

TOM NASTOS

+1.516.972.8183

TOM.NASTOS@GMAIL.COM

EXECUTIVE BIOGRAPHY

Tom is a Cofounder of Blu-Ensign, a strategic advisory firm serving consumer brands and event planning organizations across the entire global value chain. He drives business development as well as the execution of client mandates focused on digital transformations, commercialization, partnerships and alliances, new market entry, product innovation, and financial forecasting.

Tom was previously Chief Commercial Officer of the Fashion Group at Informa, a multinational publishing, business intelligence, and exhibitions group with \$4B in annual revenues and 11K employees. In this position, he effectively served as the Chief Executive Officer of an organization creating a marketplace for buyers and sellers as well as organizing B2B trade events while overseeing 146 employees. At Informa, Tom has boosted annual revenues by \$6M+ by launching a new digital marketing business as well as by rolling out the industry's 1st app for navigation of in-person trade events. He also launched a new digital marketplace in response to the COVID-19 pandemic, rapidly growing to 1.2K brands and 40K retailers.

Tom previously served as the President & Chief Executive Officer at UBM Fashion prior to its acquisition by Informa. He played a key role in transitioning the entire UBM organization to Salesforce (resulting in ~\$80M in annual cost savings), led the \$69M acquisition of a direct competitor (Business Journal), and executed a successful post-merger integration to realize \$6M in annual cost savings.

As President & Chief Executive Officer at ENK International, Tom was recruited by the private equity owners (Forstmann Little & Company) to lead a contemporary fashion trade show company with 14+ annual exhibitions, 6K+ exhibitors, and 50K global buyers. He led the divestiture of ENK International to Advanstar Global for \$155M at an EBITDA multiple of 7.5X. He subsequently grew the new organization and played a vital role in the sale of the combined entity to UBM for \$972M at a significantly higher EBITDA multiple of 10X.

As Founder, President & Chief Executive Officer at Endurance, Tom led design, manufacturing, marketing, sales, distribution, merchandising, and finance for a manufacturer and distributor of men's and women's apparel and footwear with 145 employees across U.S. and China. He grew peak annual revenues to \$128M, created an innovative e-commerce strategy, secured licensing deals with Rocawear, Marc Ecko, PRO-Keds, Joseph Abboud, Pelle Pelle, and Paper Denim & Cloth, and developed partnerships with Jay-Z and Steve Aoki.

Tom serves on the Board of Directors of the Fashion Institute of Technology Foundation, the Footwear Distributors & Retailers of America (FDRA), the Fashion Service Network, and the Accessories Council.

He graduated *cum laude* from the Fashion Institute of Technology (FIT) with a Bachelor of Science in Textile Development and Marketing.