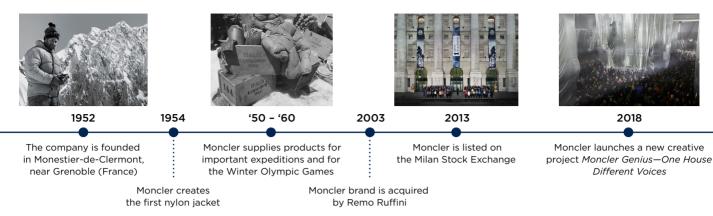
MONCLER: MORE THAN 65 YEARS OF UNIQUE HERITAGE



HISTORY



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 challenging standards.

COMMITMENT TO PEOPLE:

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

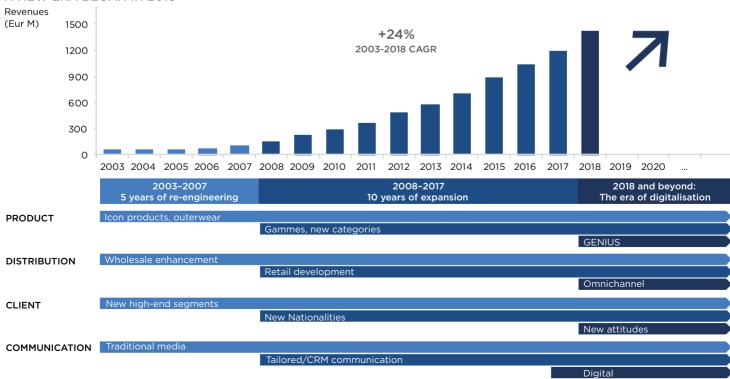
RESPONSIBILITY:

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

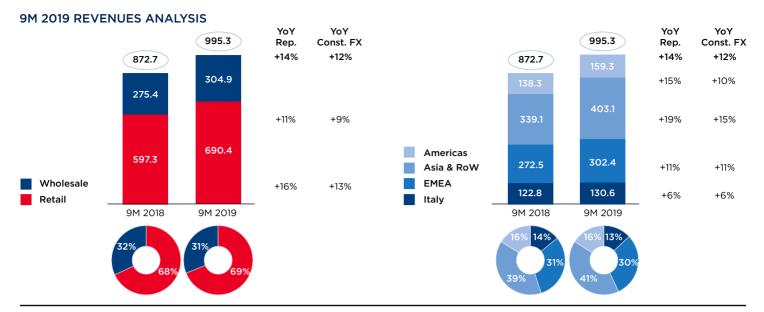
STRATEGY

Over the years, Moncler's growth strategy has been inspired by two key principles: UNIQUE POSITIONING to become a global brand and to have no filters with the market. Today, 88% of Moncler's revenues are generated outside of Italy. Moncler considers digital channels as a crucial and indispensable tool for brand communications DIGITAL CULTURE and business growth at global level, in an omnichannel perspective. Engaging directly with customers through every channel and touch point, involving them OMNICHANNEL DEVELOPMENT and understanding their expectations - even when unspoken - is a cornerstone of the relationship that Moncler has always strived to develop with its customers to never stop surprising them. The Brand has been progressively strengthening its commitment to long-term sustainable and responsible growth as an integral part of the Group strategy and as a means to further meet SUSTAINABLE GROWTH stakeholder expectations and create shared value. Moncler has consolidated its position as a worldwide leader in the premium down jacket segment. SELECTIVE PRODUCT EXPANSION 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.

