

MONTE CARLO FASHIONS LIMITED

Regd. Office : B-XXIX-106, G.T. Road, Sherpur, Ludhiana - 141003 (Pb.) India.

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MCFL/CS/2024-25

February 11, 2025

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: Q3FY25 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 Nine Months ended December 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

Q3/9M-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
469 EBO's
1,810 MBO's
1,426 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%

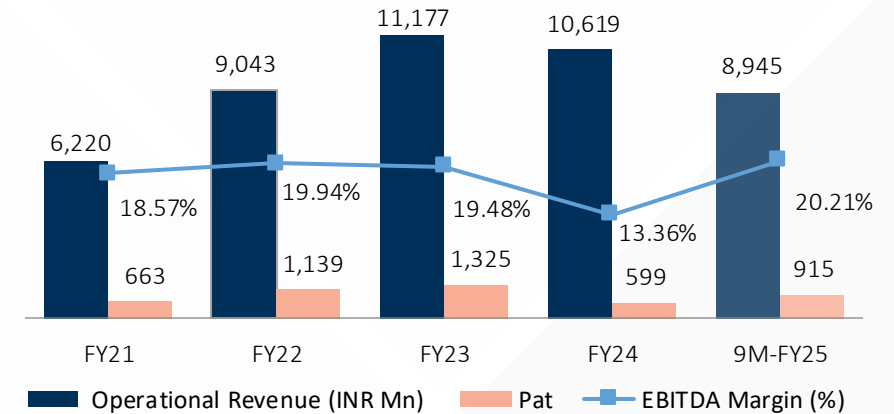


Consistent dividend
paying track record

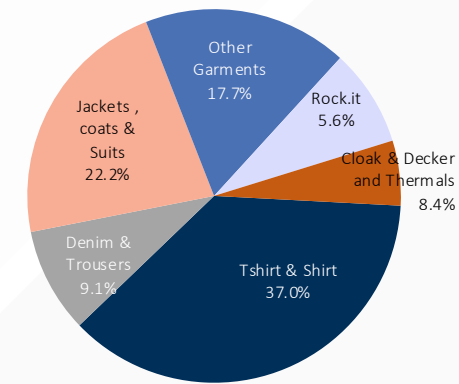
Company Overview

- 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.

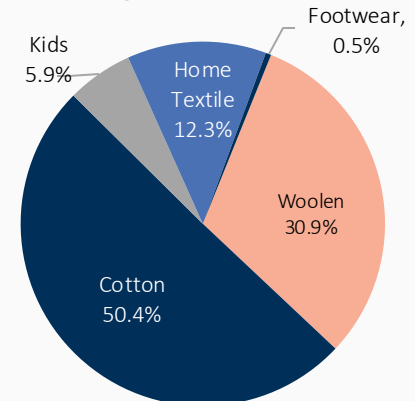
Consolidated Revenue (INR Mn), EBITDA Margin (%) & PAT (INR Mn)



9M-FY25 Cotton Segment Bifurcation



9M-FY25 Product Segment Mix*



* Footwear sales amounted to INR 56.02 Mn in 9M-FY25

Product Segments



Cotton 51%

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



Woolen 31%

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



Home Textile 12%

- Mink blankets, bedsheets and quilts

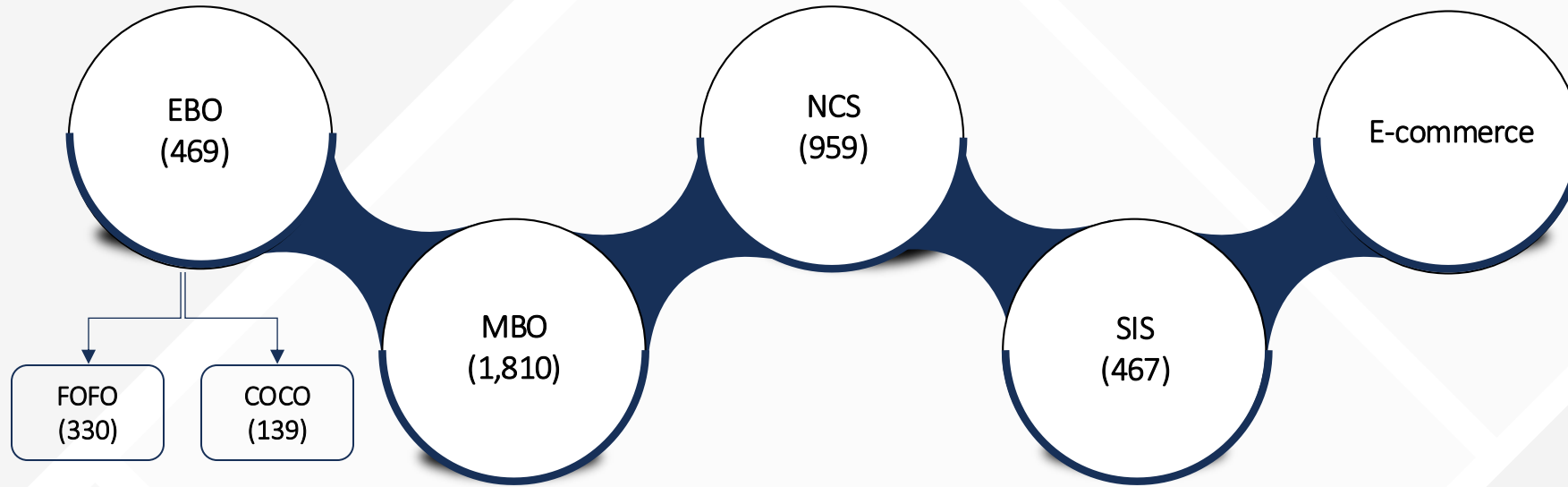


Kids 6%

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

* Segmental Sales Percentage breakup is as on 9M-FY25
Footwear sales amounted to INR 56.02 Mn in 9M-FY25

Strong Distribution Network



Channel	9M-FY25	9M-FY24	Y-o-Y
EBO-COCO	139	105	32.4%
EBO-FOFO	330	293	12.6%
MBO and distributors	1,810	1,904	(4.9)%
NCS	959	909	5.5%
SIS	467	401	16.5%

