



MONCLER

GROUP

FINANCIAL RESULTS
FY 2022





*“Past success must always inspire
new ambitions.”*

Remo Ruffini

FY 2022 Results Key Highlights¹

SOLID FY RESULTS AT BOTH BRANDS

GROUP REVENUES

FY revenues EUR 2,603m, +25% vs 2021

Q4 revenues EUR 1,046m, +19% vs 2021

MONCLER REVENUES

FY revenues EUR 2,202m, +19% vs 2021

Q4 revenues EUR 949m, +16% vs 2021

STONE ISLAND REVENUES

FY revenues EUR 401m, +28%² vs 2021

Q4 revenues EUR 97m, +48% vs 2021

GROUP EBIT

EUR 775m, with a margin on revenues of 29.8%

(vs EUR 603m³ and 29.5% margin in FY 2021)

GROUP NET RESULT

EUR 607m, with a margin on revenues of 23.3%

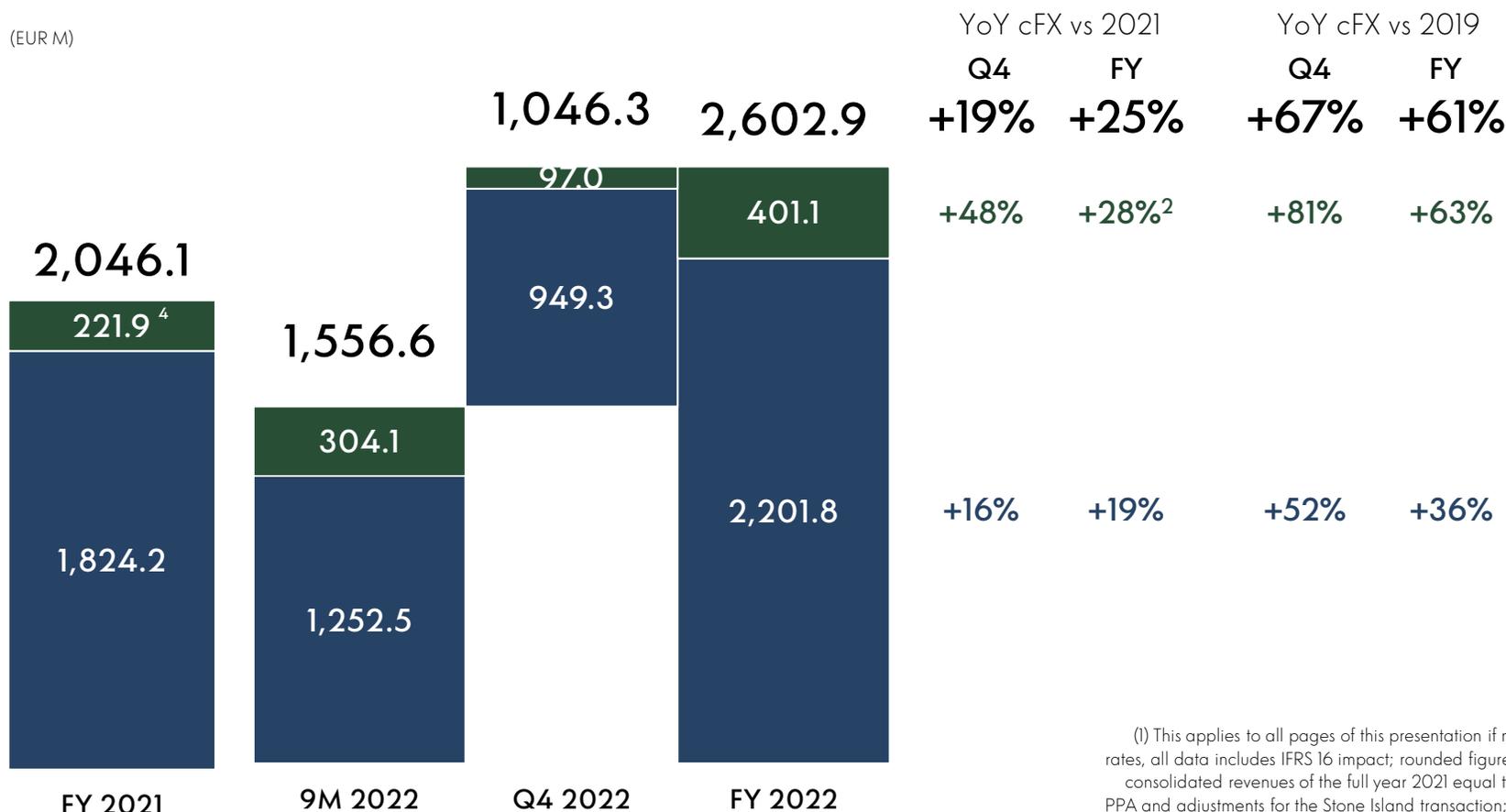
(vs EUR 411m³ and 20.1% margin in FY 2021)

GROUP NET FINANCIAL POSITION (excl. IFRS 16)

EUR 818m of net cash

(vs EUR 730m as of 31 December 2021)

(EUR M)



(1) This applies to all pages of this presentation if not otherwise stated; comments at constant FX rates, all data includes IFRS 16 impact; rounded figures; (2) Pro-forma data determined comparing consolidated revenues of the full year 2021 equal to EUR 310.0 million; (3) FY 2021 data include PPA and adjustments for the Stone Island transaction; (4) Stone Island revenues for the nine months included in the Group's FY results as the consolidation occurred on 1 April 2021

Moncler Brand | 70th Anniversary



Piazza Duomo

Moncler kicked off the 70th anniversary celebration with the takeover of Piazza Duomo in Milan, with 1952 artists performing and more than 18,000 people attending.

Maya 70 collaboration

Moncler partnered with 7 designers part of the brand's journey to reimagine the iconic Moncler Maya jacket designed by Giambattista Valli, Palm Angels, Thom Browne, FRGMT, Rick Owens, Pierpaolo Piccioli and Pharrell Williams. The campaign to present the Moncler Maya 70 models was shot by the renowned photographer Platon and unveiled through an exhibition in London.

The Extraordinary Expedition

Multisensory journey into Moncler past, present, and future, with city takeovers across key markets: **New York, London and Seoul**, embarking visitors on an experience through spaces designed to evoke Moncler's trailblazing DNA and spark imaginations for the future. Special NFTs by digital artist Antoni Tudisco were available to 500 visitors to each city site.

70 years in 70 days

Reaching over 15bn people with 725m of engagement.

Moncler Brand | Grenoble



Moncler Grenoble FW22 launch

Moncler Grenoble launched its latest **High Performance** collection, focused on dynamic technical skiwear designed for pros and styled for impact. This collection combined the brand DNA with tomorrow's innovation, developed for whatever the mountain brings, year-round.

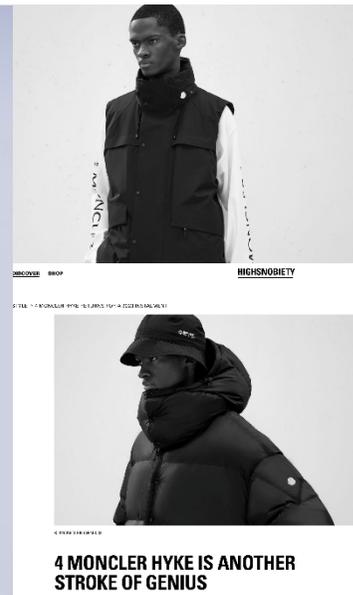
Leading the launch of the new collection has been the short film debuting Moncler Grenoble brand ambassador, **French free-skiing phenomenon, Richard Permin**. Additional testimonials of the collections have been the snowboard legend **Shaun White** and **Perrine Laffont**, a freestyle Mogul Olympic athlete.

Ski resort pop-ups and beyond

Takeover of key ski mountain destinations in St Moritz, Courchevel, Niseko, Yongpyong, Aspen and Crans-Montana to increase brand awareness and visibility.

