



Monte Carlo's delivers strong Revenue and EBITDA growth despite delayed winter

Despite a late winter, Monte Carlo announces an increase of 18.7% YOY increase in Q3 FY15 Total Revenues and 35.4 % YoY Increase in Q3 FY15 EBIDTA w/o Other income.

LUDHIANA, FEBRUARY 4, 2015: Monte Carlo Fashions (MCFL), the Ludhiana-based woollen and cotton apparel manufacturer, announced its Third Quarter & First Nine Months FY15 Results today.

With respect to its financial performance, the Company announced that its Q3 FY15 Total Revenues from Operations increased by 18.7% YoY to Rs. 3168.6 mn from Rs. 2668.7 mn in Q3 FY14. This performance was delivered despite a delayed winter in 2014. The key reasons behind MCFL's strong revenue growth during the quarter were the persuasive brand positioning and the robust distribution network the Company has maintained.

The Q3 FY15 EBIDTA w/o Other income increased by 35.4 % YoY to Rs. 720.2 mn from Rs. 531.8 mn in Q3 FY14. EBIDTA Margin increased by 280 bps YoY to 22.7% from 19.9% in Q3 FY14 primarily due to the fact that Other Expenses as a % decreased mainly due to higher revenues during the quarter, resulting into an operating leverage as well as better operating efficiencies. Other income includes Interest /Income from funds currently invested in Fixed Deposits.

The Q3 FY15 PAT increased by 23.8 % YoY to Rs. 407.7 mn from Rs. 329.4 mn in Q3 FY14. The Depreciation figure is higher due to the change in Depreciation policy as per the New Companies Act 2013. The **Q3 FY15 Cash Profit of the Company increased by 30.4 % to Rs. 480.9 mn YoY from Rs. 368.9 mn in Q3 FY14.**

PRESS RELEASE

813 words

Sector / SEO TAGS

Garment, Fashion, Apparels, Textile Manufacturing

Additional Resources Available:

Logo and Pictures of Operations

Ammeet.sabarwal@dickensonIR.com

Quarterly Investor Presentation Attached

As of 4 February 2015

Price (NSE) Rs 531.60

Market Cap Rs 1,144~ crores

52-week high/low Rs 645/460.65

Markets Code

ISIN: INE950M01013
BSE: MONTECARLO (538836)
NSE: MONTECARLO

Short Business Description

Monte Carlo Fashions Limited is a leading manufacturer and retailer of woollen and cotton products, with manufacturing and design facilities in Ludhiana, Punjab. 'MONTE CARLO' has been recognized as a 'Superbrand' for woollen hosiery garments since Fiscal 2003 by International Society for Superbrands.

With respect to understanding the impact of seasonality, it should be noted that a significant amount of revenue for the Company is generated primarily during the third quarter of each fiscal year. Winter clothing products are typically higher in value and accordingly generate higher revenue, in comparison with the non-winter products.

In terms of its business operations, MCFL has added 11 exclusive retail outlets with space area of 10,895 sq. ft. Two of the stores are with a space area of 1300 sq. ft. and are on a COCO Basis, while 9 of its stores have a space area 9,585 sq. ft and are on FOFO Basis. The Company has also recently started its online e-commerce sale through our own portal www.montecarlo.in, and has also established tie-ups with several online portals. The e-Retail portal and online business completely belongs to the Company. On the Product side, the Company has also commenced its in-house production of socks, t-shirts and thermals.

Contact at MCFL:

Mr. Dinesh Gogna (Director)
gogna@owmnaahar.com

Resources / Attachments:

1. Investor Presentation
2. Interview on CNBC on the 4th February 2015: http://www.moneycontrol.com/news/results-boardroom/maintain-revenue-guidance-at-15-for-fy15-monte-carlo_1291924.html

About MONTE CARLO FASHIONS LIMITED (MCFL):

Monte Carlo Fashions Ltd is a leading manufacturer and retailer of woollen products, including sweaters and cardigans, and cotton knitted garments such as t-shirts and track suits. It also supplies accessories including belts, ties, inner wears, thermal wears and socks. MCFL's manufacturing facilities are primarily located in Ludhiana, Punjab, and are fully backed by capabilities in product development, design studio and an efficient sampling infrastructure. It follows an asset-light model for its cotton knitted garments and woven garments by primarily outsourcing the production of its knitted and woven products. The strength of its brand 'MONTE CARLO' has significantly contributed to the success of the business. 'MONTE CARLO' has been recognized as a 'Superbrand' for woollen hosiery garments since Fiscal 2003 by International Society for Superbrands.

The Company is listed on the Bombay Stock Exchange (BSE) (BSE: 538836) and the National Stock Exchange (NSE) (NSE: MONTECARLO, ISIN: INE950M01013), with a market capitalisation of Rs 1,144~ crore as on 4th February 2015.

About DSIR:

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Dickenson Financial PR manages Investor Relations and Financial PR for Monte Carlo Fashions Limited. If you require further information or corporate access to Monte Carlo Fashions Limited, you may contact us and we shall be happy to make the arrangements.

Contact: (IR/FPR Consultants)

ammeet.sabarwal@dickensonIR.com
nilesh.dalvi@dickensonIR.com

Mobile: 98195 76873
98192 89131

Dickenson Seagull IR

www.dickensonIR.com

Tel: +91-22-6627 6500 (10 lines)