

TOD'S s.p.a.

TOD'S

**TOD'S GROUP**

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**A GLOBAL LUXURY PLAYER**

D'S

s.p.a.

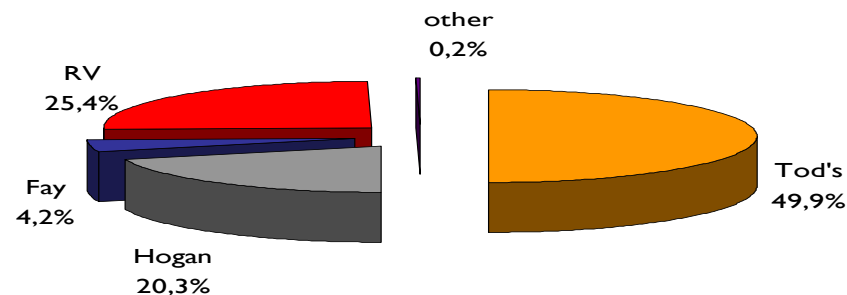
## HI 2022 CONSOLIDATED RESULTS

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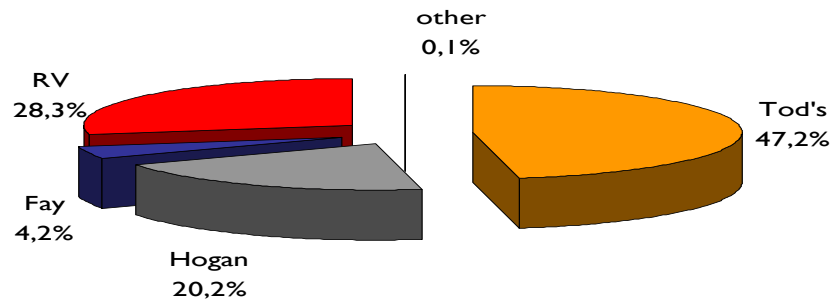
SALES PERFORMANCE HI 2021-22

	reported rates	constant rates
Tod's	+24,2%	+20,9%
Roger Vivier	+5,3%	+1,4%
Hogan	+17,9%	+16,3%
Fay	+17,1%	+17,0%
TOTAL	+17,4%	+14,3%

HI 2022 CONSOLIDATED SALES



HI 2021 CONSOLIDATED SALES

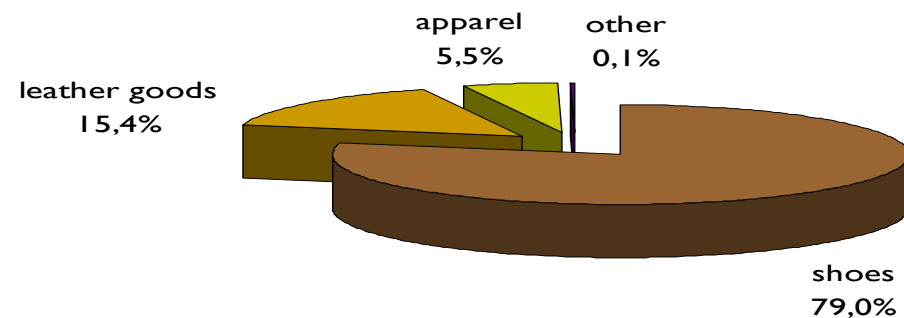


## CONSOLIDATED TURNOVER BY PRODUCT

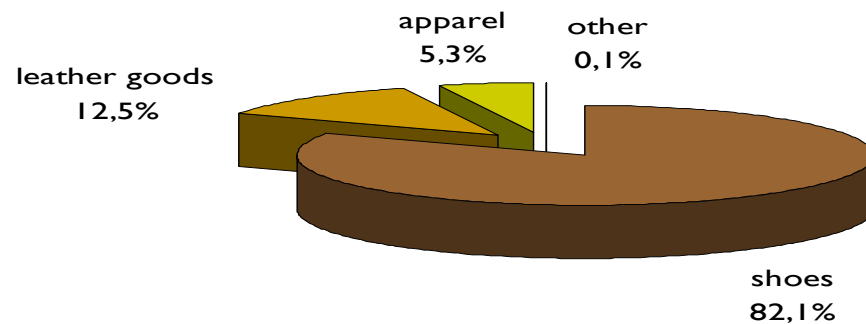
### SALES PERFORMANCE HI 2021-22

	reported rates	constant rates
Shoes	+12,9%	+9,7%
Leather Goods & accessories	+44,2%	+41,3%
Apparel	+22,0%	+21,0%
TOTAL	+17,4%	+14,3%

