

MONTE CARLO 

EARNINGS

Presentation

Q1 - FY26

MONTE CARLO | MONTE CARLO | MONTE CARLO | MONTE CARLO | 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%

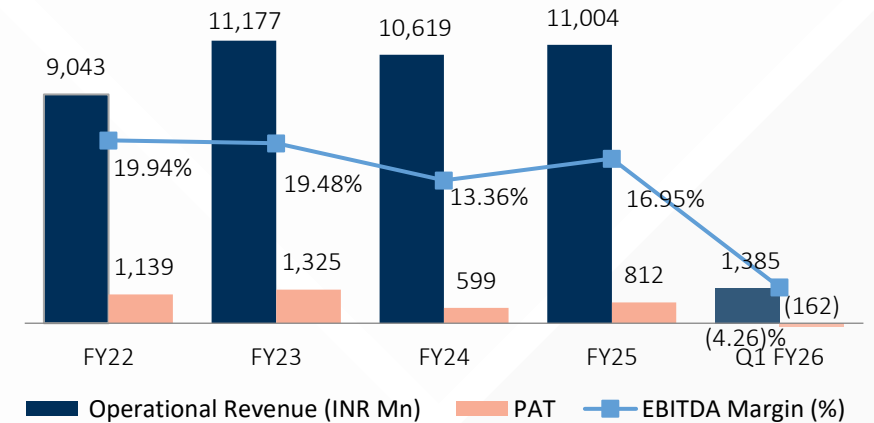


Consistent dividend
paying track record

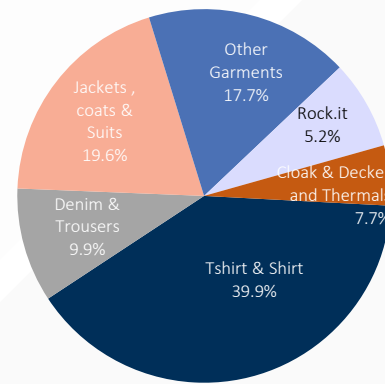
Company Overview

- 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.

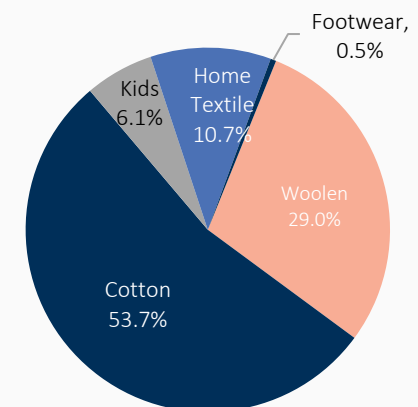
Consolidated Revenue (INR Mn), EBITDA Margin (%) & PAT (INR Mn)



