

MONCLER: MORE THAN 65 YEARS OF UNIQUE HERITAGE



FY2018 KEY RESULTS *

1,420m
REVENUES (Euro)
+22% growth at const. FX

1,086m
Retail Revenues (Euro)
+26% growth at const. FX

29.2%
EBIT Margin

332.4m
NET INCOME (Euro) +33% growth

450.1m
NET CASH (Euro) at 31/12/2018

193
RETAIL STORES at 31/12/2018

4,155
EMPLOYEES at 31/12/2018

MONCLER'S HISTORY



1952

The company is founded in Monestier-de-Clermont, near Grenoble (France)



1954

Moncler creates the first nylon jacket

'50 - '60

Moncler supplies products for important expeditions and for the Winter Olympic Games

2003

Moncler brand is acquired by Remo Ruffini



2013

Moncler is listed on the Milan Stock Exchange



2018

Moncler launches a new creative project *Moncler Genius—One House Different Voices*

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

UNIQUE POSITIONING

Over the years, Moncler's growth strategy has been inspired by two key principles: 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

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

OMNICHANNEL DEVELOPMENT

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 that Moncler has always strived to develop with its customers to never stop surprising them.

SUSTAINABLE GROWTH

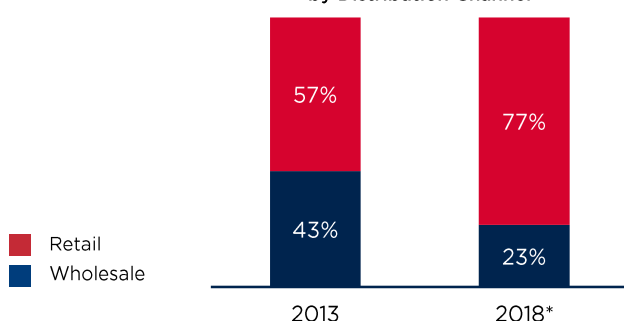
The Brand has been progressively strengthening its commitment to long-term sustainable and responsible growth as an integral part of the Group strategy and as a means to further meet stakeholder expectations and create shared value.

SELECTIVE PRODUCT EXPANSION

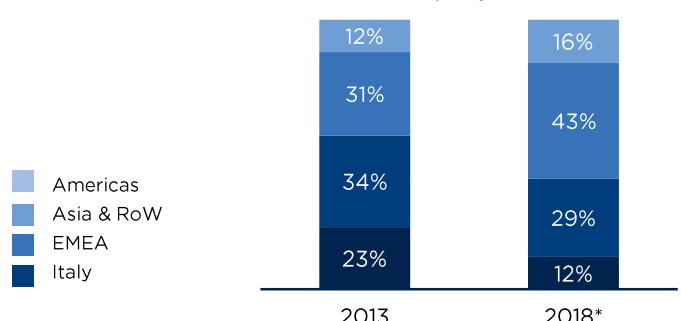
Moncler has consolidated its position as a worldwide leader in the premium down jacket segment. The Group is now selectively expanding into complementary product's segments in which it has, or can surely achieve, high recognition and in-depth know-how.

