

MONTE CARLO 

EARNINGS

Presentation

Q4-FY25/FY25





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
471 EBO's
1,949 MBO's
1,468 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%

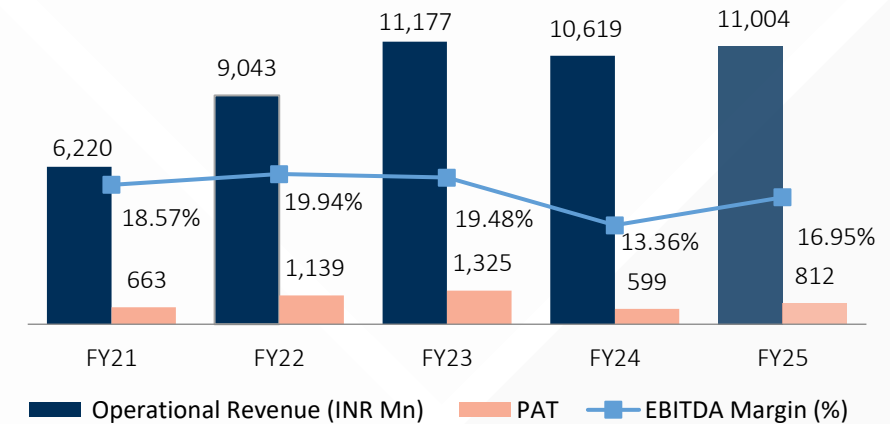


**Consistent dividend
paying track record**

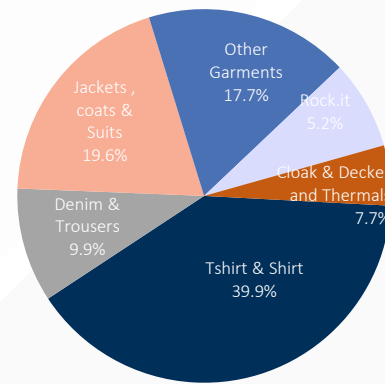
Company Overview

- 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.

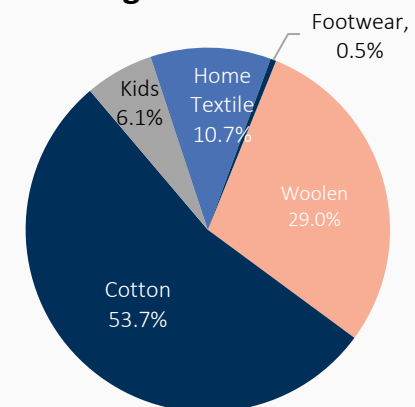
Consolidated Revenue (INR Mn), EBITDA Margin (%) & PAT (INR Mn)



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%

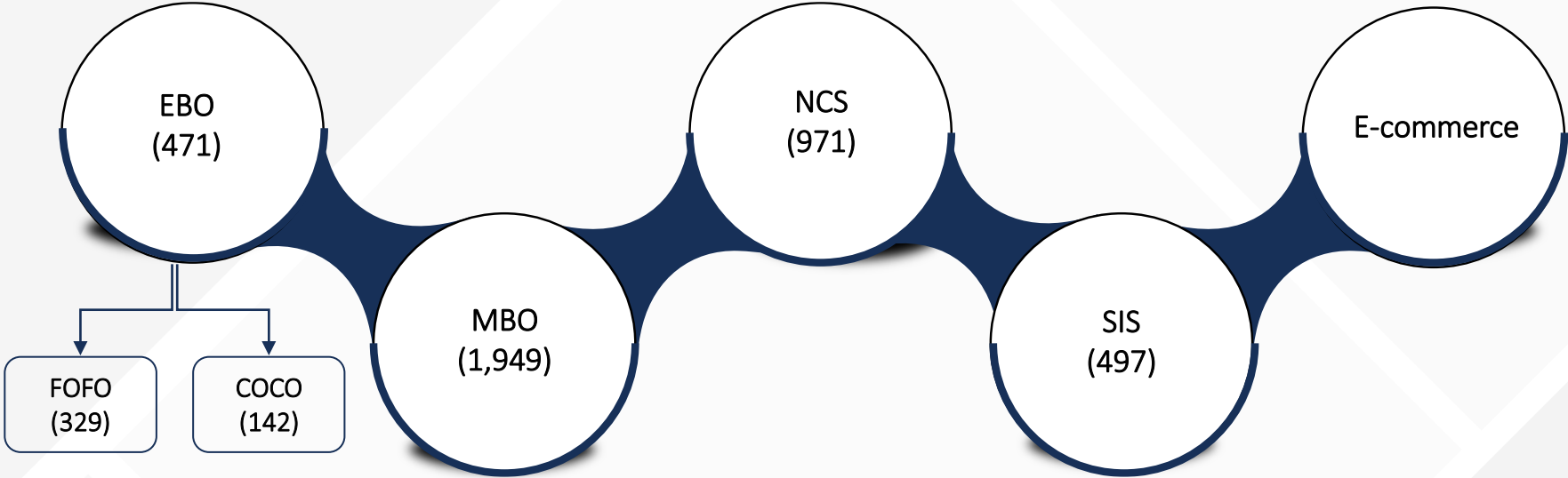
- Mink blankets, bedsheets and quilts



Kids 6%

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

Strong Distribution Network



Channel	FY25	FY24	Y-o-Y
EBO-COCO	142	112	26.8%
EBO-FOFO	329	294	11.9%
MBO and distributors	1,949	2,116	(7.9)%
NCS	971	902	7.6%
SIS	497	422	17.8%

