



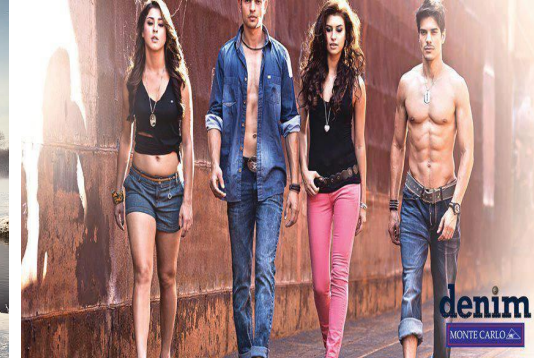
Its the way you make me feel



Q2 & H1 FY16 INVESTOR PRESENTATION
November 2015

DISCUSSION SUMMARY

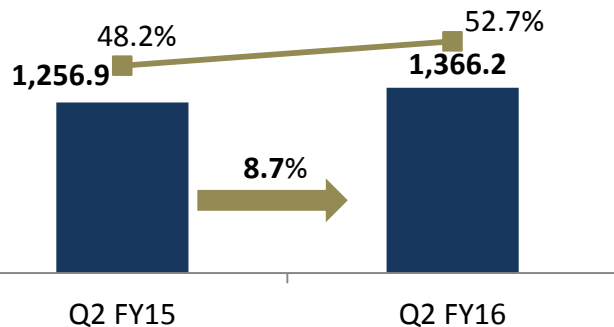
- Q2 & H1 FY16 RESULTS HIGHLIGHTS
- OPERATIONAL HIGHLIGHTS
- FINANCIALS
- COMPANY OVERVIEW – ABOUT US
- UNDERSTANDING OUR BUSINESS MODEL
- SUSTAINABLE COMPETITIVE ADVANTAGES
- FUTURE GROWTH STRATEGY
- ANNEXURE



