

s.p.a.

TOD'S

TOD'S GROUP

A GLOBAL LUXURY PLAYER

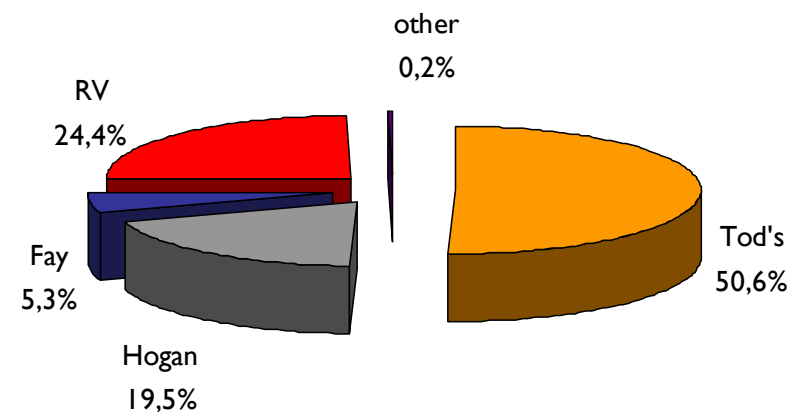
FY 2022 CONSOLIDATED RESULTS

CONSOLIDATED TURNOVER BY BRAND

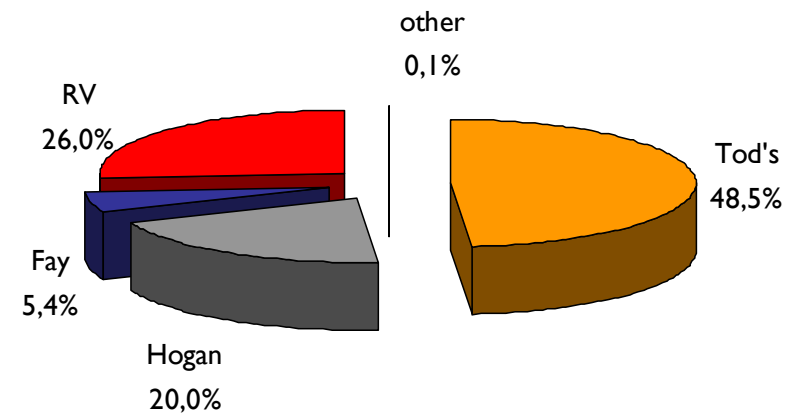
SALES PERFORMANCE FY 2021-22

	reported rates	constant rates
Tod's	+19,1%	+16,4%
Roger Vivier	+7,1%	+3,3%
Hogan	+10,9%	+9,4%
Fay	+10,7%	+10,6%
TOTAL	+13,9%	+11,4%