REVENUE BREAKDOWN EVOLUTION

by Distribution Channel



by Region

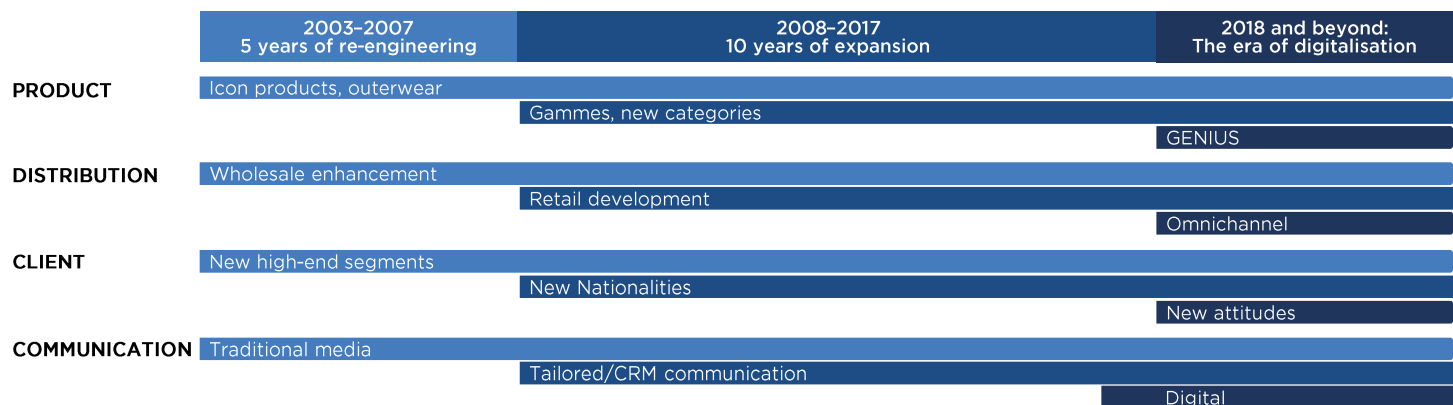
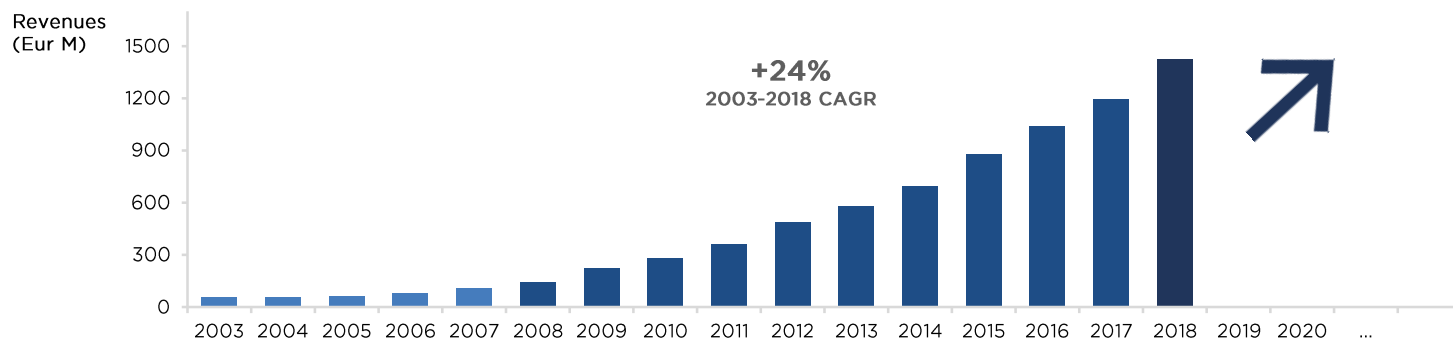


(*) Draft of Consolidated Results for the Financial Year ended 31 December 2018 to be approved by the Annual Shareholders' Meeting convened for 16 April 2019

MONCLER: MORE THAN 65 YEARS OF UNIQUE HERITAGE



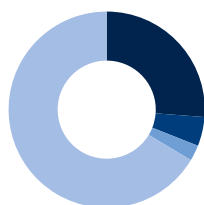
A NEW ERA BEGUN IN 2018



2013–2018 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%	
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%	355.1	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%	
Capital Expenditure	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	
Diluted EPS	0.37		0.52		0.67		0.78		0.98		1.31	
DPS	0.10		0.12		0.14		0.18		0.28		0.40	

SHAREHOLDING



Ruffini Partecipazioni S.r.l.	26.2%
ECIP M S.A.	4.8%
Treasury Shares	2.6%
Market	66.4%

2019 FINANCIAL CALENDAR

- Monday, 28 February 2019
FY 2018 Financial Results
- Monday, 16 April 2019
Annual Shareholders' Meeting
- Friday, 9 May 2019
Q1 2019 Interim Management Statement
- Wednesday, 24 July 2019
H1 2019 Financial Results
- Wednesday, 24 October 2019
9M 2019 Interim Management Statement

INVESTOR RELATIONS CONTACTS

- 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

(*) Draft of Consolidated Results for the Financial Year ended 31 December 2018 to be approved by the Annual Shareholders' Meeting convened for 16 April 2019

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