



***Innovative Solution &
Federative Services
for Freight Forwarders***

2025

Innovative Solution for Freight Forwarders

Evolved platform integrated with Tracking systems (IoT devices) and intermodal transportation information systems

Maritime, Air, Rail, Road, Logistic & Warehouse, Customs, Finance.

- ✓ Advanced import procedures for nodes
 - ✓ IFSTL & IoT Integration
- ✓ Customs innovative procedures

MasterSPED

ERP Integration & KPI Dashboard

It allows a strong improvement in terms of

- ✓ Efficiency - Cost reduction
- ✓ Performance increase

Specific connectors integrated with Circle Group solutions (i.e Milos® GSCV) with customers' ERP systems enabling the development of **specific dashboards for analytics & reporting**, ensuring process automation and proactive approach

Milos

Business Intelligence

Power BI-based platform that leverages the benefits of Business Intelligence for

- ✓ Timely analysis of performance and data
 - ✓ Report & KPI dahsboards

The solution is **interactive, intuitive, customizable**, and provides real-time insight into strategic business components.

MasterBi

eFTI & Document Dematerialisation (e-CMR)

Circle Group's digital solution streamlines international transport by eliminating paper with e-CMR, improving speed, efficiency, and reducing errors. Compliant with new ADM requirements (effective December 2nd), it automates customs flows and provides digital proof of delivery, export, and tax regime compliance, for international (e-CMR) documents.

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Customs innovative procedures

Circle Group's digital solution exploits simplified and digitalized Customs Procedures - maritime, rail & road - and "Air Fast Transfer" - fully compliant with the EUCC, exchanging services between national Customs Agencies, Ports, Airports, Operators

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- ✓ Decrease of the permanence of goods in nodes,
- ✓ Improvement of safety and cargo monitoring

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**References
&
Success Cases
&
Product Evolutions**

Functionalities & Interoperability



Interoperability & additional values:

- › **e-CMR**: Dematerialisation documents, traceability of transactions
- › **Maritime**: tracking, booking, shipping instruction and standards
- › **Customs**: simplified customs procedures (also International – USA / Japan)
- › **Business Intelligence**: KPI & analytics
- › **Financial**: Manages supply chain operations and process
- › **Document**: Centralize data for collaboration and real-time insights
- › **AIR**: Visibility & control of operations and shipments



- **Air Operators**
- **Maritime Operators**
- **Road & Rail Operators**



› New research and practices management :

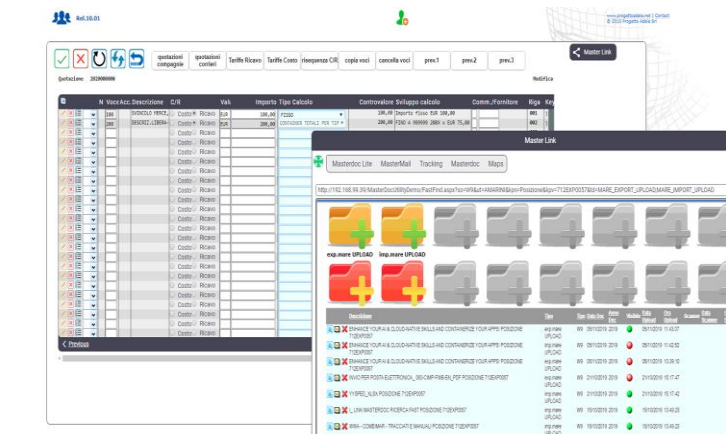
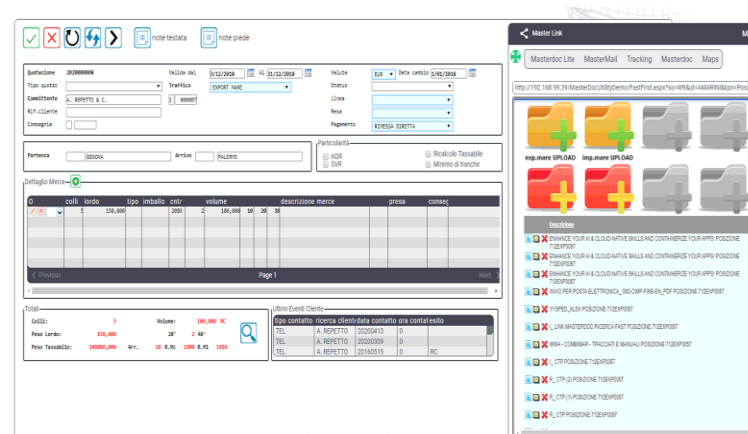
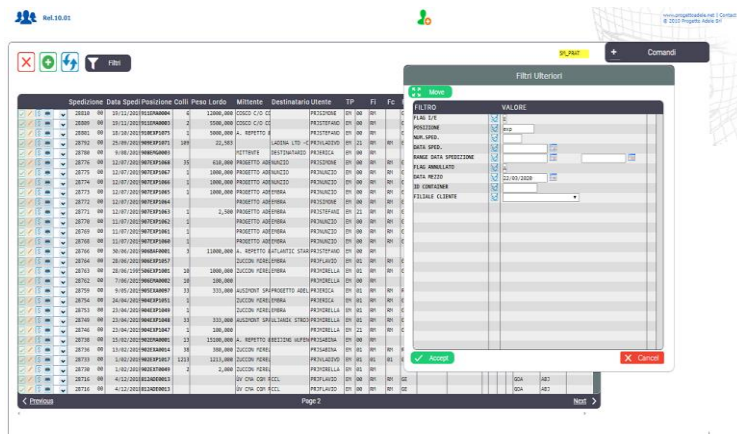
- › Pick-up management integrated in the shipment
- › Very powerful and configurable search filters, columns adaptable for single user, extraction in excel
- › UN/Locode Management
- › Quick actions that can be configured for the integration of: archived documents, maps, tracking, email and whatever you need to have all the useful information in a click

› Rate & Quotations

- › Convenient functions to view archived documents, location and emails exchanged
- › Customer's offer are simplified and rationalized to manage better the quotation, always highlighting the latest events managed on the customer
- › Easy insertion and comparison of cost and revenue items to feed the subsequent operational management. Possibility of comparison up to 3 quotes simultaneously

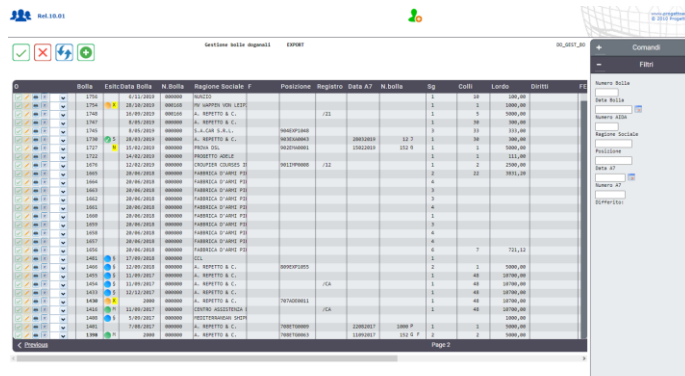
› Rate & Quotations

- › Easily access to companies and suppliers quotations
- › Possibility to have all the managements available in one click



› Customs:

- › New very powerful and configurable search system, columns adaptable for single user, excel extraction
- › Complete and automatic sending and receiving of flows with Aida system. Integrated management support for control / error messages
- › Automatic finding of the outcome and visible tracking of the bill status (flushed, ok, stopped)



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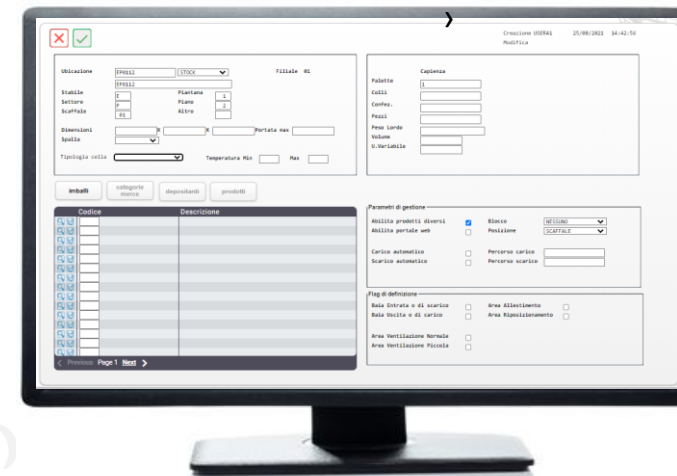
› WMS Picking &...