A NEW ERA BEGAN IN 2018



MONCLER: MORE THAN 65 YEARS OF UNIQUE HERITAGE



2013-2018 FINANCIAL RESULTS: KEY HIGHLIGHTS

6 100.0% -19% 6 57% 7 43% 0 23%	+20 430.7 263.5	100.0% 0% 62% 38%	880.4 +22 619.7 260.7		1,040.3 +18 764.2		1,193.7 +15 892.4	100.0% 5% 75%	1,420.1 +19 1087		
6 57% 7 43% 0 23%	430.7 263.5	62%	619.7	70%	764.2						
7 43% D 23%	263.5					73%	892.4	75%	1097	770/	
7 43% D 23%	263.5					73%	892.4	75%	1097	770/	
0 23%		38%	260.7	30%					1007	11%	
	170.0			0070	276.1	27%	301.3	25%	333.6	23%	
	170 0										
	130.6	19%	137.0	16%	143.2	14%	149.3	13%	167.8	12%	
4 34%	232.7	33%	268.5	30%	303.3	29%	352.4	30%	407.6	29%	
6 31%	235.2	34%	333.5	38%	418.5	40%	495.5	41%	616.1	43%	
6 12%	95.7	14%	141.4	16%	175.3	17%	196.5	16%	228.5	16%	
1 71.3%	501.7	72.3%	654.9	74.4%	788.0	75.7%	917.5	76.9%	1099.8	77.4%	
										35.2%	
		29.0%		28.7%		28.6%		28.6%		29.2%	
		18.8%	167.9	19.1%	196.0	18.8%	249.7	20.9%	332.4	23.4%	
164%	+7	+71%		+29%		+17%		+27%		+33%	
34.3	50	50.2		66.2		62.3		72.5		91.5	
171.1)	(111.2)		(49.6)		105.8		304.9		450.1		
0.1	0.1 0.12		0.14		0.18		0.28		0.4		
	1.7 33.0% 2.5 29.7% 6.1 13.1% +164% 34.3 (171.1) 0.1	1.7 33.0% 232.9 2.5 29.7% 201.6 5.1 13.1% 130.3 +164% +7 34.3 50 (171.1) (111)	1.7 33.0% 232.9 33.5% 2.5 29.7% 201.6 29.0% 5.1 13.1% 130.3 18.8% +164% +71% 34.3 50.2 (171.1) (111.2) 0.1 0.12	1.7 33.0% 232.9 33.5% 300 2.5 29.7% 201.6 29.0% 252.7 5.1 13.1% 130.3 18.8% 167.9 +164% +71% +25 34.3 50.2 66 (171.1) (111.2) (49 0.1 0.12 0.7	1.7 $33.0%$ 232.9 $33.5%$ 300 $34.1%$ 2.5 $29.7%$ 201.6 $29.0%$ 252.7 $28.7%$ 6.1 $13.1%$ 130.3 $18.8%$ 167.9 $19.1%$ $+164%$ $+71%$ $+29%$ 34.3 50.2 66.2 (171.1) (111.2) (49.6) 0.1 0.12 0.14	1.7 $33.0%$ 232.9 $33.5%$ 300 $34.1%$ 335.1 2.5 $29.7%$ 201.6 $29.0%$ 252.7 $28.7%$ 297.7 6.1 $13.1%$ 130.3 $18.8%$ 167.9 $19.1%$ 196.0 $+164%$ $+71%$ $+29%$ $+17$ 34.3 50.2 66.2 62 (171.1) (111.2) (49.6) 105 0.1 0.12 0.14 0.7	1.7 $33.0%$ 232.9 $33.5%$ 300 $34.1%$ 335.1 $34.1%$ 2.5 $29.7%$ 201.6 $29.0%$ 252.7 $28.7%$ 297.7 $28.6%$ 6.1 $13.1%$ 130.3 $18.8%$ 167.9 $19.1%$ 196.0 $18.8%$ $+164%$ $+71%$ $+29%$ $+17%$ 34.3 50.2 66.2 62.3 (171.1) (111.2) (49.6) 105.8 0.1 0.12 0.14 0.18	1.7 $33.0%$ 232.9 $33.5%$ 300 $34.1%$ 335.1 $34.1%$ 411.6 2.5 $29.7%$ 201.6 $29.0%$ 252.7 $28.7%$ 297.7 $28.6%$ 340.9 6.1 $13.1%$ 130.3 $18.8%$ 167.9 $19.1%$ 196.0 $18.8%$ 249.7 $+164%$ $+77%$ $+29%$ $+17%$ $+2%$ 34.3 50.2 66.2 62.3 72 (171.1) (111.2) (49.6) 105.8 304 0.1 0.12 0.14 0.18 0.2	1.7 $33.0%$ 232.9 $33.5%$ 300 $34.1%$ 335.1 $34.1%$ 411.6 $34.5%$ 2.5 $29.7%$ 201.6 $29.0%$ 252.7 $28.7%$ 297.7 $28.6%$ 340.9 $28.6%$ 6.1 $13.1%$ 130.3 $18.8%$ 167.9 $19.1%$ 196.0 $18.8%$ 249.7 $20.9%$ $+164%$ $+77%$ $+29%$ $+17%$ $+27%$ 34.3 50.2 66.2 62.3 72.5 (171.1) (111.2) (49.6) 105.8 304.9 0.1 0.12 0.14 0.18 0.28	1.7 $33.0%$ 232.9 $33.5%$ 300 $34.1%$ 335.1 $34.1%$ 411.6 $34.5%$ 500.2 2.5 $29.7%$ 201.6 $29.0%$ 252.7 $28.7%$ 297.7 $28.6%$ 340.9 $28.6%$ 414.1 6.1 $13.1%$ 130.3 $18.8%$ 167.9 $19.1%$ 196.0 $18.8%$ 249.7 $20.9%$ 332.4 $+164%$ $+71%$ $+22%$ $+17%$ $+27%$ $+33$ 34.3 50.2 66.2 62.3 72.5 $91.$ (171.1) (111.2) (49.6) 105.8 304.9 450 0.1 0.12 0.14 0.18 0.28 0.4	

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

SUSTAINABILITY AND CORPORATE GOVERNANCE: FY 2018 KEY HIGHLIGHTS

OHSAS 18001

Health and safety certification obtained for offices and stores in Europe and USA

ISO 14001 Environmental certification obtained for corporate offices and logistic hub in Italy

MEMBER DE **Dow Jones** Sustainability Indices

In collaboration with

+39%

in hours of training delivered to employees compared to 2017 100%

Paola Durante

of outerwear manufacturers audited to verify compliance with Code of Ethics in 2017-2018

INVESTOR RELATIONS CONTACTS

96%

of stores with LED lighting

27%

of foreign Directors

> 50% Independence

Lead Independent Director appointed

SHAREHOLDING

Ruffini Partecipazioni S.r.l.	25.4%
BlackRock Inc.	5.4%
Invesco Ltd	3.0%
Morgan Stanley Asia Limited	3.0%
Treasury Shares	2.2%
Market	61.0%

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Strategic Planning, Intelligence

and Investor Relations Director

• Carlotta Fiorani Investor Relations carlotta.fiorani@moncler.com