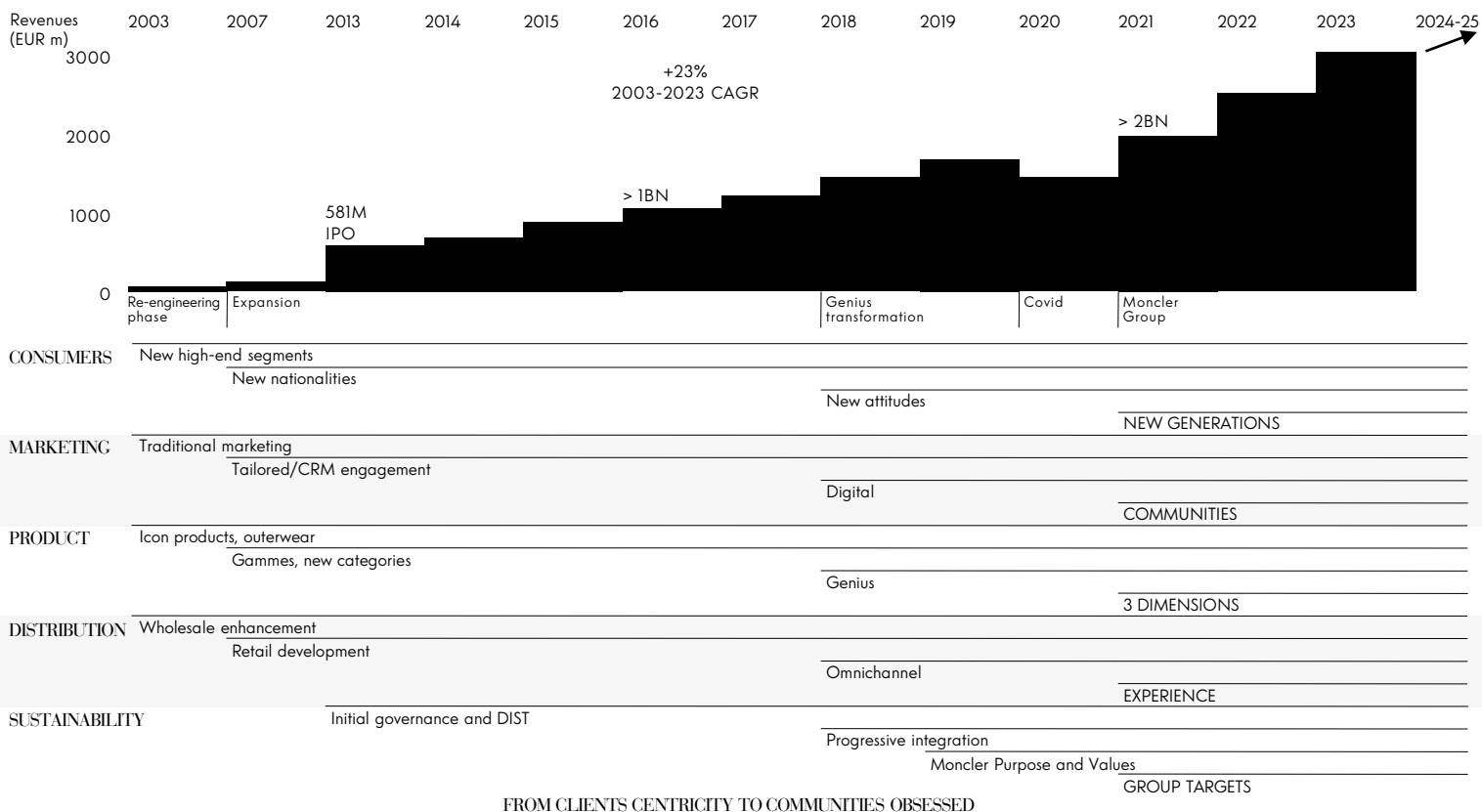


# ENGAGE, EMPOWER, ENSURE

## A HISTORY OF EVOLUTION, TRANSFORMATION AND GROWTH



### ...READY TO REACH NEW HEIGHTS

## MONCLER GROUP | FY 2023 RESULTS HIGHLIGHTS<sup>(1)</sup>

GROWTH AT CFX YOY

### GROUP REVENUES

FY 2023  
EUR 2,984.2m  
(+17%)

### MONCLER REVENUES

FY 2023  
EUR 2,573.2m  
(+19%)

### STONE ISLAND REVENUES

FY 2023  
EUR 411.1m (+4%)

