

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

August 6, 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: Q1FY25 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 ended June 30, 2024.

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

Thanking You,

FOR MONTE CARLO FASHIONS LIMITED

ANKUR
GAUBA

 Digitally signed by ANKUR
GAUBA
Date: 2024.08.06 09:43:10
+05'30'

**ANKUR GAUBA
COMPANY SECRETARY & COMPLIANCE OFFICER**

Encl. As Above

MONTE CARLO 

INVESTOR

Presentation

Q1 - FY25



Snapshot



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
422 EBO's
1,249 MBO's
906 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%

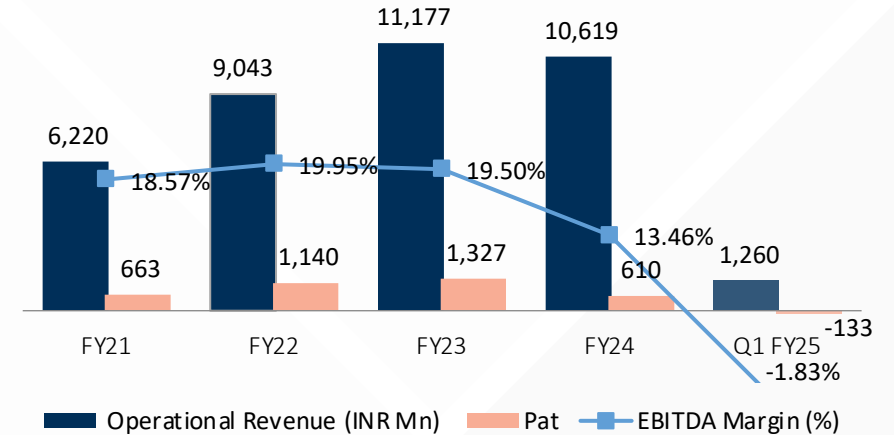


Consistent dividend
paying track record

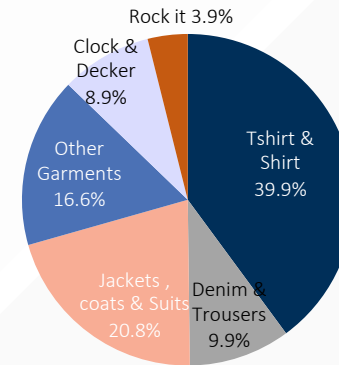
Company Overview

- 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.

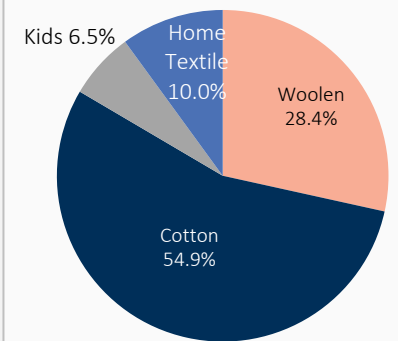
Standalone Revenue (INR Mn), EBITDA Margin (%) & PAT (INR Mn)



FY24 Cotton Segment Bifurcation



FY24 Product Segment Mix*



Product Segments



Cotton 55%

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



Woolen 28%

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



Home Textile 10%

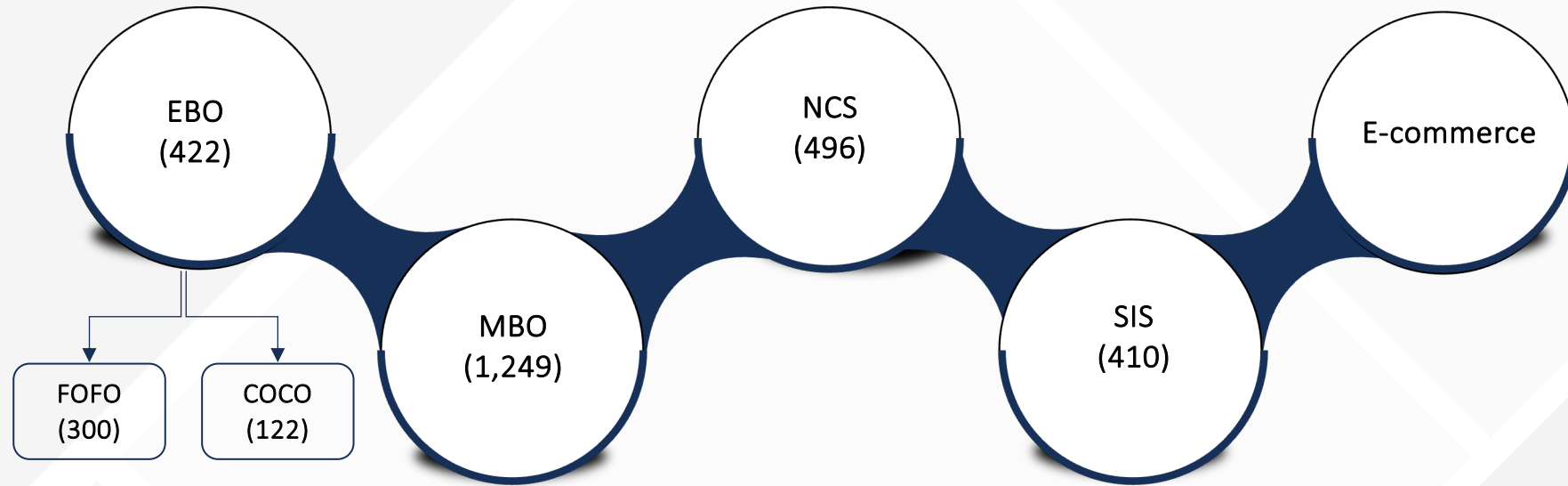
- Mink blankets, bedsheets and quilts



Kids 7%

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

Strong Distribution Network



Channel	Q1-FY25	Q1-FY24	Y-o-Y
EBO-COCO	122	85	43.53%
EBO-FOFO	300	281	6.76%
MBO and distributors	1249	1,438	(13.14%)
NCS	496	392	26.53%
SIS	410	346	18.50%

