

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/SE/2025-26

January 28, 2026

National Stock Exchange of India Limited Exchange Plaza, 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: Q3 FY26 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, 2025.

Request you to kindly take the above information on record.

Thanking You,

Yours Faithfully

For MONTE CARLO FASHIONS LIMITED

ANKUR
GAUBA

 Digitally signed by
ANKUR GAUBA
Date: 2026.01.28
18:01:35 +05'30'

ANKUR GAUBA
COMPANY SECRETARY & COMPLIANCE OFFICER
ICSI Membership No: FCS 10577

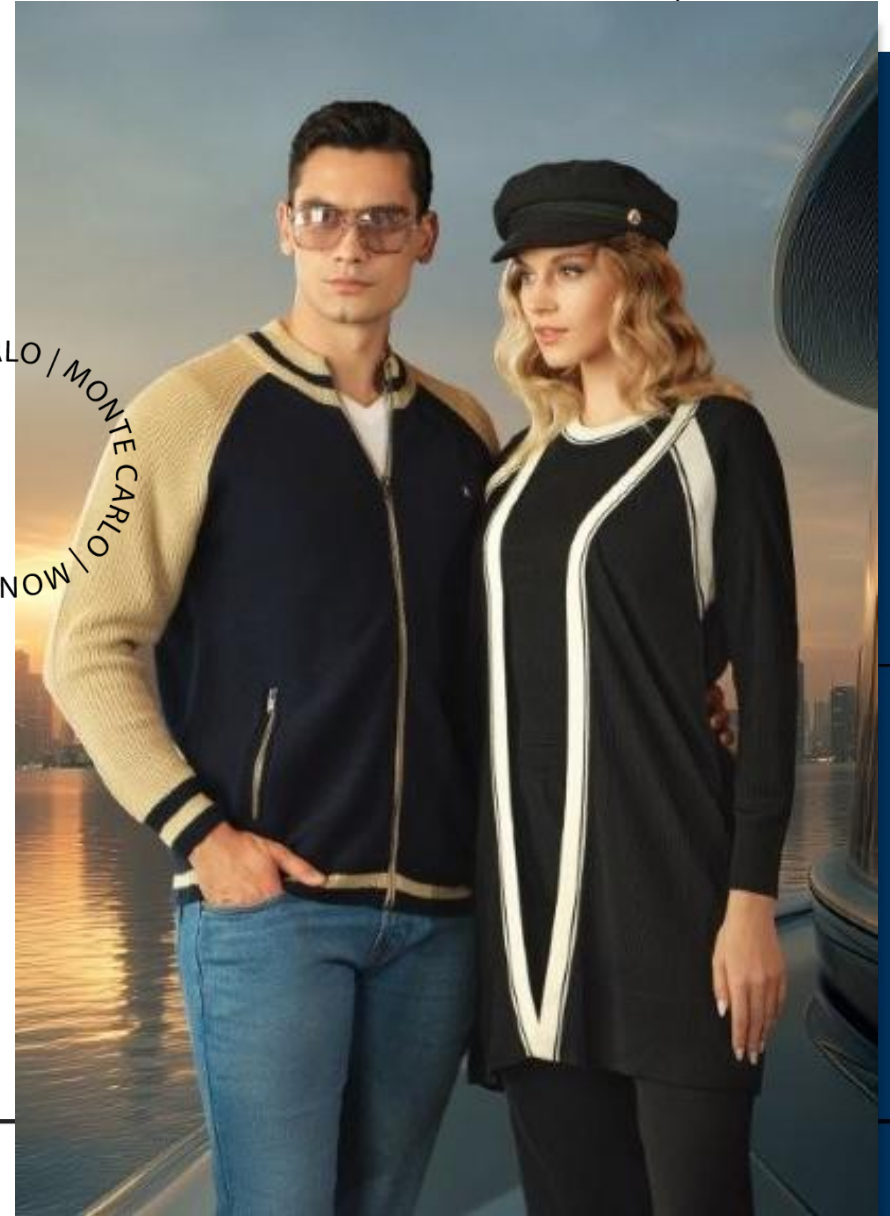
MONTE CARLO 

EARNINGS

Presentation

Q3/9M-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
490 EBO's
1,561 MBO's
1,650 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%



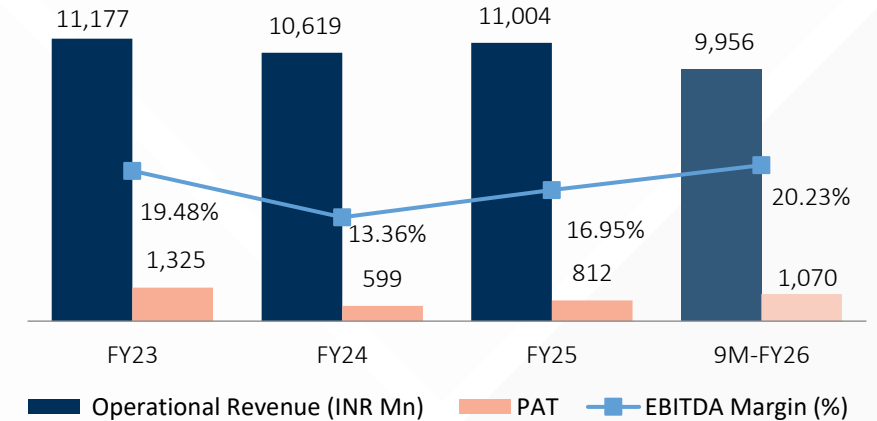
Consistent dividend
paying track record

Company Overview

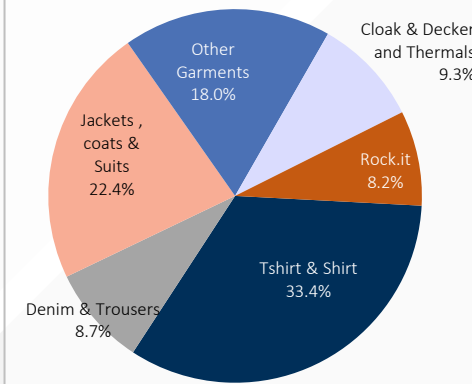
- Monte Carlo Fashions Limited was incorporated in 2008 and is led by the visionary leader Mr. J. L. Oswal who has more than 50 years of experience in the textiles and apparels business and is the promoter of well known Oswal Woolen Mills Ltd and Nahar Group.
- It is one of the leading apparel brands 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.



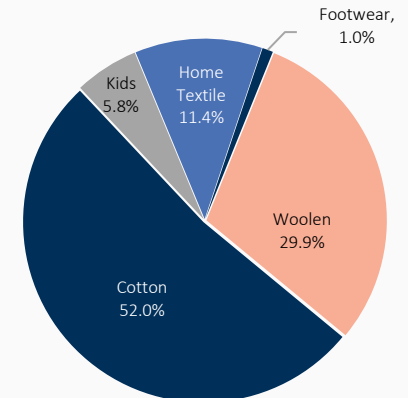
Consolidated Revenue (INR Mn), EBITDA Margin (%) & PAT (INR Mn)



