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*IR Top – AIM Investor day*

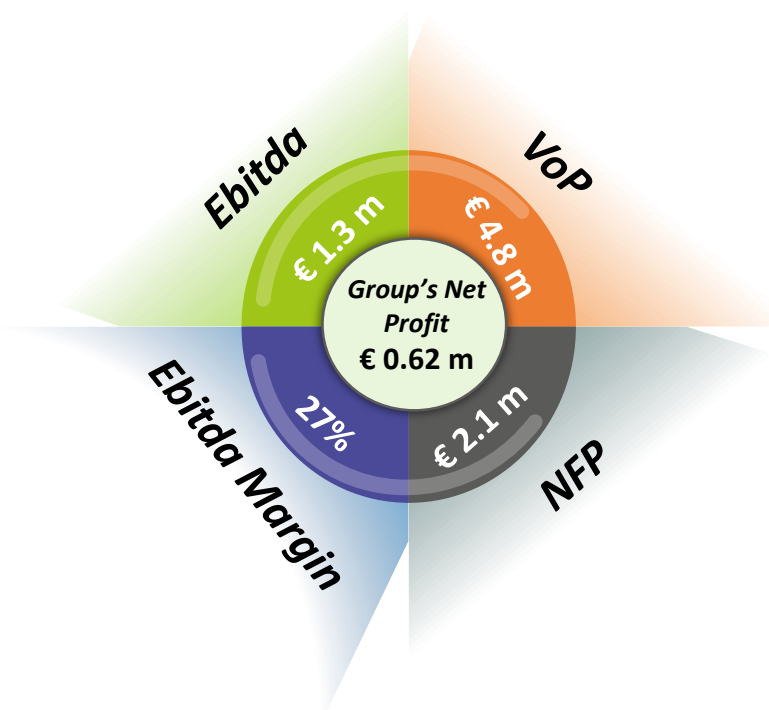
*Circle Group  
Investor Presentation*

November 21th, 2019

Luca Abatello

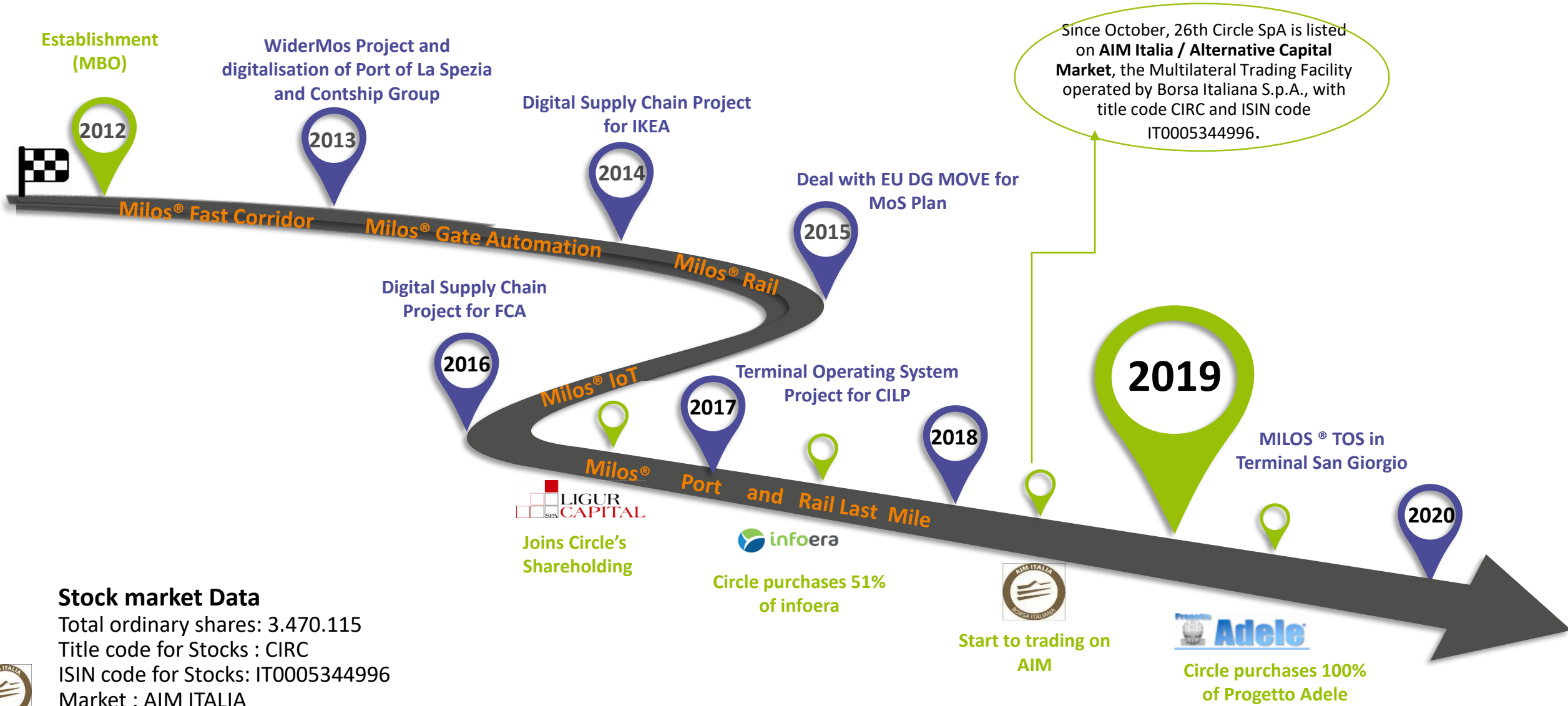
CEO

- 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**.