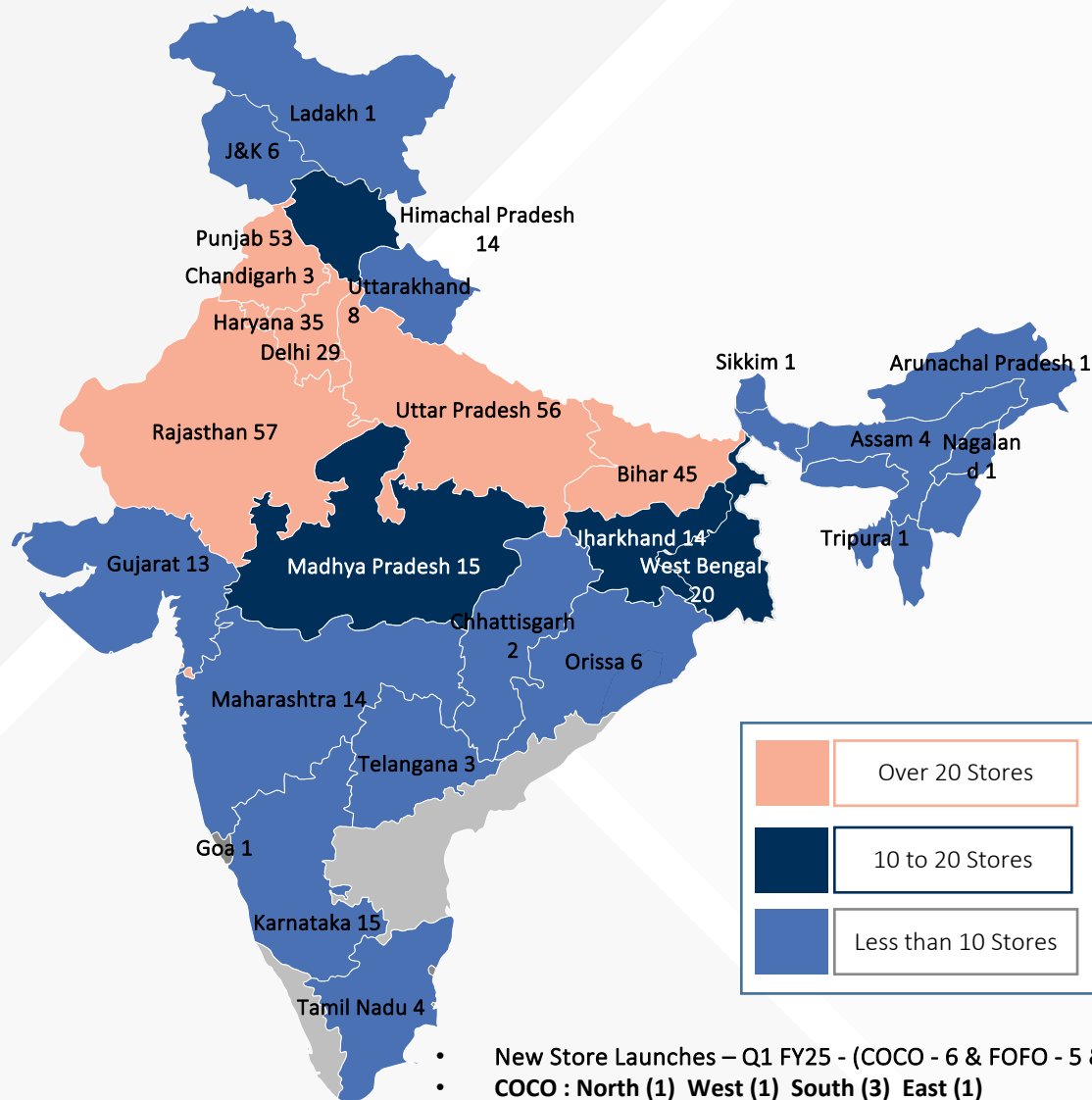
Online Platforms

Company's own Online Platforms

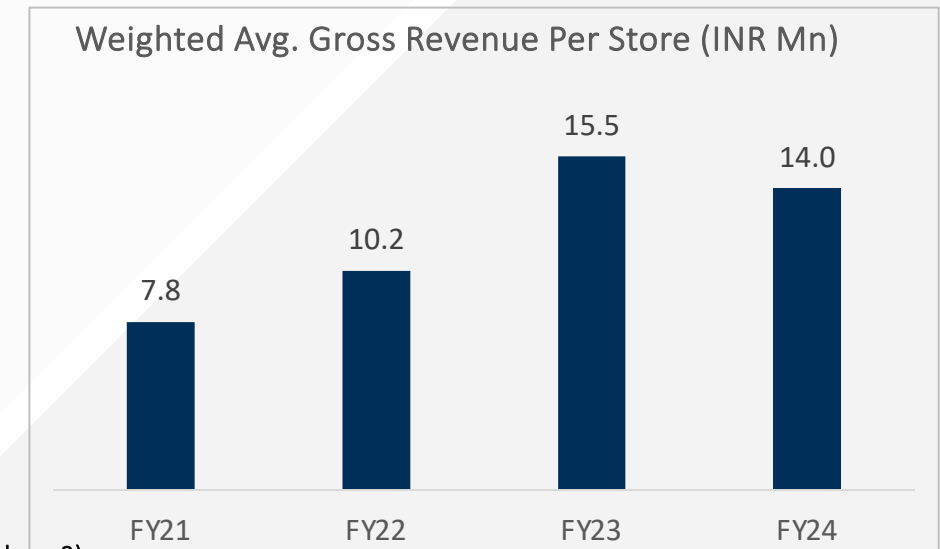
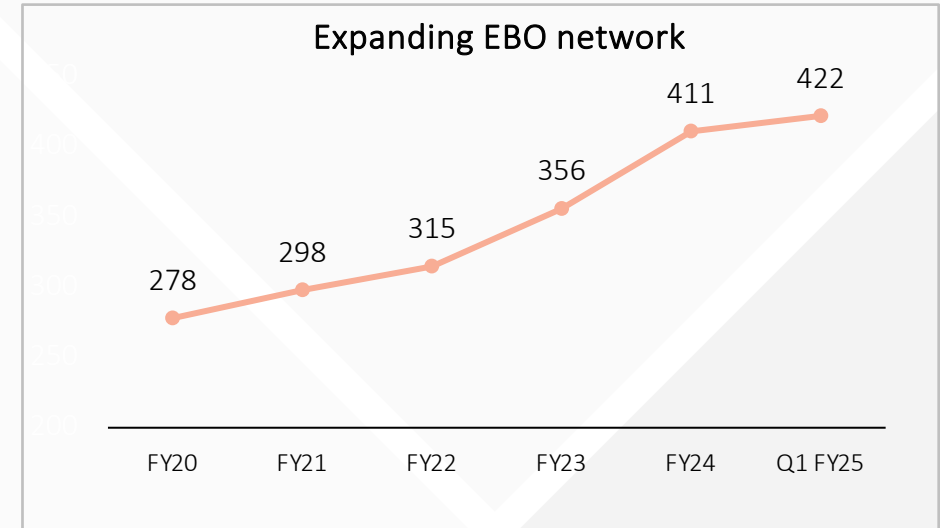
National Chain Stores

Total sales through own website in FY24: INR 151.4 Mn

Pan India EBO Network



- New Store Launches – Q1 FY25 - (COCO - 6 & FOFO - 5 & FOFO Cloak & Decker - 2)
- COCO : North (1) West (1) South (3) East (1)
- FOFO : North (3) Central (2)
- FOFO [Cloak & Decker] : North (1) Central (1)



