MONCLER

MONCLER S.P.A.: THE BOARD OF DIRECTORS APPROVES
THE INTERIM REPORT FOR FIRST QUARTER 2015[1]

MONCLER: REVENUES UP 30% AT CONSTANT EXCHANGE RATES
NET INCOME ADVANCES TO EUR 40M (+69%)

- **Consolidated Revenues: 201.0 million euros, up 38% compared to 145.4 million euros in the first quarter of 2014; +30% at constant exchange rates**
- **Adjusted EBITDA[2]: 65.7 million euros compared to 45.0 million euros in the first quarter of 2014; EBITDA margin of 32.7%**
- **Adjusted EBIT[2]: 57.3 million euros compared to 39.7 million euros in the first quarter of 2014; EBIT margin of 28.5%**
- **Net Income: 39.6 million euros compared to 23.5 million euros in the first quarter of 2014; Net Income margin of 19.7%**
- **Net Financial Debt: 84.3 million euros, compared to 111.2 million euros at 31 December 2014**
- **Implementation of the "2015 Performance Stock Option Plan" with regards to the first cycle of attribution and resolutions on corporate governance**

Remo Ruffini, Moncler's Chairman and Chief Executive Officer, commented: "I am very satisfied with the results we have achieved in the first quarter of 2015 which show considerable growth in all the markets in which we operate. Moncler increased its revenues by 30% in the first three months of this year at constant exchange rates, representing further acceleration over the already good results achieved in 2014 and once again confirming the strength of our brand and the excellence of our growth strategy. In addition, the contribution made to the growth of the whole of the group by those stores that have been open for more than 12 months was especially positive, with a rise of 25% in comparable store sales posted in the quarter.

While we are very aware that the year has only just begun and that the remaining months ahead are very important for us, we are all the same confident that once again Moncler will be able to show an upward trend in its results in 2015 in terms of both revenues and profits. As always, though, it is not only the numbers that give us satisfaction. There are many new projects on which my team and I are working together and which make me optimistic about the future of Moncler, consistent with the path of long-term sustainable growth on which the brand has embarked".

[1] This note applies to all pages: rounded figures, unaudited data.
[2] Before non-recurring costs mainly relating to stock option plans.

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Milan, 12 May 2015 – The Board of Directors of Moncler S.p.A., meeting today, examined and approved the consolidated Interim Report for the first quarter of financial year 2015, ending 31 March 2015.

Consolidated Revenues Analysis

In the first quarter of 2015 Moncler recorded **revenues of 201.0 million euros**, an **increase of 38% 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

	First Quarter 2015		First Quarter 2014		YoY growth %	
	€ '000	%	€ '000	%	Reported	Constant 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**	***100.0%***	**145,413**	***100.0%***	**+38%**	**+30%**

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 Moncler (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

	First Quarter 2015		First Quarter 2014		YoY growth %	
	€ '000	%	€ '000	%	Reported	Constant currencies
Retail	138,146	*68.7%*	81,798	*56.3%*	+69%	+54%
Wholesale	62,869	*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-in-shops)**, 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.

Network of Mono-brand Stores

	31/03/2015	31/12/2014	Net openings Q1 2015
DOS	**151**	**134**	**17**
Italy	19	19	-
EMEA (excl. Italy)	51	51	-
Asia & Rest of the World	67	50	17
Americas	14	14	-
Shop-in-shop	**30**	**38**	**(8)**
Mono-brand stores	**181**	**172**	**9**

[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.

Analysis of Consolidated Operating and Net 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 **18.8 million euros**, 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 **65.7 million euros**, compared to 45.0 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 39.6 **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.

Consolidated Balance Sheet and Cash Flow Analysis

Net Financial Debt at 31 March 2015 was **84.3 million euros** compared to 111.2 million euros at 31 December 2014, and 163.9 million euros at 31 March 2014.

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 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).

Free Cash Flow generated in the first quarter of 2015 was 38.6 million euros compared to 7.1 million euros in the same period of 2014.

[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.

