MONTE CARLO FASHIONS LIMITED
Regd. Office : B-XXIX-106, G.T. Road, Sherpur, Ludhiana - 141003 (Pb.) India.
Tel.: 91-161-5048610, 5048620, 5048630, 5048640 Fax : 91-161-5048650

MCFL/SE/2025-26 **August 6, 2025**

National Stock Exchange of India Limited **Exchange Plaza, Plot No. C/1,** **G-Block, Bandra-Kurla Complex,** **Bandra (E), Mumbai-400051**	**BSE Limited.** **Phiroze Jeejeebhoy Tower,** **Dalal Street,** **Mumbai-400001**
Symbol: MONTECARLO	**Scrip Code: 538836**

SUB: EARNINGS PRESENTATION

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Earnings Presentation.

Request you to kindly take the above information on record.

Thanking You,

Yours Faithfully

For MONTE CARLO FASHIONS LIMITED

ANKUR GAUBA

Digitally signed by ANKUR GAUBA
Date: 2025.08.06 19:19:50 +05'30'

ANKUR GAUBA
COMPANY SECRETARY & COMPLIANCE OFFICER
ICSI Membership No: FCS 10577

MONTE CARLO

EARNINGS Presentation

MONTE CARLO | MONTE CARLO | MONTE CARLO |

Q1 - FY26

Snapshot

MONTE CARLO

Leading winterwear brand and Super Brand for Woolen knitted apparel

India's **first organized lifestyle apparel brand**

Diversified Product Portfolio across **Men, Women & Kids with Woolen, Cotton fabrics and Home Textiles**

Highly experienced Management Team in textile and apparel business

Strong Pan India distribution
470 EBO's
1,323 MBO's
935 NCS and SIS

Presence across all **leading E-commerce platforms**

2 state of art integrated Manufacturing facilities located In Punjab

Expert In-house **design team of 26+ professionals**

5 year
Revenue CAGR 8.69%
EBITDA CAGR 8.44%

No Long-Term Debt

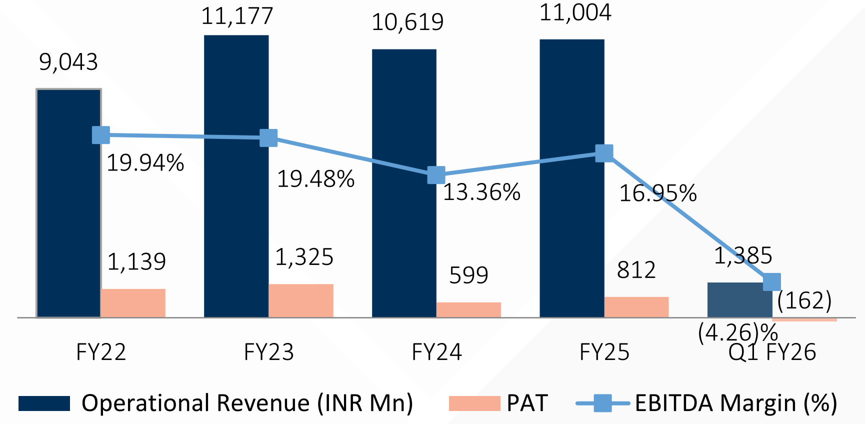
FY25
ROCE 14.9%
ROE 10.0%

Consistent dividend paying track record

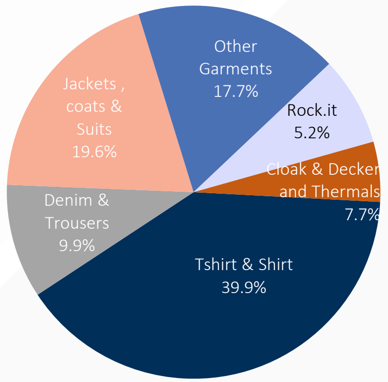
Company Overview

- Monte Carlo Fashions Limited was incorporated in 2008 and is led by the visionary leader Mr. J. L. Oswal who has more than 50 years of experience in the textiles and apparels business and is the promoter of well known Oswal Woolen Mills Ltd and Nahar Group.
- It is one of the leading apparel brands in India in woolen and cotton category across men, women and kids wear and also has a presence in home textiles.
- The company has two state-of-the-art integrated manufacturing facilities in Ludhiana, Punjab with a strong in-house design team of 26+ who design around 900 SKU's each month.
- The products are sold over a strong pan India presence through a wide network of EBO's, MBO's, National Chain Stores along with easy availability across major E-Commerce platforms like Amazon, Flipkart, Myntra, etc.
- Besides the leading brand "Monte Carlo", the company has also established brands like Rock it, Cloak & Decker, Luxuria catering across all customer categories.

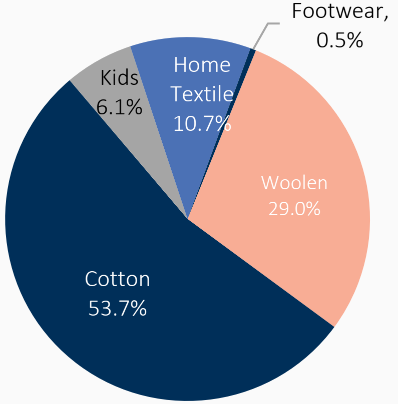
Consolidated Revenue (INR Mn), EBITDA Margin (%) & PAT (INR Mn)



FY25 Cotton Segment Bifurcation



FY25 Product Segment Mix*



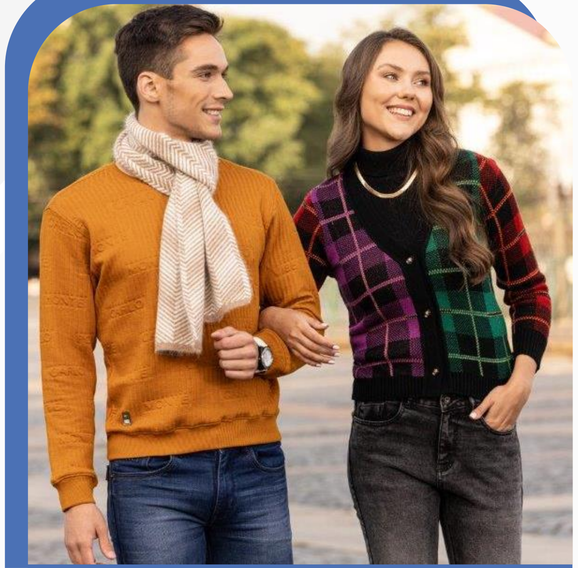
* Footwear sales amounted to INR 78.86 Mn in FY25

Product Segments

MONTE CARLO

Cotton
54%

- Shirts, T-shirts, trousers, tracksuits, jackets, sweat-shirts, shorts, track pants and denims



Woolen
29%

- Sweaters, pullovers, thermals, coats, blazers, cardigans and woolen accessories

Home Textile
11%

- Mink blankets, bedsheets and quilts

Kids
6%

- Sweaters, cardigans, T-shirts, shirts, sweat-shirts and bottoms

* Segmental Sales Percentage breakup is as on FY25
Footwear sales amounted to INR 78.86 Mn in FY25

