

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/2023-24

May 30, 2023

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: Q4FY23 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 Financial Year ended March 31, 2023.

You are requested to take the same on record and acknowledge the receipt.

Thanking You,

FOR MONTE CARLO FASHIONS LIMITED

ANKUR
GAUBA

Digitally signed by
ANKUR GAUBA
Date: 2023.05.30
19:11:01 +05'30'

**ANKUR GAUBA
COMPANY SECRETARY & COMPLIANCE OFFICER**

Encl. As Above

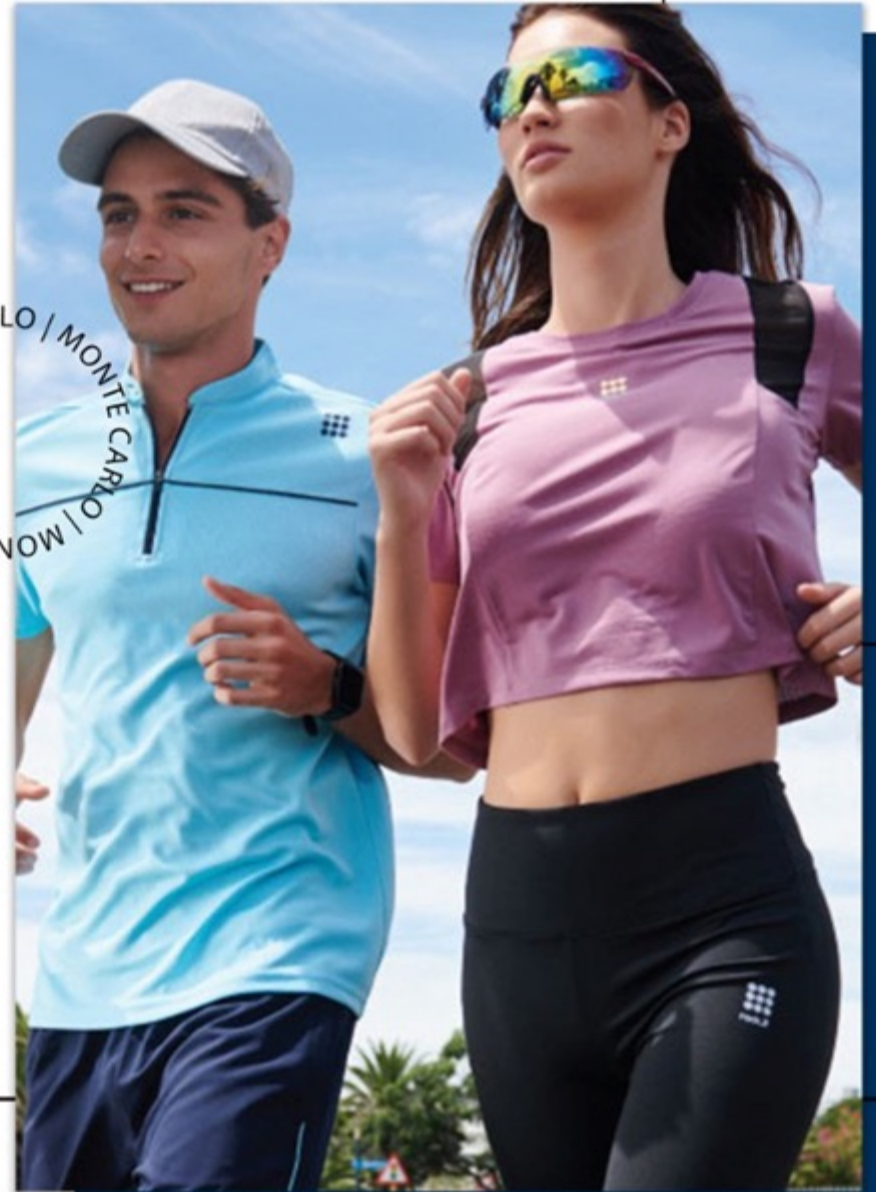
MONTE CARLO 

EARNINGS

Presentation

Q4 FY23 FY2023

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



Snapshot



Leading winterwear brand
and Super Brand for Woollen
knitted apparel



India's **first organized**
lifestyle apparel brand



Diversified Product Portfolio
across **Men, Women &**
Kids with Woollen, Cotton
fabrics and Home Textiles



