

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/CS/2024-25

May 28, 2024

National Stock Exchange of India Limited Exchange Plaza, 5 th Floor, Plot No. C/1, G-Block, Bandra-Kurla Complex, Bandra (E), Mumbai-400051.	BSE Limited. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001.
Symbol: MONTECARLO	Scrip Code: 538836

SUB: Q4FY24 INVESTOR PRESENTATION

Dear Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation for the Quarter and Financial Year ended March 31, 2024.

You are requested to take the same on record and acknowledge the receipt.

Thanking You,

FOR MONTE CARLO FASHIONS LIMITED

ANKUR GAUBA
COMPANY SECRETARY & COMPLIANCE OFFICER

Encl. As Above

MONTE CARLO 

EARNINGS

Presentation

Q4-FY24/FY24





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
411+ EBO's
2,116+ MBO's
1,324+ 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 10.10%
EBITDA CAGR 7.77%



No Long Term Debt

FY24

ROCE 15%
ROE 8%

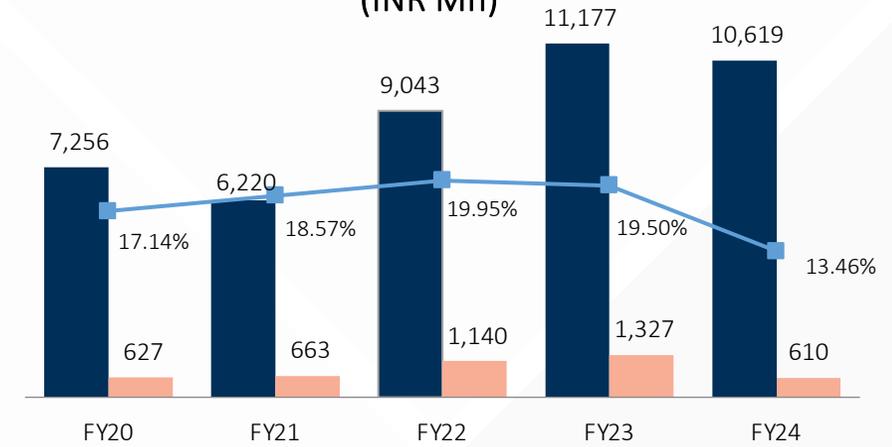


Consistent dividend
paying track record

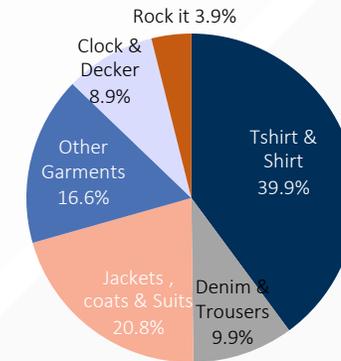
Company Overview

- 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.

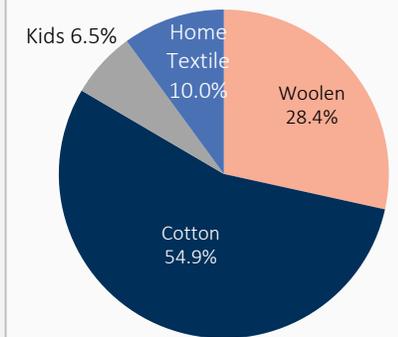
Standalone Revenue (INR Mn), EBITDA Margin (%) & PAT (INR Mn)



FY24 Cotton Segment Bifurcation



FY24 Product Segment Mix*



* Footwear sales amounted to INR 28.8 Mn in FY24





Cotton 55%

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



Woolen 28%

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



Home Textile 10%

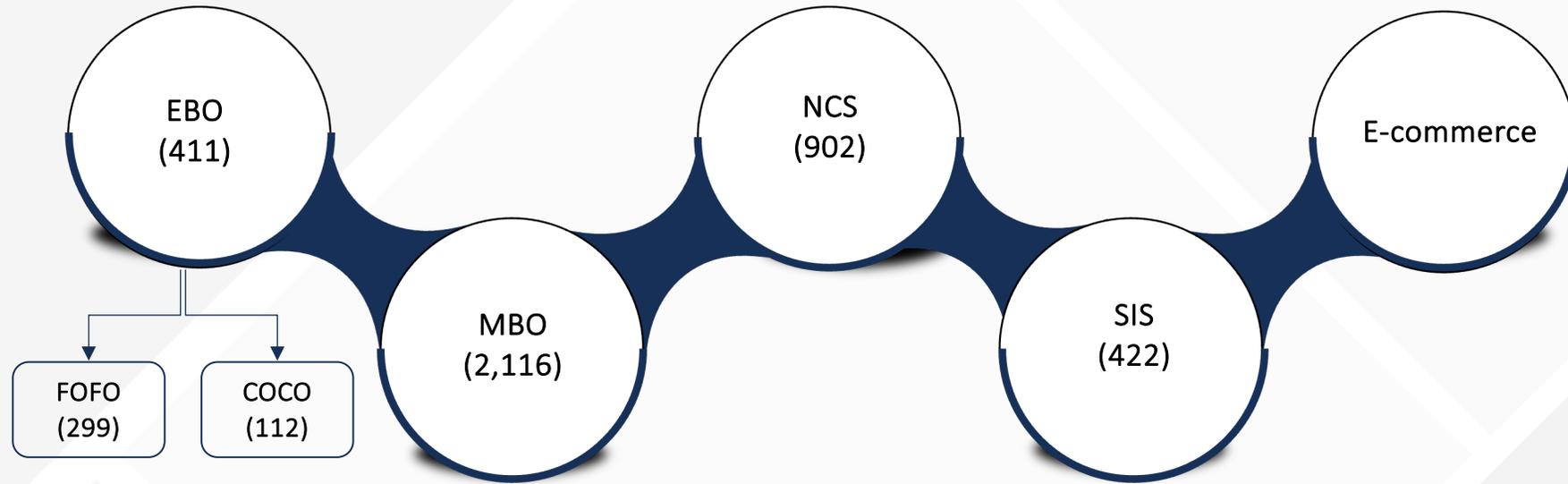
- Mink blankets, bedsheets and quilts



Kids 7%

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

Strong Distribution Network



Channel	FY24	FY23	Y-o-Y
EBO-COCO	112	76	47.4%
EBO-FOFO	299	280	6.8%
MBO and distributors	2,116	2,498	(15.3)%
NCS	902	859	5.0%
SIS	422	327	29.1%

