



CONNECT 4 AGILE GROWTH

INVESTOR PRESENTATION - CONFIDENTIAL

Agenda

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

The background of the slide is a solid blue color. On the left side, there is a vertical strip containing various financial data visualizations. At the top, there is a bar chart with several bars of varying heights. Below it, a circular gauge displays '50%'. Further down, there is a line chart with two data series, one labeled 'Fund' and the other 'Benchmark'. The line chart shows fluctuations over time, with labels for days of the week (Sun, Mon, Tue, Wed, Thu, Fri) and specific numerical values. At the bottom of the strip, there are several circular charts or donut charts, some of which are partially visible.

Corporate overview & 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

90

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%

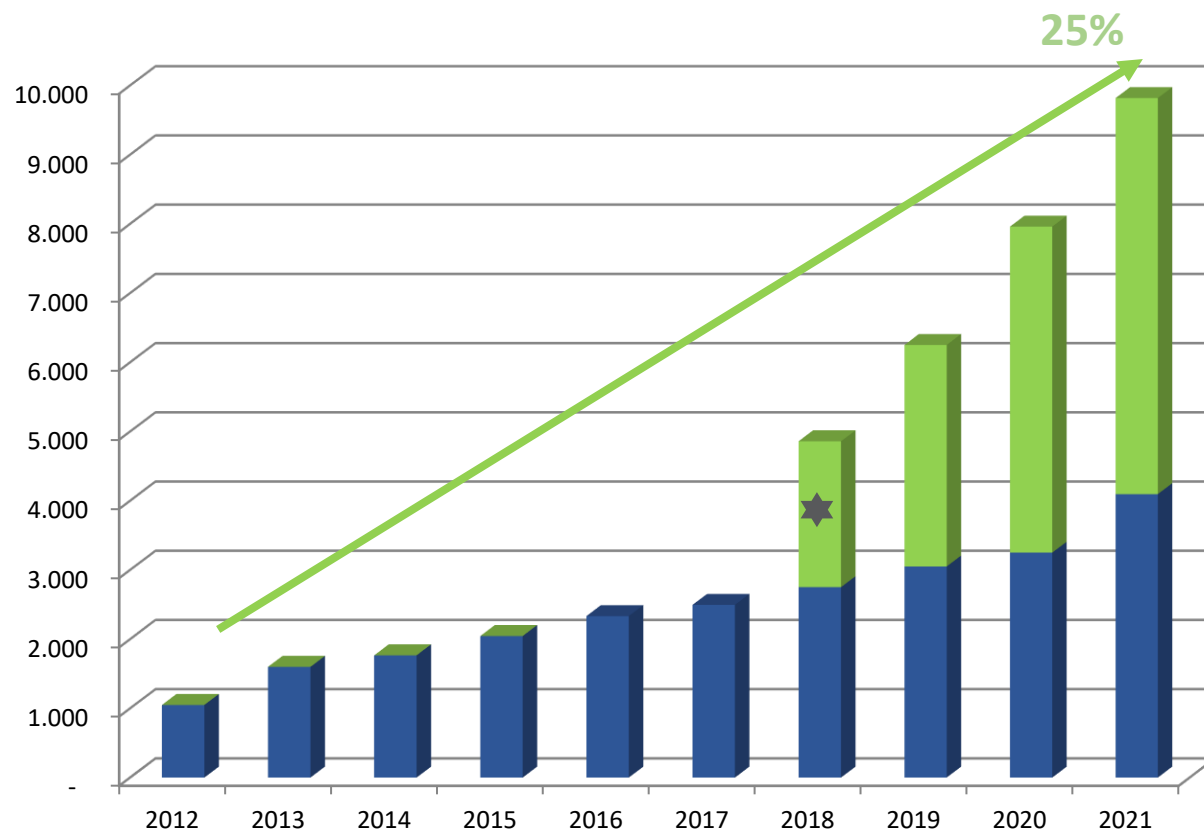
Circle Net Profit: € 0.5 m

NFP: € 1 mln (2,5 cash adj)