- › New very powerful and configurable search system, columns adaptable for single user
- › Complete and integrated picking List in MasterSped
- ›WMS Locations ...

- Specifications
- Access to different products
- Inbound, outbound or always blocks
- Enabling visibility
- Loading and unloading route
- Constraints by depositor, goods category, packaging and product

› ...WMS Radiofrequency...

- › Product identification by barcode
- › Product/document correspondence check
- › Allocation
- › Allocation lots, loading units, etc
- › Check mark with document detail entry
- › Proposed withdrawal with sorting or random selection
- › Check product/document correspondence
- › Packaging



- › **Customer Relationship Management:**

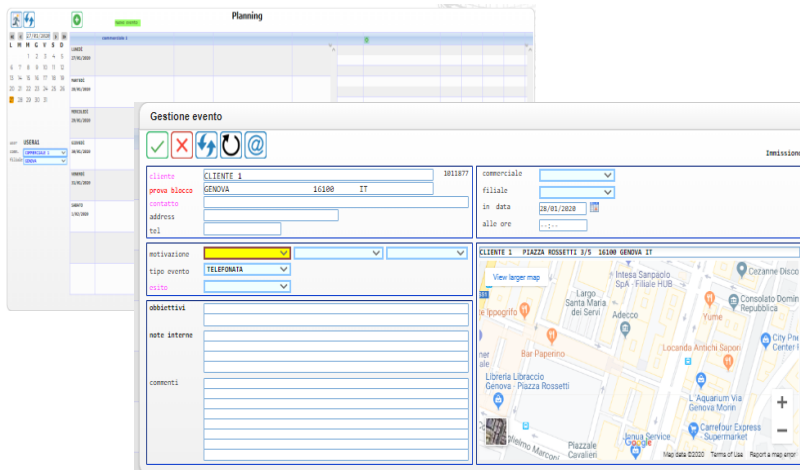
- › Add a new event connected to a customer
- › Create promotional campaigns on both individual groups and individual customers
- › Efficient management of practises

- › Interactive charts updated in real time downloadable in excel

- › Costs & revenues
- › Full control of performance
- › Budget Turnover

CBAM Compliancy:

- › MasterSPED is ready and fully compliance with the CBAM Regulation and already allows the report to be generated automatically

[illegible]

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When direct integration is not possible or desired, it provides digital connectivity with various existing platforms and shipping agencies.

[illegible]



Port Community Systems



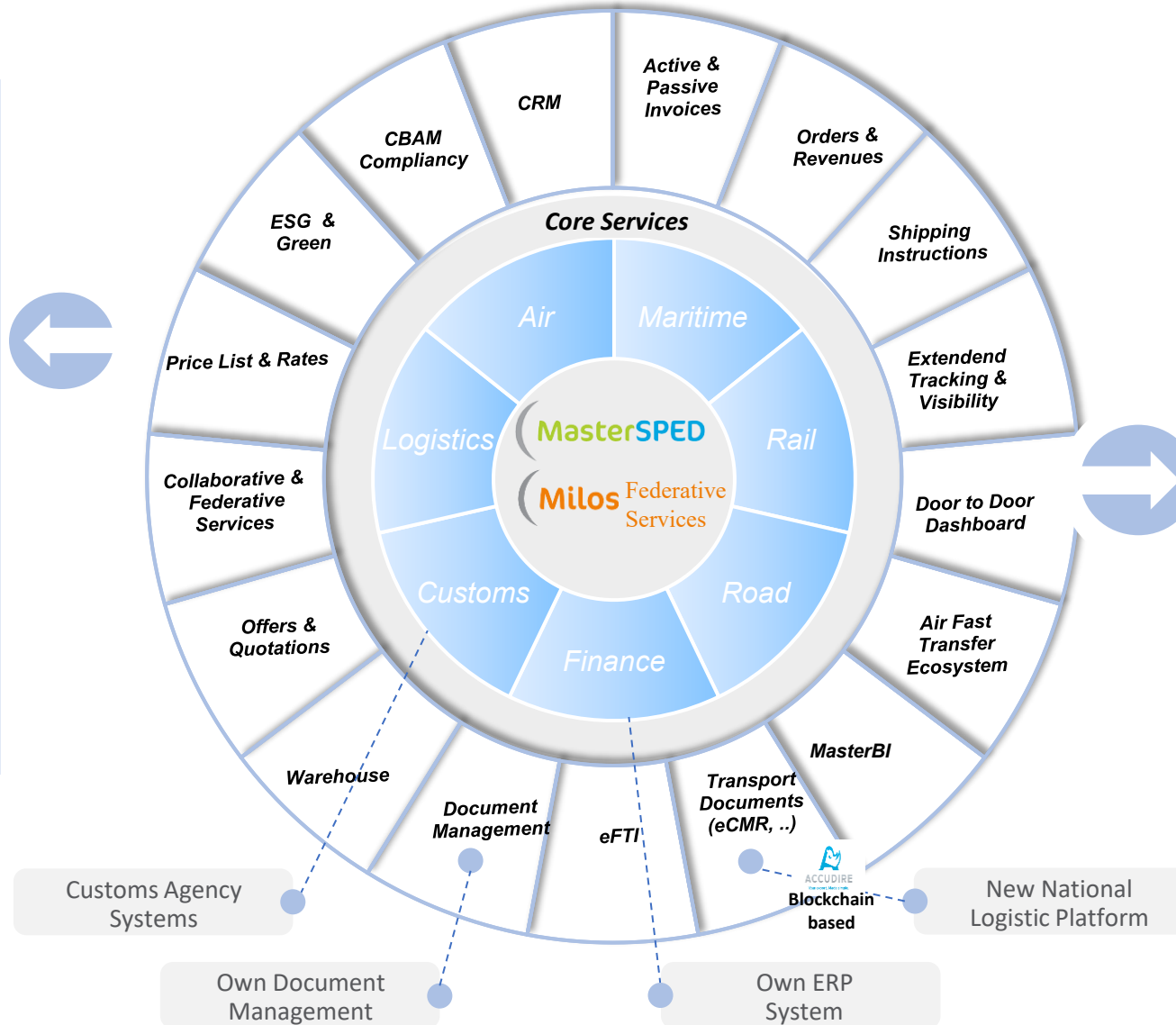
Third Party Logistics



Air Cargo Community Systems



Inland & Port Nodes



MARITIME

- DCSA compliant



AIR

- Airports to airports visibility





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Functionalities, Users & Benefits

IN CLOUD AND EASY TO USE

The software is intuitive, easily accessed remotely, in the cloud ensuring significant savings in management and maintenance costs

OPERATIVE EFFICIENCY

Ensures a better view of the whole process, optimization of production processes, increased productivity of activities

SECURITY

Validation processes, certificates and protocols are adopted for the security of processed data

INTEGRABILITY

Integrable with companies' ERPs, and you can purchase individual modules or integrate them with each other according to your needs.

