

Milan – November 11th, 2011

TOD'S S.p.A.: sales and profits maintain their sound double-digit growth rates; revenues +14.8%, EBITDA +22.2% , EBIT +23.5% in the first nine months of 2011

The Board of Directors approved Tod's Group 9M 2011 Interim Report

Group's sales: 699 million Euros, +14.8% compared to 9M 2010

EBITDA: 192.4 million Euros, +22.2%

EBIT: 164.4 million Euros, +23.5%

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 and quality shoes, accessories and apparel with the Tod's, Hogan, Fay and Roger Vivier brands, today approved the Group's interim report for the first nine months of 2011 (January 1st – September 30th, 2011).

Consolidated sales were 699 million Euros in the first nine months of 2011, up 14.8% from the same period of 2010. In Q3 2011, revenues posted a sound double-digit growth (+12.1%), despite the challenging comparison basis.

All brands achieved significant growth rates, in both distribution channels, in all regions and across all product categories.

The more favourable sales mix by product and by region contributed to the significant improvement of operating profitability. The Group's EBITDA was 192.4 million Euros in the first nine months of 2011 (+22.2% compared to the same period of 2010) and with a 27.5% margin on sales (+170 basis points higher than in 9 months 2010). EBIT was 164.4 million Euros, up 23.5% from 9 months 2010, and with a 23.5% margin on sales (+170 basis points higher than in 9 months 2010).

At constant exchange rates, meaning by using 9 months 2010 average exchange rates, sales would have been 700.3 million Euros, up 15% from 9M 2010; EBITDA and EBIT would have been, respectively, 191.4 and 163.2 million Euros.

Breakdown of consolidated sales by brand: all the brands achieved strong results, outstanding performance for Tods

<i>million Euros</i>	9M 2011	9M 2010	% change	FY 2010
Tod's	372.1	310.4	+19.9%	407.0
Hogan	228.4	211.1	+8.2%	268.3
Fay	74.3	72.8	+2.1%	89.7
Roger Vivier	23.5	14.2	+65.6%	21.7
Other	0.7	0.6	n.m.	0.8
TOTAL	699.0	609.1	+14.8%	787.5

The Tod's brand posted outstanding results and confirmed its solid double-digit sales growth, in all the regions and product categories.

In the first nine months of 2011, its sales totaled 372.1 million Euros, up 19.9% from 9M 2010¹.

Hogan revenues were 228.4 million Euros in the first nine months of 2011, with a 8.2% increase versus 9M 2010, which is mainly due to the organic growth in Italy.

Consistently with the strategy to pursue an international expansion, which is currently focused on the Asian markets, Hogan has recently opened its first three directly operated stores in mainland China (Beijing, Wuhan, Harbin).

In the first nine months of 2011, Fay revenues totaled 74.3 million Euros, up 2.1% from 9M 2010. This is a significant achievement, considering the high exposure to the domestic market of the brand.

Finally, the Roger Vivier brand confirmed its solid growth, even if on low volumes, as a signal of the strong appeal of its products among the clientele. In 9M 2011 the brand's revenues totalled 23.5 million Euros, up 65.6% from 9M 2010.

¹ In this press release we comment figures at reported rates; if not evidenced differently, figures at constant rates are broadly aligned with the figures at reported rates.

Breakdown of consolidated sales by product: solid double-digit growth for shoes e leather goods

<i>million Euros</i>	9M 2011	9M 2010	% change	FY 2010
Shoes	505.5	440.1	+14.9%	564.6
Leather goods and accessories	108.6	88.6	+22.6%	123.2
Apparel	84.5	79.9	+5.7%	99.1
Other	0.4	0.5	n.m.	0.6
TOTAL	699.0	609.1	+14.8%	787.5

The core business of shoes confirmed its double-digit growth, despite the challenging comparison basis. In the first nine months of 2011, revenues from shoes totalled 505.5 million Euros, up 14.9% from 9M 2010. Strong results both for Tods and Hogan.