Strong Distribution Network

MONTE CARLO

EBO (470)
- FOFO (324)
- COCO (146)

MBO (1,323)

NCS (432)

SIS (503)

E-commerce

Channel	Q1 FY26	Q1 FY25	Y-o-Y
EBO-COCO	146	122	19.7%
EBO-FOFO	324	295	9.8%
MBO and distributors	1,323	1,249	5.9%
NCS	432	496	(12.9)%
SIS	503	410	22.7%

Online Platforms

Myntra, Flipkart, amazon.com, Paytm, LIMEROAD.COM, TATA CLiQ, AJIO, snapdeal, N FASHION

Company's own Online Platforms

MONTE CARLO — It's the way you make me feel

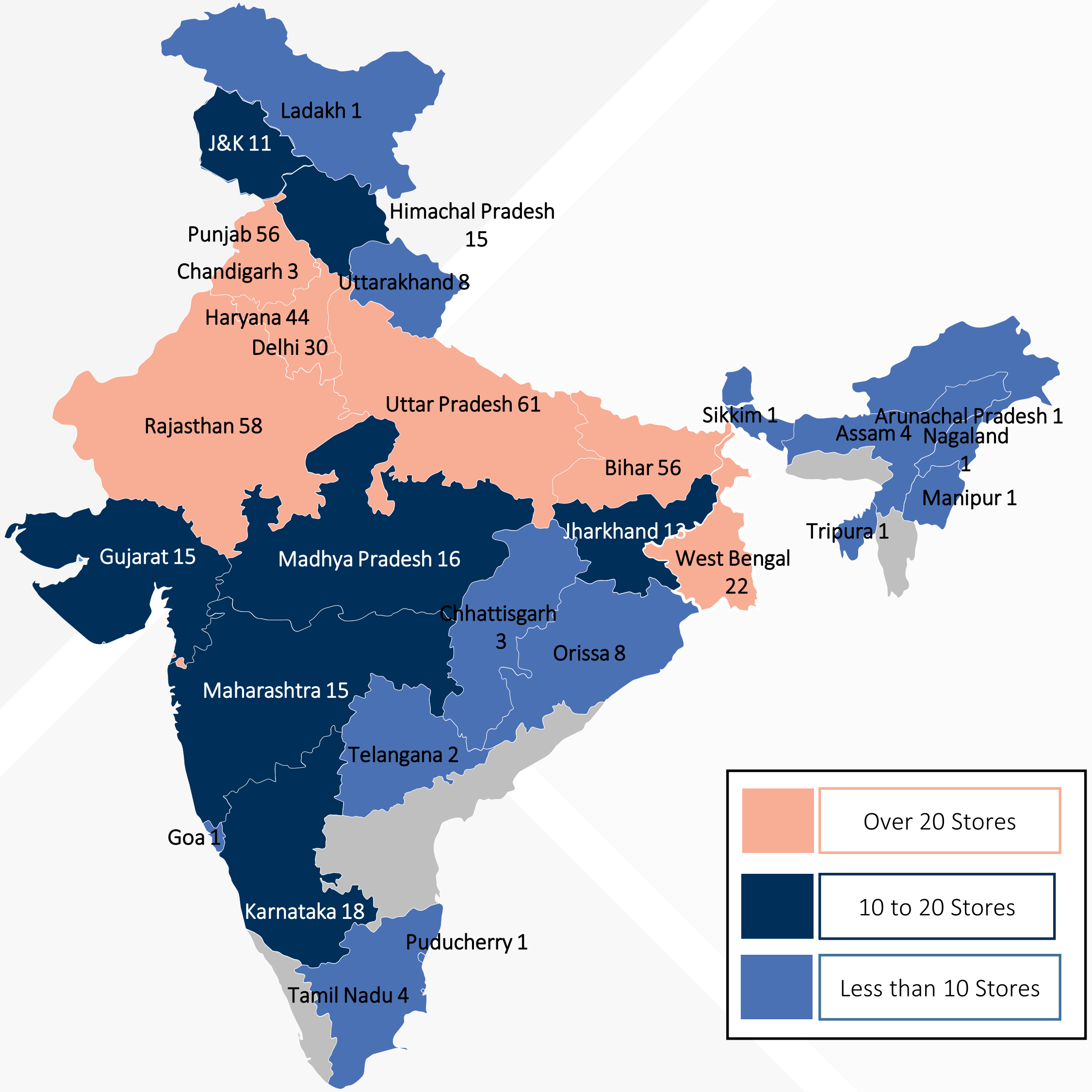
rock.it

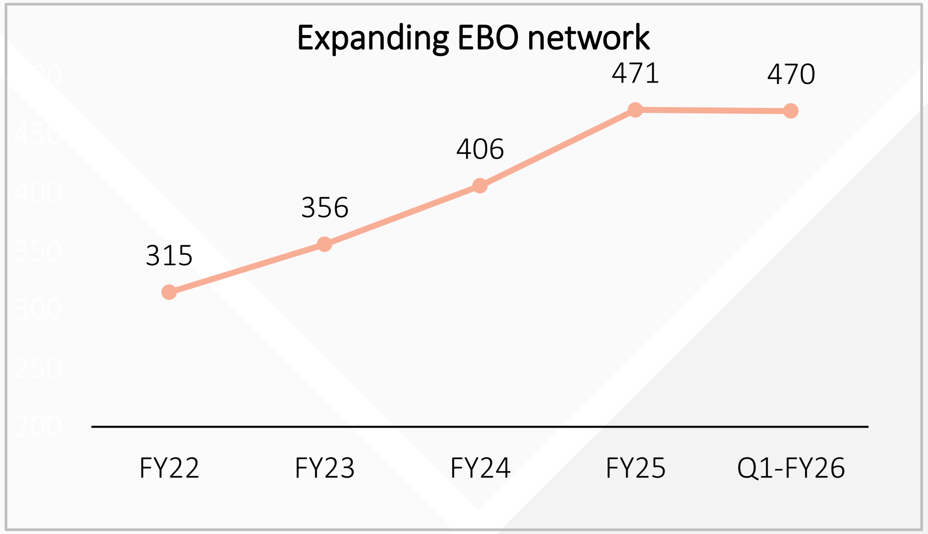
Total sales through own website in FY25: INR 328.5 Mn

