



CONNECT 4 AGILE GROWTH

INVESTOR PRESENTATION - CONFIDENTIAL

April 2nd, 2021

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 € 7.5 mln
(+23% vs 2019)

Adj Ebitda € 1.3 m

Ebitda adj margin 17%

Circle Net Profit € 0.6 m

NFP € 0.61 m

Year 2020

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

Project 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

4 successful M&A since end of 2017

51% of Info.Era, specialised in software 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

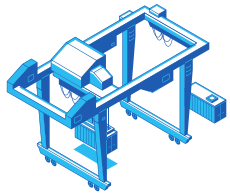
51% of Log@Sea, company network specialised in logistic nodes automation using OCR and IOT technologies

51% of Magellan, EU business

Corporate Overview

3 Business Units, targets and products

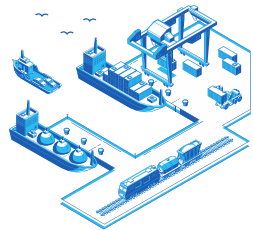
Innovative and Smart Supply Chain



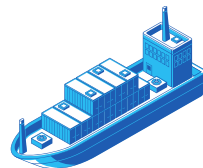
Inland and Port Terminal Operators



Multimodal Transport Operators & Rail Companies

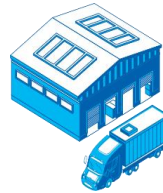


Port Authorities and Port Communities



Shipping Agencies

Global Supply Chain Visibility



Shippers



Freight Forwarders



Customs Operators

Connecting EU



Private and Public entities specialised in port, transport and logistics

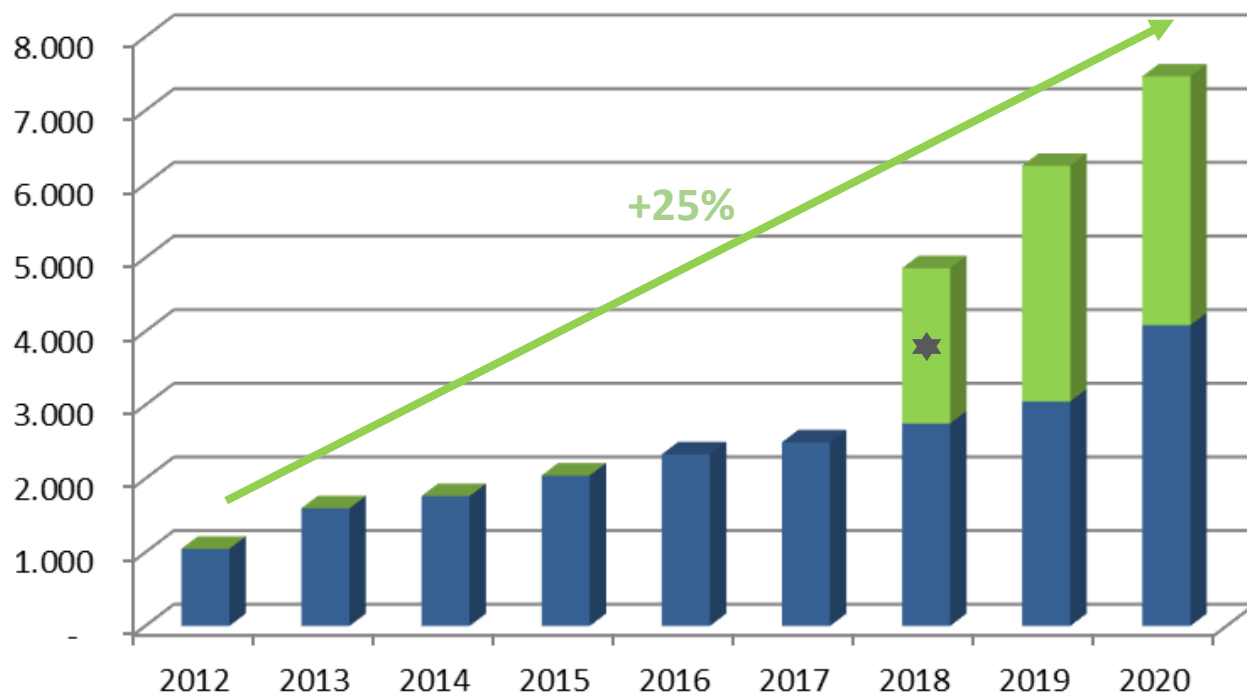
(Milos) (Sinfomar)

(Milos) (MasterSPED)

Project Anticipation
EU Branding

Financials

2012-2020 Group revenues



	2020	vs 2019
Group Revenues	€ 7,4 mln	+23%

★ Green numbers are related to Systematic M&A; Info.era (acquisition 01.01.2018), Progetto Adele (acquisition 01.08.2019), Log@Sea (51% defined July 2020)