Year 2021

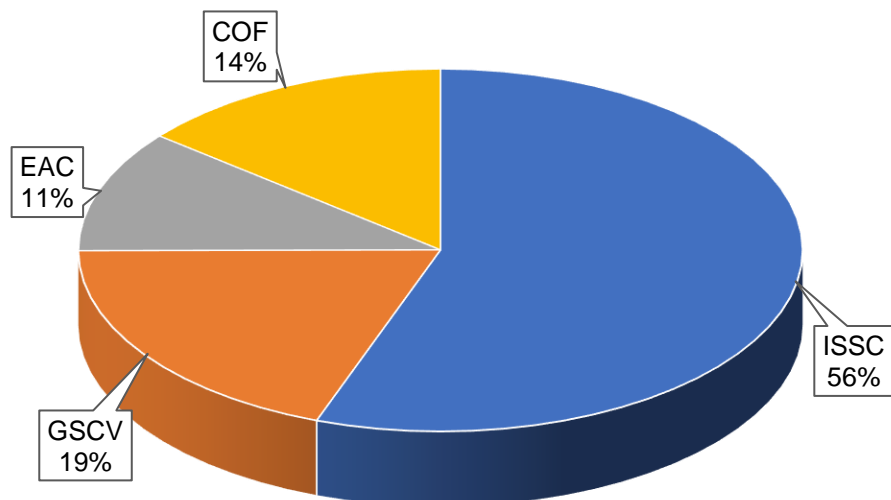
Financials: 2012-2021 Group revenues

Group Revenues	
2021	€ 9.3 mln
Vs 2020	+25%

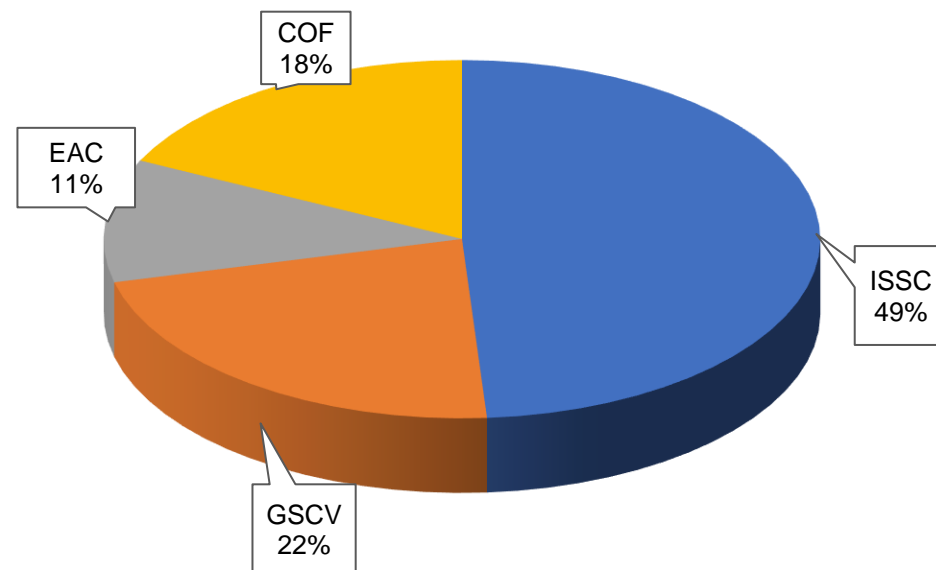


★ Green numbers are related to Systematic M&A; Info.era (acquisition 01.01.2018), Progetto Adele (acquisition 01.08.2019), Log@Sea (51% defined July 2020), MagellanCircle (51% 31.05.22)

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

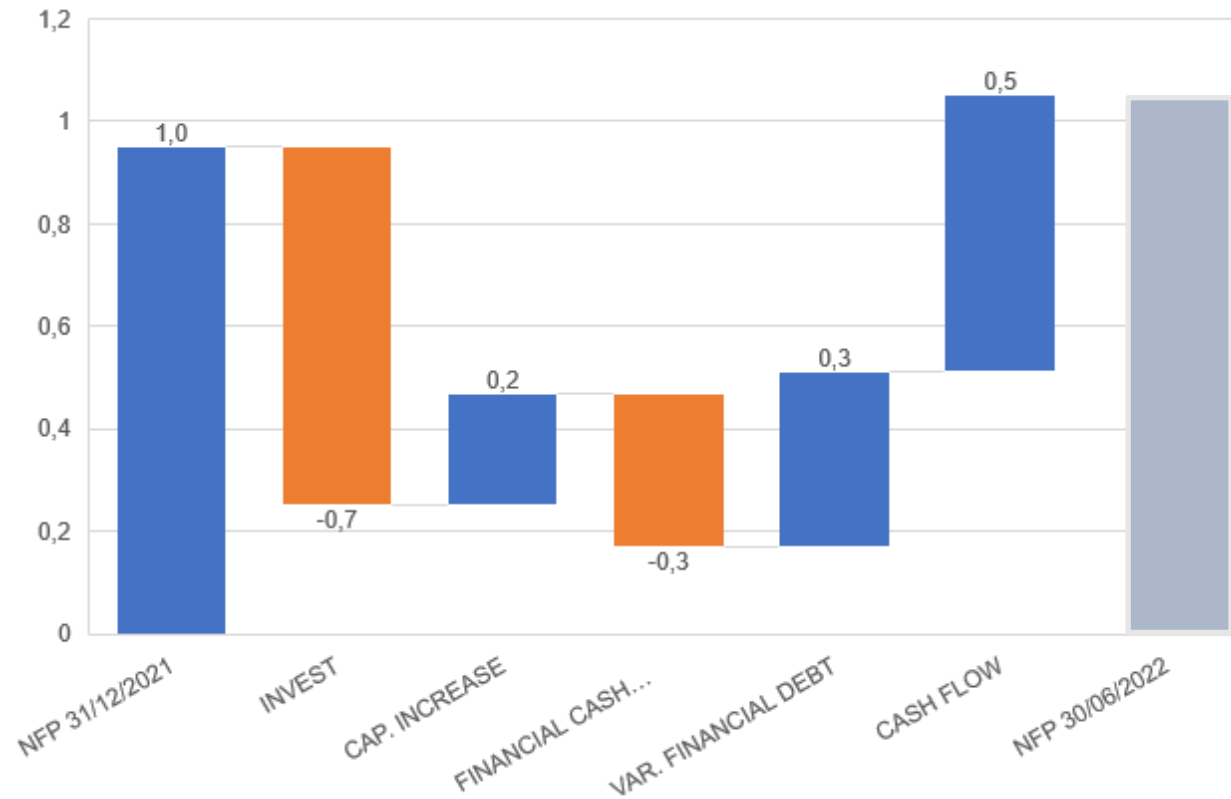


	30/06/2022
ISSC	€ 2.2 mln
GSCV	€ 1.0 mln
EAC	€ 0,5 mln
EU PJt (COF)	€ 0.8 mln

CIRCLE Group Financial Highlights H1 2022

	30/06/2022	30/06/2021
Revenues Group	€ 5.2 mln (+25%)	€ 4.2 mln
Revenues Circle S.p.A.	€ 2.4 mln (+20%)	€ 2.0 mln
Proprietary software products	+35%	
Milos [®] Federative services	+149%	
EBITDA adj	€ 0,92 (+27%)	€ 0,76
EBIT	€ 0,44 (+47%)	€ 0,3
Net Profit	€ 0,35 (+46%)	€ 0,24 adj

NFP 30/06/22 - Financial flows



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

)))) CIRCLE Group Financial Highlights Q3 2022

	30/09/2022	30/09/2021
Revenues Group	€ 7.4 mln (+24%)	€ 5.9 mln
Revenues Circle S.p.A.	€ 3.4 mln (+21%)	€ 2.8 mln
Proprietary software products	+25%	
Milos® Federative services	+108%	