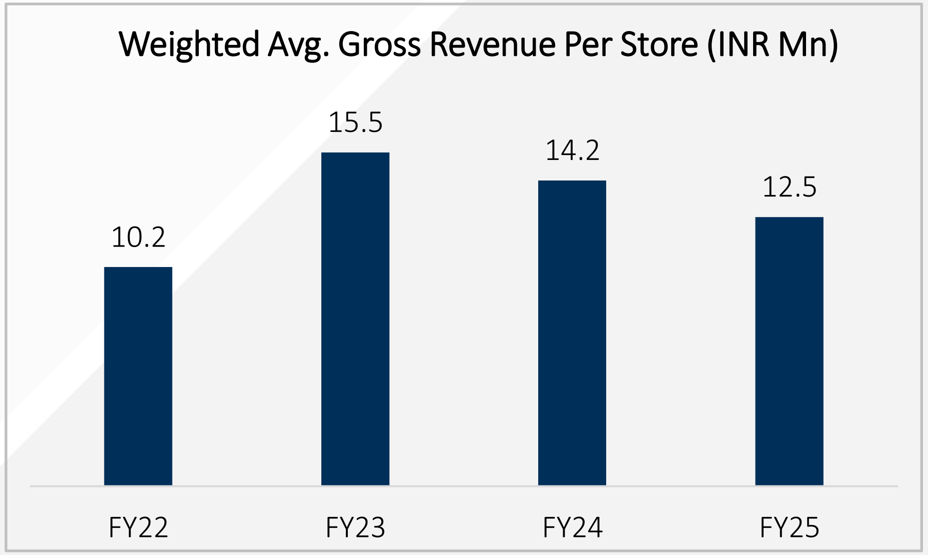
National Chain Stores

Shoppers Stop, pantaloons FRESH FASHION, LuLu, Reliance RETAIL, TRENDS GET THEM TALKING, lifestyle YOUR STYLE. YOUR STORE., globus

Pan India EBO Network







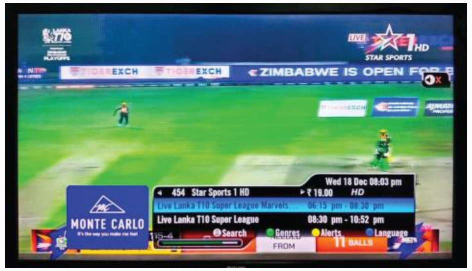
- New Store Launches – Q1 FY26 - (COCO - 1 & FOFO - 2 & FOFO Cloak & Decker – 3)
- COCO : Central (1)
- FOFO : Central (1), East (1)
- FOFO [Cloak & Decker] : North (2), West (1)

Brand Visibility

MONTE CARLO

360 MEDIA Electronic Media	TV ADVERTISEMENT	PRINT MEDIA

1. High Frequency Campaign on top 1 News Channels (Hindi + English)
2. L-bands taken to increase visibility through in content exposure
3. Sponsorship of Top News show Black & White on Aaj Tak
4. Sponsorship of 9pm property Janhit on ABP News




Zeenat gives sleepless nights to officials, people of 3 states

MONTE CARLO


पंजाब केसरी

TUE,19 NOVEMBER 2024
EDITION: LUDHIANA, PAGE NO. 7

मोंटे कार्लो ने किया आरामदायक, स्टाइलिश व प्रत्येक आयु वर्ग के लिए विंटर कलेक्शन लांच

लुधियाना, 18 नवम्बर (जोशी, बिजनेस न्यूज़): भारतीय फैशन में एक विश्वसनीय नाम मोंटे कार्लो ने अपने स्लोगन 'इट्स द वे यू मेक मी फील' के अनुरूप अपनी नवीनतम एथनिक वियर विंटर कलेक्शन लांच करने की घोषणा की है।

नई कलेक्शन को इस तरह डिजाइन किया गया है कि कोई भी इसे पहन कर गर्माहट महसूस करने के साथ-साथ सहजता से स्टाइलिश भी दिखाई दे।

यह कलेक्शन पुरुष, महिलाओं और बच्चे सभी के लिए कुछ न कुछ नया लेकर आया है। कलेक्शन में नर्म स्वेटर्स से लेकर आरामदायक थर्मल्स वियर, फैशनेबल जैकेट से लेकर बहुउद्देशीय ट्रैक सूट और रिवर्सेबल स्वेटशर्ट्स तक शामिल किए गए हैं।

परिधान के पूरक के रूप में मोंटे कार्लो की शानदार शॉल्स और सर्दी की एक्सेसरीज की रेंज अतिरिक्त एलिगेंस और कार्यक्षमता का एक नया आयाम प्रस्तुत करती है। बढ़िया ऊन से तैयार और जीवंत रंगों तथा क्लासिक पैटर्न की एक श्रृंखला में उपलब्ध ये शॉल कैजुअल और फॉर्मल दोनों तरह के पहनावे के लिए एकदम सही हैं।

मोंटे कार्लो के एक्सेसरीज, जिसमें स्टाइलिश टोपी, स्कार्फ और दस्ताने शामिल हैं, सुनिश्चित करते हैं कि आप किसी भी अवसर पर आरामदायक रहें। इस लॉन्च के साथ मोंटे कार्लो ने अपने बहुमुखी पोर्टफोलियो का विस्तार किया है।


अमर उजाला

मोंटे कार्लो ने नवीनतम विंटर कलेक्शन लांच किया

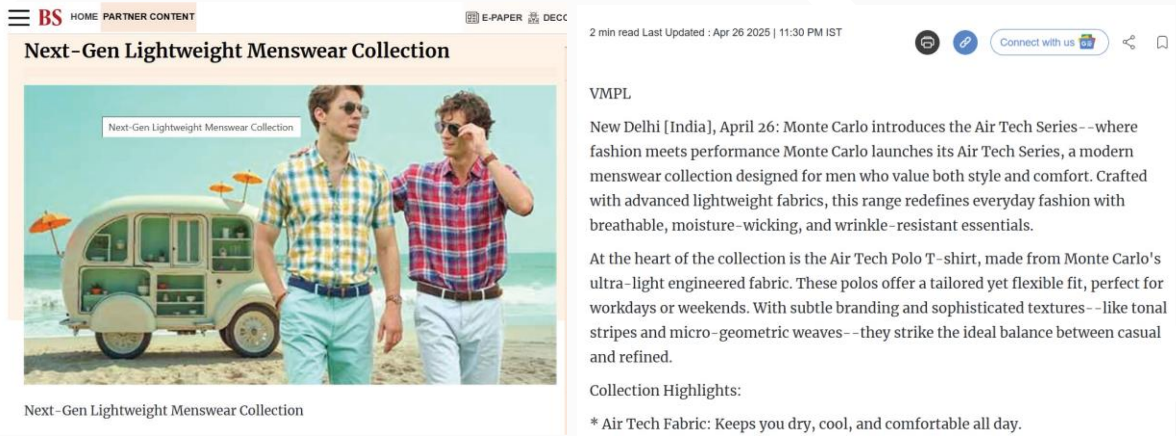

This collection focusses on dynamic demands of today's lifestyle

Brand Visibility

MONTE CARLO

OOH & OUTDOOR MEDIA

DIGITAL MEDIA



BS HOME PARTNER CONTENT E-PAPER

Next-Gen Lightweight Menswear Collection

Next-Gen Lightweight Menswear Collection

2 min read Last Updated : Apr 26 2025 | 11:30 PM IST

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VMPL

New Delhi [India], April 26: Monte Carlo introduces the Air Tech Series--where fashion meets performance Monte Carlo launches its Air Tech Series, a modern menswear collection designed for men who value both style and comfort. Crafted with advanced lightweight fabrics, this range redefines everyday fashion with breathable, moisture-wicking, and wrinkle-resistant essentials.

