

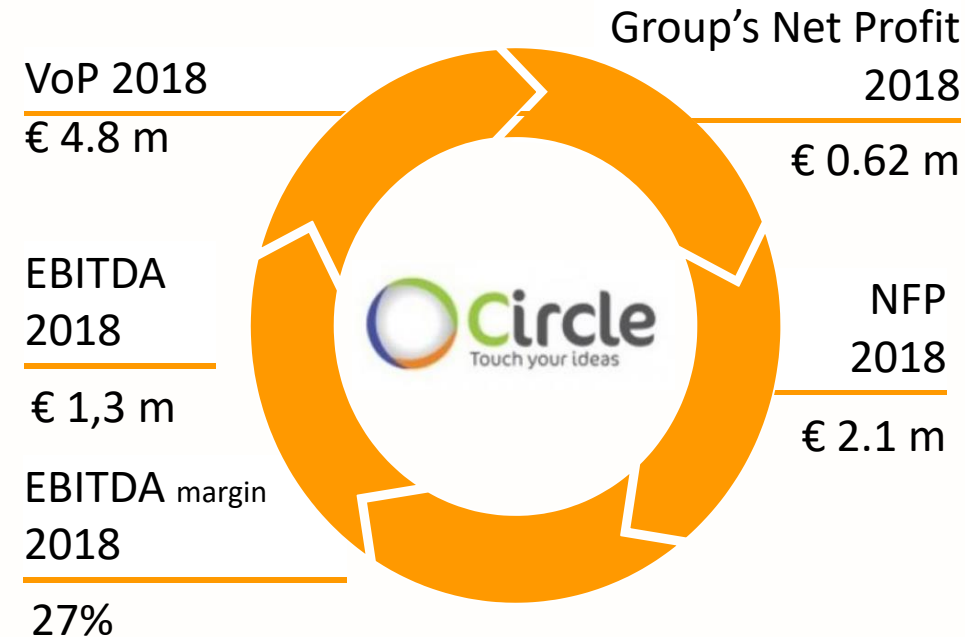


# Lugano Investor Day

*Luca Abatello, CEO  
Lugano,  
September 27th, 2019*

# Circle Group at a glance

- Circle, listed on AIM Italia since October 26th 2018 is an “Innovative SME” founded in 2012 and, specialized in the provision of **innovative technological solutions for the optimization and digitization of the supply chain for the port and intermodal logistics sector**. Through a vertically integrated business model, the Company completes its offering with services for focused exploitation of European funding and digital marketing.
- In November 2017 the Company acquired 51% of **Info.Era S.r.l.**, a company specialized in the development of software solutions with 20 years of experience in the port sector with its Port Community System solution Sinfomar®. In august 2019 Circle acquired 100% of **Progetto Adele**.
- Circle has developed internally two innovative technological solutions for the digital supply chain of its niche market and today is capable of offering:
  1. **Milos®**: an innovative modular software for the digitalisation and optimisation of intermodal logistics operations
  2. **Sinfomar®**: software that provides IT solutions for companies in the maritime and port sectors and in particular connects all involved actors of the port community in one single platform.
  3. **Master Sped®**: an evolutive platform for Customs operators and Freight Forwarding;
- The Group counts **+65 employees** and recorded **revenues of 4.8 Eu m in FY 2018** and an **EBITDA margin of 27%**. Progetto Adele had revenue of 2.2 Eu m in 2018.
- The Company **realizes more than 30% of Circle revenues outside Italy**, with focus on **South Europe, Mediterranean area, Black Sea** and the **Middle East**.



# 2018 vs 2019 Key Facts

**Established in June 2012** as a result of a Management Buy-Out, Circle has developed a complete range of products and services and has expanded its business through **M&A** and **strategic alliances** with national and international companies



Since October, 26<sup>th</sup> Circle is **listed on AIM Italia / Alternative Capital Market**, the Multilateral Trading Facility operated by Borsa Italiana S.p.A., with title code CIRC and ISIN code IT0005344996.