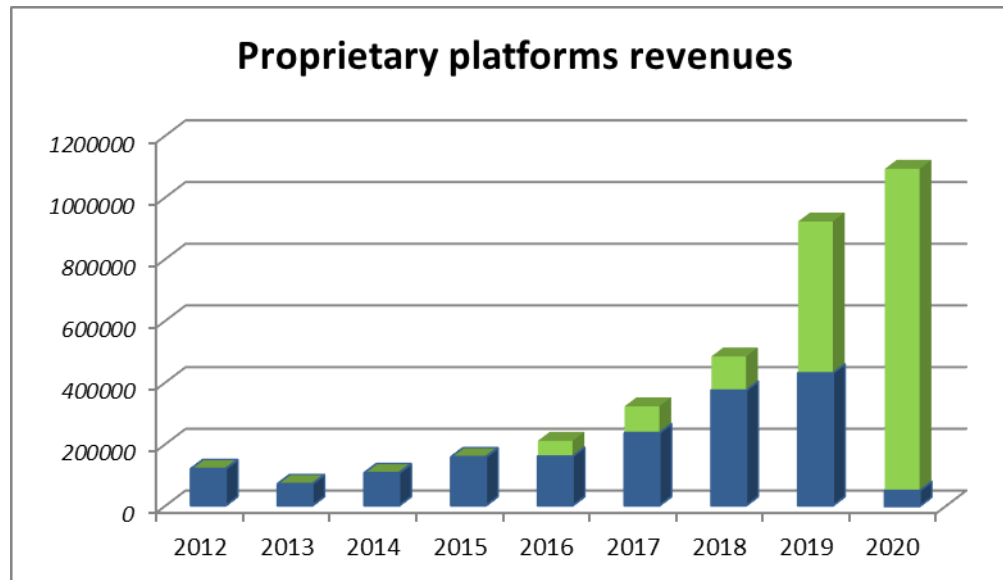
)))))) Circle Group Financial Statement FY2020

	2020	2019
Revenues	€ 7,4 mln (+23%)	€ 6,1 mln
EBITDA adjusted* <i>*excluding not recurrent costs</i>	€ 1,3 mln (EBITDA 0,7 mln)	€ 1,5 mln (EBITDA 1,2 mln)
EBIT adjusted* <i>*excluding not recurrent costs</i>	€ 0,65 mln (after ammortisations and depreciation of about 0,7 ml; EBIT 0,04)	€ 0,9 mln (after ammortisations and depreciation of about 0,6 ml; EBIT 0,6)
Net profit	€ 0,03 mln (Circle Spa +10%)	€ 0,5 mln (Circle Spa + 51%)
NFP	€ 0,61 mln (+81%)	€ 0,33 mln

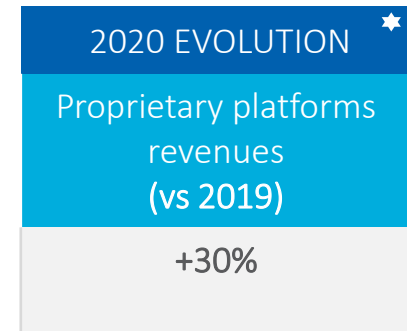
Group Backlog: more than € 9 mln

Products

Product revenues evolution



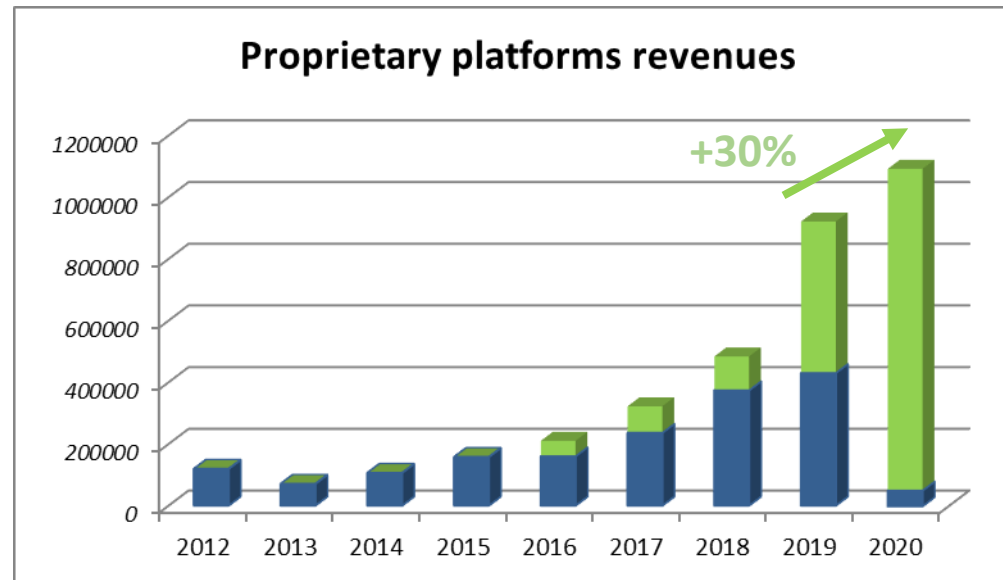
■ SAAS and PPU model for proprietary products revenues



★ Milos, MasterSped, MasterTrade

SaaS: + 105% vs 2019

Products: SaaS evolution



SaaS more than 90%

- As a result of the **growth of digitalization** trends in logistics in 2020, that the **Coronavirus Pandemic** has made even more evident, the company strengthen the use of **SaaS services** and became more resilient.
- For this reason in 2020 the **split** of proprietary platforms between «licence+maintenance» and **SaaS** has **shifted** in an evident way on SaaS (+ 105% SaaS vs 2019).
- The **major consequence and advantage** of SaaS business model on financial reports is a **stable increase of revenues** from proprietary platforms for the next (at least) five years.

