## \% MONCLER



# Consolidated Interim Report as of March 31, 2015 

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## CORPORATE INFORMATION

## Registered Office

## Moncler S.p.A.

Via Enrico Stendhal, 4?
20144 Milan - Italy

## Administrative Office

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Via Venezia, }
35010 Trebaseleghe (Padua) - Italy
Phone: +390499323111
Fax: +390499323339
```


## Legal Information

Authorized and issued share capital Euro 50.000.000
VAT, Tax Code and Chamber of Commerce enrollment No.: 04642290961
Iscr. R.E.A. Milan No. 1763158

## Office and Showroom

Milan, Via Solari, 33
Milan, Via Stendhal, 4 ?
Paris, Rue du Faubourg St. Honoré, 7
New York, 568 Broadway suite 306
Tokyo, 5-4-46 Minami-Aoyama Omotesando Minato-Ku
Munich, Infanteriestrasse, 11 A

## CORPORATE BODIES

## Board of Directors

Remo Ruffini
Virginie Sarah Sandrine Morgon ${ }^{(2)}$
Nerio Alessandri ${ }^{(1)(2)(3)}$
Vivianne Akriche ${ }^{(3)}$
Alessandro Benetton ${ }^{(1)}$
Christian Gerard Blanckaert
Sergio Buongiovanni
Marco Diego De Benedetti ${ }^{(2)(3)}$
Gabriele Galateri di Genola ${ }^{(1)(2)(3)(4)}$
Diva Moriani ${ }^{(1)(2)(3)}$
Pier Francesco Saviotti

## Board of Statutory Auditors

Mario Valenti
Antonella Suffriti
Raoul Francesco Vitulo
Lorenzo Mauro Banfi
Stefania Bettoni

## External Auditors

KPMG S.p.A.
(1) Independent Director
(2) Nomination and Remuneration Committee
(3) Audit and Risk Committee
(4) Lead Indipendent Director

Chairman

Chairman
Regular Auditor
Regular Auditor
Alternate Auditor
Alternate Auditor

ORGANIZATIONAL CHART AS OF MARCH 31, 2015


## GROUP STRUCTURE

The Consolidated Interim Report as of March 31, 2015 includes Moncler S.p.A. (Parent Company), Industries S.p.A. and 30 consolidated subsidiaries in which the Parent Company holds, directly or indirectly, a majority of the voting rights, or over which it exercises control from which it is able to derive benefits by virtue of its power to govern both on a financial and an operating aspects.

Moncler S.p.A.
Industries S.p.A.

## Industries Textilvertrieb GmbH

Moncler Belgium S.p.r.I.
Moncler Denmark ApS
Moncler España SL
Moncler France S.à.r.l.
Moncler Istanbul Giyim ve Tekstil Ticaret Ltd. Sti.

Moncler Holland B.V.
Moncler Hungary KFT
Moncler Prague s.r.o.
Moncler Rus LLC
Moncler Suisse SA
Ciolina Moncler AG
Moncler Sylt Gmbh
Moncler UK Ltd
Moncler Brasil Comércio de moda e acessòrios Ltda.

Moncler Canada Ltd
Moncler USA Inc
Moncler USA Retail LLC
Moncler Asia Pacific Ltd

Moncler Japan Corporation

Moncler Shanghai
Commercial Co. Ltd

Parent company which holds the Moncler brand
Sub-holding company, directly involved in the management of foreign companies and distribution channels (DOS, Showroom) in Italy and licensee of the Moncler brand

Company that manages DOS and promotes goods in Germany and Austria

Company that manages DOS in Belgium
Company that manages DOS in Denmark
Company that manages DOS in Spain
Company that manages DOS and promotes goods in France
Company that manages DOS in Turkey

Company that manages DOS in the Netherlands
Company that manages DOS in Hungary
Company that manages DOS in the Czech Republic
Company that manages DOS in Russia
Company that manages DOS in Switzerland
Company that manages DOS in Switzerland
Company that manages DOS in Sylt
Company that manages DOS in the United Kingdom
Company that manages DOS in Brazil

Company that manages DOS in Canada
Company promotes and distributes goods in North America
Company that manages DOS in North America
Company that manages DOS in Hong Kong and will manage DOS in Macau

Company that manages DOS and distributes and promotes goods in Japan

Company that manages DOS in China

| Moncler Shinsegae Inc. | Company that manages DOS and distributes and promotes goods <br> in Korea |
| :--- | :--- |
| Moncler Taiwan Limited | Company that manages DOS in Taiwan |
| Moncler Enfant S.r.I. | Company that distributed and promoted goods from the Moncler <br> Baby and Junior brand |
| Moncler Lunettes S.r.I. | Company responsible for coordinating the production and <br> marketing of products in the Moncler eyewear brand |
| White Tech Sp.zo.o. | Company that manages quality control of down |
| ISC S.p.A. | Company that managed the Other Brands Business, disposed of <br> on November 8, 2013 |
| Moncler CZ S.r.o. | Not operating company |
| Pepper Grenoble S.à.r.I. | Inactive company |
| Moncler Middle East FZ-LCC. | Not operating company |

## INTERIM DIRECTORS' REPORT

## Financial Results Analysis

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## FINANCIAL RESULTS ANALYSIS

Following are the consolidated income statements for the first three months of 2015 and 2014.