FY25 Cotton Segment Bifurcation



FY25 Product Segment Mix*



Product Segments



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%

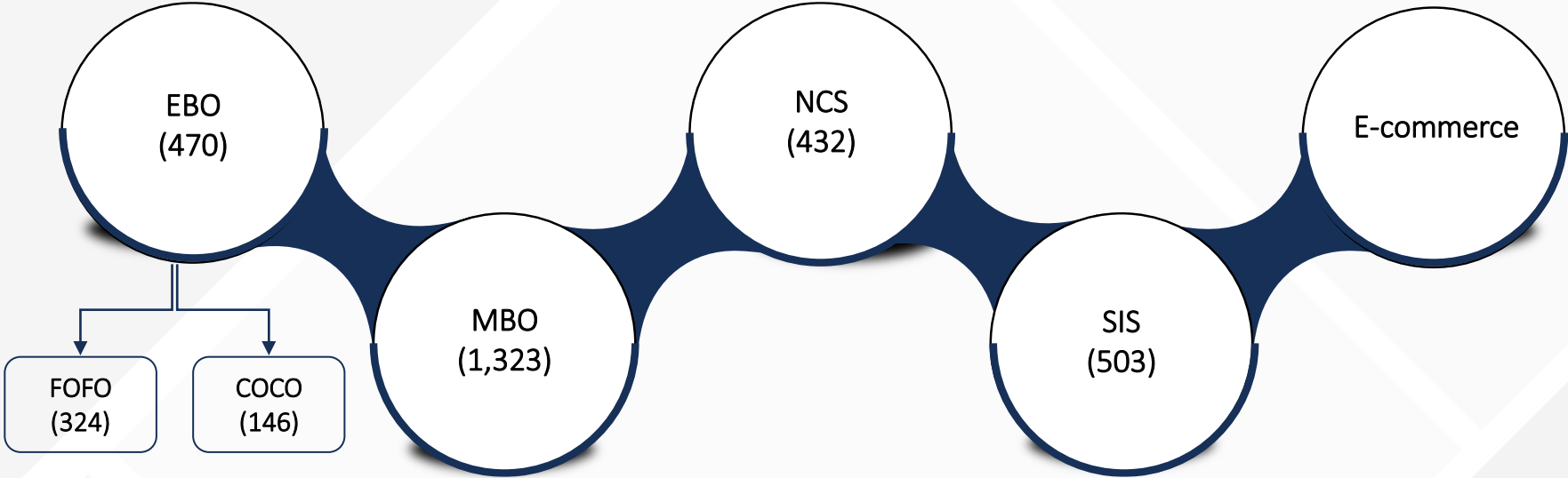
- Mink blankets, bedsheets and quilts



Kids 6%

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

Strong Distribution Network



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

FASHION

Company's own Online Platforms

MONTE CARLO
It's the way you make me feel

rock.it

National Chain Stores

SHOPPERS STOP

pantaloons
FRESH FASHION

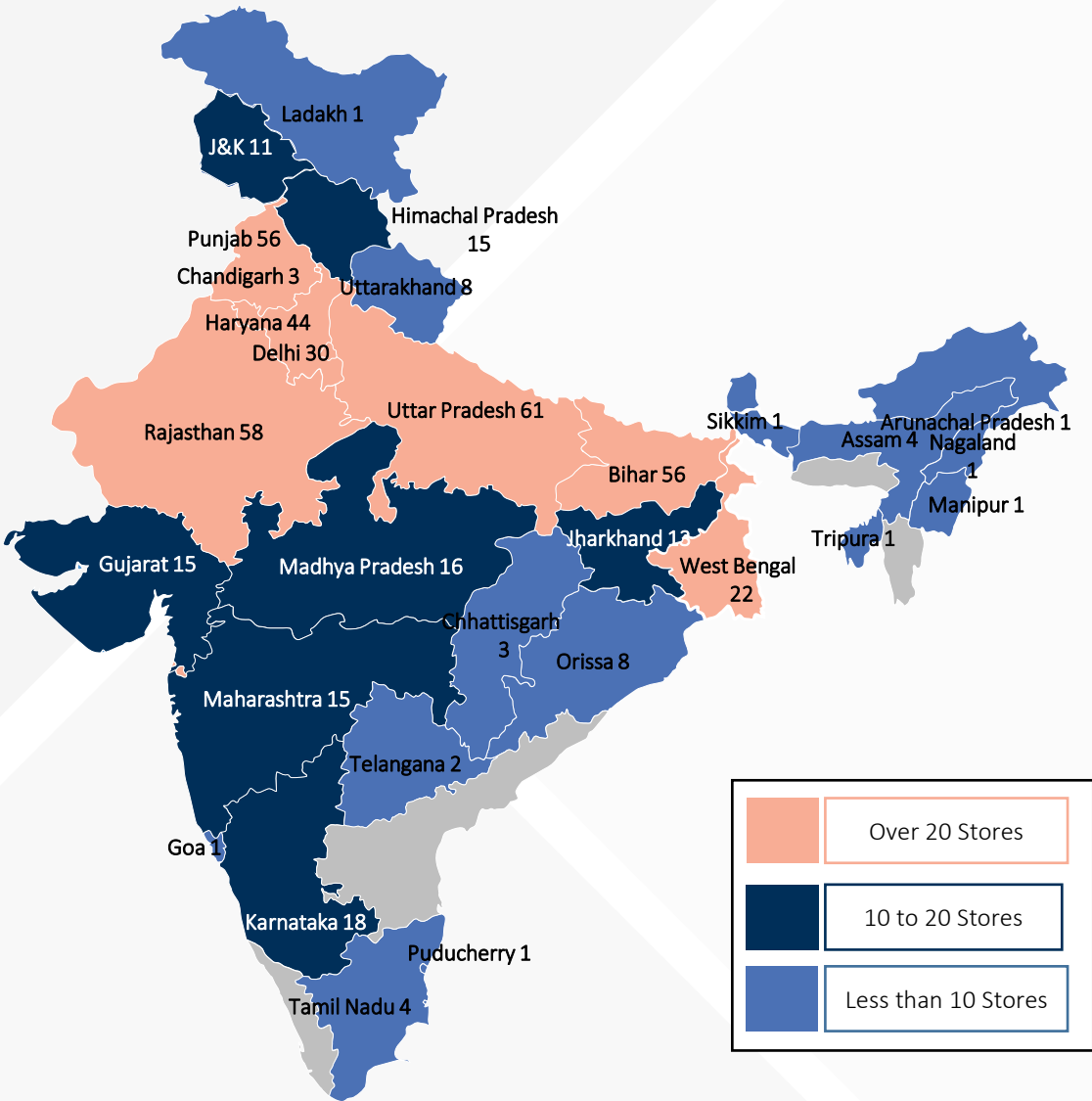
LuLu Reliance
RETAIL

TRENDS
GET THEM TALKING

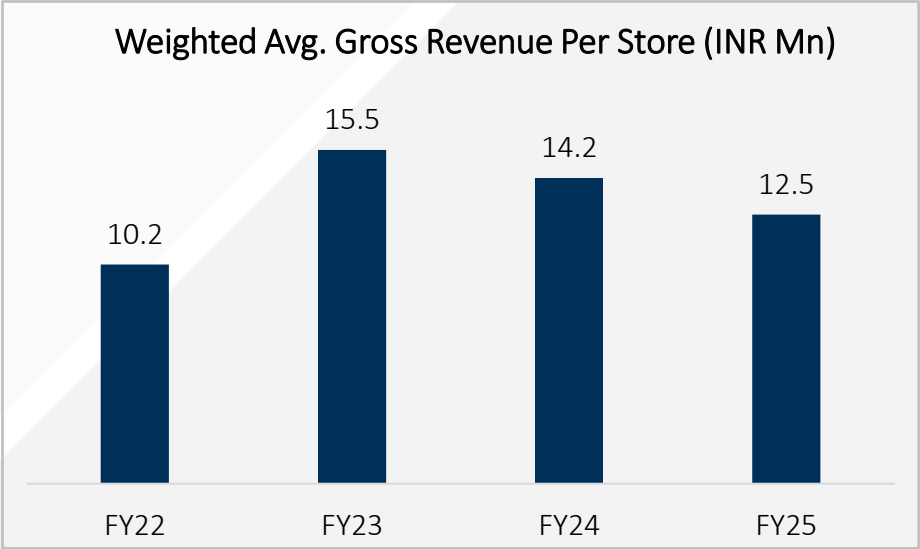
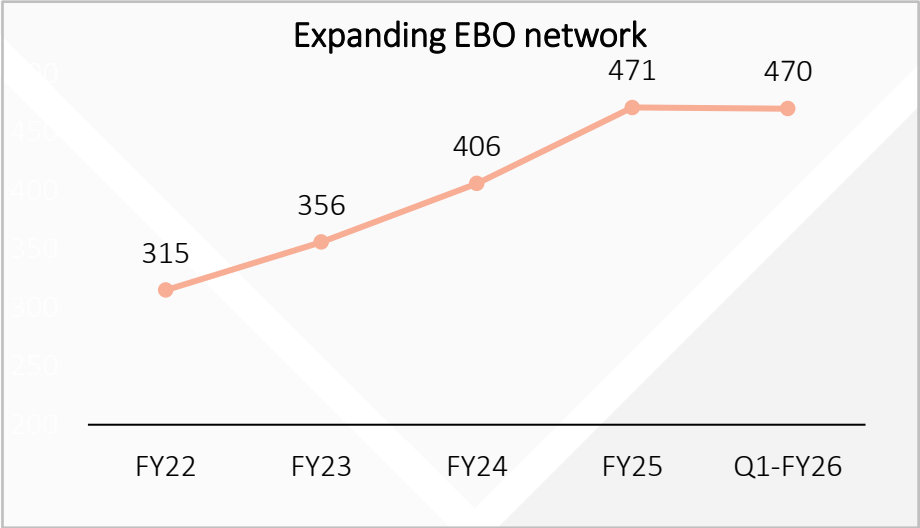
lifestyle
YOUR STYLE. YOUR STORE.