Showcasing high performance skiwear in its natural element, the curated shopping experience at the Chetzeron design hotel in the Swiss Alps boasted the ultimate backdrop, an extraordinary panoramic view at 2,112 meters above sea level. This ultimate retail experience hosted the largest selection of Moncler Grenoble in Europe.

Moncler Brand | Genius



8 Moncler Palm Angels

The diverse and hedonistic spirit of 90s Miami is channelled by the latest 8 Moncler Palm Angels story, photographed by Philadelphia-born shooting star Quil Lemons and featuring supermodel, philanthropist and forever icon Naomi Campbell.

6 Moncler 1017 Alyx 9SM

Moncler 1017 Alyx 9SM express Matthew Williams unique vision: dark and hyper-technical aesthetic, which combines a utilitarian feel with artisanal touches, which is expressed through its signature use of metalware. A dual approach, which combines innovative construction with performance-driven materials.

4 Moncler HYKE

HYKE expanded upon themes from the first season, delving further into the archive to explore pieces such as the 1960 Lionel Terray down coat and other historic Moncler items, reinterpreting them in high-tech fabrics and new craftsmanship techniques.

The Art of Genius

The Art of Genius, from collaborations to co-creation, was presented in London in February to shape the new path of Genius.

Moncler Brand | Q4 2022 Focus on Footwear



New footwear families launched

Trailgrip family was launched in mid September, stepping into a new footwear dimension. This family of shoes has the most iconic and distinctive Moncler DNA for every active mountain or metropolitan pursuit.

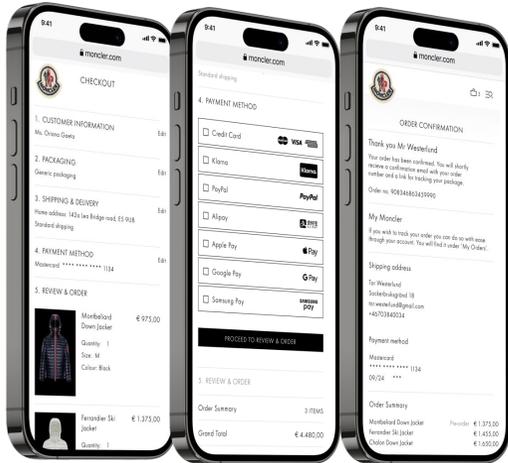
The **Trailgrip GTX** became the most successful launch in the footwear brand's history and won the award of best footwear release of the year by **Techunter**.

Gaia Pocket Mid, launched in December, is a snow waterproof boot family, down-filled and quilted in the same boudin construction as classic Moncler outerwear - with a shade for every outfit.

Orchestrated and integrated launches are planned going forward across the season, leveraging brand customer, cultural moments and Genius Collaborations.



Moncler Direct Online



FY 2022 PERFORMANCE

.com KPIs

Moncler members

Traffic

Product page view

Revenues¹

vs 2021

+140%

+17%

c. +22%

+72% cFX

Digital continuous improvements

- . 360+ Web improvements
- . 200+ App improvements
- . Media activities drove over 20% growth in digital revenues thanks to higher Brand searches

China focus

- . Strong performance across Mini Program on WeChat.
- . TMALL launch in October: successful access to new consumers.

(1) Direct online includes revenues from .com and e-concession



MONCLER – Revenues by GEOGRAPHY

FY 2022 Moncler brand revenues surpassed EUR 2.2bn with +19% vs 2021 (+36% vs 2019). Q4 recorded a +16% growth vs 2021, and +52% vs 2019 in sequential acceleration in all regions.

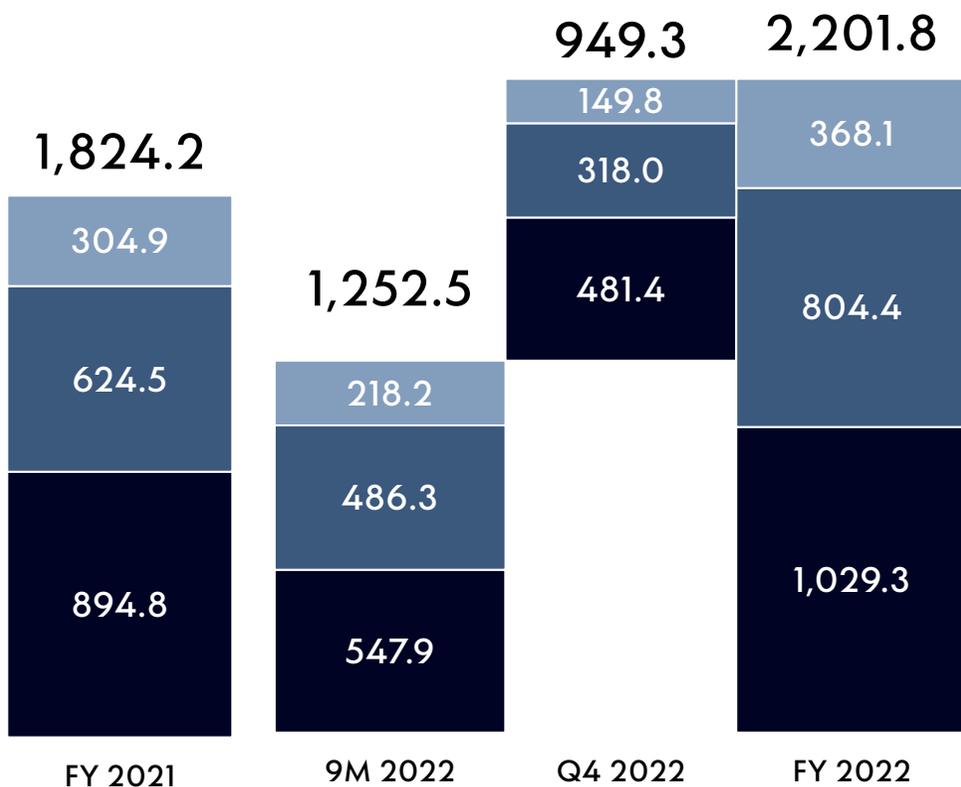
ASIA (which includes APAC, Japan and Korea) grew +14% in FY 2022 vs 2021.

Q4 in Asia reached +12% vs 2021 and +56% vs 2019, driven by a strong Korean demand and a solid performance in Japan. APAC performance suffered from the restrictions in Mainland China during the months of October and November, while December saw an improvement after the release of the zero-Covid policy.

EMEA revenues increased +29% in FY 2022 vs 2021. In Q4 the region accelerated to +30% vs 2021 and +52% vs 2019, driven by local demand. Italy, France and Germany contributed the most to the quarterly growth.

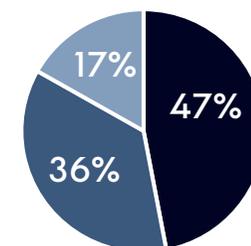
AMERICAS reported a solid +12% in FY 2022 vs 2021, with a performance in Q4 of +5% vs 2021 and +38% vs 2019.

(EUR M)

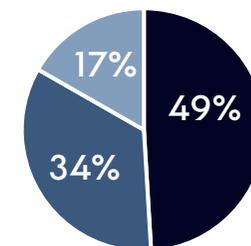


YoY cFX vs 2021		YoY cFX vs 2019	
Q4	FY	Q4	FY
+16%	+19%	+52%	+36%
+5%	+12%	+38%	+35%
+30%	+29%	+52%	+27%
+12%	+14%	+56%	+45%

FY 2022 (% on Tot)



FY 2021 (% on Tot)



AMERICAS
EMEA
ASIA



MONCLER – Revenues by CHANNEL

Moncler DTC⁽¹⁾ revenues reached EUR 1,772m in FY 2022, +22% vs 2021 (+43% vs 2019).

