

MONTE CARLO 

EARNINGS

Presentation

Q4-FY26/FY26



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
497 EBO's
1,615 MBO's
1,469 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 15%
EBITDA CAGR 14%



No Long-Term Debt



FY26
ROCE 16.9%
ROE 12.9%

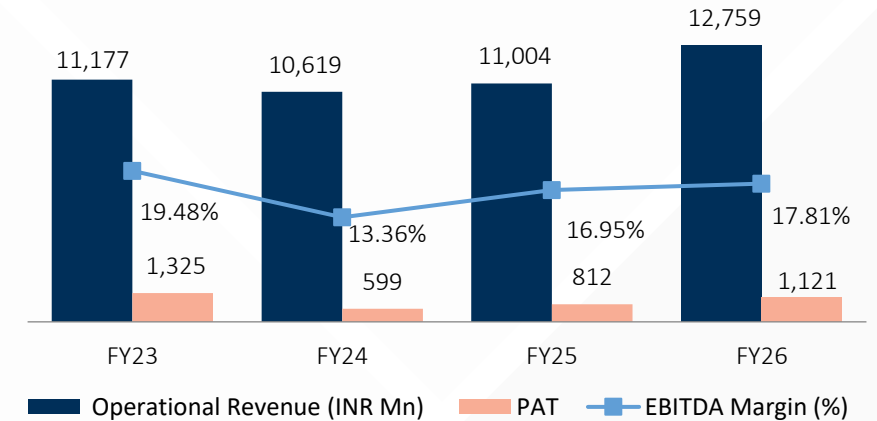


Consistent dividend paying track record

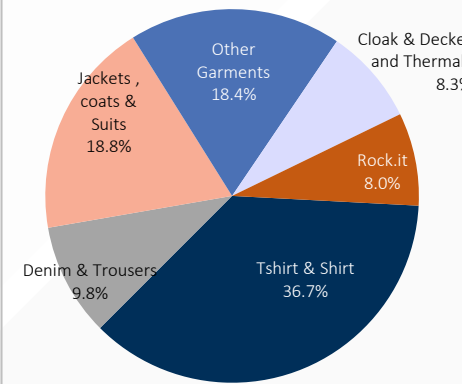
Company Overview

- 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.

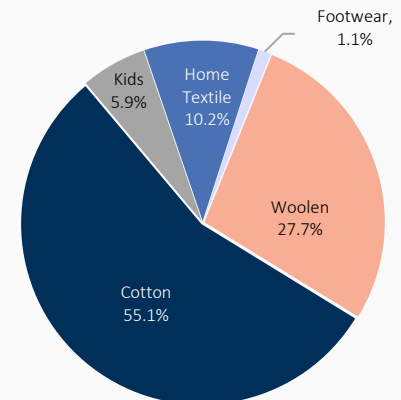
Consolidated Revenue (INR Mn), EBITDA Margin (%) & PAT (INR Mn)



FY26 Cotton Segment Bifurcation



FY26 Product Segment Mix*



* Footwear sales amounted to INR 196 Mn in FY26

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

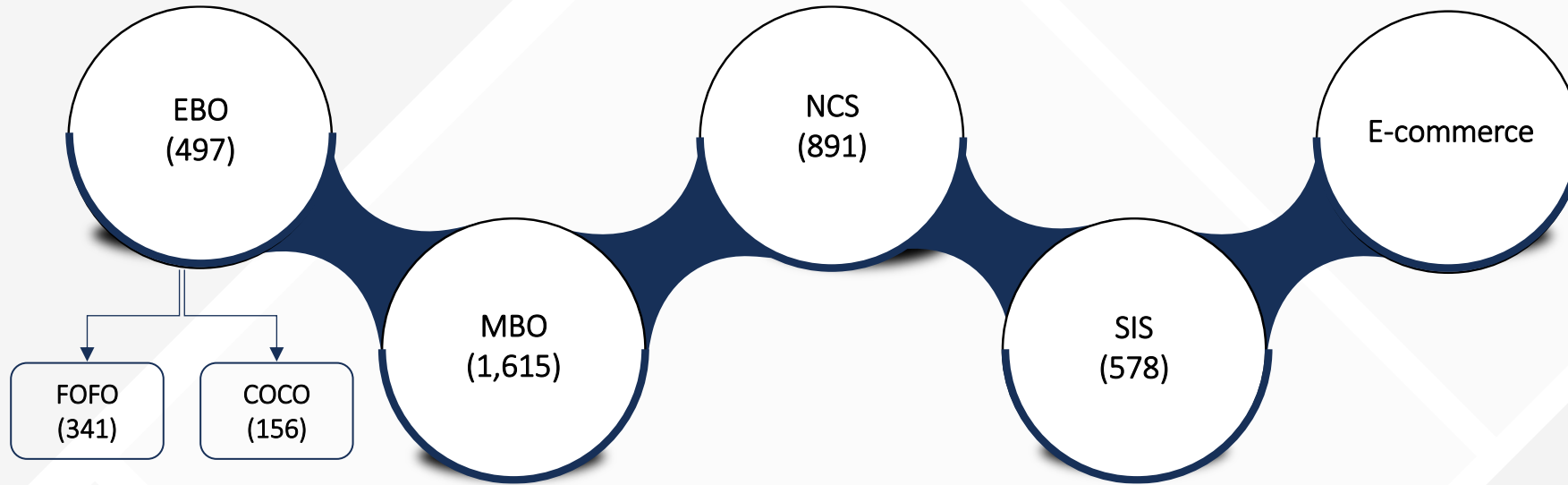


Kids 6%

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

* Segmental Sales Percentage breakup is as on FY26
Footwear sales amounted to INR 196 Mn in FY26

Strong Distribution Network



Channel	FY26	FY25	Y-o-Y
EBO-COCO	156	142	9.9%
EBO-FOFO	341	329	3.6%
MBO and distributors	1,615	1,949	(17.1)%
NCS	891	971	(8.2)%
SIS	578	497	16.3%