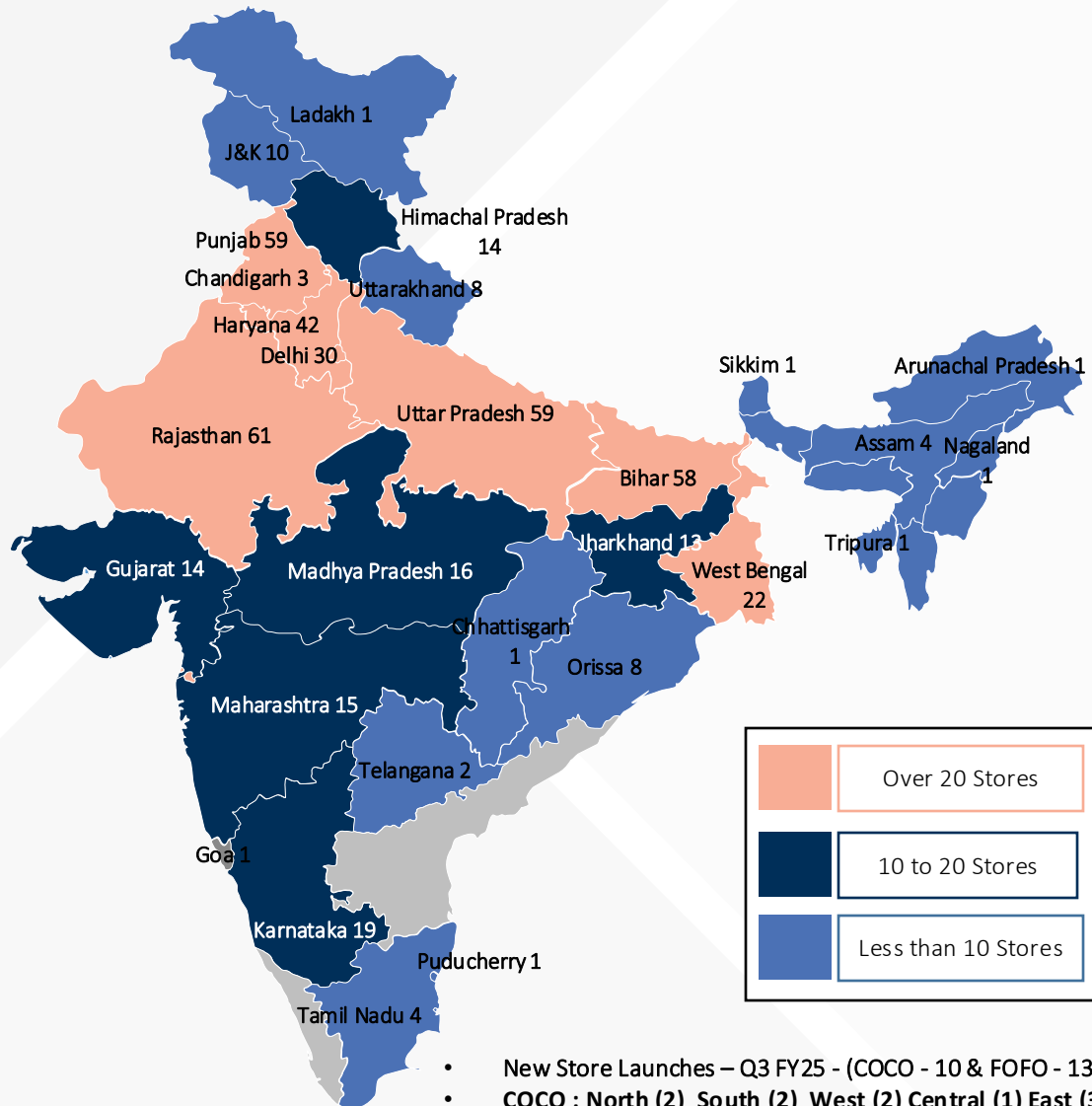
Online Platforms

Company's own Online Platforms

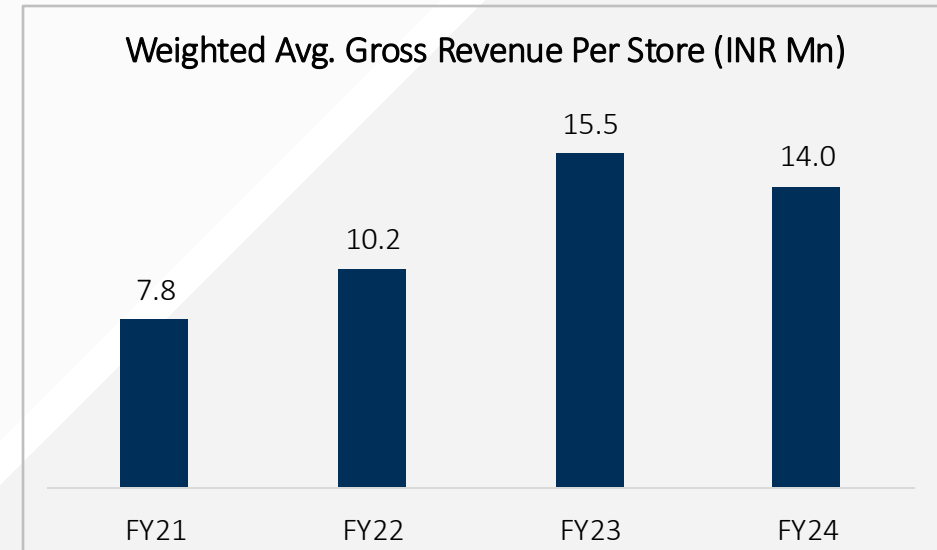
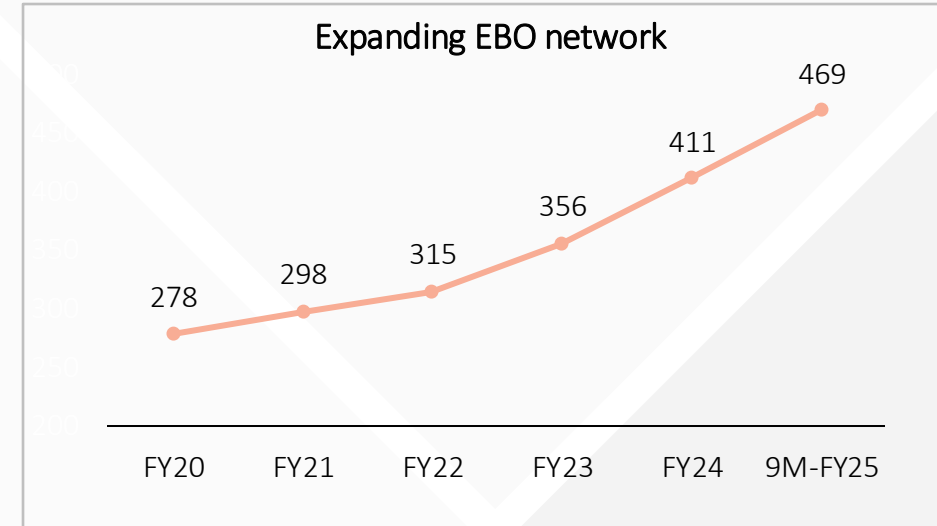
National Chain Stores