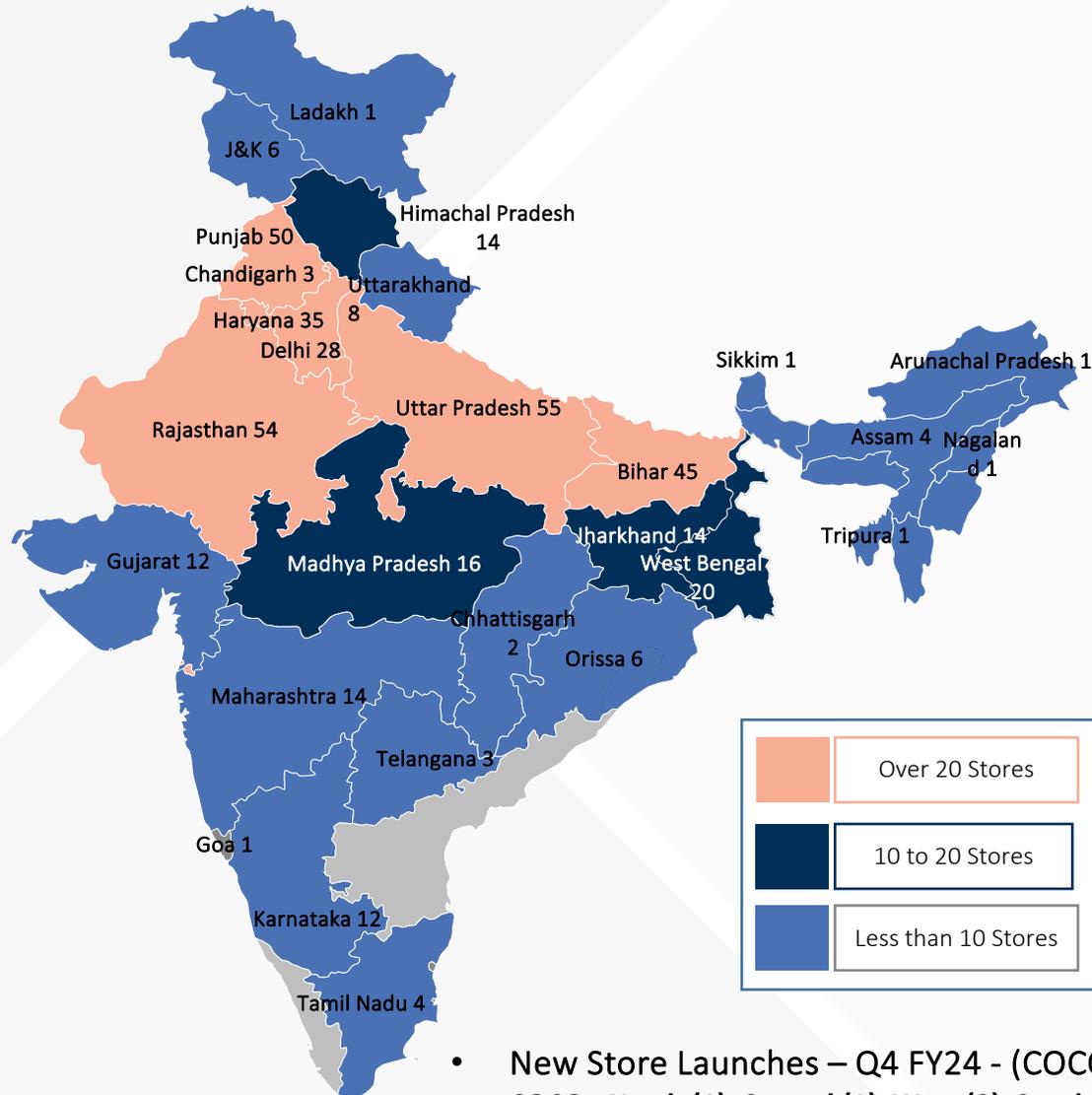
Online Platforms

Company's own Online Platforms

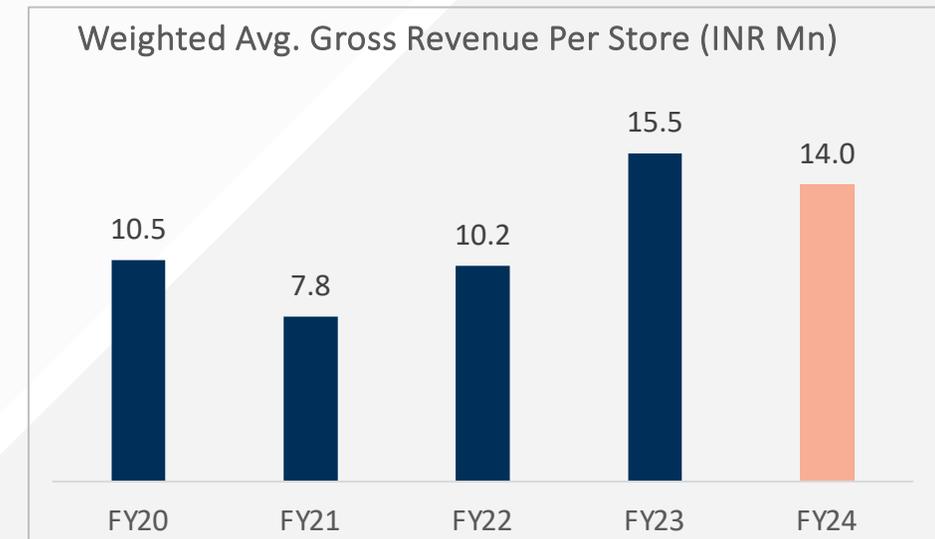
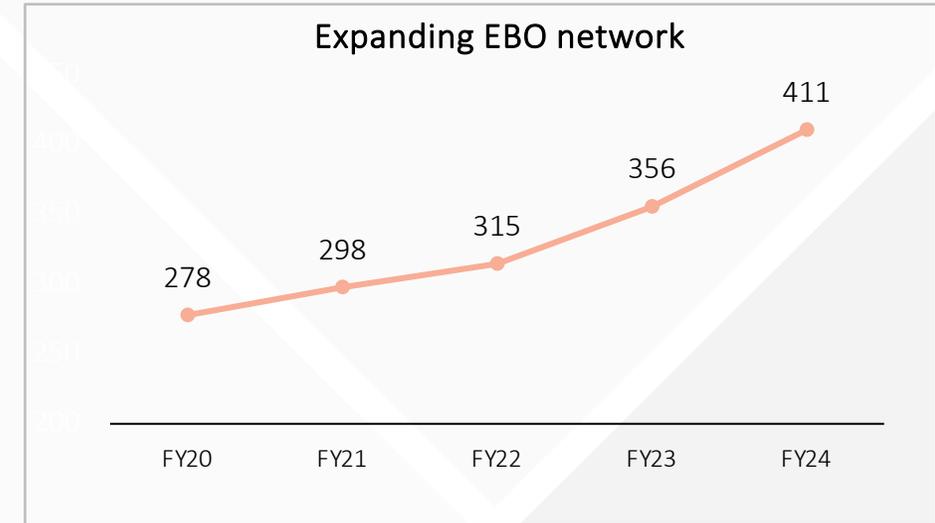
National Chain Stores

Total sales through own website in FY24: INR 151.4 Mn

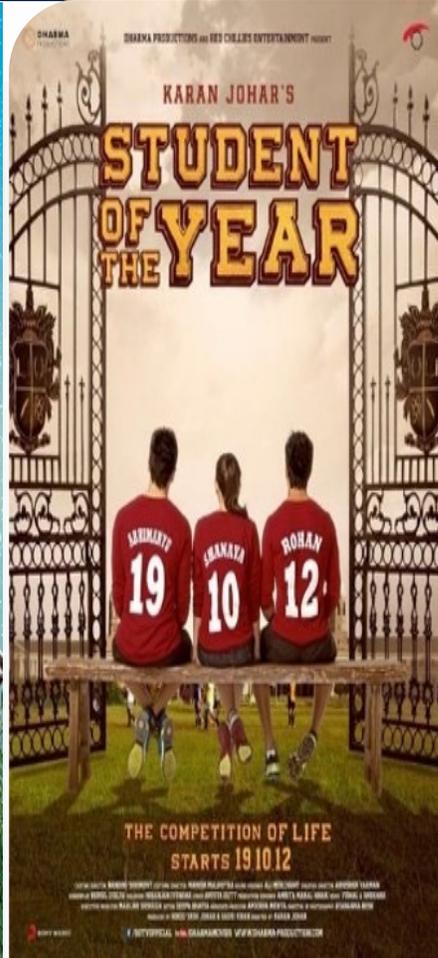
Pan India EBO Network



- New Store Launches – Q4 FY24 - (COCO – 7 & FOFO -6)
- COCO : North (1) Central (1) West (2) South (2) East (1)
- FOFO : North (1) Central (4) East (1)



Clothing Partner for various blockbuster Bollywood Movies



Strategic tie ups with THEATRES, AIRLINES & DIGITAL



Future Growth Strategies

Penetrate New Markets

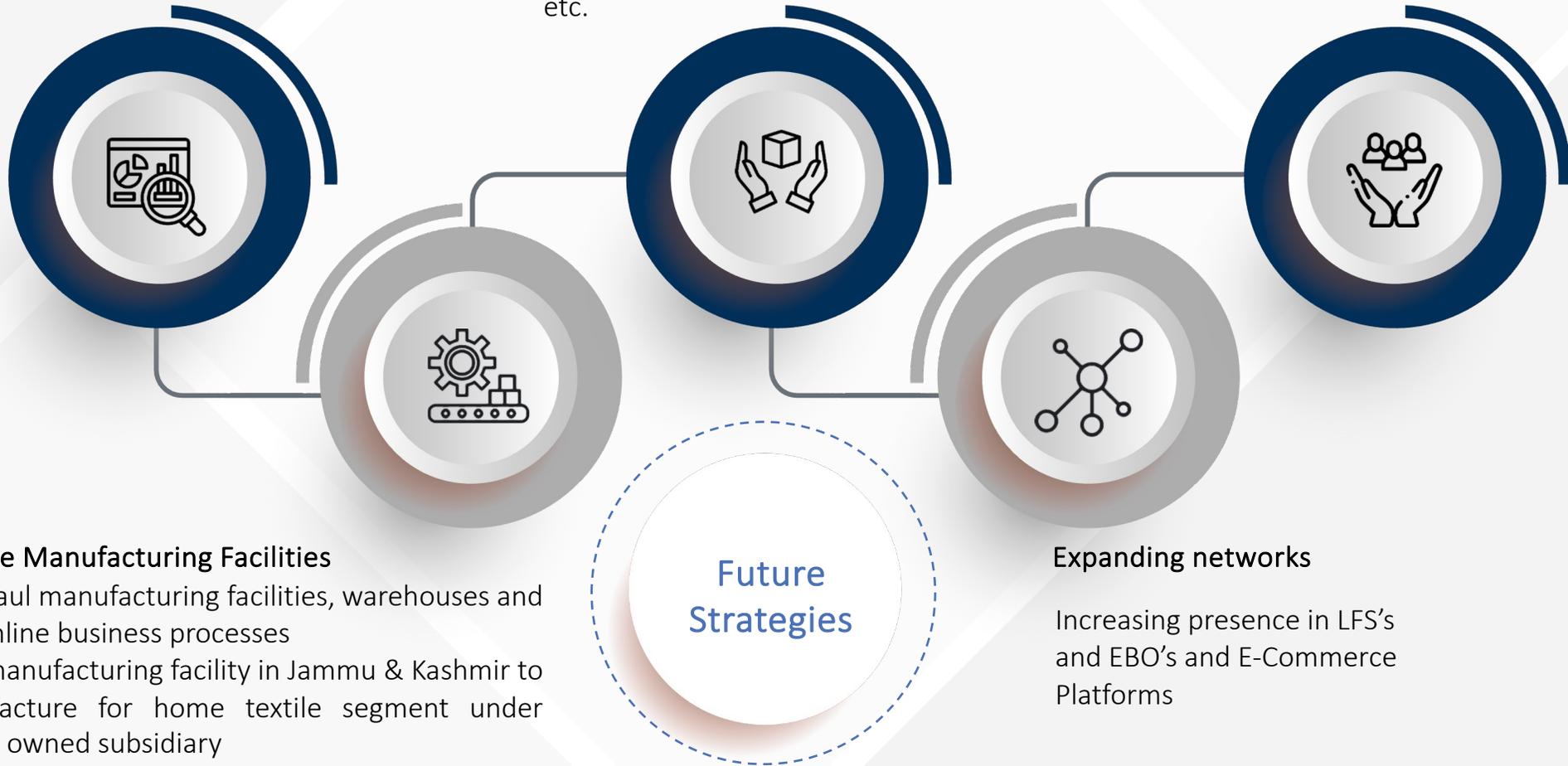
Explore new pockets through deeper penetration in the existing markets

