COTY INC. SUPPLEMENTAL SCHEDULES INCLUDING NON-GAAP FINANCIAL MEASURES

COTY INC. & SUBSIDIARIES CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)

		Three Mon Septem		
(in millions, except per share data)		2018		2017
Net revenues	\$	2,031.3	\$	2,238.3
Cost of sales		809.1		874.2
as % of Net revenues		39.8%		39.1%
Gross profit		1,222.2		1,364.1
Gross margin		60.2%		60.9%
Selling, general and administrative expenses		1,122.3		1,191.1
as % of Net revenues		55.3%		53.2%
Amortization expense		92.5		78.2
Restructuring costs		15.5		11.2
Acquisition-related costs		_		54.1
Asset impairment charges		12.6		_
Operating (loss) income	_	(20.7)		29.5
as % of Net revenues		(1.0%)		1.3%
Interest expense, net		64.1		66.4
Other expense, net		2.7		4.5
Loss before income taxes		(87.5)		(41.4)
as % of Net revenues		(4.3%)		(1.8%)
Benefit for income taxes		(77.4)		(25.3)
Net loss		(10.1)		(16.1)
as % of Net revenues		(0.5%)		(0.7%)
Net income (loss) attributable to noncontrolling interests		1.2		(2.2)
Net income attributable to redeemable noncontrolling interests		0.8	_	5.8
Net loss attributable to Coty Inc.	\$	(12.1)	\$	(19.7)
as % of Net revenues		(0.6%)		(0.9%)
Net loss attributable to Coty Inc. per common share:				
Basic	\$	(0.02)	\$	(0.03)
Diluted	\$	(0.02)	\$	(0.03)
Weighted-average common shares outstanding:				
Basic		750.8		748.6
Diluted		750.8		748.6

COTY INC. SUPPLEMENTAL SCHEDULES INCLUDING NON-GAAP FINANCIAL MEASURES

RECONCILIATION OF REPORTED TO ADJUSTED RESULTS FOR THE CONSOLIDATED STATEMENTS OF OPERATIONS

These supplemental schedules provide adjusted Non-GAAP financial information and a quantitative reconciliation of the difference between the Non-GAAP financial measure and the financial measure calculated and reported in accordance with GAAP.

			Three Mo	nth	s Ended September	r 30,	2018		
	Reported (GAAP)		Adjustments ^(a)		Adjusted (Non-GAAP)	Foreign Currency Translation		Adjusted Results Constant Curren	
	2,031.3			\$	2,031.3	\$	57.2	\$	2,088.5
	1,222.2		5.2		1,227.4		28.6		1,256.0
	60.2%				60.4%				60.1%
	(20.7)		161.5		140.8		7.4		148.2
	(1.0%)				6.9%				7.1%
\$	(12.1)	\$	92.6	\$	80.5				
	(0.6%)				4.0%				
\$	(0.02)			\$	0.11				
_	Three Mo	onth	s Ended Septembe	r 30	, 2017				
	Reported (GAAP)		Adjustments ^(a)		Adjusted (Non-GAAP)				
 \$	2,238.3			\$	2,238.3				
	1,364.1		14.0		1,378.1				
	60.9%				61.6%				
	29.5		166.4		195.9				
	1.3%				8.8%				
\$	(19.7)	\$	96.0	\$	76.3				
	(0.9%)				3.4%				
	\$ 	(GAAP) \$ 2,031.3 1,222.2 60.2% (20.7) (1.0%) \$ (12.1) (0.6%) \$ (0.02) Three Mc Reported (GAAP) \$ 2,238.3 1,364.1 60.9% 29.5 1.3% \$ (19.7)	(GAAP) \$ 2,031.3 1,222.2 60.2% (20.7) (1.0%) \$ (12.1) \$ (0.6%) \$ (0.02) Three Month Reported (GAAP) \$ 2,238.3 1,364.1 60.9% 29.5 1.3% \$ (19.7) \$	Reported (GAAP)	Reported (GAAP)	Reported (GAAP)	Reported (GAAP) Adjustments(a) Adjusted (Non-GAAP) F \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 2,031.3 \$ 60.4% \$ 60.4% \$ 60.4% \$ 60.4% \$ 60.4% \$ 60.4% \$ 60.4% \$ 60.4% \$ 60.4% \$ 69.9% \$ 6.9% \$ 80.5 \$ 6.9% <td>(GAAP) Adjustments^(a) (Non-GAAP) Translation \$ 2,031.3 \$ 2,031.3 \$ 57.2 1,222.2 5.2 1,227.4 28.6 60.2% 60.4% 60.4% (20.7) 161.5 140.8 7.4 (1.0%) 6.9% 80.5 (0.6%) 4.0% 4.0% \$ (0.02) \$ 0.11 5.0 Three Months Ended September 30, 2017 6.9% Adjusted (Non-GAAP) \$ 2,238.3 \$ 2,238.3 1,364.1 1,364.1 14.0 1,378.1 60.9% 61.6% 29.5 1.3% 8.8% \$ (19.7) \$ 96.0 76.3</td> <td> Reported (GAAP)</td>	(GAAP) Adjustments ^(a) (Non-GAAP) Translation \$ 2,031.3 \$ 2,031.3 \$ 57.2 1,222.2 5.2 1,227.4 28.6 60.2% 60.4% 60.4% (20.7) 161.5 140.8 7.4 (1.0%) 6.9% 80.5 (0.6%) 4.0% 4.0% \$ (0.02) \$ 0.11 5.0 Three Months Ended September 30, 2017 6.9% Adjusted (Non-GAAP) \$ 2,238.3 \$ 2,238.3 1,364.1 1,364.1 14.0 1,378.1 60.9% 61.6% 29.5 1.3% 8.8% \$ (19.7) \$ 96.0 76.3	Reported (GAAP)