))) 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)

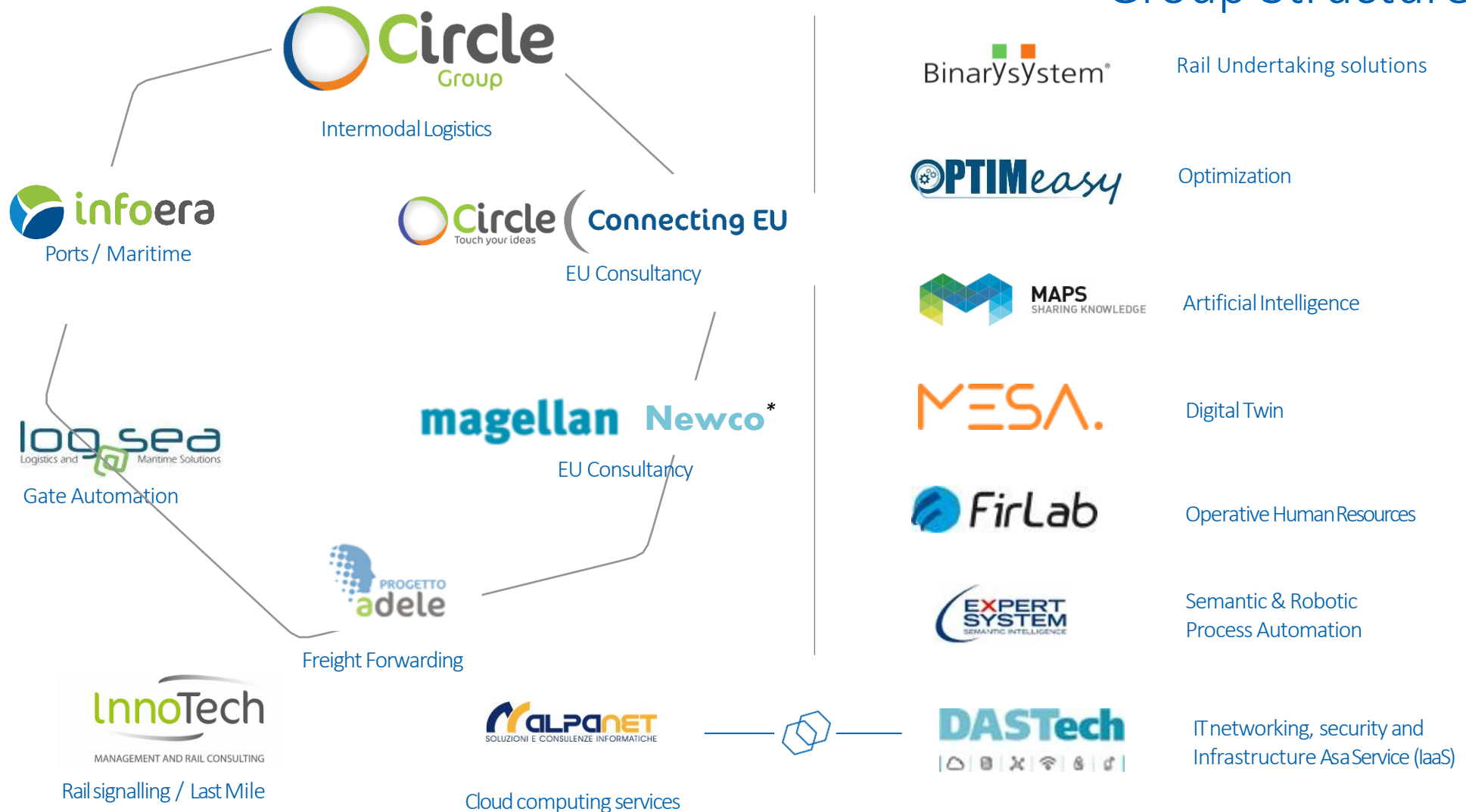
2018-2021

6 M&A/ JV /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%
MAGELLAN	Joint Venture	<ul style="list-style-type: none"> EU Business 	Q1 2021 AGREED	51%

Corporate Overview

Group Structure



Complementary technologies / business

*Agreement signed, procedures completed December 31th, 2020 for Circle Connecting EU; final closing about Magellan planned before May 31th, 2021



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.



Next Generation Italy

Italian Recovery and Resilience Plan: more than € 200 billions



Infrastructures for sustainable mobility

€ 32 billion

- New reforms and investments in mobility and ports (Ex. Port of Genoa and Port of Trieste)
- **Circle Group** is working on a series of European **projects** and customers projects that involve the main Italian and European ports.
- The Italian ports of greater focus for Circle are the ones of **Genoa and Trieste**.



