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FY 2017 Results Presentation

February 23, 2018

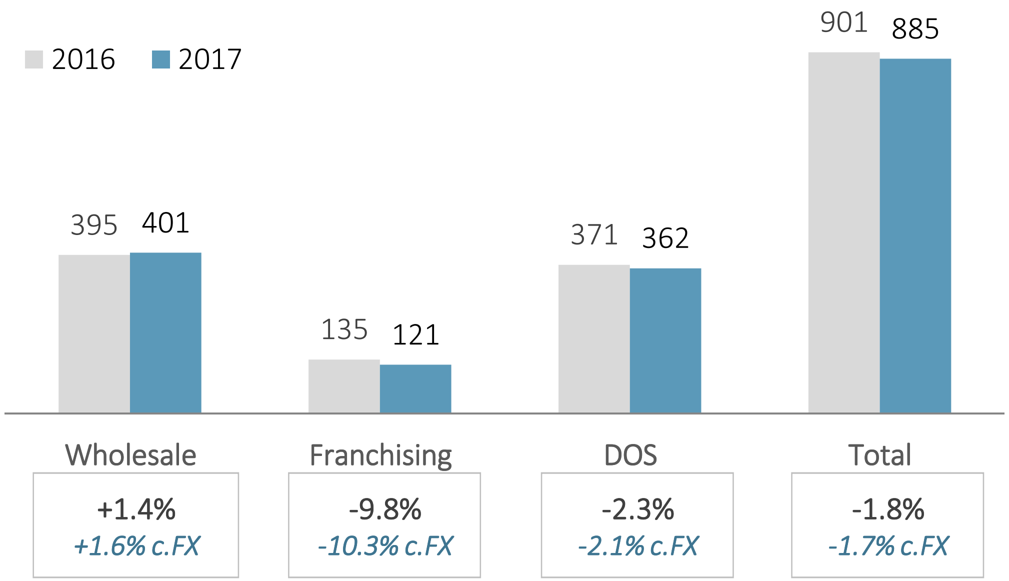
GEOX

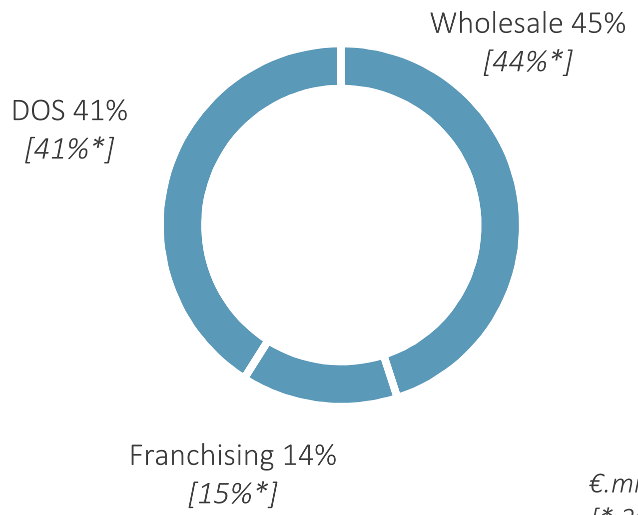
2017 HIGHLIGHTS

- Sales Euro 884.5 million, -1.8% (-1.7% in constant currency)
  - Wholesale: +1.4%, with a growth in almost all countries
  - LFL directly operated stores: +0.5% vs -1% in 2016;
- EBITDA adj[1] : Euro 74.0 million (Euro 52.8 million in 2016)
- EBIT adj[1] : Euro 40.2 million (Euro 18.1 million in 2016)
- Net income adj[1] : Euro 22.8 million (Euro 5.8 million in 2016)
- Net income reported: Euro 15.4 million (Euro 2.0 million in 2016)
- Net Debt: Euro -5.4 million (Euro -35.9 million in 2016)
- Proposed dividend: Euro 0.06€ per share (Euro 0.02€ per share in 2016)

