



for CONNECT 4 AGILE GROWTH

February, 19th 2025 INVESTOR PRESENTATION



- CIRCLE Group Overview
- About eXyond
- eXyond: telematics and infomobility
- Circle Garage & Newco PCS
- Strategy & Financials: eXyond « towards Connect 4 Agile Growth»



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[®]: focused on intermodal logistic operations (inland & port terminals, MTOs & maritime)

Extended Port Community System: connecting all players & processes involved in port

MasterSped[®]: evolutive platform for customs operators

Milos® Federative Services,

Milos[®] GSCV & TAP for industrial & distribution

Milos[®] e-Customs

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

GOS - Gate Automation & IoT

KMaster[®] | Truck telematics

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

InfoBlu[®] 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

8 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

92% of eXyond, (formerly Log@Sea) which acquired 54,5% of Circle Garage and the business unit owned by Telepass Innova S.p.A. (InfoBlu & KMaster).

51% of Magellan Circle, advocacy services towards European institutions

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

51% of NEXT Customs

21% of Accudire for e-CMR

More than 30%

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

Financial Year 2023

Revenues € 13.2 mln

Ebitda: € 3.2 mln

Ebitda Margin: 24%

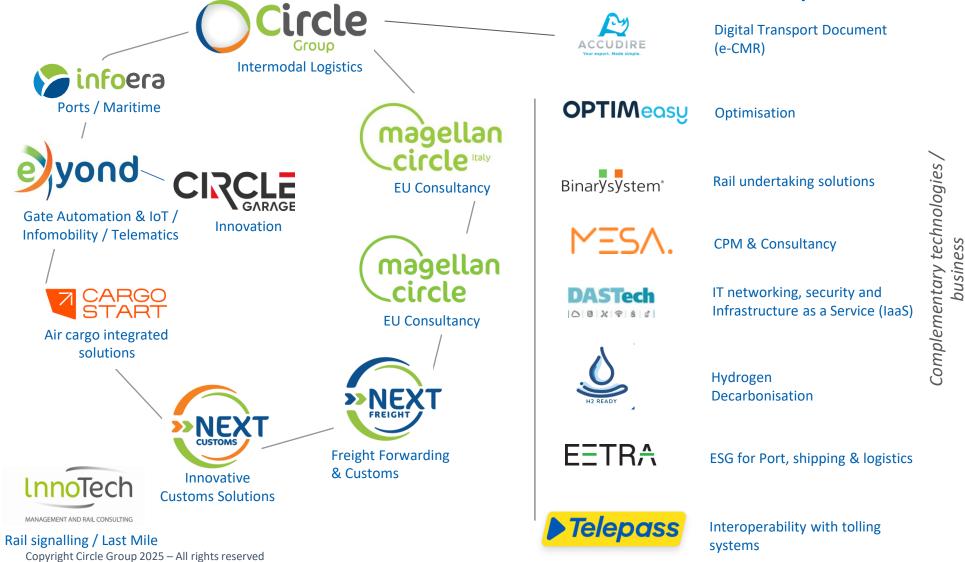
Net Profit: € 1.7 mln

H1 2024

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

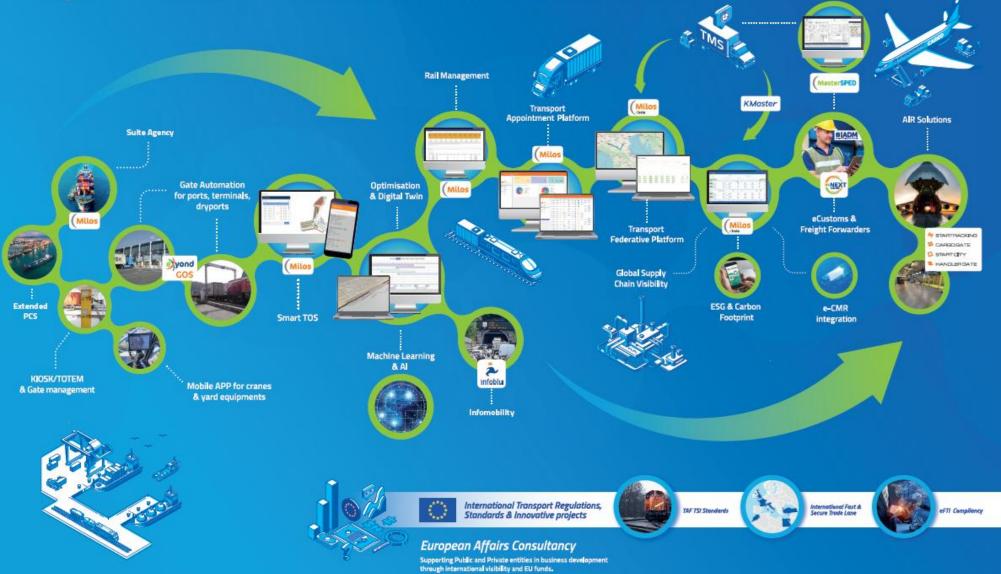
Corporate overview





Connect 4 Agile Growth to a Federated Supply Chain

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Our Road to the Future 2027



...ROAD TO.