Year 2018





### Stock market Data

Total ordinary shares: 3.470.115  
 Title code for Stocks : CIRC  
 ISIN code for Stocks: IT0005344996  
 Market : AIM ITALIA





## Supply Chain Operational Visibility Vendor Guide

**Published:** 7 November 2019 **ID:** G00387970

**Analyst(s):** Christian Titze, Bart De Muynck

This research provides a compendium of the operational visibility solutions categories and providers that Gartner covers. Supply chain technology leaders can use this research to help develop a comprehensive supply chain visibility technology portfolio strategy.

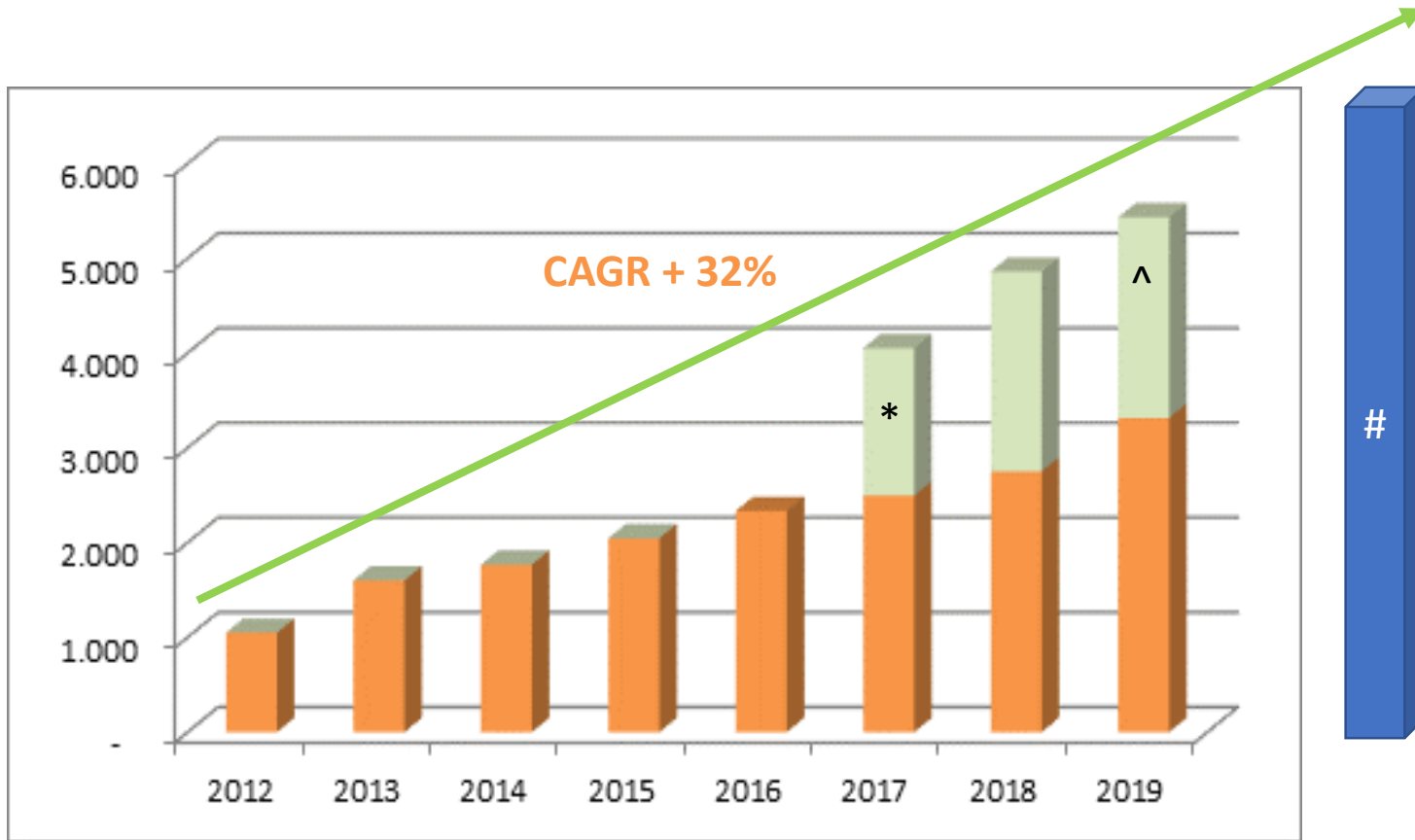
Circle (Milos)	<a href="http://www.circletouch.eu">www.circletouch.eu</a>	Modular solution for the transport optimization of containers, trailers, cars and general cargo through the logistic intermodal chain; focus on automated port logistics and customs procedures
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# New Rail terminal and last mile contract and project



- *New rail terminal and last mile contract and project*
- *PSA Genova Prà is one of the most important container terminal in Med Area*
- *More than 16 million tons managed*
- *More than 18% of rail management*



### Legenda

- \* Green numbers about Info.era acquisition, end of 2017
- ^ Group consolidated revenues  
Simulating H2 similar H1