### HI 2022 CONSOLIDATED SALES



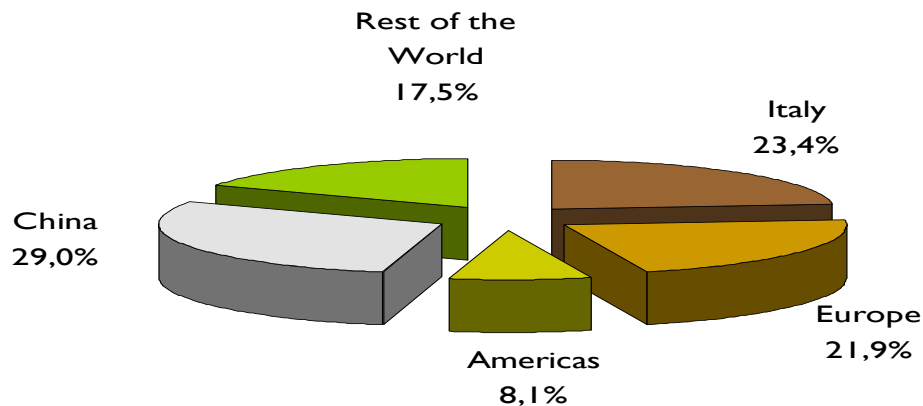
### HI 2021 CONSOLIDATED SALES



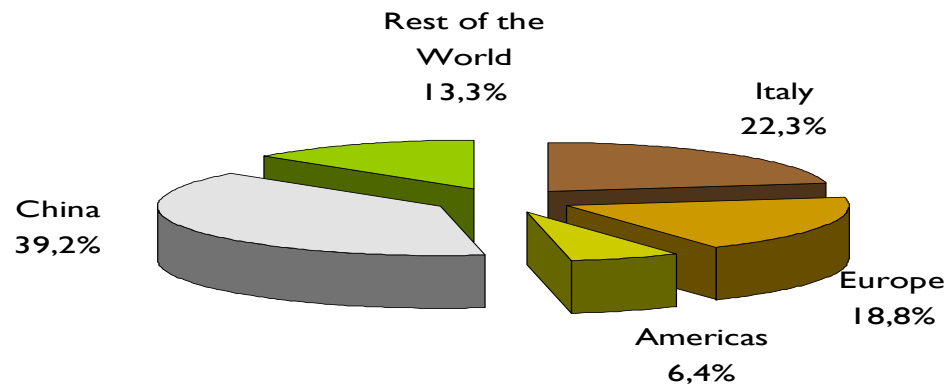
SALES PERFORMANCE HI 2021-22

	reported rates	constant rates
Italy	+23,3%	+23,3%
Rest of Europe	+36,8%	+35,6%
Americas	+49,3%	+37,6%
Greater China	-13,1%	-18,9%
Rest of world	+54,3%	+56,1%
TOTAL	+17,3%	+14,3%

