

MONNALISA PRESENTS ITS ANNUAL REPORT 2017

Double digit growth for 2017 and increased international propensity of the Group to continue in the brand development project in the market

Arezzo, 30 July 2018 - **Monnalisa (Aim Italia -Ticker MNL)**, a leading company in the high-end childrens clothing sector, listed on the Aim market of Borsa Italiana, presented the Annual Report 2017 to the financial community, at its Arezzo Showroom today. This event has become a tradition for the Company and the stakeholders to meet.

A few days from the listing début, Chairman Piero Iacomoni and CEO Christian Simoni described the 2017 results, boasting double digit growth on the chief indicators: consolidated revenues for 2017, amounting to 47.7 million Euro, up about 18% compared to 2016, and Ebitda amounting to 6.57 million Euro, up 56.6% compared to 2016. Also the net income is positive, standing at 2.25 million Euro, up 5% compared to the previous year.

Monnalisa currently distributes to more than 60 countries, through monobrand stores, the most prestigious Department Stores around the world and more than 750 multi-brand points of sale. It is ready to continue expanding by opening 15 shops within the first quarter of 2019 in Europe, Turkey, India, USA and Asia-Pacific.

2017 proved very positive in terms of the junior fashion business, where Monnalisa gained additional market positions, reaching a share 15% higher between 2014 and 2016, thanks to an 8.2% CAGR, which corresponds to growth 7% higher than the market (*Databank Annual Report figures on childrenswear*). Also exports are up, which in 2017 amounted to 67% of revenues, and, together with the production and distribution of own brand lines, places Monnalisa well above its competitors.

Christian Simoni, Monnalisa CEO, stated: *"2017 was a very important year for the Group since it paved the way for the stock market listing, as the first goal achieved along the path of Monnalisa's constant expansion in Italy and abroad. Such growth will translate into new openings around the world, but also into a continuous investment on the quality and distinctive features of the products, people and technology. The impressive results regarding revenues and profitability are also a consequence of the significant investment transactions performed by Monnalisa during 2017, in continuity with the plans of previous years and our business plan".*

Monnalisa proved to be highly innovative again this year: its integrated financial statements tell and report its financial, social and environmental performance according to prevailing themes for its stakeholders such as quality, sustainability and innovation.



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A copy of the Annual Report 2017 is available on the Monnalisa website in the [Investor Relations](#) section.

Monnalisa SpA (Aim Italia -Ticker MNL), a company active in the high end childrenswear segment for 50 years, was founded in Arezzo in 1968. Distributed **in more than 60 countries**, both in directly owned flagship stores and in the most prestigious Department Stores in the World and in more than 750 sales points in multi-brand stores, has a **2017** turnover of **47,7 million euro**. The high quality and high fashion content offer is completed by substantial investments in research and development, a great social sensitivity, conformity to the SA8000 regulation and environmental certification ISO 14001. Since April 2016, it is an Elite-Borsa Italiana (Elite-Italian Stock Exchange) certified company.

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