### GROUP EBIT

EUR 893.8m  
30.0% on revenues

### GROUP NET INCOME

EUR 611.9m  
20.5% on revenues

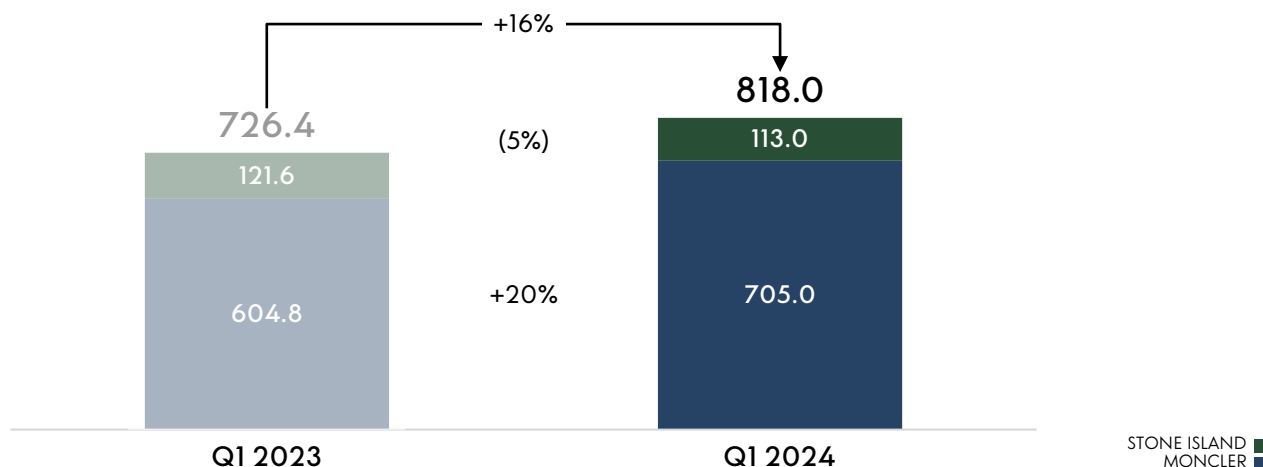
### GROUP NET FINANCIAL POSITION<sup>(2)</sup>

EUR 1,033.7m

(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.

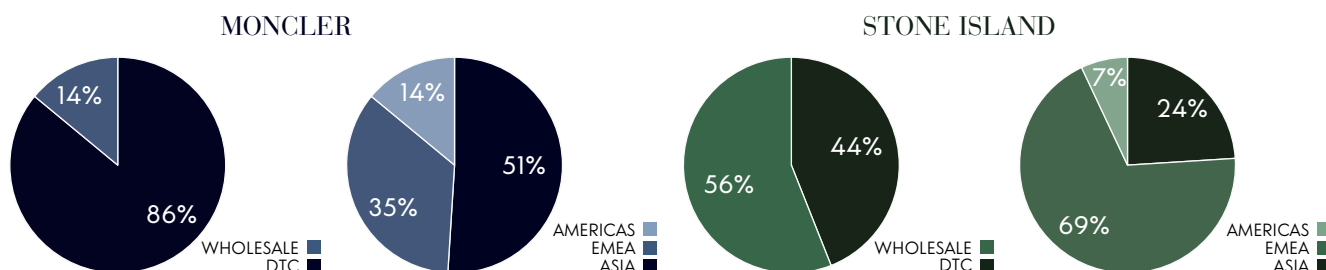
(2) Excluding lease liabilities arisen from the adoption of the IFRS 16 accounting principle.

## Q1 2024 GROUP REVENUES<sup>(1)</sup>



(1) Growth at constant FX rates; rounded figures.

## Q1 2024 REVENUES BREAKDOWN BY CHANNEL AND GEOGRAPHY



## RESULTS KEY HIGHLIGHTS<sup>(2)</sup>

	H1 2023		H2 2023		FY 2023		FY 2022		FY 2021	
	EUR M	%	EUR M	%	EUR M	%	EUR M	%	EUR M	%
REVENUES	1,136.6	100%	1,847.6	100%	2,984.2	100%	2,602.9	100%	2,046.1	100%
YoY performance	+24%		+10%		+15%		+27%		+42%	
Gross Profit	851.0	74.9%	1,449.8	78.5%	2,300.8	77.1%	1,987.8	76.4%	1,566.9	76.6%
EBIT	217.8	19.2%	676.0	36.6%	893.8	30.0%	774.5	29.8%	603.1 <sup>(3)</sup>	29.5%
Net result	145.4	12.8%	466.6	25.3%	611.9	20.5%	606.7	23.3%	411.4	20.1%
CAPEX	69.5		104.6		174.1		167.1		124.7	
Net Debt / (Cash)	(470.7)		(1,033.7)		(1,033.7) <sup>(4)</sup>		(818.2)		(729.6)	
Retail stores (#)	331		350		350		323		267	

(2) 2023 and 2022 figures include the results for both Moncler and Stone Island brands, while the 2021 results included only nine months for the Stone Island brand, since the consolidation started from 1 April 2021; (3) FY 2021 data include PPA and transaction adjustments for the Stone Island transaction with an impact at EBIT level of EUR 23.8m; (4) At 31 December 2023, lease liabilities were equal to EUR 805.2m, compared to EUR 837.4m at 31 December 2022.

## SHAREHOLDING

	%	# SHARES (M)
Double R S.r.l.	15.8%	43.4
MARKET		
Morgan Stanley	8.6%	23.6
Capital Research and Management Co.	5.0%	13.6
Venezio Investments Pte. Ltd.	4.5%	12.4
Blackrock Inc.	4.2%	11.5
Treasury Shares	1.5%	4.2
Other Shareholders	60.4%	166.1
<b>TOTAL</b>	<b>100.0%</b>	<b>274.8</b>

Last update: 20.03.2024

## UPCOMING EVENTS

24 JULY 2024  
B.o.D. for the Approval of the Half-Year Financial Report at 30 June 2024

29 OCTOBER 2024  
B.o.D. for the Approval of the Interim Management Statement at 30 September 2024

## CONTACTS

ELENA MARIANI  
Strategic Planning  
and Investor Relations Director  
elena.mariani@moncler.com

GAIA PICCOLI  
Strategic Planning  
and Investor Relations Manager  
gaia.piccoli@moncler.com

FRANCESCA MARI  
Strategic Planning  
and Investor Relations Analyst  
francesca.mari@moncler.com