

Agenda

CIRCLE Group Overview

Circle Group Financials

2027 «Connect 4 Agile Growth» Strategic Roadmap

• 2024-2027 Financials

2028 M&A

ights reserved

CIRCLE Group Overview

Highlights

CIRCLE Group, headed by **CIRCLE S.p.A.**, is an international leader specialised in the analysis and development of **innovative digital solutions for port and intermodal logistics**, and further delivering **international consultancy services** that supports ports and logistic innovation with an extended focus on **environment**, **sustainability and energy transition**.

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,, Social Media Management, Events, PR/Press, Roadshows, Advocacy and representation in Brussels

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

+130

direct employees and a network of professionals

6 successful M&As since end of 2017

51% of Info.Era , specialised in port sector through Sinfomar®

100% of Progetto Adele (now NEXT FREIGHT), specialised in freight forwarders and custom operators systems

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 in the air cargo field

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

Revenues € 13.2 mln (+22% vs 2022)

Ebitda: € 3.2 mln

Ebitda Margin: 24%

Net Profit: € 1.7 mln

Financial Year 2023

NFP: 5.2 cash +€ **2.4** mln adjusted (30.6.24)

H1 2024

Corporate overview

Group Structure



Digital Transport Document (e-CMR)



Optimisation



Rail undertaking solutions



CPM & Consultancy



Operative Human Resources

Complementary technologies /



IT networking, security and Infrastructure as a Service (IaaS)



Hydrogen Decarbonisation



ESG for Port, shipping & logistics

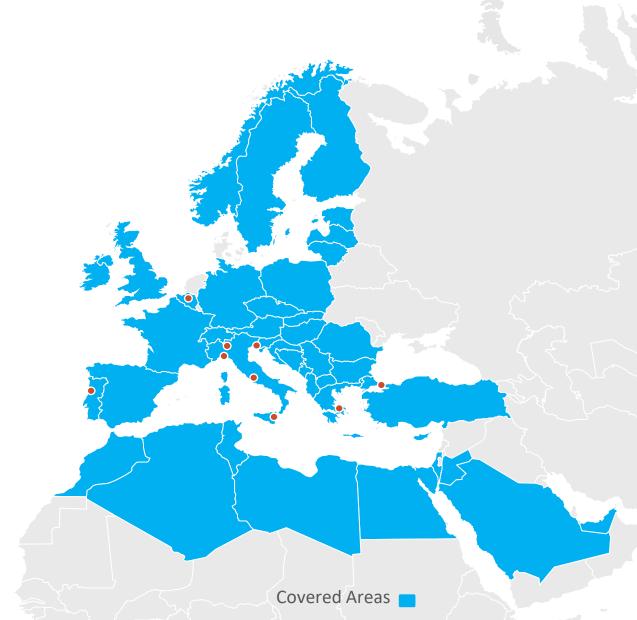


Offices

- ITALY
 Genoa | Milan | Rome | Trieste | Catania
- BELGIUM Brussels
- PORTUGAL Porto
- TURKEY, GREECE (partner) Istanbul, Athens



CIRCLE Group Headquarters in Genoa

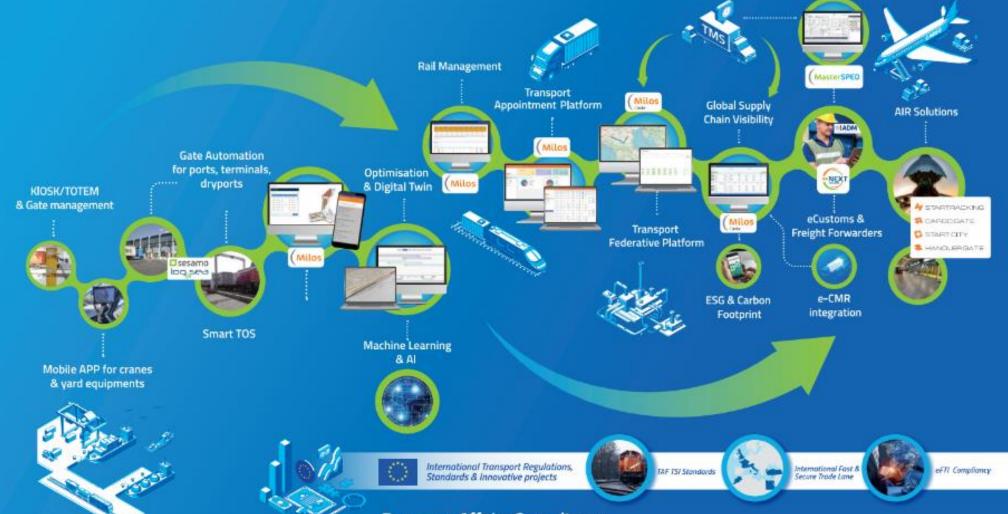


Business units & Lines of business

	BUSINESS UNITS								
	Innovative and Smart Supply Chain		Global Supply Chain Visibility			European Affairs Consultancy			
LINES OF BUSINESS		Inland & Port Terminal Operators (Milos		Manufacturing and Distribution	ilos	EU Fu	nding Accelerator		
		MTO, Truck & Rail (Milos		Freight Forwarders & Customs Operators (MasterS	PED		egic Communication dvocacy		
		Ports Authorities, Shipping & Communities (Milos	[F2]	Customs Innovative Solutions Mi	los		national ultancy		
	Q 0	Node Gate Automation OCR - IOT GOS		Air Cargo Ecosystems					
	Q o	Optimisation	& AI (Milos		.05		27		
	O _O	Federative se (eFTI, e-CMR			.os	ant	ovation 2027		
	00	laaS (& NIS2) platfo	orm for Saa	m for SaaS		III			
	00	E:	SG & Green	(Mil	.os				



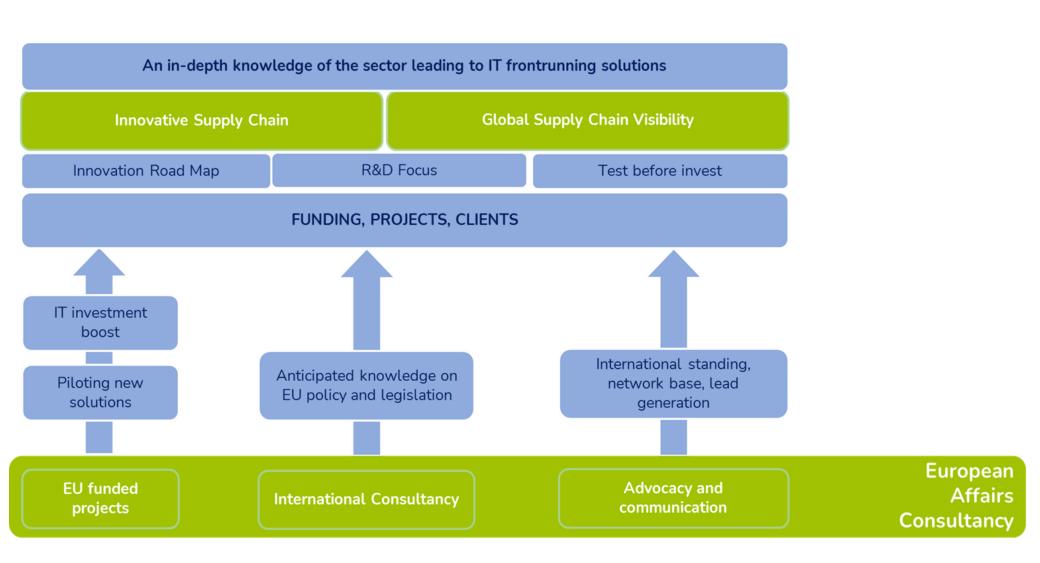
Connect 4 Agile Growth to a Federated Supply Chain



