

## **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**

**November 12, 2025**

<b>National Stock Exchange of India Limited</b> <b>Exchange Plaza, Plot No. C/1,</b> <b>G-Block, Bandra-Kurla Complex,</b> <b>Bandra (E), Mumbai-400051</b>	<b>BSE Limited.</b> <b>Phiroze Jeejeebhoy Tower,</b> <b>Dalal Street,</b> <b>Mumbai-400001</b>
<b>Symbol: MONTECARLO</b>	<b>Scrip Code: 538836</b>

### **SUB: Q2 & H1 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 Half Year ended September 30, 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: 2025.11.12  
19:33:25 +05'30'

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

MONTE CARLO 

# EARNINGS

*Presentation*

Q2/H1-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  
475 EBO's  
1,511 MBO's  
1,314 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%

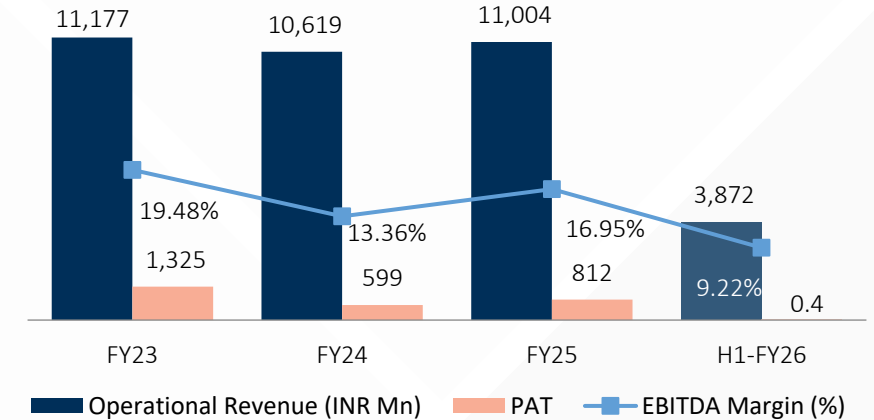


Consistent dividend  
paying track record

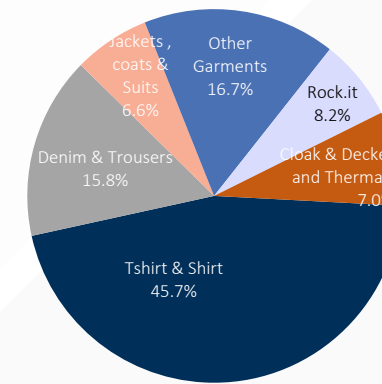
# Company Overview

- 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.

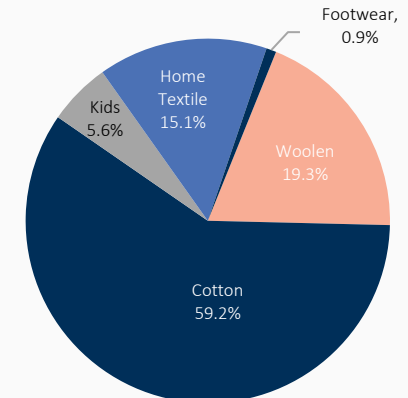
Consolidated Revenue (INR Mn), EBITDA Margin (%) & PAT (INR Mn)



H1-FY26 Cotton Segment Bifurcation

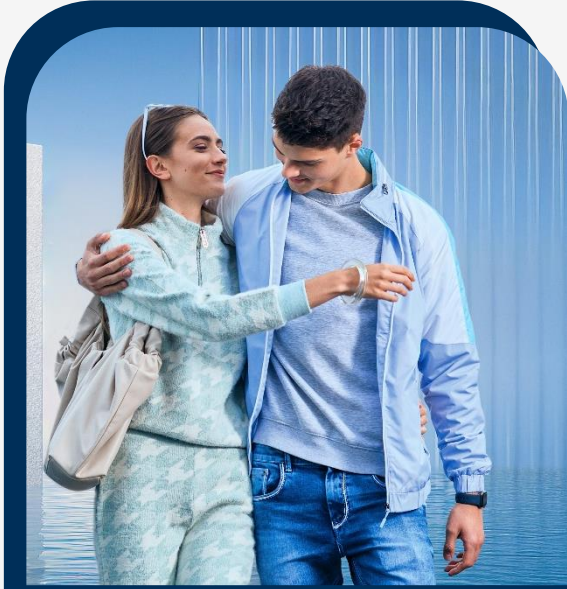


H1-FY26 Product Segment Mix\*





# Product Segments



## Cotton 59%

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



## Woolen 20%

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



## Home Textile 15%

- Mink blankets, bedsheets and quilts

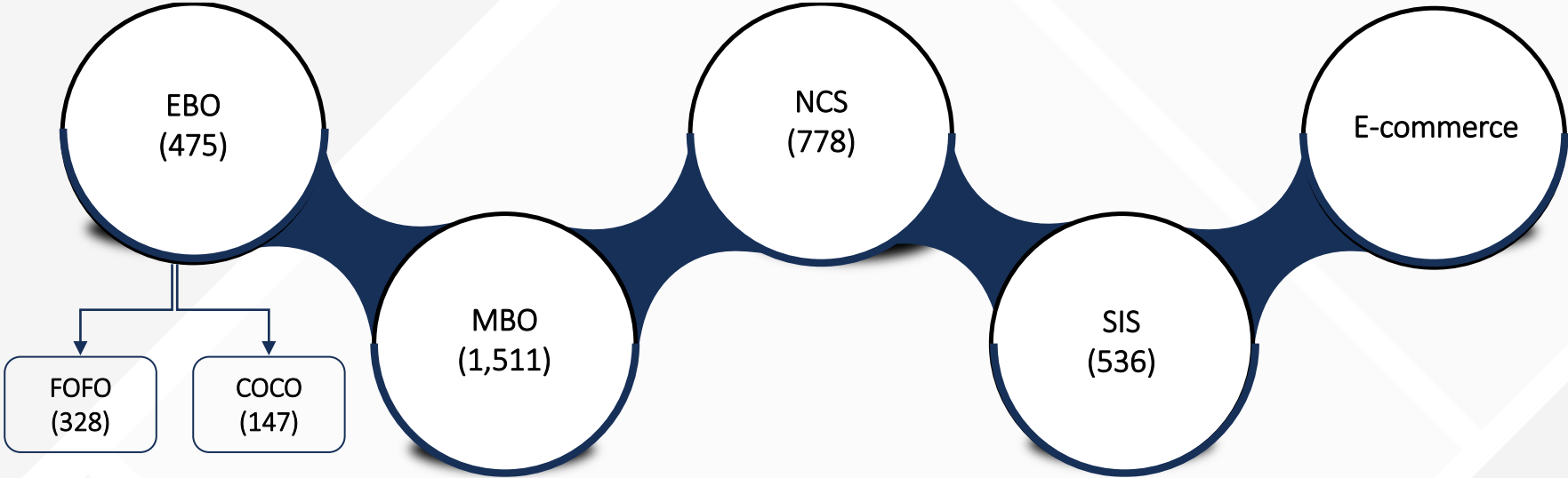


## Kids 6%

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

\* Segmental Sales Percentage breakup is as on H1-FY26  
Footwear sales amounted to INR 48.61 Mn in H1-FY26