Transition Plan 4.0

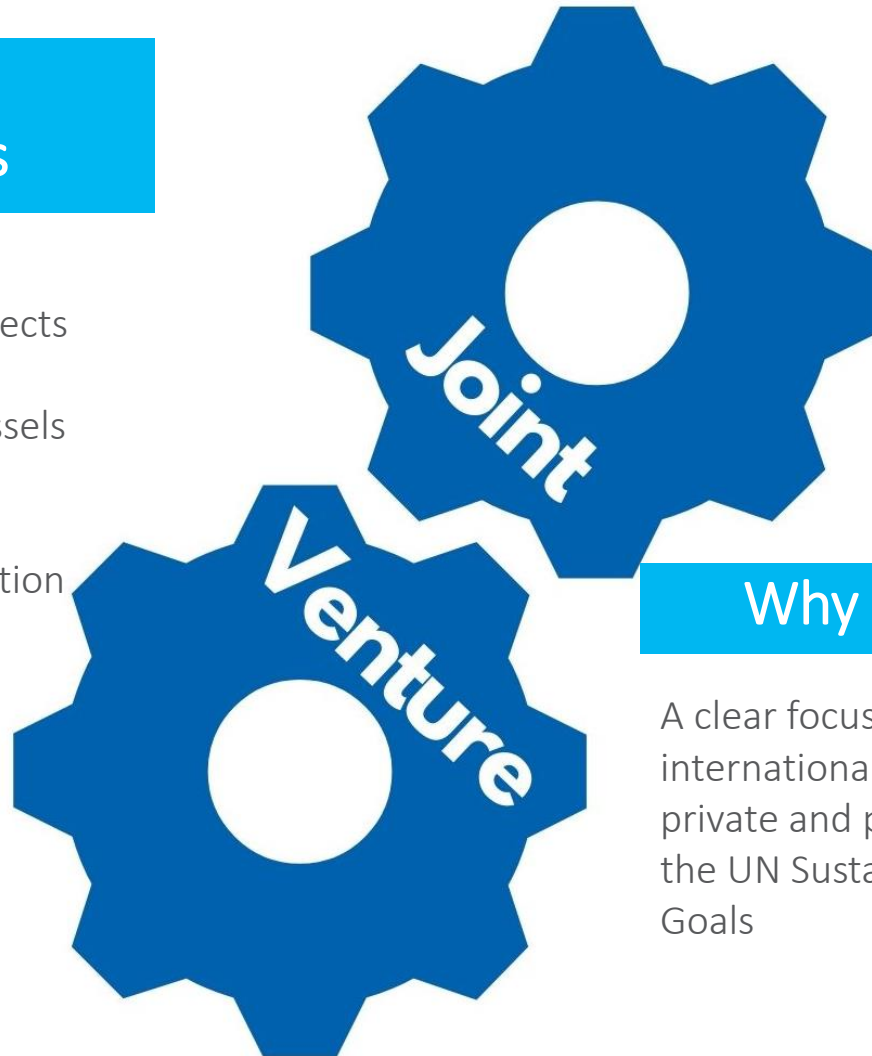
€ 24 billion

- Tax benefits and less taxes for businesses investing in ecological and innovative transition processes
- All products and modules of Circle Group are compatible with the world 4.0.
- Circle has developed an ad **hoc strategy** on these issues, with a **specific approach** and specific customer support services.

)))))) 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

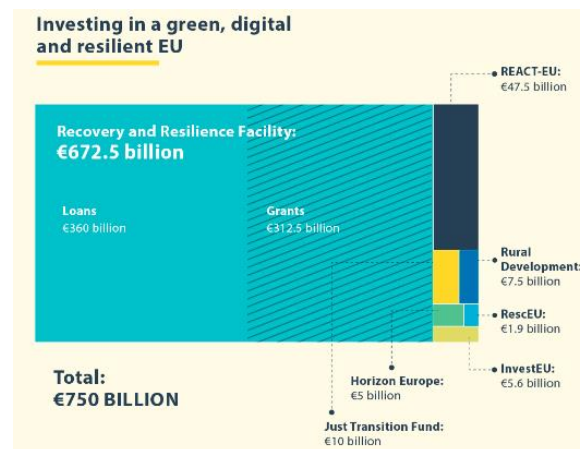
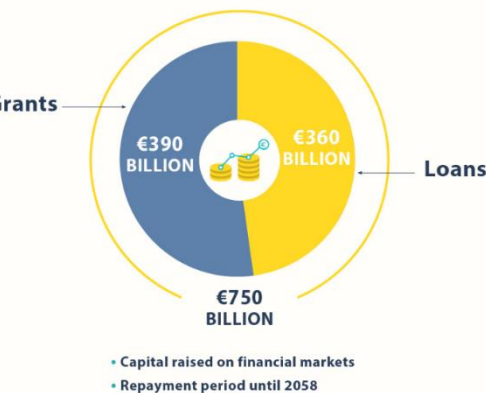
Connecting EU and Magellan

NextGenerationEU: €750 billion temporary recovery instrument

- Help repair the economic and social damage brought about by the coronavirus pandemic building a greener, more digital, more resilient Europe