(1): Excluding special items, equal to Euro 10 million (before tax) in 2017 due to: (i) the termination of employment of Giorgio Presca (CEO until Jan 2017), for Euro 4.3 million; (ii) the expected optimization of the network of directly operated and franchised stores; (iii) restructuring costs. Special items after tax = Euro 7.4 million
Special items for 2016 were equal to Euro 5.3 (before tax) million due to: (i) legal costs, for Euro 1.7 million, mainly relating to the ongoing arbitration with the previous distributor for the Chinese market; (ii) the overall organizational review of staff resources for Euro 2.8 million; (iii) early closing and rationalization of some directly operated and franchised stores with the aim of increasing the overall profitability of the network, for Euro 0.8 million. Special items after tax = Euro 3.8 million

2017 NET SALES BY CHANNEL





€.million
[* 2016]

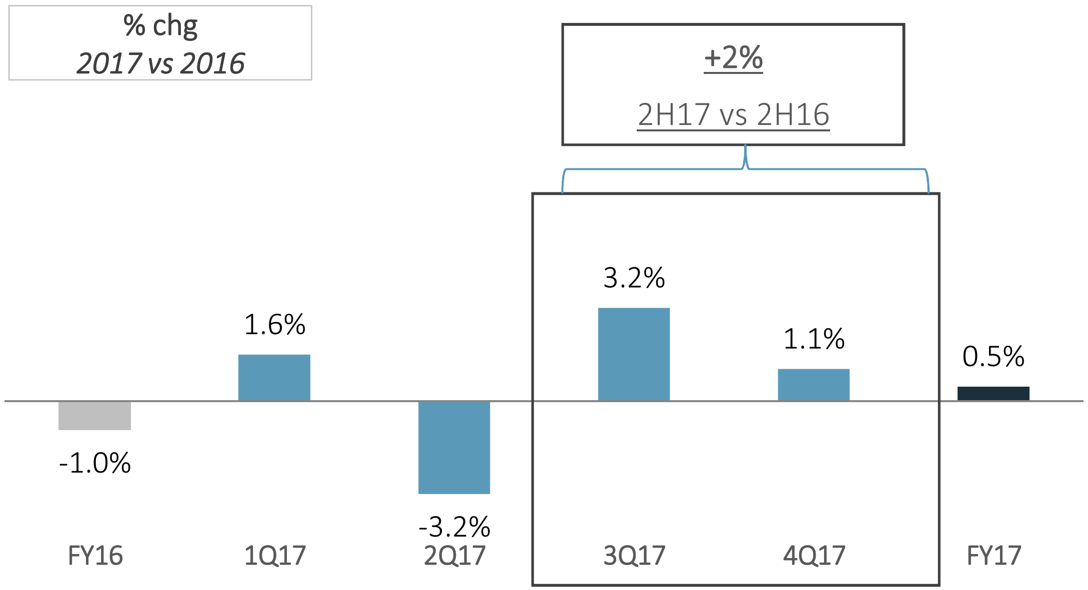
WHOLESALE: up 1.4% with positive performance in almost all countries; substantially stable performance in Italy and Europe, double-digit growth recorded in Russia, Eastern Europe, China.

DOS: the space effect is negative **(-16 net closures)** as a result of the planned network optimization in Europe and expansion in more responsive markets such as Russia, Eastern Europe and China. LFL sales +0.5% (-1.0% in 2016). The overall second half LFL was up 2%.

FRANCHISING: network optimization and selective new openings **(-62 net closures)** and low single-digit negative LFL performance, with the same dynamics as the DOS channel

E-COMMERCE: double-digit growth continues (+26% YoY)

DOS: 2017 L4L PERFORMANCE AND CURRENT TRADING



DOS: LFL sales +0.5% YoY. 3Q +3.2% thanks to the good performance reported in September in all main markets. 4Q +1.1% thanks to November and December that reversed the trend recorded in October (affected by unusual weather conditions in key markets). **The overall 2H L4L was up 2%.**

Performance by region:

- Italy: -1.7% YoY
- Europe: +1.8% YoY with good performance especially in UK (+13.1%) and France (+2.6%). Germany flat.
- NA flat, but positive 2H
- Row: +4.1% YoY. China +7.4% and Russia +5.7%.

