

s.p.a.

TOD'S

**TOD'S GROUP**

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**A GLOBAL LUXURY PLAYER**

## 9 MONTH 2016 CONSOLIDATED SALES RESULTS

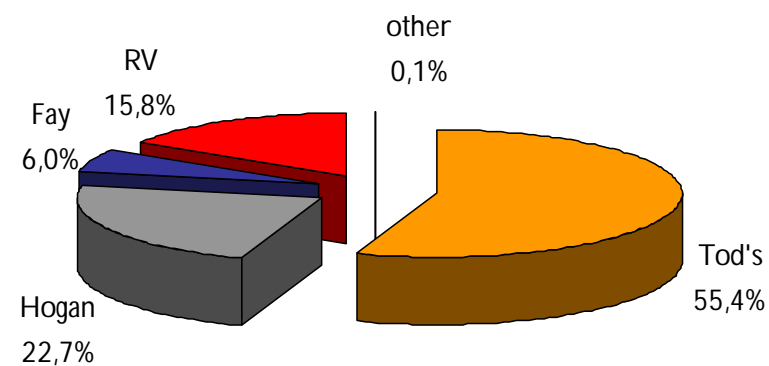
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## CONSOLIDATED TURNOVER BY BRAND

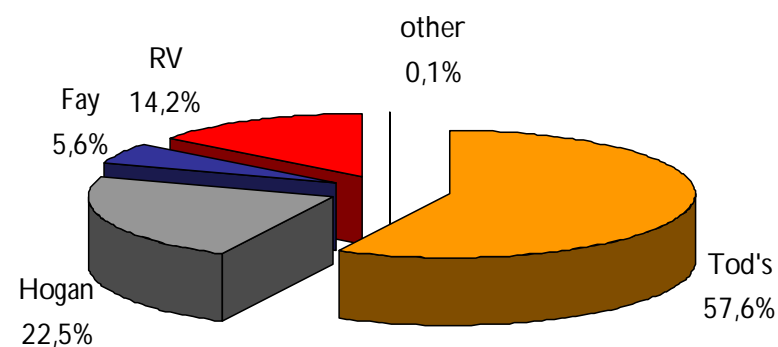
### 9M 2016 – 9M 2015 SALES GROWTH

	Reported rates	Constant rates
Tod's	-7,5%	-8,4%
Hogan	-2,8%	-2,9%
Fay	+4,1%	+4,0%
Roger Vivier	+6,9%	+5,5%
TOTAL	-3,7%	-4,4%