European Affairs Consultancy

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

CIRCLE Group Business Units Unique distinctive market positioning

















































































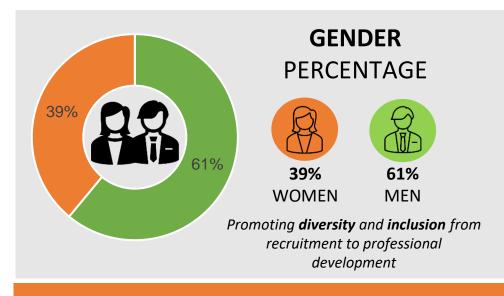








Talents & team





PEOPLE +130



DIFFERENT NATIONALITIES8



AVERAGE AGE: 41 YEARS



PEOPLE IN IT ROLES: 44%



LEARNING INITIATIVES: on specialized role-related topics and soft skills

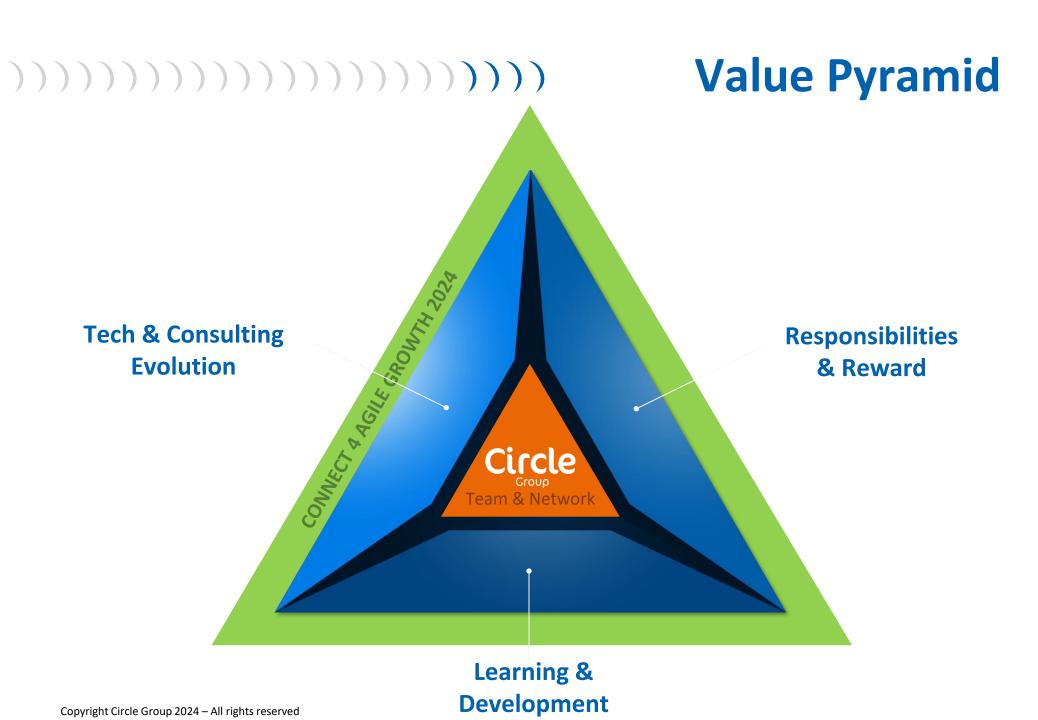
WORKPLACE



OFFICES: coworking & hot desking



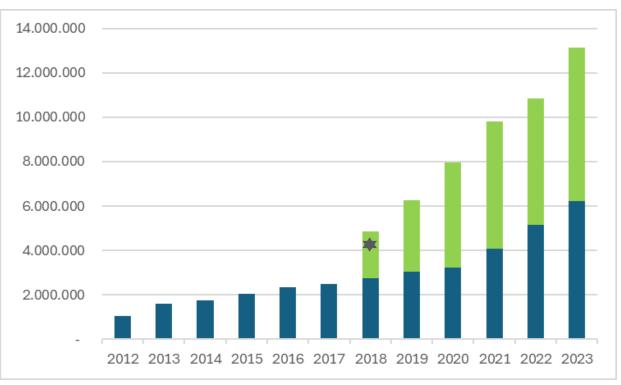
SMART WORKING: hybrid work opportunity



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CIRCLE Group Financials

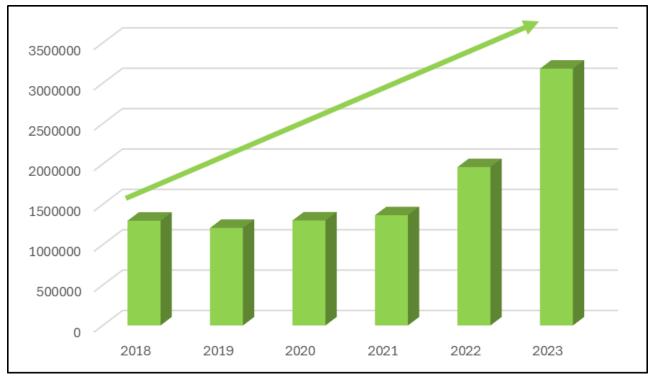




★ Green numbers are related to Systematic M&A; Info.era (acquisition 01.01.2018), NextFreight (Progetto Adele) (acquisition 01.08.2019), Log@Sea (51% defined July 2020), MagellanCircle (51% at 31.05.22), CargoStart (51% at end 2022 − revenues not consolidated yet)

EBITDA margin 2023: 24%





*2019-2020-2021 Adjusted EBITDA



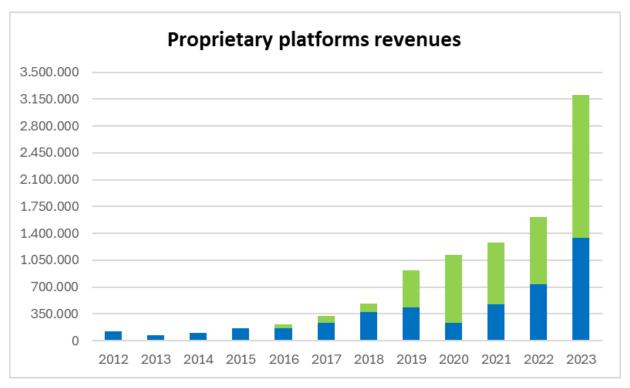
CIRCLE Group Highlights H1 - 2024

	H1 - 2024	H1 – 2023 normalized
CIRCLE Group revenues	€ 7.3 mln (+10%)	€ 6.6 mln
Group Proprietary Products	€ 2.0 mln (+27%)	€ 1.6 mln
Milos® Federative Services	€ 507 mln (+37%)	€ 0.307 mln
EBITDA	€ 1.8 mln (+12%) – 24,1%	€ 1.6 mln – 23,7%
EBIT	€ 1.3 mln (+34%)	€ 0.97 mln
Net income	€ 1.0 mln (+43%)	€ 0.720 mln

Cash + NFP (cash positive) = € 5.2 mln + EU credit € 2.4 mln = NFP adjusted € 7.6 mln



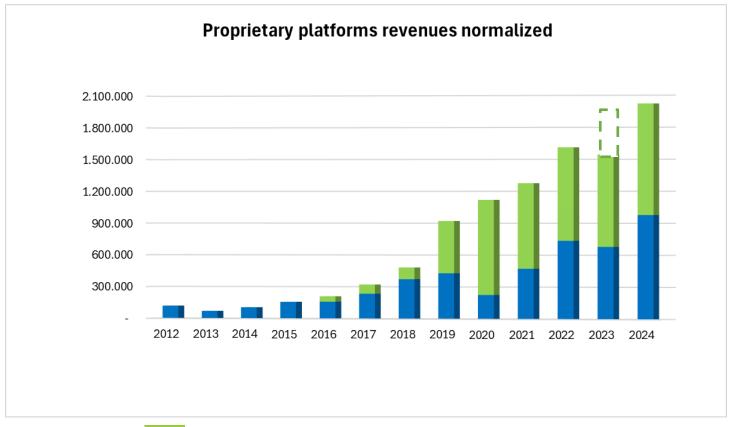
Products: revenues evolution



SAAS and PPU model for proprietary product revenues

2023 vs 2022				
Proprietary Platform Revenues (first of all Milos®)	Milos® +100%			

