

TOD'S s.p.a.

TOD'S

TOD'S GROUP

A GLOBAL LUXURY PLAYER

D'S

s.p.a.

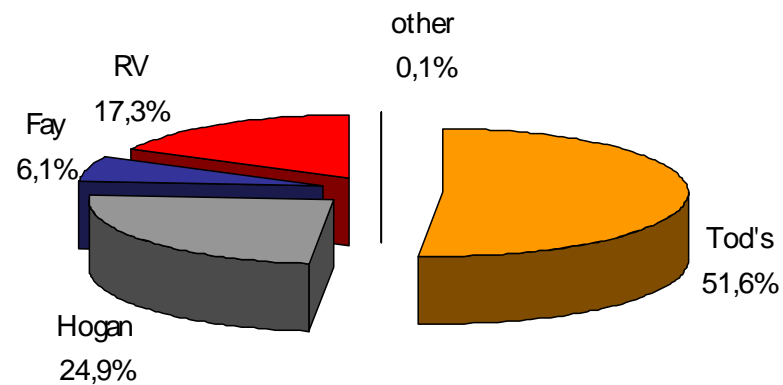
Q1 2017 CONSOLIDATED SALES RESULTS

CONSOLIDATED TURNOVER BY BRAND

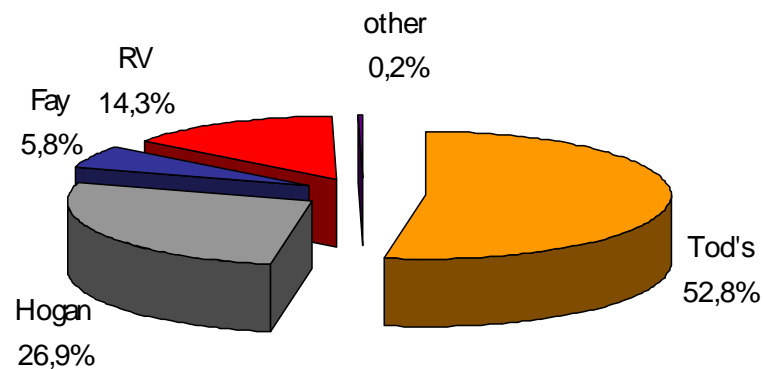
Q1 2017 – Q1 2016 SALES GROWTH

	Reported rates	Constant rates
Tod's	-6,7%	-7,4%
Hogan	-11,5%	-11,5%
Fay	-0,2%	-0,2%
Roger Vivier	+15,6%	+14,6%
TOTAL	-4,4%	-5,0%

Q1 2017 CONSOLIDATED SALES



Q1 2016 CONSOLIDATED SALES

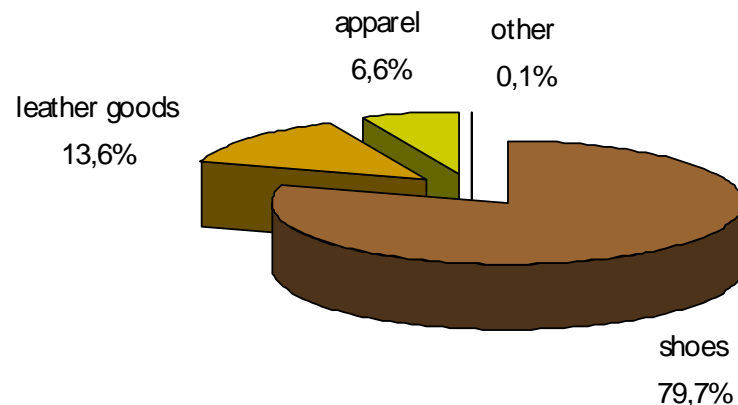


CONSOLIDATED TURNOVER BY PRODUCT

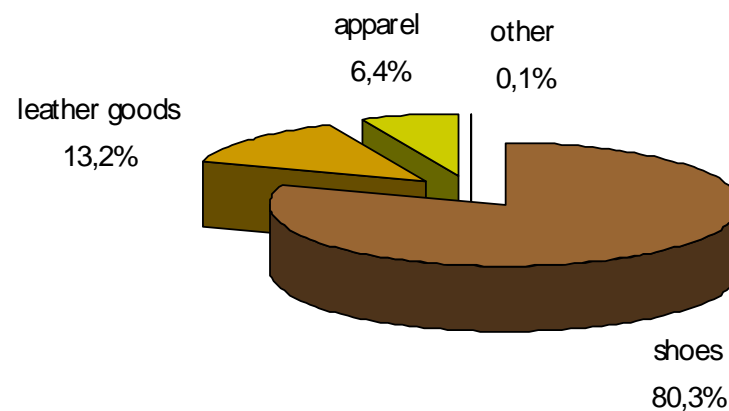
Q1 2017 – Q1 2016 SALES GROWTH

	Reported rates	Constant rates
Shoes	-5,1%	-5,5%
Leather Goods & accessories	-1,5%	-3,0%
Apparel	-1,6%	-1,7%
TOTAL	-4,4%	-5,0%

