



PRESS RELEASE

CIRCLE GROUP HAS BEEN AWARDED THE CONTRACT FOR THE DEVELOPMENT AND MANAGEMENT OF DIGITALIZATION SERVICES FOR THE PORT SYSTEM AUTHORITY OF THE EASTERN ADRIATIC SEA – PORT OF TRIESTE AND MONFALCONE, AS A PRIVATE PARTNER SUPPORTING THE JOINT VENTURE PCS NEWCO S.R.L., WITH A MINIMUM VALUE OF OVER 5.8 MILLION EUROS IN 6 YEARS, EXPANDABLE UP TO 13.8 MILLION EUROS IN 7 YEARS

Milan, January 8, 2025

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 that **InfoEra** Srl, a company controlled by **CIRCLE** and specializing in IT solutions for ports and port communities, has been awarded, in a Temporary Business Grouping together with Circle Spa itself (5%) and DataCh Technologies (10%, external to Circle Group), a contract worth €5,814,000 for the development and management of digitalization services for the Port System Authority of the Eastern Adriatic Sea – Port of Trieste, as a private partner of the newly formed joint venture “PCS Newco S.r.l.” (a company that will be established by the awardees together with the Port System Authority of the Eastern Adriatic Sea – Port of Trieste and Monfalcone).

The tender for the digitalization of traffic management services at the Port of Trieste was awarded to the consortium composed of **Info.era, Circle S.p.A., and DataCh Technologies**. The temporary business grouping will support PCS Newco S.r.l. as an industrial partner, a company to be established jointly with the Port System Authority of the Eastern Adriatic Sea. This partnership will continue to provide assistance and develop the software that enables operators and institutions to manage the flow of goods entering and leaving the ports of Trieste and Monfalcone.

The contract is worth a minimum value of €5,814,000 for the first 6 years, with the possibility of an additional €6,000,000 also within the first 6 years. For the seventh year, up to €969,000 is foreseen, with a further potential extension of up to €1,000,000. Therefore, the total maximum value of the contract amounts to €13,783,000. 90% of this contract value will remain within the Circle Group’s scope.

The outcome of the tender acknowledges the value of the strong complementarity between the well-established expertise of Info.era, acquired by CIRCLE in 2018, and the innovative solutions proposed, which are aimed at terminals, agencies, shipowners, freight forwarders, multimodal logistics operators, and the entire port ecosystem. The creation of this new entity, PCS Newco S.r.l., the first Italian case of a public-private partnership, will enable the capitalization of the experience



gained by Info.era in the services provided to the Port System Authority, generating additional value for all stakeholders, including freight forwarders, logistics operators, shipping agents, terminal operators, transport companies, and MTOs. Furthermore, it will meet the growing demand for innovative services, promoting the digitalization of both the internal processes of operators and their interactions with customers and suppliers.

Luca Abatello, President and CEO of Circle Group, stated: *“We are extremely pleased with this outcome (and honored to be able to evolve it step by step with AdSP MAO in the coming years), which highlights our established expertise in the digitalization and streamlining of multimodal logistics chains and port terminal processes. The implementation of the innovative systems planned over the next 6 years, capable of eliminating paper-based travel documents, introducing Artificial Intelligence and optimization systems, federating all actors, and providing increased efficiency for the system's customers, will help strengthen the logistics system of the ports of Trieste and Monfalcone as a European benchmark. This technological leap will allow the current operational model to evolve, significantly reducing both transit times and management costs. Based on similar projects we have already implemented, we anticipate a significant cost saving, including a reduction in expenses related to repetitive manual tasks, thanks to digitalization and the complete dematerialization of transport documents throughout the entire supply chain, upstream and downstream. This achievement perfectly aligns with the Group’s development strategy and falls within the strategic goals of the 'Connect 4 Agile Growth' plan. Furthermore, it represents another step forward in defining innovative digital solutions for port and multimodal logistics.”*

Dino Dentone, President of DataCH adds: *“The collaboration with Datach Technologies, a leader in port monitoring, will allow PCS Newco S.r.l. to benefit from advanced software solutions that integrate data from the Automatic Identification System (AIS) and Port Management Information System (PMIS) systems of the General Command of the Port Authorities. With this distinctive capability, Datach provides highly innovative vertical tools for managing and optimizing port processes, ensuring effective digitization and real-time monitoring of operational flows. The synergy with INFOERA and CIRCLE's expertise further strengthens the project's integrated approach, ensuring outstanding results for the logistics ecosystem.”*

Circle also announces that in connection with both the acquisition of the business unit (the “business unit”) of Telematics and Infomobility services from Telepass Innova S.p.A. (see press release of December 27, 2024) and the awarding of the Tender described above, it will, once the final 2024 data of the business unit and the 2024 consolidated data of the Circle Group have been obtained, proceed with an update of the Connect 4 Agile Growth Plan, informing the market accordingly.



This press release is available in the Investor Relations section of the website www.circlegroup.eu and on www.1info.it.

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**, **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**' are 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 owns 92% of **eXyond**, formerly Log@Sea business network, active in offering advanced **Gate Automation** solutions aimed at port and intermodal nodes. On December 27th, 2024, **eXyond** acquired the business unit owned by Telepass Innova S.p.A. (a subsidiary of Telepass S.p.A.). The Business Unit includes the Infomobility Business Unit (resulting from the merger by incorporation of the company InfoBlu S.p.A. into Telepass Innova) active in advanced traffic monitoring and management services on the Italian road and motorway network, and the Telematics Business Unit (resulting from the merger by incorporation of the company KMaster S.r.l. into Telepass Innova) active in the provision of telematics services, based on proprietary technology platforms, to companies operating in the logistics, transport and insurance sectors.

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 **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