

Milan – May 5th, 2017

TOD'S S.p.A. – Group's sales totalled 238.5 million Euros in the first quarter of 2017.

The Board of Directors approved Tod's Group Q1 2017 sales figures

The Board of Directors of Tod's S.p.A., the Italian company listed on the Milan Stock Exchange and holding of the luxury goods group of the same name operating in luxury and quality shoes, accessories and apparel with the Tod's, Hogan, Fay and Roger Vivier brands, today approved the Group's sales figures for the first quarter of 2017 (January 1st – March 31st, 2017) ¹.

Message of the Group's Chairman and CEO

Diego Della Valle, Chairman and CEO of the Group, commented as follows:

"First quarter sales figures show the improvement in the trend registered in our stores, the strong acceptance of leather goods in the Spring Summer collections and the outstanding results of the brand Roger Vivier.

Furthermore, they show some weakness in the wholesale channel, also due to the conservative approach to credit risk management taken in some countries.

Following our strategic plan, we are in the process of completing the investments needed to face the important changes that are taking place in our industry. In particular, we are strengthening the management team, by hiring some new important members, to reinforce our communication and digital areas.

We are continuing the strengthening of e-commerce, which we consider more and more strategically important for the future of our Group.

We are also setting up our organization to produce more collections during the year and we are adding some "new generation stores" to offer customers totally new shopping experiences.

We believe that our Fall Winter collections are particularly attractive and innovative, without losing their quality, craftsmanship and Italian lifestyle, and we are expecting a great feedback from our customers.

Based on the above considerations, we look to the future of our Group with great confidence."

¹ As communicated on April 21st, 2016 Tod's S.p.A. decided to implement the legislative changes in Italy, in compliance with the new Transparency Directive (Italian Legislative Decree no 25 of February 15th, 2016 in implementation of 2004/109/EU) and, consequently, it will no longer publish its first quarter and third quarter interim reports.

Comments to the Group's sales

As already highlighted in our previous press releases, analyzing quarterly figures is not fully meaningful, due to the discrepancies in the flow of industrial revenues on a monthly basis. This reminder is even more important in the first quarter of the year, when the amount of sales volume represents only a small part of the annual turnover. In fact, even small temporal variations of shipments may result in differences that are only apparently significant, as percentage on sales.

Consolidated sales were 238.5 million Euros in the first quarter of 2017, down 4.4% from Q1 2016.

At constant exchange rates, meaning by using the average exchange rates of Q1 2016, including the related effects of hedging contracts, sales would have been 237.1 million Euros, down 5% from last year.

Breakdown of consolidated sales by brand

<i>million Euros</i>	Q1 2017	Q1 2016	% change at reported rates	% change at constant rates	FY 2016
Tod's	123.0	131.8	- 6.7%	- 7.4%	559.0
Hogan	59.4	67.1	-11.5%	-11.5%	214.2
Fay	14.6	14.6	-0.2%	-0.2%	62.6
Roger Vivier	41.3	35.7	+15.6%	+14.6%	166.3
Other	0.2	0.4	n.m.	n.m.	1.9
TOTAL	238.5	249.6	-4.4%	-5.0%	1,004.0

Tod's sales totalled 123 million Euros in the first quarter of 2017; the 6.7% decrease, compared to the same period of the previous year, is mainly due to the performance of shoes, also affected by a different timing of deliveries.

Hogan revenues were 59.4 million Euros; the decrease is mainly due to the weakness of the Italian market, in particular in the wholesale channel.

Revenues of the Fay brand were 14.6 million Euros, broadly the same as in Q1 2016. The results in all the main markets of the brand were in line with our expectations.

Finally, sales of Roger Vivier totalled 41.3 million Euros, up by more than 15% from the same period of the previous year. Very strong results in all markets, excepted for the US, which continued to be penalized by the sharp drop in tourist traffic.

Breakdown of consolidated sales by product category

<i>million Euros</i>	Q1 2017	Q1 2016	% change at reported rates	% change at constant rates	FY 2016
Shoes	190.2	200.4	-5.1%	-5.5%	791.3
Leather goods and accessories	32.4	32.9	-1.5%	-3.0%	142.5
Apparel	15.7	16.0	-1.6%	-1.7%	68.3
Other	0.2	0.3	n.m.	n.m.	1.9
TOTAL	238.5	249.6	-4.4%	-5.0%	1,004.0

Revenues from shoes were 190.2 million Euros. The decrease, as compared to the same period of 2016, is mainly due to the wholesale channel.