# Strong Distribution Network



Channel	H1-FY26	H1-FY25	Y-o-Y
EBO-COCO	147	128	14.8%
EBO-FOFO	328	302	8.6%
MBO and distributors	1,511	1,611	(6.2)%
NCS	778	748	4.0%
SIS	536	464	15.5%

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

 pantaloon

 LuLu Reliance

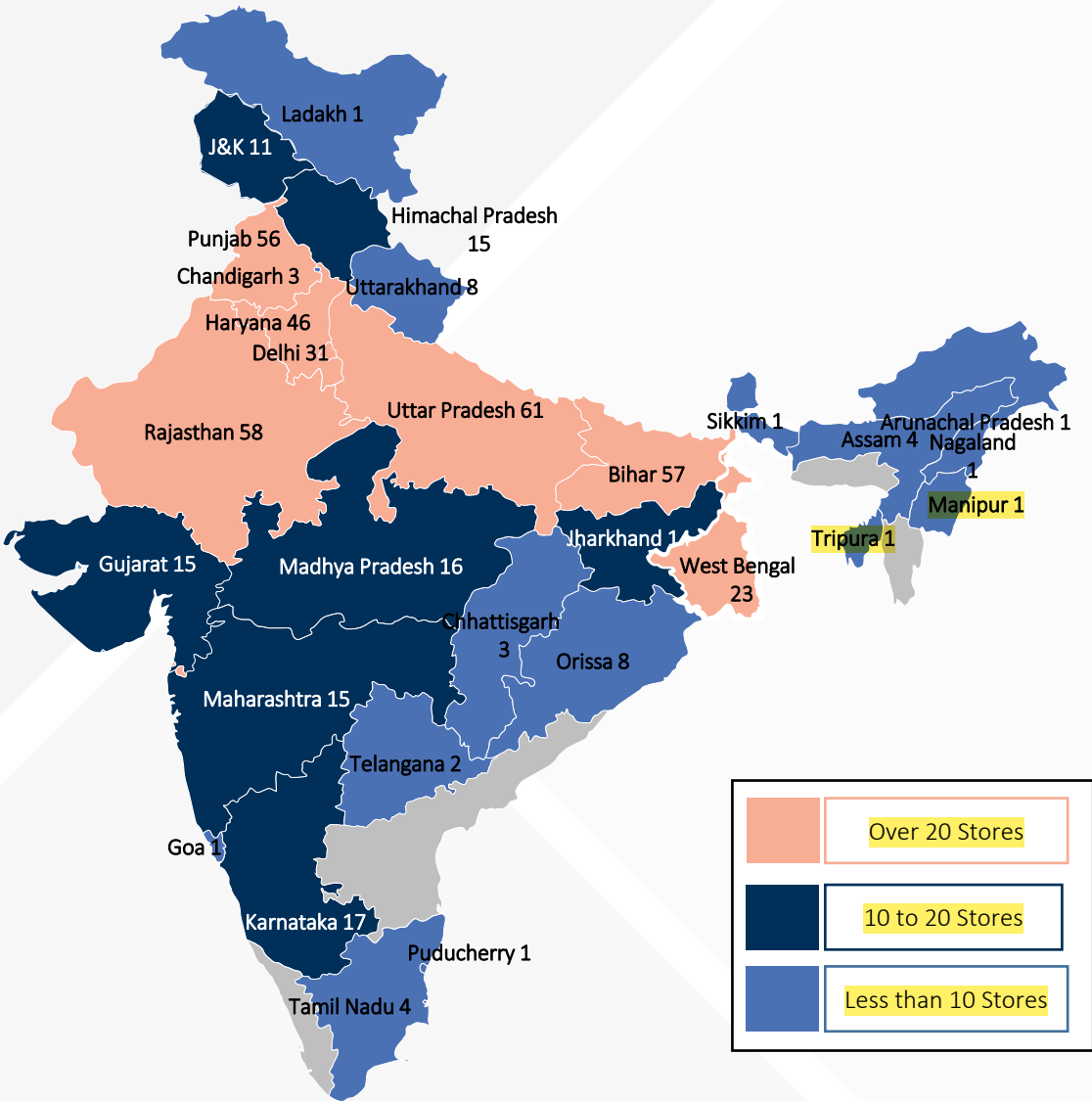
 TRENDS

 lifestyle

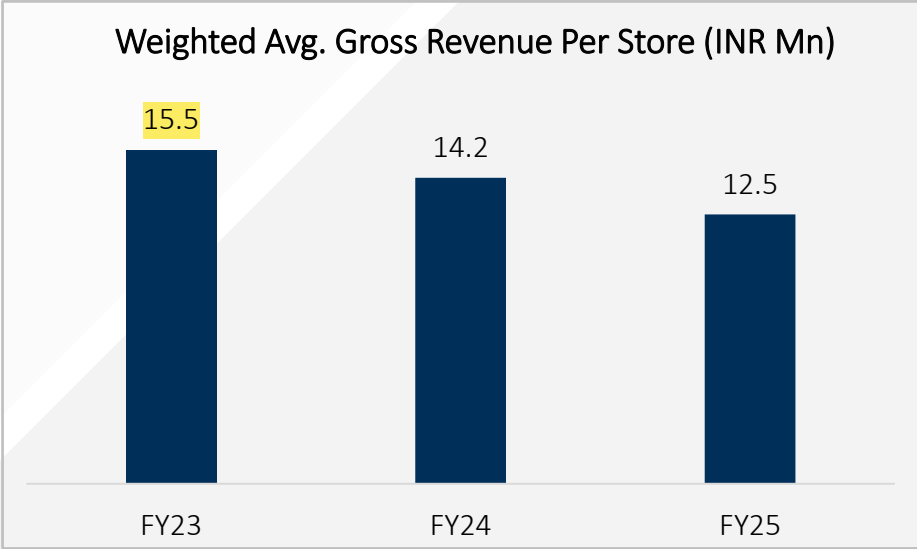
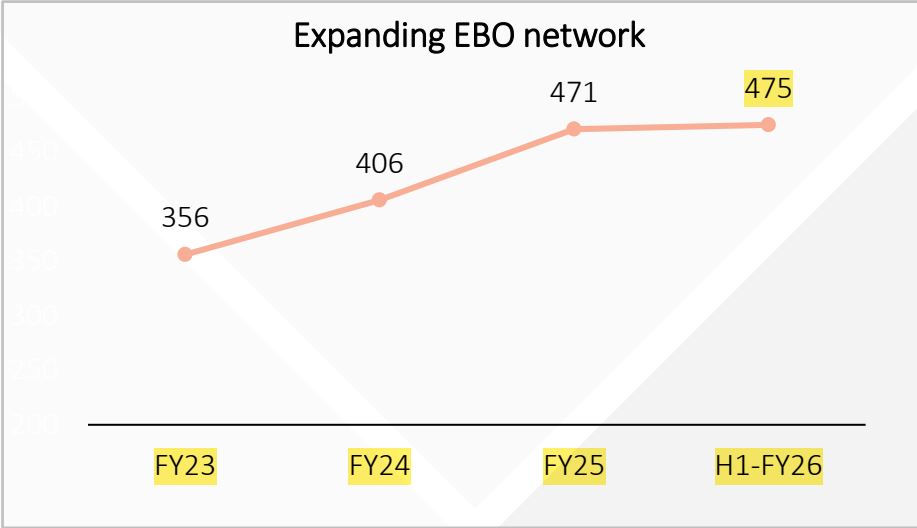
 globus

Total sales through own website in H1-FY26: INR 116.6 Mn

# Pan India EBO Network



- New Store Launches – Q2 FY26 - (COCO - 1 & FOFO - 5 & FOFO Cloak & Decker – 2 Rock.it -1)
- COCO : North (1)
- FOFO : Central (1), East (3), North (4)





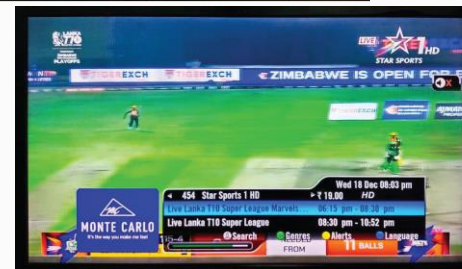
# Brand Visibility

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



AIR INDIA CAMPAIGN SNAPSHOTS



Airport: Varanasi Airport  
Location : Arrival Terminal  
Size: 15x8 (1)



12-May-2025 8:09:48 pm  
28.564964999999997N 77.23957999999999E  
Lajpat Nagar  
New Delhi  
Delhi Division  
Delhi

## DIGITAL MEDIA

BS

HOME

PARTNER CONTENT


E-PAPER

DECC

