

s.p.a.

TOD'S

TOD'S GROUP

A GLOBAL LUXURY PLAYER

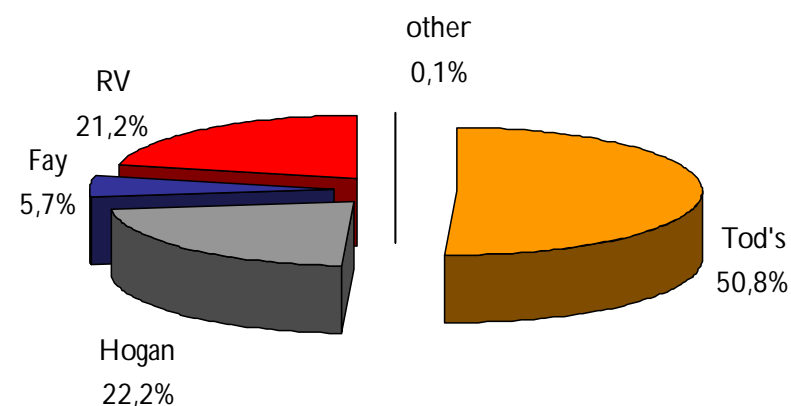
9 MONTH 2019 CONSOLIDATED SALES RESULTS

CONSOLIDATED TURNOVER BY BRAND

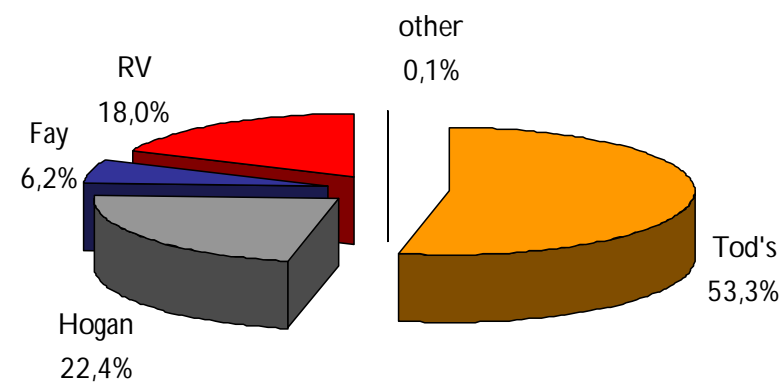
9M 2019 – 9M 2018 SALES GROWTH

	Reported rates	Constant rates
Tod's	-8,5%	-9,7%
Hogan	-5,0%	-5,2%
Roger Vivier	+13,0%	+11,4%
Fay	-11,6%	-11,6%
TOTAL	-4,0%	-5,0%

9M 2019 CONSOLIDATED SALES



9M 2018 CONSOLIDATED SALES

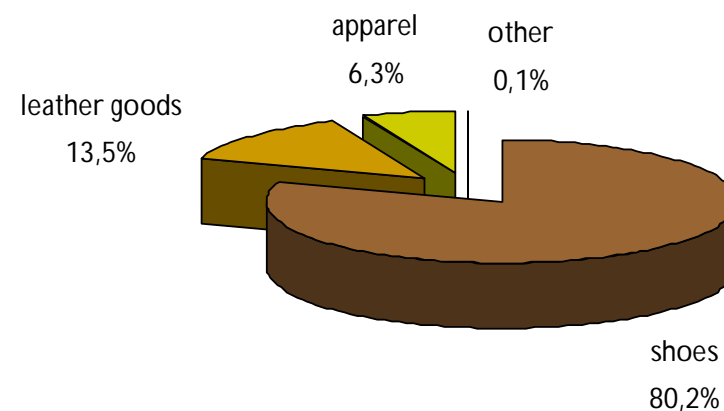


CONSOLIDATED TURNOVER BY PRODUCT

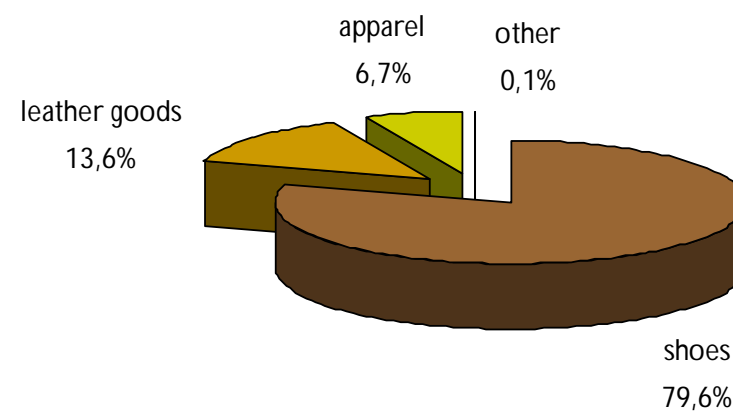
9M 2019 – 9M 2018 SALES GROWTH

	Reported rates	Constant rates
Shoes	-3,4%	-4,4%
Leather Goods & accessories	-4,8%	-6,6%
Apparel	-9,9%	-10,0%
TOTAL	-4,0%	-5,0%

