

s.p.a.

TOD'S

TOD'S GROUP

A GLOBAL LUXURY PLAYER

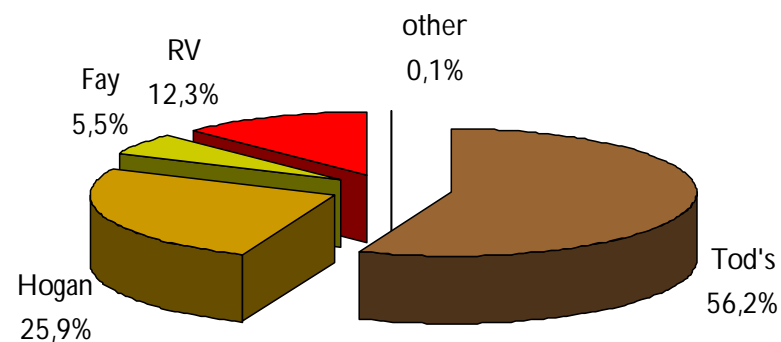
Q1 2014 CONSOLIDATED RESULTS

CONSOLIDATED TURNOVER BY BRAND

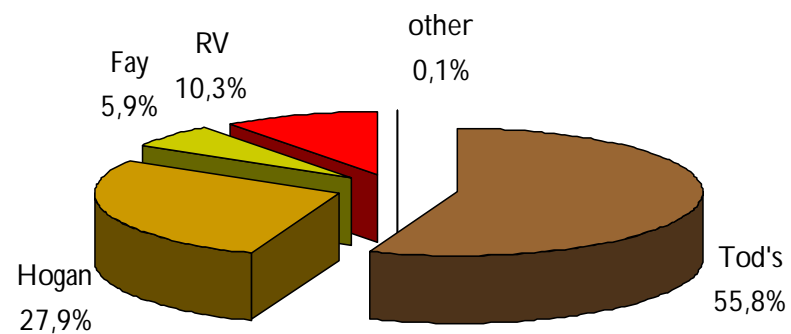
Q1 2014 – Q1 2013 SALES GROWTH

	Reported rates	Constant rates
Tod's	+0,8%	+ 3,6%
Hogan	-7,2%	-7,0%
Fay	-6,0%	-6,0%
Roger Vivier	+20,0%	+ 24,2%
TOTAL	+0,1%	+2,2%

Q1 2014 CONSOLIDATED SALES



Q1 2013 CONSOLIDATED SALES

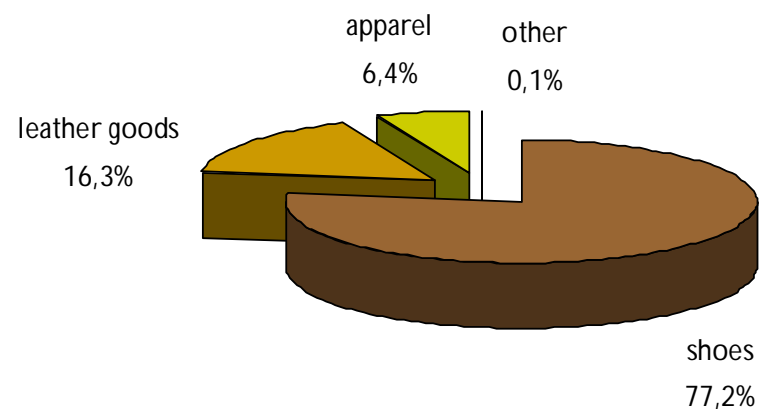


CONSOLIDATED TURNOVER BY PRODUCT

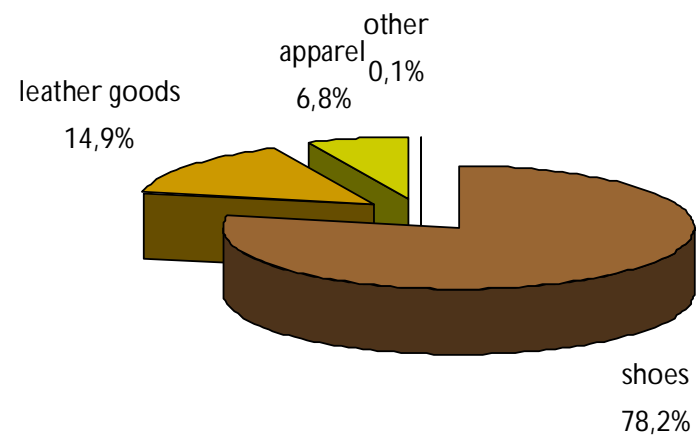
Q1 2014 – Q1 2013 SALES GROWTH

	Reported rates	Constant rates
Shoes	-1,1%	+ 0,6%
Leather Goods & accessories	+9,4%	+13,9%
Apparel	-5,7%	-5,3%
TOTAL	+0,1%	+2,2%