At the heart of the collection is the Air Tech Polo T-shirt, made from Monte Carlo's ultra-light engineered fabric. These polos offer a tailored yet flexible fit, perfect for workdays or weekends. With subtle branding and sophisticated textures--like tonal stripes and micro-geometric weaves--they strike the ideal balance between casual and refined.

Collection Highlights:

* Air Tech Fabric: Keeps you dry, cool, and comfortable all day.

CINEMA ADS

INOX
A PVR INOX EXPERIENCE

Cinépolis

CARNIVAL CINEMAS

PVR CINEMAS

Future Growth Strategies

MONTE CARLO

Penetrate New Markets

Explore new pockets through deeper penetration in the existing markets

Diversify revenue mix

To further diversify the product basket which includes summer wear, blankets, quilts, athlisures, ultra premium clothing, etc.

Expand Customer Base

Enhance customer base in western and southern India by increasing number of EBO's and MBO's

Modernize Manufacturing Facilities

Overhaul manufacturing facilities, warehouses and streamline business processes

Future Strategies

Expanding networks

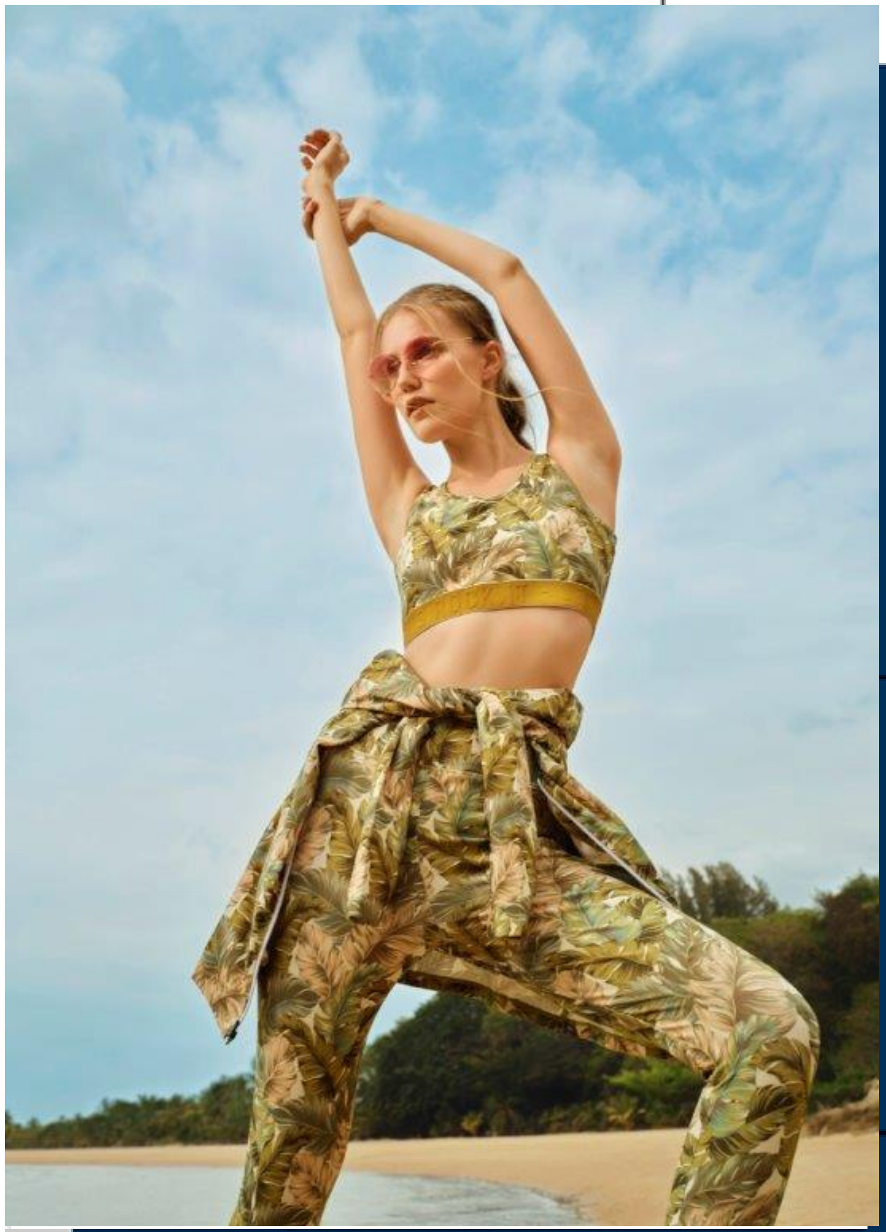
Increasing presence in LFS's and EBO's and E-Commerce Platforms

MONTE CARLO

Q1 - FY26

OPERATIONAL

Highlights



Financial Highlights

MONTE CARLO

Q1-FY26 Consolidated Financial Highlights

Revenue	EBITDA*	EBITDA Margin
INR 1,385 Mn	INR (59) Mn	(4.26)%
PAT	**PAT Margin**	**Diluted EPS**
INR (162) Mn	(11.70)%	INR (7.82)

Q1-FY26 Standalone Financial Highlights

Revenue	EBITDA*	EBITDA Margin
INR 1,385 Mn	INR (58) Mn	(4.19)%
PAT	**PAT Margin**	**Diluted EPS**
INR (163) Mn	(11.77)%	INR (7.87)

