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, industries.

- 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.

- We offer **telematics and infomobility services** to companies operating in the logistics, transportation and insurance sectors.
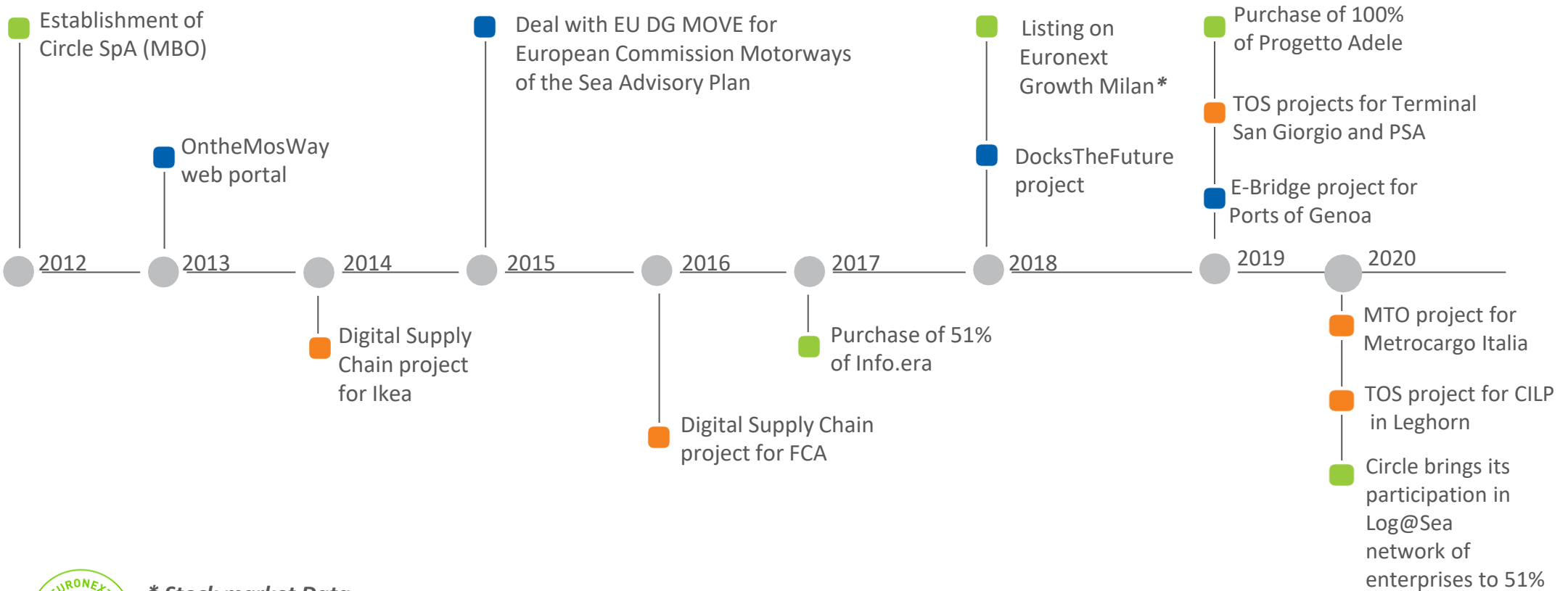
Corporate overview
Key Facts (1)

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

Establishment of Circle SpA (MBO)

OntheMosWay web portal

Deal with EU DG MOVE for European Commission Motorways of the Sea Advisory Plan

Listing on Euronext Growth Milan*

DocksTheFuture project

Purchase of 100% of Progetto Adele

TOS projects for Terminal San Giorgio and PSA

E-Bridge project for Ports of Genoa

2012   2013   2014   2015   2016   2017   2018   2019   2020

Digital Supply Chain project for Ikea

Digital Supply Chain project for FCA

Purchase of 51% of Info.era

MTO project for Metrocargo Italia

TOS project for CILP in Leghorn

Circle brings its participation in Log@Sea network of enterprises to 51%

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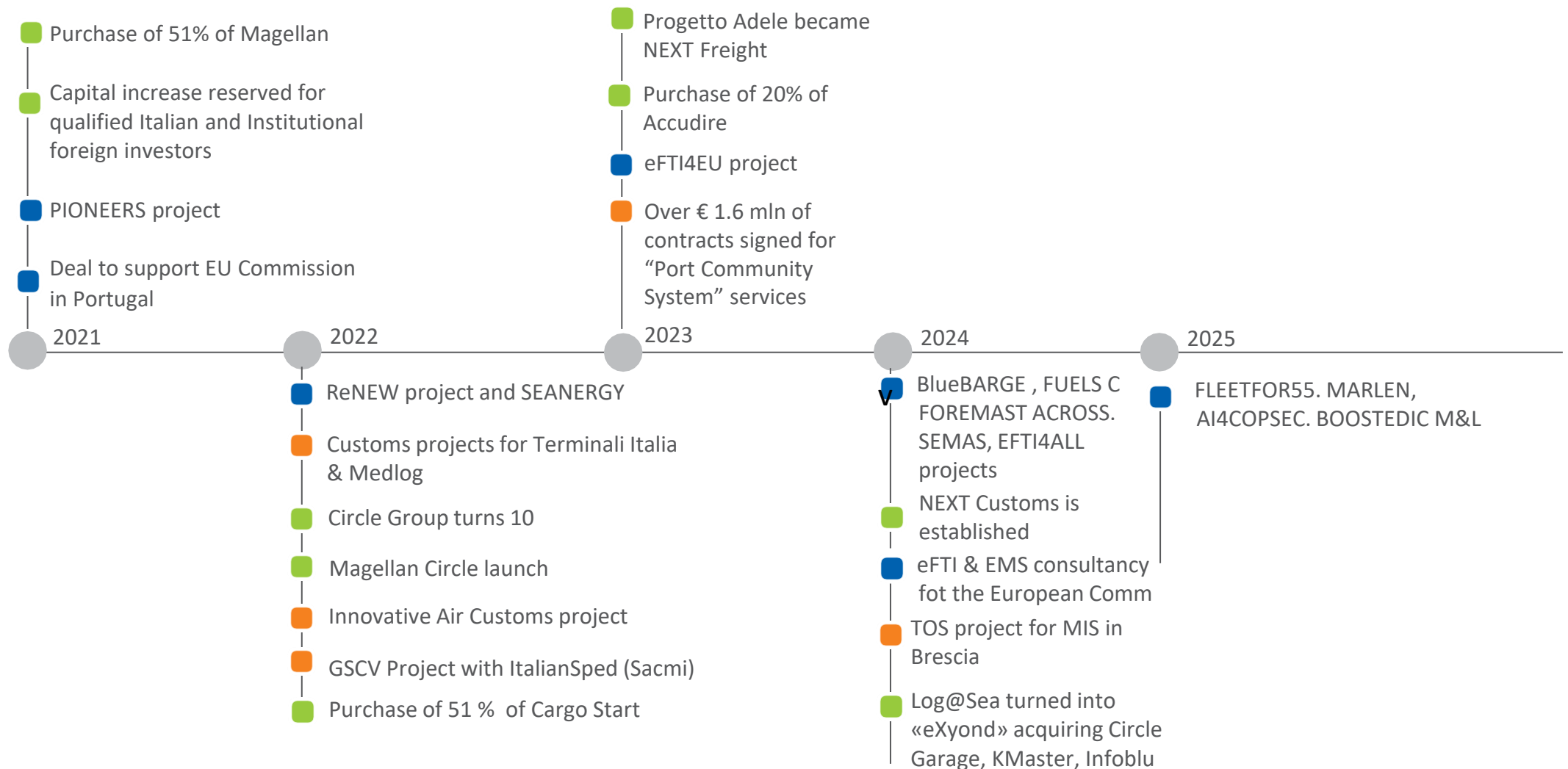*ISIN code for Stocks: IT0005344996 | Market: Euronext Growth Milan*

2021 – 2024

EURONEXT GROWTH MILAN

Corporate overview
Key Facts (2)

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

2021
- Purchase of 51% of Magellan
- Capital increase reserved for qualified Italian and Institutional foreign investors
- PIONEERS project
- Deal to support EU Commission in Portugal

2022
- ReNEW project and SEANERGY
- Customs projects for Terminali Italia & Medlog
- Circle Group turns 10
- Magellan Circle launch
- Innovative Air Customs project
- GSCV Project with ItalianSped (Sacmi)
- Purchase of 51 % of Cargo Start

2023
- Progetto Adele became NEXT Freight
- Purchase of 20% of Accudire
- eFTI4EU project
- Over € 1.6 mln of contracts signed for "Port Community System" services

2024
- BlueBARGE , FUELS C FOREMAST ACROSS. SEMAS, EFTI4ALL projects
- NEXT Customs is established
- eFTI & EMS consultancy fot the European Comm
- TOS project for MIS in Brescia
- Log@Sea turned into «eXyond» acquiring Circle Garage, KMaster, Infoblu

2025
- FLEETFOR55. MARLEN, AI4COPSEC. BOOSTEDIC M&L

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®: focus-ed on intermodal logistic operations (inland & port terminals, MTOs & maritime)

Extended Port Community System: connecting all players & processes involved in port (es. Sinfomar® in Trieste Port)

MasterSped®: evolutive platform for customs operators

Federative Services, TAP & GSCV, Customs Innovative Services

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

K-Master | Gate Automation & IoT

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

Infomobility

Collects data through **cameras**, black boxes and other means

Provides traffic data and B2B traffic information services to public and governmental agencies

+170
direct employees and a network of professionals

7 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. In 2024 turns into eXyond, acquiring Circle Garage – Infoblu - Kmaster

51% of MagellanCircle, advocacy services towards European institutions

51% of Cargo Start, Innovative Start-up providing innovative technological products in the air cargo field

21% of ACCUDIRE, first e-CMR platform in EU Med area

More than 30%
of revenues (CIRCLE) realised outside Italy; focus on Southern Europe, Mediterranean area, Black Sea and Middle East

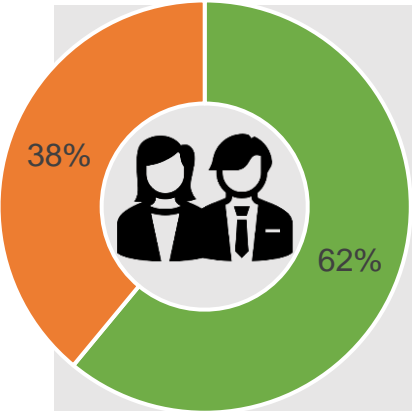### Revenues € 13.2 mln

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

Talents & team

GENDER
PERCENTAGE

38%

62%

38% WOMEN

62% MEN

*Promoting **diversity** and **inclusion** from recruitment to professional development*

