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Circle Group *is the right international partner for your smart, sustainable and effective business growth*

providing innovative technological solutions for the automation, optimisation and digitalisation of the entire supply chain, delivering high value consultancy services supporting public and private players to gather EU funding in the areas of energy & environmental transition and digital transformation, promoting their strategic visibility at international level.



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Circle Group



With distinctive vertical skills in port & intermodal logistics





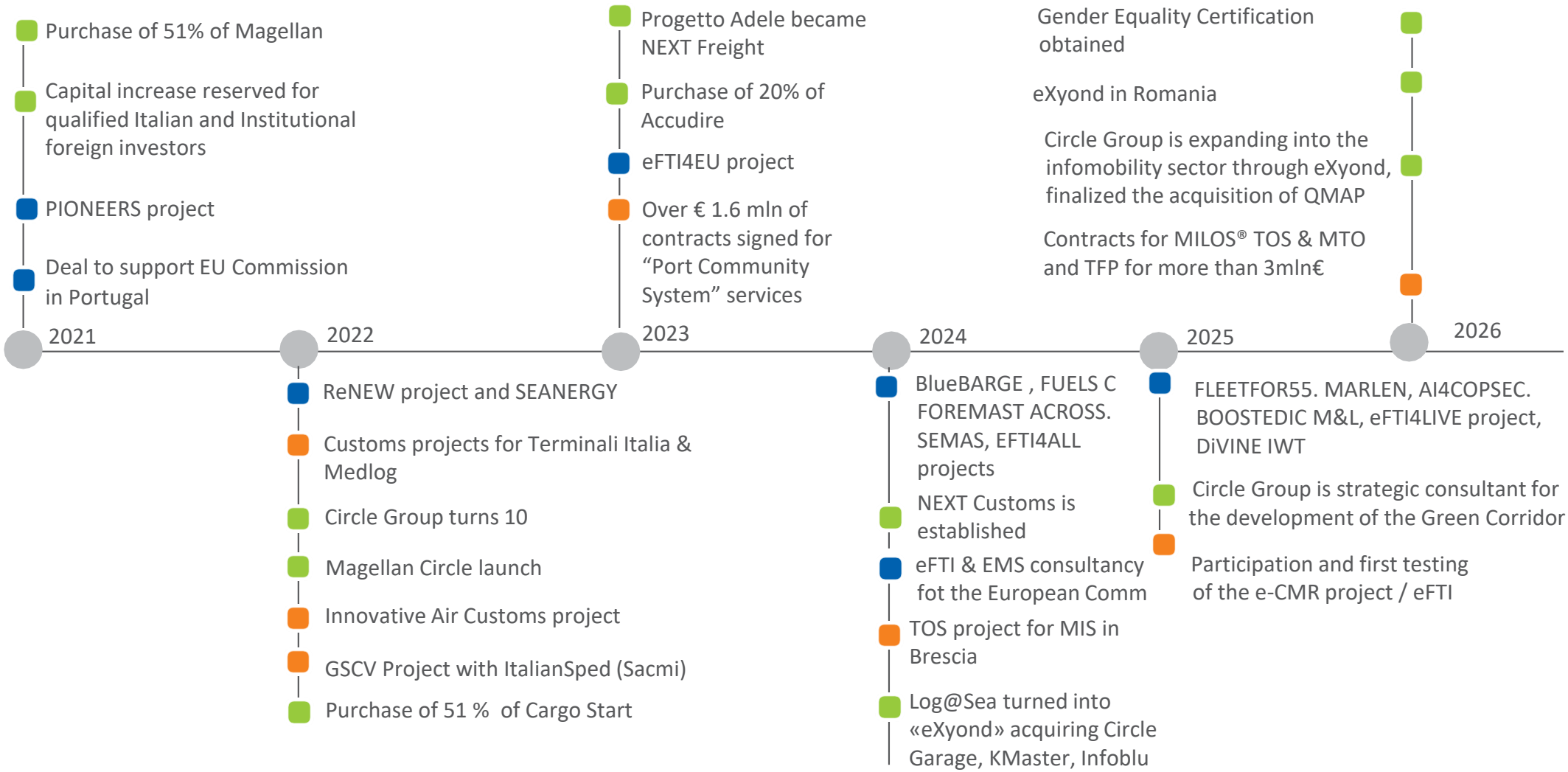
- We analyse the **international port, road, rail, air and logistics policy framework** and the most promising **technological trends**
- We **anticipate your future needs**, providing you the best competitive advantage through innovative technological solutions, also anticipating policy driven changes
- We deliver **advanced IT solutions / software products** for port and inland terminals, multimodal transport operators, road and rail companies, port authorities, port communities and shipping agencies, shippers, freight forwarders and customs operators, air operators, industries.
- We offer **highly specialised consulting** to support your business development through **European funding**
- We provide **marketing and advocacy services** aimed at strenghtening your visibility and positioning in Europe and elsewhere.
- We offer **telematics and infomobility services** to companies operating in the logistics, transportation and insurance sectors.

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Corporate overview

Key Facts (2)

CIRCLE GROUP **SUPPLY CHAIN PROJECTS** **EUROPEAN FUNDED PROJECTS**



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Corporate overview

Key Facts (1)

CIRCLE GROUP **SUPPLY CHAIN PROJECTS** **EUROPEAN FUNDED PROJECTS**

2012
- Establishment of Circle SpA (MBO)

2013
- OntheMosWay web portal

2014
- Digital Supply Chain project for Ikea

2015
- Deal with EU DG MOVE for European Commission Motorways of the Sea Advisory Plan

2016
- Digital Supply Chain project for FCA

2017
- Purchase of 51% of Info.era

2018
- Listing on Euronext Growth Milan*
- DocksTheFuture project

2019
- Purchase of 100% of Progetto Adele
- TOS projects for Terminal San Giorgio and PSA
- E-Bridge project for Ports of Genoa

2020
- MTO project for Metrocargo Italia
- TOS project for CILP in Leghorn
- Circle brings its participation in Log@Sea network of enterprises to 51%

2021 – 2026 →

**** Stock market Data***

Total ordinary shares: 4.026.495 | Title code for Stocks: CIRC
ISIN code for Stocks: IT0005344996 | Market: Euronext Growth Milan

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CIRCLE Group overview

Highlights

CIRCLE Group, headed by **CIRCLE S.p.A.,** is an international leader specialised in the analysis and development of **innovative digital solutions for port and intermodal logistics**, and further delivering **international consultancy services** that supports ports and logistic innovation with an extended focus on **environment**, **sustainability and energy transition**.

Since October 2018

listed on Euronext Growth Milan

Main products

Milos®: intermodal logistic (inland & port terminals, MTOs & maritime)

Extended Port Community System

MasterSped®: evolutive platform for freight forwarders customs operators, industries

Milos® GSCV & TAP for industrial & distribution

StarTracking® 360: airport-to-airport tracking solution with real-time status updates

GOS - Gate Automation & IoT

KMaster® | Truck telematics

ExAC | e-CMR platform

EU Affairs Consultancy

EU Funding Accelerator: developing successful applications for funding

Strategic Communication and Advocacy: Visual and Brand Identity,, Social Media Management, Events, PR/Press, Roadshows, Advocacy and representation in Brussels

International Consultancy: policy making and strategic technical orientations in the port, maritime and transport field

Infomobility

InfoBlu® New Gen collects data through **cameras**, black boxes and other means

Provides traffic data and B2B traffic information services to public and governmental agencies

175+

direct employees and a network of professionals

9 successful M&As since end of 2017

51% of Info.Era , specialised in port sector through Sinfomar®

100% of NEXT FREIGHT, specialised in freight forwarders and custom operators systems

92% of eXyond, *which acquired 54,5% of* ***Circle Garage****, 100% of* ***Qmap*** *and the business unit owned by Telepass Innova S.p.A. (InfoBlu & KMaster)*

51% of Magellan Circle, advocacy services towards European institutions

86% of Cargo Start, Innovative Start-up providing innovative technological products in the air cargo field

51% of **NEXT Customs**

20% of ACCUDIRE for e-CMR

More than 30%

of revenues (CIRCLE) realised outside Italy; focus on Southern Europe, Mediterranean area, Black Sea and Middle East

Financial Year 2025 Revenues € 25.1 mln

Products more than 7,5 mln€

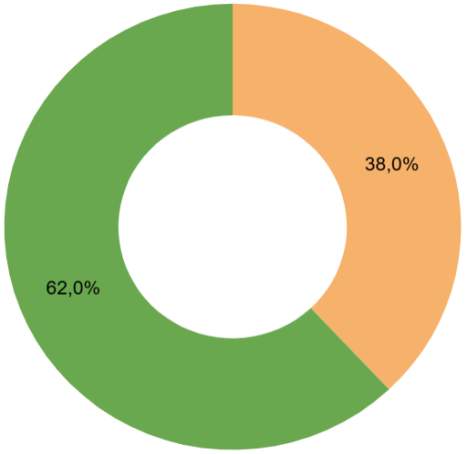
Product evolution +131%

Fed services + 105%

NFP adj: +€ 2.2 mln (30.6)

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Talents & team



GENDER
PERCENTAGE

38% WOMEN

62% MEN

*Promoting **diversity** and **inclusion** from recruitment to professional development*