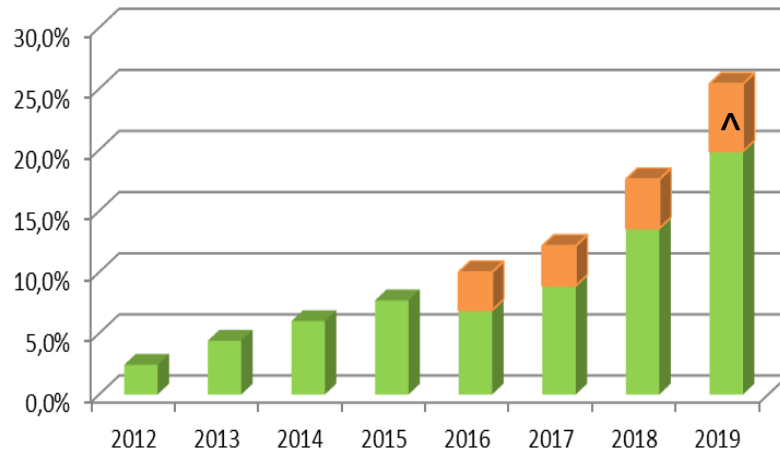
	H1 2019	vs H1 2018	H 2019 with Progetto Adele
<b>Revenue</b>	€ 2.6 mln	+8,5%	(+29% including 5 months of Progetto Adele, from acquisition date)



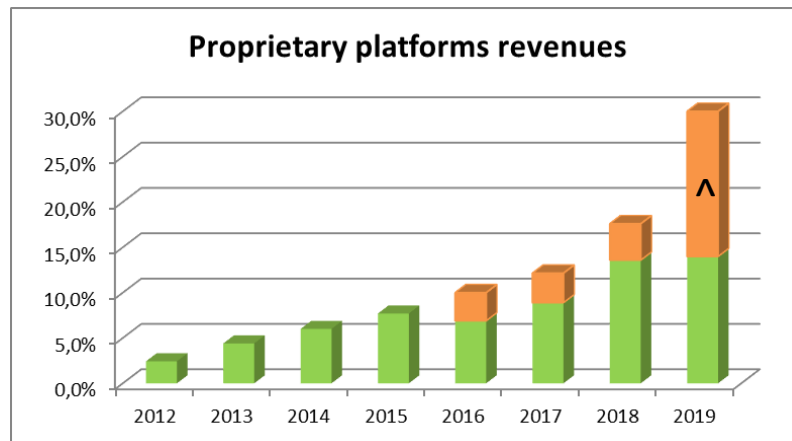
	H1 2019	Vs 2018
<b>Revenue</b>	€ 2,6 mln	+8,5%
<b>EBITDA</b>	€ 0,7 mln	+8,6%
<b>EBIT adjusted*</b> <i>*excluding IPO costs effects</i>	€ 0,51 mln	+6%
<b>Net profit adjusted*</b> <i>*excluding IPO costs effects</i>	€ 0,41 mln	+8%
<b>NFP</b>	€ 1,3 mln	€ 2,1 mln



## Milos Revenue 19 H1



2019 EVOLUTION*		
	Milos Suites H1 19	ADDING ALSO MasterSped* REVENUE (vs 2018)
Proprietary suites Revenue	+40%	+119%



### Legenda

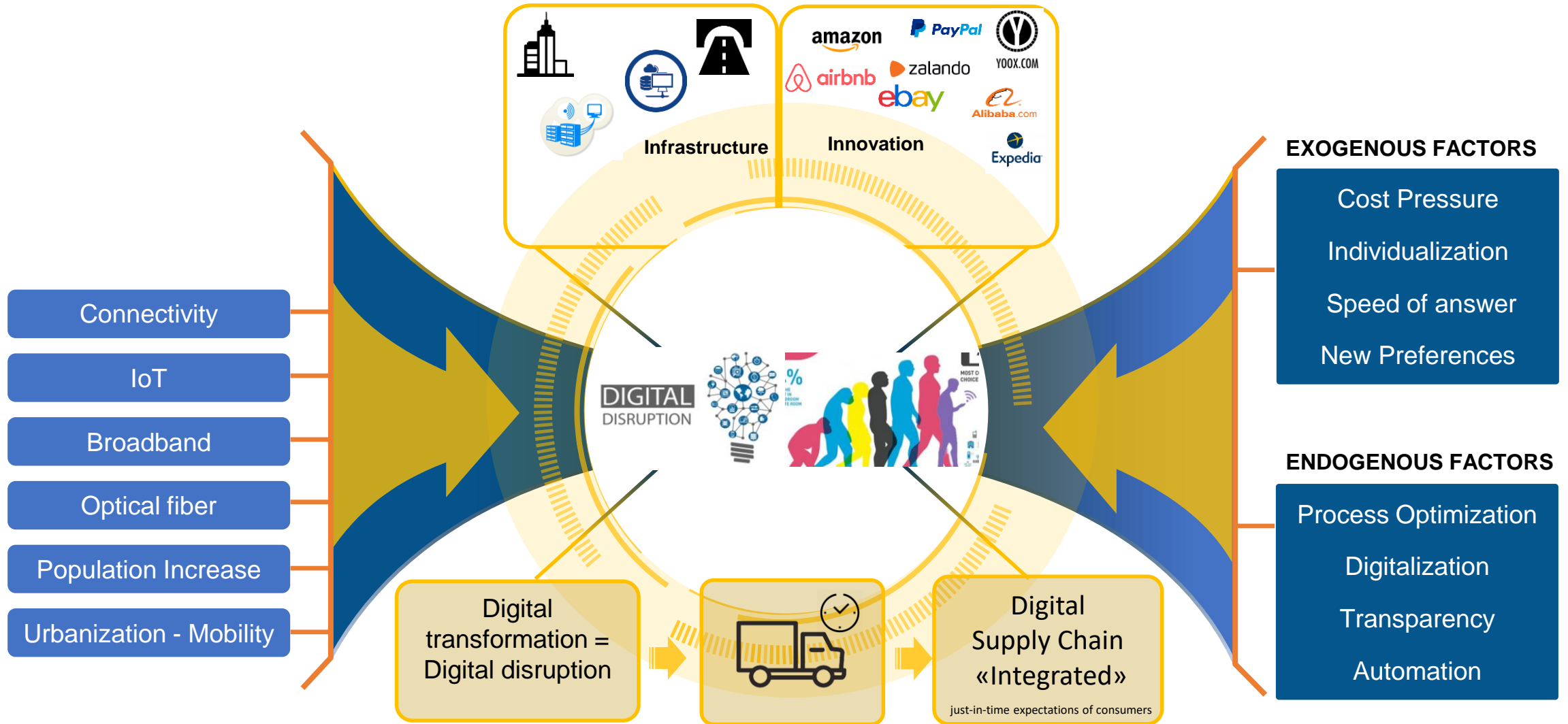
^ SAAS and PPU model Milos (% on Circle revenue)