Total sales through own website in 9M-FY25: INR 110.9 Mn

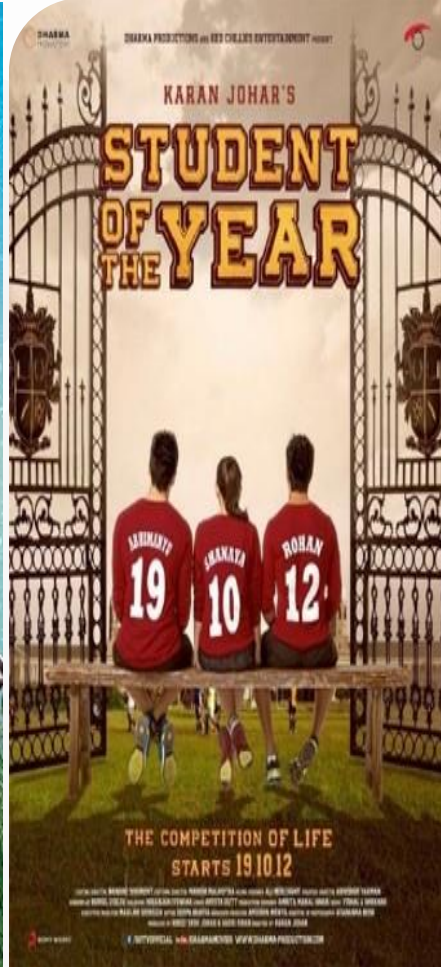
Pan India EBO Network



- New Store Launches – Q3 FY25 - (COCO - 10 & FOFO - 13 & FOFO Cloak & Decker – 5 & Home Textiles - 6)
- COCO : North (2) South (2) West (2) Central (1) East (3)
- FOFO : North (6) Central (4) East (9)
- FOFO [Cloak & Decker] : North (4) East (1)



Clothing Partner for various blockbuster Bollywood Movies



Strategic tie ups with THEATRES, AIRLINES & DIGITAL



Future Growth Strategies

Penetrate New Markets

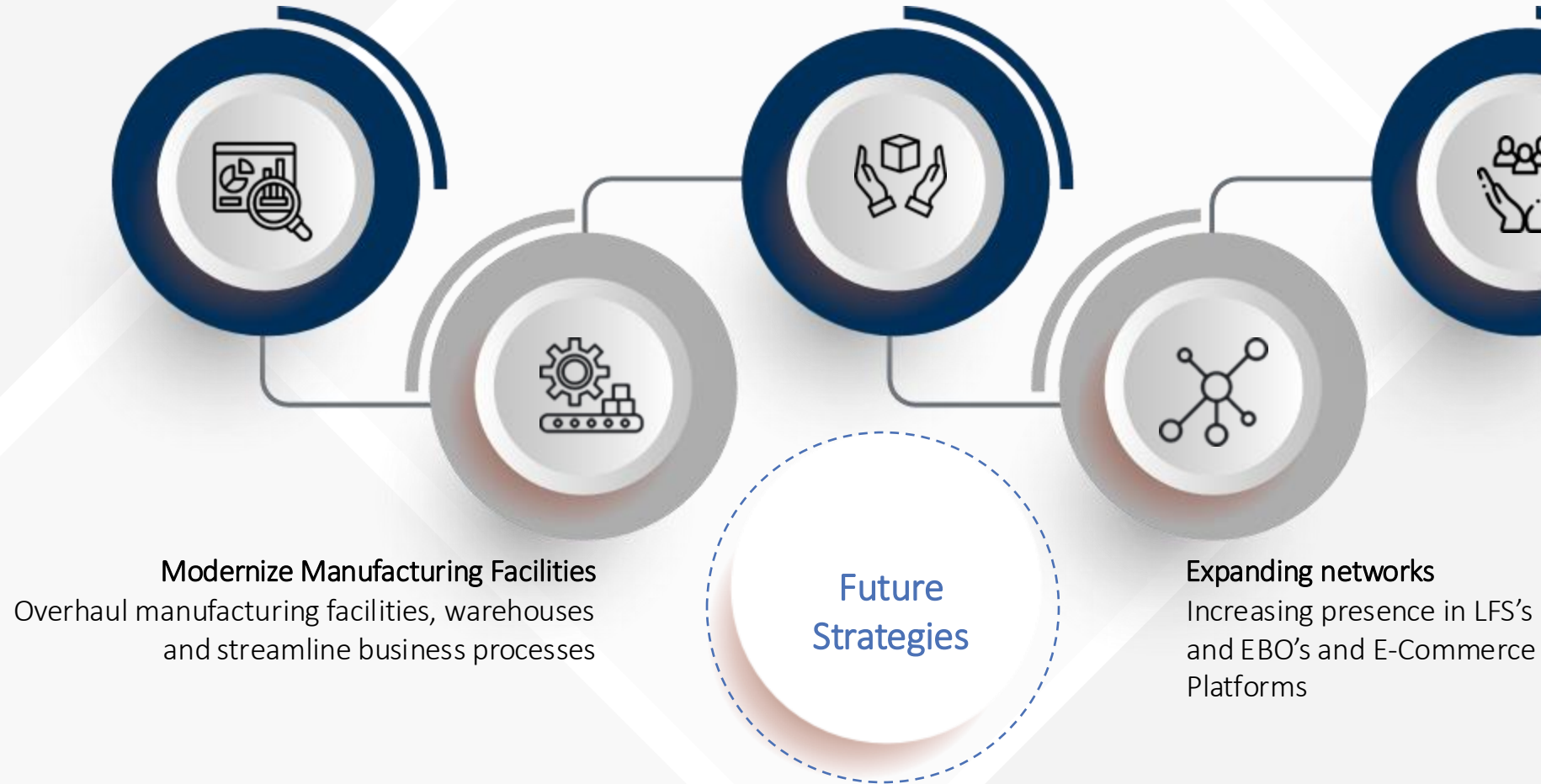
Explore new pockets through deeper penetration in the existing markets

