

s.p.a.

TOD'S

**TOD'S GROUP**

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**A GLOBAL LUXURY PLAYER**

## 9 MONTH 2018 CONSOLIDATED SALES RESULTS

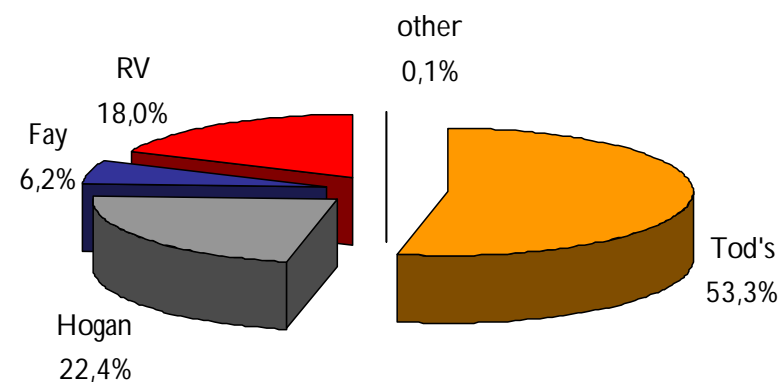
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## CONSOLIDATED TURNOVER BY BRAND

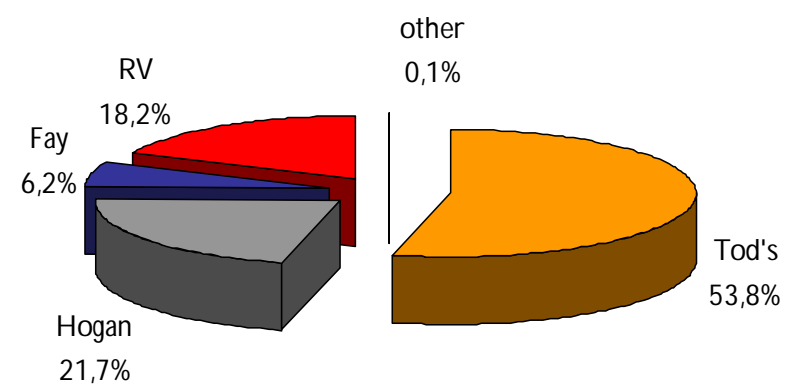
### 9M 2018 – 9M 2017 SALES GROWTH

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

### 9M 2018 CONSOLIDATED SALES



### 9M 2017 CONSOLIDATED SALES

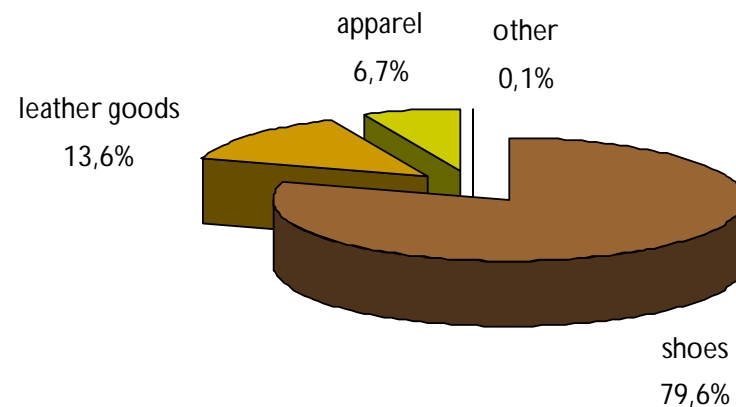


## CONSOLIDATED TURNOVER BY PRODUCT

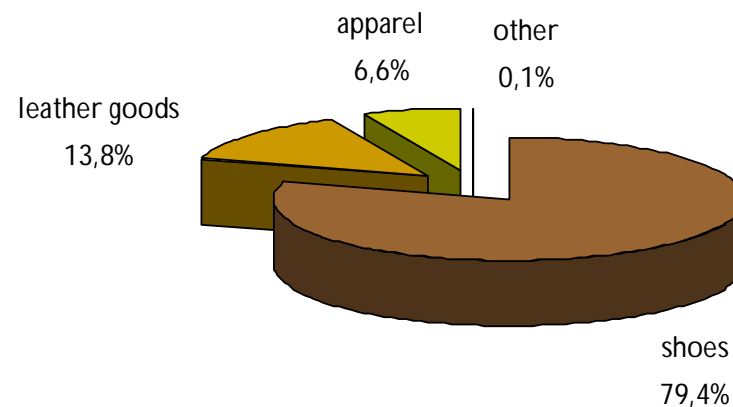
### 9M 2018 – 9M 2017 SALES GROWTH

	Reported rates	Constant rates
Shoes	-2,0%	+0,3%
Leather Goods & accessories	-3,7%	- 0,6%
Apparel	-1,8%	-1,5%
TOTAL	-2,2%	+0,1%