Highly experienced
Management Team in textile
and apparel business



Strong Pan India distribution
350+ EBO's
2,350+ MBO's
1,100+ 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 14.36%
EBITDA CAGR 12.75%
PAT CAGR 14.33%



Low Long Term Debt
Long Term Borrowings
at INR 27 Mn as on 31st
March 2023

FY23

ROCE 21%
ROE 18%

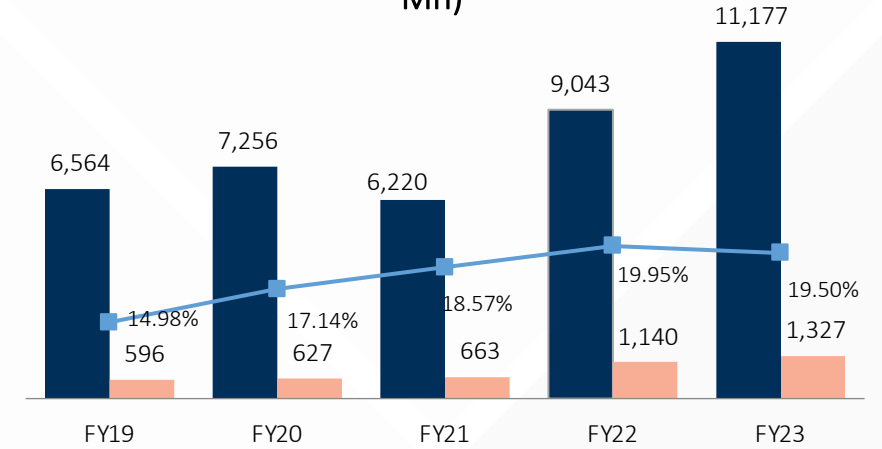


Consistent dividend
paying track record

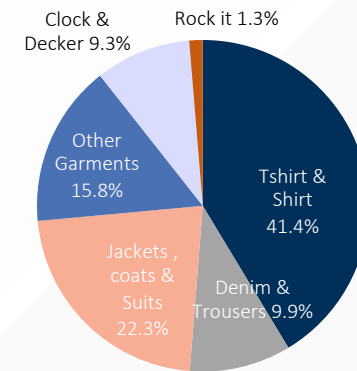
Company Overview

- 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 Woollen Mills Ltd and Nahar Group.
- It is one of the leading apparel brands in India in woollen 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.

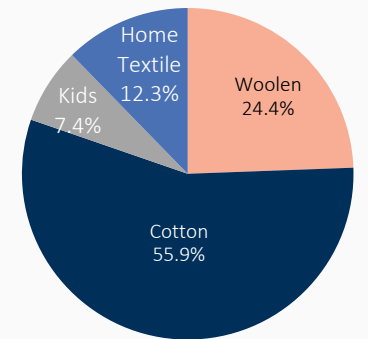
Standalone Revenue (INR Mn), EBITDA Margin (%) & PAT (INR Mn)