Recovery and Resilience Facility: €672.5 billion of loans and grants

- Support reforms and investments undertaken by EU countries

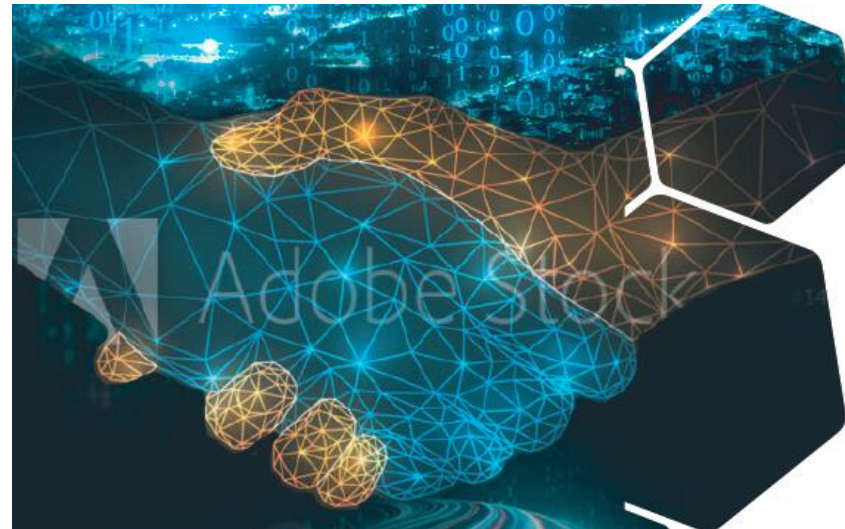
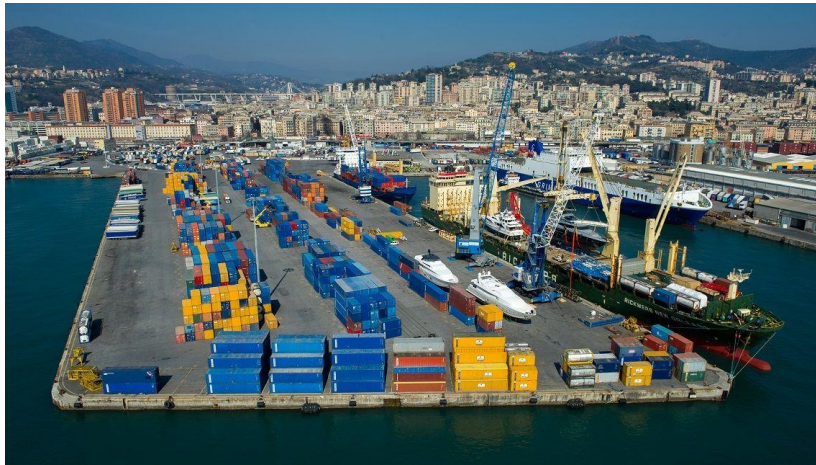


Circle Connecting EU & Magellan

- Circle Group with Circle Connecting EU and a strategic presence in Bruxelles has a team dedicated to European fundings and projects.
- With its deep knowledge of transport and European policies Circle offers **specific services and support** for customers and partners both at Italian and European level.
- Thanks to the strategic alliance with the Portuguese **Magellan**, Circle has strenghted its proficiency in delivering advocacy services towards the European Institutions.

MILOS 2021

TOS, MTO, IOT, Federative Services, Optimisation



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

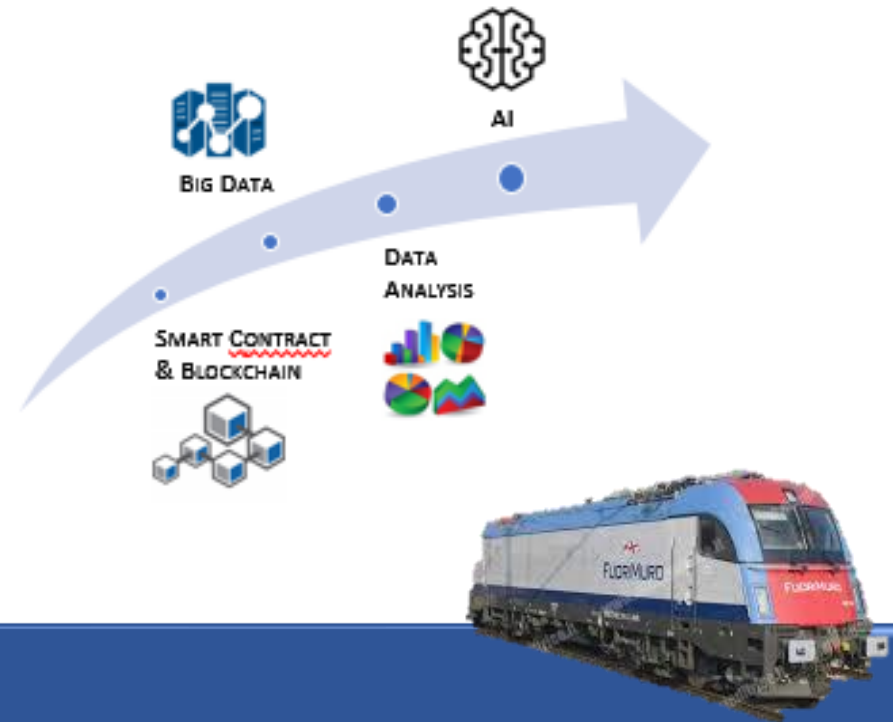
for the rail freight transfer within the port area

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

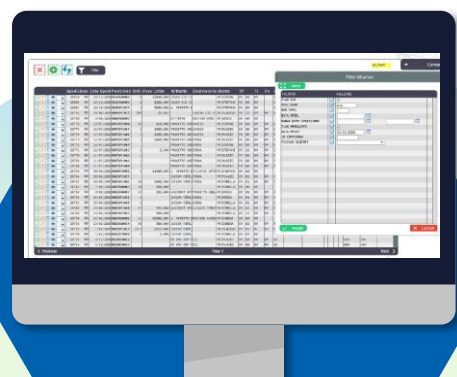




Freight & ports

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



))) Strategic initiatives

- **Strengthen** the position in the Italian market involving the shippers of the North-Western Italy, with a special focus on Lombardy, Veneto, Emilia, Swiss.