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

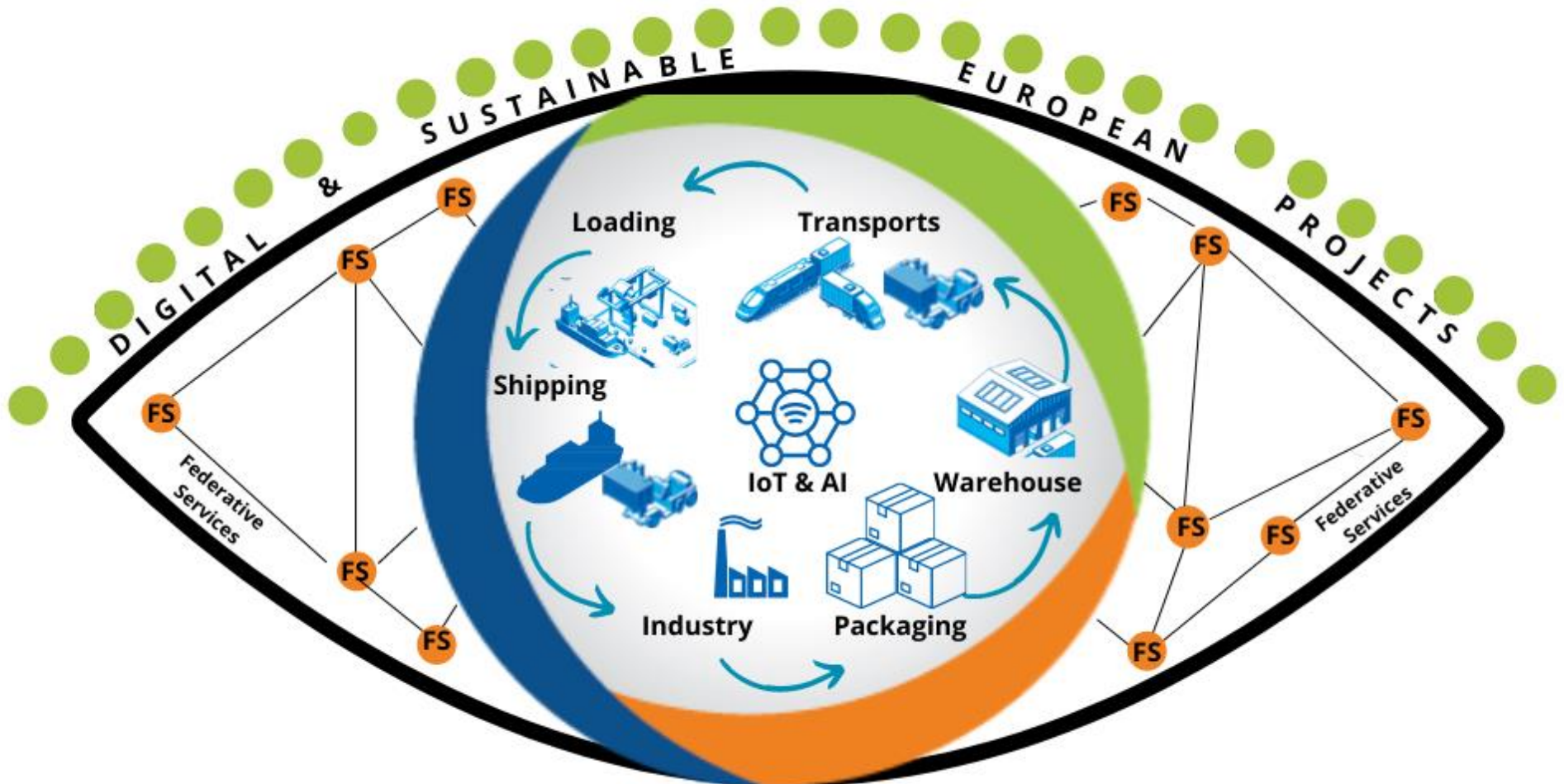
SYSTEMATIC M&A & STRATEGIC ALLIANCES

in complementary services and technologies and geographical focus markets

Connect 4 Agile Growth

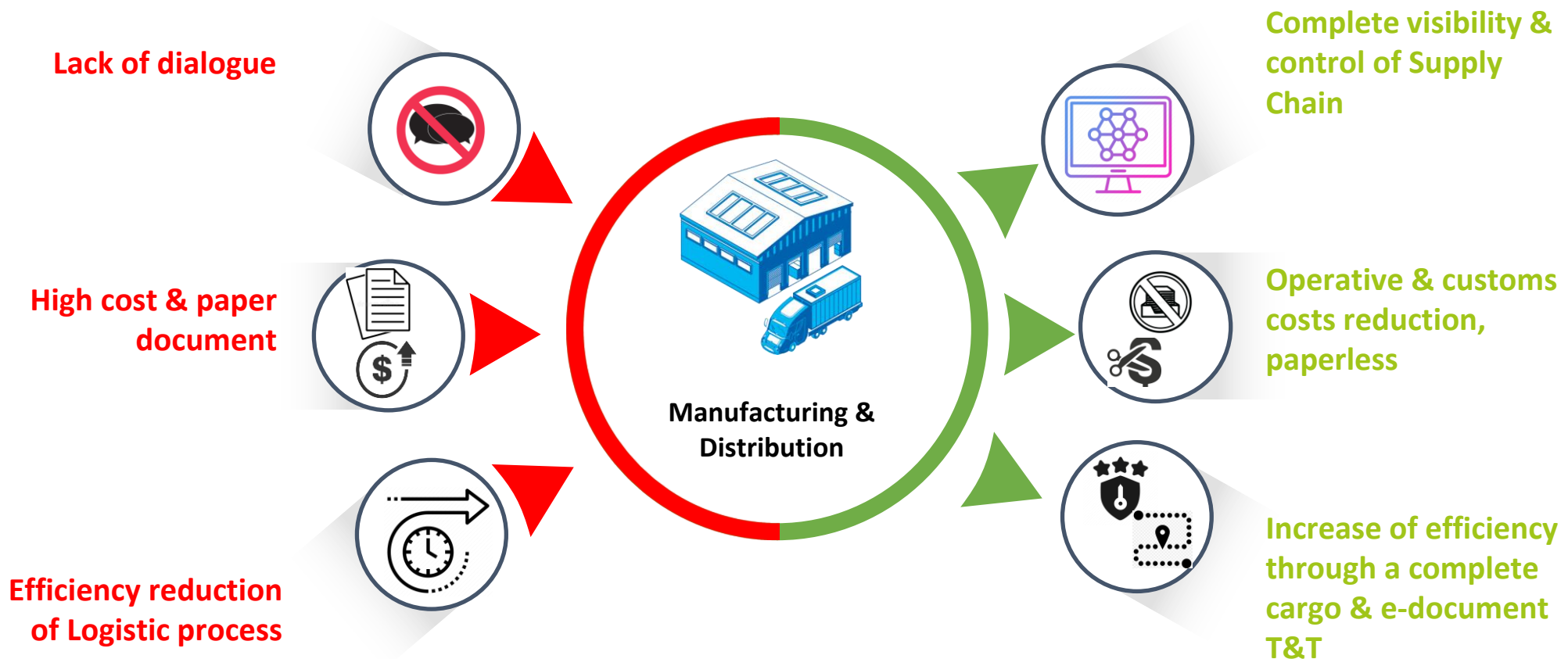
Global Supply Chain Visibility

Concept and megatrends



Milos® GSCV

Global Supply Chain Visibility: needs & benefits



Global Supply Chain Visibility suite components

ACTORS INVOLVED



Shipping Line
Shipping Agency



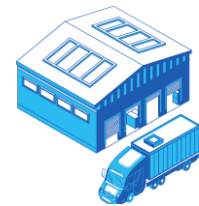
Carrier



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

Global Supply Chain Visibility



Use case

Challenge

ITALIANSPED is a **SACMI Group** company specialized in shipping, transport and integrated logistics services. It has a **worldwide multi-partner network: air, land, sea and rail carriers**.

The project was born with the aim to increase the usability of information, speeding-up data exchanges, increase the efficiency of operations and contribute to a pro-actively manage processes related to shipments.



Solutions

- Improve the communication flow with all other Supply Chain partners
- Development of Unified Dashboard for real-time tracking of multimodal transportation

Benefits

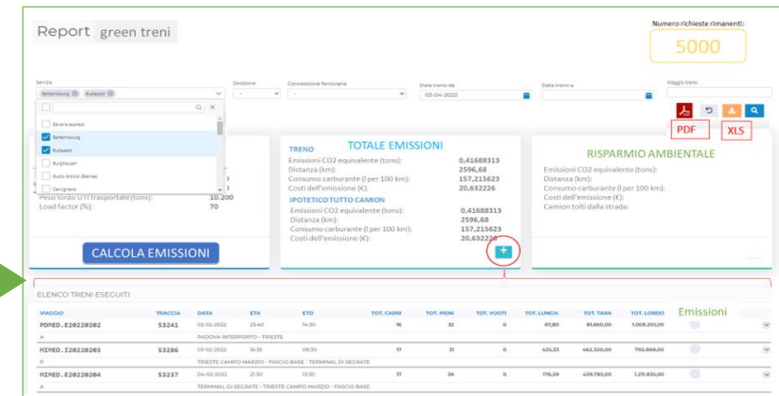
- ☐ Real time visibility of information flows
- ☐ Immediate data access and simplification of procedures
- ☐ Improvement of the logistic process
- ☐ Digital integration with Supply Chain partners

Milos® Green Dashboard

ESG Solutions for Energy Transition

We support companies and organizations in the path to integrate sustainability principles into their business strategy and operations. Our **Green Dashboard** 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



Milos® Green Dashboard

Main Multimodal Transport Operator Use case

Challenge