FY 2022 CONSOLIDATED SALES



FY 2021 CONSOLIDATED SALES

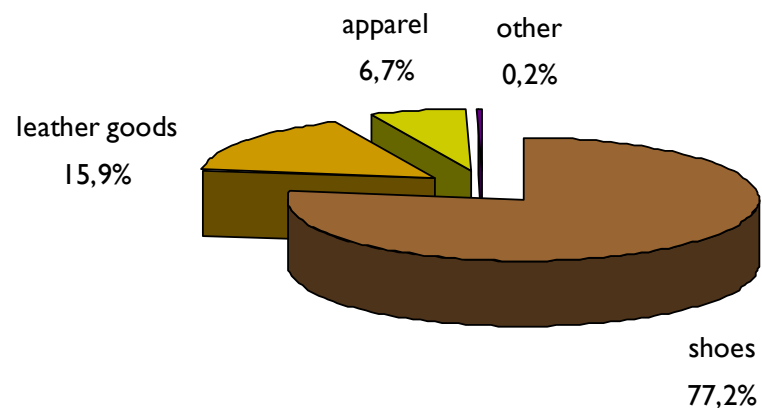


CONSOLIDATED TURNOVER BY PRODUCT

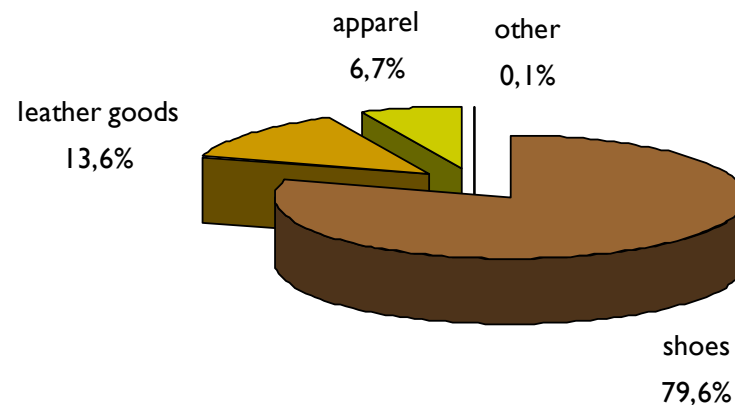
SALES PERFORMANCE FY 2021-22

	reported rates	constant rates
Shoes	+10,5%	+7,6%
Leather Goods & accessories	+33,7%	+31,8%
Apparel	+13,9%	+13,2%
TOTAL	+13,9%	+11,4%

FY 2022 CONSOLIDATED SALES



FY 2021 CONSOLIDATED SALES

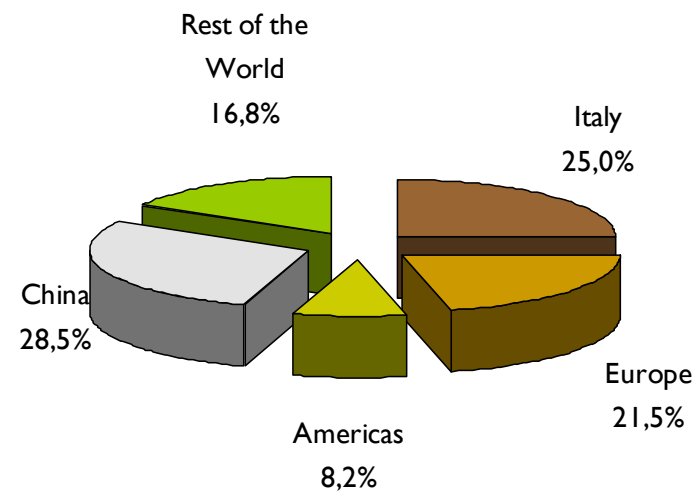


CONSOLIDATED TURNOVER BY REGION

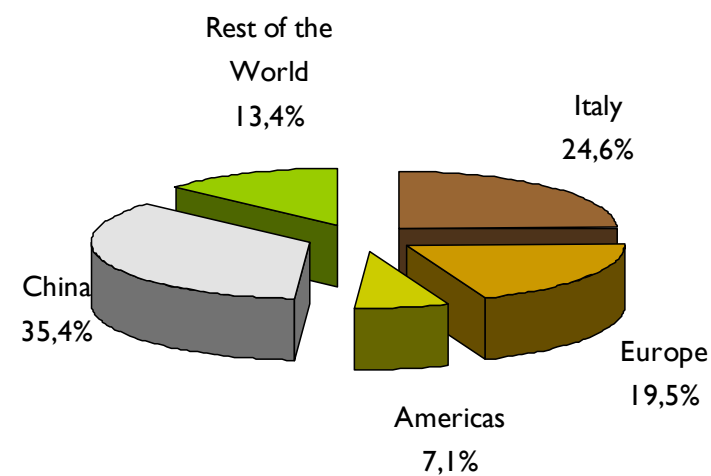
SALES PERFORMANCE FY 2021-22

	reported rates	constant rates
Italy	+15,9%	+15,9%
Rest of Europe	+25,6%	+24,6%
Americas	+31,4%	+19,9%
Greater China	-8,4%	-14,0%
Rest of world	+43,3%	+46,4%
TOTAL	+13,9%	+11,4%

