

s.p.a.

TOD'S

**TOD'S GROUP**

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**A GLOBAL LUXURY PLAYER**

## Q1 2016 CONSOLIDATED SALES RESULTS

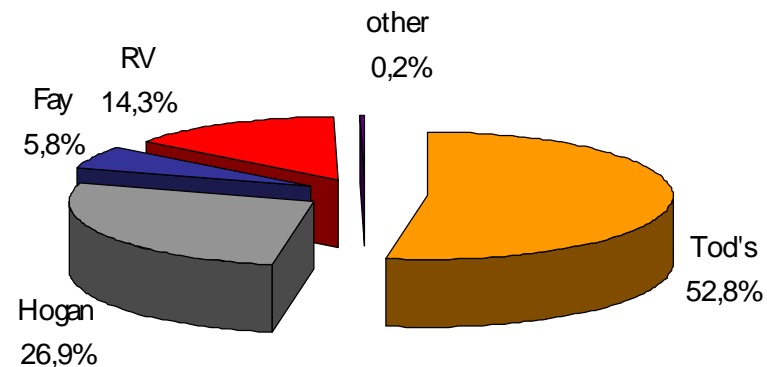
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CONSOLIDATED TURNOVER BY BRAND

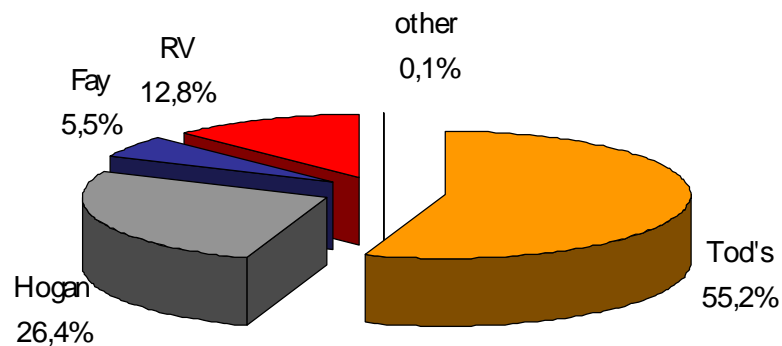
Q1 2016 – Q1 2015 SALES GROWTH

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

Q1 2016 CONSOLIDATED SALES



Q1 2015 CONSOLIDATED SALES

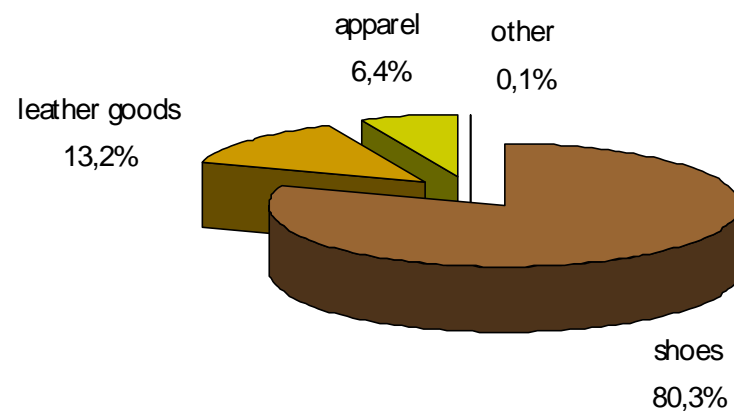


## CONSOLIDATED TURNOVER BY PRODUCT

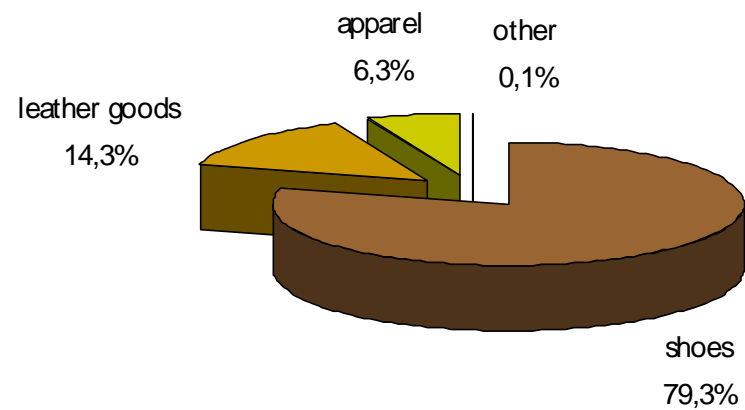
### Q1 2016 – Q1 2015 SALES GROWTH

	Reported rates	Constant rates
Shoes	-2,0%	-2,8%
Leather Goods & accessories	-11,1%	-12,4%
Apparel	-0,8%	-1,0%
TOTAL	-3,1%	-4,0%