The client is an Italian logistics company, equally owned by the Port Authority and operators. It provides **intermodal services** by combining road, rail and sea modes.

It operates through an **integrated network of connections** to and from **North-Eastern Italy and Central-Eastern Europe**.

As part of its eco-sustainability strategy, the customer has decided to adopt a carbon footprint tracking system for multimodal shipments



Solutions

- Identification of CO₂ tracking solution service provider (GLEC standard)
- Automatic «green» reporting generation and ESG dashboard
- Digital integration of informative system (MILOS MTO Suite) with 3rd party service API

Benefits

- ❑ Real time visibility of the carbon footprint
- ❑ What gets measured, gets managed
- ❑ Consistent calculation for global, intermodal transport chains
- ❑ Future proof. CO₂ emissions calculation is subject to regular methodical updates and adjustments to current standards

CIRCLE distinctive positioning

Ship2Shore Green Award | Alice Logistics Innovation Award



CIRCLE won the **Green Award** at the [Ship2Shore Awards](#); the award was assigned by a **qualified jury of industry experts**, who evaluated the nominations expressed by Ship2Shore readers selecting Circle Group in the **‘Green’ category (Innovation-Sustainability-Safety-Training)**.

CIRCLE also won **Alice Logistics Innovation Award for Logistics Nodes** assigned by [ALICE, Alliance for Logistics Innovation through Collaboration in Europe](#) for **Port Rail Shunting Optimisation Tool**.



)))))) International Fast & Secure Trade Lanes

✓ Pilot projects with 4 different shipowners, 3 different Countries, 10 ports

TARROS GROUP
mediterranean LOGISTICS SOLUTIONS



ULUSOY  **DFDS**



1921



Ignazio Messina & C.



Ongoing extension of the projects to supply chain operators and other corridors.

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.