CURRENT TRADING - DOS - 2018

Current trading (LFL w1-w7, 2018) slightly negative due to the lower incidence of promotional sales vs last year (as a consequence of to the optimization/decrease of the stock inventories that reached the lowest level in the last 4 years) and by a calendar shift in Asia related to the chinese new year.

Current trading for only regular DOS (excluding outlet) substantially flat

GEOX SHOPS NETWORK

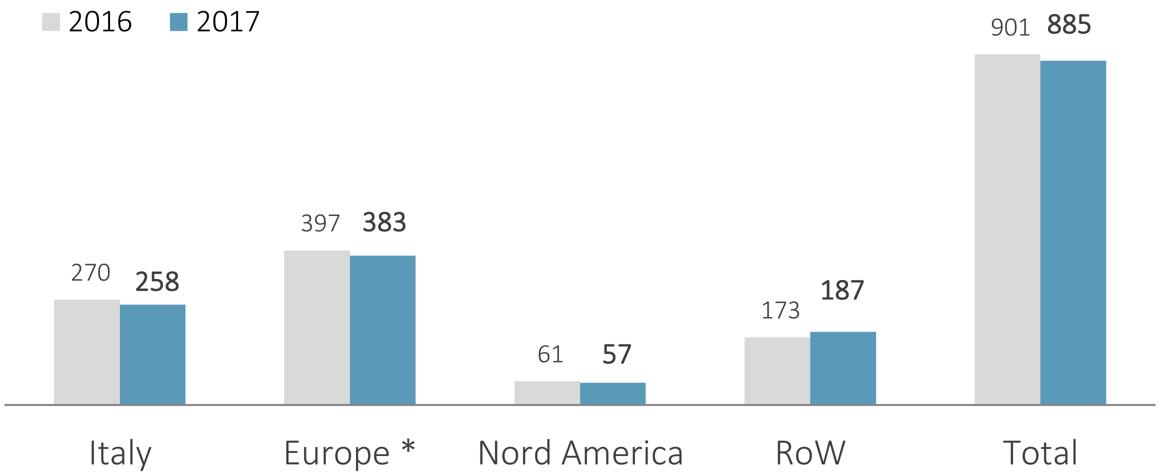
	December 31, 2017		December 31, 2016		FY 2017		
	Geox Shops	of which DOS	Geox Shops	of which DOS	Net Openings	Openings	Closings
Italy	304	137	352	129	(48)	4	(52)
Europe	310	155	346	173	(36)	5	(41)
North America	42	42	48	48	(6)	1	(7)
Rest of World *	439	105	415	105	24	60	(36)
Total Geox Shop	**1,095**	**439**	**1,161**	**455**	**(66)**	**70**	**(136)**

* includes Under Distribution Agreement Shops (168 as of December 2017 and 156 as of December 2016) which are shops opened under license by partners in the Middle East and in the Far East. Sales from these shops are not included in the franchising channel.

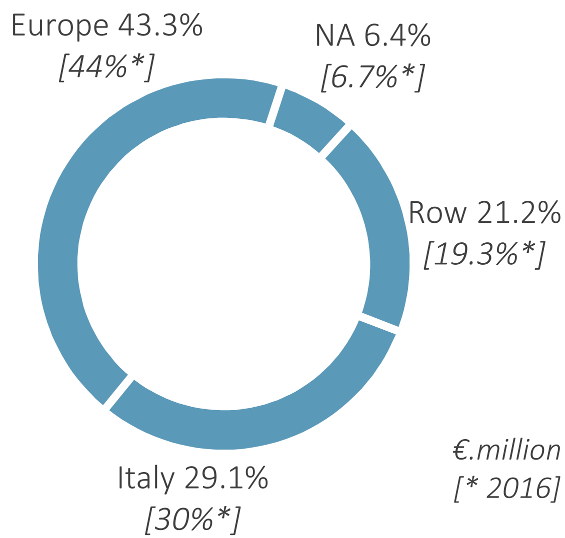
Retail network optimisation in Italy and Europe and North America; network expansion in more responsive markets such as Russia, Eastern Europe and China. Increasing presence in APAC/ROW (40% of total Geox shops vs 35% in 2015)