\* adding also 5/12 Mastersped - Progetto Adele (% on consolidated revenue)





# Market evolution overview: Digital transformation in the Supply Chain



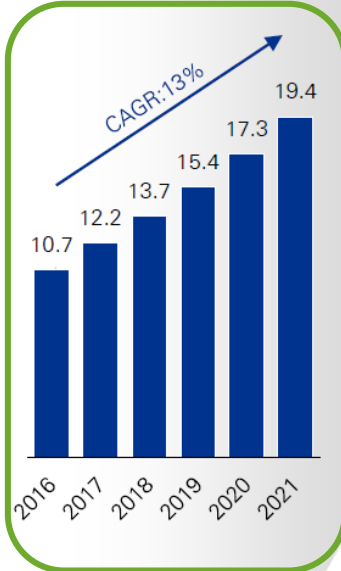
Source: Data provided by management



The global supply chain management (SCM) software market is expected to grow significantly driven by increased adoption by mid-sized enterprises due to ease of use and product innovation (e.g. cloud-based solutions)

Gartner anticipates that vendors offering a well-defined, vertical industry oriented strategy for mid-sized organisations will grow rapidly over the next five years by capturing large parts of the market

Highly attractive supply chain management software market which is expected to show double digit growth (\$bn)



Source: Gartner: Supply Chain Management Software Worldwide (2018); Accenture: Connected Ports Driving Future Trade (2016)

## Market drivers of maritime logistics segment



### Ever-increasing cargo volumes and increasingly complex transportation networks

- Ever-increasing vessel sizes and cargo volumes continue to pressure ports and terminals
- At a time when logistics service providers are attempting to provide door-to-door services, ports need to transform themselves to eliminate bottlenecks in information, services and efficiency
- Therefore seaports have now become one of the most dynamic links in international transport networks



### Continued focus on port productivity

- The terminal operations of warehousing, transshipments, and loading and unloading are well established and increasingly homogenous
- Operators that want to maintain a competitive edge must adopt a digital mindset and connect with inland industries to counter underutilisation of resources and lack of collaboration



### Increasingly stringent requirements

- The maritime logistics value chain has increasingly stringent requirements for adequacy of collection, distribution and transportation systems, transparency of logistics operations and convenience of trade
- Regulations like the EU National Single Window directive increase the administrative burden on large and small ports
- To manage the administration burden efficiently, automation and software solutions are key