9M-FY26 Cotton Segment Bifurcation



9M-FY26 Product Segment Mix*



* Footwear sales amounted to INR 132 Mn in 9M-FY26

Product Segments



Cotton 52%

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



Woolen 30%

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



Home Textile 11%

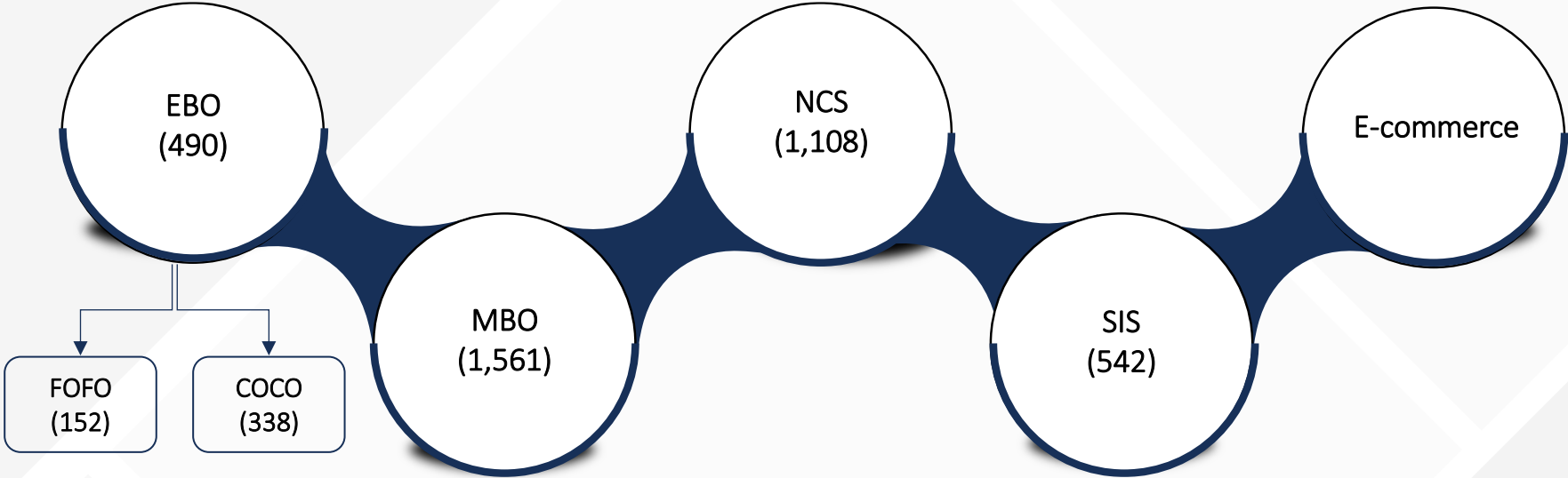
- Mink blankets, bedsheets and quilts



Kids 6%

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

Strong Distribution Network



Channel	9M-FY26	9M-FY25	Y-o-Y
EBO-COCO	152	139	9.4%
EBO-FOFO	338	330	2.4%
MBO and distributors	1,561	1,810	(13.8%)
NCS	1,108	959	15.5%
SIS	542	467	16.1%

Online Platforms

Myntra Flipkart amazon.com

paytm LIMEROAD.COM

AJIO snapdeal TATA CLiQ FASHION

Company's own Online Platforms

MONTE CARLO rock.it

National Chain Stores

SHOPPERS STOP

pantaloon FRESH FASHION

LuLu Reliance RETAIL

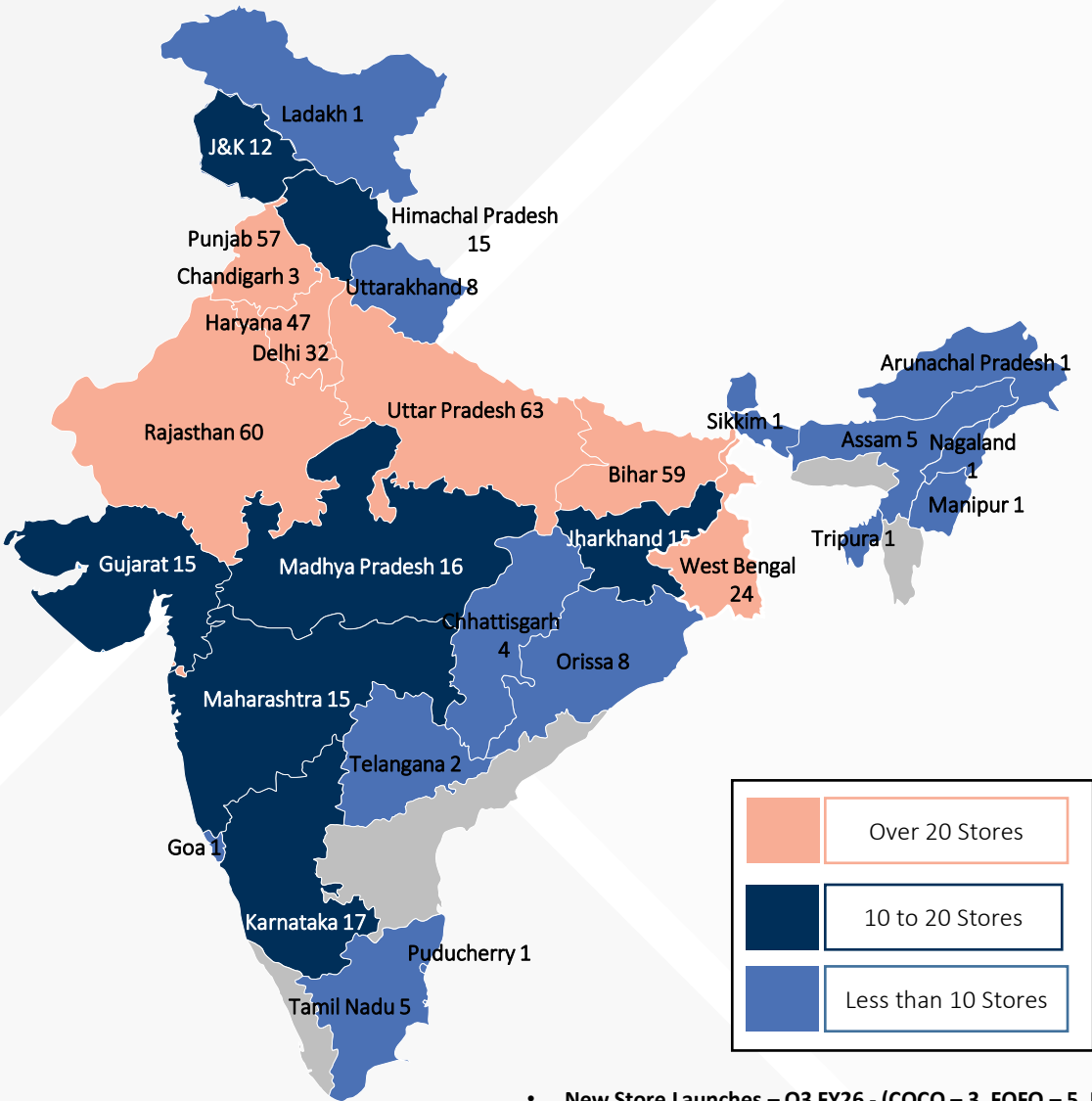
TRENDS GET THEM TALKING

lifestyle YOUR STYLE. YOUR STORE.