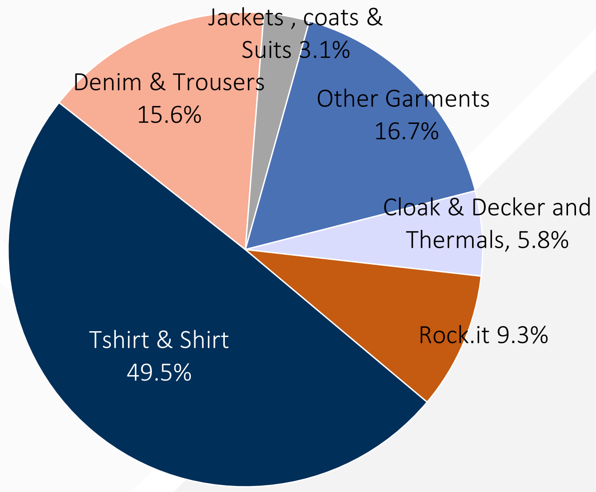
* Excluding Other Income

Q1-FY26 Operational Highlights

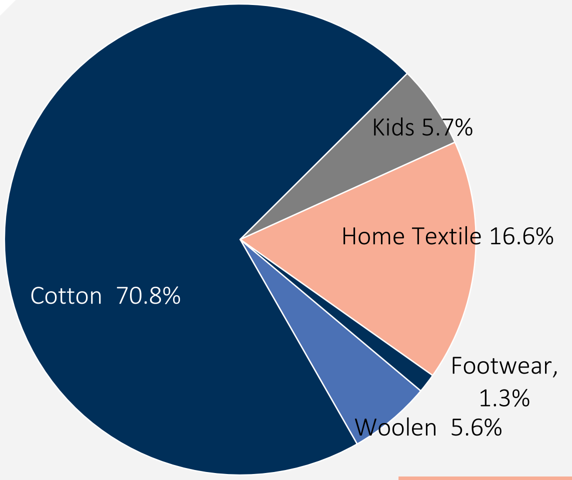
MONTE CARLO

- The Company remains strongly focused on expanding its retail footprint and is aggressively working towards opening 40–45 Exclusive Brand Outlets (EBOs) across India, with a strategic emphasis on the Western and Southern regions.
- Online sales have witnessed significant growth, particularly through the Company's own website.
- The Home Textiles segment continues to demonstrate strong growth momentum.
- The Company expanded its retail presence in Q1 FY'26 by launching 3 new EBOs under the "Cloak & Decker" brand, bringing the total count to 15 stores. The Company plans to further scale this to 35 EBOs by year-end, with each store ranging between 500–1,000 sq. ft.
- The "Rock.it" brand continues on a strong growth trajectory with consistent performance.
- Footwear sales surged by 115% in Q1 FY'25 as compared to Q1 FY'25, with continued growth expected in upcoming quarters.
- The Company has partnered with Quick Commerce platforms such as Blinkit, Swiggy, and Zepto to enable express delivery within 30 minutes, enhancing customer convenience and reach.
- A strategic collaboration has been established with Salesforce Inc. to streamline operations, enhance customer experience, and drive long-term loyalty through digital transformation.

Q1-FY26 Cotton Segment Bifurcation



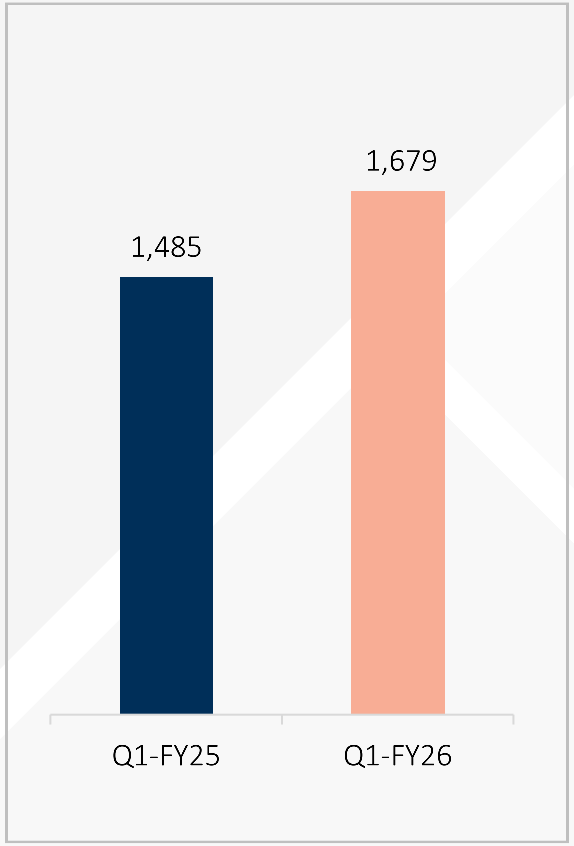
Q1-FY26 Segmental Sales



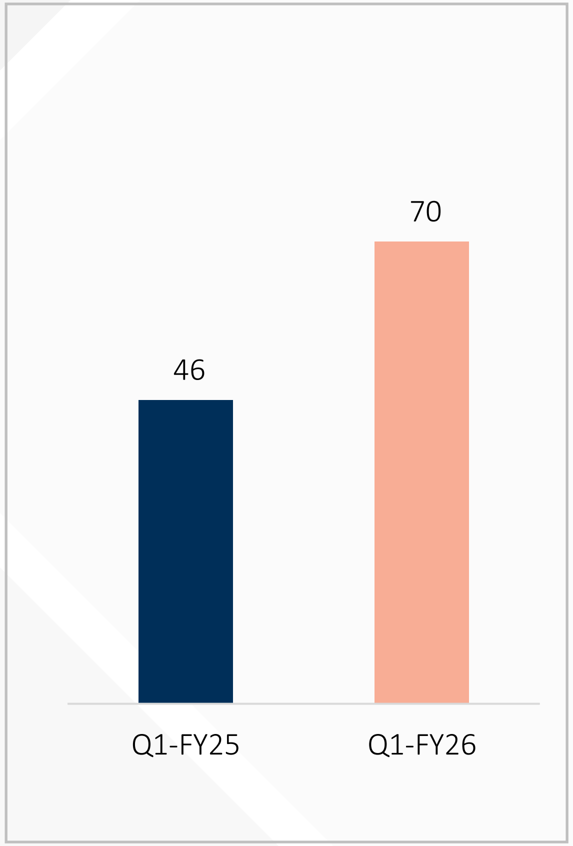
Segmental Volumes

QUARTERLY

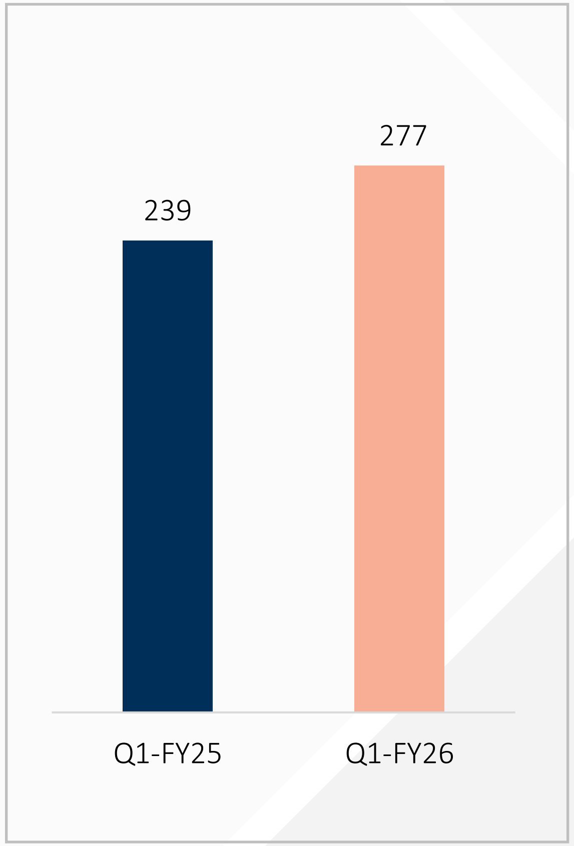
Cotton (‘000)



