



CONNECT 4 AGILE GROWTH

INVESTOR PRESENTATION - CONFIDENTIAL

December 1st, 2020

Agenda

- Corporate Overview and Financials
- Market Trends and Competitive Positioning
- Development plan 2018-2020: until today
 - Log@sea
- What's next?
 - Today news: Circle ConnectingEU & Magellan
 - Strategic Roadmap 2021-2024



Corporate overview and Financials

Corporate overview

Highlights

Circle Group is an international player specialised in providing innovative technological solutions for automation and digitalisation of the entire supply chain, with distinctive vertical skills in the port and intermodal logistics sectors. Through a vertically integrated business model, the Group completes its offering with services supporting its clients in gathering European funding and achieving a strategic positioning at European level.

Since
October 2018

Listed on AIM Italia

More than 30%
of revenues (Circle) realised
outside Italy; focus on South
Europe, Mediterranean area,
Black Sea and Middle East

70
direct employees and a network of
collaborators

Revenues € 6,1 mln
(+27% vs 2018)

Ebitda adj € 1.5 m

Ebitda Margin 24%

Group's Net Profit € 0.5 m

NFP € 0.3 m

Year 2019

3 main products

Milos®: innovative software focused on intermodal logistic operations dedicated to inland and port terminals, MTOs and maritime agencies

Sinfomar®: Extended Port Community System connecting all players and processes involved in a port

MasterSped®: evolutive platform for customs operators

2 main EU services

Projet Anticipation: support to Public and Private entities achieving strategic objectives exploiting EU funds

EU Branding: company positioning and visibility on the international market aimed at strengthening the relations and business proposals in Europe

3 successful M&A since end of 2017

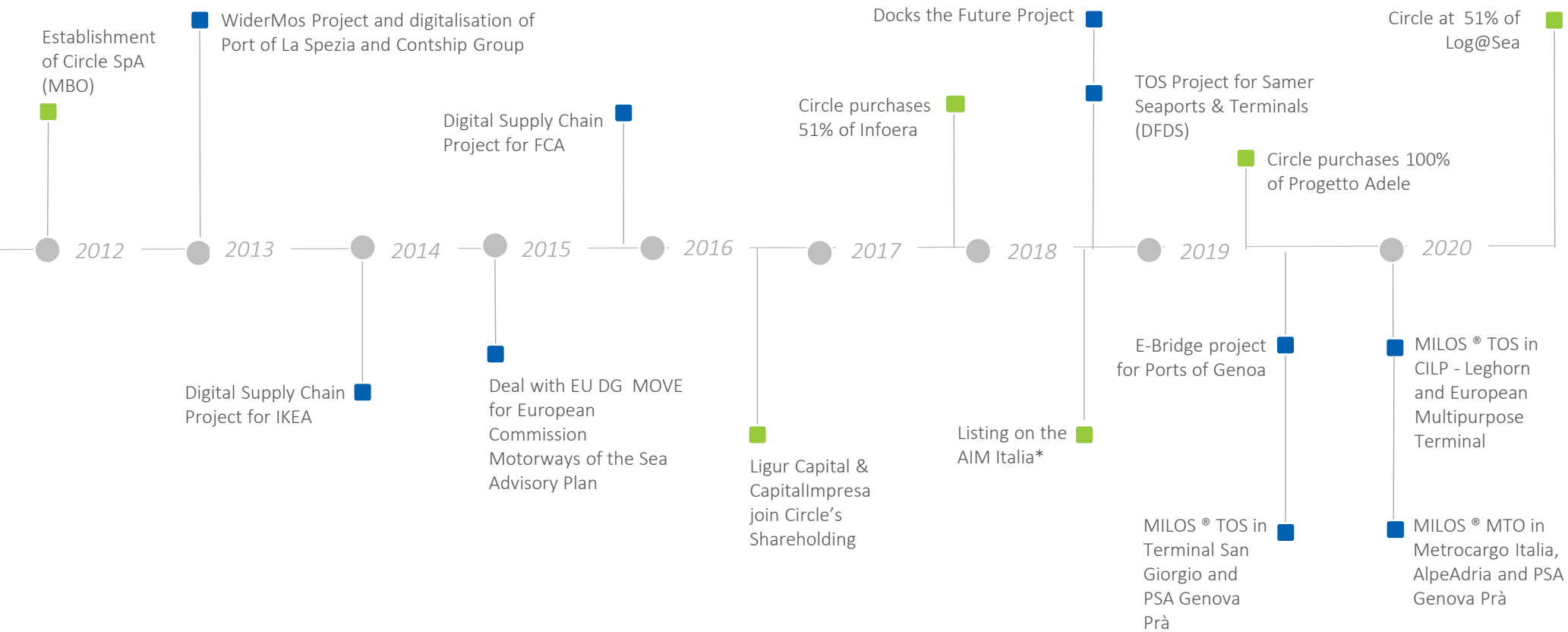
51% of Info.Era, specialised in software products development with a deep experience in port sector with Sinfomar®

100% of Progetto Adele, specialised in the development of vertical software systems for the Supply Chain

51% of Log@Sea, company network specialised in solutions for logistic nodes automation using OCR and IOT technologies

Corporate Overview

Key Facts



*** Stock market Data**

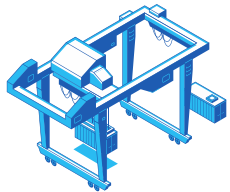
Total ordinary shares: 3.470.115 | Title code for Stocks : CIRC

ISIN code for Stocks: IT0005344996 | Market : AIM ITALIA

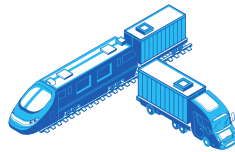
Corporate Overview

3 Business Units, targets and products

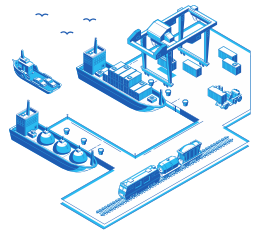
Innovative and Smart Supply Chain



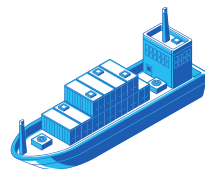
Inland and Port Terminal Operators



Multimodal Transport Operators & Rail Companies



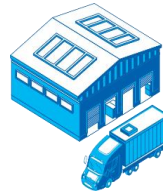
Port Authorities and Port Communities



Shipping Agencies

Milos **Sinfomar**

Global Supply Chain Visibility



Shippers



Freight Forwarders



Customs Operators

Milos **MasterSPED**

Connecting EU

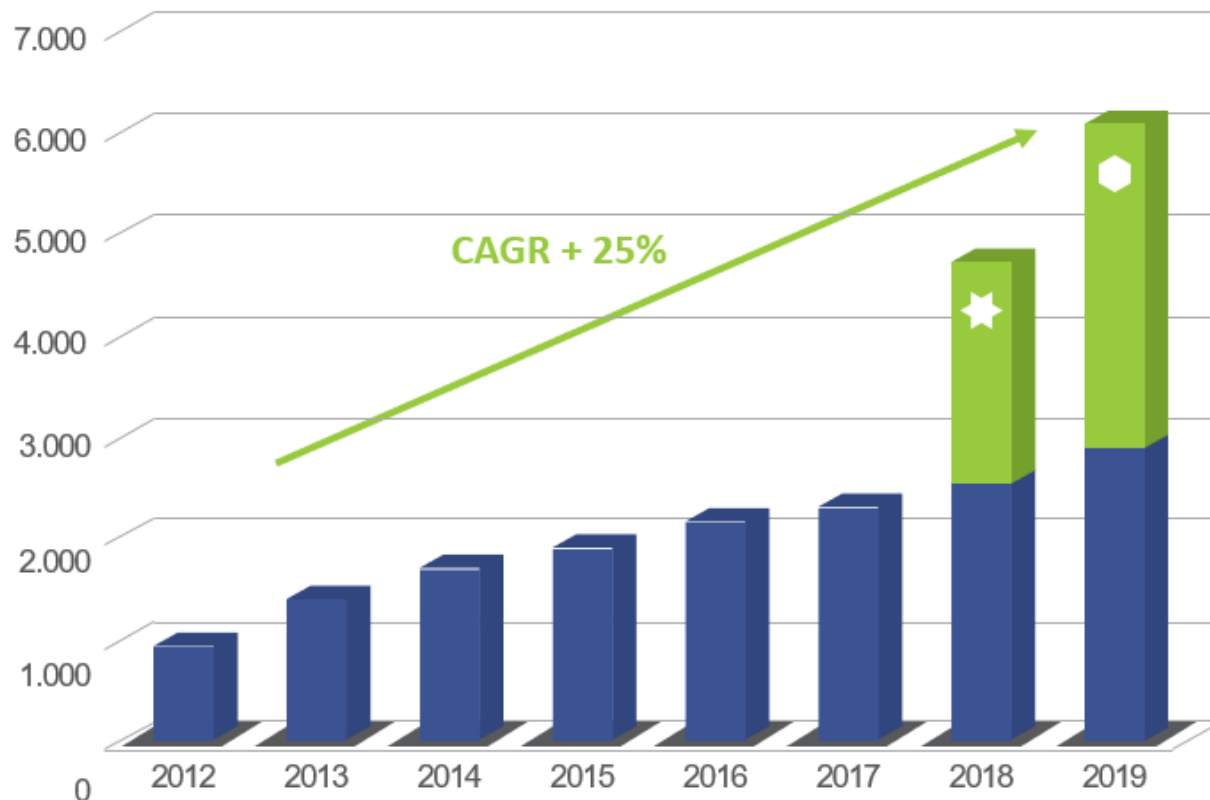


Private and Public entities specialised in port, transport and logistics

Project Anticipation
EU Branding

Financials

2012-2019 Group revenues



	2019	vs 2018
Group Revenues	€ 6,1 mln	+27%

★ Green numbers are related to Info.era (acquisition 01.01.2018)

● Group consolidated revenues - including 5 months of Progetto Adele (acquisition 01.08.2019) and 12 months of Info.era

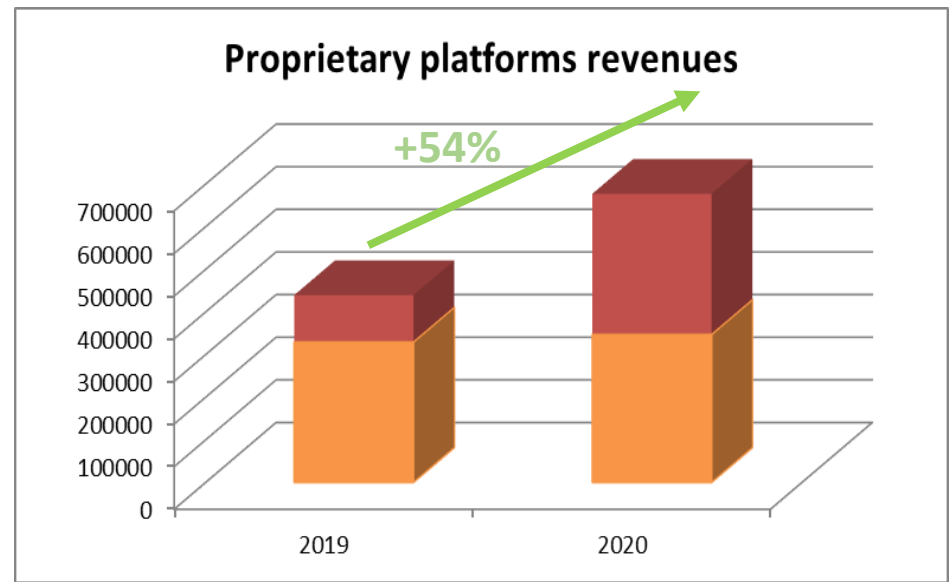
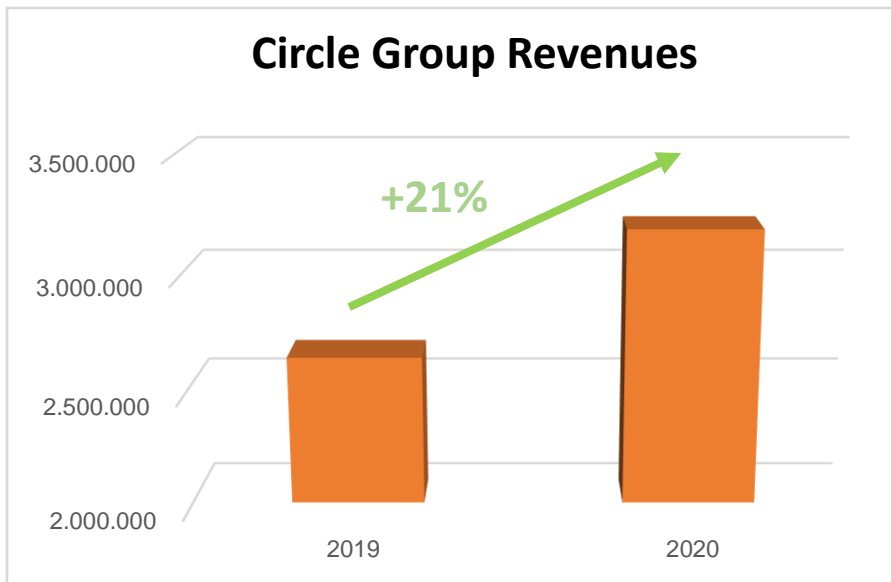
Circle Group Financial Statement 2020 H1

