

s.p.a.

TOD'S

TOD'S GROUP

A GLOBAL LUXURY PLAYER

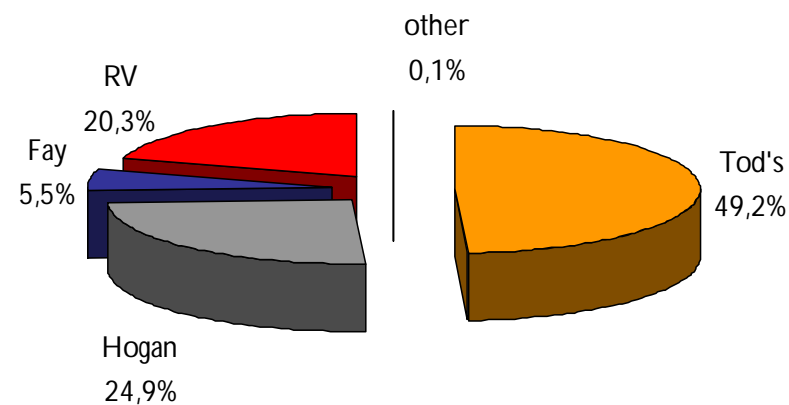
Q1 2019 CONSOLIDATED SALES RESULTS

CONSOLIDATED TURNOVER BY BRAND

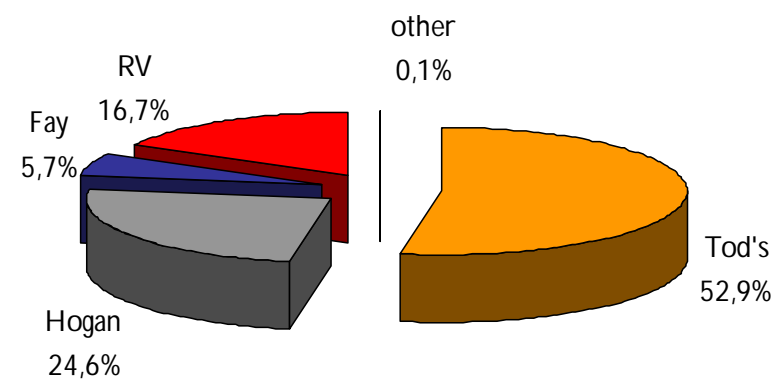
Q1 2019 – Q1 2018 SALES GROWTH

	Reported rates	Constant rates
Tod's	-11,0%	-12,7%
Hogan	-3,1%	-3,5%
Roger Vivier	+16,2%	+13,7%
Fay	-6,4%	-6,4%
TOTAL	-4,3%	-5,7%

Q1 2019 CONSOLIDATED SALES



Q1 2018 CONSOLIDATED SALES

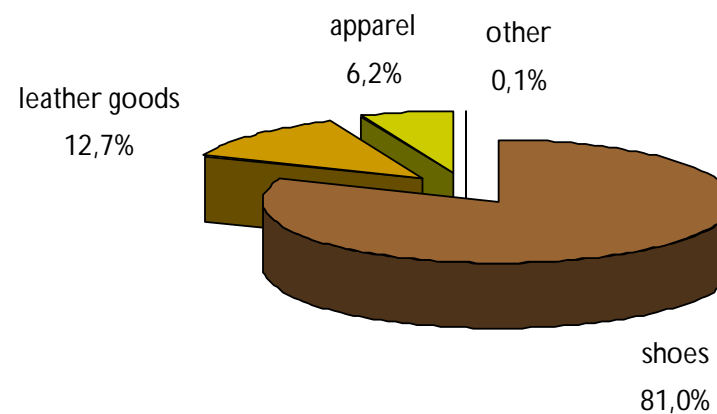


CONSOLIDATED TURNOVER BY PRODUCT

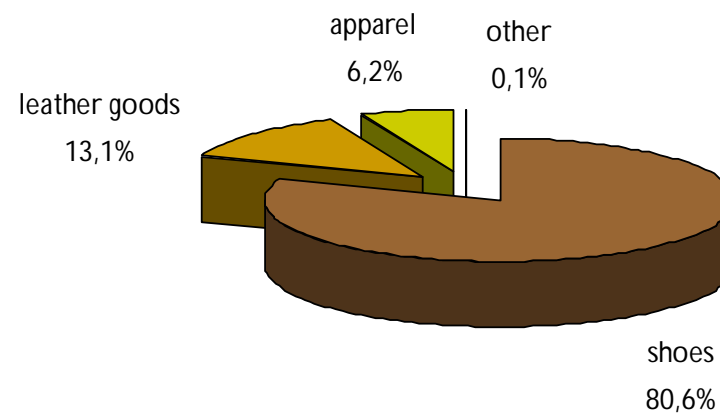
Q1 2019 – Q1 2018 SALES GROWTH

	Reported rates	Constant rates
Shoes	-3,8%	-5,0%
Leather Goods & accessories	-6,9%	-9,7%
Apparel	-4,9%	-5,1%
TOTAL	-4,3%	-5,7%