AVERAGE AGE: 40 YEARS

PEOPLE IN IT ROLES: 46%

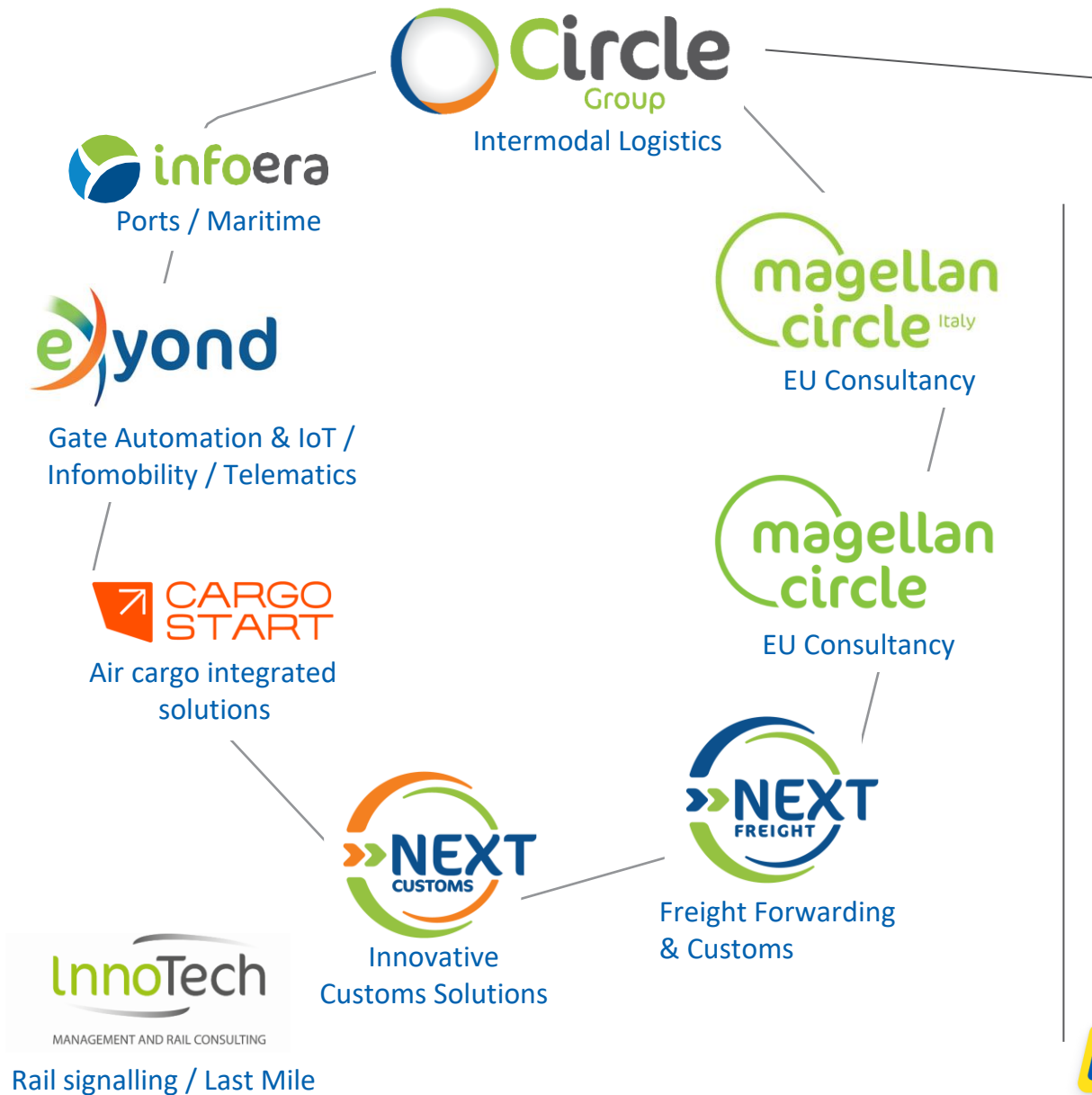**LEARNING INITIATIVES:** on specialized role-related topics and soft skills

PEOPLE
+170

DIFFERENT NATIONALITIES
8

WORKPLACE

OFFICES: coworking & hot desking

SMART WORKING: hybrid work opportunity

Corporate overview

Group Structure

Circle Group — Intermodal Logistics

infoera — Ports / Maritime

eyond — Gate Automation & IoT / Infomobility / Telematics

CARGO START — Air cargo integrated solutions

NEXT CUSTOMS — Innovative Customs Solutions

InnoTech MANAGEMENT AND RAIL CONSULTING — Rail signalling / Last Mile

magellan circle Italy — EU Consultancy

magellan circle — EU Consultancy

NEXT FREIGHT — Freight Forwarding & Customs

Complementary technologies / business

ACCUDIRE Your export. Made simple. — Digital Transport Document (e-CMR)

OPTIMeasy — Optimisation

BinarySystem — Rail undertaking solutions

MESA. — CPM & Consultancy

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

H2 READY — Hydrogen Decarbonisation

EETRA — ESG for Port, shipping & logistics

Telepass — Interoperability with tolling systems

Circle Group international coverage

Offices

- **ITALY**
  Genoa | Milan | Rome | Trieste | Catania | Asti

- **BELGIUM**
  Brussels

- **PORTUGAL**
  Porto

- **TURKEY, GREECE** (partner)
  Istanbul, Athens
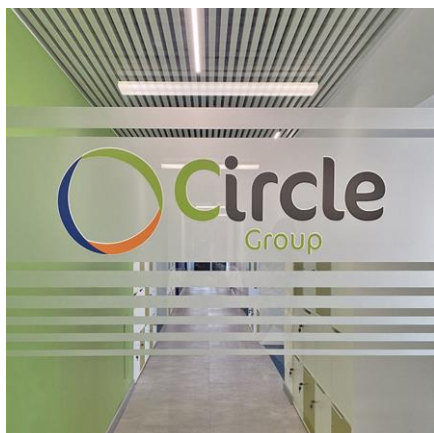
CIRCLE Group Headquarters in Genoa
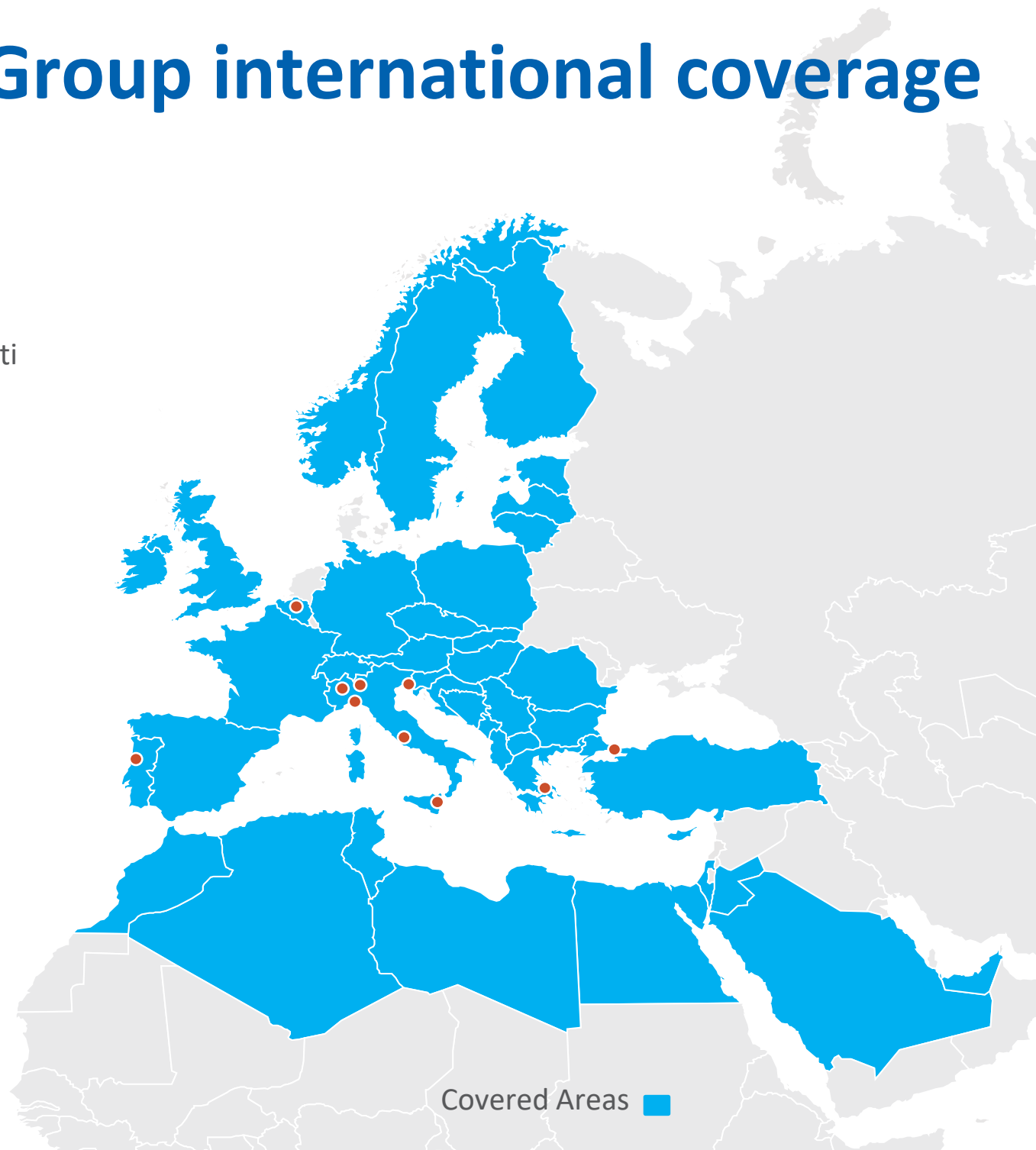
Covered Areas