Products: H1 revenues evolution

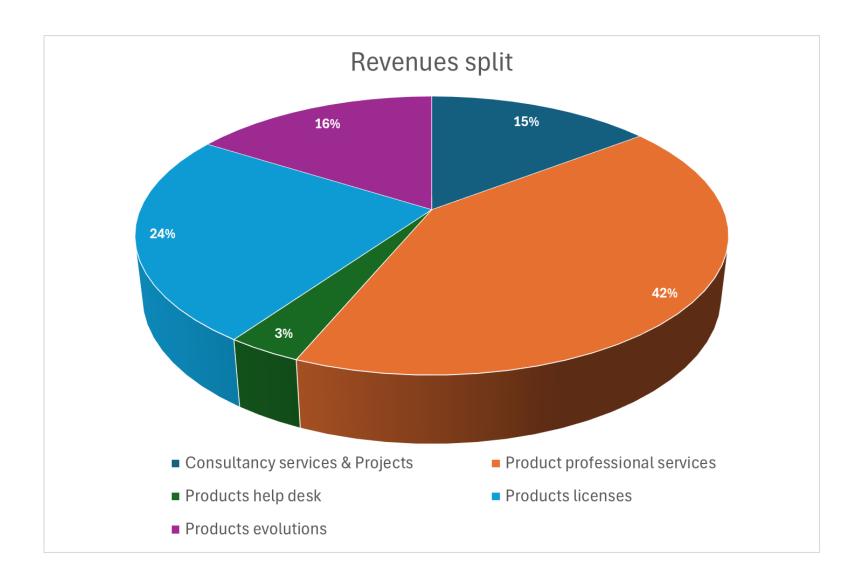


SAAS and PPU model for proprietary product revenues

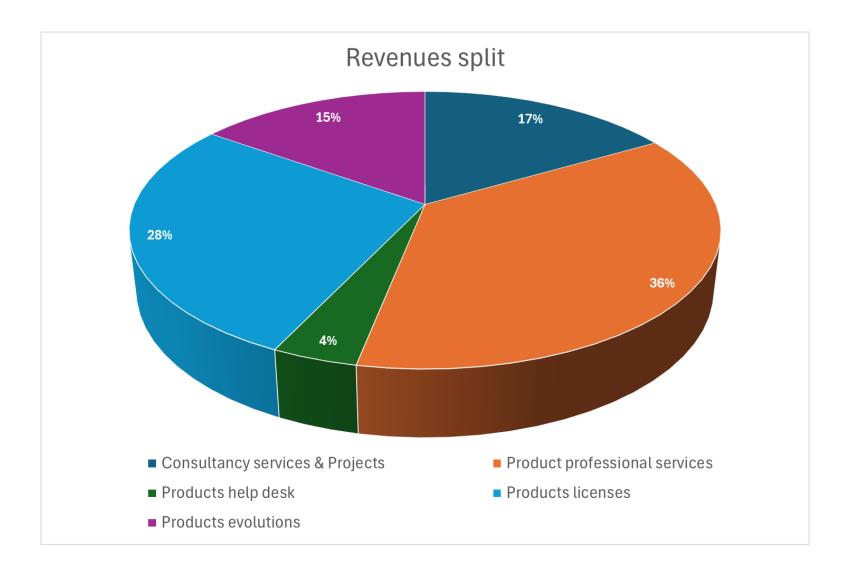
2024 H1 vs 2023 H1				
Proprietary Platform Revenues (first of all Milos®)	Milos® FED SERV +37%			



Detailed revenues split 2023



Detailed revenues split H1 2024





2027 Strategic Roadmap

«Connect 4 Agile Growth»

MANIFESTO

Connect 4 Agile Growth 2027

Manifesto

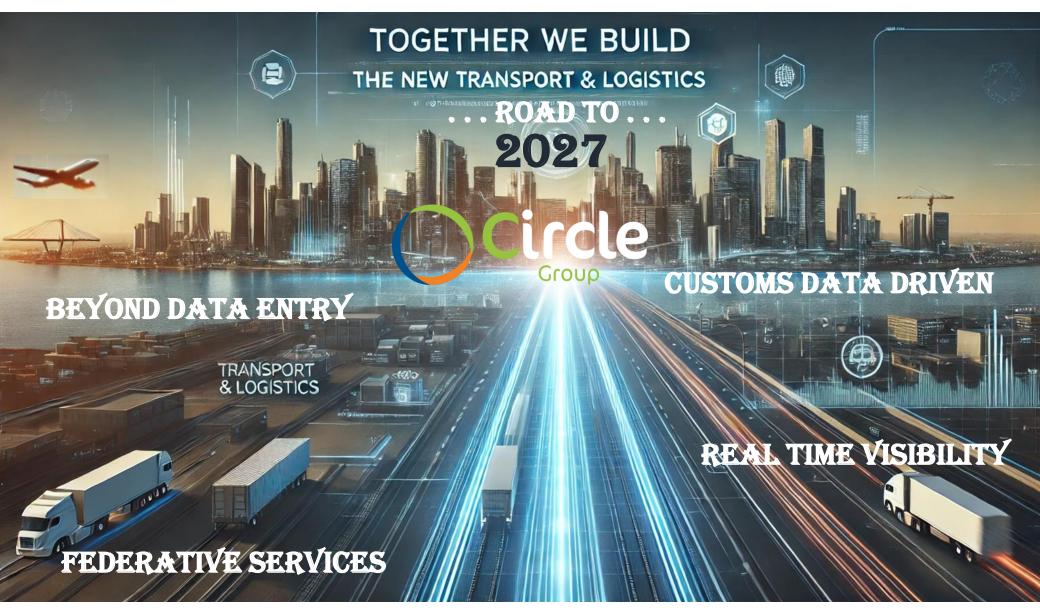
Connect 4 Agile Growth Plan is built on the Group's unique distinctive market position leading to cutting edge IT products and Federative Services with a special care of human capital, pursuing sustainability goals, mitigating risks, and capitalising on emerging opportunities.

The 2027 strategy emphasizes "smart cooperation," ensuring compliance with evolving regulations and fostering harmonious collaboration between logistics operators and industries on one hand, and the infrastructure systems and nodes on the other, within the EU/MED area.

Innovative technology is fundamental in this context as it facilitates "global connectivity", expanding market reach and consumer base, supporting the Group's internationalization strategy and contributing to inclusive digital growth.

With a comprehensive understanding of the sector, IT solutions benefit form the positive effects derived by the international presence in **EU funded projects**, boosting R&D and innovation, and by the **anticipated knowledge on policy and legislation**.

To support this distinctive positioning the Plan entails to become a strong and highly reputable consultancy firm in European affairs, expanding service offerings, extending to new geographical markets and donors, and deliver services beyond traditional consultancy, including turnkey projects.