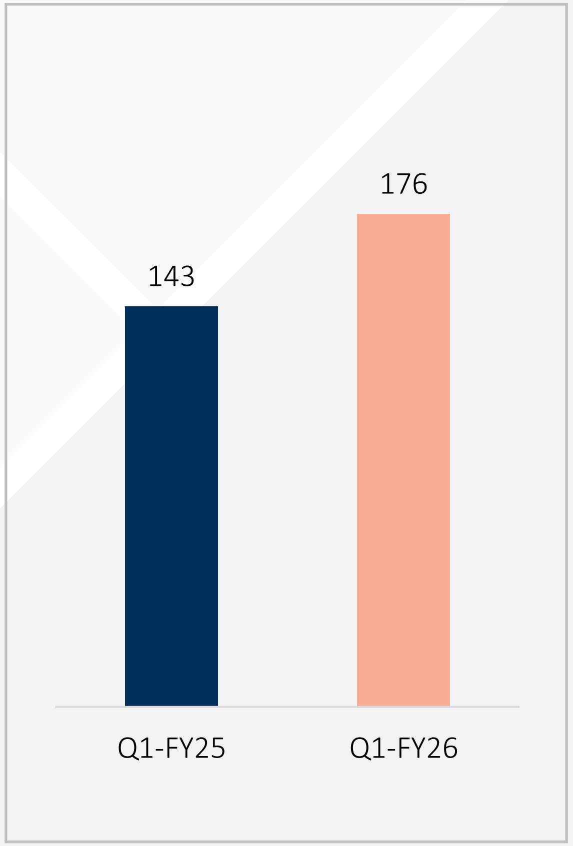
Woolen (‘000)



Home Textile (‘000)



Kids (‘000)



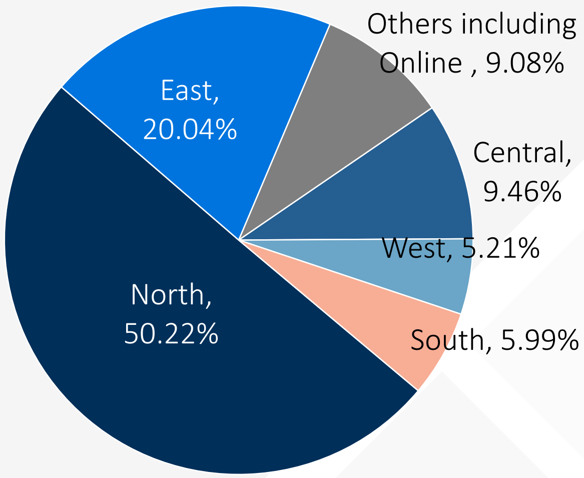
*Q1 FY26 Footwear sales volume is 12,365 Pcs

Quarterly and Annual Revenue Breakup

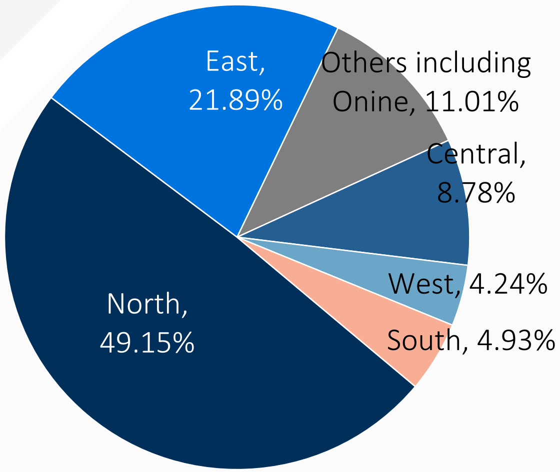
MONTE CARLO

Revenue by Region

Q1-FY25 - INR 1,639 Mn

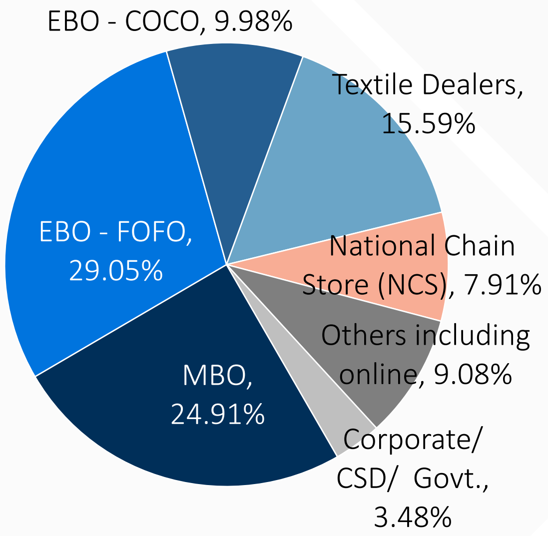


Q1-FY26 – INR 1,961 Mn

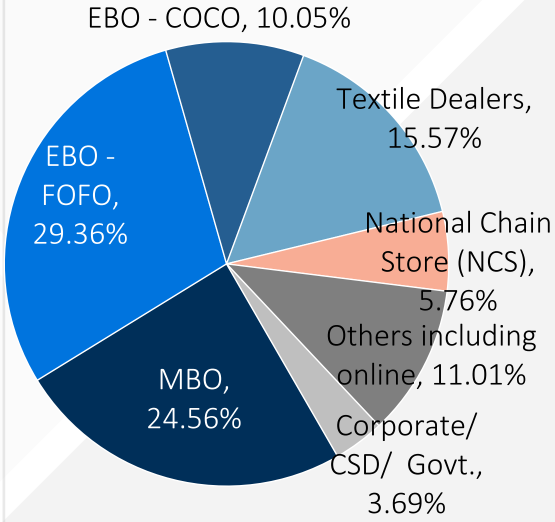


Revenue by Channel

Q1-FY25 – INR 1,639 Mn



Q1-FY26 – INR 1,961 Mn



Particulars (INR Mn)	Q1-FY25	Q1-FY26
Garments & Textile sale	1,639	1,961
Misc. Sales	13	9
Opening Provision for Sales return and Undelivered sales	1,225	1,548
Closing Provision for Sales return and Undelivered sales	(849)	(1,193)
Sales Returns(Actual)	(659)	(805)
Rebate & Discounts	(112)	(137)
Sale as per Financials	**1,257**	**1,383**

Q1-FY26 Marketing Highlights

MONTE CARLO

Q1-FY26 New Store Launches

MONTE CARLO

FINANCIAL Overview

Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q1-FY26	**Q1-FY25**	Y-O-Y
Revenue from Operations	**1,385**	**1,260**	**9.9%**
Operating Expenses	1,444	1,283	12.5%
Operating EBITDA	**(59)**	**(23)**	**NA**
Operating EBITDA Margins (%)	***(4.26)%***	***(1.83)%***	***(243) Bps***
Other Income	104	73	**42.5%**
Depreciation	152	136	11.8%
Finance Cost	109	91	**19.8%**
PBT	**(216)**	**(177)**	22.0%
Tax	(54)	(44)	**22.7%**
PAT	**(162)**	**(133)**	21.8%
PAT Margin (%)	***(11.70)%***	***(10.56)%***	***(114) Bps***
Other Comprehensive Income	-	1	NA
Total Comprehensive Income	**(162)**	**(132)**	**22.7%**
Diluted EPS (INR)	(7.82)	(6.40)	22.2%

Historical Consolidated Income Statement

MONTE CARLO

Particulars (INR Mn)	FY23	FY24	FY25
Revenue from operations	**11,177**	**10,619**	**11,004**
Expenses	9,000	9,200	9,139
Operating EBITDA	**2,177**	**1,419**	**1,865**
Operating EBITDA Margins (%)	***19.48%***	***13.36%***	***16.95%***
Depreciation	418	512	602
Finance Cost	245	375	476
Other Income	208	275	352
PBT	**1,722**	**807**	**1,139**
Tax	397	208	327
Profit after Tax	**1,325**	**599**	**812**
PAT Margins (%)	***11.85%***	***5.64%***	***7.38%***
Other Comprehensive Income	(19)	-	(5)
Total Comprehensive Income	**1,306**	**599**	**807**
Diluted EPS (INR)	63.92	28.91	39.15

