



CONNECT 4 AGILE GROWTH

INVESTOR PRESENTATION - CONFIDENTIAL

Agenda

- **Corporate overview and H1 2022 Financials**
- **Megatrends & objectives achieved**
- **2024 «Connect 4 Agile Growth» Strategic Roadmap**

Corporate overview & H1 2022 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 Euronext Growth Milan

More than 30%

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

88

direct employees and a network of professionals

Main products

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

Sinfomar: extended Port Community System connecting all players & processes involved in port

MasterSped®: evolutive platform for customs operators

Federative Services, TAP & GSCV solutions

EU Affairs Consultancy

EU Funding Accelerator: developing successful applications for funding

Strategic Communication and Advocacy: Visual and Brand Identity, Web Design, Social Media Management, Events, PR/Press, Roadshows

International Consultancy: policy making and strategic technical orientations in port, maritime and transport field

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 MagellanCircle, advocacy services towards European institutions

Revenues € 9.3 mln
(+25% vs 2021)

Ebitda: € 1.4 m

Ebitda margin: 15%

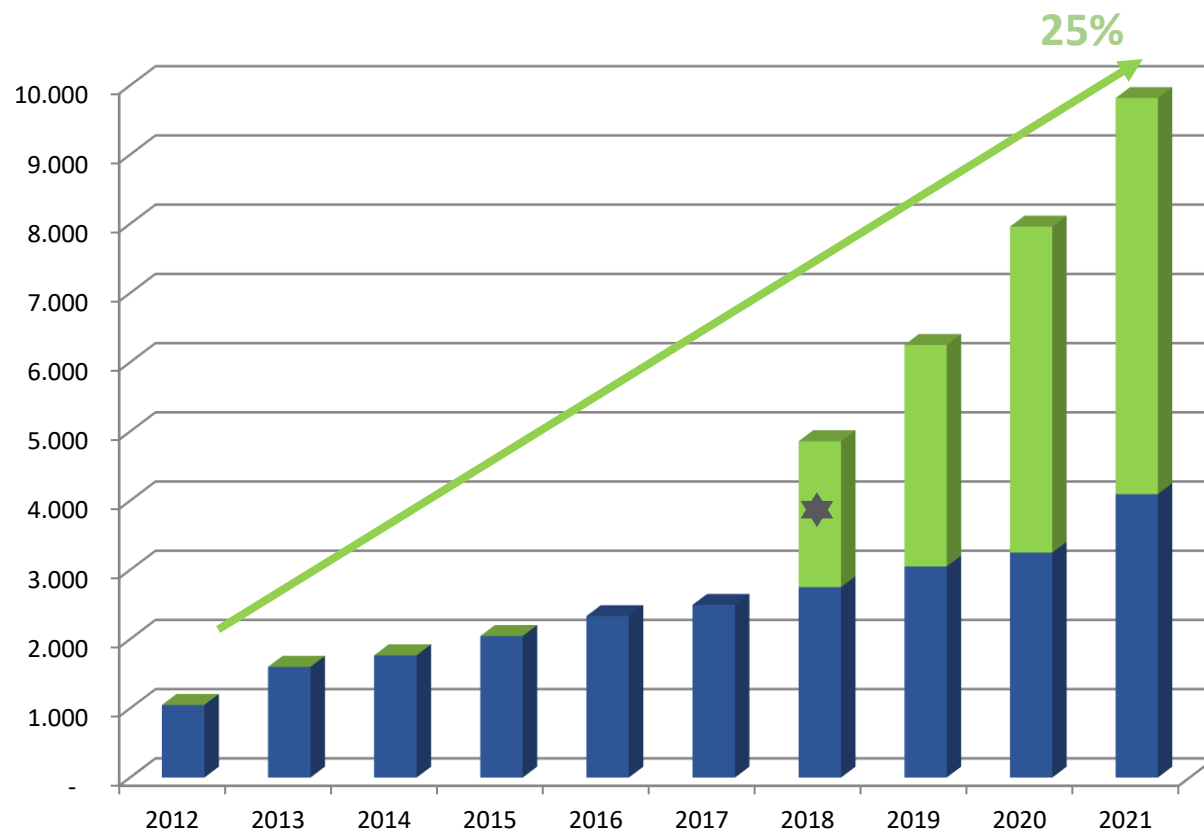
Circle Net Profit: € 0.5 m

NFP: € 1 mln (2,5 cash adj)

Year 2021

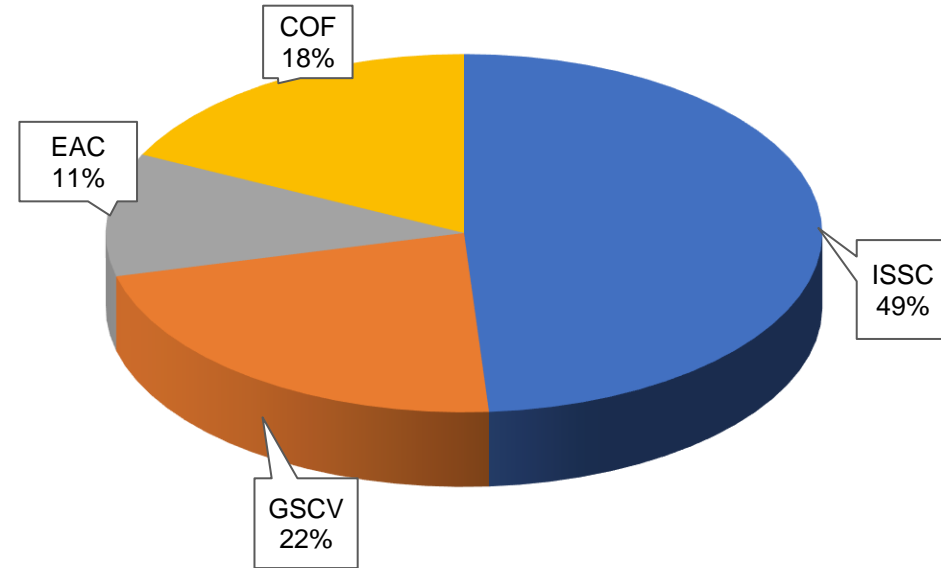
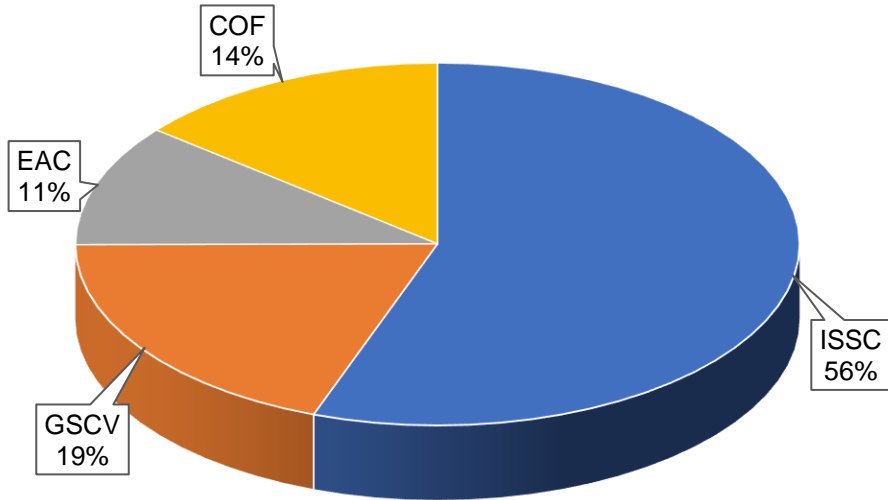
Financials: 2012-2021 Group revenues