Q2 & H1 FY16 – RESULTS HIGHLIGHTS

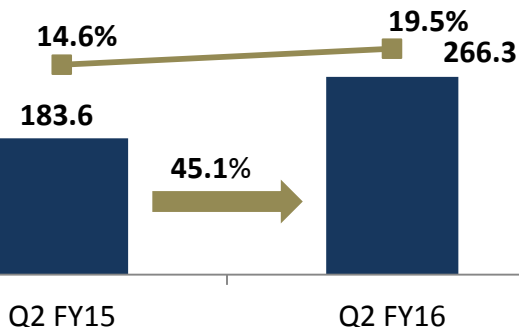
Q2 FY16 YoY ANALYSIS

Revenues



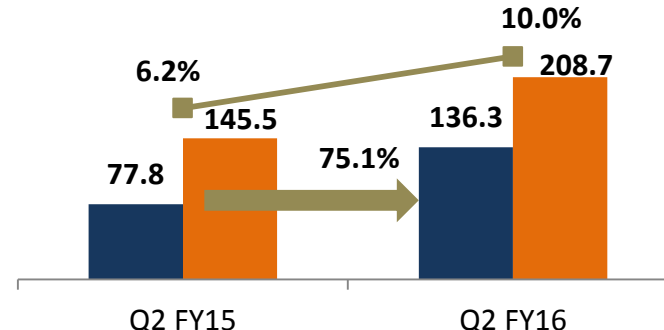
■ Revenues ■ Gross Margin %

EBIDTA & EBIDTA %



■ EBIDTA ■ EBIDTA Margin %

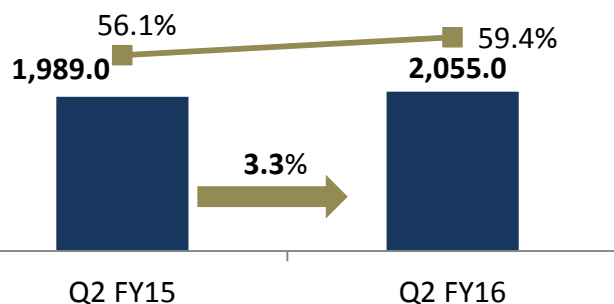
PAT & PAT %



■ PAT ■ Cash PAT ■ PAT Margin %

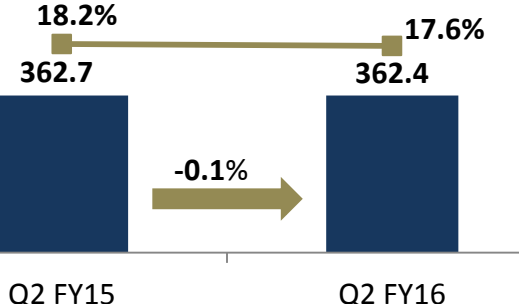
H1 FY16 YoY ANALYSIS

Revenues



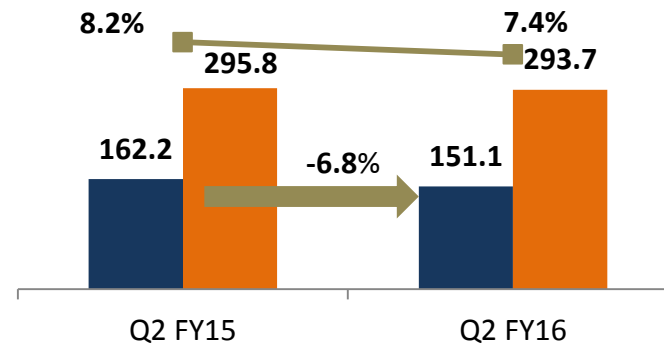
■ Revenues ■ Gross Margin %

EBIDTA & EBIDTA %



■ EBIDTA ■ EBIDTA Margin %

PAT & PAT %



■ PAT ■ Cash PAT ■ PAT Margin %

Note – EBIDTA W/O Other Income Gross Profit == Net Revenues – COGS

Q2 FY16 – FINANCIAL HIGHLIGHTS

FINANCIAL UPDATE -

- Q2 FY16 Revenues from Operations increased by 8.7 % to Rs. 1,366.2 mn. Revenues have increased mainly due to overall growth across all segments. Gross Margins improved by 452 bps to 52.7%.
- **Overall Growth Outlook is stable and positive due to good visibility on the Order book.**
- **Q2 FY16 EBIDTA w/o Other income increased by 45.1 % YoY to Rs. 266.3 mn. EBIDTA Margin increased by 489 bps YoY to 19.5% from 14.6% in Q2 FY15 due to -**
 - Driven by Robust Growth in Volumes and Better Product Mix.
 - Rationalization of Marketing & Advertising expenses as larger share of advertising expenses were incurred in Q1 FY16. Marketing & Advertising expenses decreased by 27.9% to Rs. 25.1 mn as compared to Rs. 34.8 mn in Q2 FY15.
 - Employee expenses have increased as the company has recently started in-house manufacturing at the cotton facility . No Major capex planned for next 2 years. Therefore, Positive Operating leverage witnessed as the production gains scale during the course of the year.
- **Q2 FY16 PAT increased by 75.1 % YoY to Rs. 136.3 mn. PAT Margin increased by 377 bps YoY to 10.0 % from 6.2% in Q2 FY15.**
- **Balance Sheet Update** - Inventory figures of September are not comparable to March as the Company manufactures woollen apparels for the upcoming winter season, therefore Inventory peaks in the month of September and receivables peak in the December quarter.

OPERATIONAL HIGHLIGHTS

REVENUE ANALYSIS – SEGMENT WISE

Segment wise Revenues – Product Category wise (In Rs mn)

	Q2 FY16	FY15	FY14	FY13	FY12
Total Revenues **	1077.9	5271.8	4566.7	3686.0	3346.9
% Revenue Share – Segment wise					
Woollen Segment	36.7%	34.5%	36.5%	42.7%	41.6%
Cotton Segment	48.2%	52.6%	50.8%	47.5%	57.3%
Home Furnishings	12.6%	8.4%	8.0%	6.5%	0.1%
Kids	2.5%	4.6%	4.7%	3.3%	1.0%

Segment wise Revenues – Channel wise (In Rs mn)

	Q2 FY16	FY15	FY14	FY13	FY12
Total Revenues**	1077.9	5271.8	4566.7	3686.0	3346.9
% Revenue Share –Channel wise					
MBO including NCS / Institutional	65.3%	63.5%	65.0%	59.6%	60.2%
Retail Outlets - EBO – COCO	2.9%	5.5%	5.0%	1.8%	7.7%
Retail Outlets - EBO - FOFO	31.8%	30.9%	30.0%	38.5%	32.1%

MBO – Multi Brand Outlet
EBO – Exclusive Brand Outlet
COCO – Company own Company operated
FOFO – Franchise own Franchise operated

Note ** - Revenues Excluding Fabric Sales

OPERATIONAL HIGHLIGHTS

REVENUE ANALYSIS – REGION WISE

Segment wise Revenues –Region wise

	Q2 FY16	H1 FY16	FY15	FY14	FY13
% Revenue Share – Region wise					
North	48.2%	48.5%	51.3%	58.8%	57.1%
East	29.1%	30.1%	27.1%	25.1%	22.0%
Central	13.5%	12.9%	13.8%	9.0%	12.7%
South	4.2%	4.6%	3.1%	2.7%	3.7%
West	4.4%	3.6%	4.6%	4.3%	4.0%
Overseas	0.5%	0.4%	0.1%	0.2%	0.5%

STRATEGIC FOCUS TO REDUCE DEPENDENCE ON NORTH REGION AND IMPROVE MARKET PRESENCE AND MARKET SHARE ACROSS PAN INDIA.

OPERATIONAL HIGHLIGHTS

STORE NETWORK ANALYSIS



- Total Number of EBOs – 218, spread across Pan India. Major Presence in North, Central & East.
- Increasing Footprint in South.
- Have strong Distribution presence across more than 1600 Multi-Brand Outlets pan India.
- Have presence in 145 National chain store Outlets
 - Presence through 6 National Retail chains such as – Reliance Retail, Shoppers stop, Pantaloons, Metro, Carrefour and Madura Outlets.

Total Network details

	As on Sept-15
No of Own EBO	20
No of Franchise EBO	198
No of MBO	1600+
No of NCS Presence	145

Retail store - Exclusive Brand Outlets Network details (EBO)

	Sep-15	Jun-15	Mar-15	Dec-14	Mar-14	Mar-13	Mar-12
Existing - No of Stores	220	214	214	193	166	152	144
New Opened	4	6	6	28	28	20	12
Closed	6	0	6	7	1	6	4
Total Number of Retail outlets	218	220	214	214	193	166	152