## Stock market Data

Total ordinary shares: 3.154.650 vs 3.470.115

Title code for Stocks : CIRC

ISIN code for Stocks: IT0005344996

Market : AIM ITALIA

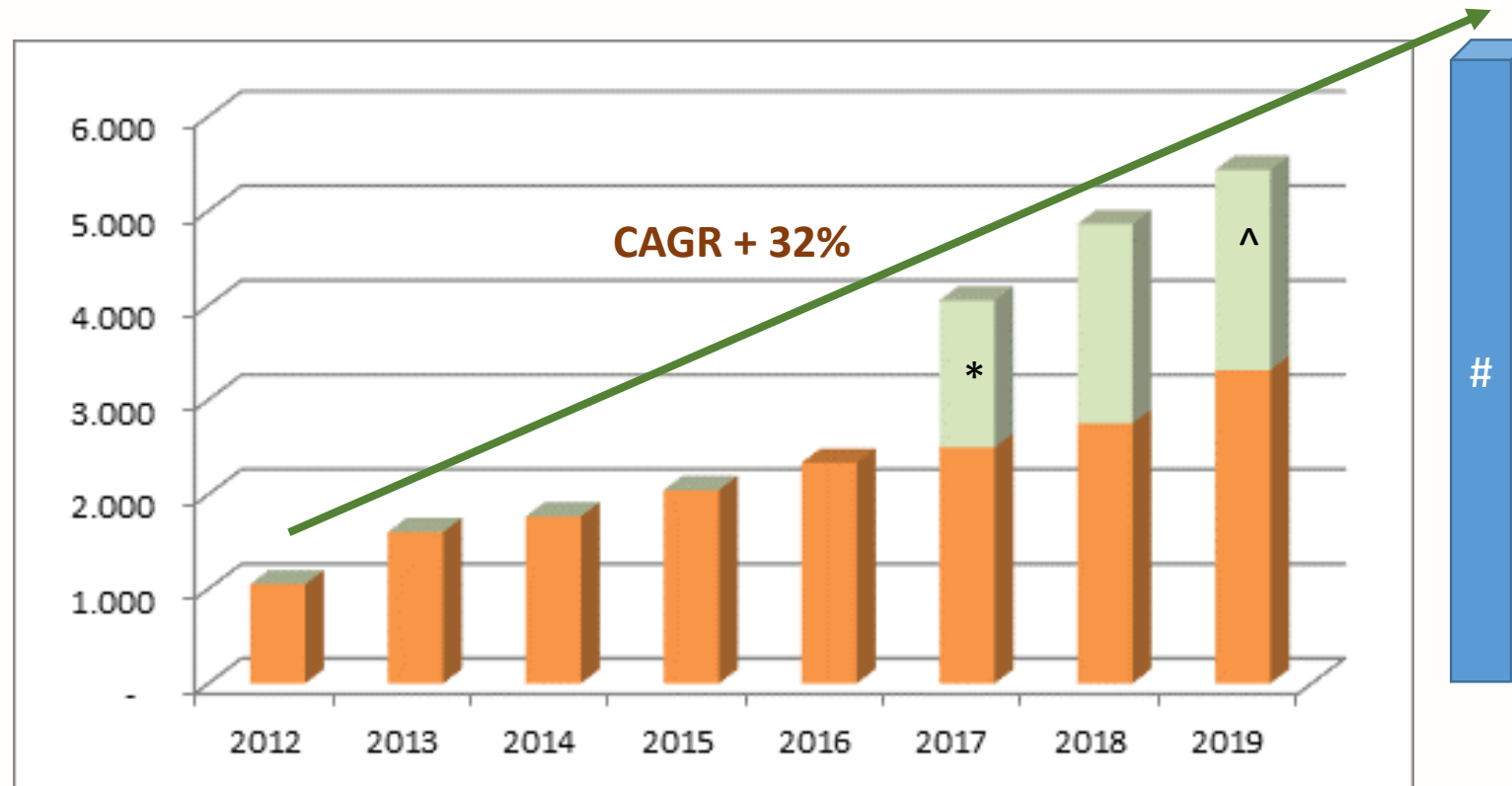


# CIRCLE: 2019 - 6 months

	6m 2019	vs 2018
Revenue	€ 2,6 mln	+8,5%
EBITDA	€ 0,7 mln	+8,6%
EBIT adjusted*	€ 0,51 mln	+6%
Net profit adjusted*	€ 0,41 mln	+8%
NFP	€ 1,3 mln	€ 2,1 mln