Sales of leather goods and accessories totalled 32.4 million Euros, broadly aligned with Q1 2016. Tod's Spring Summer handbag collection is achieving outstanding results.

Finally, sales of apparel were 15.7 million Euros, with a very small decrease from Q1 2016.

Breakdown of consolidated sales by region

<i>million Euros</i>	Q1 2017	Q1 2016	% change at reported rates	% change at constant rates	FY 2016
Italy	79.4	87.0	-8.7%	-8.7%	311.5
Europe (excl. Italy)	57.3	59.1	-3.0%	-1.5%	250.0
Americas (*)	16.8	19.9	-15.7%	-18.8%	96.7
Greater China (**)	50.3	48.6	+3.6%	+2.8%	210.3
Rest of World	34.7	35.0	-1.0%	-4.6%	135.5
TOTAL	238.5	249.6	-4.4%	-5.0%	1,004.0

(*) This line includes the whole American continent (Northern and Southern America).

(**) This line includes: mainland China, Hong Kong, Macao and Taiwan.

In the first quarter of 2017, domestic sales were 79.4 million Euros; the 8.7% decrease, as compared to the same period of 2016, is mainly due to the weakness experienced by the wholesale channel, mainly in provincial cities.

In the rest of Europe, the Group's revenues totalled 57.3 million Euros; the small difference, as compared to Q1 2016, is entirely due to the wholesale channel.

In the Americas sales amounted to 16.8 million Euros, down 15.7% from the same period of the previous year. The retail channel was affected by lower traffic, but also the wholesale channel was weak; therefore, the Group decided to be very prudent toward it.

The Group's revenues in Greater China totalled 50.3 million Euros, up 3.6% from Q1 2016. All the countries of this area achieved positive results, excepted for Hong Kong, which remained negative, even if with lower decrease than in the past years.

Finally, in the area "Rest of the World" the Group's sales were 34.7 million Euros, broadly aligned with Q1 2016. Japan and Korea, which are the main countries for the Group in this area, were positive.

Suddivisione per Canale Distributivo del Fatturato

<i>million Euros</i>	Q1 2017	Q1 2016	% change at reported rates	% change at constant rates	FY 2016
DOS	136.8	137.1	-0.2%	- 1.2%	630.3
Third parties (Franchised stores + Independent retailers)	101.7	112.5	-9.5%	-9.6%	373.7
TOTAL	238.5	249.6	-4.4%	-5.0%	1,004.0

In Q1 2017, sales through DOS totalled 136.8 million Euros, broadly in line with Q1 2016.

The *Same Store Sales Growth* (SSSG) rate, calculated as the worldwide average of sales growth rates at constant exchange rates registered by the DOS already existing as of January 1st, 2016, is -3.2% in the first quarter of the year (from January 1st to March 31st, 2017). This figure confirms the positive trend, visible since the last months of 2016, after the introduction into the stores of new collections, highly focused on iconic products and more consistent with the brand DNA.

As of March 31st, 2017 the Group's distribution network was composed by 274 DOS and 107 franchised stores, compared to 260 DOS and 100 franchised stores as of March 31st, 2016.

Revenues to third parties totalled 101.7 million Euros; the decrease from Q1 2016 is mainly due to the prudent attitude the Group has maintained toward this channel, also considering the weakness experienced by important markets, such as Italy and USA.

Rules for the increased voting rights

Pursuant to the resolution adopted by the extraordinary shareholders' meeting held on April 21st, 2017, today the Board of Directors of the Company has set up a special list for the increased voting rights, by adopting the relevant rules, with the aim of regulating the procedures for registration, keeping and updating the mentioned list.

The above mentioned special list, together with the registration application form, will be available, under the section "Corporate Governance", on the website of the Company at www.todsgroup.com, from the effective date of the abovementioned shareholders' resolution amending the Articles of Association.

The manager responsible for preparing the company's financial reports, Mr. Rodolfo Ubaldi, declares, pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the document results, books and accounting records.

Should you need explanations, please contact: Investor Relations Office - tel. +39 02 77 22 51
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