Circle Group: 2012-2023 revenues

Group Revenues	
2023	€ 13.2 mln
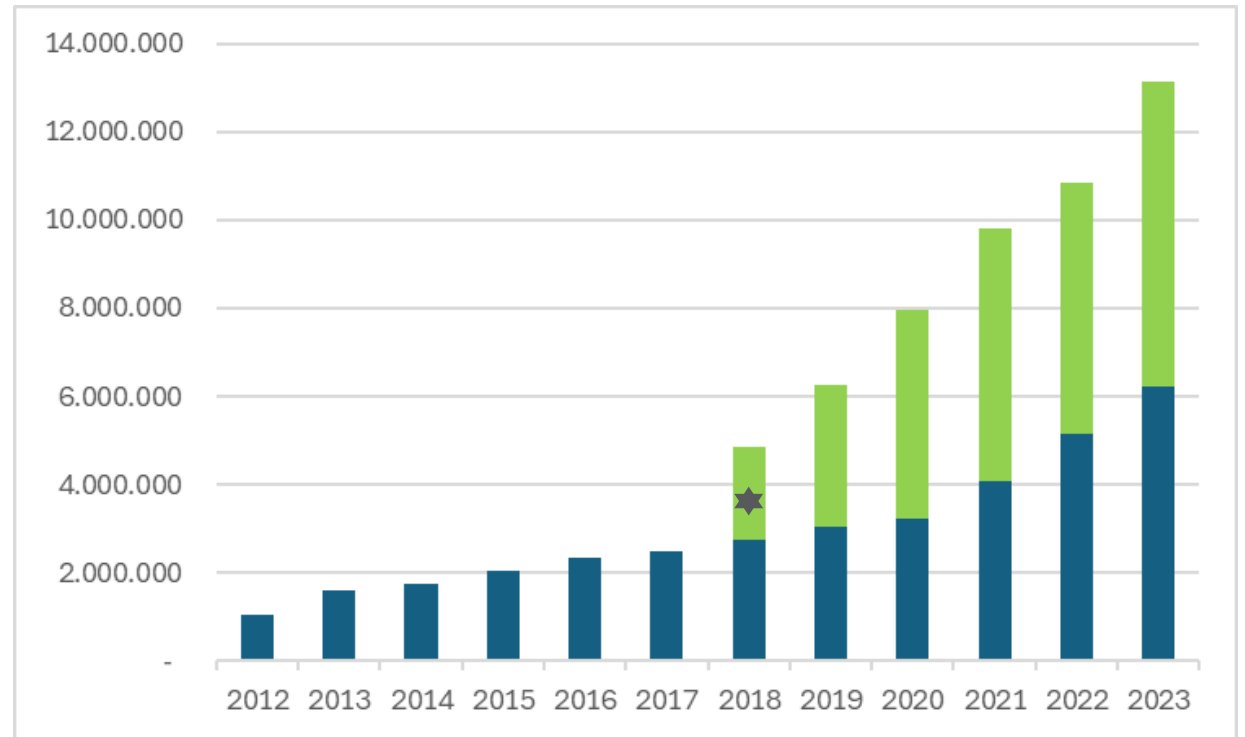
★ *Green numbers are related to Systematic M&A; Info.era (acquisition 01.01.2018), Progetto Adele (acquisition 01.08.2019) now NEXT Freight, Log@Sea (51% defined July 2020), MagellanCircle (51% at 31.05.22), CargoStart (51% at end 2022 – revenues not consolidated yet)*

R&D and Quality certification
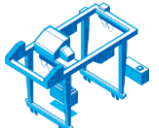
- 15% of Circle Group's budget is dedicated to **R&D and innovation projects**, with a specific focus on the application of new technologies to solid multimodal transport projects.

- 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 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

BUSINESS UNITS		
Innovative and Smart Supply Chain	Global Supply Chain Visibility	European Affairs Consultancy
Inland & Port Terminal Operators	Manufacturing & Distribution	EU Funding Accelerator
MTO & Rail Ecosystem	Freight Forwarders	Strategic Communication and Advocacy
Trucks	Customs Operators	International Consultancy
Ports Authorities & Communities		
Shipping Agencies		
Airport Communities & Air Cargo Operators		
Infomobility		

LINES OF BUSINESS

Circle Group

Connect 4 Agile Growth to a Federated Supply Chain

www.circlegroup.eu

Suite Agency

Extended PCS

KIOSK/TOTEM & Gate management

Mobile APP for cranes & yard equipments

Gate Automation for ports, terminals, dryports

Smart TOS

Optimisation & Digital Twin

Machine Learning & AI

Infomobility

Rail Management

Transport Appointment Platform

Transport Federative Platform

Global Supply Chain Visibility

ESG & Carbon Footprint

e-CMR integration

TMS

KMaster

MasterSPED

AIR Solutions

eCustoms & Freight Forwarders

Milos

yond GOS

infoblu

International Transport Regulations, Standards & Innovative projects

TAF TSI Standards

International Fast & Secure Trade Lane

eFTI Compliancy

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

Circle Group national nodes coverage

PORT

DRYPORT

AIRPORT

Trento
Pordenone
Cervignano
Montirone
Novara
Trieste
Milano
Padova
Venezia
Monfalcone
Arquata Scrivia
Santo Stefano di Magra
Ravenna
Lugo
Bologna
Carrara
Ancona
Mare Adriatico
Vodo Ligure
Genova
La Spezia
Savona
Prato
Livorno
Pescara
Bari
Civitavecchia
Marcianise
Brindisi
Mar Tirreno
Nola
Taranto
Salerno
Palermo
Catania
Augusta
Pozzallo
Siracusa

INNOVATIVE & SMART SUPPLY CHAIN

Inland and Port Terminal Operators

Multimodal Transport Operators & Rail ecosystem

Trucks

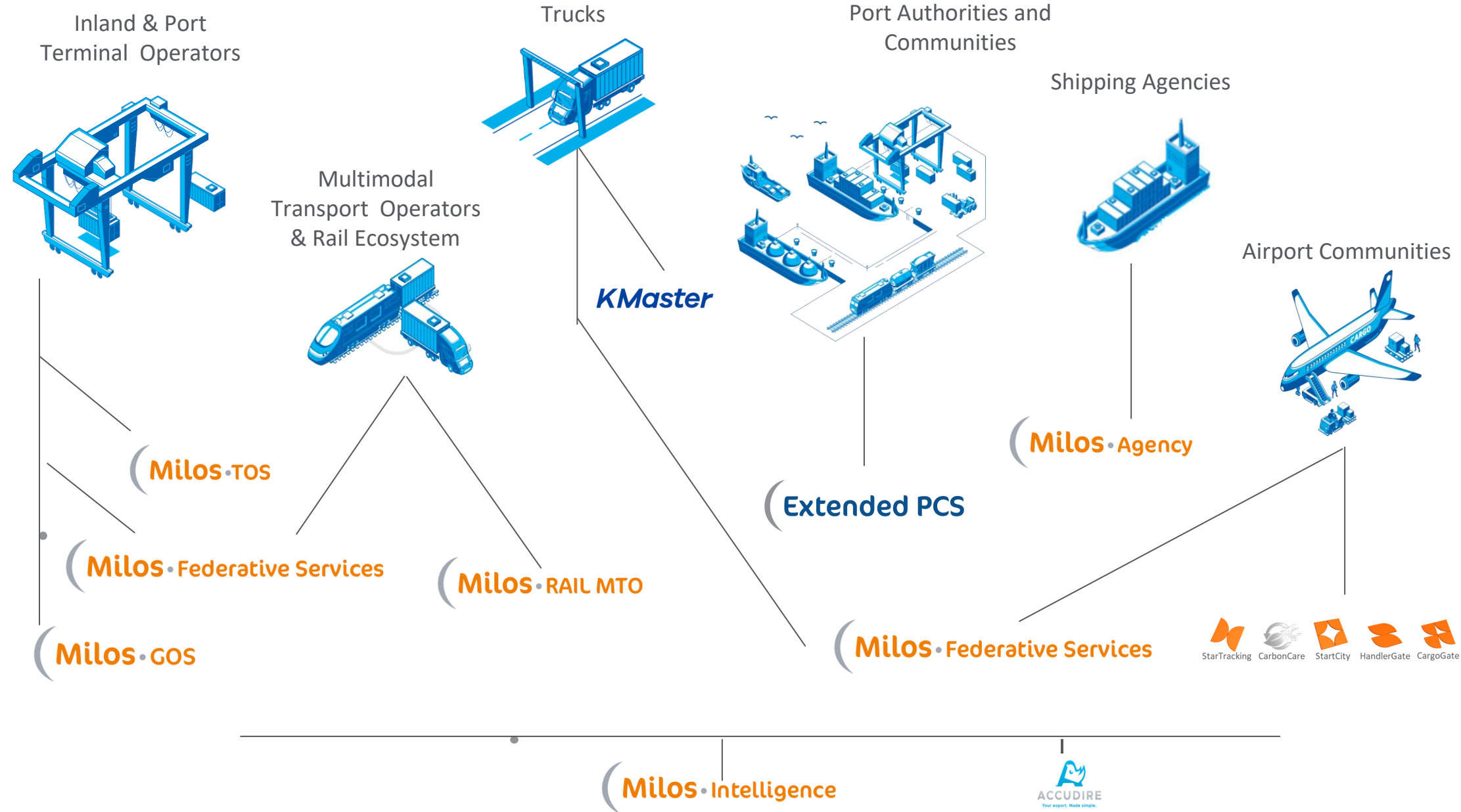Port Authorities & Communities

Shipping Agencies

Airport Communities

Clients and products

Inland & Port Terminal Operators

Multimodal Transport Operators & Rail Ecosystem

Trucks

Port Authorities and Communities

Shipping Agencies

Airport Communities

KMaster

Milos·TOS

Milos·Federative Services

Milos·GOS

Milos·RAIL MTO

Extended PCS

Milos·Agency

Milos·Federative Services

StarTracking CarbonCare StartCity HandlerGate CargoGate

Milos·Intelligence

ACCUDIRE
Your export. Made simple.

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*

Milos·TOS

)))) **Clients and products**

Gate Automation and Nodes Interoperability

Digital platforms to **simplify and automate procedures** for managing advance notice and access through road and rail gates, integrated with payment and image recognition systems for classifying container codes, number plates, vehicle type, damage registration, and more. Natively **integrated solutions** with PCS/TOS/ERP/TMS to automate and simplify check-in and access procedures, ensuring real-time effective management of gate entries and exits and historization of all data/events detected and speeding up procedures.