2027 Strategic Roadmap

Innovative Supply Chain & Global Supply Chain Visibility

2027 Strategy

Competitive scenario

- O Volatility Instability
- Geopolitical tensions



- Growing domestic demand
- Supply chain proximity
- Friendshoring increased



Costs of fragmentation
Increased trade restrictions

Potential loss in global economic output

JUST IN CASE Vs SAFETY STOCK

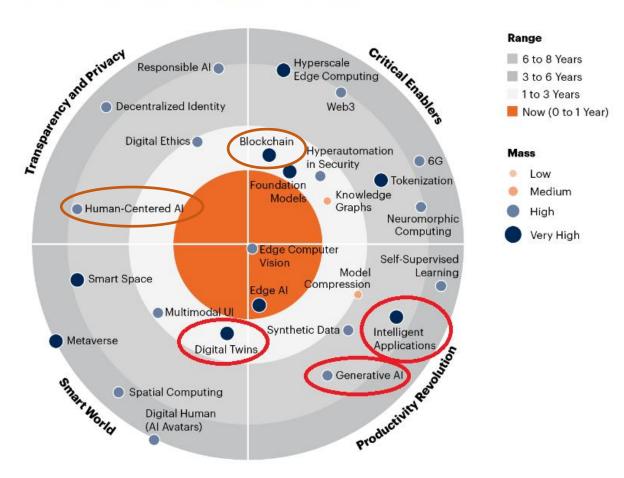
- Reduction inventory holding costs
- Improving of cash flow
- Ensuring product availability

Source Jan 2024 "Chief Economists Outlook" (Word Economic Forum)

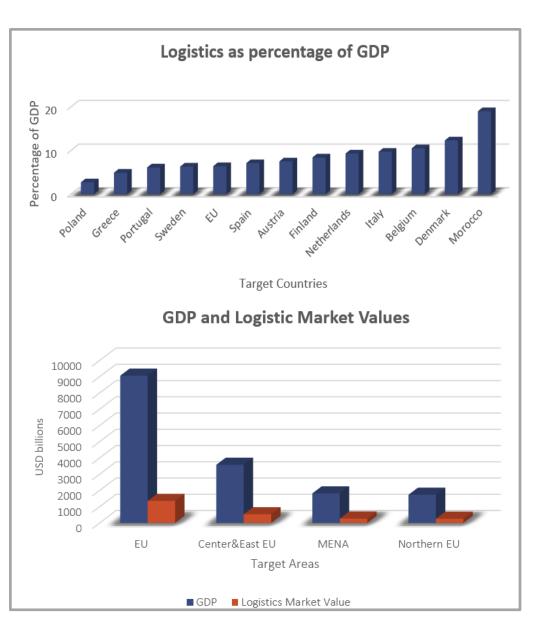


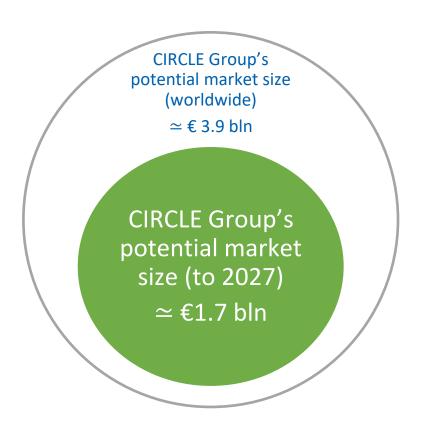
2027 Potential per technologies

2023 Gartner Emerging Technologies and Trends Impact Radar



(1)))) 2027 Market size: segments & geography

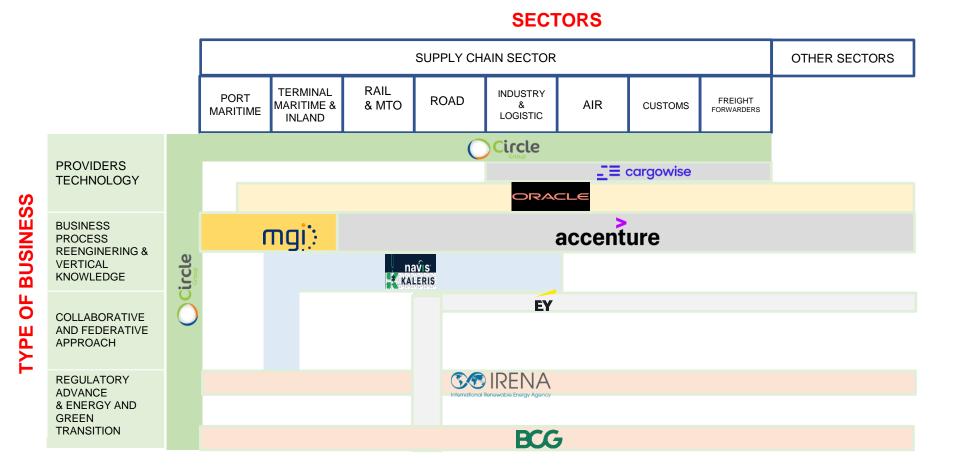






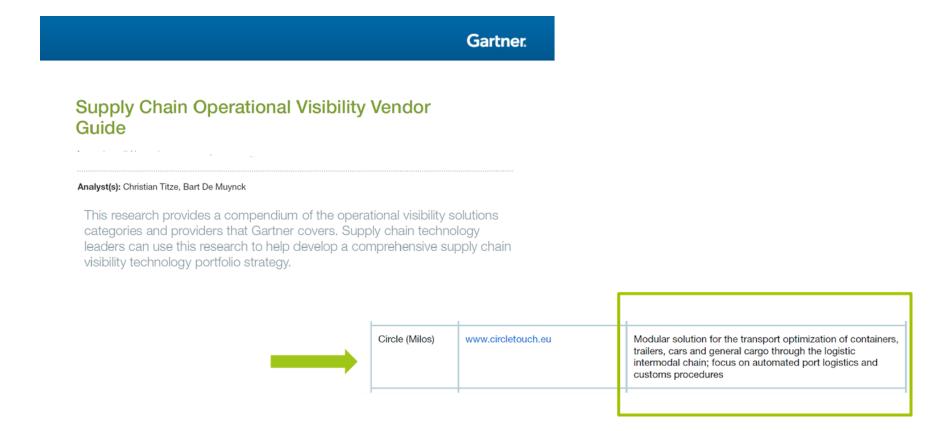
Positioning

Distinctive positioning and competition





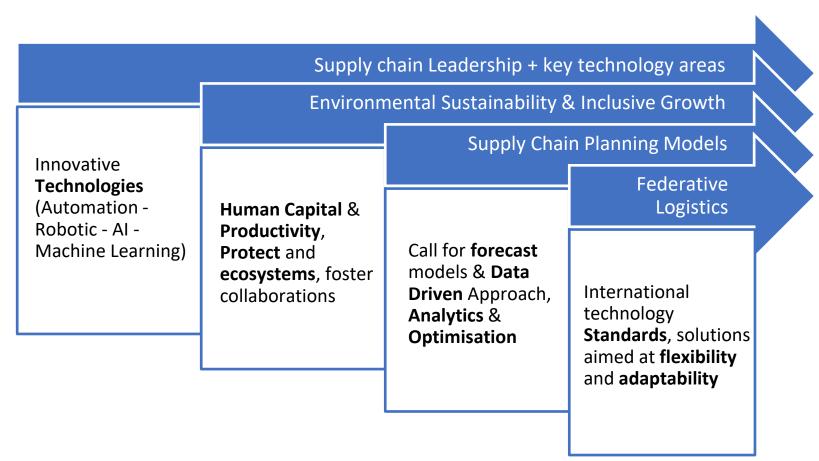
Our products inside Gartner Vendor Guide





2027 Strategy

Development Opportunities & Goals



Resilience - security - cooperation between players

Reduction of emissions development of physical and digital infrastructure

Real-time visibility, dynamic adjustments, forecasting, cost reduction, risk reduction for overstocks & stockouts

Integration between players - increase of efficiency

Connect 4 Agile Growth 2027

- → ERP-independent solutions
- → Data Integration
- → Interconnection to optimize supply chain

