

Milan - September 12<sup>th</sup>, 2007

## **TOD'S S.p.A.: strong growth in revenues and profits in the first half of 2007**

### **The Board of Directors approved Tod's Group HI 2007 figures.**

HI 2007 Group's revenues: 316.4 million Euros, increasing by 15.7% versus HI 2006; EBITDA: 70.4 million Euros, with a 12.3% growth; EBIT: 58.2 million Euros, increasing by 14.7%; Net income: 34.8 million Euros, with a 18.5.% growth

The Board of Directors of Tod's S.p.A., the Italian company listed on the Milan Stock Exchange and holding of the luxury goods group of the same name operating in luxury shoes, leather goods and apparel with the Tod's, Hogan, Fay and Roger Vivier brands, today approved the Group's results for the first half of 2007.

As already anticipated at the end of July, consolidated sales amounted to 316.4 million Euros in the first six months of 2007, increasing by 15.7% versus the same period of 2006. This growth rate is even more significant when considered at constant exchange rates: by adopting the average 2006 exchange rates, revenues were 321.9 million Euros, showing a 17.8% increase versus the first half of 2006<sup>1</sup>.

EBITDA and EBIT amounted, respectively, to 70.4 and 58.2 million Euros, growing by 12.3% and by 14.7% as compared to the first half of 2006; at constant rates both the results are more than two million Euros higher. Net income was 34.8 million Euros, posting a 18.5% increase versus HI 2006.

These outstanding results were achieved within a not favourable environment due to the strengthening of the Euro; they are even better, if considering the challenging comparison basis represented by the excellent HI 2006 results.

### **Breakdown of Consolidated Sales by Brand: significant growth for all the brands**

<i>million Euros</i>	HI 2007	HI 2006	% change	FY 2006
Tod's	174.1	164.2	+6.0%	326.4
Hogan	94.8	75.4	+25.7%	155.5
Fay	38.6	29.5	+30.6%	82.4
Roger Vivier	7.1	2.7	+161.0%	6.5
Other	1.8	1.5	+22.0%	2.2
<b>TOTAL</b>	<b>316.4</b>	<b>273.3</b>	<b>+15.7%</b>	<b>573.0</b>

All the Group's brands accelerated their growth rates as compared to the first three months of the year.

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<sup>1</sup> In the press release, we comment the growth rates at reported rates; the figures at constant exchange rates are indicated only when they are meaningful.

In particular, Tod's revenues were 174.1 million Euros, increasing by 6% in the first half of 2007 (9% at constant exchange rates); the impact from the currencies' fluctuations is higher for Tod's, compared to the other brands of the Group, given that it's the most international one. In fact, the growth rate at constant rates would be much higher.

Hogan achieved outstanding results, with 94.8 million Euros revenues in the first half of 2007, growing by 25.7% versus the same period of the previous year, and representing 30.0% of consolidated turnover as of June 30<sup>th</sup>, 2007.

Also Fay posted very positive results, with 38.6 million Euros of sales, increasing by 30.6% versus the first half of 2006; the performance of this brand was also positively influenced by the different timing of deliveries as compared to the previous year.

Finally, Roger Vivier revenues were 7.1 million Euros, or 2.3% of the Group's turnover as of June 30<sup>th</sup>, 2007, and posted a 161% growth in the first semester of the year, confirming even further the huge potential of this prestigious and exclusive brand of luxury shoes and accessories, of which the Group has an exclusive production and distribution licence agreement.

**Breakdown of Consolidated Sales by Product: growth in all the product categories**

<i>million Euros</i>	HI 2007	HI 2006	% change	FY 2006
Shoes	210.0	178.4	+17.7%	357.5
Leather goods and accessories	69.0	65.7	+5.1%	133.5
Apparel	36.9	28.8	+28.1%	80.9
Other	0.5	0.4	+8.9%	1.1
TOTAL	316.4	273.3	+15.7%	573.0

Revenues from shoes were 210 million Euros in the first half of 2007, representing 66.4% of the Group's turnover, with a 17.7% growth reported, or 19.3% at constant rates, significantly higher than the average growth of the industry, confirming the continuous gaining of market shares by the Group's brands.

Revenues from leather goods and accessories amounted to 69 million Euros in the first half of 2007, growing by 5.1% versus the same period of the previous year (or 9.2% at constant rates). As already commented for the first quarter of 2007, this product category was particularly affected by the strengthening of the Euro, which didn't help the sales on the US and Japanese markets.

Finally, revenues from apparel were 36.9 million Euros in the first half of 2007, increasing by 28.1%, in line with the Fay's performance.

**Breakdown of Consolidated Sales by Region: double digit growth at constant rates in all the Group's markets; excellent results in Italy**

<i>million Euros</i>	HI 2007	HI 2006	% change	FY 2006
Italy	155.2	126.0	+23.1%	279.6
Europe (excl. Italy)	81.4	72.4	+12.4%	145.4
North America	31.5	29.5	+6.9%	60.0
Asia and rest of world	48.3	45.4	+6.2%	88.0
<b>TOTAL</b>	<b>316.4</b>	<b>273.3</b>	<b>+15.7%</b>	<b>573.0</b>

All the Group's brands achieved excellent results in Italy, where revenues totalled 155.2 million Euros, with a 23.1% growth in the first half of 2007.