BENEFITS

- *Carrier appointments / Dock scheduling, Yard & Port efficiency solutions, Equipment automation, Yard and Port supervisors*

- *Interconnection with external service platforms through integrated federated services (dematerialization, e-FTI compliancy,etc..)*

- *Ensuring smooth management of all transits by following defined procedures for vehicles without booked access or missing documentation, preventing queues and operational disruptions.*

- *Track identification with electronic toll collection devices (e.g., Telepass) and integrations with major Payment Service Providers (PSPs) such as Nexi*

- *Pre advice and Truck Appointment Platform: allow road hauliers to book ITU delivery and/or pick-up at the Terminal by providing ITU and goods information, uploading required documentation, and receiving operation authorization from the terminal.*

Milos·GOS

Success Cases

Client & Needs

Compagnia Impresa Lavoratori Portuali (CILP) provides loading/discharging operations related to the management of the entire port operational cycle. 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.

Client & Needs

Magli Intermodal Service (MIS) is a company specialising in intermodal transport services, with the aim of harmonising and digitising the management procedures for intermodal transport services (MTO), truck transport and the management of the Montirone inland terminal.

Solution

Milos® MTO has optimized multimodal transport by improving efficiency and resource management across all logistics and operational processes.

Milos® TFP has increased truck service efficiency by simplifying order management and enhancing traceability.

Milos® TOS has improved inland terminal efficiency by automating processes and reducing transit times.

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 commercial 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*

- *Natively integrated with other Circles's Milos products: Milos TOS, Milos Tracking Federative Platform and Milos Green Dashboard*

Milos · RAIL MTO

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

Trucks Companies

With over 15 years of experience in Value-Added Services for **geolocation** and **heavy vehicle fleet management,** it supports **logistics, business optimization,** and the **safety of goods and personnel.** It operates a telematics platform serving approximately 80,000 vehicles and 7,000 companies, providing multilingual technical support, a network of over 1,000 installers, a 24/7 security center, and managing inventory and logistics for the refurbishment of onboard devices.

BENEFITS

- *Fleet management with specific Truck maps for route representation and calculation, through a single interface that allows toll payment in Italy and Europe, and fleet management with summary dashboards and dedicated alerts*

- *Features for managing Fleets of Trucks and Light Vehicles, high-level fleet control dashboards, real-time vehicle location, position details with street view, real-time traffic situation using Autostrade per l'Italia cameras, toll cost estimator, and mission assignment to the driver's app.*

- *Management of fuel consumption and refueling, vehicle maintenance scheduling, temperature monitoring and management for cargo compartments, access control, badge authentication, and driver communications via app with multilingual services*

KMaster

Data Management (2024)

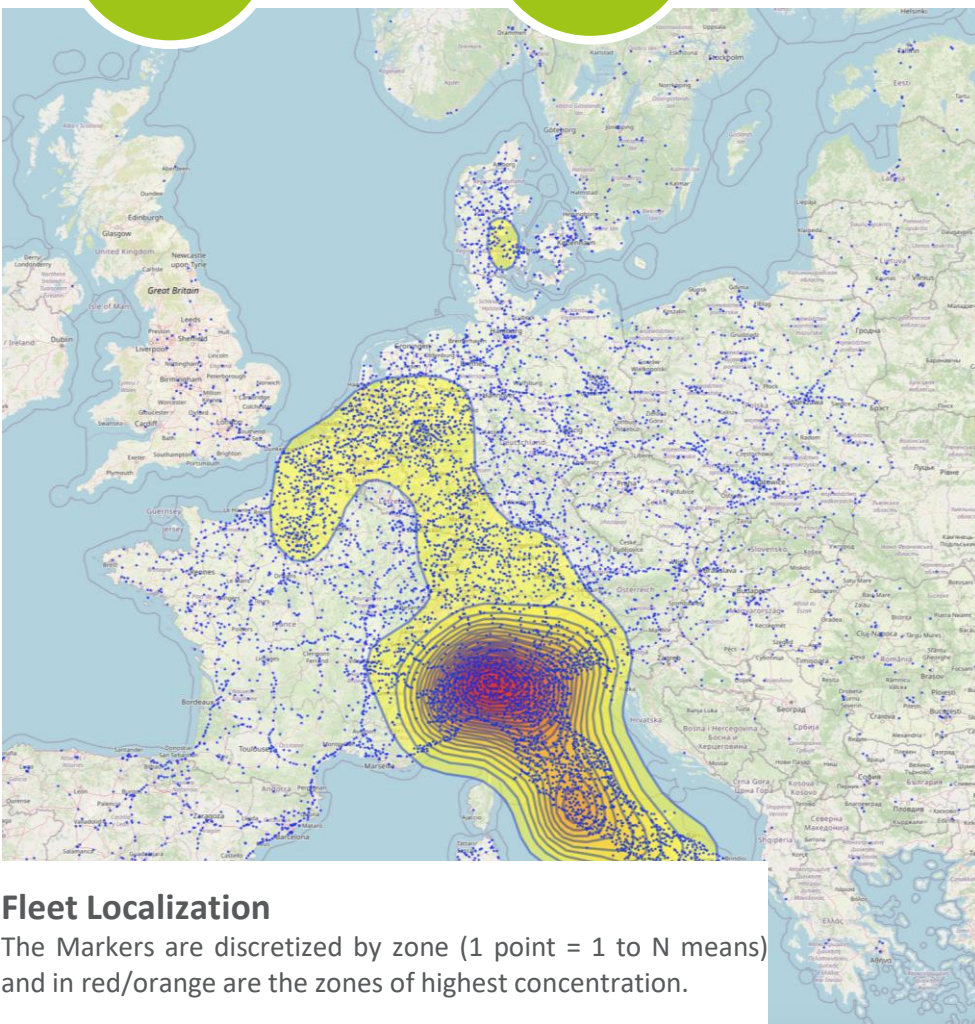| Events Managed	Connected Controllers	Active Trucks EU	Generated Alarm	Logins performed
+ 7 Billion	**+ 65** K	**+80** %	**+ 5** Million	**+ 2** Million

Fleet Localization

The Markers are discretized by zone (1 point = 1 to N means) and in red/orange are the zones of highest concentration.

OpenStreetMap – Source

Monthly Trend – Event collection

Event Collection (excluding holidays and pre-holidays)

gen-24	feb-24	mar-24	apr-24	mag-24	giu-24	lug-24	ago-24	set-24	ott-24	nov-24	dic-24
159%	164%	174%	170%	184%	180%	205%	162%	188%	206%	193%	184%
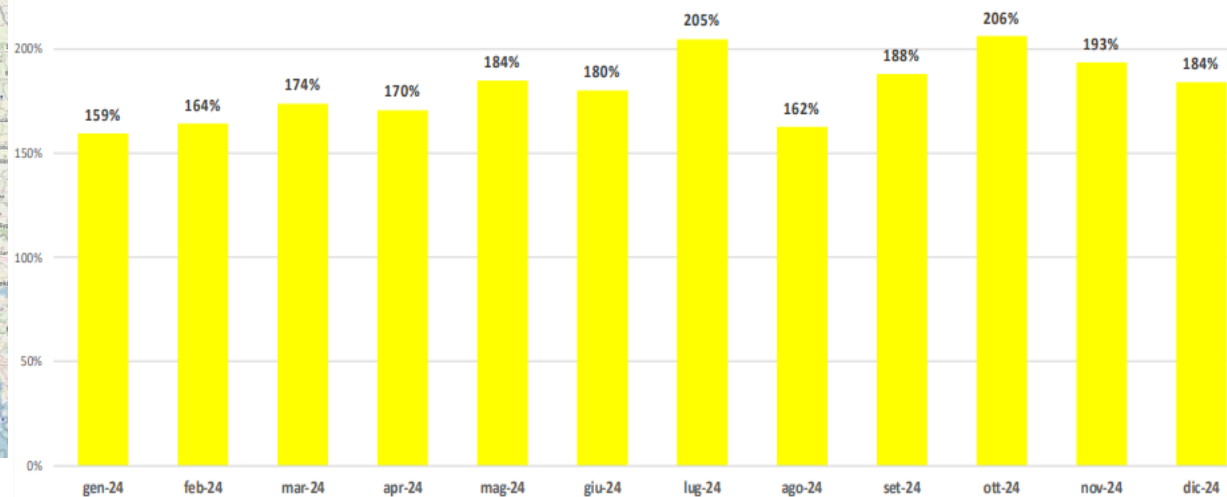
Extended PCS

〉〉〉〉 **Clients and products**
Port Authorities & Port Communities

Our **Extended Port Community System** 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, Extended PCS 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*

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.

A common company Newco PCS in u

Milos® Suite Agency is a well proven program specifically tailored for all planning, management & documentation operations for ship agents.

The fact that information is entered only once to cover various documents and figures regarding the actual port call taking place, this reduce time consuming tasks to a minimum by implementing standardized computer procedures.

The software is composed by **several modules** and thanks to the modular solutions, it allows the installation of features that are needed

BENEFITS

- *Manages railway traffic, CH30 dematerialization, and third-party IT platform interoperability.*
- *Handles ship procedures and customs documentation for maritime agencies.*
- *Defines user groups with module access based on roles.*
- *Enables trip data management and dangerous goods declaration.*
- *Allows shippers to input, edit, and import vessel data into posters*
- *Creates and updates ship practices, with data auto-transferred to other modules.*
- *Manages ENS/EXS declarations, MRN numbers, and costs/revenues via automated price lists.*
- *Oversees companies interacting with the agency, such as shipowners and shippers*

Milos·Agency

)))) Federative Services

Digital transformation is rapidly changing the global supply chain

Milos · Federative Services

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*

Clients and Products

Dematerialisation of documents (e-CMR & e-DDT)

e-CMR is the electronic version of CMR (Convention des Marchandises par Route), the document governing the international carriage of goods by road.

The e-CMR plays a key role for traceability, regulatory compliance and verification of goods deliveries.

It's a mandatory document: it's essential for the sender to get the document signed back from receiver.

E-DDT is the electronic version of the delivery note.

This document is issued by companies to manage and to certify the deliveries of goods within the national territory.

It is a mandatory document only when the sender wants to benefit from deferred invoicing.