Q1 2019 CONSOLIDATED SALES



Q1 2018 CONSOLIDATED SALES

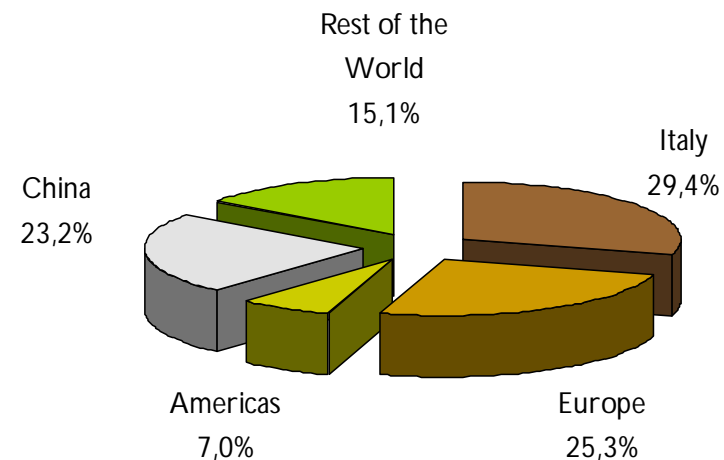


CONSOLIDATED TURNOVER BY REGION

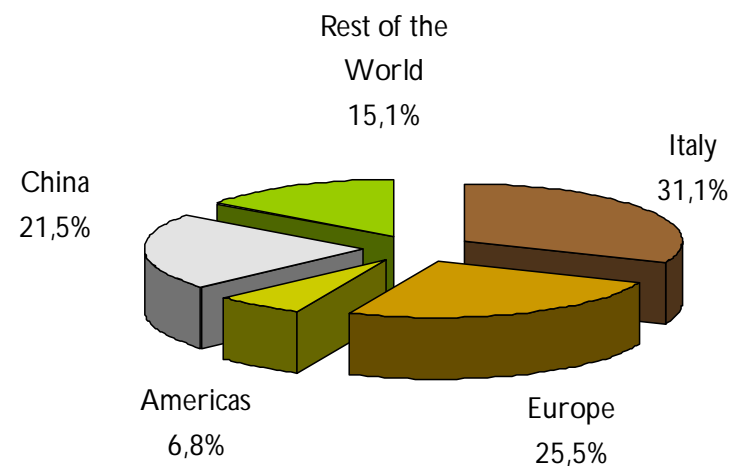
Q1 2019 – Q1 2018 SALES GROWTH

	Reported rates	Constant rates
Italy	-9,4%	-9,4%
Rest of Europe	-4,8%	-4,9%
Americas	-1,9%	-6,3%
Greater China	+3,1%	+0,8%
Rest of world	-4,6%	-8,3%
TOTAL	-4,3%	-5,7%

Q1 2019 CONSOLIDATED SALES



Q1 2018 CONSOLIDATED SALES

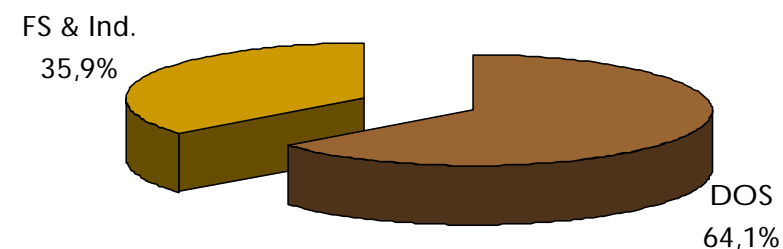


CONSOLIDATED TURNOVER BY CHANNEL

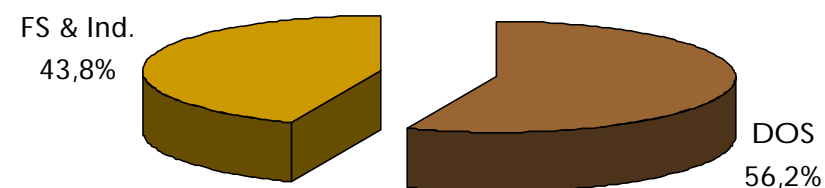
Q1 2019 – Q1 2018 SALES GROWTH

	Reported rates	Constant rates
DOS	+9,2%	+7,0%
Franchise & Independent	-21,7%	-22,0%
TOTAL	-4,3%	-5,7%