⁽a) See "Reconciliation of Reported Operating Income to Adjusted Operated Income" and "Reconciliation of Reported Net Income to Adjusted Net Income" for a detailed description of adjusted items.

0.10

(0.03)

EPS (diluted)

RECONCILIATION OF REPORTED OPERATING INCOME TO ADJUSTED OPERATING INCOME

Three Me	onths En	ded Sep	tember	30.
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			,
(in millions)	2018	2017	Change
Reported Operating Income (Loss)	(20.7)	29.5	<(100%)
% of Net revenues	(1.0%)	1.3%	
Amortization expense (a)	92.5	78.2	18%
Restructuring and other business realignment costs (b)	56.4	30.6	84%
Asset impairment charges (c)	12.6	_	100%
Costs related to acquisition activities (d)	_	57.6	(100%)
Total adjustments to Reported Operating Income	161.5	166.4	(3%)
Adjusted Operating Income	140.8	195.9	(28%)
% of Net revenues	6.9%	8.8%	

⁽a) In the three months ended September 30, 2018, amortization expense increased to \$92.5 from \$78.2 in the three months ended September 30, 2017 primarily as a result of the acquisitions. In the three months ended September 30, 2018, amortization expense of \$40.3, \$33.4, and \$18.8 was reported in the Luxury, Consumer Beauty and Professional Beauty segments, respectively. In the three months ended September 30, 2017, amortization expense of \$33.2, \$26.4, and \$18.6 was reported in the Luxury, Consumer Beauty and Professional Beauty segments, respectively.

RECONCILIATION OF REPORTED (LOSS) INCOME BEFORE INCOME TAXES AND EFFECTIVE TAX RATES TO ADJUSTED INCOME BEFORE INCOME TAXES, EFFECTIVE TAX RATES AND CASH TAX RATES

	Three Months Ended September 30, 2018						Three Month	ıs E	Ended Septem	ber 30, 2017
(in millions)		(Loss) Income Before Income Taxes	(Benefit) Provision for Effective Tax Taxes Rate (Loss) Income (Benefit) Before Provision for Income Taxes Taxes			Effective Tax Rate				
Reported (Loss) Income Before Taxes	\$	(87.5)	\$	(77.4)	88.5 %	\$	(41.4)	\$	(25.3)	61.1%
Adjustments to Reported Operating Income (a) (b)		161.5		65.1			166.4		59.6	
Adjusted Income Before Taxes		74.0	\$	(12.3)	(16.6%)	\$	125.0	\$	34.3	27.4%

⁽a) See a description of adjustments under "Reconciliation of Reported Operating Income to Adjusted Operating Income".