33 X-Stores at Dec 2017. Roll-out Plan to speed up the conversion of the network to the new concept.
X-Store concept performs better in terms of traffic and sales L4L.

2017 NET SALES BY REGION



Italy	Europe *	Nord America	RoW	Total
-4.7%	-3.4% *-3.4% c. FX*	-6.2% *-5.6% c. FX*	+8.0% *+7.9% c. FX*	-1.8% *-1.7% c. FX*



Italy: performance is due to the planned optimization of the retail network (- 48 net closures), the slight reduction in LFL sales recorded by DOS and a stable wholesale channel

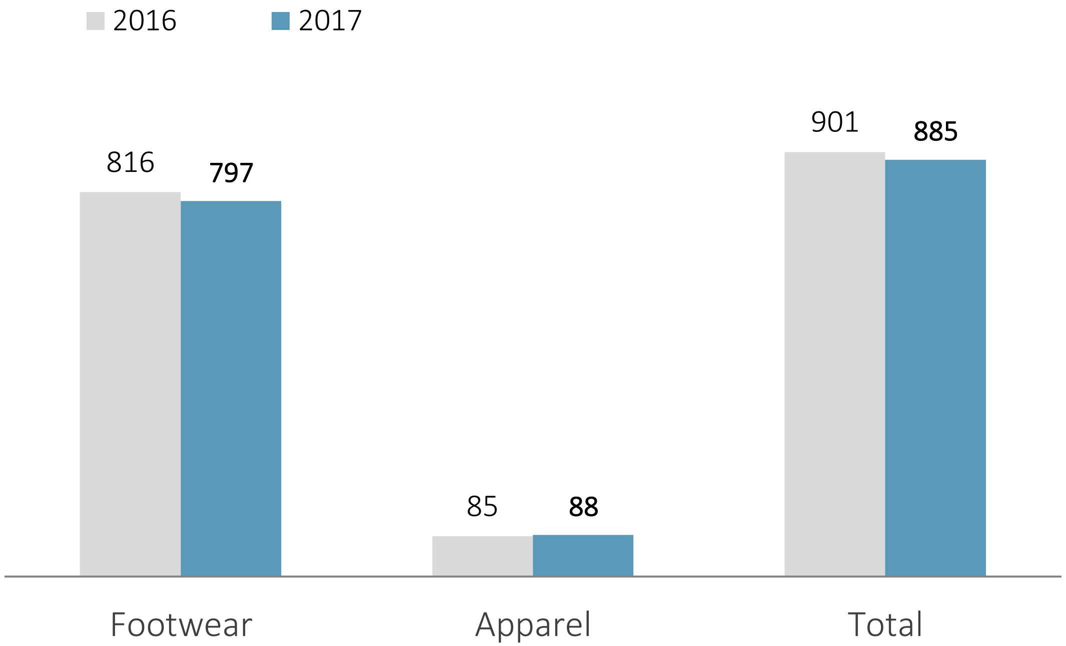
Europe: performance is explained by the planned rationalization of mono-brand stores (-36 net closures), the positive low single-digit growth in LFL recorded by DOS and a stable wholesale channel

North America: the decrease is mainly explained by performance on the Canadian market, the rationalization of mono-brand stores (-6 net closures) and the stable LFL recorded by DOS