	2020 H1	2019 H1
Revenues	€ 3.2 mln (+21%)	€ 2.6 mln
EBITDA adjusted* <i>*excluding not recurrent costs</i>	€ 0.7 mln (excluding non-recurring costs deriving from the pandemic; EBITDA 0.4)	€ 0.7 mln
EBIT adjusted* <i>*excluding not recurrent costs</i>	€ 0.4 mln (excluding non-recurring costs deriving from the pandemic, EBIT 0.1)	€ 0.4 mln
Net profit	€ 0.04 mln	€ 0.38 mln
NFP	€ 0.47 mln (considering investment 0.4 + non-recurring costs 0.3)	€ 0.34 mln

Group Backlog: + 45% vs 2019 H1

Group Financial Statement 2020 H1

Products



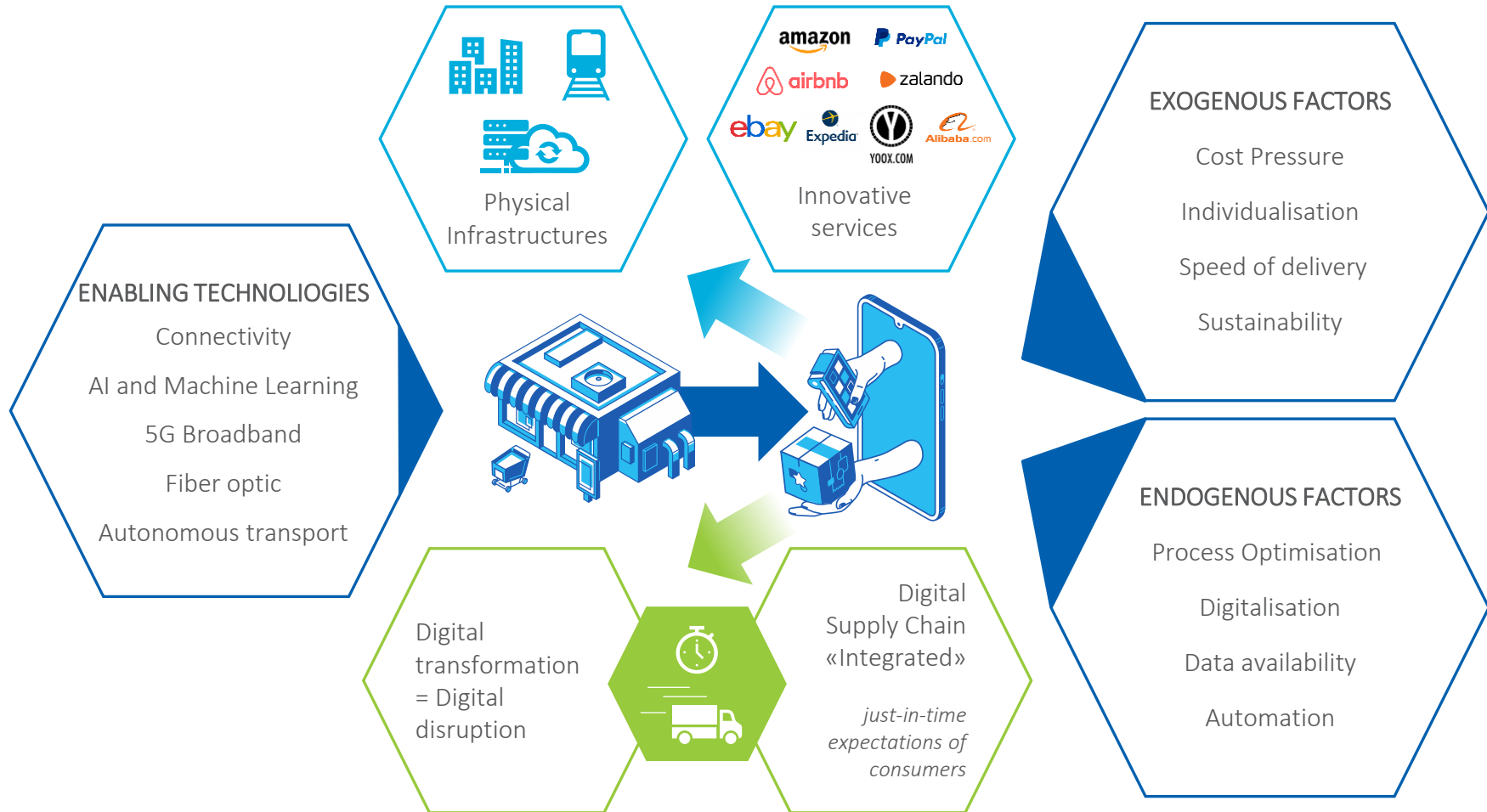
SaaS: + 101% vs 2019 H1



Market trends and competitive positioning

Market trends

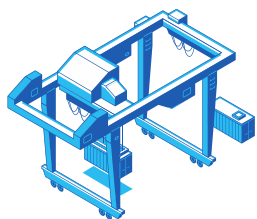
Digital transformation in the Supply Chain





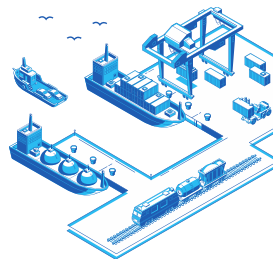
Market trends

Players' needs - following and anticipating macro trends



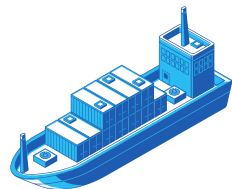
Port and Inland Terminals

- Shipping lines expansion



Port Authorities and Port Communities

- Extended PCS
- Supply chain integration
- Rail last mile
- Blockchain & international maritime (International Fast Trade Lane)



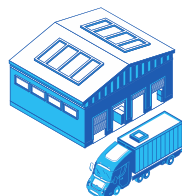
Shipping Agencies

- Shipping line expansion and supply chain integration



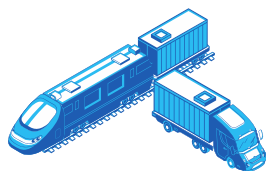
Freight forwarders / Customs operators

- 3PL/4PL/carrier



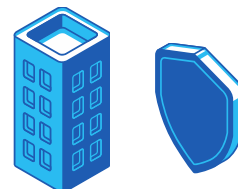
Shippers

- eCustoms opportunities
- Ex-Works evolution



MTO and Rail companies (Med, Baltic Region, Black Sea, Middle East, Central Europe)

- Shipping lines expansion & integration
- Multi services needs

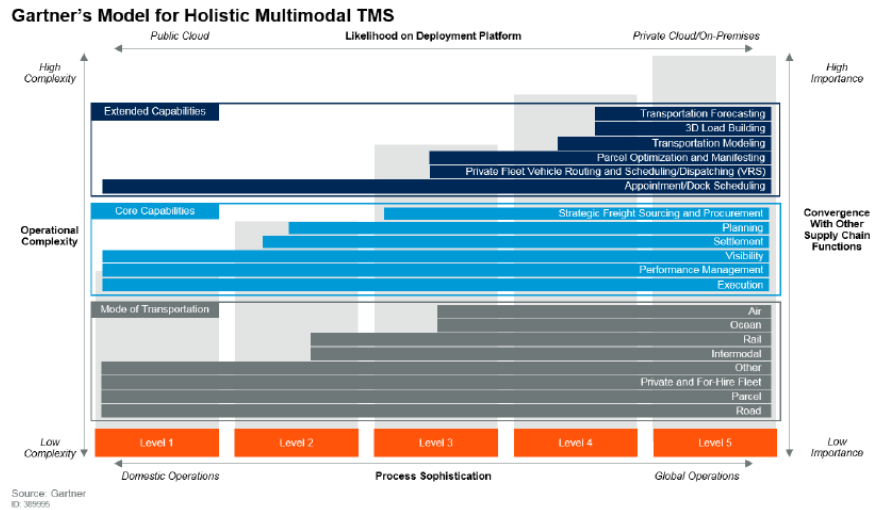


Supply chain public entities and players

- 2025 eCustoms
- D65 evolution – European Maritime Single Window environment
- International “standard” evolution (EFTI, Federated Systems, ..)

Market trends

Segments and trends



Despite the **complexity** of TMS, most customers do not need the most advanced functionalities

Their decision making depends on **costs and speed** of implementation

Importance of **modular system, innovatives services** and support of less demanding operations

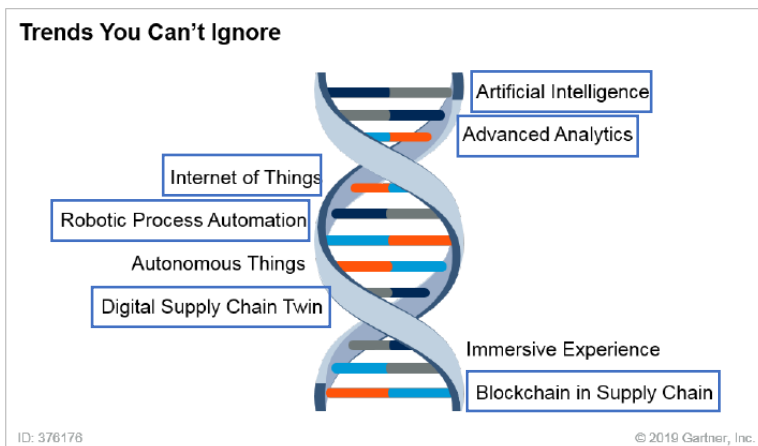
- For this reason Circle Group developed **INNOVATIVE federative services**

Importance of **digitalization and innovation** through:

- IOT
- Artificial Intelligence
- Robotic process automation
- Digital Twin
- Notarisation

Mindset accepts long-term perpetual change

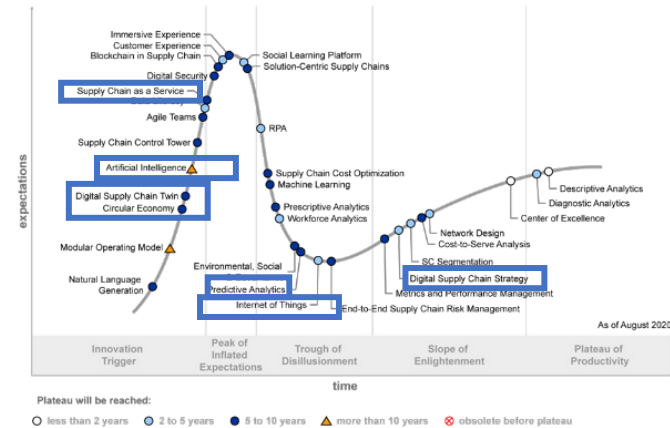
- For this reason Circle Group developed **INTEGRATED federative services**



Market trends

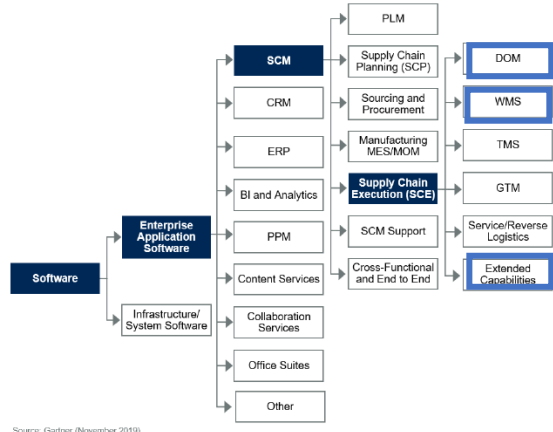
Technologies and targets

Hype Cycle for Supply Chain Strategy, 2020



Source: Gartner
ID: 441705

Enterprise Application Software Market Segments



Source: Gartner (November 2019)

Only 18% of supply chain organizations are **early adopters** of technology.