- Target  *Supply Chain
Federative Services*

- Participation to the initiatives involving North-Western Italian companies and logistic players and their engage in Circle's European projects PILOTS
- Opportunities arising from the digitalization in the field of shipments
- Ligurian Ports - ongoing projects for new IFSTL between Italy and Egypt, and Italy and Morocco



Strategic Initiatives

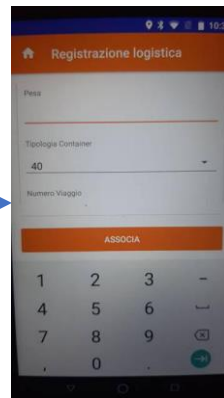
International Fast Secure Trade Lane (IFSTL) – Morocco & Egypt

First complete pilot projects: Egypt & Morocco export flow from EU and to Italy, November 2020

1. eSeal RFID application on the container



2. APP registration



3. eSeal number entering in the B/L

Shipper*	SEA LOGISTIC/MI	Notify	
1		1	AS CONSIGNEE
2		2	
3	CICAGNA GE	3	
4		4	
5		5	
6		6	
7		7	
8		8	
		9	E-SEAL 303030330
		10	
Consign*	VARI ALEXANDRIA	11	
1		12	
2		13	
3		14	
4	TEL. 002 01005654072	15	
5			