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
- New manufacturing facility in Jammu & Kashmir to manufacture for home textile segment under wholly owned subsidiary

Expanding networks

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

Financial Highlights

Q4-FY24 Consolidated Financial Highlights

Revenue INR 2,065 Mn	EBITDA* INR (99) Mn	EBITDA Margin (4.79)%
PAT INR (178) Mn	PAT Margin (8.62)%	Diluted EPS INR (8.57)

Q4-FY24 Standalone Financial Highlights

Revenue INR 2,065 Mn	EBITDA* INR (99) Mn	EBITDA Margin (4.79)%
PAT INR (190) Mn	PAT Margin (9.20)%	Diluted EPS INR (9.15)

FY24 Consolidated Financial Highlights

Revenue INR 10,619 Mn	EBITDA* INR 1,419 Mn	EBITDA Margin 13.36 %
PAT INR 599 Mn	PAT Margin 5.64%	Diluted EPS INR 28.91

FY24 Standalone Financial Highlights

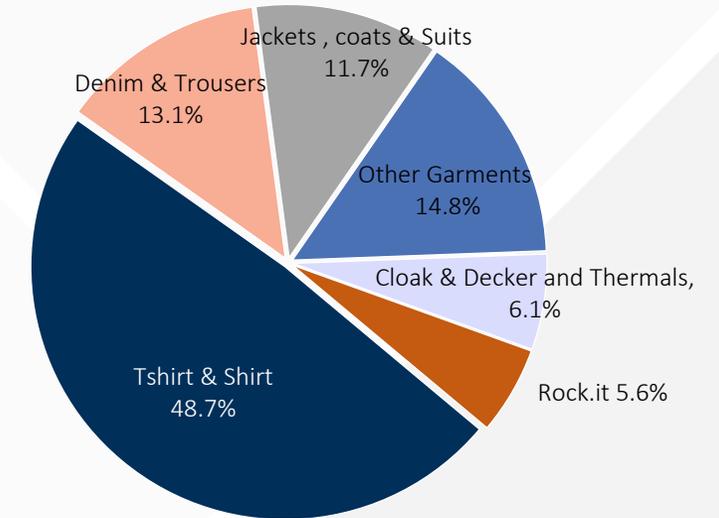
Revenue INR 10,619 Mn	EBITDA* INR 1,429 Mn	EBITDA Margin 13.46%
PAT INR 610 Mn	PAT Margin 5.74%	Diluted EPS INR 29.43

* Excluding Other Income

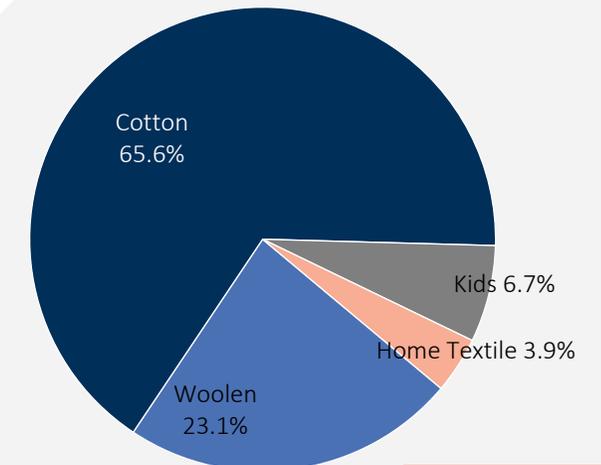
Q4-FY24 Operational Highlights

- Higher returns and discounts resulted in decline in Margins.
- Company is aggressively committed to opening up 45-50 EBO pan India including West & South.
- Our Online Sales have picked up, particularly from our own website sales.
- Home Textiles will continue to show good growth rate.
- Rock.it has performed well and has been widely accepted by the Market.
- Our Premium Brand -Luxuria, has started contributing to sales.

Q4-FY24 Cotton Segment Bifurcation

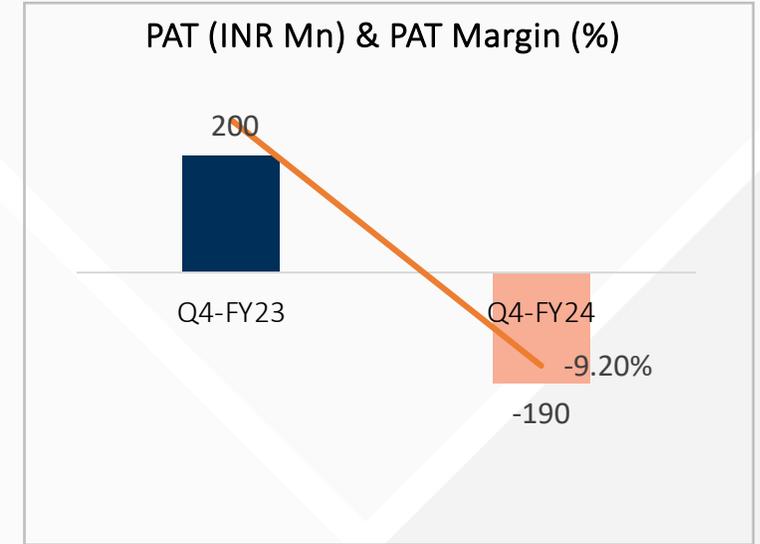
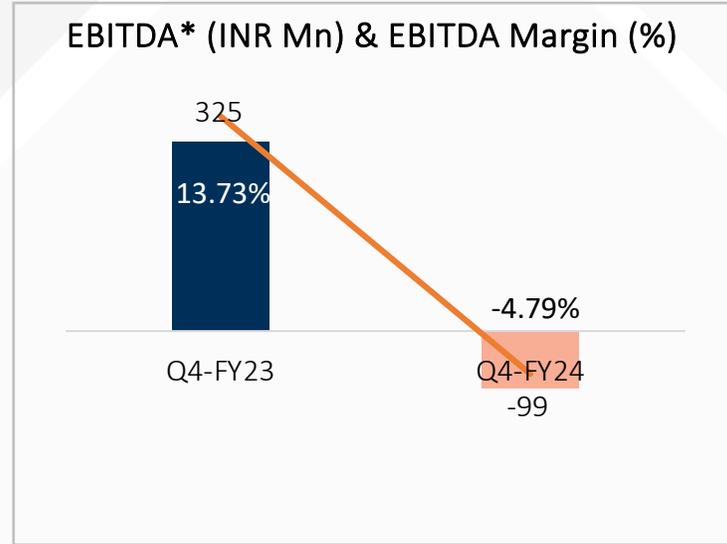