Historical Consolidated Balance Sheet

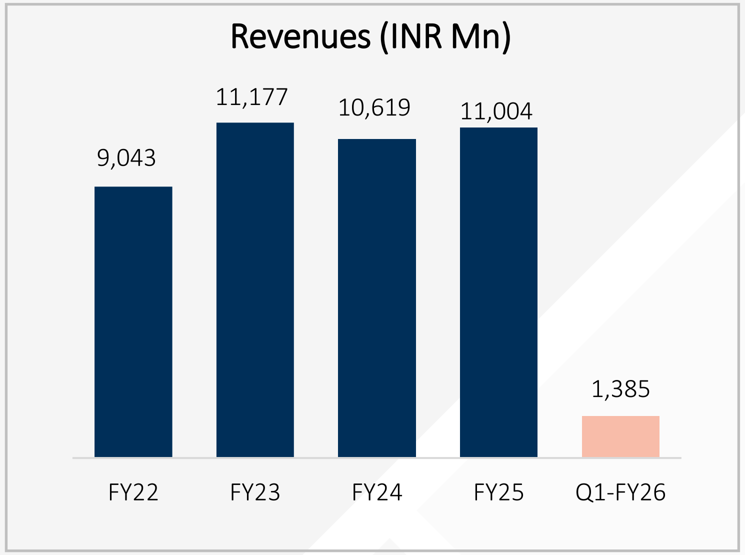
MONTE CARLO

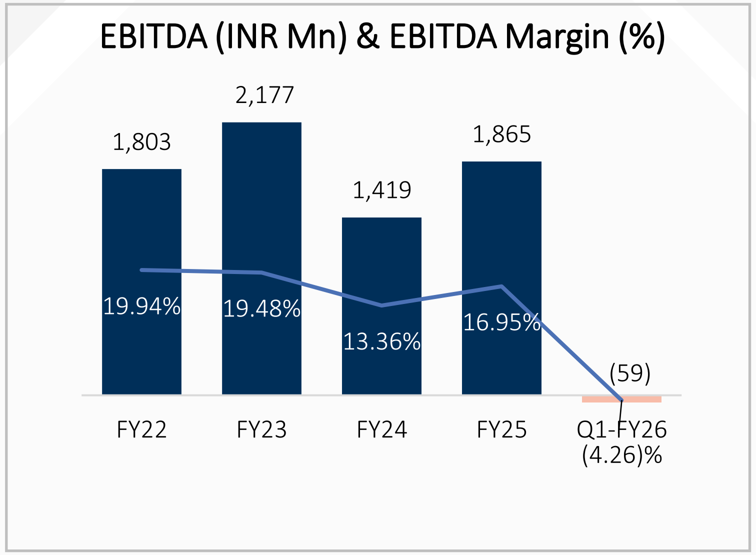
Particulars (INR Mn)	FY23	FY24	FY25
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	1,554	1,786	1,831
Right – of – use Assets	1,181	1,470	2,020
Capital Work in progress	194	1	3
Intangible Assets	74	60	45
Intangible Assets under Development	-	-	-
Financial Assets			
(i)Investments	638	1,046	1078
(ii)Other Financial assets	367	407	147
Income Tax assets (net)	24	153	55
Deferred tax assets (net)	223	254	260
Other Non- Current Assets	84	144	86
Total Non- Current Assets	**4,338**	**5,321**	**5,525**
Current Assets			
Inventories	4,604	4,346	5,032
Financial Assets			
(i)Investments	1,701	1,207	1,379
(ii)Trade Receivables	3,802	3,701	4,162
(iii)Cash and Cash Equivalents	17	15	10
(iv)Other Bank Balances	130	67	345
(v) Loans	6	6	5
(vi) Other Financial Assets	128	133	225
Other Current Assets	238	365	472
Total Current Assets	**10,626**	**9,840**	**11,630**
TOTAL ASSETS	**14,964**	**15,161**	**17,155**

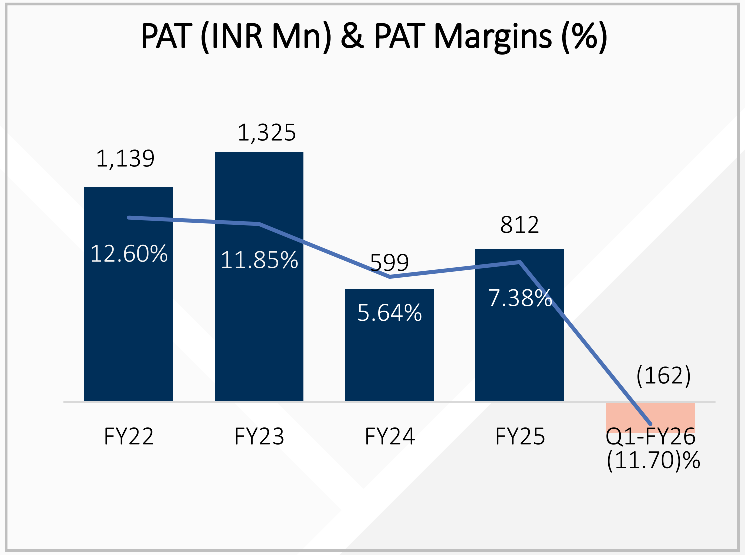
Particulars (INR Mn)	FY23	FY24	FY25
EQUITY AND LIABILITIES			
Equity			
Share Capital	207	207	207
Other Equity	7557	7,741	8133
Total Equity	**7,764**	**7,948**	**8,340**
Non-Current Liabilities			
Financial Liabilities			
(i)Borrowings	27	-	-
(ii)Lease Liability	1,112	1,285	1,782
(iii)Other Financial Liabilities	308	384	436
Other Non-Current Liabilities	307	289	251
Provisions	9	12	14
Total Non-Current Liabilities	**1,763**	**1,970**	**2,483**
Current Liabilities			
Financial Liabilities			
(i)Borrowings	1993	2,170	2869
(ii) Lease Liabilities	183	365	493
(iii)Trade Payables			
(a) MSME	8	343	346
(b) Other than MSME	1932	1,072	872
(iv) Other Financial Liabilities	182	149	165
Other Current Liabilities	933	1,048	1477
Current Tax Liabilities (Net)	104	-	1
Provisions	102	96	109
Total Current Liabilities	**5,437**	**5,243**	**6,332**
TOTAL EQUITY AND LIABILITIES	**14,964**	**15,161**	**17,155**