| Consolidated income statement (Euro/000) | First Quarter 2015 | \% on Revenues | First Quarter 2014 | \% on Revenues |
| :---: | :---: | :---: | :---: | :---: |
| Revenues | 201,015 | 100.0\% | 145,413 | 100.0\% |
| YoY growth | +38\% |  | +16\% |  |
| Cost of sales | $(52,720)$ | (26.2\%) | $(40,207)$ | (27.7\%) |
| Gross margin | 148,295 | 73.8\% | 105,206 | 72.3\% |
| Selling expenses | $(57,351)$ | (28.5\%) | $(38,576)$ | (26.5\%) |
| General \& Administrative expenses | $(18,775)$ | (9.3\%) | $(16,450)$ | (11.3\%) |
| Advertising \& Promotion | $(14,871)$ | (7.4\%) | $(10,522)$ | (7.2\%) |
| EBIT Adjusted | 57,298 | 28.5\% | 39,658 | 27.3\% |
| YoY growth | +44\% |  | +14\% |  |
| Non-recurring items ${ }^{(1)}$ | $(1,411)$ | (0.7\%) | (602) | (0.4\%) |
| EBIT | 55,887 | 27.8\% | 39,056 | 26.9\% |
| YoY growth | +43\% |  | +12\% |  |
| Net financial result ${ }^{(2)}$ | 3,841 | 1.9\% | $(3,064)$ | (2.1\%) |
| EBT | 59,728 | 29.7\% | 35,992 | 24.8\% |
| Taxes | $(20,009)$ | (10.0\%) | $(12,621)$ | (8.7\%) |
| Tax Rate | 33.5\% |  | 35.1\% |  |
| Consolidated Net Income | 39,719 | 19.8\% | 23,371 | 16.1\% |
| Minority result | (91) | (0.0\%) | 97 | 0.1\% |
| Net Income | 39,628 | 19.7\% | 23,468 | 16.1\% |
| YoY growth | +69\% |  | +43\% |  |
|  |  |  |  |  |
| EBITDA Adjusted | 65,719 | 32.7\% | 45,006 | 31.0\% |

EBITDA is not a recognized measure of financial performance under IFRS, but it is a measure commonly used by both management and investors when evaluating the operating performance of the Group. EBITDA is defined as EBIT (Operating income) plus depreciation and amortization.

## Consolidated Revenues

[^0]In the first quarter of 2015 Moncler recorded revenues of 201.0 million euros, an increase of $\mathbf{3 8 \%}$ at current exchange rates compared to revenues of 145.4 million euros in the same period of 2014, and an increase of $30 \%$ at constant exchange rates.

Revenues by Region

| Revenues by Region <br> (Euro/000) | First Quarter 2015 | $\%$ | First Quarter 2014 | $\%$ | YoY growth <br> reported | YoY growth constant <br> currencies |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Italy | 34,885 | $17.4 \%$ | 32,595 | $22.4 \%$ | $+7 \%$ | $+7 \%$ |
| EMEA (excl. Italy) | 64,575 | $32.1 \%$ | 53,281 | $36.6 \%$ | $+21 \%$ | $+19 \%$ |
| Asia \& Rest of the World | 75,314 | $37.5 \%$ | 45,371 | $31.2 \%$ | $+66 \%$ | $+48 \%$ |
| Americas | 26,241 | $13.0 \%$ | 14,166 | $9.8 \%$ | $+85 \%$ | $+61 \%$ |
| Total Revenues | 201,015 | $\mathbf{1 0 0 . 0} \%$ | $\mathbf{1 4 5 , 4 1 3}$ | $\mathbf{1 0 0 . 0 \%}$ | $+\mathbf{+ 3 8 \%}$ | $+\mathbf{+ 3 0 \%}$ |

In the first quarter of 2015, Moncler recorded a positive performance in all of its markets.
