

s.p.a.

TOD'S

TOD'S GROUP

A GLOBAL LUXURY PLAYER

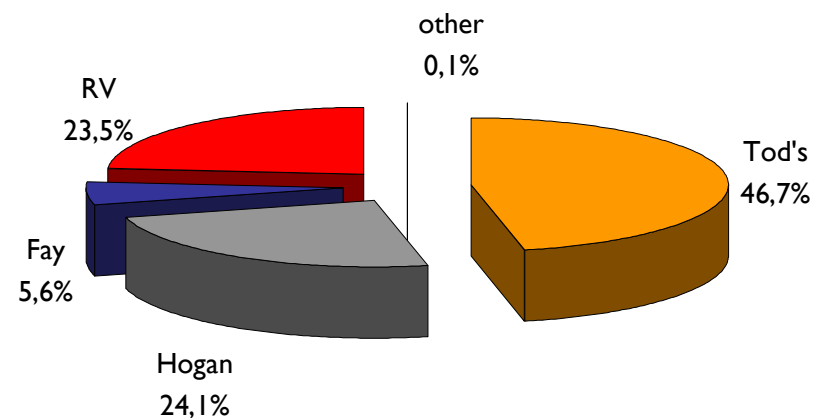
9 MONTH 2020 CONSOLIDATED SALES RESULTS

CONSOLIDATED TURNOVER BY BRAND

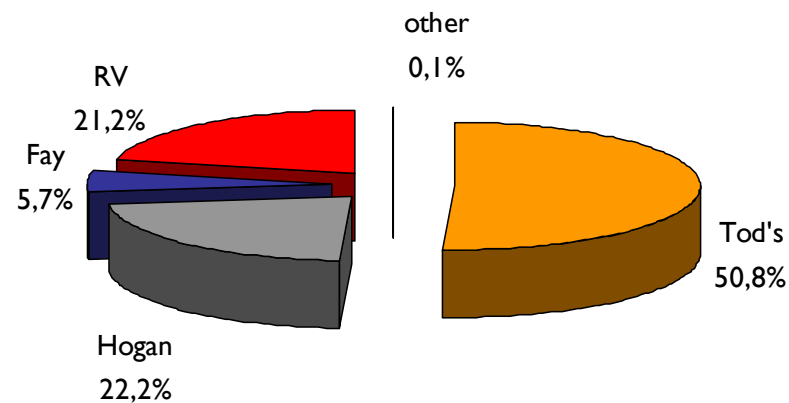
9M 2020 – 9M 2019 SALES GROWTH

	Reported rates	Constant rates
Tod's	-38,6%	-38,5%
Hogan	-27,4%	-27,3%
Roger Vivier	-26,0%	-25,6%
Fay	-34,2%	-34,3%
TOTAL	-33,2%	-33,0%

9M 2020 CONSOLIDATED SALES



9M 2019 CONSOLIDATED SALES

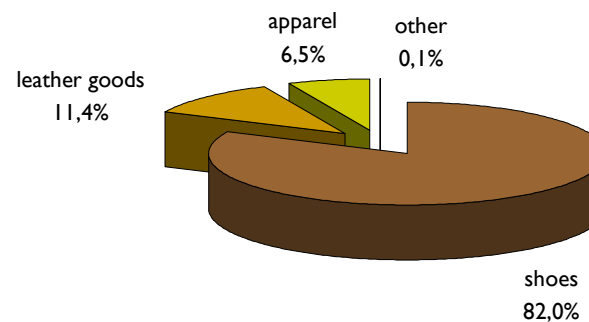


CONSOLIDATED TURNOVER BY PRODUCT

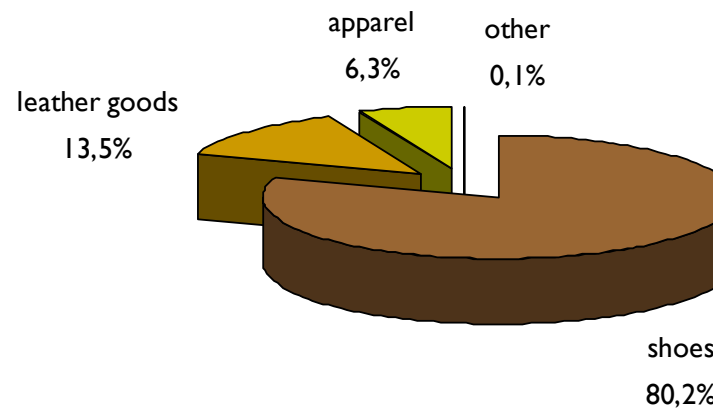
9M 2020 – 9M 2019 SALES GROWTH

	Reported rates	Constant rates
Shoes	-31,7%	-31,5%
Leather Goods & accessories	-43,4%	-43,4%
Apparel	-30,5%	-30,6%
TOTAL	-33,2%	-33,0%