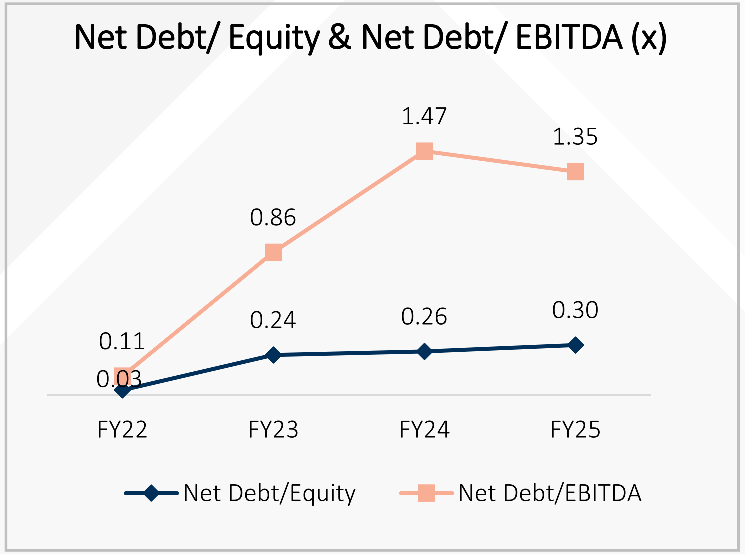
Consolidated Financial Performance

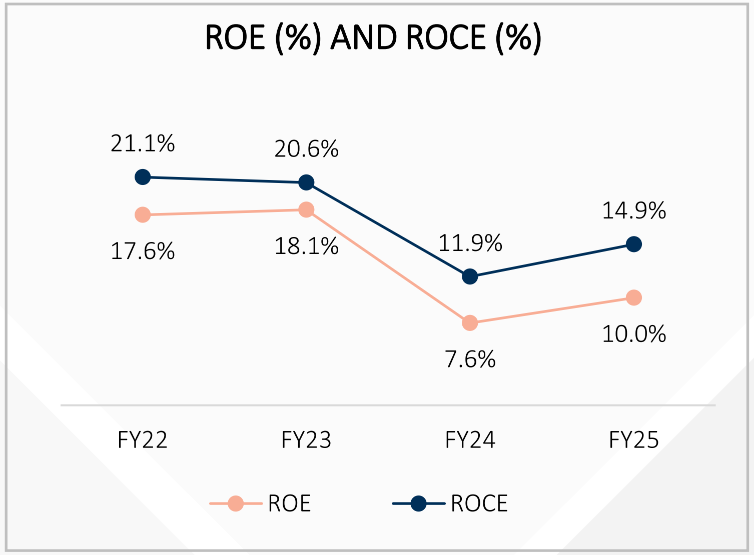
MONTE CARLO

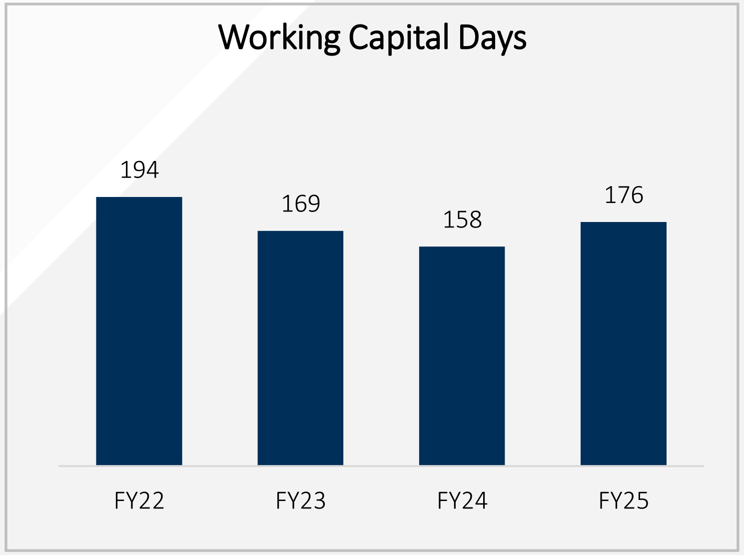






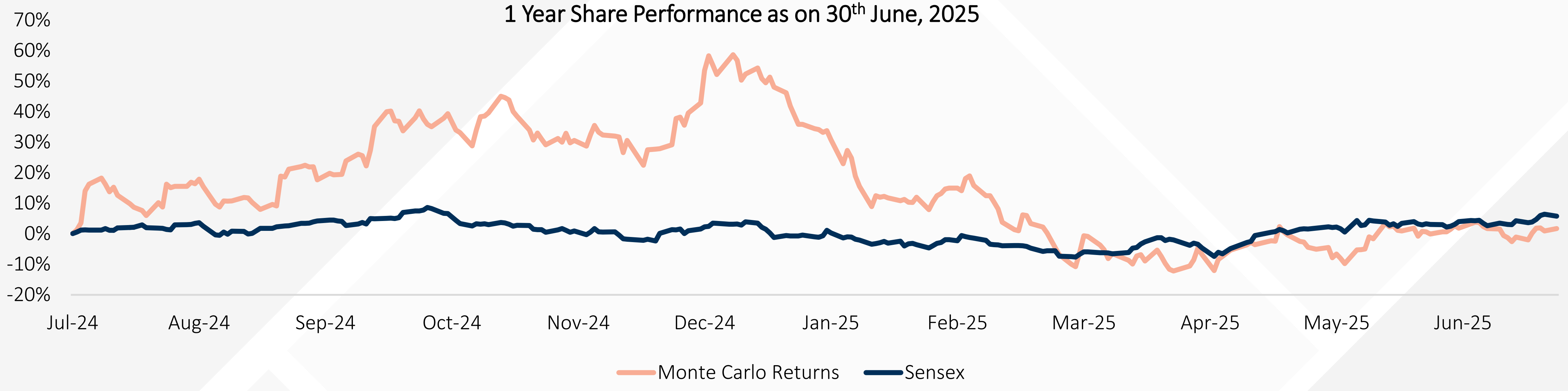






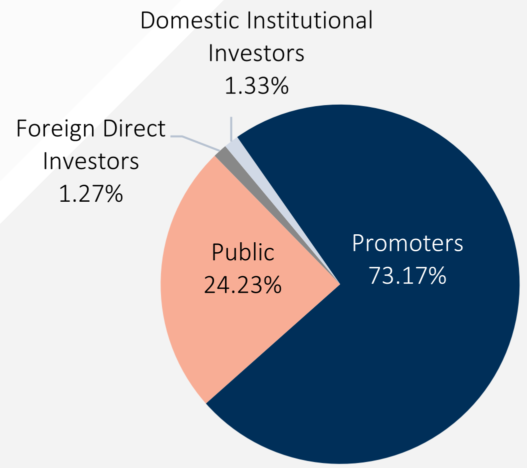
Capital Market Information

1 Year Share Performance as on 30th June, 2025



Price Data (As on 30th June, 2025)	
Face Value	10.00
CMP	610.20
52 Week H/L	984.00/507.40
Market Cap (INR Mn)	12,650.71
No. of Share outstanding (Mn)	20.73
Avg. Trading Volume ('000)	60.11

Shareholding Pattern (30th June, 2025)



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For further details, please feel free to contact our Investor Relations Representatives:

Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-49039500
Email: montecarlo@valoremadvisors.com
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