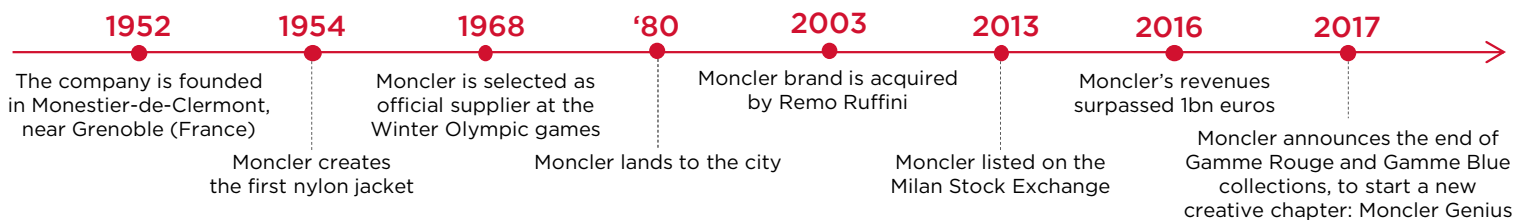




MONCLER'S HISTORY



FY2017 KEY RESULTS

<b>1,194m</b>	<b>+17%</b>	<b>30.5%</b>	<b>250m</b>	<b>305m</b>	<b>201</b>	<b>3,498</b>
REVENUES (Euro)	Revenue Growth at const. FX	EBIT Margin Adjusted (*)	NET INCOME (Euro)	NET CASH (Euro) at 31/12/2017	RETAIL STORES at 31/12/2017	EMPLOYEES at 31/12/2017

VALUES

AUTHENTICITY

There is only one Moncler and our task is to protect its uniqueness while always evolving

EXCELLENCE

Quality is at the heart of everything Moncler does

AMBITION

Moncler never stops innovating and seeking to set new standards

COMMITMENT TO PEOPLE

People are Moncler's greatest asset: their future is Moncler's future and we are committed to their development

RESPONSIBILITY

Long-term value creation can only be driven by respect and responsible behaviour

STRATEGY

UNIQUE POSITIONING

Moncler's unique heritage represents the Group's main asset. Heritage, quality, uniqueness, creativity and consistency define and characterize Moncler's products, making them timeless, while still in constant evolution

GLOBAL BRAND

Moncler's growth strategy has been and will continue to be inspired by two key principles: being a global brand and not having filters with the market. Today Moncler revenues are generated in 75 countries with a significant control over the business

DIRECT RELATIONSHIP WITH CLIENTS

Engaging directly with clients through every channel and touchpoint, involving them, and understanding their expectations is a cornerstone of the relationship that Moncler strives to develop with its clients to never stop surprising them

DIGITAL CHANNEL

Moncler considers digital as a crucial and indispensable tool for brand communication and business growth at global level, in an omni-channel perspective

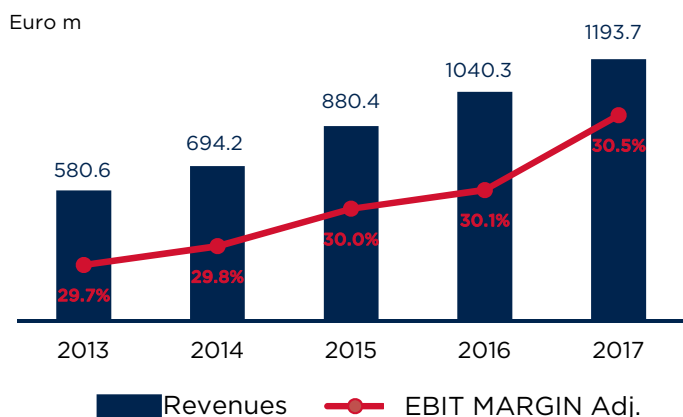
SELECTIVE PRODUCT EXPANSION

Moncler has consolidated its position as a worldwide leader in the premium down jacket segment. The Group is now selectively expanding into complementary product's segments in which it has, or can surely achieve, high recognition and in-depth know-how

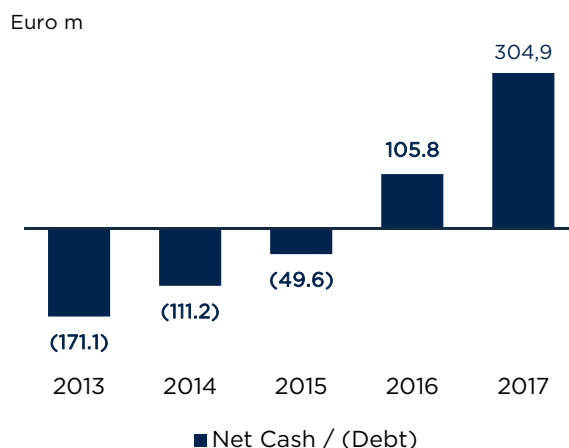
SUSTAINABLE GROWTH

Moncler has been progressively strengthening its commitment to long-term sustainable and responsible growth, as a means to further meet stakeholder expectations and create shared value