BENEFITS

- *Reduction of management costs: time and money saving (-60% e-CMR vs CMR)*
- *Optimisation of administrative processes and lower risk of mistakes*
- *Greater documents accuracy*
- *Elimination of the risk of fraud*
- *Traceability of freight transports*
- *Less environmental impact*
- *Reduction of management costs: time and money saving*
- *Optimisation of administrative processes and lower risk of mistakes*
- *Greater documents accuracy*
- *Less environmental impact*

ACCUDIRE
Your export. Made simple.

Optimisation & AI
Crosswise & added value tools

Milos® Intelligence is a set of compatible and integrable solutions that bolster Supply Chain planning, optimization, and control through the combination of Optimization and Artificial Intelligence. These services provide invaluable assistance to transport operators and decision-makers, aiding them making optimal strategic, tactical.

Milos® Intelligence includes optimisation tools that serve as decision support systems enabling the simulation and planning of more efficient transport operations and management. It offers solutions to facilitate the optimization of road transport operations by streamlining the management of first and last mile road trips as well as solutions for railway shunting.

Milos · Intelligence

BENEFITS

- *Decision Support Systems*
- *Operations' optimization*
- *Planning and management support*
- *System status monitoring*
- *Simulations and predictive suggestions*
- *Time, cost and emissions reduction*

The Client

Autorità di Sistema Portuale del Mar Ligure Occidentale (AdSP MLOc) is the authority responsible for managing and coordinating the ports of Genoa, Savona and Vado Ligure.

Within the Port of Genoa, it works with **Fuorimuro - Servizi Portuali e Ferroviari S.r.l**., a Genoese company specialising in the management of rail shunting and logistics services.

Needs & Requirements

As many ports, Port of Genoa faces challenges in rail traffic management due to limited space and resources, which results in bottlenecks and reduced efficiency.

To address this, solutions must adapt to facility-specific needs, accounting for infrastructure, resources, and train compositions. The resulting tool should enable the staff to efficiently plan and manage shunting activities in order to ensure smooth operations.

Solution

 Milos® Port Rail Shunting Optimisation is the specialised solution for planning rail shunting in ports.

This tool simplifies the planning of train movements within port areas using **optimisation models** and **algorithms** and can adapt to different stages of the process: from strategic organisation to the operational re-planning of shunting required due to unforeseen events.

The solution was developed and applied within the port of Genoa and integrated with the TrainShunt software, a dedicated railway shunting management software developed by Binary System.
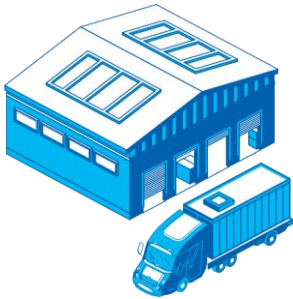
GLOBAL SUPPLY CHAIN VISIBILITY

Manufacturing & Distributions
Shipper & Freight Forwarders
Customs Operators
Air Cargo Operators

Clients and products

Manufacturing & Distributions

Air Operators

Freight Forwarders

Customs Operators

Milos · GSCV

Milos · Federative Services

StarTracking CarbonCare StartCity HandlerGate CargoGate

MasterSPED

Milos · eCustoms

Milos · Intelligence

ACCUDIRE
Your export. Made simple.

*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
Manufacturing & Distribution

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*

Milos·GSCV

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 specialising in forwarding, transport and integrated logistics services. The company, a leader in logistics engineering, focuses on key logistics areas to improve territorial synergy, guaranteeing punctuality, precision and customer care with increasing attention to **environmental issues**.

Solution

Milos® Green Dashboard is a state-of-the-art platform designed to support companies in the sustainable management of their logistics operations. Thanks to advanced analysis tools and intuitive dashboards, it allows you to monitor and optimise your environmental impact, ensuring compliance with the latest standards and integrability with various technological solutions.

Key project figures

- **Calculation of entire transport chains** (air, ocean, rail, road, waterways) and estimate emissions
- **European standard & ISO compliant (**ISO 14083) Global Logistics Emissions Council (GLEC) Framework, GHG Protocol
- **Software-as-a-Service (SaaS)**: native integration both with products of CIRCLE Group and with thirdparties ERP
- **Future Proof**: agile, constantly updated and adaptableto new regulations and standards
- **Analytics & Dashboard**
- **Document generation:** reports in excel and pdf

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 Cargo Operators

StarTracking®: the airport-to-airport visibility platform designed around the needs of logistics providers, delivering real-time shipment status updates from multiple carriers.

CargoGate®: the Cargo Community System (CCS) platform developed to streamline the exchange of electronic messages between logistics providers and air cargo carriers.

HandlerGate®, the Cargo Management System (CMS) solution, developed to streamline the exchange of electronic messages between SME (Small Medium Enterprises) ground handling companies and air cargo carriers.

StartCity®: the CCS module developed to streamline the interaction between logistics providers and cargo airport community system.

ACS - Airport Cargo Community System: ACS is an advanced digital platform designed to integrate the various airport-to- airport (A2A) activities and processes associated with air cargo handling and clearance

| StarTracking | StartCity | HandlerGate | CargoGate | ACS |

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**

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*

MasterSPED

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 B.I
Iscotrans

Client and requirements

Iscotrans is a global freight forwarder providing sea, air, and land transport, along with logistics and international distribution services. Managing its vast data accurately is crucial for generating reports and enabling quick, effective decision-making.

Iscotrans faced challenges in analyzing profitability by comparing revenues and costs, identifying the most efficient economic networks, recognizing key revenue-generating clients, tracking the number and types of containers, pinpointing major ports of departure and arrival, and calculating the average duration of receivables globally and per customer.

Solution

With **MasterBI®**, a schedule was created to track customer invoices and calculate Days Sales Outstanding (DSO). The tool includes filters (e.g., buyers, returns, traffic lines, containers) that can be cross-referenced, enabling profitability analysis based on selected criteria.

Benefits

- Absolute data integrity and security, integration with ERP data

- Detailed, real-time analysis of the company's economic situation, in terms of the profitability of files

- Real-time monitoring of transport and goods status

- Generation of detailed financial reports, improved data quality and service delivery

Clients and products
Customs Operators

Through **NEXT Customs,** Circle Group delivers innovative customs technology solutions and services that provide a comprehensive and harmonized view of new legal frameworks and regulatory scenarios (both at the National and EU level), in order to make all supply chain operators interoperable.

Core activities include professional customs training, equipping companies with the knowledge and skills needed for regulatory compliance, digital solutions available in both license and service form (SaaS & PPU).

It also offers support services in managing customs procedures on behalf of third-party companies.

BENEFITS

- *Facilitated access to customs simplifications*

- *Reduction of physical and documentary controls*

- *Ability to request a specific location for control*

- *Reduction in customs port transit and customs clearance time at destination*

- *Reduction in overall transportation costs and time*

Milos·eCustoms

Federative Services - Overview

	CLIENTS				
FEDERATIVE SERVICES	**Shippers**	**Multimodal Transport Operators and Rail Companies**	**Freight Forwarders and Customs Operators**	**Air Cargo operators**	**Port and Inland Terminals**
	• *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 Dashboard
•Truck smart gate
•Federative Services: list & client
•International Fast & Secure Trade Lane
•Edifact / Ediges engine
•Asset tracking
•H30 / intermodal pre-announcement / inland

$)$ $)$ $)$ $)$ # Success Case
Dematerilisation for Freight Forwarders

Together with ACCUDIRE, Circle Group has developed a complete digitalisation with the new e-CMR system, for the realisation of an integrated digital platform able to help the actors along the global logistics supply chains in the exchange of information and the management of document flows accompanying the shipment of goods.

The system was tested in two pilot projects inside the **Start 4.0**, one of these last 26th of July from Italy to the Netherlands, with the goods being received on 2 August.

The e-CMR electronic document was created via an API interface, with automated advanced electronic signatures for sender and receiver.

Each signature was notarised on blockchain, guaranteeing data inalterability, maximum security and traceability, along with real-time geolocation of those involved.

BENEFITS

- *Improved supply chain quality, efficiency, visibility*

- *Greater speed in information exchange, simplification and reduction of data access and recovery times, rapid response in case of checks by the competent authorities, faster invoicing thanks to real-time proof of delivery*

- *Reduction of environmental impact*

INFOMOBILITY

Public Administration

Road network operators

International data providers

Numbers

From data collection to the generation of **final information**. Infoblu monitors and controls traffic and road information through the use of BIG DATA.

- GPS data from 4 million vehicles

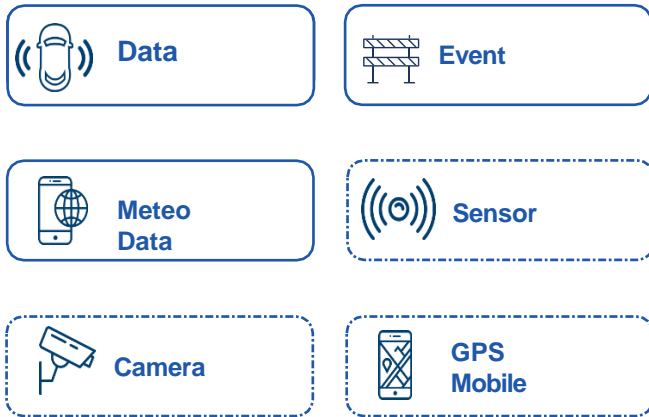- 2.5 billion GPS data points per day

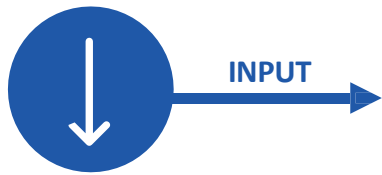- 200,000 km monitored (urban roads, extra-urban roads, and highways).

Infoblu Traffic is the proprietary geospatial platform through which Infoblu provides services, products, and solutions via **APIs, on-premises, or as licensed software**.
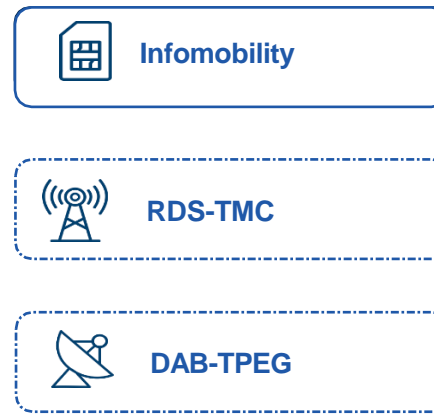
The vector MapServer, the core of the platform, is highly customizable and suitable for representing any type of information.

Infrastructure fully on **Google Cloud Platform**.