Online Platforms

 Myntra  Flipkart   amazon.com


 paytm  LIMEROAD.COM


 AJIO  snapdeal  TATA CLiQ  FASHION N


Company's own Online Platforms


 MONTE CARLO  rock.it


National Chain Stores


 SHOPPERS STOP

 pantaloons FRESH FASHION

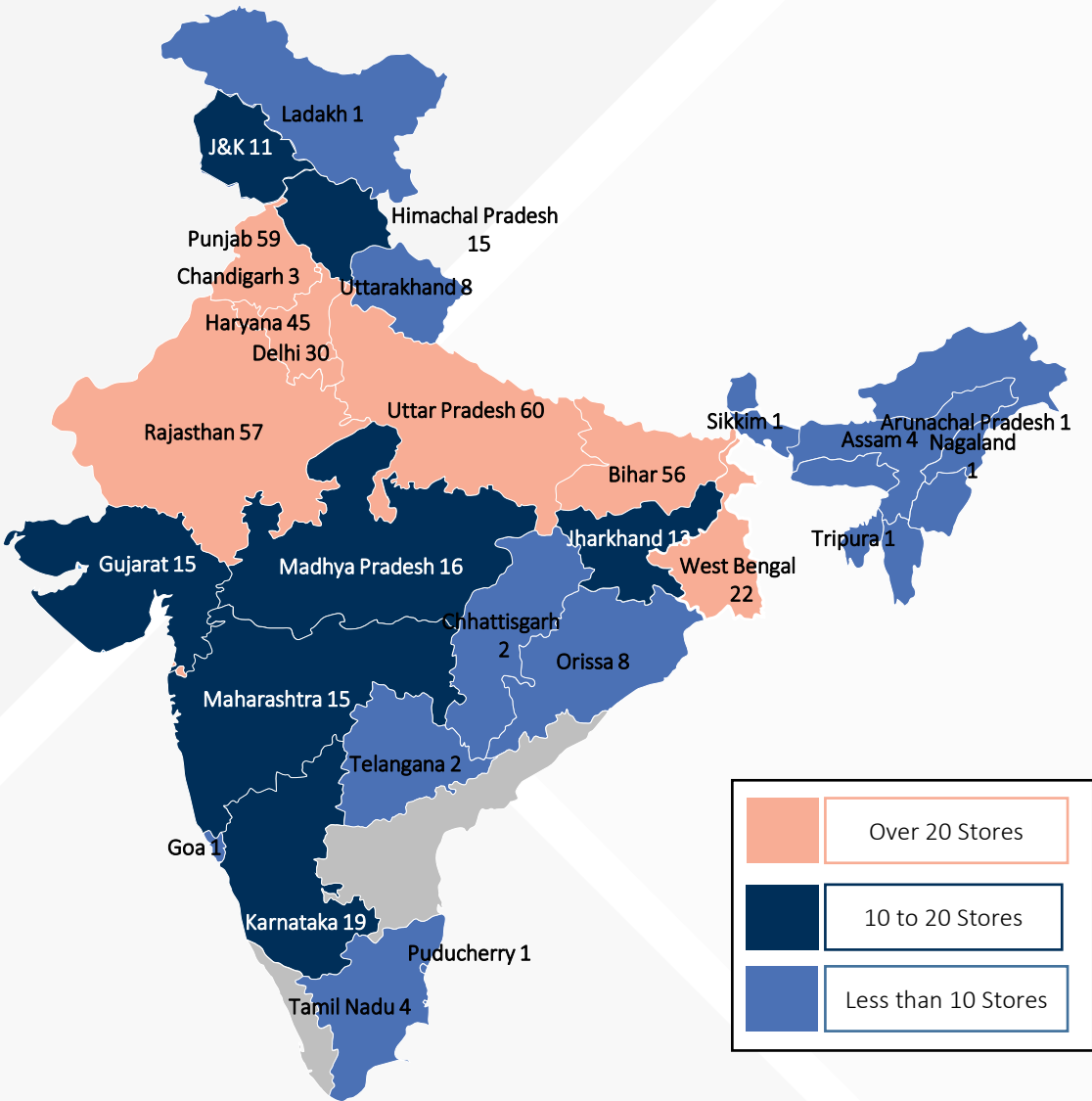
 LuLu Reliance RETAIL

 TRENDS GET THEM TALKING

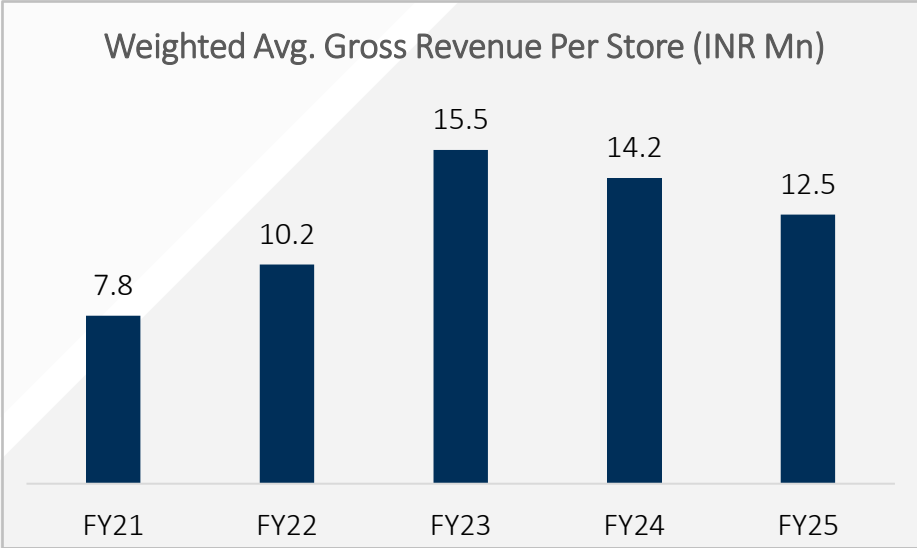
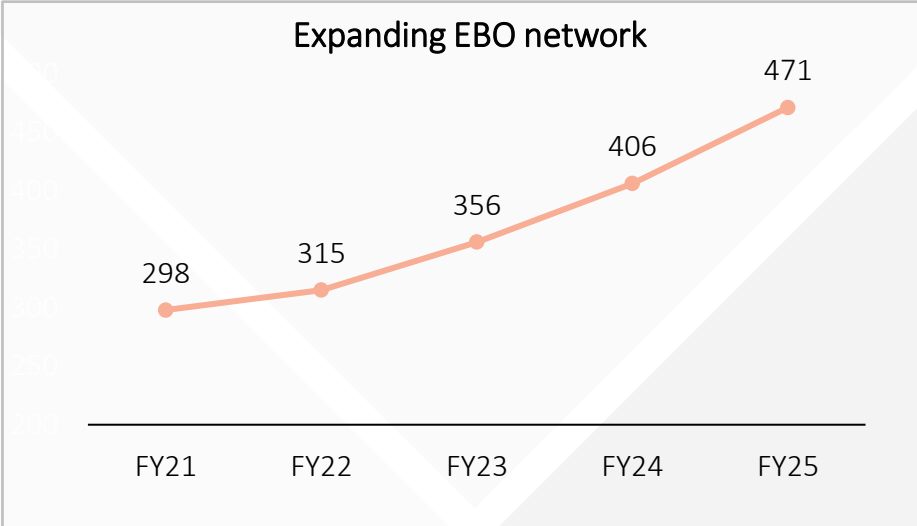
 lifestyle YOUR STYLE. YOUR STORE.

 globus

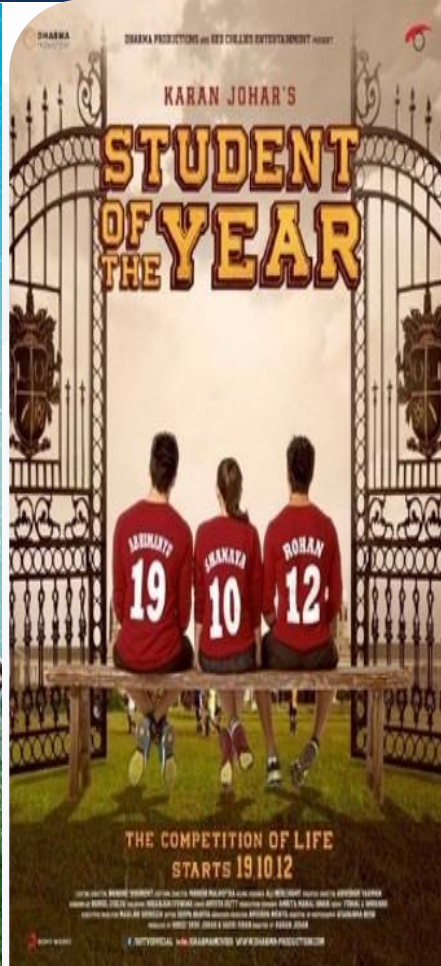
Pan India EBO Network



- New Store Launches – Q4 FY25 - (COCO - 4 & FOFO - 7 & FOFO Cloak & Decker – 2)
- COCO : North (3), Central (1)
- FOFO : North (3), Central (2), East (1), West (1)
- FOFO [Cloak & Decker] : Central (1), East (1)