9M 2019 CONSOLIDATED SALES



9M 2018 CONSOLIDATED SALES

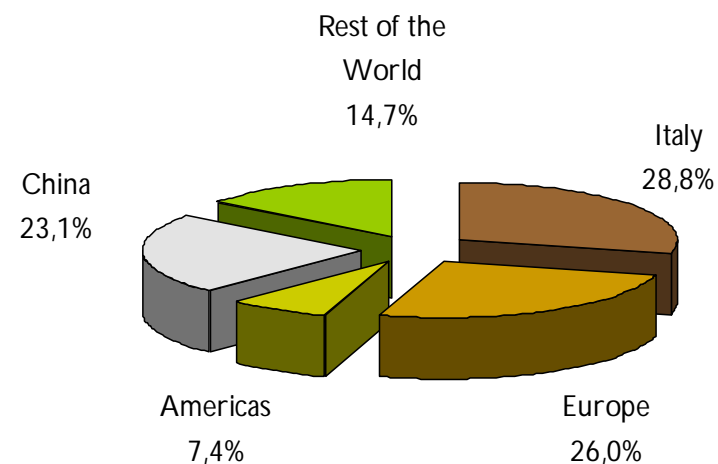


CONSOLIDATED TURNOVER BY REGION

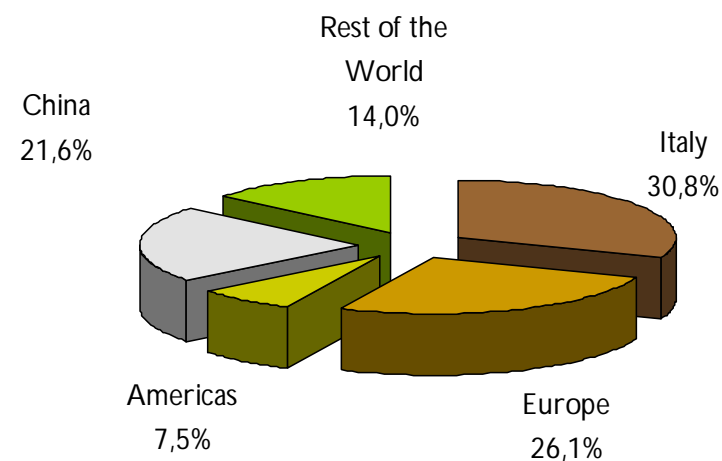
9M 2019 – 9M 2018 SALES GROWTH

	Reported rates	Constant rates
Italy	-10,2%	-10,2%
Rest of Europe	-4,4%	-4,5%
Americas	-6,1%	-9,9%
Greater China	+2,6%	+0,7%
Rest of world	+1,2%	-0,9%
TOTAL	-4,0%	-5,0%

9M 2019 CONSOLIDATED SALES



9M 2018 CONSOLIDATED SALES

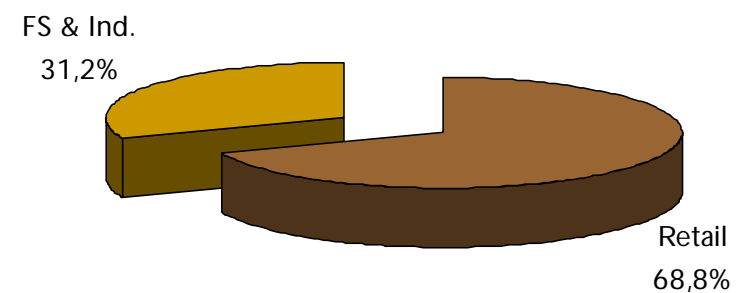


CONSOLIDATED TURNOVER BY CHANNEL

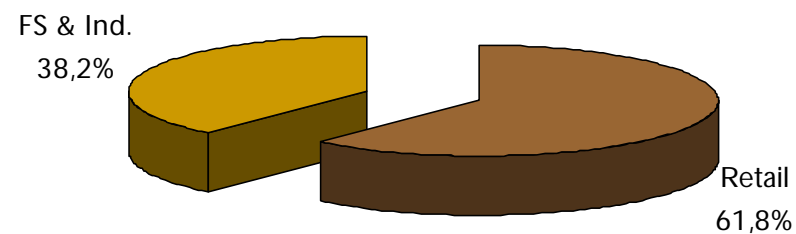
9M 2019 – 9M 2018 SALES GROWTH

	Reported rates	Constant rates
Retail (DOS & online)	+7,0%	+5,5%
Franchise & Independent	-21,8%	-22,1%
TOTAL	-4,0%	-5,0%