The Business

INPUT → **MERGE** → **DISTRIBUTION** → **CLIENTS**

INPUT	MERGE	DISTRIBUTION	CLIENTS
Data	Data Integration	Infomobility	Mobility Operators
Event	Data Rapresentation	RDS-TMC	International Suppliers Data
Meteo Data		DAB-TPEG	Administration Public
Sensor			Automotive e PND
Camera			
GPS Mobile			

Data acquired from various infrastructures.
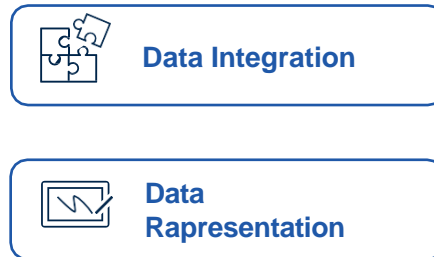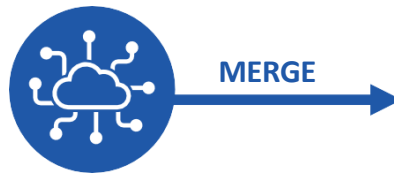
Delivery through broadcast channels and mobility information services

Data Services

Indicators

Heatmap

Road travel indices.

Matrici O/D spostamenti veicolari

Speed on road sections.

Travel time on road sections.

Road Data Meteo

SERVIZI DATI

Traffic and mobility Data in real time

Speed limits

Maps Services

Soft mobility data

Parking stops and demand

Public Transport Data
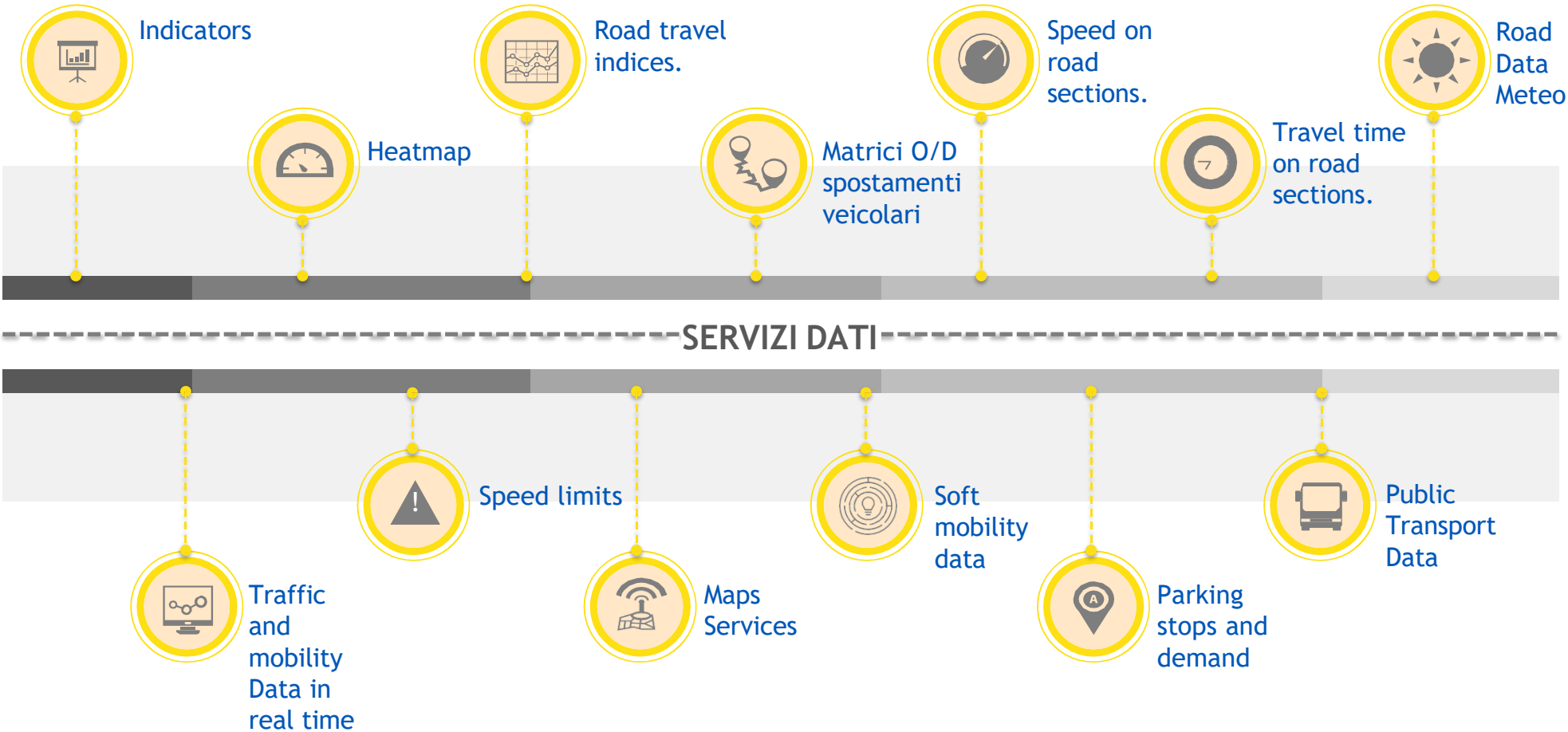
Information provided by the system
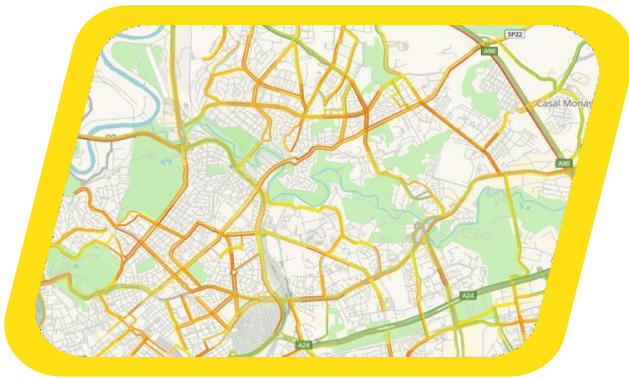
Coloring

Coloring of the road network that changes based on traffic conditions
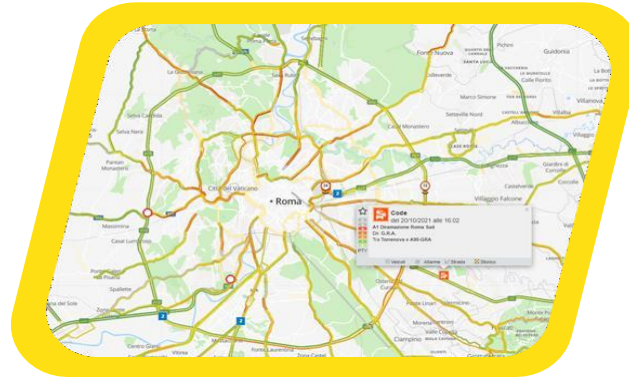
Events

Certified events related to the national road network of the TMC
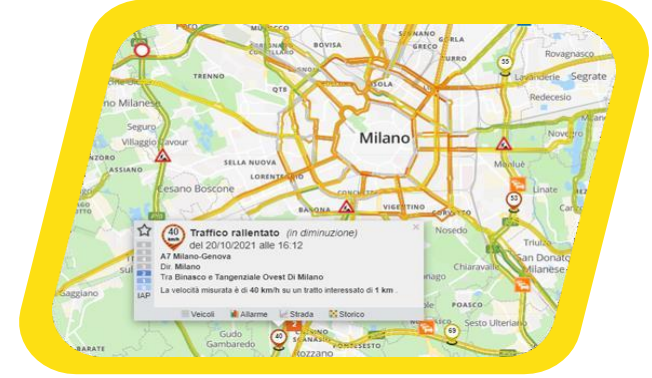
Alert

Indicators that signal significant deviations between the observed speed and the expected speed

Advanced search tools
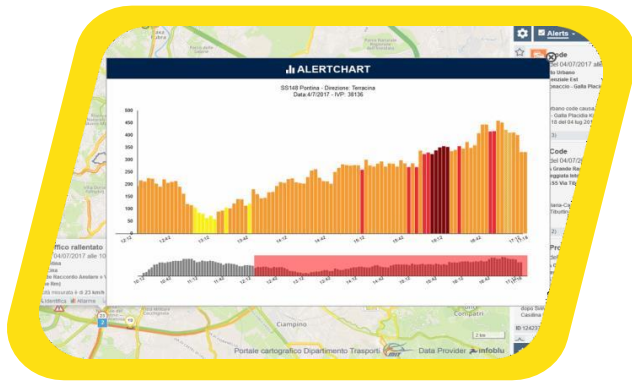
Graphic Alert

Monitoring of traffic disruption trends over time
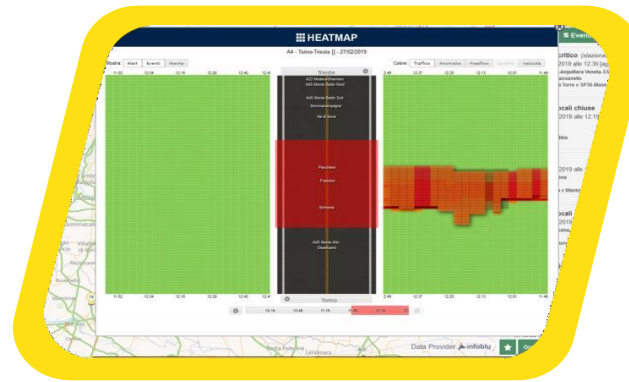
Graphic Heatmap

Visualization of traffic trends in space–time–speed coordinates
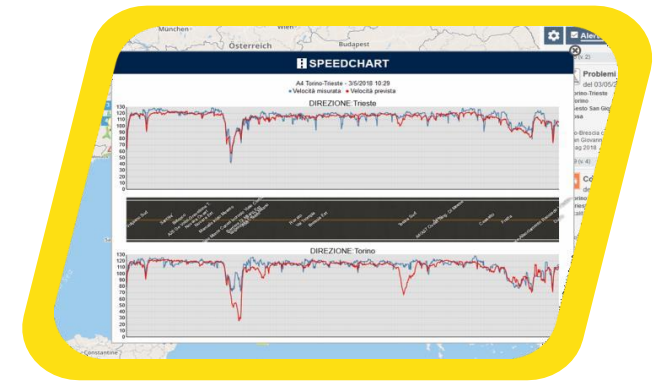
Graphic road

Linear indication of the measured speed compared to the expected speed along the entire road section under examination.