Clothing Partner for various blockbuster Bollywood Movies



Strategic tie ups with THEATRES, AIRLINES & DIGITAL



Future Growth Strategies

Penetrate New Markets

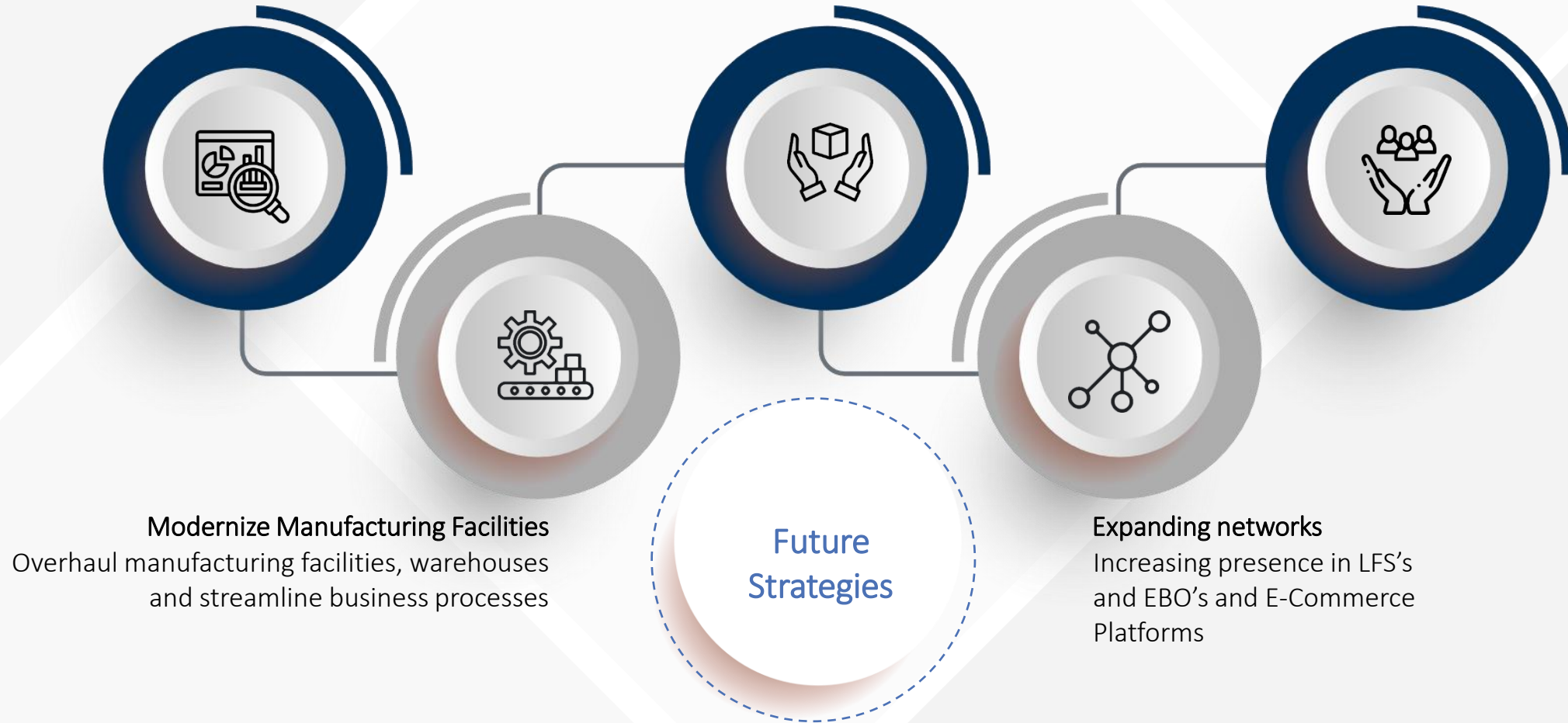
Explore new pockets through deeper penetration in the existing markets

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

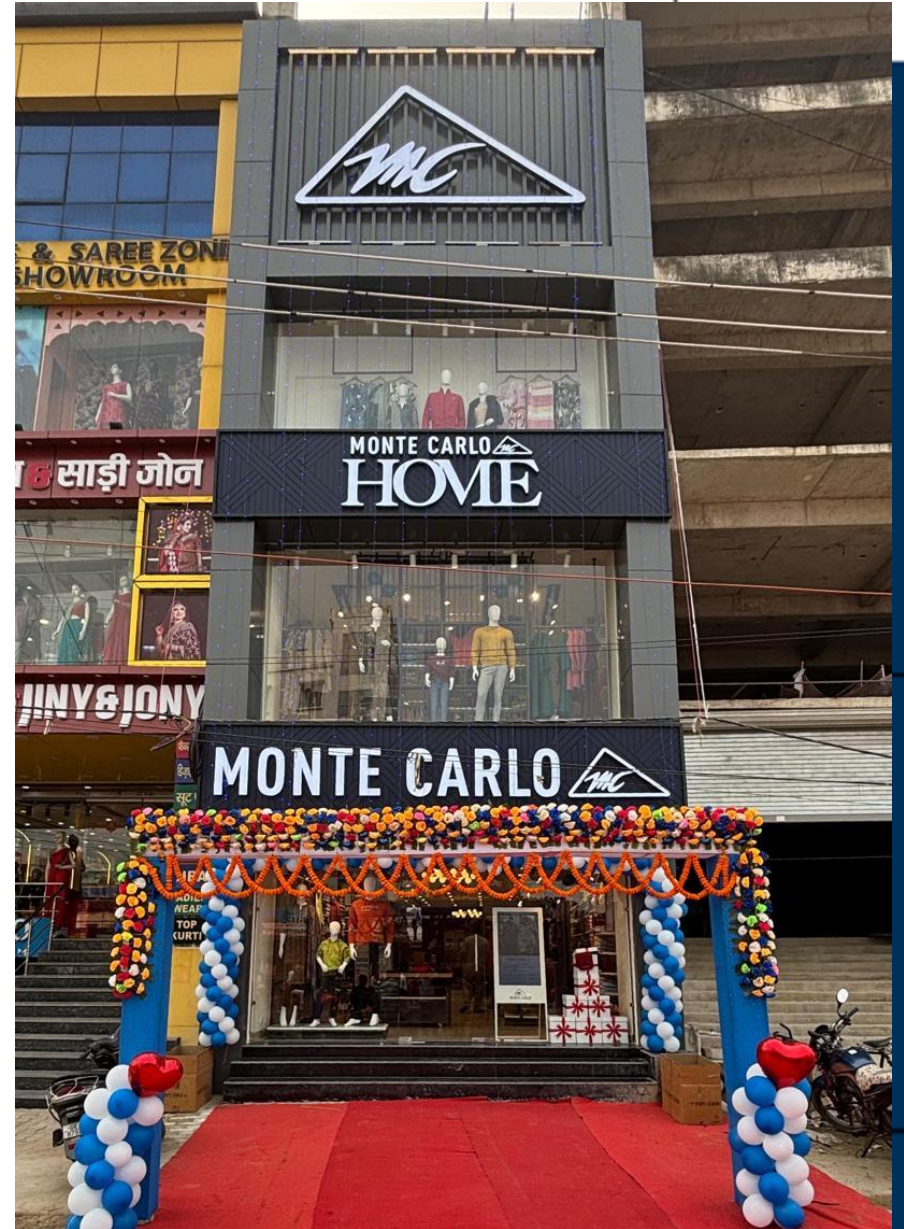


MONTE CARLO 

Q4-FY25/FY25

OPERATIONAL

Highlights



Financial Highlights

Q4-FY25 Consolidated Financial Highlights

Revenue INR 2,059 Mn	EBITDA* INR 57 Mn	EBITDA Margin 2.77%
PAT INR (103) Mn	PAT Margin (5.00)%	Diluted EPS INR (4.99)