HI 2022 CONSOLIDATED SALES



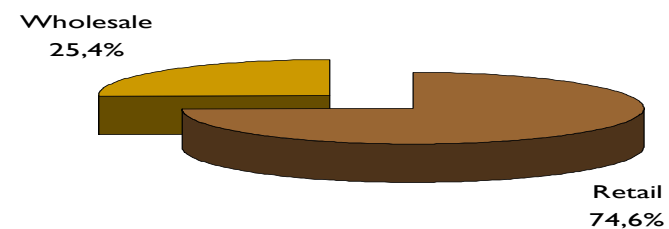
HI 2021 CONSOLIDATED SALES



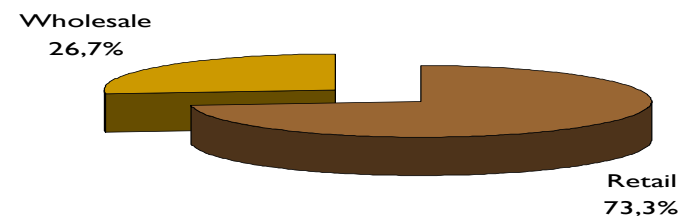
SALES PERFORMANCE HI 2021-22

	reported rates	constant rates
Retail	+19,4%	+15,7%
Wholesale	+11,8%	+10,5%
TOTAL	+17,4%	+14,3%

HI 2022 CONSOLIDATED SALES



HI 2021 CONSOLIDATED SALES



PROFIT & LOSS KEY FIGURES

	HI 2022	HI 2021	FY 2021
<b>SALES</b>	<b>467.539</b>	<b>398.365</b>	<b>883.807</b>
<b>EBIT</b>	<b>17.677</b>	<b>(2.660)</b>	<b>24.156</b>
% of Sales	3,8%	n.m.	2,5%
<b>PROFIT BEFORE TAXES</b>	<b>8.062</b>	<b>(13.866)</b>	<b>2.471</b>
% of Sales	1,7%	10,9%	0,3%
<b>GROUP'S NET RESULT</b>	<b>755</b>	<b>(20.729)</b>	<b>(5.938)</b>
% of Sales	0,2%	n.m.	n.m.
<b>EBITDA</b>	<b>90.563</b>	<b>64.964</b>	<b>160.821</b>
% of Sales	19,4%	16,3%	18,2%

<i>Figures in Euro/000s</i>	<b>June 30<sup>th</sup> 2022</b>	<b>June 30<sup>th</sup> 2021</b>	<b>Dec 31<sup>st</sup> 2021</b>
Trade receivables	88.215	78.117	87.564
Inventories	336.759	334.787	306.985
Trade payables	(140.290)	(98.410)	(132.235)
<b>NET WORKING CAPITAL</b>	<b>314.684</b>	<b>314.494</b>	<b>262.313</b>
% of Sales	<b>n.m.</b>	<b>n.m.</b>	<b>29,7%</b>
Right of use assets	474.814	411.684	436.786
Intangible fixed assets	581.795	581.400	581.785
Tangible fixed assets	137.119	134.712	140.511
Other fixed assets	137.789	125.427	131.687
<b>TOTAL FIXED ASSETS</b>	<b>1.331.517</b>	<b>1.253.223</b>	<b>1.290.770</b>
<b>NET FINANCIAL DEBT/(CASH)</b>	<b>84.953</b>	<b>136.588</b>	<b>70.453</b>
net of lease liabilities			
<b>GROUP'S SHAREHOLDERS' EQUITY</b>	<b>1.007.162</b>	<b>984.648</b>	<b>998.535</b>
net of minorities			