Group Revenues	
2021	€ 9.3 mln
Vs 2020	+25%



★ 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), MagellanCircle (51% 31.05.22)

Business Units: Revenues split



	31/12/2021
ISSC	€ 5.1 mln
GSCV	€ 1.8 mln
EAC	€ 1,1 mln
EU PJt (COF)	€ 1.3 mln

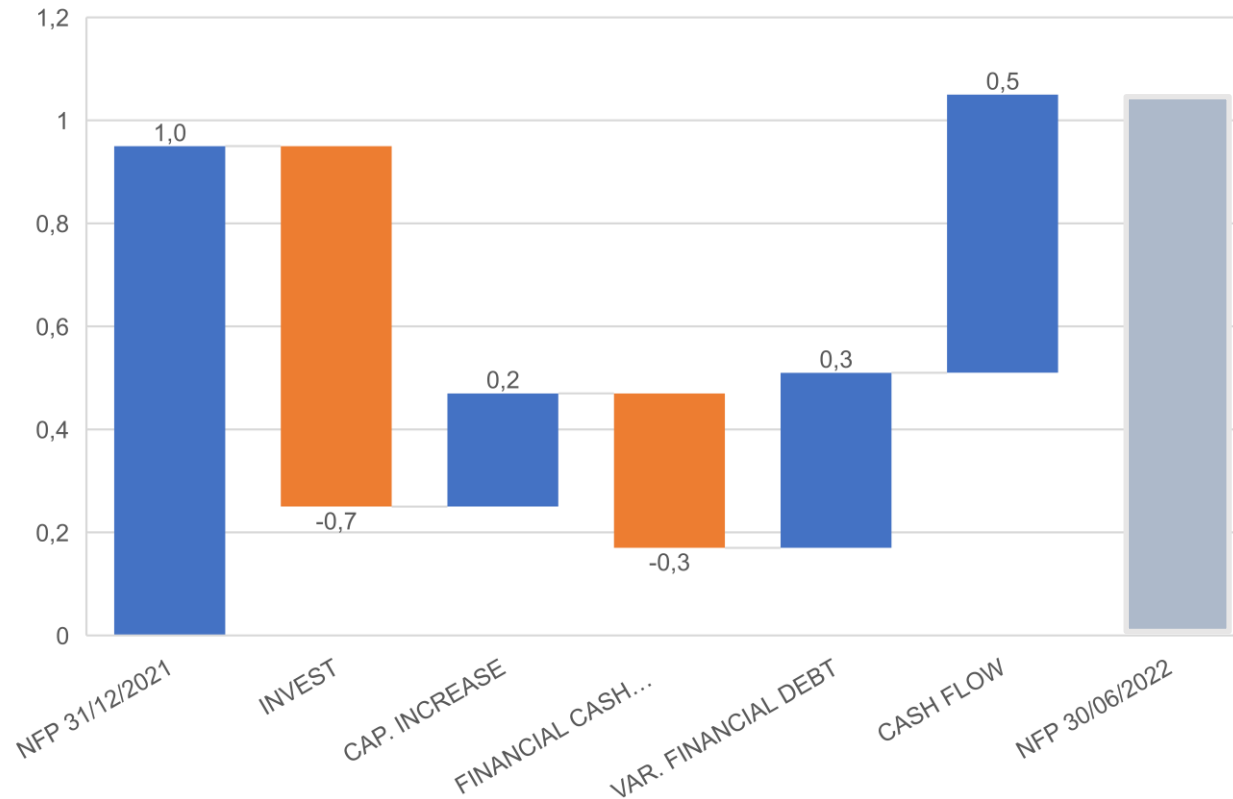
	30/06/2022
ISSC	€ 2.2 mln
GSCV	€ 1.0 mln
EAC	€ 0,5 mln
EU PJt (COF)	€ 0.8 mln

)))))) Circle Group Financial Highlights H1 2022

Growth of business also thanks to Next Gen EU opportunities

	30/06/2022	30/06/2021
Revenues Group	€ 5.2 mln (+25%)	€ 4.2 mln
Revenues Circle S.p.A.	€ 2.4 mln (+20%)	€ 1.5 mln
Proprietary software products	+35%	
Milos® Federative services	+149%	

NFP 30/06/22 – financial flows



Cash 1,6 mln € - NFP (cash positive) 1mln € + EU credit 2,1 mln € = NFP adjusted 3,1 mln



2022

First tenth anniversary of Circle S.p.A. foundation

- The economic picture of first half of 2022 shows an articulated scenario influenced by many elements like **energy crisis, inflation** and **shipping costs**
- An intense **commercial effort** led during summer months to new **important contracts** (total value **approx. € 0,6 mln**) and **projects** (participation in the innovation ecosystem RAISE, CONCILIAMO, MedBAN and SEANERGY → total value **approx. € 1,5 mln**)
- **Three-digit growth (+149%) of SaaS Federative Services**, launched to meet the needs of full digitalization of the Supply Chain market
- In June was celebrated the **tenth anniversary of the Company** with a two-days event for employees, main Partners and Customers
- This moment coincided with the inauguration of the **new CIRCLE Group headquarter** where all the Companies of the Group are brought together



H1 2022

Significant events

- Magellan Circle's participation to **international Consortium ReNEW** to support the transition of Inland Waterway Transport towards being a smart, green, sustainable, and climate-resilient sector (contract value: approximately € 175,000)
- **Subsidized loan from SIMEST of more than €433,000 of which a non-repayable contribution of about € 108,000 for the internationalization of the Group, with particular focus on Portugal and Belgium**
- Launch of **Milos® Global Supply Chain Visibility for Manufacturing & Distributors**
- New contract with **ITALIANSPED (SACMI Group)** for the creation of the unique tracking portal of shipments
- New contracts to support **customs and rail development activities** of primary Italian freight operators (total value: approx. € 0,5 mln)
- **Friulia** enters the Share Capital of Info.era with a 20% share and concurrent **Capital Increase of € 400,000 pro rata** by other partners Circle and Catone Investimenti S.r.l.



