



PRESS RELEASE

**CIRCLE: THE BOARD OF DIRECTORS APPROVES THE HIGHLIGHTS OF FIRST 3 MONTHS OF 2023; VALUE OF PRODUCTION +26%, PROPRIETARY PRODUCTS +55%, FEDERATIVE SERVICES +41%**

Milan, May 16<sup>th</sup>, 2023

The Board of Directors of [CIRCLE S.p.A.](#) ("CIRCLE" or "the Company") - innovative SME heading the homonymous Group specialized in the analysis and development of innovative digitization solutions for port and intermodal logistics and in international consultancy with focus on Green Deal and energy transition, **listed on the Euronext Growth Milan** market organized and managed by Borsa Italiana - during the conference call meeting held today, approved some highlights of the first 3 months of 2023, not subject to limited audit.

- the **consolidated Value of Production** is equal to EUR 3.1 million, +26% compared to first 3 months of 2022 (EUR 2.5 million)
- **proprietary software products**, also offered in SaaS (Software as a Service) mode on cloud platform, totalled +55%
- **Milos® federative services** posted an increase of 41%
- the **Value of Production of Circle S.p.A.** is equal to EUR 1.2 million, +39% compared to first 3 months of 2022 (EUR 0.8 million)

	1° Q 2022	1° Q 2023	var%
Circle Group revenue	2.467.151	3.110.074	26%
Group proprietary products	411.205	638.108	55%
Milos federative services	129.202	181.634	41%
Circle Spa revenues	830.471	1.154.840	39%

*Luca Abatello, President & CEO at CIRCLE Group, stated: "We are very pleased with this further step forward within the **Connect 4 Agile Growth** roadmap that guides the strategic coordinates of our development plan and that has already allowed us to achieve so much in recent years. CIRCLE is demonstrating that it can seize the opportunities connected with the particularly articulated and changing period of the economy and with the continuous sector innovations*



*deriving from the new technologies supporting digitalization and intercept the potentialities of the still more decisive current phase for ports, intermodal logistics and multimodal transports. The recent participation in the exhibition Transport Logistic in Munich has given us a confirmation of this and has allowed us to launch on the market additional Milos® Federative Services, which continue to solve strategic and operational problems of the sector, allowing at the same time to accompany growth and reduce operating costs, within a virtuous green path”.*

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This press release is available at [www.circlegroup.eu](http://www.circlegroup.eu) in the Investor Relations section and [www.1info.it](http://www.1info.it).

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**CIRCLE Group** is the Group specialized in the analysis and development of **innovation and digitalization solutions for the port and intermodal logistics sectors** and in **international consultancy with a focus on the Green Deal and energy transition topics** headed by **Circle S.p.A.**, Innovative SME listed on the **Euronext Growth Milan market of Borsa Italiana** since October 26<sup>th</sup>, 2018 (alphanumeric code: CIRC; ISIN code for ordinary shares: IT. 0005344996).

Besides Circle, the Group comprises software houses **Info.era**, **Progetto Adele** and **Cargo Start**, purchased respectively at the end of 2017, in July 2019 and December 2022, as well as consulting companies **Circle Connecting EU** and **Magellan Circle**.

Synergies between Circle, Info.era and Progetto Adele have allowed the Group to expand the portfolio of solutions it offers in the fields of IoT, optimization, Digital Twin, Big Data and Process Automation, and to strengthen its software products: **Milos®** – the suite for all players of intermodal logistics, such as inland terminals, port terminals, ports, MTOs and shipping agencies – the Port Community System **Sinfomar**, **Master SPED®** and **Master TRADE®** solutions – respectively dedicated to shipping and logistics and to commerce and industry, and **Star Tracking®**, solution for airport-to-airport tracking.

Conceived to make migration of customers to a digital business model, **Federative services** provide in cloud and pay-per-use mode, more efficient, complete Circle’s services for the Supply Chain.

With **Circle Connecting EU**, Circle supports Public Entities and Companies, by identifying their positioning at a European level (**Strategic Communication and Advocacy**) and funding opportunities (**EU Funding Accelerator**).

Thanks to the joint venture agreement and purchase of **Magellan Circle**, a Portuguese entity delivering advocacy services to European Institutions, **Circle Connecting EU** offers further services at a European level regarding the Iberian Peninsula, having strengthened its presence in Brussels and having exploited the maximum advantages from opportunities linked to the **Next Generation EU Recovery Fund**.



Moreover, the recent purchase (December 2022) of 51% of **Cargo Start**, innovative start-up specialized in the development and sale of innovative technological products and services for air cargo, CIRCLE Group can strengthen its offer in a rapidly expanding and strategic segment for **2024 Connect 4 Agile Growth** roadmap.

Lastly, Circle leads the network of enterprises **Log@Sea**, enhancing its evolved solutions for the Gate Automation of ports and intermodal hubs.

**For more information**

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