9M 2020 CONSOLIDATED SALES



9M 2019 CONSOLIDATED SALES

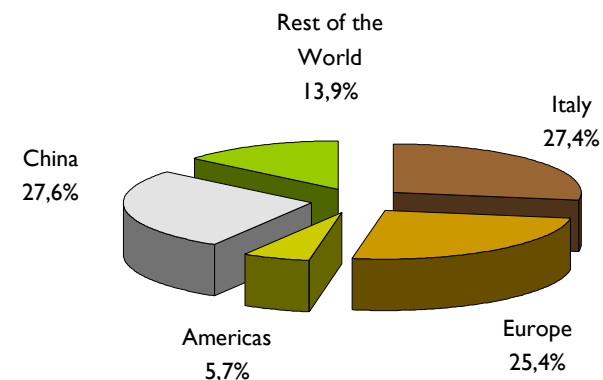


CONSOLIDATED TURNOVER BY REGION

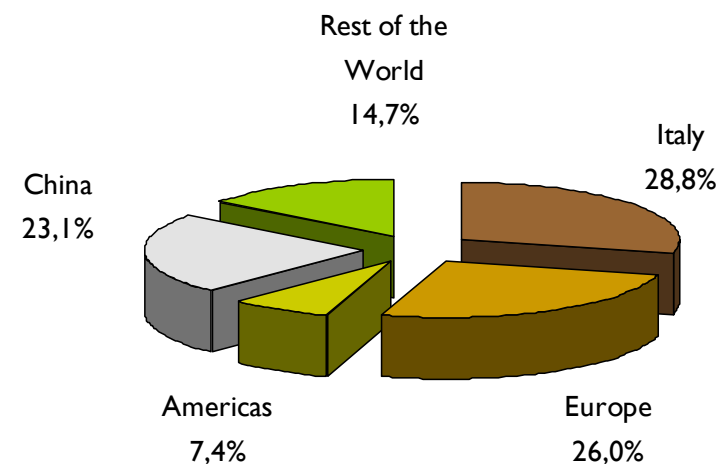
9M 2020 – 9M 2019 SALES GROWTH

	Reported rates	Constant rates
Italy	-36,6%	-36,6%
Rest of Europe	-34,7%	-35,0%
Americas	-48,2%	-48,6%
Greater China	-20,2%	-19,4%
Rest of world	-36,9%	-36,3%
TOTAL	-33,2%	-33,0%

9M 2020 CONSOLIDATED SALES



9M 2019 CONSOLIDATED SALES

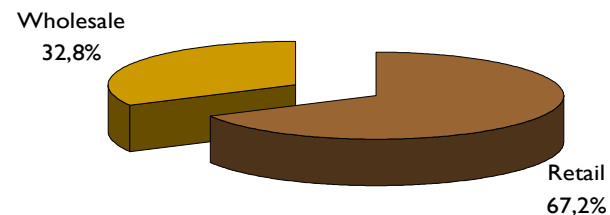


CONSOLIDATED TURNOVER BY CHANNEL

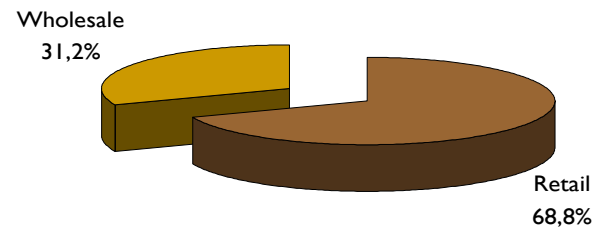
9M 2020 – 9M 2019 SALES GROWTH

	Reported rates	Constant rates
Retail (DOS & online)	-34,8%	-34,4%
Wholesale (Franchise & Independent)	-29,7%	-29,9%
TOTAL	-33,2%	-33,0%