The adjusted effective tax rate was (16.6%) for the three months ended September 30, 2018 compared to 27.4% for the three months ended September 30, 2017. The differences were primarily due to \$30.0 tax benefit recognized as a result of a favorable Swiss tax ruling.

⁽b) In the three months ended September 30, 2018, we incurred restructuring and other business structure realignment costs of \$56.4. We incurred Restructuring costs of \$15.5 primarily related to Global Integration Activities and 2018 Restructuring Actions, included in the Condensed Consolidated Statements of Operations. We incurred business structure realignment costs of \$40.9 primarily related to our Global Integration Activities and certain other programs. This amount primarily includes \$35.7 in Selling, general and administrative expense and \$5.2 in Cost of sales. In the three months ended September 30, 2017, we incurred restructuring and other business structure realignment costs of \$30.6. We incurred Restructuring costs of \$11.2 primarily related to Global Integration Activities, included in the Condensed Consolidated Statements of Operations. We incurred business structure realignment costs of \$19.4 primarily related to our Global Integration Activities, Organizational Redesign and certain other programs. Of this amount, \$10.5 is included in cost of sales and \$8.9 is included in selling, general and administrative expenses.

⁽c) In the three months ended September 30, 2018, the Company acquired a trademark associated with a preexisting license. As a result of the acquisition, the preexisting license was effectively terminated, and accordingly the Company recorded \$12.6 of asset impairment charges in the Condensed Consolidated Statement of Operations related to the license agreement. In the three months ended September 30, 2017, we did not incur asset impairment charges.

⁽d) In the three months ended September 30, 2018, we did not incur costs related to acquisition activities. In the three months ended September 30, 2017, we incurred \$57.6 of costs related to acquisition activities. We recognized Acquisition-related costs of \$54.1 included in the Condensed Consolidated Statements of Operations. These costs were primarily incurred in connection with the acquisition of P&G Beauty Business and Younique included in the Condensed Consolidated Statements of Operations. These costs may include finder's fees, legal, accounting, valuation, and other professional or consulting fees, including fees related to transitional services, and other internal costs which may include compensation related expenses for dedicated internal resources. We also incurred \$3.5 in Cost of sales primarily reflecting revaluation of acquired inventory in connection with the Younique acquisition in the Condensed Consolidated Statements of Operations.

⁽b) The tax effects of each of the items included in adjusted income are calculated in a manner that results in a corresponding income tax benefit/provision for adjusted income. In preparing the calculation, each adjustment to reported income is first analyzed to determine if the adjustment has an income tax consequence. The benefit/provision for taxes is then calculated based on the jurisdiction in which the adjusted items are incurred, multiplied by the respective statutory rates and offset by the increase or reversal of any valuation allowances commensurate with the non–GAAP measure of profitability.

RECONCILIATION OF REPORTED NET INCOME TO ADJUSTED NET INCOME

	Three Months Ended Septe									
(in millions)	2018			2017	Change					
Reported Net Loss Attributable to Coty Inc.	\$	(12.1)	\$	(19.7)	39%					
% of Net revenues		(0.6%)		(0.9%)						
Adjustments to Reported Operating Income (a)		161.5		166.4	(3%)					
Adjustments to noncontrolling interests (b)		(3.8)		(10.8)	65%					
Change in tax provision due to adjustments to Reported Net Income Attributable to Coty Inc.		(65.1)		(59.6)	(9%)					
Adjusted Net Income Attributable to Coty Inc.	\$	80.5	\$	76.3	6%					
% of Net revenues		4.0%		3.4%						
Per Share Data										
Adjusted weighted-average common shares										
Basic		750.8		748.6						
Diluted		752.7		752.3						
Adjusted Net Income Attributable to Coty Inc. per Common Share										
Basic	\$	0.11	\$	0.10						
Diluted	\$	0.11	\$	0.10						

⁽a) See a description of adjustments under "Reconciliation of Reported Operating Income to Adjusted Operating Income".