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

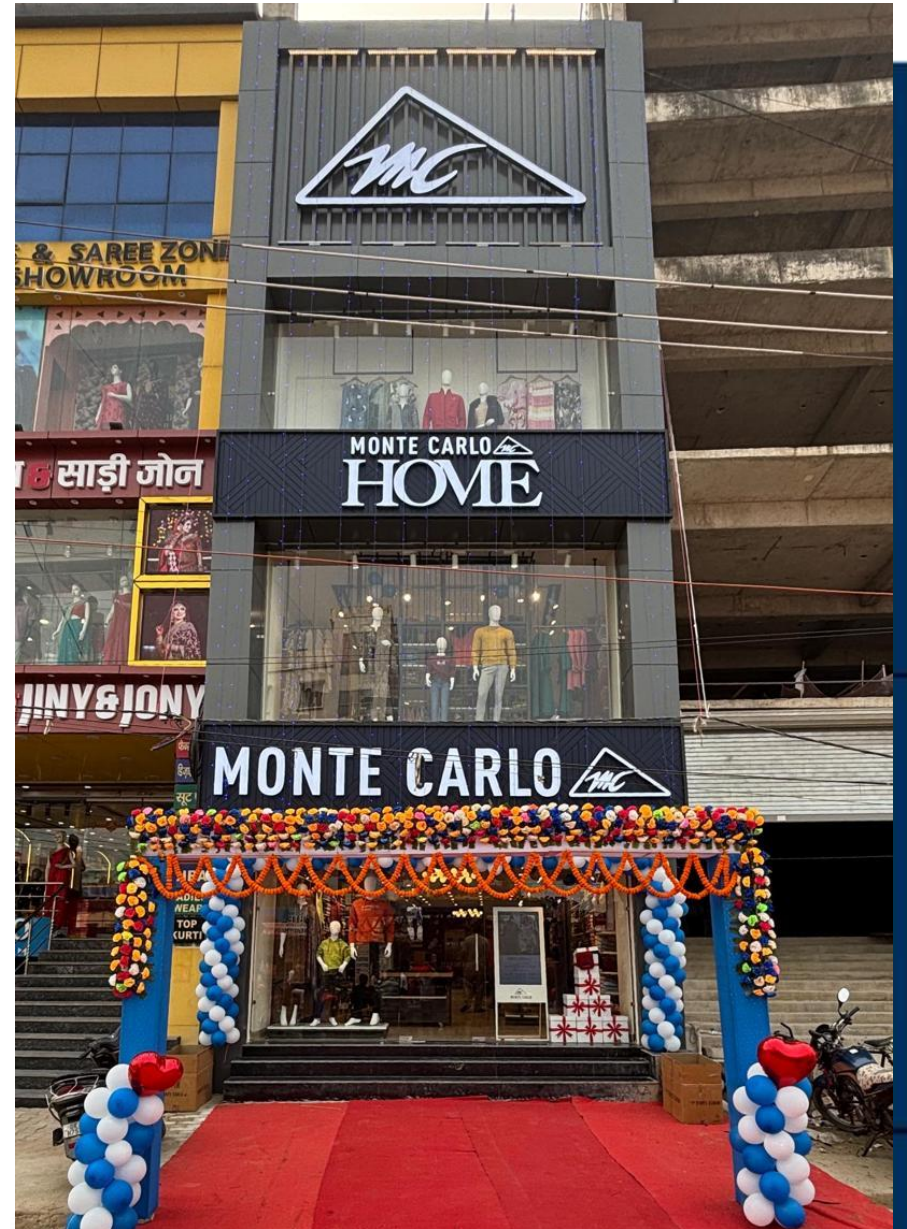


MONTE CARLO 

Q3/9M-FY25

OPERATIONAL

Highlights



Q3-FY25 Consolidated Financial Highlights

Revenue INR 5,488 Mn	EBITDA* INR 1,549 Mn	EBITDA Margin 28.23%
PAT INR 967 Mn	PAT Margin 17.62%	Diluted EPS INR 46.66

9M-FY25 Consolidated Financial Highlights

Revenue INR 8,945 Mn	EBITDA* INR 1,808 Mn	EBITDA Margin 20.21%
PAT INR 915 Mn	PAT Margin 10.23%	Diluted EPS INR 44.14

* Excluding Other Income

Q3-FY25 Standalone Financial Highlights

Revenue INR 5,488 Mn	EBITDA* INR 1,536 Mn	EBITDA Margin 27.99%
PAT INR 953 Mn	PAT Margin 17.37%	Diluted EPS INR 45.98

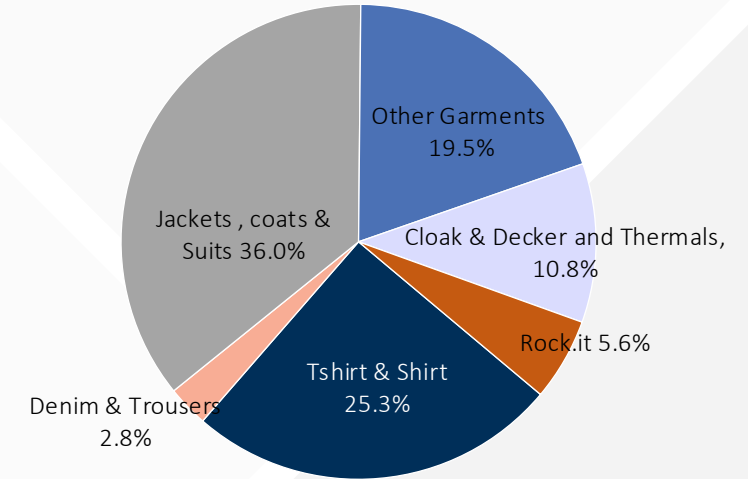
9M-FY25 Standalone Financial Highlights

Revenue INR 8,945 Mn	EBITDA* INR 1,796 Mn	EBITDA Margin 20.08%
PAT INR 901 Mn	PAT Margin 10.07%	Diluted EPS INR 43.45

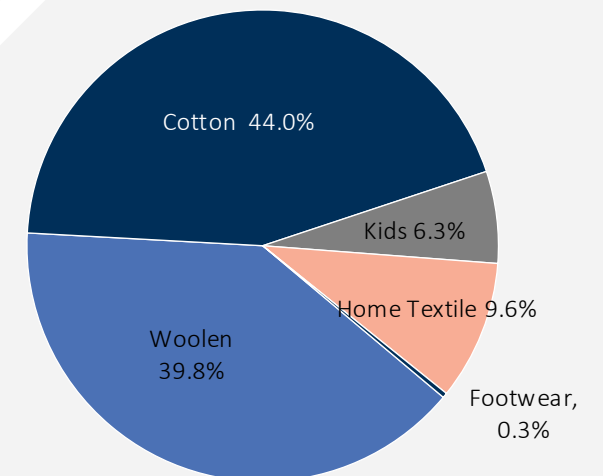
Q3/9M-FY25 Operational Highlights

- The Company is aggressively committed to open 45-50 EBO's pan India Including West & South.
- Online sales have picked up, particularly from own website.
- Home Textile is expected to continue to show good growth, and company has opened 6 EBO's for **Home textiles** in Q3-FY25, totaling to 12 EBO's as on 31st Dec 2024 and plans to continue to open more in coming times.
- For Brand "**Cloak & Decker**", company has opened 5 EBO'S in Q3, totaling to 10 EBO's as on 31st Dec 2024 and will continue to open further in sizes of 500 to 1000 sq ft.
- Tie 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 the Monte Carlo's operational Efficiency & driving customer loyalty and experience.