FY25 Consolidated Financial Highlights

Revenue INR 11,004 Mn	EBITDA* INR 1,865 Mn	EBITDA Margin 16.95%
PAT INR 812 Mn	PAT Margin 7.38%	Diluted EPS INR 39.15

* Excluding Other Income

Q4-FY25 Standalone Financial Highlights

Revenue INR 2,059 Mn	EBITDA* INR 60 Mn	EBITDA Margin 2.91%
PAT INR (103) Mn	PAT Margin (5.00)%	Diluted EPS INR (4.96)

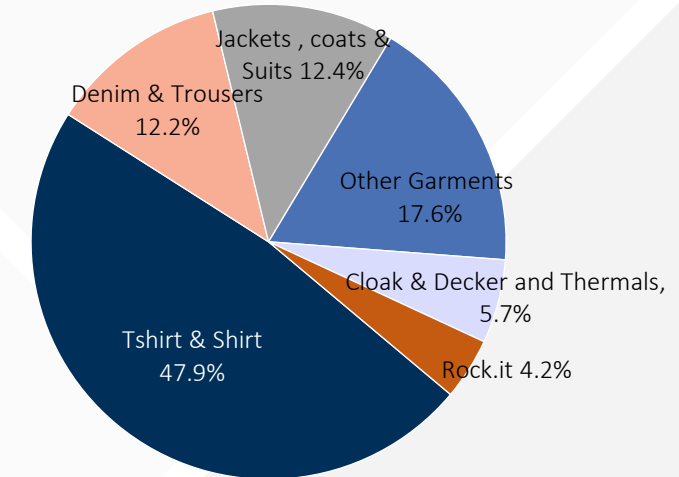
FY25 Standalone Financial Highlights

Revenue INR 11,004 Mn	EBITDA* INR 1,856 Mn	EBITDA Margin 16.87%
PAT INR 798 Mn	PAT Margin 7.25%	Diluted EPS INR 38.49

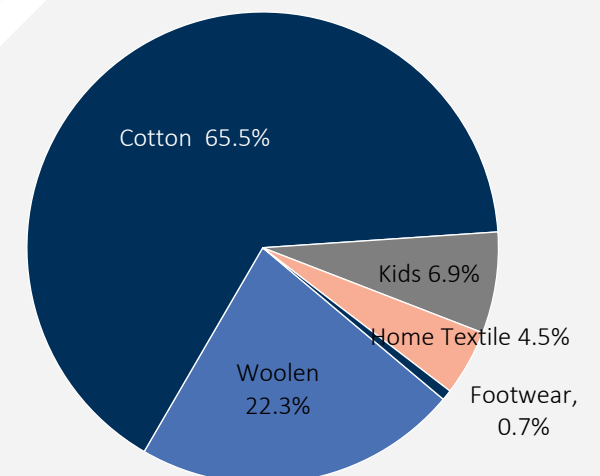
Q4-FY25 Operational Highlights

- The Company is aggressively committed to open 45-50 EBO'S pan India including West & South
- Our online sales have picked up, particularly from our own website.
- Home textile segment continues to show good growth.
- Opened 12 EBO's for brand "**Cloak & Decker**" as on 31.03.2025 and will continue to open further in sizes of 500 to 1000 sq ft.
- Brand "**Rock.it**" is showing good growth and is continuing same path.
- Tied up with quick commerce partners like Blink it, Swiggy and Zepto for up to 30 minutes delivery.
- Collaborated with Sales Force Inc. to streamline and enhance operational efficiency and driving customer loyalty and experience.

Q4-FY25 Cotton Segment Bifurcation



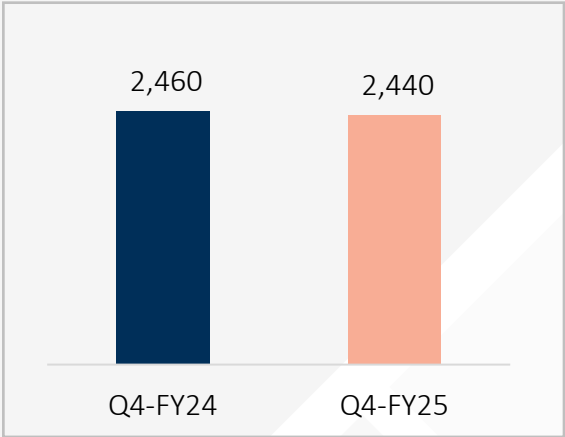
Q4-FY25 Segmental Sales



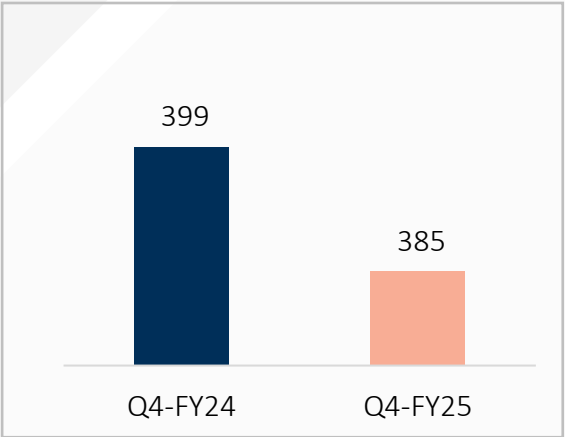
Segmental Volumes

QUARTERLY

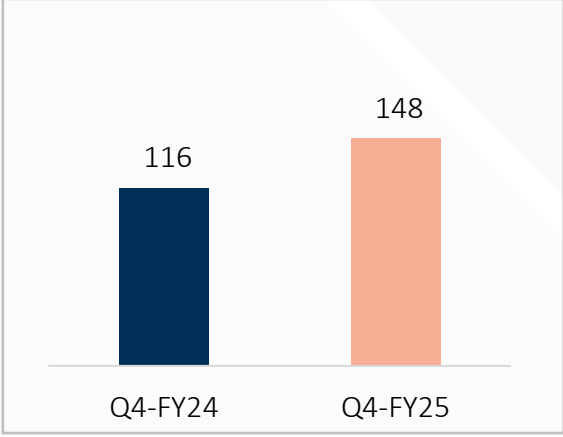
Cotton ('000)