## CASH FLOW KEY FIGURES

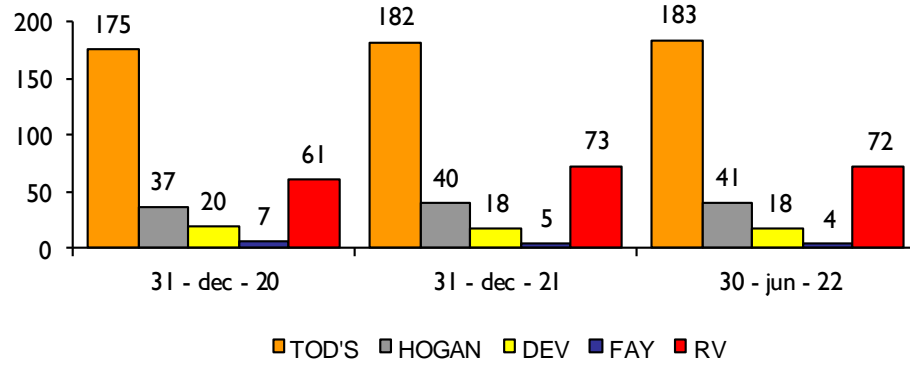
Figures in Euro/000s

	June 30 <sup>th</sup> 2022	June 30 <sup>th</sup> 2021	Dec 31 <sup>st</sup> 2021
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>56.782</b>	<b>68.224</b>	<b>218.203</b>
<b>NET CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>44.791</b>	<b>57.244</b>	<b>198.563</b>
CAPEX	(16.307)	(18.206)	(43.845)
CASH FLOW FROM FINANCING	(69.847)	(182.268)	(261.900)
<b>CASH FLOW</b>	<b>(37.260)</b>	<b>(141.322)</b>	<b>(100.465)</b>

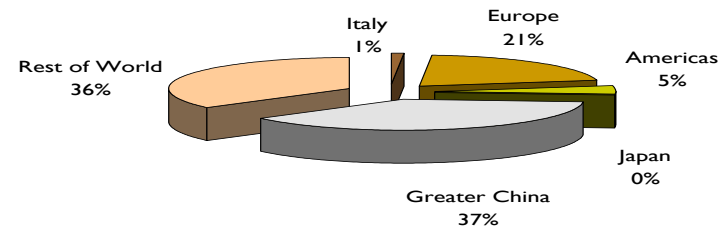
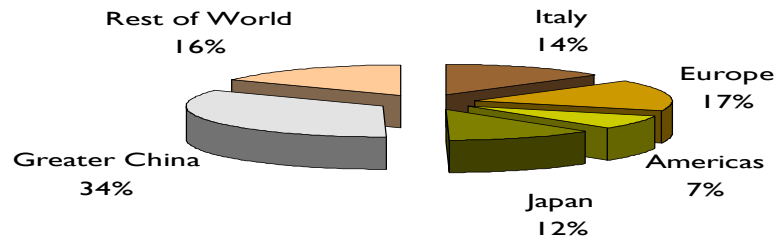
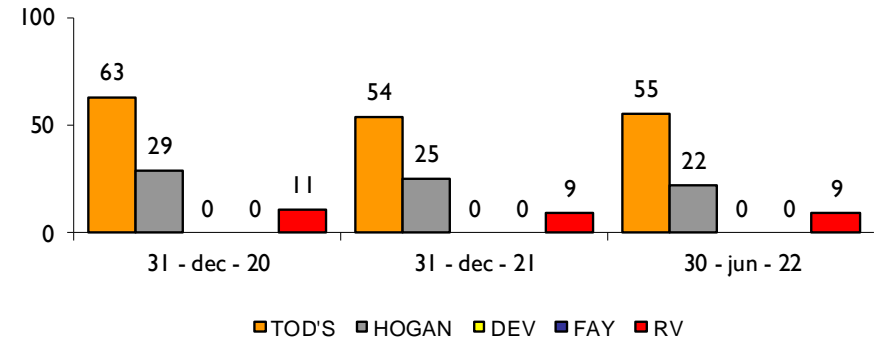
## APPENDIX