2 min read Last Updated : Apr 26 2025 | 11:30 PM IST

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### Next-Gen Lightweight Menswear Collection



Next-Gen Lightweight Menswear Collection

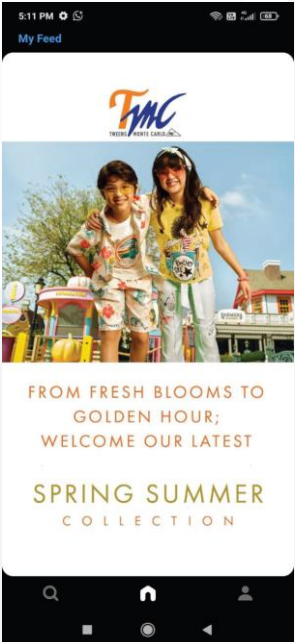
VMPL

New Delhi [India], April 26: Monte Carlo introduces the Air Tech Series--where fashion meets performance Monte Carlo launches its Air Tech Series, a modern menswear collection designed for men who value both style and comfort. Crafted with advanced lightweight fabrics, this range redefines everyday fashion with breathable, moisture-wicking, and wrinkle-resistant essentials.

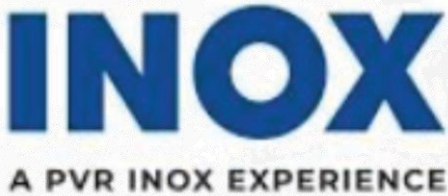
At the heart of the collection is the Air Tech Polo T-shirt, made from Monte Carlo's ultra-light engineered fabric. These polos offer a tailored yet flexible fit, perfect for workdays or weekends. With subtle branding and sophisticated textures--like tonal stripes and micro-geometric weaves--they strike the ideal balance between casual and refined.

Collection Highlights:

- \* Air Tech Fabric: Keeps you dry, cool, and comfortable all day.