Also the performance of leather goods and accessories was brilliant, mainly driven by the success of the entire collection of handbags and accessories under the Tod's brand. The Group's revenues of this product category totalled 108.6 million Euros in 9M 2011, up 22.6% from 9M 2010.

Finally, sales from apparel totalled 84.5 million Euros in 9M 2011, up 5.7% from 9M 2010, driven also by the strong results of Tod's and Hogan capsule collections.

Breakdown of consolidated sales by region: significant growth in all the regions

<i>million Euros</i>	9M 2011	9M 2010	% change	FY 2010
Italy	371.6	337.8	+10.0%	425.7
Europe (excl. Italy)	144.3	132.5	+8.9%	163.7
North America	43.8	37.8	+15.9%	53.4
Asia and Rest of World	139.3	101.0	+37.9%	144.7
TOTAL	699.0	609.1	+14.8%	787.5

The Group continued to post outstanding results on the domestic market, across all its brands.

In the first nine months of 2011, sales in Italy amounted to 371.6 million Euros, up 10% from 9M 2010.

In the rest of Europe, sales totalled 144.3 million Euros in 9M 2011, with growth of 8.9% from 9M 2010.

In the US market, the DOS channel confirmed the excellent results posted in the first half of the year, while the performance of the wholesale channel was affected by the selective distribution strategy adopted by the Group, in order to reduce the number of the independent clients.

In 9M 2011, the Group's sales in the US totalled 43.8 million Euros, up 15.9% from 9M 2010 (+20.7% at constant exchange rates).

Finally, revenues for the area "Rest of World" totalled 139.3 million Euros in 9M 2011, with growth of 37.9% from 9M 2010. The Group confirmed the excellent results in mainland China and Hong Kong, where the organic growth rate remains aligned with the outstanding performance of the first half of the year.

Breakdown of consolidated sales by distribution channel: double-digit growth in both the channels; solid organic growth

<i>million Euros</i>	9M 2011	9M 2010	% change	FY 2010
Third parties (Franchised stores + Independent retailers)	365.1	329.5	+10.8%	383.7
DOS	333.9	279.6	+19.4%	403.8
TOTAL	699.0	609.1	+14.8%	787.5

As already underlined several times, in third quarter turnover is mainly generated by the wholesale channel, due to the different timing in accounting Group's revenues. In fact, deliveries made to DOS are accounted as stock inventory in the consolidated results as of the end of September and are translated into revenues only in the fourth quarter, when the products are sold by the stores to the final customers.

In the first nine months of 2011, revenues to third parties totalled 365.1 million Euros, with growth of 10.8% from 9M 2010.

The DOS network posted very good results. Revenues globally amounted to 333.9 million Euros in 9M 2011, with growth of 19.4% from 9M 2010, driven both by the widening of the DOS network and by the strong organic growth.

As of September 30th, 2011 the Group's distribution network was composed by 168 DOS and 70 franchised stores, compared to 158 DOS and 72 franchised stores as of the end of September 2010. Among the openings made in the third quarter, we remember the first Hogan DOS in mainland China, followed by additional two in October.

Strong organic growth: the *Same Store Sales Growth* (SSSG) rate, calculated as the worldwide average of sales growth rates reported by DOS opened as of January 1st, 2010, was 12.6% for the first 45 weeks of 2011 (from January 1st to November 6th, 2011).

Also the orders' collection for the next Spring/Summer season posted positive results: the orders' portfolio is growing as compared to the corresponding season of the previous year, despite the very challenging comparison basis.

Comments to the operating and financial interim results

In the first nine months of 2011, the Group's EBITDA was 192.4 million Euros, up 22.2% from 9M 2010 and with a 27.5% margin on sales, 170 basis points higher than in 9M 2010 (25.8%).

The main driver of the significant increase of EBITDA margin is the further improvement of the gross margin, on top of the already outstanding results of the previous year; also the positive effect of the operating leverage contributed to this result.

