



***Oltre il Data Entry,
verso le nuove
frontiere della Dogana***

**Dematerializzazione, Digitalizzazione
ed Integrazione con la Supply Chain**

30-01-2025

**Luca Abatello – Circle Group President & CEO
Gabriele Bodini – Next Customs**

Empowering Global Supply Chains through seamless Dematerialization & Visibility: Interoperability, Sustainability & Pioneering Innovative Customs Services for a Smarter, Greener, Agile Logistics Network





Dematerialisation e-CMR / eFTI

Opportunities arising from European and Italian regulations

- **21th August 2024 – eFTI comes into force in Europe**

*From August 2024, EU member states must accept the receipt of transport information in an EU-harmonized electronic format (Regulation 1056/2020) and will soon be an obligation for Economic Operators. **This means that early adoption of tools for logistics digitization will ensure a first-mover advantage over competitors.***

- **26th September 2024 – entry into force of e-CMR in Italy**

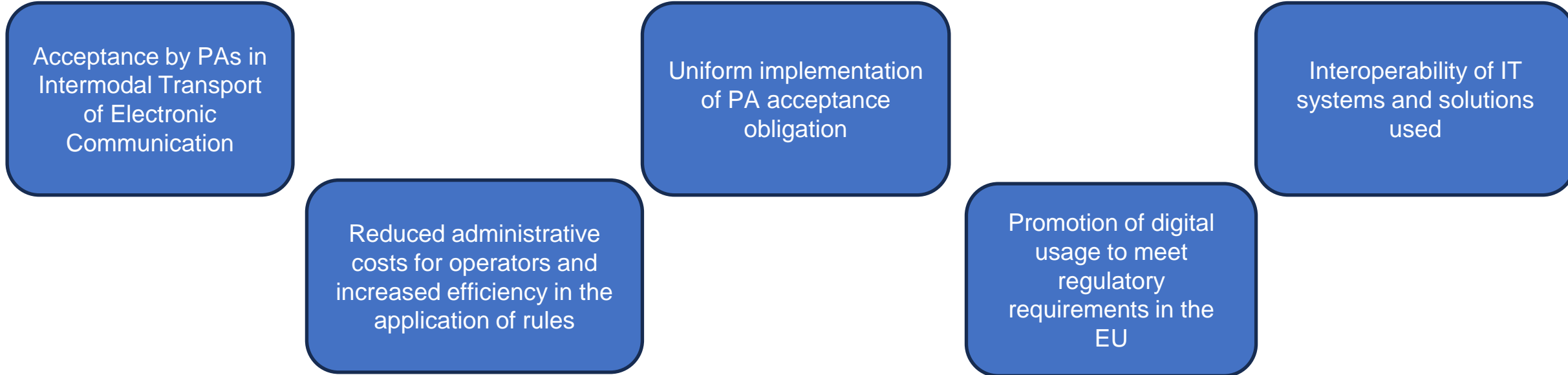
*Official Gazette No. 73 of 27 March 2024 officially announces the accession of the Italian Republic to the Additional Protocol to the Convention on the Contract for the International Carriage of Goods by Road (**e-CMR**) concerning the electronic consignment note.*

- **EU Roadmap & Mandatory Deadlines**

The “Non-Financial Reporting Directive” will come into force from 2024 and within a few years will be mandatory for all companies operating in the European Union. For this reason, it is essential to adopt appropriate measures to calculate emissions in order to be able to declare correct and verifiable data in the Sustainability Report. Deadlines are as follows:

- ◆ *From 1 January 2024 for those companies already subject (listed) to the “Non-Financial Reporting Directive”, publishing in 2025.*
- ◆ *From 1 January 2025 for big companies not yet subject to the Non-Financial Reporting Directive (companies with at least two of the following size limits: + 250 employees, EUR 40 million net revenue, EUR 20 million balance sheet assets), publishing in 2026.*
- ◆ *From 1 January 2026 for SMEs and other listed companies, publishing in 2027.*
- ◆ *SMEs may choose to postpone to 2028.*

Objectives and Obligations



Operators when deciding to make information available electronically must:

- make use of data **processed on a certified e-FTI platform**;
- issue data in readable format via an **authenticated and protected connection**.

Competent Authorities when retrieving information in electronic format must:

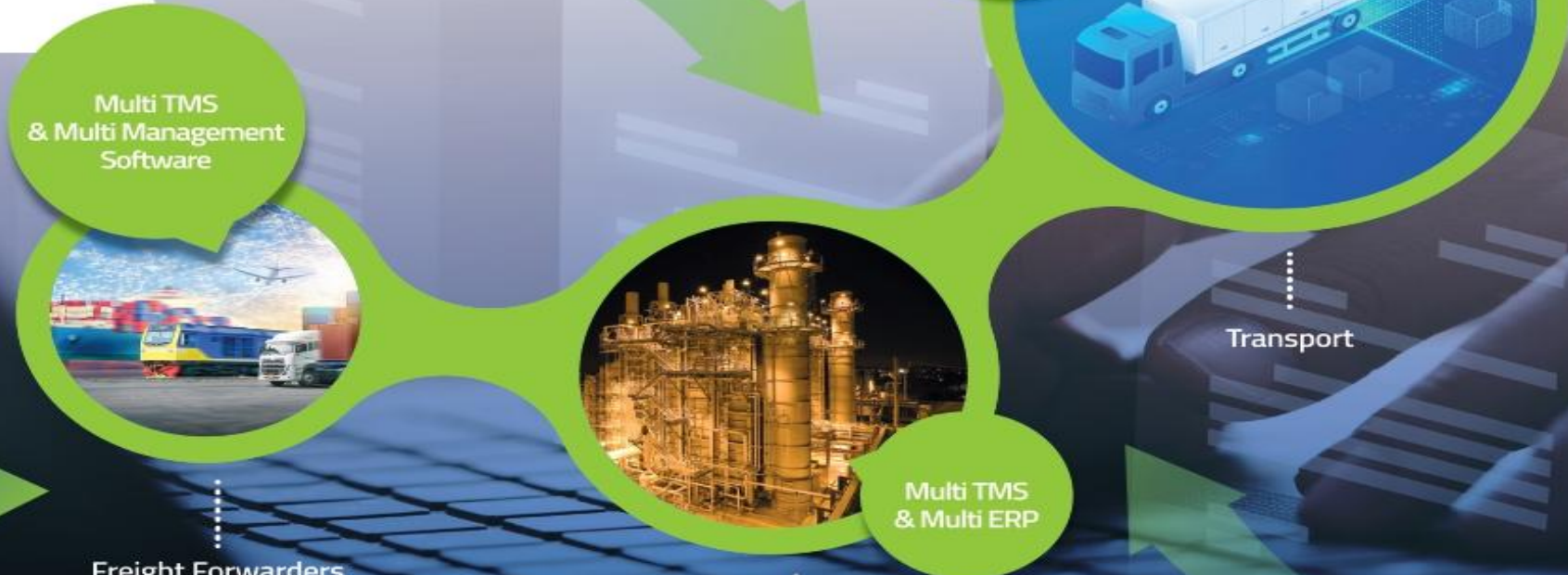
- **accept the regulatory information**
- be able to access and process **e-FTI data electronically**
- provide official validation, keep commercial information confidential and ensure that it can only be accessed and processed with prior authorization

e-CMR in the World

- CMR printed on paper
- e-CMR (Digital CMR)