Implementing FEDERATIVE SERVICES

- Vertical focus on Green Deal and energy transition
- → Monitoring & calculation of energy consumption
- → Cost saving, Analytics & Data Driven Sustainability

Promoting
GREEN & ENERGY TRANSITION

- Diagnose and display the root cause of supply chain
- → Precise information and Data Collection
- → Predictive Insights

Exploiting INNOVATIVE TECHNOLOGIES (AI - ML)



- → Digital solutions for security & compliancy
- → Collaboration between Public Authority & Private Companies
- → Simplified and innovation-friendly ecosystems

Accelerating & Increasing DEMATERIALISATION

- Setting up a complete full digital process from beginning
- → Simplified procedures
- Document digitalisation to streamline processes

Connect 4 Agile Growth 2027

Geographical

GROWTH

Market expansion

Participation in International Projects

Partnerships and setting up Regional Offices

EXPANSION to Area
MED (Morocco Egypt - Greece Turkey) & Nord |
Center Europe

Economic & Finance GROWTH

M&A Strategy

Technological Alliances

Strengthening Market Presence

Misurable & Effective GROWTH

ROI focus

Value Generation increased to customers and directly to the Group

KPIs misurable

Multi-Tenant & Configurabile MODEL

Saas & Pay-per-Use (PPU) approach

Cloud-based, scalable & modular solutions

Federative Services

Internal Human Capital GROWTH

Talent Attraction & Retention

Professional Developments & Skills

Positive Corporate Culture

Budgetary Margin GROWTH

Participation in cofinanced EU projects (Digital & Green)

Involvement in National Projects (i.e PNRR)

Investments in R&D for an anticipatory approach



PRESENCE in existing MARKETS and access NEW ONES (Industries)

More EFFICIENCY & to end customers means GREATER INVESTMENTS, REVENUES & ROI for Group

for Group &

SCALABILITY of
products means

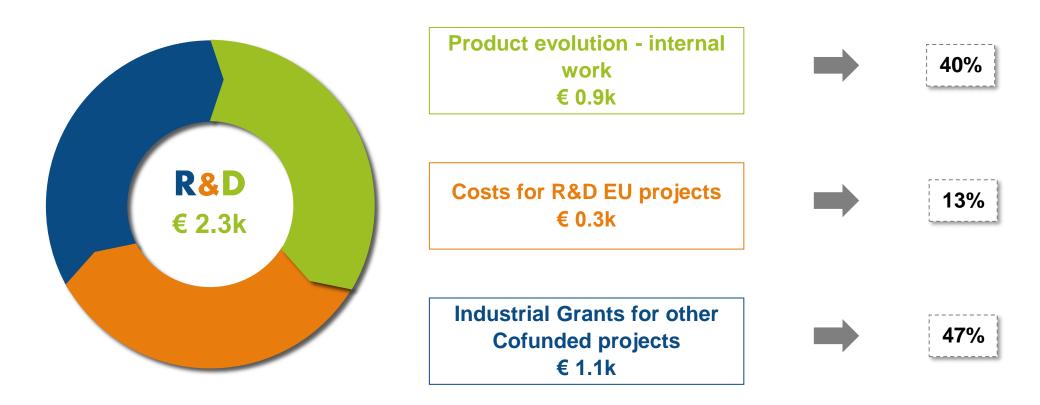
MORE REVENUES &

MORE VOLUMES

An interesting
working
environment to
attract SKILLED
TALENT &
INCREASED VALUE

Investments in distinctiveness are recovered by CONTRIBUTIONS meaning LOWER

BUDGETARY COSTS



Around 17% of 2023 Value of Production



MILOS® Intelligence within Circle Group Innovation 2027

Optimization and Al

Milos • Intelligence within Circle Group Innovation 2027



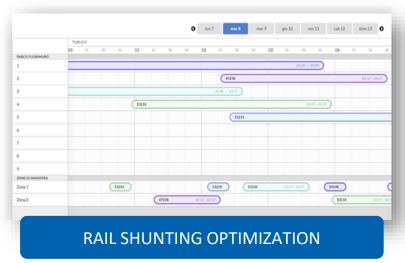




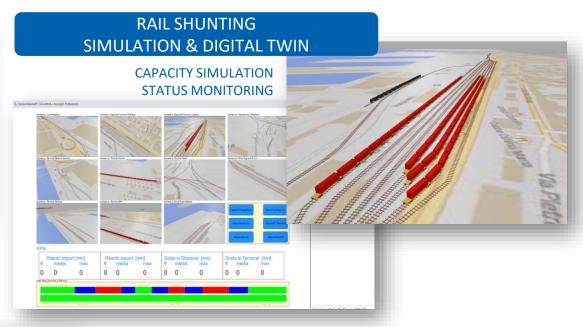


MILOS® Intelligence - Optimization and Digital Twin

Innovative solutions for supply chain transports and logistics



PLANNING SUGGESTION Scheduling & Re-Scheduling

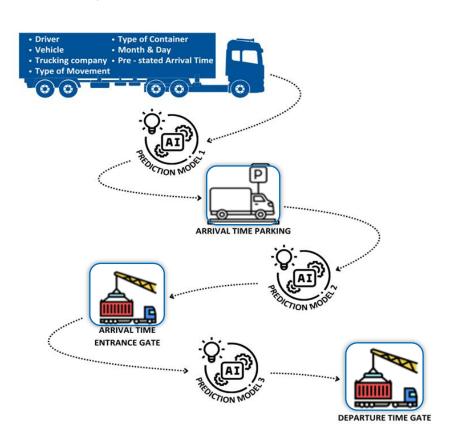




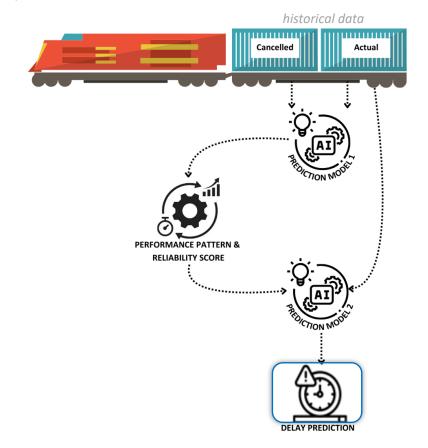
MILOS® Intelligence - Machine Learning & Al

Road & Rail Prediction Modules

Employing predictive models and algorithms, this road transportation prediction module dynamically adjusts **projected timing** and facilitate **seamless flow management** through the node. Furthermore, it **prevents congestion**, **optimizes resource allocation** and **enhances operational efficiency**, empowering both node managements and trucking companies to deliver exceptional service.



Railway operators and logistics companies operating within the node benefit greatly from a comprehensive analysis of the projected flow of trains, which allows for the **optimization of resource allocation** and the **enhancement of operational efficiency**. These invaluable forecasts are made possible by leveraging advanced predictive models and algorithms, which are meticulously fueled by a large amount of historical data and the planned train schedule.



Extended PCS, Port haulier Module, TFP and Federative Services ensure that all Mediterranean ports have the opportunity to benefit from real-time digital interoperability between industries, rail ecosystem, freight forwarders, logistics, custom operators and the entire port community.