202'

Group

BEYOND DATA ENTRY

TRANSPORT & LOGISTICS

FEDERATIVE SERVICES

REAL TIME VISIBILITY

CUSTOMS DATA DRIVEN

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M&As, Alliances, Innovation focuses



LOGISTICS



About eXyond





Overview

eXyond is a strategic partner for transport operators, terminals and logistics companies, focused on optimizing door-to-door supply chains. Our mission is to **streamline and automate transportation**, creating a connected, sustainable, and smart transports & logistics.

Our value proposition is focused in three main areas:

- **Telematics**: Real-time traffic management and data monitoring for efficient, predictive transport;
- Gate Automation & IoT: Automating access procedures to reduce waiting time and improve operational efficiency;
- **Infomobility**: Integrating data for better logistics management, transparency, and interoperability.

The strong experience gained in **advanced traffic monitoring and telematics services**, including automation and federative services such dematerialization of solutions such (e-CMR | e-DDT) and eFTI (Electronic Freight Transport Information), make eXyond the ideal partner to enhance the **productivity of logistics hubs** and **optimize multimodal transport**.





Intelligent Gates, Smart Solutions



Telematics

Advanced technology platforms to revolutionize real-time traffic management & data analysis. It collects and analyzes critical data on vehicle movements and traffic flows across road and highway networks. It provide continuous traffic monitoring, enabling efficient transportation management, reduced travel times, improved operational planning.



Infomobility

Logistic flows optimization by integrating data from multiple sources, ensuring transparency, traceability, and interoperability across the supply chain. Advanced technologies such as electronic seals (e-SEALS) and Bluetooth/NFC solutions enhance transit security, customs compliance, and operational efficiency.



Node Automation

Simplification, IoT tech, automation access management at road and rail crossings, integrating payment systems and image recognition technologies. These solutions reduce waiting times, streamline operations, seamlessly connect with TOS, PCS, ERP, and TMS systems to ensure synchronization and security across logistics networks.



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Market scenario and needs

HIGHLIGHTS 13 M 15 % 14 % CO2 reduction to be CAGR 22-25 for FMS Truck journeys / year Government awareness about road safety addressed until 2027 in HGV penetration Increasing demand for advances truck services Environmental awareness FMS market 2020-2025, Installed Base in Millions 2020.2025 2016-2020 Need to reduce throughput time 45.9 +14% 14% 8% Double digit growing telematics market in EU FU +12% 26.8 +13% HCV saturation and slower growth than LCV 23,9 8.6 18,6 16% 14% Increase on Telepass OBU SAT clients 14,7 31,4 Non-EU 18,2 16.5 Forecasted growth in FMS market, penetration 12.1 9.2 Driver behavior monitoring 2016 2018 2020 2021E 2025E Penetration % 13% 15% 19% 23% 34% FU Non-EU Note: reported data focuses on EU and Americas: Reference market is composed by non-privately owned Commercial Vehicles and Passenger Vehicles; FMS market figures are referred to active units; Difference due to rounding; Source: BMS, Berg Insight; BCG analysis

eXyond & Alliances







Well positioned to take advantage

From 2024 to 2027

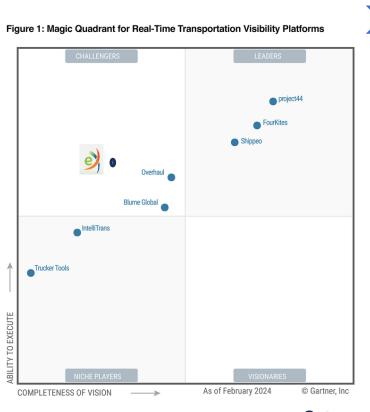
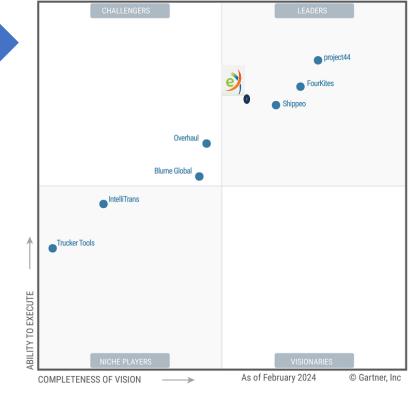


Figure 1: Magic Quadrant for Real-Time Transportation Visibility Platforms





Gartner

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TELEMATICS

Empowering Logistics & Fleet Management

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A comprehensive offering

Kmaster is an advanced suite of telematics services designed to support geolocation & fleet management for heavy-duty vehicles, optimizing logistics, improving operational efficiency, and ensuring the security of goods and personnel in transit.