In particular, in the Americas the company achieved $61 \%$ growth at constant exchange rates and $85 \%$ growth at current exchange rates. The excellent results achieved in North America (United States and Canada) were driven by both the retail channel and the wholesale channel.

In Asia \& Rest of the World ( $+48 \%$ at constant exchange rates, $+66 \%$ at current exchange rates) Moncler recorded important growth rates in all markets, in particular in Hong Kong, China and Japan. These results were due to the strong performance achieved in the retail channel, which benefited from new openings but also from a solid organic growth.

On 1 January 2015, Moncler Shinsegae, a joint venture controlled by the subsidiary Industries S.p.A. ( $51 \%$ ), took over the 12 Moncler mono-brand stores in Korea from Shinsegae International, one of the country's leading companies in the fashion \& luxury sector that was previously Moncler's distributor in Korea and is now its partner in the joint venture (49\%). Excluding Korea, revenues in Asia in the first quarter of 2015 increased $43 \%$ at constant exchange rates and $60 \%$ at current exchange rates, compared to the same period in 2014.

In the first three months of fiscal year 2015, the EMEA countries recorded revenue growth of $19 \%$ at constant exchange rates and $21 \%$ at current exchange rates, with strong performances coming notably from France, the United Kingdom and Germany.

In Italy, revenues rose by 7\% compared to first quarter of 2014 supported by a solid performance in the retail channel and by a high-quality wholesale network.

Revenues by Distribution Channel

| Revenues by Distribution Channel |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Euro/000) | First Quarter 2015 | \% | First Quarter 2014 | \% | YoY growth reported | YoY growth constant currencies |
| Retail | 138,145 | 68.7\% | 81,798 | 56.3\% | +69\% | +54\% |
| Wholesale | 62,870 | 31.3\% | 63,615 | 43.7\% | -1\% | -2\% |
| Total Revenues | 201,015 | 100.0\% | 145,413 | 100.0\% | +38\% | +30\% |

In the first quarter of fiscal year 2015, revenues from the retail distribution channel were 138.1 million euros compared to 81.8 million euros in the first quarter of 2014, representing an increase of $54 \%$ at constant exchange rates and $69 \%$ at current exchange rates. This performance was driven by growth at existing stores and by the development of the network of mono-brand retail stores (Directly Operated Stores, DOS).

Growth at DOS open for at least 12 months (Comparable Store Sales Growth) 3 amounted to $25 \%$ in the first quarter of 2015, accelerating compared to fourth quarter 2014, also thanks to the strong sales performance recorded in January and February.

The wholesale channel revenues declined $2 \%$ at constant currencies and $1 \%$ at current exchange rates, decreasing to 62.9 million euros in the first quarter of 2015 from 63.6 million euros in the same period of 2014. This result is entirely attributable to the aforementioned conversion from wholesale to retail of the Korean business (12 mono-brand stores).

## Mono-Brand Stores Distribution Network

At 31 March 2015 Moncler's network of mono-brand stores numbered 151 directly operated stores, an increase of 17 units over 31 December 2014, and 30 wholesale mono-brand stores (shop-inshops), a decrease of 8 units compared to 31 December 2014.

As already noted, following the establishment of the Joint Venture in Korea, since January 1st 2015 Moncler converted into DOS all the 12 monobrand stores that until 31 December 2014 were included in the wholesale monobrand network.

|  | $31 / 03 / 2015$ | $31 / 12 / 2014$ | Net Openings |
| :--- | ---: | ---: | ---: | ---: |
|  | Q1 2015 |  |  |
| DOS | 151 | 134 | +17 |
| Italy | 19 | 19 | - |
| EMEA (escl. Italy) | 51 | 51 | - |
| Asia \& ROW | 67 | 50 | +17 |
| Americas | 14 | 14 | - |
| Shop-in-shop | 30 | 38 | -8 |
| Mono-brand stores | 181 | 172 | +9 |

[^1]
## Consolidated Operating Results

In the first quarter of fiscal year 2015 , the consolidated gross margin was 148.3 million euros, equivalent to $73.8 \%$ of revenues compared to $72.3 \%$ in the same period of 2014 . This improvement is mainly due to the growth in the retail channel.