Q3-FY25 Cotton Segment Bifurcation



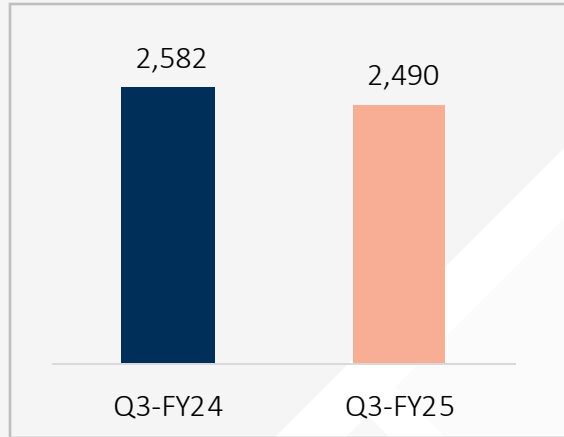
Q3-FY25 Segmental Sales



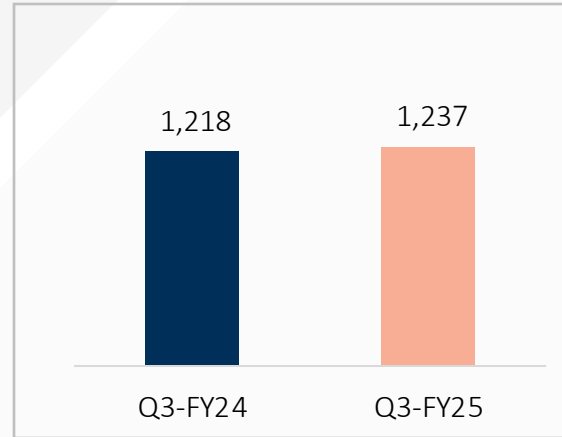
Segmental Volumes

QUARTERLY

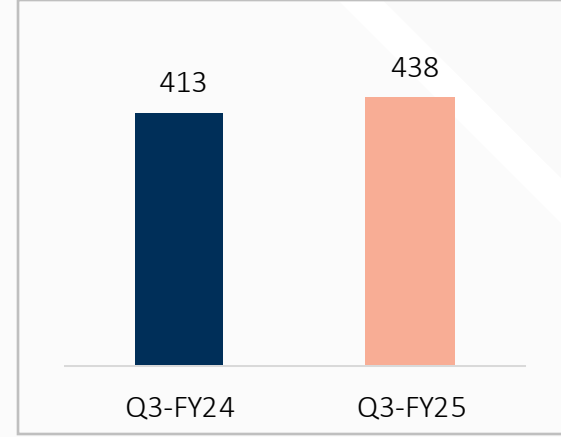
Cotton ('000)



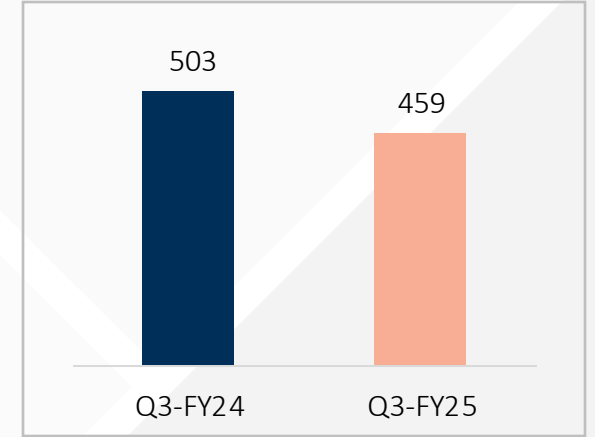
Woolen ('000)



Home Textile ('000)



Kids ('000)