**ITALY –
entered into force
26.09.2024**



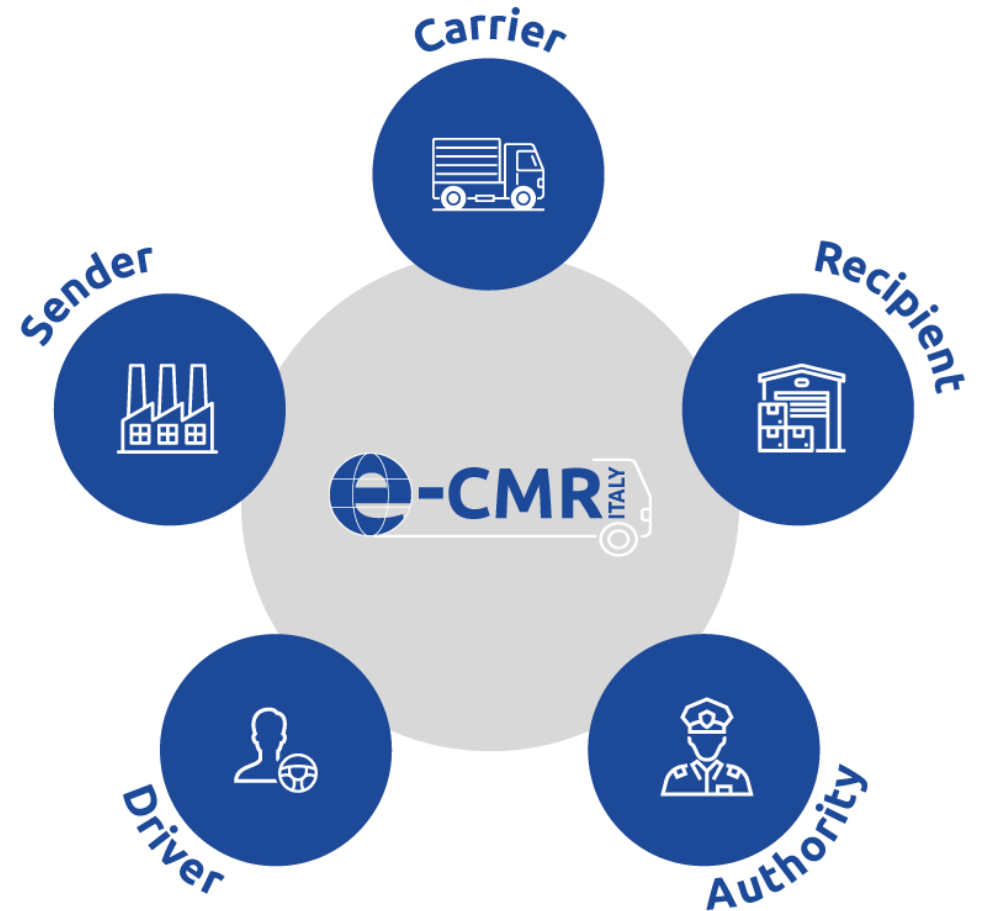
Freight Forwarders

Industry

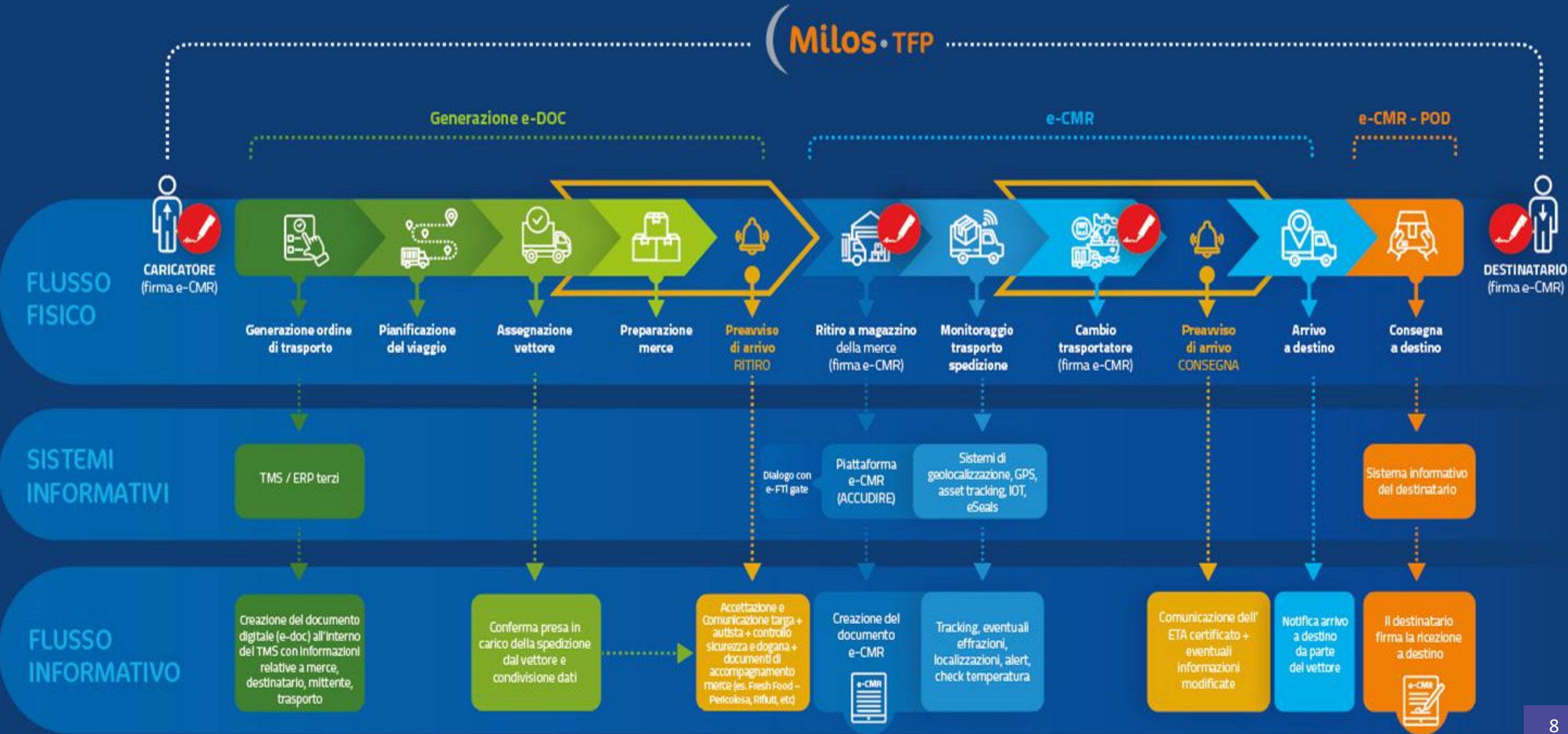
Transport

e-CMR: benefits and actors involved

- ✓ Improved supply chain quality
- ✓ Increased efficiency and visibility of the route
- ✓ Limiting the potential for human error
- ✓ Greater speed in information exchange:
 - ✓ Simplification and reduction of data access and recovery times
 - ✓ Rapid response in case of checks by the competent authorities
 - ✓ Faster invoicing thanks to real-time proof of delivery
- ✓ Reduction of environmental impact:
 - ✓ elimination of paper
 - ✓ minimization of storage needs
- ✓ Possibility of using multilingual platforms for international transport



Synergies for the Logistics of the Future: the declination of e-CMR in Federated Services