Megatrends & objectives achieved

Strategic guidelines

2022-2024 Development Plan

PRODUCT EVOLUTION

- Milos® (Global Supply Chain Visibility) for Manufacturing 4.0 & Customs 2025 & Multimodal optimized Supply Chain with Optimisation & AI & Blockchain

NEXT GENERATION EU

- 2025 EU investments
- GREEN DEAL roadmap
- DIGITAL & GREEN VIRTUOUS LOOP

GEOGRAPHICAL EXPANSION

- Med identified countries
- Central Europe
- Middle East area
- Baltic Region

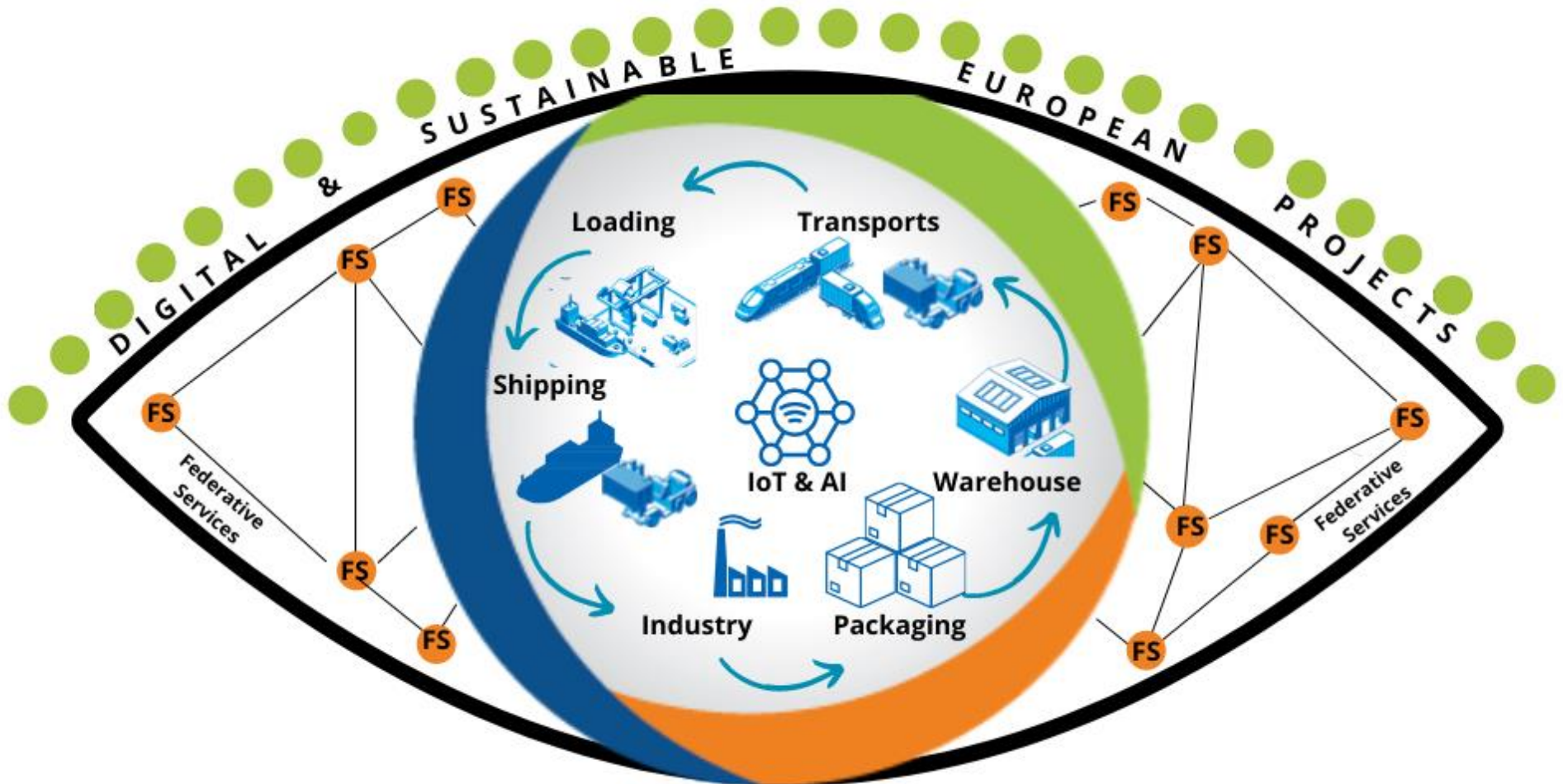
SYSTEMATIC M&A & STRATEGIC ALLIANCES

in complementary services and technologies and geographical focus markets

Connect 4 Agile Growth

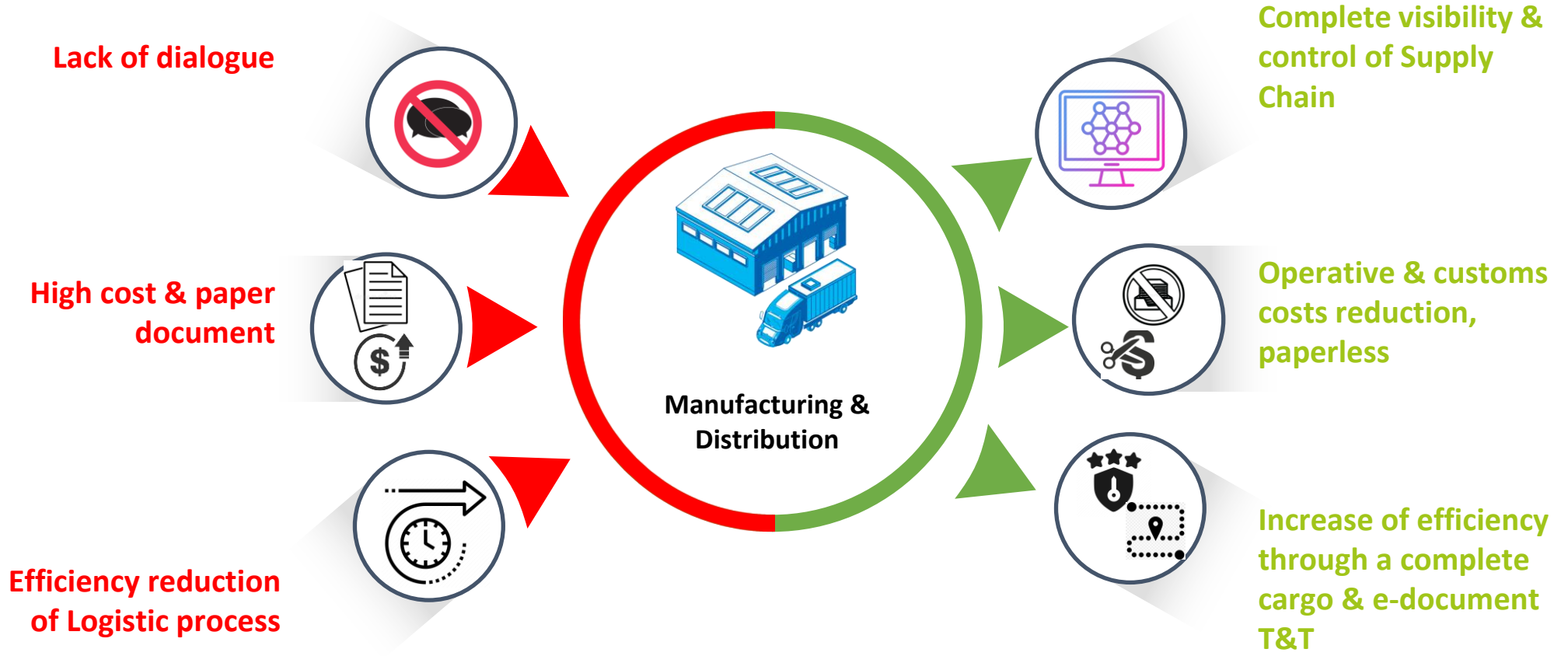
Global Supply Chain Visibility

Concept and megatrends



Milos® GSCV

Global Supply Chain Visibility: needs & benefits



Global Supply Chain Visibility suite components

ACTORS INVOLVED



Shipping Line
Shipping Agency



Carrier



Multimodal
Transport
Operator



Freight
Forwarders
(Air-Road-Sea)



Customs
Agency

COMPONENTS

Booking info &
Data

Track and Trace &
TFP

ERP & KPI
Dashboard

IoT devices &
Blockchain

International Fast
& Secure Trade
Lane

Customs
Innovative
Procedures



We support organizations and private companies in the path to integrate sustainability principles into their business strategy and operations. Our **Carbon Footprint Federative Service** is the flexible solution for automatic calculation of customer-specific transport chains.

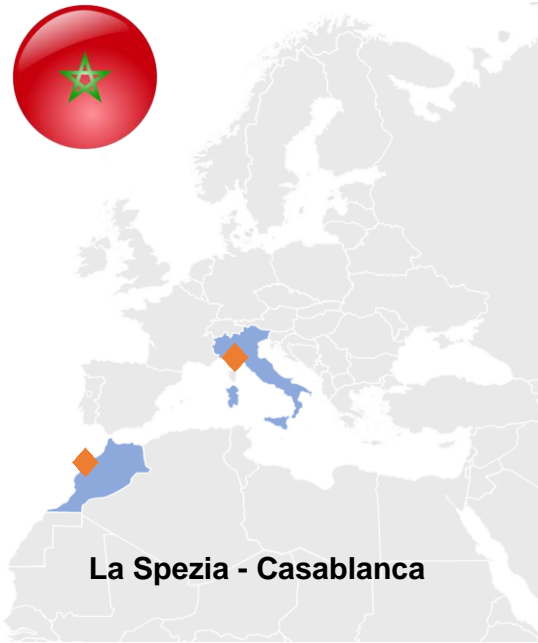
- **Multimodal Supply Chain:** calculation of entire transport chains (air, ocean, rail, road, waterways), transshipments and warehouse