FY23 Cotton Segment Bifurcation



FY23 Product Segment Mix



Product Segments



Cotton 56%

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



Woollen 24%

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



Home Textile 12%

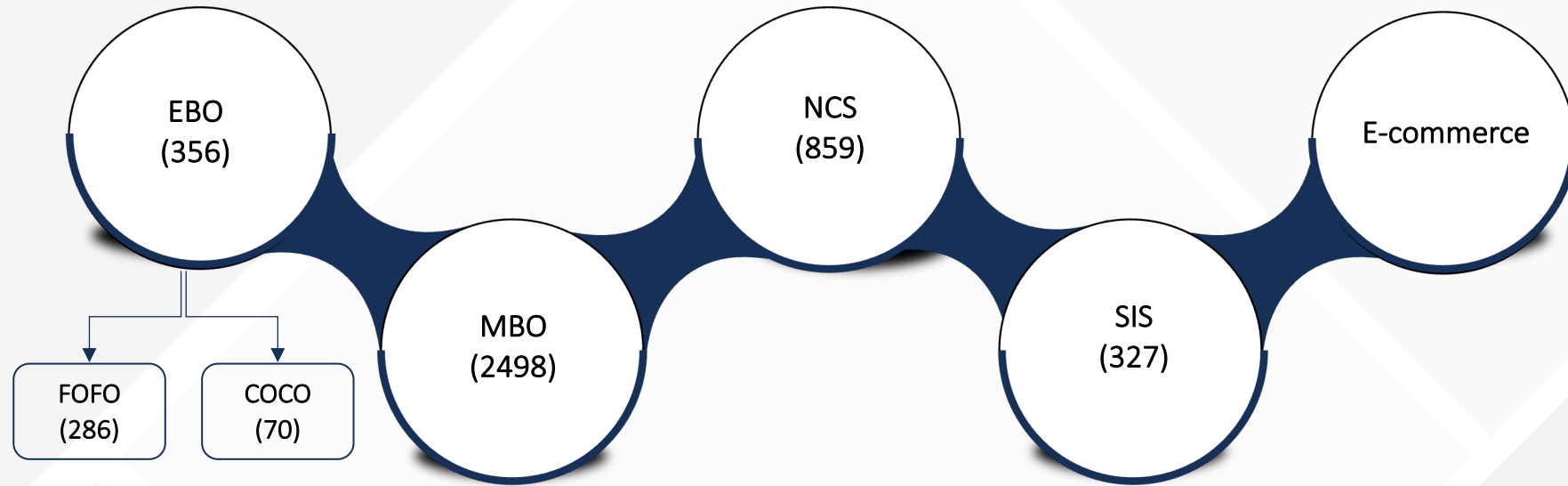
- Mink blankets, bedsheets and quilts



Kids 8%

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

Strong Distribution Network



Channel	FY23	FY22	Y-o-Y
EBO-COCO	70	55	27.3%
EBO-FOFO	286	260	10.0%
MBO and distributors	2,498	2,108	18.5%
NCS	859	740	16.1%
SIS	327	287	13.9%