PEOPLE
175+

DIFFERENT NATIONALITIES
\+ 9

AVERAGE AGE: 40 YEARS

PEOPLE IN IT ROLES: 47%

LEARNING INITIATIVES: on specialized role-related topics and soft skills

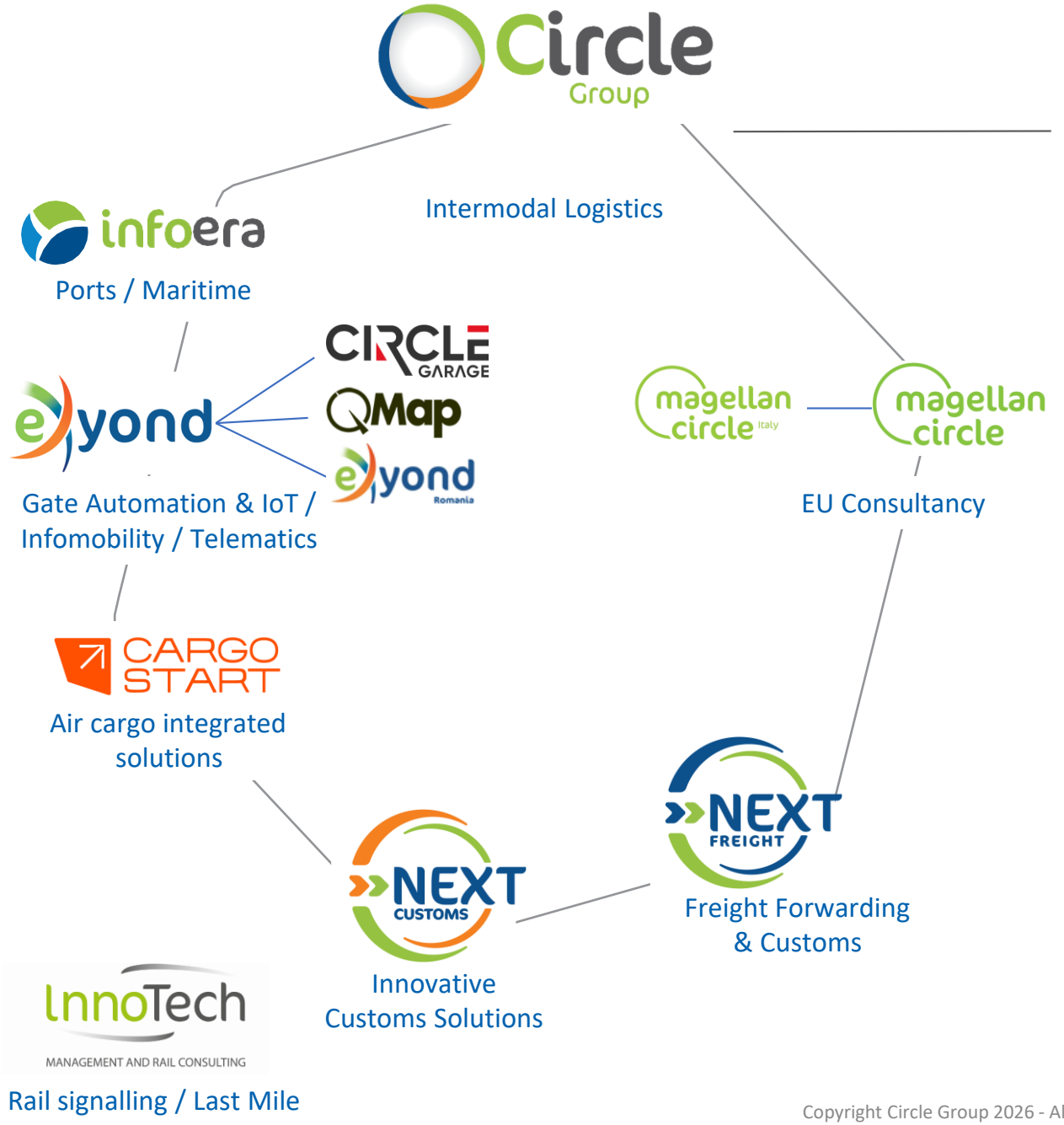
WORKPLACE

OFFICES: coworking & hot desking

SMART WORKING: hybrid work opportunity

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Corporate overview



Group Structure

ACCUDIRE — Your export. Made simple. — Digital Transport Document (e-CMR / e-DDT)

UNTRR — Road Hauliers in Romania

OPTIMeasy — Processes Optimization

Telepass — Interoperability with tolling systems

BinarySystem — Rail solutions

ZUCCHETTI Digital Solutions — Industries / ERP Integration

H2 READY — Hydrogen Decarbonisation

EETRA — ESG for Port, shipping & logistics

Complementary technologies / business

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Corporate overview

Group Presence

9 Official Sites & 3 Partner Desks

ITALY
- Genoa|Milan |Catania
- Rome | Villanova d'Asti
- Trieste

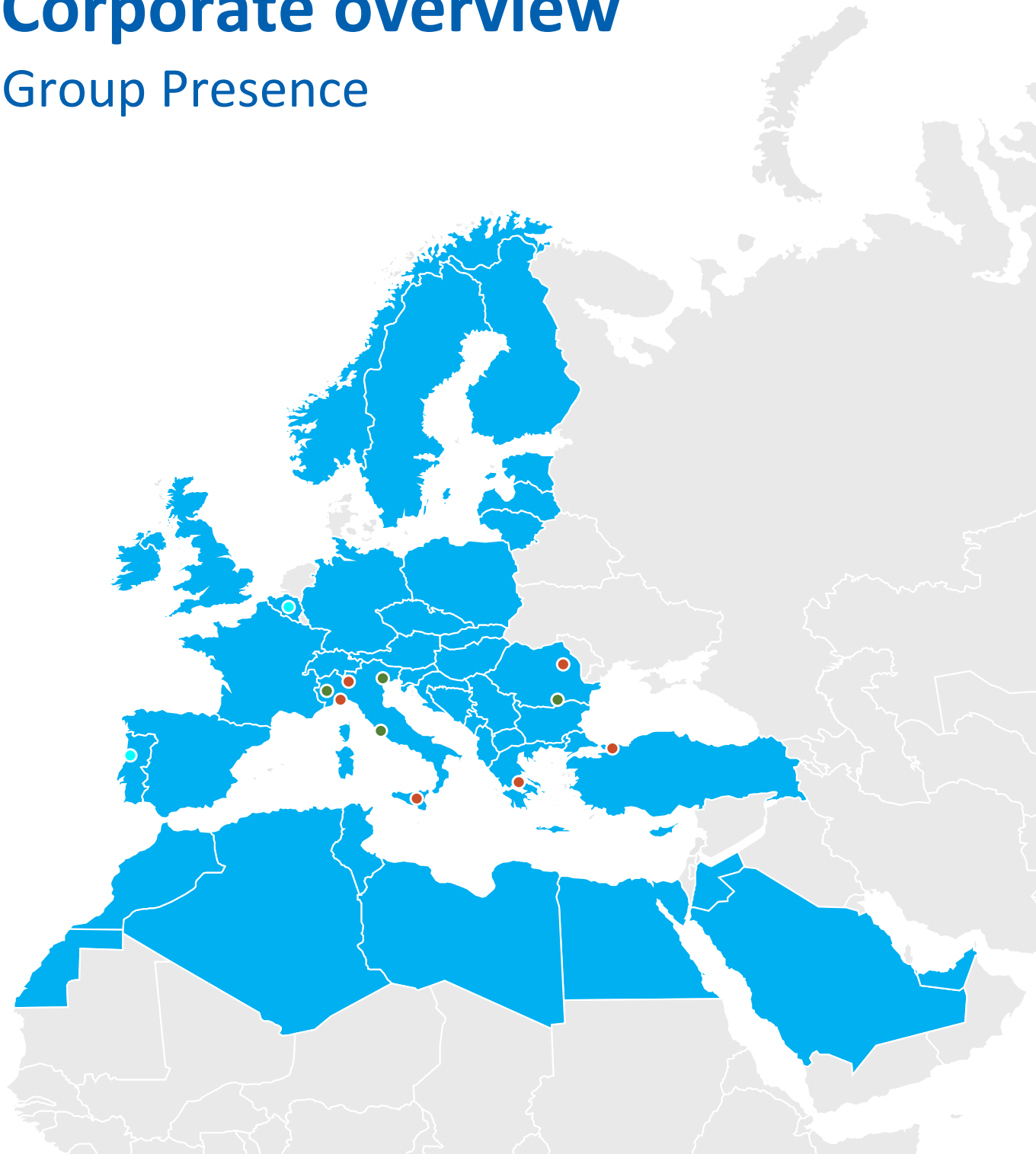
BELGIUM
- Brussels

PORTUGAL
- Oporto

ROMANIA
- Bucarest
- Iași (partner)

TURKEY (partner)
- Istanbul

GREECE (partner)
- Athens

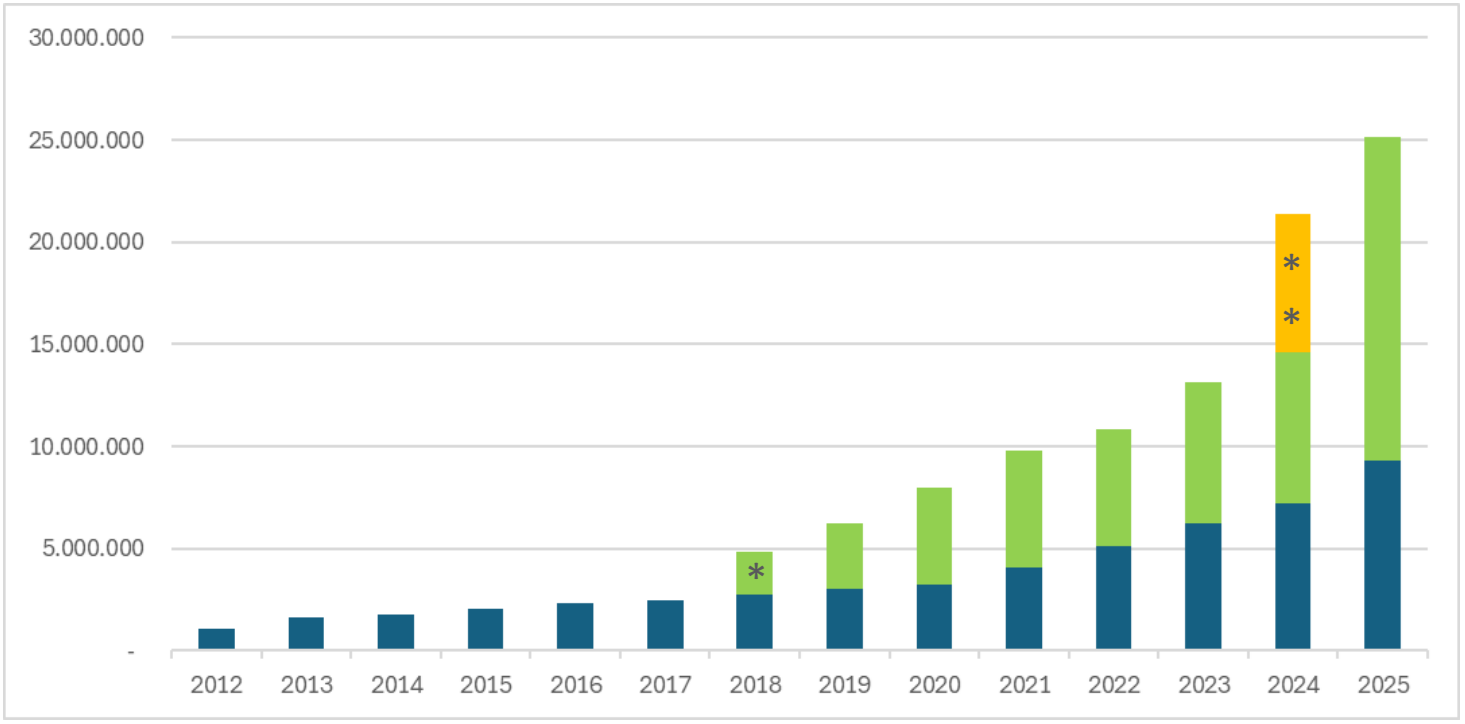


Circle Spa | Info.era | Cargostart eXyond Magellan Circle

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Financials: 2012-2025 Group revenues

Group Revenues	
2025	€ 25.1 mln
2024	€ 14.6 mln



** Green numbers are related to Systematic M&A; Info.era (acquisition 01.01.2018), NextFreight (Progetto Adele) (acquisition 01.08.2019), Exyond (Log@Sea) (51% defined July 2020), MagellanCircle (51% at 31.05.22), CargoStart (51% at end 2022), **Circle Garage & eXyond (31.12.2024 – revenues not consolidated in 2024)*

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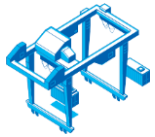


R&D and Quality certification

- 15% of Circle Group's budget is dedicated to **R&D and innovation projects**, with a specific focus on the application of new technologies to solid multimodal transport projects.
- Ongoing projects regarding **Blockchain, IoT, e-Seals, Optimisation, Digital twin, Big data & Artificial Intelligence**.
- The strong cooperation between Circle Group's dedicated, internal **R&D team and university** guarantees relevant progress beyond the current state of the art in port and logistic concepts and **experimental technologies**.
- **Circle has ISO 9001 certification,** defining a harmonised and uniform working and monitoring method, ensuring the appropriate involvement of suppliers and professional partners, as well as guaranteeing the correct interpretation of the clients' expressed and unexpressed needs, with the aim of improving overall quality of service.
- **Circle has Gender Equality certification**, defining an inclusive and equitable working and organizational environment, ensuring equal opportunities for professional growth and career advancement, as well as guaranteeing pay equity and concrete support for work-life balance, with the aim of fostering a deeply inclusive and sustainable corporate culture.