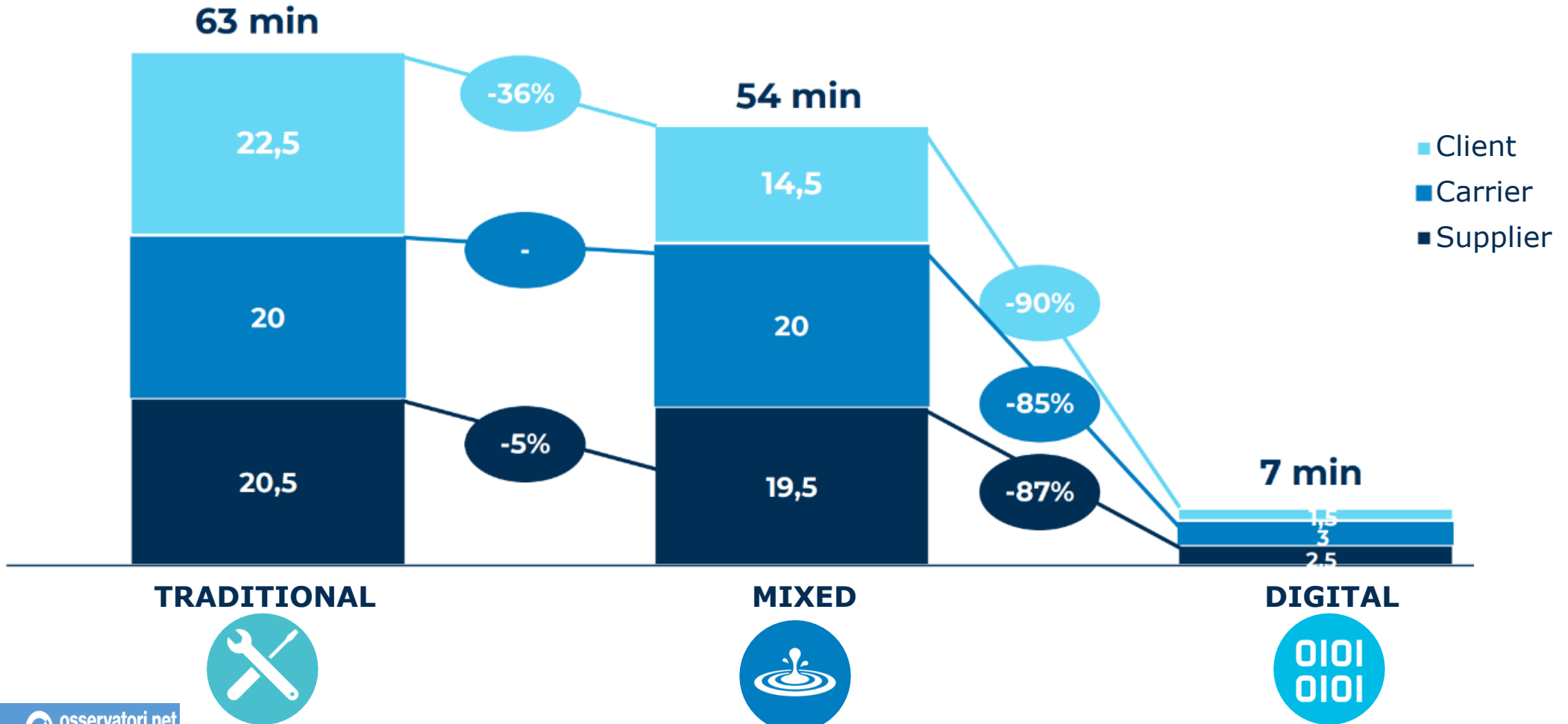
| OPERATION | ACTIVITY | Paper CMR | e-CMR |
|----------------|--|------------------|--------------------|
| | | Time (min) / CMR | Time (min) / e-CMR |
| Output | Printing of the document | 3,3 | 0,0 |
| | Delivery to the carrier | 5,8 | 1,0 |
| Use | Acceptance (data verification, observations/notes and signature) | 4,0 | 3,5 |
| | Checks during the journey | 7,5 | 3,5 |
| | Acceptance (data verification, observations/notes and signature) | 3,8 | 3,8 |
| | Return of copy signed by the three parties | 4,7 | 2,7 |
| Administration | Management during the document life cycle | 5,0 | 4,0 |
| | Storage | 3,8 | 0,8 |
| | Document recovery in case of controls (in the company) | 12,5 | 1,3 |
| TOTAL | | 50,3 | 20,6 |

*Source UnionCamere

-60%

Digital Documents: the Paperless Future between Benefits & Savings

Standard cycle time savings per actor



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

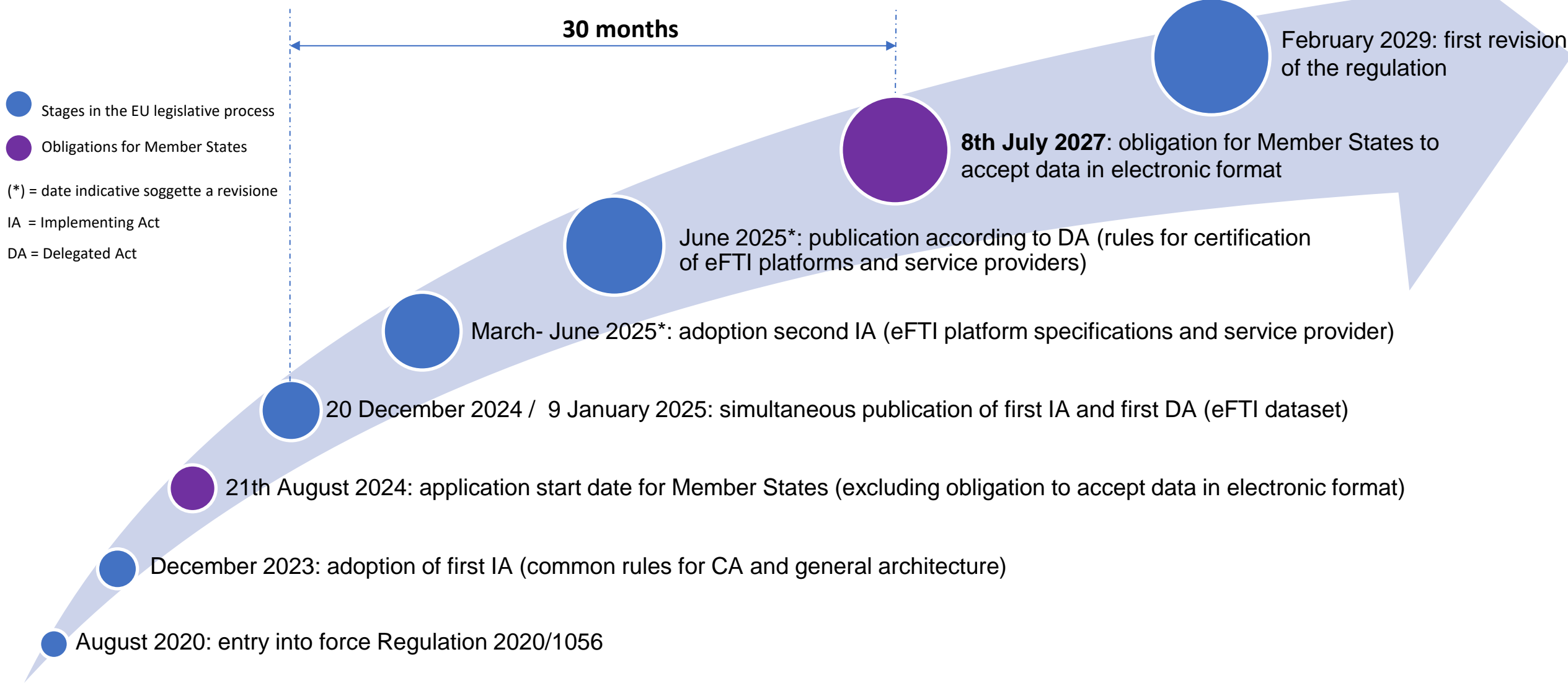


Information digitisation: improving operational efficiency and reducing administrative costs

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.



Use case for multimodal transport

The project aims to simplify and digitalize logistics in Italy through the use of e-FTI and the implementation of the National Logistics Platform (PLN). The use case will allow you to monitor goods in transit across multiple logistics segments (e.g. sea - rail - road).

Output:

- Improve the overall efficiency of logistics processes.
- Development of interoperability between the IT systems of the P.A. involved: more effective controls and sharing of information between the various authorities in charge.
- Expansion of PLN functionality

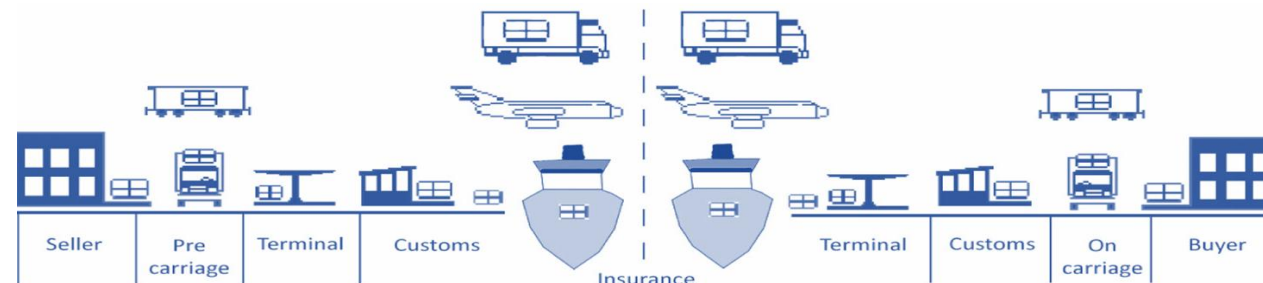
Crossborder pilot including e-CMR

The use case aims to evaluate the effectiveness of e-FTI in improving roadside controls in Europe for the transport of goods between EU countries by truck. The checks will also be carried out via e-CMR.

