

s.p.a.

TOD'S

TOD'S GROUP

A GLOBAL LUXURY PLAYER

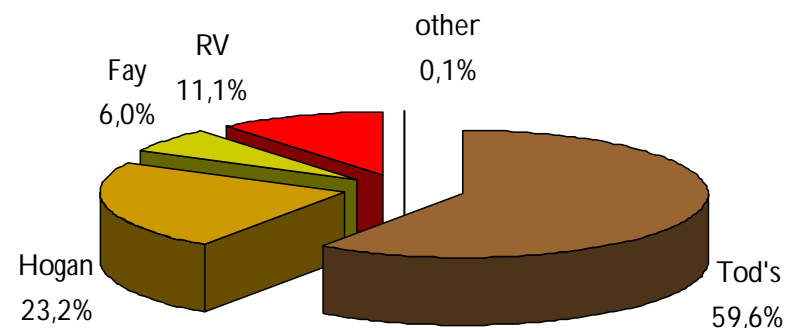
9 MONTHS 2013 CONSOLIDATED RESULTS

CONSOLIDATED TURNOVER BY BRAND

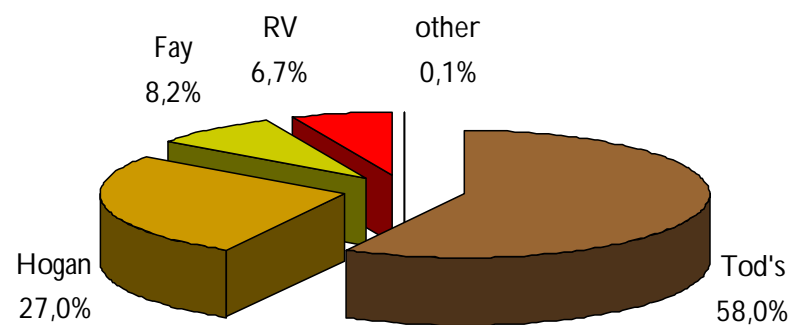
9M 2013 – 9M 2012 SALES GROWTH

Tod's	+ 3,1%
Hogan	-13,7%
Fay	-26,3%
Roger Vivier	+ 65,7%
TOTAL	+0,4%

9M 2013 CONSOLIDATED SALES



9M 2012 CONSOLIDATED SALES

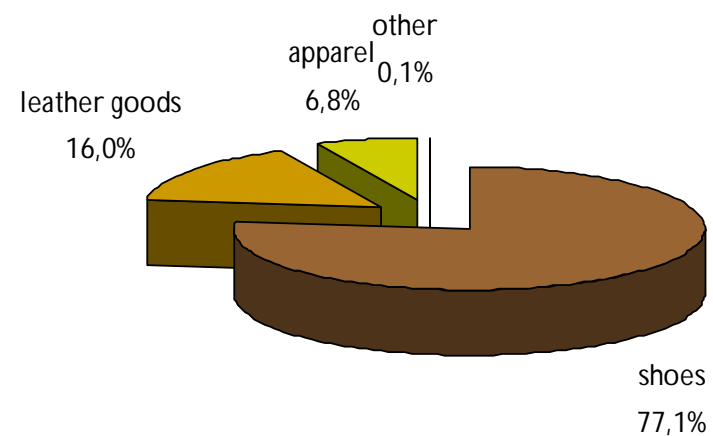


CONSOLIDATED TURNOVER BY PRODUCT