))) **DDS Traffic Information**

DSS Innova Traffic uses the vehicle as a "virtual" sensor to estimate movements on each section of the highway network.

- Hourly estimation of traffic conditions on each individual highway section (ML and MP).
- Performance calculation in terms of standard KPIs (service levels, saturation indices, delay index).
- Representation of data on a graphical interface with export options.
- Historical analysis.
- Support for operational decision-making, such as:

CLIENTS & PRODUCTS

- *Public Administration (MIT, CCISS, PAT…)*
- *Road network operators (ANAS, ASPI, Autostrade Alto Adriatico…)*
- *International data providers (Here, Inrix)*
- *Call centers and telecommunications operators (Telecom…)*
- *Others (A2A, Tecne, Intermodal applications…)*

- *WTA is a software for real-time traffic monitoring.*
- *DSS IT is a decision support tool for evaluating the performance of road networks.*
- *Newsletters for radio programs (with speakers or voice assistants), customizable by geographic area.*

infoblu

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

Circular Economy

Environment

Energy Transition

Mobility

Ports

Transport & Logistics

Artificial Intelligence
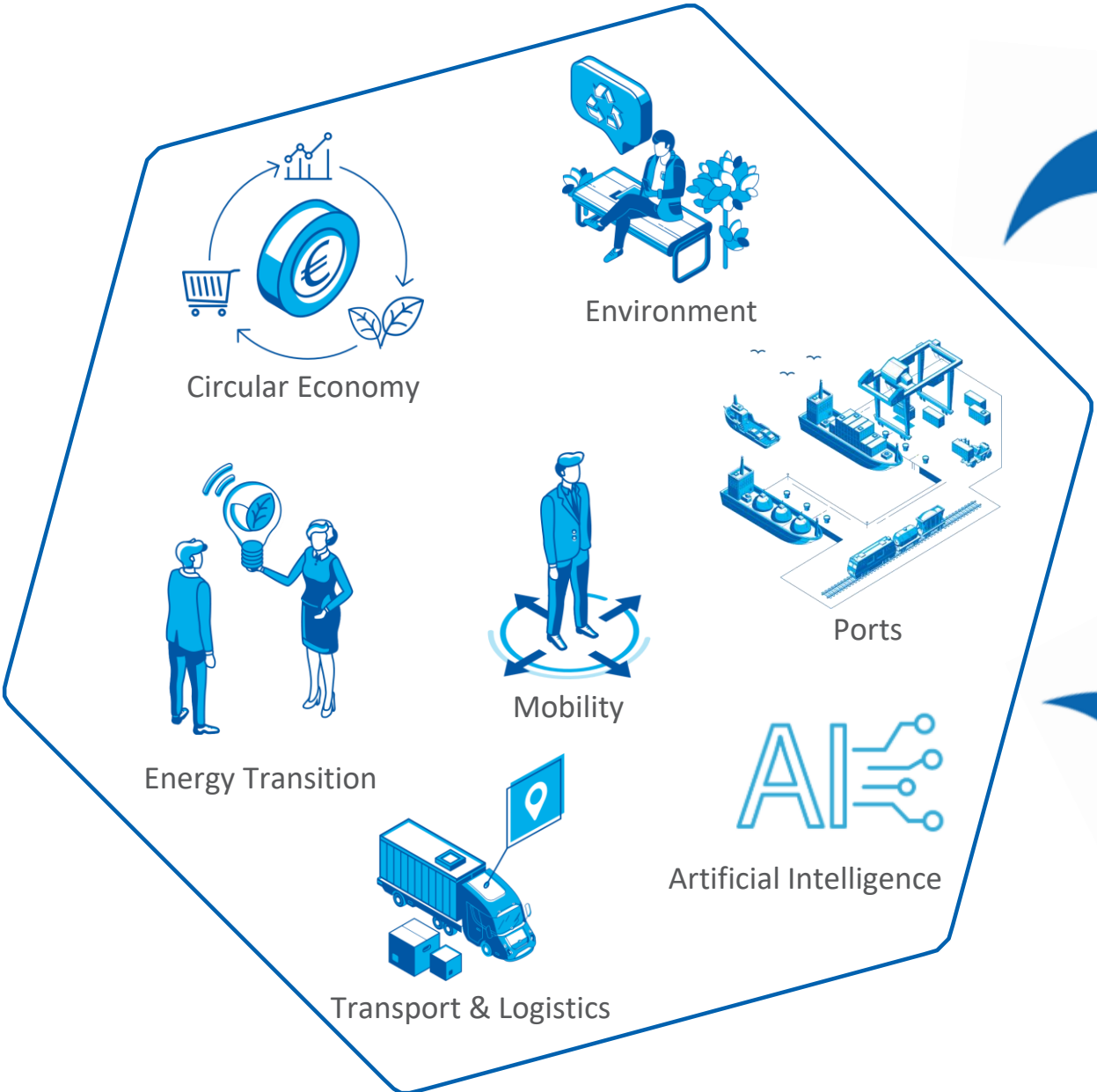
EU FUNDING ACCELERATOR

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
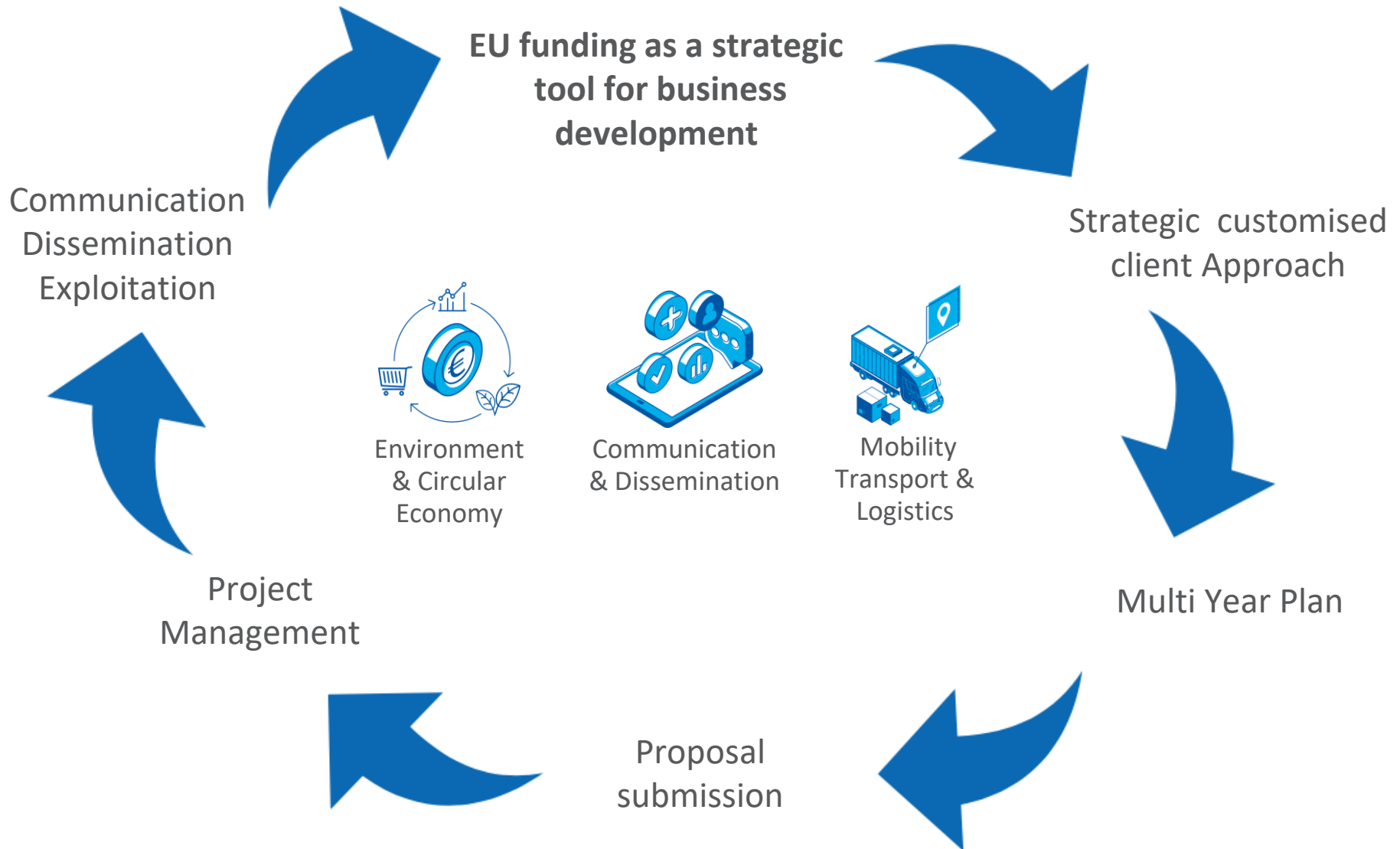
Clients and services

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*

)))) **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
- BlueBARGE
- RENEW
- CLARION
- FUELS C
- AUTOMOTIF

- FLEET FOR 55
- MARLEN
- SEMAS
- EFTI4EU
- EFTI4ALL
- BOOST EDIC M&L

- FOREMAST
- BOSS
- ACROSS
- WASTE2BIOCOMP
- AI4COPSEC

Events (physical, hybrid, virtual)

- TRA Lisbon 2022: the largest European research and technology conference on transport and mobility with more than 2000 attendees

- Offshore wind revolution (2016, 2017, 2018, 2019, 2020) dedicated to discussing the growth opportunities of offshore wind energy in Italy and the whole Mediterranean area.

- BILOG - Logistics and Maritime Forum 2017, 2019, 2022 concerning EU Transport Policy and investments on the entire logistic chain

- European Maritime Space Forum explores sustainability, energy transition, and infrastructure in European maritime transport, aiming to integrate maritime networks into the EU's broader transport system

)))) 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*

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

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.