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)



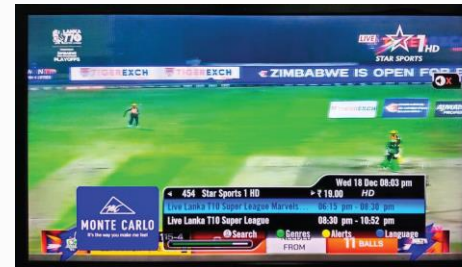
Brand Visibility

360 MEDIA
Electronic 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

TV ADVERTISEMENT



MONTE CARLO

PRINT MEDIA



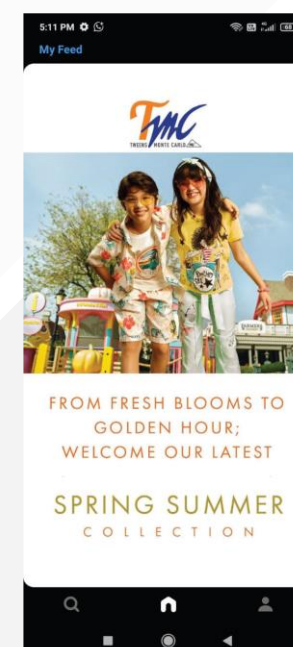
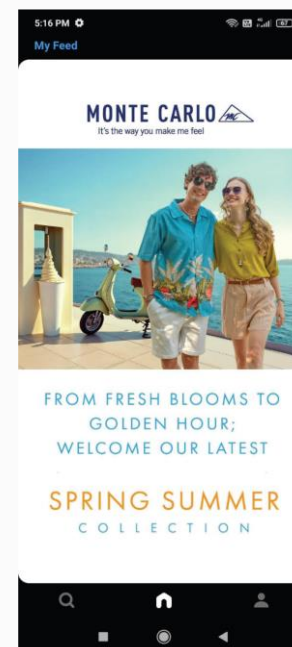
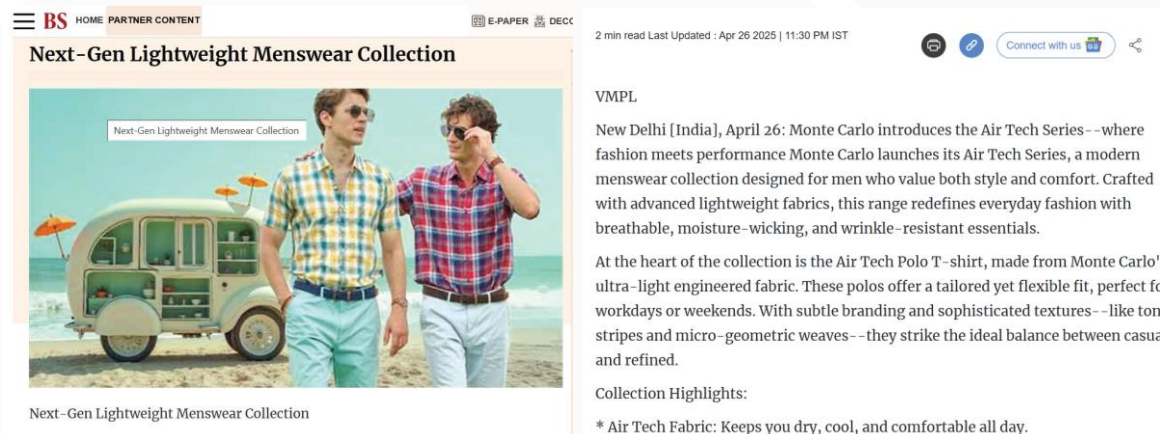
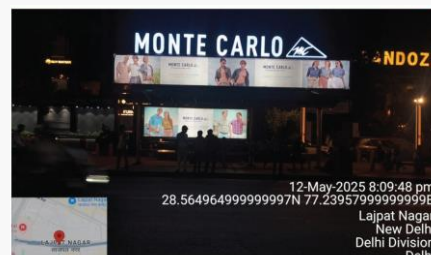
Brand Visibility