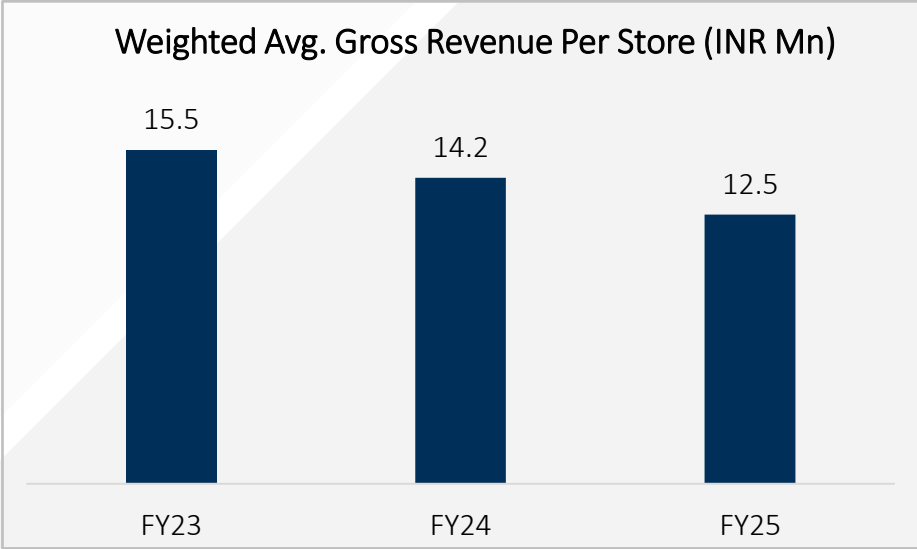
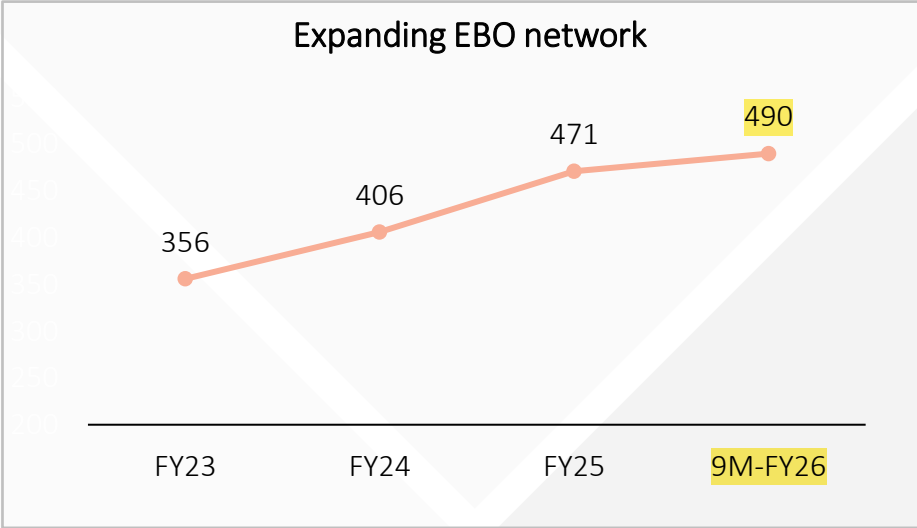
globus

Total sales through own website in 9M-FY26: INR 310 Mn

Pan India EBO Network



- New Store Launches – Q3 FY26 - (COCO – 3, FOFO – 5, FOFO Cloak & Decker – 5, Rock.it – 2)
- COCO : Central (1), East (1), South (1)
- FOFO : East (2), North (2), Central (1)
- FOFO [Cloak & Decker] : North (2), East (2), Central (1)
- FOFO [Rock.it] : North (2)



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



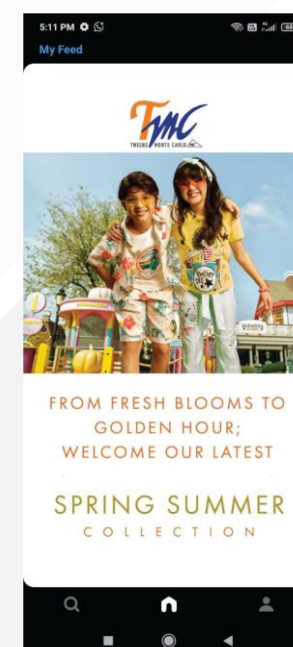
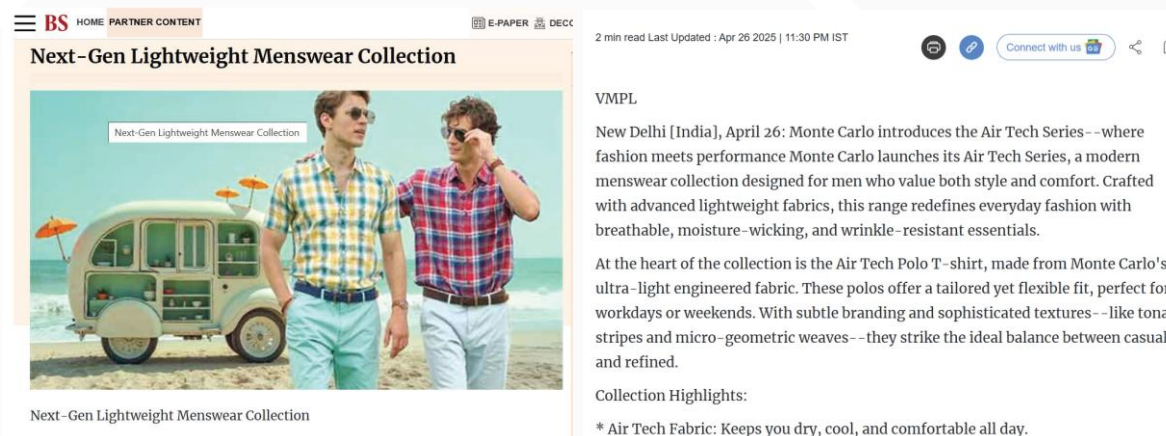
Brand Visibility

MONTE CARLO 

OOH & OUTDOOR MEDIA



DIGITAL MEDIA



CINEMA ADS

INOX
A PVR INOX EXPERIENCE

 **Cinépolis**


CARNIVAL CINEMAS

PVR
CINEMAS

Future Growth Strategies

Penetrate New Markets

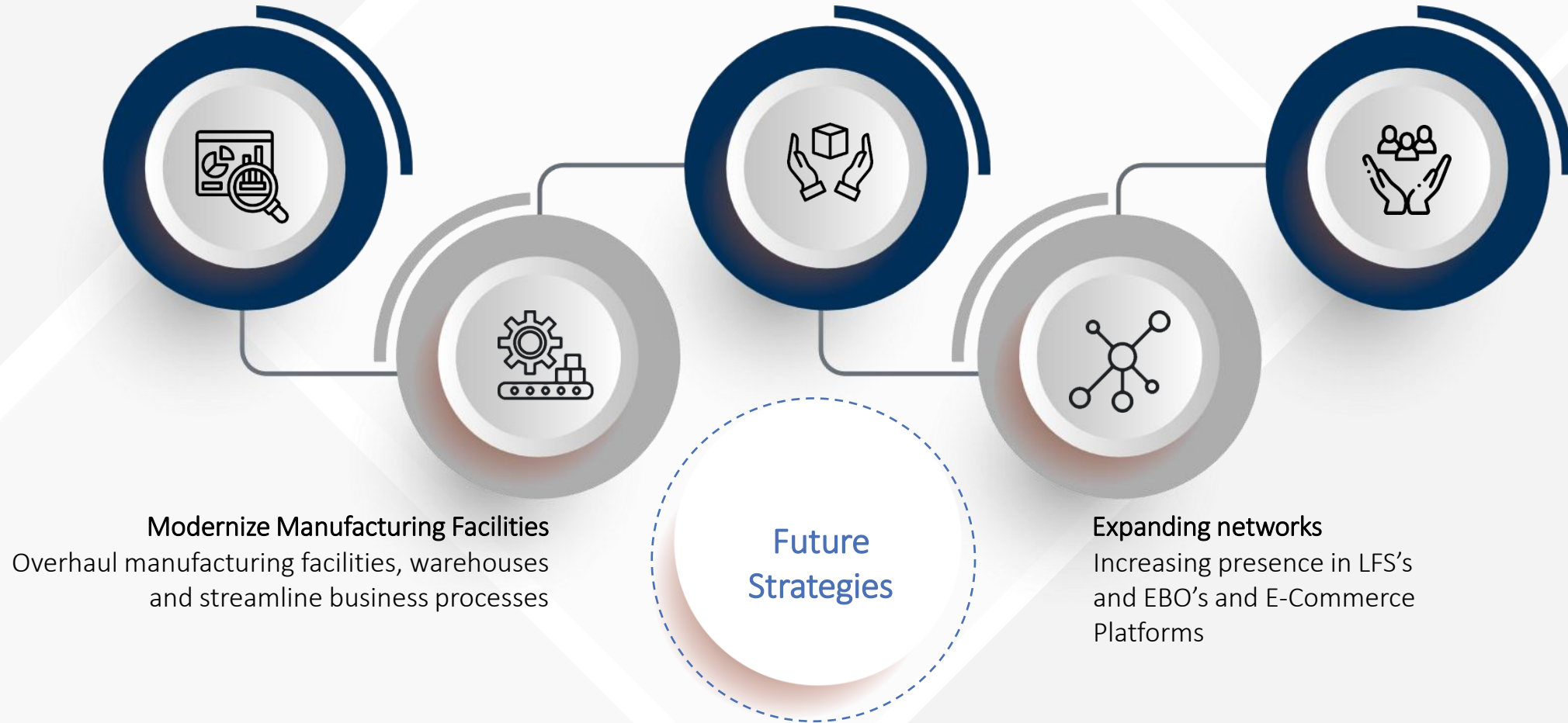
Explore new pockets through deeper penetration in the existing markets