RECONCILIATION OF NET CASH PROVIDED BY OPERATING ACTIVITIES TO FREE CASH FLOW

	Thi	ree Months End	led S	eptember 30,
(in millions)		2018		2017
Net cash provided by operating activities	\$	(81.9)	\$	(8.9)
Capital expenditures		(133.6)		(111.4)
Free cash flow	\$	(215.5)	\$	(120.3)

RECONCILIATION OF TOTAL DEBT TO NET DEBT

(in millions)	Septen	nber 30, 2018
Total debt	\$	8,084.6
Cash		423.3
Net debt	\$	7,661.3

RECONCILIATION OF ADJUSTED OPERATING INCOME TO ADJUSTED EBITDA

(in millions)	 ve Months Ended otember 30, 2018		
Adjusted operating income ^(a)	\$ 945.5		
Depreciation (b)	376.2		
Pension Adjustment (c)	 (0.6)		
Adjusted EBITDA	 1,321.1		

⁽b) The amounts represent the impact of non-GAAP adjustments to Net income attributable to noncontrolling interest related to the Company's majority-owned consolidated subsidiaries. The amounts are based on the relevant noncontrolling interest's percentage ownership in the related subsidiary, for which the non-GAAP adjustments were made.

NET DEBT/ADJUSTED EBITDA

	Twelve Months Ended September 30,
Net Debt/Adjusted EBITDA	5.80

NET REVENUES AND ADJUSTED OPERATING INCOME BY SEGMENT

		Three Months Ended September 30,													
		Net Revenues			Cha	Change			Operating (Loss)		Adjusted Operating Income				
(in millions)		2018		2017	Reported Basis	Constant Currency		2018	Change		2018	Change			
Luxury	\$	792.9	\$	764.4	4%	5%	\$	48.7	(14%)	\$	101.6	13%			
Consumer Beauty		828.8		1,043.4	(21%)	(17%)		(18.6)	<(100%)		14.8	(83%)			
Professional		409.6		430.5	(5%)	(3%)		5.0	>100%		23.8	41%			
Corporate		_		_	N/A	 %		(55.8)	36%		0.6	(25%)			
Total	\$	2,031.3	\$	2,238.3	(9%)	(7%)	\$	(20.7)	<(100%)	\$	140.8	(28%)			

NET REVENUES BY GEOGRAPHIC REGION

	Three Months Ended September 30,												
	 Net Re	venu	ies	Chan	ge								
(in millions)	2018		2017	Reported Basis	Constant Currency								
North America	\$ 644.9	\$	752.5	(14%)	(14%)								
Europe	872.2		966.5	(10%)	(8%)								
ALMEA	514.2		519.3	(1%)	7%								
Total	\$ 2,031.3	\$	2,238.3	(9%)	(7%)								

RECONCILIATION OF REPORTED OPERATING INCOME TO ADJUSTED OPERATING INCOME BY SEGMENT

^a Adjusted operating income for the twelve months ended September 30, 2018 represents the summation of the adjusted operating income for each of the three months ended December 31, 2017, March 31, 2018, June 30, 2018 and September 30, 2018. For a reconciliation of adjusted operating income to operating income for each of those periods, see the tables entitled "Reconciliation of Reported Operating Income (Loss) to Adjusted Operating Income by Segment" for each of those periods.

^b The deprecation adjustment for the twelve months ended September 30, 2018 represents the summation of depreciation expense for each of the three months ended December 31, 2017, March 31, 2018, June 30, 2018 and September 30, 2018, as adjusted by \$1.5, \$4.0, \$3.4 and \$1.8, respectively, for accelerated depreciation.

^c The pension expense adjustment for the twelve months ended September 30, 2018 represents the summation of the non-service cost components of net periodic pension cost for each of the three months ended December 31, 2017, March 31, 2018, June 30, 2018 and September 30, 2018.