9M 2019 CONSOLIDATED SALES



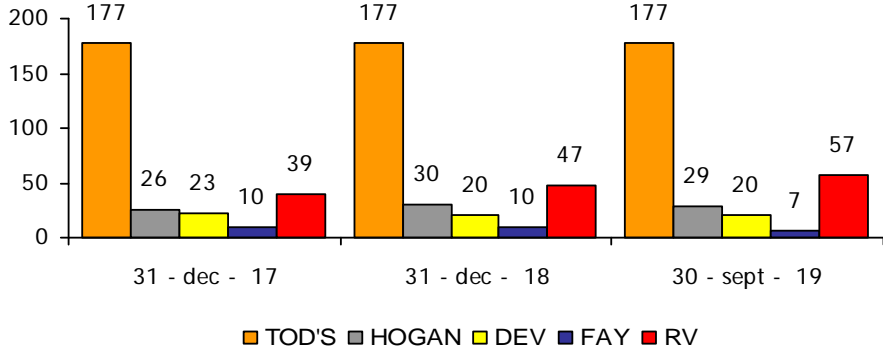
9M 2018 CONSOLIDATED SALES



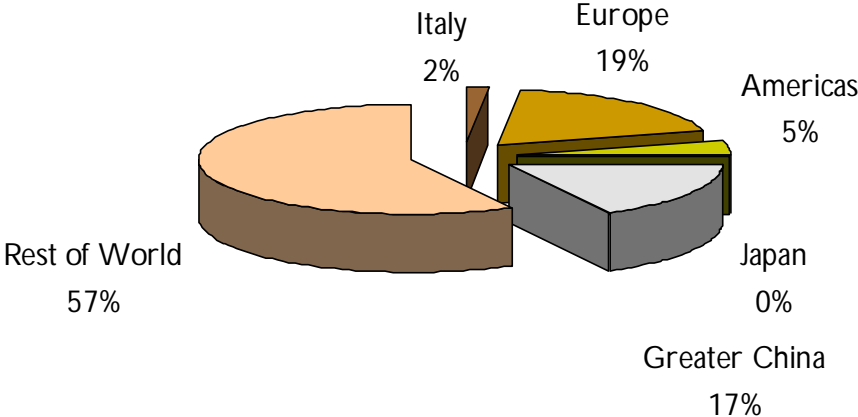
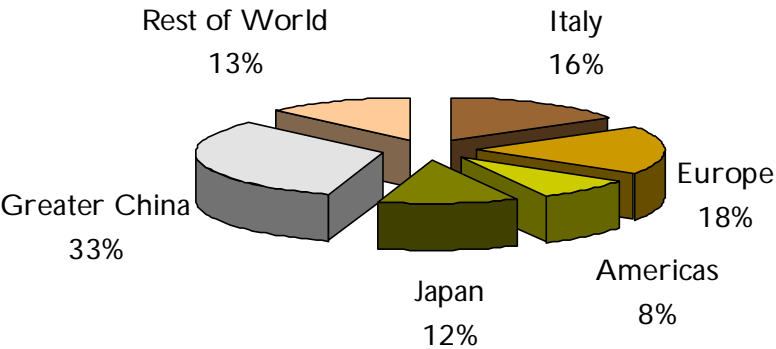
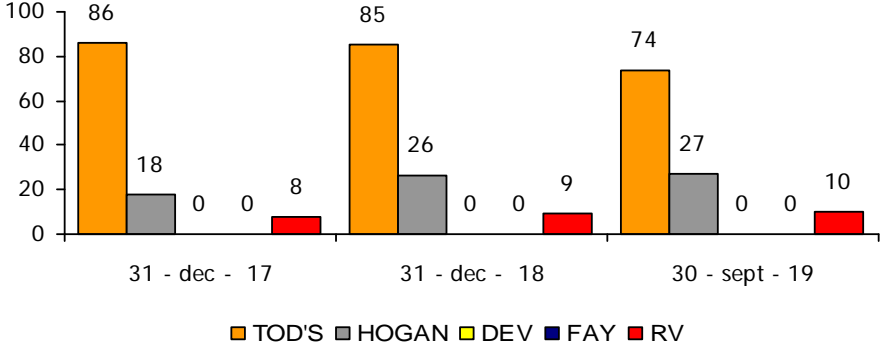
APPENDIX

