



PRESS RELEASE

CIRCLE Group together with Info.era to provide “International Fast and Secure Trade Lane” (IFSTL) service in the Italy-Egypt International Logistics Corridor

Milan, December 5, 2024

CIRCLE S.p.A. (“**CIRCLE**” or the “**Company**”) - an Innovative SME **listed on the Euronext Growth Milan market**, heading the Group specialized in the process analysis and the development of solutions for the digitalization of the port and intermodal logistics sectors, as well as in the international consultancy on Green Deal and energy transition topics – collaborated alongside key stakeholders on the launch of the "IFSTL" Project, which was inaugurated on November 28, 2024, with the new Ro-Ro maritime ferry service between the Port of **Damietta** and the Port of Trieste. The line is exclusively dedicated to freight transport, with a particular focus on fresh, perishable, and frozen agricultural products. The initiative was carried out in collaboration with the Adsp of Eastern Adriatic Sea, DFDS, Samer & Co, Samer Seaports & Terminal, AlpeAdria, Pan Marine, and MedRoll. The vessel departed Damietta on November 29, arrived in Trieste on December 2, and subsequently returned to Damietta, operating a weekly round trip with rail connections extending into Central Europe.

The **International Fast & Secure Trade Lane (IFSTL)** model represents a significant opportunity within the European framework, as it facilitates a connection between the European market and non-EU markets (specifically North African and Middle Eastern markets). It leverages IoT technology (eSeal RFID), ensuring enhanced tamper-proof security and the digitalization of accompanying documentation and related customs logistics processes.

Thanks to advanced "federative" digital tools developed in collaboration with **Info.era** — a Circle Group company specializing in software development for maritime agencies, port, and hinterland terminals — the group contributed to the Project by harmonizing document flows among all involved stakeholders. These digital tools have been made available to simplify and enhance operational efficiency. The project aligns with the company's objectives to streamline and digitize operations and transport across intra-Mediterranean trade routes, thereby improving efficiency and fostering the growth of international relations.

Formalized through a series of bilateral agreements (MOUs) between Italy and Egypt last January (at ministerial, intergovernmental, port, and customs levels), this service represents a crucial step towards strengthening commercial and customs cooperation between Italy and Africa. It also holds potential for expansion, paving the way for new routes and markets.



Luca Abatello, **CEO of Circle Group**, commented:

*“Info.era and Circle Group are proud to have contributed to the ambitious and at the same time revolutionary new project that will enable greater efficiency, traceability and compliance in the processes of shipping and customs clearance of goods, thanks to the use of IOT technology and the digitization of transport documents, dropped into international customs processes. This project is fully part of the internationalization strategy presented in our **Connect 4 Agile Growth** plan. We would like to take this opportunity to especially thank the Ministry of Transport, the Ministry of Foreign Affairs, the Italian Embassy in Egypt, the Customs and Monopolies Agency, the Principals, and the Eastern Adriatic Sea Port System Authority (and the corresponding Egyptian counterparts) for their excellent work and coordination over the past five years that have led to this important result.”*

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 Extended Port Community System, 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 business network **eXyond**, 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 21% 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

Circle S.p.A.

Registered office Via Giovanni Battista Pergolesi 26, 20124 Milano
Operational headquarters Piazza Borgo Pila 40 (Torre A interno 46), 16129 Genova
Investor Relations
Mail: ir@circletouch.eu | Mobile: +39 348 3067877

Media Relations: **Image Building**

Via Privata Maria Teresa, 11 20123 – Milano
Email: circle@imagebuilding.it | Phone: +39 02 89011300

Euronext Growth Advisor: **Integrae SIM S.p.A.**

Piazza Castello 24, 20121 Milano
Email: info@integraesim.it | Phone: 02.80.50.61.60