Advocacy in Brussels*

Success Case

A selection of projects we have led during the last few years

SEANERGY

We are the Coordinator of SEANERGY Project, that focuses on the implementation of a Master Plan which assesses stakeholders to execute the necessary activities towards transforming ports, regardless of their geographical context, into active members of the clean energy and fuel generation grid.

Furthermore we lead Communication, Dissemination and Exploitation activities.

E-FTI consultancy

In our consultant role, we support the development of implementation specifications for the EU Regulation 2020/1056 on electronic freight transport information (eFTI). Circle supports the European Commission with expertise in project management, data management, ICT & Transport knowledge.

MOS consultancy

Since 2016 we are the leading consultant entity supporting the European Coordinator for Motorways of the Sea (contract renewed till 2022) in the definition of the Detailed Implementation Plan for MoS, setting future policy guidelines for maritime activities within the European Transport Network.

Clients and services

Strategic Communication and Advocacy

We assume the role of communication and dissemination leader for EU research, development and innovation projects in the field of port, maritime transport, environment and circular economy, leading initiatives for the brand reputation of independent clients, developing communication and marketing plans to strenghthen relation and business proposals in Europe.

OBJECTIVES

- *To promote your best practices to the European port, transport and logistics community*
- *To support you entering the international market*
- *To boost your relations in Brussels*
- *To market your products and services toward a highly targeted audience*
- *To help you find your next clients and partners through our matchmaking service*

SERVICES

- *Communication Strategy*
- *Stakeholders Engagement (Community Building Programmes)*
- *Visual identity and digital presence*
- *Event Management (onsite, online, hybrid)*
- *PR / Press*
- *Social Media Management*
- *Content Creation (video, newsletters, podcasts)*

Success Case

A selection of projects we have led during the last few years

Projects | Communication Strategy design and implementation

- PIONEERS (Portable Innovation Open Network for Efficiency and Emissions Reduction Solutions)
- STEERER (Structuring towards zero-emission waterborne transport)
- RENEW (Resource Innovation Network for European Waste)
- ZERO-EMISSION WATERBORNE TRANSPORT
- SEA DEFENCE
- EALING (European Flagship Action for Cold Ironing in ports)

Events (physical, hybrid, virtual)

- TRA Lisbon 2022: the largest European research and technology conference on transport and mobility with more than 2000 attendees
- Motorways of the Sea Fora (2016, 2017, 2018, 2019, 2020) dedicated to maritime policy and funding opportunities
- BILOG - Logistics and Maritime Forum 2017, 2019, 2022 concerning EU Transport Policy and investments on the entire logistic chain
- MEDports Forum 2022: 2 day members gathering, involving 23 member ports and representing about 70% of the total Med traffic.

Clients and services

International Consultancy

Within worldwide international consortia, we provide specific qualified support for policy-making and strategic technical orientations in the field of port, maritime transport and specific IT applications in these domains (such as the EU Regulation on the electronic transport document).

OBJECTIVES

- *Strategic orientation of policies*
- *Proactive approach to the market and regulatory trends*
- *Facilitation of support to your business goals*
- *Understanding of your opportunities and challenges in the EU policy environment*