Benefits:

- ✓ **Real-time visibility and transparency of data:** essential to have up-to-date and accurate data, produce cadenced reports, streamline the Decision-making process, and respond quickly to changes.
- ✓ **Data analysis and integration, demand forecasting:** integrate data from different sources into a single intuitive dashboard, reduce time-consuming activities, immediately identify opportunities and critical issues, act promptly with appropriate measures to solve problems (problem solving)
- ✓ **Performance indicators (KPIs):** the creation of monitoring tools allows you to track performance, identify KPIs focused on specific goals, short - medium - long term. Reports produced with BI tools enable easier interpretation of key metrics, faster and more effective sharing of information with stakeholders.
- ✓ **Competitive advantage:** leveraging processed data effectively enables competitive advantage by responding more quickly to changing market conditions, reducing costs, improving customer satisfaction, and offering qualitatively superior service

USERS & Operations

- › **Freight Forwarders & Transport**
- › **Finance**
- › **Warehouse**

1

Monitoring

Monitor shipping cost, avoid overcharges and optimize budgets

2

Comparison

Compare revenues and costs monthly by identifying the most productive periods

3

Visibility

Have complete and clear visibility of revenue generation

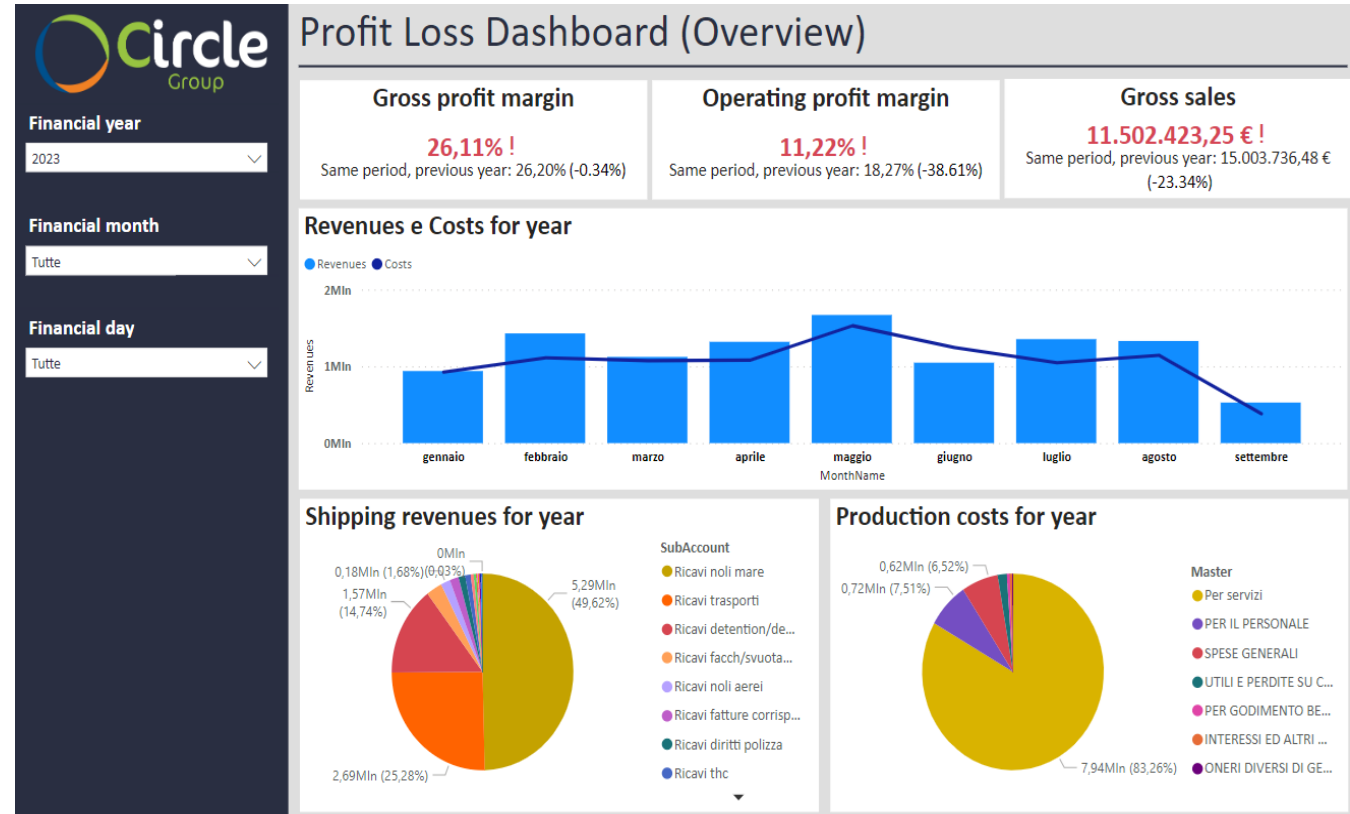
4

Analytics

Organize data, analyze performance, and identify areas for improvement

Freight Forwarders and Transport

Optimizing time and cost through a Data-Driven



1

Search

Search function with filters to select only the data of interest

2

Data comparison

Create graphs, histograms, tables by integrating data

3

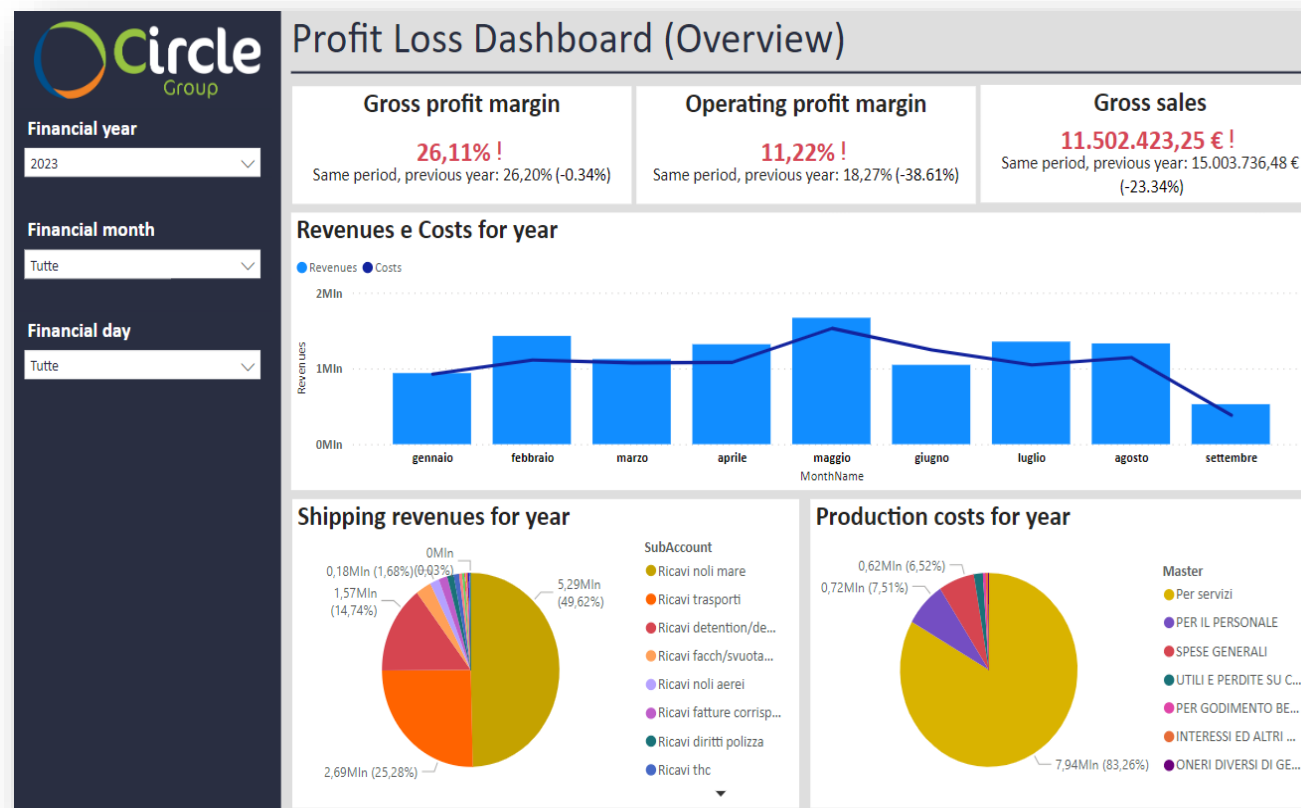
Analysis

Export data to excel for further analysis

4

Quality service

Ensure consistent services and supplies



1