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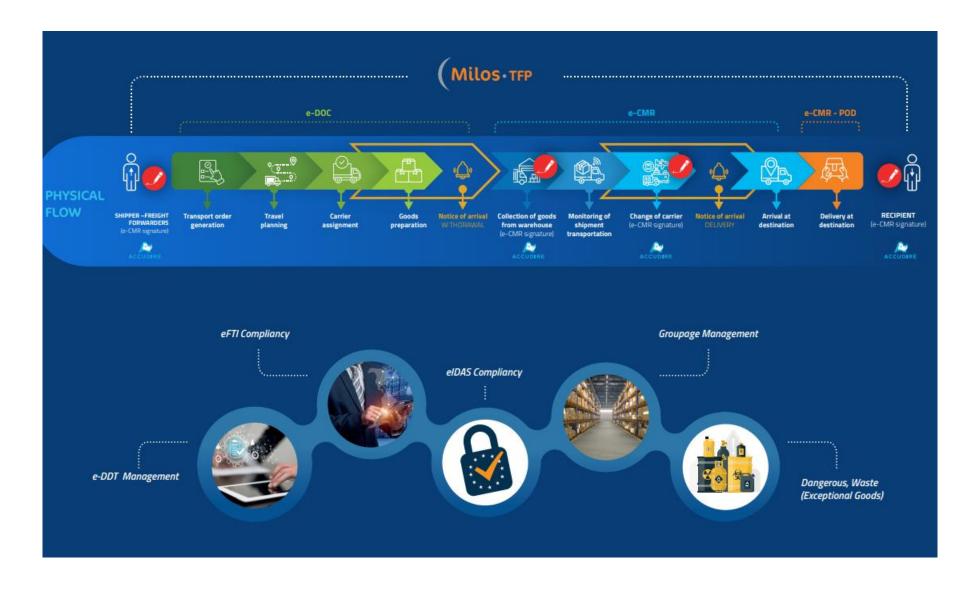
e-CMR opportunity

Entered into force in Italy **last September 26th 2024** the Additional Protocol to the Convention on the Contract for the International Carriage of Goods by Road (CMR) concerning the Electronic Consignment Note, done in Geneva on 20 February 2008, **is creating enormous opportunities at international level**





Integration between e-CMR & Milos® TFP





ESG & GreenSolution & Roadmap

Circle Group develops Green dashboard to integrate it into proprietary systems, in order to offer federative services, monitor polluting emissions connected to multimodal transports.

• NATIVE
Native Connectors with Circle Group Suites
& Products

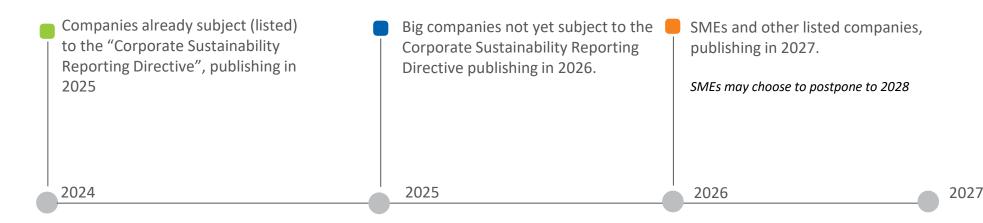
• CONNECTORS
Connectors with Third Parties Systems

• REAL TIME VISIBILITY
Standalone Solution that can integrate the entire Supply Chain for all Transport modes

• MEASUREMENT
Greenhouse gas emission reduction strategy

• PRECISIONS
Audit Proof Carbon Emissions

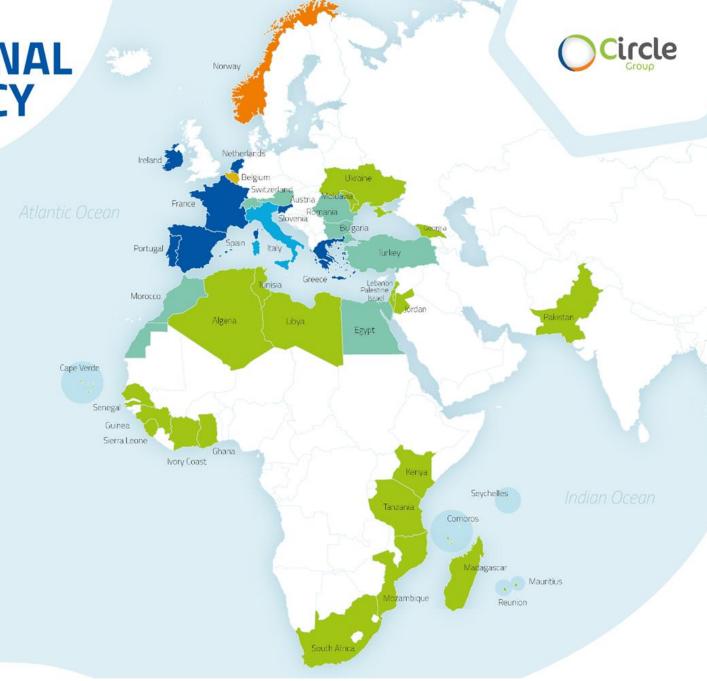
The "Corporate Sustainability Reporting Directive" will come into force from 2024 and within a few years will be mandatory for all companies operating in the European Union. Deadlines are as follows:



INTERNATIONAL CONSULTANCY

Main Success Cases

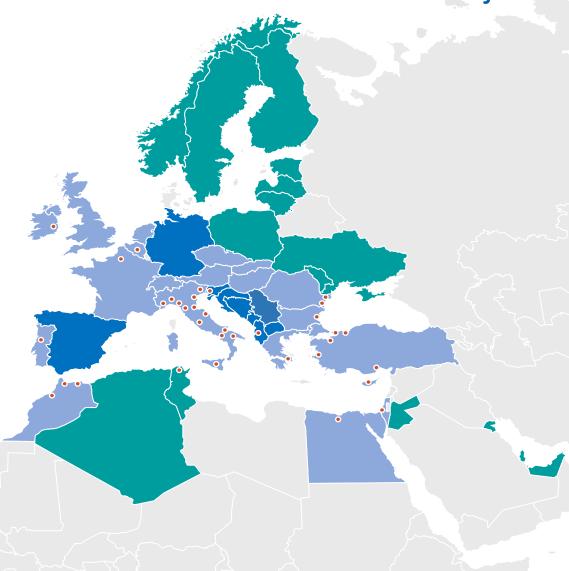
- Port Community Systems and Maritime Single Windows
- Transport IT Consultancy
 (Maritime Single Windows, TAF TSI, eFTI)
 Strategic Communication
 - Strategic Communication
 & Policy Support (Motorways of the Sea)
- Strategic Communication
- EU Funding Accelerator
- Trade & Customs Facilitations
- Circle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



International Activities & Projects

«CONNECT 4 AGILE GROWTH» ROADMAP

- Development of a presence in some chosen foreign markets (Balkans, Morocco, Turkey, Egypt, Greece, Central Europe, Middle East) comparable to the distinctive one that we have in the Italian market
- Thanks to a tender launched by the European Maritime Safety Agency (EMSA), a feasibility study on the development of the One Stop Maritime Shop for the neighbouring countries Algeria, Egypt, Israel, Jordan, Lebanon, Morocco, Palestine, Tunisia, Georgia, Moldova, Turkey and Ukraine was carried out;
- Building relationships and developing international cooperation with Gulf and Middle Eastern countries planning to invest in infrastructure, in the transport (airports, ports, roads) and energy (oil, gas, renewable energy) sectors.
 - Ongoing projects
 - Preliminary project proposals and lead generation activities (2024)
 - Countries for future developments (2025-2027)
 - Ports Clients/Projects



Business Goals 2027

2028 Central-South Systematic M&As **Europe and** 2027 **MED Leader** 2026 **Industries: leadership** 2025 **Predictive &** in key technologies & Digital documents, **Syncromodal** controls & anticipated greographical areas 2024 **Predictive & Supply Chain** clearance 2023 **Syncromodality** Predictive AI **Next Generation** ML evoluted Models Multimodal optimisation & **Nodes** Industry 5.0 **Anticipated EU** predictive logistics Predictive services International corridors Regulations Artificial Intelligence Volume & economy scale **Notarisation** Port& Nodes Freight As A Service Recurrent services **Optimisation & Machine Learning** Next Gen EU funds Transport documents Competitive advantages Next Gen EU funds from federative services