YTD

6,381

5,814

9M-FY24

9M-FY25

1,748

1,749

9M-FY24

9M-FY25

938

1,061

9M-FY24

9M-FY25

948

830

9M-FY24

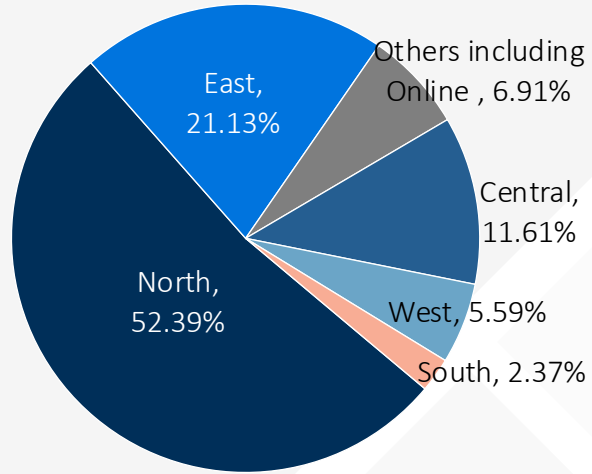
9M-FY25

* Q3-FY25 Footwear sales volume is 10,298 Pcs

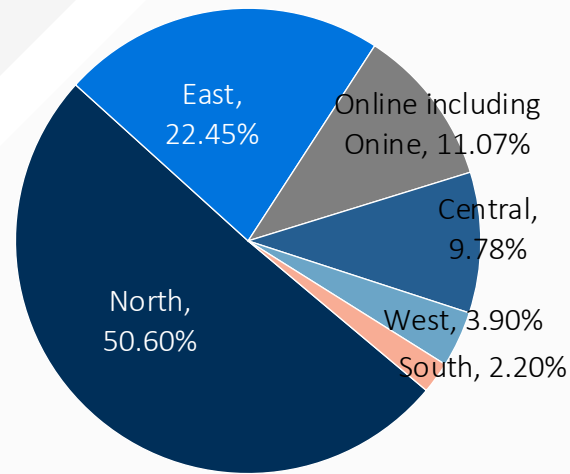
Quarterly and Annual Revenue Breakup

Revenue by Region

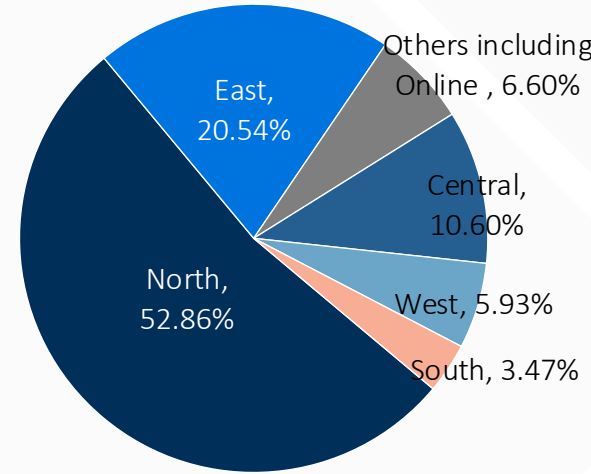
Q3-FY24 - INR 6,356 Mn



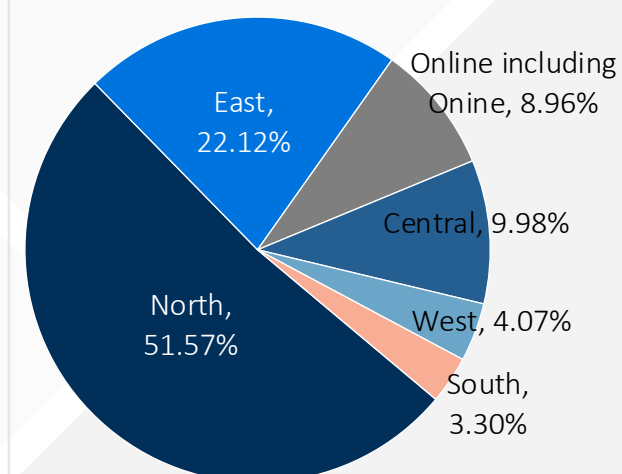
Q3-FY25 – INR 6,704 Mn



9M-FY24 - INR 11,049 Mn



9M-FY25 – INR 11,621 Mn

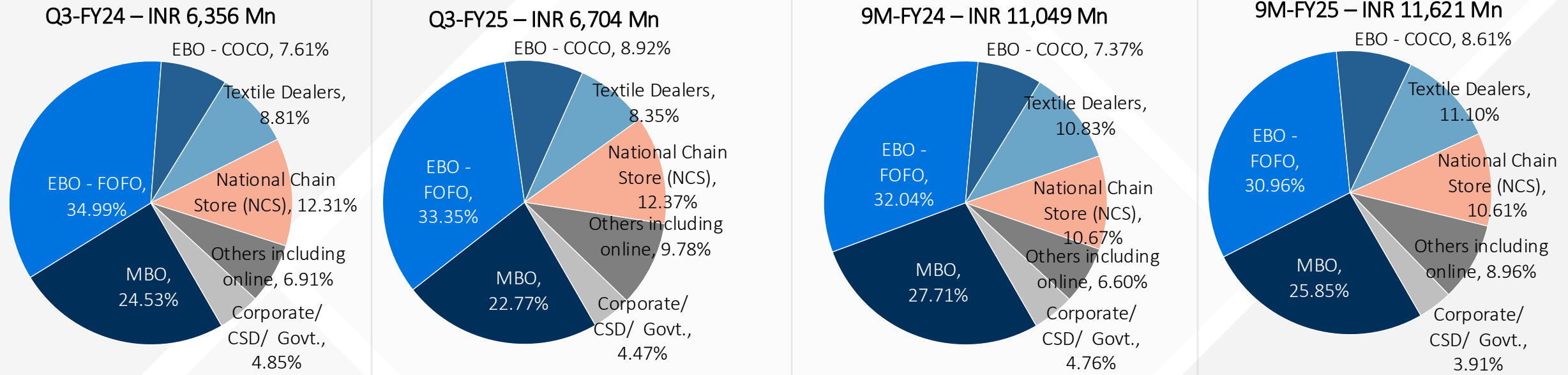


Particulars (In Mn.)

	Q3-FY25	Q3-FY24
Garments & Textile sale	6,704.3	6,356.1
Misc. Sales	11.8	14.5
Opening Provision for Sales return and Undelivered sales	1,166.9	847.7
Closing Provision for Sales return and Undelivered sales	-1,438.9	-1,260.6
Sales Returns(Actual)	-372.5	-386.8
Rebate & Discounts	-588.9	-533.6
Sale as per Financials	5,482.7	5,037.3

Quarterly and Annual Revenue Breakup

Revenue by Channel



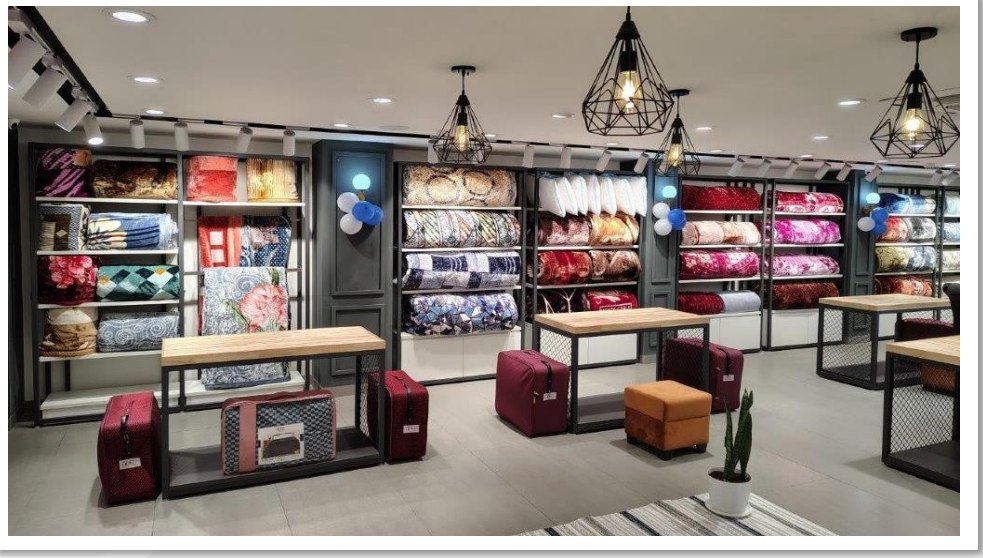
Particulars (In Mn.)

	YTD Dec'24	YTD Dec'23
Garments & Textile sale	11,620.5	11,048.9
Misc. Sales	41.4	37.7
Opening Provision for Sales return and Undelivered sales	1,224.76	1,191.32
Closing Provision for Sales return and Undelivered sales	-1,438.87	-1,260.62
Sales Returns(Actual)	-1,550.2	-1,665.3
Rebate & Discounts	-963.8	-808.9
Sale as per Financials	8,933.9	8,543.1

Q3-FY25 Marketing Highlights



Q3-FY25 New Store Launches



MONTE CARLO 

 FINANCIAL
Overview



Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q3-FY25	Q3-FY24	Y-O-Y
Revenue from Operations	5,488	5,042	8.8%
Operating Expenses	3,939	3,824	3.0%
Operating EBITDA	1,549	1,218	27.2%
<i>Operating EBITDA Margins (%)</i>	<i>28.23%</i>	<i>24.16%</i>	<i>407 Bps</i>
Other Income	59	57	3.5%
Depreciation	159	139	14.4%
Finance Cost	148	109	35.8%
PBT	1,301	1,027	26.7%
Tax	334	254	31.5%
PAT	967	773	25.1%
<i>PAT Margin (%)</i>	<i>17.62%</i>	<i>15.33%</i>	<i>229 Bps</i>
Other Comprehensive Income	-	-	-
Total Comprehensive Income	967	773	25.1%
Basic/Diluted EPS (INR)	46.66	37.27	25.2%

YTD Consolidated Income Statement

Particulars (INR Mn)	9M-FY25	9M-FY24	Y-O-Y
Revenue from Operations	8,945	8,554	4.6%
Operating Expenses	7,137	7,036	1.4%
Operating EBITDA	1,808	1,518	19.1%
<i>Operating EBITDA Margins (%)</i>	<i>20.21%</i>	<i>17.75%</i>	<i>246 Bps</i>
Other Income	223	191	16.8%
Depreciation	441	381	15.7%
Finance Cost	358	278	28.8%
PBT	1,232	1,050	17.3%
Tax	317	261	21.5%
PAT	915	789	16.0%
<i>PAT Margin (%)</i>	<i>10.23%</i>	<i>9.22%</i>	<i>101 Bps</i>
Other Comprehensive Income	-	-	-
Total Comprehensive Income	915	789	16.0%
Basic/Diluted EPS (INR)	44.14	38.08	15.9%