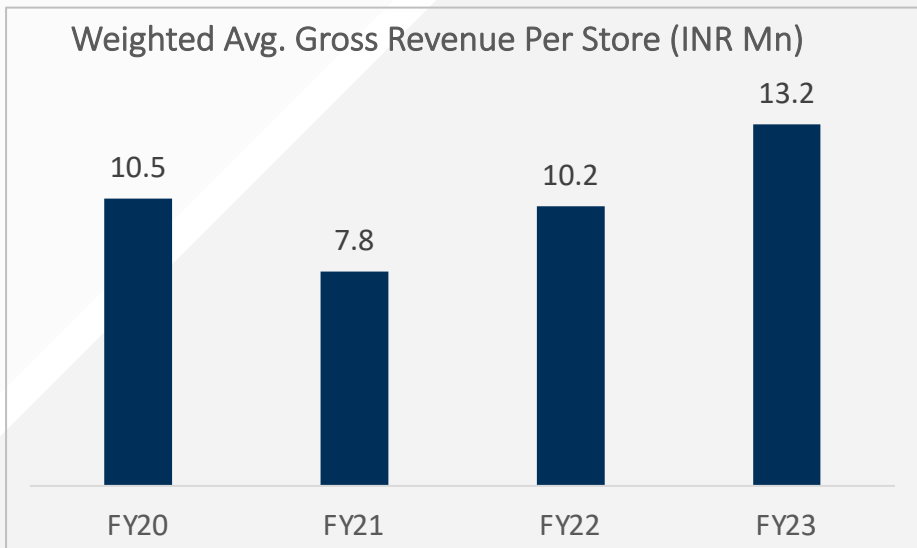
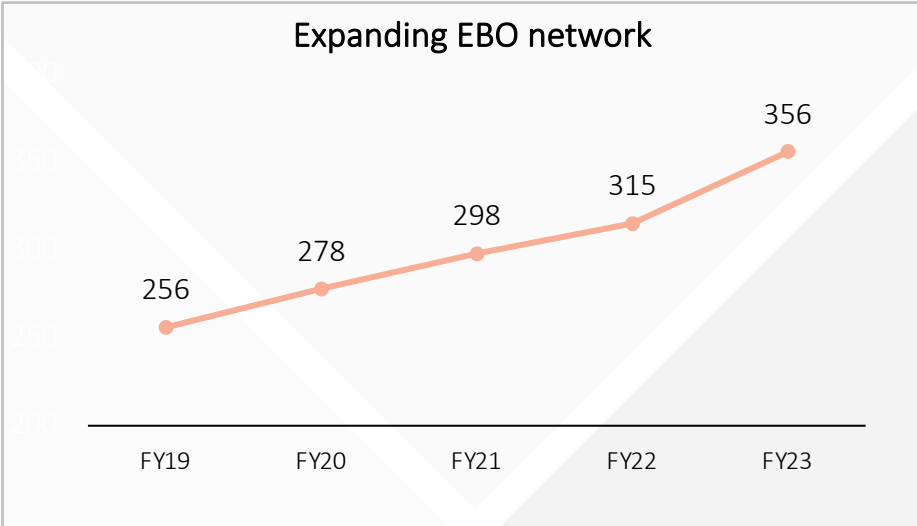