DISTRIBUTION NETWORK

DOS



FRANCHISED STORES



Percentages calculated on the stores as of September 30th, 2019

TOD'S TICKERS

Bloomberg	TOD IM
Reuters	TOD.MI

OUTSTANDING SHARES (*)

33.093.539 ordinary shares, of which:
- 20.346.113 with increased vote
- 12.747.426 with unitary vote

SHAREHOLDING STRUCTURE (*)

Della Valle family	64,0%
Free float	36,0%

VOTING RIGHTS(*)

Della Valle family	77,7%
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IR CONTACTS

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(*) as of September 30th, 2019



SHAREHOLDING STRUCTURE

LIST OF THE RELEVANT SHAREHOLDERS

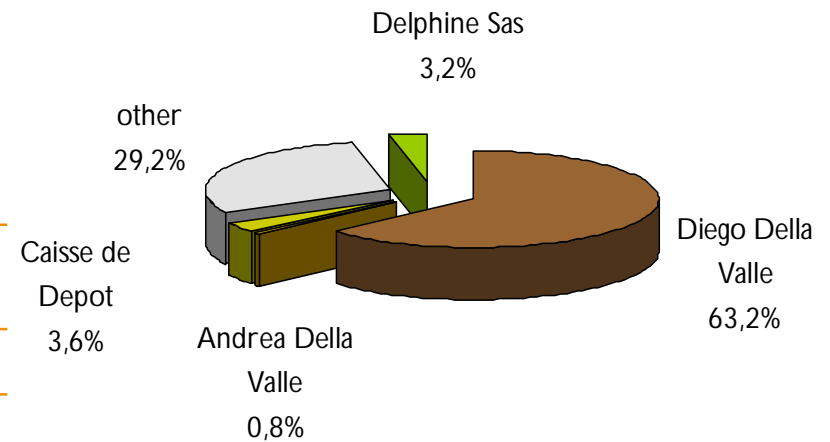
(situation as of September 30th, 2019)

	percentage of share capital (1)	percentage of voting rights (2)
DI.VI. FINANZIARIA DI DIEGO DELLA VALLE & C. SRL	50,3%	62,3%
DIEGO DELLA VALLE & C. SRL	12,1%	13,5%
Diego Della Valle	0,8%	0,9%
TOTALE DIEGO DELLA VALLE	63,2%	76,7%
ANDREA DELLA VALLE	0,8%	1,0%
CAISSE DE DÉPÔT ET PLACEMENT DU QUÉBEC	3,6%	2,2%
DELPHINE SAS (Bernard Arnault)	3,2%	2,0%

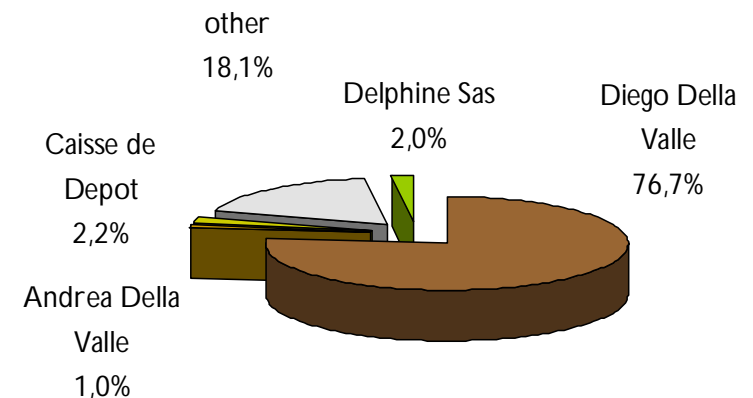
(1) calculated on the 33,093,539 number of shares

(2) calculated on the 53,439,652 number of voting rights

% OF OUTSTANDING SHARES (1)



% OF VOTING RIGHTS (2)



Banca Akros	•	Banca IMI	•	Bank of America Merrill Lynch	•	Bryan Garnier & Co.	•	Citigroup Global Markets
Credit Suisse	•	Deutsche Bank	•	Equita SIM	•	Exane BNP Paribas	•	Fidentiis Equities
Goldman Sachs	•	HSBC Bank	•	Intermonte Securities	•	Jefferies International	•	J. P. Morgan
Kepler Cheuvreux	•	MainFirst Bank	•	Mediobanca Securities	•	Morgan Stanley	•	RBC Europe Limited
Société Générale	•	UBS	•					

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