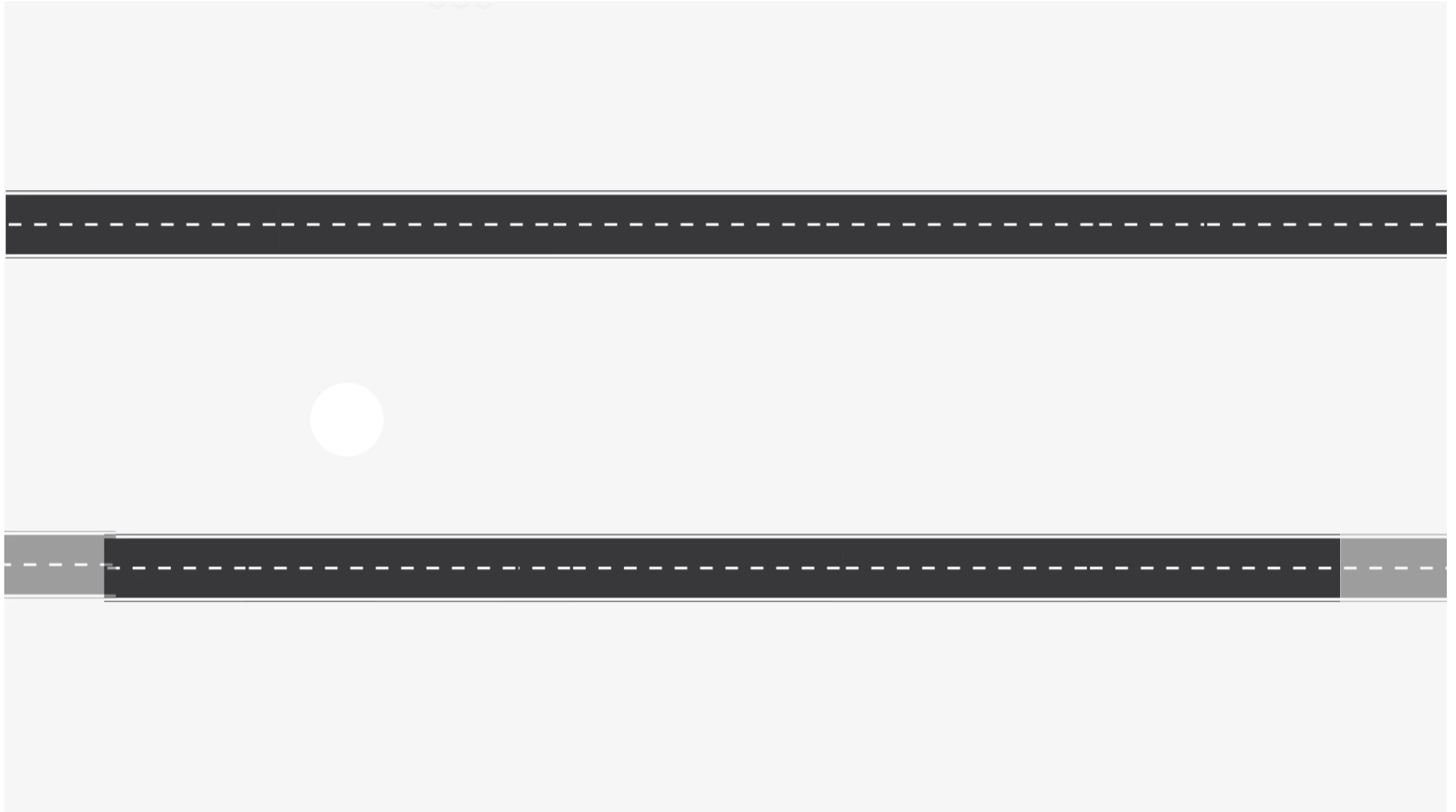
The flow of goods will be monitored from Italy to Austria and vice versa.

Output:

- Evaluate the use of e-FTI both for the transport of goods between EU countries and for the preparation of the same tools in a B2B perspective (thanks to e-CMR).



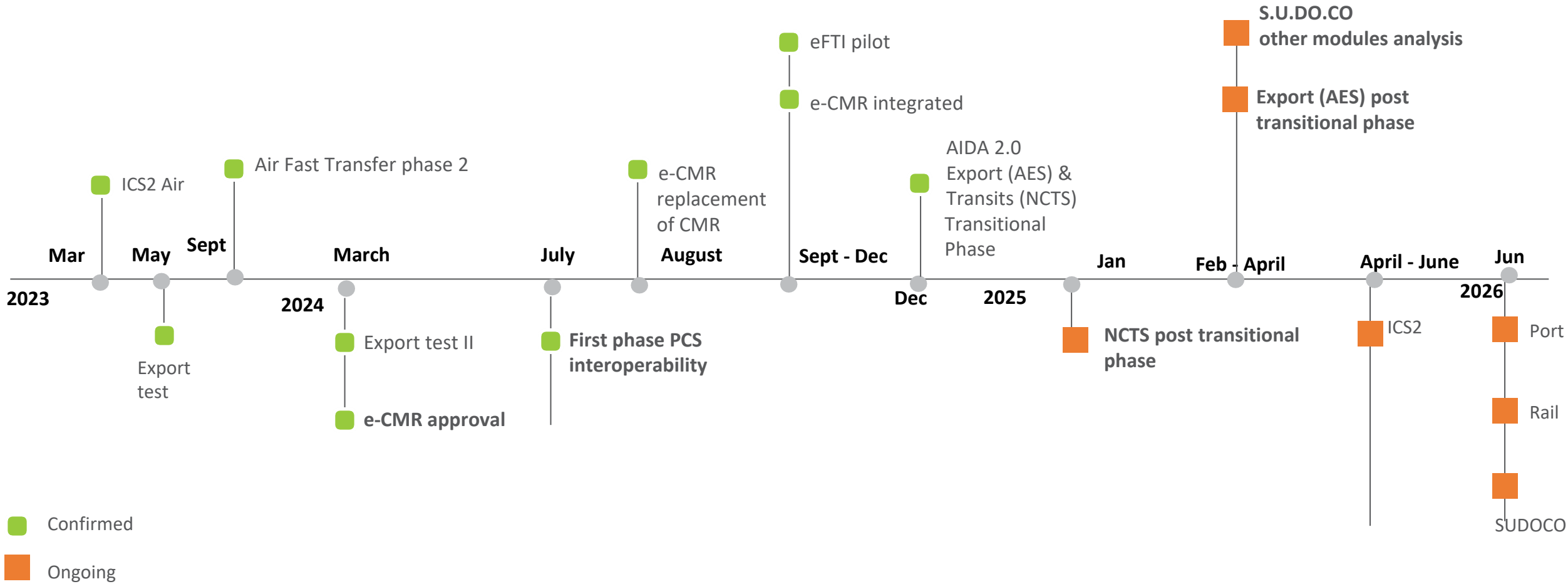
Crossborder pilot including e-CMR + flusso export



A large white number "2" centered within a white circular outline, set against a green background.A large white arrow pointing to the right, containing the text.

**Customs Innovative Services:
Focus export and pilot
projects together with
ACCUDIRE**

2025-2026 Draft Customs Roadmap – waiting formal one



Dematerialization associated with e-CMR:

eliminating paper documentation for the international transport of goods, faster, more efficient and safer management, positive impact on the speed of logistics operations and the reduction of human errors.



Digital Customs:

customs procedures are increasingly integrated with digital tools, facilitating the management of export practices. It reduces waiting times, simplifies declaration and control operations, and improves the traceability of goods in real time.



e-CMR as Proof of Delivery:

e-CMR also acts as a "digital proof of delivery", certifying the delivery of the goods, improving transparency along the entire supply chain.



Proof of Export:

thanks to integration with digital systems, proof of export can be managed more smoothly and securely. This facilitates verification by the authorities and speeds up tax refund processes, simplifying the required documentation.



VAT Tax Management:

digital innovations allow for more efficient and accurate management of **VAT taxes** linked to exports. By automating processes, you can more quickly verify the eligibility of business operations for VAT exemption, improving regulatory compliance.