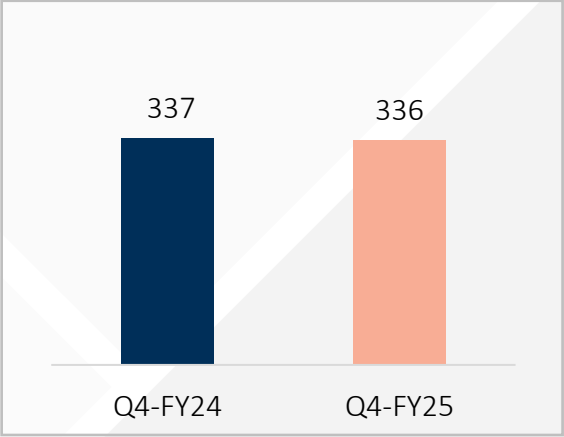
Woolen ('000)



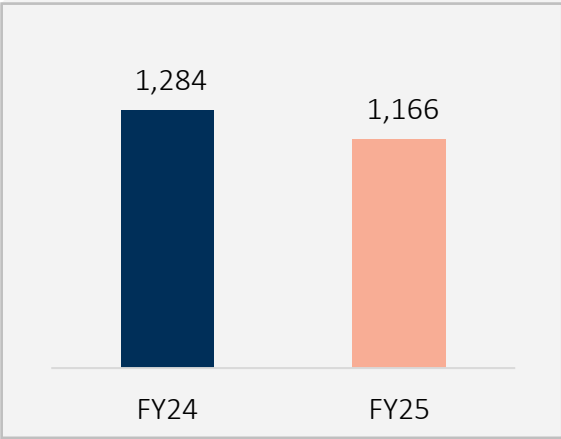
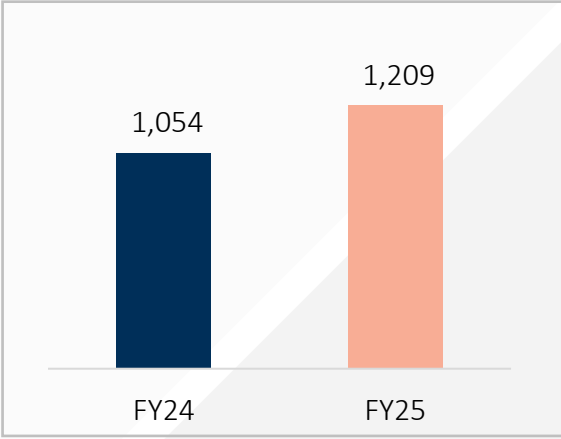
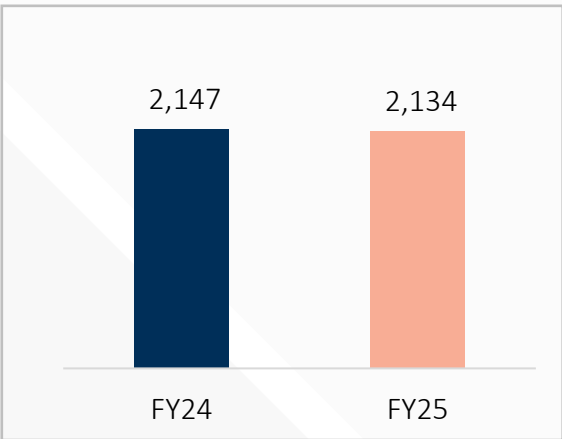
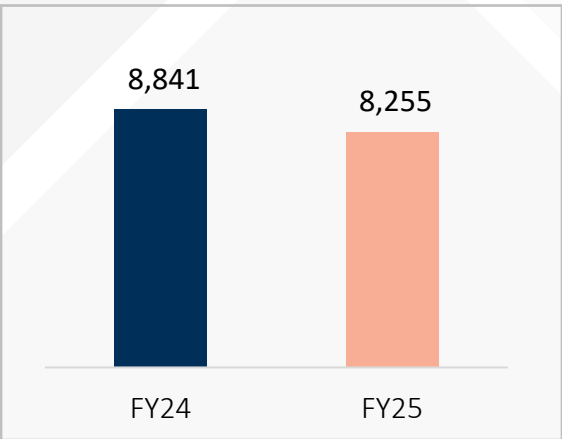
Home Textile ('000)



Kids ('000)