Shipper
Freight
forwarder

Shipping
Line

5. eSeal state check thanks to handheld device

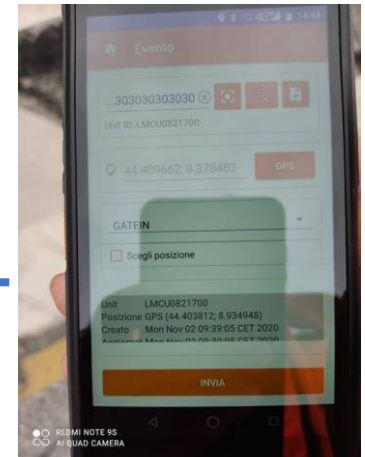


Egypt /
Morocco
Terminal

4. eSeal state check thanks to handheld device



Italian
Terminal

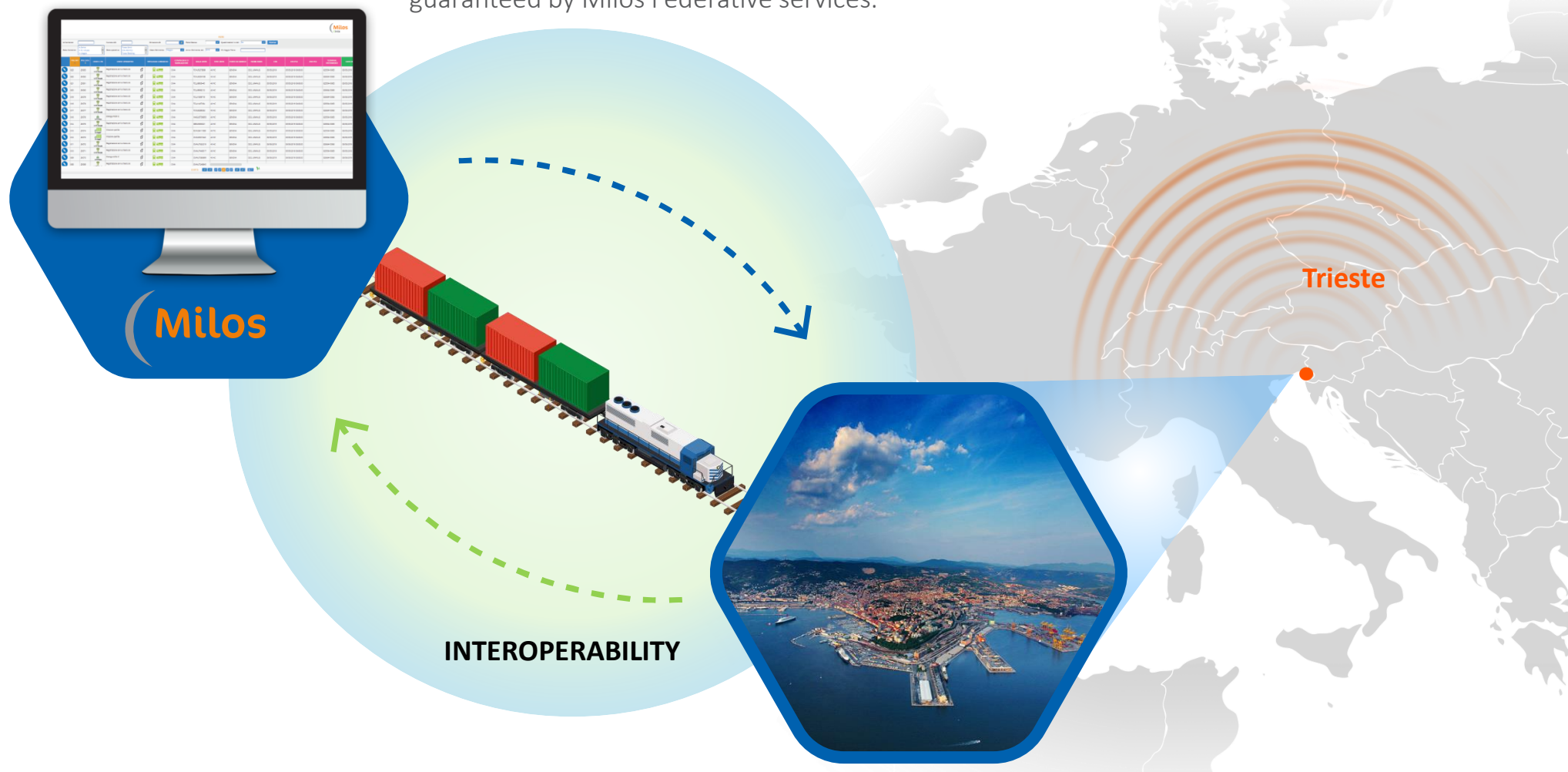




Rail & Central EU

Federative digital interoperability

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



Strategic initiatives

Central Europe

- Geographical expansion and connections between Italy and Central Europe – Germany (Bayern, Baden-Württemberg), Czech Republic, Poland, Austria, Switzerland, Slovakia, Hungary



- Target
 - Inland and Ports Terminal Operators (Milos TOS)
 - Multimodal Transport Operators and Rail Companies (Milos MTO)
- Supply Chain Federative Services