The Group posted outstanding results also in the rest of Europe, which represented approximately 26% of consolidated turnover as of June 30<sup>th</sup>, 2007 for a total of 81.4 million Euros, with a 12.4% increase.

In line with management expectations, sales in the US market showed a strong acceleration, posting a 14.4% increase at constant rates in the first half of the year, or 6.9% including the impact of the Euro/USD exchange rate. This market represented 10% of the Group's turnover as of June 30<sup>th</sup>, 2007, with 31.5 million Euros revenues, and confirms its significant growth potential.

Finally, sales in the Asian markets amounted to 48.3 million Euros, or 15% of the Group's turnover, and posted a 13.4% increase in the first half of the year, or 6.2% at reported rates.

**Breakdown of Consolidated Sales by Distribution Channel: double-digit growth in all channels**

<i>million Euros</i>	HI 2007	HI 2006	% change	FY 2006
DOS	149.9	133.9	+11.9%	283.2
Third parties (Franchised stores and independent retailers)	166.5	139.4	+19.4%	289.8
<b>TOTAL</b>	<b>316.4</b>	<b>273.3</b>	<b>+15.7%</b>	<b>573.0</b>

Both the distribution channels achieved excellent growth rates.

In particular, the DOS network totalled 149.9 million Euros of revenues, representing 47.4% of the Group's turnover as of June 30<sup>th</sup>, 2007.

The increase was 15.2% at constant rates, or 11.9% at reported rates, mainly driven by the organic growth and also by the openings made in the period.

The *Same Store Sales Growth* (SSSG) rate, calculated as the worldwide average of sales growth rates reported by DOS opened as of January 1<sup>st</sup>, 2006, was 10.8% in the first half of 2007, higher than in the first months of the year. This growth rate accelerates further in the following months and is 13.2% for the eight-month period.

Sales to third parties amounted to 166.5 million Euros in the first half of 2007, increasing by 19.4% versus the same period of the previous year.

As of June 30<sup>th</sup>, 2007 the Group's distribution network was composed by 116 DOS and 68 franchised stores, compared to 106 DOS and 55 franchised stores as of June 30<sup>th</sup>, 2006.

In August the Group converted into DOS 7 franchised stores in Korea, upon the expiration of the relative agreements, and opened a new DOS in Macao.

As of today, the Group's distribution network includes 124 DOS and 61 franchised stores.

### **Comments to the main Profit & Loss figures**

As already highlighted in our previous press releases, analyzing quarterly figures is not fully meaningful, due to the discrepancies in the flow of industrial revenues and costs on a monthly basis. Therefore, annualizing half-year figures would be misleading.

In the first half of 2007, the Group's EBITDA was 70.4 million Euros, growing by 12.3% versus H1 2006 and with a 22.3% margin on sales. At constant rates, EBITDA was 72.8 million Euros, increasing by 16.1% versus H1 2006 and with a 22.6% margin on sales.

Despite the continuing growth of the Group's headcount (2,473 employees as of June 30<sup>th</sup>, 2007 versus 2,236 employees as of June 30<sup>th</sup>, 2006), the incidence on sales of labour costs decreased (14.2% in H1 2007 versus 14.9% in H1 2006). The impact of the new accounting of the employee severance indemnity is not meaningful.

The Group's EBIT was 58.2 million Euros in the first half of 2007, growing by 14.7% versus HI 2006 and with a 18.4% margin on sales, in line with the previous year.

At constant rates, EBIT was 60.4 million Euros, with a 19% increase and a 18.8% margin on sales.

The EBIT performance reflects and widens the EBITDA trend, since the incidence on sales of depreciation and amortisation continued its decrease (3.9% in HI 2007 versus 4.3% in HI 2006).

Profit before taxes was 59.1 million Euros, with a 18.7% margin on sales, higher than in HI 2006 (18.4%).

After 23.8 million Euros of income taxes (with a 40.3% tax rate, 100bp lower than in HI 2006), consolidated net income was 35.3 million Euros, showing a 19.2% growth versus HI 2006.

Finally, net of minorities, the Group's net income was 34.8 million Euros, with a 11% margin on sales, higher than in HI 2006 (10.7%).

### **Comments on the Balance Sheet and Cash Flow key figures**

In the first half of 2007, the Group invested a total amount of 23.6 million Euros in tangible and intangible fixed assets, much higher than the investments made in HI 2006 (15.4 million Euros). Out of this amount, approx. 13 million Euros were related to the widening of the DOS network, including the acquisition of two new prestigious commercial spaces in Rome and a new space in Milan, which will be used for the widening of the existing Hogan boutique.