Excise Duty Management:

through integrated technological solutions, companies can monitor and manage the payment of excise duties in a more fluid and transparent way





Starting December 2nd, Italian companies must comply with stricter rules for **submitting customs declarations for goods export and transit**. The Customs and Monopolies Agency has mandated the adoption of new electronic methods aligned with European standards. Key deadlines from the European Commission include:

- **Electronic transit declaration:** mandatory from January 21, 2025.
- **Transnational component of the export declaration:** mandatory from February 11, 2025

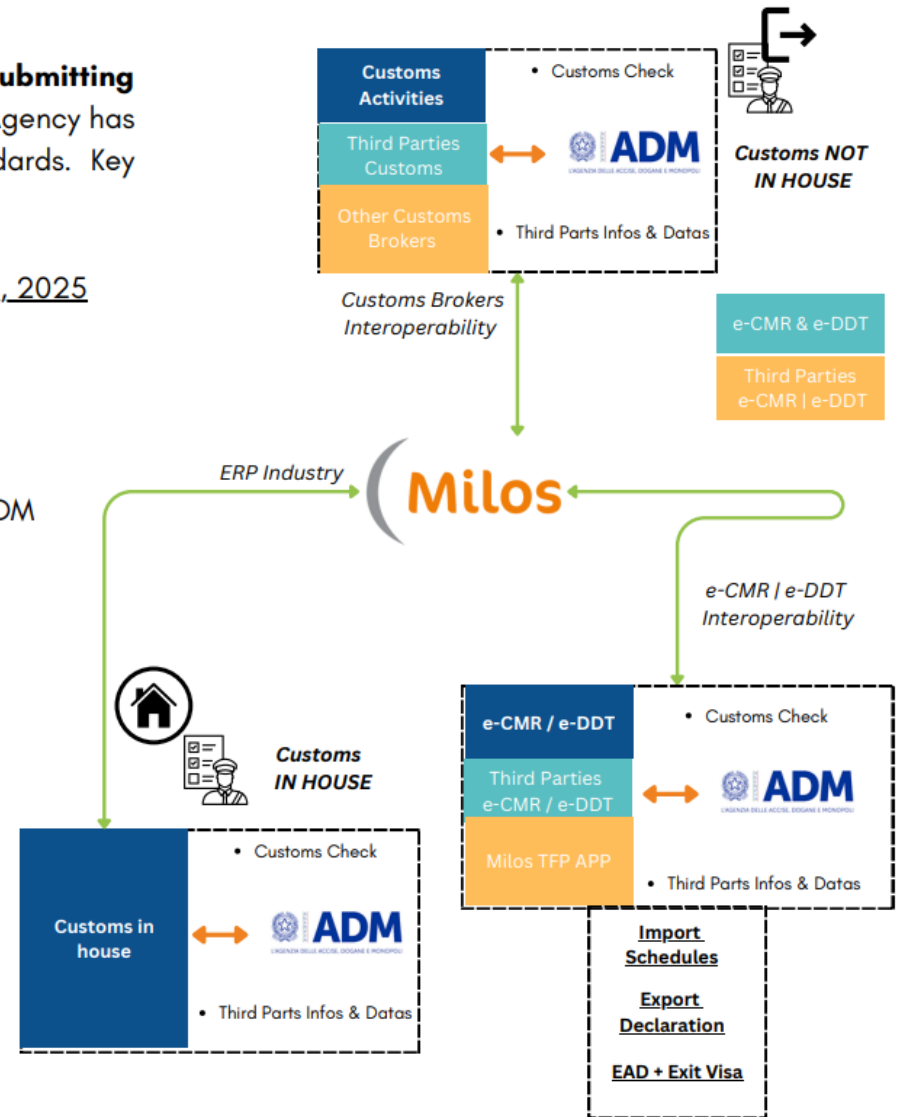


Circle Group has prepared its solutions to fully comply with the upcoming ADM requirements. These are now ready for the new ADM routes, offering a

COMPLIANT - COMPLETE - READ SOLUTION



- Compliant with new ADM routes effective December 2nd
- Fully digitizes and automates customs flows quickly and easily
- Dematerializes national (e-DDT) and international (e-CMR) transport documents
- Generates a digital document (e-CMR) serving as POD, POE, and proof of correct tax regime application



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)



○ **APPROVED LOCATION**



○ **TEMPORARY CUSTODY**



○ **AUTHORIZED ECONOMIC OPERATOR (AEO) – FAST CORRIDOR - AIR FAST TRANSPORT**



○ **INTERNATIONAL FAST & SECURE TRADE LANES**



○ **BILL LISTNER**



○ **CUSTOMS DRAWER**

Pilot projects on International Fast & Secure Trade Lane

International Corridors Italy Vs Morocco – Turkey - Egypt

Circle Group is working on the development of International Fast & Secure Trade Lane projects, **End to End solution** aiming at **optimising** maritime, logistic and transport processes, **simplifying** and **integrating** information flows thanks to the use of **Internet of Things** and at **standardising** and **digitalising** documental flows

Benefits:

- ✓ **Full visibility of goods, reduction of manual errors and speed boost** for shared documentation thanks to the digitalisation of information flows between actors involved in the process
- ✓ **Security guarantees** thanks to the integration of new technologies and digital tools to create information flows with control of operations and events occurring
- ✓ **Exploitation of simplified customs procedures** by exchanging information with and between customs administrations
- ✓ **Automation, speed up of operations and reduction of containers break-ins** thanks to the implementation of IoT devices



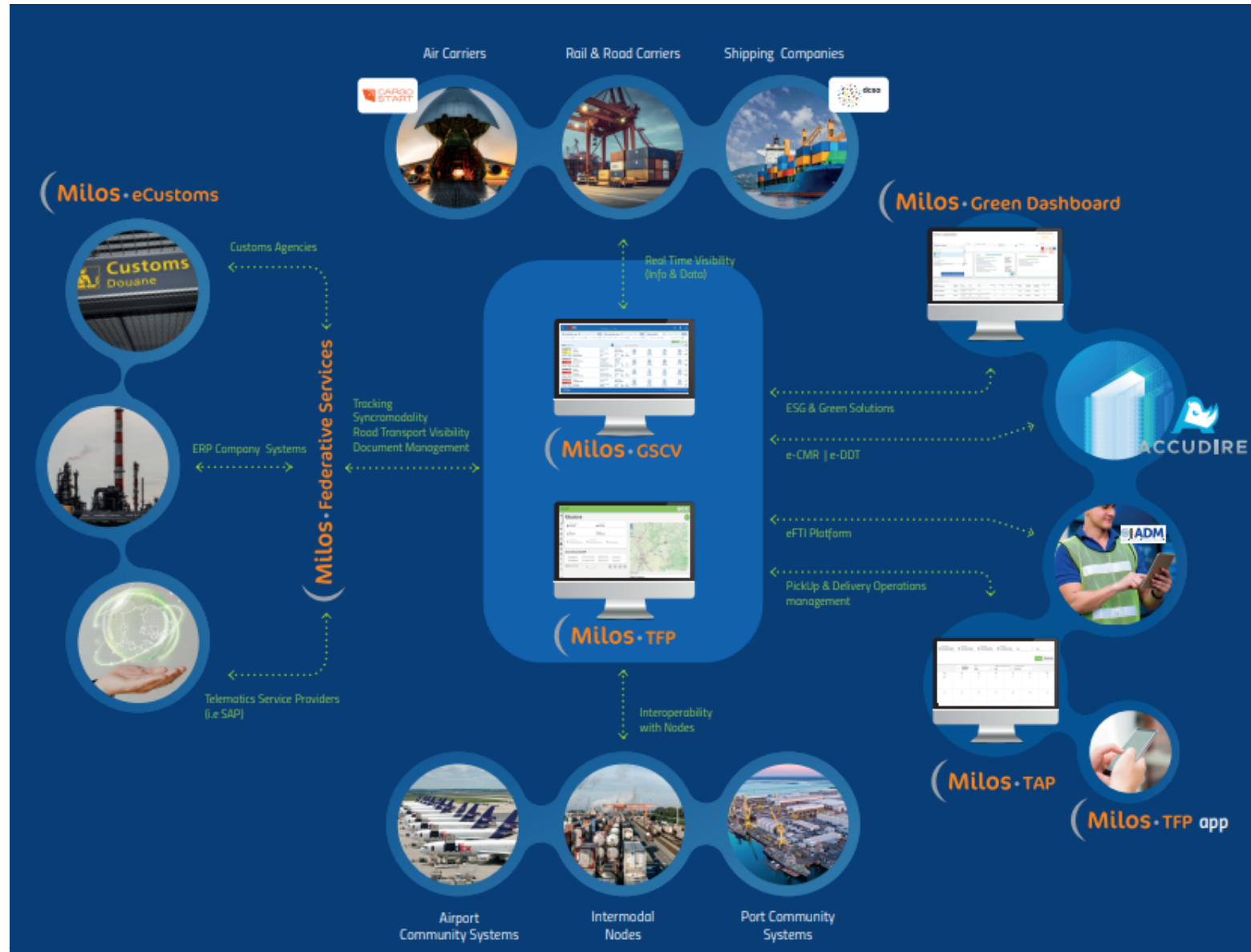
Photos of pilots projects



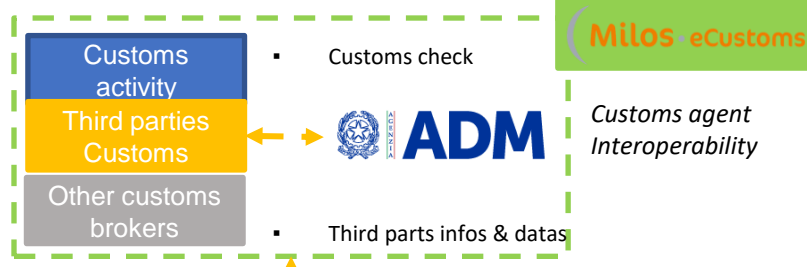
* Ongoing projects from / to Egypt will be implemented next months