*\*excluding IPO costs effects*

# CIRCLE GROUP: 2012-2019



**Circle Group  
Revenues H1 2019  
€ 2,6**

**+8,5% vs H1 2018**

**With Progetto Adele  
Revenues h1 2019  
+58% (+29%\*)**

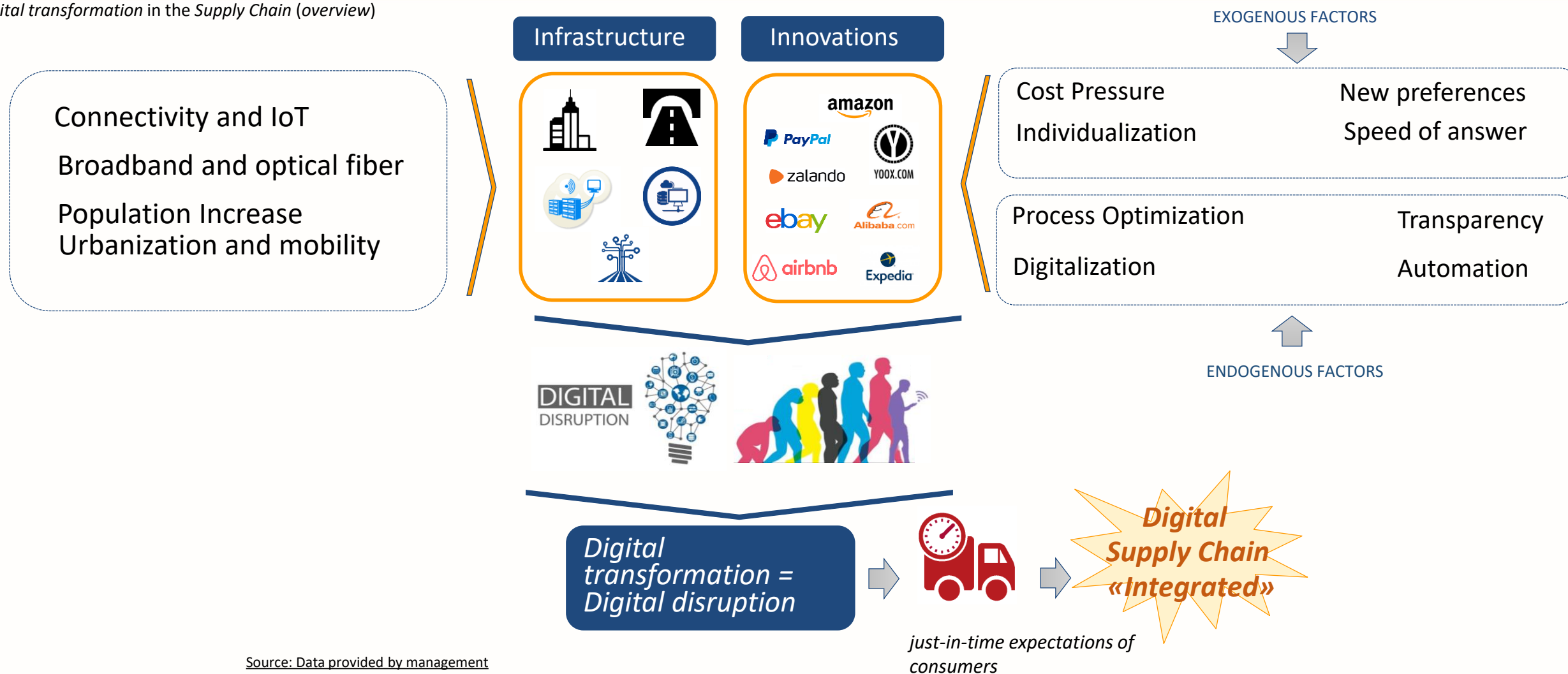
\*Green numbers about  
Infoera acquisition, end of 2017