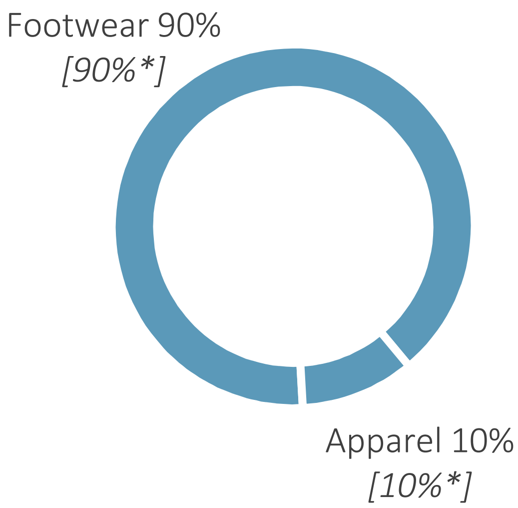
Positive performance across the rest of the world (both in the wholesale channel and in terms of LFL recorded by DOS) with particularly strong growth in Russia, Eastern Europe and China

** Europe includes: Germany, France, Benelux, Spain, Portugal, Austria, Switzerland, UK and Scandinavia*

2017 NET SALES BY PRODUCT



Footwear	Apparel	Total
-2.3% *-2.1% c. FX*	+3.1% *+3.0% c. FX*	-1.8% *-1.7% c. FX*



€.million
[2016]*

- Apparel reported a sound growth due to product improvement and easy comparison base

SUMMARY INCOME STATEMENT

(Euro.m)	2017	%	2016	%
Net Sales	**884.5**	**100%**	**900.8**	**100%**
Cost of sales	(456.9)	(51.7%)	(471.3)	(52.3%)
Gross Profit	**427.6**	**48.3%**	**429.4**	**47.7%**
Selling & Distribution	(47.3)	(5.3%)	(49.6)	(5.5%)
G&A	(317.6)	(35.9%)	(325.0)	(36.1%)
A&P	(22.6)	(2.6%)	(36.8)	(4.1%)
EBIT adj	**40.2**	**4.5%**	**18.1**	**2.0%**
Special items	(10.0)	(1.1%)	(5.3)	(0.6%)
EBIT	**30.1**	**3.4%**	**12.8**	**1.4%**
Net financial expenses	(3.4)	(0.4%)	(5.6)	(0.6%)
EBT	**26.8**	**3.0%**	**7.3**	**0.8%**
Income Taxes	(11.4)	(1.3%)	(5.3)	(0.6%)
Tax rate	*42.5%*		*72.4%*	
NET INCOME	**15.4**	**1.7%**	**2.0**	**0.2%**
EBITDA	**64.0**	**7.2%**	**47.6**	**5.3%**
EBITDA adj	**74.0**	**8.4%**	**52.8**	**5.9%**

Gross margin increase mainly due to specific measures on supply chain efficiency. These actions more than compensated the negative impact from the channel mix (lower weight of retail sales which have a higher gross margin).

G&A reduction mainly reflects the savings coming from the cost management initiatives (mainly administrative/structure costs, rent charges and personnel expenses)

A&P trend reflected the overall optimisation of expenses relating to advertising and display material for stores and a different approach to media buying and marketing mix. **The Group is increasing marketing expenses in coop advertising and the digital and performance marketing relating to the web (approx. Euro 7 million and recorded under G&A item)**

In 2H17 A&P at Euro 12.1 million vs Euro 10.5 million in 1H17

Special items relates to:

(i) the termination of employment of Giorgio Presca (CEO until Jan 2017) for Euro 4.3 million in 2017

(ii) the expected optimization of the network of directly operated and franchised stores