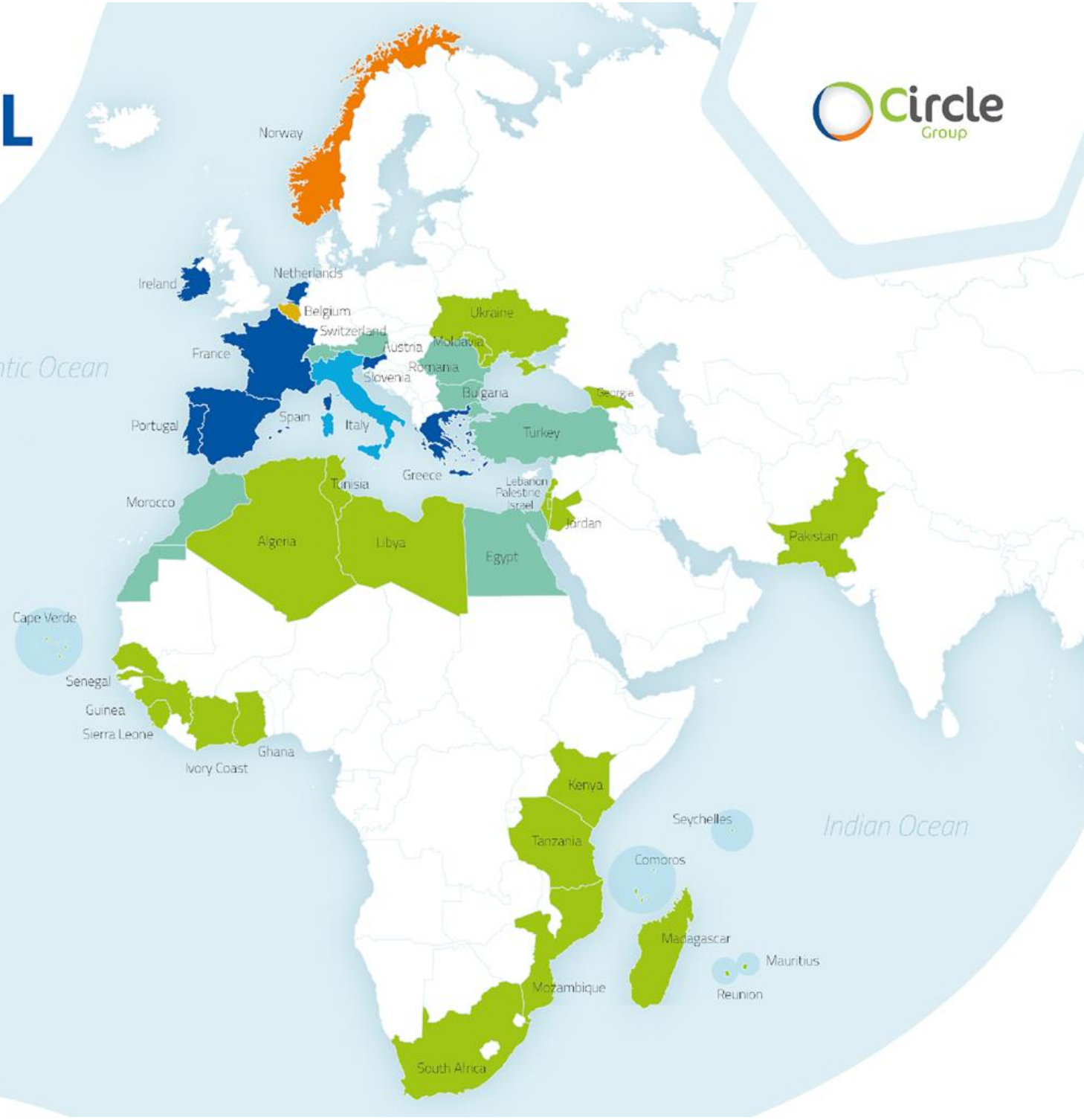
SERVICES

- *Advancing meaningful dialogue between private and public entities*
- *Managing and implementing EU advocacy campaigns*
- *Identifying opportunities and risks in EU policies*
- *Conducting analyses, reports and studies on relevant EU and national policy*

