



PRESS RELEASE

Circle Group at the third workshop of the Osservatorio Digital B2B of the Politecnico of Milan: an opportunity to deepen the future of document digitalisation and dematerialisation

Milan, April 9, 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 – had the pleasure to participate as a speaker in the third workshop of the **Osservatorio Digital B2B of the Politecnico of Milan**, held on March 27, 2025 at their headquarters.

This event, which involved a selection of experts and industry leaders, was aimed at supporting business decision makers in understanding the opportunities offered by digital tools for the **digitalisation and automation of business processes**, encouraging discussion and shared growth.

The discussion panel, entitled ‘**eFTI and eCMR today and tomorrow: regulatory evolution and first applications**’, was moderated by **Riccardo Mangiaracina**, Scientific Responsible of the Osservatorio Digital B2B, and saw the interventions of industry experts such as **Roberto Mencarelli** of Ram Spa, Project Referent on eFTI, **Luca Abatello**, Program Manager of eFTI4EU pilots, and **Luca Lagomarsino**, eFTI4EU and e-CMR Pilots Interoperability Referent.

The workshop saw an active participation of **companies from the sector's technology offer and managers from user realities** of different sectors. During the meeting, crucial updates were presented on the regulatory **evolution of eFTI and e-CMR**, on the progress of **pilot projects** involving Public Administrations and Economic Operators in interacting with the **first preliminary version of the eFTI architecture**, and exploring the potential for combined use with e-CMR and other digital services.

During the meeting, RAM also provided further information on the Calls and Funding Opportunities that will soon be implemented by our Country System, which aim to support the implementation of digital platforms and systems to promote interoperability of services and ensure regulatory compliance with e-CMR and eFTI for companies.



The Osservatorio Digital B2B of the Politecnico of Milan aims to be a reference point to promote a more conscious and meaningful digitalisation at national and international level. Its aim is to provide empirical evidence to help companies grasp the potential of technologies, stimulate pre-competitive dialogue and spread digital culture, highlighting success stories. The Osservatorio is not only a place for continuous updating but also fosters opportunities for networking, research and sharing best practices.

Luca Abatello, CEO of Circle Group, commented: *'The workshop raised strong interest among the participants, thanks to the quality of the content and the relevance of the topics covered. Circle Group, as a Partner of the Politecnico di Milano, actively participates in the workshops of the Osservatorio Digital B2B with the purpose of research and continuous updating, with the aim of promoting digital innovation Osservatorio Digital B2B in order to research and continuously update, with the aim of promoting digital innovation. With its presence at the workshop, Circle Group confirmed its commitment to support the **digitalisation of enterprises**, contributing to the creation of an **increasingly interconnected and innovative digital ecosystem**, as per the **'Connect 4 Agile Growth'** strategic plan.'*

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 international consultancy on Green Deal and energy transition issues**.

The Group includes the software houses **Info.era**, **NEXT Freight**, **Cargo Start**, **eXyond S.r.l.**, **Circle Garage**, the consulting companies **Magellan Circle** and **Magellan Circle Italy**, **NEXT Customs**, as well as the subsidiaries **ACCUDIRE**.

The main products are the different **Milos®** suites for various targets, the **Extended Port Community System**, the **MasterSPED®** and **Milos® Global Supply Chain Visibility** solutions for shipping, logistics, trade and industry, respectively, as well as **StarTracking®**, an airport-to-airport tracking solution. Completing the Supply Chain offering are **'Federative Services'**, offered in cloud mode, which can make customers' migration to a digital business model more efficient.

In the Circle Group's sphere of innovation activities, **Milos® Intelligence** offers a series of advanced solutions that exploit AI technologies for optimisation, simulation and the Digital Twin to support the transformation of decision-making processes by promoting the digitalisation of systems.

Through **Magellan Circle** and **Magellan Circle Italy**, the Group operates in the field of advocacy at European institutions, working alongside public bodies and companies, identifying their positioning at European level (**Strategic Communication and Advocacy**) and funding opportunities (**Eu Funding Accelerator**), with a vertical focus on Green Deal and energy transition issues.

With the acquisition of **Cargo Start**, a company specialised in the development and sale of innovative



technological products and services for air cargo, Circle has also strengthened its offer in a rapidly expanding and strategic segment with respect to the **Connect 4 Agile Growth** industrial path.

Through its subsidiary **eXyond** (92%), is active in offering advanced Gate Automation solutions for port and intermodal nodes, in advanced traffic monitoring and management services on the Italian road and motorway network (**Infomobility**), and in the provision of telematic services (**Truck**), based on proprietary technology platforms, to companies operating in the logistics, transport and insurance sectors.

Circle also owns 21% of the share capital of ACCUDIRE, an innovative startup from Verona that provides a **Collaborative Digital Platform** capable of helping players along the global supply chain in the exchange of information and the management of document flows, starting with the **e-CMR** (or electronic waybill) and e-DDT.

Finally, through **NEXT Customs**, active in customs optimisation digital services and functional to the continuation of initiatives aimed at the harmonisation of customs processes, Circle has entered a strongly strategic sphere 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).

Per ulteriori informazioni

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