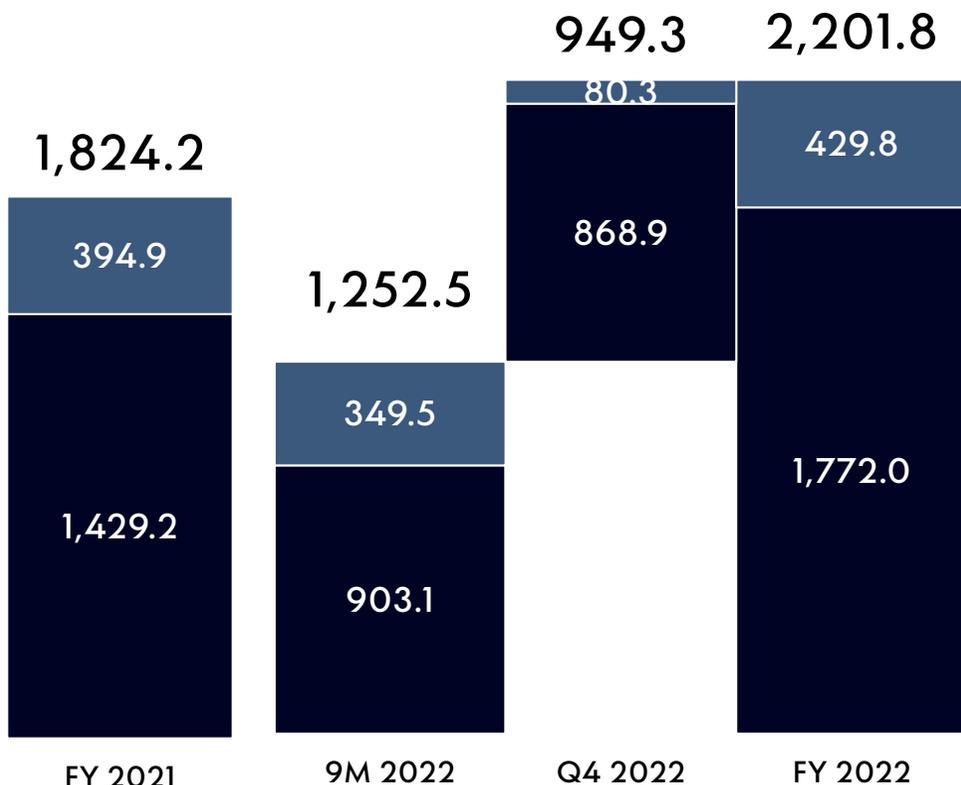
CSSG was +15% in FY 2022, notwithstanding the Covid restrictions in Mainland China.

In Q4, DTC revenues were up +18% vs 2021 and +55% vs 2019, driven by strong local demand in all markets, with EMEA outperforming.

Direct online continued to strongly outperform in all markets.

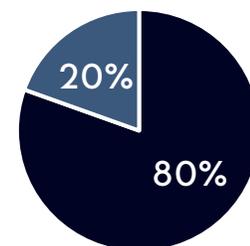
WHOLESALE revenues rose to EUR 430m, up +6% in FY 2022 vs 2021 (+14% vs 2019) with +1% in Q4 vs 2021 (+21% vs 2019).

(EUR M)

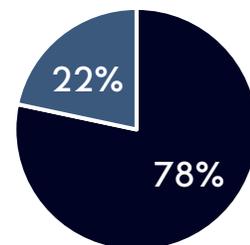


YoY cFX vs 2021		YoY cFX vs 2019	
Q4	FY	Q4	FY
+16%	+19%	+52%	+36%
+1%	+6%	+21%	+14%
+18%	+22%	+55%	+43%

FY 2022 (% on Tot)



FY 2021 (% on Tot)



WHOLESALE
DTC

(1) Direct-to Consumer "DTC" includes revenues from DOS, direct online and e-concession

Stone Island | Q4 2022 Focus



Stone Island 40th anniversary

For its 40th Anniversary, Stone Island presented various drops of dedicated products among which a reinterpretation of the iconic '982 Tela Stella.

To conclude a year of celebrations, Stone Island presented an installation in Miami exploring light textures and dynamics, performances by musicians Jamie xx, O.Bee, Tomas Station and Jonny Rock joined by Stone Island's family, friends and communities in Miami.

New store format

Stone Island opened in October in Chicago the first store with the new format developed in partnership with Rem Koolhaas' OMA/AMO design studio.

The new store format has been rolled out also in Seoul Galleria.



STONE ISLAND – Revenues by GEOGRAPHY

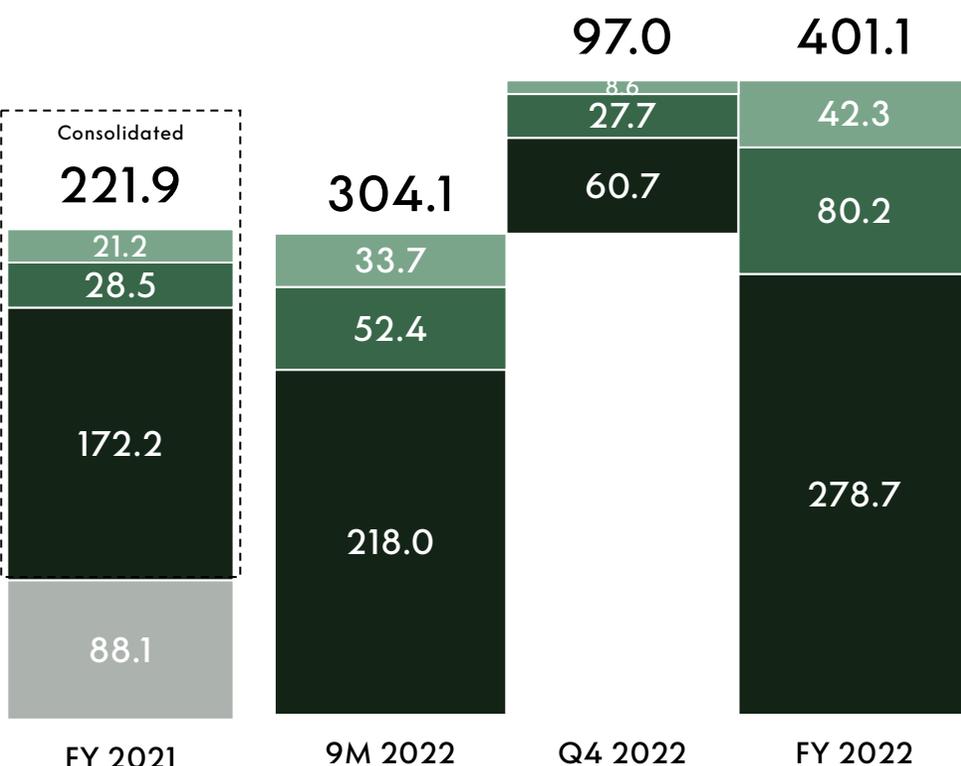
Stone Island revenues reached EUR 401m in FY 2022, +28% vs 2021 pro-forma¹, with Q4 up +48% vs 2021.

EMEA, which is the main region of the Brand, grew +16% in FY 2022 vs 2021 with +21% in Q4. Italy, UK and France led the growth of the region in the year.

ASIA (which includes APAC, Japan and Korea) more than doubled in the year and more than tripled in Q4 vs 2021, following the internalisation of Korea and Japan. APAC performance in the fourth quarter was impacted by the Covid-19 restrictions in Mainland China.

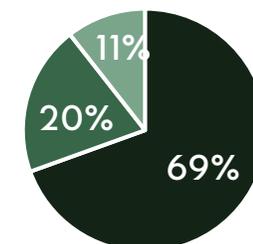
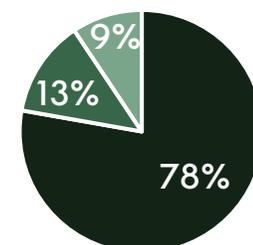
AMERICAS grew by +34% in FY 2022 vs 2021, up +13% in Q4 vs 2021, driven by both distribution channels.