## CINEMA ADS



# Future Growth Strategies

## Penetrate New Markets

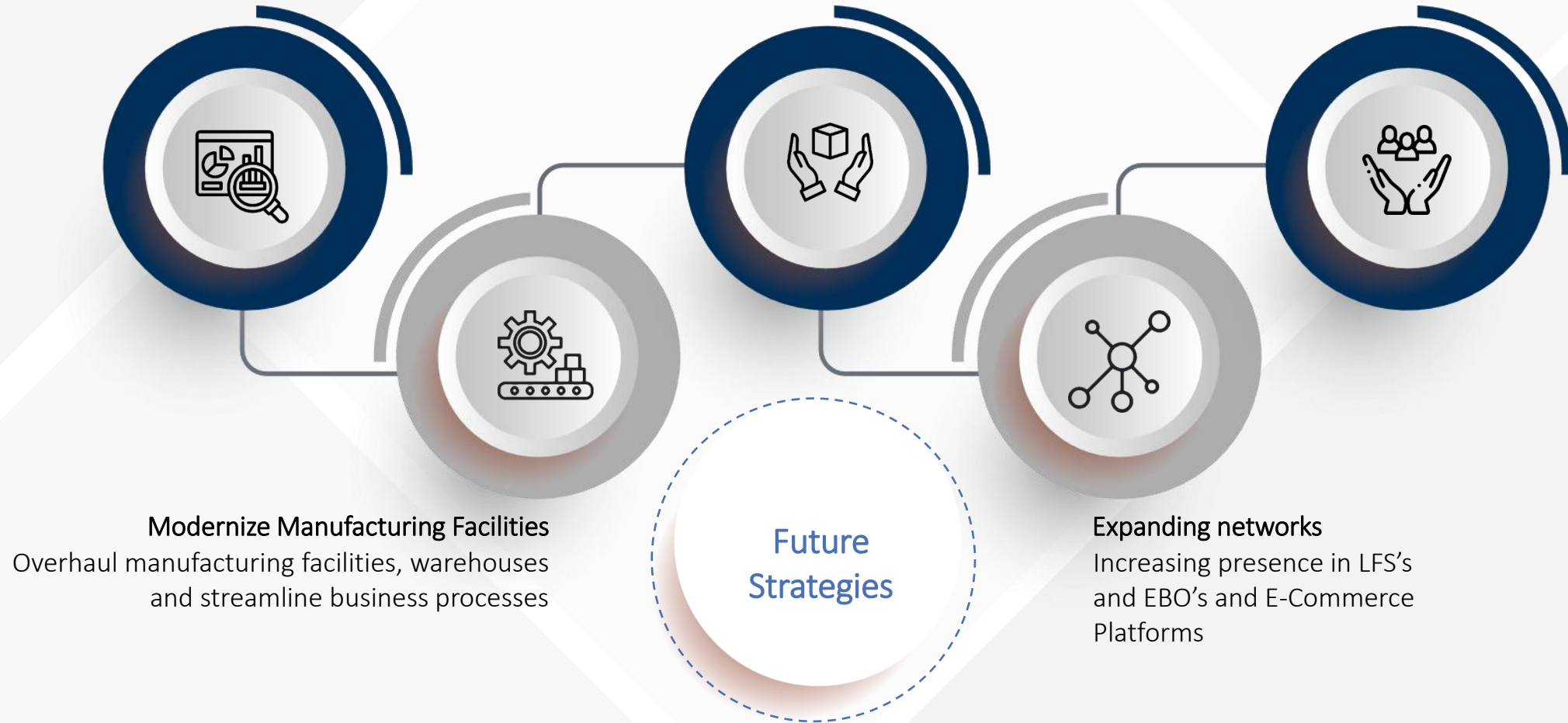
Explore new pockets through deeper penetration in the existing markets

## 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





Q2/H1-FY26

# OPERATIONAL

# Highlights



# Financial Highlights

## Q2-FY26 Consolidated Financial Highlights

Revenue INR 2,487 Mn	EBITDA* INR 416 Mn	EBITDA Margin 16.73%
PAT INR 163 Mn	PAT Margin 6.55%	Diluted EPS INR 7.84

## H1-FY26 Consolidated Financial Highlights

Revenue INR 3,872 Mn	EBITDA* INR 357 Mn	EBITDA Margin 9.22%
PAT INR 0.4 Mn	PAT Margin 0.01%	Diluted EPS INR 0.02

## Q2-FY26 Standalone Financial Highlights

Revenue INR 2,487 Mn	EBITDA* INR 415 Mn	EBITDA Margin 16.70%
PAT INR 162 Mn	PAT Margin 6.51%	Diluted EPS INR 7.80

## H1-FY26 Standalone Financial Highlights

Revenue INR 3,872 Mn	EBITDA* INR 357 Mn	EBITDA Margin 9.21%
PAT INR (2) Mn	PAT Margin (0.04) %	Diluted EPS INR (0.07)

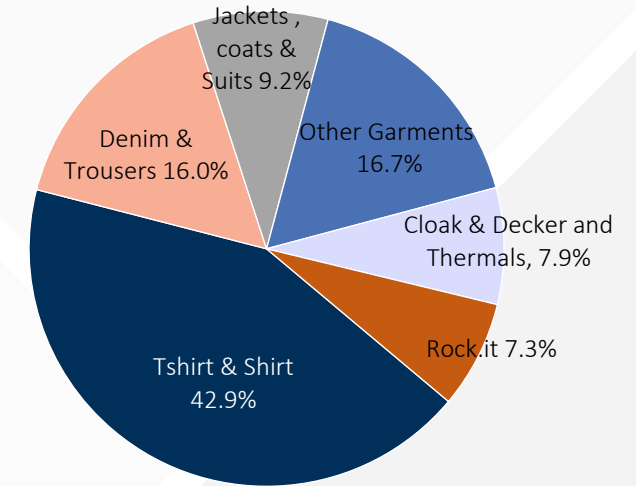
\* Excluding Other Income



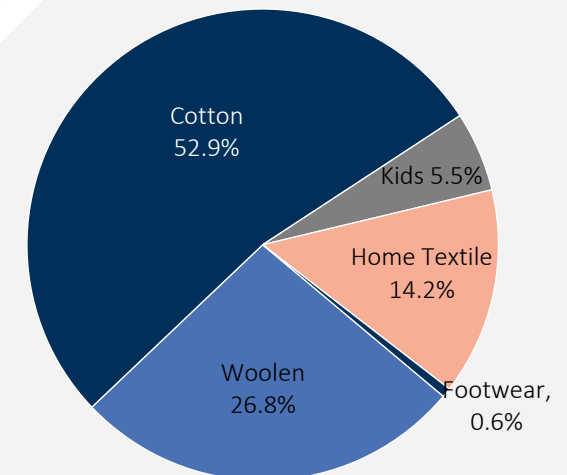
# Q2/H1-FY26 Operational Highlights

- The Company remains strongly focused on expanding its retail footprint and is aggressively committed to opening 40–45 Exclusive Brand Outlets (EBOs) across India, with a strategic emphasis on the Western and Southern regions.
- Online sales have picked up significantly, particularly through the own website.
- Home Textiles segment continues to demonstrate strong growth momentum.
- Expanded retail presence in Q2 FY26 by launching 2 new EBOs under the “Cloak & Decker” brand, taking the total count to 17 stores. Plans are underway to reach 25 EBOs by year-end, with each store ranging between 500–1,000 sq. ft.
- “Rock.it” brand continues on a robust growth trajectory with consistent performance.
- Footwear sales surged by 45% in H1 FY26 as compared to H1 FY25, with continued growth expected 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.