Circle Group is part of this utilizing technologies in the “Innovation Trigger” (for ex. Digital Supply Chain Innovation Twin and Circular Economy).

Technologies, then, go through “Trough of Disillusionment” (such as IOT last years) to finally approach the “Slope of enlightenment” and “**Plateau of productivity**” (IOT next year)

Macro trends driving innovation that **are strategic FOCUS** for Circle Group:

- Growth and evolution of **automation** in logistics
- **Modular** operating model
- Extension and enhancement of existing application suites such as with **federative services**
- **Digital supply chain twin**
- For **Internet of Things (IoT)** the market will now increase as the technology advances.

Circle Group’s supply chain management application interoperability market focus are **DOM** (Distributed Order Management), **WMS** (Warehouse Management System), and extended capabilities with **FEDERATIVE SERVICES**

Targets

Segments and target evolutions

ALLIANCES AND PARTNERSHIPS COVERAGE (from existing to future targets)	FUTURE TARGETS					COURIERS		
						TRANSPORTERS WITH TRUCKS (TMS)		
						COLLECTORS OF GOODS	CIRCUITS	
			LOGISTICS IN PORTS			GENERAL TRANSPORT WITH BOX VEHICLES		MANUFACTURE OF VERTICAL SECTORS
	EXISTING TARGETS		PORT & BORDER CUSTOMS OPERATOR					
			CUSTOMS OPERATORS					
		SHIPPING AGENTS						
								FOOD INDUSTRY
		NON-VESSEL OPERATING COMMON CARRIER	LOGISTIC IN ITALIAN PORTS	MULTIMODAL TRANSPORT OPERATORS (MTO)			ON BOARD SUPPLIERS	
			LOGISTIC IN MK, TK, EGI PORTS					SHIPPERS (GSCV)
	FREIGHT FORWARDERS					WAREHOUSES (WMS)		
	INTERNATIONAL LOGISTIC	PORT LOGISTICS	INTERMODAL LOGISTICS AND RAIL	AIR LOGISTICS	ROAD LOGISTICS (TRUCKS)	OTHER INDUSTRIES OR SERVICES	INDUSTRIES	
TARGET SEGMENTS (divided by Transport Type)								

Market trends

Potential by industry

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

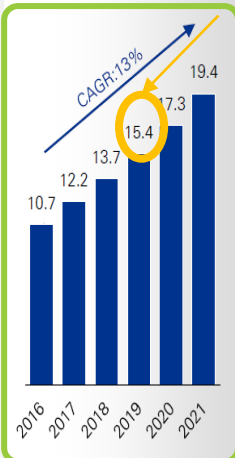
- The terminal operations of warehousing, transshipments, and loading and unloading are well established and increasingly homogenous
- Operators that want to maintain a competitive edge must adopt a digital mindset and connect with inland industries to counter underutilisation of resources and lack of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

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



The global supply chain management (SCM) software market is expected to grow significantly driven by increased adoption by midsized 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 midsized organisations will grow rapidly over the next five years by capturing large parts of the market



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



Global Supply Chain Management Software potential market size (2024)
 ≈ 25 bln \$

Sources:

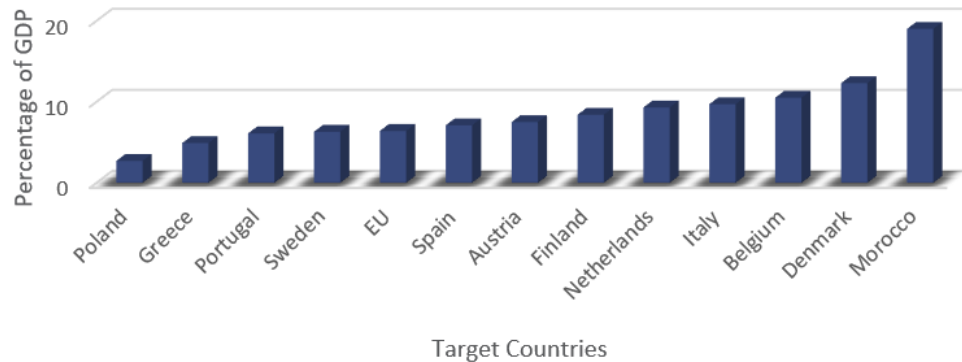
Gartner - Supply Management Software Worldwide 2018-21

Technavio - Global Supply Management Software market 2020 - 2024

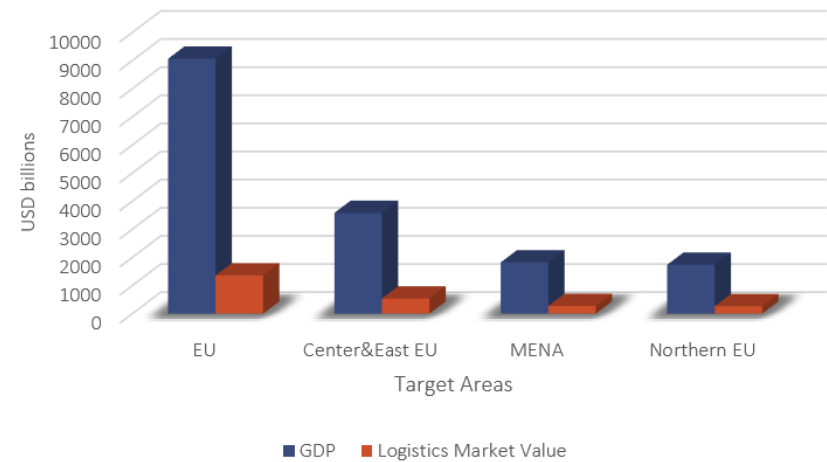
Market trends

Potential by geography

Logistics as percentage of GDP



GDP and Logistic Market Values



Source: Quantifying Freight transport volumes in Developing Regions

Source: our processing from IMF – World Economic Outlook

Circle Group's potential market size (worldwide)
 ≈ 3 bln €

Circle Group's potential market size (to 2024) $\approx 1,1$ bln €

Circle Group international coverage

Offices

- ITALY
Milan, Genoa, Trieste
- BELGIUM
Bruxelles
- PORTUGAL
Oporto
- TURKEY
Istanbul, Ankara, Mersin





Distinctive positioning

Strengths and Opportunities

Strengths

- Solid expertise in **business process reengineering** and project management
- Industry Specialisation and **Systematic M&A**
- Technological Know How and **Federative Approach**
- Product portfolio in line with the (or anticipating) legislative drivers
- Knowledge of business areas & EU policies

Opportunities

- Obsolete infrastructure
- Demand Increase & Growing trades in the Mediterranean area
- Fragmentation of supply chain & operators
- Need of **integration** between systems
- Big ship volumes
- EU upcoming new rules

A close-up photograph of a compass rose is partially visible on the left side of the image. The compass has a white needle pointing towards the top. The dial is dark with white markings and numbers, including '300', '320', and 'W'. A blue hexagonal shape is overlaid on the compass, extending towards the right where the text is located.

2020 Strategic guidelines and achieved results



Strategic guidelines

The development plan 2018 -2020

Product evolution

- Roadmap Milos® 2020
- Roadmap MasterSped® 2020

EU Services evolution

- New topics for EU Funding opportunities
- New digital and hybrid communication tools & events

Geographical expansion

Reinforcement of the presence in the South Europe and Mediterrean markets, first of all in:

- Turkey
- Morocco
- Egypt
- Portugal and Spain

Strategic projects and operations

- Strategic alliance with Binary System and Maps
- Partnership with Dastech
- Acquisition of Progetto Adele
- Joint venture with Log@Sea
- Development of internal Line of Business dedicated to MTO's and Rail
- Launch of Optimisation products

Strategic projects

Highlights

Milos® MTO



PSA Genova Prà is one of the most important container terminal in Med Area with more than 16 million tons managed and more than 18% of rail management. The new “**Railway Digitalisation**” project concerns the management and optimisation of rail transport, last mile activities and linked procedures through Milos® MTO suite.

Milos® TOS



TIMT - Trieste Intermodal Maritime Terminal has been operating for over 15 years in the Port of Trieste providing terminal services for trailers, passengers, various goods. Circle Group implemented **Milos® Terminal Operating System (TOS)** that, exploiting the interoperability with evolutive platforms used by Port of Trieste (Sinfomar®), Samer & Co. shipping and Ulusoy (the last two in the capacity of shareholders of TIMT) allows to share information among all players of the supply chain and a significant optimisation for shipping line planning and management.

Milos® Innovative and Federative Micro-Services



Metinvest is an international steel and mining group; Ferriera Valsider Spa is part of the metallurgical division of Metinvest Group. Circle Group implemented a **supply chain integration** with federative services between suppliers&clients, involving also Metinvest ERP to improve logistic processes in terms of quality and security.