Q4-FY24 Segmental Sales

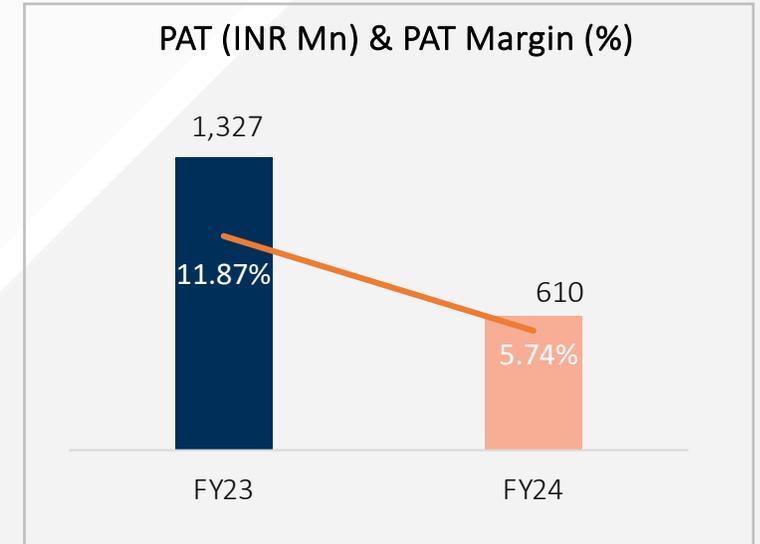
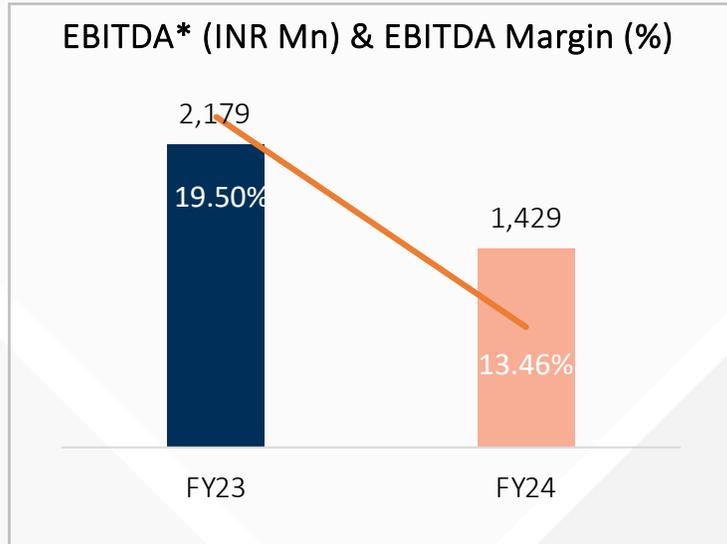
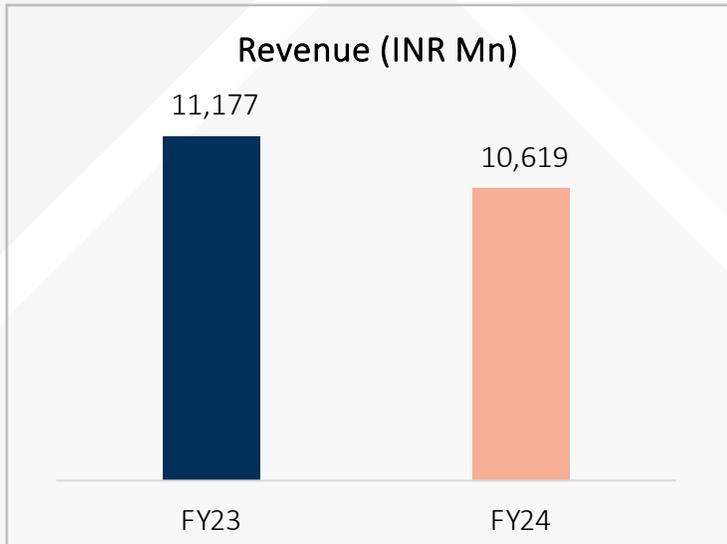


Standalone Financial Performance

QUARTERLY



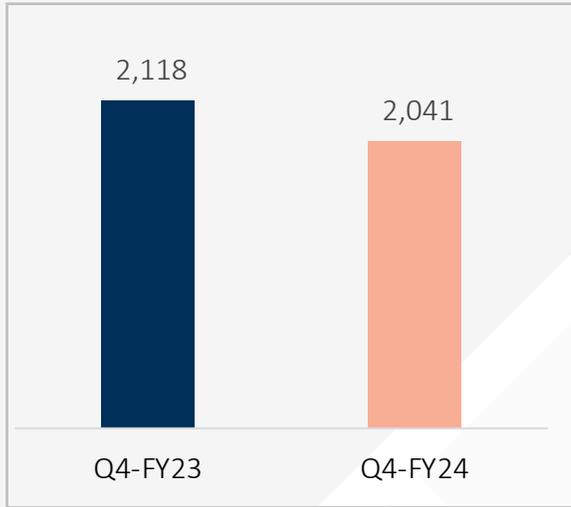
ANNUAL



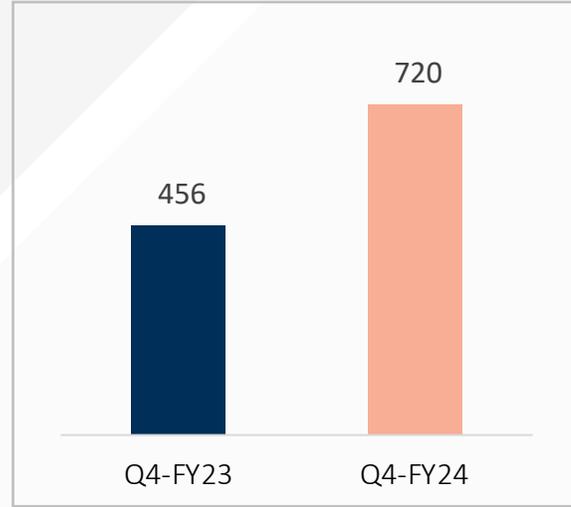
Segmental Revenues

QUARTERLY

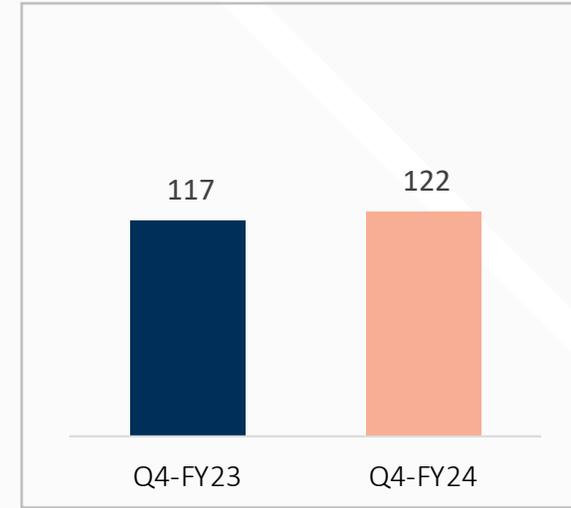
Cotton (INR Mn)



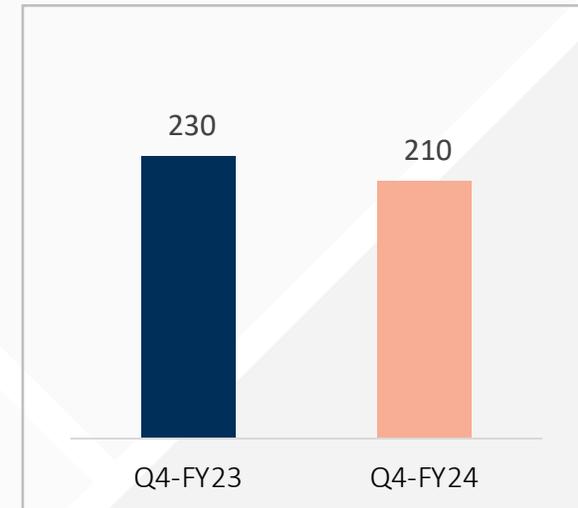
Woollen (INR Mn)



Home Textile (INR Mn)

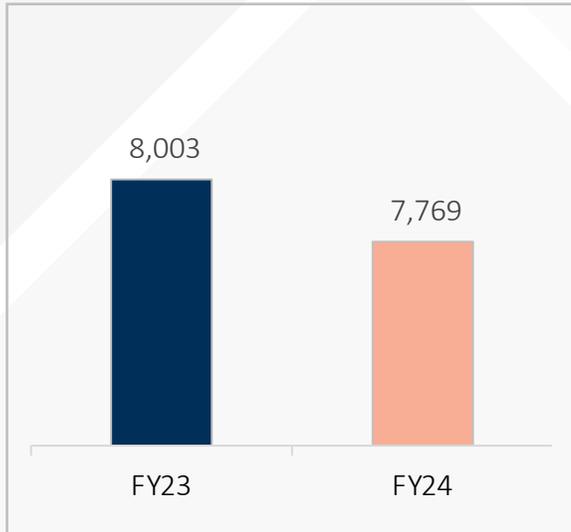


Kids (INR Mn)



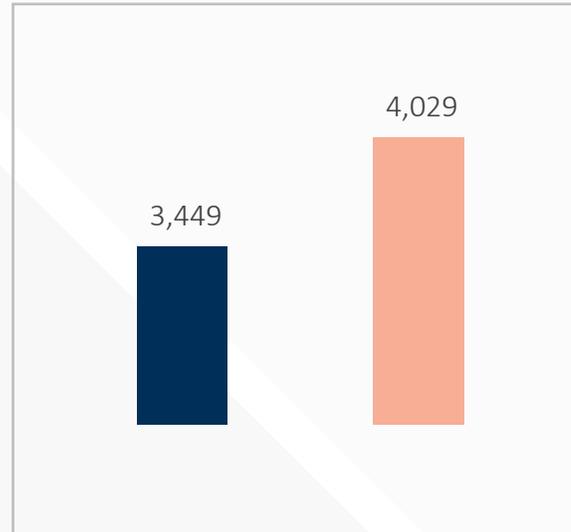
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8,003