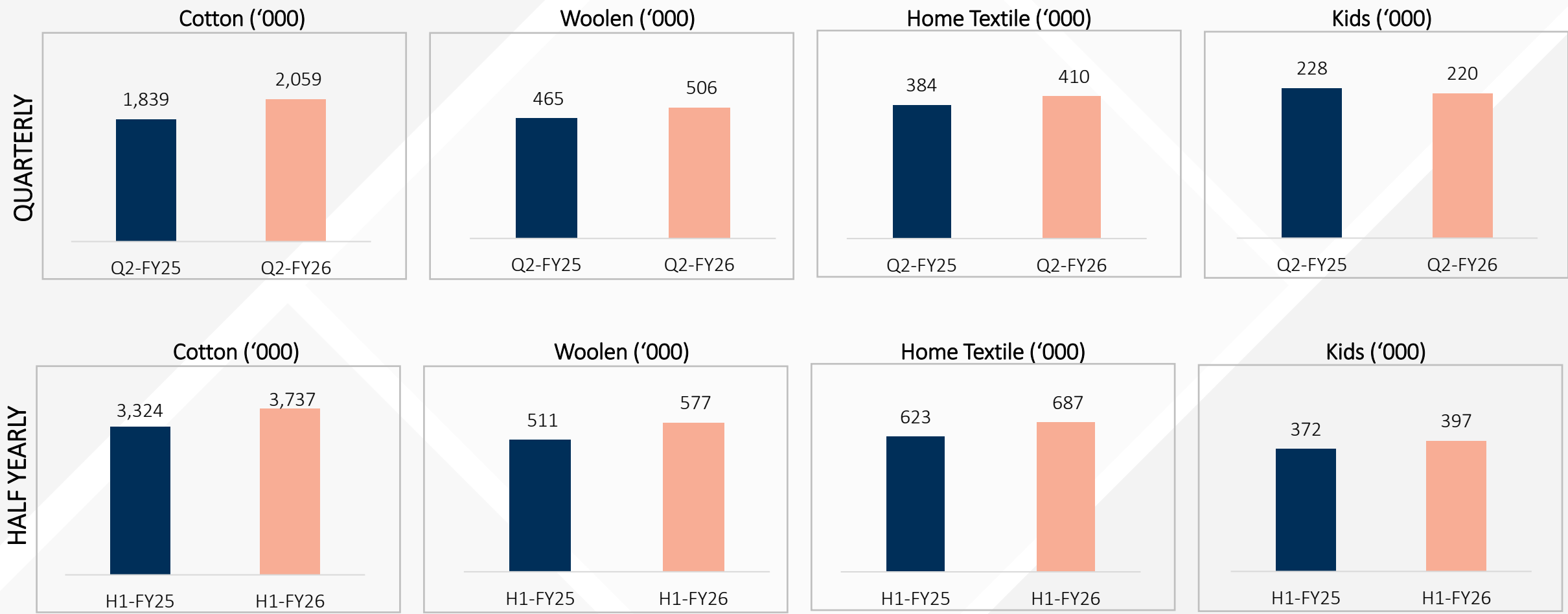
Q2-FY26 Cotton Segment Bifurcation



Q2-FY26 Segmental Sales



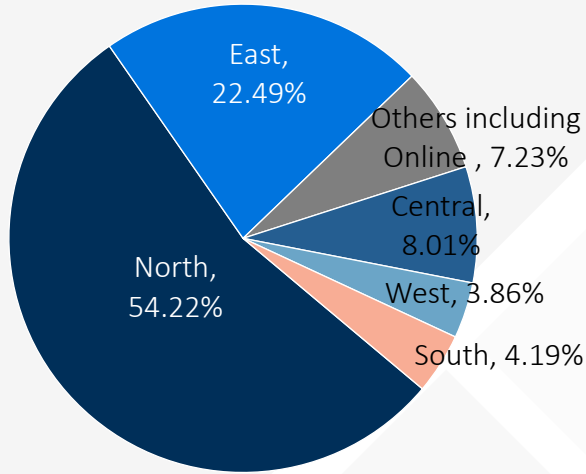
# Segmental Volumes



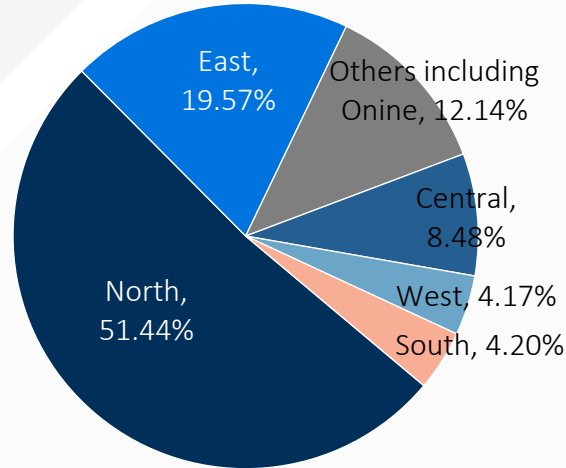
# Quarterly and Half Yearly Revenue Breakup