Clothing Partner for various blockbuster Bollywood Movies



Strategic tie ups with THEATRES, AIRLINES & DIGITAL



Future Growth Strategies

Penetrate New Markets

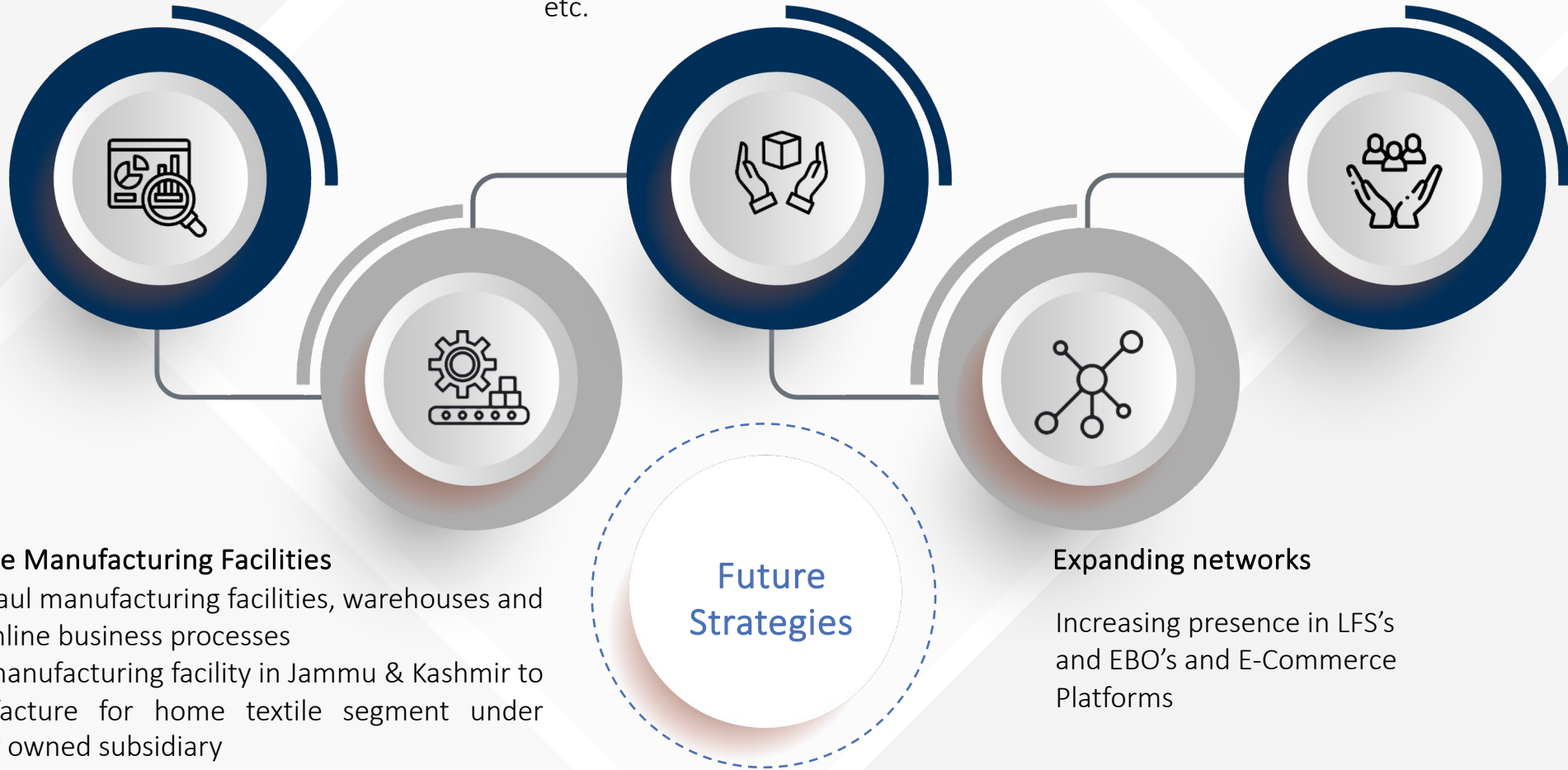
Explore new pockets through deeper penetration in the existing markets

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

OPERATIONAL

Highlights



Q1-FY25 Consolidated Financial Highlights

Revenue INR 1,260 Mn	EBITDA* INR (23) Mn	EBITDA Margin (1.83)%
PAT INR (133) Mn	PAT Margin (10.56)%	Diluted EPS INR (6.40)

Q1-FY25 Standalone Financial Highlights

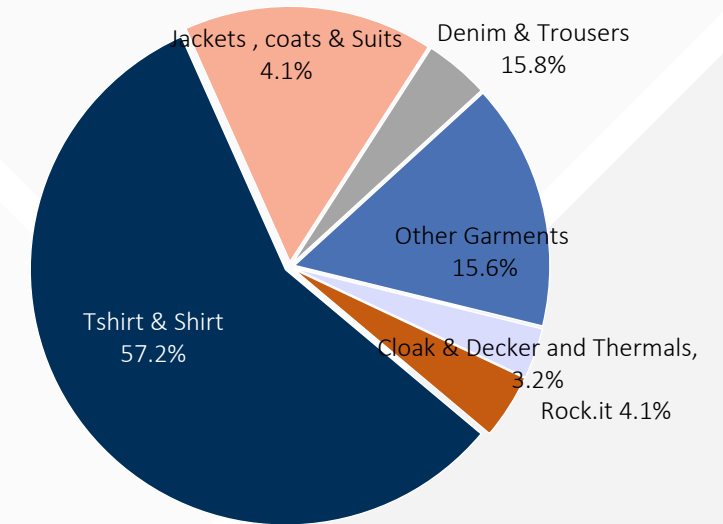
Revenue INR 1,260 Mn	EBITDA* INR (23) Mn	EBITDA Margin (1.83)%
PAT INR (133) Mn	PAT Margin (10.56)%	Diluted EPS INR (6.40)