- **European standard & ISO compliant:** Global Logistics Emissions Council (GLEC) Framework, EN 16258, GHG Protocol (Corporate Standard); ISO compliant
- **Software-as-a-Service (SaaS):** native integration both with products of Circle Group, both with third parties ERP
- **Future Proof:** agile, constantly updated and adaptable to new regulations and standards
- **Analytics & Dashboard:** we support to create custom dashboards and "green reports" to achieve your strategic ESG plan





International Fast & Secure trade lanes

4 different shipowners and 3 different Countries



La Spezia - Casablanca



Trieste - Pendik - Mersin - Cesme

1921



Ignazio Messina & C.



Genoa - Alexandria

Industries, Freights, Rail & Ports

Federative digital interoperability

Master SPED® and MILOS® ensure to all the Mediterranean ports the opportunity to benefit from a real-time digital interoperability between industries, rail ecosystem, freight forwarders, custom operators and port communities.



- Trieste
- Genova
- La Spezia
- Ravenna
- Savona
- M.Carrara

INTEROPERABILITY



Air innovative solutions

Full integration of the Supply Chain

CHALLENGE

Growing volumes of traffic by plane, require increasingly lean and fast customs procedures to speed up and reduce waiting times.

SOLUTION

“Air Fast Corridor”, to apply the Customs Corridor model already used in the maritime sector. Development of digital integration among actors of the chain, such as Customs Agency, Airport Handlers, Carriers and Airlines Companies.