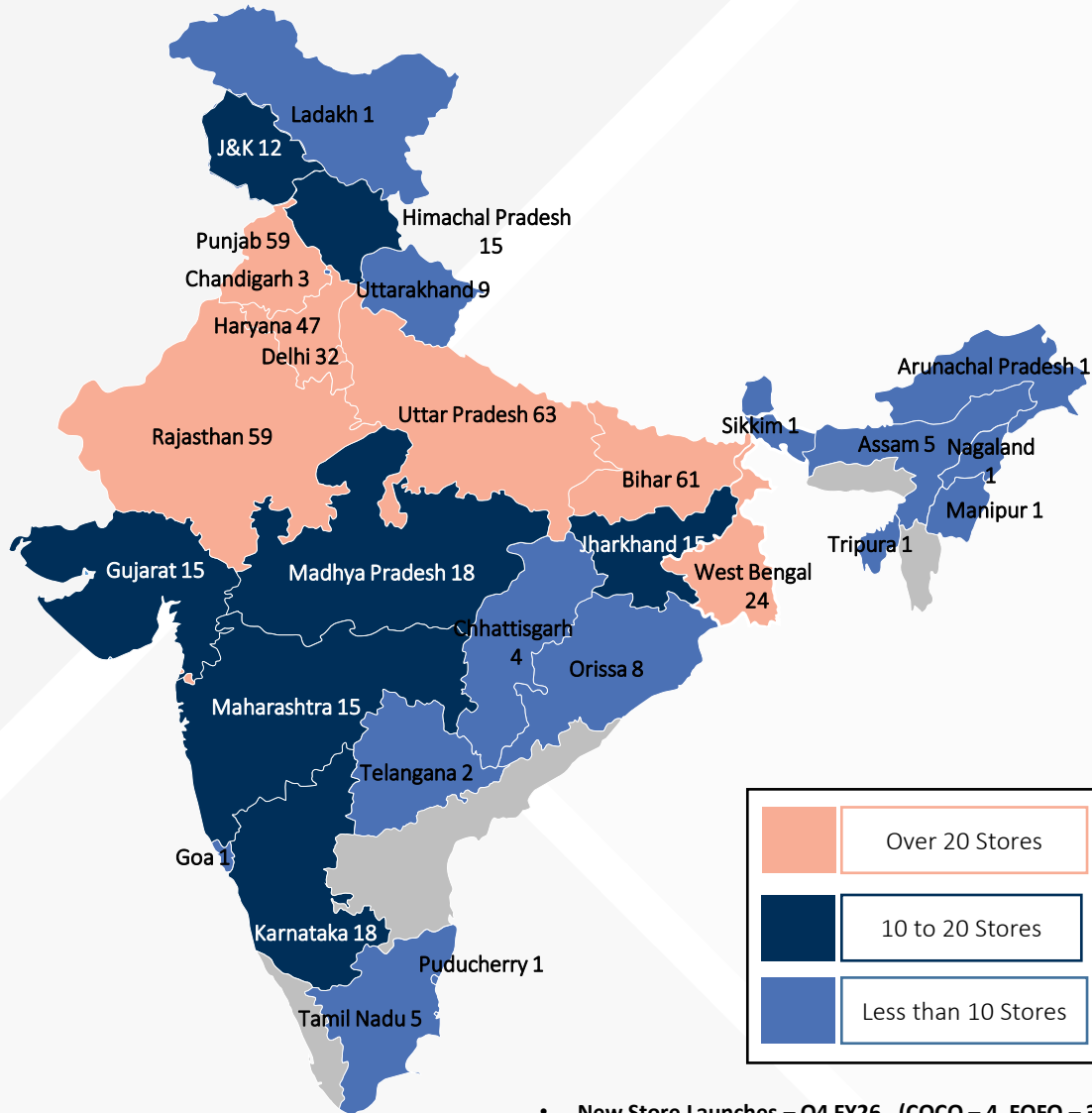
Online Platforms

Company's own Online Platforms

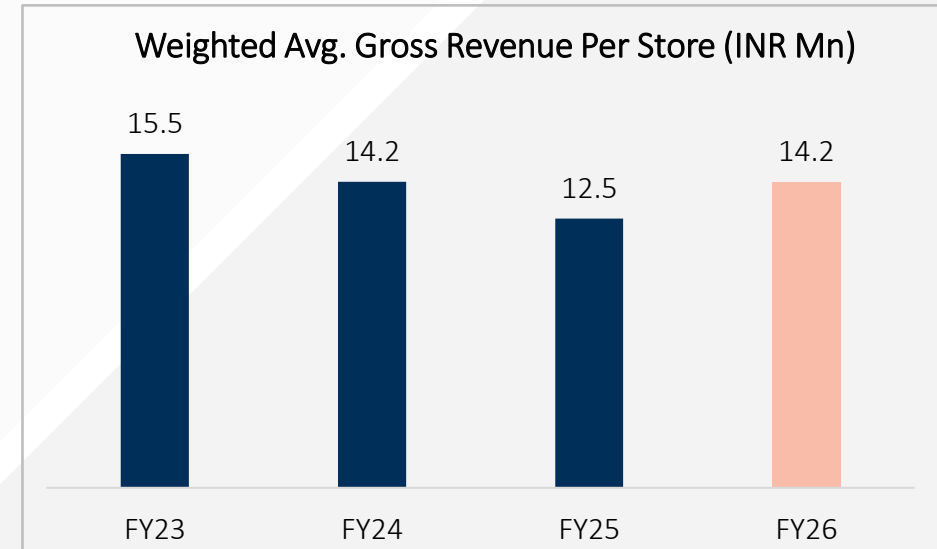
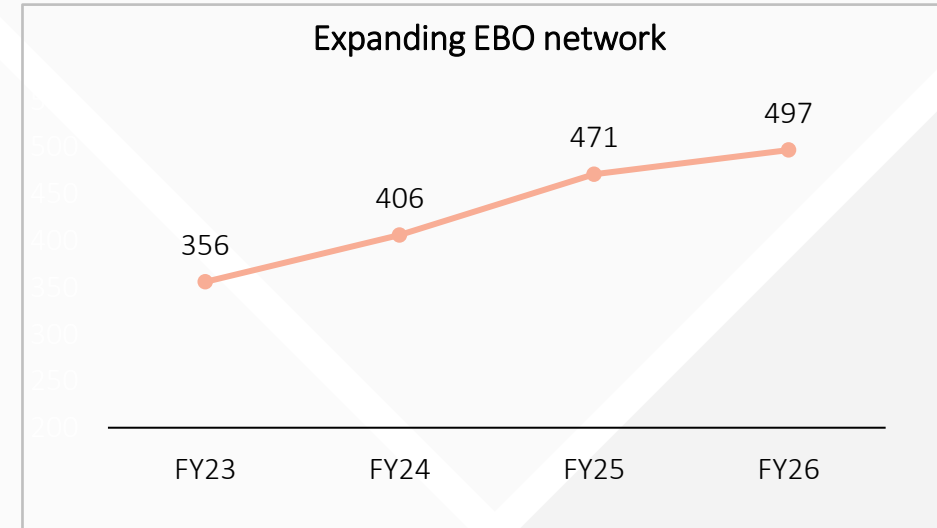
National Chain Stores

Total sales through own website in FY26: INR 496 Mn

Pan India EBO Network



- New Store Launches – Q4 FY26 - (COCO – 4, FOFO – 3, FOFO Cloak & Decker – 2, Rock.it – 1)
- COCO : Central (3), South (1)
- FOFO : North (2), Central (1)
- FOFO [Cloak & Decker] : East (2)
- FOFO [Rock.it] : North (1)



Brand Visibility

360 MEDIA Electronic Media

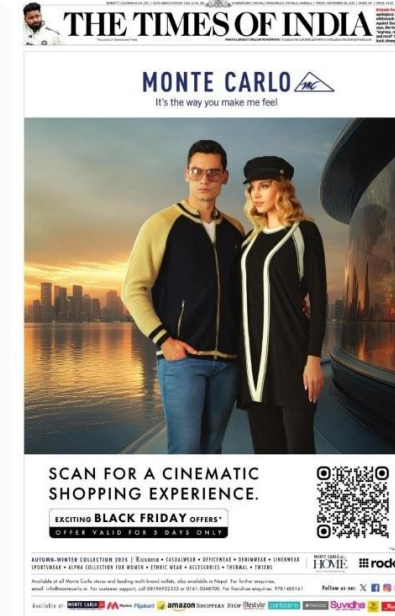


- 1 High Frequency Campaign on top 1 News Channels (Hindi + English)
- 2 L-bands taken to increase visibility through in content exposure
- 3 Sponsorship of Top News show Black & White on Aaj Tak
- 4 Sponsorship of 9pm property Janhit on ABP News