(EUR M)



YoY cFX vs 2021		YoY cFX vs 2019 ²	
Q4	FY ¹	Q4	FY
+48%	+28%	+81%	+63%
+13%	+34%	+43%	+69%
3x	2x	6x	3x
+21%	+16%	+38%	+42%

FY 2022 (% on Tot)

FY 2021¹ (% on Tot)

AMERICAS
ASIA
EMEA

(1) Pro-forma data determined comparing consolidated revenues of the full year 2021 equal to EUR 310.0 million (2) For illustrative purpose only, since Stone Island was not part of the Moncler Group in 2019

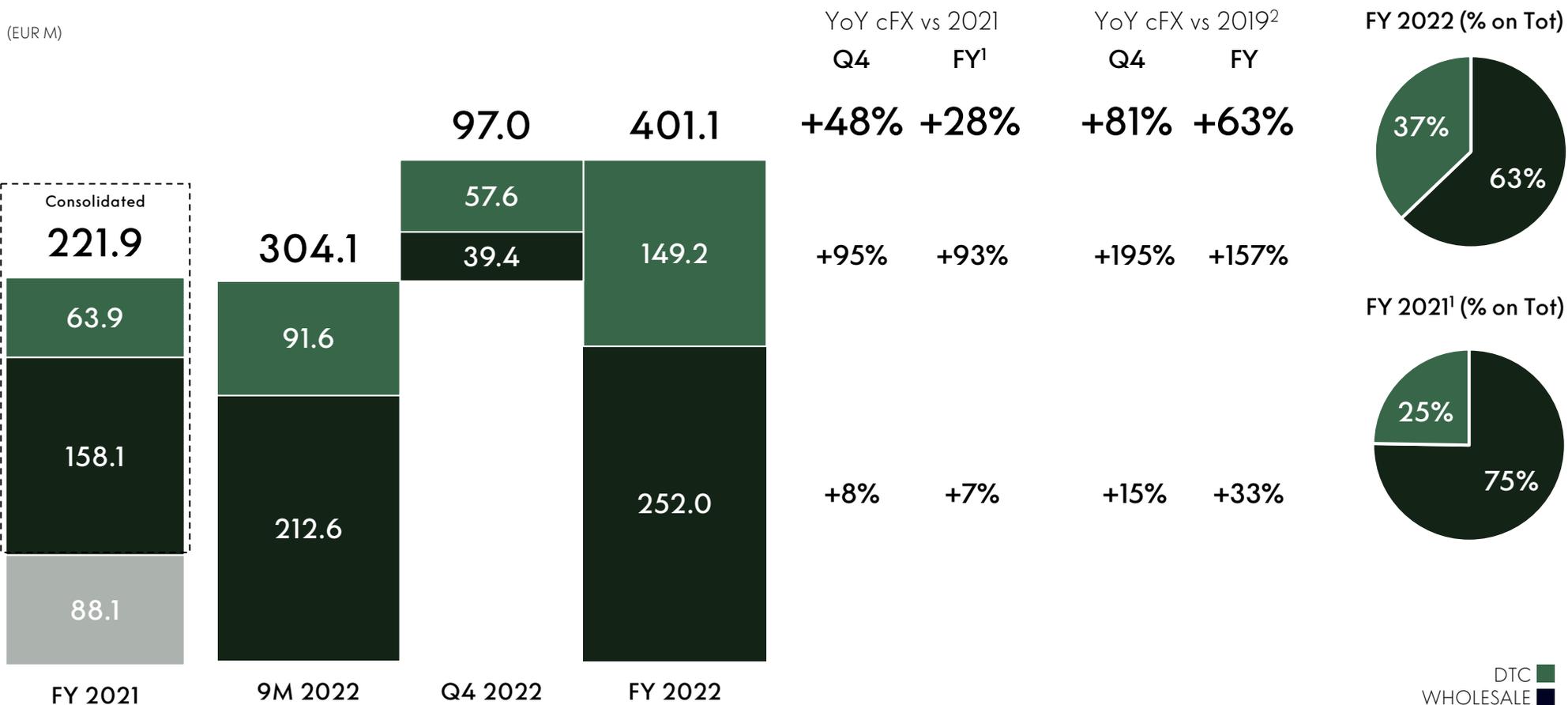


STONE ISLAND – Revenues by CHANNEL

Stone Island wholesale reported EUR 252m in FY 2022, up 7% vs 2021 with +8% in Q4 vs 2021, driven by EMEA.

Stone Island DTC revenues were EUR 149m in FY 2022, growing +93% vs 2021 and +95% in Q4 vs 2021 with solid performance in EMEA and Americas and triple-digit growth in Asia driven by the conversions of Korea and Japan. Stone Island direct online continued to report a strong double-digit growth.

Even excluding the impact from the conversions from wholesale to DTC, growth would have been double-digit in both channels both in FY22 and in Q4.



(1) Pro-forma data determined comparing consolidated revenues of the full year 2021 equal to EUR 310.0 million (2) For illustrative purpose only, since Stone Island was not part of the Moncler Group in 2019

Group Mono-Brand Store Network

Group retail network counted as of 31 December:

- 251 Moncler
- 72 Stone Island

Changes occurred in Q4:

- Moncler: 9 net openings, among which Miami Design District, Shanghai Swire, Seoul Galleria, Chengdu SKP, Niigata Isetan
- Stone Island: opening of Chicago, the first store under the new format



	31.12.2022		30.09.2022		31.12.2021	
	Moncler	Stone Island	Moncler	Stone Island	Moncler	Stone Island
Asia	125	44	119	44	117	4
EMEA	88	21	87	21	84	20
Americas	38	7	36	6	36	6
RETAIL	251	72	242	71	237	30
WHOLESALE	63	19	61	20	64	58

