



## PRESS RELEASE

**eXyond Srl FROM LOG@SEA, THE ASSOCIATION OF BUSINESSES PARTICIPATED BY CIRCLE AND AITEK IS BORN AND ACQUIRES CIRCLE GARAGE.**

### ***INNOVATIVE SOLUTIONS TO OPTIMIZE THE ENTIRE TRANSPORTATION AND LOGISTICS ECOSYSTEM***

*Milan, December 4, 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 – announces the founding of the Company **eXyond S.r.l.**, following the corporate transformation, name change and legal entity of **Log@Sea**, founded in 2014 as a Network of Enterprises and 51% controlled by Circle S.p.A., the remaining 49% by Aitek S.p.A.

At the same time as the corporate transformation and the change of name and business name, a capital increase of up to €500,000 currently under subscription by Circle S.p.A. (92%) and Aitek S.p.A. (equal to 8%) was carried out, which will provide the Company with the additional financial resources aimed at the external growth of **eXyond Srl**.

At the same time, **eXyond Srl** acquired 54.54% of Circle Garage, a spin-off of the Italian Institute of Technology of Genoa born in 2013, today an innovative SME specialized in the development of solutions for data observability, software development, Cloud infrastructure creation and support services, thanks to a team composed of automation and technology enthusiasts. The value of the transaction is € 136,350 paid in cash.

Circle Garage reported revenues in 2023 for € 0.7 million, had an EBITDA margin of about 10% and net financial debt equal to € 0.1 million.

**eXyond Srl** brings together complementary expertise and experience in the areas of land mobility and maritime services. **eXyond Srl**'s offering is aimed at shipping companies, maritime organizations, terminals, and intermodal operators through innovative and specialized solutions to optimize the entire logistics ecosystem. **eXyond Srl**'s products use OCR (Optical Characters Recognition) and the most advanced technologies such as Blockchain, Artificial Intelligence and Internet of Things, including electronic seals (e-SEALS, the subject in these days of the first international corridor with customs value, to which Circle Group and Info.era have strongly contributed) and Bluetooth/NFC technologies dropped into federated services, aimed at ensuring interoperability of systems and processes to all actors in the intermodal logistics chain, with an



additional focus on the TRUCK segment.

**Luca Abatello**, CEO di Circle Group, **commented**: *“We are very proud, after years of work and collaboration between Circle and Aitek, with the birth of **eXyond Srl**, the result of the experience of Log@Sea and the expertise of **Circle Garage**. A new entity that represents a strong signal for our ecosystem, a strengthening of the technical team and highly innovative components. The new entity allows us to further develop competencies in supply chain digitization, gate automation and traffic monitoring and offer additional predictive solutions for intermodal logistics based on Cloud infrastructure and interoperable with On Board Unit (OBU), GPS and IOT within the means and goods. **eXyond Srl** consolidates the work done to date in offering integrated solutions that combine expertise in maritime services, road and rail traffic management, gate automation and tracking services, covering the entire door-to-door intermodal supply chain. At the same time, it also allows us to leverage the expertise in an external way and in a highly strategic area for the evolution of the **“Connect 4 Agile Growth”** path.”*

**Fabrizio Ferrari**, Ceo of Aitek, **remarked**: *“The project of consolidating the outstanding experiences developed with Log@Sea that Circle proposed to us immediately found fertile ground in Aitek. We consider the birth of **eXyond Srl** a further step in the growth of Circle Garage that we have supported over the past years, and we are very happy to share this new goal with Circle. The new company will be a tool to amplify Aitek's technical expertise in the area of technological innovation of logistics and transportation systems, particularly on the issues of data acquisition and exchange between vehicles and infrastructure, in the logic of interconnected systems that represent the future of intermodal logistics.”*

The software solutions developed by **eXyond Srl** will offer full integration with Terminal Operating Systems (TOS) used by terminal operators, through Milos® TOS, with Port Community Systems (PCS) used by port operators through Extended PCS, with platforms used by intermodal transportation operators (MTO), through Milos® MTO, and with those in use by freight forwarders, through Master SPED, as well as with all major carriers and their market TMSs through MILOS TFP (Transport Federative Platform).

The transaction qualifies as not “significant” under Article 12 of the Euronext Growth Milan Issuers' Regulations.

\*\*\*



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 [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 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](mailto:ir@circletouch.eu) | Mobile: +39 348 3067877

##### **Media Relations: Image Building**

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

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

Piazza Castello 24, 20121 Milano  
Email: [info@integraesim.it](mailto:info@integraesim.it) | Phone: 02.80.50.61.60