TELEPASS SALES PARTNER



BUSINESS

- ✓ Real time tracking
- ✓ Cost Estimation
- ✓ Optimised Travel
- ✓ Reporting
- ✓ Mission Management

CONNECTED

- ✓ Advanced data integration
- ✓ Compliance
- ✓ Security
- ✓ Monitoring
- 🗸 Display

DIRECTIONAL



FLEET

- \checkmark Localization and tracking
- \checkmark Driver communications

SMART

- ✓ Localization and tracking
- ✓ On call security service
- ✓ Anti tampering system

GLOBE

- ✓ Localization and tracking
- ✓ Active security service
- ✓ Optional personal security service

TSP (INSURANCE)



GENERALI NEXT

- \checkmark Geolocation
- ✓ Crash
- ✓ Drive style
- ✓ Security

AIRPORT

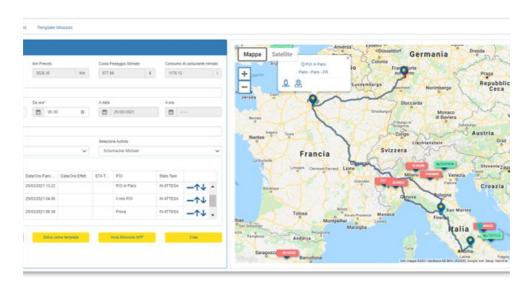


- ✓ Localization and services portal
- ✓ Satellite OBUs
- ✓ Crash management application
- ✓ Alert and reporting system
- ✓ System for assignment and management of Authorization for the use of fleet vehicles



Fleet Management

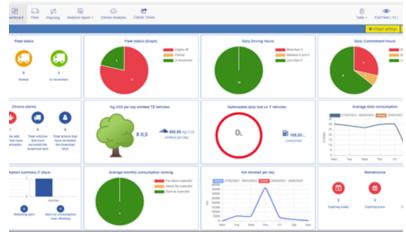
Heavy Goods Vehicle (HGV) & Large Goods Vehicle (LGV)



Fleet management with truck-specific maps, optimized for route visualization and calculation.

ONE single device allows:

- Toll payment in Italy and across Europe
- Fleet management



Fleet management with a summary dashboard and **dedicated alerts**, including customized **reports** and insights.





Full integration of Services and Digital Platforms



International Digital Logistic Platforms

+ 69 Internal ad hoc Local ERP solutions



For managing truck and light vehicle fleets





Real-Time Traffic Monitoring Access live traffic conditions through highway cameras provided by Autostrade per l'Italia, ensuring up-to-date road information.



Detailed Location View with Street View Get precise visual details of the vehicle's surroundings using integrated Street View.

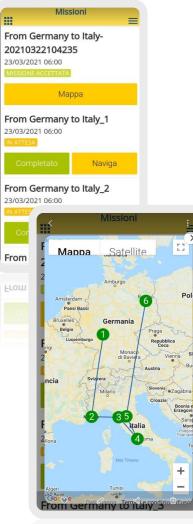




For managing truck and light vehicle fleets

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Toll Cost Estimator (Europe-wide) Calculate estimated toll costs across European highways for optimized route planning.





Green Light to Automation, Move Beyond Information

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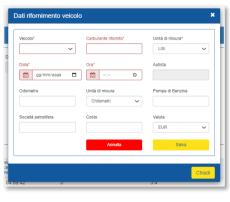


For managing truck and light vehicle fleets

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Pendente 🗹 Completato 🗹 Cancellato 🗹 Scaduto	Tipo Evento	Stato Evento		Data completamento	
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Consumption and Refueling Fuel Management Monitor fuel usage and refueling activities to optimize efficiency and reduce operational costs





Keep track of maintenance deadlines to ensure optimal vehicle performance and compliance with regulation.



For managing truck and light vehicle fleets

Temperature Frigo					Can Tachigrafo
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Temperature Logging and Management for Cargo Compartments Track and manage the temperatures within cargo holds to ensure compliance with transport regulations and maintain product quality

Access Control, Badge Authentication, and Driver App Communication Ensure secure vehicle access with badge authentication, facilitate seamless communication with drivers through a dedicated app for real-time updates and instructions.