* Excluding Other Income

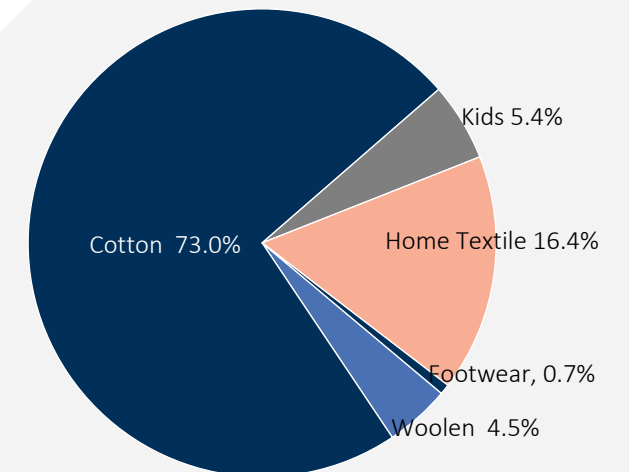
Q1-FY25 Operational Highlights

- The 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

Q1-FY25 Cotton Segment Bifurcation

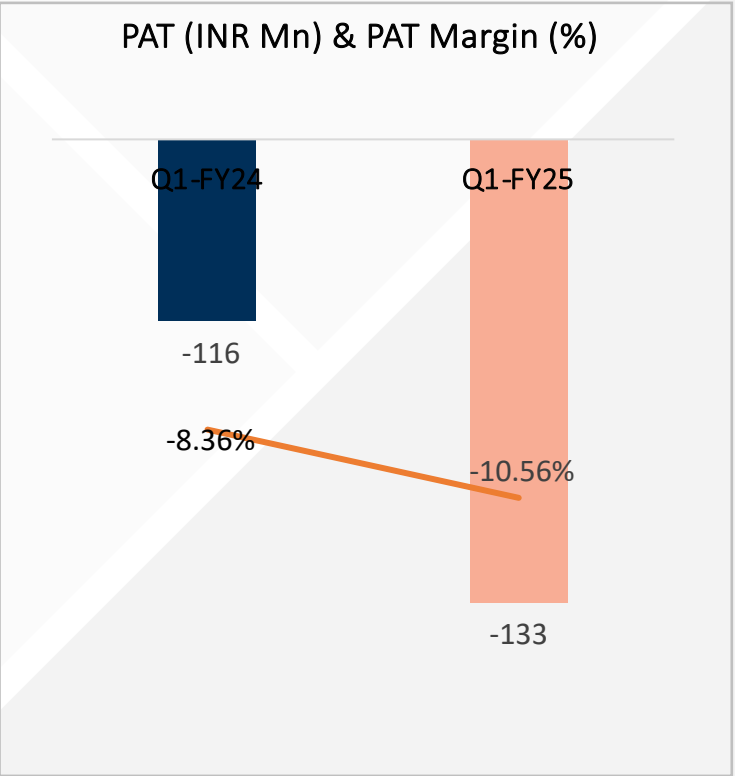
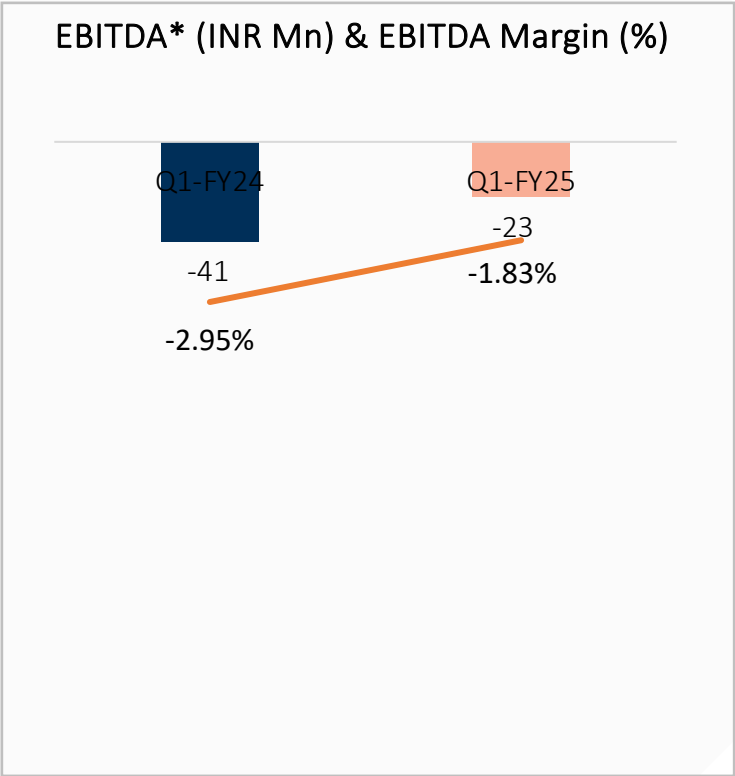
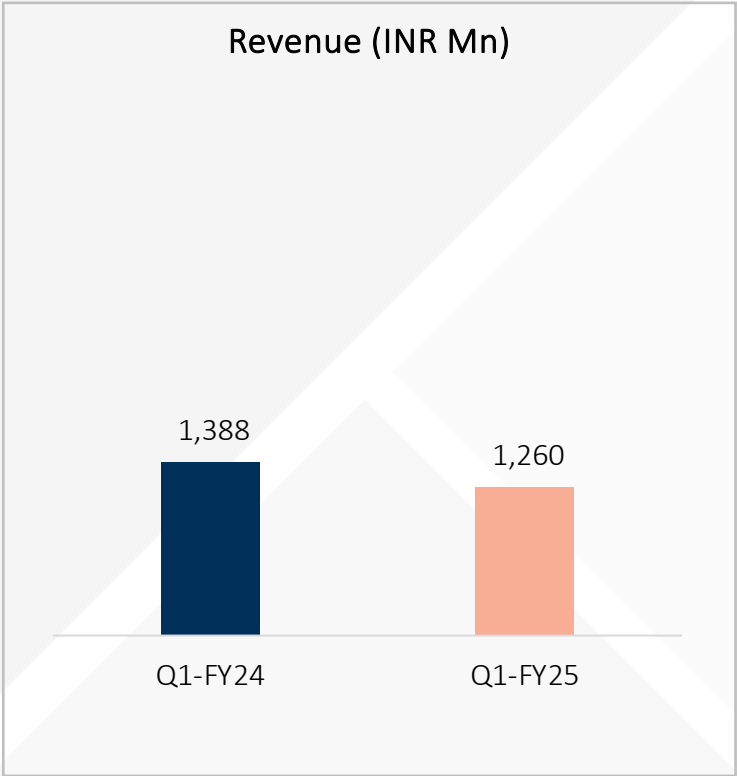