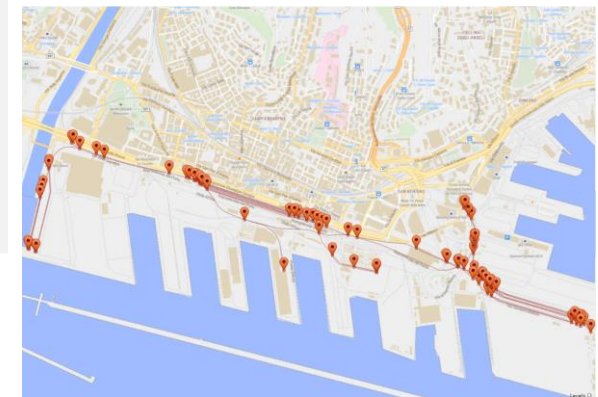
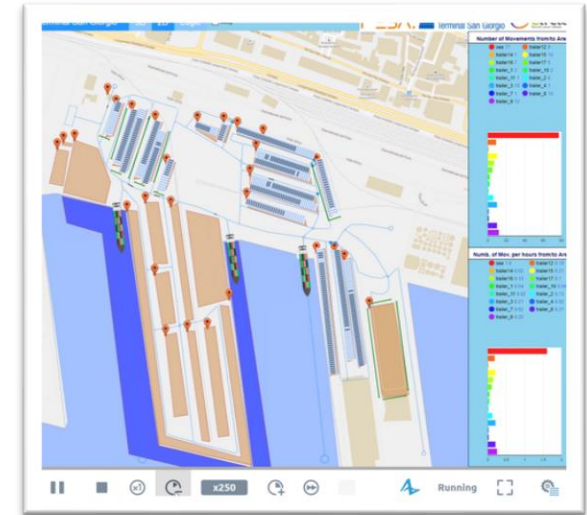
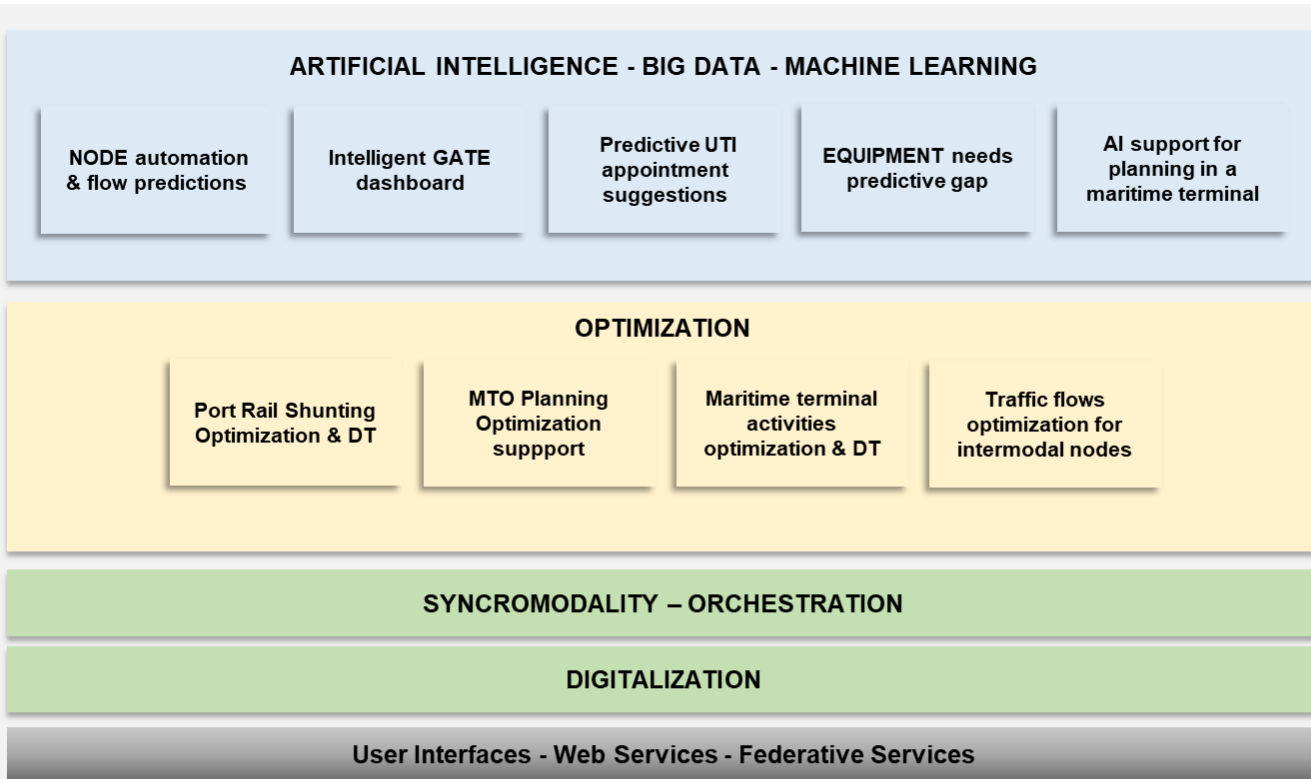
BENEFITS

- **greater security**, thanks to the combination of documentary checks and physical monitoring of the flow of goods
- **reduction of dwell times by cargo in the airport warehouses**, with consequent **cost savings**
- **digitalization** of the process (internet of logistics)
- **reduction of travel times**
- **decongestion** of airport areas



Rail & Multimodal Last Mile

AI - Optimization - Syncromodal Platforms & Services



USERS

NODES

- Ports
- Inland
- Industrial

Logistics &
intermodal
OPERATORS

Industries &
industrial
HUBs

Next Generation EU

EU Services evolution

Services



EU Funding Accelerator



Strategic Communication and Advocacy



International Consultancy

Areas of Expertise



Environment & Circular Economy



Communication & Dissemination



Mobility Transport & Logistics

Eu Co-funded Projects (as beneficiary)

Policy & Regulations

- Green Deal
- Smart & Sustainable Mobility Strategy
- EU FUEL Maritime and AFI
- eFTI and EMSWe

Macro Trends

- Artificial Intelligence
- HPC
- Federated Systems
- Hydrogen

EU Funding Programmes

- Horizon Europe
- CEF 2
- Life
- Innovation Fund
- Interreg
- Digital Europe

Consultancy
Evolution
Drivers
2024

Next Generation EU & PNRR

2022 achievements

ReNEW International Consortium

Project for **energy transition of inland waterway transport** - contribution of about **€ 175,000**

RAISE - Robotics and AI for Socioeconomic Empowerment - innovation ecosystem

Project to feed new industrial processes through Robotics and AI with specific application in ports and logistics - contribution of about **€ 780,000 over a three-year period**

CONCILIAMO project for Work-Life Balance

Co-financed by the Department for Family Policy - contribution of about **€ 167,000 over a two-year period**

MedBAN - Mediterranean Blue Acceleration Network

Conceived to encourage blue economy SMEs to adopt processes and technologies for a greener, more digital, and resilient economy - contribution of about **€ 80,000 over a two-year period**

SEANERGY International Consortium

Project for appraisal of the activities necessary to the **transformation of ports in clean energy producers** - contribution of about **€ 360,000 over a two-year and a half period**