Messaggi

Rifornimenti

loga con il servizio centrale.

e missioni

e destinazioni

ode





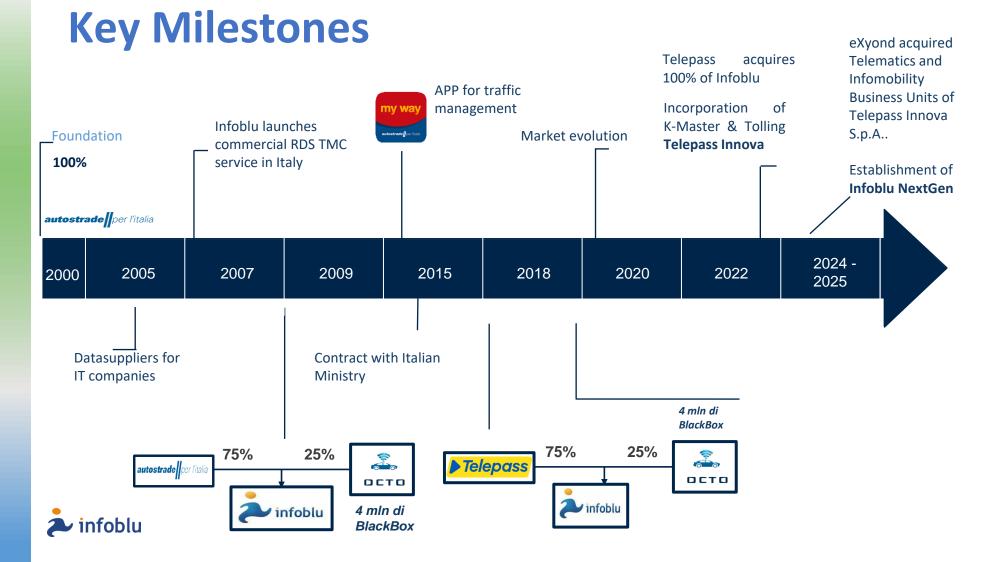
INFOMOBILITY

Fast & Seamless Travel

Added Value Data Analytics

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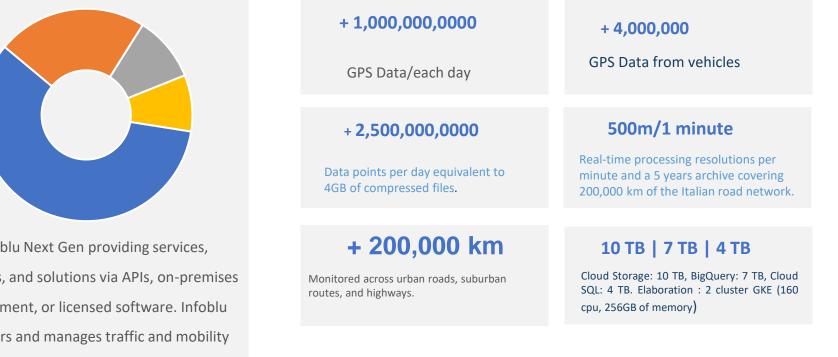


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Leadership in data management

Infoblu NexGen is a leader in offering data-driven solutions and traffic information, designed to meet the needs of various sectors. Is the ideal partner for organizations looking to leverage traffic data to improve efficiency, safety, and sustainability.



Infoblu Next Gen providing services, products, and solutions via APIs, on-premises deployment, or licensed software. Infoblu monitors and manages traffic and mobility information using **BIG DATA analytics**.



Real-Time Traffic Information Classic (RTTI Classic)

Infoblu NextGen aggregates data from various sources, including:

- Floating cars (connected vehicles that transmit location and speed data)
- Fixed & mobile road sensors
- Open data from public institutions
- Information from partners such as highway companies and transport operators

This data is analyzed in **real-time** to provide up-to-date and accurate information on **traffic conditions and roadways**.

GPS NAVIGATION



Services for satellite navigation devices & APPs informing users about traffic conditions, fastest routes, alerts congestion.

MEDIA BROADCASTING



Providing traffic updates to radio and TV broadcasters, automatic generation of traffic bulletins.

SUPPORT FOR PA & DRIVERS



In specific traffic situations, dynamic signaling systems for specific events (e.g. Traffic jam, slow down)



Real-Time Traffic Information Advanced (RTTI Advanced)

This service combines real-time traffic data with value-added information, offering customized solutions for specific sectors and applications.