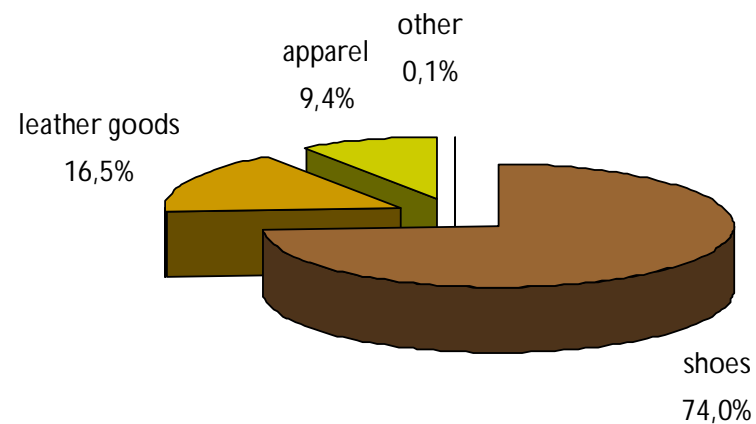
9M 2013 – 9M 2012 SALES GROWTH

Shoes	+ 4,5%
Leather Goods & accessories	- 2,7%
Apparel	-27,0%
TOTAL	+0,4%

9M 2013 CONSOLIDATED SALES



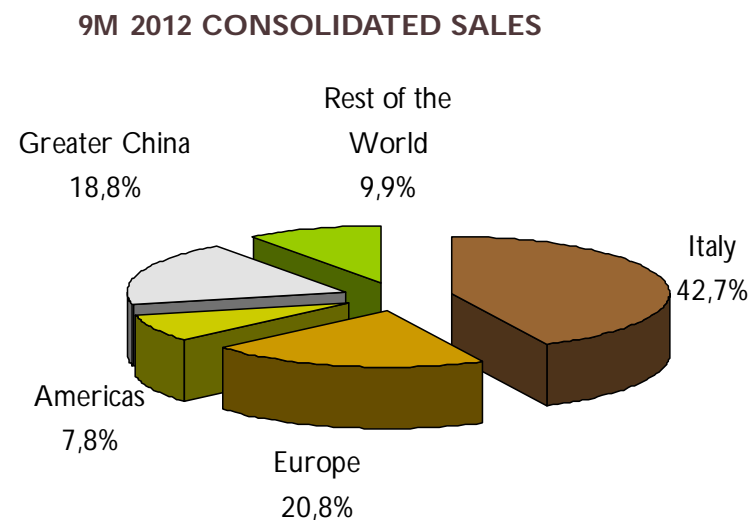
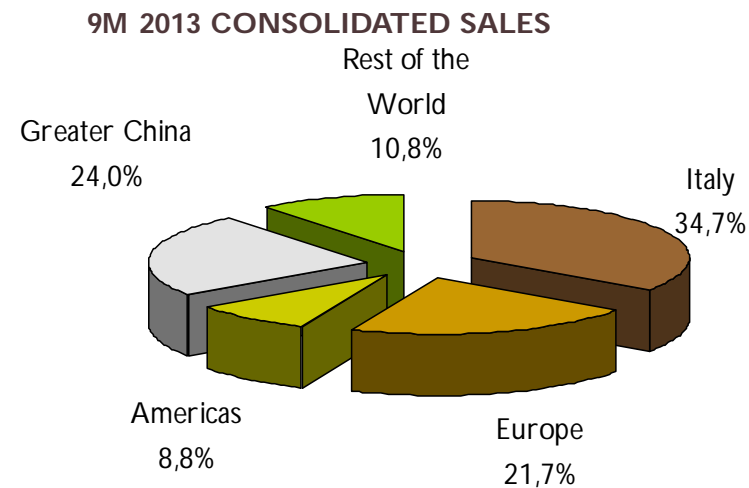
9M 2012 CONSOLIDATED SALES



CONSOLIDATED TURNOVER BY REGION

9M 2013 – 9M 2012 SALES GROWTH

Italy	-18,5%
Rest of Europe	+ 4,6%
Americas	+13,6%
Greater China	+27,9%
Rest of world	+ 9,8%
TOTAL	+ 0,4%