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DOS



FRANCHISED STORES



Percentages calculated on the stores as of June 30<sup>th</sup>, 2022

CONSOLIDATED PROFIT & LOSS

(€000's)	HI 2022		HI 2021		FY 2021	
<b>Sales</b>	<b>467.539</b>	100,0%	<b>398.365</b>	100,0%	<b>883.807</b>	100,0%
Other Revenues	8.493	1,8%	6.691	1,7%	16.554	1,9%
<b>Total Revenues</b>	<b>476.032</b>	101,8%	<b>405.056</b>	101,7%	<b>900.361</b>	101,9%
Raw Materials Costs	(96.783)	-20,7%	(107.792)	-27,1%	(232.794)	-26,3%
Costs for Services	(126.464)	-27,0%	(94.751)	-23,8%	(216.769)	-24,5%
Costs for the Use of 3rd Parties						
Assets	(31.581)	-6,8%	(23.705)	-6,0%	(54.122)	-6,1%
Labour Costs	(115.694)	-24,7%	(102.482)	-25,7%	(211.536)	-23,9%
Other Operating Costs	(14.697)	-3,1%	(11.013)	-2,8%	(23.2391)	-2,6%
Depreciation and amortisation	(72.887)	-15,6%	(67.624)	-17,0%	(133.000)	-15,0%
Write downs/reversing of assets	(250)	-0,1%	(349)	-0,1%	(4.744)	-0,5%
<b>EBIT</b>	<b>17.677</b>	<b>3,8%</b>	<b>(2.660)</b>	<b>-0,7%</b>	<b>24.156</b>	<b>2,7%</b>
Net Financial Income (Expenses)	(9.615)	-2,1%	(11.206)	-2,8%	(21.685)	-2,5%
<b>Profit Before Taxes</b>	<b>8.062</b>	<b>1,7%</b>	<b>(13.866)</b>	<b>-3,5%</b>	<b>2.471</b>	<b>0,3%</b>
Taxes	(7.307)	-1,6%	(6.862)	-1,7%	(8.409)	-0,9%
<b>Consolidated Net Income</b>	<b>755</b>	<b>0,2%</b>	<b>(20.729)</b>	<b>-5,2%</b>	<b>(5.938)</b>	<b>-0,6%</b>
Minority Interests	0	0,0%	0	0,0%	0	0,0%
<b>Group's Net Income</b>	<b>755</b>	<b>0,2%</b>	<b>(20.729)</b>	<b>-5,2%</b>	<b>(5.938)</b>	<b>-0,6%</b>
<b>EBITDA</b>	<b>90.563</b>	<b>19,4%</b>	<b>64.964</b>	<b>16,3%</b>	<b>160.821</b>	<b>18,2%</b>

<b>CONSOLIDATED BALANCE SHEET</b>	<b>June 30<sup>th</sup>,</b>	<b>June 30<sup>th</sup>,</b>	<b>Dec 31<sup>st</sup>,</b>
<b>(€000's)</b>	<b>2022</b>	<b>2021</b>	<b>2021</b>
Right of Use Assets	474.814	411.684	436.786
Intangible Fixed Assets	581.795	581.400	581.785
Tangible Fixed Assets	137.119	134.712	140.511
Other Fixed Assets	137.789	125.427	131.687
<b>Total Fixed Assets</b>	<b>1.331.516</b>	<b>1.253.223</b>	<b>1.290.770</b>
Inventories	336.759	334.787	306.985
Trade Receivables	88.215	78.117	87.564
Cash and Cash Equivalents	185.517	188.147	223.312
Other Current Assets	96.545	82.549	85.647
<b>Total Current Assets</b>	<b>707.036</b>	<b>683.600</b>	<b>703.508</b>
<b>Total Assets</b>	<b>2.038.552</b>	<b>1.936.823</b>	<b>1.994.278</b>
Share Capital	66.187	66.187	66.187
Reserves	940.220	939.190	938.286
Net Result for the Period	755	(20.729)	(5.938)
<b>Group's Shareholders' Equity</b>	<b>1.007.161</b>	<b>984.648</b>	<b>998.535</b>
Minority Interest Equity	0	0	0
<b>Cons. Shareholders' Equity</b>	<b>1.007.161</b>	<b>984.648</b>	<b>998.535</b>
Trade Payables	140.290	98.410	132.235
Staff Severance Provision	16.517	15.695	16.814
Bank Debts	256.944	311.303	278.545
Liase Liabilities	489.358	425.750	448.615
Other Liabilities	128.282	101.017	119.534
<b>Total Liabilities</b>	<b>1.031.391</b>	<b>952.175</b>	<b>995.743</b>
<b>Total Equity and Liabilities</b>	<b>2.038.552</b>	<b>1.936.823</b>	<b>1.994.278</b>