- Integration with other data sources, such as logistical, meteorological information, and scheduled event
- Advanced platforms for traffic and logistics management

Applications:

CONTROL ROOM FOR PORTS & LOGISTICS HUBS



Combining traffic data with information on the arrival and departure of ships, optimizing the flow of goods between the port and the hinterland

LARGE-SCALE EVENT MANAGEMENT

FLEET MANAGEMENT



During major events (e.g., concerts, football matches), it provides combined data to regulate traffic & minimize disruptions for attendees



Support for fleet operators to optimize routes and reduce travel times

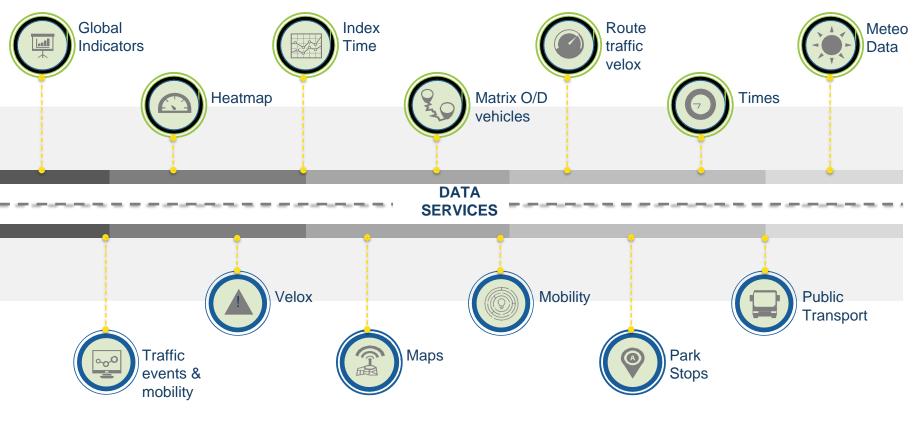
EMERGENCY MANAGEMENT & OVERSIZE TRANSPORT



For local authorities, a platform that integrates traffic data with risk maps or sensitive areas can facilitate rapid intervention in emergency situation



Real-Time Traffic Information Advanced (RTTI Advanced)



infoblu



Big Traffic Data Analytics

Infoblu NextGen analyzes large volumes of traffic data, generating strategic insights for long-term planning and decision-making. This service leverages advanced data mining, machine learning, and statistical modeling techniques.

- Origin-Destination (OD Matrix) analysis
- Speed and vehicle flow studies
- Generation of customized reports

URBAN PIANIFICATION



Identifying the most frequently used routes to optimize traffic management



ROAD

SAFETY

Analyzing average speeds at critical points to implement targeted interventions, such as speed camera installations or improvements to road signage



TERRITORIAL

MARKETING

Using mobility data to plan the opening of new retail locations or shopping centers / selling commercial spaces



SMART

CITIES

Supporting smart cities with targeted analyses based on mobility patterns



Strategic positioning of electric vehicle charging stations and new hydrogen refueling points

STATION

OPTIMISATION

Strategy & Financials



«Towards Connect 4 Agile Growth»

()))))) eXyond: Strategy & Financials at a Glance

Strategic synergies and growth opportunities with Circle Group

Leveraging eXyond's integration for market expansion & innovation

- Strong Synergies with Circle's Offering infoblu
 The integration of eXyond into Circle Group creates the line of business Infomobility (Infoblu), which specializes in advanced traffic monitoring and management for Italy's road and highway networks.
- Expanding Telematics Leadership KMaster

The line of business **Truck (KMaster)** delivers telematics services both directly and indirectly through **Telepass**, leveraging proprietary platforms to enhance efficiency and scalability.

New Kmaster & Infoblu: Robust Financial Performance in 2024*

Following a completed **Due Diligence** and expert evaluation + final closing, the Business Unit reported:

- Strategic Growth in the Truck Segment
 This integration strengthens Circle's presence in the TRUCK segment, fostering synergies with existing
 dematerialization solutions such as e-CMR and eFTI. Additionally, it accelerates Circle's direct expansion
 across Europe, leveraging the fact that over 60% of OBUs are currently in use beyond Italy.

*Update of the figures at the final 2024 closing (previous they were dd check) of the lines of business (Kmaster & Infoblu) that used to belong to Telepass Innova.

** Based on Value of Production

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)))) eXyond new LOB & Circle Garage 2024 key financials

	2024 eXyond New LOB	2024 CircleGarage		
Value of Production	€ 6.8 mln	€ 0.7 mln		
Group Proprietary Products	€ 3 mln recurrent	€ 0.005 mln		
EBITDA	€ 1.3 mln	€ 0.1 mln		
EBITDA Margin	~19%	10%		
	yond	CRCLE		
Additional Backlog as of 31.12.24: € 8.4 mln				

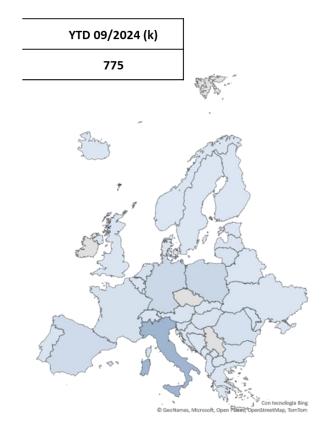
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With its established international footprint, eXyond is well-positioned for future expansion and market leadership.

