



PRESS RELEASE

CIRCLE AND MAPS ANNOUNCE ALLIANCE IN THE INTERMODAL LOGISTICS SECTOR FOR A NEW INTEGRATED SOLUTION OF DIGITALIZATION AND ARTIFICIAL INTELLIGENCE

Genoa, January 27, 2020

Circle S.p.A, innovative SME listed on the AIM Italia market specialized in process analysis and development of automation and digitalisation solutions for the port sector and intermodal logistics, and **MAPS** SpA, Innovative SME listed on AIM Italia active in the digital transformation sector, announce an *Alliance* aimed at strengthening the innovative offer in the field of Artificial Intelligence and the digitalisation of the multimodal logistics chain.

The agreement between the two companies represents a crucial step for a sector - that of intermodal logistics - which needs a significant technological evolution, linked to the progressive digitalisation of transport and tracking systems.

The collaboration between the two companies provides for an articulated roadmap which will begin with the creation of a support system for an optimized management of the multimodal logistics chain, based on economic parameters. The synergies of the partnership are mainly identifiable in Multimodal Transport Operators (MTOs), Freight Forwarders and Logistics Operators who need a better selection system, with the aim of increasing efficiency, savings and performance.

MAPS will provide a technology called **SmartAggregator®**, which is the result of long experience in the field of *Real Time Data Analysis, Operational Intelligence* and in the constant evolution in the field of *Decision Support Systems*. On the other hand, Circle makes available its expertise in the field of digitalisation of the Supply Chain and intermodal logistics through **MILOS®** suite, which contains the developments related to *IoT, Custom Management and Big Data Management*.

Milos®, the platform of Circle, provides for the implementation of digital and automated procedures, both logistic and customs, between all the actors involved in the international supply chain. Dedicated connectors allow you to monitor goods and take advantage of simplified international customs procedures by interacting with the private and public information systems of the parties involved in the intermodal logistics process.



SmartAggregator® the product of MAPS, supports decision-making processes by analyzing large quantities of information in real time. Use artificial intelligence techniques to extract valuable information useful for strategic and operational decisions.

The solution integrated by Circle and MAPS will therefore make the transport needs of *MTOs, Freight Forwarders and Shippers* more efficient, both from an economic point of view and on the theme of environmental sustainability, reducing time and costs to a minimum.

A first possible application of the integrated solution sees the use in the European project "FENIX - A European Federated Network of Information eXchange in LogistiX-Study", (Press Release July 1st, 2019) currently underway, with a contribution attributed to Circle equal to Euro 1.3 million, specifically relating to the development of the pilot of the "International Fast & Secure Trade Lane"

Luca Abatello, CEO of **Circle**: "We are extremely satisfied with this collaboration with Maps which extends the range of solutions offered in the *supply chain* sector by integrating digitization, Big Data and Artificial Intelligence, and setting up a strategic collaboration with an innovative and listed company to AIM like us "

Marco Ciscato, President of **MAPS**: "We are very satisfied with this partnership with Circle, a very successful player in the digitalization of multimodal logistics. We are convinced that the consequences of this collaboration will be very positive for both companies and for the market, which will be able to count on an innovative offer to the advantage of the efficiency of the production chain and the environment. "

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CIRCLE

Established in Genoa in June 2012, **Circle S.p.A.** is a company with distinctive vertical skills in the port sector and intermodal logistics specialized in consulting and in the development of **products for automation and for the Supply Chain digitalization**. The acquisition, at the end of 2017, of 51% of Info.era guaranteed the strengthening of the related **Milos®** and **Sinfomar®** software products, focused on the intermodal logistics sector, inland terminals and port terminals, ports (Port Community System of the Port of Trieste, in example), as well as to MTOs and maritime agencies. During 2019 Circle is further strengthening the solutions portfolio, in the IOT, Optimization, Digital Twin, Big Data, Process Automation sectors and, in July 2019, Circle has acquired 100% of Progetto Adele, a software house specialized in the development of vertical software systems on the Supply Chain with the two **Master SPED** and **Master TRADE** solutions, respectively dedicated to shipping and logistics, and commerce and industry. Furthermore, through the Connecting EU Business Unit, Circle supports Public Entities and Companies by identifying their positioning at European level (**EU Branding**) and funding opportunities (**Project Anticipation**). From October 26th, 2018 Circle is listed on the AIM Italia market of Borsa Italiana (alphanumeric code: CIRC; ISIN code for ordinary shares: IT. 0005344996). Circle is an Innovative SME.

MAPS GROUP

Founded in 2002, MAPS is an innovative SME active in the digital transformation sector. Based in Parma and 170 employees, it produces and distributes software for the analysis of big data that allows client companies to manage and analyze large quantities of data and information, helping them in taking their strategic and operational decisions and in defining new business models. It operates in a context characterized by high growth potential: the world market for digital transformation technologies reached the size of 1,300 billion dollars in 2018; in 2020 a market of 2.100 billion dollars is estimated (CAGR 2018-2020 equal to about + 20%).

MAPS operates through 3 business units (Large Enterprise, Healthcare Industry, Gzoom) and has a portfolio of over 180 highly loyal customers belonging to different sectors: Services, Healthcare, Industry and PPAA. Through the Patient Journey offer line, it positions itself as a leader in the field of patient reception in healthcare facilities, overseeing the market with over 600 installations, which manage a population of over 17 million patients nationwide. The Group constantly invests in R&D: in the last 5 years, it has allocated a total of € 3.5 million to innovation. The Research & Solutions division, established in 2016, includes 12 highly qualified resources and is responsible for identifying market information needs and developing ad hoc software for customers.

The Group closes 2018 with a consolidated production value of Euro 17.6 million and an EBITDA of Euro 3.6 million (EBITDA margin of 21%). In the past 5 years MAPS has doubled its revenues and increased EBITDA by ten. The company is characterized by high levels of recurring revenues and cash conversion. The organic growth of the Group was accompanied by an important M&A activity, with the acquisition of IG Consulting (2011) and Artexe (2018).

ISIN ordinary shares: IT000536433 - ISIN "Warrant Maps S.p.A. 2019-2024 ": IT0005364325

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