FY 2022 CONSOLIDATED SALES



FY 2021 CONSOLIDATED SALES

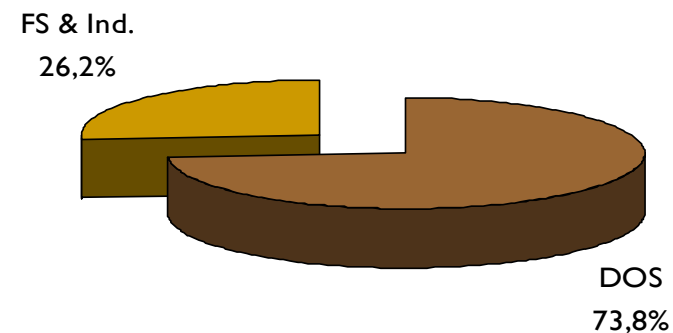


CONSOLIDATED TURNOVER BY CHANNEL

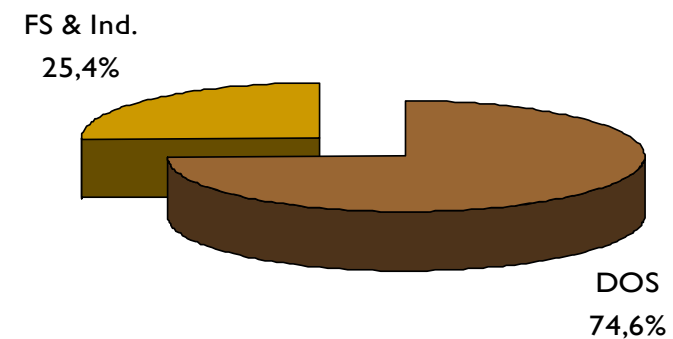
SALES PERFORMANCE FY 2021-22

	reported rates	constant rates
Retail	+12,7%	+9,9%
Wholesale	+17,5%	+15,8%
TOTAL	+13,9%	+11,4%

FY 2022 CONSOLIDATED SALES



FY 2021 CONSOLIDATED SALES



PROFIT & LOSS KEY FIGURES

	FY 2022	FY 2021	FY 2020
SALES	1.006.979	883.807	637.111
EBIT	58.228	24.156	(135.362)
% of Sales	5,8%	2,7%	n.m.
PROFIT BEFORE TAXES	29.036	2.471	(157.975)
% of Sales	2,9%	0,3%	10,9%
GROUP'S NET INCOME	23.065	(5.938)	(73.190)
% of Sales	2,3%	n.m.	n.m.
EBITDA	207.168	160.821	38.077
% of Sales	20,6%	18,2%	6,0%

(*) 2022 figures are unaudited, approved by the Board of Directors on March 13th, 2023 and subject to the approval of the Shareholders' Meeting on April 19th, 2023.

BALANCE SHEET KEY FIGURES

<i>Figures in Euro/000s</i>	December 31st 2022	December 31st 2021	December 31st 2020
Trade receivables	96.432	87.564	73.653
Inventories	357.660	306.985	353.982
Trade payables	(170.597)	(132.235)	(105.270)
NET WORKING CAPITAL	283.495	262.313	322.364
% of Sales	28,2	29,7%	50,6%
Right of use assets	467.787	436.786	382.521
Intangible fixed assets	582.245	581.785	579.862
Tangible fixed assets	141.584	140.511	136.127
Other fixed assets	139.979	131.687	126.865
TOTAL FIXED ASSETS	1.331.596	1.290.770	1.225.375
NET FINANCIAL DEBT/(CASH) net of lease liabilities	71.104	70.453	135.216
GROUP'S SHAREHOLDERS' EQUITY	1.041.425	998.535	1.007.176

