

s.p.a.

TOD'S

TOD'S GROUP

A GLOBAL LUXURY PLAYER

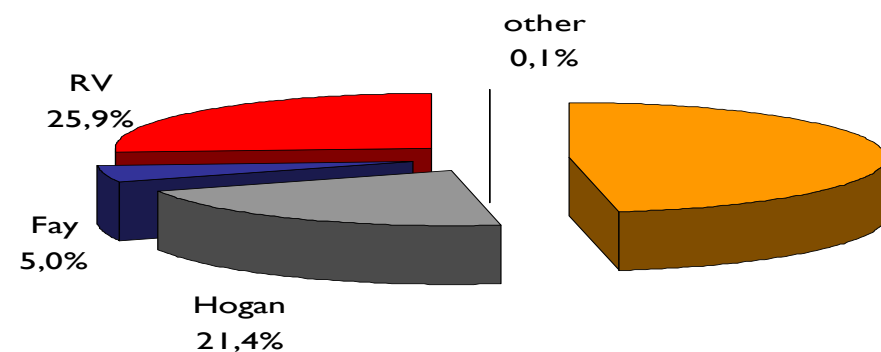
9M 2021 CONSOLIDATED SALES RESULTS

CONSOLIDATED TURNOVER BY BRAND

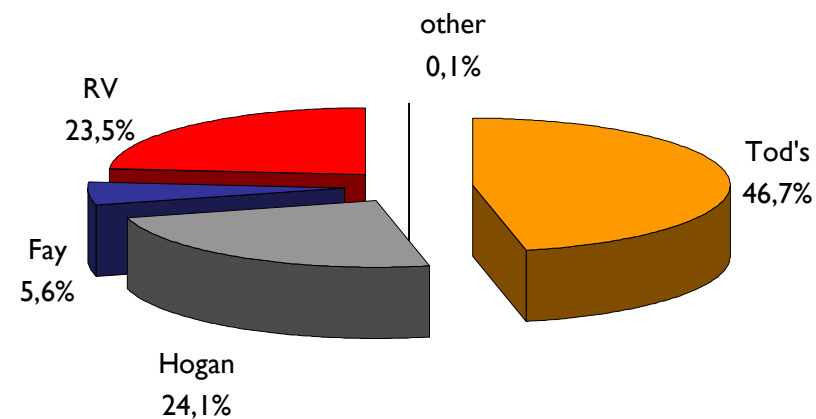
SALES PERFORMANCE FOR THE PERIOD 9M 2019-2021

	2021 vs 2020 reported rates	2021 vs 2020 constant rates	2021 vs 2019 constant rates
Tod's	+40,1%	+41,8%	-12,6%
Roger Vivier	+51,4%	+53,4%	+14,2%
Hogan	+21,8%	+21,9%	-11,3%
Fay	+24,5%	+24,5%	-18,2%
TOTAL	+37,6%	+38,8%	-6,9%

9M 2021 CONSOLIDATED SALES



9M 2020 CONSOLIDATED SALES

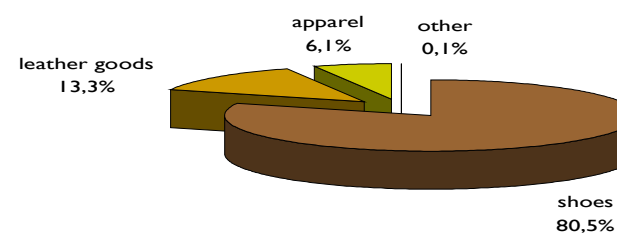


CONSOLIDATED TURNOVER BY PRODUCT

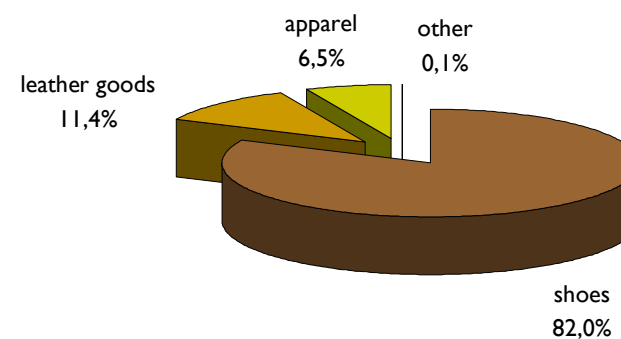
SALES PERFORMANCE FOR THE PERIOD 9M 2019-2021