INTEROPERABILITY

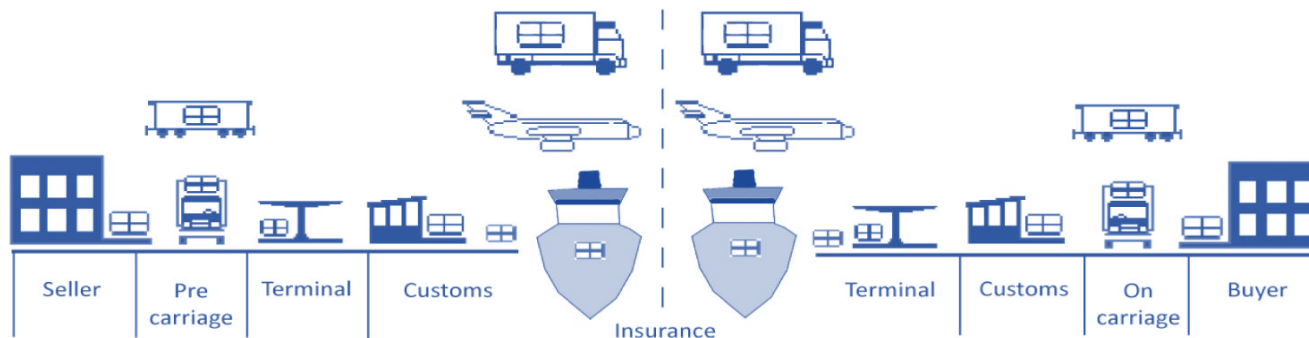


Trieste
Genova
La Spezia
Ravenna
Savona
M.Carrara

Dematerialization of transport documents

CIRCLE prominent role on major technological innovations

- Procurement of **eFTI2 project (value of the contract € 410,000)** to support the European Commission on the implementation specifications for the EU Regulation 2020/1056 on electronic freight transport information (eFTI). eFTI Regulation will facilitate and support the digitalisation of freight transport and logistics information exchange with a view to reduce administrative costs, improve enforcement capabilities of the involved Authorities, and enhance the efficiency and sustainability of transport
- New opportunities arising from **digitalized e-CMR system** for international road transport operators
- Ongoing port & intermodal pilot projects with our partner **ACCUDIRE**



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

From the integration of **CIRCLE** and our partner **CargoStart** solutions, **first airport-to-airport tracking solution** was born, with real-time status updates, offering complete multimodal visibility and even more effective control of air shipments, digital and integrated supply chain management

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



Simplified Customs Procedure for Air Transport

CIRCLE is involved in a pilot project for the development of new **Simplified Customs Procedure for Air Transport**, the customs corridor model already used in the maritime sector, aimed at developing digital integration between actors in the supply chain, such as the Customs Agency, Airport operators, Carriers, Airlines, Freight Forwarders. Very soon ready in one main Airport.

Maritime Fast Corridors obtained this efficiency and KPI:

*Direct cost
reduction x TEU*

- 30 %

Paper usage

- 100 %

*Shipped container's
volume*

80 %

*Reduction of the
transit time*

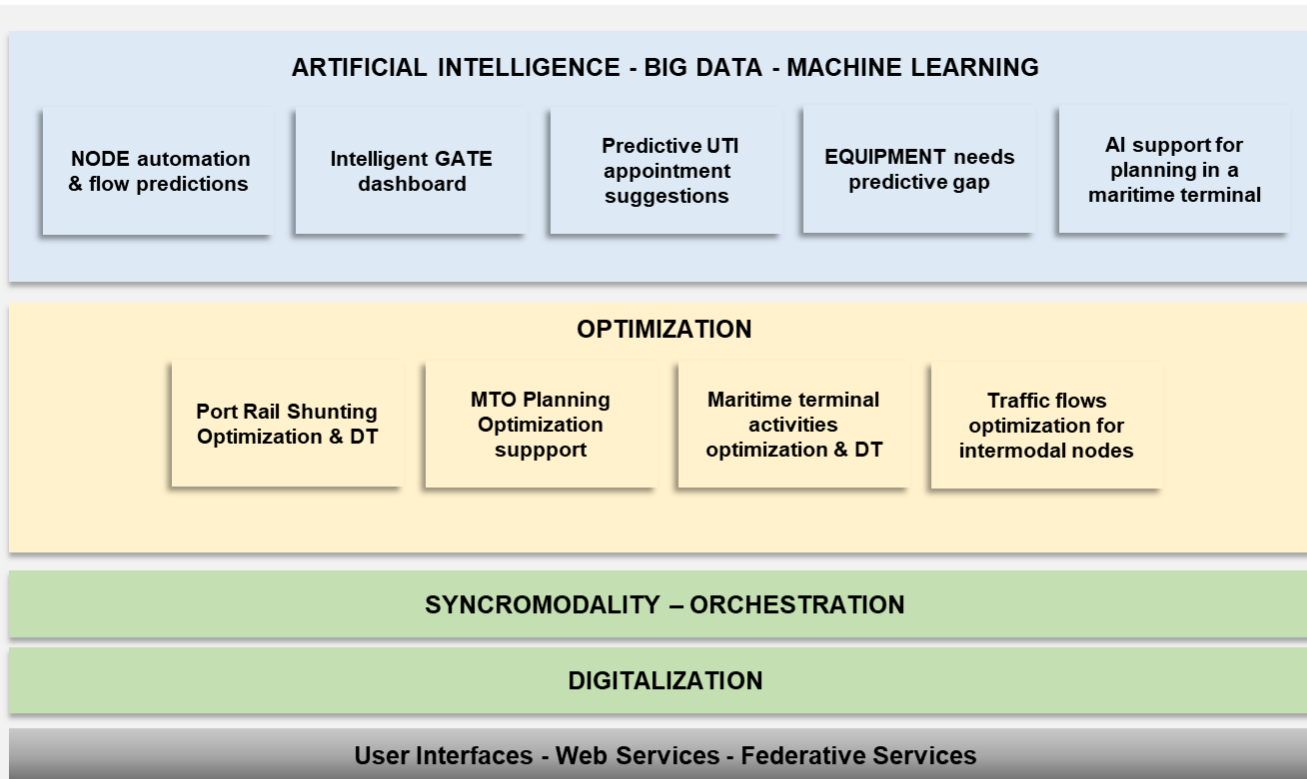
35 %

*Dwell time
reduction*

80 %

Rail & Multimodal Last Mile

AI - Optimization - Syncromodal Platforms & Services



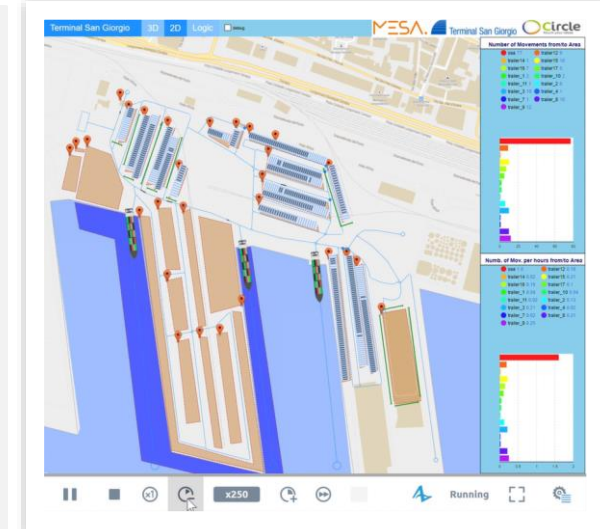
USERS

NODES

- Ports
- Inland
- Industrial

Logistics &
intermodal
OPERATORS

Industries &
industrial
HUBs



Next Generation EU

EU Services evolution



Policy & Regulations

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

Consultancy Evolution Drivers 2024

Macro Trends

- Artificial Intelligence
- HPC
- Federated Systems
- Hydrogen

EU Funding Programmes

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



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

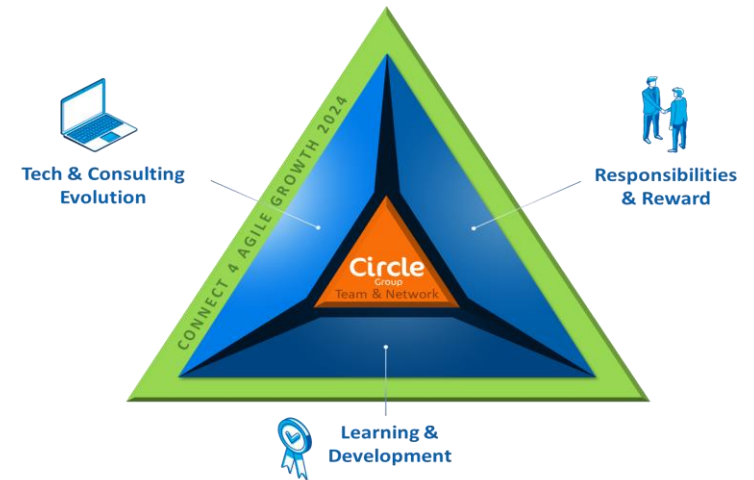
Capability to be effective on PNRR & Green Deal issues



Organizational & HR evolution

Critical success factor

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



INTERNATIONAL CONSULTANCY

Main Success Cases



- Port Community Systems and Maritime Single Windows
- Transport IT Consultancy
(Maritime Single Windows, TAF TSI, eFTI)
- Strategic Communication & Policy Support
(Motorways of the Sea)
- Business Development
- Strategic Communication
- EU Funding Accelerator
- Trade & Customs Facilitations
- Circle Group Headquarters

Atlantic Ocean

Cape Verde

Senegal

Guinea

Sierra Leone

Ivory Coast

Ghana

South Africa

Mozambique

Tanzania

Kenya

Seychelles

Comoros

Madagascar

Reunion

Mauritius

Indian Ocean

Norway

Netherlands

Belgium

Switzerland

Austria

Slovenia

Romania

Bulgaria

Turkey

Greece

Israel

Egypt

Pakistan

Ireland

France

Portugal

Spain

Italy

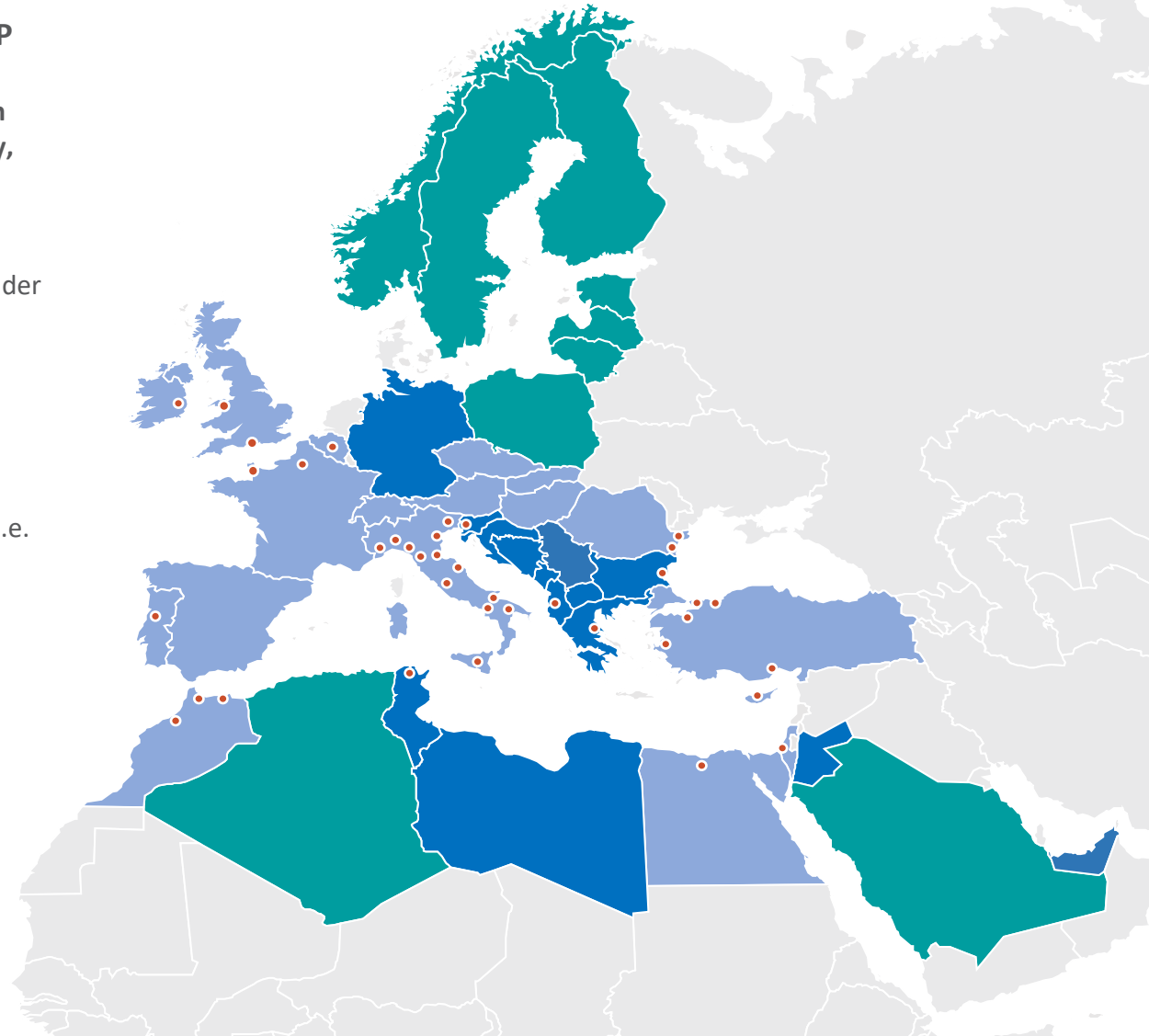
Geographical Expansion

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, Austria)** 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)*
- *Preliminary project proposals and lead generation activities (2023-2024)*
- *Target Countries for future developments (2024-2025)*
- *Clients/Projects*