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Business units & Lines of business

LINES OF BUSINESS	BUSINESS UNITS		
	Innovative and Smart Supply Chain	**Global Supply Chain Visibility**	**European Affairs Consultancy**
	 Inland & Port Terminal Operators	 Manufacturing & Distribution	 EU Funding Accelerator
	 MTO & Rail Ecosystem	 Freight Forwarders	 Strategic Communication and Advocacy
	 Trucks	 Customs Operators	 International Consultancy
	 Ports Authorities & Communities		
	 Shipping Agencies		
	 Airport Communities & Air Cargo Operators		
	 Infomobility		

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Milos

ONE SINGLE ECOSYSTEM

for the entire supply chain

GOODS · OPERATORS · VEHICLES · NODES

Circle Group

INDUSTRY

FREIGHT FORWARDERS / 4PL

Order management, goods arrival and delivery

INTERMODAL TRANSPORT ACTORS

- Shipping Lines & Agencies
- Road Carriers
- Rail Operators
- Air Operators
- MTO
- Customs Broker

INTERMODAL NODES

TERMINALS · PORTS · AIRPORTS · DRYPORTS

- Infrastructure Management Yard & Security
- Crane, Equipment & Gate Operating System
- Inbound & Outbound Flows

BIG DATA · AI · INTELLIGENCE

- Data Collection & Integration
- AI & Machine Learning
- Logistics and Traffic Flows Analytics, Forecasting & Infomobility
- Digital Twin & Optimisation
- Decision Support System

- Customs & Control Authorities
- International Logistics Corridor (IFSTL)
- Regulatory Compliance (PUESC, Ro e-Transport, ...)
- Document Dematerialisation (e-CMR, DeCA, e-CIM, ...)
- Security, Compliance, ESG
- eFTI Regulation

Nodes coverage

Circle Group
National Projects





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INNOVATIVE & SMART SUPPLY CHAIN

Inland and Port Terminal Operators

Multimodal Transport Operators & Rail ecosystem

Trucks

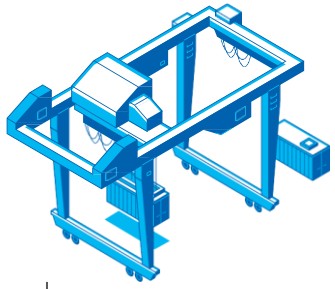
Port Authorities & Communities

Shipping Agencies

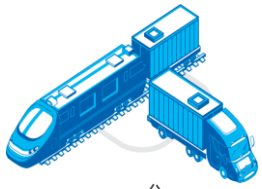
Airport Communities

Clients and products

Inland & Port Terminal Operators



Multimodal Transport Operators & Rail Ecosystem

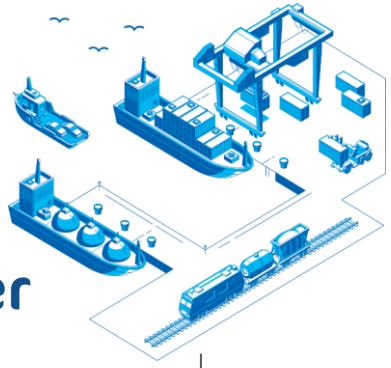


Trucks



Kmaster

Port Authorities and Communities



Shipping Agencies



Airport Communities



Milos · TOS

Milos · Federative Services

Milos · GOS

Milos · RAIL MTO

Extended PCS

Milos · Agency

Milos · Federative Services

StarTracking CarbonCare StartCity HandlerGate CargoGate

Milos · Intelligence

ACCUDIRE

**Supply Chain Federative Services, as cross-services for Innovative and Smart Supply Chain BU and Global Supply Chain Visibility BU, are outlined in slide n°29*



Clients and products

Inland and Port Terminal Operators

Milos® TOS is a suite made up of several modules that achieve effective global management of a multipurpose terminal throughout fully digital streamlined processes and reliable federated interoperability with all the relevant stakeholder's information systems.

BENEFITS

- *Effective control of customs and administrative operations*
- *Full interoperability with Port Community Systems*
- *Integrated digitalisation of Rail, Vessel, Yard and Gate activities*
- *Mobile APPs availability*
- *Optimisation of gate, equipment and HR management*
- *Higher yard & gate productivity and handling efficiency*
- *Time and cost savings*

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Clients and products

Gate Automation and Nodes Interoperability

Digital platforms to **simplify and automate procedures** for managing advance notice and access through road and rail gates, integrated with payment and image recognition systems for classifying container codes, number plates, vehicle type, damage registration, and more. Natively **integrated solutions** with PCS/TOS/ERP/TMS to automate and simplify check-in and access procedures, ensuring real-time effective management of gate entries and exits and historization of all data/events detected and speeding up procedures.

BENEFITS

- *Carrier appointments / Dock scheduling, Yard & Port efficiency solutions, Equipment automation, Yard and Port supervisors*
- *Interconnection with external service platforms through integrated federated services (dematerialization, e-FTI compliancy,etc..)*
- *Ensuring smooth management of all transits by following defined procedures for vehicles without booked access or missing documentation, preventing queues and operational disruptions.*
- *Track identification with electronic toll collection devices (e.g., Telepass) and integrations with major Payment Service Providers (PSPs) such as Nexi*
- *Pre advice and Truck Appointment Platform: allow road hauliers to book ITU delivery and/or pick-up at the Terminal by providing ITU and goods information, uploading required documentation, and receiving operation authorization from the terminal.*

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Success Cases

Compagnia Impresa Lavoratori Portuali (CILP) & Magli Intermodal Service (MIS)

Client & Needs

Compagnia Impresa Lavoratori Portuali (CILP) provides loading/discharging operations related to the management of the entire port operational cycle. The Multipurpose Terminal management complexity requires global and effective handling of all activities, as well as processes simplification and digital interoperability with the other figures of the supply chain.

Solution

Milos® TOS suite allows the management of logistic, administrative and customs operations with a single system; all relevant information from operators is digitally secured (PCS, Shippers, Customs Single Window, etc...) by integrating IoT smart devices (Tags, e-seals) with mature technologies (OCR). Milos® TOS allows the implementation of Gate Automation solutions to enable gate in / gate out time reduction, assuring full cargo track and trace.

Client & Needs

Magli Intermodal Service (MIS) is a company specialising in intermodal transport services, with the aim of harmonising and digitising the management procedures for intermodal transport services (MTO), truck transport and the management of the Montirone inland terminal.

Solution

Milos® MTO has optimized multimodal transport by improving efficiency and resource management across all logistics and operational processes.

Milos® TFP has increased truck service efficiency by simplifying order management and enhancing traceability.

Milos® TOS has improved inland terminal efficiency by automating processes and reducing transit times.

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Milos · RAIL MTO

Clients and products

Multimodal Transport Operators & Rail Companies

Milos® MTO suite, made up of a set of integrated and interoperable modules, is capable of managing new rail connections, customer bookings, planning and execution of rail and intermodal transport as well as the full invoicing commercial cycle.

BENEFITS

- *Advanced modules to boost the efficiency of transport planning*
- *Optimisation of multimodal transport operations: truck triangulation and best trucker selection*
- *Interoperability with third parties' existing supply chain platforms*
- *Improvement in decision-making and operational optimization, thanks to information visibility*
- *Natively integrated with other Circles's Milos products: Milos TOS, Milos Tracking Federative Platform and Milos Green Dashboard*

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Success Case

PSA Genova Prà

The Client

PSA Genova Prà is part of PSA INTERNATIONAL, one of the global leading port groups dealing with container terminal activities. It has direct inland connections to continental Europe, granted by the direct connection to the national railway system and direct access to the Italian motorway. The terminal is equipped with 15,000 TEU ground slots, 1,500 reefer plugs and a dedicated IMO park with 320 TEU ground slots.



Needs & requirements

Rail transport procedures at the terminal and all connected activities required optimisation. PSA needed a new model for information interoperability amongst all the players involved in freight transport, from port terminal to inland destination terminal.

Solution

Thanks to **Milos® MTO** suite, the “Railway Digitalisation” project was carried out for PSA Genova Prà with the optimisation of rail transport and procedures. This Milos® suite allows the management of bookings and priorities, the scheduling - in an integrated way – of the importation/exportion of trains, production of the related necessary documentation, as well as the reporting for administrative purposes, also accessible via mobile.

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Clients and products

Trucks Companies

With over 15 years of experience in Value-Added Services for **geolocation** and **heavy vehicle fleet management,** it supports **logistics, business optimization,** and the **safety of goods and personnel.** It operates a telematics platform serving approximately 80,000 vehicles and 7,000 companies, providing multilingual technical support, a network of over 1,000 installers, a 24/7 security center, and managing inventory and logistics for the refurbishment of onboard devices.

BENEFITS

- *Fleet management with specific Truck maps for route representation and calculation, through a single interface that allows toll payment in Italy and Europe, and fleet management with summary dashboards and dedicated alerts*
- *Features for managing Fleets of Trucks and Light Vehicles, high-level fleet control dashboards, real-time vehicle location, position details with street view, real-time traffic situation using Autostrade per l'Italia cameras, toll cost estimator, and mission assignment to the driver's app.*
- *Management of fuel consumption and refueling, vehicle maintenance scheduling, temperature monitoring and management for cargo compartments, access control, badge authentication, and driver communications via app with multilingual services*

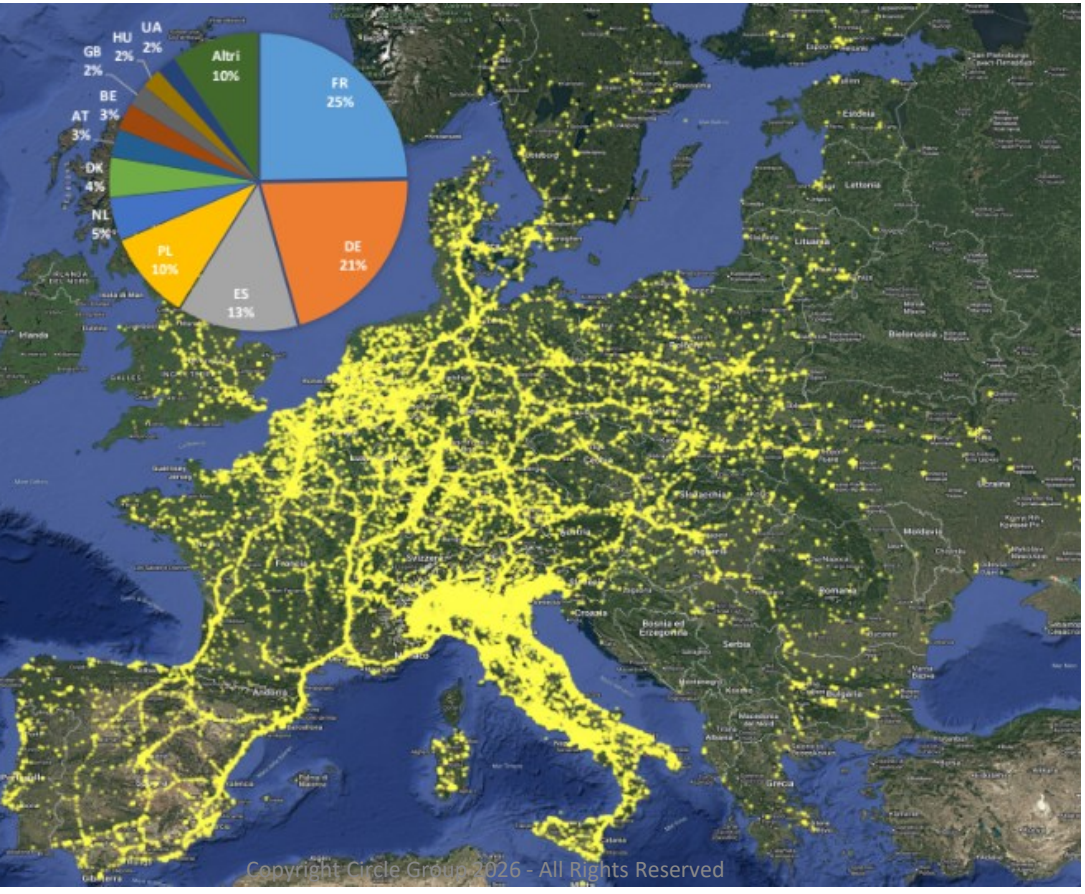
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Data Management

2026

Fleet Localisation

The map shows the geographical distribution of the vehicles served with Kmaster. Points highlighted in yellow indicate the last position of each vehicle.