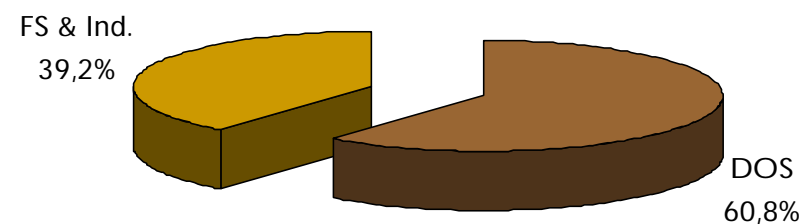


CONSOLIDATED TURNOVER BY CHANNEL

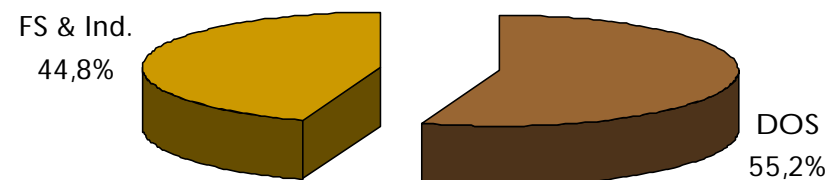
9M 2013 – 9M 2012 SALES GROWTH

DOS	+ 10,5%
Franchise & Independent	- 12,2%
TOTAL	+ 0,4%

9M 2013 CONSOLIDATED SALES



9M 2012 CONSOLIDATED SALES



PROFIT & LOSS KEY FIGURES

Figures in Euro/000s

	9M 2013	9M 2012	change
SALES	752.618	749.909	+0,4%
EBITDA	199.546	199.482	+0,0%
% of Sales	26,5%	26,6%	
EBIT	168.477	169.676	-0,7%
% of Sales	22,4%	22,6%	

BALANCE SHEET KEY FIGURES

<i>Figures in Euro/000s</i>	September 30 th , 2013	September 30 th , 2012	December 31 st , 2012
Trade receivables	164.605	197.881	152.345
Inventories	276.279	252.384	265.389
Trade payables	(126.136)	(146.599)	(139.236)
NET WORKING CAPITAL	314.748	303.666	278.498
% of Sales	n.m.	n.m.	28,9%
POSITIVE NET FINANCIAL POSITION	132.049	74.010	103.741
INVESTMENTS	36.209	41.527	49.895

TOD'S TICKERS

Bloomberg

TOD IM

Reuters

TOD.MI

OUTSTANDING SHARES (*)

30.609.401 ordinary shares

par value: 2 Euro

SHAREHOLDING STRUCTURE (*)

Della Valle family

57,6%

Free float

42,4%

IR CONTACTS

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

(*) as of September 30th, 2013

SHAREHOLDING INFORMATION



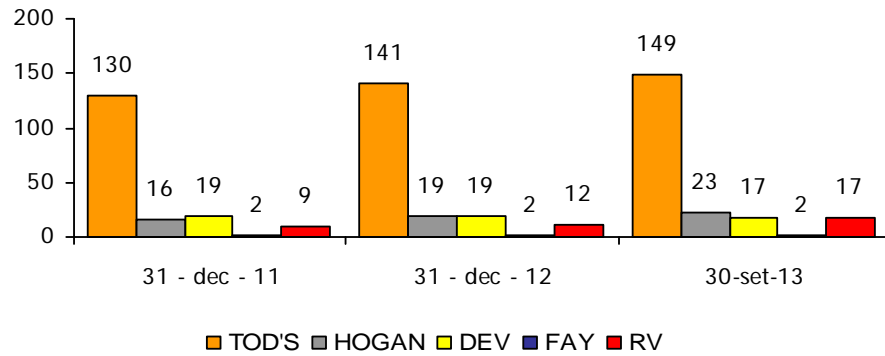
Aurel BGC	•	Axia Financial Research	•	Banca Akros	•	Banca Aletti & C.	•	Banca Finnat Euroamerica
Banca IMI	•	Banca Profilo	•	Bank of America Merrill Lynch	•	Barclays	•	Bryan Garnier & Co.
Cantor Fitzgerald	•	Citigroup Global Markets	•	Cheuvreux/Kepler	•	Deutsche Bank	•	Equita SIM
Fidentiis Equities	•	Goldman Sachs	•	HSBC Bank	•	Il Sole24 Ore- Analisi Mercati Finanziari	•	Intermonte Securities
J. P. Morgan	•	MainFirst Bank AG	•	Mediobanca Securities	•	Morgan Stanley	•	Natixis Securities
Nomura	•	Oddo Pinatton Securities	•	Société Générale	•	Telsey Advisory Group	•	UBS

Note: for analysts' details, please visit the corporate website: www.todsgroup.com