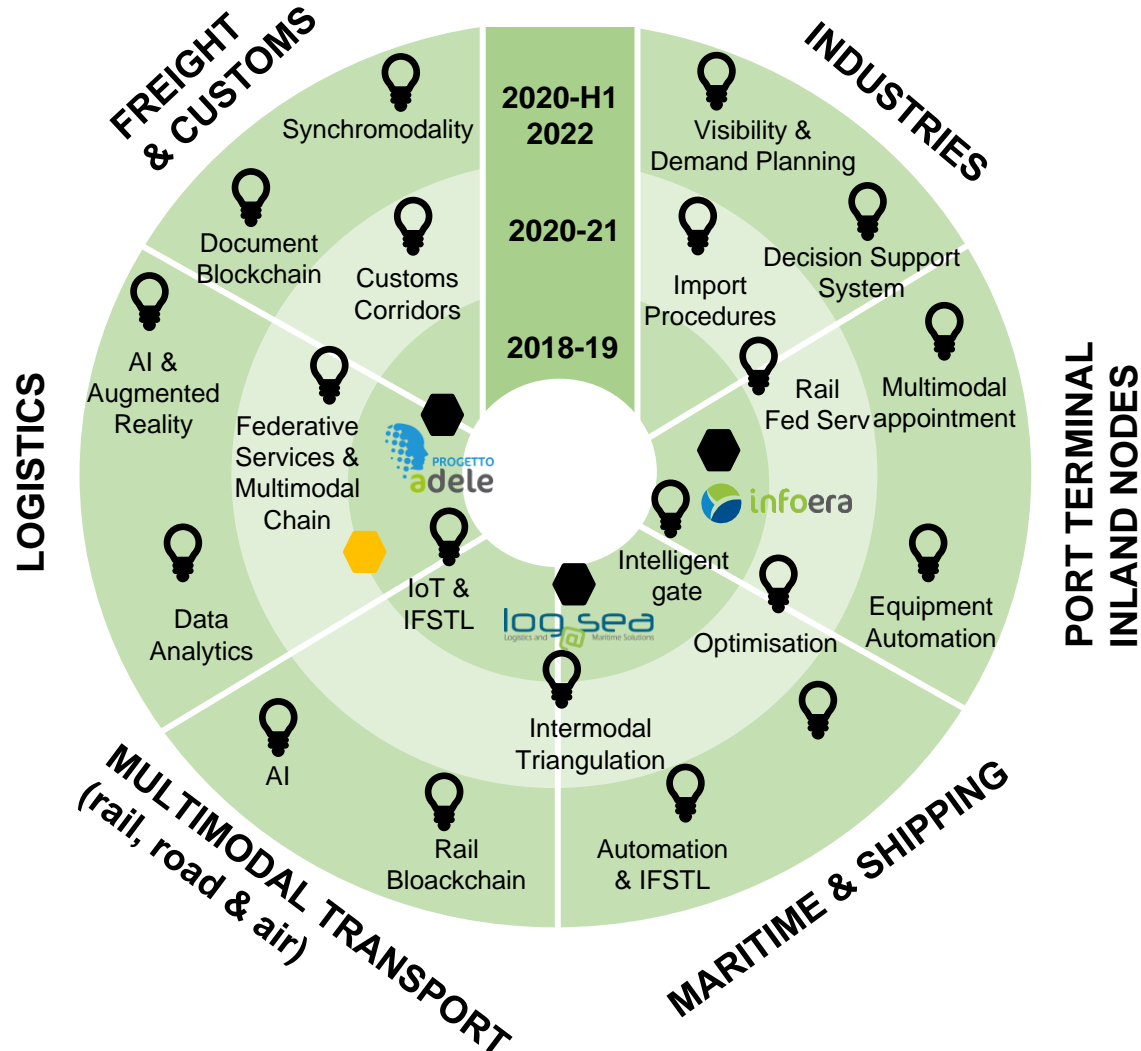


Strategic Roadmap

«Connect 4 Agile Growth»