Q1-FY25 Segmental Sales



Standalone Financial Performance

QUARTERLY



* Excluding Other Income

Segmental Revenues

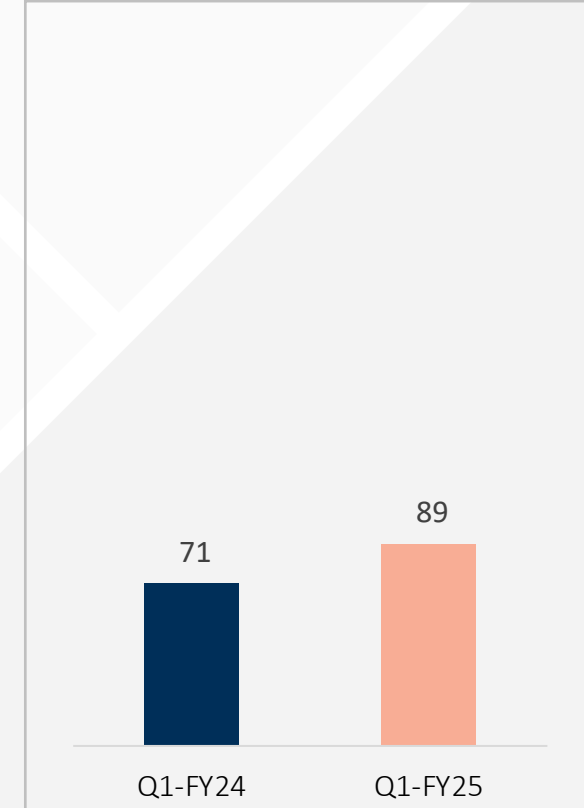
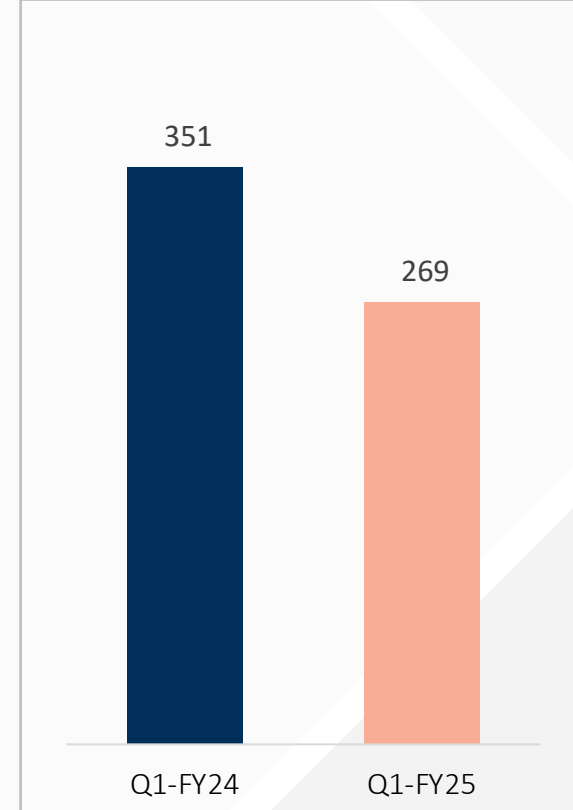
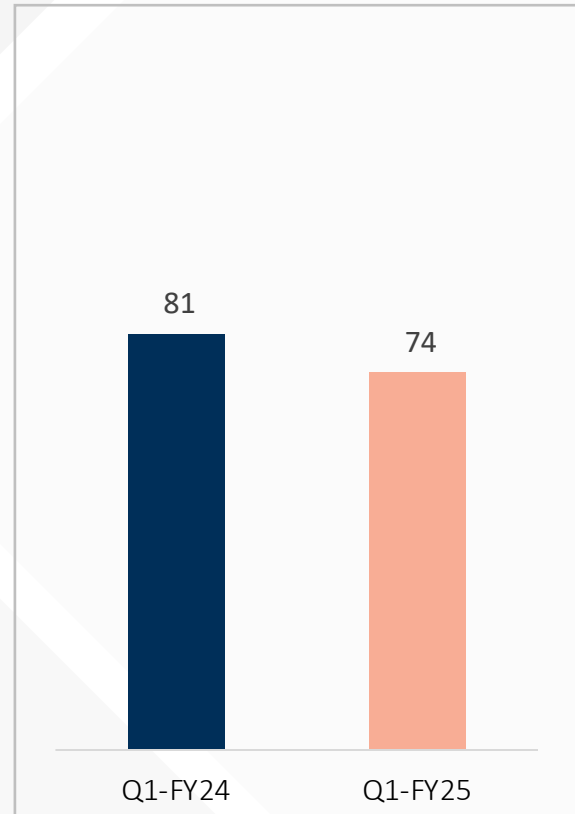
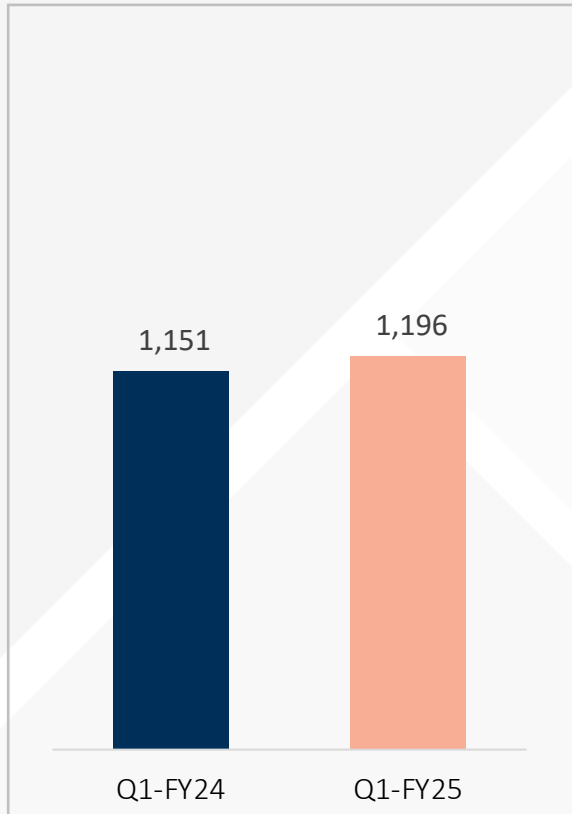
Cotton (INR Mn)

Woolen (INR Mn)

Home Textile (INR Mn)

Kids (INR Mn)

QUARTERLY

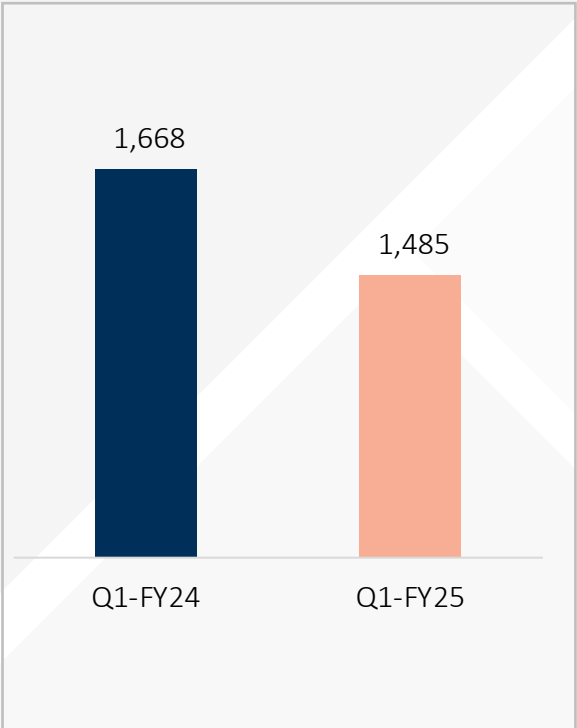


*Footwear sales amounted to INR 12.02 Mn in Q1-FY25

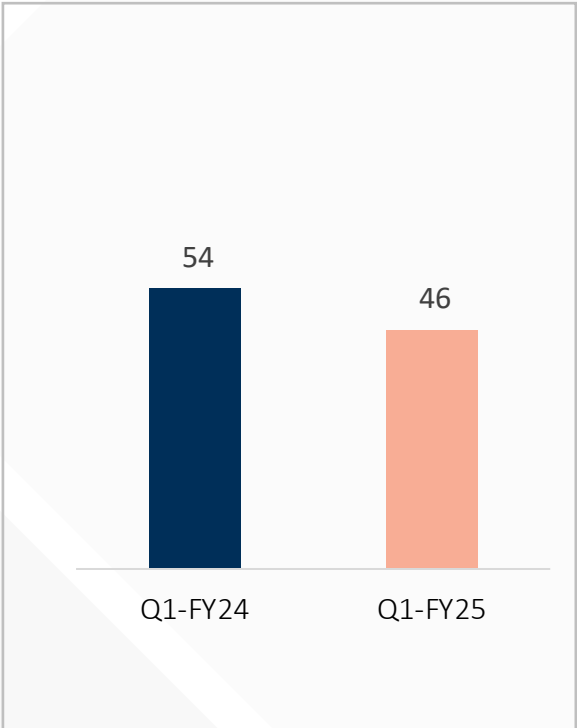
Segmental Volumes

QUARTERLY

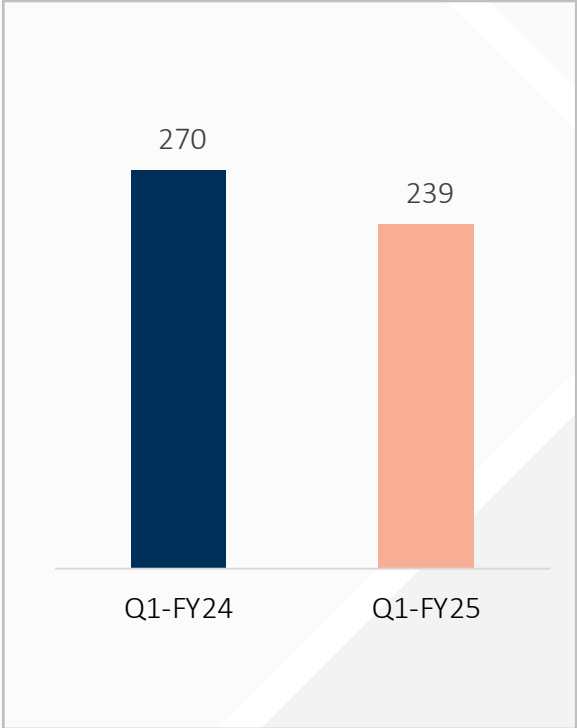
Cotton ('000)