### 9M 2016 CONSOLIDATED SALES



### 9M 2015 CONSOLIDATED SALES

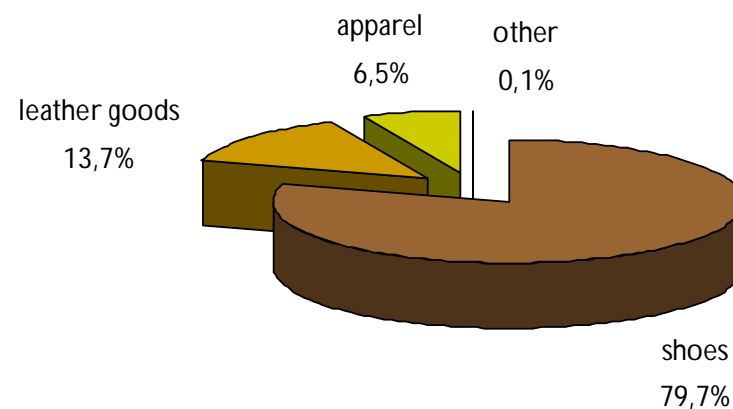


## CONSOLIDATED TURNOVER BY PRODUCT

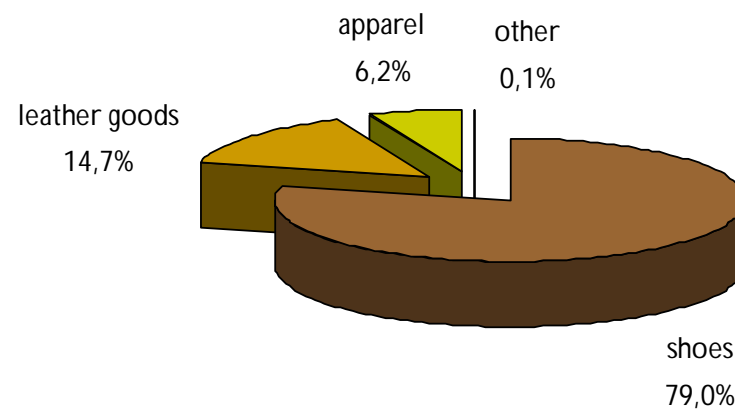
### 9M 2016 – 9M 2015 SALES GROWTH

	Reported rates	Constant rates
Shoes	-2,9%	-3,5%
Leather Goods & accessories	-10,3%	-11,8%
Apparel	+0,9%	+0,8%
TOTAL	-3,7%	-4,4%

### 9M 2016 CONSOLIDATED SALES



### 9M 2015 CONSOLIDATED SALES

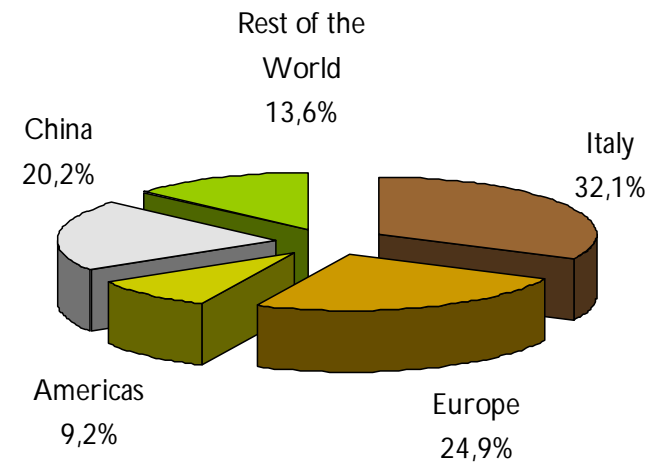


CONSOLIDATED TURNOVER BY REGION

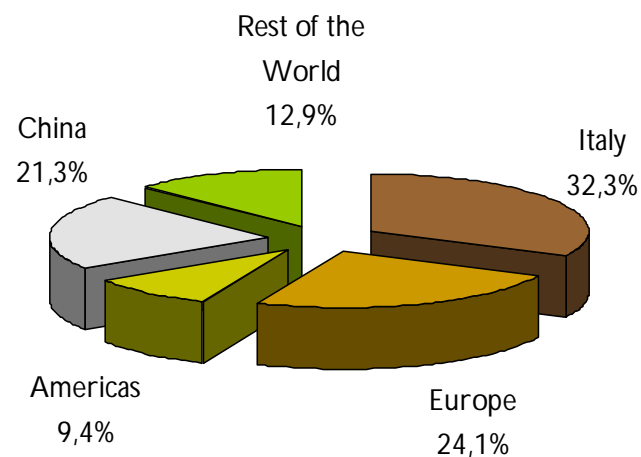
9M 2016 – 9M 2015 SALES GROWTH

	Reported rates	Constant rates
Italy	-4,0%	-4,0%
Rest of Europe	-0,7%	-0,4%
Americas	-6,0%	-8,0%
Greater China	-8,9%	-10,4%
Rest of world	+1,6%	-0,7%
TOTAL	-3,7%	-4,4%