Q1 2014 CONSOLIDATED SALES



Q1 2013 CONSOLIDATED SALES

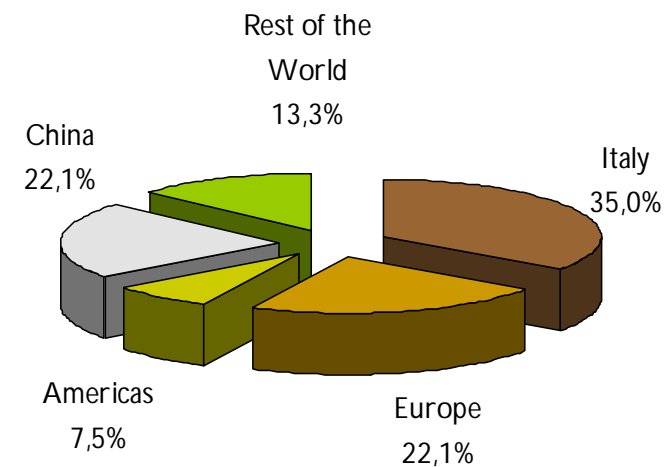


CONSOLIDATED TURNOVER BY REGION

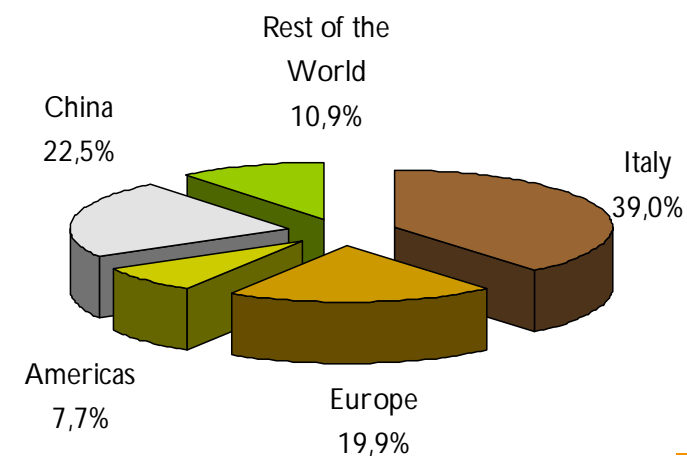
Q1 2014 – Q1 2013 SALES GROWTH

	Reported rates	Constant rates
Italy	-10,1%	-10,1%
Rest of Europe	+11,4%	+11,8%
Americas	-2,9%	+1,4%
Greater China	-2,0%	+1,5%
Rest of world	+22,3%	+30,4%
TOTAL	+0,1%	+2,2%

Q1 2014 CONSOLIDATED SALES



Q1 2013 CONSOLIDATED SALES

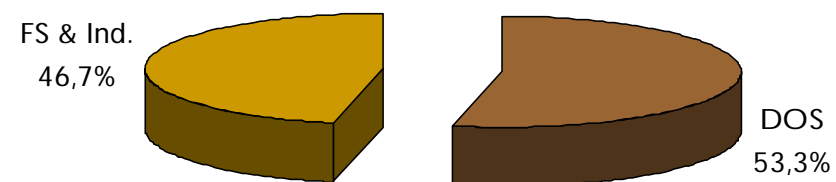


CONSOLIDATED TURNOVER BY CHANNEL

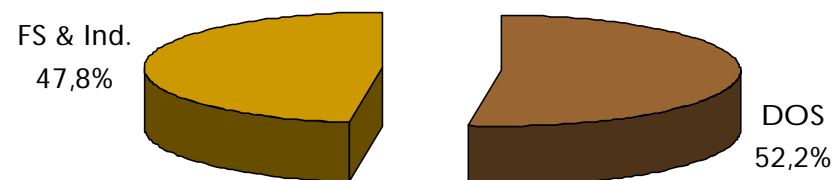
Q1 2014 – Q1 2013 SALES GROWTH

	Reported rates	Constant rates
DOS	+2,2%	+5,7%
Franchise & Independent	-2,2%	-1,6%
TOTAL	+0,1%	+2,2%