Error reduction

Quickly identify risks/errors ensuring timely interventions

2

Data driven

Make rapid data-driven decisions based on objective data

3

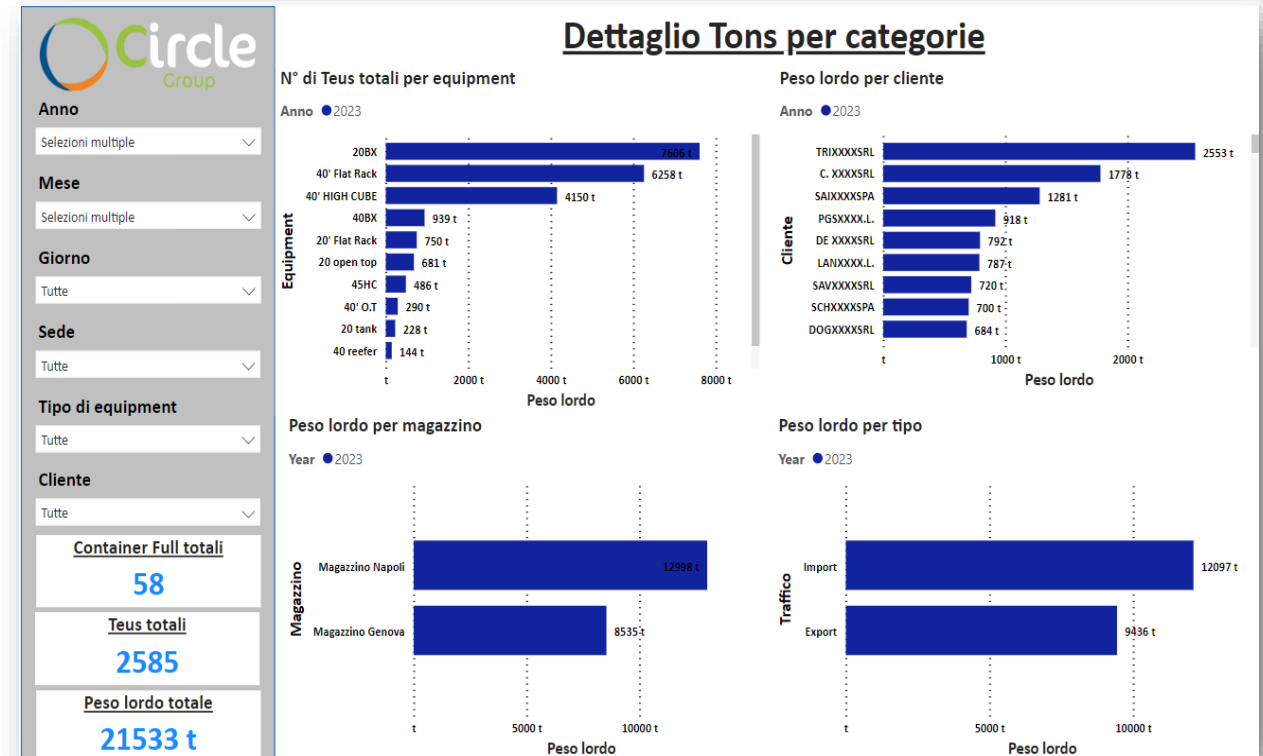
Analysis

Define stock analyses with ad hoc details

4

Reporting

Generate customized reports based on the needs of various business areas



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Regulation (EU) 2020/1056, also known as **eFTI (Electronic Freight Transport Information)**, has as its main objective the digitisation of freight transport information in the European Union, facilitating the electronic exchange of data between Economic Operators (EO) and Competent Authorities (CA)

Applies to regulatory information on the **international carriage of goods by road, rail, inland waterways and air** (limited to cargo security checks)
Also includes special cases relating to the **international transport of dangerous goods and waste**.

Member States are required to accept information provided in electronic format and to ensure that Competent Authorities use uniform requirements and technical specifications for the acceptance of such information.

They must also implement interoperable IT systems to facilitate the exchange of data
The regulation establishes the role of the **eFTI Service Provider** as a provider of digital services on behalf of third parties



Innovative aspects



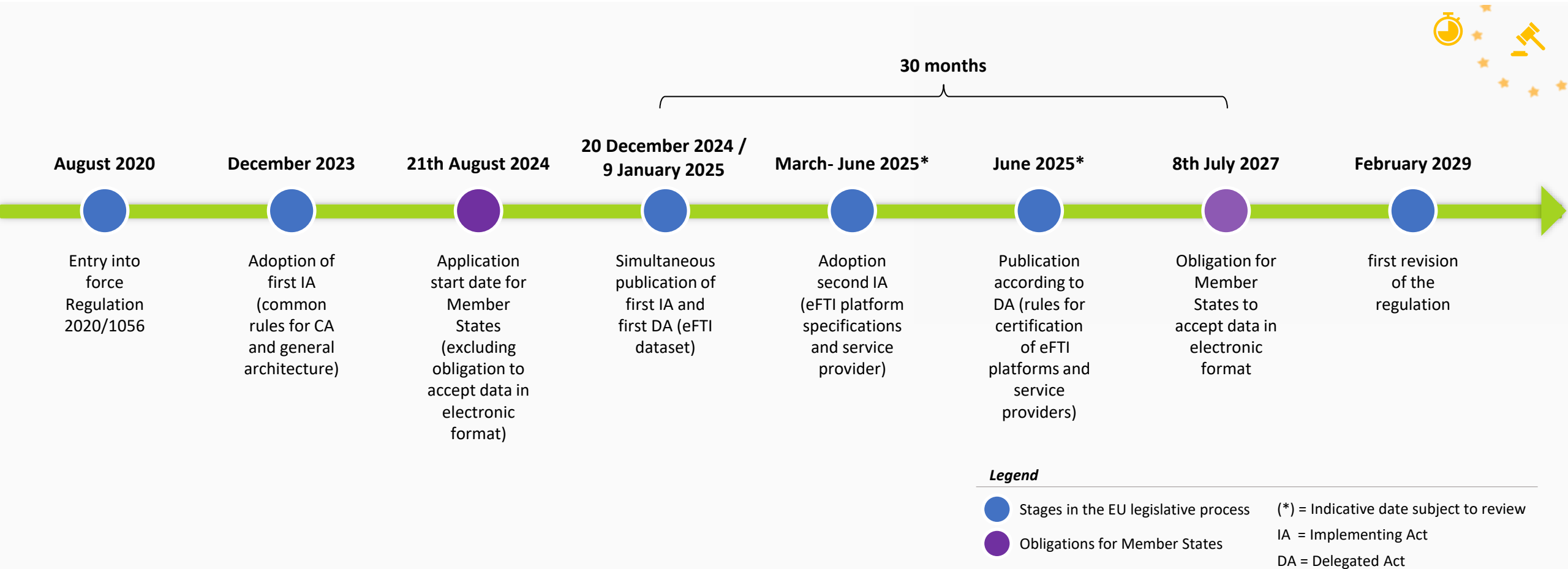
Information digitisation: improving operational efficiency and reducing administrative costs

Integration with Logistics 4.0

Standardisation of Information in freight transport, simplifying the validation process by Competent Authorities and reducing waiting times during inspections

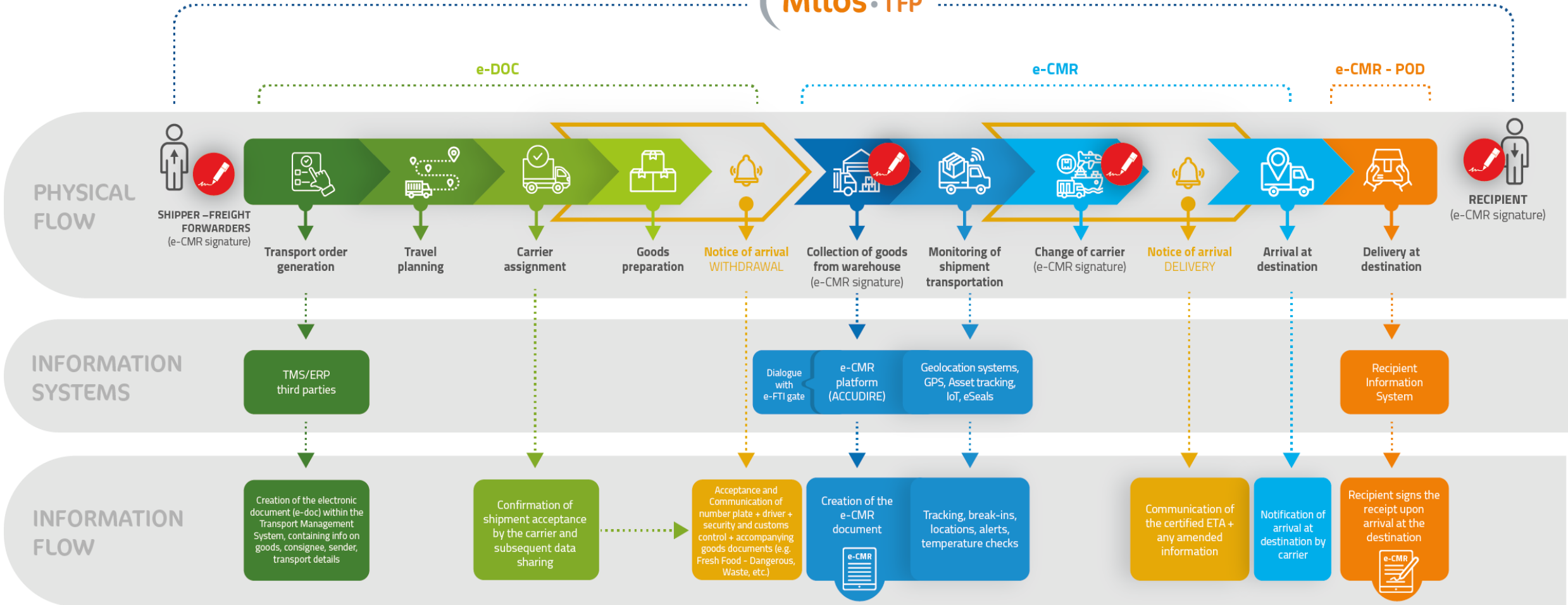
Economic and Environmental Benefits: The European Commission estimates potential savings of up to EUR 27 billion over the next 20 years due to the reduction of administrative burdens.