Actual OBU clients: 75k

potential

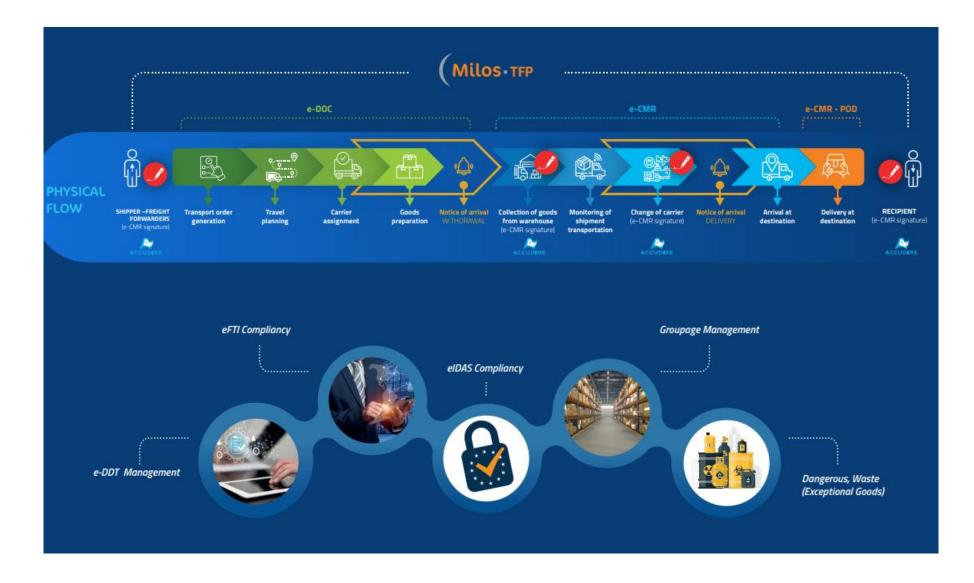
CUSTOMER NATIONALITY	ACTIVE OBU (k) YTD 09.2024		
ITALY	284		
POLAND	85		
GERMANY	83		
SPAIN	63		
FRANCE	30		
THE NETHERLANDS	27		
ROMANIA	27		
LITHUANIA	17		
HUNGARY	16		
SLOVENIA	15		
PORTUGAL	14		
AUSTRIA	14		
BULGARIA	11		
CZECK REP.	10		
UKRAINE	8		
CROATIA	7		
UK	7		
SLOVAKIA	7		
SWITZERLAND	6		
TURKEY	5		
BELGIUM	5		
OTHERS	34		
TOTAL	775		



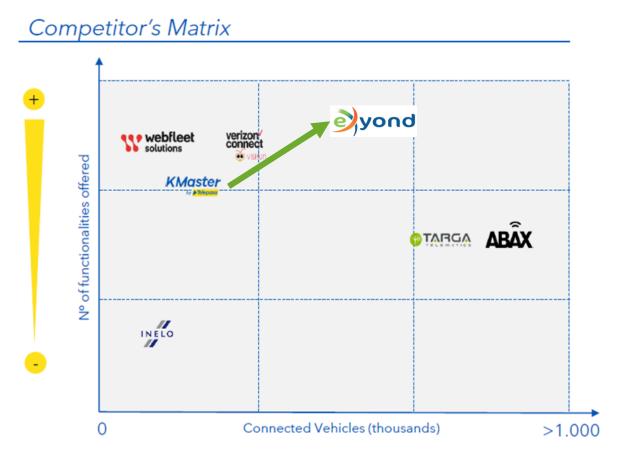
Source: Telepass Innova S.p.A.