MONTE CARLO 

OOH & OUTDOOR MEDIA

DIGITAL MEDIA

CINEMA ADS



Future Growth Strategies

Penetrate New Markets

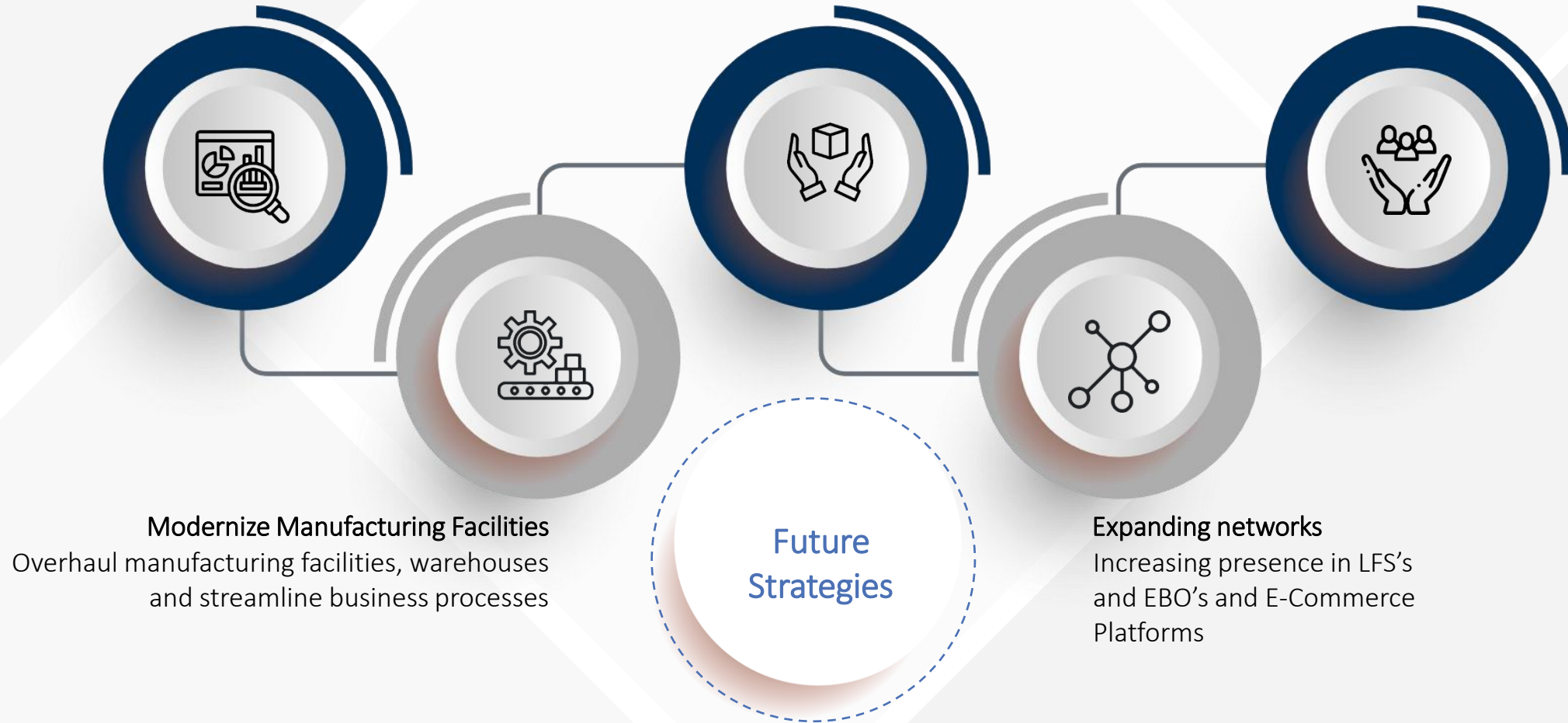
Explore new pockets through deeper penetration in the existing markets

Diversify revenue mix

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

Expand Customer Base

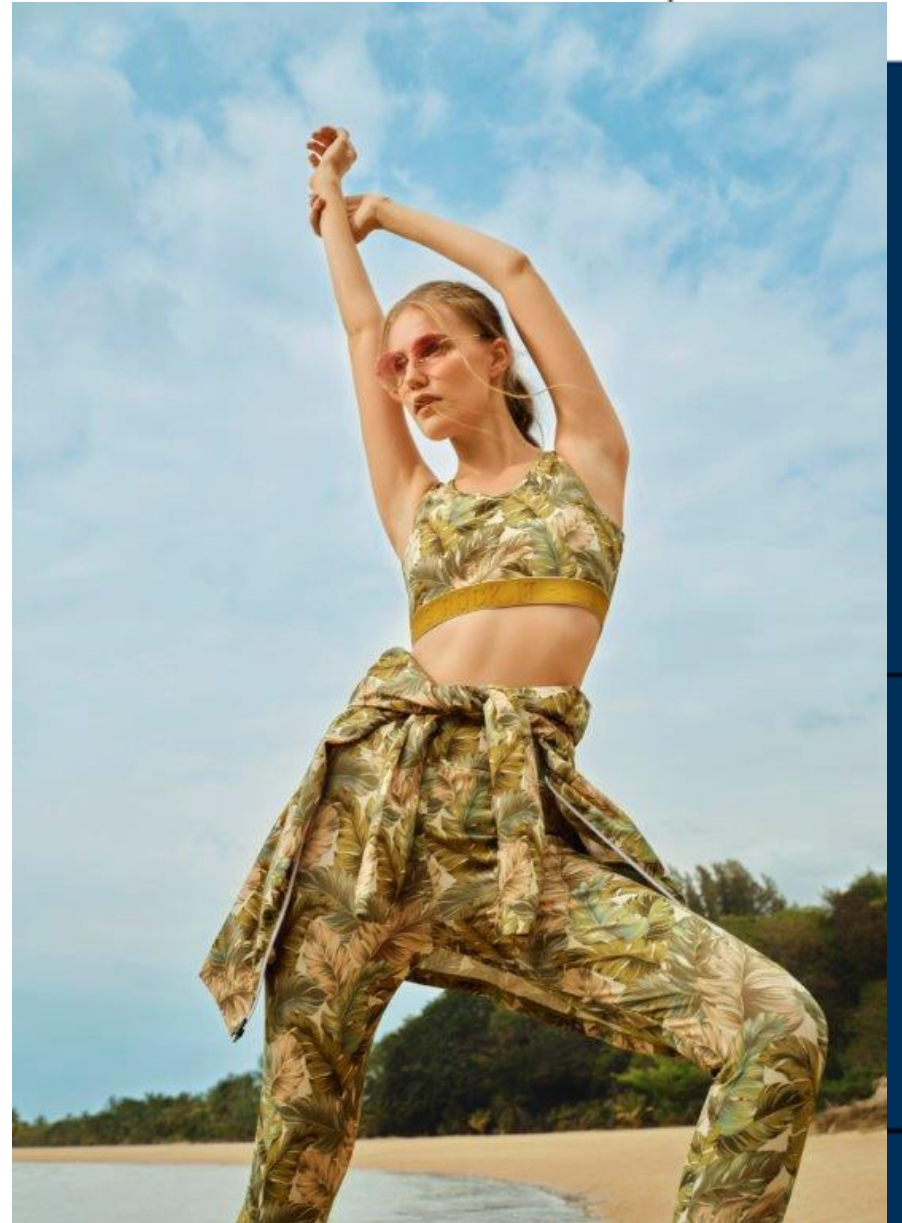
Enhance customer base in western and southern India by increasing number of EBO's and MBO's