SIMEST Subsidized loan for internationalization

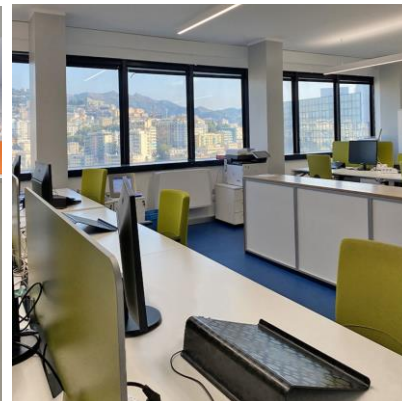
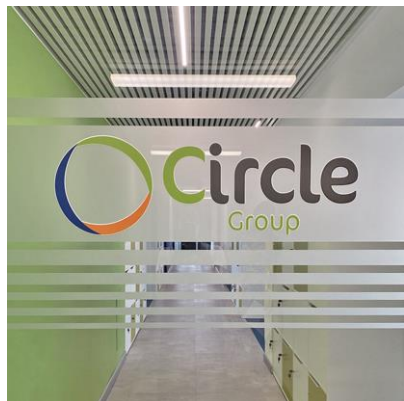
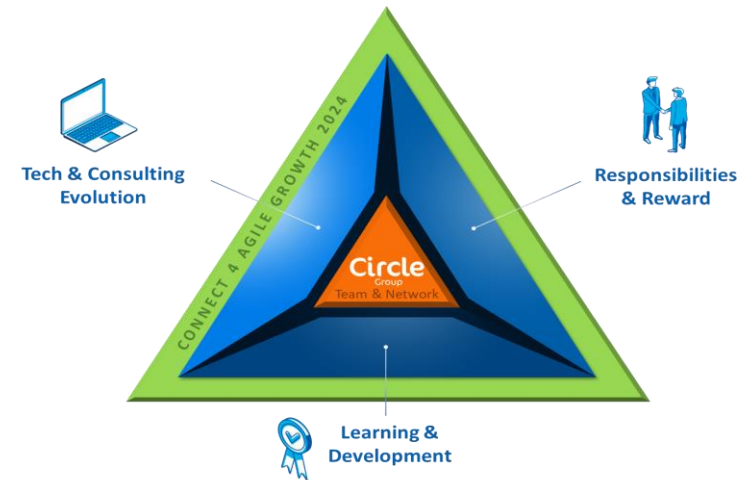
Subsidized loan from SIMEST of **more than €433,000 of which a non-repayable contribution of about € 108,000** for the internationalization of the Group, with particular focus on Portugal and Belgium

Capability to be effective on PNRR & Green Deal issues

Organizational & HR evolution

Critical success factor

- **88 direct employees** and a network of professionals
- **New high-level professionals** (GSCV Consultancy, EU Corporate Affairs team, AI machine learning competencies)
- **MBOs growth paths**
- **CONCILIAMO project for Work-Life Balance** (smart working, family support for employees with minors, customized training)
- **New headquarter in Genoa**



Geographical Expansion

International activities and projects

2024 «CONNECT 4 AGILE GROWTH» ROADMAP

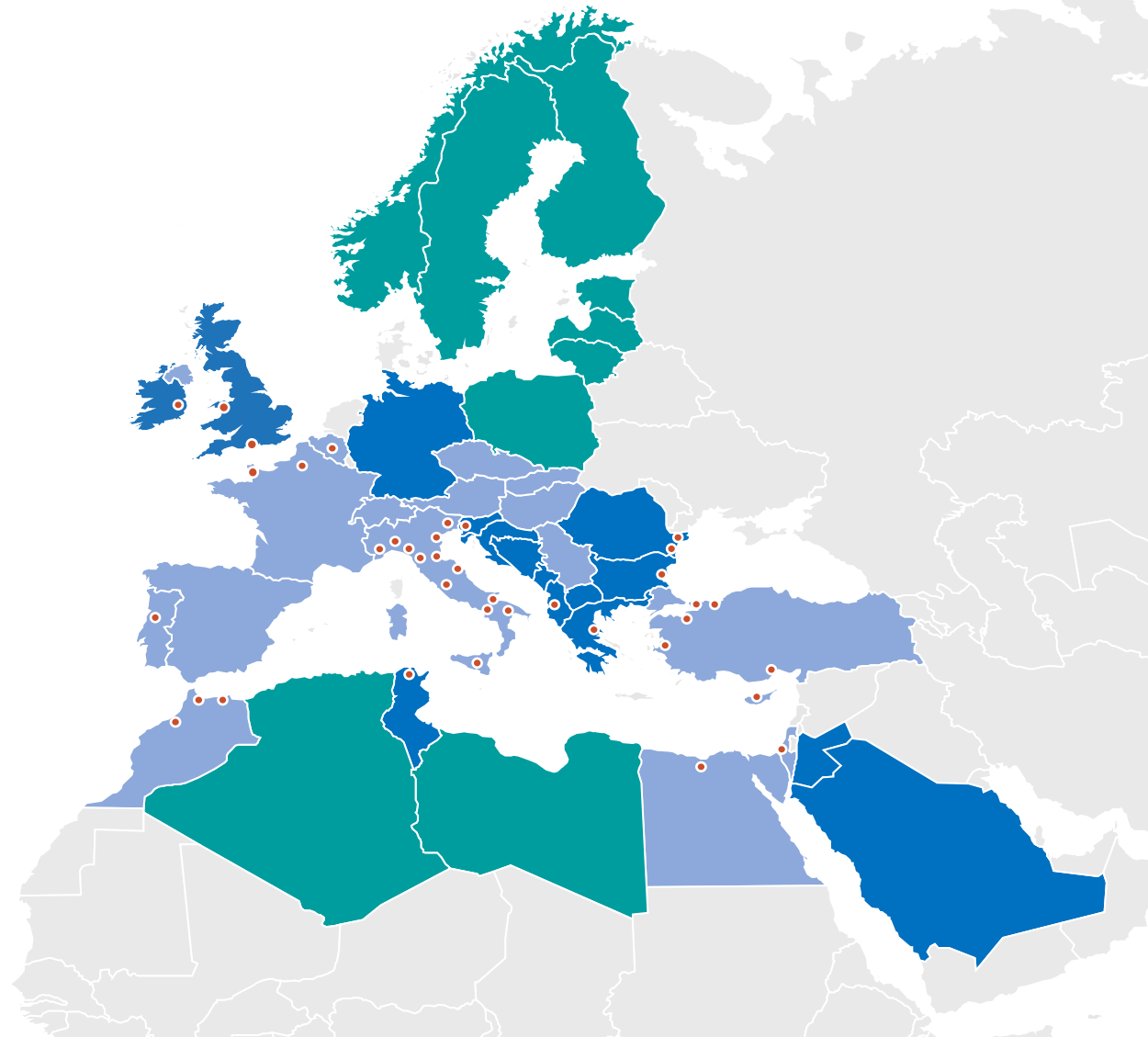
- Achievement of a presence in some identified **foreign markets (first of all Portugal/Spain, Morocco, Turkey, Egypt)** comparable to the distinctive one we have in Italian market
- **Strengthen the alliance** in the target countries of insider and consultant / companies supporting the local penetration 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 (2022)*

■ *Ongoing preliminary project proposals and lead generation activities (end 2022-2023)*