FINANCIALS

P&L STATEMENT

Particulars (in million)	Q2 FY 16	Q2 FY 15	% Change	H1 FY16	H1 FY15	% Change	FY 15
Net Sales	1,363.2	1,253.6	8.7%	2,050.3	1,984.8	3.3%	5,810.8
Other Operating Income	3.0	3.3	-7.3%	4.8	4.2	12.8%	15
Total Income from Operations	1,366.2	1,256.9	8.7%	2,055.0	1,988.9	3.3%	5,825.8
Cost of Goods Sold	647.5	652.6	-0.8%	836.5	875.9	-4.5%	2,922.5
Gross Profit	718.7	604.3	18.9%	1,218.5	1,113.1	9.5%	2,903.2
Gross Margin	52.7%	48.2%	452 bps	59.4%	56.1%	335 bps	49.80%
Personnel Expenses	118.5	112.6	5.2%	235.9	210.0	12.4%	418.8
Advertisement Expenses	25.1	34.8	-27.9%	105.3	80.6	30.6%	269.8
Other Expenses	308.8	273.3	13.0%	514.8	459.9	12.0%	985
EBITDA	266.3	183.6	45.1%	362.4	362.7	-0.1%	1,229.7
EBITDA Margin	19.5%	14.6%	489 bps	17.6%	18.2%	-60 bps	21.1%
Other Income	55.3	42.9	28.9%	92.8	87.6	6.0%	189.5
EBITDA Margin (incl. Other Income)	23.5%	18.0%	552 bps	22.2%	22.6%	-48 bps	24.4%
Depreciation	72.4	67.7	6.8%	142.6	133.6	6.7%	334
Interest Expense	43.8	40.4	8.5%	79.4	71.6	11.0%	170.8
PBT	205.5	118.5	73.5%	233.2	245.1	-4.8%	914.5
Taxes	69.2	40.5	71.1%	82.1	82.8	-0.9%	316.8
PAT	136.3	77.8	75.1%	151.1	162.2	-6.8%	597.7
PAT Margin	10.0%	6.2%	377 bps	7.4%	8.2%	-80 bps	10.3%
EPS	6.3	3.6	75.1%	6.9	7.5	-6.8%	27.5

FINANCIALS

Balance Sheet

Particulars (Rs Million)	H1 FY16	FY15
Equities & Liabilities		
Shareholder's Funds		
Share Capital	217.3	217.3
Reserves & Surplus	4,067.6	3,916.4
Total Shareholder's Funds	4,284.9	4,133.8
Share Application Money	-	-
Minority Interest	-	-
Non-Current Liabilities		
Long-term Borrowings	470.5	621.9
Other Long-term Liabilities	113.8	107.5
Deferred Tax Liabilities (net)	-	2.6
Current Liabilities		
Short-term Borrowings	1,016.9	391.8
Trade Payables	1,129.0	817.5
Other Current Liabilities	587.2	433.7
Short-term Provisions	261.9	312.2
Total Equity & Liabilities	7,864.2	6,820.9

Particulars (Rs Million)	H1 FY16	FY15
Assets		
Non-Current Assets		
Fixed Assets	1,737.9	1,820.8
Non-Current Investments	294.6	249.6
Deferred Tax Assets (net)	1.0	-
Long-term Loans & Advances	110.8	56.8
Current Assets		
Current Investments	185.0	230.0
Trade Receivables	1,361.3	1,200.8
Inventories	2,806.0	1,840.3
Cash & Bank Balance	947.0	1,178.6
Short-term Loans & Advances	369.9	181.9
Other Current Assets	50.6	62.1
Total Assets	7,864.2	6,820.9

OUR PEDIGREE

- Launched in 1984 as an exclusive woollen brand by Oswal Woollen Mills Limited (“**OWML**”), “Monte Carlo” has emerged as one of the leading Indian apparel brands. Experienced management team led by Mr. Jawahar Lal Oswal who has over 50 years experience in the textile and woollen industry and with Mr. Sandeep Jain Executive Director .
- ‘Monte Carlo’ has been recognized as a ‘Superbrand’ for woollen knitted apparel in each edition of Consumer Superbrands India since its first edition in September 2004.
- Launched as an exclusive woollen brand, Company has successfully diversified with a comprehensive line of woollen, cotton & cotton blended, knitted and woven apparel and home furnishing under the ‘Monte Carlo’ brand

OUR BRAND & PRODUCT PORTFOLIO

- Branded apparel business was demerged into Monte Carlo Fashions Limited (MCFL) in 2011. Ownership of the brand ‘Monte Carlo’ is with the Company
- ‘Monte Carlo’ is the flagship brand with a portfolio of woollen apparel and cotton and cotton blended apparel
- Have Launched different ranges under the Umbrella Brand “Monte Carlo” - ‘Platine’ is our premium range for men, ‘Denim’ is our exclusive range for denim apparel, ‘Alpha’ is our exclusive range for women and ‘Tweens’ is our exclusive range for kids.

OUR REACH & PRESENCE

- Brands distributed through a network of Monte Carlo EBOs and MBOs including national chain store. Strong distribution network and wide presence across the country. In south & west the company has adopted distribution system through distributors.
- **MBOs** - Products are supplied through 21 exclusive commission agents to over 1600+ MBOs on outright basis.
- **EBOs – COCO - 20** stores are leased, managed by company personnel. Inventory is owned by MCFL
- **EBOs – FOFO – 198** EBOs are on Franchise basis. Products are supplied on Pre-order Outright basis.
- Also supplying through National Chain Stores for 6 Retail chains. E-commerce presence through own portal montecarlo.in and tie-ups with Digital platforms such as Flipkart, Snapdeal etc

OUR FINANCIALS

- Consolidated Revenues, EBITDA and PAT were Rs. 5,810.8 mn, Rs. 1229.7 mn and Rs.597.7 mn in 2015
- Virtually debt-free balance sheet with Total Debt to Equity at 0.3 x as of Mar-15. Strong Cash Balance at Rs. 1408.6 mn as on Mar-15. (Excluding Non Current investments of Rs. 249.6 mn)
- Healthy Return Ratios: 2015 ROCE of 20.9%, Cash Adjusted ROCE of 30.0% and ROE of 15.1%.
- Virtually the business model has no Inventory risk and credit risk, thus protected from normal hazards of Branded Apparel Business

COMPANY OVERVIEW – ABOUT US

SHAREHOLDING STRUCTURE



Market Data	As on 05.08.2015 (BSE)
Market Capitalization (Rs Mn)	9,540
No. of shares outstanding (Mn)	21.73
Face Value (Rs.)	10.00
52 week High-Low (Rs.)	632.45-415.00