9M 2020 CONSOLIDATED SALES



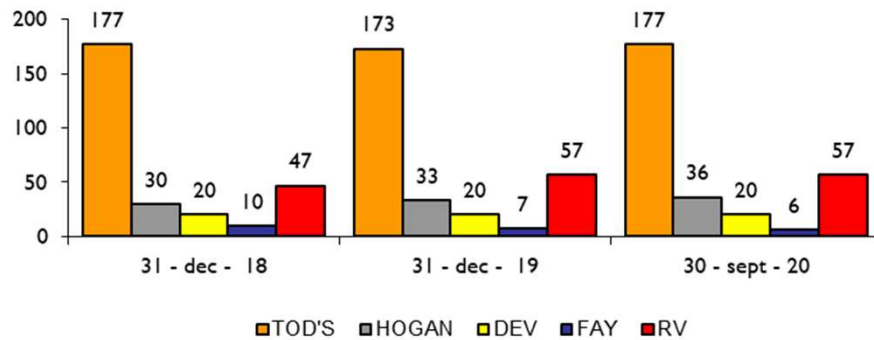
9M 2019 CONSOLIDATED SALES



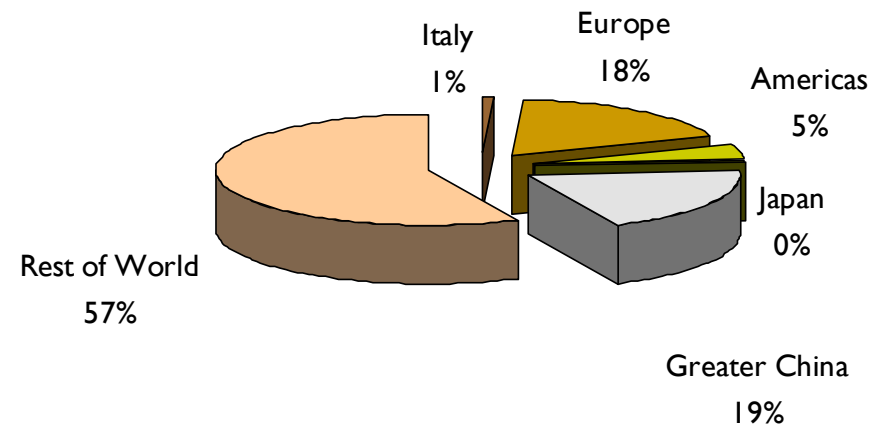
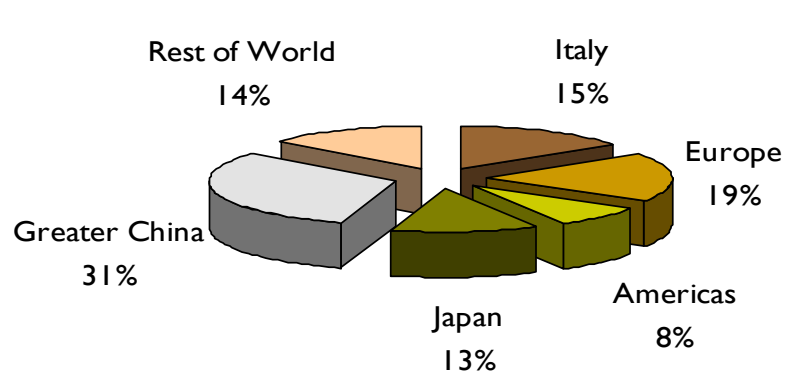
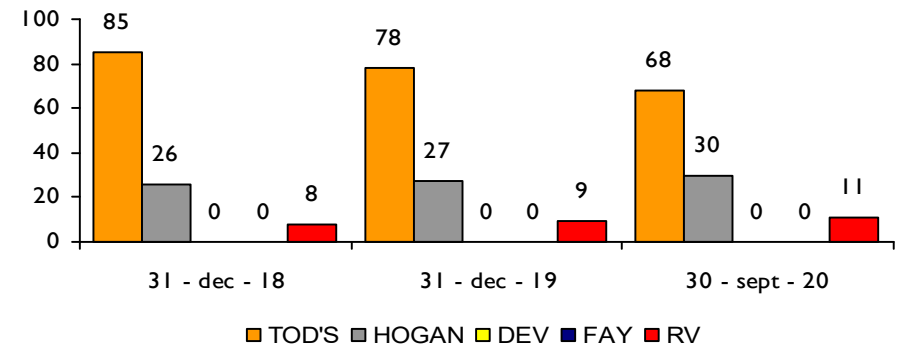
APPENDIX