### 9M 2018 CONSOLIDATED SALES



### 9M 2017 CONSOLIDATED SALES

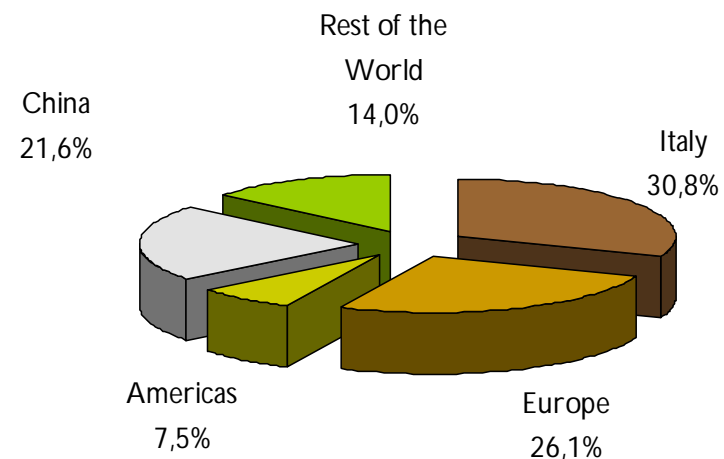


## CONSOLIDATED TURNOVER BY REGION

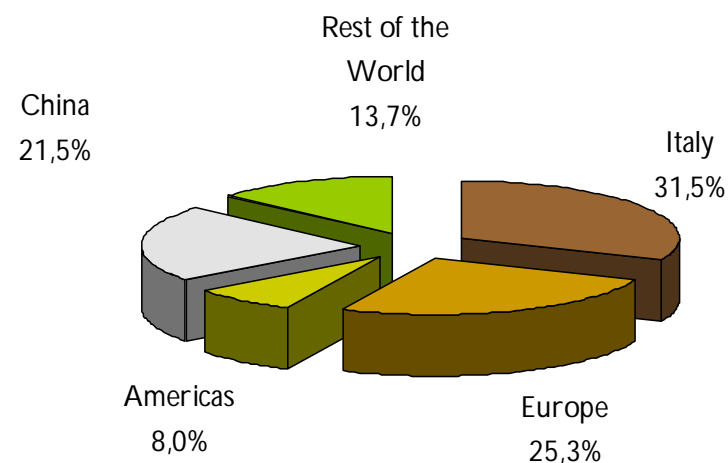
### 9M 2018 – 9M 2017 SALES GROWTH

	Reported rates	Constant rates
Italy	- 4,4%	- 4,4%
Rest of Europe	+0,8%	+2,0%
Americas	-7,8%	-1,0%
Greater China	-1,7%	+3,0%
Rest of world	-0,5%	+2,8%
<b>TOTAL</b>	<b>-2,2%</b>	<b>+0,1%</b>

### 9M 2018 CONSOLIDATED SALES



### 9M 2017 CONSOLIDATED SALES

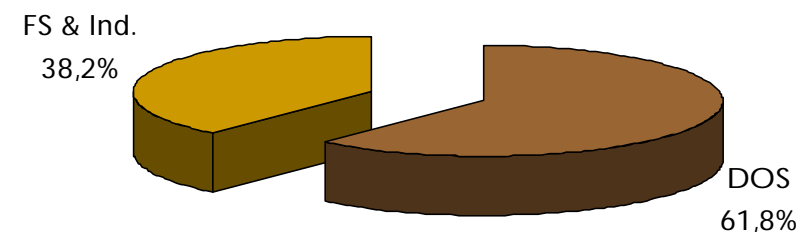


## CONSOLIDATED TURNOVER BY CHANNEL

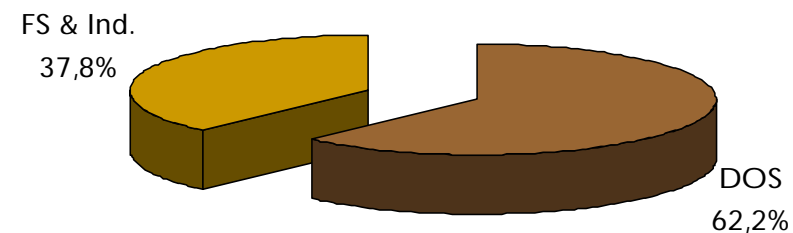
### 9M 2018 – 9M 2017 SALES GROWTH

	Reported rates	Constant rates
DOS	-3,0%	0,0%
Franchise & Independent	-1,1%	+0,1%
TOTAL	-2,2%	+0,1%