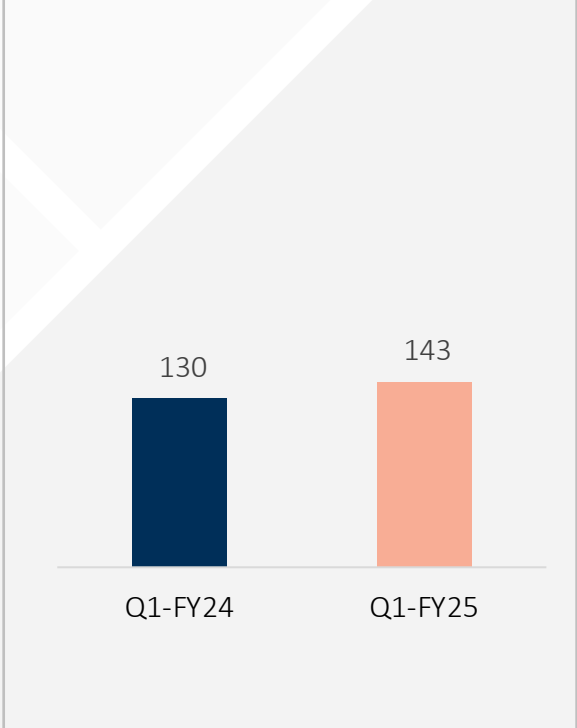
Woolen ('000)



Home Textile ('000)



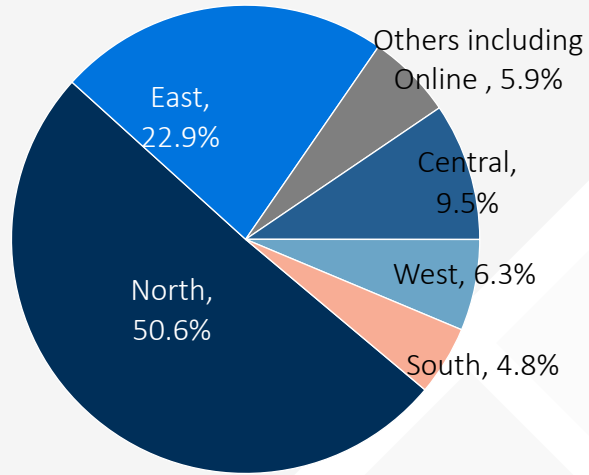
Kids ('000)



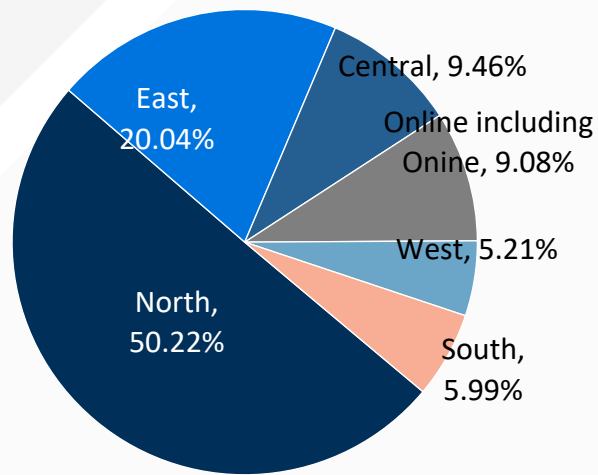
Quarterly and Annual Revenue Breakup

Revenue by Region

Q1-FY24 - INR 1,653.16 Mn

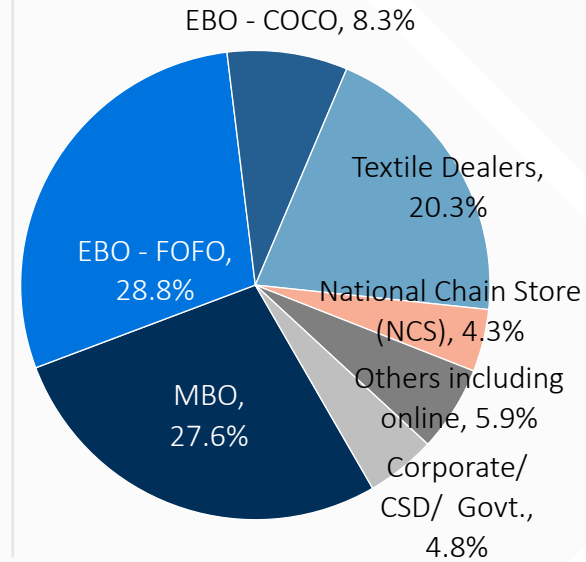


Q1-FY25 – INR 1,639.11 Mn

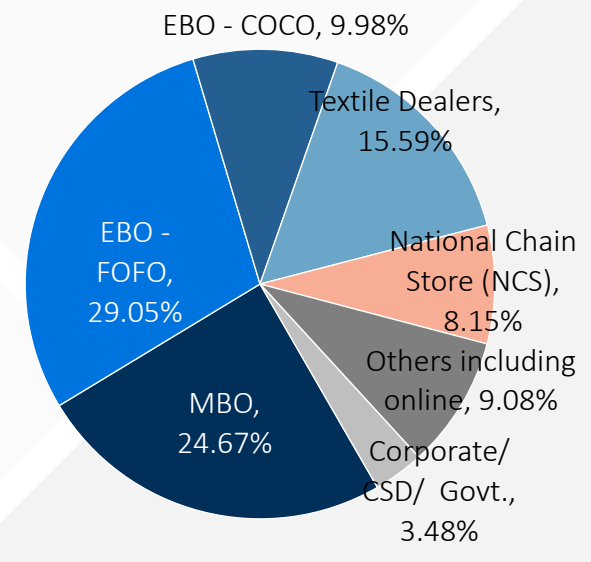


Revenue by Channel

Q1-FY24 – INR 1,653.16 Mn



Q1-FY25 – INR 1,639.11 Mn



EBO - COCO, 8.3%

EBO - COCO, 9.98%

Particulars (In Mn.)

Garments & Textile sale

Q1-FY24

1,653.06

Q1-FY25

1,639.11

Misc. Sales

9.05

13.26

Opening Provision for Sales return and Undelivered sales

1,191.32

1,224.76

Closing Provision for Sales return and Undelivered sales

(694.51)

(849.13)

Sales Returns(Actual)

(702.16)

(659.23)

Rebate & Discounts

(71.55)

(111.81)

Sale as per Financials

1385.30

1256.96

Q1-FY25 Marketing Highlights



Q1-FY25 New Store Launches



Quarterly Standalone Financial Performance

Particulars (INR Mn)	Q1-FY25	Q1-FY24	Y-O-Y
Revenue from Operations	1,260	1,388	(9.2)%
Operating Expenses	1,283	1,429	(10.2)%
Operating EBITDA	(23)	(41)	43.9%
<i>Operating EBITDA Margins (%)</i>	<i>(1.83)%</i>	<i>(2.95)%</i>	<i>112 Bps</i>
Other Income	73	75	(2.7)%
Depreciation	136	115	18.3%
Finance Cost	91	74	23.0%
PBT	(177)	(155)	(14.2)%
Tax	(44)	(39)	(12.8)%
PAT	(133)	(116)	(14.7)%
<i>PAT Margin (%)</i>	<i>(10.56)%</i>	<i>(8.36)%</i>	<i>(220) Bps</i>
Other Comprehensive Income	1	-	NA
Total Comprehensive Income	(132)	(116)	(13.8)%
Basic/Diluted EPS (INR)	(6.40)	(5.59)	(14.5)%

Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q1-FY25	Q1-FY24	Y-O-Y
Revenue from Operations	1,260	1,388	(9.2)%
Operating Expenses	1,283	1,429	(10.2)%
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<i>PAT Margin (%)</i>	<i>(10.56)%</i>	<i>(8.36)%</i>	<i>(220) Bps</i>
Other Comprehensive Income	1	0	NA
Total Comprehensive Income	(132)	(116)	(13.8)%
Basic/Diluted EPS (INR)	(6.40)	(5.59)	(14.5)%

MONTE CARLO 

FINANCIAL *Overview*



Historical Standalone Income Statement

Particulars (INR MN)	FY22	FY23	FY24	Q1-FY25
Revenue from operations	9,043	11,177	10,619	1,260
Expenses	7,239	8,998	9,190	1,283
Operating EBITDA	1,804	2,179	1,429	(23)
<i>Operating EBITDA Margins (%)</i>	<i>19.95%</i>	<i>19.50%</i>	<i>13.46%</i>	<i>(1.83)%</i>
Depreciation	373	418	512	136
Finance Cost	157	245	375	91
Other Income	252	208	275	73
PBT	1,526	1,724	817	(177)
Tax	386	397	207	(44)
Profit after Tax	1,140	1,327	610	(133)
<i>PAT Margins (%)</i>	<i>12.61%</i>	<i>11.87%</i>	<i>5.74%</i>	<i>(10.56)%</i>
Other Comprehensive Income	4	(18)	0	1
Total Comprehensive Income	1,144	1,309	610	(132)
Diluted EPS (INR)	55.00	64.03	29.43	(6.40)

Historical Consolidated Income Statement

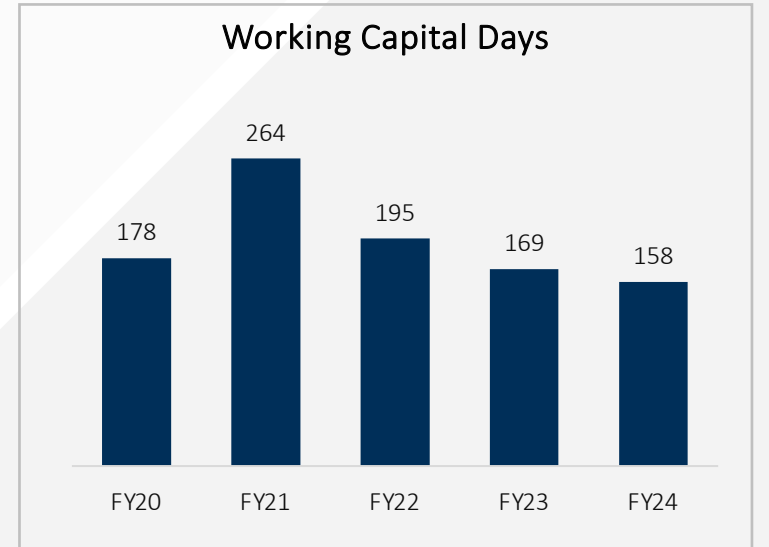
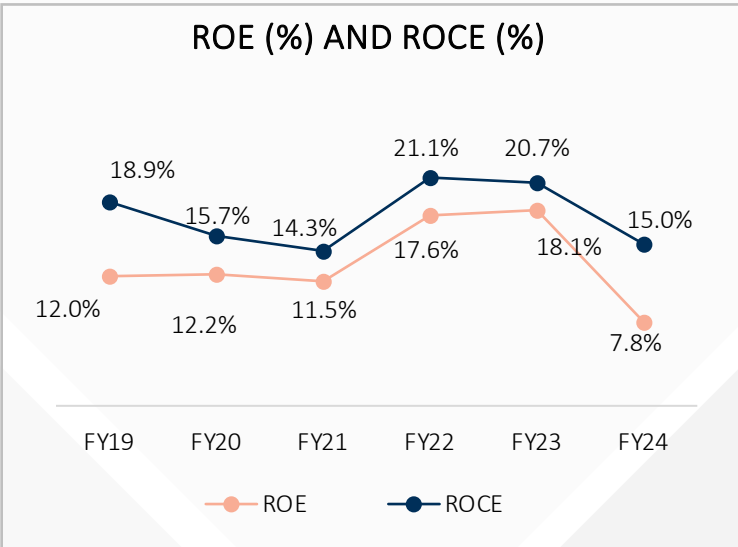
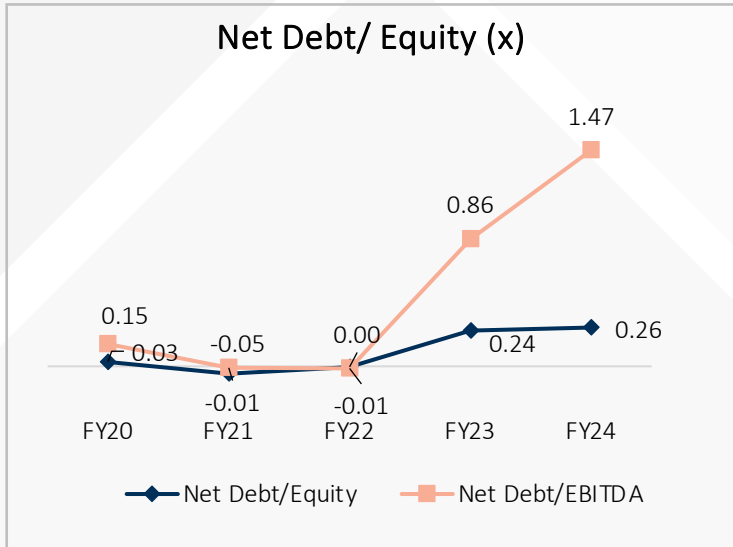
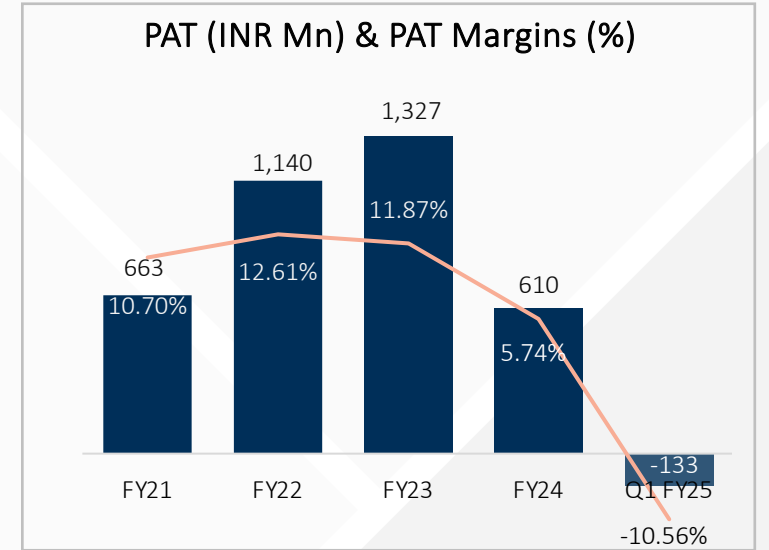
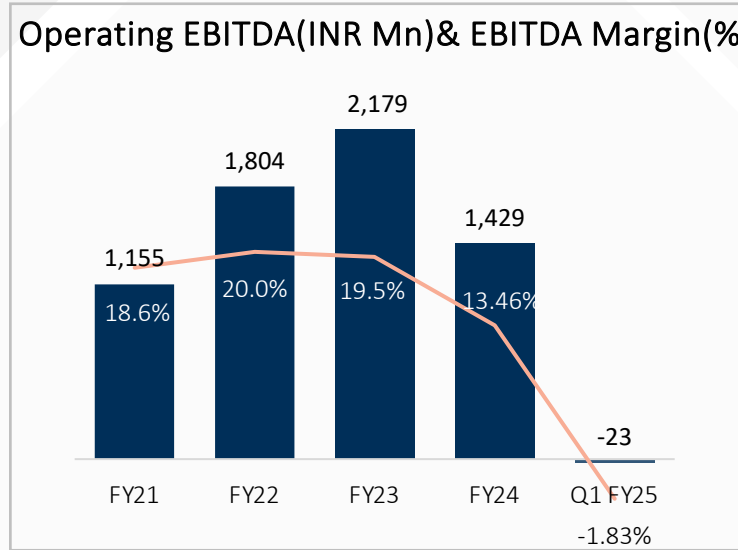
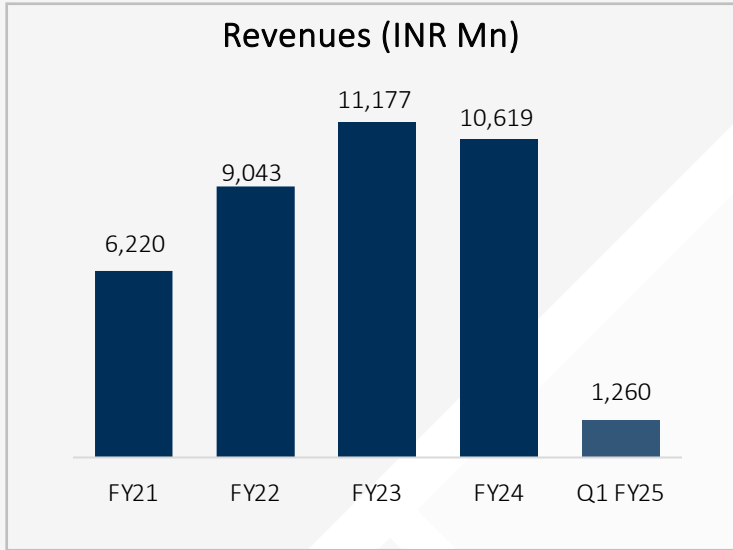
Particulars (INR MN)	FY22	FY23	FY24	Q1-FY25
Revenue from operations	9,043	11,177	10,619	1,260
Expenses	7,240	9,000	9,200	1,283
Operating EBITDA	1,803	2,177	1,419	(23)
<i>Operating EBITDA Margins (%)</i>	<i>19.94%</i>	<i>19.48%</i>	<i>13.36%</i>	<i>(1.83)%</i>
Depreciation	373	418	512	136
Finance Cost	157	245	375	91
Other Income	252	208	275	73
PBT	1,525	1,722	807	(177)
Tax	386	397	208	(44)
Profit after Tax	1,139	1,325	599	(133)
<i>PAT Margins (%)</i>	<i>12.60%</i>	<i>11.85%</i>	<i>5.64%</i>	<i>(10.56)%</i>
Other Comprehensive Income	4	(19)	0	1
Total Comprehensive Income	1,143	1,306	599	(132)
Diluted EPS (INR)	54.95	63.92	28.91	(6.40)