	2021 vs 2020 reported rates	2021 vs 2020 constant rates	2021 vs 2019 constant rates
Shoes	+35,1%	+36,2%	-6,5%
Leather Goods & accessories	+59,5%	+62,3%	-7,9%
Apparel	+29,2%	+29,4%	-10,0%
TOTAL	+37,6%	+38,8%	-6,9%

9M 2021 CONSOLIDATED SALES



9M 2020 CONSOLIDATED SALES

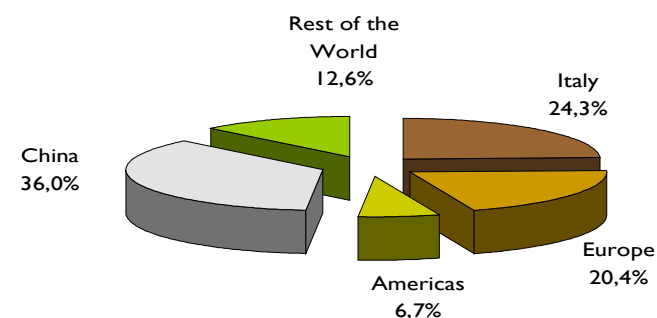


CONSOLIDATED TURNOVER BY REGION

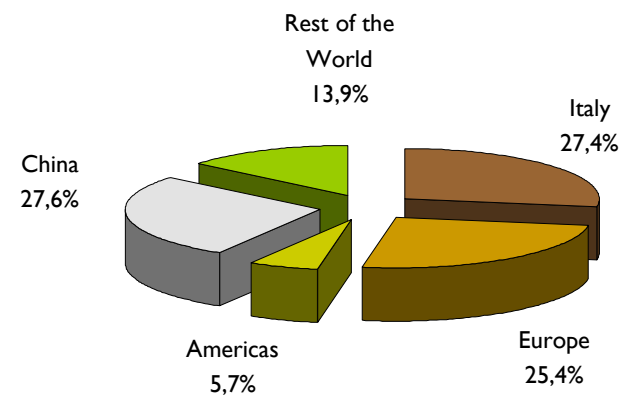
SALES PERFORMANCE FOR THE PERIOD 9M 2019-2021

	2021 vs 2020 reported rates	2021 vs 2020 constant rates	2021 vs 2019 constant rates
Italy	+22,2%	+22,2%	-22,5%
Rest of Europe	+10,5%	+10,7%	-28,0%
Americas	+60,1%	+68,9%	-13,1%
Greater China	+79,5%	+80,2%	+45,4%
Rest of world	+24,9%	+28,1%	-18,3%
TOTAL	+37,6%	+38,8%	-6,9%

9M 2021 CONSOLIDATED SALES



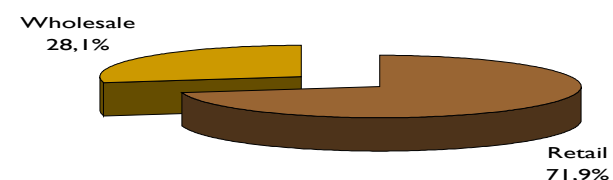
9M 2020 CONSOLIDATED SALES



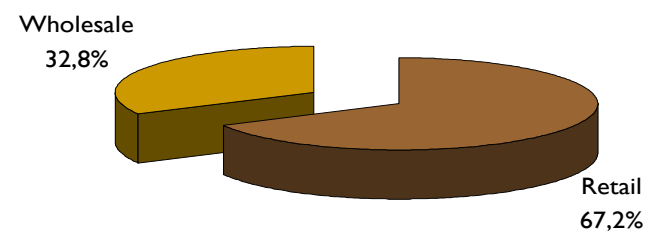
SALES PERFORMANCE FOR THE PERIOD 9M 2019-2021