Milos® Global Supply Chain Visibility



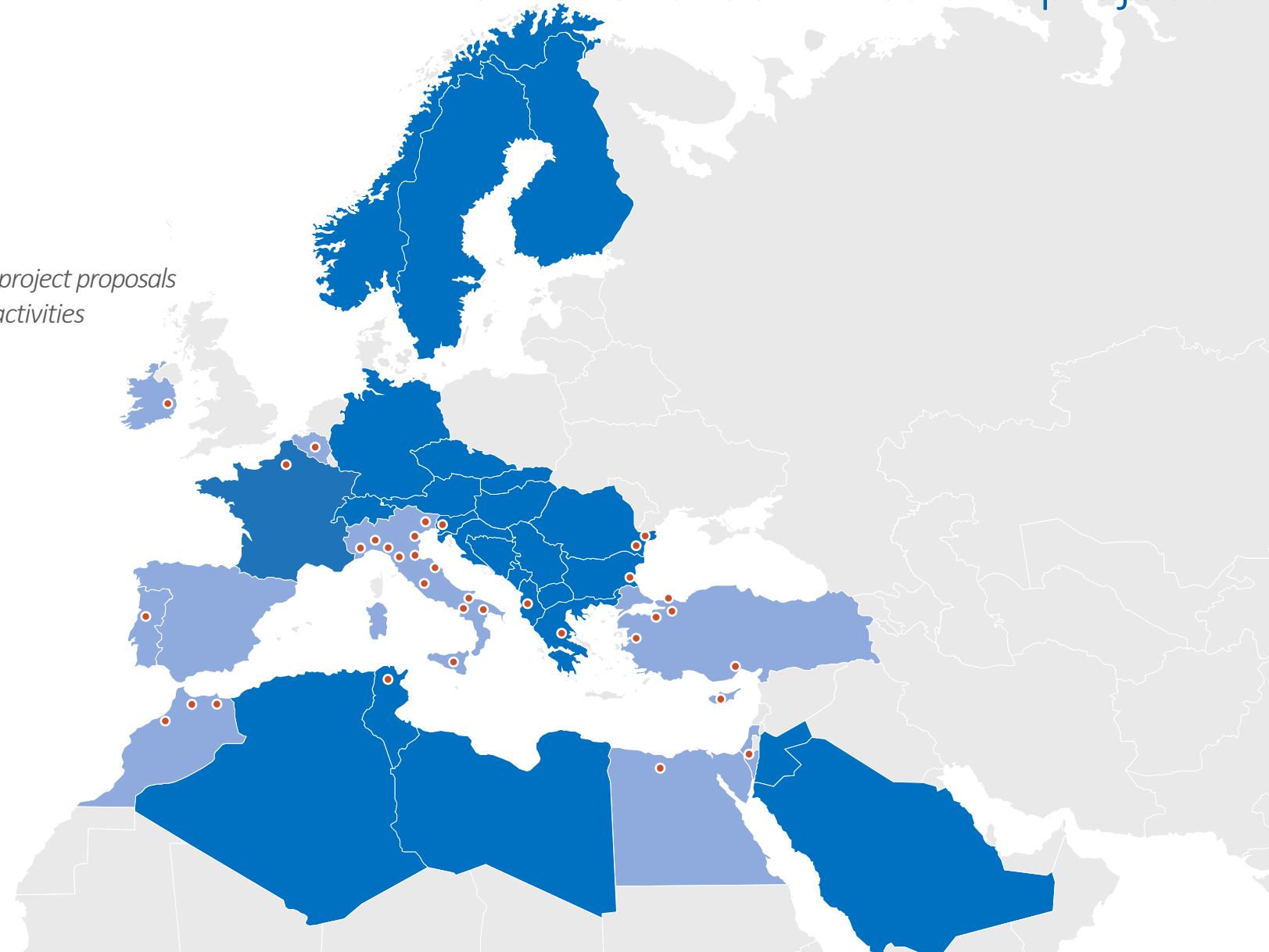
In order to increase the visibility and security of goods along the transport and logistics process and to face the need of reducing «complex procedures and documents» to be managed, Circle Group implemented **Customs Corridors** with which goods can reach faster and with digitalised controlled procedures the inland destination, making the customs clearance operations cost-effective.



Ongoing Geographical expansion

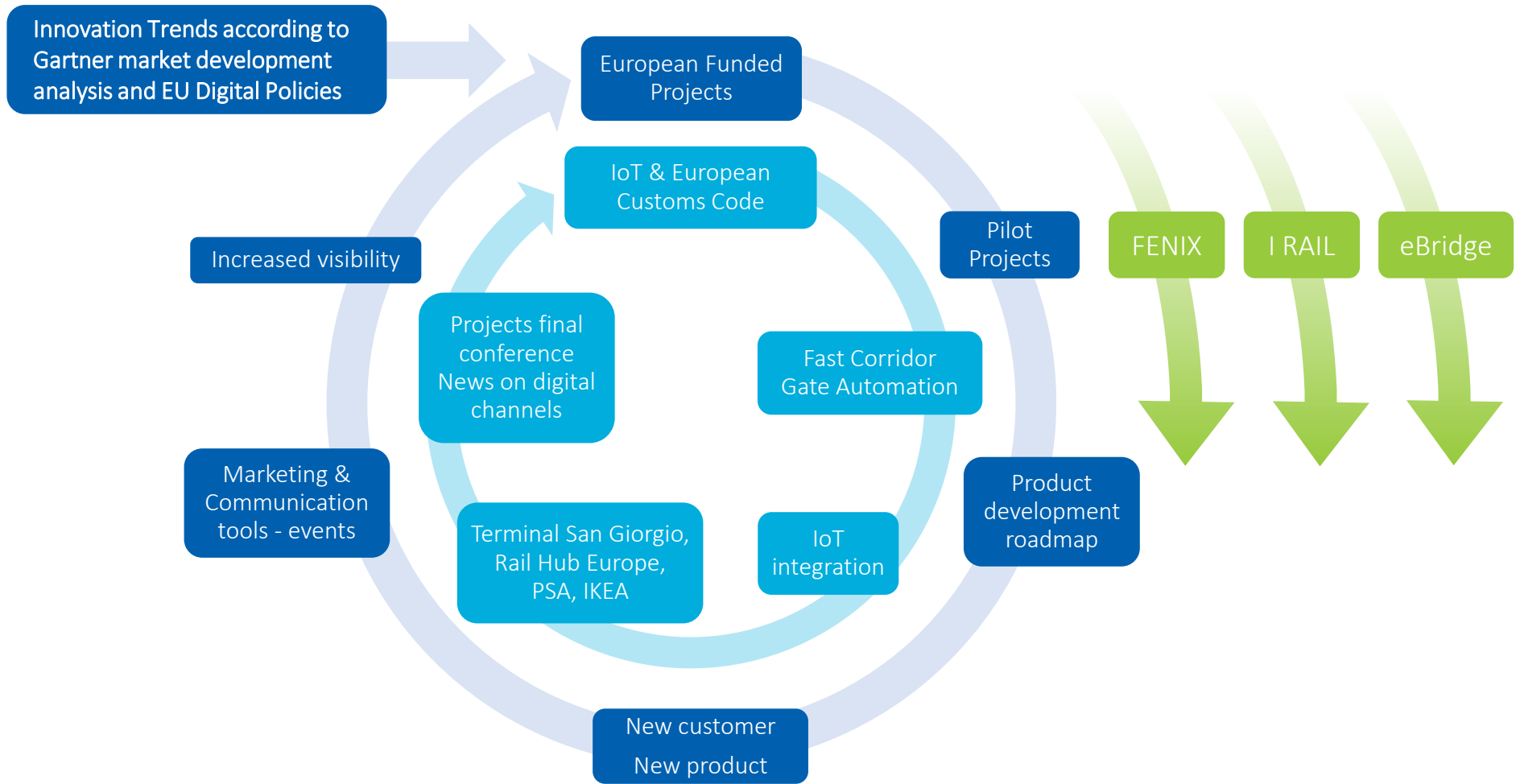
International activities and projects

- Ongoing projects
- Ongoing preliminary project proposals and lead generation activities
- Clients / Projects

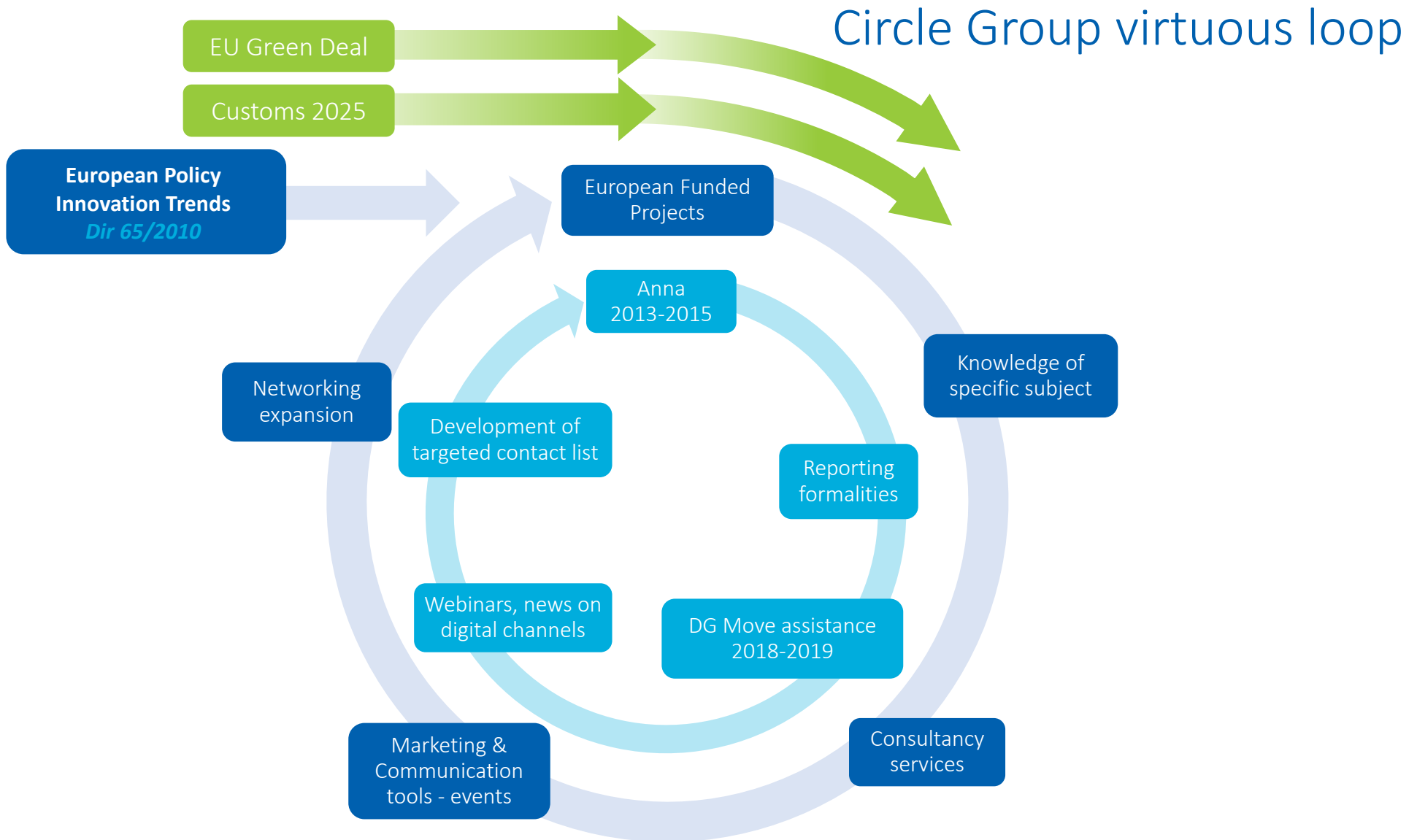


Technological innovation trends

Circle Group virtuous loop



Policy framework innovation trends



2018-2020 M&A – Joint venture - Strategic Alliances

TARGET	TYPE	ADVANTAGED		(%)
INFOERA	M&A	<ul style="list-style-type: none"> Port business and Agencies, Trieste Port 	Q1 2018 DONE	51%
PROGETTO ADELE	M&A	<ul style="list-style-type: none"> Freight & Customs operators, Shipper / food 	Q3 2019 DONE	100%
LOGSEA	Joint Venture evolution	<ul style="list-style-type: none"> Focus on GATE AUTOMATION,with native integration with Milos® & Sinfomar®; Target scope: main terminal and ports (MED, central Europe) 	Q3 2020 DONE	51%
Alliance	Circle Group-Maps	<ul style="list-style-type: none"> Digitalisation + Artificial Intelligence focused on Supply Chain 	Q1 2020 AGREED	50%
Alliance	Circle Group-Expert	<ul style="list-style-type: none"> Digitalisation + Semantic Robotic Intelligence focused on Supply Chain 	Q1 2020 AGREED	50%

Strategic Operations



Port & Maritime

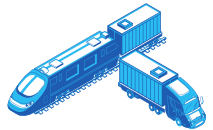
✓ Acquisition of Infoera

✓ Development of Supply Chain Federative Services for merchant and carrier business



Freight forwarding & Customs Services

✓ Acquisition of Progetto Adele



Terminal, Rail & Rail Last Mile

✓ Strategic alliance with Binary System

✓ Development of internal Line Of Business dedicated to MTO's and Rail



Internet of things & Optimisation

✓ Joint Venture with Log@Sea

✓ Development of internal Line of Business dedicated to Optimisation



Big Data, AI & Robotic Process Automation

✓ Strategic alliance with Expert System

✓ Strategic alliance with Maps



European projects and consultancy

✓ Connecting EU EU Branding launch

Market recognition

Milos® in Gartner Vendor Guide

Gartner's research analyses the contemporary logistics market and predicts that by 2024 at least 75% of the top 50 global companies will implement their activities in this industry. Milos® is therefore recognised as a highly innovative and strategic product for companies in the sector at a global level.

