

MONTE CARLO 

It's the way you make me feel

GSTN : 03AAFCM7888Q1ZK
PAN - AAFCM7888Q
TAN - JLDM04272C
CIN - L51494PB2008PLC032059

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 /2022-23

April 11, 2022

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 Tower, Dalal Street, Mumbai-400001.
Symbol: MONTECARLO	Scrip Code: 538836

Sub: Business Update- Q4 & FY 2021-22

Sir / Madam,

Please find attached herewith the Business Update for the Q4 and Year ended FY 2021-22.

You are requested to take the same on record.

Thanking You,

Yours faithfully,

For MONTE CARLO FASHIONS LIMITED


ANKUR GAUBA

COMPANY SECRETARY & COMPLIANCE OFFICER
ICSI Membership No. FCS 10577



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

Monte Carlo Fashions Limited
Business Update – 31st March 2022
Records Best Ever Sales for the Quarter and Year

- Sales for the quarter grew by 46% over Q4 FY21 and 45% over Q4 FY20 (Pre-Covid)
- Yearly Sales grew by 44% over FY21 and 24% over FY20(Pre-Covid)
- Strong order booking for the next winter season

Punjab, April 11, 2022: Monte Carlo Fashions, a leading branded apparel company with a comprehensive range of woollens, cottons, cotton blended, knitted and woven apparels for Men, Women and Kids under the umbrella brand "Monte Carlo" announced a business update for the quarter and year ended 31st March 2022.

The company witnessed strong demand across segments during the quarter with revenue moving swiftly above the pre-covid levels despite the disruptions caused by the omicron variant in the month of January. It has recorded its best ever quarter four and yearly sales with robust revenue growth of ~46% over Q4 FY21 and ~45% over Q4 FY20. The annual sales have also grown at a rapid pace of ~44% over FY21 and ~24% over FY20. Both annual and quarterly sales have not only surpassed the pre-covid levels but had been the best ever for the company on the back of strong brand equity among consumers, latest fashion products and superior quality aided by solid end of season sales, chilly winters and encouraging festive & wedding season across India.

The growth in sales is contributed by both volume growth and calibrated price increase on the back of steep rise in cotton prices. The company is happy to share that we have witnessed strong order booking for the next winter season via the recently held order booking exhibition.

The company has strategically enhanced its retail presence in India with the opening of 3 new EBO's during Q4 FY22. With this the total no. of EBO's has reached approximately 315 across 20 states and 4 union territories. Apart from this the company also has presence through more than 2,000 MBO's & distributors, 739 NCS along with presence over all the major online platforms like Amazon, Flipkart, Myntra, Jabong, Kapsons and its own website. The company continues to witness encouraging trends through its online channels as well.

We are pleased to share that in line with our digital focus to build robust processes and to enhance customer experience, we are in the process of implementing SAP S/4HANA solution which is an intelligent ERP providing real-time and predictive consumer trend insights. This will enhance our flexibility and agility to deliver end-to-end customer experiences and at the same time achieve significant bottom-line cost savings.



MONTE CARLO 

It's the way you make me feel

GSTN : 03AAFCM7888Q1ZK
PAN - AAFCM7888Q
TAN - JLDM04272C
CIN - L51494PB2008PLC032059

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

The last two years have definitely been a roller coaster ride which tested the company on all parameters and made it stronger to weather any challenges in future. The company's core competency lies in understanding the consumer demand trends, manufacturing superior quality products keeping abreast with the latest fashion, strong distribution network and more than 3 decades of expertise in the garment industry. The company is confident of its long term sustainable and profitable growth going ahead which will definitely benefit all its stakeholders and will lead to long term value creation

About Monte Carlo Fashions Limited:

Monte Carlo Fashions Limited is a well-known brand having a basket of diversified product which includes Woollen, Knitted, Cotton, Cotton Blended, Kids and Home Furnishing product. Monte Carlo Fashions is recognized as "Superbrand" for woollen knitted apparel in each edition of Consumer Superbrands India. The Company has presence across India through a judicious mix of EBOs, MBOs and Shops in shop, distributors and national chain stores and online Located in 20 states & 4 union territory. It has a strong design team of over 30 professionals closely tracking the trending global fashion.

The diversification strategy in terms of product mix and geography helps in catering the apparels demands of various seasons across India. The main objective of the Company is to stand up to the buyers' expectations with consistent quality backed with R&D equipped with the latest technology.

For more Information, please visit <http://www.montecarlocorporate.com/>