eFTI - Regulation (EU) 2020/1056 - Application pathway



Transport Federative Platform Functionalities

the declination of e-CMR in Federated Services

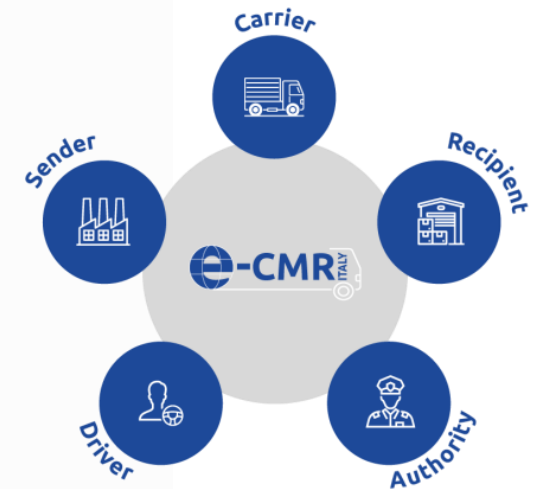


Features:

- › **e-CMR** includes **all details of the paper consignment** note with added features: document/photo attachments and digital signature authentication
- › Currently adopted by **39 countries** [UNECE source], aligning with the European Mobility Package for digitalization and sustainability in logistics
- › **Italy** supports e-CMR adoption under the **PNRR**, with a goal for stable implementation by September 2024, promoting sustainable mobility infrastructure

Benefits:

- ✓ Enhanced supply chain quality and improved route visibility for greater efficiency
- ✓ Reduced environmental impact through paperless operations and minimized storage needs
- ✓ Lower risk of human errors
- ✓ Support for multilingual platforms, enabling seamless international transport
- ✓ Faster information exchange, simplified processes, and reduced data access and retrieval times
- ✓ Swift response to inspections by relevant Authorities
- ✓ Accelerated invoicing with real-time proof of delivery



1

e-CMR REQUEST OF CREATION

e-CMR SPECIFIC REQUEST HANDLING

(c)

e-CMR GENERATION

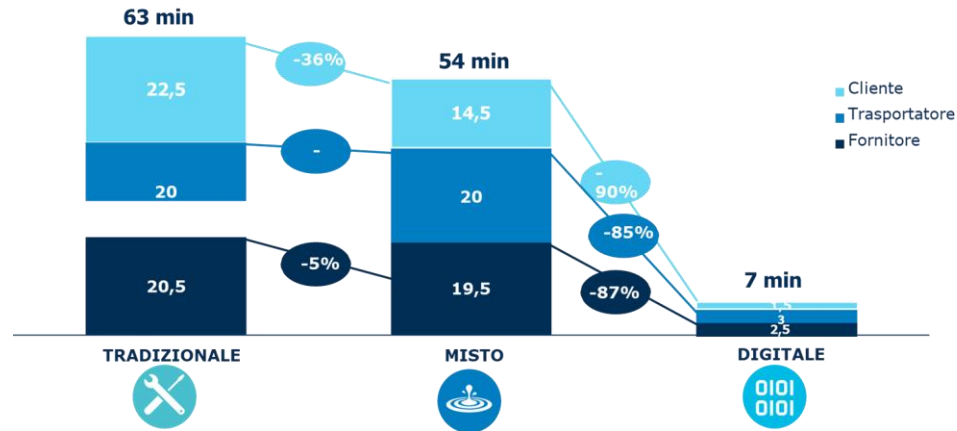
4

e-CMR MANAGEMENT

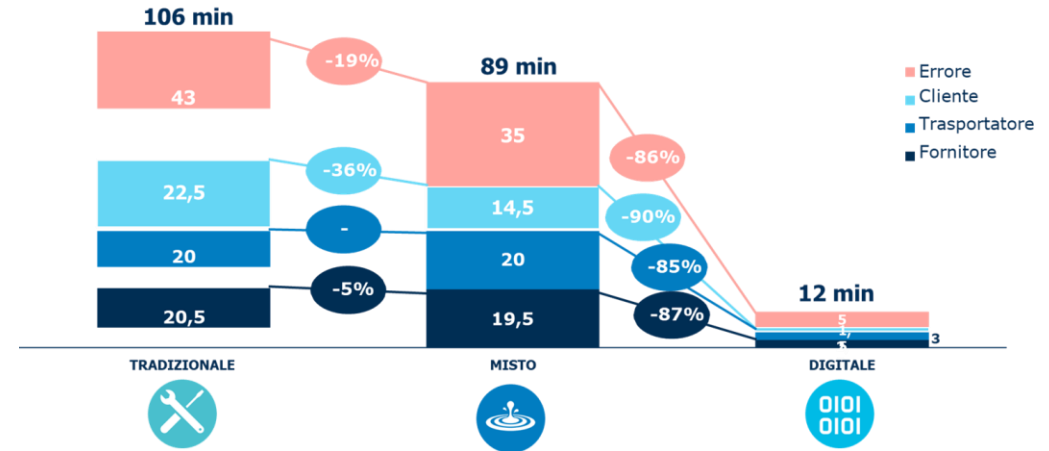
- 89%

e-CMR process: time and cost advantages of DDT digitalization

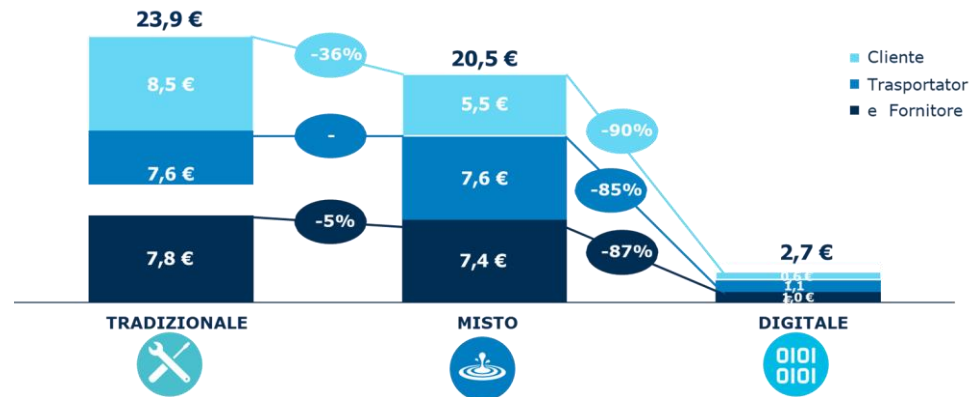
Time Saving, standard cycle per actor



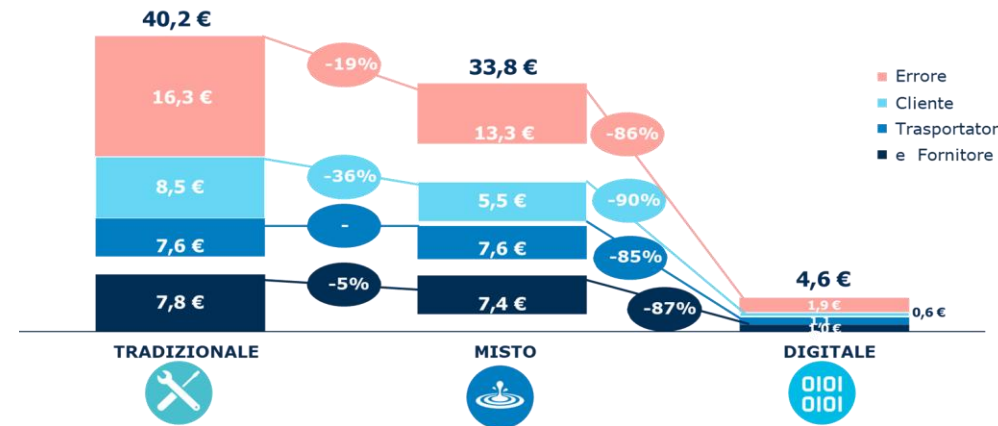
Time Saving, standard cycle per actor with error