TV ADVERTISEMENT

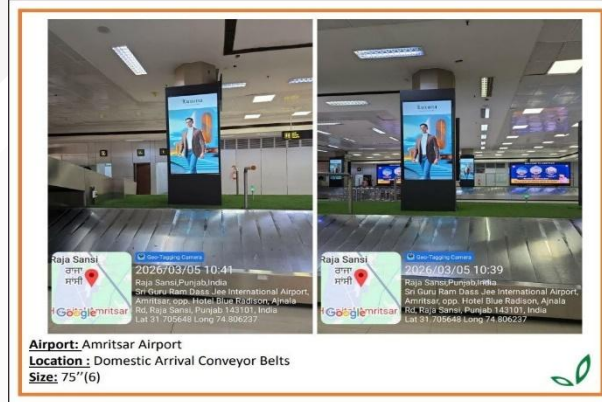


PRINT MEDIA



Brand Visibility

OOH & OUTDOOR MEDIA



DIGITAL MEDIA



CINEMA ADS

INOX
A PVR INOX EXPERIENCE

 **Cinépolis**


**CARNIVAL
CINEMAS**

PVR
CINEMAS

Future Growth Strategies

Penetrate New Markets

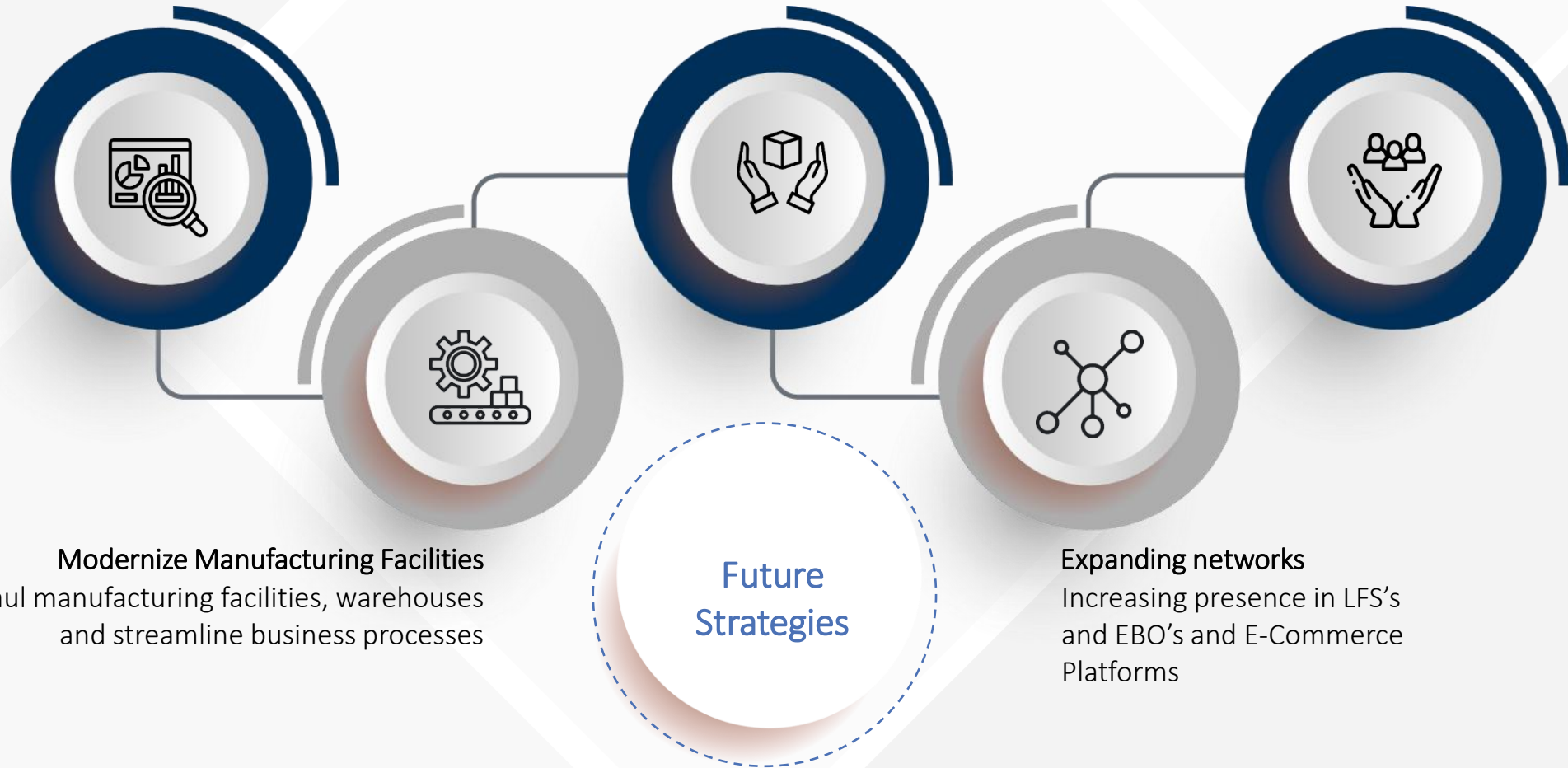
Explore new pockets through deeper penetration in the existing markets

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-FY26/FY26

OPERATIONAL

Highlights



Financial Highlights

Q4-FY26 Consolidated Financial Highlights

Revenue INR 2,803 Mn	EBITDA* INR 258 Mn	EBITDA Margin 9.20%
PAT INR 50 Mn	PAT Margin 1.78%	Diluted EPS INR 2.42

FY26 Consolidated Financial Highlights

Revenue INR 12,759 Mn	EBITDA* INR 2,272 Mn	EBITDA Margin 17.81%
PAT INR 1,121 Mn	PAT Margin 8.79%	Diluted EPS INR 54.05

Q4-FY26 Standalone Financial Highlights

Revenue INR 2,803 Mn	EBITDA* INR 259 Mn	EBITDA Margin 9.24%
PAT INR 50 Mn	PAT Margin 1.78%	Diluted EPS INR 2.43

FY26 Standalone Financial Highlights

Revenue INR 12,759 Mn	EBITDA* INR 2,273 Mn	EBITDA Margin 17.81%
PAT INR 1,117 Mn	PAT Margin 8.75%	Diluted EPS INR 53.89