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10+ BLN Events Managed

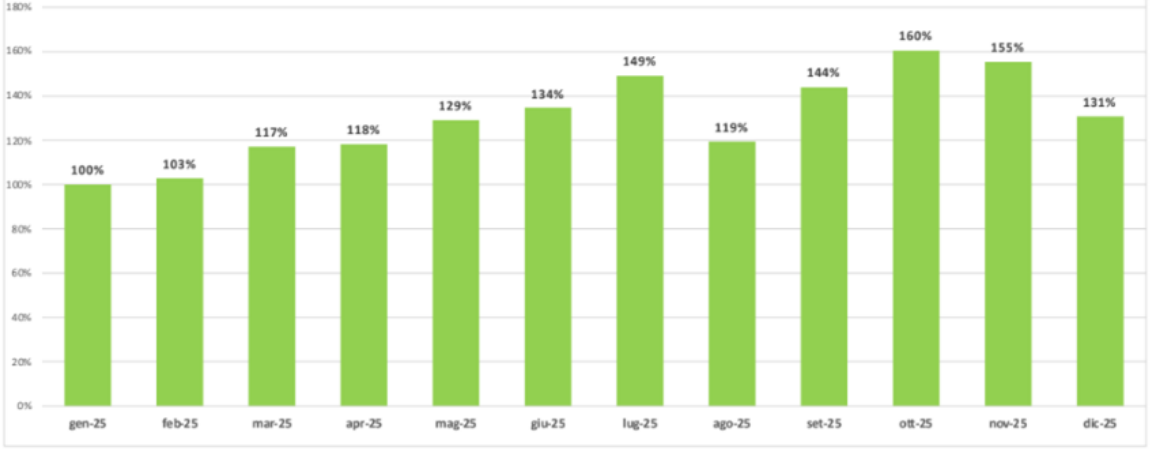
5 BLN Generated Alarms

+ 75K Geolocalised Vehicles

2,5 BLN User Logins in KMaster

102 % Yearly Growth vehicles in EU

Monthly Trend – Events collection





Extended PCS

Clients and products

Port Authorities & Port Communities

Our **Extended Port Community System** has been developed to act as a one stop shop, digitally connecting public and private players, effectively implementing port community processes. Including operators from the Customs Authority to the Coastguard, from shippers to transport providers and MTOs, from last mile logistic operators to shunting companies, from railway undertakings to inland terminals, Extended PCS allows the improvement of efficiency and fluidity of traffic to/from the ports and, at the same time, represents an important control and monitoring tool.

BENEFITS

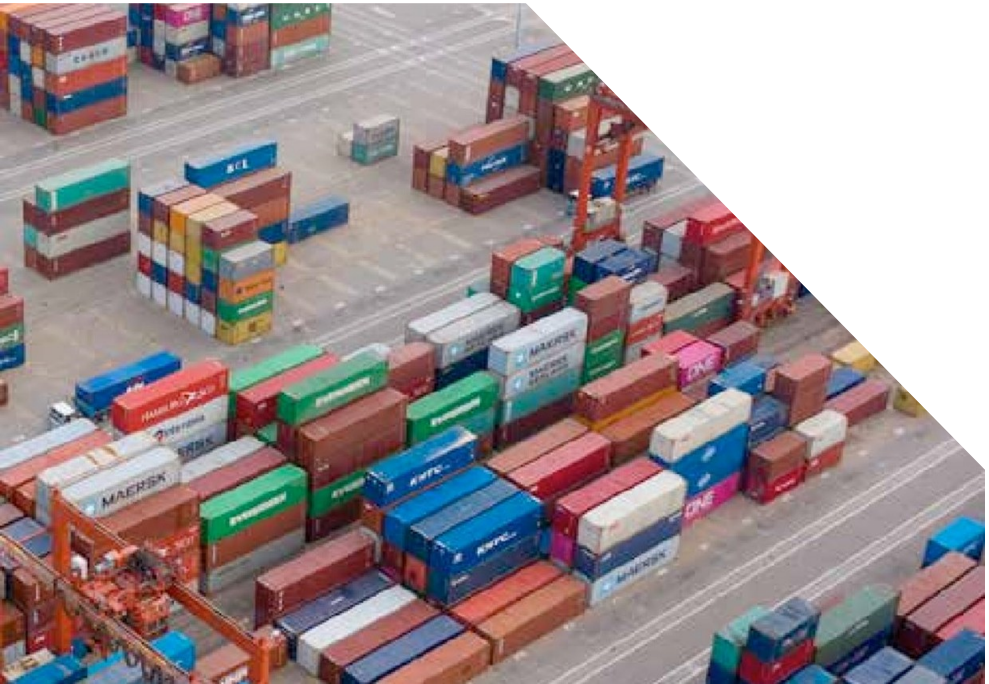
- *Full digital management of cargo and vehicles handling*
- *Efficiency and fluidity of transport flows to/from ports*
- *Faster administrative & bureaucratic procedures*
- *Immediate real-time validation / clearance by competent public authorities*
- *Federated approach & interoperability with different networks of ICT systems*

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Success Case
Port of Trieste

The Client

The Trieste Port area is comprised of “Porto Vecchio”, “Porto Nuovo”, “Scalo Legnami” and “Zona Industriale” (characterised by total or partial Free Zone areas, i.e “Punto Franco”). The port areas are furthermore divided into common areas (managed by “Port Authority System of the Eastern Adriatic Sea”) and areas under concession (managed by terminals and private operators), including the dry port of Fernetti.



Needs & Requirements

Improvement in the competitive position of the port community was required, by providing effective tools to manage all administrative, operative, tax and customs procedures related to port logistics in a streamlined and fully digital way, through joint standards capable of optimising information flows and interoperability between the various stakeholders.

Solution

Sinfomar® is the extended platform that enables the intelligent and secure exchange of information between public and private operators and logistic actors in order to optimise, manage and automate port and logistics processes through a single data submission.

Sinfomar® is composed of modules and connectors for the full digitalisation of port, administrative and customs operations, including shunting, last mile rail operations and trade corridor management.

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Clients and products

Shipping Agency

Milos® Suite Agency is a well proven program specifically tailored for all planning, management & documentation operations for ship agents.

The fact that information is entered only once to cover various documents and figures regarding the actual port call taking place, this reduce time consuming tasks to a minimum by implementing standardized computer procedures.

The software is composed by **several modules** and thanks to the modular solutions, it allows the installation of features that are needed

BENEFITS

- *Manages railway traffic, CH30 dematerialization, and third-party IT platform interoperability.*
- *Handles ship procedures and customs documentation for maritime agencies.*
- *Defines user groups with module access based on roles.*
- *Enables trip data management and dangerous goods declaration.*
- *Allows shippers to input, edit, and import vessel data into posters*
- *Creates and updates ship practices, with data auto-transferred to other modules.*
- *Manages ENS/EXS declarations, MRN numbers, and costs/revenues via automated price lists.*
- *Oversees companies interacting with the agency, such as shipowners and shippers*

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Federative Services

Digital transformation is rapidly changing the global supply chain

Every day Transport and Logistics operators need to adapt their operations, **connecting their systems with an everchanging number of actors and solutions.**

Circle Group Federative Services enable quick and simple interoperability between existing intermodal supply chain platforms, improving decision-making efficiency and operational optimisation.

By using customised connectors, the legacy systems can easily and automatically dialogue with the surrounding logistics environment, **effectively integrating the information made available by the connected third parties' systems**.

BENEFITS

- *Cost and time reduction*
- *Reliable, secure and updated data, avoiding manual errors*
- *Positive environmental impacts*
- *Availability of "smart systems" with proactive decision-making support (i.e. notarisation)*
- *Compliancy with data management policies*

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Clients and Products

Dematerialisation of documents (e-CMR & e-DDT)

e-CMR is the electronic version of CMR (Convention des Marchandises par Route), the document governing the international carriage of goods by road.
The e-CMR plays a key role for traceability, regulatory compliance and verification of goods deliveries.
It's a mandatory document: it's essential for the sender to get the document signed back from receiver.

e-DDT is the electronic version of the delivery note.
This document is issued by companies to manage and to certify the deliveries of goods within the national territory.
It is a mandatory document only when the sender wants to benefit from deferred invoicing.

ACCUDIRE

Third Parties
e-CMR platforms

BENEFITS

- *Reduction of management costs: time money saving (-60% e-CMR vs CMR)*
- *Optimisation of administrative processes and lower risk of mistakes*
- *Elimination of the risk of fraud*
- *Traceability of freight transports*
- *Less environmental impact*
- *Reduction of management costs: time and money saving*
- *Optimisation of administrative processes and lower risk of mistakes*
- *Greater documents accuracy*
- *Less environmental impact*

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Optimisation & AI

Crosswise & added value tools

Milos® Intelligence is a set of compatible and integrable solutions that bolster Supply Chain planning, optimization, and management through the combination of Optimization, Simulation and Artificial Intelligence. These services provide invaluable assistance to transport operators and decision-makers, aiding them making optimal strategic, tactical.

