



PRESS RELEASE

CIRCLE: participates in Lugano IR Top Investor Day and presents the 2020 strategic guidelines and the results of 1H2019

Genoa, September 26th 2019

Circle SpA, ("**Circle**"), a company headed by the homonymous Group specialized in the analysis of processes and in the development of automation solutions and for the digitalization of the port sectors and intermodal logistics, listed on the AIM Italia market, organized and managed from Borsa Italiana, communicates its participation in the X edition of the Lugano IR Top Investor Day.

The event, promoted by IR Top Consulting, will take place tomorrow September 27th at the Hotel Splendide Royal in Lugano and will allow the Small / Mid Cap Companies listed on the Borsa Italiana market to meet Swiss investors. Luca Abatello, President of Circle, will present to the financial community the growth and the main financial results obtained during the first half of 2019.

Circle, which in 2017 had acquired 51% of Info.Era Srl, continued to implement its capabilities with the acquisition of "Progetto Adele" in August 2019. Through these developments, the Company is now on the market with innovative technological solutions, ideal for digital and automation development of the entire Supply Chain. Over the next few months, Circle aims to expand its activities further in North Africa, the Middle East and Central Europe through strategic partnerships and participation in important events between October and December in Morocco, Tunisia, Egypt, Gdynia, Bucharest.

Circle's Board of Directors, meeting on September 19th 2019, approved the consolidated half-year report as at June 30th 2019, reporting a Production Value of Euro 2.6 million, up by over 8.5%, thanks to a significant increase in revenues generated by proprietary frameworks, primarily Milos®, and expansion abroad. The first half of 2019 has been character-

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ized by significant investments both in terms of product implementations and the expansion of offers on the market, thanks also to the acquisition of “Progetto Adele”, a software house with a revenue of over Euro 2 million. The EBITDA recorded an increase of + 8.6%, equal to Euro 0.7 million, with an EBITDA margin of 26.5%. Adjusted EBIT (excluding depreciation of IPO investments) recorded a + 6%, with a Net Profit of Euro 0.35 million and a Net Financial Position cash positive of Euro 1.3 million.

Circle has significantly increased its involvement in the European framework and internationally through participation in the E-BRIDGE, IRAIL, FENIX and EasyLog European projects. The Company continued to expand its activities also thanks to the new solution of "International Fast and Secure Trade Lane (IFSTL) and by the agreement between La Spezia and Casablanca (Morocco) ports. Furthermore, the Company has developed important implementations in the Internet of Things (IoT) and Industry 4.0 in recent months and is evolving partnerships to shortly propose vertical solutions on the Supply Chain by exploiting Big Data Management, Artificial Intelligence and Optimization.

*Established in Genoa in June 2012, **Circle S.p.A.** is a company with distinctive vertical skills in the port sector and intermodal logistics specialized in consulting and in the development of **products for automation and for the Supply Chain digitalization**. The acquisition, at the end of 2017, of 51% of Info.era guaranteed the strengthening of the related **Milos®** and **Sinfomar®** software products, focused on the intermodal logistics sector, inland terminals and port terminals, ports (Port Community System of the Port of Trieste, in example), as well as to MTOs and maritime agencies. During 2019 Circle is further strengthening the solutions portfolio, in the IOT, Optimization, Digital Twin, Big Data, Process Automation sectors and, in July 2019, Circle has acquired 100% of Progetto Adele, a software house specialized in the development of vertical software systems on the Supply Chain with the two **Master SPED** and **Master TRADE** solutions, respectively dedicated to shipping and logistics, and commerce and industry. Furthermore, through the Connecting EU Business Unit, Circle supports Public Entities and Companies by identifying their positioning at European level (**EU Branding**) and funding opportunities (**Project Anticipation**). From October 26th, 2018 Circle is listed on the AIM Italia market of Borsa Italiana (alphanumeric code: CIRC; ISIN code for ordinary shares: IT.0005344996). Circle is an Innovative SME.*

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