Digital & Green Virtuous cycle

+ MARGIN

Economy of scale, Cloud multi-tenant less Integrations Costs

- COSTS

Around 20% R&D investments impact for less than 10% in terms of budgetary cost

- + ROI
- + REVENUES
- + MARGIN

+ VOLUMES

Vertical know how and strategic framework: "word of mouth"+ cross selling

+ VOLUMES

Product Scalability, Efficiency & KPI Misurable



2027 Strategic Roadmap

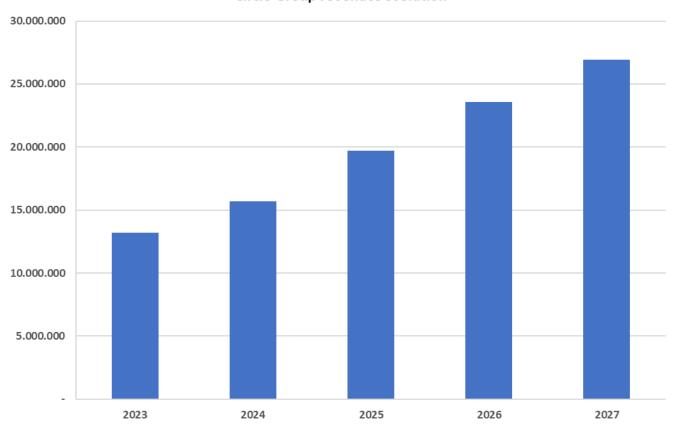
«Connect 4 Agile Growth»

2024-2027 Financials



Value of production 23-27

Circle Group revenues evolution



23% CAGR

Including sinergies with partners & alliances

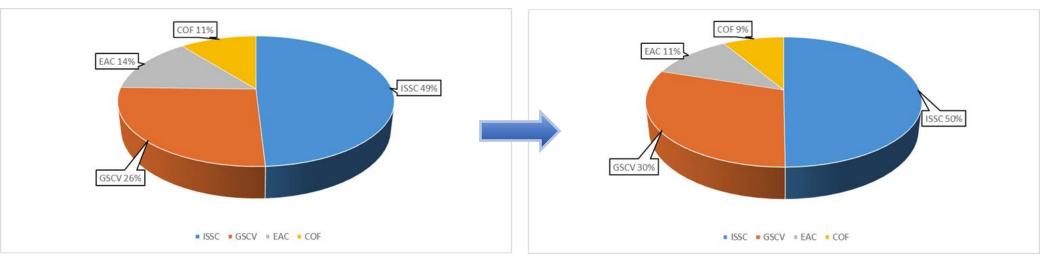
Connect 4 Agile Growth



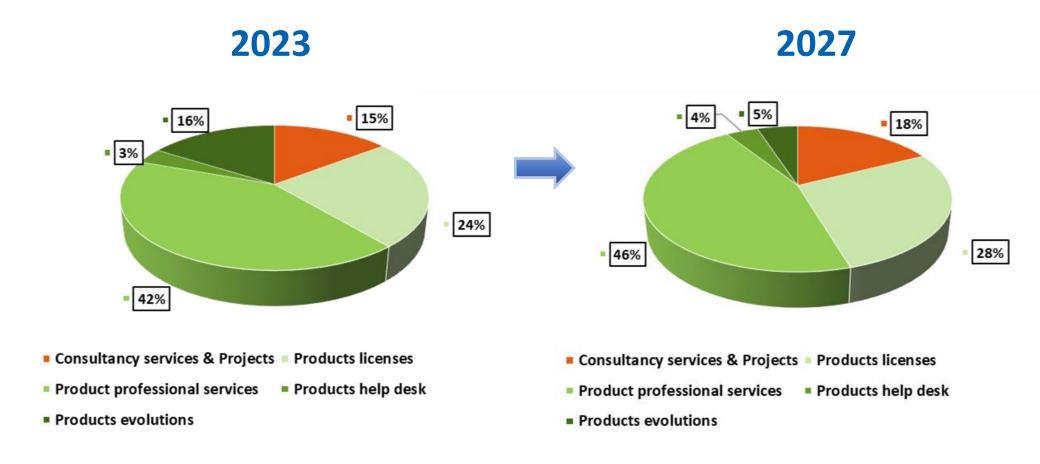
BU evolution 23-27

2023

2027



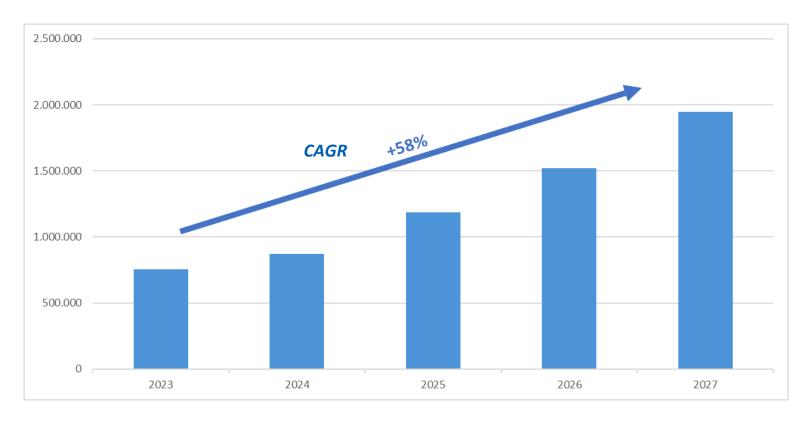
ISSC – Innovative and Smart Supply Chain BU GSCV – Global Supply Chain Visibility BU EAC – European Affairs Consultancy BU EU Pjt (COF) – European Projects