^ Group consolidated revenues  
Simulating H2 similar H1

\*Including 5 months of Progetto Adele

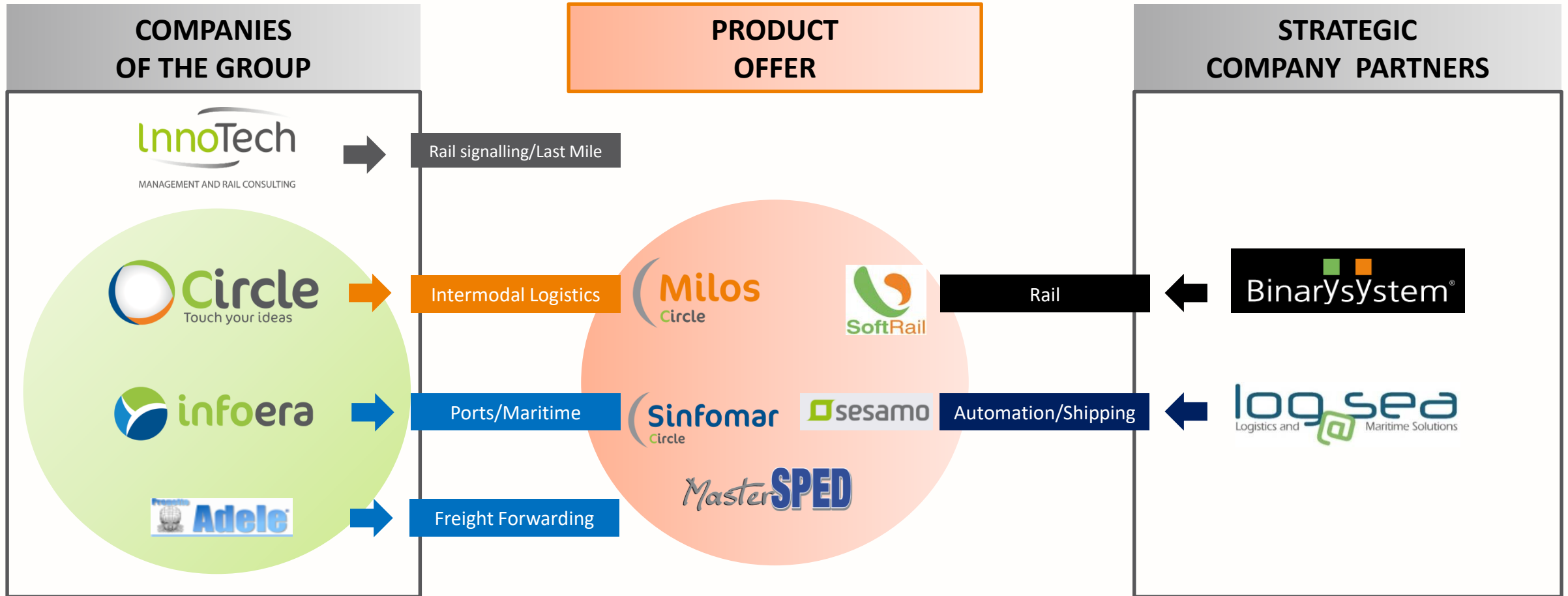
# Market evolution overview

Digital transformation in the Supply Chain (overview)



Source: Data provided by management

# Positioning





# Ongoing development plan 2018 -2022

## STRATEGIC GUIDELINES / GROWTH DRIVER

1

### Product evolution



Roadmap Milos 2020

Roadmap Sinfomar 2020

2

### Geographical expansion



Turkey, Portugal,  
Morocco, Eastern  
Europe, Middle East,  
Area MED, Swiss &  
Austria.