Selling expenses of 57.3 million euros were equivalent to $28.5 \%$ of revenues compared to $26.5 \%$ in the same period in 2014; this increase is mainly due to the retail channel's expansion. General and administrative expenses amounted to $\mathbf{1 8 . 8}$ million curos, equivalent to $9.3 \%$ of revenues, compared to $11.3 \%$ in the first quarter of 2014 . Advertising expenses were 14.9 million euros, representing $7.4 \%$ of revenues compared to $7.2 \%$ in the first quarter of 2014.

Adjusted EBITDA ${ }^{4}$ rose to $\mathbf{6 5 . 7}$ million euros, compared to $\mathbf{4 5 . 0}$ million euros in the first three months of 2014, equivalent to $32.7 \%$ of revenues ( $31.0 \%$ in the first quarter of 2014 ).

Adjusted EBIT ${ }^{4}$ was 57.3 million euros, compared to 39.7 million euros in the first quarter of 2014 , equivalent to $28.5 \%$ of revenues ( $27.3 \%$ in the first quarter of 2014). Including non-recurring costs, EBIT was 55.9 million euros, representing $27.8 \%$ of revenues compared to $26.9 \%$ in the first quarter of 2014.

In the first three months of 2015 , Net Income rose to $\mathbf{3 9 . 6}$ million euros, equivalent to $19.7 \%$ of revenues, compared to 23.5 million euros in the same period of 2014 , up $69 \%$.

As highlighted when commenting on Moncler's revenue performance, growth in first quarter 2015 is partially attributable to the appreciation of some important currencies in which the Group operates. Since a considerable amount of Group's costs are euro-denominated, the improvement in profits and margins recorded in the first three months of 2015 is also due to the above-mentioned currency movements.

[^2]
## Financial Position

Following is the reclassified consolidated statement of financial position as at 31 March 2015, at 31 December 2014 and at 31 March 2014.

| Reclassified consolidated statement of financial position |  |  |  |
| :--- | ---: | ---: | ---: |
| (Euro/000) | $\mathbf{3 1 / 0 3 / 2 0 1 5}$ | $\mathbf{3 1 / 1 2 / 2 0 1 4}$ | $\mathbf{3 1 / 0 3 / 2 0 1 4}$ |
| Intangible Assets | 415,457 | 414,353 | 407,456 |
| Tangible Assets | 84,804 | 77,254 | 62,580 |
| Other Non-current Assets/(Liabilities) | $(8,367)$ | $(14,706)$ | $(37,354)$ |
| Total Non-current Assets | 491,894 | 476,901 | 432,682 |
| Net Working Capital | 92,558 | 97,091 | 46,976 |
| Other Current Assets/(Liabilities) | $(36,240)$ | $(34,041)$ | 28,273 |
| Total Current Assets | 56,318 | 63,050 | $\mathbf{7 5 , 2 4 9}$ |
| Invested Capital | 548,212 | 539,951 | $\mathbf{5 0 7 , 9 3 1}$ |
| Net Debt | 84,343 | 111,155 | $\mathbf{1 6 3 , 8 8 0}$ |
| Pension and Other Provisions | 8,180 | 8,222 | 9,378 |
| Shareholders' Equity | 455,689 | 420,574 | 334,673 |
| Total Sources | 548,212 | 539,951 | 507,931 |

## Net Working Capital

Net Working Capital was 92.6 million euros, compared to 97.1 million euros at 31 December 2014 and 47.0 million euros at 31 March 2014, equivalent to $12 \%$ of revenues; excluding the foreign exchange effect, this ratio falls to $11 \%$. The change in working capital is mainly due to the expansion of the retail channel.

| Net working capital |  |  |  |
| :--- | ---: | ---: | ---: |
| (Euro/000) | $\mathbf{3 1 / 0 3 / 2 0 1 5}$ | $\mathbf{3 1 / 1 2 / 2 0 1 4}$ | $\mathbf{3 1 / 0 3 / 2 0 1 4}$ |
| Accounts receivables | 74,191 | 86,593 | 59,366 |
| Inventory | 132,751 | 122,821 | 99,354 |
| Accounts payables | $(114,384)$ | $(112,323)$ | $(111,744)$ |
| Net working capital | $\mathbf{9 2 , 5 5 8}$ | $\mathbf{9 7 , 0 9 1}$ | $\mathbf{4 6 , 9 7 6}$ |
| $\%$ on Last Twelve Months Revenues | $\mathbf{1 2 \%}$ | $\mathbf{1 4 \%}$ | $\mathbf{8 \%}$ |

MONCLER - CONSOLIDATED INTERIM REPORT AS OF MARCH 31, 2015

## Net Debt

Net Financial Debt at 31 March 2015 was $\mathbf{8 4 . 3}$ million euros compared to 111.2 million euros at 31 December 2014, and 163.9 million euros at 31 March 2014.

