



PRESS RELEASE

CIRCLE APPROVES SOME HIGHLIGHTS OF THE FIRST 9 MONTHS OF 2023

CONSOLIDATED VALUE OF PRODUCTION +27%, PROPRIETARY SOFTWARE PRODUCTS +131%, MILOS® FEDERATIVE SERVICES +357%

Milan, 17th November 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, approved today some highlights of the first 9 months of 2023 not subject to limited audit

The numbers of the first 9 months of 2023 reflect the positive trend of the business; in particular:

- the **consolidated Value of Production** is equal to € 9.3 million, +27% compared to the first 9 months of 2022 (€ 7.4 million)
- **proprietary software products**, also offered in SaaS (Software as a Service) mode on cloud platform, totalled +131% reaching € 2.6 million
- **Milos® Federative Services** posted a +357% increase reaching € 0.7 million
- The **Value of Production of Circle S.p.A.** is equal to **Circle S.p.A.** is equal to € 4.6 million, +36% compared to the first 9 months of 2022 (€ 3.4 million).

***Luca Abatello, CEO & President at CIRCLE Group:** "We are very satisfied with the numbers, which continue to show strong growth despite the challenges associated with the macroeconomic context. Consequently, these results hold significant value and serve as further confirmation of the effectiveness of our development plan, which focuses on cooperative logistics and federative services among the various players in the logistics chain and the industrial world.*

*Our **Connect 4 Agile Growth** strategy is progressing rapidly, as evidenced by the recent announcement of the Milos® Platform 5.0. Alongside our clients and partners, we are actively directing key efforts towards the Next Generation EU and PNRR".*



This press release is available at www.circlegroup.eu in the Investor Relations section and www.1info.it.

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 26th, 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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