Q1 2014 CONSOLIDATED SALES



Q1 2013 CONSOLIDATED SALES



PROFIT & LOSS KEY FIGURES

Figures in Euro/000s

	Q1 2014	Q1 2013	change
SALES	253.752	253.519	+0,1%
EBITDA	56.826	63.635	-10,7%
% of Sales	22,4%	25,1%	
EBIT	46.311	53.366	-13,2%
% of Sales	18,3%	21,1%	

BALANCE SHEET KEY FIGURES

Figures in Euro/000s

	March 31st, 2014	March 31st, 2013	December 31st, 2013
Trade receivables	138.378	153.405	94.326
Inventories	291.770	274.554	282.348
Trade payables	(141.842)	(148.916)	(152.619)
NET WORKING CAPITAL	288.306	279.043	224.055
% of Sales	n.m.	n.m.	23,2%
POSITIVE NET FINANCIAL POSITION	144.792	131.746	181.125
INVESTMENTS	18.329	9.430	51.372

TOD'S TICKERS

Bloomberg

TOD IM

Reuters

TOD.MI

OUTSTANDING SHARES (*)

30.609.401 ordinary shares

par value: 2 Euro

SHAREHOLDING STRUCTURE (*)

Della Valle family

57,6%

Free float

42,4%

IR CONTACTS

Cinzia Oglio – Investor Relations Manager

Tel: +39 02 7722 5354 e-mail: c.oglio@todsgroup.com

(*) as of April 30th, 2014

SHAREHOLDING INFORMATION



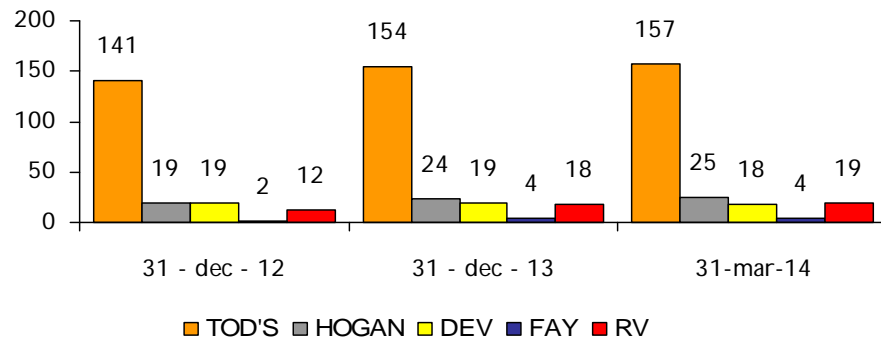
BROKERS' COVERAGE

Aurel BGC	•	Axia Financial Research	•	Banca Akros	•	Banca Aletti & C.	•	Banca Finnat Euroamerica
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	•	HSBC Bank	•	Il Sole24 Ore- Analisi Mercati Finanziari	•	Intermonte Securities
J. P. Morgan	•	Kepler Cheuvreux	•	MainFirst Bank AG	•	Mediobanca Securities	•	Morgan Stanley
Natixis Securities	•	Nomura	•	Oddo Pinatton Securities	•	Société Générale	•	UBS