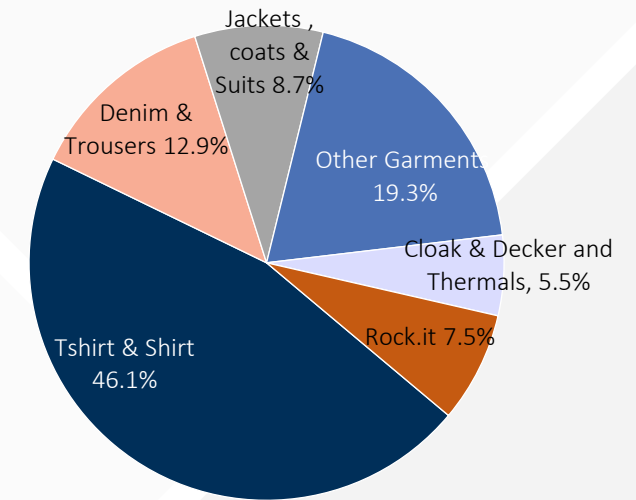
* Excluding Other Income

Q4-FY26/FY26 Operational Highlights

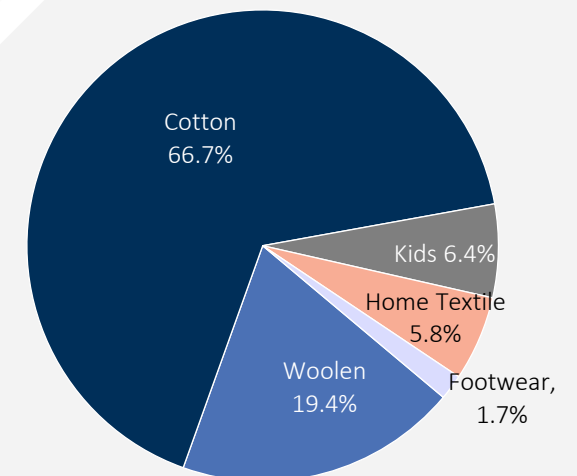
- The Company continued to strengthen its retail footprint and remained aggressively focused on expanding its Exclusive Brand Outlet (EBO) network across India.
- The Company plans to open 40-45 new EBOs annually across India, with a strategic focus on the Western and Southern regions.
- During Q4-FY26, the Company opened 2 new EBOs under the “Cloak & Decker” brand, taking the total store count to 24 outlets. The Company continues to pursue its expansion strategy through stores ranging between 500-1,000 sq. ft.
- The Company’s online net sales recorded robust growth of 38% compared to FY25.
- The Home Textile segment continued to demonstrate strong growth momentum during the quarter.
- The “Rock.it” brand maintained its strong growth trajectory and registered an impressive 86% growth in gross sales during the year.
- The Footwear segment witnessed exceptional growth, with gross sales surging 149% compared to FY25, and management expects the strong momentum to continue in the upcoming quarters.
- The Company partnered with leading quick commerce platforms, including Blinkit, Swiggy, and Zepto, enabling deliveries within 30 minutes.
- The Company entered into a strategic collaboration with Salesforce to streamline operations, enhance customer experience, and strengthen long-term customer loyalty through digital transformation initiatives.
- The Company expanded its international presence through overseas e-commerce platforms, enabling direct and indirect exports via Joom.com and Stylishop.com.
- The Company successfully organized trade shows for order bookings for its: Pre-Winter Collection in February 2026 & Winter Collection in March 2026

These initiatives are expected to further strengthen the Company’s market presence and support future growth momentum.

Q4-FY26 Cotton Segment Bifurcation

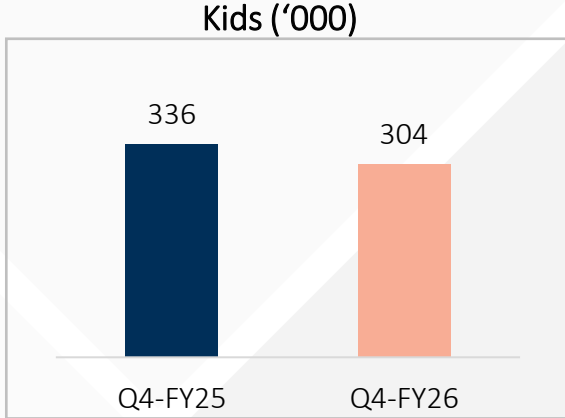
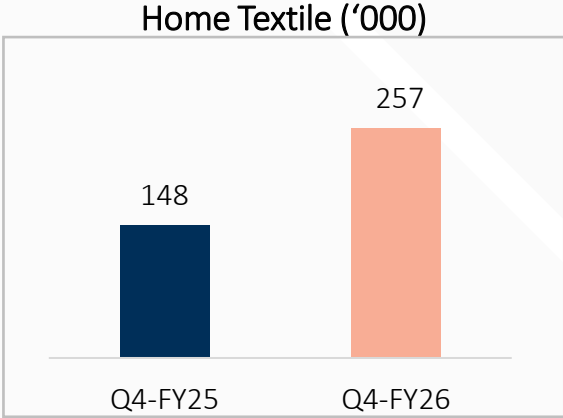
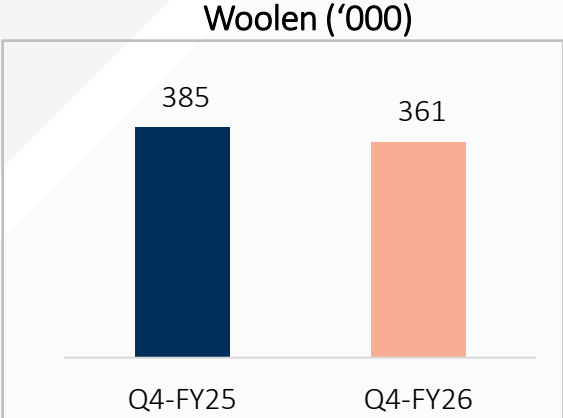
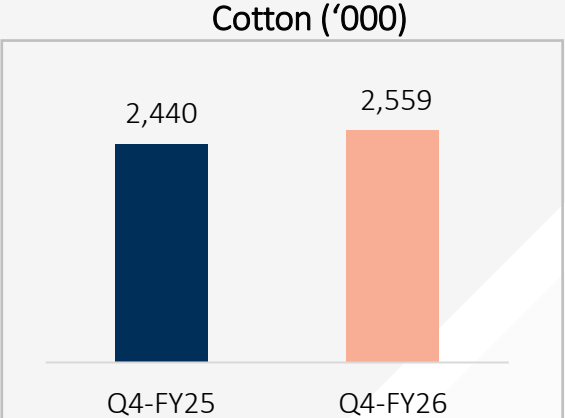


Q4-FY26 Segmental Sales

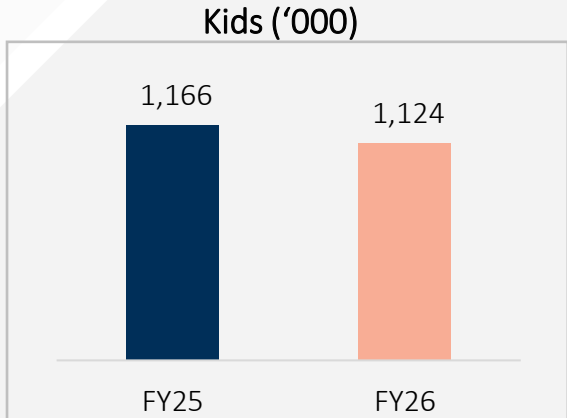
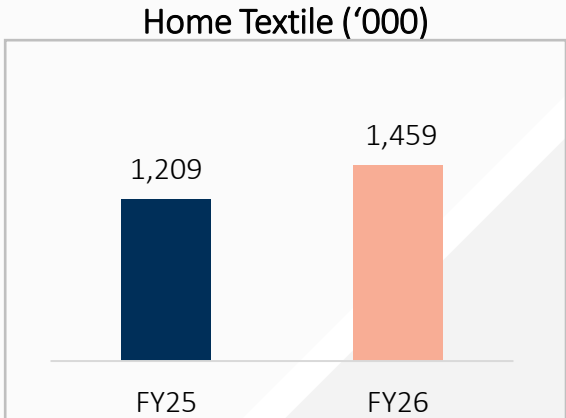
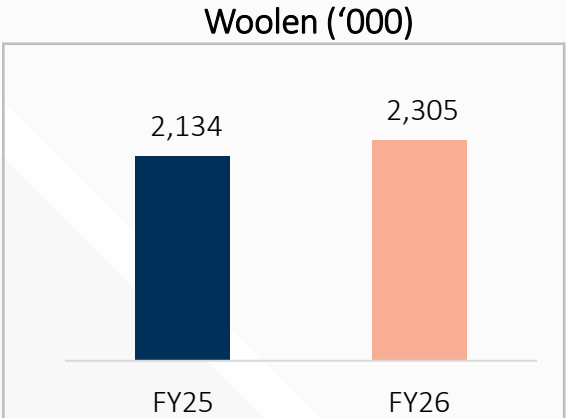
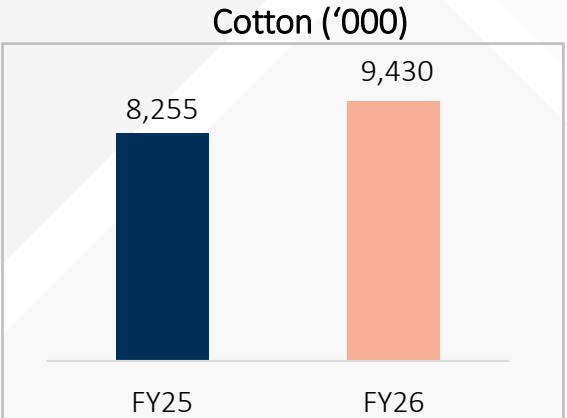