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CASH FLOW KEY FIGURES

Figures in Euro/000s

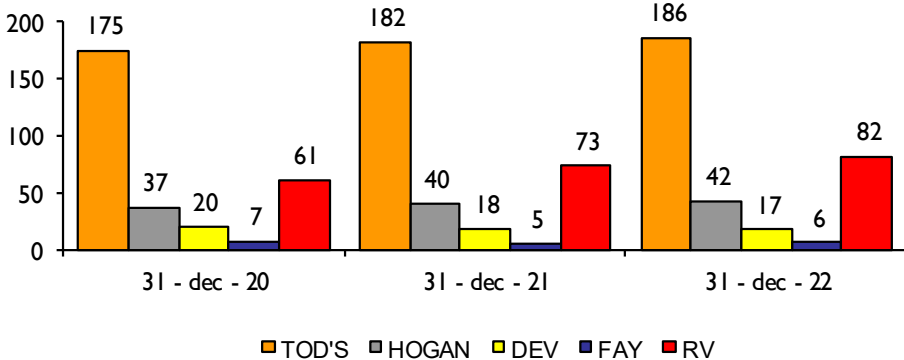
	December 31 st 2022	December 31 st 2021	December 31 st 2020
CASH FLOW FROM OPERATING ACTIVITIES	153.845	218.441	28.935
NET CASH FLOW FROM OPERATING ACTIVITIES	129.333	198.801	(2.188)
CAPEX	(44.426)	(43.845)	(29.695)
CASH FLOW FROM FINANCING	(143.718)	(261.900)	188.178
CASH FLOW	(55.059)	(100.466)	155.563

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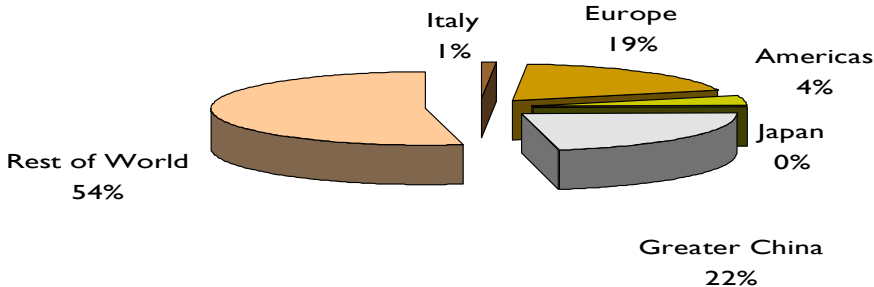
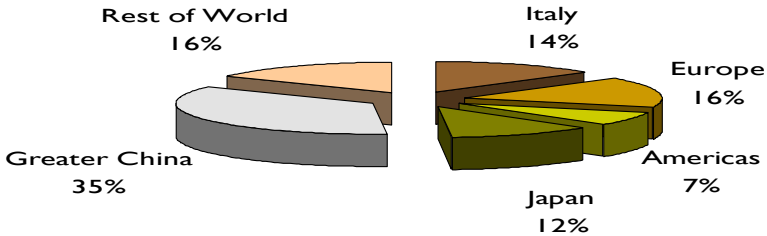
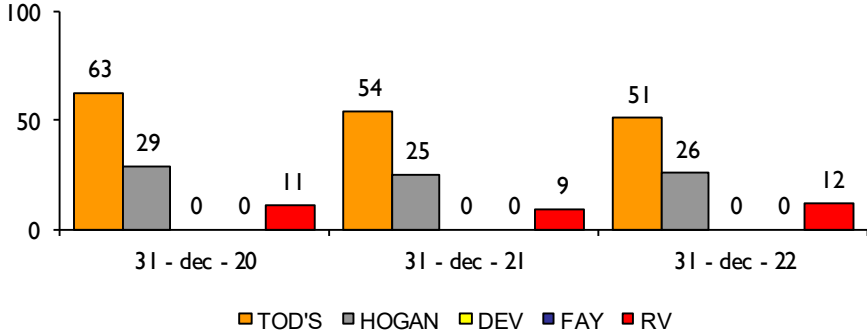
APPENDIX