# Strategic guidelines: the ongoing development plan 2018 -2020

## 1 Product evolution

Roadmap Milos 2020

Roadmap Sinfomar 2020



## 2 Geographical expansion

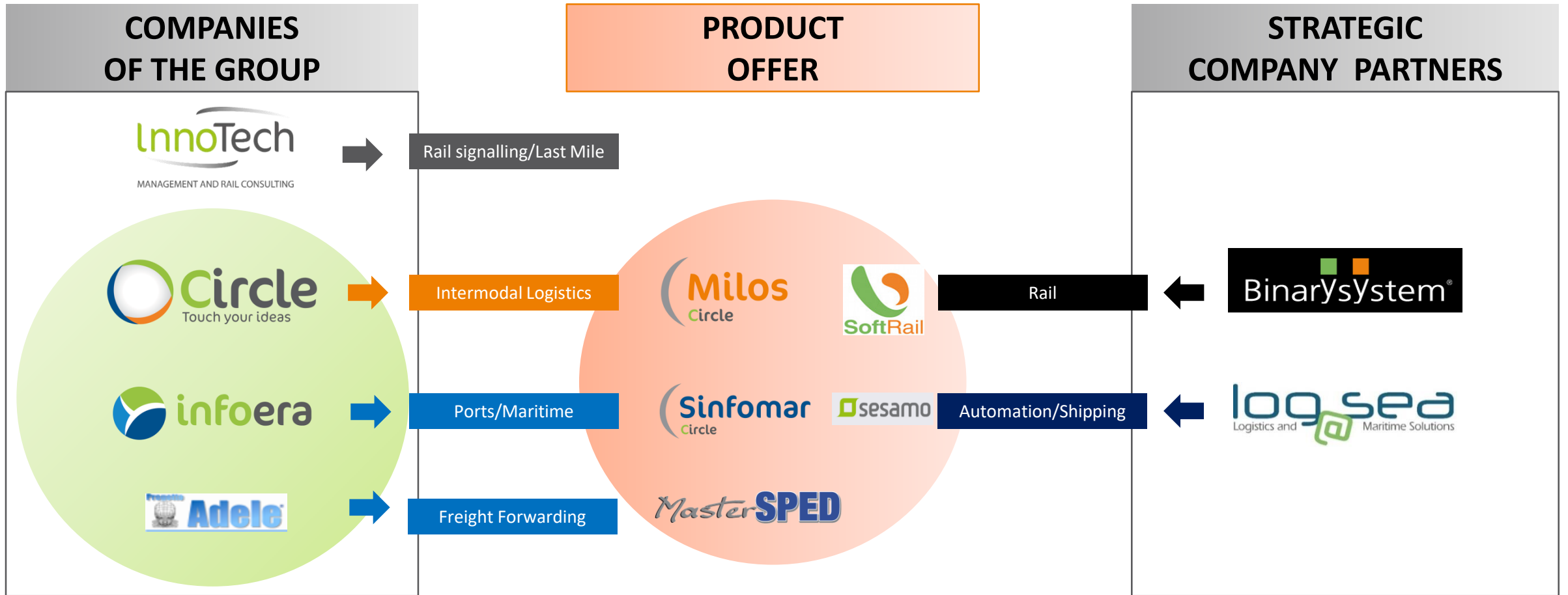


Turkey, Portugal,  
Morocco, Eastern  
Europe, Middle  
East, Area MED,  
  
Swiss & Austria.

## 3 M&A – Partnership and JV



<p>Port &amp; Maritime ✓</p>	<p>Freight forwarding &amp; Customs ✓</p>	<p>Rail &amp; Rail Last Mile ✓</p>	<p>Internet of things &amp; Optimization </p>	<p>Big Data, AI &amp; Process Automation</p>	<p>Mediterranean presence &amp; market</p>