## Revenue by Region

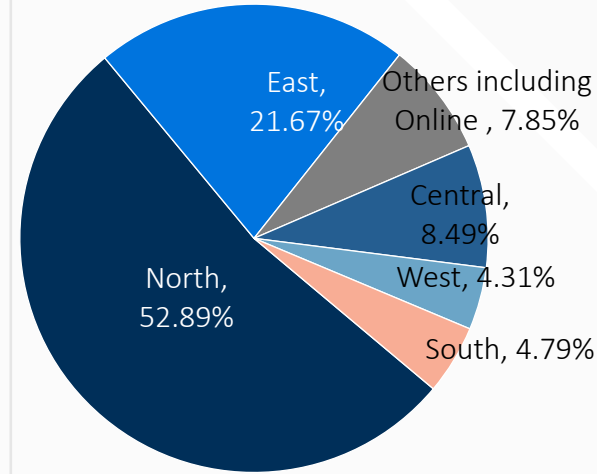
Q2-FY25 - INR 3,277 Mn



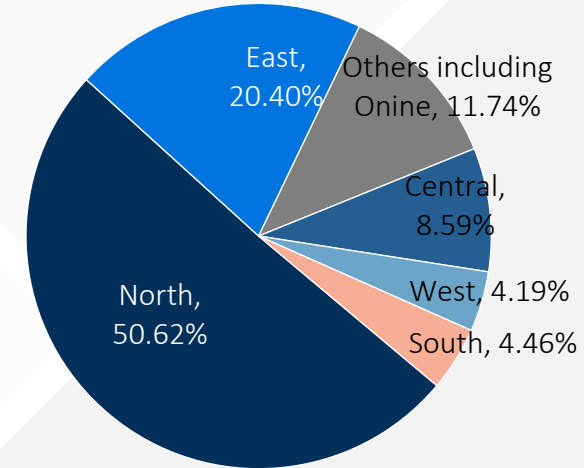
Q2-FY26 – INR 3,553 Mn



H1-FY25 - INR 4,916 Mn



H1-FY26 – INR 5,514 Mn



### Particulars (INR Mn)

### Q2-FY25

### Q2-FY26

Garments & Textile sale

3,277

3,553

Misc. Sales

16

14

Opening Provision for Sales return and Undelivered sales

849

1,193

Closing Provision for Sales return and Undelivered sales

(1,167)

(1,235)

Sales Returns(Actual)

(518)

(827)

Rebate & Discounts

(263)

(213)

**Sale as per Financials**

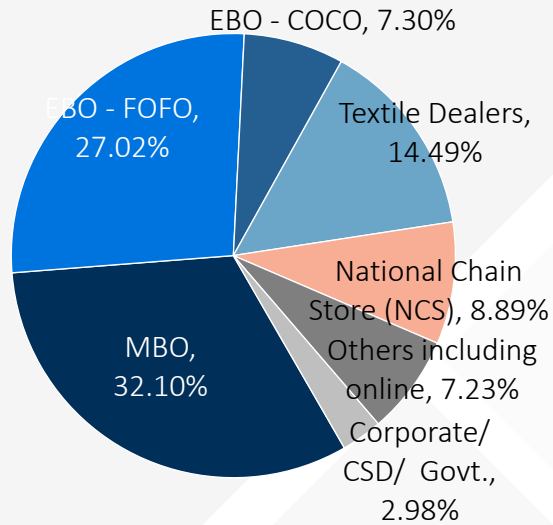
**2,194**

**2,485**

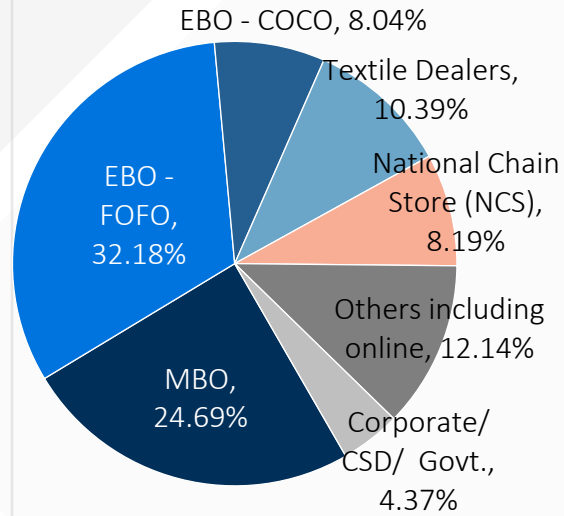
# Quarterly and Half Yearly Revenue Breakup

## Revenue by Channel

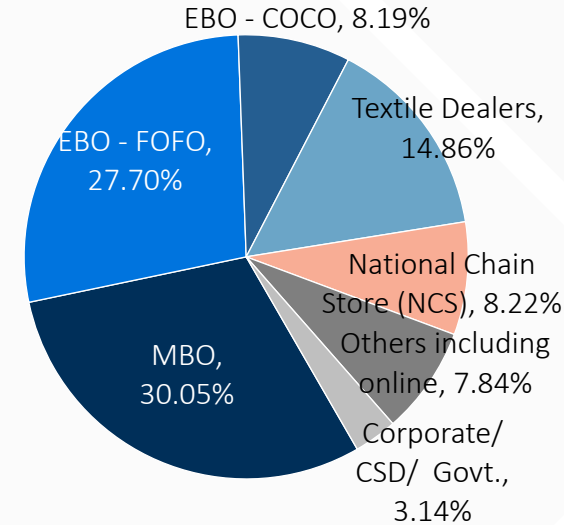
Q2-FY25 – INR 3,277 Mn



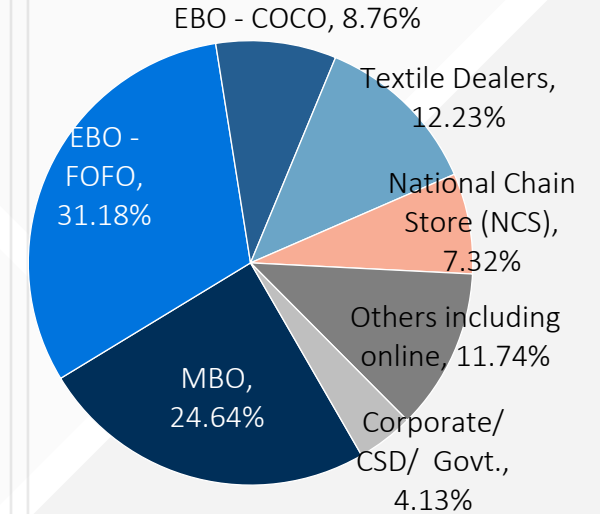
Q2-FY26 – INR 3,553 Mn



H1-FY25 – INR 4,916 Mn



H1-FY26 – INR 5,514Mn



### Particulars (INR Mn)

	H1-FY25	H1-FY26
Garments & Textile sale	4,916	5,514
Misc. Sales	30	23
Opening Provision for Sales return and Undelivered sales	1,225	1,548
Closing Provision for Sales return and Undelivered sales	(1,167)	(1,235)
Sales Returns(Actual)	1,178	(1,632)
Rebate & Discounts	375	(350)
<b>Sale as per Financials</b>	<b>3,451</b>	<b>3,868</b>