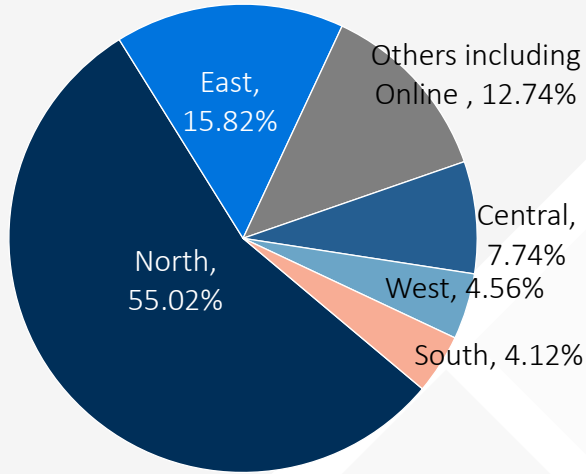
YTD



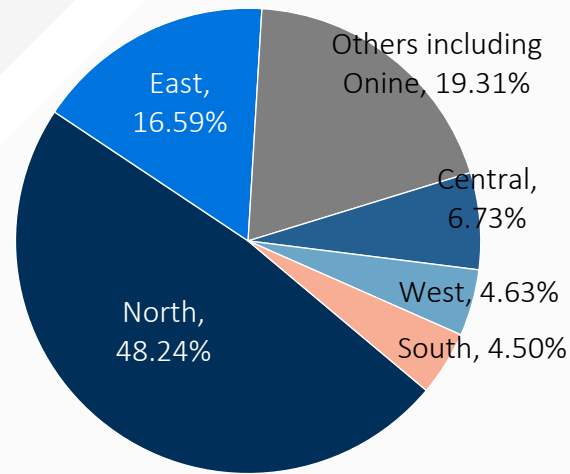
Quarterly and Annual Revenue Breakup

Revenue by Region

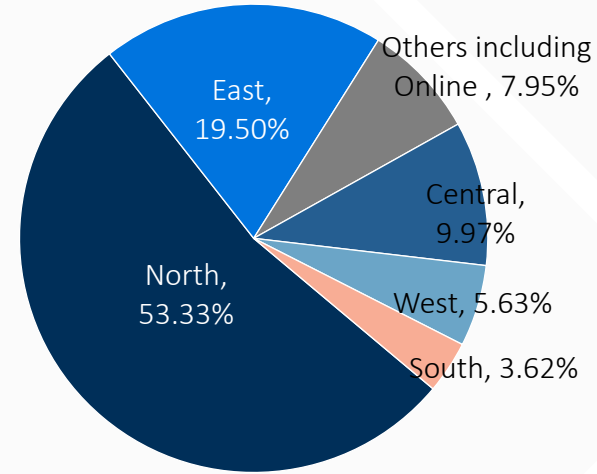
Q4-FY24 - INR 3,114 Mn



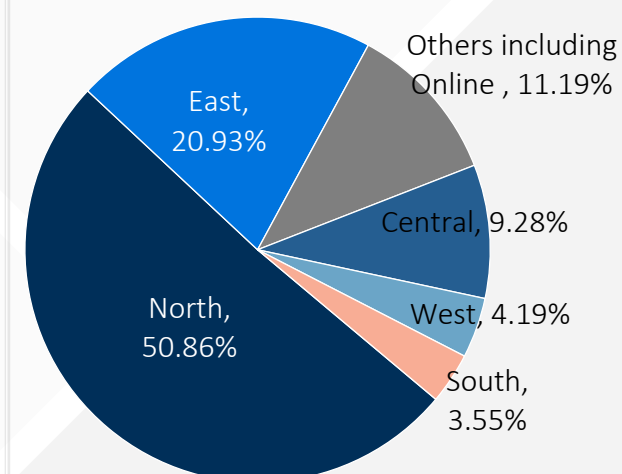
Q4-FY25 – INR 3,194 Mn



FY24 - INR 14,163 Mn



FY25 – INR 14,815 Mn

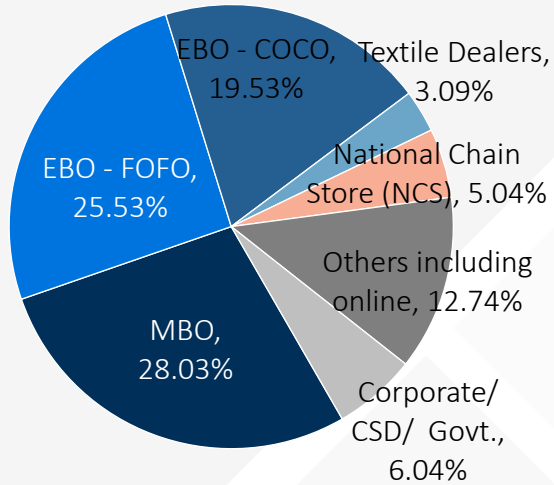


Particulars (INR Mn)	Q4-FY24	Q4-FY25
Garments & Textile sale	3,114	3,194
Misc. Sales	18	8
Opening Provision for Sales return and Undelivered sales	1,261	1,439
Closing Provision for Sales return and Undelivered sales	(1,225)	(1,548)
Sales Returns(Actual)	(560)	(721)
Rebate & Discounts	(545)	(316)
Sale as per Financials	2,063	2,056

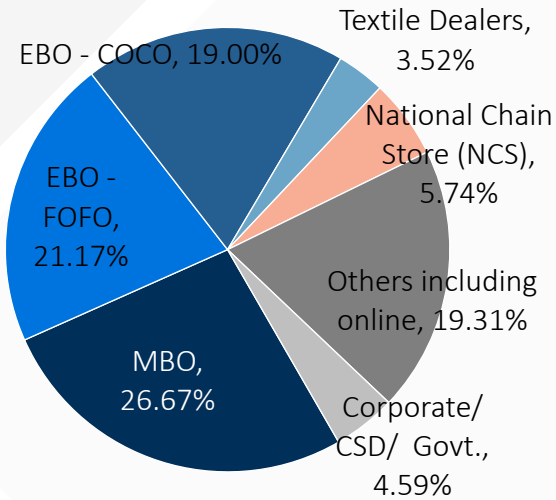
Quarterly and Annual Revenue Breakup

Revenue by Channel

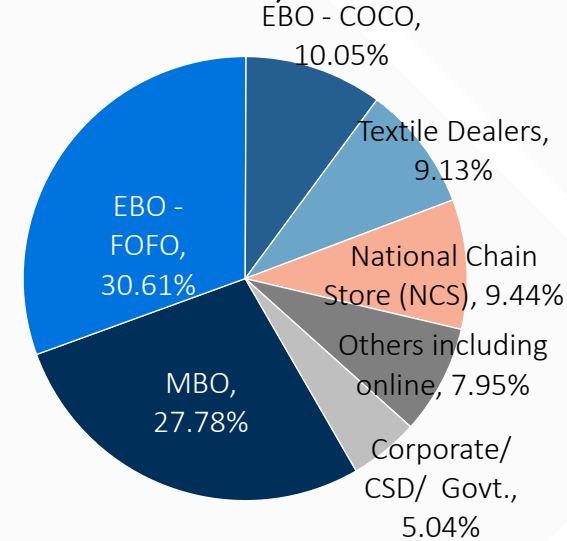
Q4-FY24 – INR 3,114 Mn



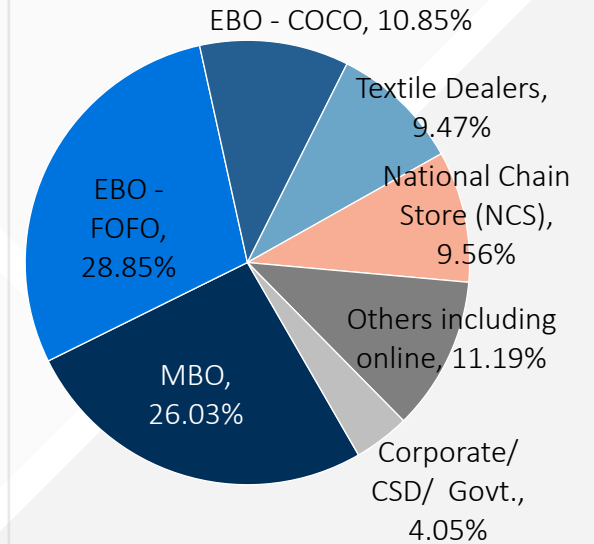
Q4-FY25 – INR 3,194 Mn



FY24 – INR 14,163 Mn



FY25 – INR 14,815 Mn



Particulars (INR Mn)

FY24

FY25

Garments & Textile sale

14,163

14,815

Misc. Sales

55

49

Opening Provision for Sales return and Undelivered sales

1,191

1,225

Closing Provision for Sales return and Undelivered sales

(1,225)

(1,548)

Sales Returns(Actual)

(2,226)

(2,271)

Rebate & Discounts

(1,354)

(1,280)