| Net financial debt |  |  |  |
| :--- | ---: | ---: | ---: |
| (Euro/000) | $\mathbf{3 1 / 0 3 / 2 0 1 5}$ | $\mathbf{3 1 / 1 2 / 2 0 1 4}$ | $\mathbf{3 1 / 0 3 / 2 0 1 4}$ |
| Cash and cash equivalents | $(156,411)$ | $(123,419)$ | $(87,500)$ |
| Long-term borrowings | 167,959 | 154,243 | $\mathbf{1 7 4 , 6 0 3}$ |
| Short-term borrowings | 72,795 | 80,331 | $\mathbf{7 6 , 7 7 7}$ |
| Net financial debt | $\mathbf{8 4 , 3 4 3}$ | $\mathbf{1 1 1 , 1 5 5}$ | $\mathbf{1 6 3 , 8 8 0}$ |

## Cash Flow Statement

Following is the reclassified consolidated statement of cash flow for first quarter 2015 and 2014:

| Reclassified consolidated statement of cash flow |  |  |
| :--- | ---: | ---: |
| (Euro/000) | First Quarter 2015 | First Quarter 2014 |
| EBITDA Adjusted | 65,719 | 45,006 |
| Change in NWC | 4,533 | $(60)$ |
| Change in other curr./non-curr. assets/(liabilities) | $(4,182)$ | $(13,379)$ |
| Capex, net | $(11,260)$ | $(8,824)$ |
| Operating Cash Flow | $\mathbf{5 4 , 8 1 0}$ | $\mathbf{2 2 , 7 4 3}$ |
| Net financial result | 3,841 | $(3,064)$ |
| Taxes | $(20,009)$ | $(12,621)$ |
| Free Cash Flow | $\mathbf{3 8 , 6 4 2}$ | $\mathbf{7 , 0 5 8}$ |
| Dividends paid | $(80)$ | $\mathbf{0}$ |
| Changes in equity and other changes | $(11,750)$ | $\mathbf{1 2 2}$ |
| Net Cash Flow | $\mathbf{2 6 , 8 1 2}$ | $\mathbf{7 , 1 8 0}$ |
|  | 111,155 | $\mathbf{1 7 1 , 0 6 0}$ |
| Net Financial Position - Beginning of Period | 84,343 | $\mathbf{2 6 , 8 1 2}$ |
| Net Financial Position - End of Period |  | $\mathbf{1 6 3 , 8 8 0}$ |
| Change in Net Financial Position | $\mathbf{7 , 1 8 0}$ |  |

Free Cash Flow generated in the first quarter of 2015 was $\mathbf{3 8 . 6}$ million euros compared to 7.1 million euros in the same period of 2014.

## Capital Expenditure

Net Capital Expenditure was 11.3 million euros in the first three months of 2015, compared to 8.8 million euros in the same period of 2014. The amount is mainly related to investments made in the development of the Moncler mono-brand retail stores network ( 7.7 million euros), which also includes the aforementioned take-over of the Korean business (Euro 1.6 million euros).

| Capex |  |  |
| :--- | ---: | ---: |
| (Million euros) | First Quarter 2015 | First Quarter 2014 |
| Retail | 7,741 | 6,429 |
| Wholesale | 362 | 1,832 |
| Corporate | 3,157 | 563 |
| Capex | $\mathbf{1 1 , 2 6 0}$ | $\mathbf{8 , 8 2 4}$ |

## Disclamer

This document contains forward-looking statements, in particular in the sections headed "Outlook" and "Significant events occured after March 31, 2015 "relating to future events and the operating income and financial results of the Moncler Group. These statements are based on the Group's current expectations and forecasts regarding future events and, by their nature involve risks and uncertainties since they refer to events and depend on circumstances which may, or may not, happen or occur in the future and, as such, they must not be unduly rilied upon. The actual results ould differ significantly from those contained in these statements due to a variety of factors, including the conditions and in economic growth and other changes in business cpmdot6opms om the legal and institutional framework (both in Italy and abroad), and many other factors, most of wich are beyond the Group's control.

## SIGNIFICANT EVENTS OCCURRED DURING THE FIRST THREE MONTHS OF 2015

On 1 January 2015, Moncler Shinsegae, a joint venture controlled by Moncler ( $51 \%$ ), took over the 12 Moncler mono-brand stores in Korea from Shinsegae International.