Three Months Ended September 30, 2018

(in millions)	Reported (GAAP) Adjustments		justments ^(a)	Adjusted (Non-GAAP)		Foreign Currency Translation		Adjusted Results at Constant Currency	
OPERATING INCOME (LOSS)									
Luxury	\$ 48.7	\$	(52.9)	\$	101.6	\$	3.4	\$	105.0
Consumer Beauty	(18.6)		(33.4)		14.8		2.4		17.2
Professional Beauty	5.0		(18.8)		23.8		1.6		25.4
Corporate	(55.8)		(56.4)		0.6		_		0.6
Total	\$ (20.7)	\$	(161.5)	\$	140.8	\$	7.4	\$	148.2
OPERATING MARGIN									
Luxury	6.1%				12.8%)			13.1%
Consumer Beauty	(2.2%))			1.8%)			2.0%
Professional Beauty	1.2%				5.8%)			6.1%
Corporate	N/A				N/A				N/A
Total	(1.0%)	<u>-</u>)			6.9%	-)			7.1%

Three Months Ended September 30, 2017

(in millions)	Reported (GAAP) Adjustments (a)		Adjusted on-GAAP)	
OPERATING INCOME (LOSS)				
Luxury	\$ 56.7	\$	(33.2)	\$ 89.9
Consumer Beauty	61.9		(26.4)	88.3
Professional Beauty	(1.7)		(18.6)	16.9
Corporate	(87.4)		(88.2)	0.8
Total	\$ 29.5	\$	(166.4)	\$ 195.9
OPERATING MARGIN				
Luxury	7.4%			11.8%
Consumer Beauty	5.9%			8.5%
Professional Beauty	(0.4%))		3.9%
Corporate	N/A			N/A
Total	 1.3%	•		 8.8%

⁽a) See "Reconciliation of Reported Operating Income to Adjusted Operated Income" for a detailed description of adjusted items.

RECONCILIATION OF REPORTED NET REVENUES TO LIKE-FOR-LIKE NET REVENUES

Three Months Ended September 30, 2018 vs. Three Months Ended September 30, 2017 Net Revenue Change

			of wh	ch
Net Revenues Change YoY	Reported Basis	Constant Currency	Impact from Acquisitions and Divestitures ¹	Organic (LFL)
Luxury	4 %	5 %	7 %	(2)%
Consumer Beauty	(21)%	(17)%	(3)%	(14)%
Professional Beauty	(5)%	(3)%	- %	(3%)
Total Company	(9)%	(7)%	1 %	(8 <u>)</u> %

¹Acquisitions reflect the net revenue contribution from the acquisition of Burberry in the three months ended September 30, 2018 and the net revenue reduction from the termination of Guess and the divestitures of the license of Playboy and the license of Cerruti in the three months ended September 30, 2017.

COTY INC. & SUBSIDIARIES CONSOLIDATED BALANCE SHEETS (Unaudited)

(in millions)	September 30, 2018			June 30, 2018
ASSETS				
Current assets:				
Cash and cash equivalents	\$	423.3	\$	331.6
Restricted cash		29.9		30.6
Trade receivables—less allowances of \$76.1 and \$81.8, respectively		1,484.4		1,536.0
Inventories		1,251.2		1,148.9
Prepaid expenses and other current assets		551.2		603.9
Total current assets		3,740.0		3,651.0
Property and equipment, net		1,648.0		1,680.8
Goodwill		8,570.1		8,607.1
Other intangible assets, net		8,218.9		8,284.4
Deferred income taxes		219.0		107.4
Other noncurrent assets		196.7		299.5
TOTAL ASSETS	\$	22,592.7	\$	22,630.2
LIABILITIES AND EQUITY				
Current liabilities:				
Accounts payable	\$	1,794.9	\$	1,928.6
Accrued expenses and other current liabilities	•	1,737.7	•	1,844.4
Short-term debt and current portion of long-term debt		200.7		218.9
Income and other taxes payable		57.8		52.1
Total current liabilities		3,791.1	_	4,044.0
Long-term debt, net		7,789.7		7,305.4
Pension and other post-employment benefits		532.9		533.3
Deferred income taxes		841.1		842.5
Other noncurrent liabilities		402.6		388.5
Total liabilities		13,357.4	_	13,113.7
COMMITMENTS AND CONTINGENCIES		,	_	10,11011
REDEEMABLE NONCONTROLLING INTERESTS		622.2		661.3
EQUITY:				
Preferred Stock		_		_
Common Stock		8.1		8.1
Additional paid-in capital		10,699.5		10,750.8
Accumulated deficit		(769.1)		(626.2)
Accumulated other comprehensive income		110.8		158.8
Treasury stock		(1,441.8)	_	(1,441.8)
Total Coty Inc. stockholders' equity		8,607.5		8,849.7
Noncontrolling interests		5.6		5.5
Total equity		8,613.1		8,855.2
TOTAL LIABILITIES, REDEEMABLE NONCONTROLLING INTERESTS AND EQUITY	\$	22,592.7	<u>\$</u>	22,630.2