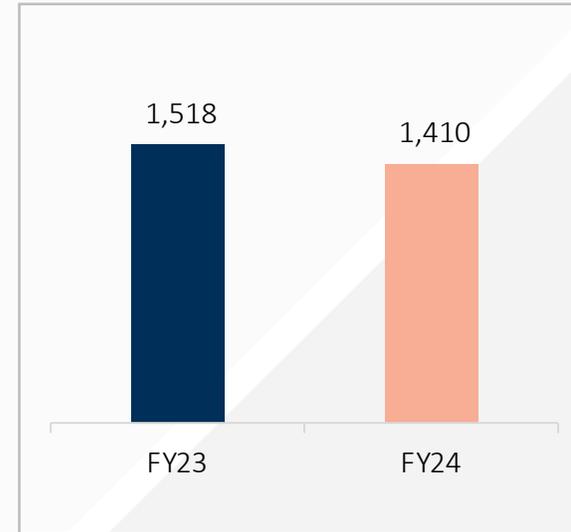
7,769

3,449



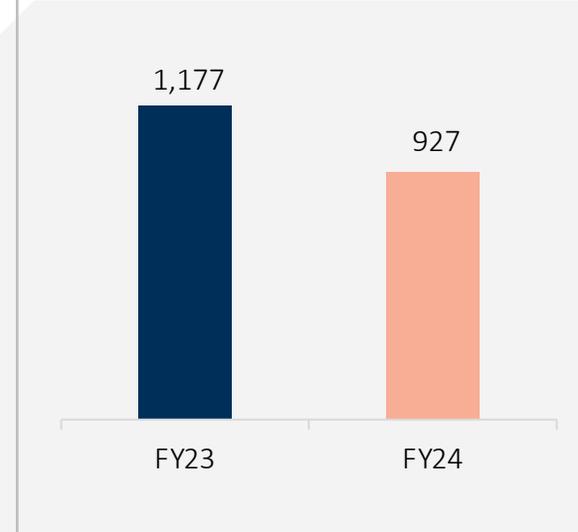
4,029

1,518



1,410

1,177



927

Segmental Volumes

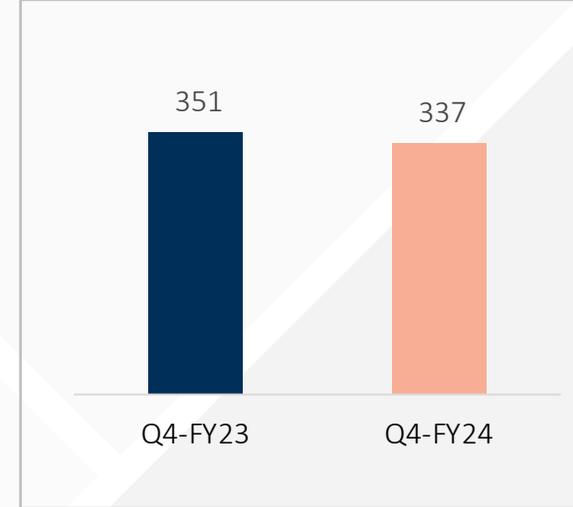
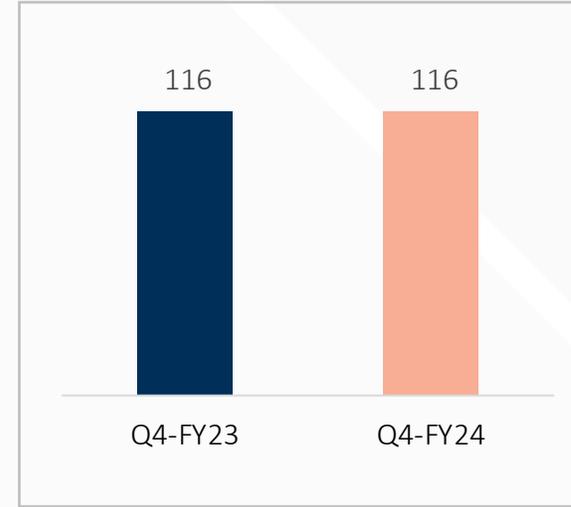
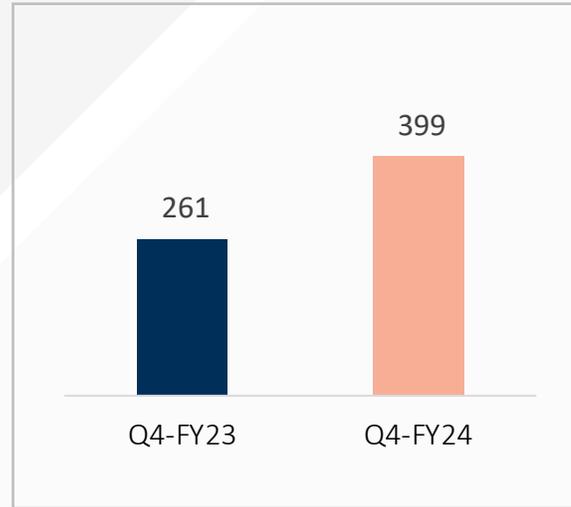
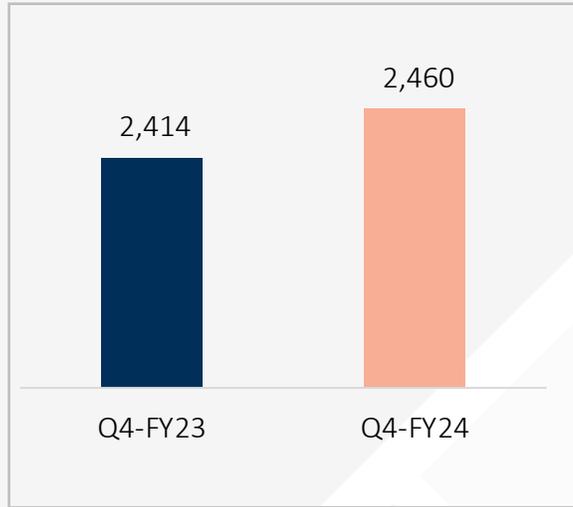
Cotton ('000)

Woollen ('000)

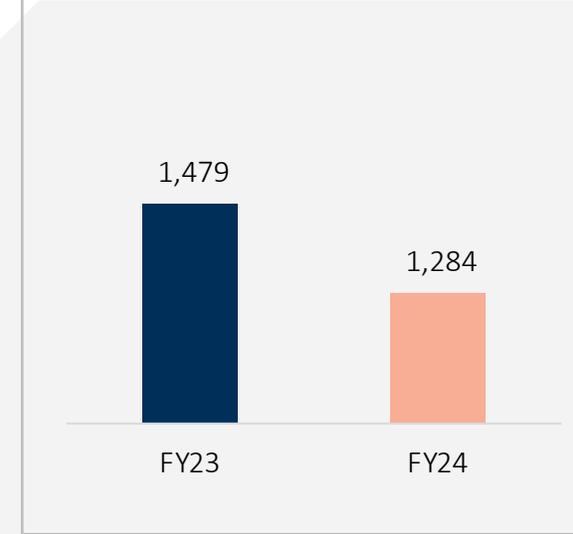
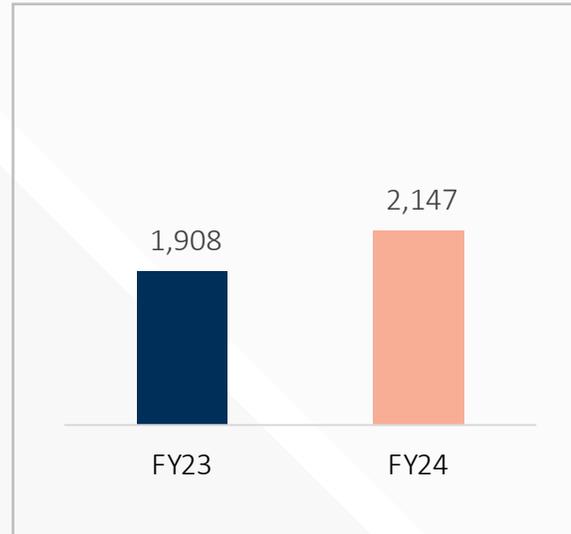
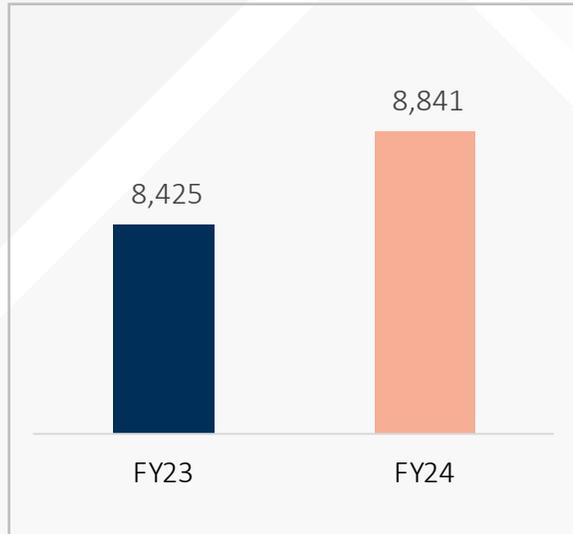
Home Textile ('000)

Kids ('000)