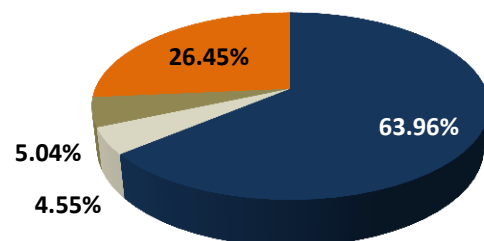
Source – BSE

Key Institutional Investors	% Holding
Kanchi Investments Ltd (Samara Capital) *	10.94
Birla Sun Life Trustee Co.	4.19
Goldman Sachs India	2.34
Aditya Birla Pvt Ltd	1.57
DB International (Asia) Ltd	1.30
ICICI Prudential Life Insurance	1.53

Source – Company / BSE

Note - * - Lock in for 1 year along with Promoter Holding

Sep-15 Shareholding



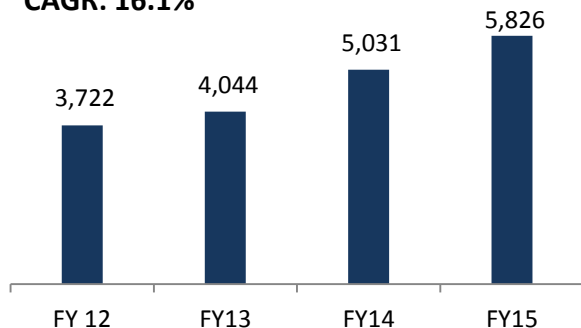
■ Promoter ■ FII ■ DII ■ Public

COMPANY OVERVIEW – ABOUT US

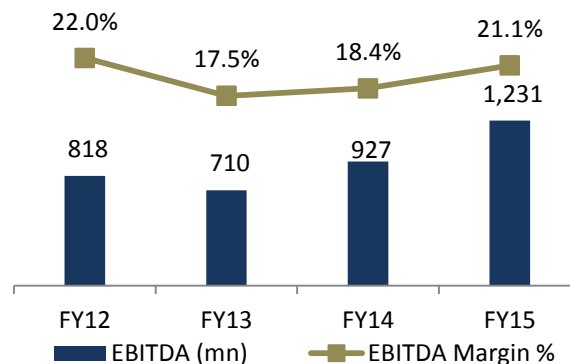
FINANCIAL HIGHLIGHTS

REVENUES

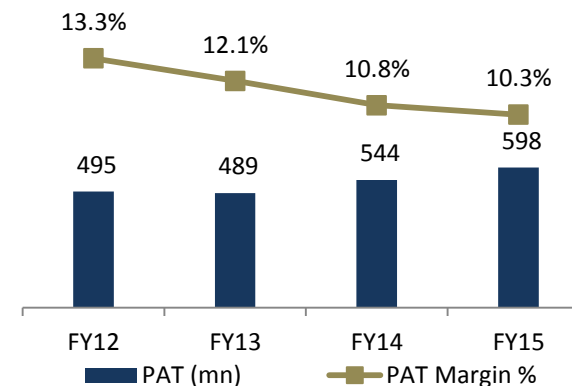
CAGR: 16.1%



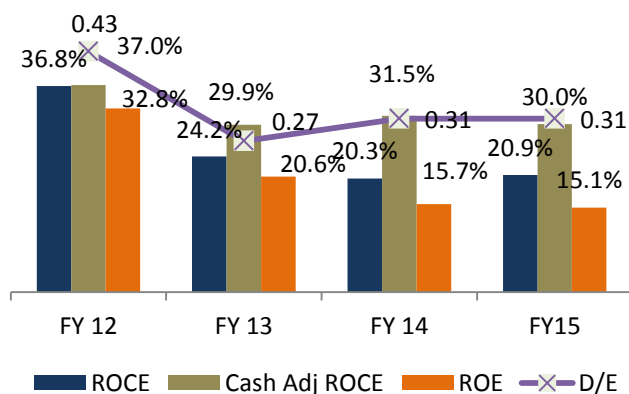
EBITDA & EBITDA Margin



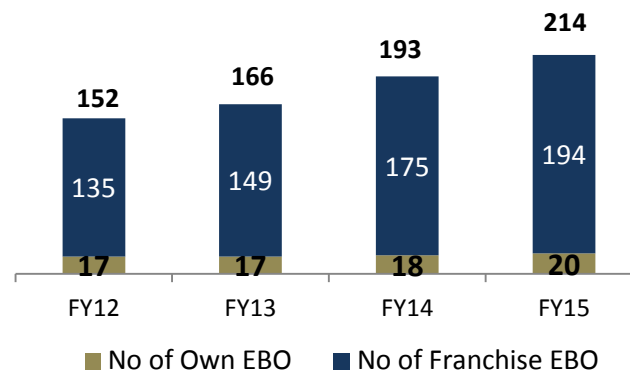
PAT & PAT Margin



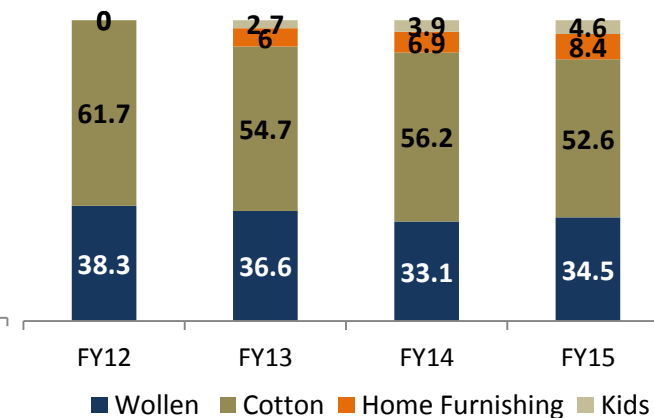
LEVERAGE & RETURN RATIOS



EBO – STORE GROWTH



REVENUE – SEGMENT WISE















Source - RGP
 Note – ROE: PAT/Avg. Equity, ROCE: EBIT/Avg. Capital Employed [(Capital Employed = Equity + Total Debt), (Cash Adj. Capital Employed = Equity + Total Debt – C&E)]