■ *Target Countries for future developments (2024)*

• *Clients/Projects*



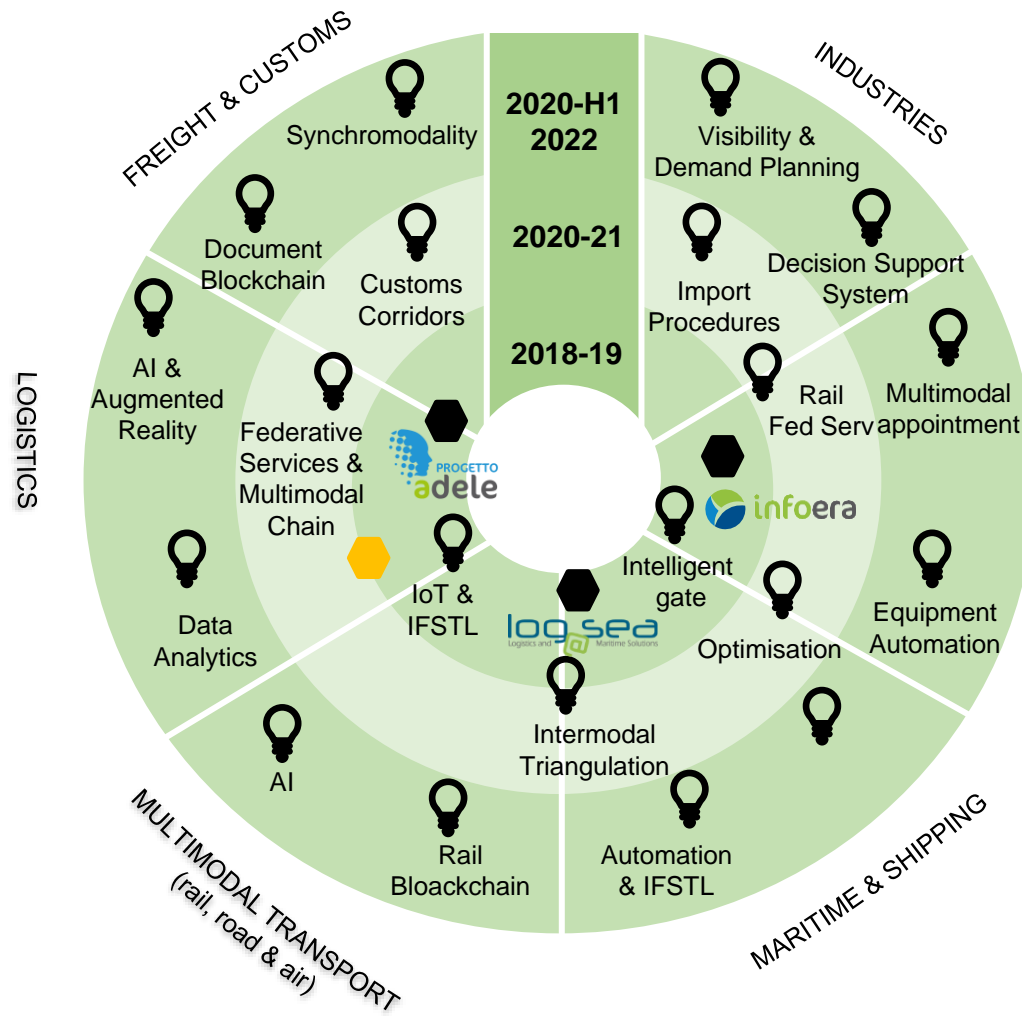





Strategic Roadmap

«Connect 4 Agile Growth»