Diversify revenue mix

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

Expand Customer Base

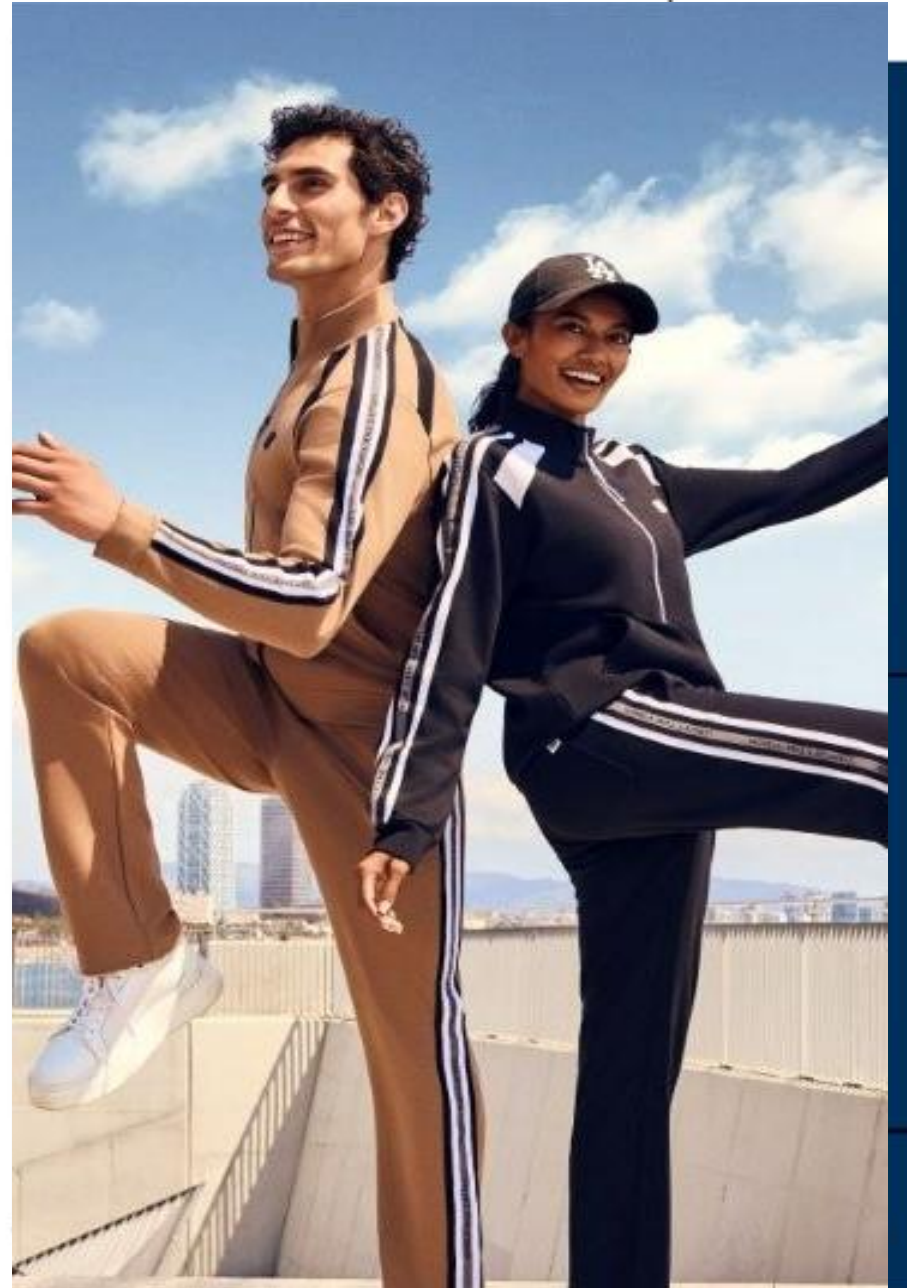
Enhance customer base in western and southern India by increasing number of EBO's and MBO's



Q3/9M-FY26

OPERATIONAL

Highlights



Financial Highlights

Q3-FY26 Consolidated Financial Highlights

Revenue INR 6,084 Mn	EBITDA* INR 1,657 Mn	EBITDA Margin 27.24%
PAT INR 1,070 Mn	PAT Margin 17.59%	Diluted EPS INR 51.61

9M-FY26 Consolidated Financial Highlights

Revenue INR 9,956 Mn	EBITDA* INR 2,014 Mn	EBITDA Margin 20.23%
PAT INR 1,070 Mn	PAT Margin 10.75%	Diluted EPS INR 51.63

Q3-FY26 Standalone Financial Highlights

Revenue INR 6,084 Mn	EBITDA* INR 1,657 Mn	EBITDA Margin 27.24%
PAT INR 1,068 Mn	PAT Margin 17.55%	Diluted EPS INR 51.54

9M-FY26 Standalone Financial Highlights

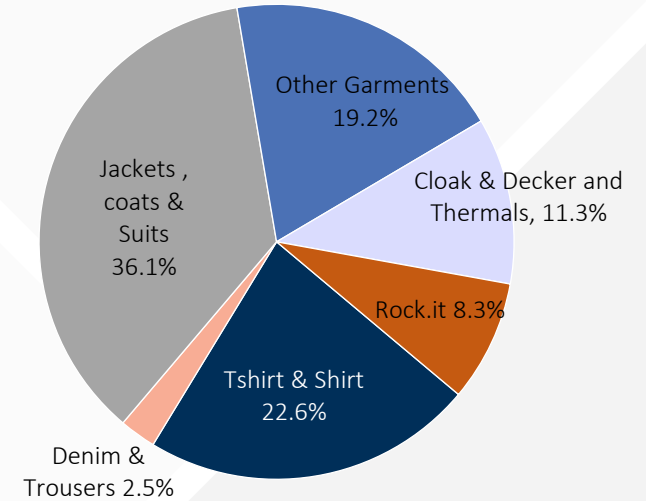
Revenue INR 9,956 Mn	EBITDA* INR 2,014 Mn	EBITDA Margin 20.23%
PAT INR 1,067 Mn	PAT Margin 10.72%	Diluted EPS INR 51.46