EMS consultancy

Since 2016 we are the leading consultant entity supporting the European Coordinator for the former Motorways of the Sea, now European Maritime Space (according to Regulation (EU) 2024/1679) in the definition of the Detailed Implementation Plan for EMS, setting future policy guidelines for maritime activities within the European Transport Network

INTERNATIONAL CONSULTANCY

Main Success Cases

Circle Group

Legend

- 🟢 **(Air)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**

Map labels

Norway, Ireland, Netherlands, Belgium, Switzerland, France, Austria, Slovenia, Romania, Moldavia, Ukraine, Portugal, Spain, Italy, Bulgaria, Georgia, Greece, Turkey, Lebanon, Palestine, Israel, Jordan, Tunisia, Morocco, Algeria, Libya, Egypt, Cape Verde, Senegal, Guinea, Sierra Leone, Ghana, Ivory Coast, Kenya, Tanzania, Seychelles, Comoros, Madagascar, Mauritius, Reunion, Mozambique, South Africa, Pakistan, India, Sri Lanka

Atlantic Ocean

Indian Ocean
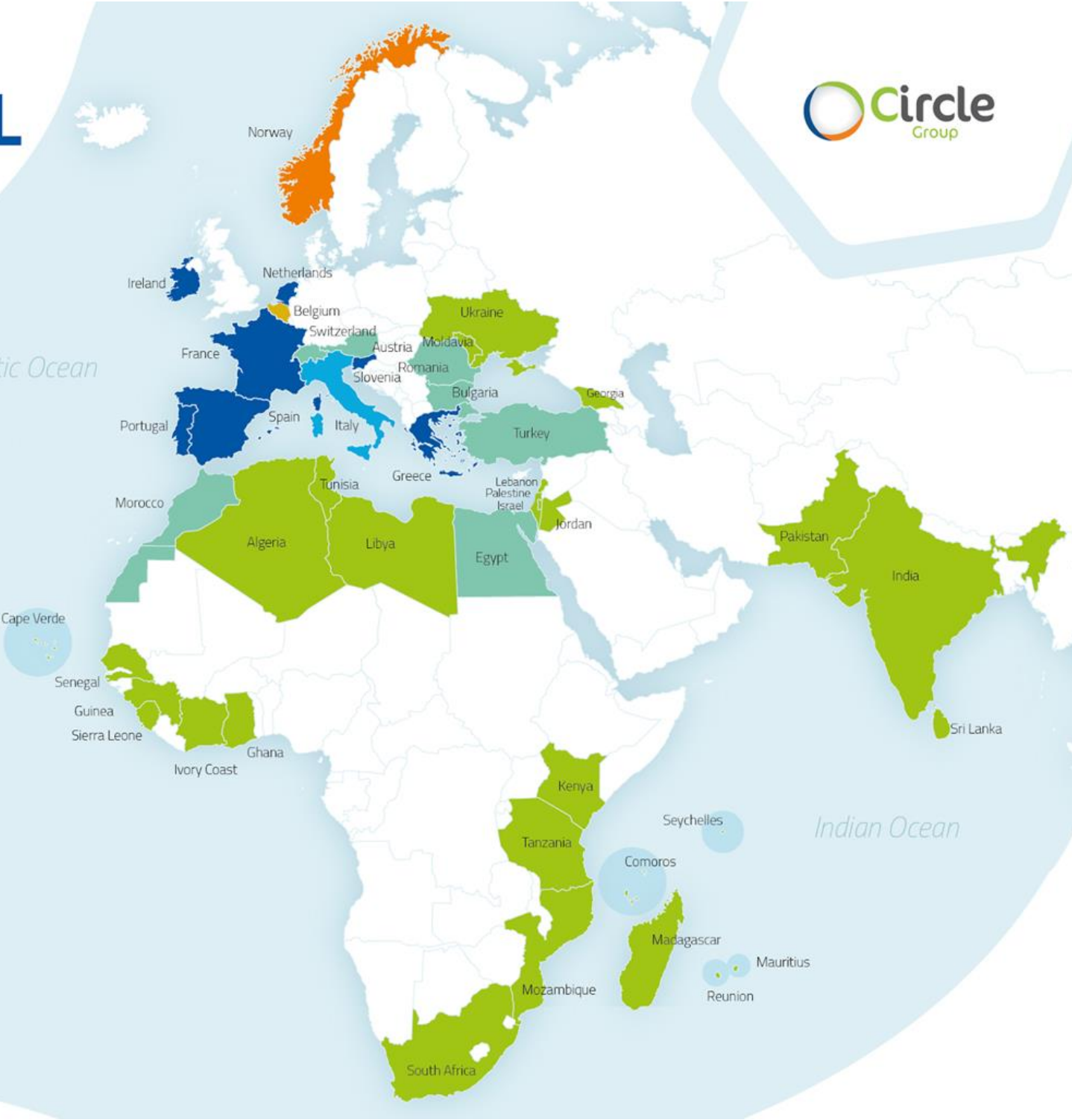
VISION FOR THE FUTURE

Product evolution

«Connect 4 Agile Growth» roadmap

infoblu

ACCUDIRE — *Your export. Made simple.*

Milos

MasterSPED

Extended PCS

sesamo

KMaster

- ● Milos for NOTARISATION (BLOCKCHAIN)
- ⬡ MACHINE LEARNING + ARTIFICIAL INTELLIGENCE Integrated
- ⬢ DIGITAL TWIN
- ● GREEN dashboard
- ● BIG DATA Integrated
- ⬢ Free Zone & ZES
- ⬢ TOS RAIL & YARD 3.0
- ⬢ MILOS GSCV
- ⬡ SEMANTIC & ROBOTIC PROCESS AUTOMATION integrated
- ⬢ RAIL LAST MILE
- ⬢ Milos OPTIMISATION
- ● Fast Export
- ● MOBILITY DATA SPACES
- ⬢ Milos GATE AUTOMATION
- ⬢ Milos IOT 3.0
- ⬢ Milos CUSTOMS 4.0
- ⬢ Milos MTO
- ⬡ INTERNATIONAL FAST & SECURE TRADE LANE
- ● EU Maritime 2025
- ⬢ Milos Equipment
- ⬢ MasterSped 10.3
- ● INTERMODAL TRIANGULATION
- ● eCustoms 2026
- ⬢ FEDERATIVE PLATFORM for Freight Forwarder and Agencies 4.0
- ⬢ eFTI compliancy
- ⬢ eFTI Platform
- ⬢ Air Fast Transfer
- ⬢ Intermodal e-CMR

● **2025** ────────── ● **2028**

Services evolution

«Connect 4 Agile Growth» roadmap

EU Funding Accelerator

Strategic Communication and Advocacy

International Consultancy

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

+150% Project Value

2025 — **2028**

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

2028 Geographical Expansion
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 (2025-26)*
- *Countries for future developments (2027-2028)*
- *Ports Clients/Projects*
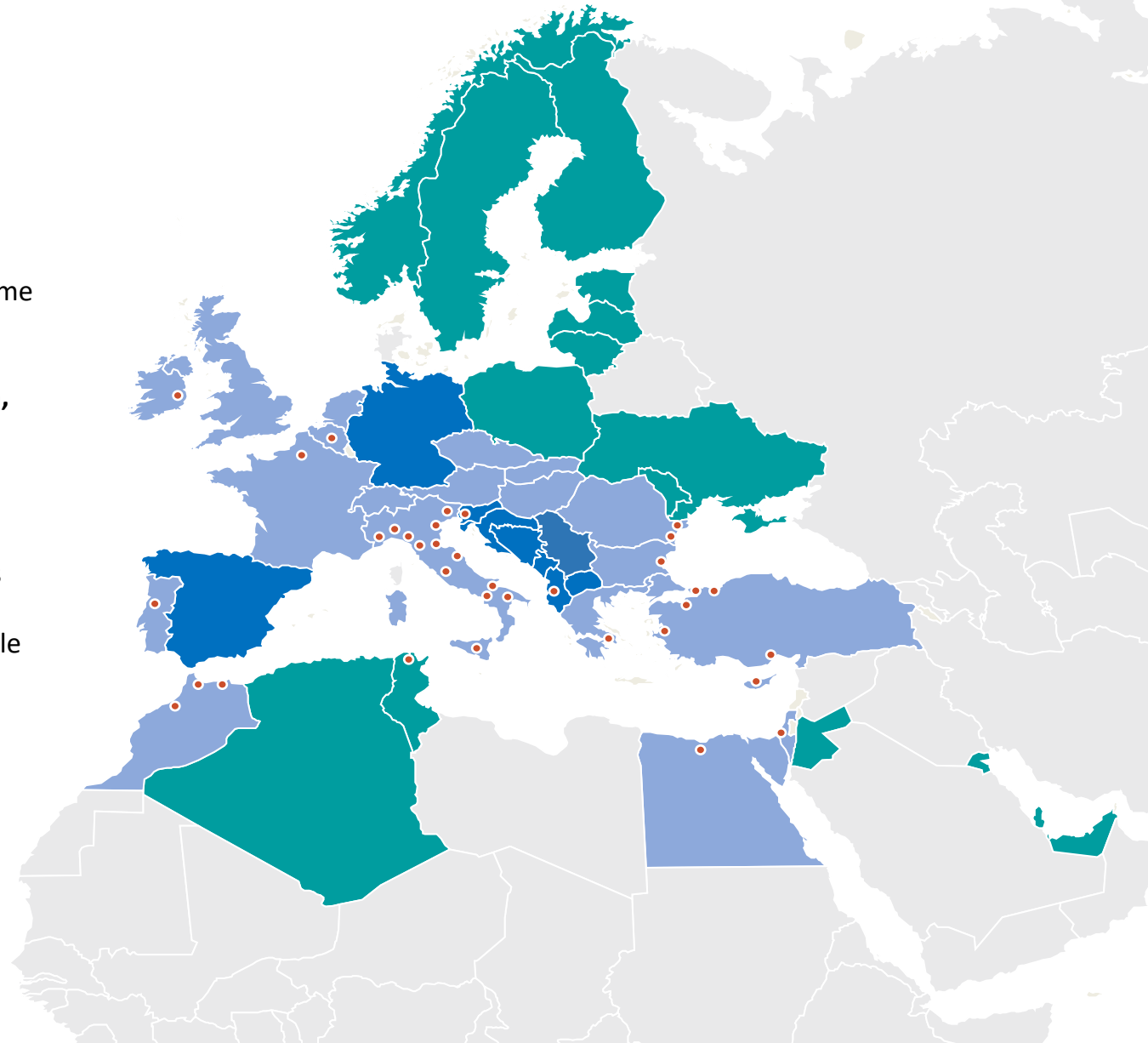
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www.circlegroup.eu

in Circle Group

BELGIUM
ITALY
BALKAN REGION
PORTUGAL
TURKEY
MAGHREB REGION
ARABIAN REGION