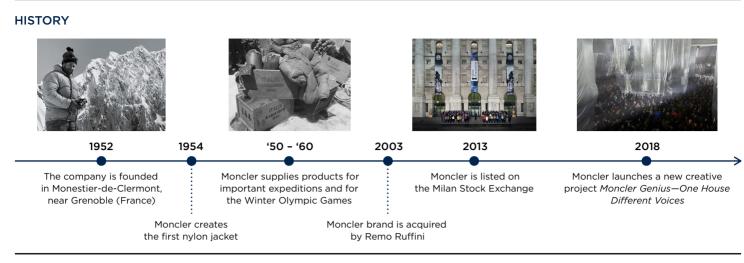
MONCLER: MORE THAN 65 YEARS OF UNIQUE HERITAGE



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.

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. DIGITAL CULTURE OMNICHANNEL DEVELOPMENT that Moncler has always strived to develop with its customers to never stop surprising them.

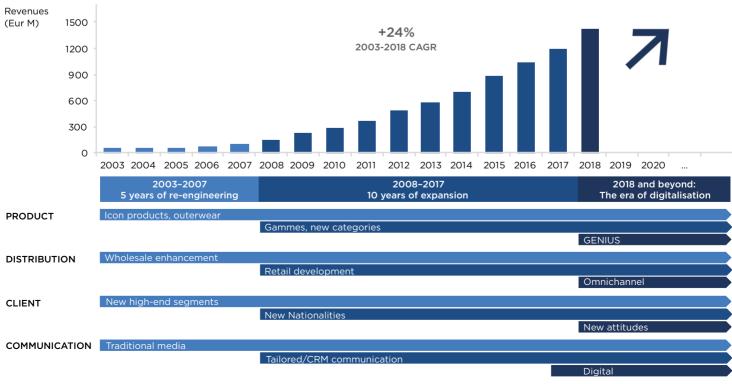
and responsible growth as an integral part of the Group strategy and as a means to further meet stakeholder expectations and create shared value.

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.

A NEW ERA BEGAN IN 2018

SELECTIVE PRODUCT EXPANSION

SUSTAINABLE GROWTH



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

COMMITMENT TO PEOPLE:

and responsible behaviour.

RESPONSIBILITY:

and we are committed to their development.

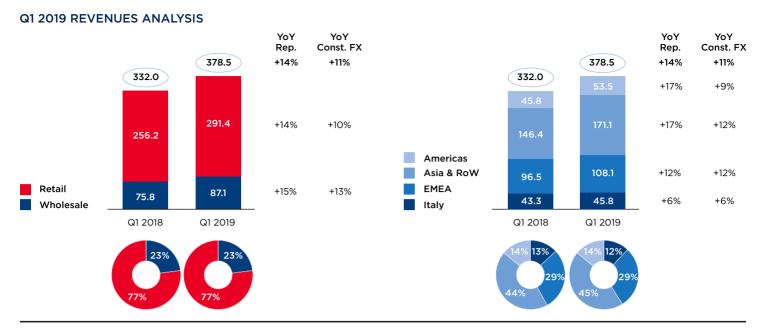
Long-term value creation can only be driven by respect

People are Moncler's greatest asset: their future is Moncler's future.

Engaging directly with customers through every channel and touch point, involving them and understanding their expectations - even when unspoken - is a cornerstone of the relationship

The Brand has been progressively strengthening its commitment to long-term sustainable

MONCLER: MORE THAN 65 YEARS OF UNIQUE HERITAGE



2013-2018 FINANCIAL RESULTS: KEY HIGHLIGHTS

	2013		2014		2015		2016		2017		2018	
Sales	580.6	100.0%	694.2	100.0%	880.4	100.0%	1,040.3	100.0%	1,193.7	100.0%	1,420.1	100.0%
YoY growth	19		20%		27%		18%		15%		19%	
by distribution channel												
Retail	333.6	57%	430.7	62%	619.7	70%	764.2	73%	892.4	75%	1,086.5	77%
Wholesale	247.0	43%	263.5	38%	260.7	30%	276.1	27%	301.3	25%	333.6	23%
by geographical area												
Italy	131.0	23%	130.6	19%	137.0	16%	143.2	14%	149.3	13%	167.8	12%
EMEA (excl.Italy)	200.4	34%	232.7	33%	268.5	30%	303.3	29%	352.4	30%	407.6	29%
Asia & Rest of the World	181.6	31%	235.2	34%	333.5	38%	418.5	40%	495.5	41%	616.1	43%
Americas	67.6	12%	95.7	14%	141.4	16%	175.3	17%	196.5	16%	228.5	16%
Gross Margin	414.1	71.3%	501.7	72.3%	654.9	74.4%	788.0	75.7%	917.5	76.9%	1.099.8	77.4%
EBITDA Adj. (*)	191.7	33.0%	232.9	33.5%	300.0	34.1%	335.1	34.1%	411.6	34.5%	500.2	35.2%
EBIT	172.5	29.7%	201.6	29.0%	252.7	28.7%	297.7	28.6%	340.9	28.6%	414.1	29.2%
Net Profit	76.1	13.1%	130.3	18.8%	167.9	19.1%	196.0	18.8%	249.7	20.9%	332.4	23.4%
YoY growth	164%		71%		29%		17%		27%		33%	
CAPEX	33.9		49.5		66.2		62.3		72.5		91.5	
Net Cash/(Debt)	(171.1)		(111.2)		(49.6)		105.8		304.9		450.1	
DPS	0.1		0.12		0.14		0.18		0.28		0.40	

(*) 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

SHAREHOLDING



Ruffini Partecipazioni S.r.l.	25.9%
BlackRock Inc.	5.0%
Morgan Stanley Asia Limite	ed 3.0%
Treasury Shares	2.6%
Market	63.5%

+39% in hours of training delivered to employees compared to 2017 100%

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

96% of stores with LED lighting

2019 FINANCIAL CALENDAR

- Wednesday, 24 July 2019 H1 2019 Financial Results
- Thursday, 24 October 2019
 Q3 2019 Interim Management Statement

INVESTOR RELATIONS CONTACTS

appointed

27%

> 50%

of foreign Directors

Lead Independent Director

Independence

investor.relations@moncler.com

- Paola Durante Investor Relations and Strategic Planning Director paola.durante@moncler.com
- Alice Poggioli Investor Relations Manager alice.poggioli@moncler.com
- Carlotta Fiorani
 Investor Relations
 carlotta.fiorani@moncler.com

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