CONSOLIDATED CASH FLOW

(€000's)	June 30 <sup>th</sup> , 2022 6 months	June 30 <sup>th</sup> , 2021 6 months	Dec 31 <sup>st</sup> , 2021 12 months
<b>Net income for the period</b>	<b>755</b>	<b>(20.729)</b>	<b>(5.938)</b>
<b>Income Statement adjustments</b>			
Depreciation, amortisation and provisions	71.927	70.603	139.168
Other not monetary charges	3.096	3.222	13.424
Taxes paid	7.307	6.862	8.409
<b>Changes in operating assets and liabilities</b>			
Change in inventories, trade receivables and payables	(21.504)	5.065	55.788
Change in other current assets/liabilities	(4.797)	3.201	7.351
<b>Cash Flow from Operating activities</b>	<b>56.782</b>	<b>68.224</b>	<b>218.203</b>
Interests (paid)/collected	(2.563)	(2.998)	(6.659)
Interests on lease (paid)/collected	(6.055)	(5.934)	(11.945)
Income taxes (paid)/refunded	(3.373)	(2.049)	(1.035)
<b>Net Cash Flow from Operating activities</b>	<b>44.791</b>	<b>57.244</b>	<b>198.563</b>
Net Investments in tangible and intangible fixed assets	(16.960)	(18.960)	(43.845)
Other changes in fixed assets	653	754	0
<b>Cash Flow from Investments</b>	<b>(16.307)</b>	<b>(18.206)</b>	<b>(43.845)</b>
Dividends paid			
Changes in lease assets	(48.700)	(42.585)	(94.068)
Change in financial liabilities and other not current liabilities	(21.147)	(139.683)	(167.292)
<b>Cash Flow from Financing</b>	<b>(69.847)</b>	<b>(182.268)</b>	<b>(261.900)</b>
Translation exchange differences	4.103	1.907	6.716
<b>CASH FLOW</b>	<b>(37.260)</b>	<b>(141.322)</b>	<b>(100.465)</b>

**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](mailto:c.oglio@todsgroup.com)

(\*) as of June 30<sup>th</sup>, 2022



# SHAREHOLDING STRUCTURE

## LIST OF THE RELEVANT SHAREHOLDERS

(situation as of June 30<sup>th</sup>, 2022

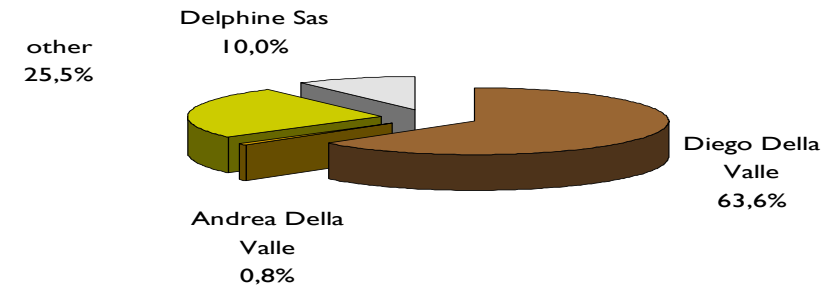
on the basis of the latest official communications received from shareholders)

	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%
<b>TOTALE DIEGO DELLA VALLE</b>	<b>63,64%</b>	<b>75,47%</b>
<b>ANDREA DELLA VALLE</b>	<b>0,81%</b>	<b>0,99%</b>
<b>DELPHINE SAS (LVMH Group)</b>	<b>10,00%</b>	<b>8,02%</b>

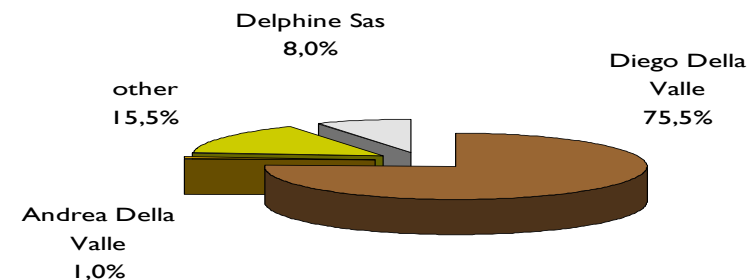
(1) calculated on the 33,093,539 number of shares

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

## % OF OUTSTANDING SHARES (1)



## % OF VOTING RIGHTS (2)





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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