**Freight Forwarder,  
Customs Agency, Logistic  
Operator**



**Shipper**



**Shipping  
Agency**



**Multimodal  
Transport & Rail  
Operator**

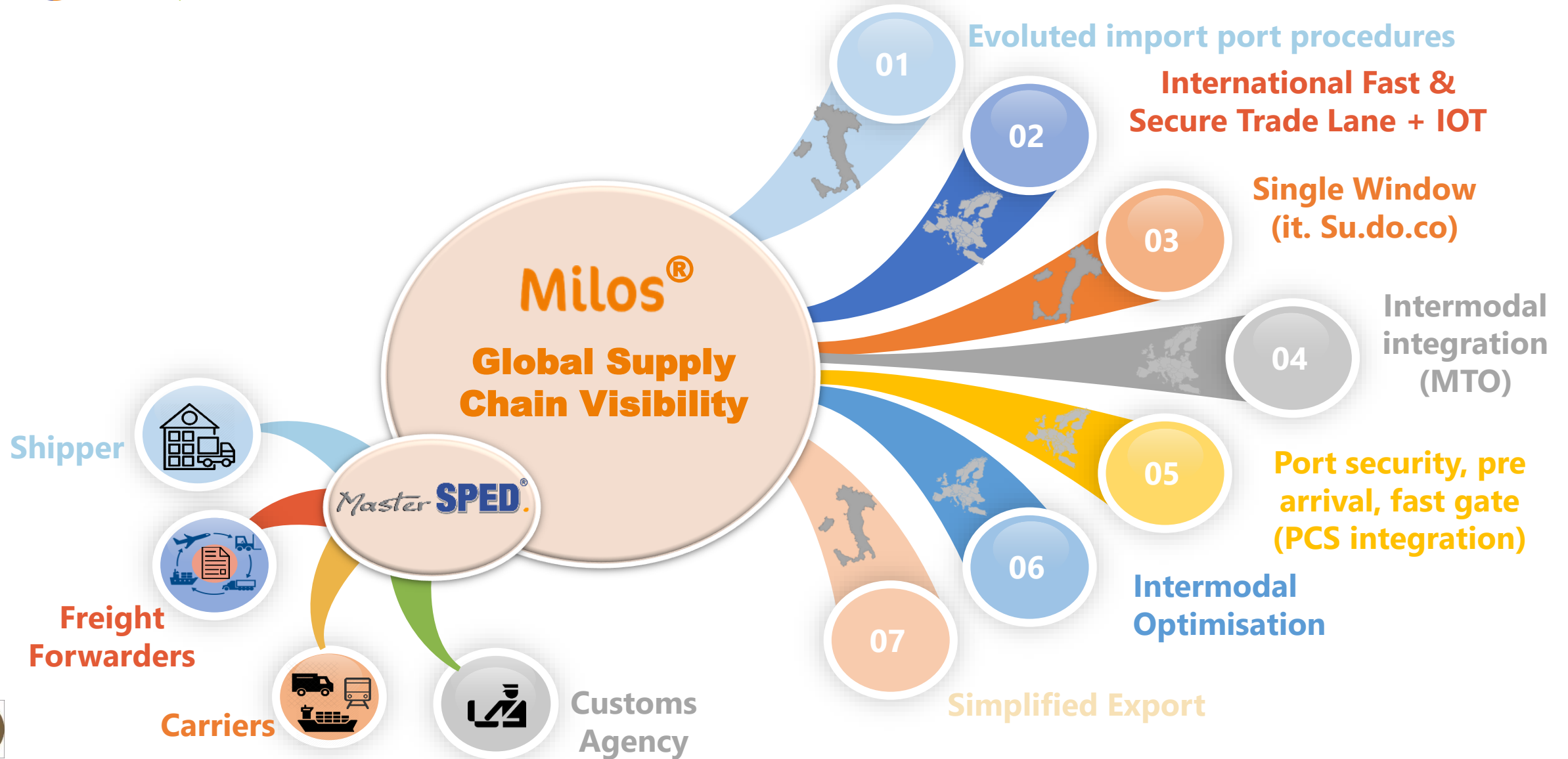


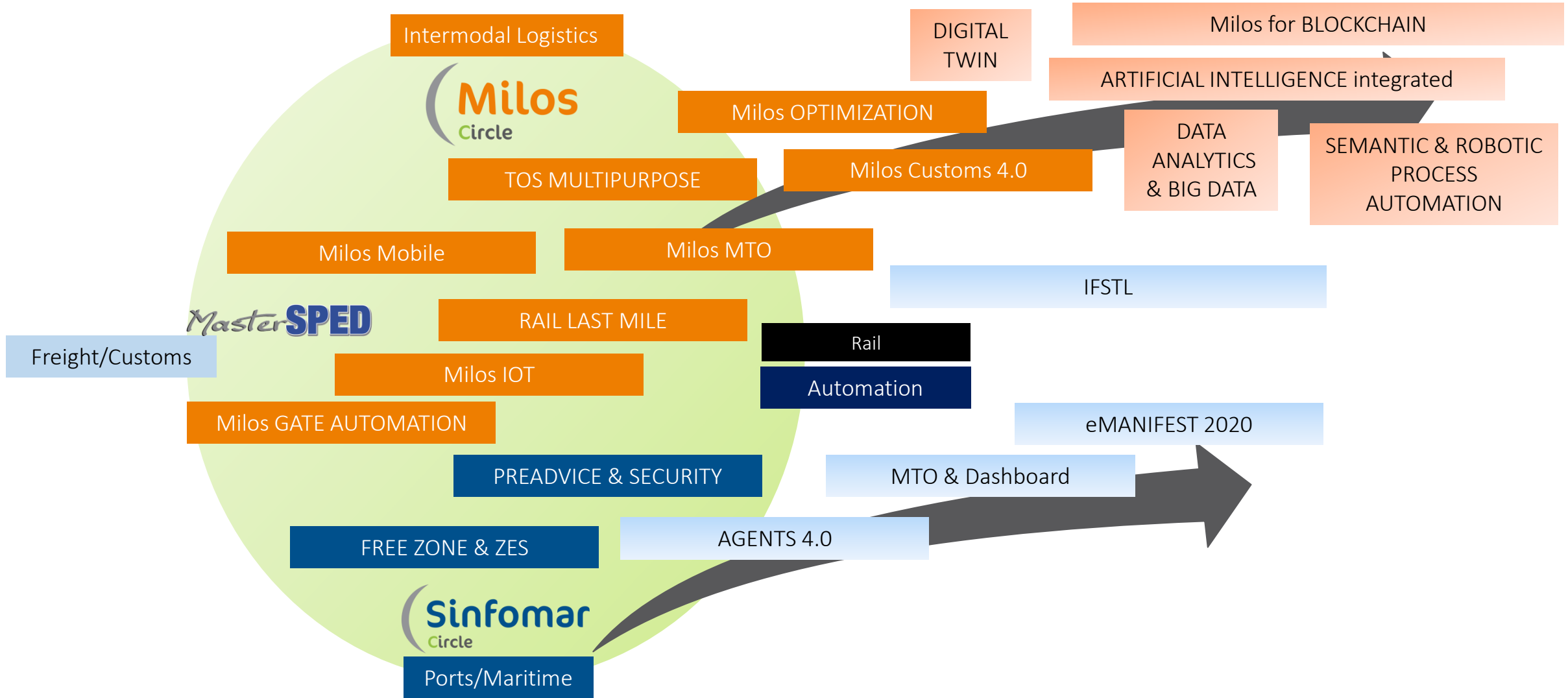
**Ports**



**Port & Inland  
Terminal**





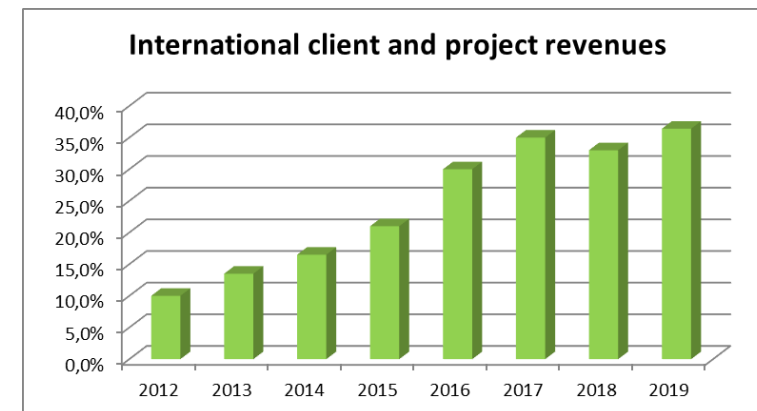




## Headquarters and representative offices

- Italy: Milan, 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)