# Q2-FY26 Marketing Highlights





# Q2-FY26 New Store Launches

MONTE CARLO 





MONTE CARLO 

# FINANCIAL Overview

MONTE CARLO | MONTE CARLO | MONTE CARLO | MONTE CARLO | MONTE CARLO



# Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q2-FY26	Q2-FY25	Y-O-Y
Revenue from Operations	2,487	2,197	13.2%
Operating Expenses	2,071	1,914	8.2%
<b>Operating EBITDA</b>	<b>416</b>	<b>283</b>	<b>47.0%</b>
<i>Operating EBITDA Margins (%)</i>	<i>16.73%</i>	<i>12.88%</i>	<i>385 Bps</i>
Other Income	92	92	0.0%
Depreciation	161	146	10.3%
Finance Cost	129	120	7.5%
<b>PBT</b>	<b>218</b>	<b>109</b>	<b>NA</b>
Tax	55	29	89.7%
<b>PAT</b>	<b>163</b>	<b>80</b>	<b>NA</b>
<i>PAT Margin (%)</i>	<i>6.55%</i>	<i>3.64%</i>	<i>291 Bps</i>
Other Comprehensive Income	(2)	-	NA
<b>Total Comprehensive Income</b>	<b>161</b>	<b>80</b>	<b>NA</b>
Diluted EPS (INR)	7.84	3.88	NA



# Half Yearly Consolidated Financial Performance

Particulars (INR Mn)	H1-FY26	H1-FY25	Y-O-Y
Revenue from Operations	3,872	3,457	12.0%
Operating Expenses	3,515	3,197	9.9%
Operating EBITDA	357	260	37.3%
<i>Operating EBITDA Margins (%)</i>	<i>9.22%</i>	<i>7.52%</i>	<i>170 Bps</i>
Other Income	197	165	19.4%
Depreciation	313	282	11.0%
Finance Cost	239	211	13.3%
PBT	2	(68)	NA
Tax	2	(16)	NA
PAT	0.4	(52)	NA
<i>PAT Margin (%)</i>	<i>0.01%</i>	<i>(1.50)%</i>	<i>151 Bps</i>
Other Comprehensive Income	(1)	-	NA
Total Comprehensive Income	(1)	(52)	(98.8)%
Diluted EPS (INR)	0.02	(2.52)	NA

# Historical Consolidated Income Statement

Particulars (INR Mn)	FY23	FY24	FY25	H1-FY26
Revenue from operations	11,177	10,619	11,004	3,872
Operating Expenses	9,000	9,200	9,139	3,515
Operating EBITDA	2,177	1,419	1,865	357
<i>Operating EBITDA Margins (%)</i>	<i>19.48%</i>	<i>13.36%</i>	<i>16.95%</i>	<i>9.22%</i>
Other Income	208	275	352	197
Depreciation	418	512	602	313
Finance Cost	245	375	476	239
PBT	1,722	807	1,139	2
Tax	397	208	327	2
Profit after Tax	1,325	599	812	0.4
<i>PAT Margins (%)</i>	<i>11.85%</i>	<i>5.64%</i>	<i>7.38%</i>	<i>0.01%</i>
Other Comprehensive Income	(19)	-	(5)	(1)
Total Comprehensive Income	1,306	599	807	(1)
Diluted EPS (INR)	63.92	28.91	39.15	0.02

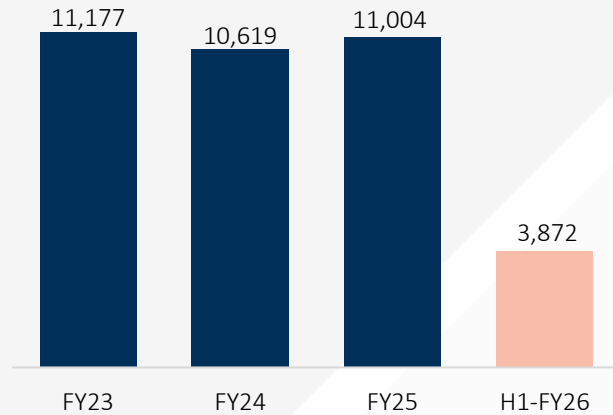
# Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY24	FY25	H1-FY26
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
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	-	-	-
<b>Financial Assets</b>			
(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
<b>Total Non- Current Assets</b>	<b>5,321</b>	<b>5,525</b>	<b>5,658</b>
<b>Current Assets</b>			
Inventories	4,346	5,032	6,469
<b>Financial Assets</b>			
(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
<b>Total Current Assets</b>	<b>9,840</b>	<b>11,630</b>	<b>13,877</b>
<b>TOTAL ASSETS</b>	<b>15,161</b>	<b>17,155</b>	<b>19,535</b>

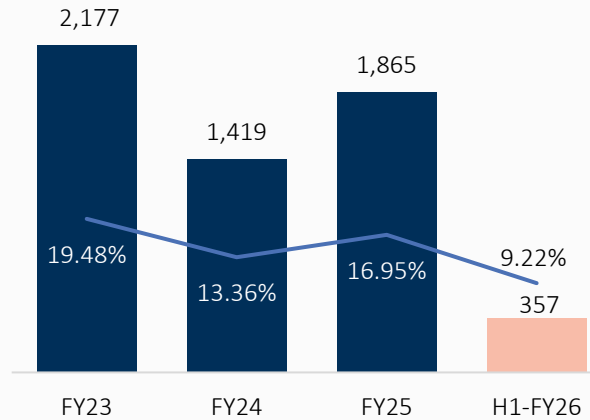
Particulars (INR Mn)	FY24	FY25	H1-FY26
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share Capital	207	207	207
Other Equity	7,741	8,133	8,133
<b>Total Equity</b>	<b>7,948</b>	<b>8,340</b>	<b>8,340</b>
<b>Non-Current Liabilities</b>			
<b>Financial Liabilities</b>			
(i)Borrowings	-	-	-
(ii)Lease 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
<b>Total Non-Current Liabilities</b>	<b>1,970</b>	<b>2,483</b>	<b>2,577</b>
<b>Current Liabilities</b>			
<b>Financial Liabilities</b>			
(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
<b>Total Current Liabilities</b>	<b>5,243</b>	<b>6,332</b>	<b>8,618</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>15,161</b>	<b>17,155</b>	<b>19,535</b>

# Consolidated Financial Performance

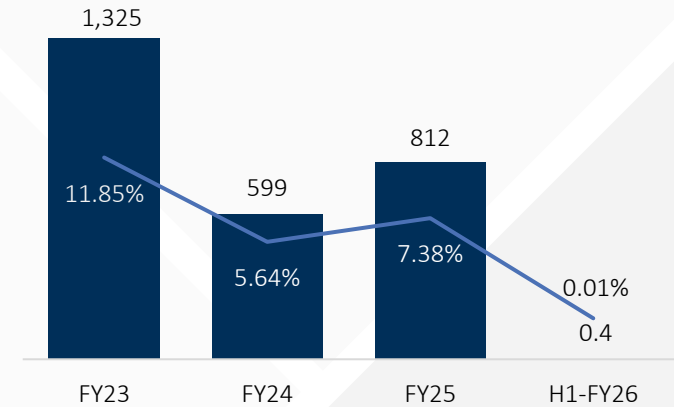
Revenues (INR Mn)