	2021 vs 2020 reported rates	2021 vs 2020 constant rates	2021 vs 2019 constant rates
DOS	+47,1%	+48,5%	-2,5%
Franchise & Independent	+17,9%	+18,9%	-16,6%
TOTAL	+37,6%	+38,8%	-6,9%

9M 2021 CONSOLIDATED SALES



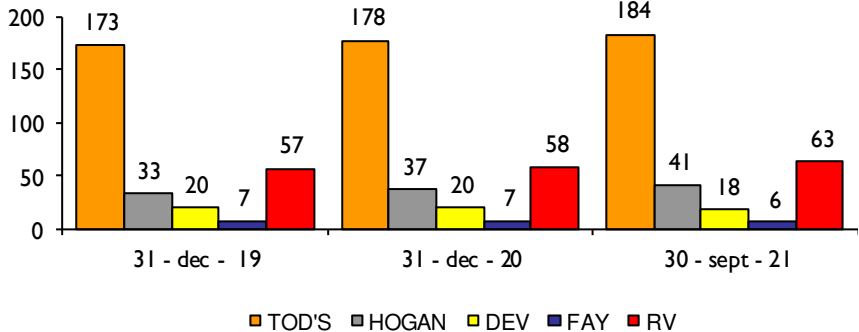
9M 2020 CONSOLIDATED SALES



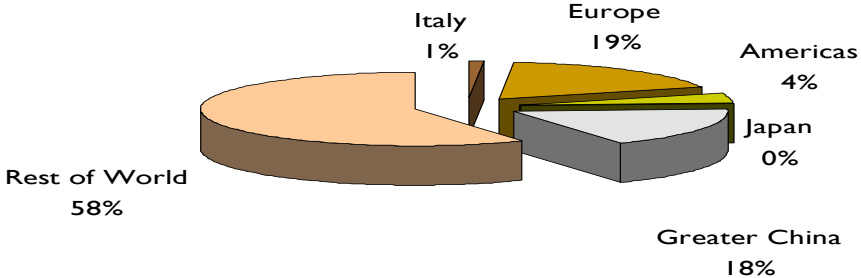
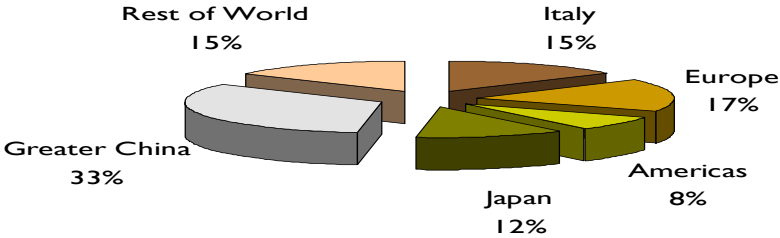
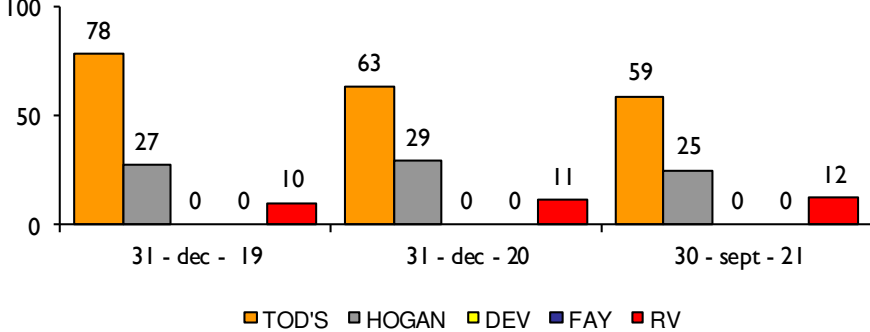
APPENDIX