Milos® Intelligence includes tools that serve as decision support systems that facilitate road transport operations by streamlining the management of first and last mile road trips, railway shunting by supporting the planning and allowing real time emulation and what-if simulation, rail loading and unloading by suggesting optimal crane work queues and logistic nodes by producing useful traffic predictions

BENEFITS

- *Decision Support Systems*
- *Operations' optimization*
- *Planning and management support*
- *System status monitoring*
- *Simulations and predictive suggestions*
- *Time, cost and emissions reduction*

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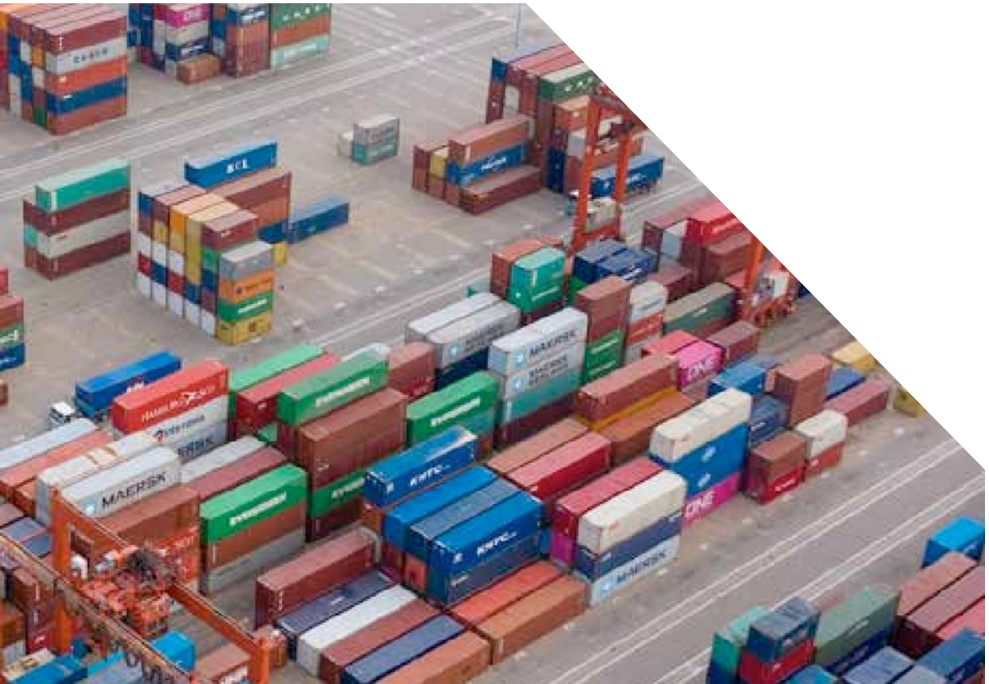
Success Case

AdSP & Fuorimuro

The Client

Autorità di Sistema Portuale del Mar Ligure Occidentale (AdSP MLOc) is the authority responsible for managing and coordinating the ports of Genoa, Savona and Vado Ligure.

Within the Port of Genoa, it works with **Fuorimuro - Servizi Portuali e Ferroviari S.r.l.**, a Genoese company specialising in the management of rail shunting and logistics services.



Needs & Requirements

As many ports, Port of Genoa faces challenges in rail traffic management due to limited space and resources, which results in bottlenecks and reduced efficiency.

To address this, solutions must adapt to facility-specific needs, accounting for infrastructure, resources, and train compositions. The resulting tool should enable the staff to efficiently plan and manage shunting activities in order to ensure smooth operations.

Solution

Milos® Port Rail Shunting Optimisation is the specialised solution for planning rail shunting in ports.

This tool simplifies the planning of train movements within port areas using **optimisation models** and **algorithms** and can adapt to different stages of the process: from strategic organisation to the operational re-planning of shunting required due to unforeseen events.

The solution was developed and applied within the port of Genoa and integrated with the TrainShunt software, a dedicated railway shunting management software developed by Binary System.

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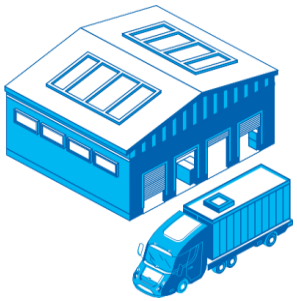


GLOBAL SUPPLY CHAIN VISIBILITY

Manufacturing & Distributions
Shippers & Freight Forwarders
Customs Operators
Air Cargo Operators

Clients and products

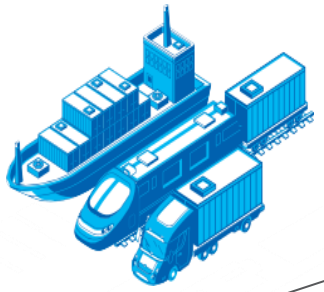
Manufacturing & Distributions



Air Operators



Freight Forwarders



Customs Operators



Milos · GSCV

Milos · Federative Services

StarTracking CarbonCare StartCity HandlerGate CargoGate

MasterSPED

Milos · eCustoms

Milos · Green Dashboard

Milos · Intelligence

ACCUDIRE

Third Parties
e-CMR platforms

**Supply Chain Federative Services, as cross-services for Innovative and Smart Supply Chain BU and Global Supply Chain Visibility BU, are outlined in slide n°29*

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Clients and products

Manufacturing & Distribution

Milos® Global Supply Chain Visibility is an innovative modular suite designed to meet the necessity of shippers to obtain visibility of all information shared by the various figures involved in the supply chain. It uses an interactive dashboard called Corridor Management Platform.

BENEFITS

- *Immediate and simplified access to services offered by different carriers / shipping companies, such as fully digital Track & Trace of containers and/or booking*
- *It reduces cost & complexity, leading to fewer manual errors and fewer calls, thanks to the digitalisation of information flow*
- *Thanks to integration with shippers' ERP systems, it is possible to automate some business processes, like proof of delivery, invoicing and allocation of costs*
- *Visibility can help to gain further insights on aspects such as shipping costs, CO2 emissions, quality of service, carrier performances, carrier quality report etc.*
- *Integration of new technologies and digital tools (IoT, Blockchain, Digital Twin, AI) guarantees security, creating information flows with control of the operations and events occurring within the logistic chain*

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Success Case
IKEA

Client and requirements

Ikea has a logistic hub in Piacenza (Italy), to which goods arrive from all over the world, addressed to stores based in Italy, North Med and the Middle East. Their issue concerned the Customs clearance process of goods coming from countries outside the EU: it started with the containers dischargement at the port, heavily impacting the time goods arrived at the Piacenza logistics hub.



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Solution

Thanks to its connectors, **Milos® Global Supply Chain visibility** suite makes real-time information from Port, Customs and National Logistic platforms available, concerning the status and positioning of goods, Customs clearance and security information. This overall view of the shipment is available on a comprehensive dashboard. Moreover, thanks to Customs Corridors (Italian "Fast Corridor"), imported goods (container) are customs cleared directly at the logistic hub, with no hold-up when they are disembarked, whilst exported goods (container) receive authorization for customs procedures before arriving at the port.

Key facts of the project

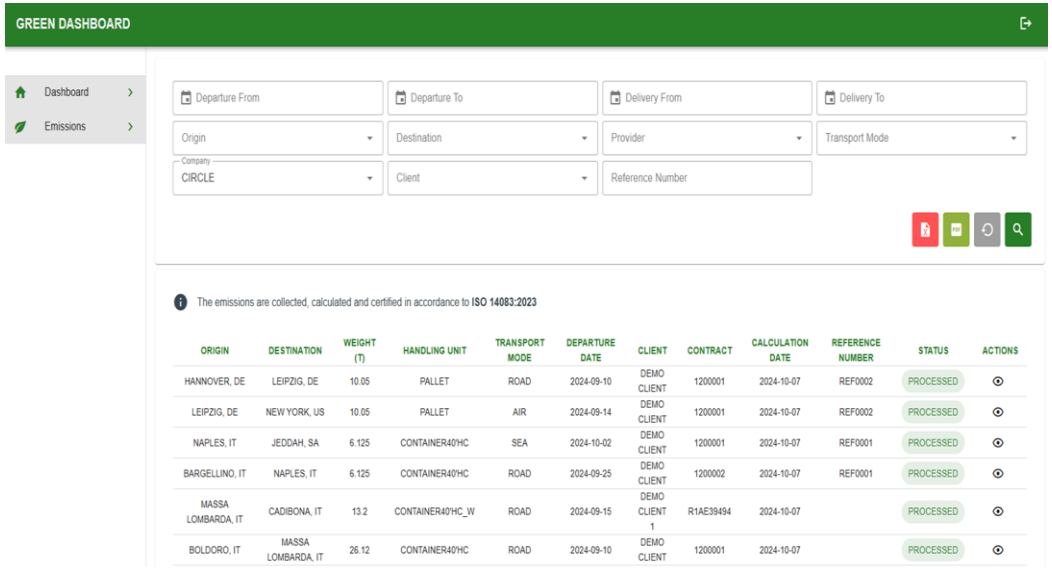
The main KPIs (provided by IKEA) are: a direct cost reduction of -30% per teu, 100% paper reduction and increase of over 80% in a shipped container's volume, thanks to Customs Corridor. The main KPIs concerning the Supply Chain players involved are: up to -35% in transit time port-dry port and up to -80% in dwell time (due to various aspects, amongst which customs).

Success Case

ITALIANSPED – Sacmi Group

Client and requirements

ITALIANSPED is a SACMI Group company specialising in forwarding, transport and integrated logistics services. The company, a leader in logistics engineering, focuses on key logistics areas to improve territorial synergy, guaranteeing punctuality, precision and customer care with increasing attention to **environmental issues**.



Solution

Milos® Green Dashboard is a state-of-the-art platform designed to support companies in the sustainable management of their logistics operations. Thanks to advanced analysis tools and intuitive dashboards, it allows you to monitor and optimise your environmental impact, ensuring compliance with the latest standards and integrability with various technological solutions.

Key project figures

- **Calculation of entire transport chains** (air, ocean, rail, road, waterways) and estimate emissions
- **European standard & ISO compliant (**ISO 14083) Global Logistics Emissions Council (GLEC) Framework, GHG Protocol
- **Software-as-a-Service (SaaS)**: native integration both with products of CIRCLE Group and with thirdparties ERP
- **Future Proof**: agile, constantly updated and adaptableto new regulations and standards
- **Analytics & Dashboard**
- **Document generation:** reports in excel and pdf

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Green Dashboard

An ADD ON service

Milos® Green Dashboard is an digital platform for measuring and reducing logistics-related emissions. In today's sustainability-driven logistics landscape, the Green Dashboard offers a strategic solution to track and minimize CO_2 emissions across multimodal transport networks. It provides real-time visibility into the environmental footprint, supports data-driven decisions for greener operations and alignment with EU sustainability regulations

BENEFITS

- *ISO 14083:2023 Certified: Audit-ready carbon emission calculations*
- *ESG & Regulatory Compliance: Align with sustainability frameworks (ISO, GHG Protocol, GRI)*
- *End-to-End Coverage: Full integration across all transport modes*
- *ESG & Regulatory Compliance: Align with sustainability frameworks*
- *Transparent & Traceable: Share trusted data with stakeholders*
- *Smarter, Safer Operations: Minimize manual errors and optimize workflows*
- *Actionable Insights: Drive emission-reduction strategies across the supply chain*

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Clients and products

Air Cargo Operators

CargoGate: The Cargo Community System (CCS) platform developed to facilitate the exchange of electronic messages between logistics providers and air cargo carriers.

HandlerGate: The Cargo Management System designed to streamline and optimize collaboration between Airport Ground Handlers and Air Cargo Carriers.

StarTracking 360: The visibility platform offering real-time tracking with multiple carriers, across Airport-to-Airport and Door-to-Door flows.

StartCity: The digital solution developed to facilitate the interaction between freight forwarders and airport cargo digital ecosystems.

4PL: The collaborative digital ecosystem designed to support organizations that manage complex, multi provider logistics networks.

SOME BENEFITS

- **Cargo Gate:** fully paperless air cargo operations, aligned with IATA standards, reducing errors, processing time, and operational costs.
- **Handler Gate:** seamless, standardized airline connectivity, through digital, error-free handling processes aligned with IATA standards.
- **StarTracking 360:** real-time, multi-carrier shipment visibility at door-to-door level, with proactive alerts for fast issue resolution.
- **Start City**: reduction of airport waiting times by streamlining document acceptance and cargo unloading operations.
- **4PL:** unified end-to-end network view , enabling a faster, data-driven and predictive decision-making.