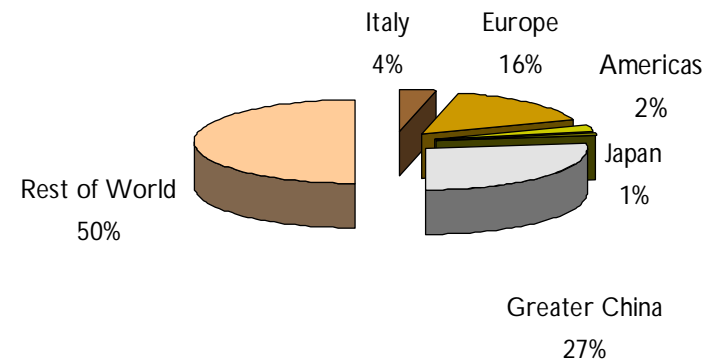
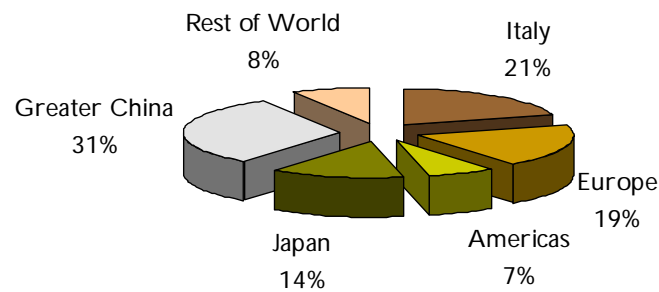
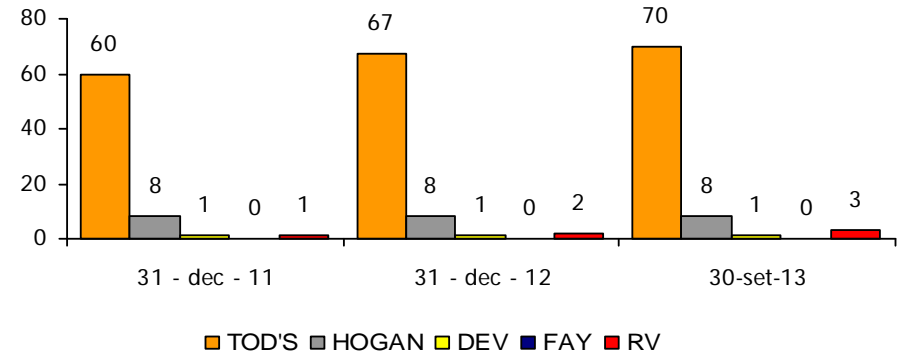
APPENDIX

DISTRIBUTION NETWORK

DOS



FRANCHISED STORES



Percentages calculated on the stores as of September 30th, 2013

CONSOLIDATED PROFIT & LOSS – 9M RESULTS

(€000's)	9M 2013		9M 2012		FY 2012	
Sales	752.618	100,0%	749.909	100,0%	963.132	100,0%
Other Revenues	7.284	1,0%	9.960	1,3%	22.060	2,3%
Total Revenues	759.902	101,0%	759.869	101,3%	985.192	102,3%
Raw Materials Costs	(195.052)	-25,9%	(192.930)	-25,7%	(249.323)	-25,9%
Costs for Services	(157.074)	-20,9%	(177.747)	-23,7%	(226.049)	-23,5%
Costs for the Use of Third Parties Assets	(74.413)	-9,9%	(62.485)	-8,3%	(85.747)	-8,9%
Labour Costs	(112.860)	-15,0%	(105.622)	-14,1%	(143.004)	-14,8%
Other Operating Costs	(20.957)	-2,8%	(21.604)	-2,9%	(30.902)	-3,2%
EBITDA	199.546	26,5%	199.481	26,6%	250.167	26,0%
Depreciation	(22.444)	-3,0%	(21.808)	-2,9%	(29.154)	-3,0%
Amortisation	(6.356)	-0,8%	(6.828)	-0,9%	(8.935)	-0,9%
Provisions and Revaluations	(2.269)	-0,3%	(1.169)	-0,2%	(3.241)	-0,3%
EBIT	168.477	22,4%	169.676	22,6%	208.837	21,7%
Net Financial Income (Expenses)					(1.120)	-0,1%
Profit Before Taxes					207.717	21,6%
Taxes					(61.980)	-6,4%
Consolidated Net Income					145.737	15,1%
Minority Interests					(276)	0,0%
Group's Net Income					145.461	15,1%

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