DISTRIBUTION NETWORK

DOS



FRANCHISED STORES



Percentages calculated on the stores as of September 30th, 2020

TOD'S TICKERS

Bloomberg	TOD IM
Reuters	TOD.MI

OUTSTANDING SHARES (*)

33.093.539 ordinary shares, of which:

- 20.346.463 with increased vote
- 12.747.076 with unitary vote

SHAREHOLDING STRUCTURE (*)

Della Valle family	71,25%
Free float	28,75%

VOTING RIGHTS(*)

Della Valle family	82,2%
--------------------	-------

IR CONTACTS

Cinzia Oglio – Investor Relations Manager

Tel: +39 02 7722 5354 e-mail: c.oglio@todsgroup.com

(*) as of September 30th, 2020



SHAREHOLDING STRUCTURE

LIST OF THE RELEVANT SHAREHOLDERS

(situation as of September 30th, 2020

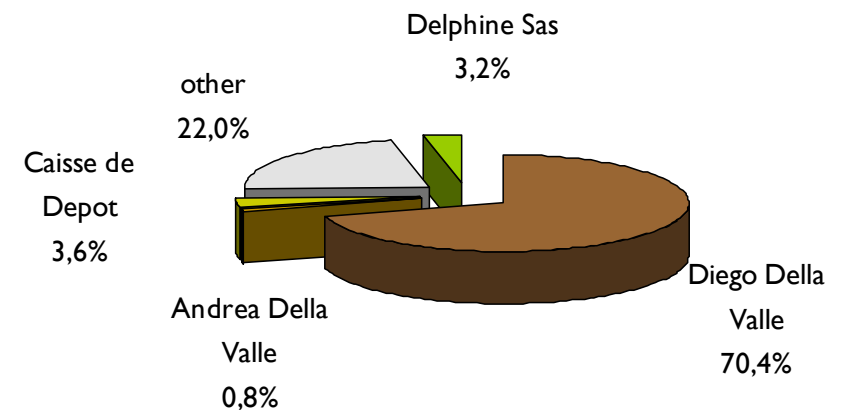
on the basis of the latest official communications received from shareholders)

	percentage of share capital (1)	percentage of voting rights (2)
DI.VI. FINANZIARIA DI DIEGO DELLA VALLE & C. SRL	50,29%	62,29%
DIEGO DELLA VALLE & C. SRL	19,39%	17,95%
Diego Della Valle	0,76%	0,94%
TOTALE DIEGO DELLA VALLE	70,44%	81,18%
ANDREA DELLA VALLE	0,81%	1,01%
CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC	3,56%	2,20%
DELPHINE SAS (Bernard Arnault)	3,20%	1,98%

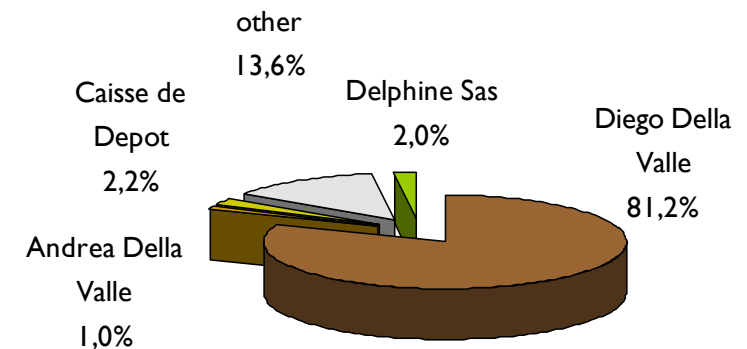
(1) calculated on the 33,093,539 number of shares

(2) calculated on the 53,440,002 number of voting rights

% OF OUTSTANDING SHARES (1)



% OF VOTING RIGHTS (2)