* Excluding Other Income

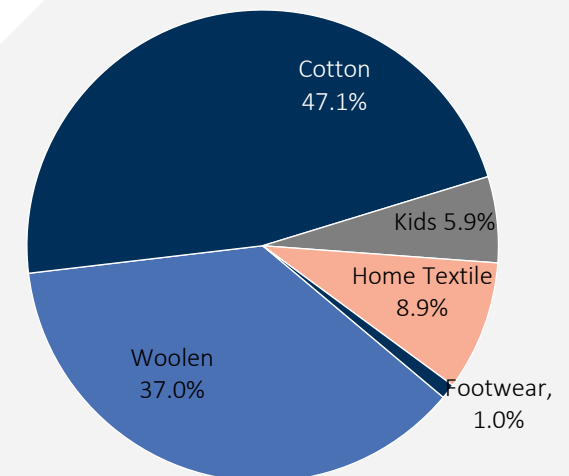
Q3/9M-FY26 Operational Highlights

- The Company remains strongly focused on expanding its retail footprint and is aggressively committed to opening 40-45 EBO'S pan India every year with a Strategic emphasis on the West & South regions.
- Online sales have picked up through both the company's own website and external portals.
- Home Textile segment continues to demonstrate strong growth momentum.
- Expanded retail presence in Q3 FY26 by launching 5 new EBOs under the "Cloak & Decker" brand, taking the total count to 22 stores. Plans are underway to reach 25-30 EBOs by year-end, with each store ranging between 500–1,000 sq. ft
- "Rock.it" brand continues on a strong growth trajectory with consistent performance.
- Footwear sales surged to more than twice the level of 9M FY25, and the growth momentum is expected to continue in the coming quarters.
- Partnered with Quick Commerce platforms such as Blinkit, Swiggy, and Zepto to facilitate express deliveries within 30 minutes, enhancing customer convenience and reach.
- Established a strategic collaboration with Salesforce Inc. to streamline operations, enhance customer experience, and drive long-term loyalty through digital transformation.
- Entered overseas e-commerce platforms for direct and indirect exports through Joom.com and Stylishop.com.

Q3-FY26 Cotton Segment Bifurcation

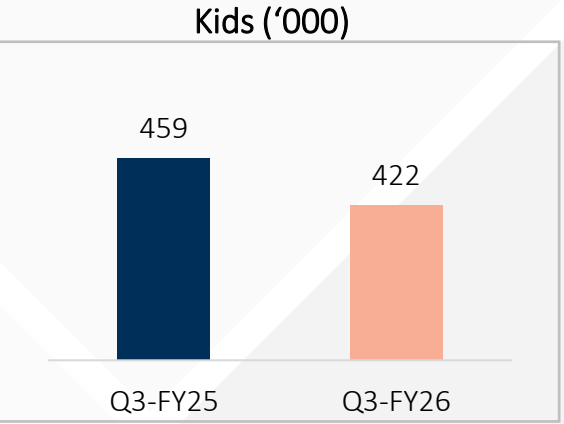
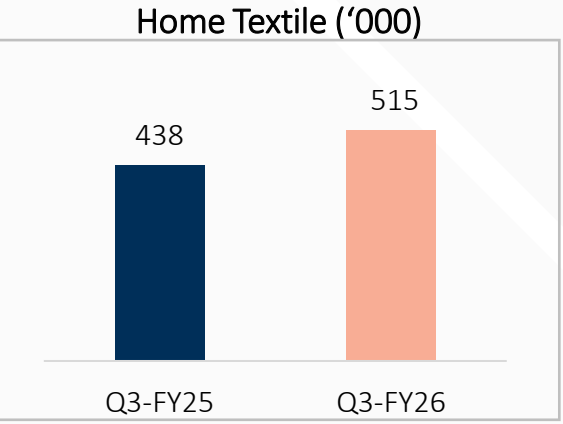
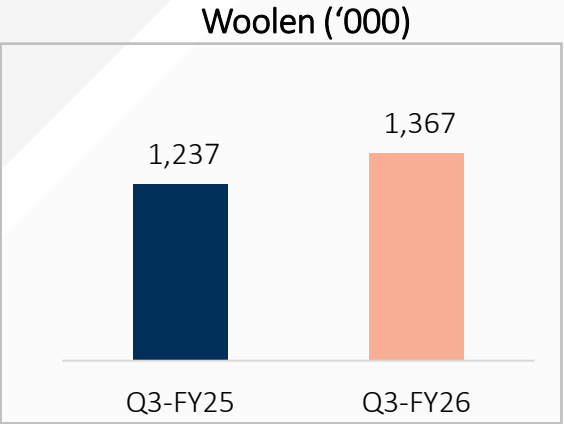
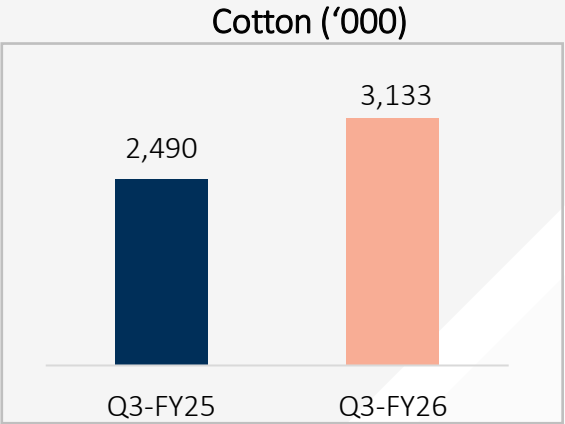


Q3-FY26 Segmental Sales

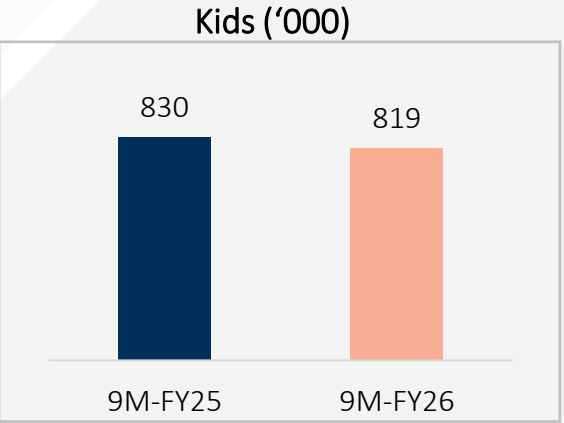
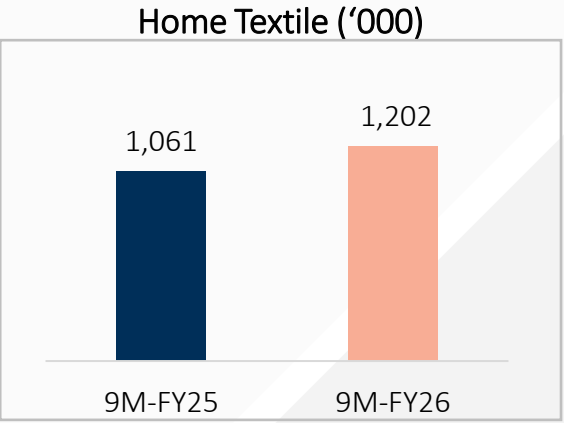
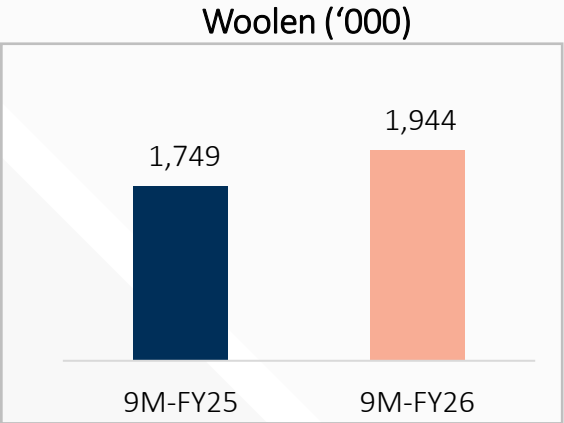
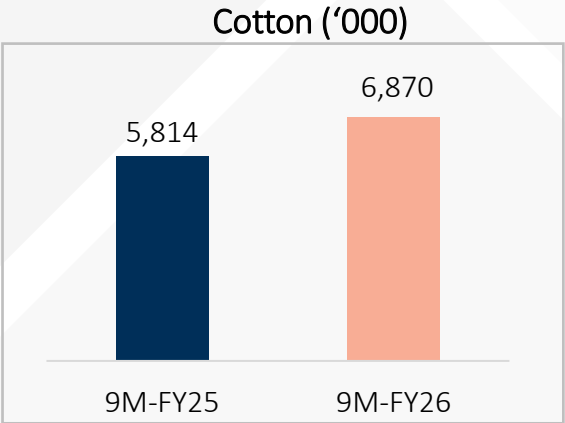