Other resolutions

Based on the favorable opinion of the Nomination and Remuneration Committee and putting into effect the resolutions adopted by the Shareholders' Meeting of April 23, 2015, at its meeting today the Board of Directors also resolved to implement the "*2015 Performance Stock Option Plan*" approved by that Shareholders' Meeting with reference to the first cycle of options and as a consequence approved the plan's implementation regulation and resolved the granting of 1,385,000 options to 28 beneficiaries each of which valid for subscribing ordinary Moncler shares (in the ratio of 1 new ordinary share for each option exercised) at the subscription price of 16.31 euros.

Detailed information on the decisions adopted by the Board of Directors concerning the implementation of the "*2015 Performance Stock Option Plan*" will be published within the time period and by the means prescribed by article 84-*bis* of the Regulation adopted by CONSOB by way of Resolution no. 11971 of May 14, 1999 as amended.

Following the appointment by the ordinary Shareholders' Meeting of April 23, 2015, pursuant to article 2386, paragraph 1 of the Italian civil code and article 13.4 of the Article of By-laws, of Mr. Galateri di Genola and Mrs. Moriani as members of the Board of Directors, the Board has assessed whether these Directors hold the independence requirements prescribed by the combined provisions of article 147-*ter*, paragraph 4 and article 148, paragraph 3 of Italian Legislative Decree no. 58 of February 24, 1998 and by article 3 of the Corporate Governance Code.

During the meeting the Board of Directors has confirmed (i) Mr. Galateri di Genola as independent member of the Nomination and Remuneration Committee and of the Control and Risks Committee, as President of the Control and Risks Committee, and as lead independent director of Moncler; and (ii) Mrs. Diva Moriani, as independent member of the Nomination and Remuneration Committee and of the Control and Risks Committee, as President of the Nomination and Remuneration Committee.

Consolidated Income Statement, Balance Sheet Statement and Cash Flow Statement

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[5]	(1,411)	*(0.7%)*	(602)	*(0.4%)*
EBIT	**55,887**	***27.8%***	**39,056**	***26.9%***
YoY growth	*+43%*		*+12%*	
Net financial result[6]	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%***
YoY growth	*+46%*		*+15%*	

[5] Non-recurring items mainly include non-monetary costs related to stock option plans.

[6] First quarter 2015: FX Gain/(Losses) 5,334 thousand euros; Other financial items (1,493) thousand euros.
First quarter 2014: FX Gain/(Losses) (349) thousand euros; Other financial items (2,715) thousand euros.

Reclassified consolidated statement of financial position			
(Euro/000)	**31/03/2015**	**31/12/2014**	**31/03/2014**
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**	**75,249**
Invested Capital	**548,212**	**539,951**	**507,931**
Net Debt	84,343	111,155	163,880
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**

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	**54,810**	**22,743**
Net financial result	3,841	(3,064)
Taxes	(20,009)	(12,621)
Free Cash Flow	**38,642**	**7,058**
Dividends paid	(80)	0
Changes in equity and other changes	(11,750)	122
Net Cash Flow	**26,812**	**7,180**
Net Financial Position - Beginning of Period	111,155	171,060
Net Financial Position - End of Period	84,343	163,880
Change in Net Financial Position	**26,812**	**7,180**

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The manager in charge of preparing corporate accounting documents, Luciano Santel, declares, pursuant to paragraph 2 of article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this press release corresponds to the accounting figures, books and records.

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FOR FURTHER INFORMATION:

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About Moncler
Moncler was founded at Monestier-de-Clermont, Grenoble, France, in 1952 and is currently headquartered in Italy. Over the years the brand has combined style with constant technological research assisted by experts in activities linked to the world of the mountain. The Moncler outerwear collections marry the extreme demands of nature with those of city life. In 2003 Remo Ruffini took over the company, of which he is currently Chairman and CEO. Moncler manufactures and directly distributes the Moncler clothing and accessories collections Moncler Gamme Rouge, Moncler Gamme Bleu, Moncler Grenoble and Moncler Enfant through its boutiques and in exclusive international department stores and multi-brand outlets.