



SPAFID  
CONNECT

Informazione Regolamentata n. 20053-58-2020	Data/Ora Ricezione 29 Ottobre 2020 11:33:52	MTA - Star
---	---	------------

Societa' : TINEXTA S.p.A.  
Identificativo : 138554  
Informazione  
Regolamentata  
Nome utilizzatore : TINEXTANSS01 - KAY  
Tipologia : REGEM  
Data/Ora Ricezione : 29 Ottobre 2020 11:33:52  
Data/Ora Inizio : 29 Ottobre 2020 11:33:53  
Diffusione presunta  
Oggetto : Paolo Strocchi and Tinexta bring FBS Next  
to life

*Testo del comunicato*

Vedi allegato.

---

PRESS RELEASE

---

**PAOLO STROCCHI AND TINEXTA BRING FBS NEXT TO LIFE**

- **FBS combines the twenty years of experience of Paolo Strocchi in the NPE sector with that of Tinexta, a leader in digital services**
- **Focus on the rapid and proactive management of problem credits**

**Milan/Ravenna/Rome, 29 October 2020 – Tinexta S.p.A.** and Paolo Strocchi via **Sun-Up Holding S.p.A.** announce the creation of **FBS Next S.p.A.**, the new servicer of *Non-Performing Exposures* (NPE), which will be based in Milan.

Paolo Strocchi, with his sons Federico and Filippo, directly and indirectly controls 70% of the new entity, while Tinexta S.p.A., leader in digital services, has purchased a participation of 30%, via an investment of about 2 million Euros.

FBS Next will be able to exploit unique synergies with great potential, which will be made available to the Italian market: data, technology, security and systems that can feed the reading capability and solutions for recovery and management of problematic positions.

**Paolo Strocchi – Chairman of FBS Next** explains: *"The market for impaired credits will show a marked increase in 2020 to almost €400 billion gross, with a forecast of a further increase for 2021. It is a scenario in evolution also from the point of view of regulation that imposes the need for the disposal of non-performing loans by banks, together with the new default classifications. They will have an impact on banks' capital ratios and their provision policies. In light of these trends, rapid and proactive management of bad loans will be needed to maximize and speed up debt recovery."*

**Pier Andrea Chevallard**, CEO of Tinexta and **Vice Chairman of FBS Next**, commented: *"Tinexta is very pleased to participate as a minority shareholder in this new company at the service of the social, economic and financial fabric of the Country. The industrial partnership with the Strocchi Family has all the potential to develop a successful initiative in the market, thanks to the important synergies, complementarity and an integrated offer of selective and opportunistic management and purchase of NPE"*.

The strategic idea is to manage in a "tailor made" way the portfolios of non-performing loans through the integration of the significant capability gained by the Strocchi family over the last 22 years in the sector and the technology, know-how and experience of Innolva S.p.A. and ReValuta S.p.A. of the Tinexta Group. Through an interpretation of business information logics and predictive skills, FBS Next will offer the most advanced solutions on the Italian market today that are more than ever linked to capital and balance sheet logics (calendar provisioning and the new definitions of default).

The synergies of the two Groups can range from the world of information, crucial for recovery performance, to new management systems up to the real estate skills that are now very current, also considering the new wave of credits defined as *Past Due* or *Unlikely to Pay* ("UTP"). They will also characterize the next few years also as a result of the economic impact of the pandemic.

FBS Next is already working to develop an offer, thanks to synergies with:

- the circa 200 small medium-to-small bank customers already active with the Tinexta Group
- up to date experience in the provision and processing of data and information by ReValuta and Innolva.

**Federico Strocchi** has been appointed CEO, while **Filippo Strocchi** is a Director with operating powers for management and for innovation. **Michele Vietti** will also be Vice-Chairman.

For Tinexta, the stake in FBS Next will be consolidated using the equity method.

