

**PRESS RELEASE**

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**Co. Mark revamps Top Management:  
A New Board of Directors Elected, Marco Sanfilippo Named Managing Director**

*Completing the process started in 2016 with Tinexta's acquisition  
of a majority of the company's capital*

**Bergamo - Rome, 1 March 2019 Co.Mark (Tinexta Group)**, specialized in *Temporary Export Management Services*, announces the nomination of a new board composed of the following five members: Giorgio Tabellini, confirmed as Chairman, Aldo Gallo, Eugenio Rossetti, Pier Andrea Chevillard and Marco Sanfilippo, who is appointed Managing Director.

The appointments finalize a path started in April 2016 with Tinexta's acquisition of the majority of Co.Mark. Since then Tinexta's ownership which has increased gradually in constant agreement with the former owners.

Co.Mark and Tinexta thank the outgoing board members (Stefania Frattolillo, Massimo Lentsch, Stefano Landi) for the work done and, in particular, Massimo Lentsch and Stefania Frattolillo, the founders of Co.Mark, for the valuable contribution to the growth of the company especially over the last three years.

Co.Mark over time has distinguished itself by its unique ability to foster the development of SMEs through international expansion, delivering not only strategic consultancy, but by concretely increasing sales. In particular, Co.Mark applies an evolved methodology developed over 20 years of experience focused on the role of a Temporary Export Specialist® (TES®), an expert managerial figure specializing in the search for customers and the creation of commercial networks abroad.

*"The acquisition of Co.Mark was based on the perception of its value and potential strategic contribution to the positioning of Tinexta Group as facilitator of growth for the best Italian entrepreneurial realities." commented **Enrico Salza, Chairman of Tinexta**. "Experience in the field has largely confirmed that initial assessment and today's appointments represent a further step towards reaching evermore ambitious goals. In this sense, I express my sincere thanks to Massimo Lentsch and Stefania Frattolillo for the support shown on this path of evolution. I send best wishes to the new board of directors and with esteem and confidence I congratulate on his new appointment Marco Sanfilippo, who will lead the company in this new and stimulating phase.*

Marco Sanfilippo has a long experience in management consulting, including for several multinational companies, and in business development, having developed and executed over the last 7 years the strategy and M&A transactions for Tinexta Group. Born in Rome, married with three children, Marco graduated with honors in Economics and Management from Guido Carli-LUISS University in Rome and earned a Master's degree in Business Administration (MBA) from the London Business School (London, Hong Kong).

*"I am honored with the new responsibility that has been entrusted to me, aware of the important challenges that await us. I am convinced that, in order to overcome them, it will be essential to enhance the inheritance received and to further develop the current structure of Co.Mark, leveraging on the skills, experience and excellence of the people who work there," says **Marco Sanfilippo**, newly appointed **Managing Director** of Co.Mark. "We will strengthen our core business, aim to extend and enrich current services and take advantage of the opportunities for cooperation and the complementarity of the Offer present within a structured and growing group, which is Tinexta Group."*

Wishing an ever brighter success to the company that he founded in 1998 and which he leaves today, **Massimo Lentsch** declared: *"Today is a significant moment for me on a personal and entrepreneurial level; It concludes a commitment to which I have devoted my energies on a daily basis over the last twenty years. I leave Co.Mark in solid and reliable hands, convinced today even more of the choice made three years ago when I decided to sell the majority of the Company to Tinexta Group. From now on I will devote myself to new projects and challenges, hoping Co.Mark will achieve even more impressive results under the leadership of the new corporate leaders."*

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#### **Co.Mark SpA**

Co.Mark, a Tinexta Group company since 2016, is specialized in Temporary Export Management services. Founded in 1998 as an operative consulting firm for the research and creation of commercial networks in Italy and abroad, it is now a leader in internationalization services for small and large Italian companies. Co.Mark's head office is in the innovation center of Red Kilometer Science and Technology Park and operates throughout Italy through a wide network of Temporary Export Specialists – TES®. These foreign trade specialists, selected and internally trained, support the outsourcing of client companies in order to create a complete commercial development strategy: from the identification of potential new markets to making contact with the potential Customers and finally to the signing and perfection of the orders. Co.Mark's consultancy also includes training and tutoring activities and is addressed to companies of every dimension and economic sector, including consulting and strategic support for large companies, and developing numerous partnerships with business associations and banking institutions, which have grown and are also of increasing importance.

#### **Tinexta Group**

Tinexta S.p.A., listed on the STAR segment of the Milan Stock Exchange, reported the following **Consolidated results at 31 December 2018: Revenues of around €238 million and EBITDA of about €63 million**. Tinexta Group is one of the leading operators in Italy in its three areas of business: Digital Trust, Credit Information & Management and Innovation and Marketing Services. The Digital Trust Business Unit delivers, through InfoCert, Visura, Sixtema and the Spanish company Camerfirma, products and services for digitization, electronic invoicing, certified e-mail (PEC) and digital signature as well as services for professionals, associations and SMEs. In the Credit Information and Management Business Unit, Innolva offers services to support decision making such as corporate financial statements and real estate information, aggregate reports, synthetic ratings, decision models, credit ratings and credit recovery, while ReValuta offers primarily real estate appraisals and evaluations. In addition to Co.Mark in the Innovation and Marketing Services Business Unit, Warrant Hub is a leader in consultancy to obtain subsidized financing and for industrial innovation. At 31 December 2018, Tinexta Group's staff amounted to around 1,300 employees.

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