3

### M&A – Partnership and JV



#### AREA

Port & maritime – DONE

Freight forwarding and Customs - DONE

Rail & Rail Last Mile - DONE

Internet of things & Optimization - ONGOING

Big Data, AI & Process Automation

Mediterranean presence and market



# Targets and solutions

SOFTWARE /  
PLATFORM

Master **SPED**<sup>®</sup>

**Milos**  
Circle

PRODUCTS  
OFFERING

**Sinfomar**  
Circle

SOLUTIONS  
MARKETS

Freight forwarder / Customs Agent  
Logistics Operators / Shipper



MTO/Rail



Terminals



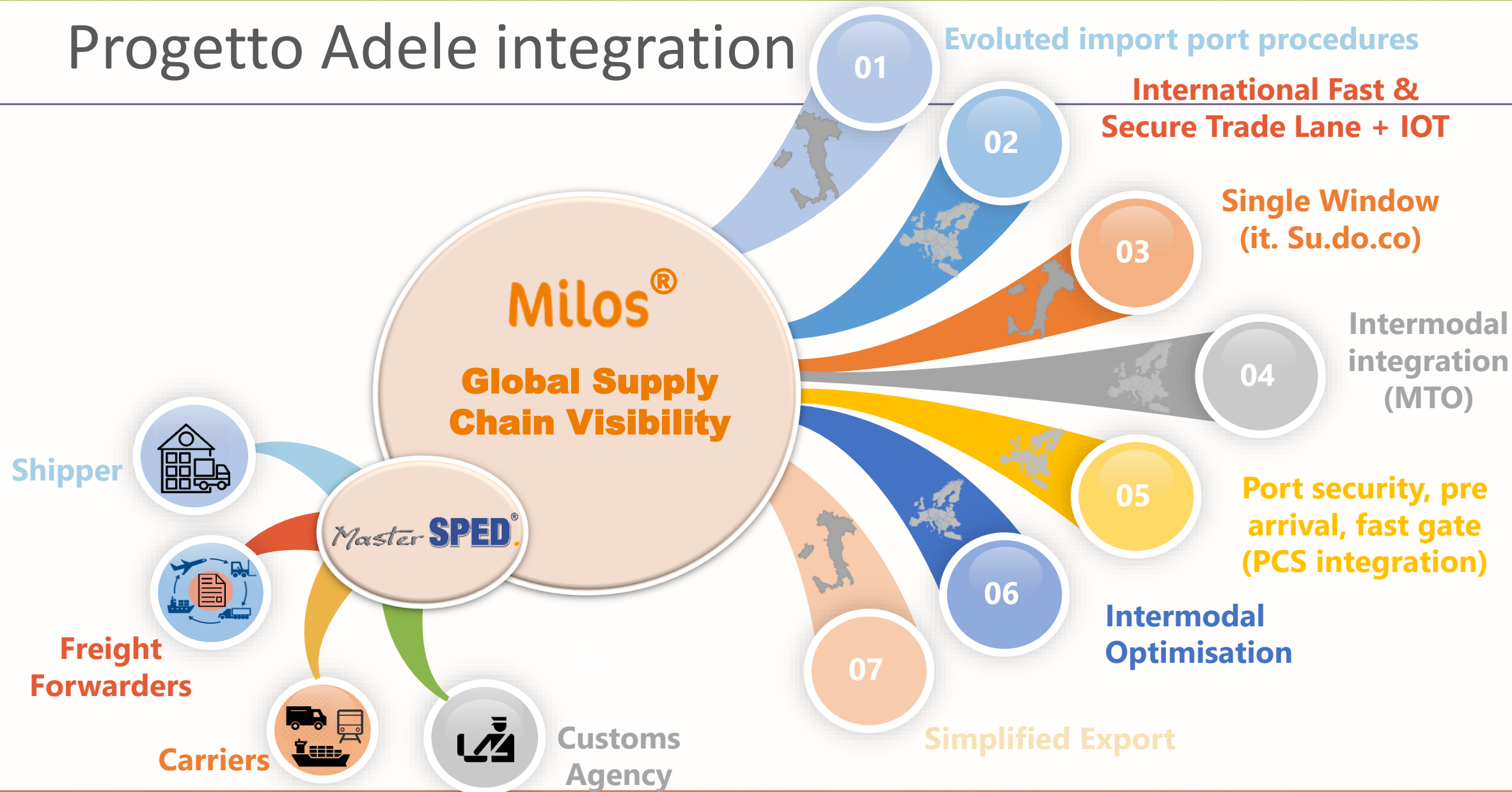
Agency



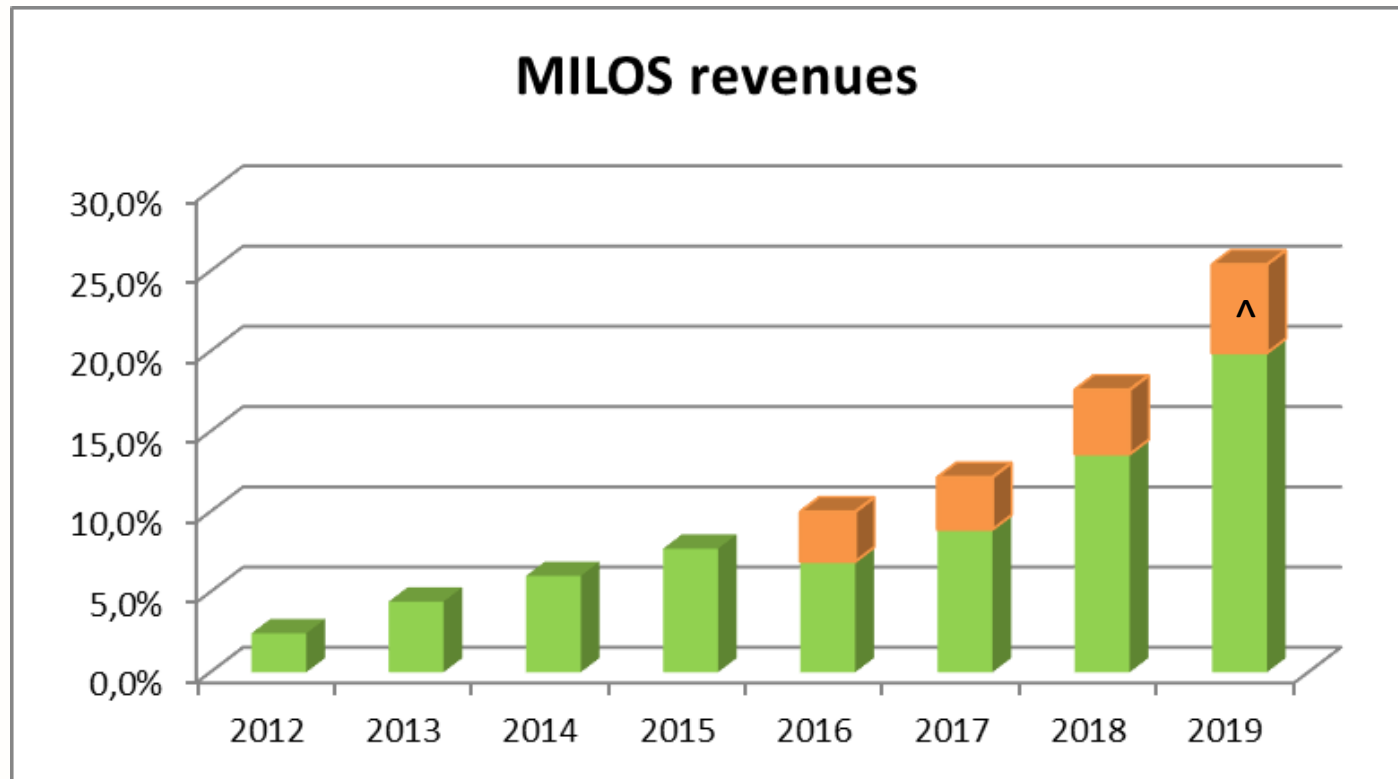
Ports