Gartner.

Supply Chain Operational Visibility Vendor Guide

Published: 7 November 2019 ID: G00387970

Analyst(s): Christian Titze, Bart De Muynck

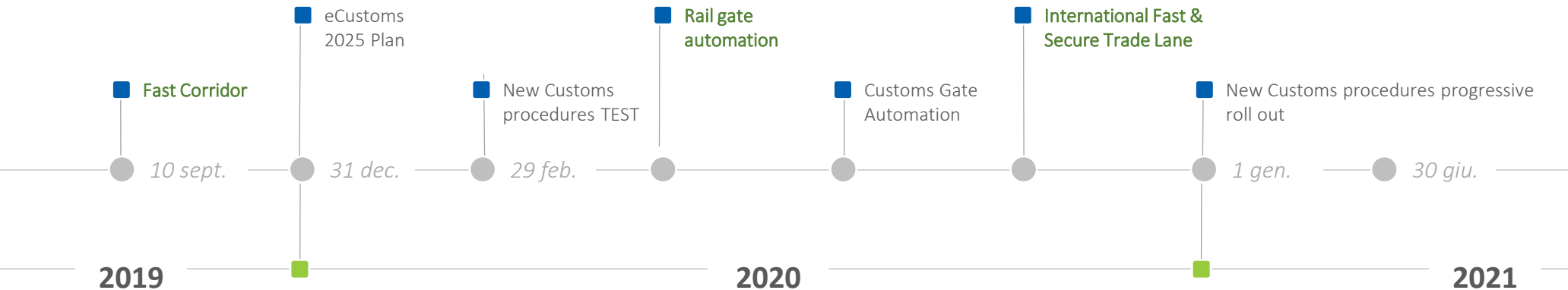
This research provides a compendium of the operational visibility solutions categories and providers that Gartner covers. Supply chain technology leaders can use this research to help develop a comprehensive supply chain visibility technology portfolio strategy.

Gartner.

VENDOR (SOLUTION)	WEBSITE PRESENCE	VALUE PROPOSITION
Circle (Milos)	www.cirletouch.eu	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

))))) Anticipating Customs scenario

*Thanks to Circle Group's strategic presence at European programmatic and technical committees,
our products are compliant with EU Customs Code 12 months in advance
with respect to 2025 EU Customs Multiannual Plan*

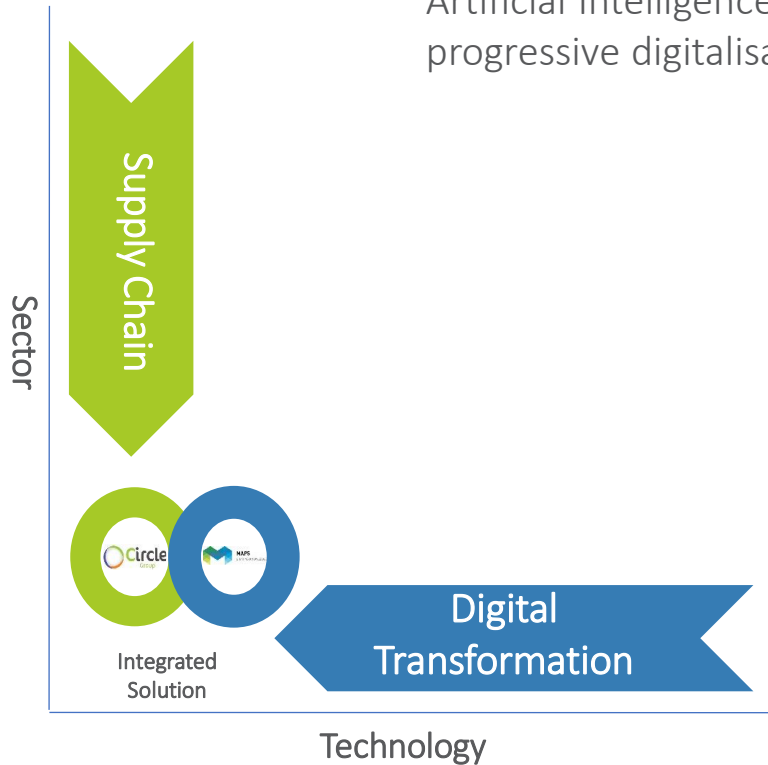


2020 -2021 Circle Group Customs Roadmap

Alliance - Maps

Artificial Intelligence & Digitalisation for sustainable logistic choices

The Alliance is born with the aim of strengthening the innovative offer in the field of Artificial Intelligence and the digitalisation of the multimodal logistics chain, linked to the progressive digitalisation of transport and tracking systems.



Alliance Target

1. Multimodal Transport Operator



2. Freight Forwarder



3. Haulier



Benefits



Best rates
(economic)



Service reliability
(quality)



Low
environmental
impact (green)



Log@Sea is the business network composed by Aitek (49%) and Circle (51%), with the purpose of offering services for **gate automation and digitisation of port and intermodal nodes**, both for roadway and railway scenarios.

With significant benefits in terms of:

- safety of people
- accuracy of acquired data
- reduction in times for procedures.

Log@Sea's software products exploit Video Content Analysis, AI technology, Blockchain and IoT in order to ensure the interoperability of systems and processes to all players of the logistic chain.

Indeed Log@Sea software solutions allow the integration with TOS ("Terminal Operating System"), PCS ("Port Community System"), IT platforms used by MTOs and by freight forwarders.





What's next?



Strategic guidelines

The development plan 2021 - 2024

Product evolution

- Roadmap Milos[®], MasterSped[®], MasterTrade[®], Sinfomar[®] 2024
- Rail last mile and Optimisation roadmap
- Federative Services

EU Services evolution

- Docks the Future Network of Excellence
- Advocacy and international presence
- Next Generation EU

Geographical expansion

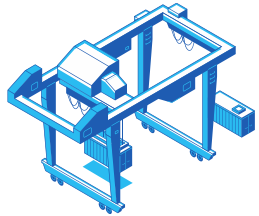
- 2021 Focus markets
- Med area
- Central Europe
- Middle East area
- Baltic Region

Strategic projects and operations

- Systematic M&A in complementary services & geographical focus markets
- **Strategic Alliances** in complementary technologies and second level of geographical focus market (arriving to possible Joint ventures)

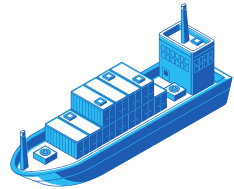
Market focus

Evolutionary services and actions anticipating macro trends



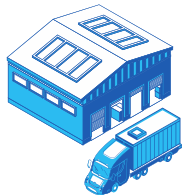
Port and Inland Terminals

- New Extended TOS 3.0
- Interchange notarisation



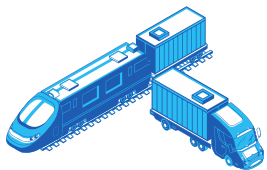
Shipping Agencies

- News Shipping Suite 3.0
- D65 evolution – European Maritime Single Window



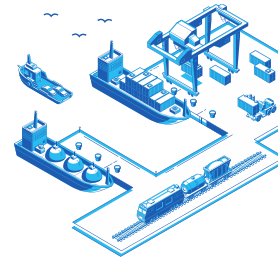
Shippers

- eCustoms services
- Ex-Works evolution (GSCV)



MTO and Rail companies (Med, Baltic Region, Black Sea, Middle East, Central Europe)

- New MTO 4.0
- New federative services
- Rail IC and Shunting integration
- Optimisation & DSS



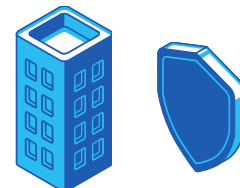
Port Authorities and Port Communities

- New Extended PCS 4.0
- Supply chain federative services
- Rail last mile + Optimisation & DSS
- Blockchain & international maritime (International Fast Trade Lane)



Freight forwarders / Customs operators

- Port integration & Rail interoperability
- DSS & Artificial Intelligence
- Dematerialization in all procedures with federative services

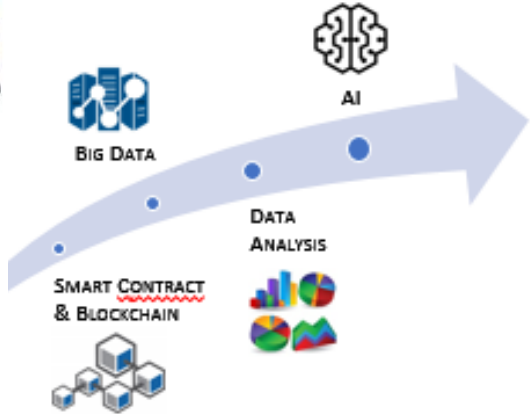


Supply chain public entities and players

- 2025 eCustoms
- Rail infrastructure & Signalling Last Mile
- International “standard” evolution (EFTI, Federated Systems, ..) & interoperability