Segmental Volumes

QUARTERLY



ANNUAL

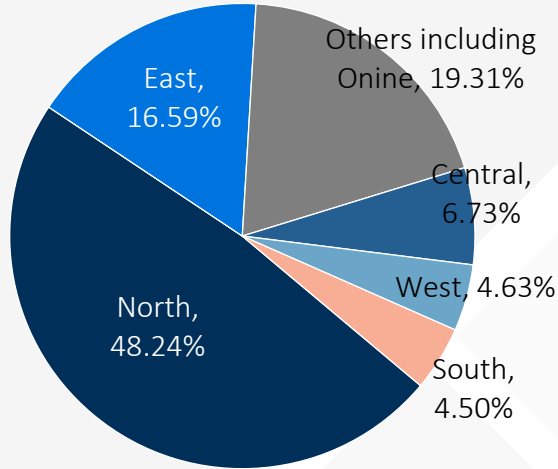


* Q4-FY26 Footwear sales volume is 27,236 Pcs
 * FY26 Footwear sales volume is 87,358 Pcs

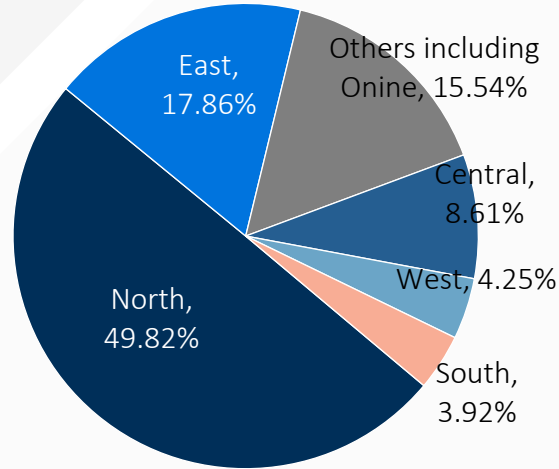
Quarterly and Annual Revenue Breakup

Revenue by Region

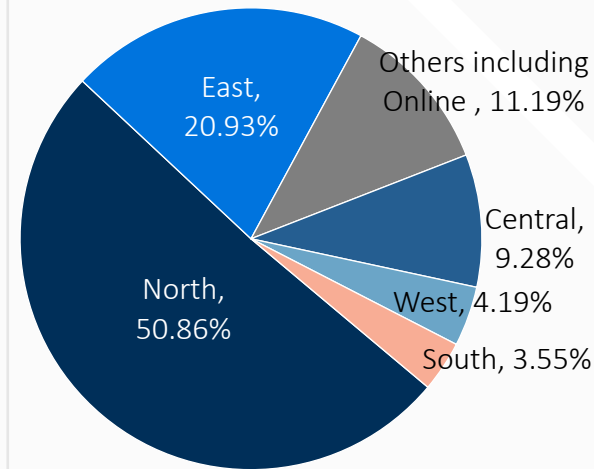
Q4-FY25 – INR 3,194 Mn



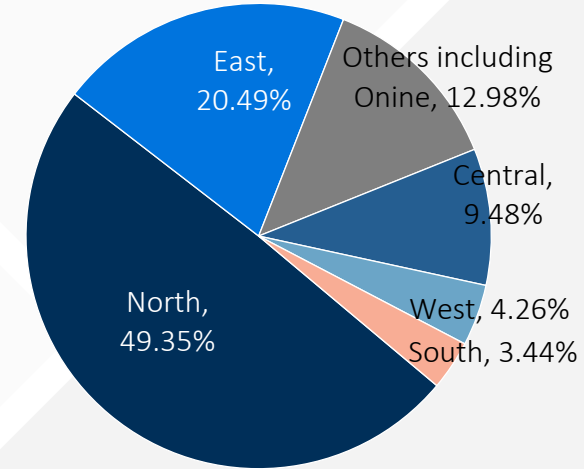
Q4-FY26 – INR 3,679 Mn



FY25 - INR 14,815 Mn



FY26 – INR 17,377 Mn



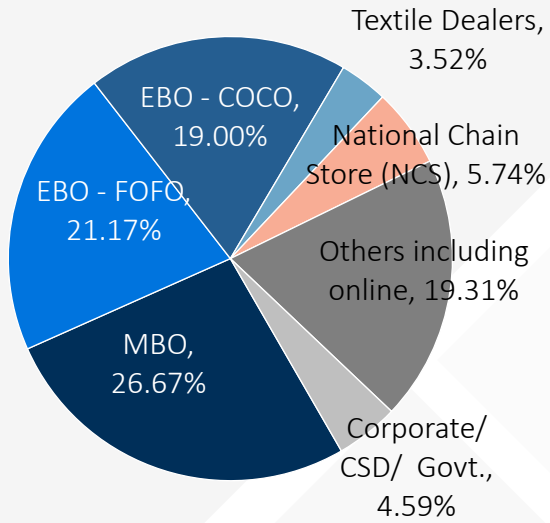
Particulars (INR Mn)

	Q4-FY26	Q4-FY25
Garments & Textile sale	3,679	3,194
Misc. Sales	9	8
Opening Provision for Sales return and Undelivered sales	1,887	1,439
Closing Provision for Sales return and Undelivered sales	(1,807)	(1,548)
Sales Returns(Actual)	(775)	(721)
Rebate & Discounts	(193)	(316)
Sale as per Financials	2,800	2,056