### Q1 2016 CONSOLIDATED SALES



### Q1 2015 CONSOLIDATED SALES

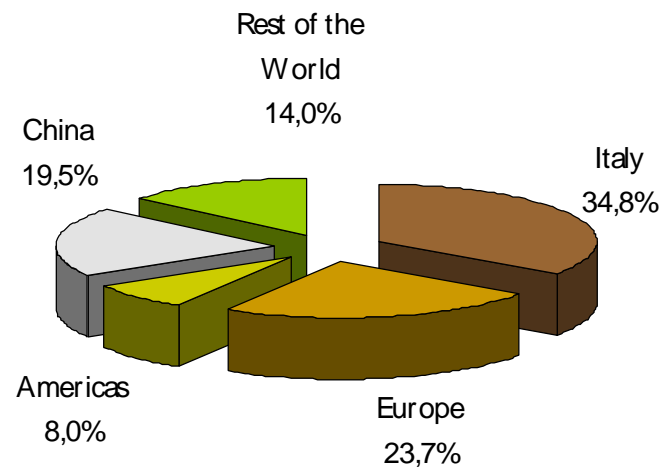


## CONSOLIDATED TURNOVER BY REGION

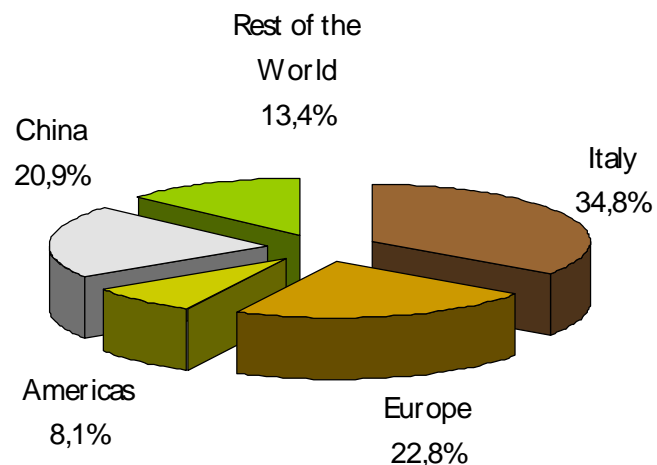
### Q1 2016 – Q1 2015 SALES GROWTH

	Reported rates	Constant rates
Italy	-3,0%	-3,0%
Rest of Europe	+0,6%	+0,3%
Americas	-4,7%	-8,7%
Greater China	-9,8%	-12,0%
Rest of world	+1,5%	+1,2%
TOTAL	-3,1%	-4,0%