DISTRIBUTION NETWORK

DOS



FRANCHISED STORES



Percentages calculated on the stores as of September 30th, 2021

CONSOLIDATED PROFIT & LOSS

(€000's)	HI 2021		HI 2020	
	(IFRS16 compliant)		(IFRS16 compliant)	
Sales	398.365	100,0%	256.913	100,0%
Other Revenues	6.691	1,7%	4.224	1,6%
Total Revenues	405.056	101,7%	261.137	101,6%
Raw Materials Costs	(107.792)	-27,1%	(86.918)	-33,8%
Costs for Services	(94.751)	-23,8%	(77.461)	-30,2%
Costs for the Use of Third Parties Assets	(23.705)	-6,0%	(8.671)	-3,4%
Labour Costs	(102.482)	-25,7%	(93.301)	-36,3%
Other Operating Costs	(11.362)	-2,9%	(13.521)	-5,3%
EBITDA	64.964	16,3%	(18.736)	-7,3%
Depreciation & Amortisation	(67.624)	-5,0%	(75.408)	-3,8%
EBIT	(2.660)	-0,7%	(94.143)	-36,6%
Net Financial Income (Expenses)	(11.206)	-2,8%	(11.933)	-4,6%
Profit Before Taxes	(13.866)	-3,5%	(106.076)	-41,3%
Taxes	(6.862)	-1,7%	25.110	9,8%
Consolidated Net Income	(20.729)	-5,2%	(80.966)	-31,5%
Minority Interests	0	0,0%	344	0,1%
Group's Net Income	(20.729)	-5,2%	(80.622)	-31,4%

CONSOLIDATED BALANCE SHEET

(€000's)	June 30 th ,	June 30 th ,
	2021	2020
	IFRS 16 compliant	IFRS 16 compliant
Right of Use Assets	411.684	424.169
Intangible Fixed Assets	581.400	590.398
Tangible Fixed Assets	134.712	144.103
Other Fixed Assets	125.427	89.899
Total Fixed Assets	1.253.223	1.248.571
Inventories	334.787	378.349
Trade Receivables	78.117	72.860
Cash and Cash Equivalents	188.147	509.461
Other Current Assets	82.551	93.617
Total Current Assets	683.601	1.054.287
Total Assets	1.936.823	2.302.858
Share Capital	66.187	66.187
Reserves	939.190	1.017.572
Net Result for the Period	(20.729)	(80.622)
Group's Shareholders' Equity	984.648	1.003.137
Minority Interest Equity	0	(1.401)
Cons. Shareholders' Equity	984.648	1.001.736
Trade Payables	98.410	83.409
Staff Severance Provision	15.695	14.980
Bank Debts	311.303	667.373
Liase Liabilities	425.750	422.479
Other Liabilities	101.017	112.879
Total Liabilities	952,175	1.301.120
Total Equity and Liabilities	1.936.823	2.302.858

CONSOLIDATED CASH FLOW

(€000's)	June 30 th 2021	June 30 th 2020
	6 months	6 months
	IFRS16 compliant	IFRS16 compliant
Net income for the period	(20.729)	(80.966)
<u>Income Statement adjustments</u>		
Depreciation, amortisation and provisions	70.603	112.265
Other not monetary charges	3.222	(5.817)
Taxes paid	6.862	(25.110)
Changes in operating assets and liabilities		
Change in inventories, trade receivables and payables	5.065	(60.047)
Change in other current assets/liabilities	3.201	(7.138)
Cash Flow from Operating activities	68.224	(66.812)
Interests (paid)/collected	(2.998)	(614)
Interests on lease (paid)/collected	(5.934)	(7.132)
Income taxes (paid)/refunded	(2.049)	(18.667)
Net Cash Flow from Operating activities	57.244	(93.226)
Net Investments in tangible and intangible fixed assets	(18.960)	(14.938)
Other changes in fixed assets	754	335
Cash Flow from Investments	(18.206)	(14.603)
Dividends paid		
Changes in lease assets	(42.585)	(38.055)
Change in financial liabilities and other not current liabilities	(139.683)	476.941
Cash Flow from Financing	(182.268)	438.886
Translation exchange differences	1.907	569
CASH FLOW	(141.322)	331.626