Q1 2017 CONSOLIDATED SALES



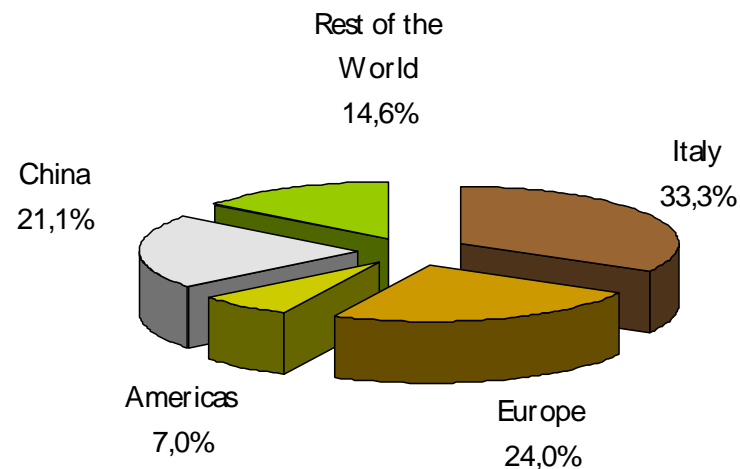
Q1 2016 CONSOLIDATED SALES



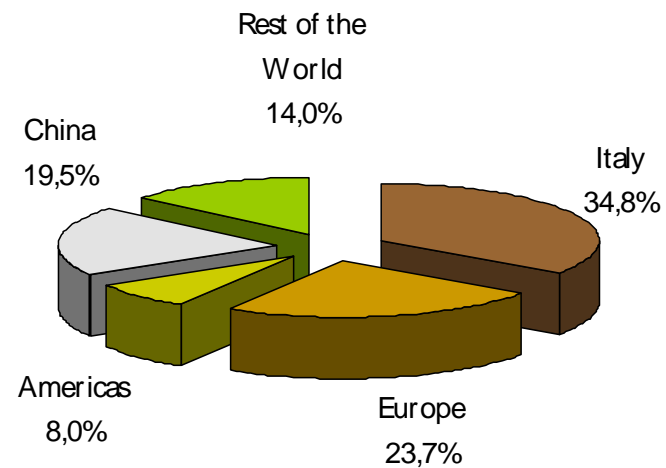
Q1 2017 – Q1 2016 SALES GROWTH

	Reported rates	Constant rates
Italy	-8,7%	-8,7%
Rest of Europe	-3,0%	-1,5%
Americas	-15,7%	-18,8%
Greater China	+3,6%	+2,8%
Rest of world	-1,0%	-4,6%
TOTAL	-4,4%	-5,0%

Q1 2017 CONSOLIDATED SALES



Q1 2016 CONSOLIDATED SALES

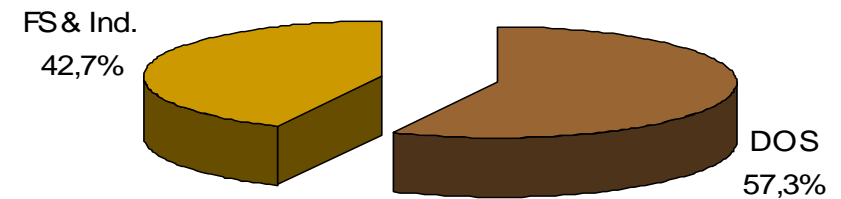


CONSOLIDATED TURNOVER BY CHANNEL

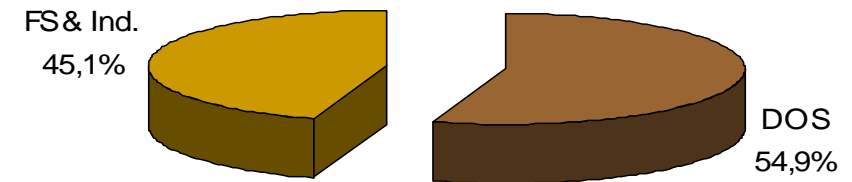
Q1 2017 – Q1 2016 SALES GROWTH

	Reported rates	Constant rates
DOS	-0,2%	-1,2%
Franchise & Independent	-9,5%	-9,6%
TOTAL	-4,4%	-5,0%