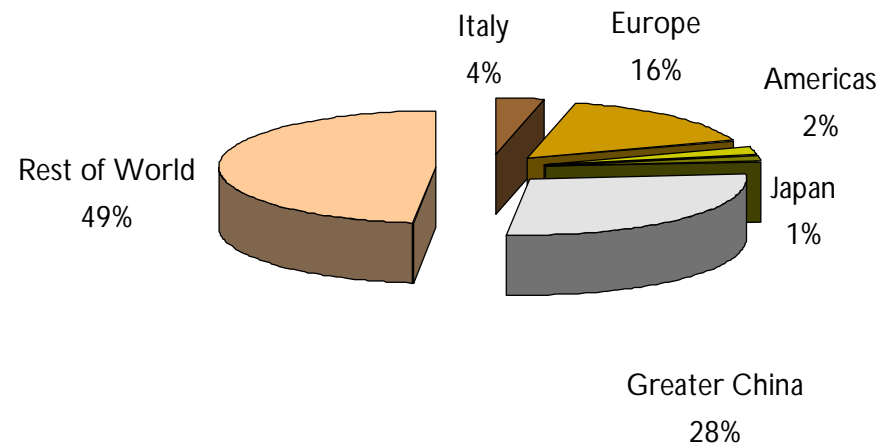
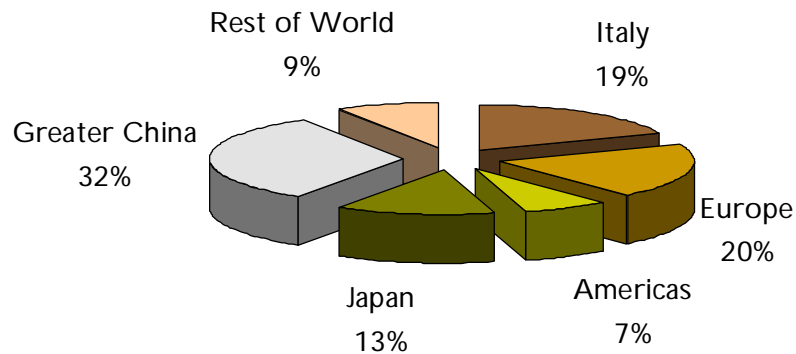
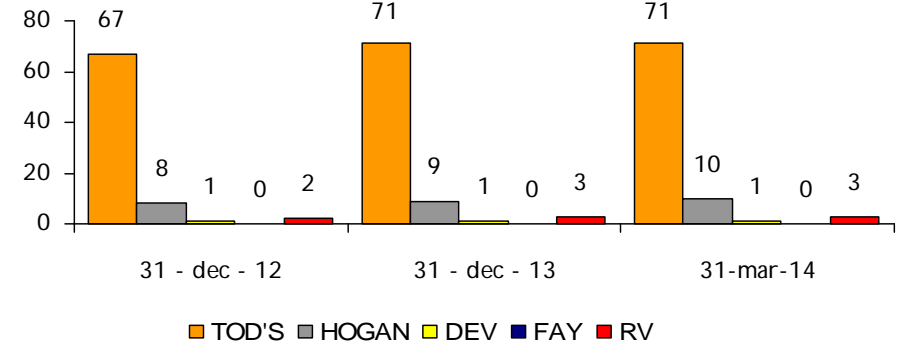
Note: for analysts' details, please visit the corporate website: www.todsgroup.com

APPENDIX

DOS



FRANCHISED STORES



Percentages calculated on the stores as of March 31st, 2014

CONSOLIDATED PROFIT & LOSS – Q1 RESULTS

(€000's)	Q1 2014		Q1 2013		FY 2013	
Sales	253.752	100,0%	253.519	100,0%	967.490	100,0%
Other Revenues	2.280	0,9%	2.394	0,9%	15.630	1,6%
Total Revenues	256.032	100,9%	255.913	100,9%	983.120	101,6%
Raw Materials Costs	(66.917)	-26,4%	(71.169)	-28,1%	(251.399)	-26,0%
Costs for Services	(58.591)	-23,1%	(53.466)	-21,1%	(211.761)	-21,9%
Costs for the Use of Third Parties Assets	(25.985)	-10,2%	(23.538)	-9,3%	(101.778)	-10,5%
Labour Costs	(39.060)	-15,4%	(37.320)	-14,7%	(151.665)	-15,7%
Other Operating Costs	(8.652)	-3,4%	(6.785)	-2,7%	(30.200)	-3,1%
EBITDA	56.826	22,4%	63.635	25,1%	236.317	24,4%
Depreciation	(8.073)	-0,9%	(7.462)	-2,9%	(30.395)	-3,1%
Amortisation	(2.242)	-3,2%	(2.090)	-0,8%	(8.889)	-0,9%
Provisions and Revaluations	(200)	-0,1%	(717)	-0,3%	(3.878)	-0,4%
EBIT	46.311	18,3%	53.366	21,0%	193.155	20,0%
Net Financial Income (Expenses)					(1.983)	-0,2%
Profit Before Taxes					191.172	19,8%
Taxes					(57.172)	-5,9%
Consolidated Net Income					134.000	13,9%
Minority Interests					(220)	0,0%
Group's Net Income					133.780	13,8%

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