DISTRIBUTION NETWORK

DOS



FRANCHISED STORES



Percentages calculated on the stores as of December 31st, 2022

CONSOLIDATED PROFIT & LOSS (€000's)	FY 2022 (IFRS16 compliant)		FY 2021 (IFRS16 compliant)		FY 2020 (IFRS16 compliant)	
Sales	1.006.979	100,0%	883.807	100,0%	637.111	100,0%
Other Revenues	20.086	2,0%	16.554	1,9%	9.932	1,6%
Total Revenues	1.027.065	102,0%	900.361	101,9%	647.043	101,6%
Raw Materials Costs	(206.676)	-20,5%	(232.794)	-26,3%	(194.567)	-30,5%
Costs for Services	(280.326)	-27,8%	(216.769)	-24,5%	(173.245)	-27,2%
Costs for the Use of 3rd Parties						
Assets	(65.634)	-6,5%	(54.122)	-6,1%	(29.343)	-4,6%
Labour Costs	(234.055)	-23,2%	(211.536)	-23,9%	(189.025)	-29,7%
Other Operating Costs	(32.629)	-3,2%	(23.239)	-2,6%	(21.879)	-3,4%
Depreciation and amortisation	(147.794)	-14,7%	(133.000)	-15,0%	(144.766)	-22,7%
Write downs/reversing of assets	(1.723)	-0,2%	(4.744)	-0,5%	(29.580)	-4,7%
EBIT	58.228	5,8%	24.156	2,7%	(135.362)	-21,2%
Net Financial Income (Expenses)	(29.192)	-2,9%	(21.685)	-2,5%	(22.613)	-3,5%
Profit Before Taxes	29.036	2,9%	2.471	0,3%	(157.975)	-24,8%
Taxes	(5.971)	-0,6%	(8.409)	-0,9%	84.785	13,3%
Consolidated Net Income	23.065	2,3%	(5.938)	-0,6%	(73.190)	-11,5%
Minority Interests	0	0,0%	0	0,0%	0	0,0%
Group's Net Income	23.065	2,3%	(5.938)	-0,6%	(73.190)	-11,5%
EBITDA	207.168	20,6%	160.821	18,2%	38.077	6,0%

(*) 2022 figures are unaudited, approved by the Board of Directors on March 13th, 2023 and subject to the approval of the Shareholders' Meeting on April 19th, 2023.

CONSOLIDATED BALANCE SHEET	Dec 31 st , 2022	Dec 31 st , 2021	Dec 31 st , 2020
(€000's)	IFRS16 compliant	IFRS16 compliant	IFRS16 compliant
Right of Use Assets	467.787	436.786	382.521
Intangible Fixed Assets	582.245	581.785	579.862
Tangible Fixed Assets	141.584	140.511	136.127
Other Fixed Assets	139.979	131.687	123.995
Total Fixed Assets	1.331.596	1.290.770	1.222.505
Inventories	357.660	306.985	353.982
Trade Receivables	96.432	87.564	73.653
Cash and Cash Equivalents	167.709	223.312	330.940
Other Current Assets	108.170	85.648	84.163
Total Current Assets	729.971	703.508	842.739
Total Assets	2.061.566	1.994.278	2.065.244
Share Capital	66.187	66.187	66.187
Reserves	952.173	938.286	1.014.179
Net Result for the Period	23.0652	(5.938)	(73.190)
Group's Shareholders' Equity	1.041.425	998.535	1.007.176
Minority Interest Equity	0	0	0
Cons. Shareholders' Equity	1.041.425	998.535	1.007.176
Trade Payables	170.597	132.235	105.270
Staff Severance Provision	17.559	16.814	15.234
Bank Debts	235.228	278.545	455.876
Liase Liabilities	483.916	448.615	396.350
Other Liabilities	112.841	119.535	85.339
Total Liabilities	1.020.141	995.743	1.058.068
Total Equity and Liabilities	2.061.566	1.994.278	2.065.244

(*) 2022 figures are unaudited, approved by the Board of Directors on March 13th, 2023 and subject to the approval of the Shareholders' Meeting on April 19th, 2023.