Global Supply Chain Visibility Solutions for Manufacturing & Distribution

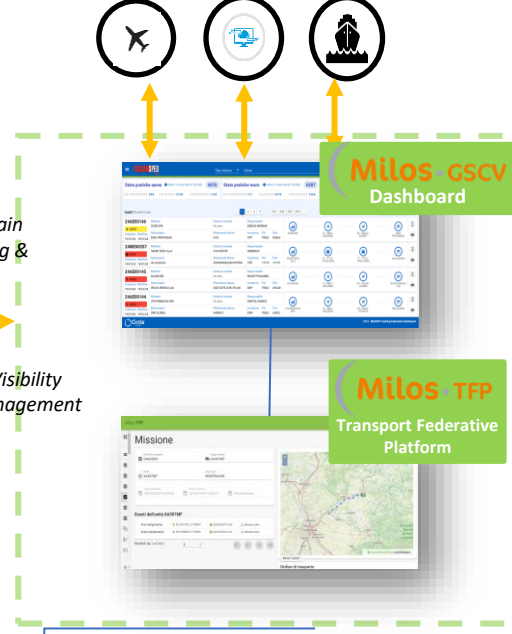


(Possible) Third parties info & data



XAB for digitalisation

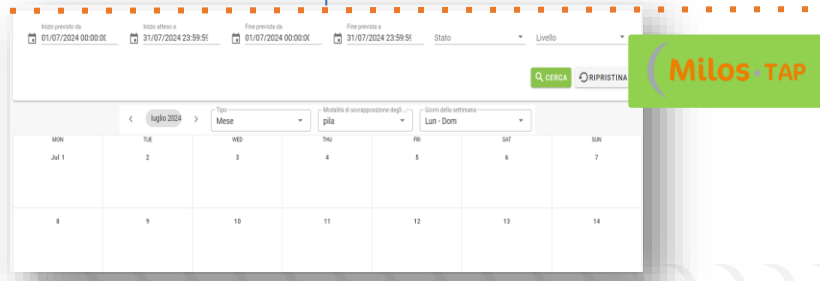
Air Carriers Carriers Road & Rail Shipping companies



Global Supply Chain Visibility (Tracking & Syncromodality)

Road Transport Visibility & Document Management

PickUp & Delivery Operations management



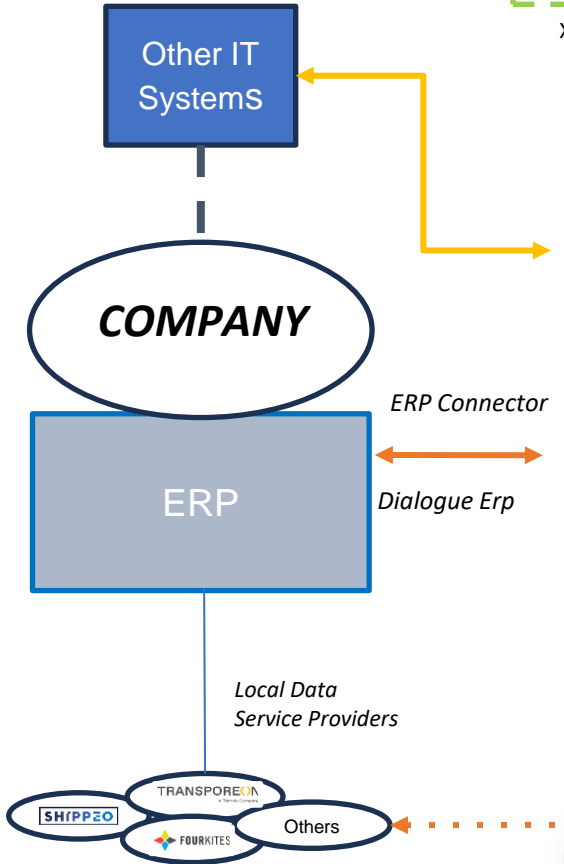
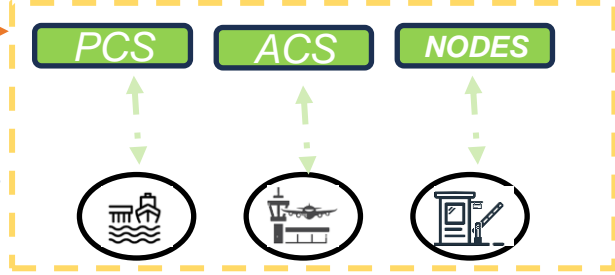
ESG & Sustainability Emission calculation



e-CMR | e-DDT / eFTI

Interoperability

Intermodal Nodes (i.e. Ports & Airports Community Systems Interoperability)



ERP Connector

Dialogue Erp

Local Data Service Providers

Key Capabilities for Manufacturing & Distribution



Routing, Mobile & Telematics



Transportation Management



eFTI Compliancy



Node Interoperability



Real-Time Visibility



Document Management

- Rail & Road Transport Appointment Platform
- Digitalised Node Access Management
- Industrial Document Control

- Maritime -> DCSA Standards
- Air -> CargoTracking
- Truck | Road -> Transport Federative Platform
- Rail & MTO -> Rail Management Platform

- e-CMR
- e-DDT
- Customs & Security



Import / Export Compliance




Gate Operating System & Weight Management



Inbound / Outbound Distribution



ERP Connector

Native Integrated with 



Operative KPI Dashboard



Green Dashboard

ECONOMIC AND COMPETITIVE IMPACTS OF THE ABSENCE OF DIGITISATION

**+
15%**

Manual errors

**+
25%**

Production time inefficiency

**-
10%**

Loss of opportunities

**-
20%**

Loss of decision-making efficiency

**+
60%**

Dwell Time & Transit Time

INNOVATIVE FEDERATIVE SERVICES & SOLUTIONS FOR A DIGITAL ENVIRONMENT

Dematerialisation
of Transport
Documents

European
Regulations
(eFTI)

Green Dashboard
& ESG innovative
solutions

Customs
Innovative
Procedures

Transport
Federative
Platforms

Automation
Data Entry &
Visibility

ADVANTAGES AND BENEFITS ARISING FROM DIGITALISATION

**-
99%**

Manual errors

**+
35%**

Productivity increased

**-
35%**

Direct costs reduction TEU

**+
25%**

Decision making effectiveness

**-
90%**

Dwell & Transit Time

Challenge

ITALIANSPED is a **SACMI Group** company specialized in shipping, transport and integrated logistics services.

The company, a benchmark in the field of **logistics engineering**, is committed to concentrating its activities in the main logistics areas, so as to enhance the synergy between the territory and the services offered, guaranteeing ever greater punctuality, precision and attention to its customers..

The **federated tracking project** goes in the direction of obtaining more proactive information, speeding up data exchanges among its partners, increasing the efficiency of operations.