Q1 2019 CONSOLIDATED SALES

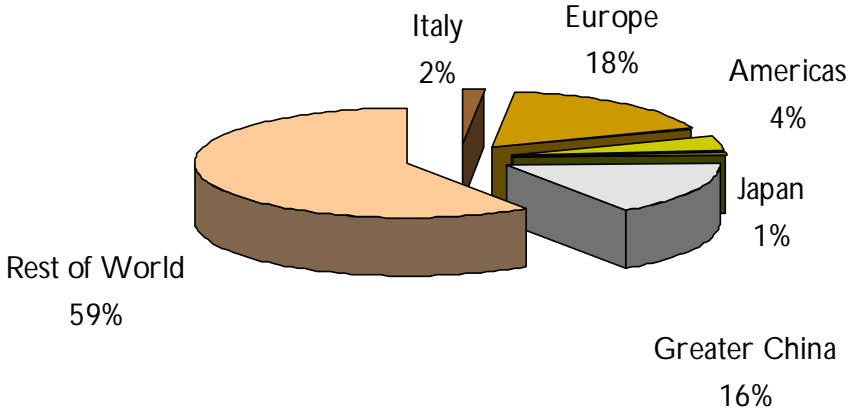
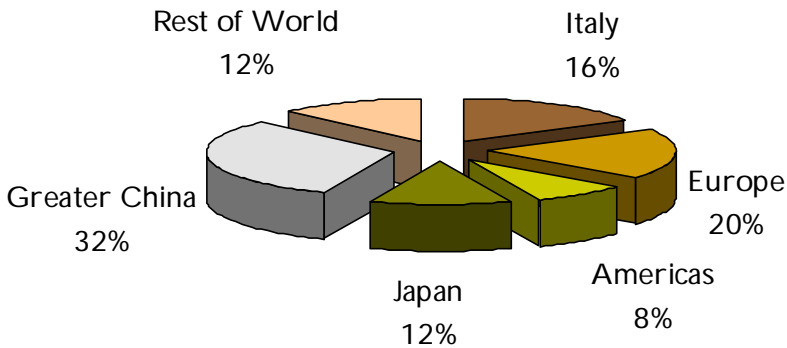
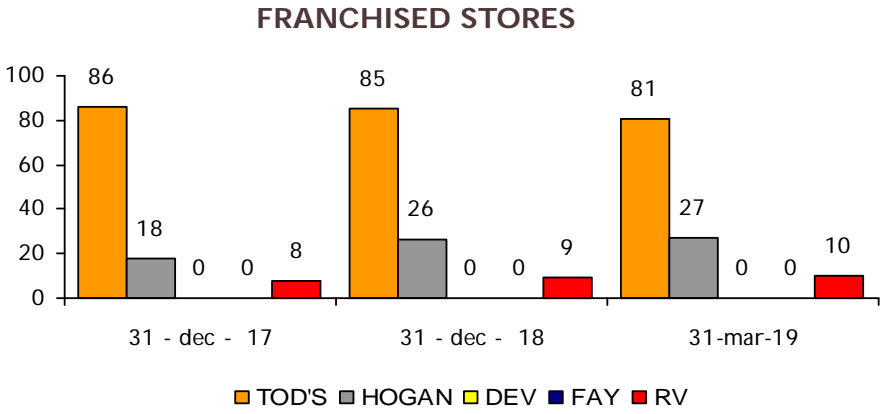
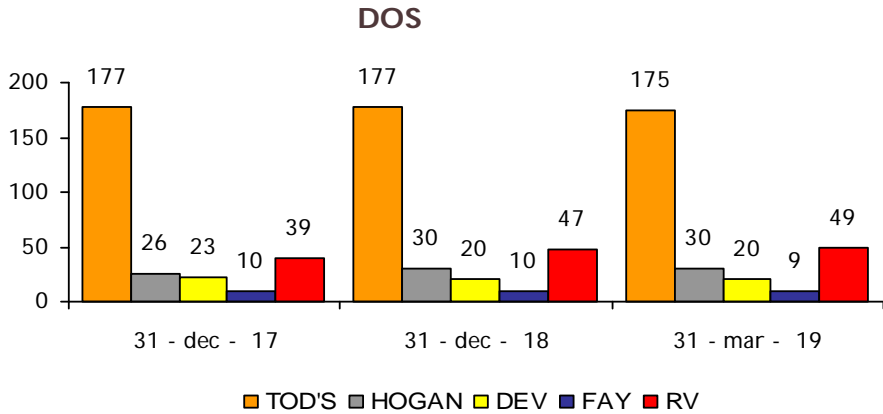


Q1 2018 CONSOLIDATED SALES



APPENDIX

DISTRIBUTION NETWORK



Percentages calculated on the stores as of March 31st, 2019

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

63,8%

Free float

36,2%

IR CONTACTS

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(*) as of April 30th, 2019

SHAREHOLDING INFORMATION



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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