Segmental Volumes

QUARTERLY



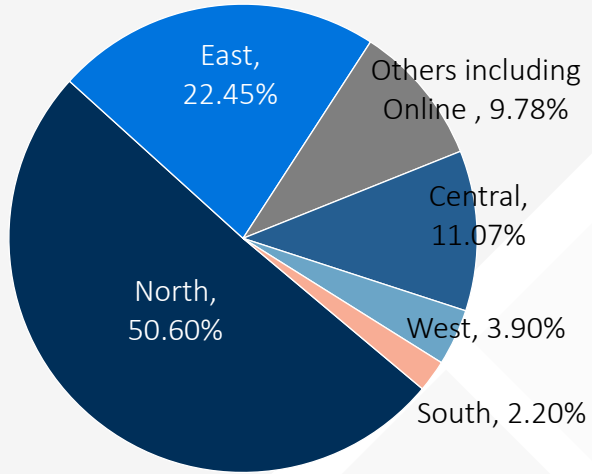
YTD



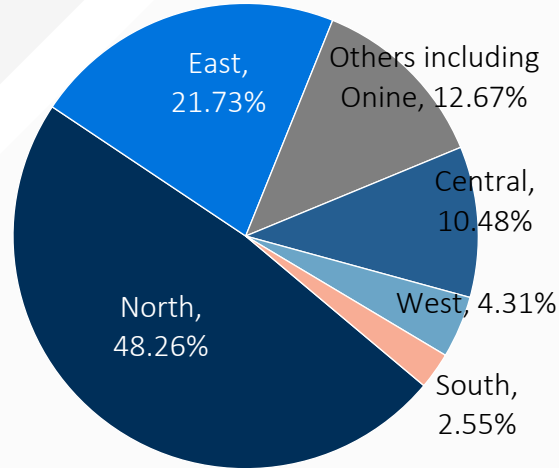
Quarterly and YTD Revenue Breakup

Revenue by Region

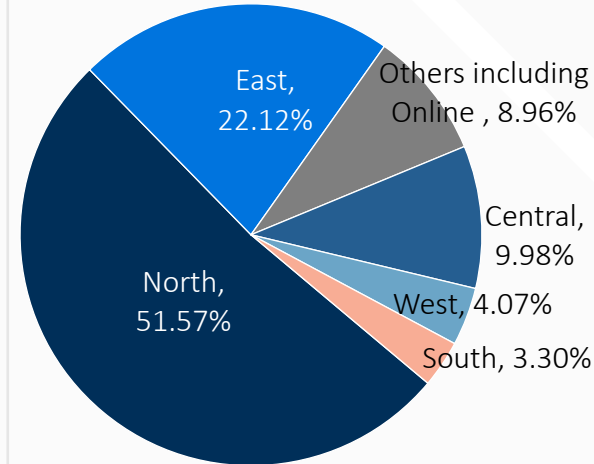
Q3-FY25 - INR 6,704 Mn



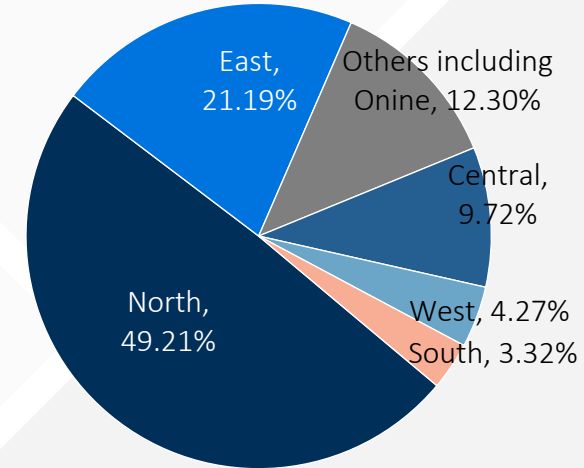
Q3-FY26 – INR 8,184 Mn



9M-FY25 - INR 11,621 Mn



9M-FY26 – INR 13,698 Mn

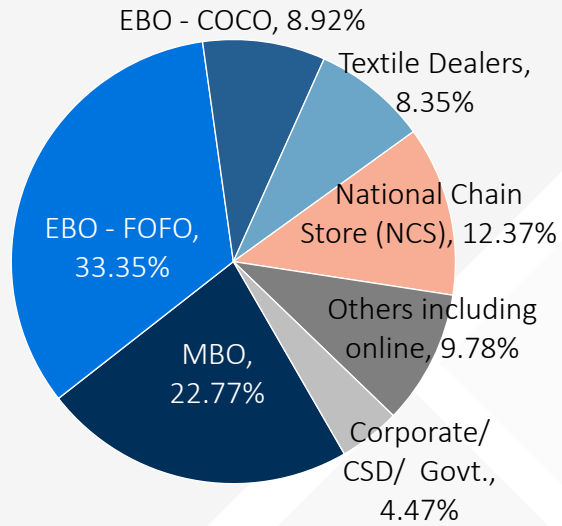


Particulars (INR Mn)	Q3-FY26	Q3-FY25
Garments & Textile sale	8,184	6,704
Misc. Sales	13	12
Opening Provision for Sales return and Undelivered sales	1,235	1,167
Closing Provision for Sales return and Undelivered sales	(1,887)	(1,439)
Sales Returns(Actual)	(652)	(373)
Rebate & Discounts	(814)	(589)
Sale as per Financials	6,080	5,483