Q1 - FY26

OPERATIONAL

Highlights



Q1-FY26 Consolidated Financial Highlights

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

Q1-FY26 Standalone Financial Highlights

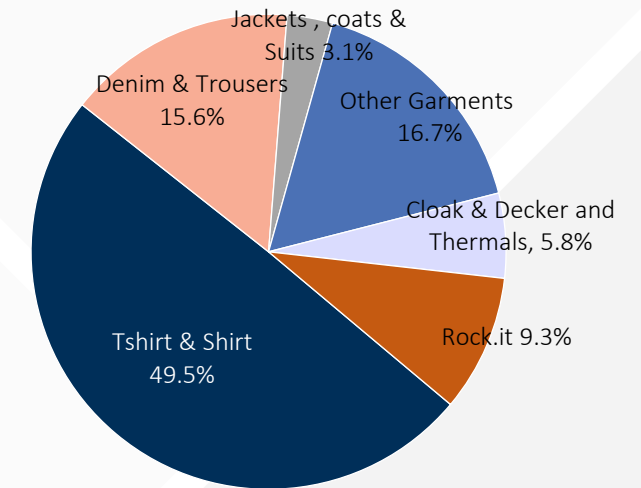
Revenue INR 1,385 Mn	EBITDA* INR (58) Mn	EBITDA Margin (4.19)%
PAT INR (163) Mn	PAT Margin (11.77)%	Diluted EPS INR (7.87)

* Excluding Other Income

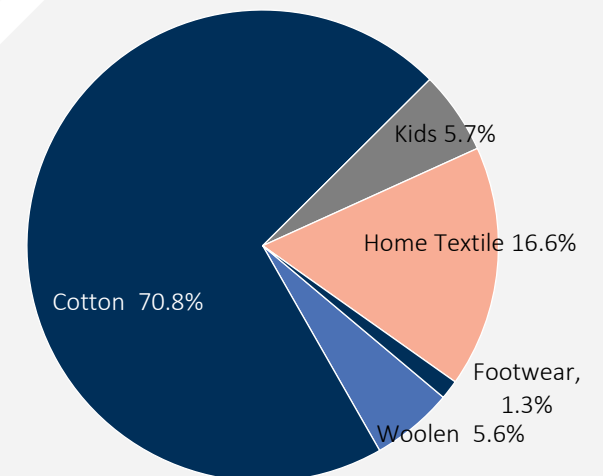
Q1-FY26 Operational Highlights

- 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’26 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.