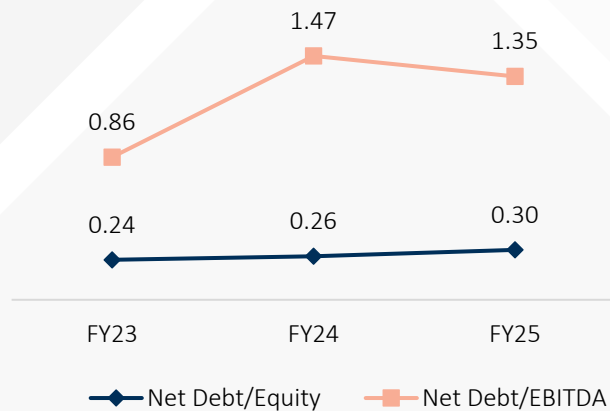
EBITDA (INR Mn) & EBITDA Margin (%)



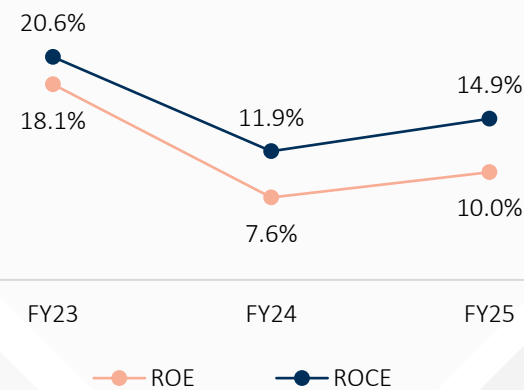
PAT (INR Mn) & PAT Margins (%)



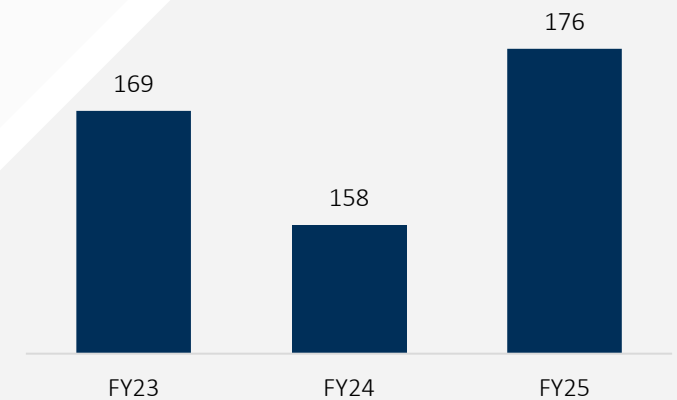
Net Debt/ Equity & Net Debt/ EBITDA (x)



ROE (%) AND ROCE (%)

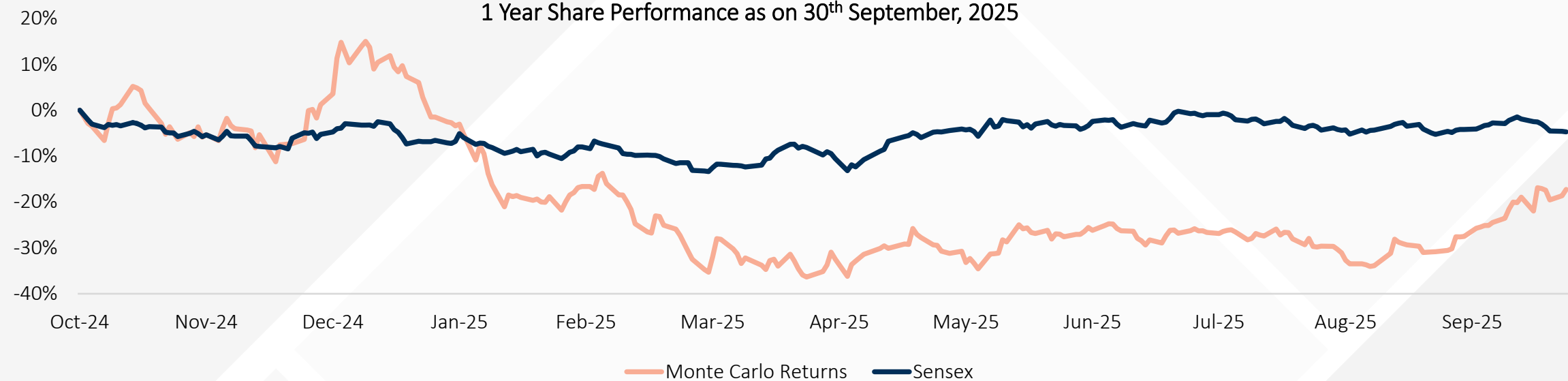


Working Capital Days



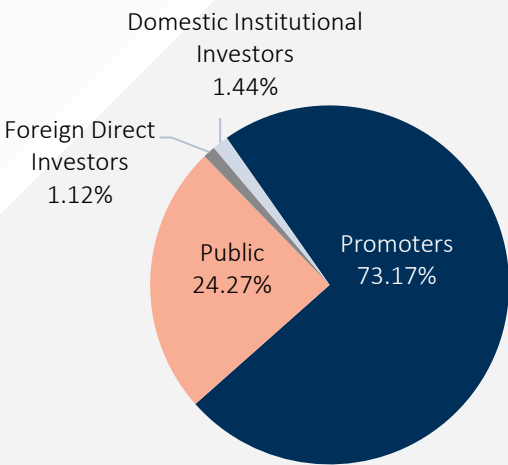


1 Year Share Performance as on 30<sup>th</sup> September, 2025



Price Data (As on 30 <sup>th</sup> September, 2025)	
Face Value	10.00
CMP	610.20
52 Week H/L	984.00/507.40
Market Cap (INR Mn)	14,190.06
No. of Share outstanding (Mn)	20.73
Avg. Trading Volume ('000)	45.86

Shareholding Pattern (30<sup>th</sup> September, 2025)



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