Solutions

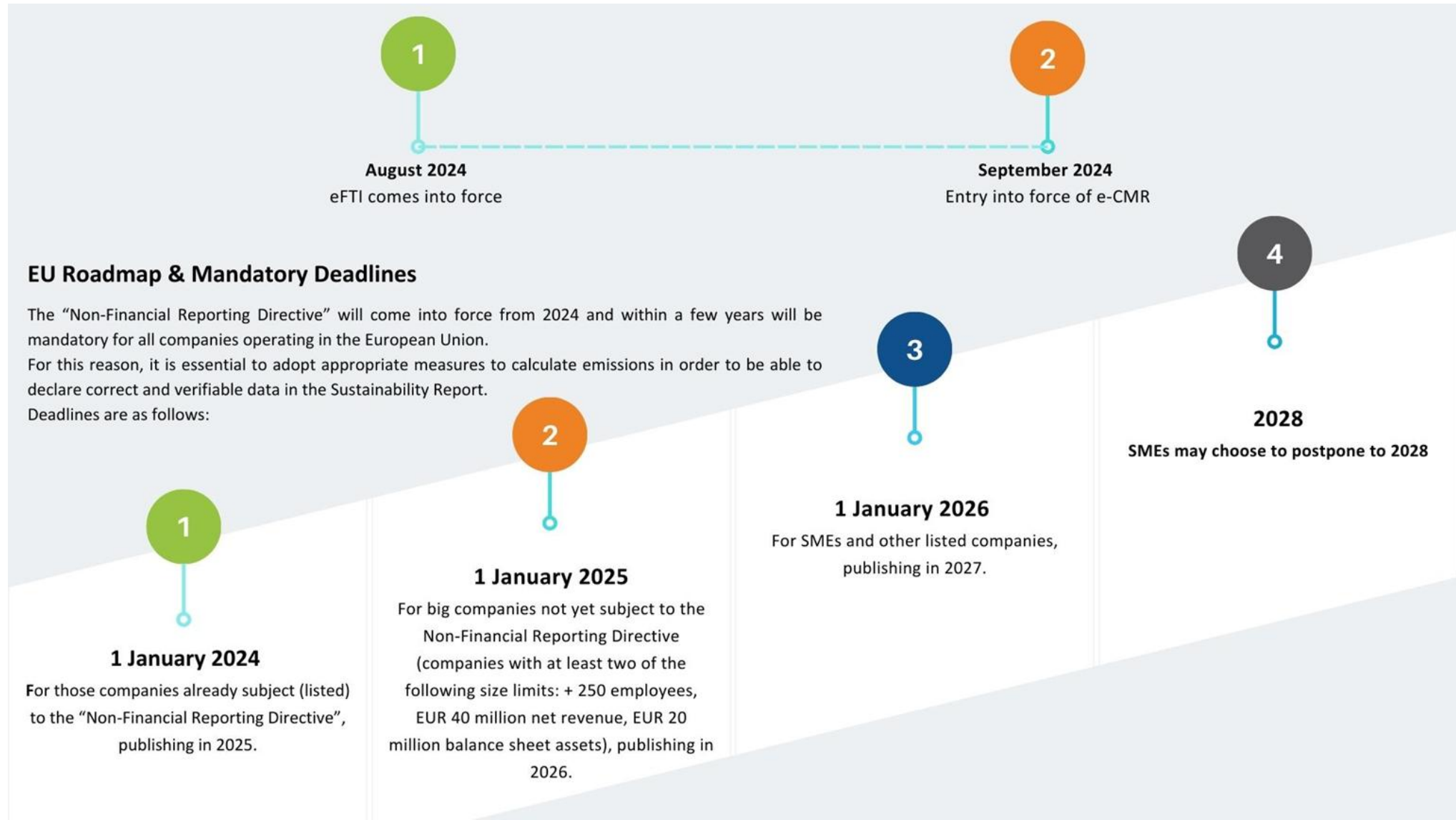
- Improve the communication flow with other Supply Chain partners
- Development of Unified Dashboard for real-time tracking of multimodal transportation

Benefits

- ❑ Real time visibility of information flows
- ❑ Immediate data access and simplification of procedures
- ❑ Improvement of the logistic process
- ❑ Digital integration with Supply Chain partners



Green Dashboard & ESG Solutions



From the perspective of the **ESG and Green pathway** composed of progressive steps of greater adaptation and accuracy, the goal is to ensure tools that collect data automatically and generate structured reports.

Here the Milos® Green Dashboard solution was born, which upon a booking request, activate a process against a third-party supplier (MTO, etc.) and calculates:

- in the booking phase the **emissions (Carbon Footprint)** of that type of transport compared to the average of similar past transports;
- at the end of the entire transport cycle, it issues an **updated report** showing how much Co2 has been saved;

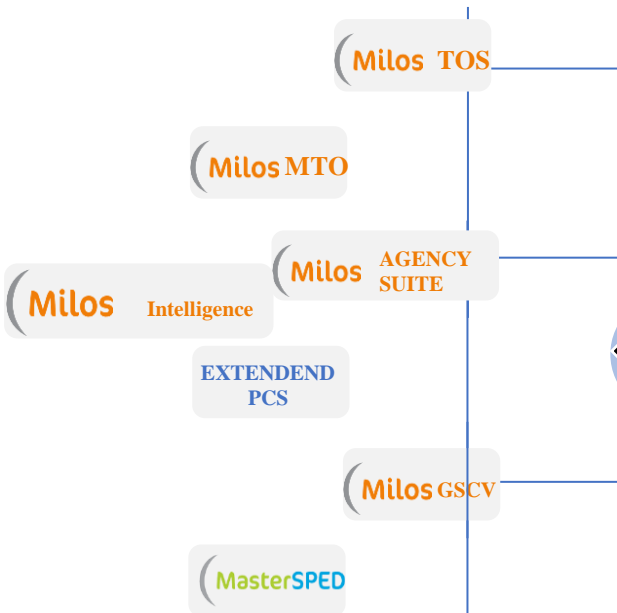
The solution is able to **dialogue with any third-party provider's systems**.

Recently published was the proposed amendment to the **Community Customs Code** that will take effect in **January 2028**, making the **company increasingly centralized** with respect to sustainability issues.

The logic is “**Check & Trust**” the company must use certified partners, take charge of any checks also on the CBAM and other adempiments

DATA SOURCES

Native Connectors with Circle Group Suites & Products



Connectors with Third Parties Systems



CARBON FOOTPRINT CALCULATION



MEASUREMENT
Greenhouse gas emission reduction strategy



REAL TIME VISIBILITY
Standalone Solution that can integrate the entire Supply Chain for all Transport modes



GOALS SETTING

PRECISION
Audit Proof Carbon Emissions



Challenge

Alpe Adria is an Italian logistics company, equally owned by the Port Authority of Trieste, Friulia and Mercitalia Rail. It provides **intermodal services by combining road, rail and sea modes.**

It operates through an **integrated network of connections to and from North-Eastern Italy and Central-Eastern Europe.**

As part of its eco-sustainability strategy, the customer has decided to adopt a carbon footprint tracking system for multimodal shipments.



Solutions

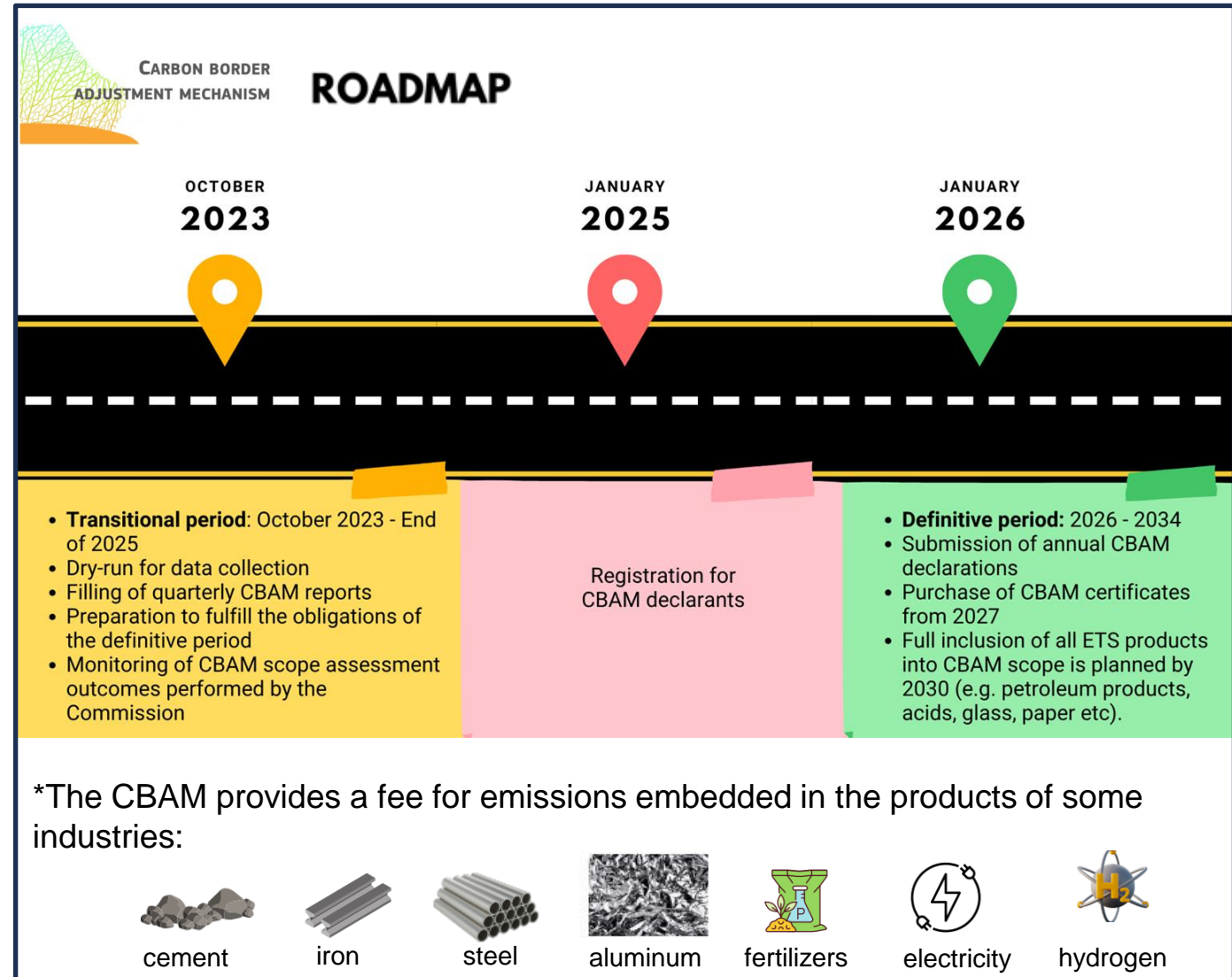
- Identification of CO2 tracking solution service provider (GLEC standard)
- Automatic «green» reporting generation and ESG dashboard
- Digital integration of informative system (MILOS MTO Suite) with 3rd party service API