As already underlined in the first half of the year, the incidence on sales of rents continues to decrease: 6.6% in 9 months 2011, compared to 7% in 9 months 2010. Also the incidence of the labour cost is decreasing (13.3% in 9 months 2011, compared to 14.3% in 9 months 2010), despite the continuous increase of the Group's headcount (3,558 employees as of September 30th, 2011, compared to 3,138 employees as of September 30th, 2010).

The Group's EBIT was 164.4 million Euros in the first nine months of 2011, up 23.5% from 9M 2010 and with a 23.5% margin on sales, 170 basis points higher than in 9M 2010. The incidence on sales of depreciation and amortization was 3.9%, the same as in 9M 2010.

In the first nine months of 2011, the Group invested 48.6 million Euros in tangible and intangible fixed assets, compared to 21.7 million Euros of 9M 2010. This amount includes approx. 20 million Euros of the value of the agreement, signed with the Ministry of Cultural Affairs (Ministero per i Beni e le Attività Culturali) and the Supervisor for Central Rome's Archaeological Area (Soprintendenza speciale per i beni archeologici), as sole sponsor for restoration of the Coliseum. The remaining part of the investments were devoted to the openings of new DOS (with focus on mainland China and other Asian countries), to the refurbishment of some important boutiques and to the industrial and logistic structures.

As of September 30th, 2011 the net financial position was positive and equal to 64.5 million Euros. The difference, compared to the balance at the end of September 2010, is mainly due to the extra-dividend of 107.1 million Euros, paid in October 2010. We remind also that the third quarter of the year is typically characterized by the normal use of cash for the temporary financing of trade receivables, which will be cashed-in in the fourth quarter, and of the inventory of the DOS network related to the winter collections.

The Group maintained its excellent management of working capital; the balance of the operating working capital (trade receivables + inventories – trade payables) was 295.5 million Euros as of September 30th, 2011, with a decrease of its incidence on sales as compared to the corresponding figure of the previous year.

Diego Della Valle, Chairman and CEO of the Group, commented as follows: "Nine months results confirm the sound growth of our Group's sales, in all brands, product categories and regions, and the ongoing improvement of the already strong operating profitability. Also the recent results of our DOS network are positive, as a further prove that our customers increasingly appreciate the superior quality of our products and their iconic timeless image, both being particularly important during challenging environments, like the current ones, especially in Europe. Therefore, I'm confident that our Group will confirm a double-digit sales growth and a further improvement of the operating profitability also for the full year."

The manager responsible for preparing the company's financial reports, Mr. Rodolfo Ubaldi, declares, pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the document results, books and accounting records.

Pursuant to article 154 ter, paragraph 5, of Legislative Decree n. 58/98 (the "Unified Financial Act") the interim management statement as at September 30th, 2011, approved by the Board of Directors today, is available to Shareholders and the public at the registered office of the Company and at Borsa Italiana S.p.A. The document will also be published under the Section "Financial Data" on the website of the Company www.todsgroup.com.

Please note that the interim management statement as at September 30th, 2011, drafted pursuant to article 154 ter, paragraph 5, is not subject to audit.

Should you need explanations, please contact: Investor Relations Office - tel. +39 02 77 22 51

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ATTACHMENTS

OPERATING AND FINANCIAL INTERIM FIGURES OF THE TOD'S GROUP

<i>Million Euros</i>	9 months 2011	9 months 2010	FY 2010
Sales revenues	699.0	609.1	787.5
EBITDA	192.4	157.4	193.1
EBIT	164.4	133.1	159.9

<i>Million Euros</i>	Sept 30 th , 2011	Sept 30 th , 2010	Dec 31 st , 2010
Net working capital (1)	295.5	269.4	192.7
Net financial position	64.5	187.8	96.5
Investments	48.6	21.7	96.1

(1) Trade receivables + Inventories – Trade payables