# Progetto Adele integration



# CIRCLE: product evolution



**MILOS**

**+40% vs 2018**

**MASTER SPED**

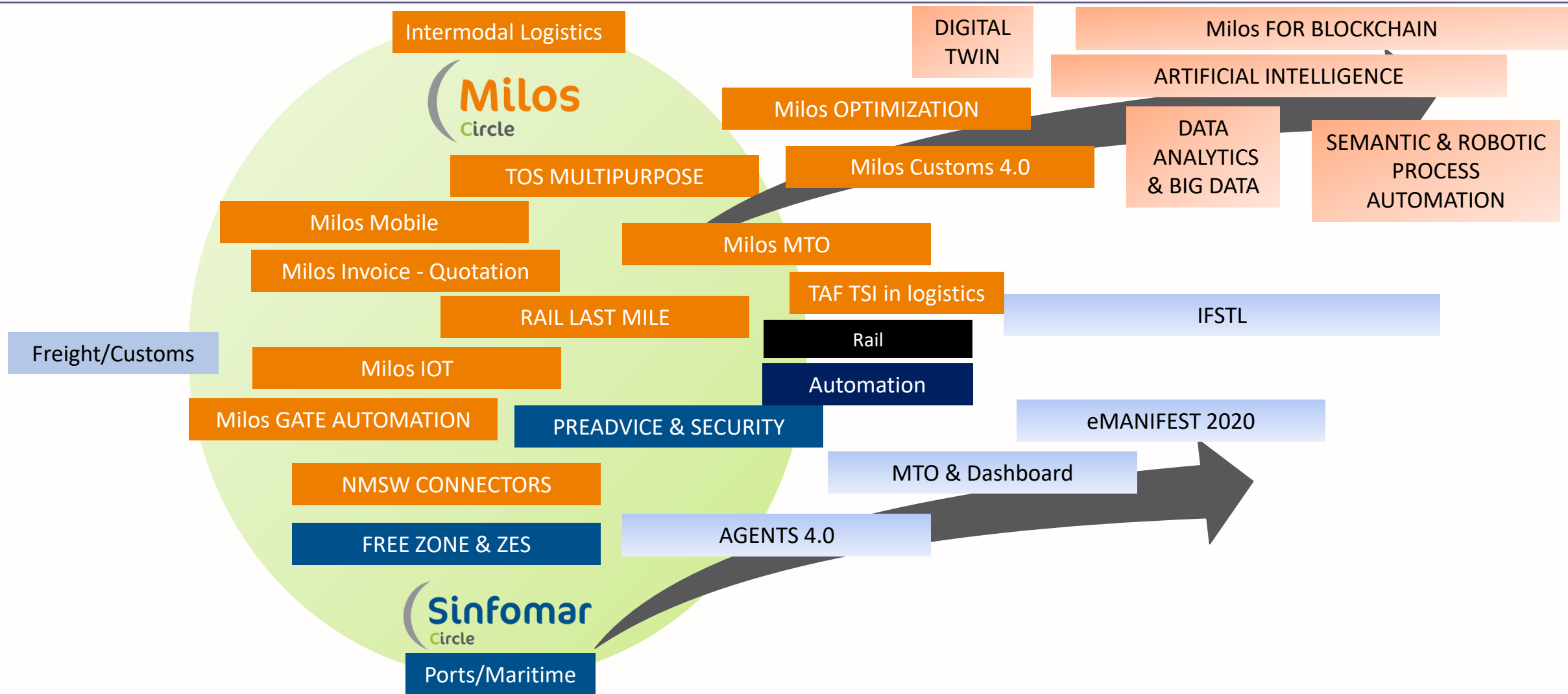
**# Additional +45%**

^ SAAS and PPU model

% on Circle revenues

# Annual Progetto Adele MasterSped revenues

# Product roadmap | Milos® & SINFOMAR evolution 2019-2022



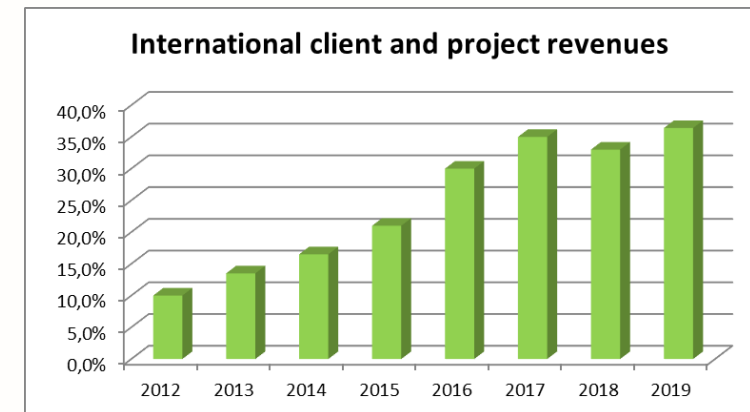
# CIRCLE: international evolution



## Headquarters and representative offices

- Italy: Milano, Genoa, Trieste
- Belgium: Bruxelles (*with ADS Insight*)
- Portugal: Oporto (*with Magellan*)
- Spain: Barcellona (*with partner*)
- Romania: Galati (*with partner*)
- Bulgaria: Burgas (*with partner*)
- Turkey: Istanbul, Ankara, Mersin (*with partner*)
- Saudi Arabia: Riad e Jeddah (*with partner*)