QUARTERLY



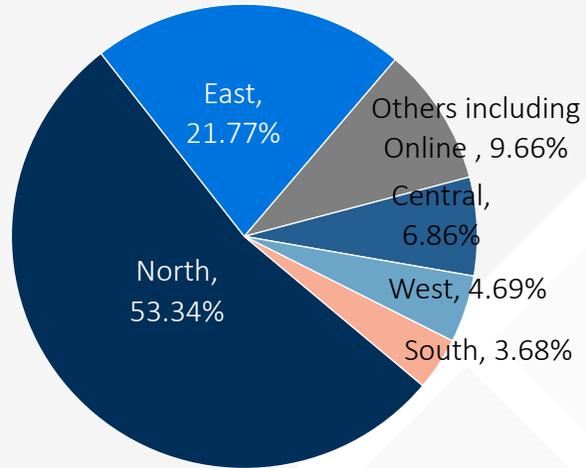
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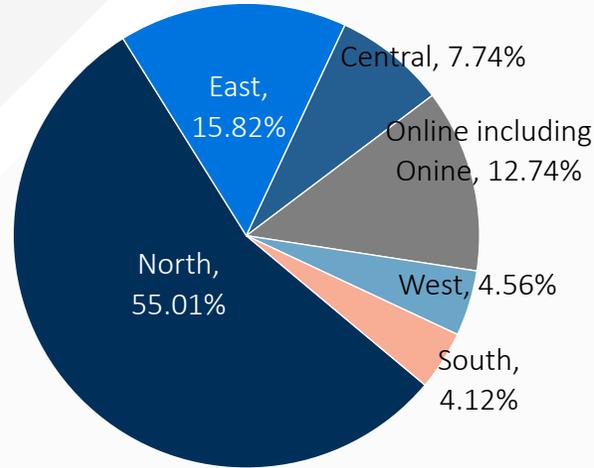
Quarterly and Annual Revenue Breakup

Revenue by Region

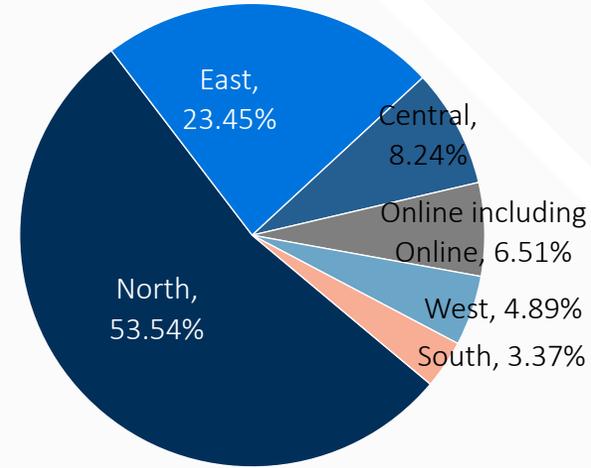
Q4-FY23 - INR 2,922 Mn



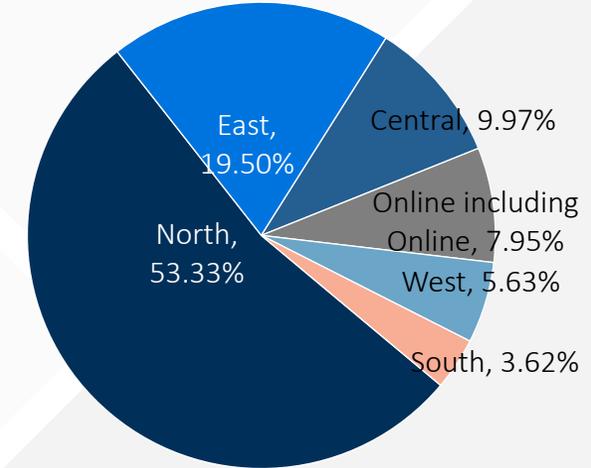
Q4-FY24 – INR 3,114 Mn



FY23– INR 14,147 Mn



FY24 – INR 14,163 Mn



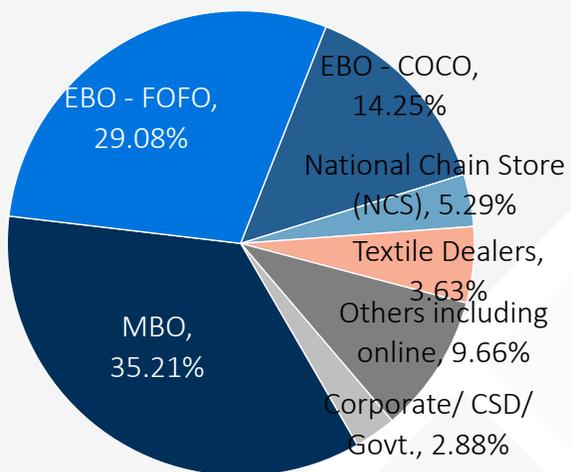
Particulars (In Mn.)

	Q4-FY23	Q4-FY24
Garments & Textile sale	2,922	3,114
Misc. Sales	13	18
Opening Provision for Sales return and Undelivered sales	1,031	1,261
Closing Provision for Sales return and Undelivered sales	(1,191)	(1,225)
Sales Returns(Actual)	(190)	(560)
Rebate & Discounts	(221)	(545)
Sale as per Financials	2,363	2,063

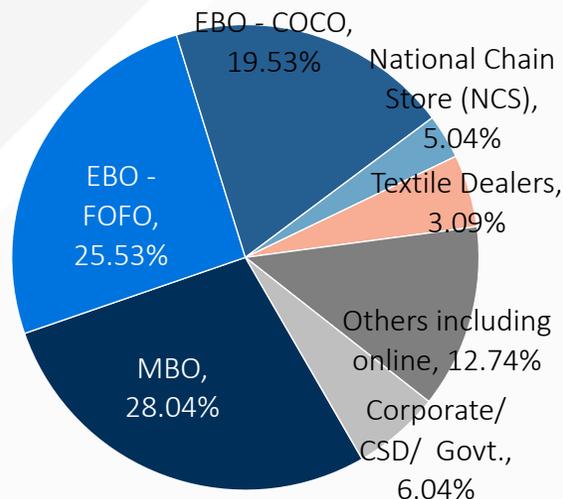
Quarterly and Annual Revenue Breakup

Revenue by Channel

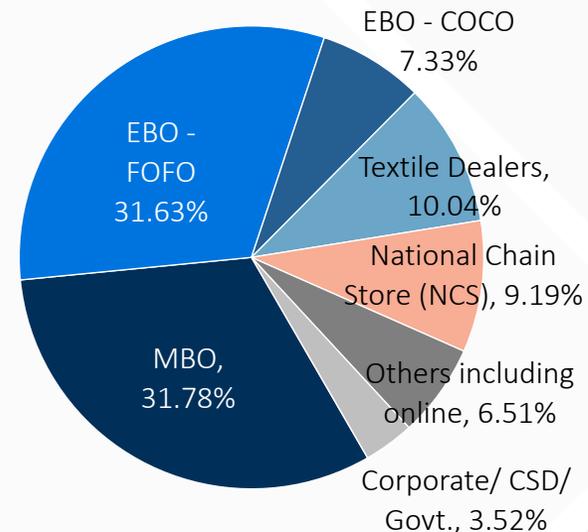
Q4-FY23 – INR 2,922 Mn



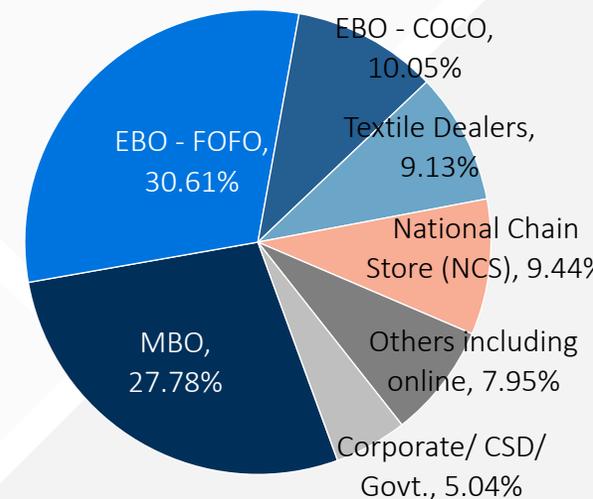
Q4-FY24 – INR 3,114 Mn



FY23 – INR 14,147 Mn



FY24 – INR 14,163 Mn



Particulars (In Mn.)