Costs Saving, standard cycle per actor



Costs Saving, standard cycle per actor with error



The error rate is on average: 3% for the traditional and mixed scenario 1% for the digital scenario

The analysis focused exclusively on the actual time spent on activities. It does not consider the waiting time for responses from the supplier. Source: Osservatorio B2BPOLIMI, February 2024



EU Project eFTI4EU: *Enhancing Road Checks & Multimodal Transport*

The EFTI4EU project, supported by MIT, RAM, and Circle Group, aims to test eFTI tools to improve road checks in Europe, focusing on truck transport between countries. The project will also integrate e-CMR to enhance data sharing.

Use Case 1: Multimodal Transport in Italy

- › **Goal:** Simplify and digitalize logistics processes through e-FTI and the National Logistics Platform (PLN).
- › **Scope:** Monitor goods in transit across multiple logistics segments (e.g., sea, rail, and road).

Output:

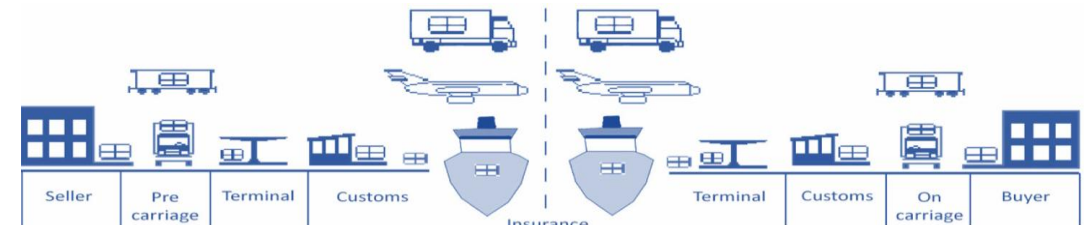
- › Improved efficiency of logistics processes.
- › Enhanced interoperability between IT systems of involved authorities.
- › More effective controls and information sharing between authorities.
- › Expansion of PLN functionality.

Use Case 2: Crossborder Pilot with e-CMR

- › **Goal:** Evaluate the effectiveness of e-FTI for improving roadside controls in Europe for truck transport between EU countries.
- › **Scope:** Monitor the flow of goods from Italy to Austria and vice versa, with e-CMR integration.

Output:

- › Assess the use of e-FTI for crossborder transport between EU countries.
- › Explore B2B tool preparation via e-CMR.



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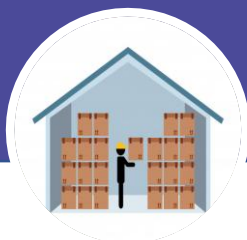
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Solutions

Circle Group, through **Next Customs** company, works to foster interoperability among actors by providing a comprehensive and harmonized view of new legal and regulatory frameworks.

It has a **Broad knowledge** of the Customs landscape as applied to Transportation and Logistics and Supply Chain and supports in the operational and regulatory management of customs activities (commercial and industrial operations)



CUSTOMS REGISTERS



CUSTOMS DRAWER



AUTHORIZED ECONOMIC
OPERATOR (AEO)



FAST CORRIDOR -
AIR FAST TRANSFER



INTERNATIONAL
FAST & SECURE TRADE LANES



S.U.Do.Co

✓ *Vocational training in customs*

✓ *Broad knowledge of the Customs landscape
as applied to Transportation and Logistics
and Supply Chain*



✓ *Support in the operational and regulatory
management of customs activities (commercial
and industrial operations)*

✓ *Foster interoperability among actors by
providing a comprehensive and harmonized
view of new legal and regulatory frameworks*

Main Technology Services and Areas of Activity



CUSTOMS REGISTERS

An approved location for temporary storage and customs deposit, ensuring secure storage and compliance with customs regulations during import/export processes.



FAST CORRIDOR - AIR FAST TRANSFER

Digital customs procedures that accelerate the movement of goods by enabling faster clearance, reducing storage costs, and providing real-time tracking through controlled corridors.



CUSTOMS DRAWER

A secure electronic platform for storing and managing all customs-related documents and records.



INTERNATIONAL FAST & SECURE TRADE LANES

Optimized trade routes that ensure quick and secure transportation for international shipments.



AUTHORIZED ECONOMIC OPERATOR (AEO)

A certification that grants trusted status for faster customs processing and enhanced supply chain security.



S.U.Do.Co

Specialized customs solutions for efficient management of international trade and customs clearance processes.



CUSTOMS REGISTERS

An approved location for temporary storage and customs deposit, ensuring secure storage and compliance with customs regulations during import/export processes.

1. **Approved Location:**

Authorized site for the storage of goods under customs supervision.

2. **Temporary Custody:**

Allows goods to be stored temporarily while awaiting customs clearance.

3. **Customs Deposit:**

Storage facility for goods under customs control, ensuring compliance with regulations.

4. **VAT Deposit:**

Special storage for goods under VAT suspension, ensuring tax deferral until release.



Key Requirements:

- › Compliance with local and EU customs regulations
- › Proper documentation for goods stored
- › Regular customs inspections may apply



Process:

- › Goods arrive at the approved location
- › Customs checks and documentation validation
- › Temporary storage or VAT suspension until clearance or release
- › Final release after compliance checks

BENEFITS

- ✓ Simplifies customs procedures.
- ✓ Reduces tax liabilities with VAT suspension.
- ✓ Ensures regulatory compliance and secure storage.



CUSTOMS DRAWER

A secure electronic platform for storing and managing all customs-related documents and records.

Secure Document Storage:

Digital platform for storing and managing all customs-related documents (e.g., declarations, invoices, certificates).

Easy Access:

Provides quick and organized access to customs documents for audits or compliance checks.

Data Integrity:

Ensures the integrity and security of records with encryption and compliance with data protection regulations.

Integration:

Seamlessly integrates with customs systems for streamlined document submission and processing.



Key Requirements:

- › Digital submission of customs-related documents
- › Compliance with data protection and security regulations



Process:

- › Upload customs documents to the secure platform
- › Organize and categorize for easy retrieval
- › Access documents for compliance audits or submission to authorities

