



**PRESS RELEASE**

**CIRCLE: THE BOARD OF DIRECTORS APPROVES THE HIGHLIGHTS OF FIRST 3 MONTHS OF 2024; VALUE OF PRODUCTION +16%, PROPRIETARY PRODUCTS +30%, FEDERATIVE SERVICES +40%**

Milan, May 15<sup>th</sup>, 2024

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 2024, not subject to limited audit.

- the **consolidated Value of Production** is equal to EUR 3.6 million, +16% compared to first 3 months of 2023 (EUR 3.1 million)
- proprietary software products, also offered in SaaS (Software as a Service) mode on cloud platform, post an increase of 30%
- Milos® federative services post an increase of +40%

	1° Q 2023	1° Q 2024	var%
Circle Group revenue	3.110.074	3.606.572	16%
Group proprietary products	638.108	830.330	30%
Milos federative services	181.634	254.479	40%

*Luca Abatello, President & CEO at CIRCLE Group, stated: "We are very satisfied with the results of the first quarter, in which we continued to grow despite the comparison with the start of 2023, which had been particularly positive, the international geopolitical situation which remains delicate, and a strong economic slowdown. Additionally, in this quarter, the impact of the PNRR activities is still very low, as many approvals occurred in the first months of 2024. Therefore, we expect a significant acceleration in the second half of the year. The **Connect 4 Agile Growth 2027 plan**, for which we presented the abstract in Paris on April 4<sup>th</sup> in Paris and which we aim to refine before the summer, focuses on three main pillars: "smart" and*



*automated intermodal nodes (ports, interports, terminals, logistics hubs, airports, etc.), proactive and predictive industries and freight forwarders with fully digitalized transport documents (thus including the e-CMR), and international logistics corridors and innovative customs procedures, all accompanied by a horizontal task represented by green and energy transition. The market is greatly appreciating our approach, and the feedback is positive with significant prospects”.*

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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**, 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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