(iii) restructuring costs

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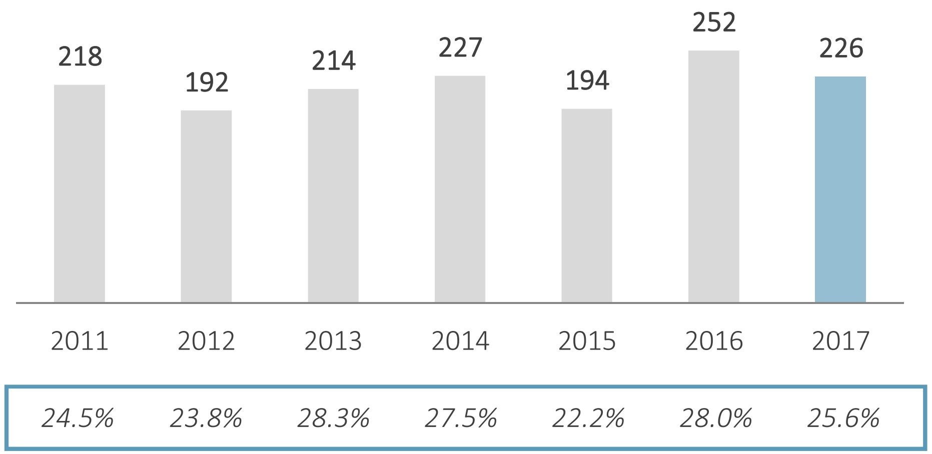
SUMMARY BALANCE SHEET

(Euro.m)	Dec 2017	Dec 2016	Δ
Intangible Assets	52.1	54.7	(2.7)
Tangible Assets	61.3	66.1	(4.8)
Other Fixed Assets, net	42.6	41.6	1.0
Total Fixed Assets	**156.0**	**162.4**	**(6.5)**
Operating Working Capital	226.3	251.9	(25.6)
Other current assets (liabilities), net	(19.6)	(10.9)	(8.6)
Invested Capital	**362.7**	**403.4**	**(40.7)**
Net Financial Position (Cash)	**5.4**	**35.9**	(30.6)
Staff Severance and Risk Fund	7.8	7.7	0.1
Shareholders' Equity	349.5	359.7	(10.2)
Invested Capital	**362.7**	**403.4**	**(40.7)**

OPERATING WORKING CAPITAL

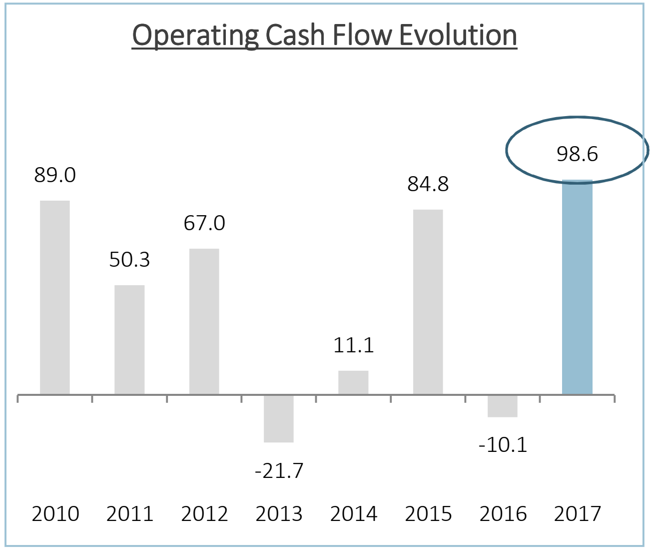


(Euro m)	FY17	FY16	Δ
Inventories	283.2	336.8	(53.5)
Account receivables	120.4	111.4	8.9
Account payables	(177.3)	(196.3)	19.0
Op. Working Capital	226.3	251.9	(25.6)
% on sales	25.6%	28.0%	

- Operating working capital as a percentage of sales decreased to 25.6% in 2017
- This improvement is mainly due to the performance of inventories