In 2014, in fact, the subsidiary Industries S.p.A. signed a joint venture contract with Shinsegae International, a Korean company listed on the Seoul stock exchange, Moncler's distributor in Korea and one of the country's leading retailers in the fashion and luxury sector.

This joint venture started operations in 1 January 2015 to promote, develop and manage Moncler stores in the Asian country's most prestigious locations. By reaching direct control on Korea, Moncler has realised its strategy of directly controlling all markets in which it operates.

## SIGNIFICANT EVENTS OCCURRED AFTER MARCH 31, 2015

The shareholders, during the ordinary session of the meeting approved the adoption of the equity-based incentive plan " 2015 Performance Stock Option Plan" (or the " 2015 Plan") with the characteristics (including relevant terms and conditions) as described in the Directors' report and in the Plan's information document, both of which are available on the Company's website (www.monclergroup.com) in the section Governance / Shareholders' Meeting.

The 2015 Plan is intended for executive directors and/or Key-managers with strategic responsibilities and/or employees and/or external consultants and other collaborators of Moncler and its subsidiaries which are considered as having a strategic importance or are otherwise able to make a significant contribution to achieving Moncler's strategic objectives as determined by the Board of Directors based on the opinion of the Nomination and Remuneration Committee.

The 2015 Plan sets forth the assignment, free of charge, of options that allow for the subsequent subscription of the Company's ordinary shares at the established conditions. More specifically, each option granted gives the right for the beneficiary to purchase one (1) share by paying the Company the exercise price.

## Dividends

On April 29, 2015 the shareholders meeting of the Parent company Moncler S.p.A. resolved to approve the financial statements for the year ended December 31, 2014 and to distribute a dividend of 0.12 euro per share relating to 2014 net profit for a total of $30,000,000$ Euro, with a coupon date of May 18, 2015, and payment date of May 20, 2015.

## OUTLOOK

The Group is forecasting a scenario of increased revenues and profits in 2015, based on the following strategic lines:

- Growth on international markets, with the aim of consolidating the "more mature" markets and developing those where, despite the fact that brand awareness is high, the brand's growth potential is still fully or partially unexpressed;
- Developing the retail network, with an increased focus on the North American, Japanese and South East Asian markets;
- Selected development of the wholesale channel, with the Group's aim being to strengthen its presence in the best department stores and specialty stores in the luxury goods sector at an international level. The consolidation of the wholesale channel is mainly based on the development of international markets, starting with North America, while in Italy the Group will continue with its careful selection of doors;
- Reinforcement of brand equity using initiatives that are closely based on the Group's heritage, and also through innovative targeted advertising campaigns using both traditional means and digital marketing on the social media.


## RELATED PARTIES TRANSACTIONS

The related party transactions mainly relate to trading and financial transactions carried out on an arm's length basis.

## ATYPICAL AND/OR UNUSUAL TRANSACTIONS

There are no positions or transactions deriving from atypical and / or unusual transactions that could have a significant impact on the results and financial position of the Group.

## TREASURY SHARES

The company does not own nor did it own during the period, even through a third party or through trusts, treasury shares or shares in parent companies.

## BASIS OF PRESENTATION

The consolidated interim report as of March 31, 2015 has been prepared pursuant to article 145-ter, of the Consolidated Law on Finance (Testo Unico della Finanza TUF) and subsequent amendments.

The consolidated interim report is approved by the Board of Directors of Moncler S.p.A. on May 12, 2015 and on the same date the Board authorizes its disclosure.

## ACCOUNTING PRINCIPLES

The consolidated interim report as of March 31, 2015 has been prepared according to the International Accounting Standards (IAS), the International Financial Reporting Standards (IFRS), and the related interpretations issued by the International Accounting Standards Board (IASB) and adopted by the European Union, in force at the end of the reporting period.

In preparing the consolidated interim report the same accounting standards have been applied as adopted in drawing up the 2014 Consolidated Annual Report.

## DISCRETIONARY VALUATIONS AND SIGNIFICANT ACCOUNTING ESTIMATES

The preparation of the consolidated interim report as of March 31, 2015 requires management to use estimates and assumptions that affect the reported amounts of revenue, costs, assets and liabilities at the reporting date. Results published on the basis of such estimates and assumptions could vary from actual results that may be realized in the future.

These measurement processes and, in particular those that are more complex such as the calculation of impairment losses on non-current assets, are generally carried out only when the audited consolidated financial statements for the fiscal year are prepared, unless there are indicators which require updates to estimates.

## CONSOLIDATION AREA

Compared to December 31, 2014, the society Moncler Middle East FZ-LLC took part to the the Moncler Consolidation area as of March 31, 2015.