	FY23	FY24
Garments & Textile sale	14,147	14,163
Misc. Sale	49	55
Opening Provision for Sales return and Undelivered sales	571	1,191
Closing Provision for Sales return and Undelivered sales	(1,191)	(1,225)
Sales Returns(Actual)	(1,280)	(2,226)
Rebate & Discounts	(1,137)	(1,354)
Sale as per Financials	11,160	10,605

Q4-FY24 Marketing Highlights



Q4-FY24 New Store Launches



Quarterly Standalone Financial Performance

Particulars (INR Mn)	Q4-FY24	Q4-FY23	Y-O-Y
Revenue from Operations	2,065	2,367	(12.8)%
Operating Expenses	2,164	2,042	6.0%
EBITDA	(99)	325	NA
<i>EBITDA Margin (%)</i>	<i>(4.79)%</i>	<i>13.73%</i>	<i>NA</i>
Other Income	84	77	9.1%
Depreciation	131	131	NA
Finance Cost	97	54	79.6%
PBT	(243)	217	NA
Tax	(53)	17	NA
PAT	(190)	200	NA
<i>PAT Margin (%)</i>	<i>(9.20)%</i>	<i>8.45%</i>	<i>NA</i>
Other Comprehensive Income	0	(18)	NA
Total Comprehensive Income	(190)	182	NA
Basic/Diluted EPS (INR)	(9.15)	9.66	NA

Annual Standalone Income Statement

Particulars (INR Mn)	FY24	FY23	Y-o-Y
Operational Revenue	10,619	11,177	(5.0)%
Operating Expenses	9,190	8,998	2.1%
EBITDA	1,429	2,179	(34.4)%
<i>EBITDA Margins (%)</i>	<i>13.46%</i>	<i>19.50%</i>	<i>(604) Bps</i>
Other Income	275	208	32.2%
Depreciation	512	418	22.5%
Finance Cost	375	245	53.1%
PBT	817	1,724	(52.6)%
Tax	207	397	(47.9)%
PAT	610	1,327	(54.0)%
<i>PAT Margins (%)</i>	<i>5.74%</i>	<i>11.87%</i>	<i>(613) Bps</i>
Other Comprehensive Income	0	(18)	NA
Total Comprehensive Income	610	1,309	(53.4)%
Diluted EPS (INR)	29.43	64.03	(54.0)%

Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q4-FY24	Q4-FY23	Y-O-Y
Revenue from Operations	2,065	2,367	(12.8)%
Operating Expenses	2,164	2,044	5.9%
EBITDA	(99)	323	NA
<i>EBITDA Margin (%)</i>	<i>(4.79)%</i>	<i>13.65%</i>	<i>NA</i>
Other Income	84	77	9.1%
Depreciation	131	131	NA
Finance Cost	97	54	79.6%
PBT	(243)	215	NA
Tax	65	17	NA
PAT	(178)	198	NA
<i>PAT Margin (%)</i>	<i>(8.62)%</i>	<i>8.37%</i>	<i>NA</i>
Other Comprehensive Income	0	(18)	NA
Total Comprehensive Income	(178)	180	NA
Basic/Diluted EPS (INR)	(8.57)	9.56	NA

Annual Consolidated Income Statement

Particulars (INR Mn)	FY24	FY23	Y-o-Y
Operational Revenue	10,619	11,177	(5.0)%
Operating Expenses	9,200	9,000	2.2%
EBITDA	1,419	2,177	(34.8)%
<i>EBITDA Margins (%)</i>	<i>13.36%</i>	<i>19.48%</i>	<i>(612) Bps</i>
Other Income	275	208	32.2%
Depreciation	512	418	22.5%
Finance Cost	375	245	53.1%
PBT	807	1,722	(53.1)%
Tax	208	397	(47.6)%
PAT	599	1,325	(51.8)%
<i>PAT Margins (%)</i>	<i>5.64%</i>	<i>11.85%</i>	<i>(621) Bps</i>
Other Comprehensive Income	0	(19)	NA
Total Comprehensive Income	599	1,306	(54.1)%
Diluted EPS (INR)	28.91	63.92	(54.8)%

MONTE CARLO 

FINANCIAL *Overview*



Historical Standalone Income Statement

Particulars (INR MN)	FY21	FY22	FY23	FY24
Revenue from operations	6,220	9,043	11,177	10,619
Expenses	5,065	7,239	8,998	9,190
EBITDA	1,155	1,804	2,179	1,429
<i>EBITDA Margins (%)</i>	<i>18.57%</i>	<i>19.95%</i>	<i>19.50%</i>	<i>13.46%</i>
Depreciation	342	373	418	512
Finance Cost	135	157	245	375
Other Income	202	252	208	275
PBT	880	1,526	1,724	817
Tax	217	386	397	207
Profit after Tax	663	1,140	1,327	610
<i>PAT Margins (%)</i>	<i>10.66%</i>	<i>12.61%</i>	<i>11.87%</i>	<i>5.74%</i>
Other Comprehensive Income	30	4	(18)	0
Total Comprehensive Income	693	1,144	1,309	610
Diluted EPS (INR)	31.98	55.00	64.03	29.43

Historical Consolidated Income Statement

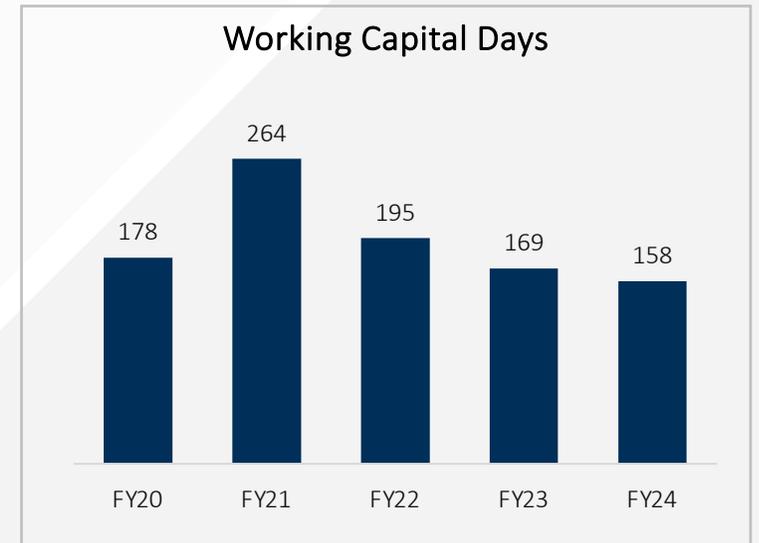
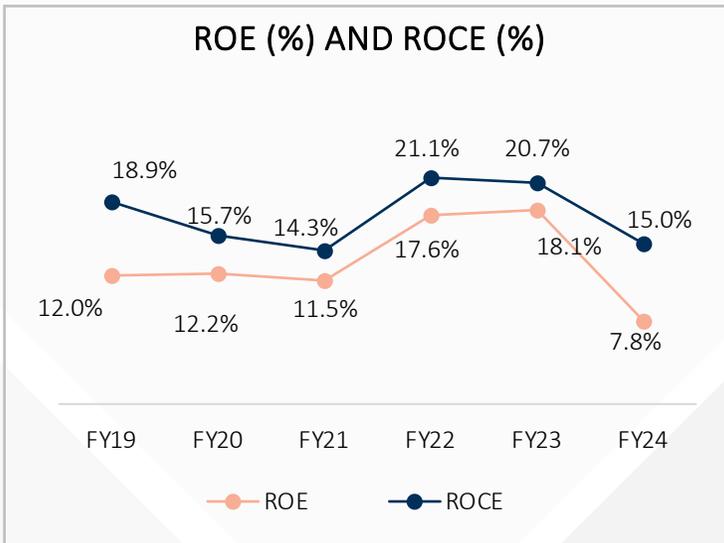
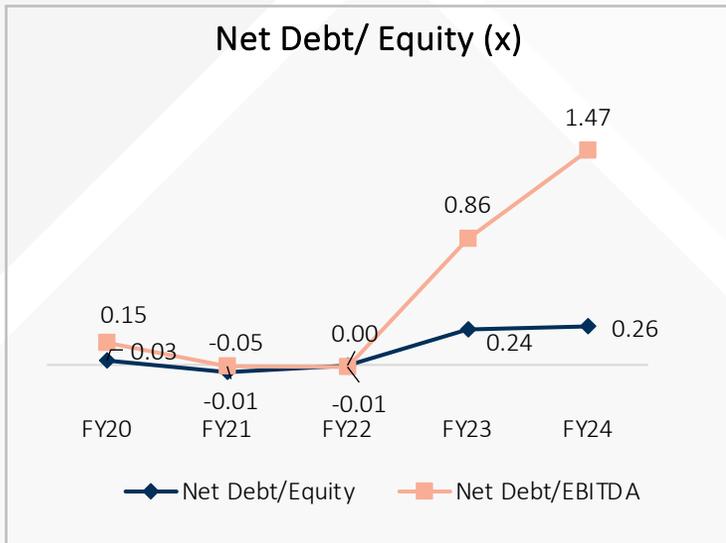
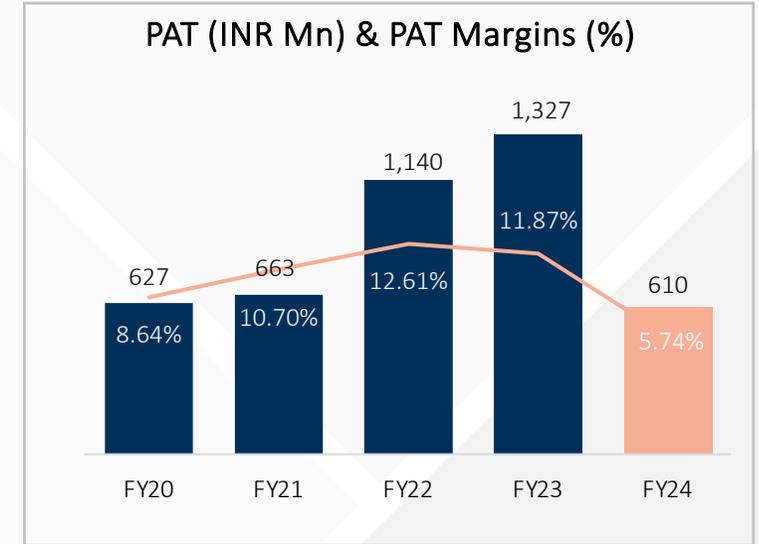
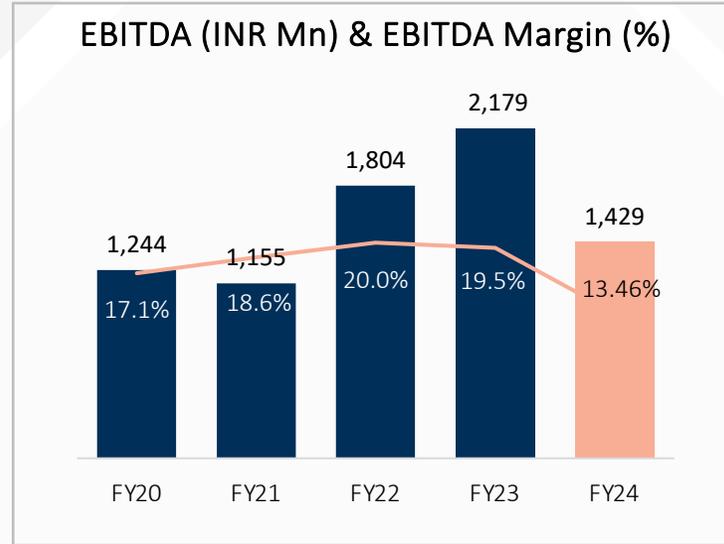
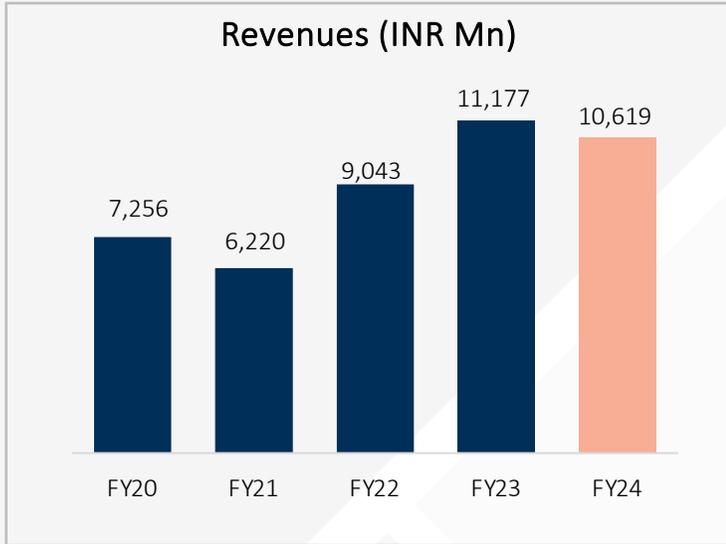
Particulars (INR MN)	FY21	FY22	FY23	FY24
Revenue from operations	6,220	9,043	11,177	10,619
Expenses	5,065	7,240	9,000	9,200
EBITDA	1,155	1,803	2,177	1,419
<i>EBITDA Margins (%)</i>	<i>18.57%</i>	<i>19.94%</i>	<i>19.48%</i>	<i>13.36%</i>
Depreciation	342	373	418	512
Finance Cost	135	157	245	375
Other Income	202	252	208	275
PBT	880	1,525	1,722	807
Tax	217	386	397	208
Profit after Tax	663	1,139	1,325	599
<i>PAT Margins (%)</i>	<i>10.66%</i>	<i>12.60%</i>	<i>11.85%</i>	<i>5.64%</i>
Other Comprehensive Income	30	4	(19)	0
Total Comprehensive Income	693	1,143	1,306	599
Diluted EPS (INR)	31.98	54.95	63.92	28.91