Historical Consolidated Income Statement

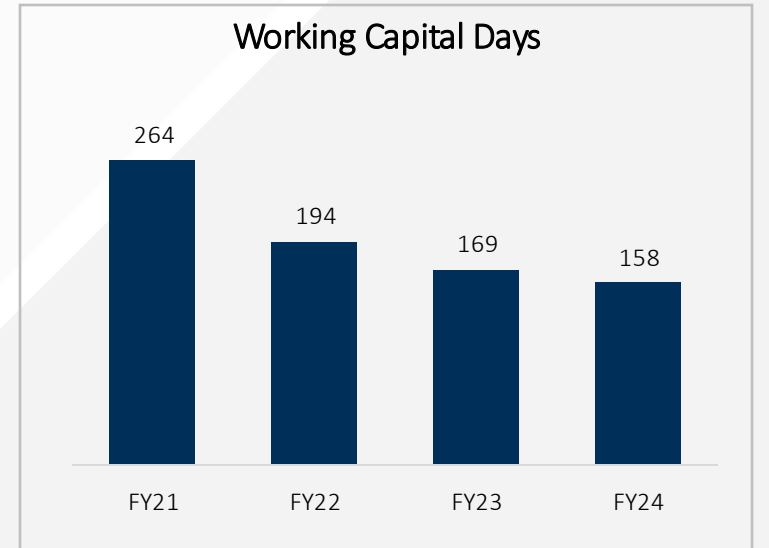
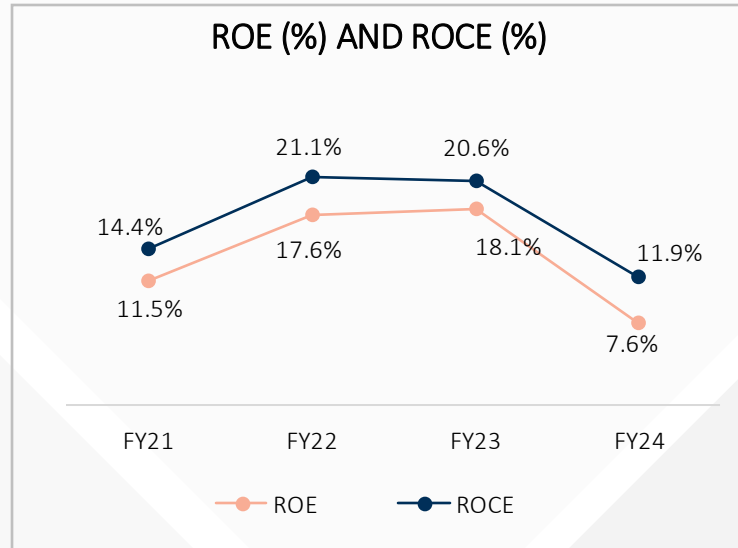
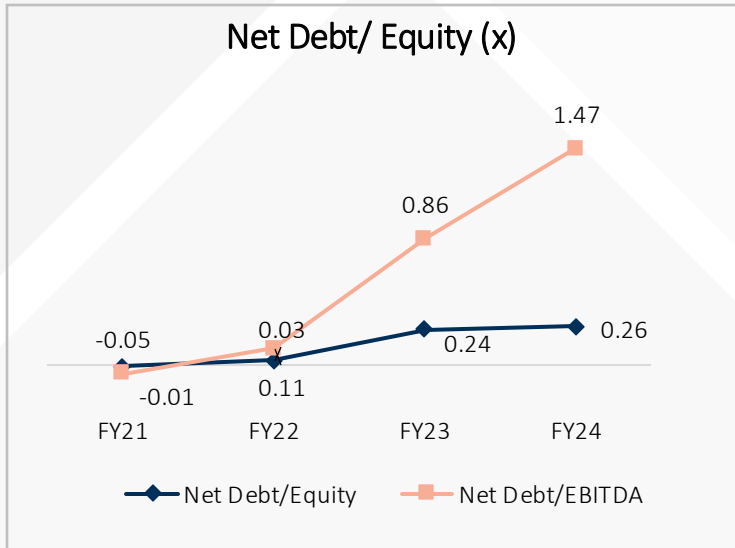
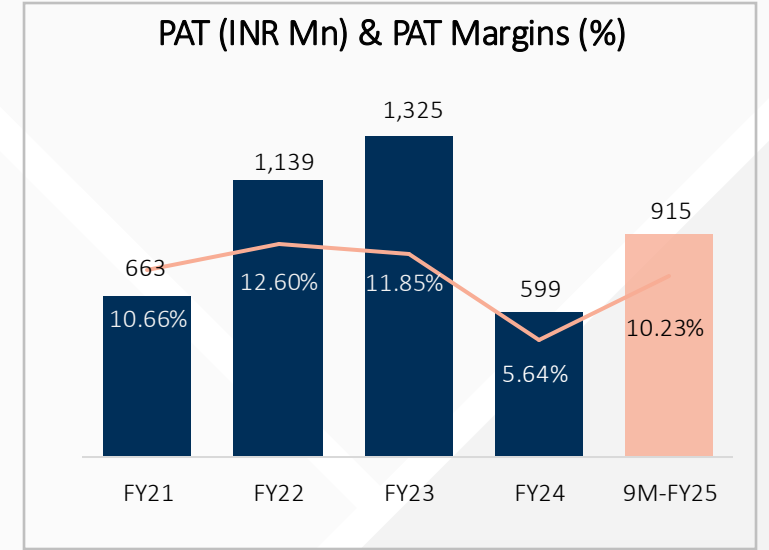
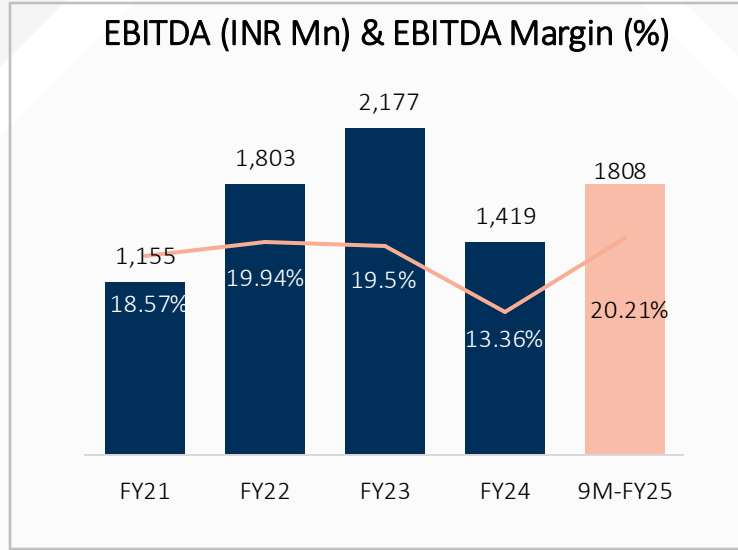
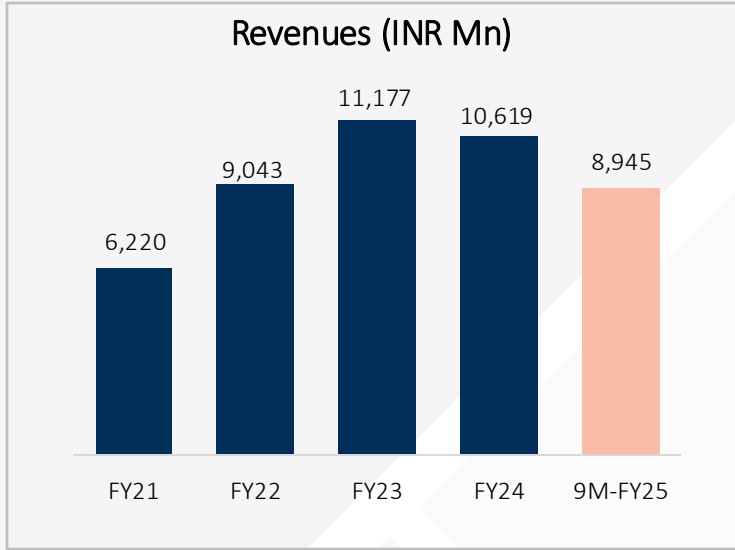
Particulars (INR MN)	FY22	FY23	FY24	9M-FY25
Revenue from operations	9,043	11,177	10,619	8,945
Expenses	7,240	9,000	9,200	7,137
Operating EBITDA	1,803	2,177	1,419	1,808
<i>Operating EBITDA Margins (%)</i>	<i>19.94%</i>	<i>19.48%</i>	<i>13.36%</i>	<i>20.21%</i>
Depreciation	373	418	512	441
Finance Cost	157	245	375	358
Other Income	252	208	275	223
PBT	1,525	1,722	807	1,232
Tax	386	397	208	317
Profit after Tax	1,139	1,325	599	915
<i>PAT Margins (%)</i>	<i>12.60%</i>	<i>11.85%</i>	<i>5.64%</i>	<i>10.23%</i>
Other Comprehensive Income	4	(19)	-	-
Total Comprehensive Income	1,143	1,306	599	915
Diluted EPS (INR)	54.95	63.92	28.91	44.14