CONSOLIDATED CASH FLOW

	Dec 31 st , 2022	Dec 31 st , 2021	Dec 31 st , 2020
(€000's)	12 months	12 months	12 months
Net income for the period	23.065	(5.938)	(73.190)
Income Statement adjustments			
Depreciation, amortisation and provisions	140.403	140.114	210.708
Other not monetary charges	13.769	13.424	(2.493)
Taxes paid	5.971	8.409	(84.785)
Changes in operating assets and liabilities			
Change in inventories, trade receivables and payables	(12.634)	55.788	(15.023)
Change in other current assets/liabilities	(16.728)	6.644	(6.282)
Cash Flow from Operating activities	153.845	218.441	28.935
Interests (paid)/collected	(5.630)	(6.659)	(2.054)
Interests on lease (paid)/collected	(13.136)	(11.945)	(13.202)
Income taxes (paid)/refunded	(5.746)	(1.035)	(15.867)
Net Cash Flow from Operating activities	129.333	198.801	(2.188)
Net Investments in tangible and intangible fixed assets	(45.845)	(44.933)	(30.267)
Other changes in fixed assets	1.419	1.089	572
Cash Flow from Investments	(44.426)	(43.845)	(29.695)
Dividends paid			
Changes in lease assets	(100.367)	(94.068)	(77.030)
Change in financial liabilities and other not current liabilities	(43.351)	(167.292)	265.208
Cash Flow from Financing	(143.718)	(261.900)	188.178
Translation exchange differences	3.751	6.477	(733)
CASH FLOW	(55.059)	(100.466)	155.563

(*) 2022 figures are unaudited, approved by the Board of Directors on March 13th, 2023 and subject to the approval of the Shareholders' Meeting on April 19th, 2023.

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

Cinzia Oglio – Investor Relations Manager

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

(*) as of December 31st, 2022



SHAREHOLDING STRUCTURE

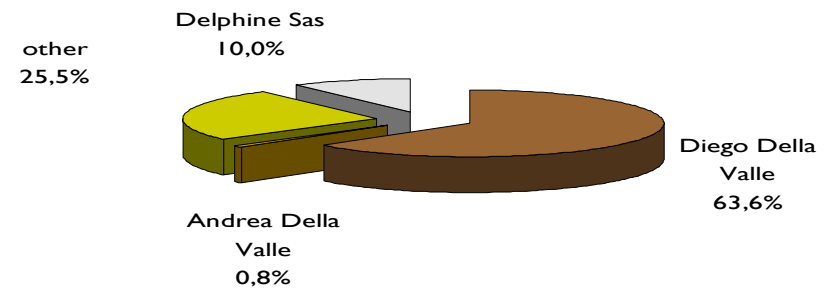
LIST OF THE RELEVANT SHAREHOLDERS

(situation as of June 30th, 2022

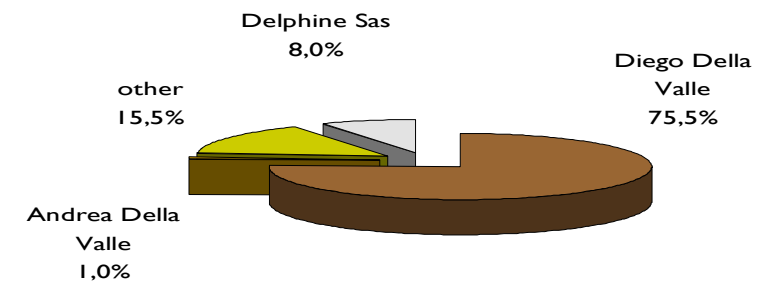
on the basis of the latest official communications received from shareholders)

	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%
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

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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