Banca Akros	•	Bank of America Merrill Lynch	•	Bryan Garnier & Co.	•	Citigroup Global Markets	•	Credit Suisse
Deutsche Bank	•	Equita SIM	•	Exane BNP Paribas	•	Fidentiis Equities	•	Goldman Sachs
HSBC Bank	•	Intermonte Securities	•	Jefferies International	•	J. P. Morgan	•	Kepler Cheuvreux
MainFirst Bank	•	Mediobanca Securities	•	Morgan Stanley	•	Société Générale	•	UBS

DISCLAIMER

THIS PRESENTATION, ITS CONTENTS AND ANY STATEMENT MADE IN CONNECTION WITH IT DO NOT AMOUNT TO - AND CANNOT BE CONSTRUED AS AMOUNTING TO - ANY SOLICITATION OR OTHER OFFER TO SELL OR BUY ANY SECURITY OR FINANCIAL INSTRUMENT ISSUED BY TOD'S S.P.A., NOR TO A RECOMMENDATION, SUGGESTION, ADVOCACY OR OTHER MARKETING OR SIMILAR EFFORT OF ANY INVESTMENT IN ANY SECURITIES.

THEREFORE, ANY INVESTOR CONTEMPLATING PURCHASING SECURITIES OR FINANCIAL INSTRUMENTS ISSUED BY TOD'S S.P.A. SHOULD MAKE ITS OWN INDEPENDENT INVESTIGATION AND ASSESSMENT WITH RESPECT TO THE FINANCIAL CONDITION AND AFFAIRS OF THE ISSUER, AS WELL AS ITS OWN APPRAISAL OF TOD'S S.P.A.'S CREDITWORTHINESS, AND IT SHOULD CAREFULLY CONSIDER THE RISK INVOLVED IN PURCHASING SUCH SECURITIES OR FINANCIAL INSTRUMENTS.

ANY FORWARD LOOKING STATEMENT INCLUDED IN THIS PRESENTATION OR PROVIDED IN CONNECTION WITH IT REFLECTS MANAGEMENT'S CURRENT PLANS, VIEWS, ESTIMATES, PROJECTIONS AND OBJECTIVES. ACTUAL RESULTS MAY DIFFER MATERIALLY FROM SUCH EXPECTATIONS, AS THEY RELATE TO FUTURE EVENTS AND CIRCUMSTANCES WHICH ARE BEYOND OUR CONTROL, INCLUDING, AMONGST OTHER THINGS, INTERNAL, INDUSTRY AND EXTERNAL FACTORS, SUCH AS GENERAL ECONOMIC CONDITIONS. ANY USER OF SUCH INFORMATION SHOULD NOT PLACE UNDUE RELIANCE ON SUCH FORWARD LOOKING STATEMENTS.

THIS PRESENTATION, ITS CONTENTS AND ANY STATEMENT MADE IN CONNECTION WITH IT HAVE NOT BEEN INDEPENDENTLY VERIFIED. NO REPRESENTATION OR WARRANTY, EITHER EXPRESS OR IMPLIED, IS MADE AS TO, AND NO RELIANCE SHOULD BE PLACED ON, THE FAIRNESS, ACCURACY, COMPLETENESS, CORRECTNESS OR RELIABILITY OF THE INFORMATION PROVIDED. TOD'S S.P.A., ITS REPRESENTATIVES, DIRECTORS AND EMPLOYEES ARE NOT (AND CANNOT BE HELD) LIABLE, UNDER ANY CIRCUMSTANCE AND FOR ANY REASON, IN RELATION TO SUCH INFORMATION OR ANY DAMAGE, LOSS OR COST ARISING FROM ITS USE OR OTHERWISE. TOD'S S.P.A. IS UNDER NO OBLIGATION TO UPDATE OR KEEP CURRENT THE INFORMATION CONTAINED IN THIS PRESENTATION.

THIS PRESENTATION, ITS CONTENT AND ANY STATEMENT MADE IN CONNECTION WITH IT ARE STRICTLY CONFIDENTIAL TO THE RECIPIENT AND MAY NOT BE REPRODUCED OR REDISTRIBUTED, IN WHOLE OR IN PART, OR OTHERWISE DISSEMINATED, DIRECTLY OR INDIRECTLY, TO ANY OTHER PERSON. ALL COPYRIGHTS RESERVED.

BY ATTENDING THIS PRESENTATION OR OTHERWISE ACCESSING THESE MATERIALS, YOU AGREE TO BE BOUND BY THE FOREGOING LIMITATIONS.