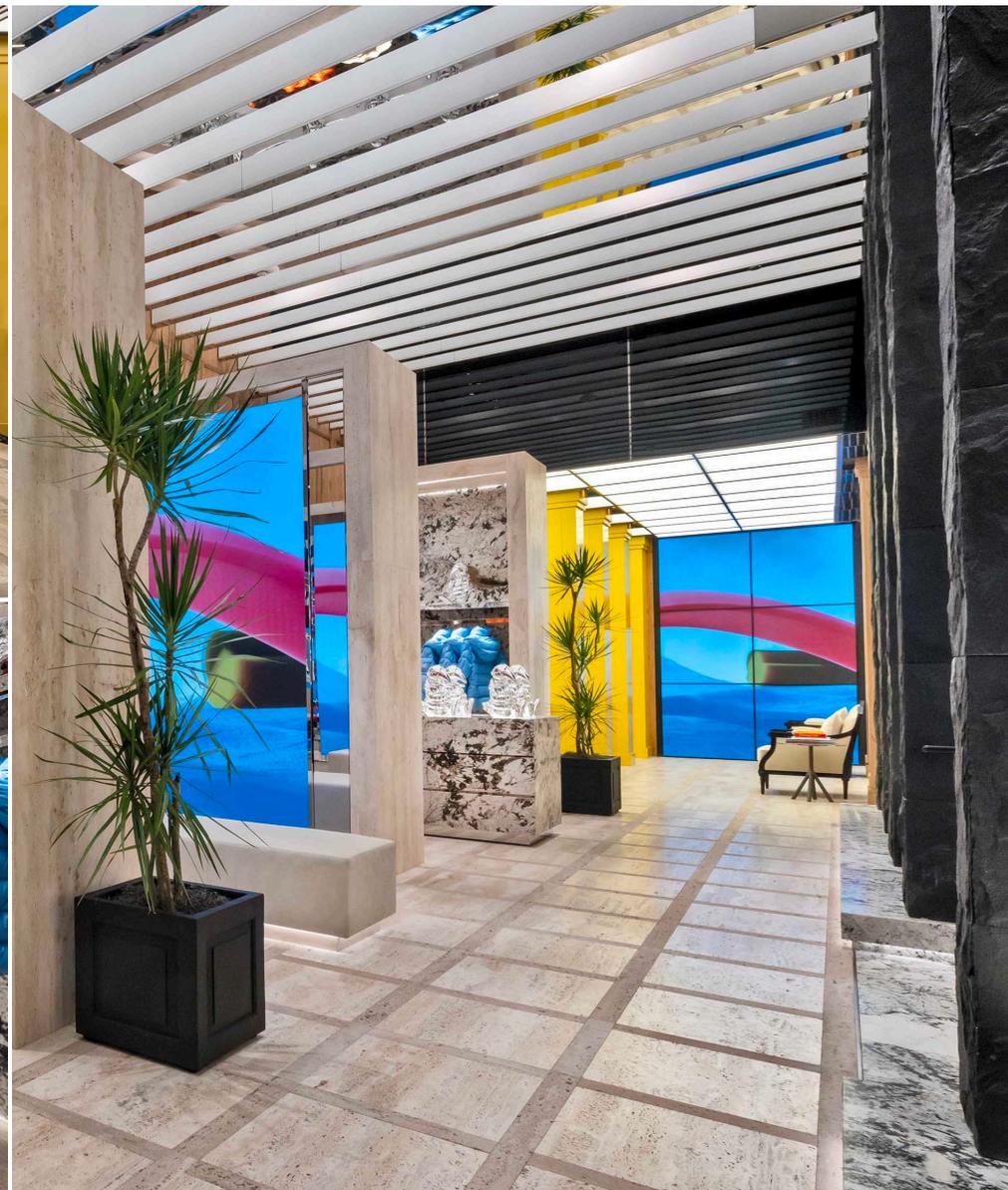
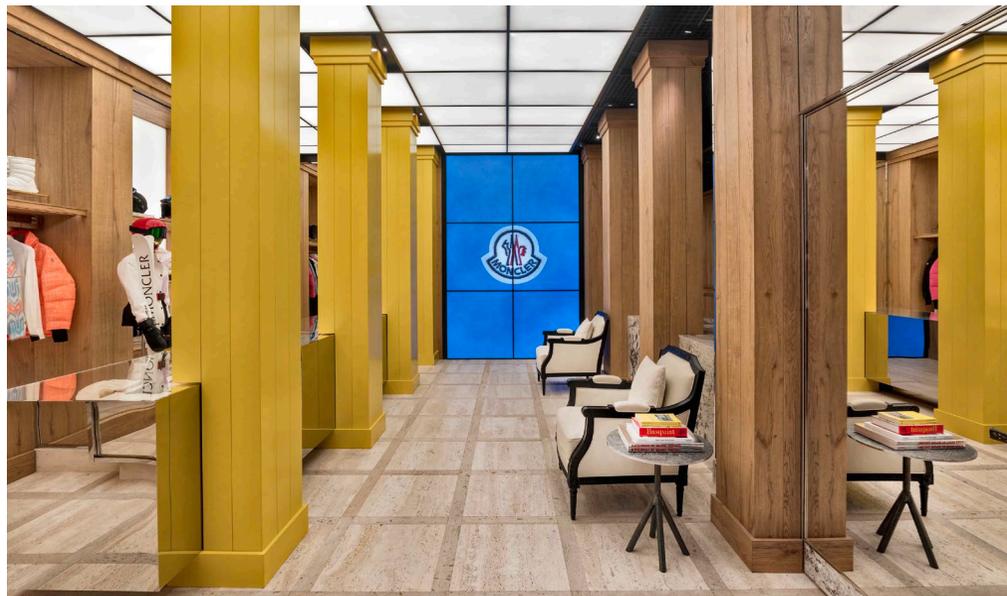


Chengdu SKP



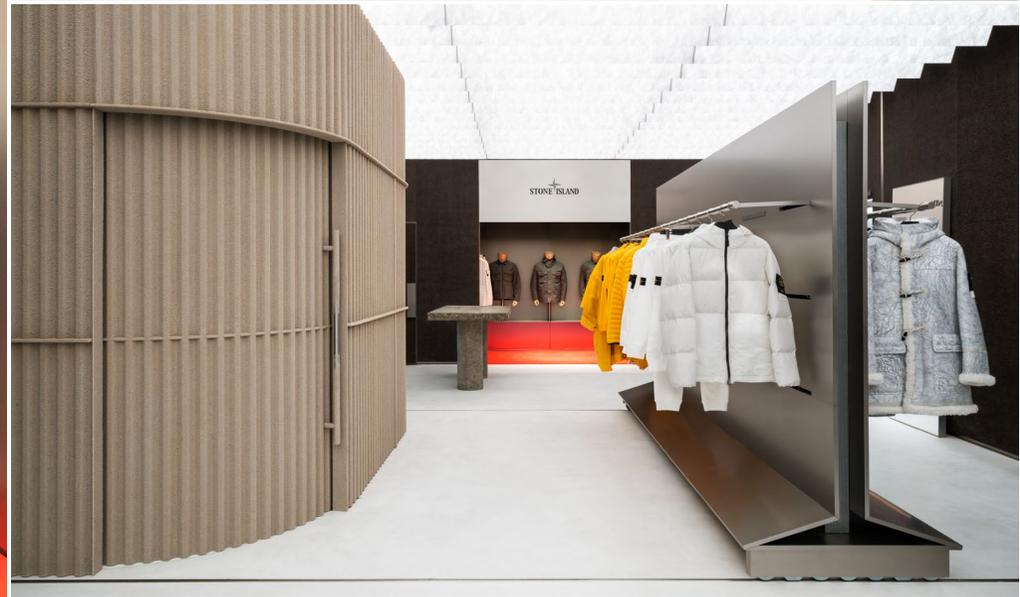


Miami Design District





Chicago



Group Income Statement¹

FY 2022 data include 12-month consolidation of Stone Island (consolidation occurred on 1 April 2021).

The Stone Island brand tax value realignment generated a tax benefit of EUR 92m entirely reported in FY 2022. Net of this effect the tax rate would have been broadly in line with the previous year.

	FY 2022		FY 2021	
	EUR m	%	EUR m	%
REVENUES	2,602.9	100.0%	2,046.1	100.0%
YoY performance	+27%		+42%	
GROSS MARGIN	1,987.8	76.4%	1,566.9	76.6%
Selling	(757.4)	(29.1%)	(588.3)	(28.8%)
G&A	(284.0)	(10.9%)	(233.5)	(11.4%)
Marketing	(171.9)	(6.6%)	(142.1)	(6.9%)
EBIT²	774.5	29.8%	603.1	29.5%
Net financial ³	(27.2)	(1.0%)	(21.6)	(1.1%)
EBT	747.3	28.7%	581.5	28.4%
Taxes	(140.6)	(5.4%)	(170.1)	(8.3%)
Tax Rate	18.8%		29.2%	
GROUP NET RESULT	606.7	23.3%	411.4	20.1%
YoY performance	+47%		n.m.	

(1) FY 2021 includes PPA and transaction adjustments including the related tax impact for the Stone Island deal (EUR 23.8m at EBIT level).

(2) EBIT includes stock-based compensation of EUR 37.0m (EUR 28.6m in FY 2021), positive IFRS 16 impact of EUR 22.4m (EUR 16.8m in FY 2021)

(3) Net financial result includes interest on lease liabilities of EUR 23.2m (EUR 19.5m in FY 2021)