COMPANY OVERVIEW – ABOUT US

OUR PRODUCT PORTFOLIO

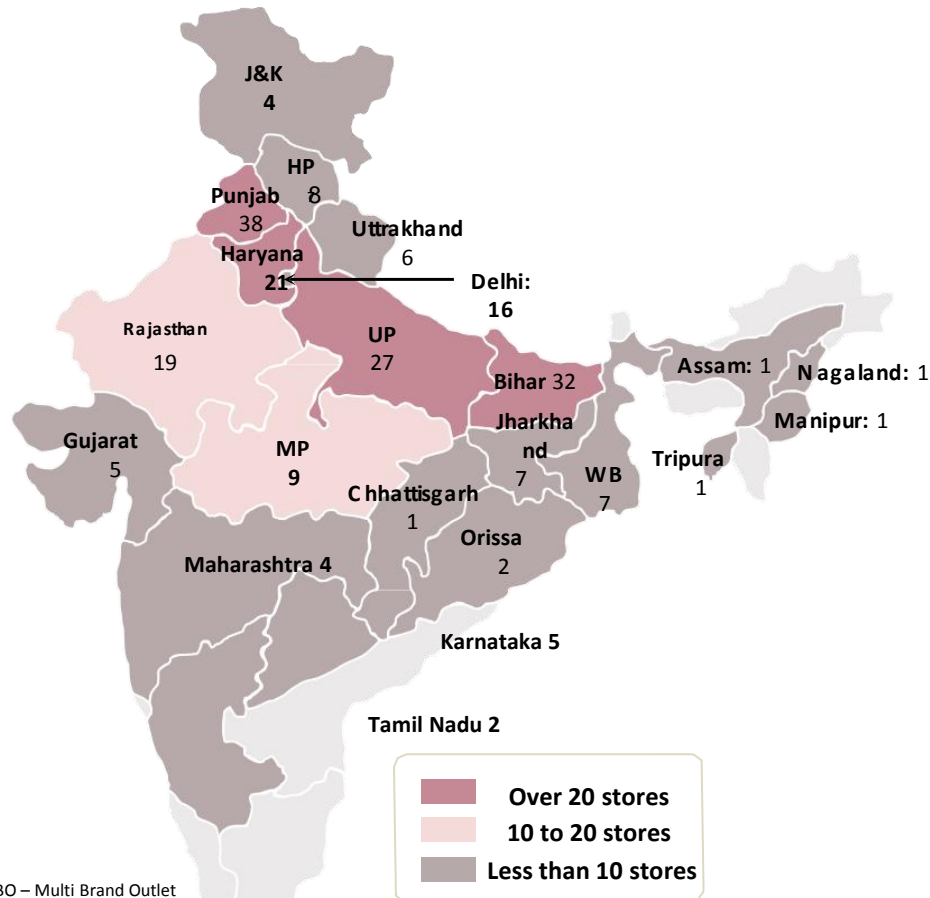


Woollens		Sweaters Jackets, Shawls	
Cottons	  	T-shirt, Shirts, Trousers	
Kids		Sweaters Jackets, T-shirt, Sweat Shirts	
Economy range	 CLOAK & DECKER REJUVENATE YOUR STYLE STATEMENT	T-Shirts, Sweatshirts, Thermal-wear	
Home Furnishing Range		Mink Blankets, Bed Sheets, Quilts	

COMPANY OVERVIEW – ABOUT US

OUR RETAIL PRESENCE & RETAIL NETWORK

Monte Carlo exclusive brand outlets (EBO)[#] -Total 218 EBOs with presence across India. Mainly into North, East & Central



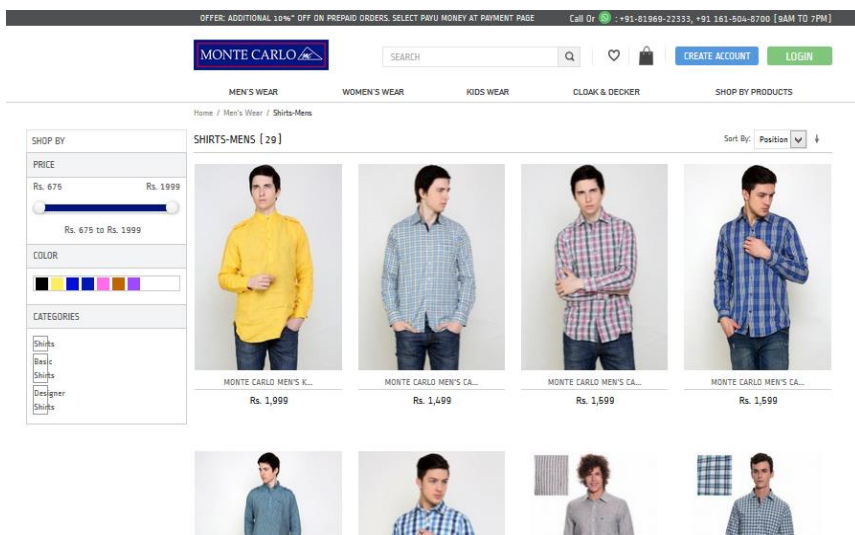
MBO – Multi Brand Outlet
 EBO – Exclusive Brand Outlet
 COCO – Company own Company operated
 FOFO – Franchise own Franchise operated