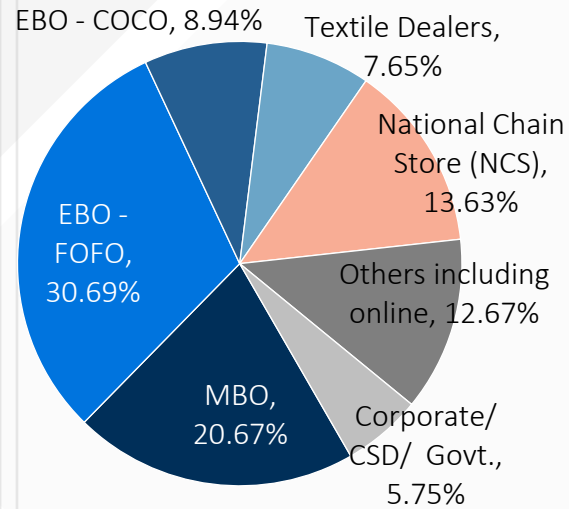
Quarterly and YTD Breakup

Revenue by Channel

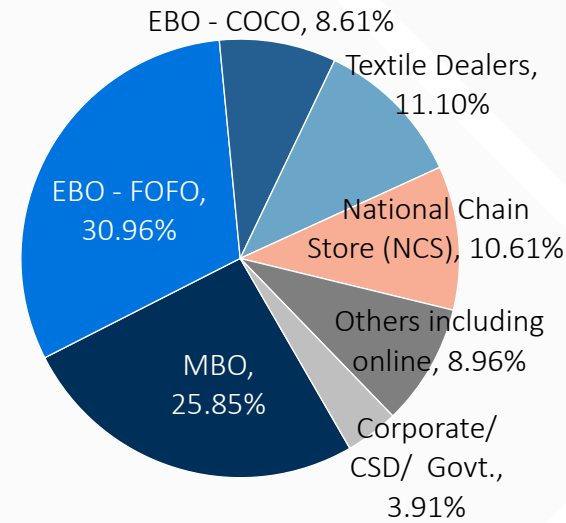
Q3-FY25 – INR 6,704 Mn



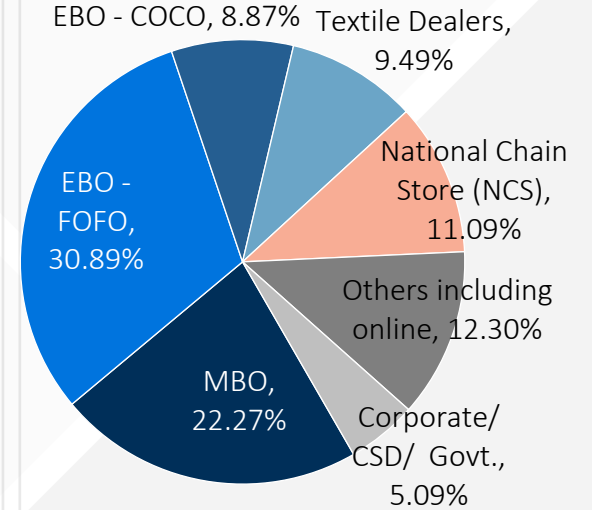
Q3-FY26 – INR 8,184 Mn



9M-FY25 – INR 11,621 Mn



9M-FY26 – INR 13,698 Mn



Particulars (INR Mn)

9M-FY26

9M-FY25

Garments & Textile sale	13,698	11,621
Misc. Sales	36	41
Opening Provision for Sales return and Undelivered sales	1,548	1,225
Closing Provision for Sales return and Undelivered sales	(1,887)	(1,439)
Sales Returns(Actual)	(2,284)	(1,550)
Rebate & Discounts	(1,163)	(964)
Sale as per Financials	9,948	8,934

Q3-FY26 Marketing Highlights

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Q3-FY26 Exhibitions Highlights



Q3-FY26 New Store Launches

MONTE CARLO 



MONTE CARLO 

FINANCIAL Overview

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Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q3-FY26	Q3-FY25	Y-O-Y
Revenue from Operations	6,084	5,488	10.9%
Operating Expenses	4,427	3,939	12.4%
Operating EBITDA	1,657	1,549	7.0%
<i>Operating EBITDA Margins (%)</i>	<i>27.24%</i>	<i>28.23%</i>	<i>(99) Bps</i>
Other Income	85	59	44.1%
Depreciation	171	159	7.5%
Finance Cost	151	148	2.0%
PBT	1,420	1,301	9.1%
Tax	350	334	4.8%
PAT	1,070	967	10.7%
<i>PAT Margin (%)</i>	<i>17.59%</i>	<i>17.62%</i>	<i>(3) Bps</i>
Other Comprehensive Income	(3)	-	NA
Total Comprehensive Income	1,067	967	10.3%
Diluted EPS (INR)	51.61	46.66	10.6%

YTD Consolidated Financial Performance

Particulars (INR Mn)	9M-FY26	9M-FY25	Y-O-Y
Revenue from Operations	9,956	8,945	11.3%
Operating Expenses	7,942	7,137	11.3%
Operating EBITDA	2,014	1,808	11.4%
<i>Operating EBITDA Margins (%)</i>	<i>20.23%</i>	<i>20.21%</i>	<i>2 Bps</i>
Other Income	282	223	26.5%
Depreciation	484	441	9.8%
Finance Cost	390	358	8.9%
PBT	1,422	1,232	15.4%
Tax	352	317	11.0%
PAT	1,070	915	16.9%
<i>PAT Margin (%)</i>	<i>10.75%</i>	<i>10.23%</i>	<i>52 Bps</i>
Other Comprehensive Income	(3)	-	NA
Total Comprehensive Income	1,067	915	16.6%
Diluted EPS (INR)	51.63	44.14	17.0%

Historical Consolidated Income Statement

Particulars (INR Mn)	FY23	FY24	FY25	9M-FY26
Revenue from operations	11,177	10,619	11,004	9,956
Expenses	9,000	9,200	9,139	7,942
Operating EBITDA	2,177	1,419	1,865	2,014
<i>Operating EBITDA Margins (%)</i>	<i>19.48%</i>	<i>13.36%</i>	<i>16.95%</i>	<i>20.23%</i>
Other Income	208	275	352	282
Depreciation	418	512	602	484
Finance Cost	245	375	476	390
PBT	1,722	807	1,139	1,422
Tax	397	208	327	352
Profit after Tax	1,325	599	812	1,070
<i>PAT Margins (%)</i>	<i>11.85%</i>	<i>5.64%</i>	<i>7.38%</i>	<i>10.75%</i>
Other Comprehensive Income	(19)	-	(5)	(3)
Total Comprehensive Income	1,306	599	807	1,067
Diluted EPS (INR)	63.92	28.91	39.15	51.63

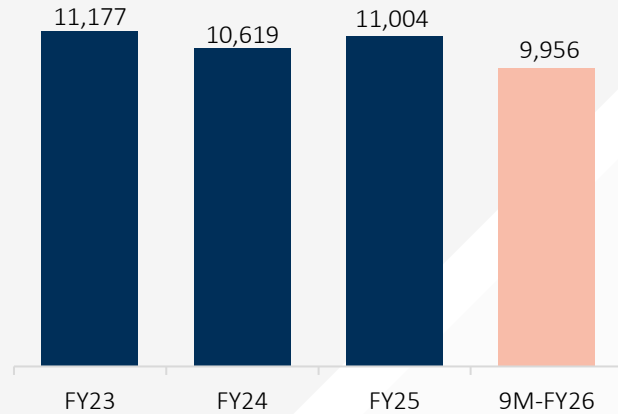
Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY24	FY25	H1-FY26
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	1,786	1,831	1,752
Right – of – use Assets	1,470	2,020	2,076
Capital Work in progress	1	3	-
Intangible Assets	60	45	38
Intangible Assets under Development	-	-	-
Financial Assets			
(i)Investments	1,046	1,078	1,035
(ii)Other Financial assets	407	147	149
Income Tax assets (net)	153	55	193
Deferred tax assets (net)	254	260	274
Other Non- Current Assets	144	86	141
Total Non- Current Assets	5,321	5,525	5,658
Current Assets			
Inventories	4,346	5,032	6,469
Financial Assets			
(i)Investments	1,207	1,379	1,432
(ii)Trade Receivables	3,701	4,162	4,407
(iii)Cash and Cash Equivalents	15	10	38
(iv)Other Bank Balances	67	345	347
(v) Loans	6	5	6
(vi) Other Financial Assets	133	225	228
Other Current Assets	365	472	950
Total Current Assets	9,840	11,630	13,877
TOTAL ASSETS	15,161	17,155	19,535