Net Capex

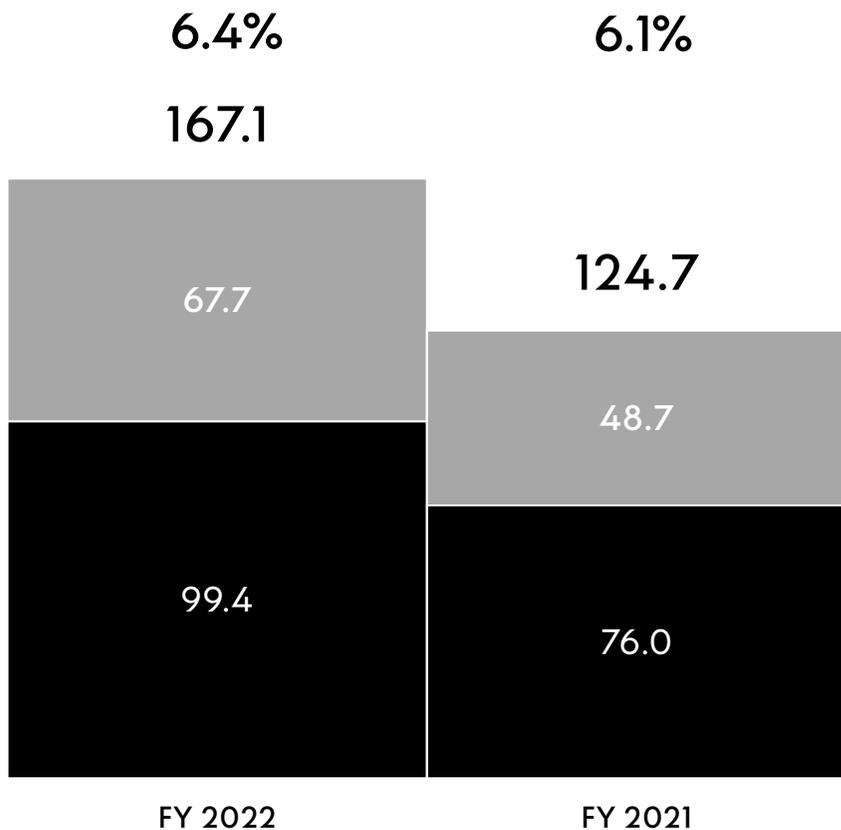
Consolidated capex reached EUR 167m in FY 2022, or 6.4% on revenues, in line with the previous year (EUR 125m and 6.1% on revenues in FY 2021).

Infrastructure capex largely due to investments in the production facility enlargement in Bacau and IT enhancements.

Stone Island capex was equal to EUR 28m in FY 2022.

(EUR M)

% INCIDENCE on revenues

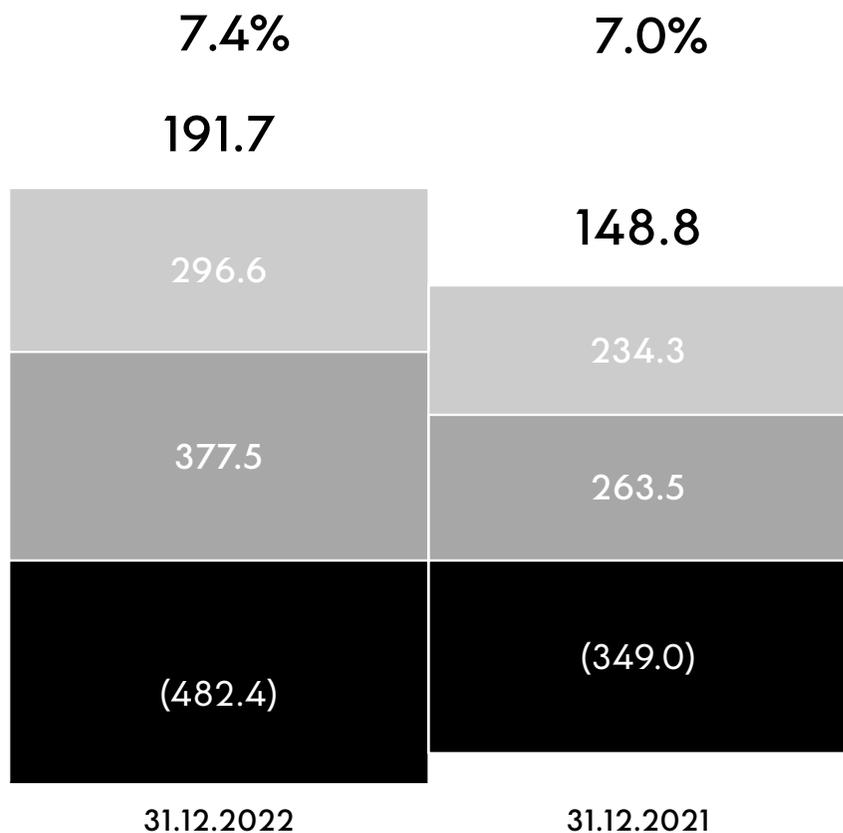


Net Working Capital

Net working capital reached EUR 192m as of 31 December 2022, equal to 7.4% of revenues (7.0% of revenues at 31 December 2021), with a strict control at both brands.

(EUR M)

% INCIDENCE on revenues



ACCOUNTS RECEIVABLE
INVENTORY
ACCOUNTS PAYABLE

Net Financial Position¹

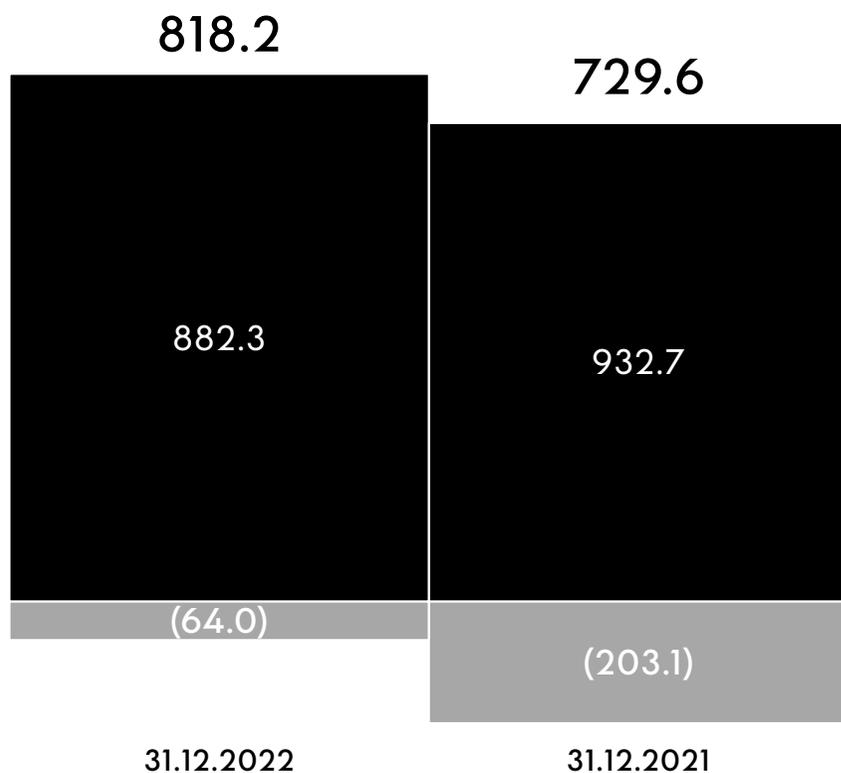
At 31 December 2022, the Group net financial position was positive and equal to EUR 818m, after the payment of EUR 161m dividends, EUR 48m of buyback and EUR 124m of extraordinary tax payment for the Stone Island brand tax value realignment.

In FY 2022 the Group generated EUR 89m of net cash.

At 31 December 2022, lease liabilities were equal to EUR 837m, compared to EUR 710m at 31 December 2021.

Proposed dividend of EUR 1.12 per share on FY 2022 earnings, that will imply a EUR 301m² of distribution and a 50% payout on consolidated income.

(EUR M)



(1) Excluding lease liabilities arisen from the adoption of the IFRS 16 accounting principle.

(2) Considering today's shares outstanding net of treasury shares. Subject to change due to the possible use or purchase of treasury shares

FINANCIAL DEBT ■
CASH AND CASH EQUIVALENTS ■

Balance Sheet Statement

At 31 December 2022, other assets/(liabilities) are net of EUR 216m deferred tax liabilities used in the Stone Island brand tax value realignment.