REVENUES and EBIT MARGIN Adj\* EVOLUTION



NET CASH / (DEBT) EVOLUTION



(\*) Before non-cash costs related to stock-based compensation

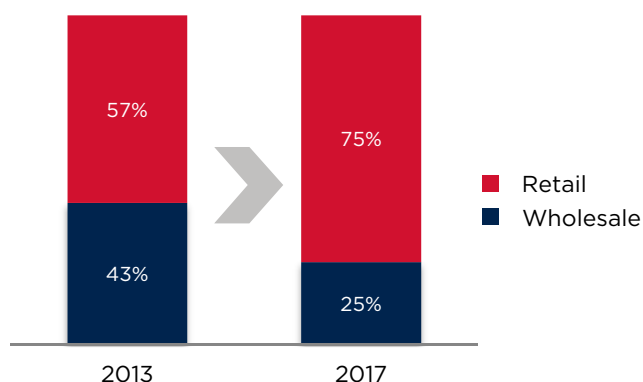


**2013-2017 RESULTS - KEY HIGHLIGHTS**

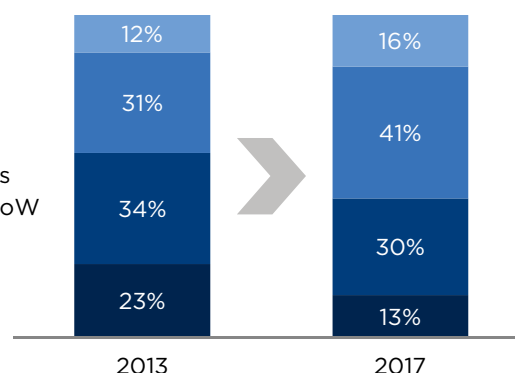
Euro m (except per share data)	2013		2014		2015		2016		2017	
Sales	580.6	100.0%	694.2	100.0%	880.4	100.0%	1040.3	100.0%	1193.7	100.0%
YoY growth	+19%		+20%		+27%		+18%		+15%	
Gross Margin	414.1	71.3%	501.7	72.3%	654.9	74.4%	788.0	75.7%	917.5	76.9%
EBITDA Adj. (*)	191.7	33.0%	232.9	33.5%	300.0	34.1%	355.1	34.1%	411.6	34.5%
EBIT Adj. (*)	172.5	29.7%	206.6	29.8%	264.1	30.0%	313.4	30.1%	364.4	30.5%
Net Profit	76.1	13.1%	130.3	18.8%	167.9	19.1%	196.0	18.8%	249.7	20.9%
YoY growth	+164%		+71%		+29%		+17%		+27%	
Capital Expenditure	33.9		49.5		66.2		62.3		72.5	
Net Working Capital	46.9		97.1		110.9		108.1		89.7	
Net Cash/(Debt)	(171.1)		(111.2)		(49.6)		105.8		304.9	
Diluted EPS	0.37		0.52		0.67		0.78		0.98	
DPS	0.10		0.12		0.14		0.18		0.28	

**REVENUE BREAKDOWN EVOLUTION**

by Distribution Channel



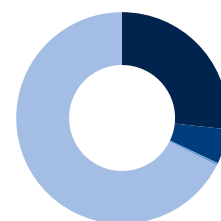
by Region



**2018 FINANCIAL CALENDAR**

- Monday, 26 February 2018  
**FY 2017 Financial Results**
- Monday, 16 April 2018  
**Annual Shareholders' Meeting**
- Friday, 4 May 2018  
**Q1 2018 Interim Management Statement**
- Wednesday, 25 July 2018  
**H1 2018 Financial Results**
- Wednesday, 24 October 2018  
**9M 2018 Interim Management Statement**

**SHAREHOLDING**



Ruffini Partecipazioni S.r.l.	26.2%
ECIP M S.A.	5.3%
Treasury Shares	0.8%
Market	67.7%

**STOCK INFORMATION**

- Moncler entered on the **Italian stock market** on 16 December 2013 at a price of 10.20 euros per share
- Since March 2014, Moncler has been a constituent of the Italian **FTSE MIB**
- Since September 2016, Moncler has been a constituent of the **STOXX EUROPE 600**

**INVESTOR RELATIONS CONTACTS**

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(\*) Before non-cash costs related to stock-based compensation