Sale as per Financials

10,604

10,990

Q4-FY25 Marketing Highlights



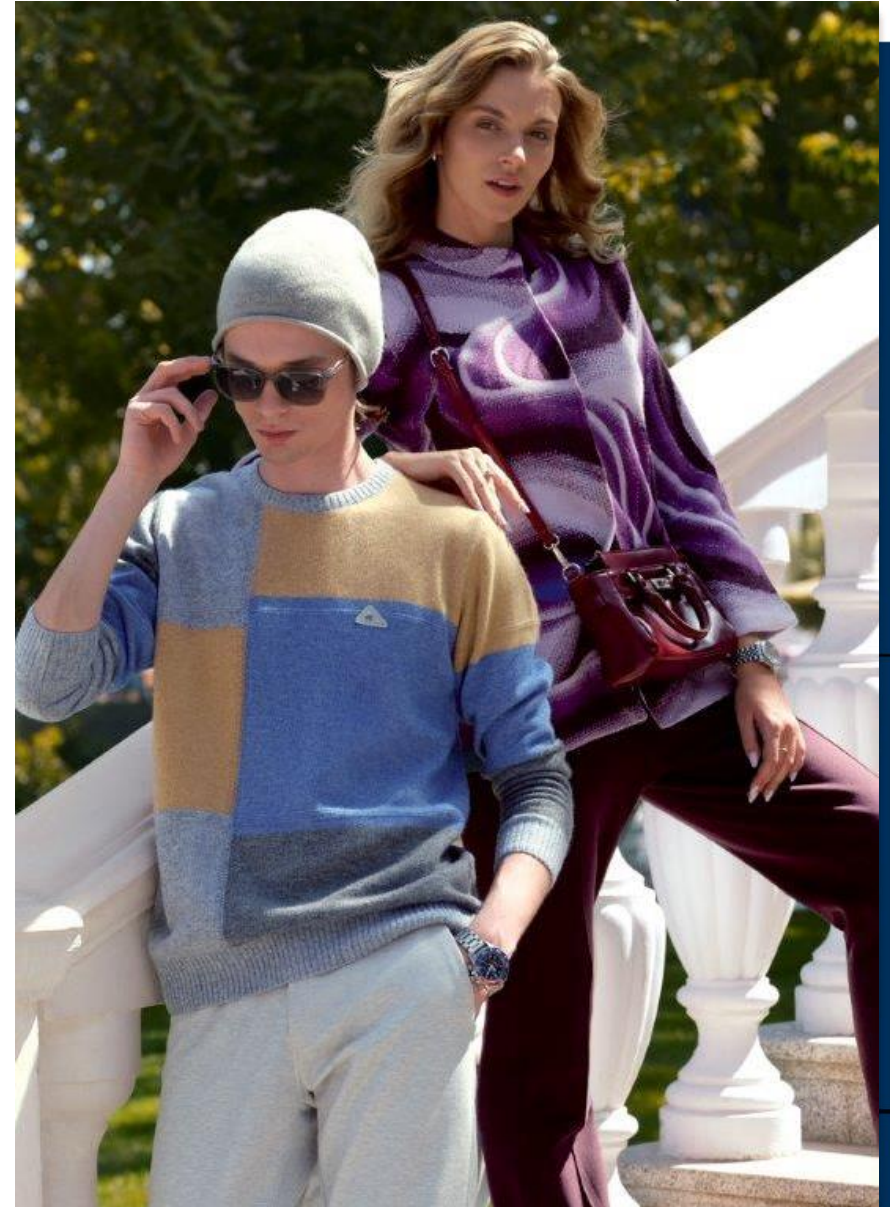
Q4-FY25 New Store Launches

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FINANCIAL Overview



Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q4-FY25	Q4-FY24	Y-O-Y
Revenue from Operations	2,059	2,065	(0.3)%
Operating Expenses	2,002	2,164	(7.5)%
Operating EBITDA	57	(99)	NA
<i>Operating EBITDA Margins (%)</i>	<i>2.77%</i>	<i>(4.79)%</i>	<i>756 Bps</i>
Other Income	129	84	53.6%
Depreciation	161	131	22.9%
Finance Cost	118	97	21.6%
PBT	(93)	(243)	(61.7)%
Tax	10	(65)	(84.6)%
PAT	(103)	(178)	(42.1)%
<i>PAT Margin (%)</i>	<i>(5.00)%</i>	<i>(8.62)%</i>	<i>362 Bps</i>
Other Comprehensive Income	(5)	-	NA
Total Comprehensive Income	(108)	(178)	(39.3)%
Diluted EPS (INR)	(4.99)	(8.57)	(41.8)%

Annual Consolidated Income Statement

Particulars (INR Mn)	FY25	FY24	Y-O-Y
Revenue from Operations	11,004	10,619	3.6%
Operating Expenses	9,139	9,200	(0.7)%
Operating EBITDA	1,865	1,419	31.4%
<i>Operating EBITDA Margins (%)</i>	<i>16.95%</i>	<i>13.36%</i>	<i>359 Bps</i>
Other Income	352	275	28.0%
Depreciation	602	512	17.6%
Finance Cost	476	375	26.9%
PBT	1,139	807	41.1%
Tax	327	208	57.2%
PAT	812	599	35.6%
<i>PAT Margin (%)</i>	<i>7.38%</i>	<i>5.64%</i>	<i>174 Bps</i>
Other Comprehensive Income	(5)	-	NA
Total Comprehensive Income	807	599	34.7%
Diluted EPS (INR)	39.15	28.91	35.4%

Historical Consolidated Income Statement

Particulars (INR Mn)	FY22	FY23	FY24	FY25
Revenue from operations	9,043	11,177	10,619	11,004
Expenses	7,240	9,000	9,200	9,139
Operating EBITDA	1,803	2,177	1,419	1,865
<i>Operating EBITDA Margins (%)</i>	<i>19.94%</i>	<i>19.48%</i>	<i>13.36%</i>	<i>16.95%</i>
Depreciation	373	418	512	602
Finance Cost	157	245	375	476
Other Income	252	208	275	352
PBT	1,525	1,722	807	1,139
Tax	386	397	208	327
Profit after Tax	1,139	1,325	599	812
<i>PAT Margins (%)</i>	<i>12.60%</i>	<i>11.85%</i>	<i>5.64%</i>	<i>7.38%</i>
Other Comprehensive Income	4	(19)	-	(5)
Total Comprehensive Income	1,143	1,306	599	807
Diluted EPS (INR)	54.95	63.92	28.91	39.15

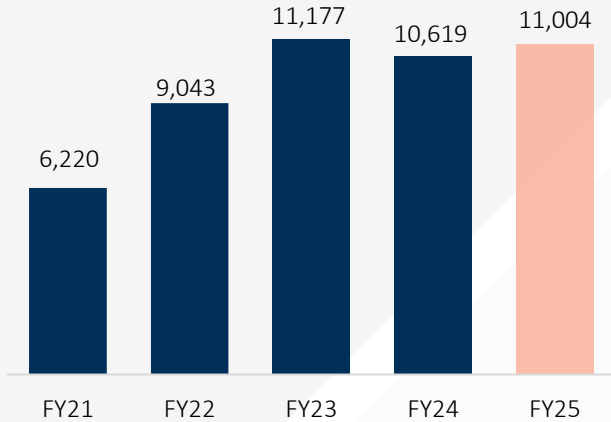
Historical Consolidated Balance Sheet

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

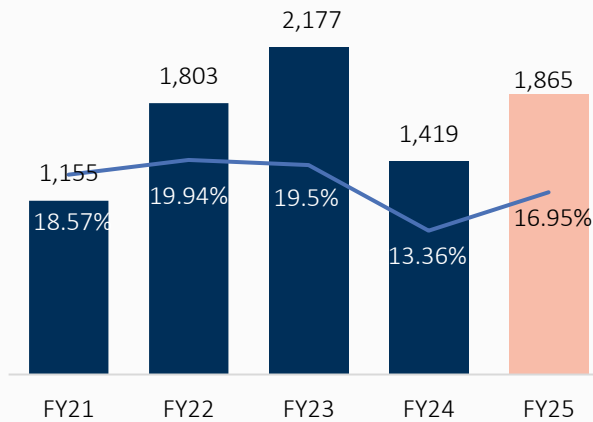
Particulars (INR Mn)	FY23	FY24	FY25
EQUITY AND LIABILITIES			
Equity			
Share Capital	207	207	207
Other Equity	7557	7,741	8133
Total Equity	7,764	7,948	8,340
Non-Current Liabilities			
Financial Liabilities			
(i)Borrowings	27	-	-
(ii)Lease Liability	1,112	1,285	1,782
(iii)Other Financial Liabilities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