9M 2016 CONSOLIDATED SALES



9M 2015 CONSOLIDATED SALES

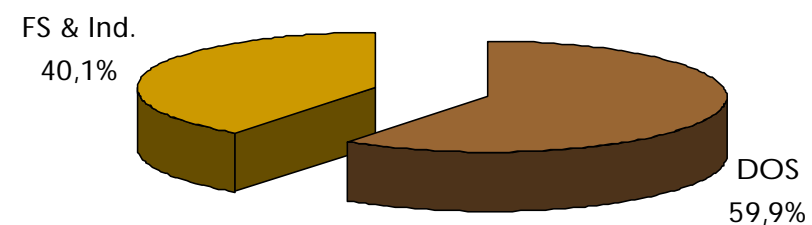


## CONSOLIDATED TURNOVER BY CHANNEL

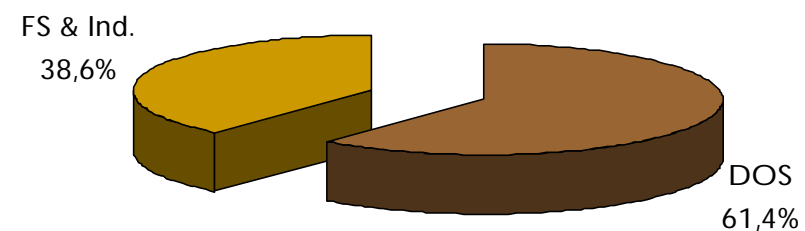
### 9M 2016 – 9M 2015 SALES GROWTH

	Reported rates	Constant rates
DOS	-6,1%	-6,8%
Franchise & Independent	+0,0%	-0,6%
TOTAL	-3,7%	-4,4%

### 9M 2016 CONSOLIDATED SALES

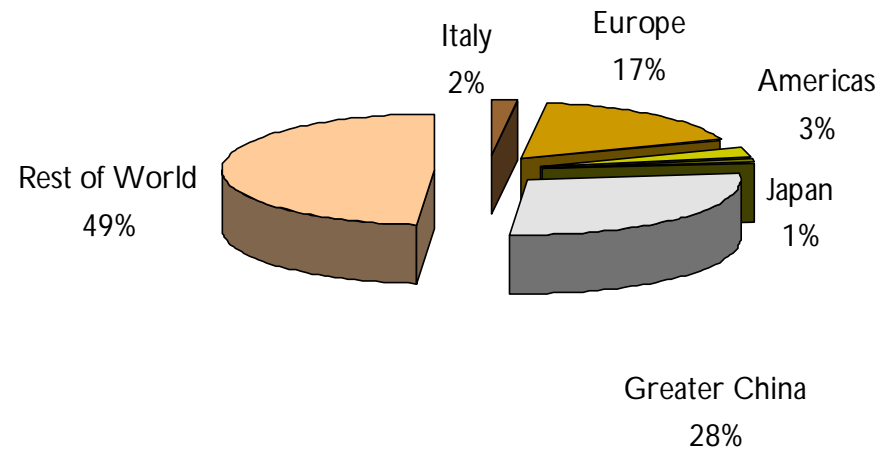
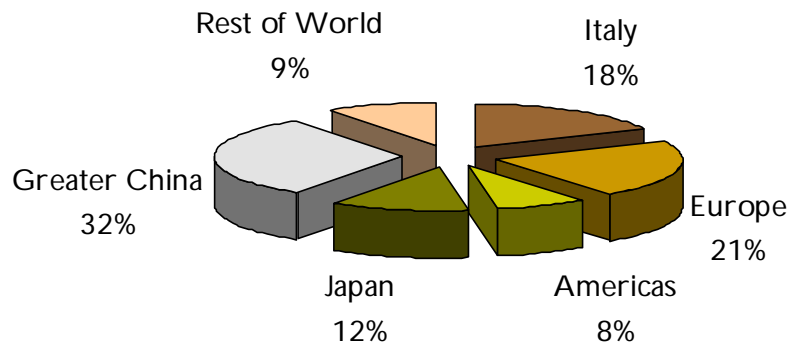
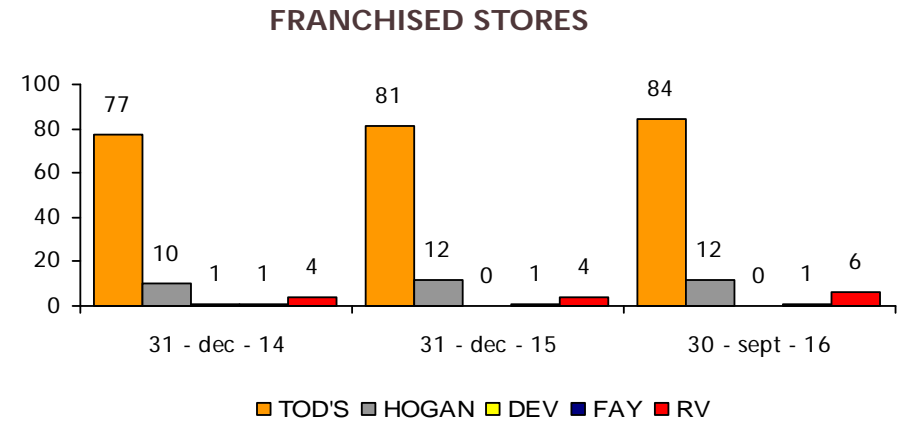
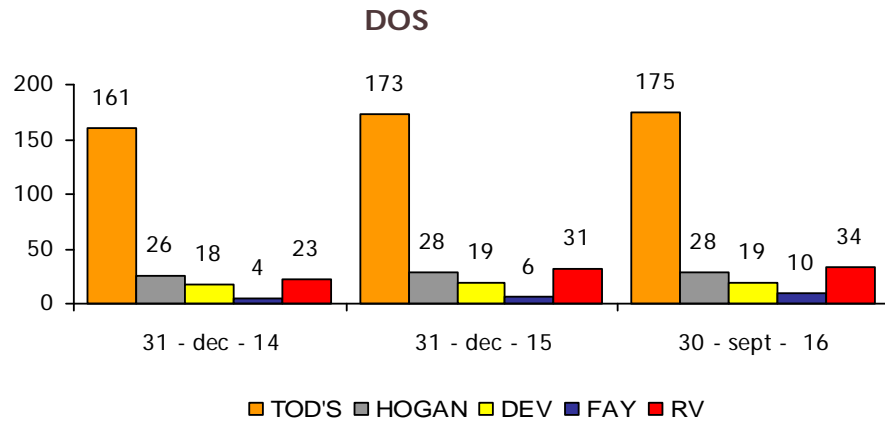