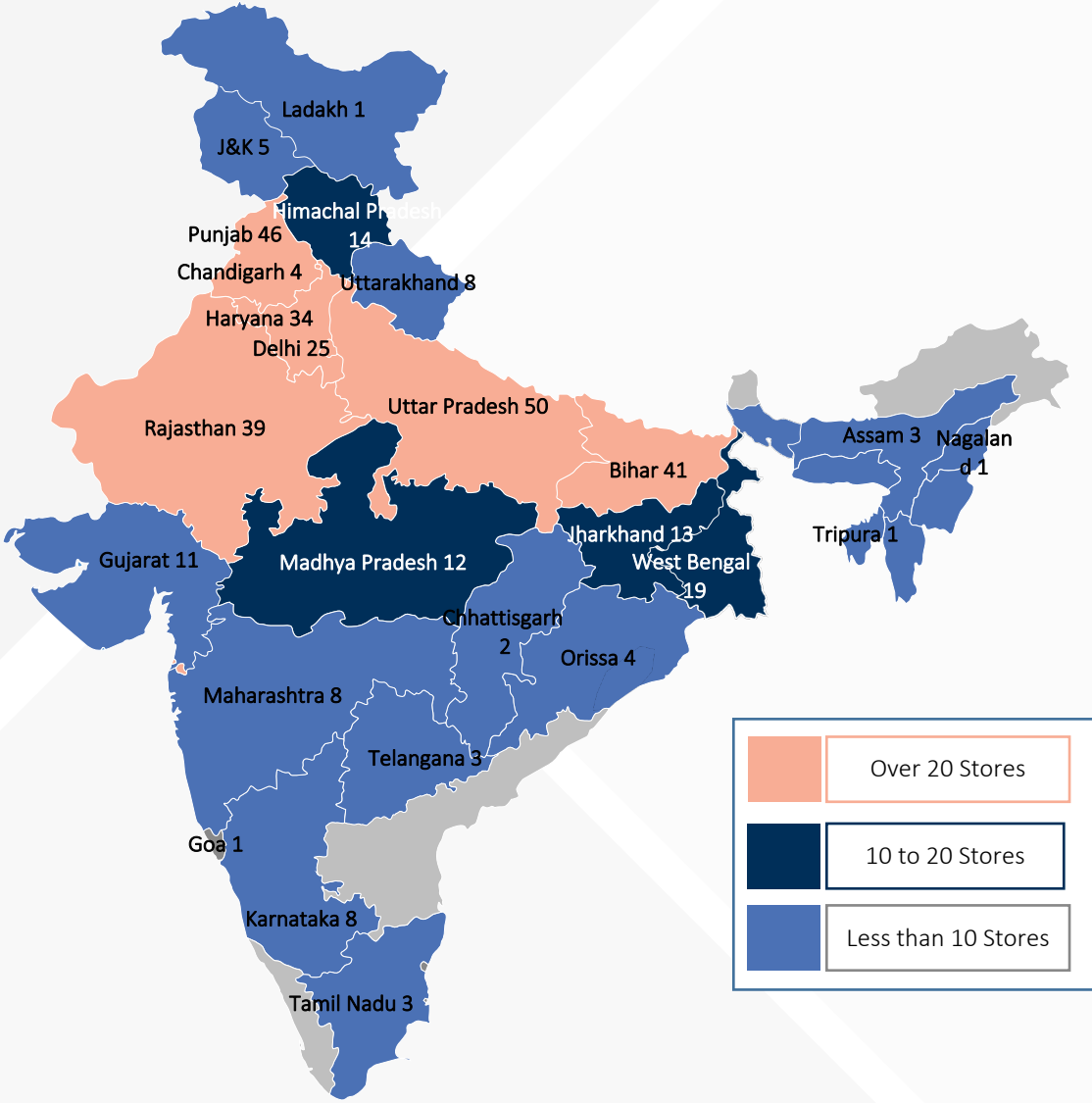
Online Platforms