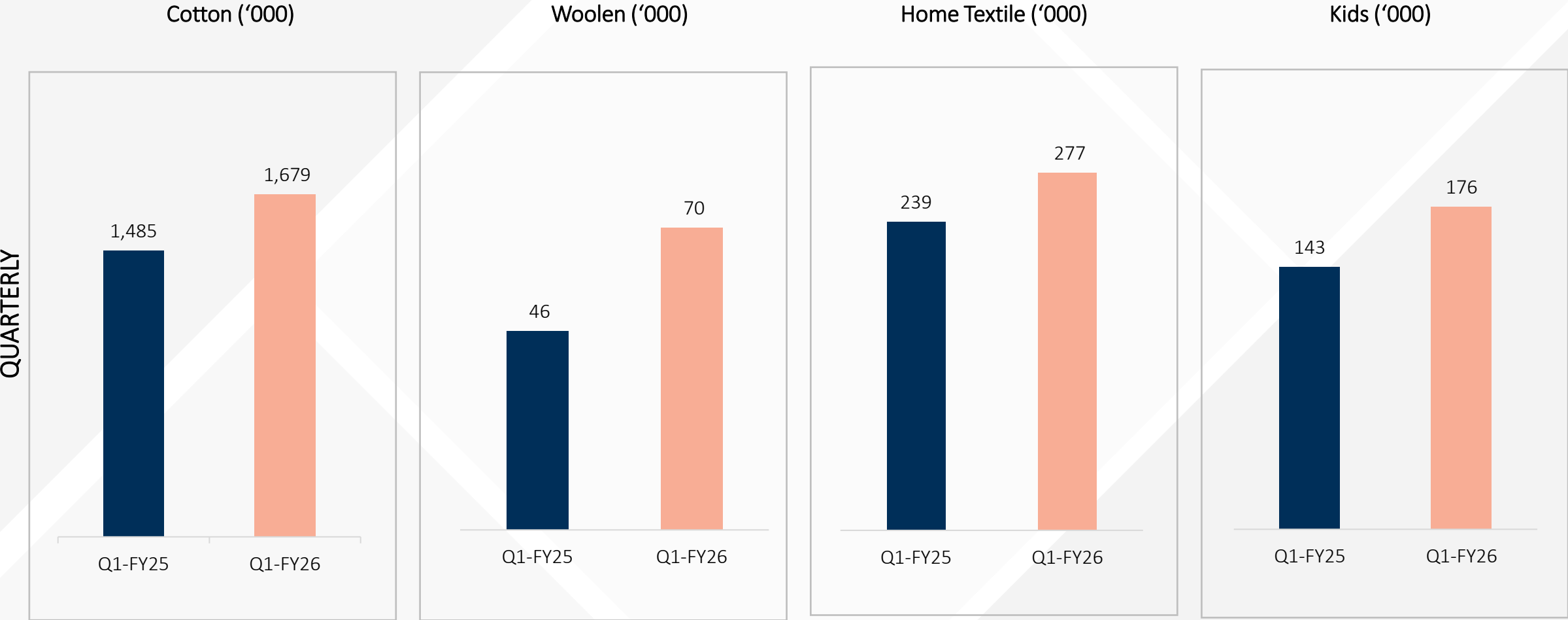
Q1-FY26 Cotton Segment Bifurcation



Q1-FY26 Segmental Sales



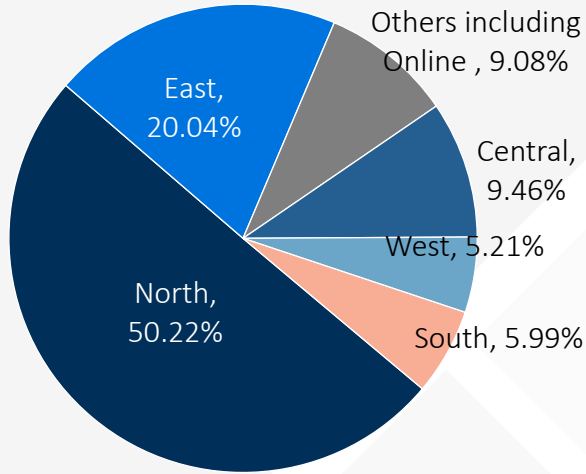
Segmental Volumes



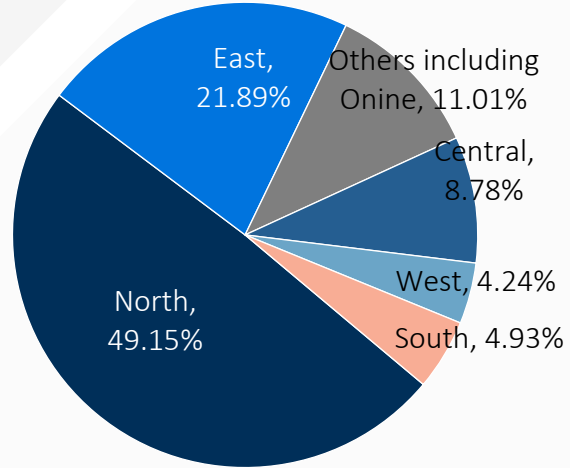
Quarterly and Annual Revenue Breakup

Revenue by Region

Q1-FY25 - INR 1,639 Mn



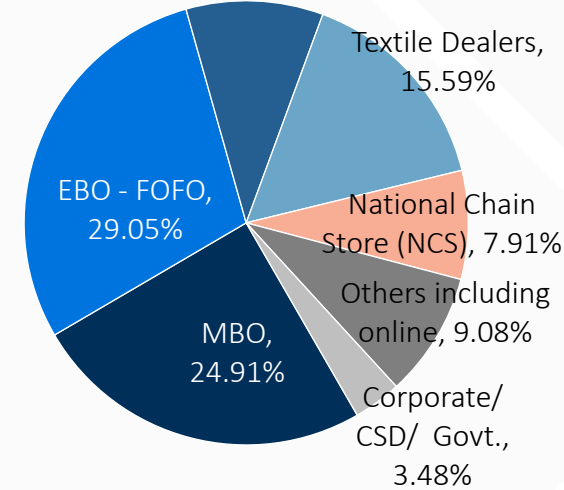
Q1-FY26 – INR 1,961 Mn



Revenue by Channel

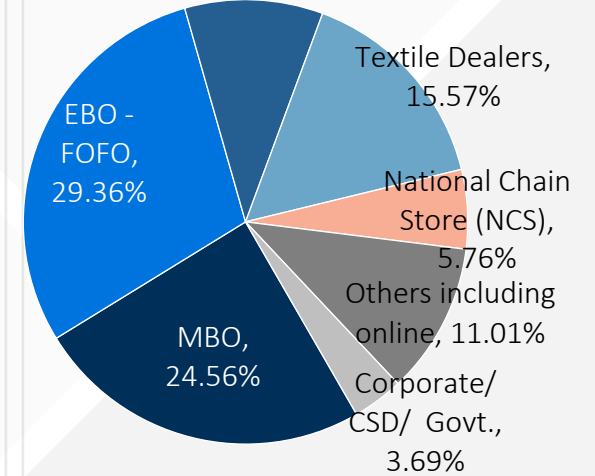
Q1-FY25 – INR 1,639 Mn

EBO - COCO, 9.98%



Q1-FY26 – INR 1,961 Mn

EBO - COCO, 10.05%



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



Q1-FY26 New Store Launches

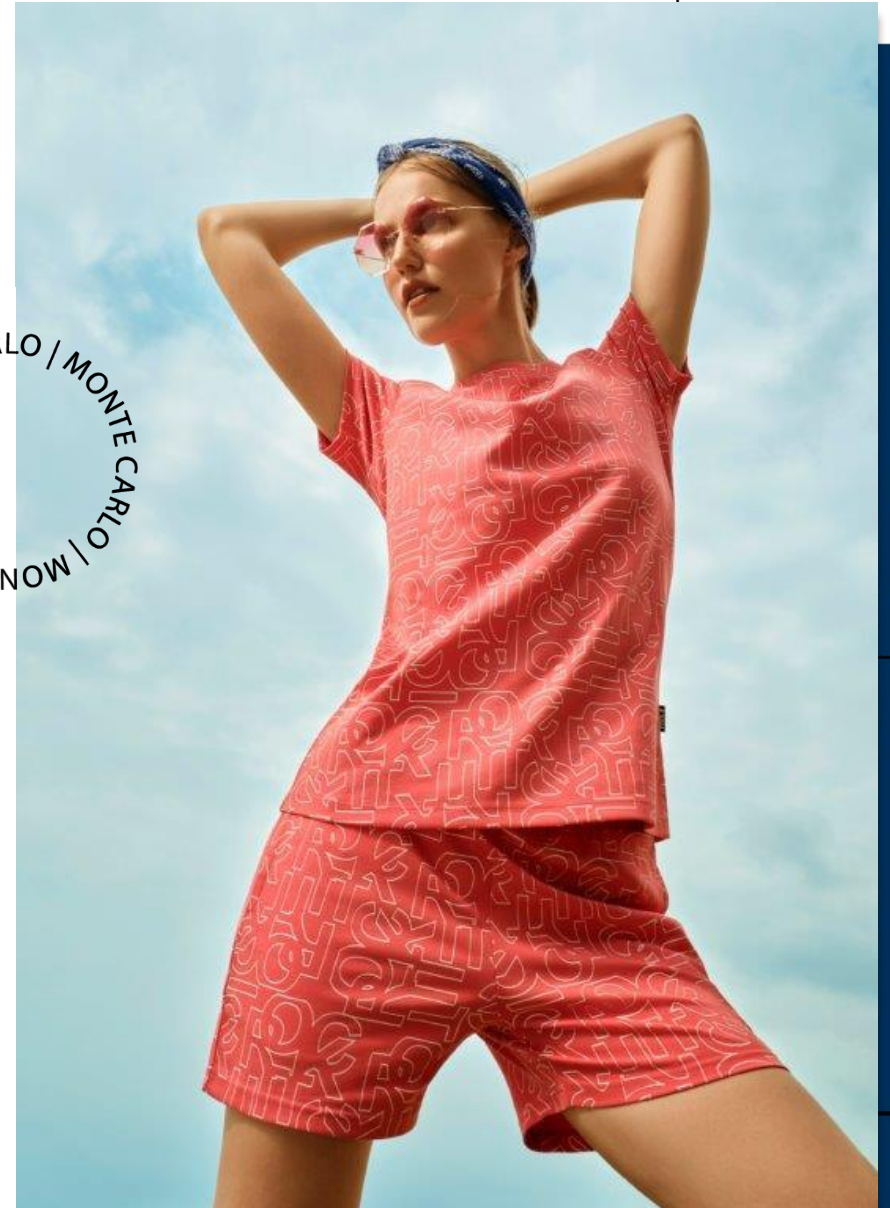
MONTE CARLO 



MONTE CARLO 

FINANCIAL Overview

MONTE CARLO | MONTE CARLO | MONTE CARLO | MONTE CARLO | MONTE CARLO



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
<i>Operating EBITDA Margins (%)</i>	<i>(4.26)%</i>	<i>(1.83)%</i>	<i>(243) Bps</i>
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%
<i>PAT Margin (%)</i>	<i>(11.70)%</i>	<i>(10.56)%</i>	<i>(114) Bps</i>