---

#### **FBS Next S.p.A.**

It is an operating company (ex-art. 115 TULPS) based in Milan and the function of organizing and implementing operations in the non-performing loans sector, carrying out servicer activities and taking on management tasks of non-performing loans portfolios (NPLs–Non-Performing Loans and UTP–Unlikely to Pay).

#### **Sun-Up S.p.A.**

The holding company, based in Ravenna, is part of the Strocchi family. In 2019, the latter ceded control of FBS S.p.A. to Banca Ifis and decided to establish a new independent advisory servicer for disposal, recovery, management and purchase of NPE (Non-Performing Exposures) portfolios.

#### **Tinexta Group**

Tinexta, listed on the STAR segment of the Milan Stock Exchange, reported the following Consolidated results as of 31 December 2019: Revenues of € 258.7 million, EBITDA equal to € 71.3 million and Net Profit of € 28.8 million. Tinexta Group is one of the leading operators in Italy in the three business areas: Digital Trust, Credit Information & Management and Innovation & Marketing Services. The Digital Trust Business Unit provides, through the companies InfoCert, Visura, Sixtema and the Spanish company Camerfirma, products and solutions for digitization: digital signature, digital identity, customer onboarding, e-mail invoicing and certified e-mail (PEC) for large companies, banks, insurance and finance companies, SMEs, associations and professionals. InfoCert is the largest Certification Authority in Europe and purchased in 2018 a 50% stake in LuxTrust, a strategic joint venture for the development of digital trust activities in Europe. In the Credit Information & Management Business Unit, Innolva and its subsidiaries offer services to support decision-making (Chamber of Commerce and real estate information. aggregated reports. synthetic ratings. decision models. credit assessment and credit recovery), while ReValuta offers real estate services (appraisals and valuations). In the Innovation & Marketing Services Business Unit, Warrant Hub is a leader in consulting in subsidized finance and industrial innovation 3 and Co.Mark provides Temporary Export Management advice to SMEs to support them in commercial expansion. On 13 October 2020, Tinexta announced the establishment of a new Cybersecurity Business Unit. The new business is equipped with highly specialized skills and resources and cutting-edge technologies, enabling it to seize the growing opportunities of the rapidly growing digital market. As of 31 December 2019, the Group's staff amounted to 1,293 employees.

Website: [www.tinexta.com](http://www.tinexta.com), Stock ticker: TNXT, ISIN Code IT0005037210

**More Information:**

<b>FBS Next S.p.A.</b>		
Viale Sergio Cavina, 19 - 48123 Ravenna Piazza XX settembre, 4 - 48121 Ravenna Via Senato, 6 - 20121 Milano	<b>Business, Innovation and Technology</b> Filippo Strocchi <a href="mailto:filippo.strocchi@fbsnext.it">filippo.strocchi@fbsnext.it</a> Tel. +39 0544 15 85 687	<b>Media Advisor</b> Paolo Santagostino <a href="mailto:paolo.santagostino@fast-com.it">paolo.santagostino@fast-com.it</a>

<b>Tinexta S.p.A.</b>		
<b>Corporate &amp; Financial Communications</b> Lawrence Y. Kay <a href="mailto:lawrence.kay@tinexta.com">lawrence.kay@tinexta.com</a> Carla Piro Mander Tel. +39 06 42 01 26 31 <a href="mailto:carla.piro@tinexta.com">carla.piro@tinexta.com</a>	<b>Media Advisor</b> Barabino & Partners S.p.A. Foro Buonaparte, 22 - 20121 Milano Tel.: +39 02 7202 3535 Stefania Bassi: +39 335 6282 667 <a href="mailto:s.bassi@barabino.it">s.bassi@barabino.it</a>	<b>Specialist</b> Intermonte SIM S.p.A. Corso V. Emanuele II, 9 - 20122 Milano Tel.: +39 02 771151

Fine Comunicato n.20053-58

Numero di Pagine: 5