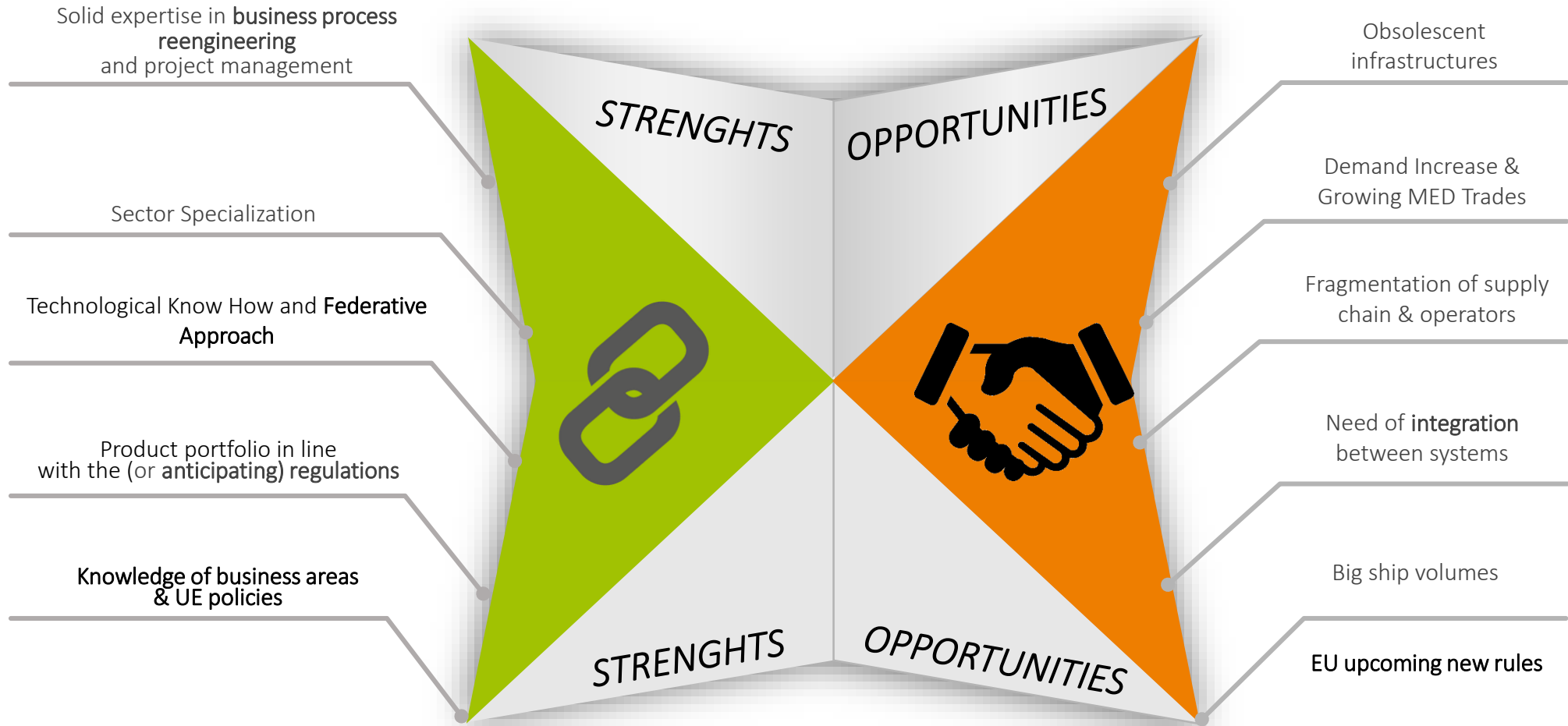


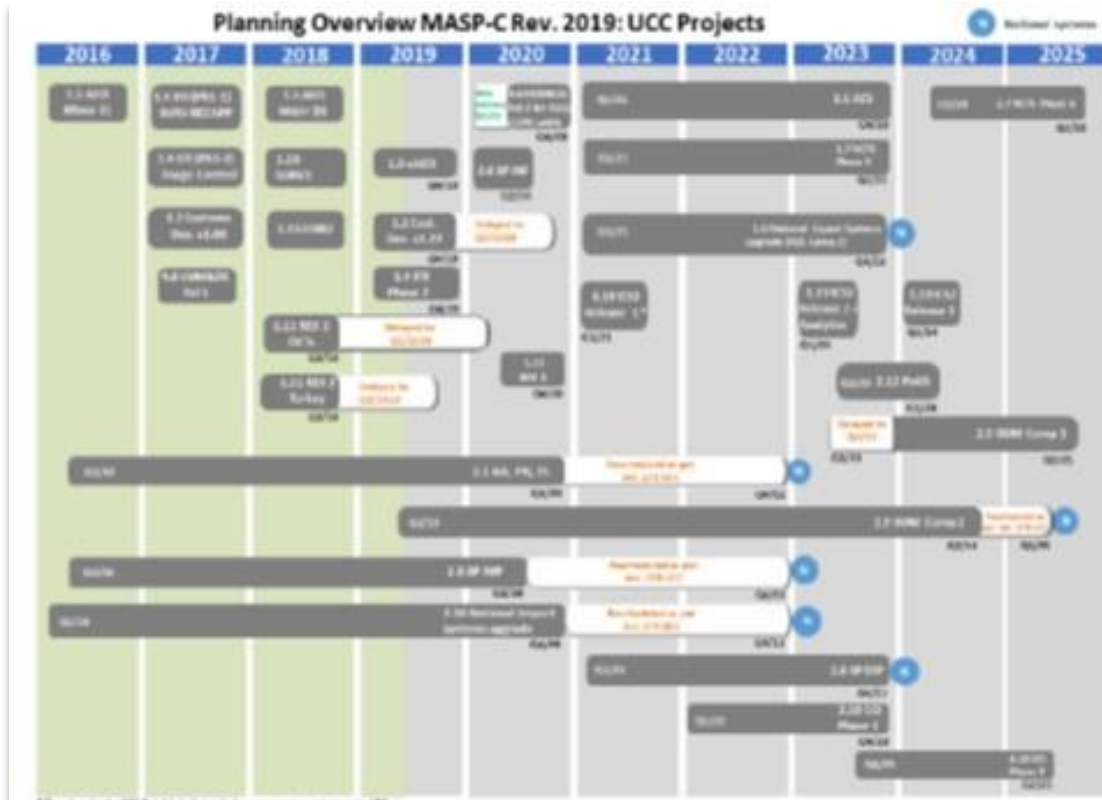
### Legenda

- Clients and new projects
- New project under definition
- Ongoing activities



# Distinctive positioning: strenghts and opportunities





2025 MultiAnnual Plan  
European Customs



IoT eSeals +  
IoT platform



EU signed pilots  
( 1<sup>st</sup> of all Morocco)



Data produzione: 9 aprile 2019 - h 18:30

CIRCLE Italy FTSE AIM Italia Engineering  
 Rating: BUY Target Price: Euro 4,78 (prev C4,1) Update Risk: Medium

Stock performance	1M	3M	6M	1Y
Absolute	0,40%	6,00%	N/A	N/A
to FTSE AIM Italia	5,82%	2,28%	N/A	N/A
to FTSE STAR Italia	0,85%	-0,52%	N/A	N/A
to FTSE All-Share	1,09%	-6,87%	N/A	N/A
to EUROPODXX	2,24%	-4,73%	N/A	N/A
to MSCI World Index	1,37%	-1,80%	N/A	N/A

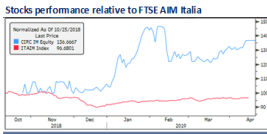
Stock Data	
Price	4,31€
Target price	4,4-10
Upside/(Downside) potential	29,7%
Bloomberg Code	CIRC.M EQUITY
Market Cap (€ m)	19,0
EV (€ m)	7,9
Free Float	20,24%
Share Outstanding	3.154.650
52-week high	43,67
52-week low	42,35
Average daily volumes (m)	12,518

Key Financials (€k)	FY18A	FY19E	FY20E	FY21E
Sales	3.628	4.900	5.700	6.800
EBITDA	1.300	1.470	1.868	2.266
EBIT	798	1.180	1.518	1.886
Net Profit	611	858	1.094	1.345
EPS (€)	0,20	0,27	0,33	0,43
EBITDA margin	27,1%	26,5%	28,5%	30,2%
EBIT margin	16,4%	20,7%	23,0%	24,9%

Main Ratios	FY18A	FY19E	FY20E	FY21E
EV/EBITDA (x)	6,1	5,4	4,2	3,5