Milan, 12 May 2015

For the Board of Directors
The Chairman
Remo Ruffini

## FINANCIAL STATEMENTS

Unaudited

| Consolidated statement of income (Euro/000) | 1Q 2015 | of which related parties | 1Q 2014 | of which related parties |
| :---: | :---: | :---: | :---: | :---: |
| Revenue Cost of sales | $\begin{aligned} & 201,015 \\ & (52,720) \end{aligned}$ | $\begin{array}{r} 233 \\ (1,362) \end{array}$ | $\begin{aligned} & 145,413 \\ & (40,207) \end{aligned}$ | $\begin{gathered} 80 \\ (1,879) \end{gathered}$ |
| Gross margin | 148,295 |  | 105,206 |  |
| Selling expenses | $(57,351)$ | (228) | $(38,576)$ | (153) |
| General and administrative expenses | $(18,775)$ | $(1,320)$ | $(16,450)$ | $(1,648)$ |
| Advertising and promotion expenses | $(14,871)$ |  | $(10,522)$ |  |
| Non recurring income/(expenses) | $(1,411)$ | (712) | (602) | (176) |
| Operating result | 55,887 |  | 39,056 |  |
| Financial income | 5,403 |  | 155 |  |
| Financial expenses | $(1,562)$ |  | $(3,219)$ | (208) |
| Result before taxes | 59,728 |  | 35,992 |  |
| Income taxes | $(20,009)$ |  | $(12,621)$ |  |
| Consolidated result | 39,719 |  | 23,371 |  |
| Net result, Group share | 39,628 |  | 23,468 |  |
| Non controlling interests | 91 |  | (97) |  |
| Earnings per share (unit of Euro) | 0.16 |  | 0.09 |  |
| Diluted earnings per share (unit of Euro) | 0.16 |  | 0.09 |  |

MONCLER - CONSOLIDATED INTERIM REPORT AS OF MARCH 31, 2015


CONSOLIDATED INTERIM REPORT AS OF MARCH 31, 2015- MONCLER
$\left.\begin{array}{lrrrr}\hline \text { Consolidated statement of financial position } & & & \\ \text { (Euro/000) } & \text { March } \mathbf{3 1 , 2 0 1 5} \\ \text { of which } \\ \text { related } \\ \text { parties }\end{array} \quad \begin{array}{rlrl}\text { December 31, } \\ \text { of which } \\ \text { related } \\ \text { parties }\end{array}\right\}$

MONCLER - CONSOLIDATED INTERIM REPORT AS OF MARCH 31, 2015

| Consolidated statement of changes in equity <br> (Euro/000) | Share capital | Share premium | Legal reserve | Other comprehensive income |  | Other reserves |  |  | Result of the period, Group share | Equity, Group share | Equity, non controlling interest | Total consolidated Net Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Cumulative translation adj. reserve | Other OCI items | IFRS 2 reserve | FTA reserve | Retained earnings |  |  |  |  |
| Group shareholders' equity at January 1, 2014 | 50,000 | 107,040 | 10,000 | $(4,931)$ | (151) | 0 | 1,242 | 68,223 | 76,072 | 307,495 | 3,090 | 310,585 |
| Allocation of Last Year Result | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 76,072 | $(76,072)$ | 0 | 0 | 0 |
| Changes in consolidation area | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Dividends | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Share premium | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other movements in Equity | 0 | 0 | 0 | 0 | 0 | 419 | 0 | 0 | 0 | 419 | 490 | 909 |
| Other changes of comprehensive income | 0 | 0 | 0 | (69) | (125) | 0 | 0 | 0 | 0 | (194) | 2 | (192) |
| Result of the period | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 23,468 | 23,468 | (97) | 23,371 |
| Group shareholders' equity at March 31, 2014 | 50,000 | 107,040 | 10,000 | $(5,000)$ | (276) | 419 | 1,242 | 144,295 | 23,468 | 331,188 | 3,485 | 334,673 |
| Group shareholders' equity at January 1, 2015 | 50,000 | 107,040 | 10,000 | (637) | (975) | 4,522 | 1,242 | 117,973 | 130,338 | 419,503 | 1,071 | 420,574 |
| Allocation of Last Year Result | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 130,338 | $(130,338)$ | 0 | 0 | 0 |
| Changes in consolidation area | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Dividends | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (80) | (80) |
| Share premium | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other movements in Equity | 0 | 0 | 0 | 0 | 0 | 1,337 | 0 | $(12,357)$ | 0 | $(11,020)$ | 0 | $(11,020)$ |