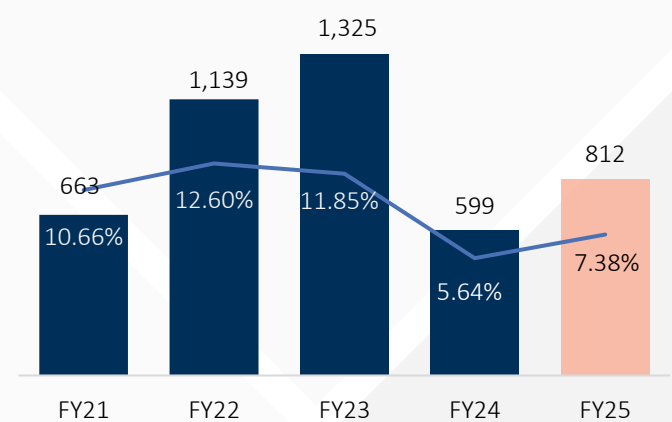
Revenues (INR Mn)



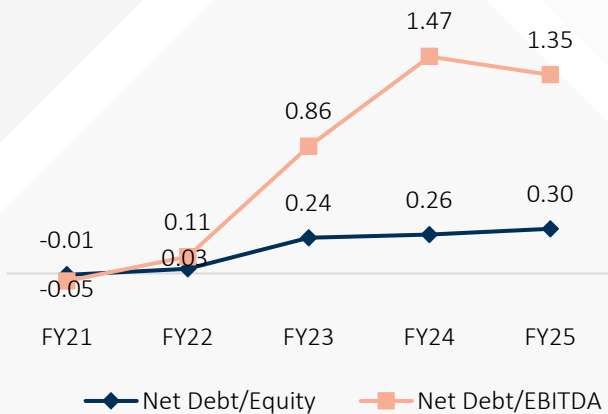
EBITDA (INR Mn) & EBITDA Margin (%)



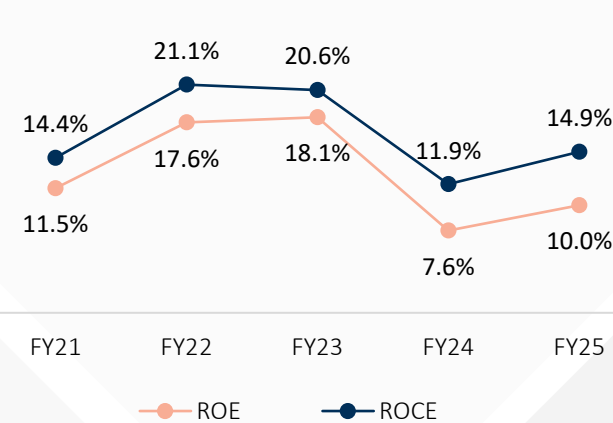
PAT (INR Mn) & PAT Margins (%)



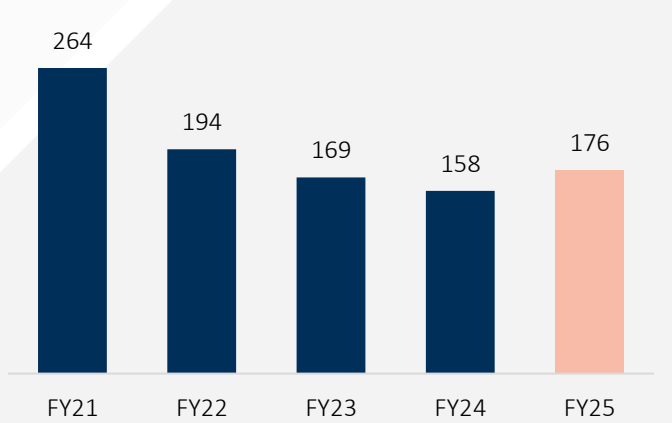
Net Debt/ Equity & Net Debt/ EBITDA (x)



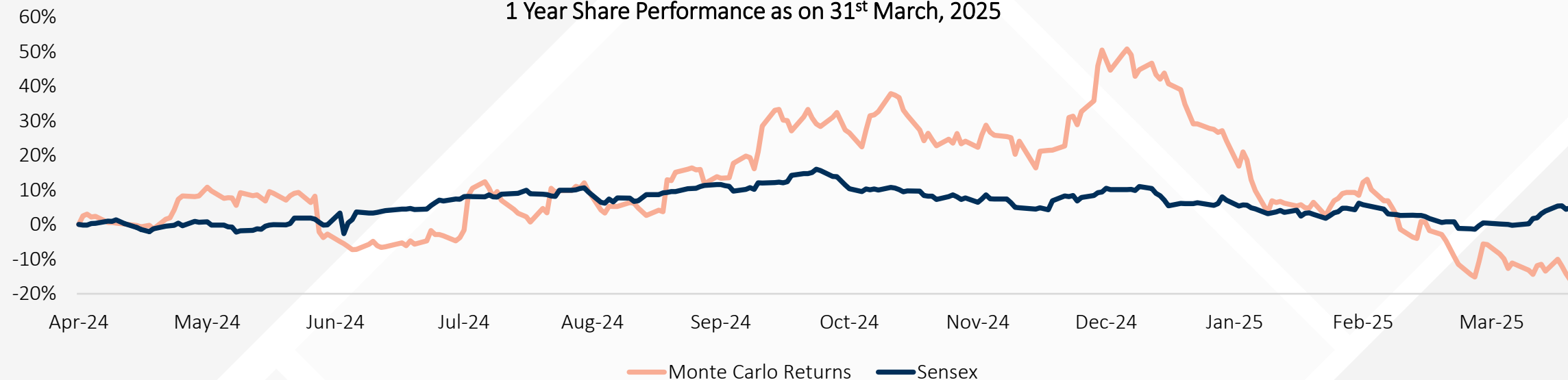
ROE (%) AND ROCE (%)



Working Capital Days



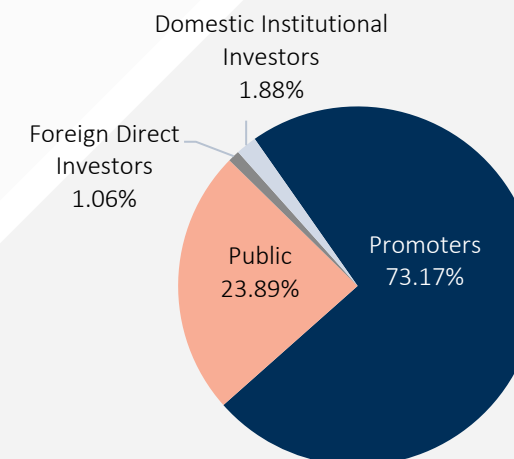
1 Year Share Performance as on 31st March, 2025



Price Data (As on 31st March, 2025)

Face Value	10.00
CMP	526.50
52 Week H/L	984.00/507.40
Market Cap (INR Mn)	10,915.43
No. of Share outstanding (Mn)	20.73
Avg. Trading Volume ('000)	63.08

Shareholding Pattern (31st March, 2025)



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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