	31/12/2022	31/12/2021
	EUR m	EUR m
Brands	999.4	999.4
Goodwill	603.4	603.4
Fixed Assets	388.3	327.8
Right-of-use assets	773.5	656.2
Net working capital	191.7	148.8
Other assets/(liabilities)	4.5	(232.3)
INVESTED CAPITAL	2,960.8	2,503.4
Net debt/(net cash)	(818.2)	(729.6)
Lease liabilities	837.4	710.1
Pension and other provisions	39.3	23.8
Shareholders' equity	2,902.3	2,499.1
TOTAL SOURCE	2,960.8	2,503.4

Cash Flow Statement¹

	FY 2022	FY 2021
	EUR m	EUR m
EBIT	774.5	603.1
D&A	105.6	88.8
Other non cash adjustments	14.6	11.8
Change in net working capital	(42.8)	92.3
Change in other assets/(liabilities)	(212.3)	51.8
Capex, net	(167.1)	(124.7)
OPERATING CASH FLOW	472.5	723.1
Net financial result	(4.0)	(2.1)
Taxes	(140.8)	(170.7)
FREE CASH FLOW	327.7	550.3
Dividends paid	(161.0)	(120.7)
Stone Island transaction	-	(551.2)
Changes in equity and other changes	(78.1)	(4.2)
NET CASH FLOW	88.6	(125.7)
Net financial position - Beginning of period	729.6	855.3
Net financial position - End of period	818.2	729.6
CHANGE IN NET FINANCIAL POSITION	88.6	(125.7)

(1) Excluding the impact of the lease liabilities

Sustainability 2022



FY 2022 NON FINANCIAL REPORT Key results

- ~90% of electricity used at own directly operated corporate sites worldwide (production sites, offices, logistic hub and stores)
- Carbon neutrality maintained at own directly operated corporate sites (production sites, offices, logistic hub and stores)
- > 17% of nylon and polyester used in SS and FW 2022 collections coming from recycled materials
- 100% of nylon scraps from our own direct sites recycled
- Moncler 'Extra-Life' repair service implemented worldwide
- Almost all single-use virgin plastic eliminated
- 69% women in total workforce and 51% women in management
- €2.7m invested to support local communities
- 108,000 people most in need protected from the cold over the last six years (2017-2022)

APPENDIX

EBITDA reconciliation¹

	FY 2022		FY 2021	
	EUR m	%	EUR m	%
EBIT	774.5	29.8%	603.1	29.5%
D&A	105.6	4.1%	88.8	4.3%
Rights-of-use-amortisation	159.3	6.1%	137.5	6.7%
Stock-based compensation	37.0	1.4%	28.6	1.4%
EBITDA Adj.	1,076.5	41.4%	857.9	41.9%
Rents associated to rights-of-use	(181.7)	(7.0%)	(154.3)	(7.5%)
EBITDA Adj. pre IFRS 16	894.8	34.4%	703.7	34.4%

(1) FY 2021 data include PPA and transaction adjustments for the Stone Island transaction, with an impact at EBIT level of EUR 23.8m

2019-2022 Half-Year Income Statement¹

	H1 2022		H2 2022		H1 2021		H2 2021		H1 2019		H2 2019		FY 2022		FY 2021		FY 2019	
	EUR m	%	EUR m	%	EUR m	%	EUR m	%	EUR m	%	EUR m	%	EUR m	%	EUR m	%	EUR m	%
REVENUES	918.4	100.0%	1,684.5	100.0%	621.8	100.0%	1,424.3	100.0%	570.2	100.0%	1,057.5	100.0%	2,602.9	100.0%	2,046.1	100.0%	1,627.7	100.0%
YoY performance	+48%		+18%		+54%		+37%		+16%		+18%		+27%		+42%		+15%	
GROSS MARGIN	677.7	73.8%	1,310.1	77.8%	467.6	75.2%	1,099.3	77.2%	437.2	76.7%	828.1	78.3%	1,987.8	76.4%	1,566.9	76.6%	1,265.3	77.7%
Selling	(314.9)	(34.3%)	(442.5)	(26.3%)	(229.9)	(37.0%)	(358.4)	(25.2%)	(206.9)	(36.3%)	(281.9)	(26.7%)	(757.4)	(29.1%)	(588.3)	(28.8%)	(488.8)	(30.0%)
G&A	(132.7)	(14.4%)	(151.3)	(9.0%)	(106.7)	(17.2%)	(126.8)	(8.9%)	(84.8)	(14.9%)	(86.8)	(8.2%)	(284.0)	(10.9%)	(233.5)	(11.4%)	(171.6)	(10.5%)
Marketing	(50.0)	(5.4%)	(122.0)	(7.2%)	(38.2)	(6.1%)	(103.9)	(7.3%)	(42.9)	(7.5%)	(70.3)	(6.6%)	(171.9)	(6.6%)	(142.1)	(6.9%)	(113.2)	(7.0%)
EBIT	180.2	19.6%	594.4	35.3%	92.8	14.9%	510.3	35.8%	102.6	18.0%	389.2	36.8%	774.5	29.8%	603.1	29.5%	491.8	30.2%
Net financial	(11.6)	(1.3%)	(15.6)	(0.9%)	(9.7)	(1.6%)	(11.9)	(0.8%)	(10.5)	(1.8%)	(10.6)	(1.0%)	(27.2)	(1.0%)	(21.6)	(1.1%)	(21.1)	(1.3%)
EBT	168.5	18.4%	578.8	34.4%	83.1	13.4%	498.4	35.0%	92.1	16.2%	378.6	35.8%	747.3	28.7%	581.5	28.4%	470.7	28.9%
Taxes	42.7	4.7%	(183.3)	(10.9%)	(24.2)	(3.9%)	(145.9)	(10.2%)	(22.1)	(3.9%)	(89.9)	(8.5%)	(140.6)	(5.4%)	(170.1)	(8.3%)	(112.0)	(6.9%)
Tax Rate	(25.3%)		31.7%		29.1%		29.3%		24.0%		17.3%		18.8%		29.2%		23.8%	
GROUP NET RESULT	211.3	23.0%	395.4	23.5%	58.7	9.4%	352.6	24.8%	70.0	12.3%	288.7	27.3%	606.7	23.3%	411.4	20.1%	358.7	22.0%
YoY performance	+260%		+12%		n.m.		+6%		+14%		+7%		+47%		+37%		+8%	

(1) H1 and FY 2021 data include PPA and transaction adjustments for the Stone Island transaction and the related tax impact (EUR 10.1m in H1 and EUR 23.8m in FY 2021 at EBIT level)