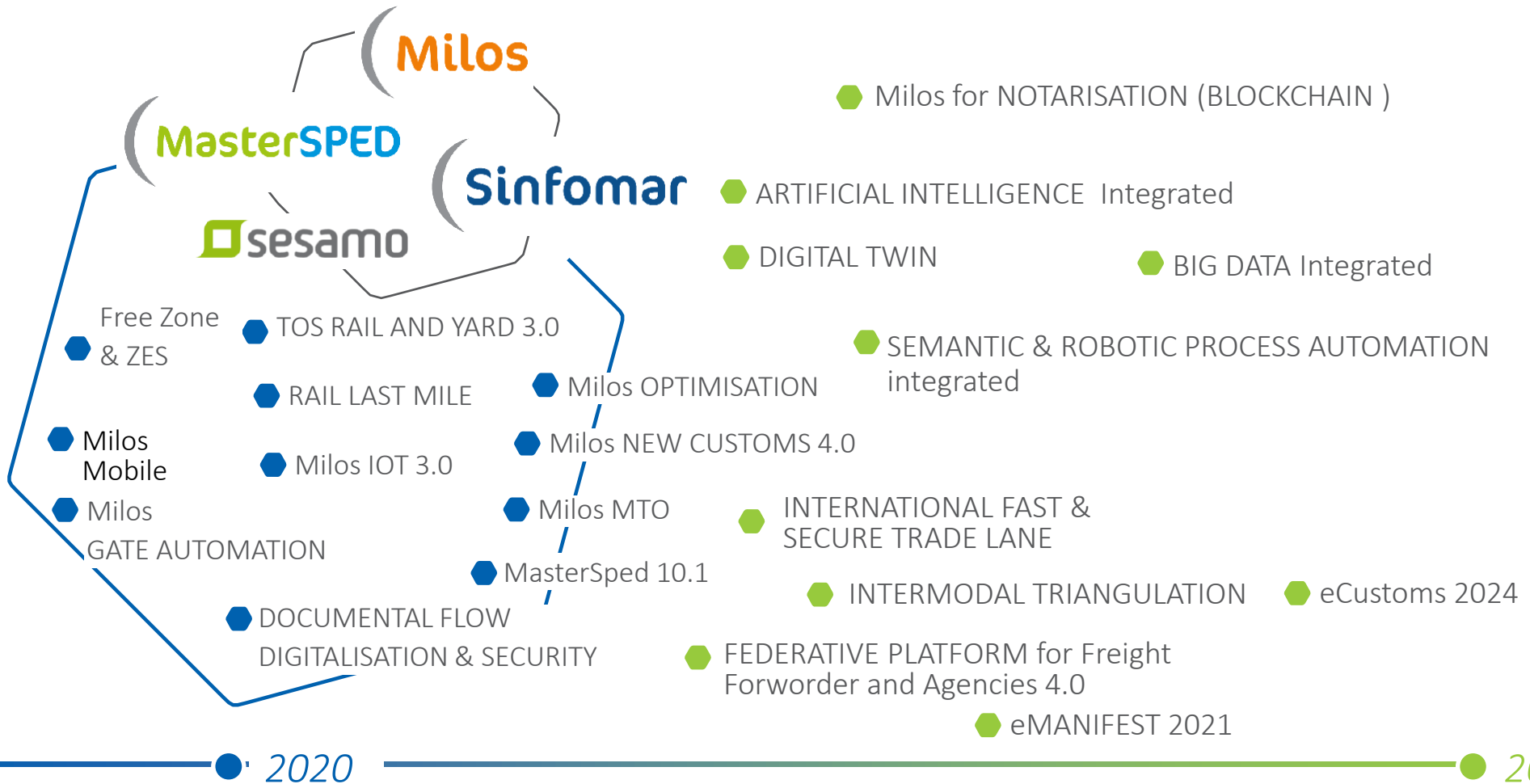
MILOS 2021-24

TOS, MTO, IOT, Federative Services, Optimisation



Product evolution

2021-2024 roadmap



Optimisation

OPTIMIZATION

TOOLS AND APPROACHES

decision support systems
to obtain better performances

SOLUTIONS

RAIL SHUNTING
OPERATIONS

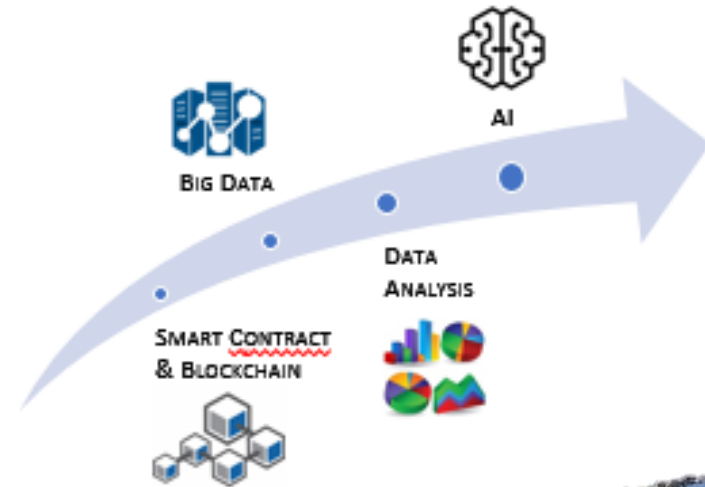
MARITIME TERMINAL
RAIL OPERATIONS

MULTIMODAL
TRANSPORT OPERATOR

Rail Last Mile

Optimisation

SUPPLY CHAIN 4.0 OPTIMIZATION



Rail Shunting Operations

for the rail freight transfer within the port area



Scheduling of shunting operations

Respecting the operational constraints and the needs of the involved stakeholders

Re-scheduling of shunting operations

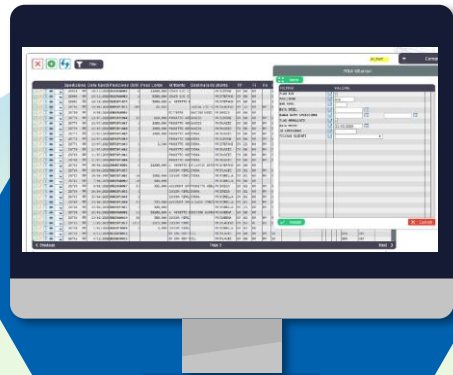
In case of delays, cancellations or extraordinary trains



Freight & ports

Federative digital interoperability

Thanks to Mastersped, in all the Mediterranean ports, between terminals, freight forwarders and custom operators there is the opportunity about a real time digital interoperability.



MasterSPED

INTEROPERABILITY



Genoa





Rail & Central EU

Federative digital interoperability

In Central Europe, the interoperability between multimodal operators, inland terminals and ports is guaranteed by Milos Federative services.



Vertical integrated and federative solution



MasterTrade is designed to meet the specific needs of the food sector in terms of management of supplier/customer orders:

- order registration in the warehouse control phases
- order opening and closing
- access to information and goods status

In particular, the **innovative approach** of the **Federative Services (GSCV)** makes the systems (ERP) of actors involved in the process **interoperable** both from a customs and an accounting point of view.

This is possible thanks to **digitalization** and **automation** of processes that guarantees quality, control and security of the information, costs and time reduction and lower environmental impacts.

Il Pesto di Prà and Appetais are two brand clients using Mastertrade.

))))))) Federative Services

Notarization

Aim of **digitizing the Interchange** (document that certifies the goods entering / leaving the terminal and related informations).

The **notarization** process is linked to the **Blockchain** technology which guarantees **trust** and the **reliability** of the interchange document without the need for an intermediary to act as guarantor.

Each transaction recorded on the Blockchain guarantees the **authenticity** of the transaction itself.

Advantages:

- **prevent forgery** and **avoid fraud**
- intrinsically **safe technology**
- **authenticity**, origin and integrity of the document



Federative Services

International Fast Secure Trade Lane (IFSTL)

Logistic international corridors aiming to create port to port chains involving all the actors (ports, inland terminals, logistic actors and shippers)

Integrated with the use of Internet of Things (IoT) and Blockchain platforms thanks to custom and automation objects:



BENEFITS

- Full visibility of goods, reduction of manual errors and speed for shared documentation
- Security guarantees
- Exploitation of simplified customs procedures by exchanging information with and between customs administrations
- Automation, speed up of operations and reduction of the risk of not broken containers

Ongoing pilot projects Italy-Egypt, Italy-Morocco and Italy-Turkey in partnership with:



1921



Ignazio Messina & C.



Federative Services

Innovative Concept

Digital transformation is rapidly changing the global supply chain. Everyday Transport and Logistics operators need to adapt their operations connecting their systems with an everchanging number of actors and solutions.

Circle Group **Federative Services** enable **quick and simple interoperability** between **existing intermodal supply chain platforms**, improving decision-making efficiency and operational optimisation.

By using customised connectors, the legacy systems can **easily and automatically dialogue** with the surrounding logistics environment, effectively integrating the information made available by the connected third parties' systems.

- **Cost and time reduction**
- **Reliable**, secure and updated data, avoiding manual errors
- Positive environmental impacts
- Availability of “smart systems” with **proactive decision-making support** (i.e. notarisation).
- **Compliance** with data management policies.





Federative Services

Evolutionary Federative Services

● Ongoing development

● Available services

FEDERATIVE SERVICES

TARGETS			
Shippers 	Multimodal Transport Operators and Rail Companies 	Freight Forwarders and Customs Operators 	Port and Inland Terminals 
● Rail Track & Trace	● Edifact / Ediges engine	● Booking regarding intermodal rail transport	● Interchange Notarization
● International Fast & Secure Trade Lane		● International Fast & Secure Trade Lane	
	● Notarisation train wagon LDV		● Notarisation train wagon LDV
	● Asset tracking	● Notarization - customs security document for SUDOCO	● IOT for terminal gate automation
		● Semantic digital process automation	
	● Rail & Intermodal connector		
	● Best trucker selection		
	● Truck last mile & intermodal triangulation		
		● Green report	
		● Truck smart gate	
		● Federative Services: list & target	
		● International Fast & Secure Trade Lane	
		● Edifact / Ediges engine	
		● Asset tracking	
		● H30 / intermodal pre announcement / inland	



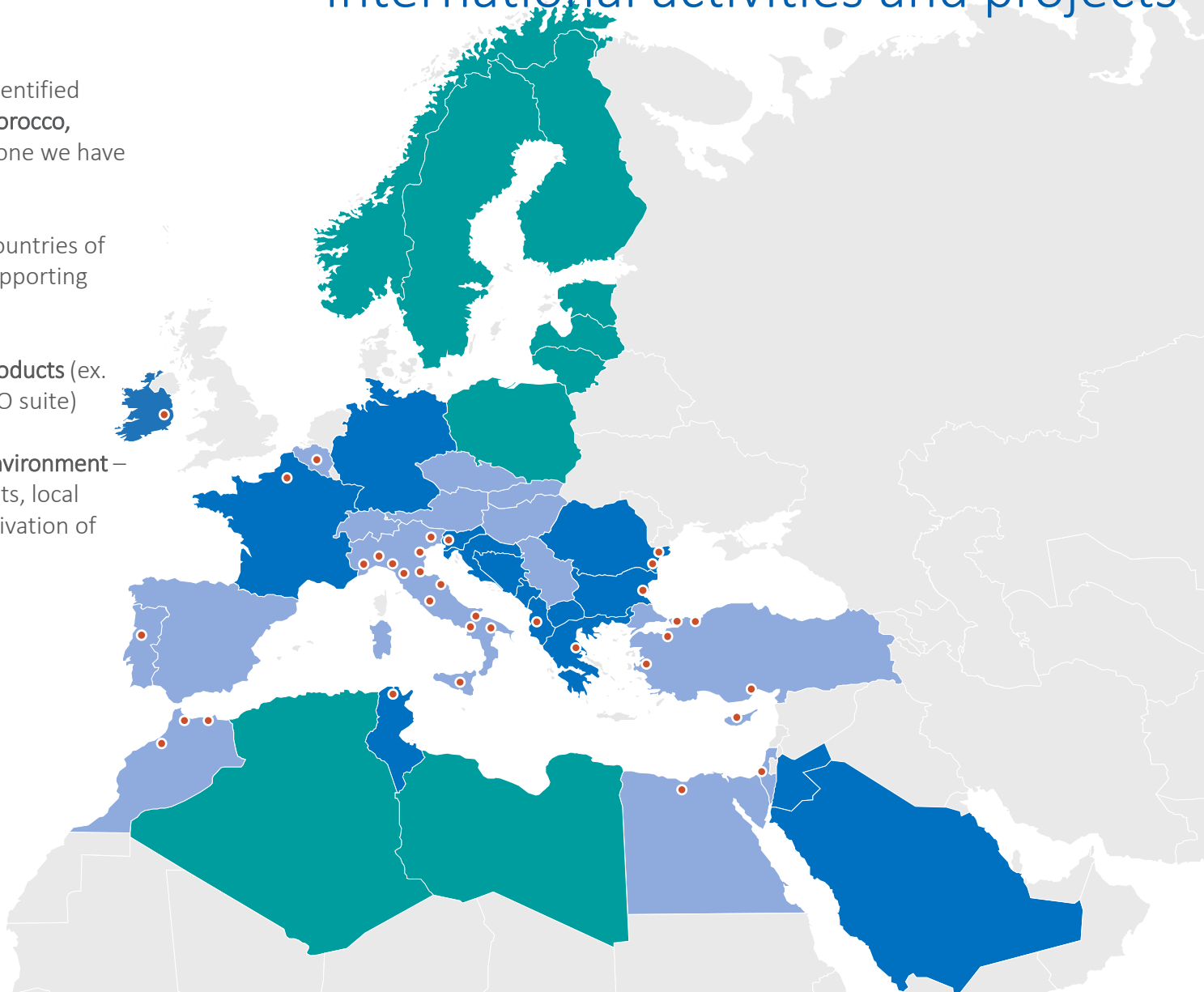
Geographical expansion

International activities and projects

OBJECTIVES 2021 – 2024

- Achievement of a presence in some identified **foreign markets (es. Portugal/Spain, Morocco, Turkey)** comparable to the distinctive one we have in Italian market
- **Strengthen the alliance** in the target countries of insider and consultant / companies supporting the local penetration process
- Focus on **specific foreign targets for products** (ex. Central Europe for inland TOS and MTO suite)
- Accurate **knowledge of local market environment** – i.e. through participation to local events, local marketing and advertising actions, activation of local networks (enablers, etc ..)