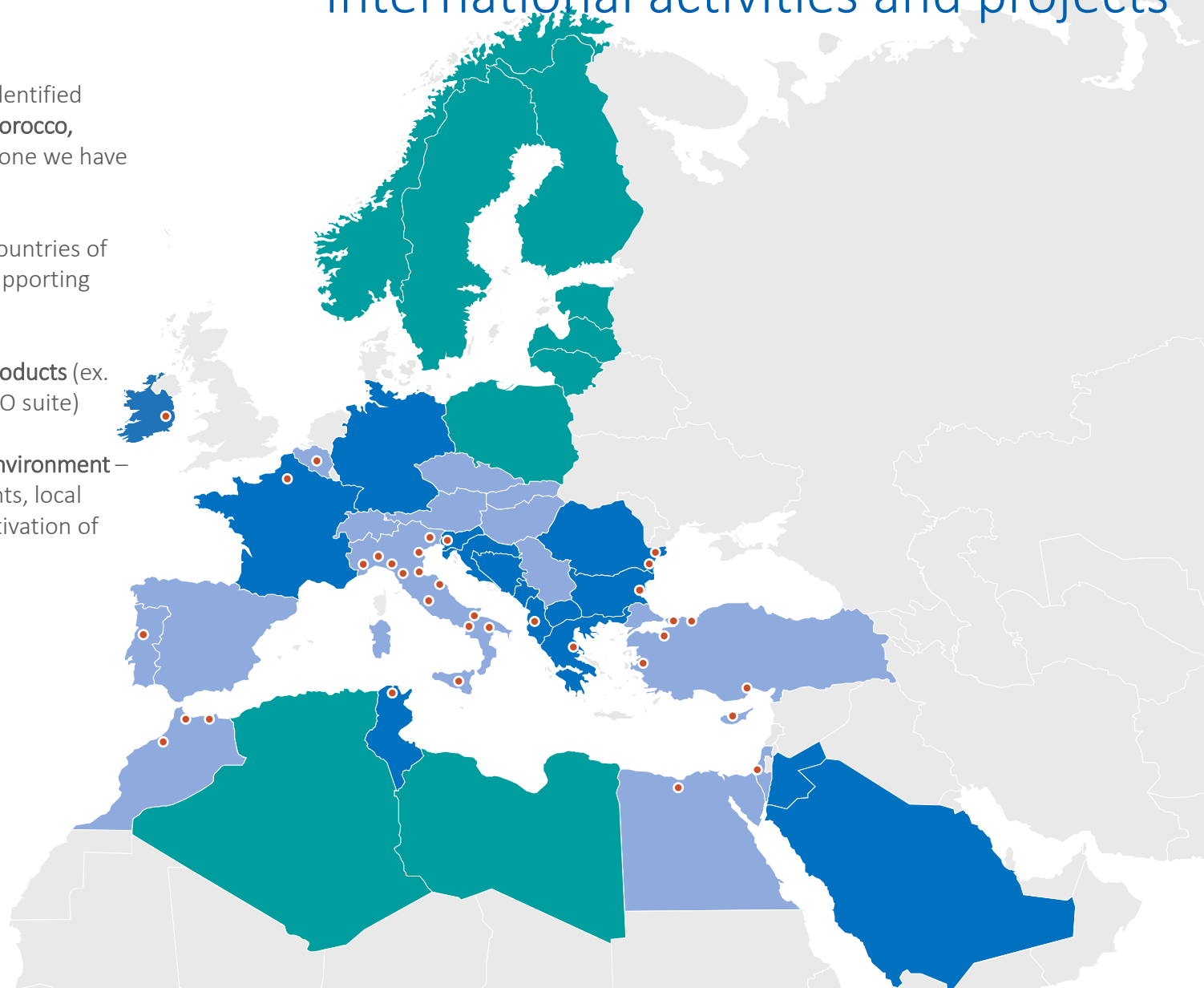
Geographical expansion

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*



2021-24 Strategic Plan



Port & Maritime



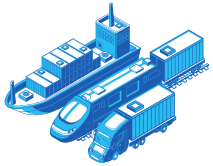
Acquisition of Infoera



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



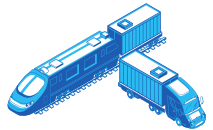
Acquisition of Progetto Adele



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

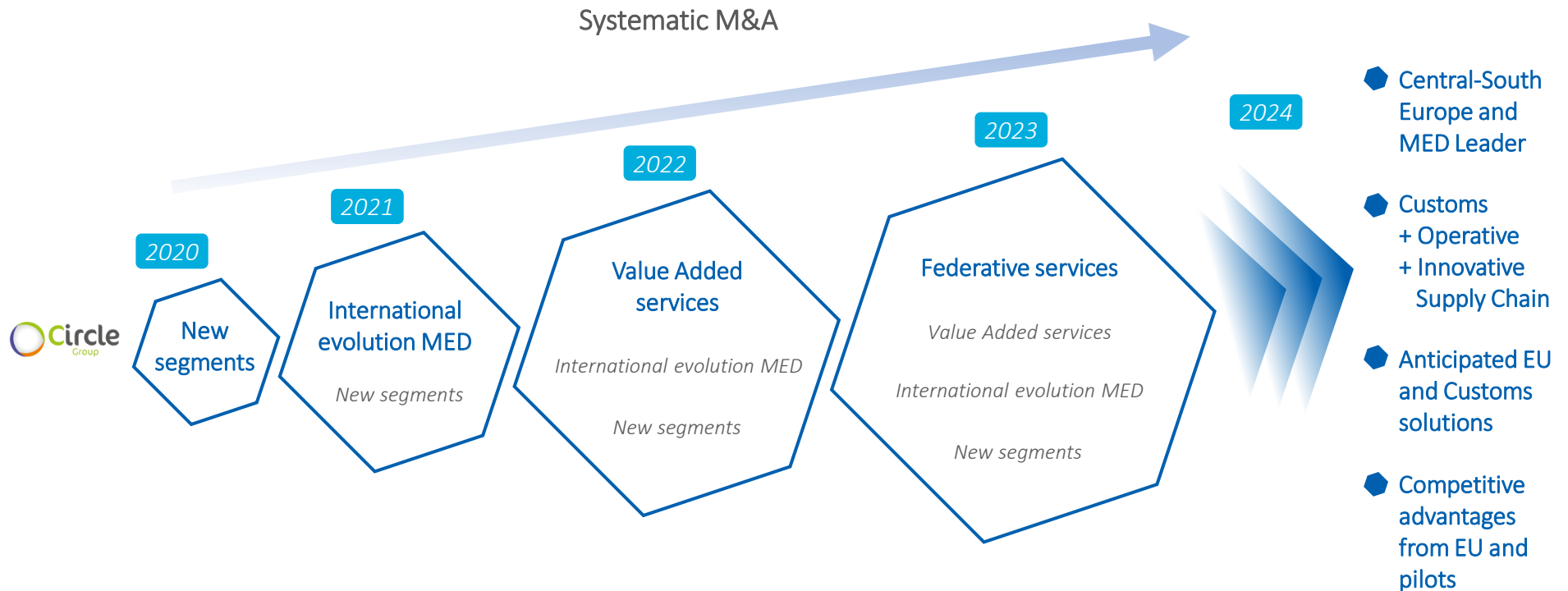


Circle ConnectingEU + Magellan (M&A)



Exploitation at EU level + Next Generation EU

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	Company Description
absolute	0,00%	-2,06%	0,35%	4,78%	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.
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

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
+36%^	4,2/4,4	From +43% to +51%



- «Free allocation of shares» - 1 free stock each 10 - May 20th, 2019
- Buy back – 17.160
- Circle is an innovative SME
- Average monthly volume (from IPO) around € 400.000

^ stock price at March 31th, 2021

)) Contacts

Genoa

Via Bombrini 13/3
16149 Genova - ITALY
info@circletouch.eu

Trieste

Via San Nicolò 15
34121 Trieste - ITALY
info@circletouch.eu

Milan

Via Fara Gustavo 28
20124 Milan – ITALY
info@circletouch.eu

Brussel

circlebelgium@circletouch.eu

Porto

circleportugal@circletouch.eu

Istanbul

turkey@circletouch.eu

Mersin

turkey@circletouch.eu

Ankara

turkey@circletouch.eu

Balkan Region

balkans@circletouch.eu

Maghreb Region

maghreb@circletouch.eu

Arabian Region

circlearabia@circletouch.eu