### 9M 2015 CONSOLIDATED SALES



## APPENDIX

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Percentages calculated on the stores as of September 30th, 2016



**TOD'S TICKERS**

Bloomberg

TOD IM

Reuters

TOD.MI

**OUTSTANDING SHARES (\*)**

33.093.539 ordinary shares

par value: 2 Euro

**SHAREHOLDING STRUCTURE (\*)**

Della Valle family

61,5%

Free float

38,5%

**IR CONTACTS**

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(\*) as of September 30<sup>th</sup>, 2016

## SHAREHOLDING INFORMATION

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BROKERS' COVERAGE

Aurel BGC	•	Banca Akros	•	Banca Aletti & C.	•	Banca IMI	•	Bank of America Merrill Lynch
Barclays	•	Bryan Garnier & Co.	•	Citigroup Global Markets	•	Credit Suisse	•	Deutsche Bank
Equita SIM	•	Exane BNP Paribas	•	Fidentiis Equities	•	Goldman Sachs	•	Hammer Partners
HSBC Bank	•	Intermonte Securities	•	J. P. Morgan	•	Kepler Cheuvreux	•	Macquarie Capital (Europe) Limited
MainFirst Bank	•	Mediobanca Securities	•	Mirabaud	•	Morgan Stanley	•	Natixis Securities
Oddo Pinatton Securities	•	Raymond James	•	RBC Europe Limited	•	Santander	•	Société Générale
UBS	•							

Note: for analysts' details, please visit the corporate website: [www.todsgroup.com](http://www.todsgroup.com)

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