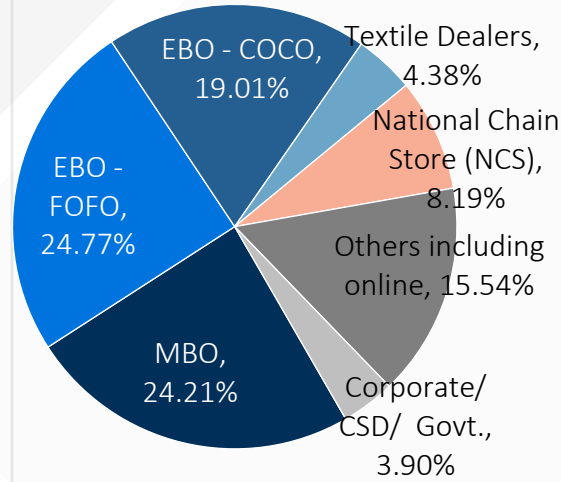
Quarterly and Annual Breakup

Revenue by Channel

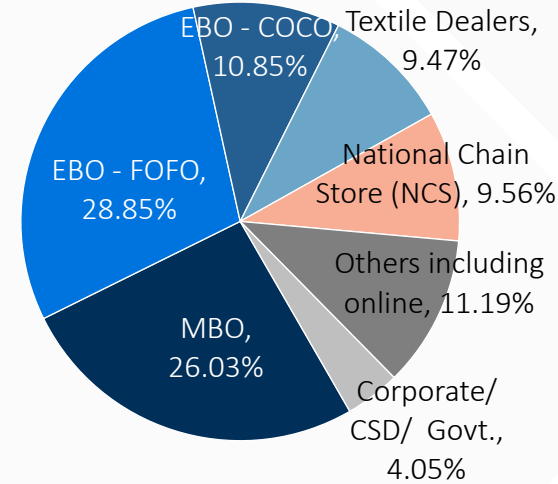
Q4-FY25 – INR 3,194 Mn



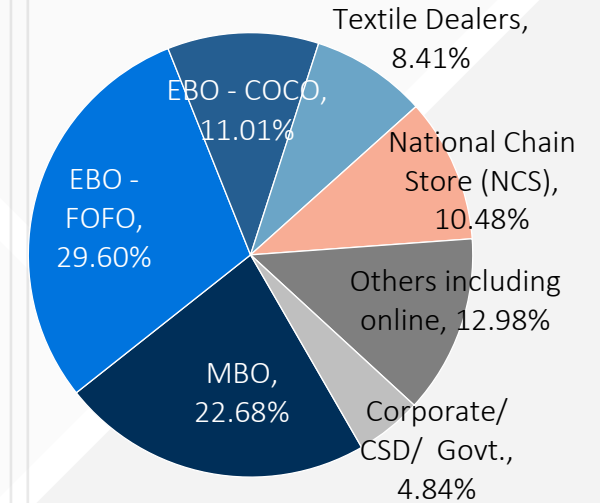
Q4-FY26 – INR 3,679 Mn



FY25 – INR 14,815 Mn



FY26 – INR 17,377 Mn



Particulars (INR Mn)

	FY26	FY25
Garments & Textile sale	17,377	14,815
Misc. Sales	45	49
Opening Provision for Sales return and Undelivered sales	1,548	1,225
Closing Provision for Sales return and Undelivered sales	(1,807)	(1,548)
Sales Returns(Actual)	(3,059)	(2,271)
Rebate & Discounts	(1,356)	(1,280)
Sale as per Financials	12,748	10,990

Q4-FY26 Marketing Highlights



Q4-FY26 Exhibitions Highlights

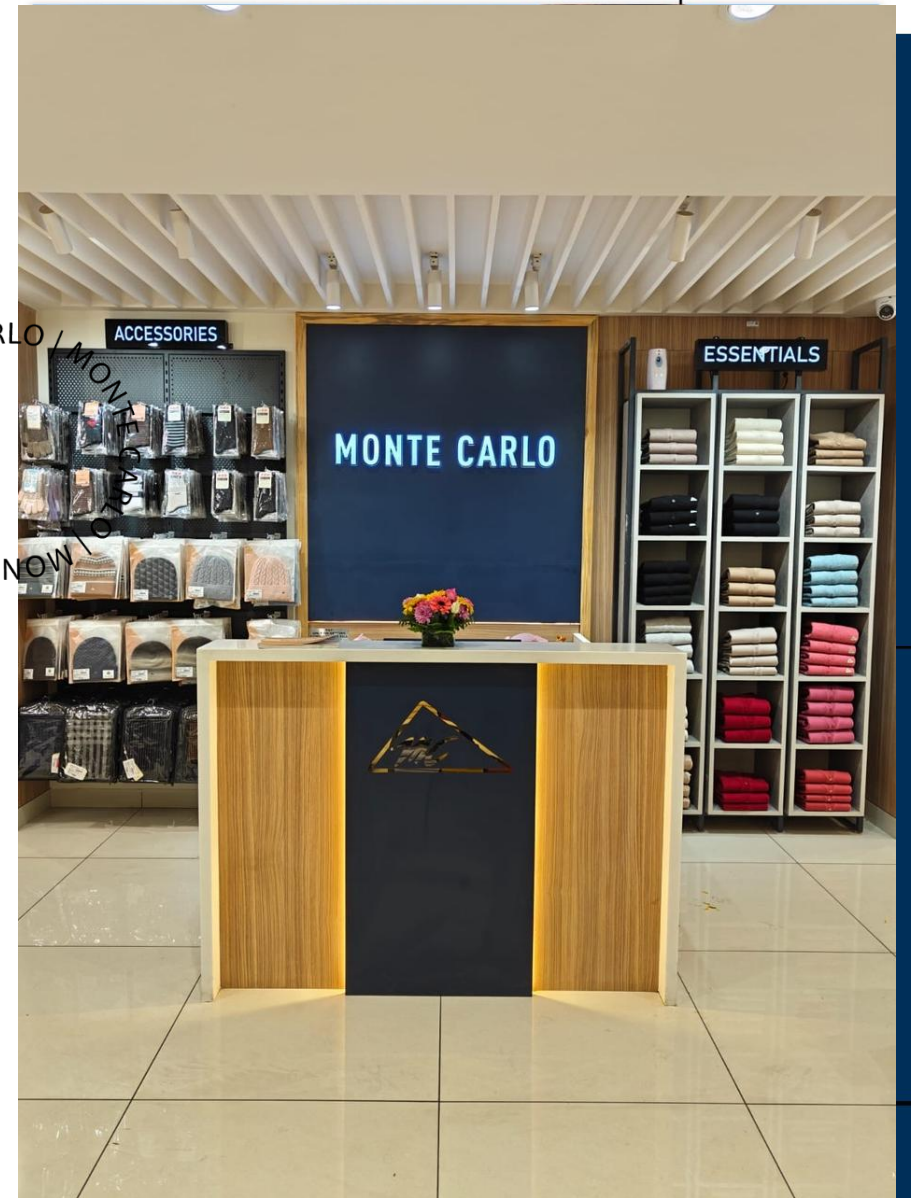


Q4-FY26 New Store Launches



MONTE CARLO 

FINANCIAL *Overview*



Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q4-FY26	Q4-FY25	Y-O-Y
Revenue from Operations	2,803	2,059	36.1%
Operating Expenses	2,545	2,002	27.1%
Operating EBITDA	258	57	NA
<i>Operating EBITDA Margins (%)</i>	9.20%	2.77%	643 Bps
Other Income	80	129	(38.0)%
Depreciation	172	161	6.8%
Finance Cost	116	118	(1.7)%
PBT	50	(93)	NA
Tax	-	10	NA
PAT	50	(103)	NA
<i>PAT Margin (%)</i>	1.78%	(5.00)%	678 Bps
Other Comprehensive Income	16	(5)	NA
Total Comprehensive Income	66	(108)	NA
Diluted EPS (INR)	2.42	(4.99)	NA

Annual Consolidated Financial Performance

Particulars (INR Mn)	FY26	FY25	Y-O-Y
Revenue from Operations	12,759	11,004	15.9%
Operating Expenses	10,487	9,139	14.7%
Operating EBITDA	2,272	1,865	21.8%
<i>Operating EBITDA Margins (%)</i>	<i>17.81%</i>	<i>16.95%</i>	<i>86 Bps</i>
Other Income	362	352	2.8%
Depreciation	656	602	9.0%
Finance Cost	506	476	6.3%
PBT	1,472	1,139	29.2%
Tax	351	327	7.3%
PAT	1,121	812	38.1%
<i>PAT Margin (%)</i>	<i>8.79%</i>	<i>7.38%</i>	<i>141 Bps</i>
Other Comprehensive Income	12	(5)	NA
Total Comprehensive Income	1,133	807	40.4%
Diluted EPS (INR)	54.05	39.15	38.1%