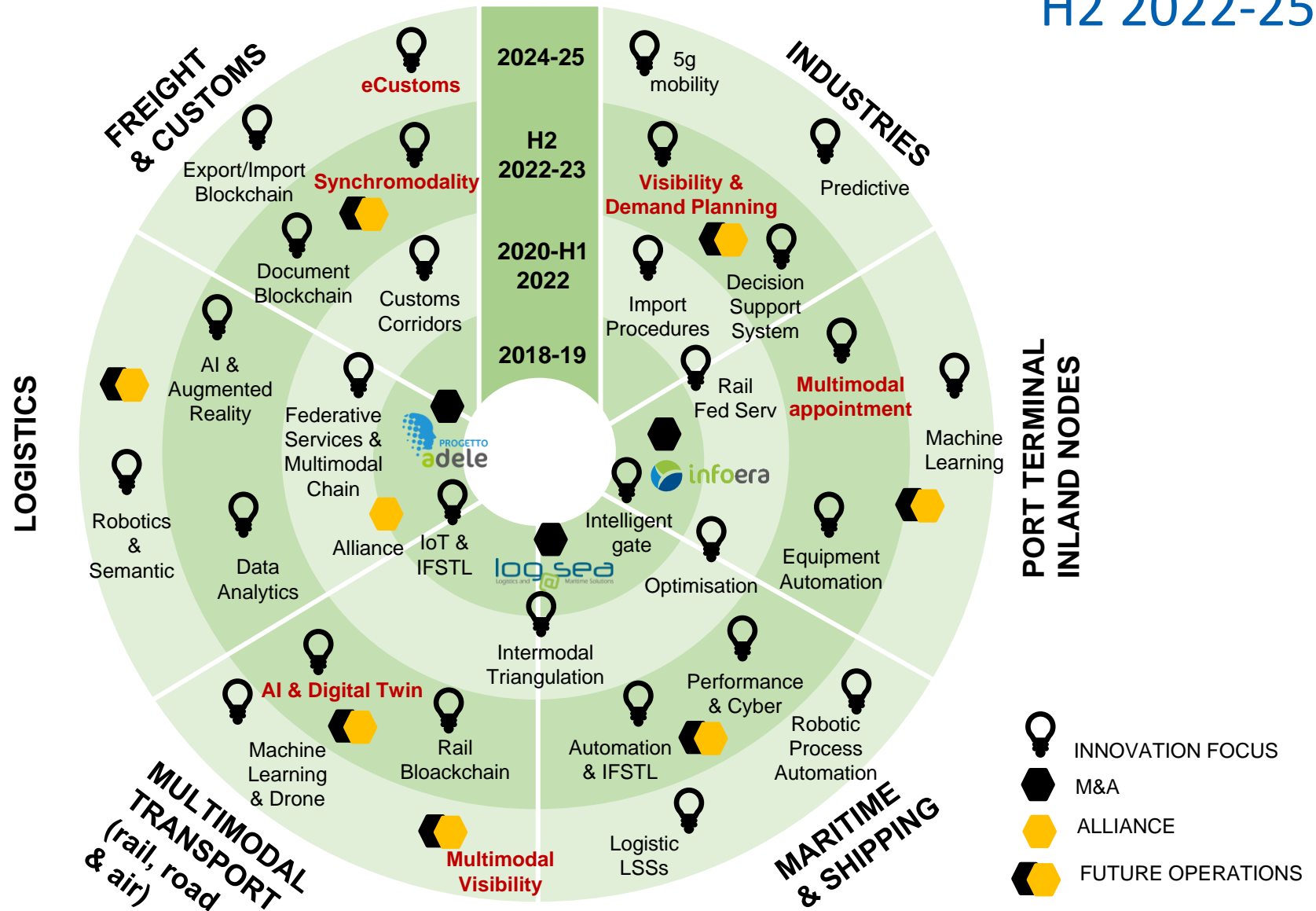
M&As, Alliances, Innovation focuses

2018-22

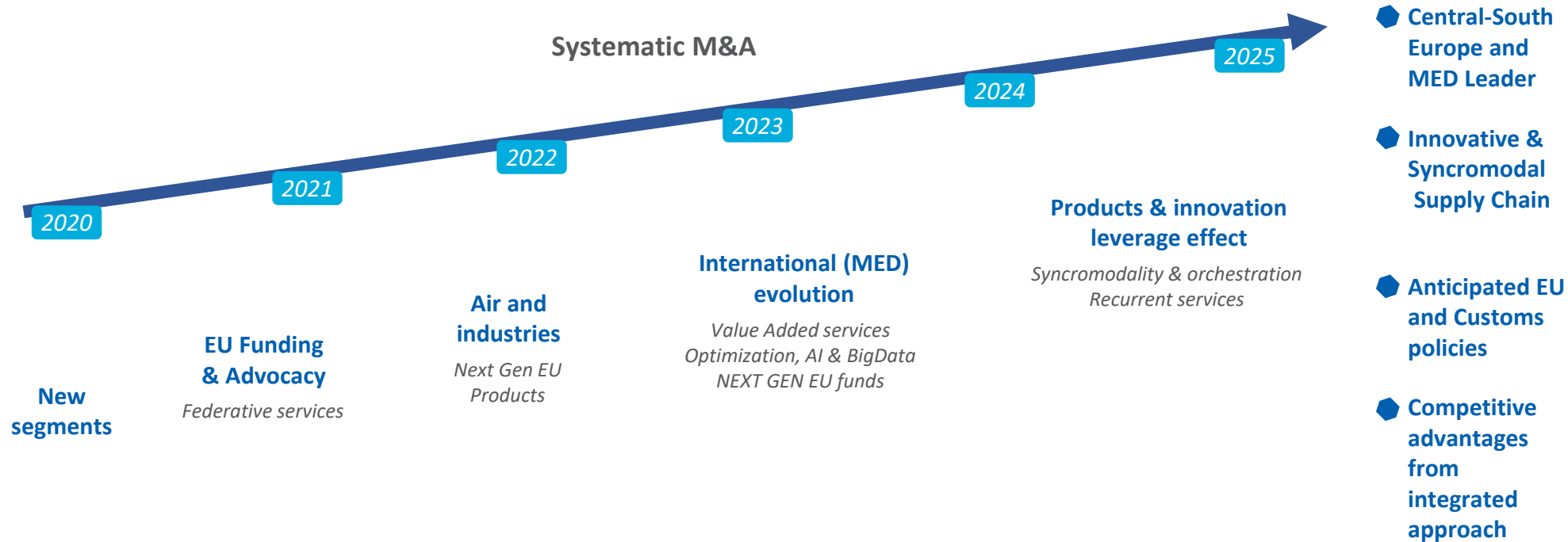


M&As, Alliances, Innovation focuses

H2 2022-25



Business Goals 2025



Connect 4 Agile Growth

Financial focus & stock growth



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

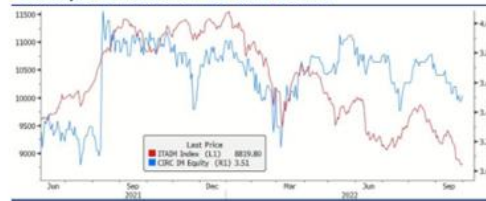
Data pubblicazione: 3 ottobre 2022, h. 07:00

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



- «Free allocation of shares» - 1 free stock each 10 - May 20th, 2019
- Buy back - now 16.500 shares
- **CIRCLE is an Innovative SME**
- Average monthly volume (from IPO) around € 400.000

Upside from IPO	Target Prices	Upside Opportunity
+69%*	5/5,23	From +37% to +44%

*Stock price at end November 17th 2022

CIRCLE vs FTSE Italia



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