- Brands distributed through a network of Monte Carlo EBOs and MBOs including national chain stores
- MBOs - Products were supplied by 21 exclusive commission agents to over 1,600 MBOs on outright basis
- EBOs – Company-Owned-Company-Operated
 - With a focus to develop brand equity by opening stores at High streets at Premium Retail Locations and showcasing an extensive range of products.
 - 20 stores are leased and managed by company personnel. Inventory is owned by MCFL
- EBOs – Franchisee-Owned-Franchisee-Operated
 - Fit-outs layout and fixtures defined by MCFL. But franchisees lease premises for stores and bear staff and operational costs
 - With no major capex from the company side, the format is highly scalable
- NCS – Products are also supplied to 89 National chain stores (NCS) on Consignment / Outright basis. Supply to 5 Retail chains such as Reliance retail, Shopper stop, Madura, Pantaloons, Metro.
- Entered into distribution agreements with online sales through digital commerce platforms

RETAIL PRESENCE THROUGH E-COMMERCE -

- Recently started online e-commerce sale through our own portal www.montecarlo.in as well as tie-ups with several online portals. The e-Retail portal and online business completely belongs to the company.
- Have Entered into distribution agreements with some of the leading Indian digital commerce platforms for sale of our products online.

OWN PORTAL – WWW.MONTECARLO.IN



TIE-UPS WITH ONLINE PLATFORMS



COMPANY OVERVIEW – ABOUT US

IN-HOUSE DESIGN & PRODUCTION CAPABILITIES

IN-HOUSE DESIGN & PRODUCT DEVELOPMENT

- In-House dedicated design team of over 30 professionals which travels and follows the emerging global fashion trends for creation of the designs for our new collections.
- Focus on developing new products, improving existing ones and forecasting fashion trends.
- In addition, our Exclusive Commissioned Agents have direct access to the dealers, distributors and retailers in India and they conduct regular market surveys to understand consumer demand and feedback.

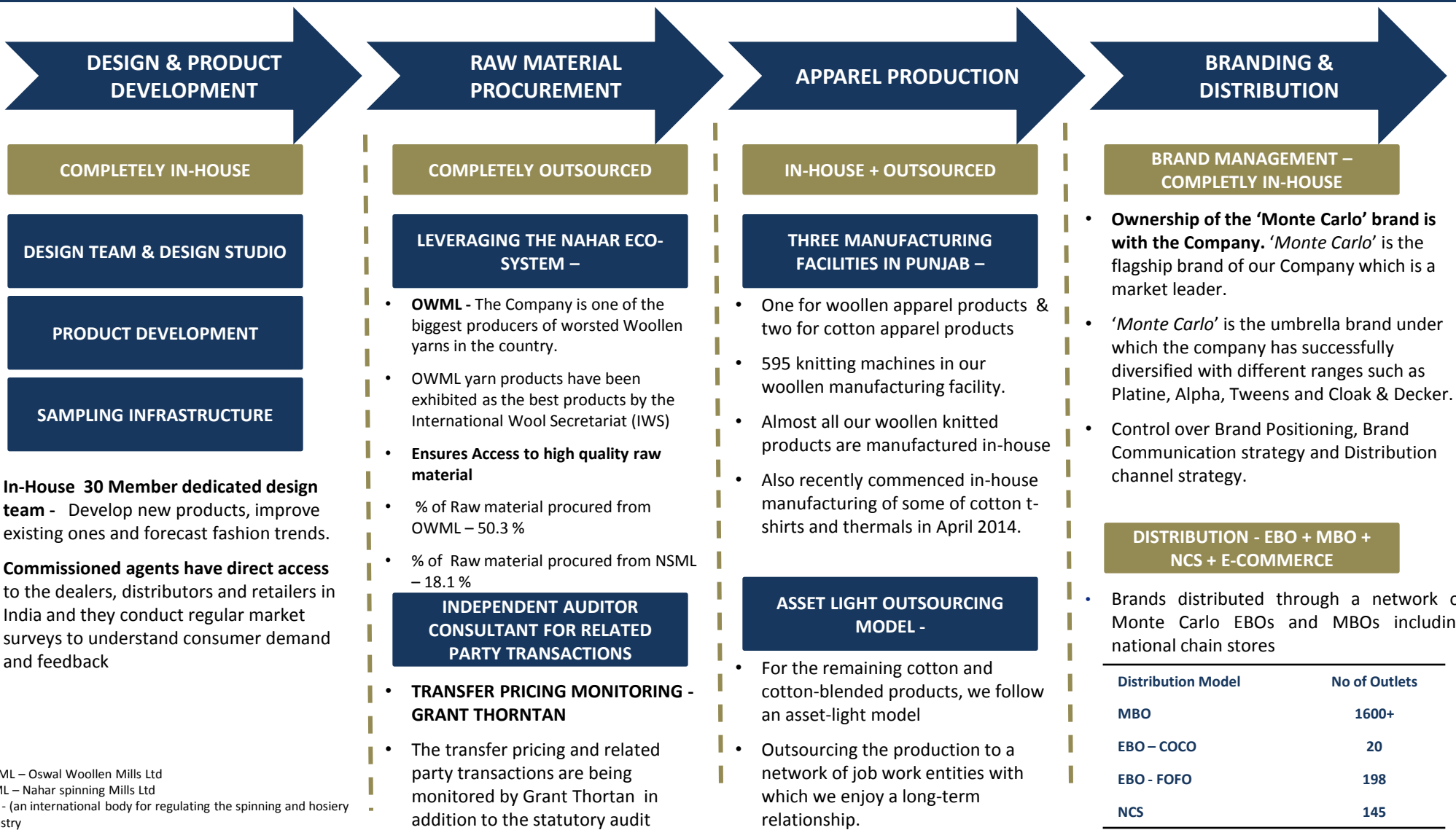
MANUFACTURING CAPABILITIES –

- Three manufacturing facilities in Ludhiana, Punjab :-
 - One for woollen apparel products
 - Two for cotton apparel products.
 - The manufacturing facilities include facilities for product development, a design studio and sampling infrastructure.
- Almost all woollen knitted products are manufactured in-house. Recently also commenced in-house manufacturing of some of our cotton t-shirts and thermals in April 2014.
- For the remaining cotton and cotton-blended products, we follow an asset-light model by outsourcing the production to a network of job work entities with which we enjoy a long-term relationship.