### 9M 2018 CONSOLIDATED SALES



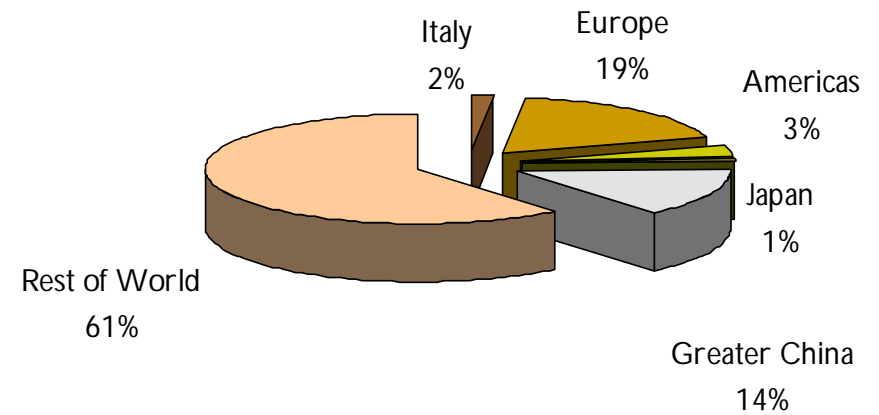
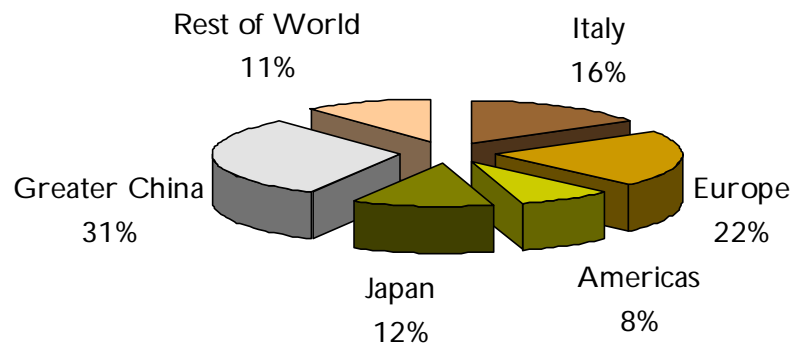
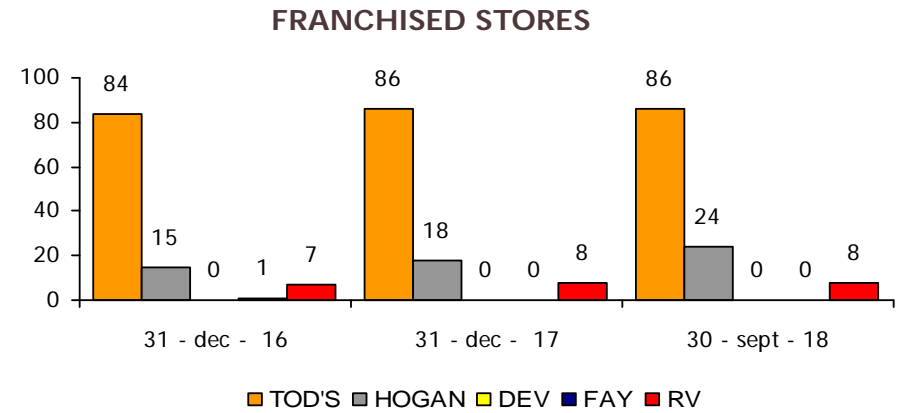
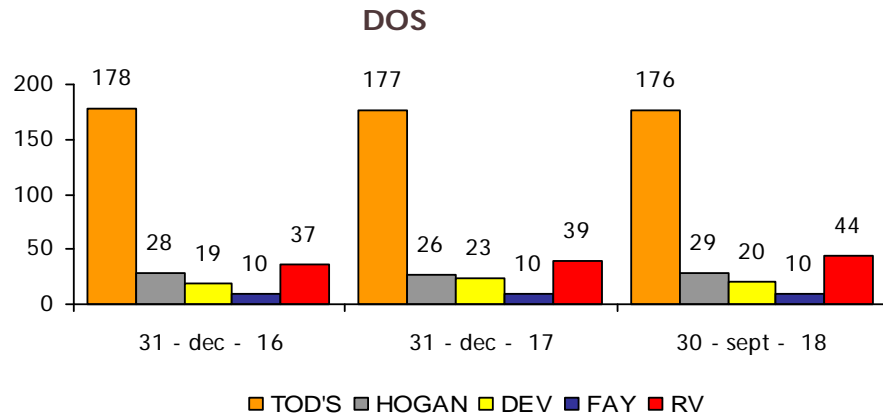
### 9M 2017 CONSOLIDATED SALES



## APPENDIX

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DISTRIBUTION NETWORK



Percentages calculated on the stores as of September 30th, 2018



**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 September 30<sup>th</sup>, 2018

## SHAREHOLDING INFORMATION

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Banca Akros	•	Banca IMI	•	Bank of America Merrill Lynch	•	Berenberg	•	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
Oddo Pinatton Securities	•	Raymond James	•	RBC Europe Limited	•	Société Générale		UBS

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