Company's own Online Platforms

National Chain Stores

Total sales through own website in FY23: INR 80.2 Mn

Pan India EBO Network



Brand Visibility

Clothing Partner for various blockbuster Bollywood Movies



Strategic tie ups with THEATRES, AIRLINES & DIGITAL



Future Growth Strategies

Penetrate New Markets

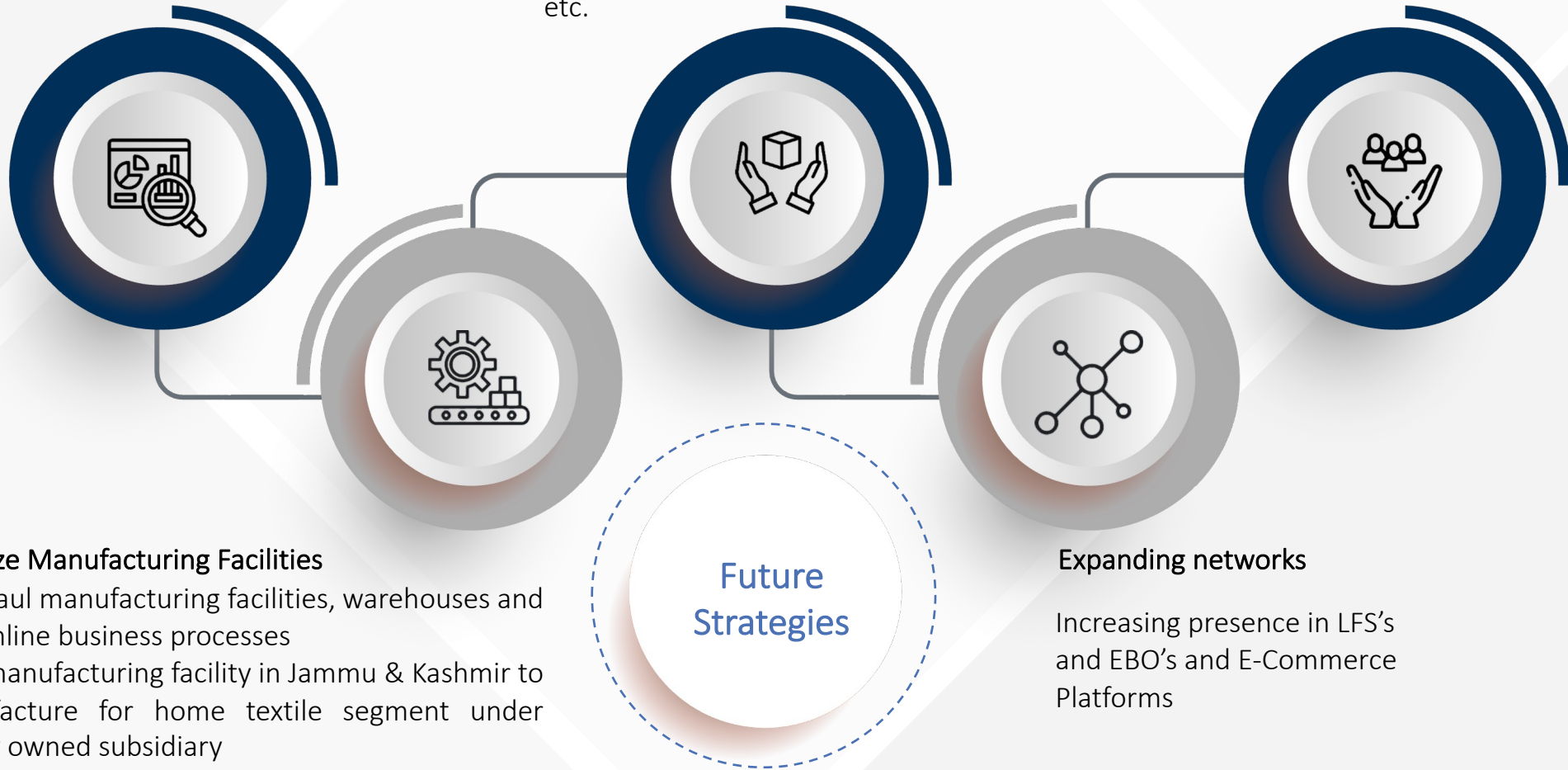
Explore new pockets through deeper penetration in the existing markets