COMPANY OVERVIEW

UNDERSTANDING OUR BUSINESS MODEL



OWML – Oswal Woollen Mills Ltd
 NSML – Nahar spinning Mills Ltd
 IWS - (an international body for regulating the spinning and hosiery industry)

COMPANY OVERVIEW

UNDERSTANDING OUR BUSINESS MODEL



UNDERSTANDING WOOLLEN SEGMENT

JANUARY

FEBRUARY - MARCH

APRIL

MAY TILL JULY

AUGUST ONWARDS

- Product Development & Sampling Process
- **Design process is finalised. Sample sets sent to our Commissioned Agents. (CA)**

- Commissioned Agents take these sample sets to various cities for display and invite the dealers and distributors
- Company Organizes fashion shows to showcase proposed products to the MBOs.
- **CA procure orders from the MBOs and act as an interface between us and the MBOs. These CA are Exclusive to the Company.**

- The dealers and distributors of the MBOs place orders for our products with the CA
- **Pre Booking of Orders from MBOs and Franchise EBOs**

- Production for these specific designs for which orders are placed, commences from the month of May.

- Start dispatching our winter wear products to the 'Monte Carlo Exclusive Brand Outlets' and MBOs from August onwards.
- **Peak Inventory in September,**

UNDERSTANDING COTTON SEGMENT

AUGUST

SEPTEMBER- OCTOBER

OCTOBER

NOVEMBER TILL JANUARY

FEBRUARY ONWARDS

- **Separate Dedicated Design team for non-winter products**
- **Design process is finalised. Sample sets sent to our Commissioned Agents. (CA)**

- Commissioned Agents take these sample sets to various cities for display and invite the dealers and distributors
- Company Organizes fashion shows to showcase proposed products to the MBOs.
- **CA procure orders from the MBOs and act as an interface between us and the MBOs. These CA are Exclusive to the Company.**

- The dealers and distributors of the MBOs place orders for our products with the CA
- **Pre Booking of Orders from MBOs and Franchise EBOs**

- Production for these specific designs for which orders are placed, commences from the month of November.

- Start dispatching our non-winter wear products to the 'Monte Carlo Exclusive Brand Outlets' and MBOs from August onwards.

Designing is an ongoing process throughout the year for both cotton and woollen garments.
Production of plain and basic designs continue through out the year for both Woollen and cotton segments

	Total Revenues (Rs. Mn)	% of Revenues in Third Quarter		Avg. Ticket price (Rs.)
FY 2012	3,722	53.6 %	Winter wear - Sweater, Jackets & Cardigans	~2000
FY 2013	4,044	59.9 %	Shirts	~1000
FY 2014	5,037	53.4 %	Denim	~900
			Trouser	~900
			T-shirt	~600

Winter clothing usually comprises of high-ticket products, with approximately 4 months of winter revenues comparable to 8 months of summer business

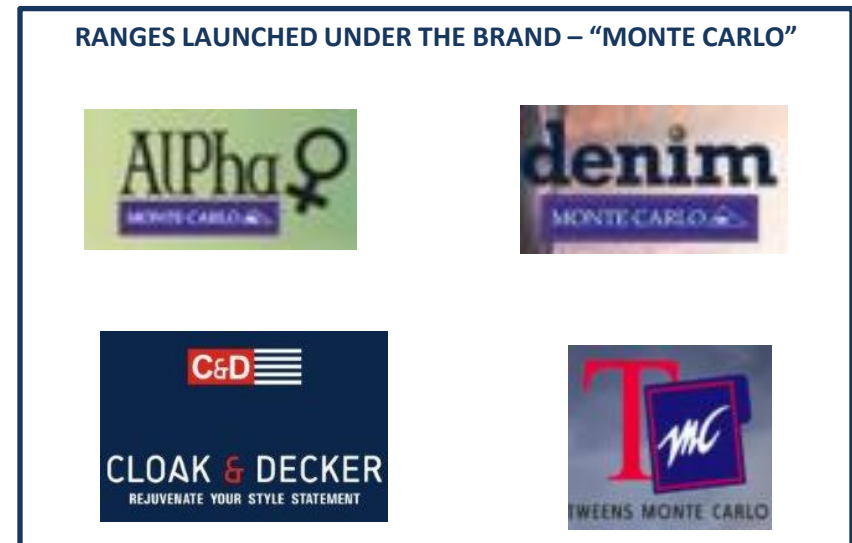
- Significant amount of revenue generated primarily during the third quarter of each fiscal year.
- The seasonality is primarily because the sales of our winter products which includes sweaters, jackets, cardigans and sale of certain cotton and cotton-blended products such as cotton jackets, suits, sweat shirts, full sleeve t-shirts and shirts in the winter mainly occurs between October and January.
- Winter products are typically higher in value in terms of production cost as well as sales revenue, and accordingly generate higher revenue, in comparison with the non-winter products.