- *Ongoing projects (20-21)*
- *Ongoing preliminary project proposals and lead generation activities (end 21-23)*
- *Target countries for future developments (23-24)*
- *Clients/Projects*



EU services evolution

2021-2024 roadmap



Docks the Future Network of Excellence

Exploitation of **Docks the Future Network of Excellence (NoE)**, launched in 2020 with the most innovative European ports (currently 17), aiming at achieving the port of the future related **EU Green Deal** targets by:

- promoting best practices and digital transformation
- implementing co-funded projects and supporting policy changes
- fostering the dialogue among international organisations



Advocacy and international presence

Strengthening of EU advocacy through:

- the reinforcement of the **Brussels Office**
- the presence in other **EU Mediterranean countries** (M&A)

to consolidate the market positioning of the EU Projects Anticipation and EU Branding services



Next Generation EU

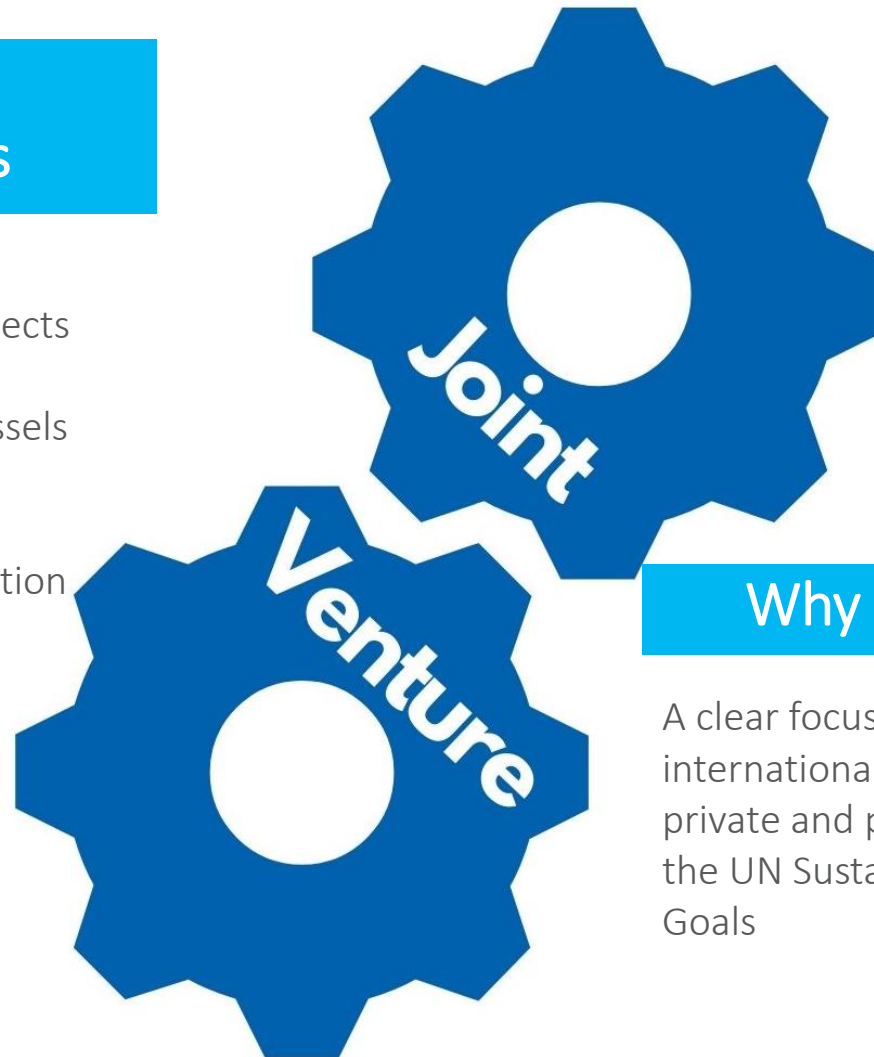
Exploitation of «**Next Generation EU**» funds dedicated to green, digital and resilient Europe (research and innovation and digital transitions) through:

- the well established Connecting EU Network of partners
- the reinforced international presence

)))))) Connecting EU and Magellan

Synergies and complementarities

- Wider geographical coverage
- Enlargement of EU funded projects topics coverage
- Strengthening advocacy in Brussels
- Project Anticipation and Management reinforcement
- Communication and Dissemination at EU level in different markets



Why the Joint Venture

A clear focus to become an international leader in supporting private and public entities to achieve the UN Sustainable Development Goals

Setting up the new LEADER middle player in EU consultancy



Success stories

A selection of the most recent projects



5G LOGINNOV



More than 10 millions euro of EU funded projects managed in the last 10 years

EU services evolution

2020-2021 numbers



Backlog & EU projects

Backlog Circle ConnectingEU:
0,9 mln €

EU Projects Circle ConnectingEU
0,7 mln €

Backlog Magellan
0,5 mln €

EU Projects Magellan
0,8 mln €



Newcos

Magellan
Revenue 2020
0,6 mln €

Circle ConnectingEU
Value
0,5 mln €

Forecasted revenue 2021
(Circle ConnectingEU +
Magellan)-
Around 1,5 mln €



EBITDA

Forecast 2021 Circle
Connecting EU + Magellan
total EBITDA
Around € 0,35 mln €

Next Generation EU

“Next Generation EU” recovery fund

The European Commission plans to borrow €750 billion on capital markets to issue grants and low-interest loans to EU countries to kick-start a recovery from the coronavirus pandemic

Apr 23: EU leaders confirm initial rescue package **€540bn**

May 27: Commission President *Ursula von der Leyen* unveils Next Generation EU plan **€750bn**

Two-thirds of recovery fund will take form of grants

€500bn

Remainder will be loans **€250bn**

I principali beneficiari del Recovery Fund

Risorse in miliardi (stime)

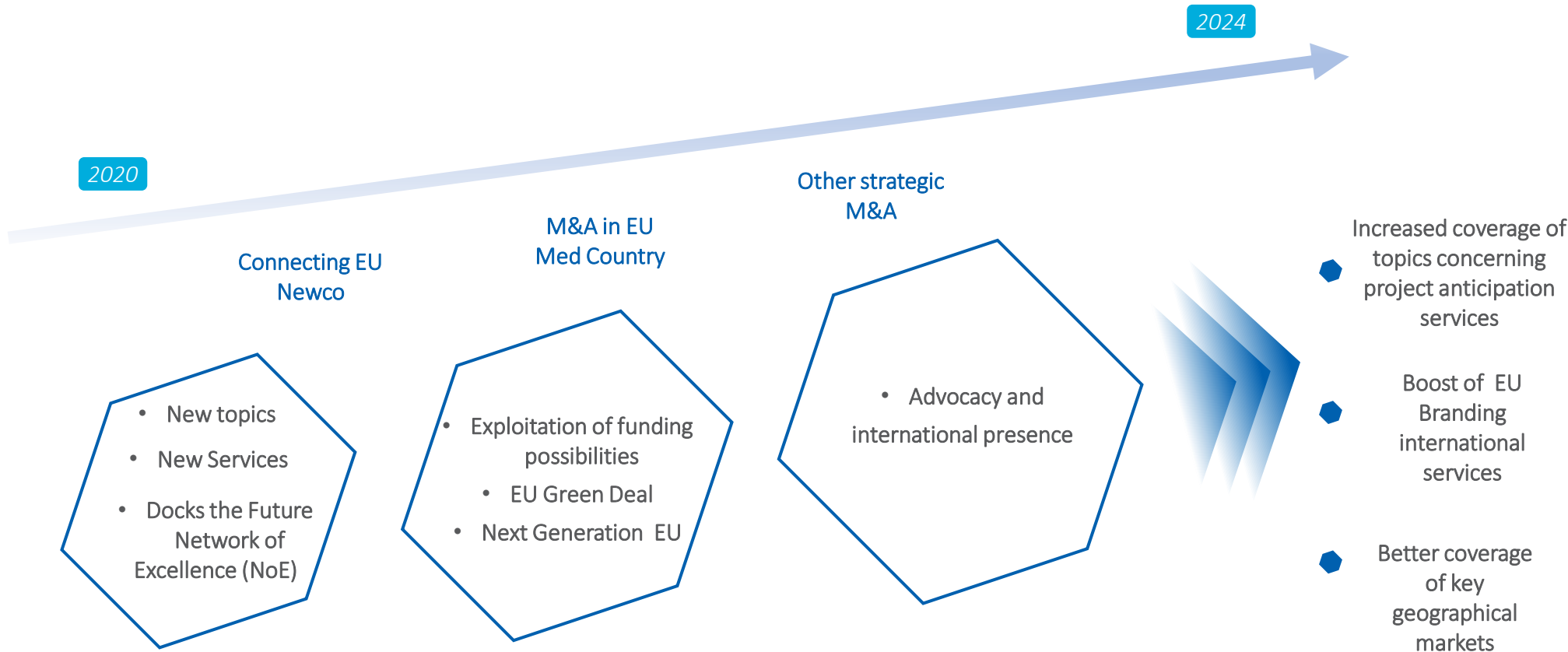


Fonte: France Presse

#NextGenerationEU

Connecting EU & MAG

Newco and strategic developments



2021-24 Strategic Plan



Port & Maritime

✓ Acquisition of Infoera



Development of Supply Chain Federative Services for merchant and carrier business



Port – Rail and Freight interoperability in MEDITERRANEAN market (M&A)



Freight forwarding & Customs Services

✓ Acquisition of Progetto Adele



Development & Proposal of common Supply Chain Federative Services



Volume expansion + vertical additional coverage (M&A)



Terminal, Rail & Rail Last Mile

✓ Strategic alliance with Binary System



Development of internal Line Of Business dedicated to MTO's and Rail, new integrated suite for Rail Terminals



Development through direct & indirect channels (partners & alliances)



Internet of things & Optimisation

✓ Joint Venture with Log@Sea



Development of internal Line of Business dedicated to Optimisation / Digital Twin



Development through direct & indirect channels (partners & alliances)



Big Data, AI & Robotic Process Automation

✓ Strategic alliance with Expert System



Strategic alliance with Maps



Exploitation and Go to market roadmap



European projects and consultancy

✓ Connecting EU EU Branding launch



Circle ConnectingEU + Magellan (M&A)



Exploitation at EU level + Next Generation EU

Joint venture - Strategic Alliances

TARGET	TYPE	ADVANTAGED
Log@Sea	Joint Venture evolution	<ul style="list-style-type: none"> • Exploitation Focus on GATE AUTOMATION, with native integration with Milos® & Sinfomar®; • Target scope: main terminal and ports (MED, central Europe)
Magellan	M&A	<ul style="list-style-type: none"> • EU services / lobby and international presence
Circle Group-Maps	Alliance	<ul style="list-style-type: none"> • Exploitation - Digitalisation + Artificial Intelligence focused on Supply Chain
Circle Group-Expert	Alliance	<ul style="list-style-type: none"> • Exploitation Digitalisation + Semantic Robotic Intelligence focused on Supply Chain
TARGET 5	M&A and Alliance	<ul style="list-style-type: none"> • Complementary solution and targets (freight forwarders and shippers) with MasterSPED® native integration
TARGET 6	M&A or Joint Venture	<ul style="list-style-type: none"> • Complementary solutions covering geographical areas different from those covered by Circle Group
TARGET 7	M&A or Alliance	<ul style="list-style-type: none"> • Federatives services between Shippers, Ports and Freight Forwarders