SUMMARY CASH FLOW STATEMENT

(Euro.m)	2017	2016
Net result	**15.4**	**2.0**
Depreciation & Amortization	33.8	34.7
Other Non-Cash Items	10.1	14.0
Funds from Operations	**59.3**	**50.7**
Change in Operating Working Capital	23.2	(63.1)
Change in Other Current Assets, net	16.1	2.2
Operating Cash Flow	**98.6**	**(10.1)**
Capital Expenditures	(30.8)	(30.6)
Disposals	4.4	1.0
Capital expenditures, Net	**(26.5)**	**(29.6)**
Free Cash Flow	**72.1**	**(39.8)**
Dividends	(5.2)	(15.6)
Change in Net Financial Position	**66.9**	**(55.3)**
Net Financial Position prior to fair value adj, beg. of the period	**(51.6)**	**4.2**
Changes in Net Financial Position	66.9	(55.3)
Effect of translation differences	(0.1)	(0.5)
Net Financial Position prior to fair value adj, end of the period	**15.1**	**(51.6)**
Fair value adjustment of derivative contracts	(20.5)	15.7
Net Financial Position	**(5.4)**	**(35.9)**



- Best result in the last 8 years in terms of operating cash flow

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OUTLOOK 2018

With regard to business outlook, management would like to highlight the following:

- SS18 order backlog for the wholesale channel shows a growth of 3.5% and an increase in gross margin.
- Management will continue to implement plans to improve margin performance through specific measures on product, channel and price mix.
- Solid growth in the e-commerce channel is expected to continue.
- The initiatives to further increase productivity, ensure a lean organization and boost operating efficiency, which were successfully implemented in 2017, are set to continue in 2018.
- The number of DOS, after the optimization completed over the last few years, will remain substantially stable (with new openings in high-potential markets), and will be subject to a process of restyling aimed at improving network performance. Stores managed by third parties, on the other hand, will be subject to a certain degree of rationalization.
- Owing to these measures, capex and A&P are expected to increase in 2018 vs. 2017.

These combined measures are aimed at pursuing sustainable and profitable growth, with profitability expected to increase even further compared with last year.

SS18 ORDER BACKLOG (WHOLESALE CHANNEL): +3.5%

- **Positive results** in almost **all regions:**
  - stable performance in Italy and Germany
  - slight decrease in Europe due to:
    - Austria: affected by a very challenging comparison base regarding a special deal recorded last year
    - an incoming change in the distribution strategy in Switzerland
    - all other countries delivering healthy growth (UK, Spain, France ect)
  - Eastern Europe and the Middle East recording double-digit growth, with Russia showing even stronger performance
  - North America showing slightly positive performance thanks to double-digit growth in the US
  - high single-digit growth in APAC, with double-digit growth in China
  - e-commerce keeps outperforming (+21%)

- **Industrial gross margin** improved, as expected, thanks to specific measures targeting supply chain efficiency and decomplexity. However, the overall increase in gross margin has been partially diluted by the channel mix within wholesale, driven by the increased weighting of web and key accounts

** Europe includes: Germany, France, Benelux, Spain, Portugal, Austria, Switzerland, UK and Scandinavia*

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ANNEX

GEOX
RESPIRA

SHAREHOLDERS

Lir S.r.l. (**)	71%
Market	29%
Total N° of Shares	259,207,331

(**) Moretti Polegato's family

BOARD OF DIRECTORS

Chairman	Mario Moretti Polegato
CEO	Matteo Mascazzini
Deputy Chairman	Enrico Moretti Polegato
Director	Claudia Baggio
Director	A. Antonio Giusti
Indipendent Director	Ernesto Albanese
Indipendent Director	Lara Livolsi
Indipendent Director	Francesca Meneghel
Indipendent Director	Duncan L. Niederauer
Indipendent Director	Manuela Soffientini

2017 FINANCIAL CALENDAR

February 23	BoD - FY2017
April 17	Shareholders' meeting - FY2017
May 15	1Q2018 Sales
July 31	1H2018 Results
November 13	9M2018 Sales

INVESTOR RELATIONS

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Livio Libralesso, General Manager - Corporate, CFO

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