Historical Consolidated Income Statement

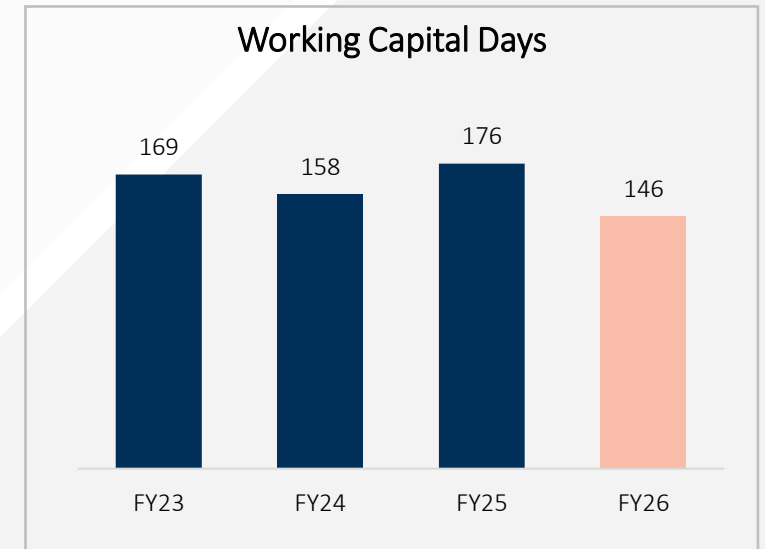
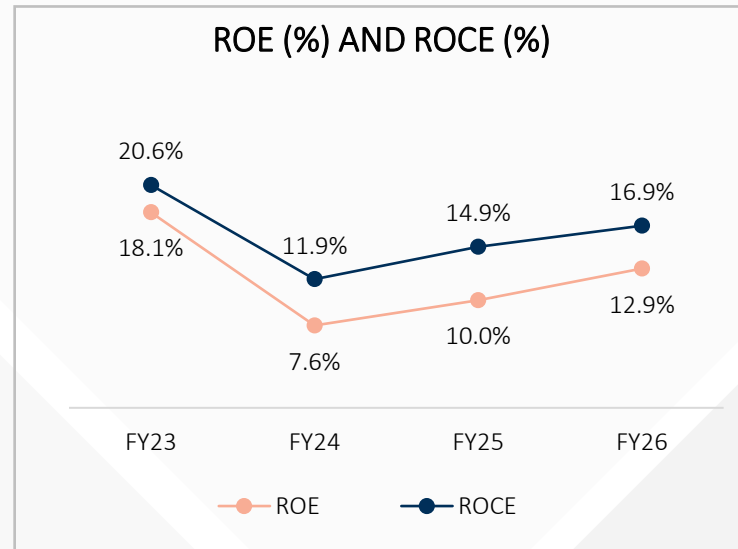
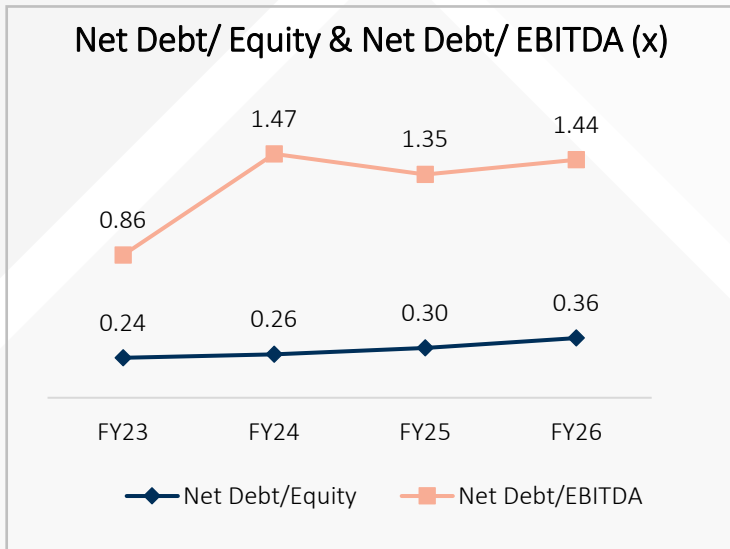
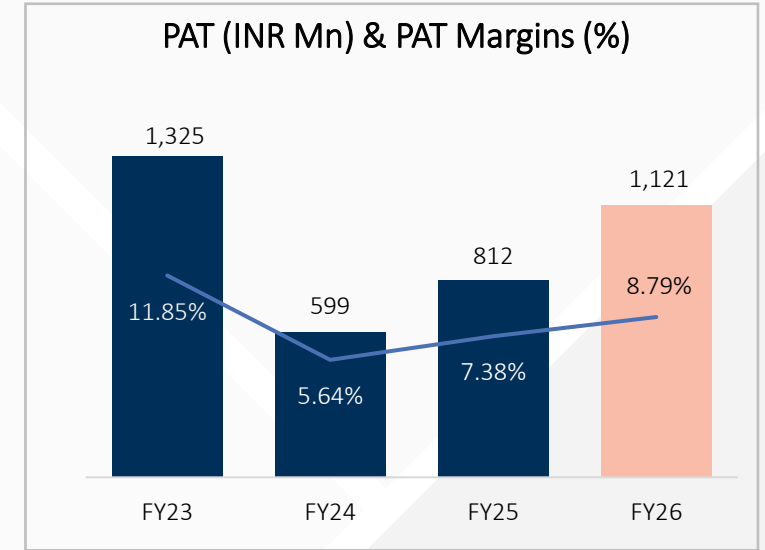
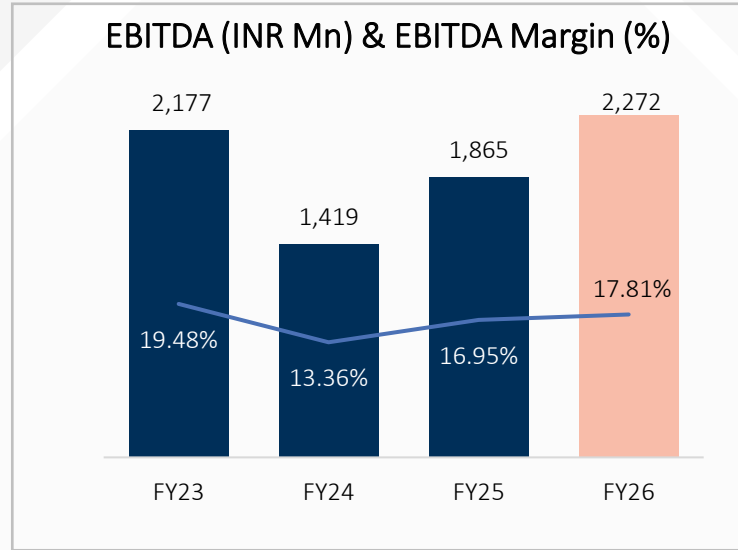
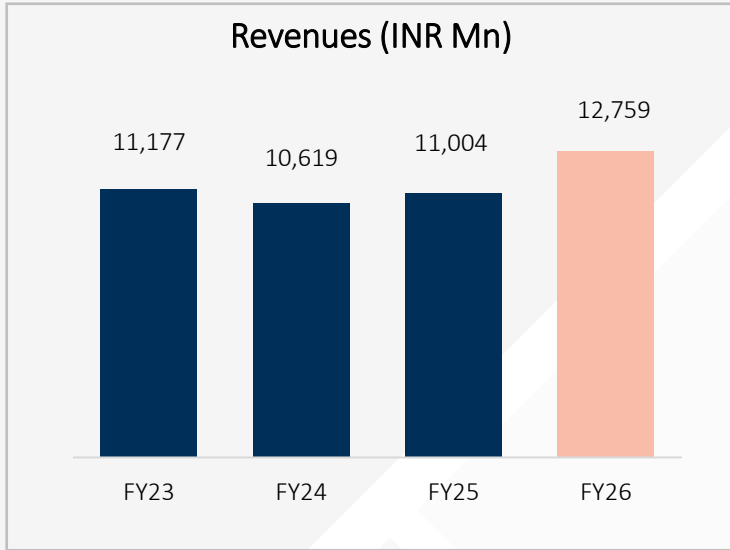
Particulars (INR Mn)	FY23	FY24	FY25	FY26
Revenue from operations	11,177	10,619	11,004	12,759
Expenses	9,000	9,200	9,139	10,487
Operating EBITDA	2,177	1,419	1,865	2,272
<i>Operating EBITDA Margins (%)</i>	<i>19.48%</i>	<i>13.36%</i>	<i>16.95%</i>	<i>17.81%</i>
Other Income	208	275	352	362
Depreciation	418	512	602	656
Finance Cost	245	375	476	506
PBT	1,722	807	1,139	1,472
Tax	397	208	327	351
Profit after Tax	1,325	599	812	1,121
<i>PAT Margins (%)</i>	<i>11.85%</i>	<i>5.64%</i>	<i>7.38%</i>	<i>8.79%</i>
Other Comprehensive Income	(19)	-	(5)	12
Total Comprehensive Income	1,306	599	807	1,133
Diluted EPS (INR)	63.92	28.91	39.15	54.05

Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY24	FY25	FY26
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	1,786	1,831	1,686
Right – of – use Assets	1,470	2,020	2,177
Capital Work in progress	1	3	236
Intangible Assets	60	45	30
Intangible Assets under Development	-	-	-
Financial Assets			
(i)Investments	1,046	1,078	1,390
(ii)Other Financial assets	407	147	562
Income Tax assets (net)	153	55	39
Deferred tax assets (net)	254	260	352
Other Non- Current Assets	144	86	165
Total Non- Current Assets	5,321	5,525	6,637
Current Assets			
Inventories	4,346	5,032	5,709
Financial Assets			
(i)Investments	1,207	1,379	1,131
(ii)Trade Receivables	3,701	4,162	4,991
(iii)Cash and Cash Equivalents	15	10	16
(iv)Other Bank Balances	67	345	12
(v) Loans	6	5	5
(vi) Other Financial Assets	133	225	180
Other Current Assets	365	472	525
Total Current Assets	9,840	11,630	12,569
TOTAL ASSETS	15,161	17,155	19,205

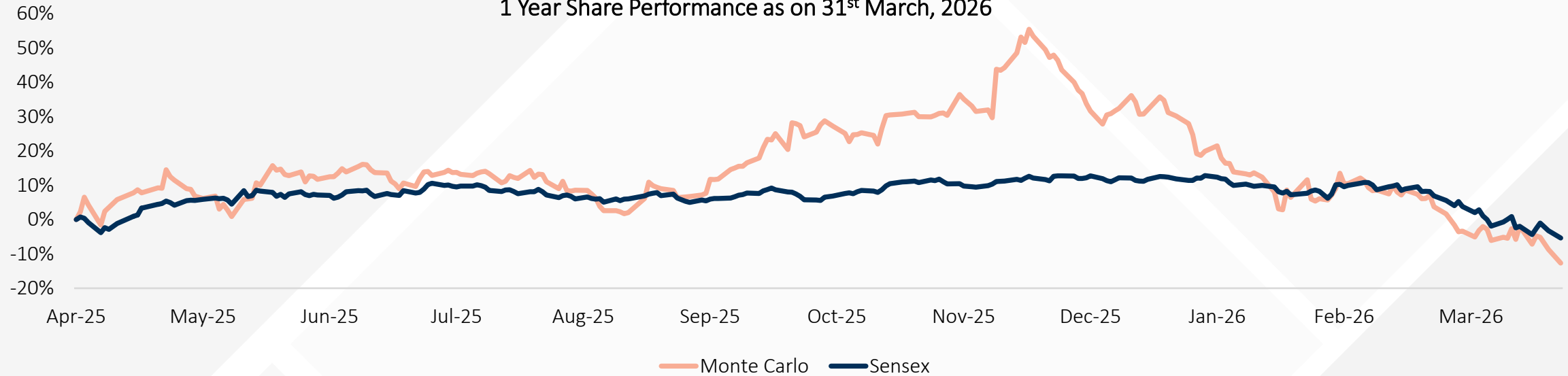
Particulars (INR Mn)	FY24	FY25	FY26
EQUITY AND LIABILITIES			
Equity			
Share Capital	207	207	207
Other Equity	7,741	8,133	8,851
Total Equity	7,948	8,340	9,059
Non-Current Liabilities			
Financial Liabilities			
(i)Borrowings	-	-	-
(ii)Lease Liability	1,285	1,782	1,916
(iii)Other Financial Liabilities	384	436	480
Other Non-Current Liabilities	289	251	254
Provisions	12	14	15
Total Non-Current Liabilities	1,970	2,483	2,665
Current Liabilities			
Financial Liabilities			
(i)Borrowings	2,170	2,869	3,291
(ii) Lease Liabilities	365	493	590
(iii)Trade Payables			
(a) MSME	343	346	379
(b) Other than MSME	1,072	872	1,085
(iv) Other Financial Liabilities	149	165	224
Other Current Liabilities	1,048	1,477	1,693
Current Tax Liabilities (Net)	-	1	10
Provisions	96	109	210
Total Current Liabilities	5,243	6,332	7,481
TOTAL EQUITY AND LIABILITIES	15,161	17,155	19,205

Consolidated Financial Performance



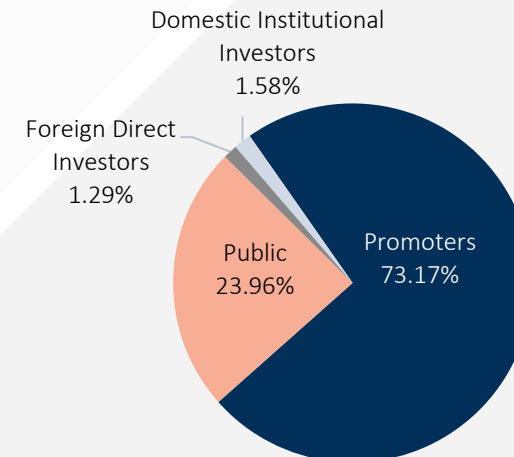
Capital Market Information

1 Year Share Performance as on 31st March, 2026



Price Data (As on 31 st March, 2026)	
Face Value	10.00
CMP	468.40
52 Week H/L	865.00/465.00
Market Cap (INR Mn)	9,710.90
No. of Share outstanding (Mn)	20.73
Avg. Trading Volume ('000)	44.20

Shareholding Pattern (31st March, 2026)



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