TOD'S TICKERS

Bloomberg	TOD IM
Reuters	TOD.MI

OUTSTANDING SHARES (*)

33.093.539 ordinary shares, of which:

- 21,411.113 with increased vote
- 11.682.426 with unitary vote

SHAREHOLDING STRUCTURE (*)

Della Valle family	64,45%
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VOTING RIGHTS(*)

Della Valle family	76,46%
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IR CONTACTS

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

(*) as of September 30th, 2021



SHAREHOLDING STRUCTURE

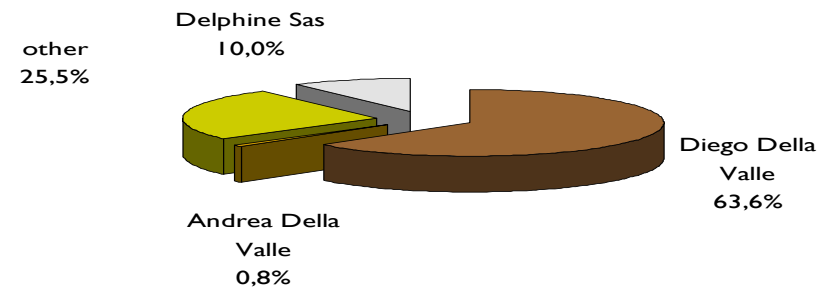
LIST OF THE RELEVANT SHAREHOLDERS

(situation as of June 28th, 2021

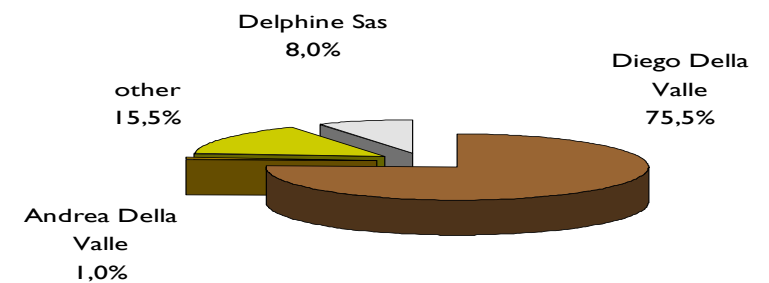
on the basis of the latest official communications received from shareholders)

	percentage of share capital (1)	percentage of voting rights (2)
DI.VI. FINANZIARIA DI DIEGO DELLA VALLE & C. SRL	50,29%	61,07%
DIEGO DELLA VALLE & C. SRL	12,59%	13,48%
Diego Della Valle	0,76%	0,92%
TOTALE DIEGO DELLA VALLE	63,64%	75,47%
ANDREA DELLA VALLE	0,81%	0,99%
DELPHINE SAS (LVMH Group)	10,00%	8,02%

% OF OUTSTANDING SHARES (1)



% OF VOTING RIGHTS (2)



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

(2) calculated on the 54,504,652 number of voting rights

BROKERS' COVERAGE

Banca Akros	•	Bank of America Merrill Lynch	•	Barclays	•	Bestinver	•	Bryan Garnier & Co.
Citigroup Global Markets	•	Deutsche Bank	•	Equita SIM	•	Exane BNP Paribas	•	Goldman Sachs
Intermonte Securities	•	Intesa Sanpaolo	•	Jefferies International	•	J. P. Morgan	•	Kepler Cheuvreux
Mediobanca Securities	•	Morgan Stanley	•	Société Générale	•	STIFEL	•	UBS

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