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

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
<i>Operating EBITDA Margins (%)</i>	<i>19.48%</i>	<i>13.36%</i>	<i>16.95%</i>
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
<i>PAT Margins (%)</i>	<i>11.85%</i>	<i>5.64%</i>	<i>7.38%</i>
Other Comprehensive Income	(19)	-	(5)
Total Comprehensive Income	1,306	599	807
Diluted EPS (INR)	63.92	28.91	39.15

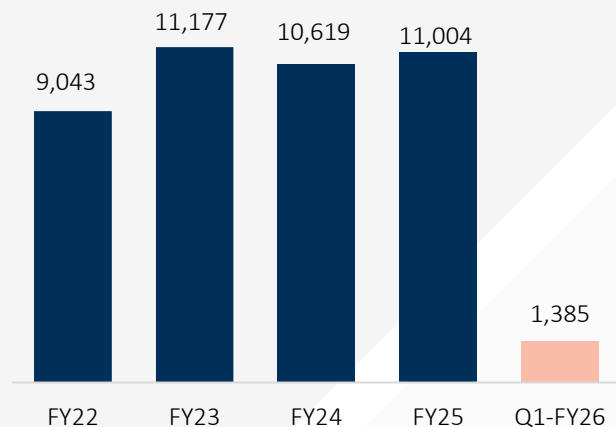
Historical Consolidated Balance Sheet

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

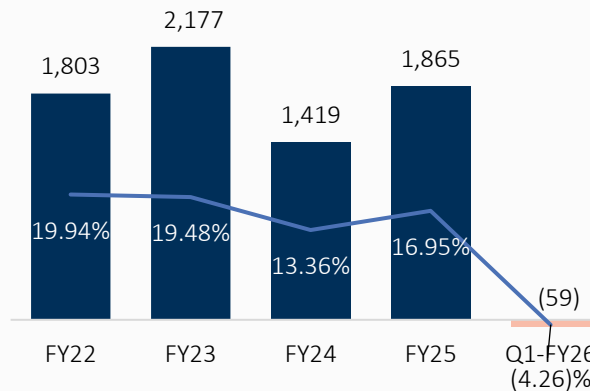
Particulars (INR Mn)	FY23	FY24	FY25
EQUITY AND LIABILITIES			
Equity			
Share Capital	207	207	207
Other Equity	7557	7,741	8133
Total Equity	7,764	7,948	8,340
Non-Current Liabilities			
Financial Liabilities			
(i)Borrowings	27	-	-
(ii)Lease Liability	1,112	1,285	1,782
(iii)Other Financial Liabilities	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

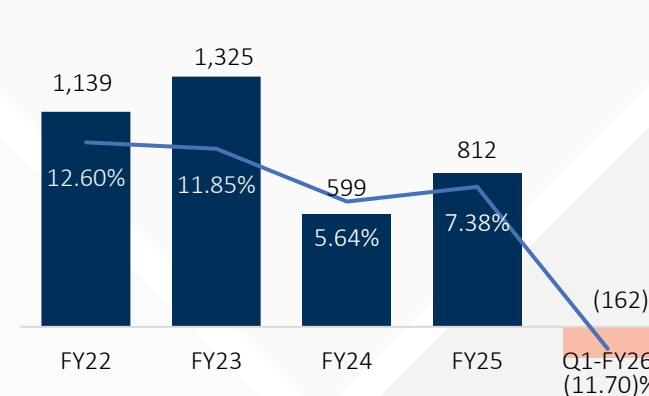
Revenues (INR Mn)