Benefits

- Real time visibility of the carbon footprint
- What gets measured, gets managed
- Consistent calculation for global, intermodal transport chains
- Future proof. CO2 emissions calculation is subject to regular methodical updates and adjustments to current standards and sources

Carbon Border Adjustment Mechanism (CBAM)

- ✓ ✓ On August 9, 2024, the Commission introduced important changes regarding reporting, correction of reports, and relations with suppliers in third countries. These changes are crucial for EU importers and those operating under the CBAM, as they define how to manage embedded emissions and what action to take if suppliers fail to cooperate.
- ✓ ✓ Beginning of CBAM “Phase 2”: As of the third quarter of 2024, “Phase 2” of the CBAM transition period began. In this phase, EU importers are obliged to report actual values of emissions incorporated in imported products, calculated as tons of CO₂ generated for the production of one ton of product, following specific methodologies specified in the Implementing Regulation.
- ✓ ✓ On September 9, 2024, the updated version (1.60) of the CBAM Portal Registrants' Manual was published. Major additions include carbon price management, duplication of CBAM assets, and details on the management of direct and indirect emissions



5

Opportunities of Co-financing



For investments 2025

Transition 5.0 – between 10 and 30/40% depending on the type of project and characteristics, provided that savings in terms of energy consumption are demonstrated [continued]



For investments 2025

LogIN Business call (40% cofounded)



Tes before Invest

Cofunding for pilot activities



ZES & ZLS

Simplification and support measures for ZES and ZLS

A large white arrow graphic pointing to the right, with a green outline, set against a green background.

Who is Circle Group

**TOGETHER WE BUILD
THE NEW TRANSPORT & LOGISTICS**

**... ROAD TO ...
2027**



BEYOND DATA ENTRY

CUSTOMS DATA DRIVEN

**TRANSPORT
& LOGISTICS**

REAL TIME VISIBILITY

FEDERATIVE SERVICES

Since October 2018
listed on Euronext Growth Milan

Main products

Milos®: focus-ed on intermodal logistic operations (inland & port terminals, MTOs & maritime)

Extended Port Community System: connecting all players & processes involved in port (es. Sinfomar® in Trieste Port)

MasterSped®: evolutive platform for customs operators

Federative Services, TAP & GSCV, Customs Innovative Services

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

K-Master | Gate Automation & IoT

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

Collects data through cameras, black boxes and other means

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

+170
direct employees and a network of professionals

7 successful M&As since end of 2017

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

100% of Progetto Adele (now NEXT FREIGHT), specialised in freight forwarders and custom operators systems

51% of Log@Sea, company network specialised in logistic nodes automation using OCR and IOT technologies. In 2024 turns into eXyond, acquiring Circle Garage – Infoblu - Kmaster

51% of MagellanCircle, advocacy services towards European institutions

51% of Cargo Start, Innovative Start-up providing innovative technological products in the air cargo field

21% of ACCUDIRE, first e-CMR platform in EU Med area

More than 30%
of revenues (CIRCLE) realised outside Italy; focus on Southern Europe, Mediterranean area, Black Sea and Middle East

Revenues € 13.2 mln

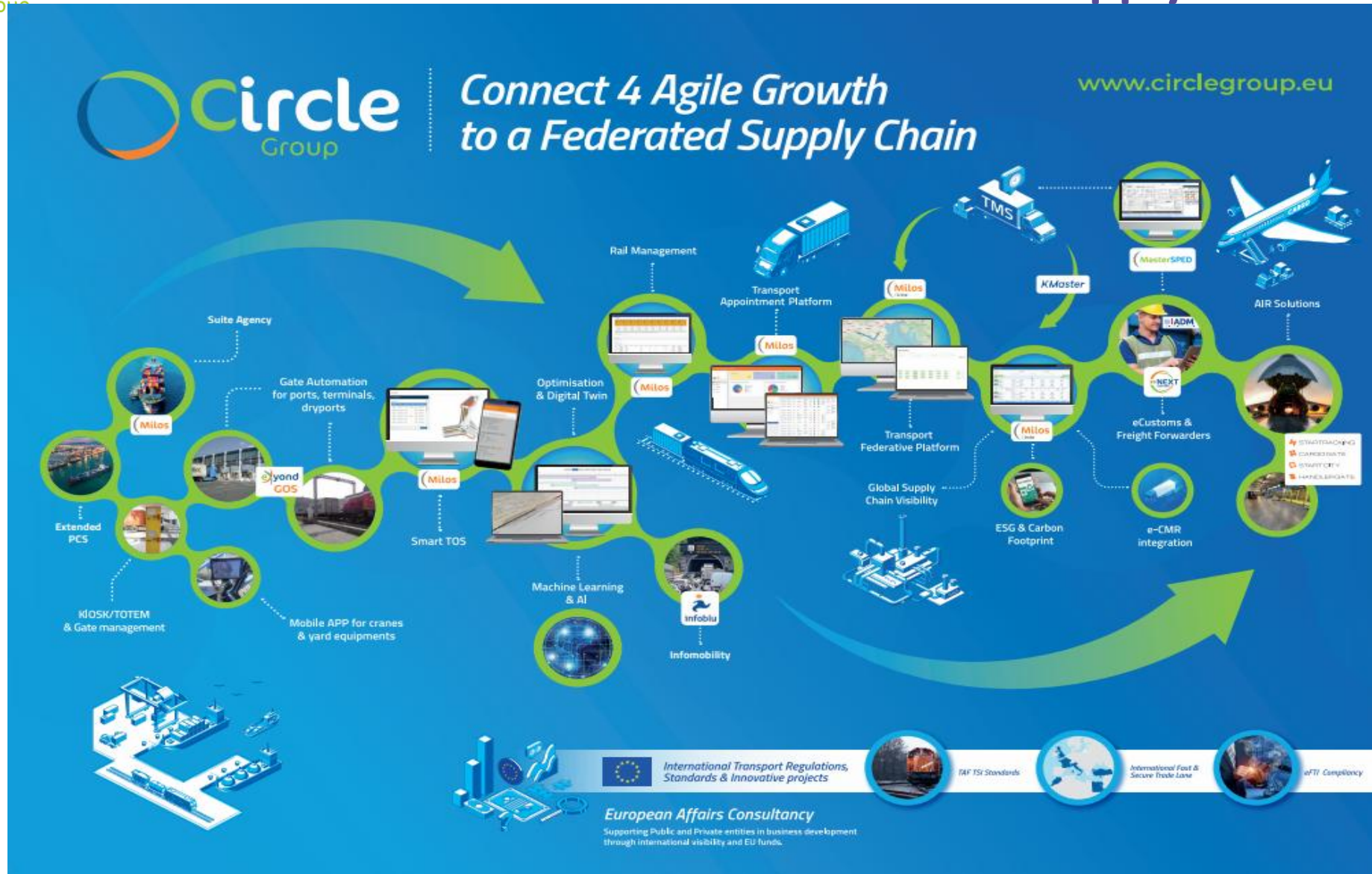
Ebitda: € 3.2 mln

Ebitda Margin: 24%

Net Profit: € 1.7 mln
Financial Year 2023

NFP: 5.2 cash +€ 2.4 mln adjusted (30.6.24)





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Thank you



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President & CEO



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Circle



labatello