INTERNATIONAL CONSULTANCY

Main Success Cases

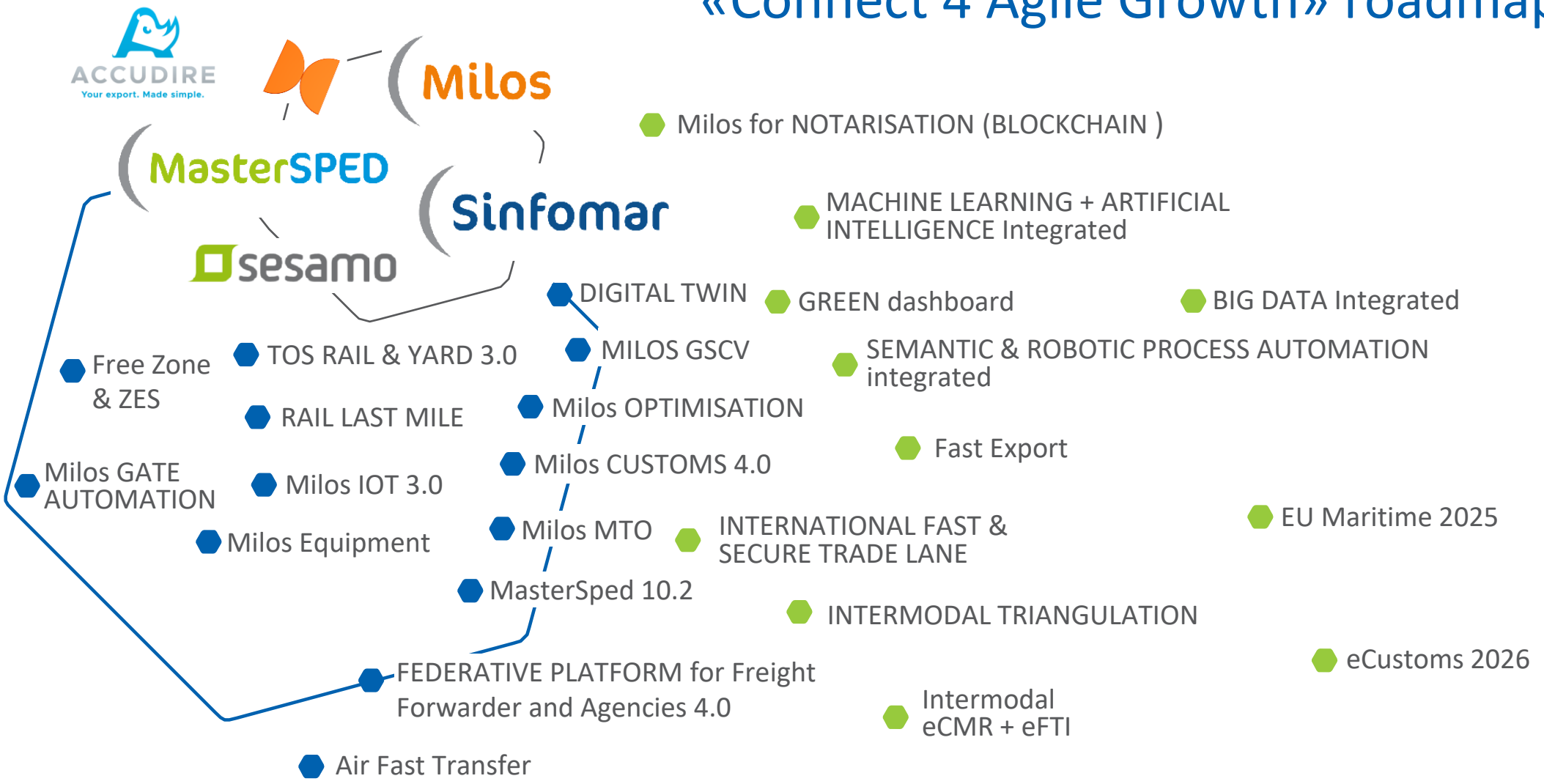
- Port Community Systems and Maritime Single Windows
- Transport IT Consultancy *(Maritime Single Windows, TAF TSI, eFTI)*
- Strategic Communication & Policy Support *(Motorways of the Sea)*
- Strategic Communication
- EU Funding Accelerator
- Trade & Customs Facilitations
- Circle Group Headquarters



VISION FOR THE FUTURE

Product evolution

«Connect 4 Agile Growth» roadmap



Services evolution

«Connect 4 Agile Growth» roadmap

- Defense Fund
- Midsize enterprise
- ESG investments
- Mission oceans
- International Tender
- Military mobility CEF 3
- Innovation fund
- Environment & Circular Economy
- New formats & Segments
- Hydrogen partnerships & alliances
- Extension of geographical coverage
- Energy communities
- Textile
- Artificial Intelligence