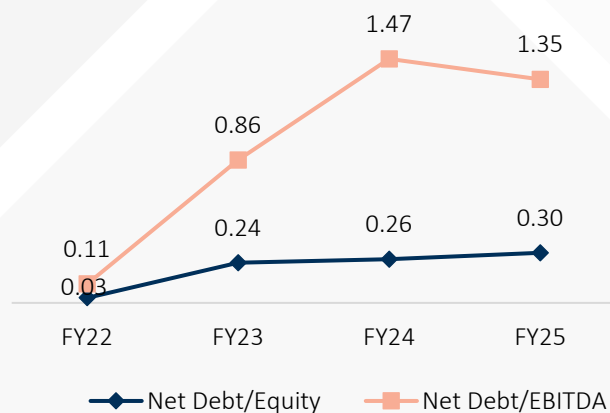
EBITDA (INR Mn) & EBITDA Margin (%)



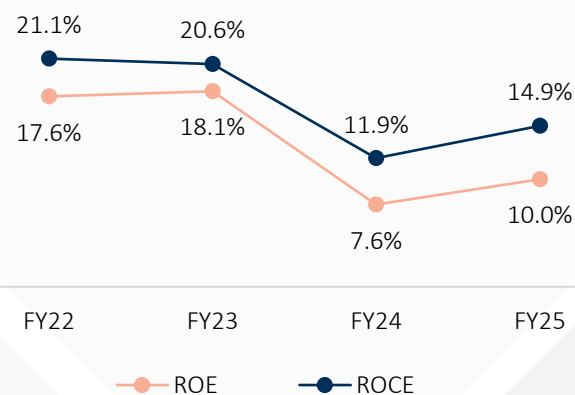
PAT (INR Mn) & PAT Margins (%)



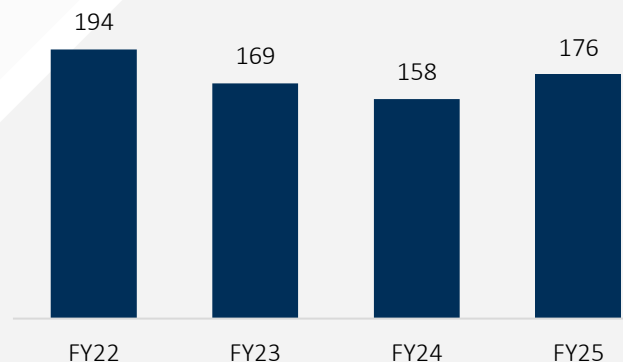
Net Debt/ Equity & Net Debt/ EBITDA (x)



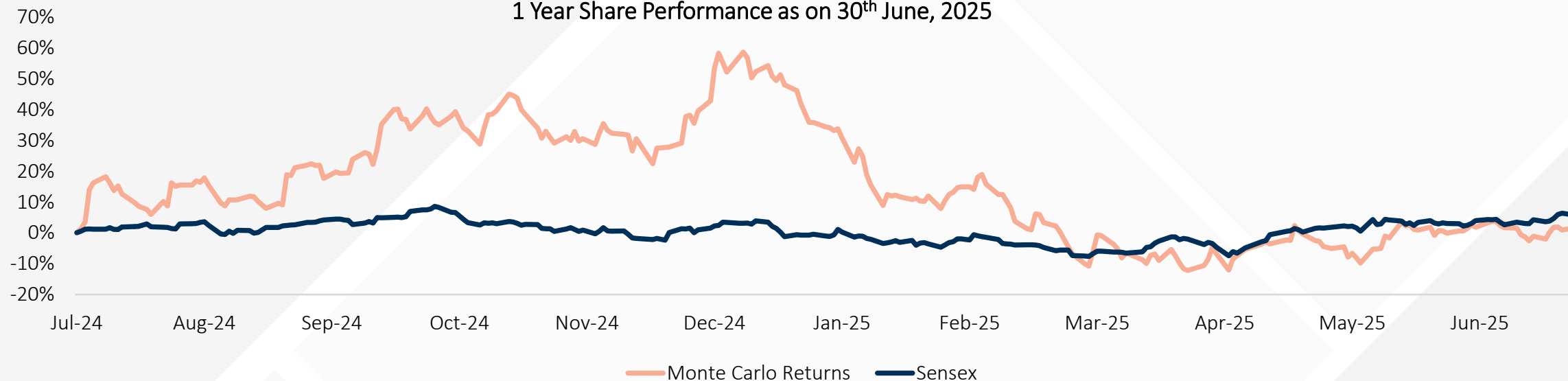
ROE (%) AND ROCE (%)



Working Capital Days



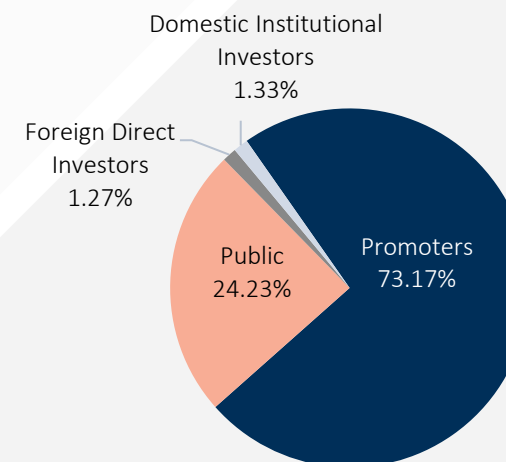
1 Year Share Performance as on 30th June, 2025



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)



Monte Carlo Disclaimer:

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management Monte Carlo Fashions Limited ("Company"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

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

Investor Kit Link: <https://www.valoremadvisors.com/montecarlo>