SUSTAINABLE COMPETITIVE ADVANTAGE

STRONG BRAND & BRAND RECALL



- The strength of our brand 'MONTE CARLO' has significantly contributed to the success of our business.
- **The Ownership of the 'Monte Carlo' brand as well as all the sub-brand ranges are the registered trademarks and belong to the Company.**
- Monte Carlo enjoys significant premium and brand recall on a pan-India basis
- **Leading Indian Apparel brand by revenue** – as per Technopak report 2014
- As per the Technopak Report, 2014, we are the leading woollen knitted apparel brand in India in the premium and mid-premium segment.
- **In 2014, Monte Carlo was honoured as one of ASIA'S BEST MARKETING BRANDS by World Consulting & Research Corporation (WCRC)**
- **MONTE CARLO' has been recognized as a 'Superbrand' for woollen hosiery garments since September 2004 by International Society for Superbrands.**
- Introduced successfully a number of ranges under the umbrella brand and seek to build its brand-equity based on new products
- **Showcases our ability to anticipate, identify and respond to changing fashion trends in a timely manner.**
- Scale of our business provides us the ability to increasingly focus on branding and promotion to further increase our visibility and market share across India



SUSTAINABLE COMPETITIVE ADVANTAGE

WELL DIVERSIFIED PRODUCT MIX



- Launched as an exclusive woollen brand, the Company now offers a comprehensive line of woollen, cotton & cotton blended, knitted and woven apparel and home furnishing under the 'Monte Carlo' brand.
- The woollen and woollen blended product category contribute 33 % of revenues in FY14.**
- Over last 3 years, New ranges have been successfully launched under the Umbrella Brand – "Monte Carlo":
 - An exclusive women's wear range 'Alpha'
 - Kids wear range 'Tweens' - for age group 7-13'
 - Premium men's range of woollen sweaters under 'Platine' and
 - Economy range for men under 'Cloak and Decker'
- Also Introduced its range of home furnishing products like mink blankets, quilts and sheets

Segment wise Revenues	FY15	FY14	FY13	FY12
Total Revenues (Rs. Mn)	5271.8	4566.7	3686.0	3346.9
% Revenues - Woollen Segment	34.5%	36.5%	42.7%	41.6%
% Revenues - Cotton Segment	52.6%	50.8%	47.5%	57.3%
% Revenues – Home Furnishing Segment	8.4%	8.0%	6.5%	0.1%
% Revenues - Kids Segment	4.6%	4.7%	3.3%	1.0%

Range, positioning and products offered

Range	Woollens & Woollen-blended	Cottons & Cotton-blended	Home Furnishing	Kids
Monte Carlo - Premium and mid-premium segments for men	Sweaters, jackets, thermals, woollen accessories (caps, mufflers, Shawls, stoles)	Shirts, trousers, t-shirts, track-suits	Mink blankets, bed sheets and quilts	
Platine - Premium range for Men	Cashmere and cash-wool sweaters, blazers, coats	Cotton shirts, trousers and t-shirts		
Denim - mid-premium Range		Denim trousers (jeans) and shirts		
Alpha - Exclusive range for Women	Sweaters, cardigans	Shirts, t-shirts, tops and trousers		
Tweens - Exclusive Kids wear Collection				Sweaters, Cardigans, Shirts, t-shirts and Bottoms
Cloak & Decker - Economy range for men		Cotton and cotton-blended t-shirts		

SUSTAINABLE COMPETITIVE ADVANTAGE

ROBUST DISTRIBUTION MODEL

	MBO	NCS	EBO-COCO	EBO –FOFO
Total Number of Outlets	1600+	145	20	198
% of Revenue Contribution – FY15	66.3 % (NCS Contribute less than 10%)		33.7 %	
Distribution Sale Model	Pre-Booking of Orders Outright Sale	SOR – Sale or Return / Outright Sale	Inventory owned by MCFL	Pre-Booking of Orders Outright sale
Inventory Risk	No	Yes	Yes	Minimal – 5-15 % of Products Return Allowed
Discount Sharing	No	No	Yes	Yes, Range from 5% to 17.5%
Payment Collection – Credit Risk	Exclusive Commission Agents are Liable to pay	Reputed Retail Chains	-	Bank Guarantee's and PDC taken from Franchise

ROBUST DISTRIBUTION MODEL ASSURES MINIMAL INVENTORY RISK AND CREDIT RISK.

TILL DATE, THERE HAS BEEN NO BAD DEBTS OR RECEIVABLES WRITE OFF FOR THE COMPANY

FUTURE GROWTH STRATEGY

FOCUS ON BRAND & PRODUCT PORTFOLIO EXPANSION

- Focus on branding and promotion to further increase our visibility and market share across India
- Focus on a comprehensive range of cotton and cotton-blended products which cater to all seasons in-order to expand our all-season product range and strengthen our pan-India operations.

FOCUS ON RETAIL NETWORK EXPANSION

- Target to open 275 EBOs by the end of Financial Year 2016-17 mainly through the franchise route.
- Plan to diversify our pan-India presence by penetrating into the southern and western regions of India.
- Focus on Online sales through own portal as well as Tie-ups with e-commerce portals such as Flipkart, Jabong, Snapdeal and India Shopping.

FOCUS ON RETURN RATIOS EXPANSION

- No major capex requirement for over next 2 years. Have already built the Manufacturing building facility, need to install additional machinery to expand production facility.
- Ability to sustain Robust growth for next 2-3 years without any major capex. Therefore Return ratios set to improve.

DISCLAIMER

This presentation and the following discussion may contain “forward looking statements” by Monte Carlo Fashions Ltd (“MCFL” or the Company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of MCFL about the business, industry and markets in which MCFL operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond MCFL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of MCFL.

In particular, such statements should not be regarded as a projection of future performance of MCFL. It should be noted that the actual performance or achievements of MCFL may vary significantly from such statements.

THANK YOU



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MONTE CARLO FASHIONS

STORE IMAGES



MONTE CARLO FASHIONS

OUR CAMPAIGNS & COLLECTIONS