+150% Project Value

2024 — 2027

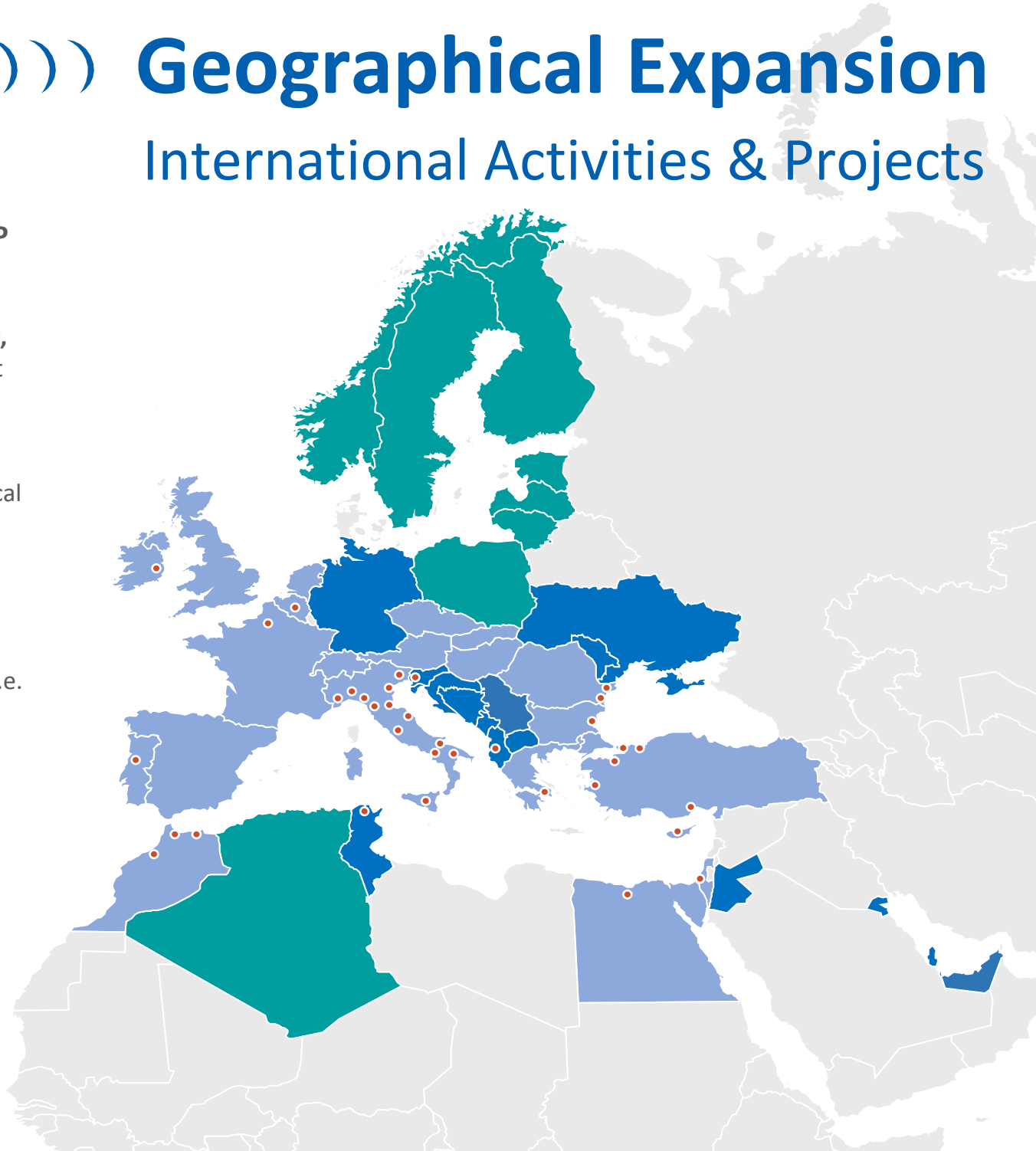
- EU Funding Accelerator
- International Consultancy
- EU Projects
- Strategic Communication & Advocacy

Geographical Expansion

International Activities & Projects

2024 «CONNECT 4 AGILE GROWTH» ROADMAP

- Development of a presence in some chosen **foreign markets (first of all Portugal/Spain, Morocco, Turkey, Egypt, Austria)** comparable to the distinctive one that we have in the Italian market
- **Strenghthen the alliance** in the target countries of insider and consultant / companies supporting the local penetration process
- Focus on **specific foreign clients for products** (ex. Central Europe for inland Milos® TOS and MTO suite)
- Accurate **knowledge of local market environment** – i.e. through participation at local events, local marketing and advertising actions, activation of local networks (enablers, etc ..)



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