BENEFITS

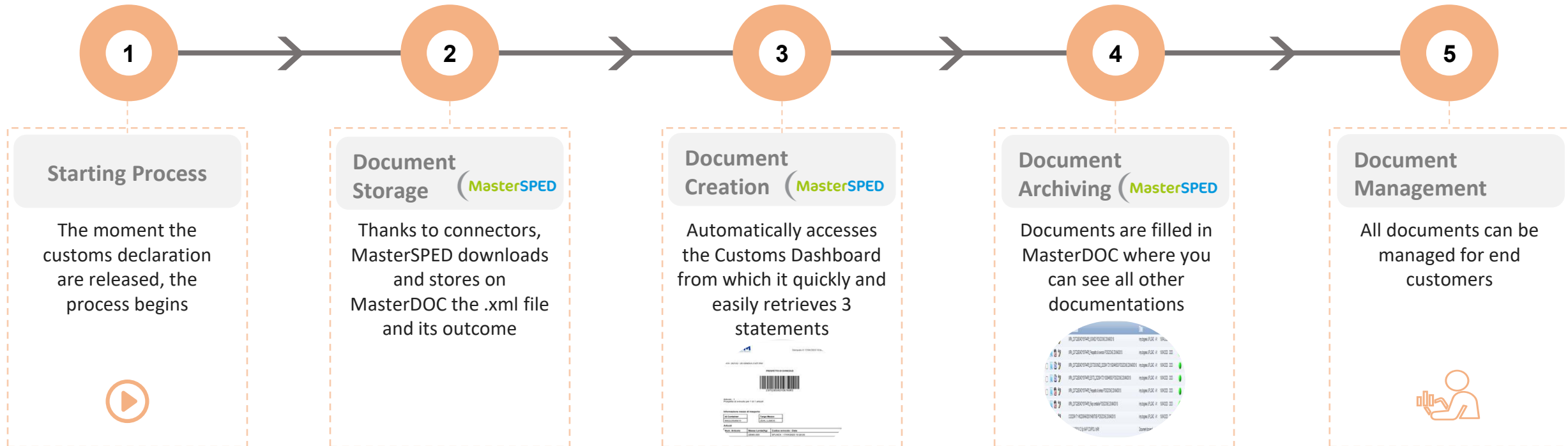
- ✓ Reduces paperwork and manual filing.
- ✓ Ensures compliance and security of customs records.
- ✓ Facilitates quicker audits and customs processing

CUSTOMS DRAWER – Mock Example of creation and management



CUSTOMS DRAWER

A secure electronic platform for storing and managing all customs-related documents and records.



AUTHORIZED ECONOMIC OPERATOR (AEO)

AUTHORIZED ECONOMIC OPERATOR (AEO)

A certification that grants trusted status for faster customs processing and enhanced supply chain security.

AEO Certification:

A status granted by customs authorities to businesses that demonstrate compliance with customs regulations, security standards, and other relevant requirements.

Global Recognition:

AEO-certified entities benefit from mutual recognition agreements between the EU and other countries, allowing easier access to international trade.

Security and Compliance:

Focuses on securing the supply chain and ensuring that businesses meet international standards for customs operations.



Key Requirements:

- › Compliance with customs and security regulations
- › Proof of financial stability and track record
- › Implemented security management systems
- › Subject to periodic audits



Process:

- › Submit application for AEO status
- › Customs audit for compliance
- › Receive AEO certification upon approval
- › Ongoing compliance and audits

BENEFITS

- ✓ Faster customs clearance and fewer checks
- ✓ Access to trade agreements and reduced duties
- ✓ Cost savings through streamlined processes



FAST CORRIDOR

Digital customs procedures that accelerate the movement of goods by enabling faster clearance, reducing storage costs, and providing real-time tracking through controlled corridors.

Controlled Corridors:

Designated routes for transferring goods between temporary custody warehouses in different countries, streamlining customs processes.

Customs Checks & Formalities:

All customs procedures are completed directly at the destination warehouse, reducing port time.

Modes of Transport:

Includes both road and rail transport for goods in transit



Key Requirements:

- › AEO Certification (AEO-C): Required for both departure and destination warehouses.
- › Goods Tracking: Mandatory for monitoring and secure handling.
- › Proper Storage: Customs-approved handling of temporary custody consignments.



Process:

- › Goods are transferred via a designated fast corridor (road/rail).
- › Customs checks and formalities are completed during transit.
- › Goods arrive at the destination warehouse for final clearance

BENEFITS

- ✓ Decongestion of Ports
- ✓ Cost Savings: Lowers expenses tied to port stopovers
- ✓ Increased Security
- ✓ Fully digitalized process for efficiency and tracking



AIR FAST TRANSFER

Digital customs procedures that accelerate the movement of goods by enabling faster clearance, reducing storage costs, and providing real-time tracking through controlled corridors.

Digitized Customs Corridor:

Applies the fast corridor concept to air cargo, enabling quicker transfer and customs clearance.

Temporary Custody:

Non-Union goods stored at temporary custody are transferred outside the airport for clearance.

Automated Process:

Fully digitalized, with geolocation and tracking via a monitoring platform.



Key Requirements:

- › Digitized Platform: Automatic tracking and monitoring of goods.
- › Manifest Validation: Requires operator's validation and designation of controlled corridors.
- › Temporary Custody Transfer: Goods must be moved outside the airport for clearance



Process:

- › Goods arrive at the airport's temporary custody.
- › Customs procedures are initiated with digital tracking and geolocation.
- › Goods are transferred to off-airport custody for final clearance.

BENEFITS

- ✓ Efficient flow management
- ✓ Enhanced security
- ✓ Complete digitalization
- ✓ Faster clearance
- ✓ Faster handling with reduction of airport storage costs



INTERNATIONAL FAST & SECURE TRADE LANES

Optimized trade routes that ensure quick and secure transportation for international shipments.

End-to-End Solution:

Designed to optimize maritime, logistics, and transport processes, enhancing efficiency and security across the supply chain.

IoT Integration:

Uses Internet of Things (IoT) technologies to simplify and integrate information flows.

Standardized & Digitalized Documentation:

Focuses on digitalizing and standardizing document flows, improving overall operational efficiency.



Key Requirements:

- › IoT Devices: Utilization of sensors and tracking devices for real-time data on goods and containers
- › Data Integration: Seamless exchange of information between various actors (customs, logistics, transport) to ensure smooth operations
- › Customs Procedures automated customs processes



Process:

- › Goods are tracked in real-time using IoT devices
- › Digital documentation is exchanged between involved parties
- › Automated customs processes streamline clearance
- › Continuous monitoring and control of operations via integrated digital tools

BENEFITS

- ✓ Fully visibility
- ✓ Enhanced security
- ✓ Simplified customs
- ✓ Faster operations

MasterSPED

Evolved platform developed specifically for Freight Forwarders and Customs Operators, integrated with Freight Tracking systems (IoT devices) and intermodal transportation information systems (air, rail, road, sea). It covers all area: Maritime, Air, Rail, Road, Logistic & Warehouse, Customs, Finance.

Benefits: advanced import procedures for ports, IFSTL & IoT Integration, Customs innovative procedures, Node integrations

ERP Integration & KPI Dashboard

MasterSPED®, thanks also to the integration with Milos®, allows a strong improvement in terms of efficiency, cost reduction and performance increase as required by major international importers and exporters. Moreover, specific connectors integrate Milos® GSCV with customers' ERP systems enabling the development of specific dashboards for analytics & reporting, ensuring process automation and proactive approach.

MasterBI

Power BI-based platform that leverages the benefits of Business Intelligence for collection, timely analysis of performance and data.

The solution is interactive, intuitive, customizable, and provides real-time insight into strategic business components.