**35% - 2019 (Circle)**





# New projects



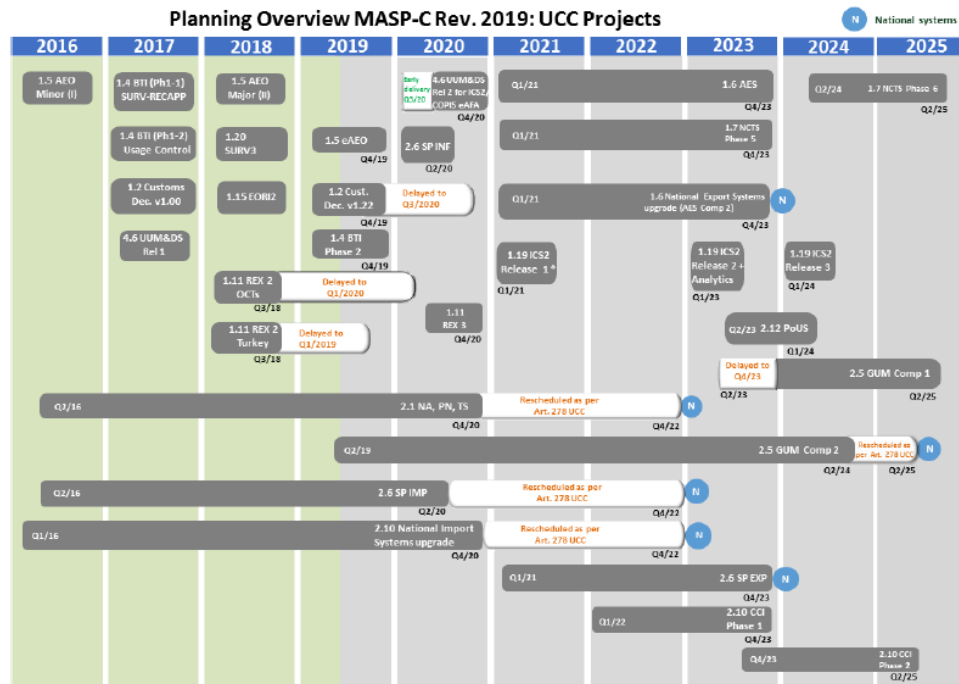
^green: clients and new projects; blu new project under definition; red ongoing activities

# Dinstinctive positioning: strenghts and opportunities





# Customs 2025 + IOT + EU MED pilot projects signed



2025 MultiAnnual Plan  
European Customs



IOT eSeals^  
+ IOT platform

EU signed pilots  
(first of all Marocco)

^product by partner Etti Sicurezza

# Financial focus & stock growth

Data production: 9 aprile 2019 - h 18:30 Data pubblicazione: 10 aprile 2019 - h 7:00

CIRCLE	Italy	FTSE AIM Italia	Engineering
Rating: BUY	Target Price: Euro 4,78 (prev €4,1)	Update	Risk: Medium