2022 Revenues Quarterly performance¹

Group EUR m	Q1			22 vs 21	22 vs 19	Q2			22 vs 21	22 vs 19	Q3			22 vs 21	22 vs 19	Q4			22 vs 21	22 vs 19
	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX
Moncler	473.4	365.5	378.5	+29%	+27%	250.9	200.1	191.7	+23%	+30%	528.2	455.3	425.0	+13%	+24%	949.3	803.3	632.4	+16%	+52%
Stone Island	116.5	-	-	+31%	+67%	77.6	56.2	-	+35%	+52%	110.0	100.1	-	+8%	+51%	97.0	65.6	-	+48%	+81%
Group total	589.9	365.5	378.5	+60%	+58%	328.5	256.3	191.7	+26%	+69%	638.3	555.5	425.0	+12%	+50%	1046.3	868.9	632.4	+19%	+67%
Moncler EUR m	Q1			22 vs 21	22 vs 19	Q2			22 vs 21	22 vs 19	Q3			22 vs 21	22 vs 19	Q4			22 vs 21	22 vs 19
	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX
DTC	377.2	279.2	291.4	+34%	+32%	178.7	139.2	145.6	+27%	+24%	347.1	283.7	253.4	+21%	+39%	868.9	727.1	566.5	+18%	+55%
Wholesale	96.2	86.3	87.1	+12%	+12%	72.2	60.9	46.1	+14%	+48%	181.1	171.6	171.7	+2%	+4%	80.3	76.2	65.9	+1%	+21%
Moncler	473.4	365.5	378.5	+29%	+27%	250.9	200.1	191.7	+23%	+30%	528.2	455.3	425.0	+13%	+24%	949.3	803.3	632.4	+16%	+52%
Asia	232.5	198.1	171.1	+15%	+37%	100.6	84.4	78.2	+18%	+30%	214.8	185.4	153.7	+14%	+40%	481.4	426.9	312.2	+12%	+56%
EMEA	167.4	113.9	153.9	+48%	+11%	97.2	73.9	83.5	+32%	+18%	221.8	191.3	195.6	+16%	+15%	318.0	245.4	215.6	+30%	+52%
Americas	73.5	53.4	53.5	+36%	+40%	53.1	41.8	30.0	+17%	+65%	91.6	78.7	75.7	+6%	+16%	149.8	131.0	104.7	+5%	+38%
Moncler	473.4	365.5	378.5	+29%	+27%	250.9	200.1	191.7	+23%	+30%	528.2	455.3	425.0	+13%	+24%	949.3	803.3	632.4	+16%	+52%
Stone Island EUR m	Q1			22 vs 21	22 vs 19	Q2			22 vs 21	22 vs 19	Q3			22 vs 21	22 vs 19	Q4			22 vs 21	22 vs 19
	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX
DTC	28.3	12.8	14.3	+119%	+99%	32.8	15.7	11.4	+106%	+187%	30.4	18.7	12.6	+59%	+139%	57.6	29.5	20.0	+95%	+195%
Wholesale	88.2	75.3	55.4	+16%	+59%	44.8	40.5	39.1	+8%	+12%	79.6	81.4	59.6	-3%	+33%	39.4	36.1	34.2	+8%	+15%
Stone Island	116.5	88.1	69.8	+31%	+67%	77.6	56.2	50.5	+35%	+52%	110.0	100.1	72.3	+8%	+51%	97.0	65.6	54.1	+48%	+81%
EMEA	84.8	68.9	54.9	+23%	+54%	53.4	43.2	41.2	+23%	+29%	79.8	79.0	56.3	+1%	+42%	60.7	50.0	43.8	+21%	+38%
Asia	18.5	11.4	7.5	+61%	+152%	14.9	6.8	4.3	+107%	+238%	19.1	13.0	10.1	+45%	+90%	27.7	8.7	4.7	3x	6x
Americas	13.2	7.8	7.4	+62%	+76%	9.4	6.2	5.0	+39%	+77%	11.1	8.1	5.8	+21%	+78%	8.6	6.9	5.5	+13%	+43%
Stone Island	116.5	88.1	69.8	+31%	+67%	77.6	56.2	50.5	+35%	+52%	110.0	100.1	72.3	+8%	+51%	97.0	65.6	54.1	+48%	+81%

(1) Stone island consolidated since 1 April 2021, comparison with previous periods based on pro-forma data

2022 Revenues YTD performance¹

Group EUR m	Q1			22 vs 21	22 vs 19	H1			22 vs 21	22 vs 19	9M			22 vs 21	22 vs 19	FY			22 vs 21	22 vs 19
	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX
Moncler	473.4	365.5	378.5	+29%	+27%	724.3	565.5	570.2	+27%	+28%	1252.5	1020.9	995.3	+21%	+26%	2201.8	1824.2	1627.7	+19%	+36%
Stone Island	116.5	-	-	+31%	+67%	194.1	56.2	-	+33%	+61%	304.1	156.4	-	+23%	+57%	401.1	221.9	-	+28%	+63%
Group total	589.9	365.5	378.5	+60%	+58%	918.4	621.8	570.2	+46%	+62%	1556.6	1177.2	995.3	+30%	+57%	2602.9	2046.1	1627.7	+25%	+61%
Moncler EUR m	Q1			22 vs 21	22 vs 19	H1			22 vs 21	22 vs 19	9M			22 vs 21	22 vs 19	FY			22 vs 21	22 vs 19
	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX
DTC	377.2	279.2	291.4	+34%	+32%	555.9	418.4	437.1	+31%	+29%	903.1	702.1	690.4	+27%	+32%	1772.0	1429.2	1256.9	+22%	+43%
Wholesale	96.2	86.3	87.1	+12%	+12%	168.3	147.1	133.2	+13%	+25%	349.5	318.8	304.9	+7%	+13%	429.8	394.9	370.8	+6%	+14%
Moncler	473.4	365.5	378.5	+29%	+27%	724.3	565.5	570.2	+27%	+28%	1252.5	1020.9	995.3	+21%	+26%	2201.8	1824.2	1627.7	+19%	+36%
Asia	232.5	198.1	171.1	+15%	+37%	333.1	282.6	249.3	+16%	+34%	547.9	467.9	403.1	+15%	+36%	1029.3	894.8	715.2	+14%	+45%
EMEA	167.4	113.9	153.9	+48%	+11%	264.5	187.8	237.4	+42%	+13%	486.3	379.1	433.0	+29%	+14%	804.4	624.5	648.5	+29%	+27%
Americas	73.5	53.4	53.5	+36%	+40%	126.6	95.2	83.6	+28%	+50%	218.2	173.9	159.3	+18%	+34%	368.1	304.9	263.9	+12%	+35%
Moncler	473.4	365.5	378.5	+29%	+27%	724.3	565.5	570.2	+27%	+28%	1252.5	1020.9	995.3	+21%	+26%	2201.8	1824.2	1627.7	+19%	+36%
Stone Island EUR m	Q1			22 vs 21	22 vs 19	H1			22 vs 21	22 vs 19	9M			22 vs 21	22 vs 19	FY			22 vs 21	22 vs 19
	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX	2022	2021	2019	cFX	cFX
DTC	28.3	12.8	14.3	+119%	+99%	61.1	28.5	25.8	+112%	+138%	91.6	47.2	38.4	+91%	+138%	149.2	76.7	58.4	+93%	+157%
Wholesale	88.2	75.3	55.4	+16%	+59%	133.0	115.8	94.5	+13%	+40%	212.6	197.2	154.1	+7%	+37%	252.0	233.3	188.3	+7%	+33%
Stone Island	116.5	88.1	69.8	+31%	+67%	194.1	144.3	120.3	+33%	+61%	304.1	244.4	192.6	+23%	+57%	401.1	310.0	246.7	+28%	+63%
EMEA	84.8	68.9	54.9	+23%	+54%	138.2	112.2	96.2	+23%	+44%	218.0	191.2	152.5	+14%	+43%	278.7	241.2	196.3	+16%	+42%
Asia	18.5	11.4	7.5	+61%	+152%	33.3	18.2	11.7	+78%	+182%	52.4	31.2	21.9	+66%	+142%	80.2	39.9	26.6	+101%	+210%
Americas	13.2	7.8	7.4	+62%	+76%	22.6	14.0	12.4	+52%	+77%	33.7	22.1	18.2	+40%	+77%	42.3	29.0	23.7	+34%	+69%
Stone Island	116.5	88.1	69.8	+31%	+67%	194.1	144.3	120.3	+33%	+61%	304.1	244.4	192.6	+23%	+57%	401.1	310.0	246.7	+28%	+63%

(1) Stone island consolidated since 1 April 2021, comparison with previous periods based on pro-forma data

Shareholding, Events, IR contacts

UPCOMING EVENTS

18 April 2023

Annual Shareholders' Meeting

4 May 2023

Q1 2023 Interim Management Statement

<i>SHAREHOLDING STRUCTURE⁽¹⁾</i>	<i>%</i>	<i>N. SHARES (M)</i>
Double R S.r.l.	23.7%	65.1
MARKET		
Morgan Stanley Investment Management Company	10.1%	27.6
Capital Research and Management Company	5.0%	13.6
Blackrock Inc.	4.2%	11.5
Treasury Shares	1.8%	4.9
Other Shareholders	55.2%	151.0
TOTAL	100.0%	274.6

IR CONTACTS

ELENA MARIANI

Strategic Planning and Investor Relations Director

elena.mariani@moncler.com

ALICE POGGIOLI

Investor Relations Senior Manager

alice.poggioli@moncler.com

investor.relations@moncler.com

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Luciano Santel, the Manager in charge of preparing the corporate accounting documents, declares that, pursuant to art. 154-bis, paragraph 2, of the Legislative Decree no. 58 of February 24, 1998, the accounting information contained herein correspond to document results, books and accounting records.