e-CMR / e-DDT & eFTI

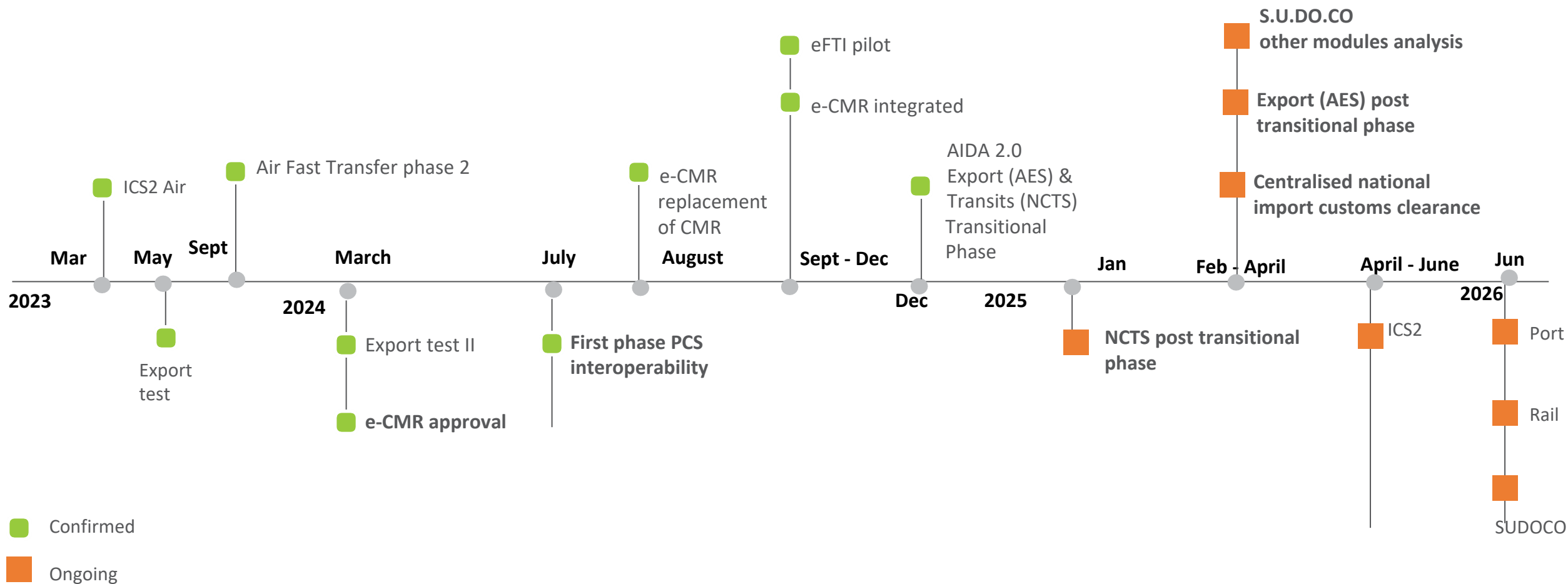
Circle Group's digital solution streamlines international transport by eliminating paper with e-CMR, improving speed, efficiency, and reducing errors. Compliant with new ADM requirements (effective December 2nd), it automates customs flows and provides digital proof of delivery, export, and tax regime compliance, for both national (e-DDT) and international (e-CMR) documents.

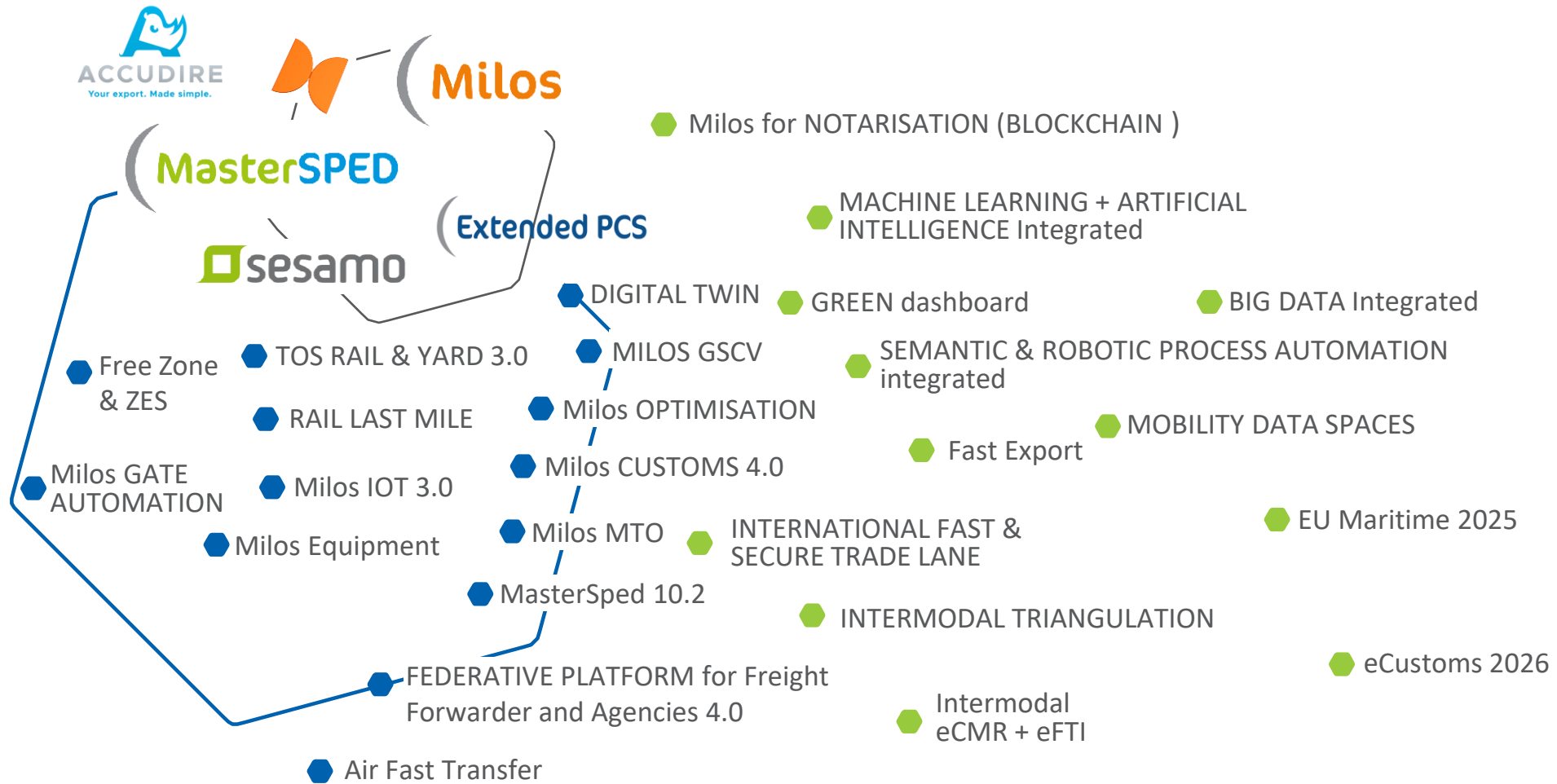
Customs innovative procedures

Milos® exploits simplified and digitalized Customs Procedures - Italian "Fast Corridor" (maritime, rail & road) and "Air Fast Transfer" (air) - fully compliant with the European Customs Code, exchanging services between national Customs Agencies, Ports, Airports and logistic operators. Goals: costs reduction concerning import / export cycle, decrease of the permanence of goods in nodes, berth, hub, storage area, improvement of safety and cargo monitoring.

**References
&
Success Cases
&
Product Evolutions**

2025-2026 Draft Customs Roadmap – waiting formal one





2024

2026



ROI of Services

Freight Forwarders Digitalisation

- › **Real-time Unit Monitoring:**
+95% visibility of active transport units
- › **App-to-App Interoperability:**
100% integration with operator IT systems
- › **Mobile Operations Management:**
-50% reduction in manual coordination time
- › **Event Sharing & Documentation Upload:**
+90% of transport events digitally captured & timestamped
- › **Full Traceability & Auditability:**
100% digital chain of custody on shipments

ERP Integration & KPI Dashboard

- › **Real-time shipment visibility:**
+98% real-time tracking accuracy
- › **ERP System Integration (via Connectors):**
95% of shipments digitally managed and zero-paper usage
- › **Exception Management:**
-70% effort in handling logistics anomalies
- › **Partners Integration:**
+90% digital connectivity with logistics partners

Dematerialization & eFTI

- › **Paperless Process Efficiency:**
-90% reduction in physical document handling
- › **Regulatory Compliance (EU eFTI):**
100% readiness for EU Regulation 2020/1056
- › **Faster Border & Terminal Clearance:**
-50% average processing time at checkpoints
- › **Lower Administrative Costs:**
-30% reduction in document processing and archiving
- › **Improved Data Accuracy:**
-98% manual entry errors

Customs innovative procedures

- › **Faster Cross-Border Flows:**
-65% average cargo dwell time at customs
- › **Optimized Inventory Management:**
-25% reduction in buffer stock requirements
- › **Reduced Congestion & Costs:**
-30% savings on warehousing and demurrage fees
- › **End-to-End Traceability & Compliance:**
+95% real-time visibility of customs status

Seamless Access Automation and Integration for Road and Rail Transport

- › **Automated Gate Procedures (OCR/Rfid):**
-70% reduction in gate processing time
- › **Vehicle Classification & Check-in Automation:**
+90% accuracy in vehicle identification
- › **Advanced Notice Management:**
+80% pre-advised transport arrivals
- › **Reduced Congestion & Idle Time:**
-50% average truck dwell time at terminal gates



Main References



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TACCHIGROUP



Nord Ovest
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