clients: 700k

Upselling of e-CMR & Milos® TFP



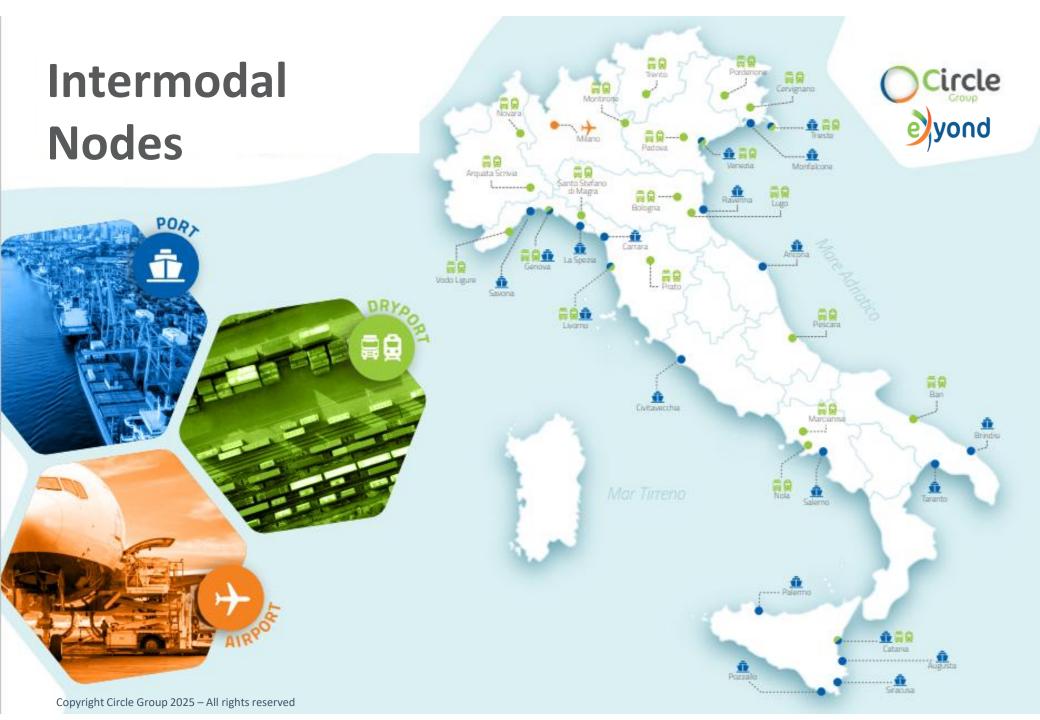
eXyond industry positioning



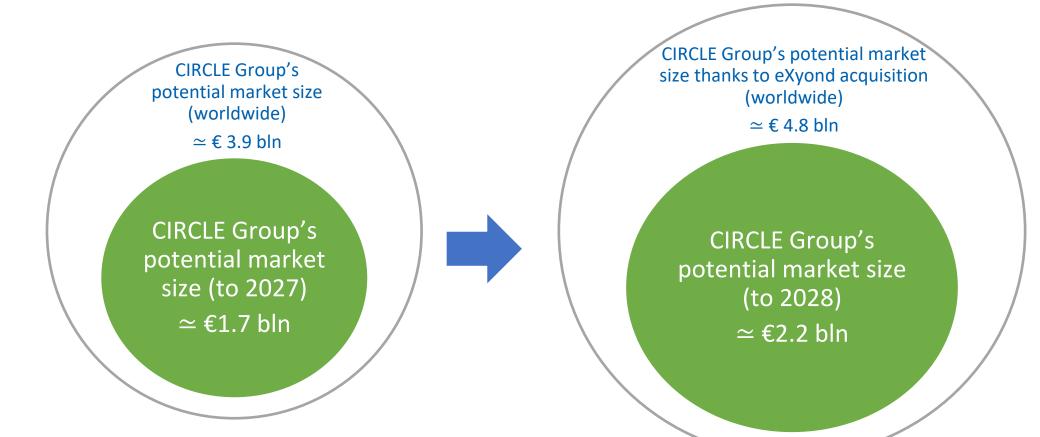
With eXyond's industry positioning anticipates emerging trends & gives competitive advantages

Source: Boston Consulting Group for Telepas Innova S.p.A. and revised by Circle

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2028 Market size: segments & geography



Increase of potential market size for eXyond & Circle Group

Source: Circle analysis and estimation including now also eXyond potential market size

)))))))) eXyond & CG 2025-2028 evolutions

- Additional strong increase of "Proprietary Products"
 - Higher margin due to anticipated investment
- Operational efficiency
 - **Optimization** of **workforce** activities with Circle Garage
 - **Reduction** of **general indirect cost** impact on revenues
- Regulatory-Driven Product Evolution
 - Strong synergy in product development aligned with new regulations
- New LOB: Infomobility (in addition to Green & Energy Transition)
 - Greater integration among the 3 Business Units for infomobility, sustainability & energy efficiency
- Synergies with Partners & Alliances considering the Federative model
 - From early 2025, partially internalized through recent acquisition, others stronger