AIR Fast Transfer

SEA MALPENSA

Client and requirements

SEA is the operating company of Milan Malpensa and Linate airports and offers cargo services including air cargo handling, auxiliary services, customs services, road cargo services, and aircraft space reservation services. In 2021, the company handled 743k tons of cargo (over 70% of the Italian total), an increase of 44.6% year-on-year. Growing traffic volumes require increasingly streamlined and faster customs procedures to speed up and reduce waiting times.



Solution

Implementation of a Fast Transfer to apply the customs corridor model already used in the maritime sector. Developing digital integration among chain players, such as Customs and Monopolies Agency (ADM), airport operators, carriers and airlines.

Key project figures

- Decongestion of airport areas
- Reduction of dwell times by cargo in the airport
- Reduction of travel times
- Greater security
- Digitalization of the process

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Clients and products

Freight Forwarders

MasterSPED® is the evolutive platform developed specifically for Freight Forwarders and Customs Operators, integrated with goods tracking systems (also using IoT devices) and with intermodal transport informative systems (air, rail, road, maritime). MasterSPED®, also thanks to its integration with Milos®, allows for a great recovery of efficiency, reduces costs and increases performance, as required by major international importers and exporters. Through a specific connector it also integrates with MasterTRADE, an all-in-one modern, intuitive, scalable and customizable solution.

BENEFITS

- *Advanced import port procedures*
- *International Fast & Secure Trade Lane and integration with Internet of Things*
- *Single Windows (Su.Do.Co)*
- *Intermodal Integration for Multimodal Transport Operator*
- *Port Community System integration with port security, pre-arrival and fast gate*
- *Intermodal Optimisation Simplified export procedures*

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Success Case

Ricolfi & C. S.p.A.

Client and requirements

Ricolfi & C. S.p.A. – Freight Forwarders was established in Naples in 1972 and within logistics in southern Italy it stands as one of the most careful organizations in matching customers' requirements.

The need was to **streamline and accelerate** the **acquisition** and **verification process** for **passive documents** (invoices, etc.) sent via email by foreign suppliers, ensuring timely and accurate accounting registration across all three group branches.



Solution

The solution provides full automation of the passive cycle: documents are collected, analyzed to extract data from PDF to file, and uploaded to **Mastersped®** for accounting registration and automatic "positioning" with the PDF archived for consultation.

Benefits

- 40% reduction in operational time by implementing a single, centralized hub for all document procedures.
- Enhanced control and traceability of passive documents, significantly boosting inter-branch efficiency and management
- Increased efficiency of internal document management
- Manual errors reduced by up to 80%

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Success Case B.I

Iscotrans

Client and requirements

Iscotrans is a global freight forwarder providing sea, air, and land transport, along with logistics and international distribution services. Managing its vast data accurately is crucial for generating reports and enabling quick, effective decision-making.

Iscotrans faced challenges in analyzing profitability by comparing revenues and costs, identifying the most efficient economic networks, recognizing key revenue-generating clients, tracking the number and types of containers, pinpointing major ports of departure and arrival, and calculating the average duration of receivables globally and per customer.



Solution

With **MasterBI®**, a schedule was created to track customer invoices and calculate Days Sales Outstanding (DSO). The tool includes filters (e.g., buyers, returns, traffic lines, containers) that can be cross-referenced, enabling profitability analysis based on selected criteria.

Benefits

- Absolute data integrity and security, integration with ERP data
- Detailed, real-time analysis of the company's economic situation, in terms of the profitability of files
- Real-time monitoring of transport and goods status
- Generation of detailed financial reports, improved data quality and service delivery

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Clients and products

Customs Operators

Through **NEXT Customs,** Circle Group delivers innovative customs technology solutions and services that provide a comprehensive and harmonized view of new legal frameworks and regulatory scenarios (both at the National and EU level), in order to make all supply chain operators interoperable.
Core activities include professional customs training, equipping companies with the knowledge and skills needed for regulatory compliance, digital solutions available in both license and service form (SaaS & PPU).
It also offers support services in managing customs procedures on behalf of third-party companies.

BENEFITS

- *Facilitated access to customs simplifications*
- *Reduction of physical and documentary controls*
- *Ability to request a specific location for control*
- *Reduction in customs port transit and customs clearance time at destination*
- *Reduction in overall transportation costs and time*

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Pilot Projects on Customs Procedures

International Fast & Secure Trade Lane

Tarros & Terminal del Golfo

The Client

Through its Network, Tarros Group is able to offer a personalised service to customers and, since 1828 has based its development on innovation, passion and respect for the territory where Group's companies are established. Thanks to its 610 employees, every day Tarros Group connects the different shores of the Mediterranean, 16 countries, 31 ports and over 450 million people while offering an efficient and modular system at all stages of the transport chain.



Need and requirements

The digitalisation of port and logistic nodes is the key point for the development of a fast and secure multimodal logistic chain: in other words the necessity is that of creating digitalised documental flows, able to allow significative advantages in terms of managed goods, speeding up procedures and boosting traffic.

Solution

The International Fast & Secure Trade Lane pilot project concerns the door-to-door link between the ports of La Spezia and Casablanca in the context of European Project "FENIX - A European Federated Network of Information eXchange in LogistiXStudy". The Project aims to optimise maritime, logistic and transport processes, simplifying and integrating information flows, also thanks to the use of Internet of Things (IOT) and to standardising and digitalising documental flows among the different players involved (using «Notarisation», Document Process Automation and Artificial Intelligence).

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MILOS®
FEDERATIVE ECOSYSTEM

Transport Federative Platform (TFP)

eFTI Platform



Solutions & Services

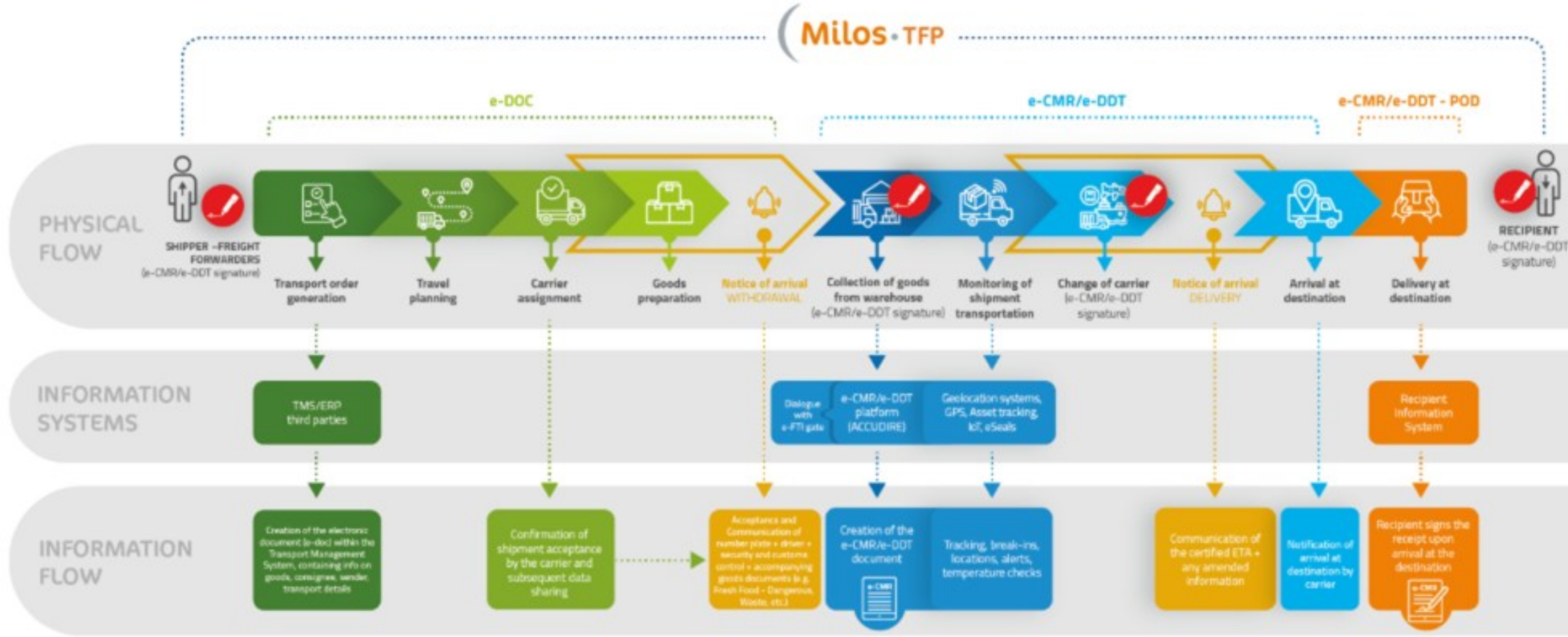
Milos® Transport Federative Platform is an innovative platform designed for the optimization and digitalization of transport and logistics flows. It enables real-time traffic flow tracking and supports dynamic simulations, proving particularly effective in the event of unforeseen events or congestion. The integration with **Milos® Transport Appointment Platform** enables intelligent booking of terminal access time slots by hauliers, thereby improving vehicular flow and allowing for real-time comparison between planning and operations.

BENEFITS

- Enhances efficiency and reduces costs through the management and automation of logistics flows.
- Ensuring Artificial Intelligence (AI) & Digital Twin technology for real-time monitoring and predictive decision support.
- Ensures full compliance with the European eFTI (Electronic Freight Transport Information) regulation and completely digitalization of transport documents (e-CMR, e-DDT), eliminating paper and accelerating processes.
- Federative Interoperability with third platforms: connects and exchanges data in a harmonized way with all stakeholders (ports, interports, terminals).
- Provides a Single (End-to-End) View of the supply chain.
- It is a modular, multi-company, and multi-language solution, highly configurable to adapt to diverse operational contexts.

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Once & Full Digital



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Platforms & Rules

eFTI

The **eFTI platform** is being developed in response to Regulation (EU) 2020/1056 on Electronic Freight Transport Information (eFTI), which aims to make the use of digital data mandatory in freight transport across all Member States by July 9, 2027.
The goal is to create a digital and interoperable ecosystem for the management and exchange of electronic information related to freight transport.

It is interoperable with the **e-CMR platform** and the entire **Milos® ecosystem** to ensure a fully electronic management of document flows among management systems, logistics partners, and control authorities. This enables not only regulatory compliance but also genuine operational efficiency throughout the entire supply chain.

Thanks to its interoperability with **Milos® Transport Federative Platform**, the eFTI Platform enables the exchange of data with Authorities in compliance with the eFTI Regulation, guaranteeing digital **B2A (Business to Administration)** interaction with control authorities.

Circle Group is a key player in various European projects (such as eFTI4LIVE and eFTI4EU and eFTI4ALL and EXITO) for the development and piloting of these platforms together with Administrations / Public Entities and other private actors

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Collaborative Ecosystem

(IT Decree D.L. Infrastrutture 73/2025)

The **9.0 Milos WinWin collaborative ecosystem** addresses the "**DL Infrastrutture"** (Art. 4 DL 73/2025), which mandates a strict 90-minute limit for loading/unloading operations and automatic penalties for delays. Its goal is to create a digital environment that turns this regulatory constraint into an opportunity for predictive logistics management.

Interoperable with Port Community Systems (e.g., APNet, PHM) and Terminal Operating Systems, it ensures **fully electronic management of slot bookings and access**. This guarantees regulatory compliance via KPI monitoring (Tp, Tmed) and operational efficiency, drastically reducing congestion and idle times across the supply chain.

Through integration with On-Board Units (OBU), the system exchanges dynamic ETA data and uses Geofencing for automatic entry/exit certification. This enables transparent governance of "Congestion Fees" and the dematerialization of documents (e-CMR).