COTY INC. & SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

		Ended 30,		
(in millions)		2018		2017
CASH FLOWS FROM OPERATING ACTIVITIES:				
Net loss	\$	(10.1)	\$	(16.1)
Adjustments to reconcile net loss to net cash provided by operating activities:				
Depreciation and amortization		185.6		168.7
Deferred income taxes		(99.8)		(81.6)
Provision for bad debts		6.1		9.2
Provision for pension and other post-employment benefits		9.1		11.1
Share-based compensation		6.4		6.9
Asset impairment charges		12.6		_
Other		11.5		1.9
Change in operating assets and liabilities, net of effects from purchase of acquired companies:				
Trade receivables		35.6		(124.0)
Inventories		(109.5)		(97.5)
Prepaid expenses and other current assets		40.2		(21.0)
Accounts payable		(83.2)		19.3
Accrued expenses and other current liabilities		(101.3)		22.5
Income and other taxes payable		7.6		65.5
Other noncurrent assets		(5.0)		(21.3)
Other noncurrent liabilities		12.3		47.5
	_		_	
Net cash used in operating activities	_	(81.9)	_	(8.9)
CASH FLOWS FROM INVESTING ACTIVITIES:		(122.6)		/111 A\
Capital expenditures		(133.6)		(111.4)
Payment for business combinations and asset acquisitions, net of cash acquired		(40.8)		(7.5)
Proceeds from sale of asset			_	2.9
Net cash used in investing activities	_	(174.4)	_	(116.0)
CASH FLOWS FROM FINANCING ACTIVITIES:		(4= 0)		(0.5)
Net repayments of short-term debt, original maturity less than three months		(17.8)		(0.5)
Proceeds from revolving loan facilities		771.9		778.4
Repayments of revolving loan facilities		(239.8)		(150.0)
Repayments of term loans and other long-term debt		(48.1)		(40.6)
Dividend payment		(93.8)		(94.3)
Net proceeds from issuance of Class A Common Stock and Series A Preferred Stock		0.7		11.2
Net payments of foreign currency contracts		(3.7)		(2.3)
Distributions to noncontrolling interests, redeemable noncontrolling interests and mandatorily redeemable financial instruments		(5.6)		(6.4)
Payment of debt issuance costs		(10.0)		_
Other		(2.0)		(3.1)
Net cash provided by financing activities		351.8		492.4
EFFECT OF EXCHANGE RATES ON CASH, CASH EQUIVALENTS AND RESTRICTED CASH		(4.5)		6.4
NET INCREASE IN CASH, CASH EQUIVALENTS AND RESTRICTED CASH		91.0		373.9
CASH, CASH EQUIVALENTS AND RESTRICTED CASH—Beginning of period		362.2		570.7
CASH, CASH EQUIVALENTS AND RESTRICTED CASH—End of period	\$	453.2	\$	944.6
SUPPLEMENTAL DISCLOSURE OF CASH FLOWS INFORMATION:				
Cash paid during the period for interest	\$	48.9	\$	61.0
Cash received during the period for settlement of interest rate swaps		43.2		_
Cash paid during the period for income taxes, net of refunds received		23.9		32.8
SUPPLEMENTAL DISCLOSURE OF NONCASH FINANCING AND INVESTING ACTIVITIES:				
Accrued capital expenditure additions	\$	97.0	\$	90.3