### Q1 2016 CONSOLIDATED SALES



### Q1 2015 CONSOLIDATED SALES

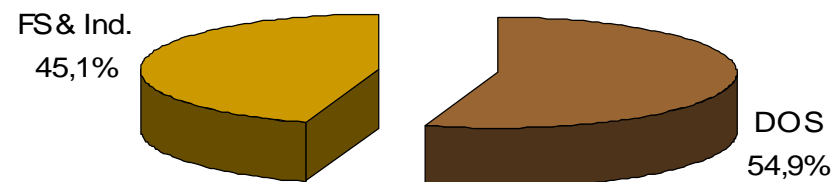


## CONSOLIDATED TURNOVER BY CHANNEL

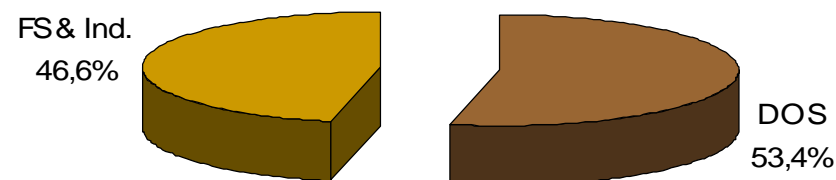
### Q1 2016 – Q1 2015 SALES GROWTH

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

### Q1 2016 CONSOLIDATED SALES



### Q1 2015 CONSOLIDATED SALES

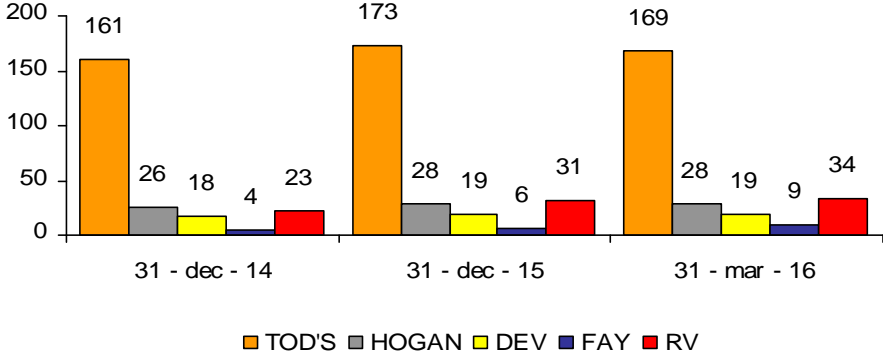


## APPENDIX

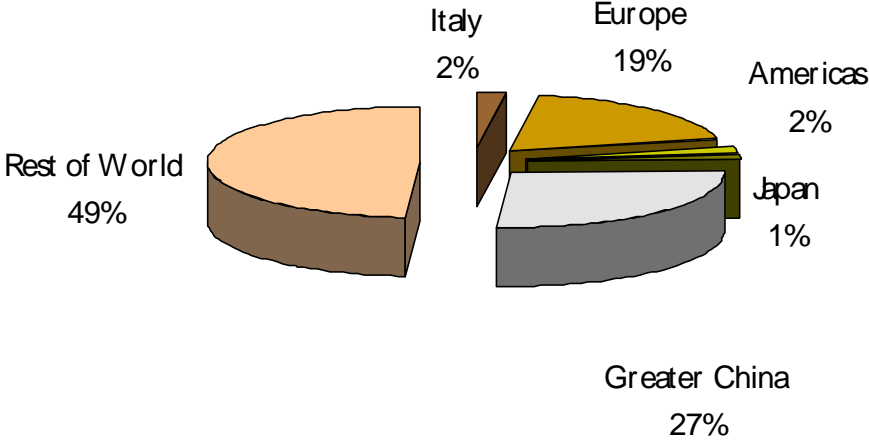
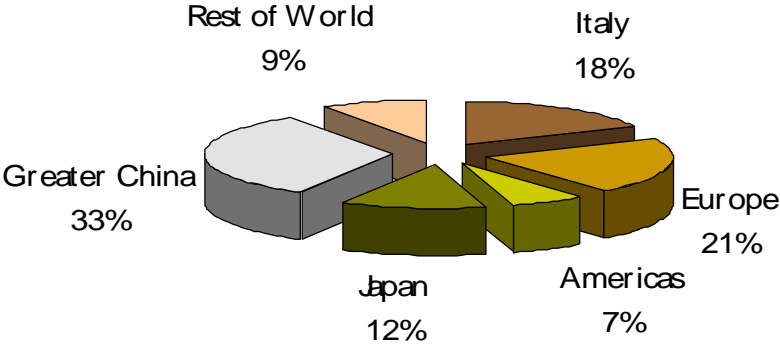
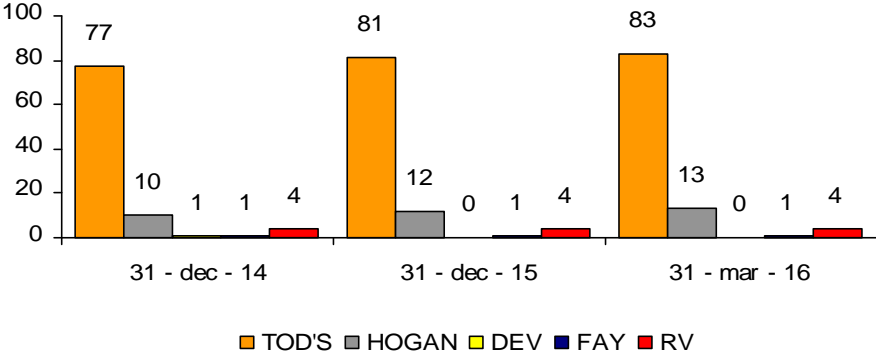
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DISTRIBUTION NETWORK

DOS



FRANCHISED STORES



Percentages calculated on the stores as of March 31st, 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 April 30<sup>th</sup>, 2016

## SHAREHOLDING INFORMATION

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## BROKERS' COVERAGE

Aurel BGC	•	Banca Akros	•	Banca Aletti & C.	•	Banca IMI	•	Banca Profilo
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
MainFirst Bank	•	Mediobanca Securities	•	Mirabaud	•	Morgan Stanley	•	Natixis Securities
Oddo Pinatton Securities	•	Raymond James	•	RBC Europe Limited	•	Société Générale	•	UBS

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

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