Historical Consolidated Balance Sheet

Particulars (INR MN)	FY23	FY24	H1-FY25
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	1,554	1,786	1,758
Right – of – use Assets	1,181	1,470	1,790
Capital Work in progress	194	1	6
Intangible Assets	74	60	52
Intangible Assets under Development	-	-	-
Financial Assets			
(i)Investments	638	1,046	985
(ii)Other Financial assets	367	407	427
Income Tax assets (net)	24	153	314
Deferred tax assets (net)	223	254	271
Other Non- Current Assets	84	144	201
Total Non- Current Assets	4,338	5,321	5,804
Current Assets			
Inventories	4,604	4,346	5,898
Financial Assets			
(i)Investments	1,701	1,207	1,411
(ii)Trade Receivables	3,802	3,701	3,764
(iii)Cash and Cash Equivalents	17	15	7
(iv)Other Bank Balances	130	67	75
(v) Loans	6	6	4
(vi) Other Financial Assets	128	133	137
Other Current Assets	238	365	671
Total Current Assets	10,626	9,840	11,967
TOTAL ASSETS	14,964	15,161	17,771

Particulars (INR Mn)	FY23	FY24	H1-FY25
EQUITY AND LIABILITIES			
Equity			
Share Capital	207	207	207
Other Equity	7557	7,741	7,274
Total Equity	7,764	7,948	7,481
Non-Current Liabilities			
Financial Liabilities			
(i)Borrowings	27	-	-
(ii)Lease Liability	1,112	1,285	1,575
(iii)Other Financial Liabilities	308	384	414
Other Non-Current Liabilities	307	289	189
Provisions	9	12	17
Total Non-Current Liabilities	1,763	1,970	2,195
Current Liabilities			
Financial Liabilities			
(i)Borrowings	1993	2,170	4,637
(ii) Lease Liabilities	183	365	430
(iii)Trade Payables			
(a) MSME	8	343	377
(b) Other than MSME	1932	1,072	1,211
(iv) Other Financial Liabilities	182	149	179
Other Current Liabilities	933	1,048	1,066
Current Tax Liabilities (Net)	104	-	-
Provisions	102	96	195
Total Current Liabilities	5,437	5,243	8,095
TOTAL EQUITY AND LIABILITIES	14,964	15,161	17,771

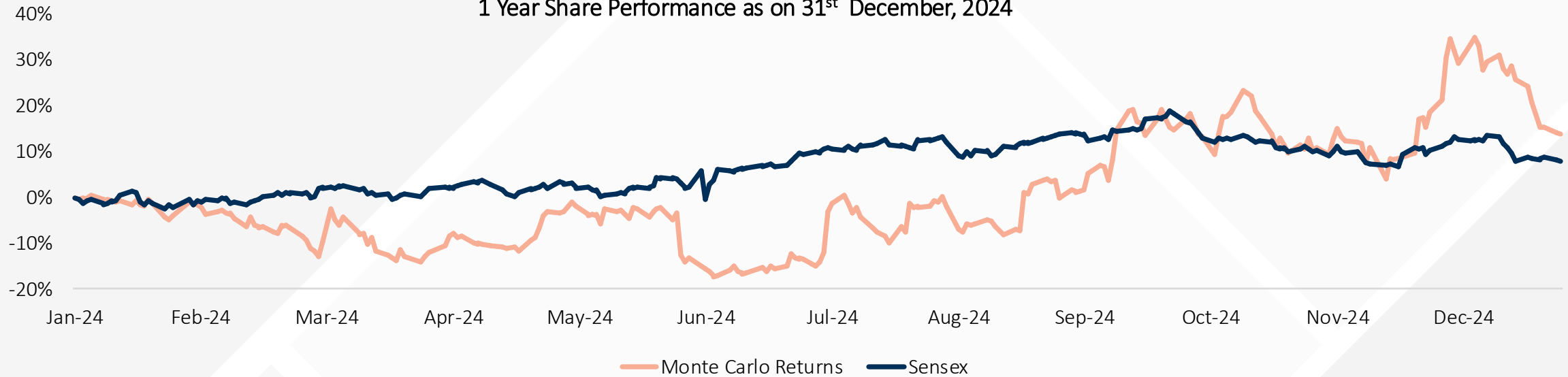
Consolidated Financial Performance



* Excluding Other Income

Capital Market Information

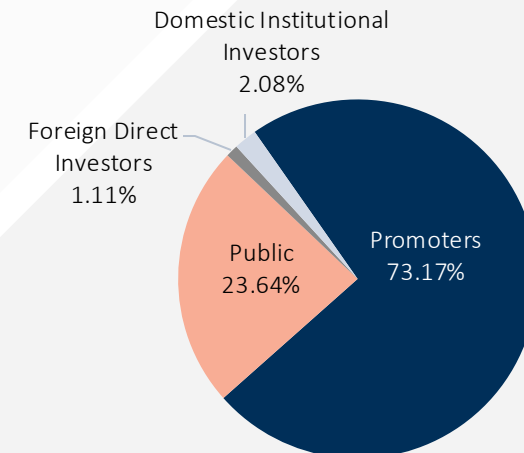
1 Year Share Performance as on 31st December, 2024



Price Data (As on 31st December, 2024)

Face Value	10.00
CMP	804.85
52 Week H/L	984.00/560.55
Market Cap (INR Mn)	16,686.20
No. of Share outstanding (Mn)	20.73
Avg. Trading Volume ('000)	63.51

Share Holding Pattern (31st December, 2024)



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