M&A targets

Segments, 2021-24 focus, target for M&A and/or Alliances

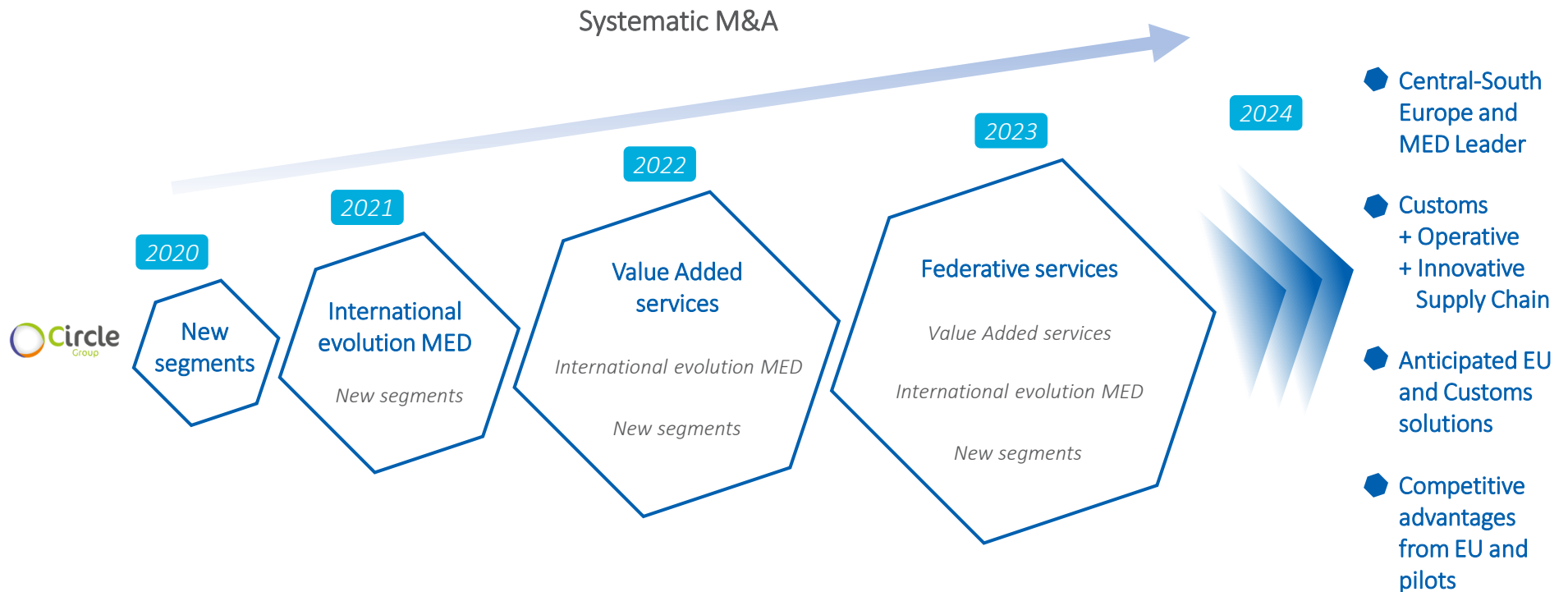
ALLIANCES AND PARTNERSHIPS COVERAGE (from existing to future targets)	FUTURE TARGETS					COURIERS		
						TRANSPORTERS WITH TRUCKS (TMS)		
						COLLECTORS OF GOODS	CIRCUITS	
			LOGISTICS IN PT/ES PORTS (and other MED ports)			GENERAL TRANSPORT WITH BOX VEHICLES		MANUFACTURE OF LEATHER GOODS
	EXISTING TARGETS		PORT & BORDER CUSTOMS OPERATOR					
			CUSTOMS OPERATORS					
			SHIPPING AGENTS					
		NON-VESSEL OPERATING COMMON CARRIER	LOGISTIC IN ITALIAN PORTS	MULTIMODAL TRANSPORT OPERATORS (MTO)			ON BOARD SUPPLIERS	FOOD INDUSTRY
			LOGISTIC IN MK, TK, EGI PORTS					SHIPPERS (GSCV)
		FREIGHT FORWARDERS					WAREHOUSES (WMS)	
	INTERNATIONAL LOGISTIC	PORT LOGISTICS	INTERMODAL LOGISTICS AND RAIL	AIR LOGISTICS	ROAD LOGISTICS (TRUCKS)	OTHER INDUSTRIES OR SERVICES	INDUSTRIES	
TARGET SEGMENTS (divided by Transport Type)								

T7

T6

T5

Business Goals



CONNECT 4 AGILE GROWTH

Financial focus & stock growth



Data produzione: 5 Ottobre 2020 - h 18.30

Data pubblicazione: 6 Ottobre 2020 - h 7.00

CIRCLE	Italy	FTSE AIM Italia	Engineering
Rating: BUY (Inv)	Target Price: Euro 4,2 (Inv.)		Risk: Medium

Stock performance	1M	3M	6M	1Y
absolute	0,00%	-2,06%	0,35%	4,78%
to FTSE AIM Italia	0,78%	1,93%	1,87%	17,96%
to FTSE STAR Italia	-1,99%	-13,42%	-32,42%	-10,17%
to FTSE All-Share	2,33%	1,25%	-13,26%	15,32%
to FTSE Small Cap Italy	-1,11%	-3,75%	-16,43%	5,93%

Stock Data	
Price	€ 2,85
Target price	€ 4,20
Upside/(Downside) potential	47,4%
Bloomberg Code	CIRCIM EQUITY
Market Cap (€mln)	9,9
EV (€mln)	9,6
Free Float	20,34%
Share Outstanding	3.470.115
52-week high	€ 3,50
52-week low	€ 2,36
Average daily volumes (1m)	8.250

Company Description
 Costituita nel 2012 con un'operazione di Management Buy Out, Circle è una società con competenze verticali distinte nel settore portuale e della logistica intermodale, specializzata nella consulenza e nello sviluppo di prodotti per l'automazione e per la digitalizzazione della Supply Chain. Circle ha sede a Milano e impiega 70 persone, avvalendosi di tre software proprietari: Milos, che consente l'ottimizzazione dei processi in ambito portuale, Sinfomar, che permette di connettere in un'unica piattaforma tecnologica tutti gli attori della comunità portuale garantendo l'interoperabilità tra tutti i differenti sistemi di ICT e MasterSpeed.

1H20 Results
 I risultati del 1H20 sono positivi. Il VGP è cresciuto del 21% YoY a €3,2 mln. L'Ebitda margin rettificato dai costi non ricorrenti derivanti dalla pandemia (21,9% vs 26,9% del 1H19), è in linea con le nostre stime. La FFN (cassa), risulta in miglioramento a €0,47 mln (da €0,34 mln del FY19), dopo aver sostenuto investimenti per €0,4 mln. Positiva la crescita del 45% YoY del backlog. Riteniamo importante e strategico per la crescita futura del Gruppo la scelta del management di non interrompere i progetti di investimento programmati, nonostante il semestre sia stato caratterizzato - come noto - da un lungo periodo di lockdown a cui si sono sommate le problematiche al sistema di trasporto che hanno colpito l'intero sistema della logistica del Nord Ovest penalizzando in modo significativo le imprese del comparto.

Le stime 2020-23E
 I risultati del 1H20, ci consentono di effettuare, per quanto possibile, un fine tuning delle nostre stime. Rispetto alle stime precedenti del 2020E, riteniamo che il valore della produzione possa scendere dell'8,2%, seguito da una flessione dell'Ebitda adjusted del 6,7% a €1,4 mln. Le nostre stime prevedono un CAGR 2019-23E del valore di produzione del 19,4%. Grazie all'ottimizzazione della struttura, crediamo che la performance dell'Ebitda possa essere superiore

Key Financials (€ mln)	FY19A	FY20E	FY21E	FY22E
Value of Production	6,1	7,3	8,2	10,1
EBITDA	1,2	1,0	1,7	2,2
EBIT	0,6	0,3	1,0	1,3

Upside from IPO	Target Prices	Upside Opportunity
+30%^	4,2/4,4	From +51% to +62%

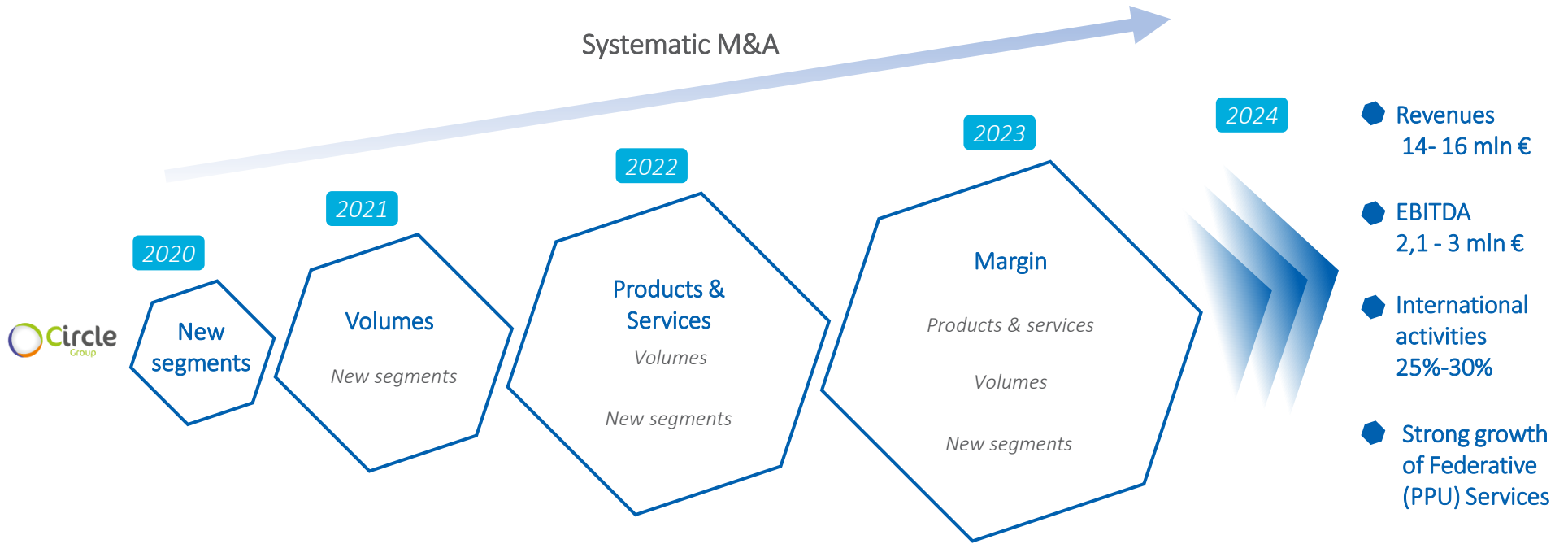
GRAFICO



- «Free allocation of shares» - 1 free stock each 10 - May 20th, 2019
- Buy back – 17.160 until now
- Circle is an innovative SME
- Average monthly volume (from IPO) around € 500.000

^ stock price at November 30th, 2020

Financial Goals



CONNECT 4 AGILE GROWTH

))))))) Contacts

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