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

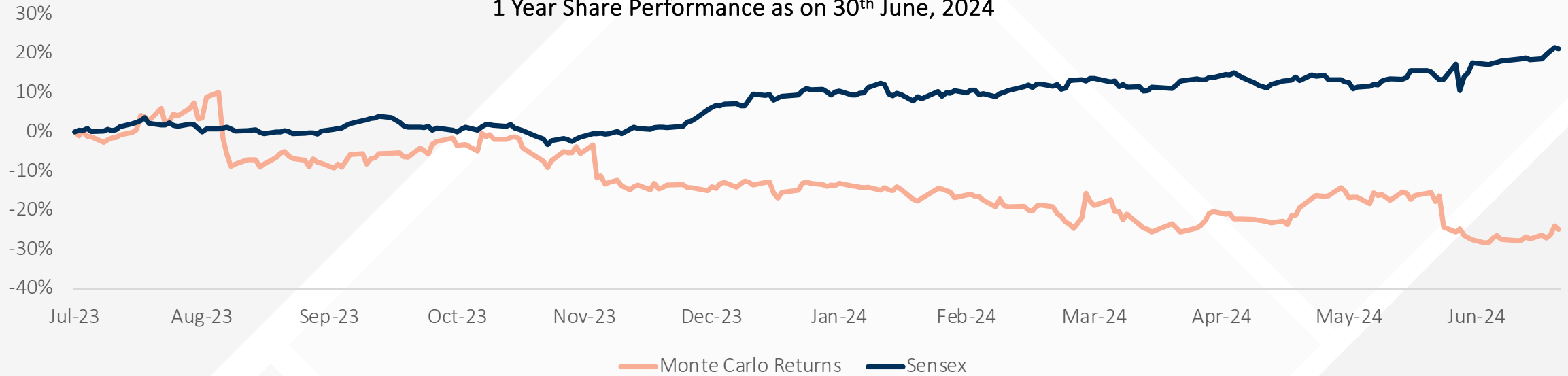
Particulars (INR Mn)	FY22	FY23	FY24
EQUITY AND LIABILITIES			
Equity			
Share Capital	207	207	207
Other Equity	6,666	7,560	7,755
Total Equity	6,873	7,767	7,962
Non-Current Liabilities			
Financial Liabilities			
(i)Borrowings	83	27	-
(ii)Lease Liability	741	1,112	1,285
(iii)Other Financial Liabilities	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	15,175

Standalone Financial Performance



* Excluding Other Income

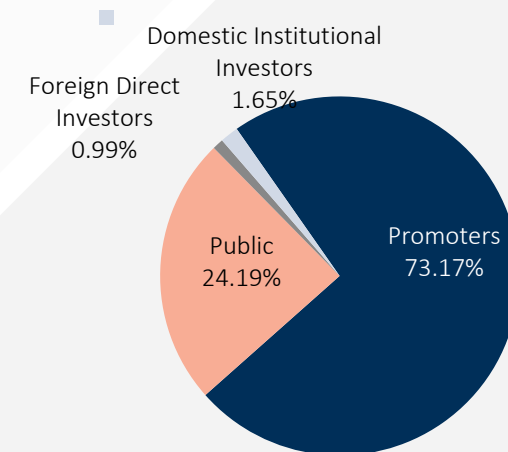
1 Year Share Performance as on 30th June, 2024



Price Data (As on 30th June, 2024)

Face Value	10.0
CMP	610.5
52 Week H/L	918.0/560.6
Market Cap (INR Mn)	12,655.8
No. of Share outstanding (Mn)	20.7
Avg. Trading Volume ('000)	43.9

Share Holding Pattern (30th June, 2024)



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