EV/EBIT (x)	10,0	9,8	9,2	4,2
P/E (x)	12,7	9,4	7,2	5,9

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Data pubblicazione: 10 aprile 2019 - h 7:00



## 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.

Upside from IPO	Target Prices	Upside Opportunity
+36% <sup>^</sup>	4.78/4.91	+60% - 65%

### 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
<i>(as of September 25<sup>th</sup>, 2019)</i>	

#### Share Data

Market	AIM Italia
Bloomberg/Reuters	CIRC.M / CIRC.MI
ISIN	IT0005344996
N. of Shares	3.470.115
Free Float	20,24%
Main Shareholder	Luca Abatello (66,46%)
CEO	Luca Abatello

#### AIM Positioning

FY 2018	Company	AM Sector	AM Italia
Revenues (€ m)	5	44	44
Revenues YoY	18%	31%	30%
EBITDA Margin	27%	16%	14%
NFP (cash) (€ m)	(2.1)	(1.7)	7.5
NFP/EBITDA (x)	(1.4)	0.1	4.1

Market Data (€ m)	Company	AM Sector	AM Italia
Capitalisation	9	76	54
Perf. YTD	13%	31%	-7%
Free Float	20%	31%	35%
ADITYTD (€)	33.234	198.214	116.387

#### Performance

	1M	3M	4M
Absolute	2,34%	-2,24%	-6,24%
Relative (TSE AIM Italia)	1,53%	6,44%	1,91%
52-week High/Low (€)	3,34 / 2,09		



- «Free allocation of shares» - 1 free stock each 10 – May 20th, 2019
- Ongoing Buy back – 6.600 until now
- Circle is an innovative SME

<sup>^</sup> stock price at November 20th, 2019



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# *Thank you*

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