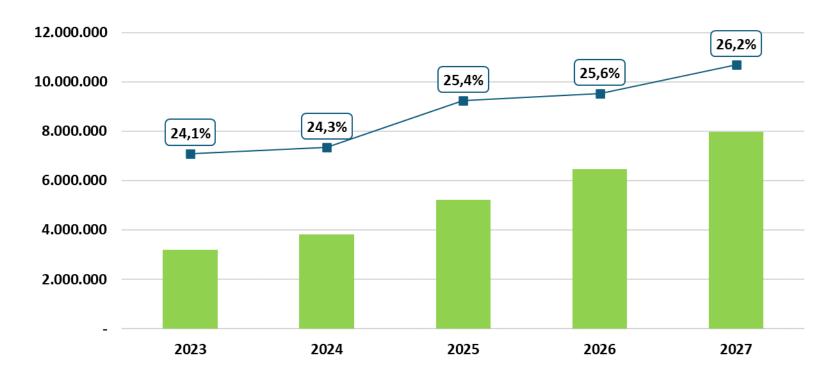


Zoom on Fed serv 23-27*

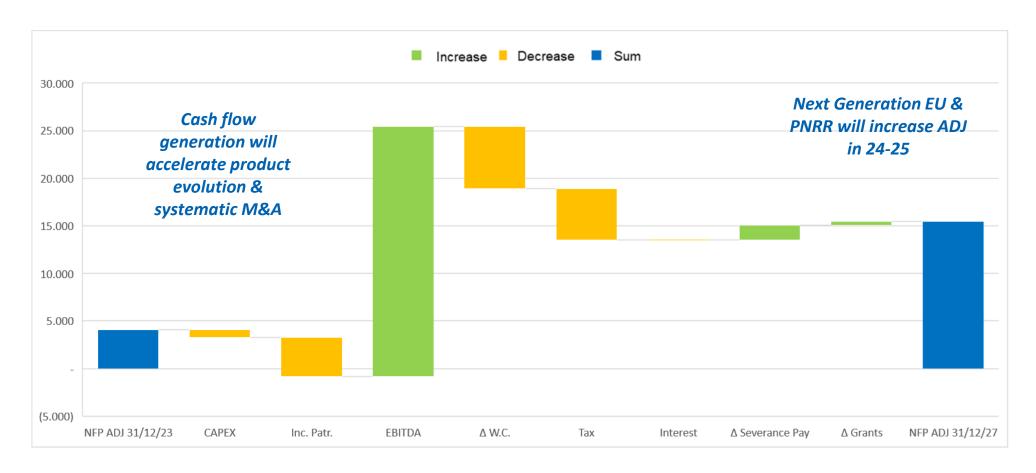


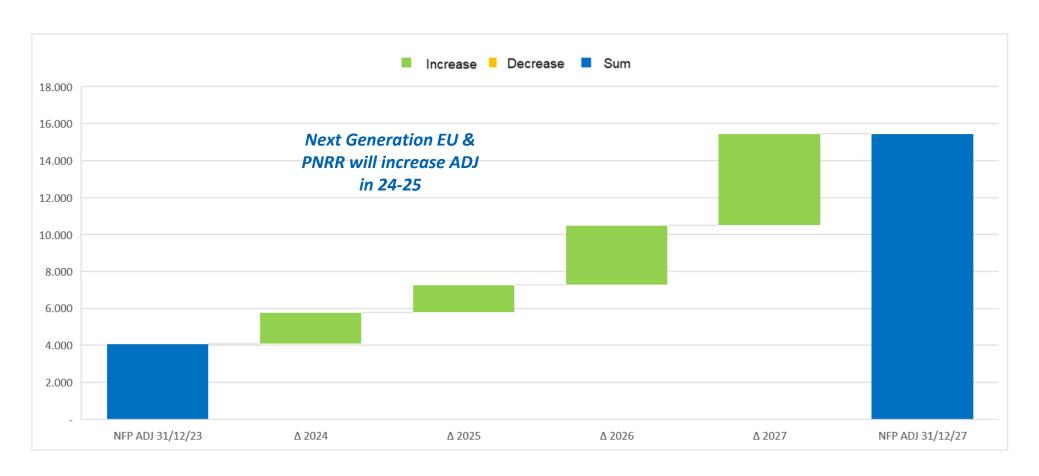
^{*}Including also connectors with Partners and Alliances

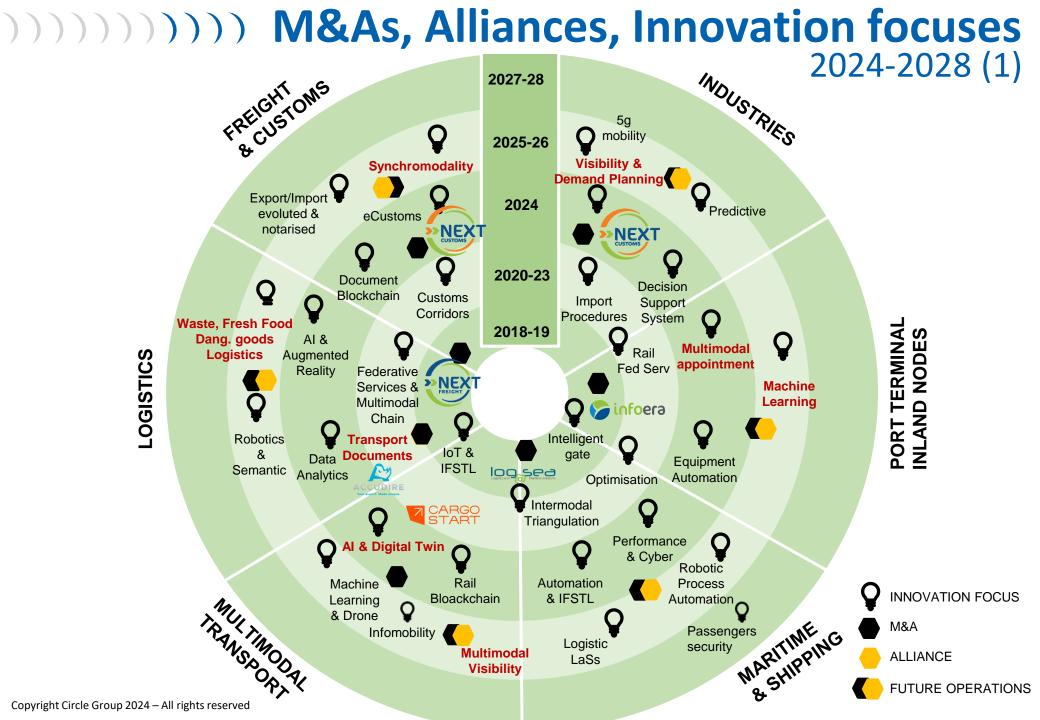
EBITDA 23-27



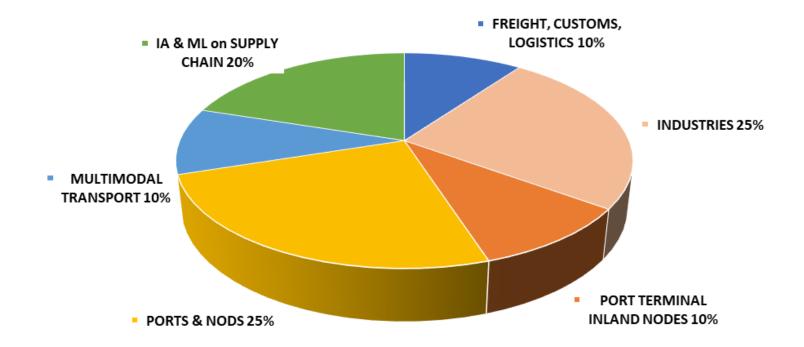
*This forecast includes sinergie with Partners & Alliances; not includes costs & possible diluition effects of M&A operations







Growth target also continuing integrating Systematic M&As



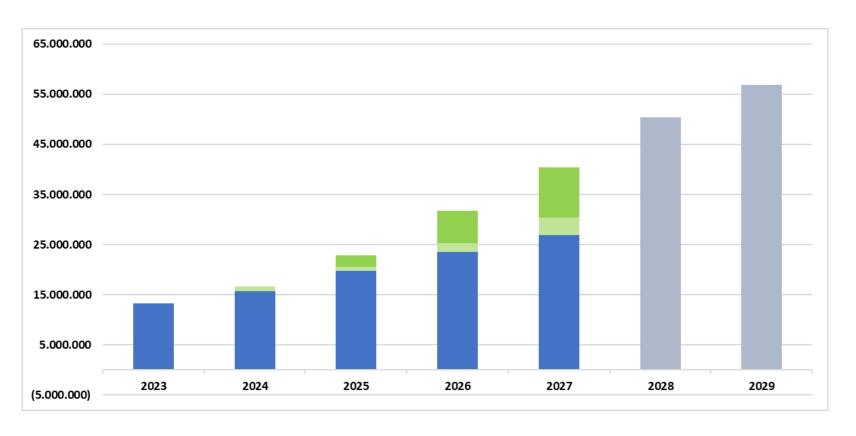
Growth target also continuing integrating Systematic M&As

In addition to organic growth presented in the previous slides, CIRCLE pillar of growth through Systematic M&As and partnerships **further extends the objectives and the Group's perimeter**.

Main focus identified in the previous picture.



Growth target also continuing integrating Systematic M&As



^{*}This is not a forecast, considering M&A preliminary DD are ongoing, but only a preliminary estimation of possible effects of M&A operations if closing will respect actual planned activities.

Stock growth





- «Free allocation of shares» 1 free stock each 10 May 20th, 2019
- Buy back now **26.070** own shares (0.6%)
- CIRCLE is an Innovative SME
- Average monthly volume (from IPO) around €1 mln

Upside from IPO	TP	Upside opportunity
+283%*	TP 10,5	+27%

^{*}Stock price at 11th October 2024

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