Circle Group leads the implementation of this model, as demonstrated by the successful pilot in Italian Ports, validating these scalable solutions with public authorities and private operators

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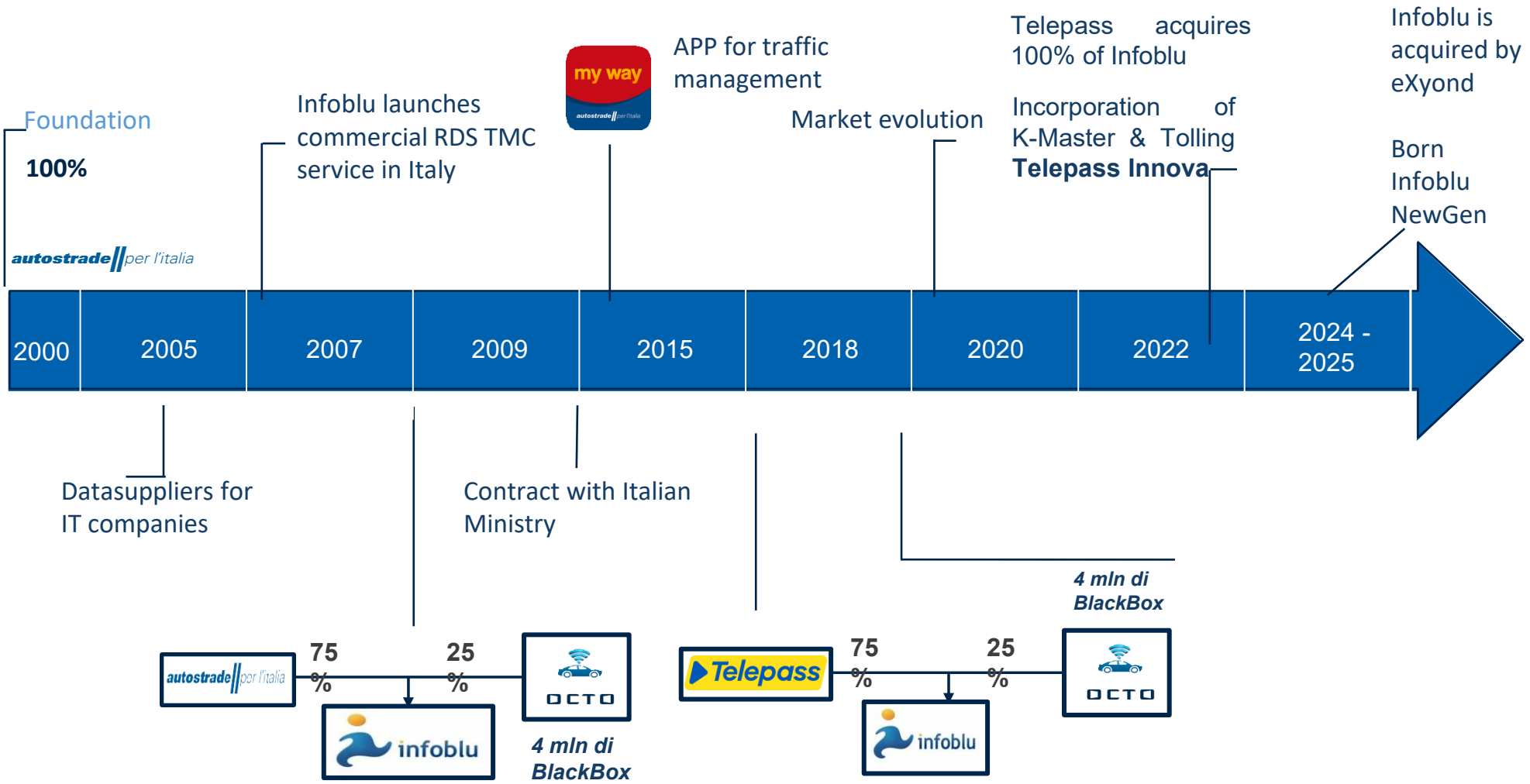
INFOMOBILITY

Public Administration

Road network operators

International data providers

Executive summary - Key Milestone



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A single data ecosystem



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Traffic flows and logistics

Using Floating Truck Data we can provide realtime status of the freight traffic and big data analytics on freight flows for a logistic and transport node.
All services are natively integrated with Circle Group products.
Milos is about vehicle and cargos, Traffic Live and Edge are about overall flows

Infoblu newGEN

Milos · Intelligence

WHO WE SERVE

- Port
- Terminals
- Logistic Node
- Intermodal nodes

Traffic Live

Real-time traffic information: traffic conditions, alerts, and contextual information (roadwork, events).

Traffic Edge

Historical analyses: origin-destination matrices, isochronous curves, route service levels.

Specialized API

Dedicated services to integrate mobility data into customers' systems and processes.

Innovation Consultancy

Specialised services to support mobility and logistics innovation , and, through the Circle Group, access to European funding.

EVERY DAY ON ITALY'S ROAD NETWORK

2 bln
Processed FCD data points, including data from ~100,000 heavy-duty vehicles

220,000 km
of roads monitored throughout the country

~400,000
speed data for 500-meter segments every 3 minutes

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Circle Group



EUROPEAN AFFAIRS CONSULTANCY

EU Funding Accelerator

Strategic Communication and Advocacy

Digitalisation & New Methods for Change

One single partner for innovating and transforming your business

magellan circle

European Affairs Consultancy of Circle Group

From EU funding and policy to communication and digital transformation: one partner along the whole innovation cycle

1 EU Funding Accelerator

Funding strategy & call scouting
Funding plan for investments, call alerts

Partner search & consortium building
Partners from a network of >5,000 contacts

Feasibility studies & cost-benefit analysis
Feasibility, CBA and socio-economic analysis required by calls (e.g. CEF)

Proposal writing & submission
Narrative, budget, admin forms

Grant & project management
Grant agreement, reporting, coordination

European Defence Fund · Horizon Europe · CEF · Innovation Fund · LIFE · Interreg

2 Strategic Communication & Advocacy

EU advocacy & policy monitoring
Policy watch, relations with EU institutions

Communication strategy & brand
Plan with KPIs, visual identity, digital presence

Stakeholder engagement & events
Communities, events, webinars, trainings

Digital communication, multimedia & press
Social media, newsletters, videos, podcasts, press

Dissemination, exploitation & impact
Exploitation plans, business models, impact KPIs; communication lead in >20 EU-funded projects

EU Institutions · Associations · Networks · Industry · Media · Citizens

3 Digitalisation & New Methods for Change

Smart implementation of EU IT regulations
eFTI and EMSWe roadmaps, capacity building

Risk & resilience assessment
Climate, security and CER / NIS2 gap check

Climate & Earth-observation intelligence
Satellite risk layers and scenarios to 2100

Sensing, security & decision support
IoT sensors, port-security platforms, digital twins

From pilot to scale
Pilot with measured KPIs, then funded roll-out

Critical Infrastructure Resilience · Earth Observation · AI · IoT · Digital Twin

>50 EU-funded projects since 2019 | **2/3** proposal success rate | **>5,000** profiled stakeholders | **>100** clients

SECTORS Transport, Mobility & Logistics · Ports, Maritime & Blue Economy · Environment, Industry & Circular Economy · Cities, Regions & Public Administration · Dual Use & Security

Circle Group

An engine for Circle IT innovation and international growth

Magellan Circle brings EU policy, funding and networks into the Group: it opens new markets, anticipates regulation and turns EU co-funded projects into labs for our IT solutions.

1 Opening new markets

Projects in 30+ countries
in Europe and beyond, with long-term international relations

New markets for the Group
EU and international projects open the way to new markets for Circle solutions

C4AG pillar 1 · Geographical growth

2 Anticipating the market

Consultancy to the European Commission on eFTI
the new EU framework for electronic freight transport information (Reg. (EU) 2020/1056)

Regulatory know-how inside the products
feeding the Group e-CMR & eFTI platform Milos® TFP

C4AG driver · Compliance with EU regulation

3 Co-funded innovation labs

FENIX, FEDeRATED, IRAIL, E-BRIDGE & eFTI4EU, eFTI4All, eFTI4Live, EXITO
where we develop and validate innovative IT with partners and authorities across Europe

Lower R&D cost
EU co-funding supports R&D and piloting of Group products

C4AG pillar 6 · Budgetary margin growth

EU policy & regulation → **Co-funded pilots** → **Circle proprietary products** → **International roll-out**

€ 1.7 mln	30+	>50	> € 2 mln
European Affairs Consultancy value of production, H1 2026 (10% of Group)	countries with EU and international projects	EU-funded projects since 2019	Group EU co-funded R&D and product piloting 2026-2028 (avg. 50% co-funding)

Success Case

A selection of projects we have led during the last few years

e-FTI consultancy

In our consultant role, we support the development of implementation specifications for the EU Regulation 2020/1056 on electronic freight transport information (eFTI). Circle supports the European Commission with expertise in project management, data management, ICT & Transport knowledge.

EEA (European Environment Agency)

Direct assignment to conduct a strategic study aimed at improving the circularity of bio-based and biodegradable waste in Europe, in line with the EU Green Deal.



EMS consultancy

Since 2016 we are the leading consultant entity supporting the European Coordinator for the former Motorways of the Sea, now European Maritime Space (according to Regulation (EU) 2024/1679) in the definition of the Detailed Implementation Plan for EMS, setting future policy guidelines for maritime activities within the European Transport Network

CLARION: A major collaborative project (Horizon Europe program, budget approx. €6.9 million) aimed at improving the resilience and sustainability of European ports against climate change. Magellan Circle coordinates the Work Package dedicated to market impact exploitation.