As of June 30<sup>th</sup>, 2007 the net financial position was positive and equal to 56.1 million Euros. The change as compared to the 90.6 million Euros balance at the beginning of the year is mainly due to the dividend payment (for a total amount of 38 million Euros versus 30.3 million Euros in HI 2006) and to the already commented capital expenditures.

Consolidated shareholders' equity was 522.3 million Euros (which compares to 480.5 and 522.9 million Euros as of June 30<sup>th</sup> and December 31<sup>st</sup>, 2006, respectively).

Diego Della Valle, Chairman and CEO of the Group, commented as follows: "First half results confirm the solidity of our Group's growth and the effectiveness of our medium long term strategic business plan. I'm also particularly satisfied with the excellent sales results achieved in our retail network and with the strong

success of the so-called Pashmy bag project and of the leather goods and accessories collection designed for the first time by Derek Lam. Therefore, I can confirm a sound double digit growth of both revenues and profits.”

*Pursuant to Article 154bis comma 2 of the Consolidated Law on Finance, the executive responsible for preparing the company accounts certifies that the financial disclosure made in this press release corresponds to the accounting records and books.*

Should you need explanations, please contact: Investor Relations Office - tel. +39 02 77 22 51  
e-mail: [c.oglio@todsgroup.com](mailto:c.oglio@todsgroup.com)  
Corporate website: [\*\*www.todsgroup.com\*\*](http://www.todsgroup.com)

## ATTACHMENTS

### TOD'S GROUP

#### Key figures of Profit & Loss (compliant with IAS/IFRS principles)

<i>Figures in million Euros</i>	<b>HI 2007</b>	<b>HI 2006</b>	<b>FY 2006</b>
Revenues	316.4	273.3	573.0
EBITDA	70.4	62.7	137.5
EBIT	58.2	50.8	113.7
Profit before taxes	59.1	50.4	113.2
Net income	35.3	29.6	66.8
<i>Of which: Group's net income</i>	34.8	29.3	66.1
<i>minorities</i>	0.5	0.3	0.7

#### Key figures of Balance Sheet (compliant with IAS/IFRS principles)

<i>Figures in million Euros</i>	<b>June 30<sup>th</sup>, 2007</b>	<b>June 30<sup>th</sup>, 2006</b>	<b>December 31<sup>st</sup>, 2006</b>
Operating net working capital (I)	183.1	128.3	164.2
Tangible and intangible fixed assets	292.7	281.6	282.8
Other assets/(liabilities), net	(9.6)	(7.6)	(14.7)
Total Invested Capital	466.2	402.3	432.3
Net financial position (positive)	(56.1)	(78.2)	(90.6)
Consolidated Shareholders' equity	522.3	480.5	522.9

(I) Trade receivables + Inventory – Trade payables

#### Key figures of Cash Flow (compliant with IAS/IFRS principles)

<i>Figures in million Euros</i>	<b>6 months 2007</b>	<b>6 months 2006</b>	<b>12 months 2006</b>
Operating Cash Flow	24.9	24.6	46.9
Cash flow generated/(used) by investing activities	(22.6)	(14.1)	(28.2)
Cash Flow generated/(used) by financing activities	(37.5)	(30.4)	(26.8)
Free Cash Flow generated/(used)	(35.2)	(19.8)	(8.1)

## PARENT COMPANY TOD'S SpA

### Key figures of Profit & Loss (compliant with IAS/IFRS principles)

<i>Figures in million Euros</i>	<b>HI 2007</b>	<b>HI 2006</b>	<b>FY 2006</b>
Revenues	247.7	219.7	457.5
EBITDA	45.0	49.5	105.5
EBIT	39.8	44.7	95.6
Profit before taxes	40.4	43.9	96.8
Net income	23.2	25.5	56.9

### Key figures of Balance Sheet (compliant with IAS/IFRS principles)

<i>Figures in million Euros</i>	<b>June 30<sup>th</sup>, 2007</b>	<b>June 30<sup>th</sup>, 2006</b>	<b>December 31<sup>st</sup>, 2006</b>
Operating net working capital (I)	175.6	149.2	168.8
Tangible and intangible fixed assets	221.5	215.1	218.6
Other assets/(liabilities), net	98.7	73.8	89.7
Total Invested Capital	495.8	438.1	477.1
Net financial position (positive)	(18.3)	(51.0)	(48.9)
Consolidated Shareholders' equity	514.1	489.1	526.0

(I) Trade receivables + Inventory – Trade payables

### Key figures of Cash Flow (compliant with IAS/IFRS principles)

<i>Figures in million Euros</i>	<b>6 months 2007</b>	<b>6 months 2006</b>	<b>12 months 2006</b>
Operating Cash Flow	11.2	21.3	44.0
Cash flow generated/(used) by investing activities	(5.4)	(7.8)	(36.7)
Cash Flow generated/(used) by financing activities	(37.1)	(28.6)	(25.2)
Free Cash Flow generated/(used)	(31.3)	(15.1)	(17.9)