M&As, Alliances, Innovation focuses

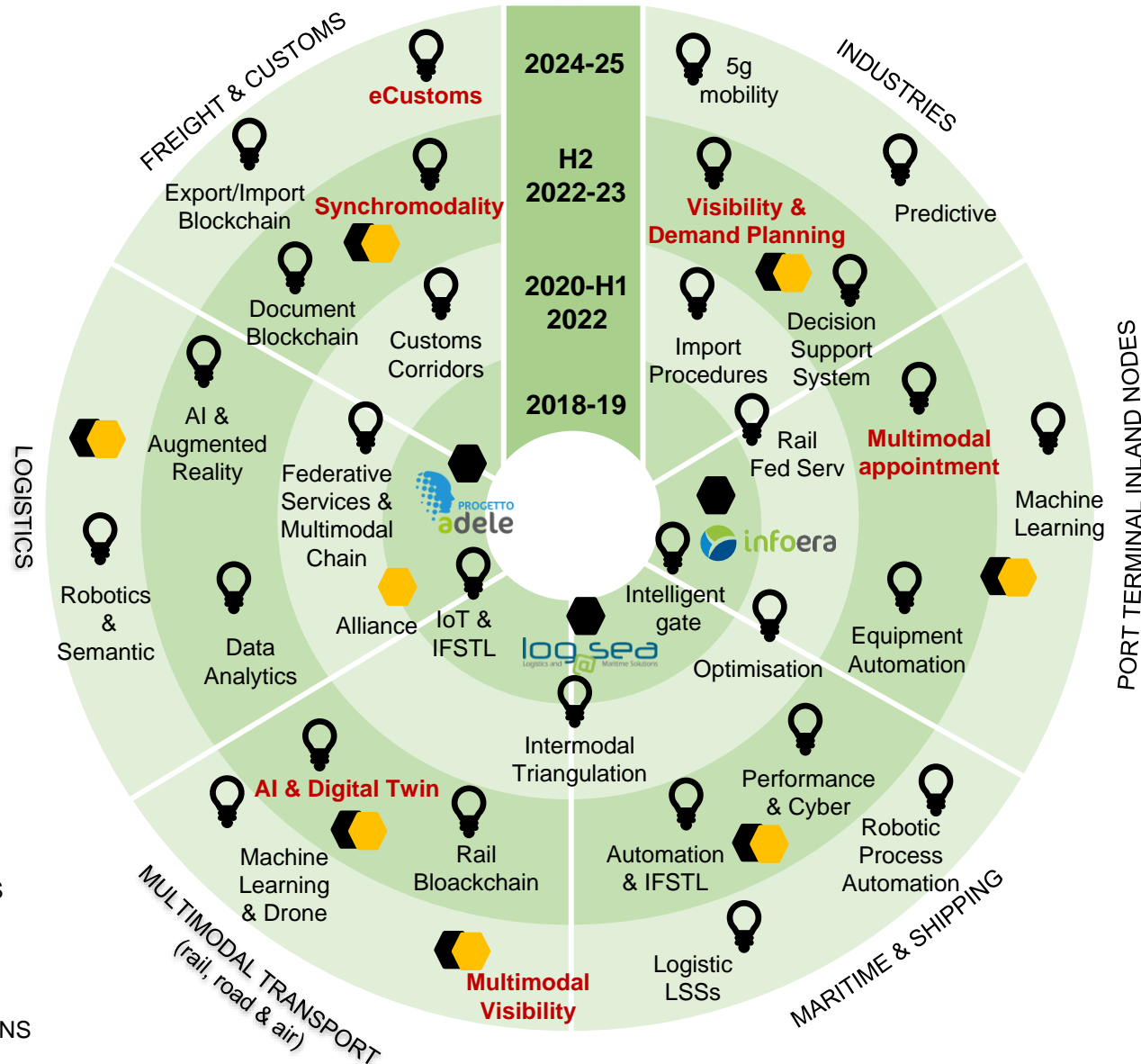
2018-22







-  INNOVATION FOCUS
-  M&A
-  ALLIANCE

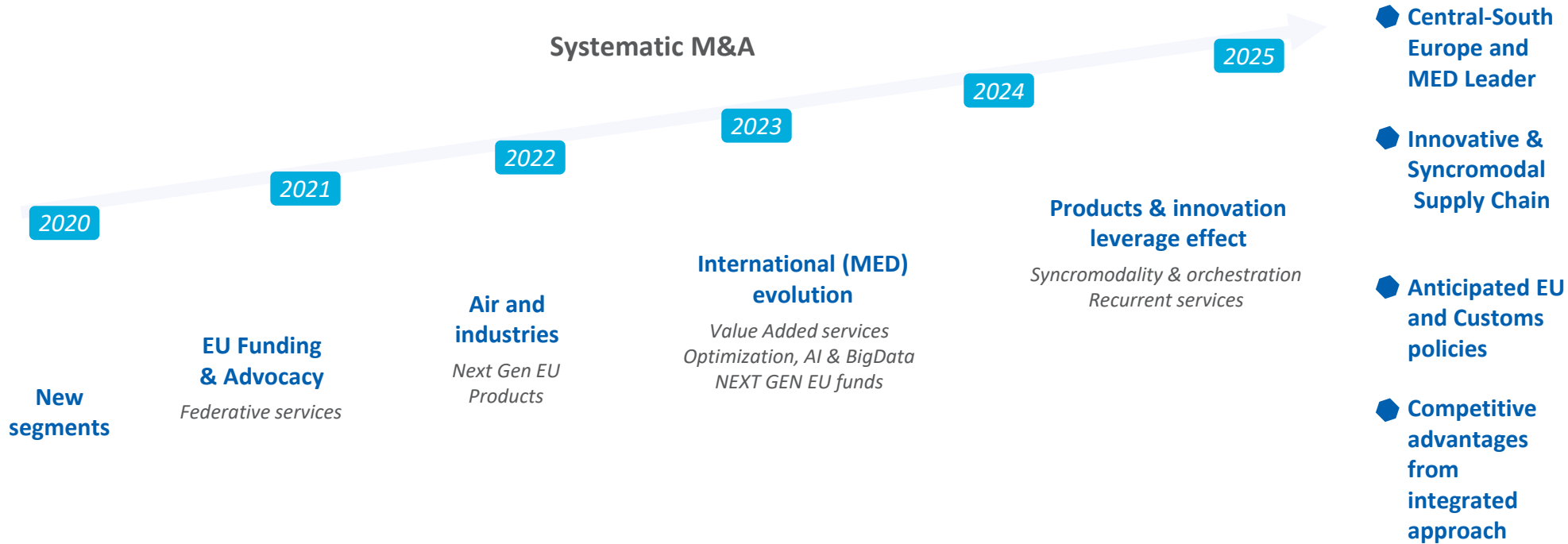
M&As, Alliances, Innovation focuses

H2 2022-25



-  INNOVATION FOCUS
-  M&A
-  ALLIANCE
-  FUTURE OPERATIONS

Business Goals 2025



Connect 4 Agile Growth

Financial focus & stock growth



Data produzione: 30 settembre 2022, h. 18:30

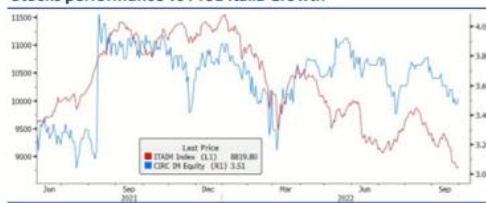
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CIRCLE *Italy* **Euronext Growth Milan** **Engineering**
 Rating: **BUY** (unch.) **Target Price: € 5,00** (prev € 5,20) **Update** **Risk: Medium**

Stock performance	1M	3M	6M	1Y
absolute	-5,90%	-7,14%	-4,62%	-10,00%
to FTSE Italia Growth	-6,18%	-3,35%	-16,21%	-18,46%
to Euronext STAR Milan	-8,57%	-9,29%	-25,69%	-30,29%
to FTSE All-Share	-5,86%	-3,63%	-18,69%	-20,30%
to EUROSTOXX	-6,84%	-3,96%	-16,19%	-18,03%
to MSCI World Index	-9,23%	-5,69%	-22,45%	-20,13%

Stock Data	
Price	€ 3,51
Target price	€ 5,00
Upside/(Downside) potential	42,3%
Bloomberg Code	CIRC IM EQUITY
Market Cap (€m)	€ 14,13
EV (€m)	€ 13,15
Free Float	37,62%
Share Outstanding	4.026.495
52-week high	€ 4,18
52-week low	€ 2,96
Average daily volumes (3m)	2.100

Stocks performance vs FTSE Italia Growth



Key Financials (€m)	FY21A	FY22E	FY23E	FY24E
Revenues	7,1	8,2	10,7	12,8
VoP	9,3	11,0	13,9	16,1
EBITDA	1,4	2,2	3,0	3,7
EBIT	0,6	1,3	1,9	2,5
Net Profit	0,5	0,9	1,4	1,9
EBITDA margin	14,7%	19,5%	21,2%	23,1%
EBIT margin	6,6%	11,4%	13,7%	15,6%
Net Profit margin	5,9%	8,2%	10,1%	11,5%

Main Ratios	FY21A	FY22E	FY23E	FY24E
EV/EBITDA (x)	9,6	6,1	4,5	3,6
EV/EBIT (x)	21,4	10,5	6,9	5,3
P/E (x)	25,8	15,7	10,1	7,6

GRAFICO



- «Free allocation of shares» - 1 free stock each 10 - May 20th, 2019
- Buy back - 17.160 shares (now 13.200 vs 7.920)
- Circle is an Innovative SME
- Average monthly volume (from IPO) around € 450.000

Upside from IPO	Target Prices	Upside Opportunity
+65%*	5/5,23	From +40% to +47%

*Stock price at end September 2022

Circle vs FTSE Italia



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