| Other changes of comprehensive income | 0 | 0 | 0 | 11,815 | $(5,336)$ |  | 0 | 0 | 0 | 6,479 | 17 | 6,496 |
| Result of the period | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 39,628 | 39,628 | 91 | 39,719 |
| Group shareholders' equity at March 31, 2015 | 50,000 | 107,040 | 10,000 | 11,178 | $(6,311)$ | 5,859 | 1,242 | 235,954 | 39,628 | 454,590 | 1,099 | 455,689 |

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| Consolidated statement of cash flows (Euro/000) | 1Q 2015 | of which related parties | 1Q 2014 | of which related parties |
| :---: | :---: | :---: | :---: | :---: |
| Cash flow from operating activities |  |  |  |  |
| Consolidated result | 39,719 |  | 23,371 |  |
| Depreciation and amortization | 8,421 |  | 5,348 |  |
| Net financial (income)/expenses | 1,493 |  | 3,064 |  |
| Other non cash (income)/expenses | 1,337 |  | 419 |  |
| Income tax expenses | 20,009 |  | 12,621 |  |
| Changes in inventories - (Increase)/Decrease | $(9,930)$ |  | $(22,130)$ |  |
| Changes in trade receivables - (Increase)/Decrease | 12,402 | $(1,526)$ | 17,155 | (548) |
| Changes in trade payables - Increase/(Decrease) | 2,061 | $(3,106)$ | 4,667 | $(15,955)$ |
| Changes in other current assets/liabilities | $(1,395)$ | 232 | $(15,475)$ | 186 |
| Cash flow generated/(absorbed) from operating activities | 74,117 |  | 29,040 |  |
| Interest and other bank charges paid | $(1,141)$ |  | (838) |  |
| Interest received | 69 |  | 79 |  |
| Income tax paid | $(18,486)$ |  | $(10,495)$ |  |
| Changes in other non-current assets/liabilities | $(1,675)$ |  | (155) |  |
| Net cash flow from operating activities (a) | 52,884 |  | 17,631 |  |
| Cash flow from investing activities |  |  |  |  |
| Purchase of tangible and intangible fixed assets | $(11,371)$ |  | $(8,954)$ |  |
| Proceeds from sale of tangible and intangible fixed assets | 111 |  | 130 |  |
| Net cash flow from investing activities (b) | $(11,260)$ |  | $(8,824)$ |  |
| Cash flow from financing activities |  |  |  |  |
| Repayment of borrowings | $(27,628)$ |  | $(33,308)$ |  |
| Proceeds from borrowings | 36,091 |  | 25,575 |  |
| Short term borrowings variation | $(24,178)$ |  | $(35,268)$ |  |
| Dividends paid to non-controlling interests | (80) |  | 0 |  |
| Other changes in Net Equity | 8,077 |  | 432 |  |
| Net cash flow from financing activities (c) | (7,718) |  | $(42,569)$ |  |
| Net increase/(decrease) in cash and cash equivalents (a)+(b)+(c) | 33,906 |  | $(33,762)$ |  |
| Cash and cash equivalents at the beginning of the period | 122,400 |  | 99,276 |  |
| Net increase/(decrease) in cash and cash equivalents | 33,906 |  | $(33,762)$ |  |
| Cash and cash equivalents at the end of the period | 156,306 |  | 65,514 |  |

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## ATTESTATION PURSUANT TO ART. 154 BIS OF LEGISLATIVE DECREE 58/98

The executive officer responsible for the preparation of the company's financial statements states, pursuant to paragraph 2, article 154 bis of the Consolidated Law on Finance, that the accounting information contained in this document is in line with the accounting books and records.

Milan, 12 May 2015

The executive officer responsible for the preparation of the company's financial statements
Luciano Santel


[^0]:    ${ }^{1}$ Non-cash costs related to stock option plans.
    ${ }^{2}$ In Q1 2015: FX Gain/(losses) 5,334 thousand euros; other financial income/(costs) $(1,493)$ thousand euros. In Q1 2014: FX Gain/(losses) (349) thousand euros; other financial income/(costs) $(2,715)$ thousand euros.

[^1]:    ${ }^{3}$ Comparable Store Sales Growth is based on sales growth in DOS (excluding outlets) which have been opened for at least 52 weeks and in the online store; excluded from the calculation are stores that have been extended and/or relocated.

[^2]:    ${ }^{4}$ Before non-recurring costs: non-cash costs relating to stock option plans, equal to 1.4 million euros in first quarter 2015 and 0.6 million euros in first quarter 2014.

