



JOINT PRESS RELEASE

CIRCLE & MAPS: STARTS THE PILOT PROJECT FOR MULTIMODAL OPTIZATION WITHIN THE FRAMEWORK OF FENIX

Genoa, March 25th, 2021

Circle S.p.A., (“**Circle**” or the “**Company**”), company heading the homonymous Group specialized in the analysis and development of automation and digitalization solutions for port and intermodal logistics sectors, listed on the AIM Italia market organized and managed by Borsa Italiana, reports the start of the cooperation with **Maps** S.p.A., Innovative SME listed on AIM Italia active in the *digital transformation* sector, within the framework of pilot projects related to International Fast & Secure Trade Lane of **European project FENIX - A European Federated Network of Information eXchange in LogistiXStudy**.

As announced in January 2020, (*see press release dated January 2020, 27th*), the strategic alliance between Circle and Maps has a perfect fit due to the complementarity of their solutions.

These solutions are **Milos®** by Circle, and Maps’ **Data Platform** which utilizes **Artificial Intelligence** for real-time analysis of large amounts of data to optimize strategic and operational processes.

The main purpose of this partnership is to strengthen the joint proposal by offering Artificial Intelligence and digitalization services of the multimodal chain. Additionally, it aims at sustaining Multimodal Transport Operators (MTOs), Freight Forwarders and Logistics Operators with a suite that enables them to select the best transport modes depending on several parameters like efficiency, availability of suppliers, qualitative requirements, savings, performance, and environmental sustainability.

This solution takes place within the framework of European project FENIX - *A European Federated Network of Information eXchange in LogistiXStudy*, for which Circle has obtained a contribution of EUR 1.3 million, through a new pilot project involving two of the major Italian MTOs.

This project represents for the two companies a solid test stage for their integrated approach and use of innovative technologies.

Luca Abatello, President & CEO at **Circle** said: “*We are extremely pleased that this pilot arrives at time of field verification with two important MTOs partners. Also, we are proud that this step takes place by strengthening our cooperation with Maps, with which we share the vision of an*



increasingly digital supply chain and the use of Artificial Intelligence and optimization tools that give to logistic operators the opportunity to save costs and deliver innovative services”.

Marco Ciscato, President at **Maps** commented: *“Our mission is to extract value from data to help companies empowering their full potential. That's why we believe that supporting Circle in innovating the logistics system can lead to meaningful processes' performance improvement with positive impacts on the environment and cost reduction.”.*

CIRCLE

*Established in Genoa in June 2012, **Circle S.p.A.** is the Innovative SME heading **CIRCLE Group**, specialized in the analysis and development of **innovation and digitalization solutions for the port and intermodal logistics sectors.***

*Besides Circle, belong to the Group software houses **Info.era** and **Progetto Adele**, purchased respectively at the end of 2017 and in July 2019.*

*Synergies between Circle, Info.era and Progetto Adele allowed the Group to expand the portfolio of solutions offered in the fields of IoT, Optimisation, Digital Twin, Big Data and Process Automation, and to strengthen its software products: **Milos®** - the suite for all players of intermodal logistics such as inland terminals, port terminals, ports, MTOs and shipping agencies -, **Sinfomar** - Port Community System -, **Master SPED®** and **Master TRADE®** solutions - respectively dedicated to shipping and logistics, and to commerce and industry.*

*Lastly, with **Circle Connecting EU**, Circle supports Public Entities and Companies by identifying their positioning at European level (**EU Branding**) and funding opportunities (**Project Anticipation**). The joint venture agreement, announced on November 30th, 2020 with **Magellan**, Portuguese entity delivering advocacy services towards the European Institutions, will enable Circle to expand its international geography in the Iberian Peninsula, strengthen its presence in Brussels and take maximum advantages from opportunities related to **Next Generation EU Recovery Fund**.*

*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**).*

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MAPS GROUP

*Founded in 2002, **MAPS** (**MAPS:IM**; **IT0005364333**), is an Innovative SME active in the digital transformation sector. Headquartered in Parma, with about 200 employees, **MAPS** produces and distributes software for big data analysis that allows customers to manage and analyze large amounts of data and information, helping them*



in making strategic and operational decisions and in defining new business models. It operates in a context characterised by high growth potential: the global market for digital transformation technologies reached a size of \$1.1 trillion in 2018; in 2020, a market of \$1.6 trillion is estimated (CAGR 2018-2020 of approximately +20%). MAPS operates through 3 business units (Large Enterprise, Healthcare Industry, Gzoom) and has a portfolio of over 220 highly loyal Clients belonging to different markets: Telco, Utilities, Healthcare, Retail, Industry and PPAA.

Through the Patient Journey product line, it is positioned as a leader in the patient reception sector in healthcare facilities, with over 1,300 installations on the market, managing the access paths of more than 20 million patients nationwide. The Group constantly invests in R&D. The Research & Solutions division, set up in 2016, is responsible for identifying market needs and developing software solutions.

The Group closes 2019 with consolidated revenue of Euro 17 million and EBITDA of Euro 3.8 million (EBITDA margin of 22%). In the last five years, MAPS has doubled its revenues and quintupled its EBITDA. The company is characterised by high levels of recurring revenues and cash conversion. The Group's organic growth has been accompanied by significant M&A activity, with the acquisitions of IG Consulting (2011), Artexe (2018), Royalty (2019) and SCS Computers (2020).

For further information

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