Historical Standalone Balance Sheet

Particulars (INR MN)	FY22	FY23	FY24
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	1,531	1,554	1,747
Right – of – use Assets	784	1,181	1,470
Capital Work in progress	13	194	1
Intangible Assets	4	74	60
Intangible Assets under Development	18	-	-
Financial Assets			
(i)Investments	544	725	1,203
(ii)Other Financial assets	73	366	407
Income Tax assets (net)	25	24	153
Deferred tax assets (net)	129	223	254
Other Non- Current Assets	32	11	49
Total Non- Current Assets	3,153	4,352	5,344
Current Assets			
Inventories	2,891	4,604	4,346
Financial Assets			
(i)Investments	1,631	1,701	1,207
(ii)Trade Receivables	2,599	3,802	3,701
(iii)Cash and Cash Equivalents	4	6	6
(iv)Other Bank Balances	476	130	67
(v) Loans	4	6	6
(vi) Other Financial Assets	77	128	133
Other Current Assets	332	238	365
Total Current Assets	8,013	10,615	9,831
TOTAL ASSETS	11,166	14,967	15,175

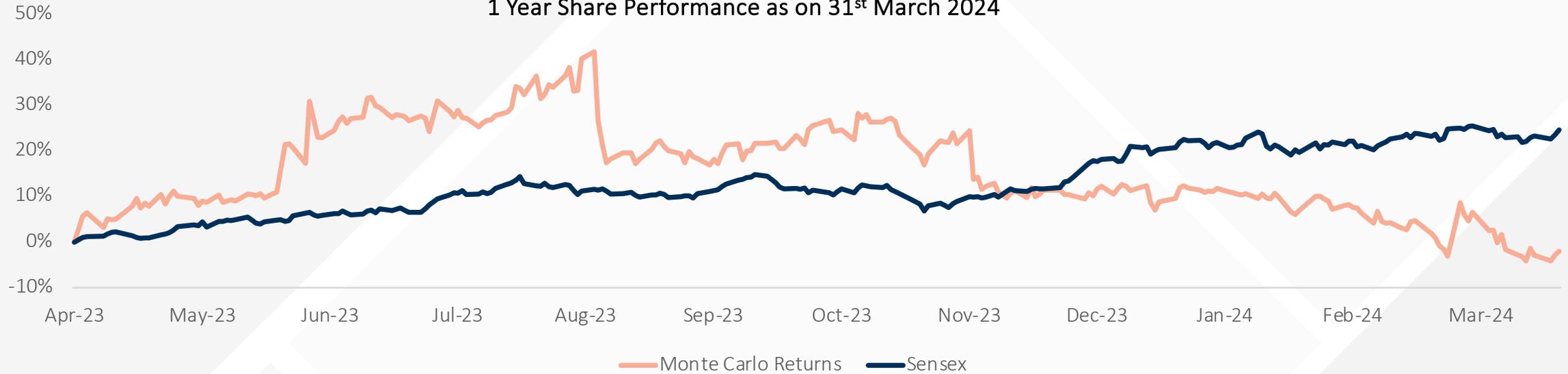
Particulars (INR Mn)	FY22	FY23	FY24
EQUITY AND LIABILITIES			
Equity			
Share Capital	207	207	207
Other Equity	6,666	7,560	7,755
Total Equity	6,873	7,767	7,962
Non-Current Liabilities			
Financial Liabilities			
(i)Borrowings	83	27	-
(ii)Lease Liability	741	1,112	1,285
(iii)Other Financial Liabilities	230	308	384
Other Non-Current Liabilities	27	308	289
Provisions	-	9	12
Total Non-Current Liabilities	1,081	1,764	1,970
Current Liabilities			
Financial Liabilities			
(i)Borrowings	601	1,993	2,170
(ii) Lease Liabilities	132	183	365
(iii)Trade Payables			
(a) MSME	2	8	343
(b) Other than MSME	1,384	1,931	1,072
(iv) Other Financial Liabilities	201	182	149
Other Current Liabilities	708	933	1,048
Current Tax Liabilities (Net)	117	104	-
Provisions	67	102	96
Total Current Liabilities	3,212	5,436	5,243
TOTAL EQUITY AND LIABILITIES	11,166	14,967	

Standalone Financial Performance



* Excluding Other Income

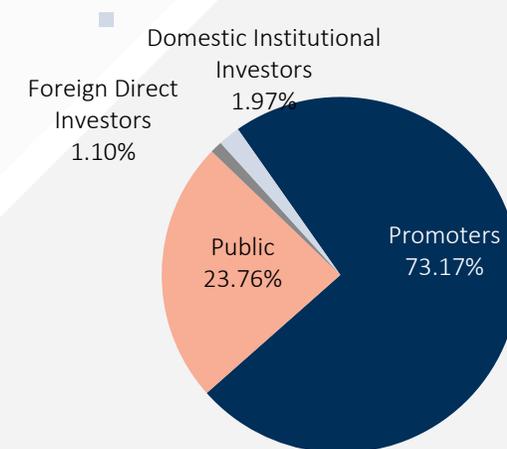
1 Year Share Performance as on 31st March 2024



Price Data (As on 31st March, 2024)

Face Value	10.0
CMP	621.0
52 Week H/L	918.0/605.0
Market Cap (INR Mn)	12,874.6
No. of Share outstanding (Mn)	20.7
Avg. Trading Volume ('000)	59.1

Share Holding Pattern (31st March 2024)



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