Stock performance	1M	3M	6M	1Y
Absolute	0,48%	6,00%	N/A	N/A
to FTSE AIM Italia	3,82%	2,28%	N/A	N/A
to FTSE STAR Italia	0,85%	-2,52%		
to FTSE All-Share	1,09%	-5,67%		
to EURO STOXX	2,24%	-4,73%		
to MSCI World Index	1,37%	-1,90%		

Stocks performance relative to FTSE AIM Italia

Stock Data

Price
Target price
Upside/Downside potential
Bloomberg Code
Market Cap (Kmn)
EV (Kmn)
Free float
Share Outstanding
52-week high
52-week low
Average daily volumes (cm)

Key Financials (K€)

	FY18A	FY19E
Sales	3.824	4.900
EBITDA	1.300	1.470
EBIT	788	1.160
Net Profit	621	836
EPS (€)	0,20	0,27
EBITDA margin	27,1%	26,3%
EBIT margin	16,4%	20,7%

Main Ratios

	FY18A	FY19E
EV/EBITDA (x)	9,1	9,4
EV/EBIT (x)	10,0	6,8
P/E (x)	12,7	9,4

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IRTOPREFSEARCH

## CIRCLE

### Strategic acquisition to further boost growth

**M&A and 1H 2019 results:** In 1H 2019 CIRCLE continued to grow in terms of revenues and profitability and confirmed strategic guidelines to boost growth through M&A with the acquisition of 100% of Progetto Adele, a software house specialized in logistics and freight forwarding. With the acquisition Circle adds two new segments to its product offering and expects to be able to exploit important synergies already in 2H 2019. In FY 2018 Progetto Adele recorded revenues of Euro 2.2 m. The total consideration of the deal was of Euro 1.9 m including Euro 1.4 m of net cash.

**1H 2019** revenues came in at Euro 2.6 m, up by +8.5% vs. 1H 2018 and with an EBITDA margin of 26.5% in line with last years. Growth was mainly driven by Milos (+40%) and international projects (+26%). **Net profit** was for Euro 0.3 m (-9.2% vs. 1H 2018) and **Net cash** stood at Euro 1.3 m, up from Euro 0.9 m in 1H 2018.

We revised our estimates to factor in the acquisition of Progetto Adele which we prudentially estimate should contribute with revenues just below Euro 1 m in FY 2019 for the five months of consolidation. We also revised our organic revenue forecast for Circle lowering our expected growth rate to 10% (previously +22%), with revenues in 2H 2019 up by 12%, vs. 9% in 1H 2019 as we believe that the higher than expected investments in the first six months of 2019 (Euro 0.3 m vs. Euro 0.2 m as of our previous estimates for FY 2019), will boost growth in the short term. Overall, we increased our revenue and EBITDA estimates with an average of +20% and +9% respectively.

### UPDATE REPORT 1H 2019 RESULTS AIM Italia – September 26<sup>th</sup>, 2019 6:00 p.m.

#### Sector: Technology

Target Price (Euro)	4.91 (4.86 pr)
Market Price (Euro)	2.60
Market Cap (Euro m)	9
EV (Euro m)	8
(as of September 25 <sup>th</sup> , 2019)	

#### Share Data

Market	AIM Italia
Bloomberg/Reuters	CIRCIM / CIRCIM
ISIN	IT0005344916
N. of Shares	3.470.115
Free float	20.24%
Main Shareholder	Luca Abatello (66.48%)
CEO	Luca Abatello

#### AIM Positioning

FY 2018	Company	AIM Sector	AIM Italia
Revenues (Eu m)	5	44	44
Revenues YoY	18%	31%	30%
EBITDA Margin	27%	16%	14%
NFP (cash) (Eu m)	(2.1)	(1.7)	7.5
NFP/EBITDA (x)	(1.6)	0.1	4.1

Market Data (Eu m)	Company	AIM Sector	AIM Italia
Capitalisation	9	76	54
Perf. YTD	13%	31%	-7%
Free float	20%	31%	35%
ADTT YTD (Eu)	33.234	198.214	116.347

#### Performance

	1M	3M	6M
Absolute	2.34%	-2.24%	-6.26%
Relative (TSE AIM Italia)	1.53%	8.44%	1.91%
52-week High/Low (Eu)	3.34 / 2.09		

**+23%  
Upside  
from IPO**

**4,78/4,91  
Target Prices**

**+85/90%  
Upside  
opportunity**



**«Free allocation of shares» - 1 free stock  
each 10 – May 20th, 2019**

**Ongoing Buy back – only 6.600 until now**