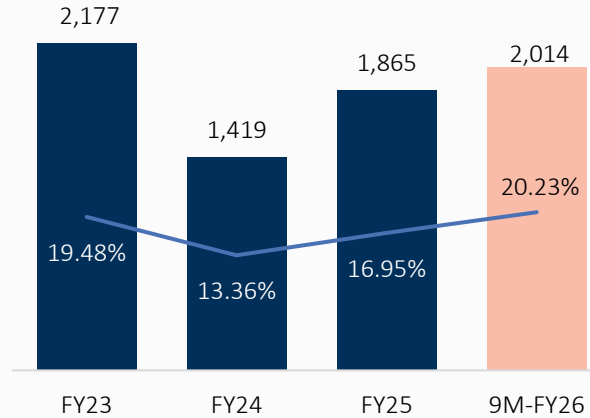
Particulars (INR Mn)	FY24	FY25	H1-FY26
EQUITY AND LIABILITIES			
Equity			
Share Capital	207	207	207
Other Equity	7,741	8,133	8,133
Total Equity	7,948	8,340	8,340
Non-Current Liabilities			
Financial Liabilities			
(i)Borrowings	-	-	-
(ii)Lease Liability	1,285	1,782	1,890
(iii)Other Financial Liabilities	384	436	460
Other Non-Current Liabilities	289	251	209
Provisions	12	14	18
Total Non-Current Liabilities	1,970	2,483	2,577
Current Liabilities			
Financial Liabilities			
(i)Borrowings	2,170	2,869	5,063
(ii) Lease Liabilities	365	493	475
(iii)Trade Payables			
(a) MSME	343	346	454
(b) Other than MSME	1,072	872	950
(iv) Other Financial Liabilities	149	165	211
Other Current Liabilities	1,048	1,477	1,168
Current Tax Liabilities (Net)	-	1	1
Provisions	96	109	297
Total Current Liabilities	5,243	6,332	8,618
TOTAL EQUITY AND LIABILITIES	15,161	17,155	19,535

Consolidated Financial Performance

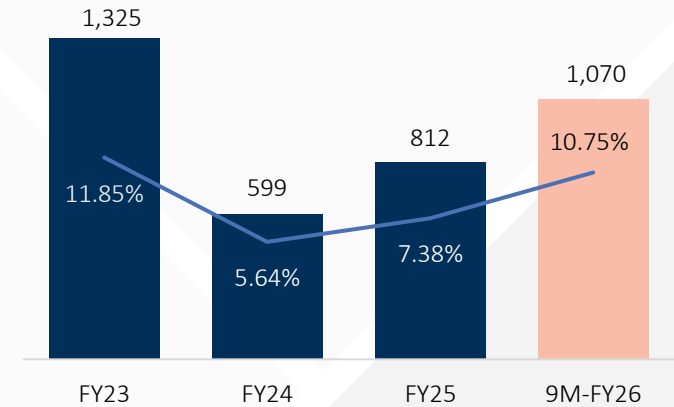
Revenues (INR Mn)



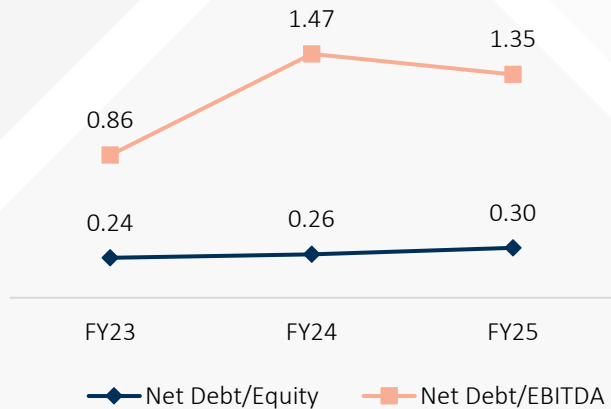
EBITDA (INR Mn) & EBITDA Margin (%)



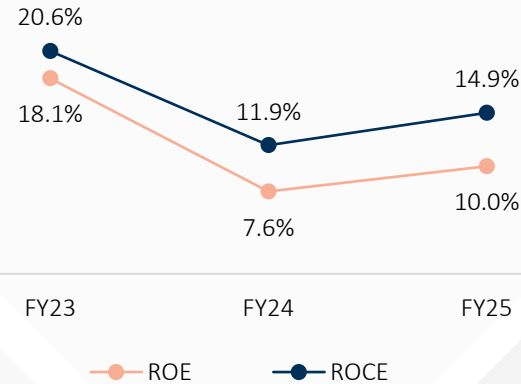
PAT (INR Mn) & PAT Margins (%)



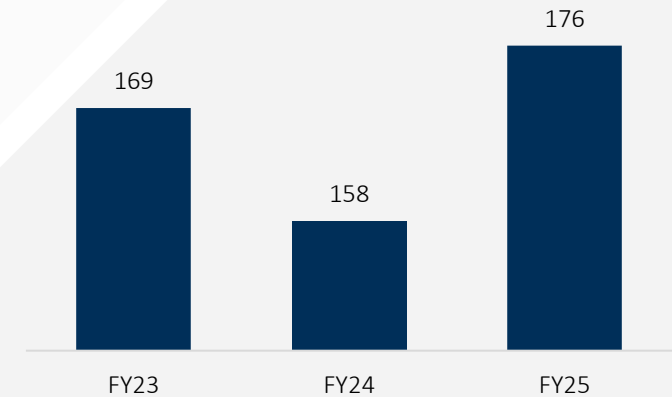
Net Debt/ Equity & Net Debt/ EBITDA (x)



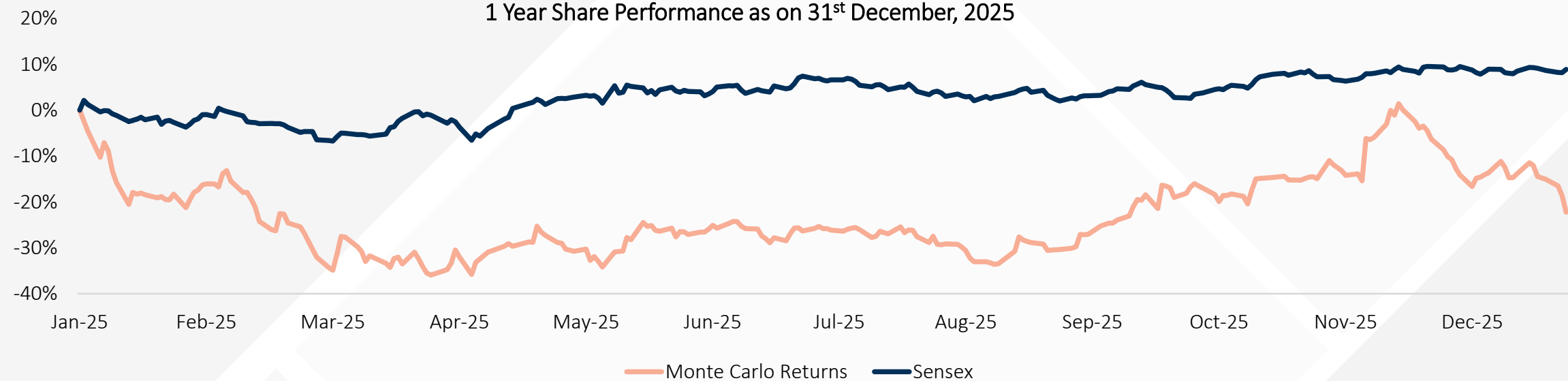
ROE (%) AND ROCE (%)



Working Capital Days

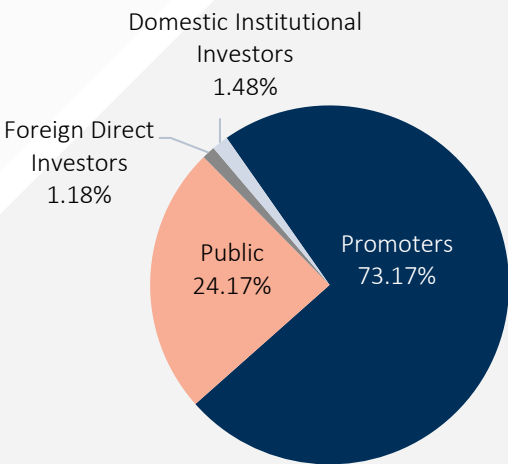


1 Year Share Performance as on 31st December, 2025



Price Data (As on 31 st December, 2025)	
Face Value	10.00
CMP	639.20
52 Week H/L	865.00/507.40
Market Cap (INR Mn)	13,251.94
No. of Share outstanding (Mn)	20.73
Avg. Trading Volume ('000)	43.33

Shareholding Pattern (31st December, 2025)



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