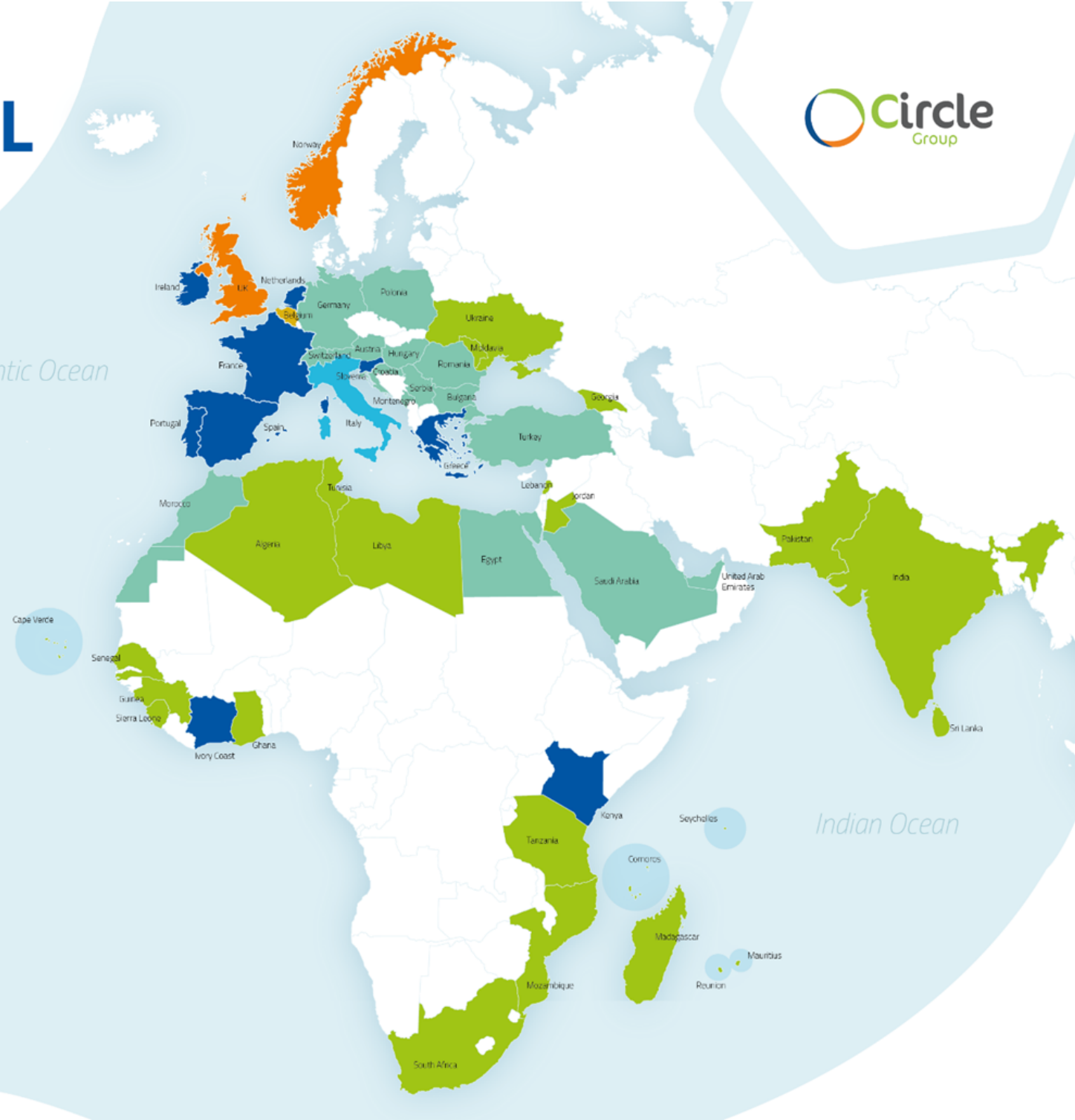
Active participation in sustainability and tech networks such as Waste2biocomp, Renew, Seaenergy, and TULIP (optimizing port terminals through AI and IoT).

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INTERNATIONAL CONSULTANCY

Main Success Cases

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



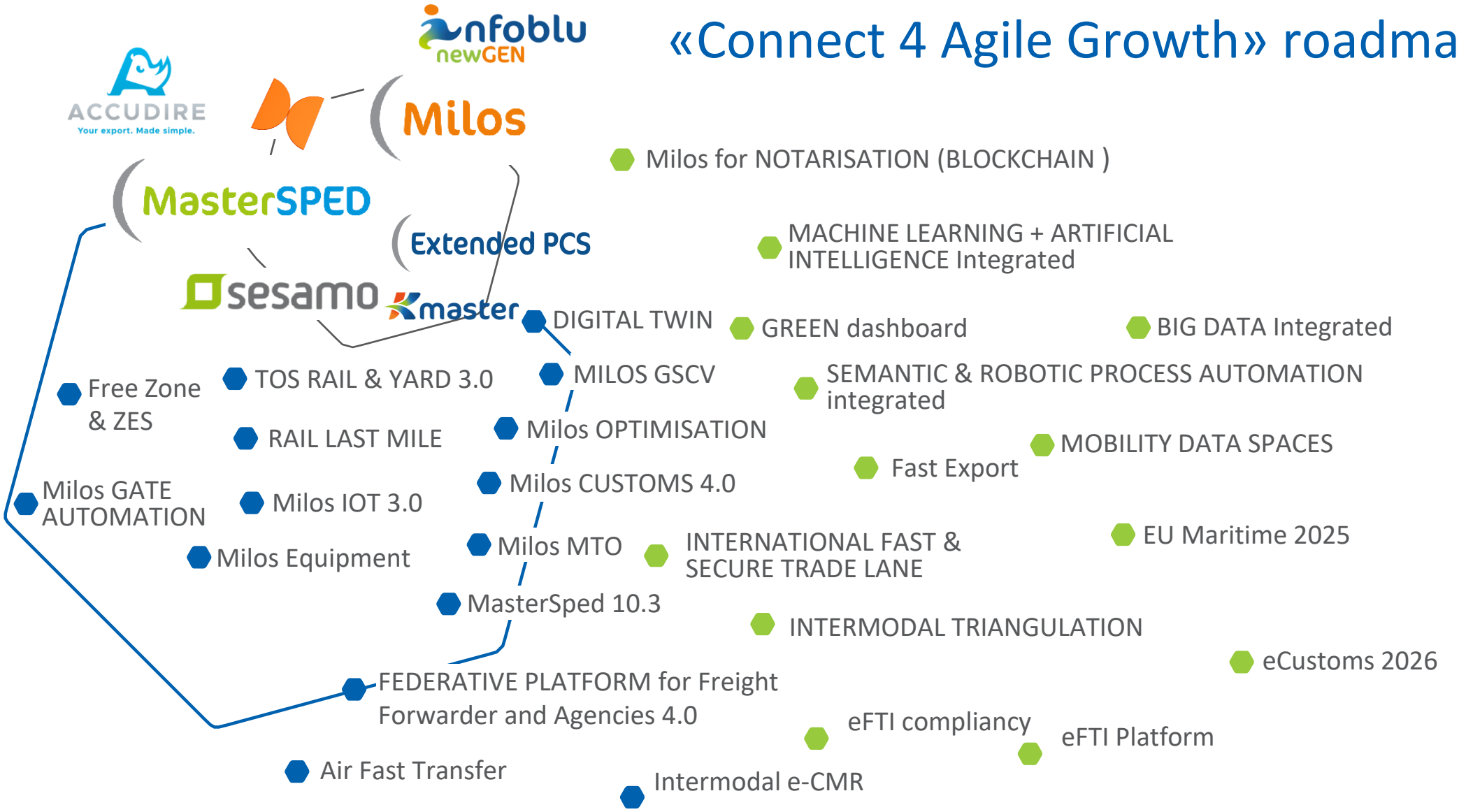
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VISION FOR THE FUTURE

Product evolution

«Connect 4 Agile Growth» roadmap



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Services evolution

«Connect 4 Agile Growth» roadmap



Defense Fund

Midsize enterprise

ESG investments

Mission oceans

International Tender

Military mobility CEF 3

Innovation fund

Environment & Circular Economy

Mobility data spacess

New formats & Segments

Hydrogen partnerships & alliances

Mission clima

Extension of geographical coverage

Energy communities

Blue economy

Textile

Artificial Intelligence

Off shore winf

+150% Project Value

2025 — *2028*

EU Funding Accelerator

EU Projects

International Consultancy

Strategic Communication & Advocacy

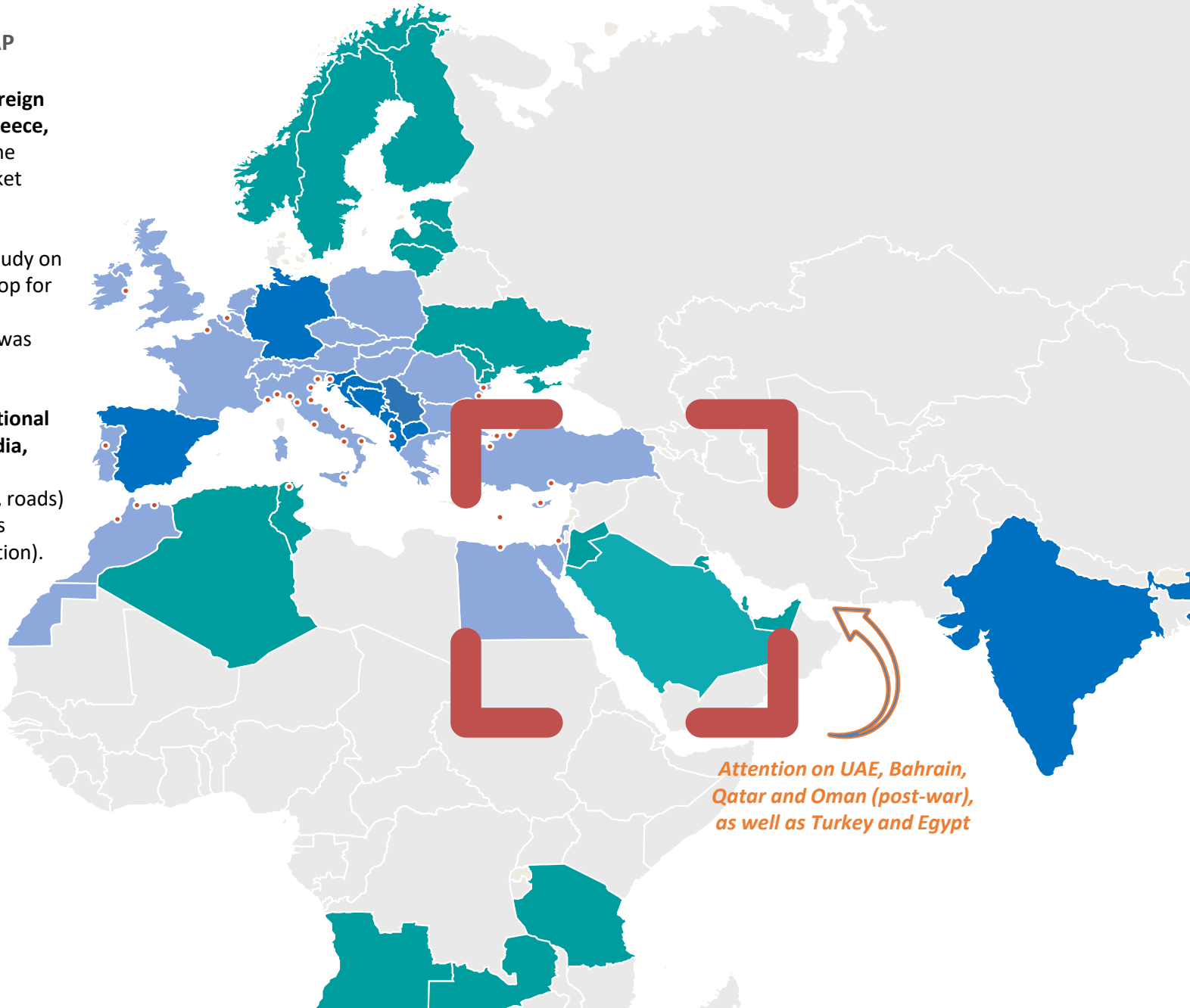
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2029 Geographical Expansion

International Activities & Projects

«CONNECT 4 AGILE GROWTH» ROADMAP

- Development of a presence in some chosen **foreign markets (Balkans, Morocco, Turkey, Egypt, Greece, Central Europe, Middle East)** comparable to the distinctive one that we have in the Italian market
- Thanks to a tender launched by the European Maritime Safety Agency (EMSA), a feasibility study on the development of the One Stop Maritime Shop for the neighbouring countries **Algeria, Jordan, Palestine, Tunisia, Moldova, Turkey, Ukraine** was carried out;
- Building **relationships and developing international cooperation** with **Gulf and Middle Eastern, India, African Country** countries planning to invest in infrastructure, in the transport (airports, ports, roads) and energy (oil, gas, renewable energy) sectors (considering also consequences of actual situation).



Ongoing projects

Preliminary project proposals and lead generation activities (2026-2027)

Countries for future developments (2028-2029)

Clients/Projects ports

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Top clients



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Circle Group