Q1 2017 CONSOLIDATED SALES

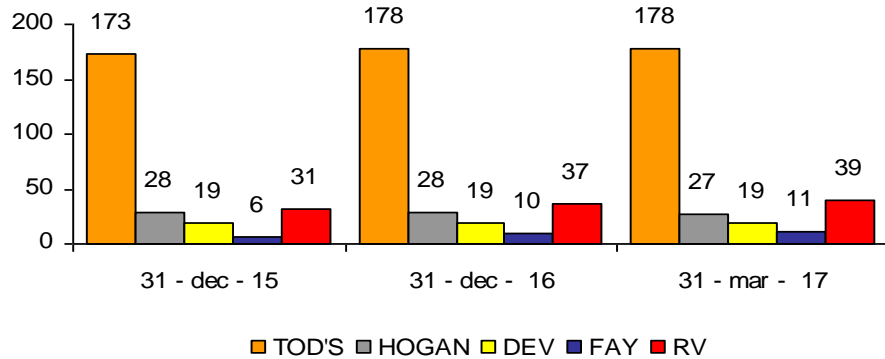


Q1 2016 CONSOLIDATED SALES

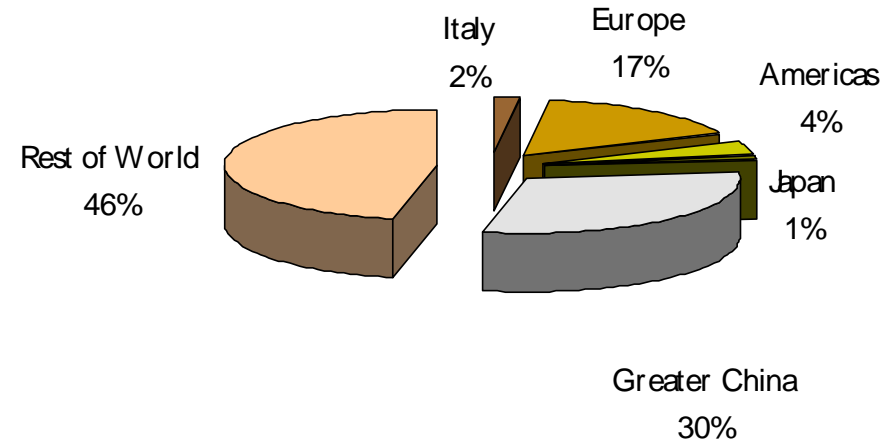
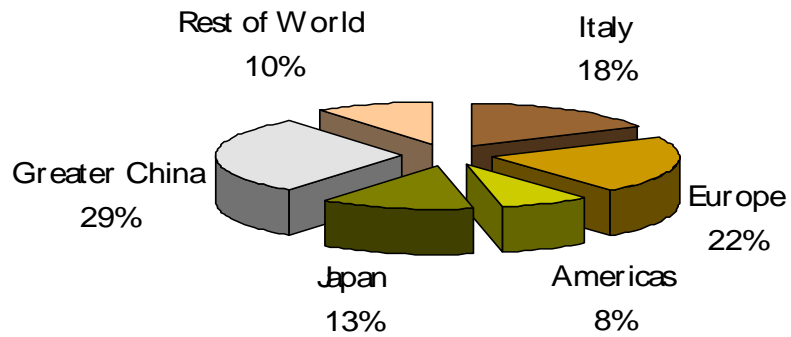
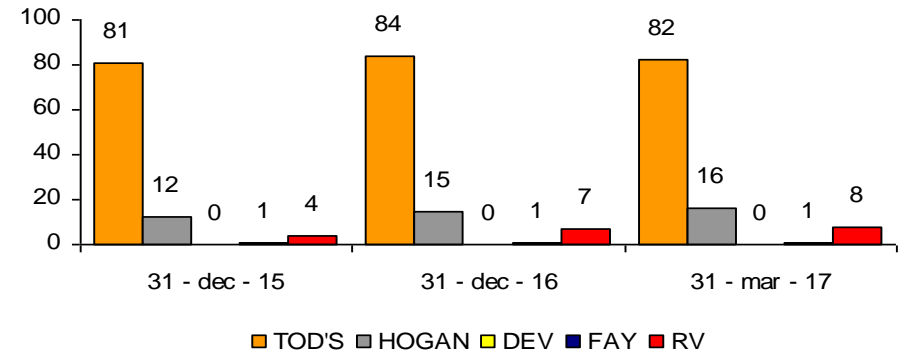


APPENDIX

DOS



FRANCHISED STORES



Percentages calculated on the stores as of March 31st, 2017

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 March 31st, 2017

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	•							

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