Connect 4 Agile Growth

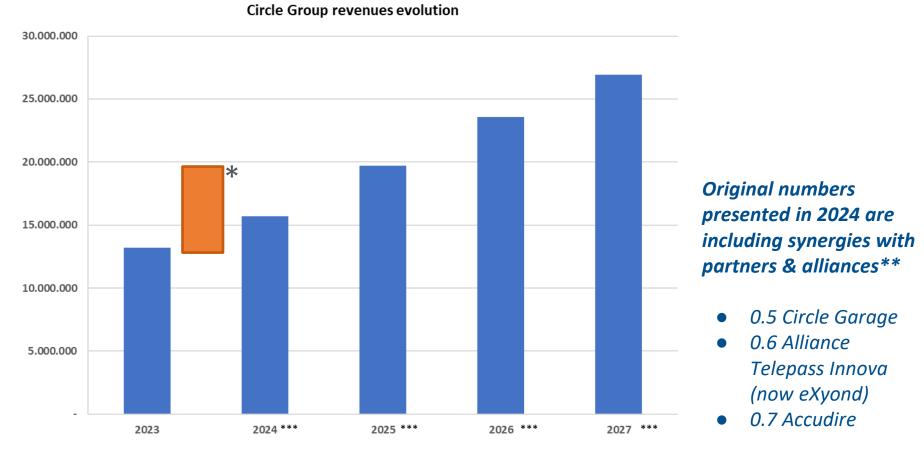
Newco PCS

In January Info.era and Circle were awarded with the contract for the development and management of digitization services for the port system authority of the Eastern Adriatic Sea - Port of Trieste and Monfalcone, as a private industrial partner, supporting the joint venture PCS NewCo S.r.l. for a value of services of € 5.8 mln in 6 years, expandable up to € 13.8 mln

- 3+3 (+1) year of contract for € 1 mln (€ 0.9 mln Circle Group) Temporary JV between Info.era at 85%, Circle S.p.A. at 5% and DataCh Technologies at 10% - possible additional € 1 mln / year from 2026 (€ 0.9 mln Circle Group)
- Strategic and multiyear approach as long term industrial partner
- Sharing experiences at international level (Turkey & Egypt)

Connect 4 Agile Growth

)))))) C4AG + 2024 eXyond Value of production



Connect 4 Agile Growth

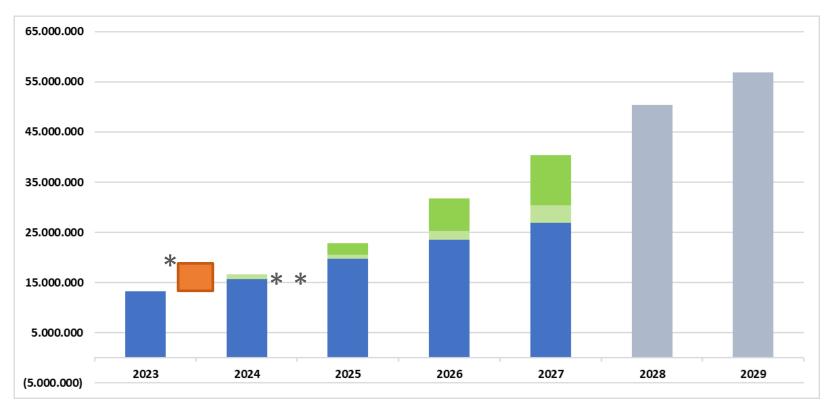
* The value of production of new LOB of eXyond and Circle Garage. This number will be included in the Group from 2025.

** The figure expected for 2024 was including alliance Telepass Innova for € 0.6 mln, Circle Garage € 0.5 mln and Accudire € 0.7 mln

*** Current figures refer to BP2024-27 announced in June 2024. The Business Plan will be updated following FY2024 results, in April 2025. Copyright Circle Group 2025 – All rights reserved

2025 to be updated with M&A

2027 plan will be updated with M&A until 2028



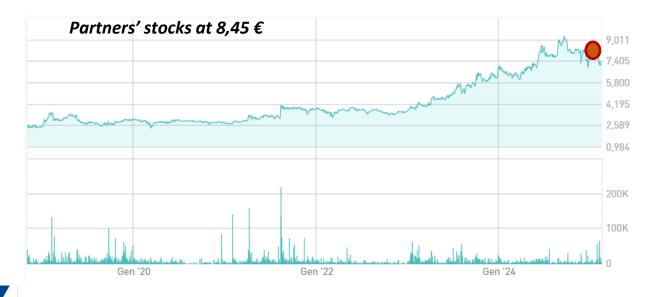
*This was not a forecast, considering M&A preliminary DD were ongoing, but only a preliminary estimation of possible effects of M&A operations.

* The value of production of new LOB of eXyond and Circle Garage. This number will be included in the Group from 2025.

** The figure expected for 2024 was including alliance Telepass Innova for € 0.6 mln, Circle Garage € 0.5 mln and Accudire € 0.7 mln + a first part of a small acquisition.

Stock growth





- «Free allocation of shares» 1 free stock each 10 May 20th, 2019
- Buy back now 55,110 own shares (1.15%) at 13.2.25
- CIRCLE is an Innovative SME
- Average monthly volume (from IPO) around €1 mln

Upside from IPO	ТР	Upside opportunity
+243%*	TP 10.5	+42%

*Stock price at 18th February 2025

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