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



Modernize Manufacturing Facilities

- Overhaul manufacturing facilities, warehouses and streamline business processes
- New manufacturing facility in Jammu & Kashmir to manufacture for home textile segment under wholly owned subsidiary

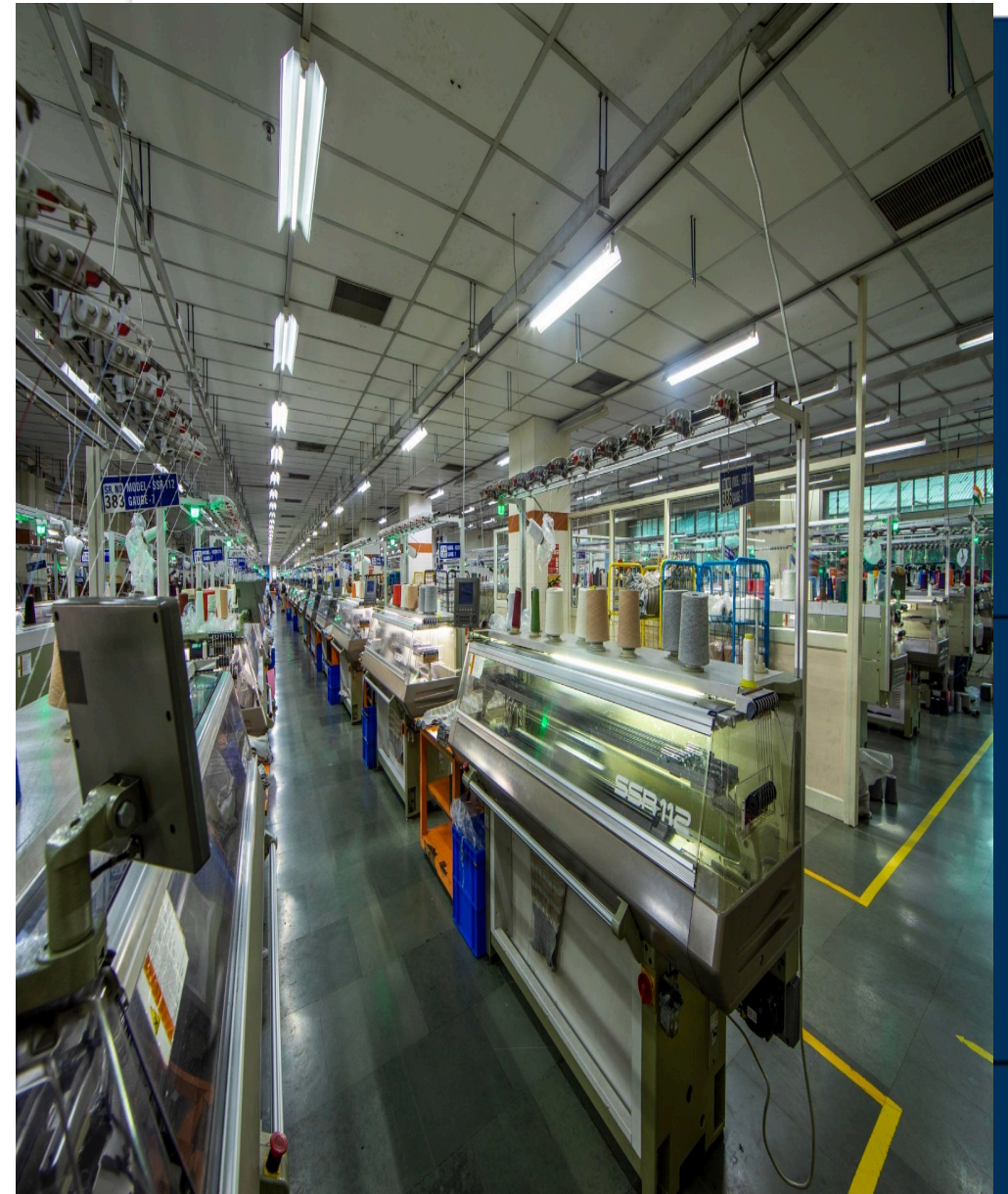
Expanding networks

Increasing presence in LFS's and EBO's and E-Commerce Platforms

Q4-FY23 & FY23

OPERATIONAL

Highlights



Financial Highlights

Q4-FY23 Consolidated Financial Highlights

Revenue INR 2,367 Mn +45.7% YoY	EBITDA* INR 323 Mn +43.6% YoY	EBITDA Margin 13.65% (20) Bps YoY
PAT INR 198 Mn +54.7% YoY	PAT Margin 8.37% +49 Bps YoY	Diluted EPS INR 9.56 +55.4% YoY

Q4-FY23 Standalone Financial Highlights

Revenue INR 2,367 Mn +45.7% YoY	EBITDA* INR 325 Mn +43.8% YoY	EBITDA Margin 13.73% (18) Bps YoY
PAT INR 200 Mn +55.0% YoY	PAT Margin 8.45% +51 Bps YoY	Diluted EPS INR 9.66 +55.8% YoY

FY23 Consolidated Financial Highlights

Revenue INR 11,177 Mn +23.6% YoY	EBITDA* INR 2,177 Mn +20.7% YoY	EBITDA Margin 19.48% (46) Bps
PAT INR 1,325 Mn +16.3% YoY	PAT Margin 11.85% (75)Bps	Diluted EPS INR 63.92 +16.3% YoY

FY23 Standalone Financial Highlights

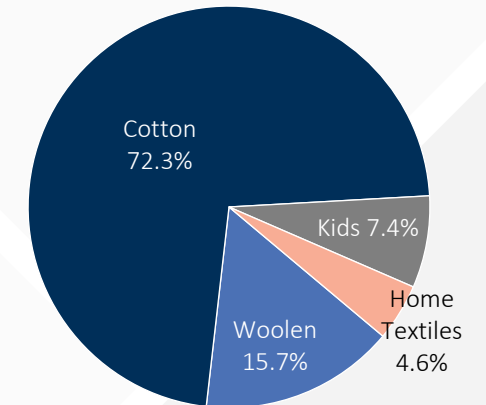
Revenue INR 11,177 Mn +23.6% YoY	EBITDA* INR 2,179 Mn +20.8% YoY	EBITDA Margin 19.50% (45) Bps
PAT INR 1,327 Mn +16.4% YoY	PAT Margin 11.87% (74) Bps	Diluted EPS INR 64.03 +16.4% YoY

* Excluding Other Income

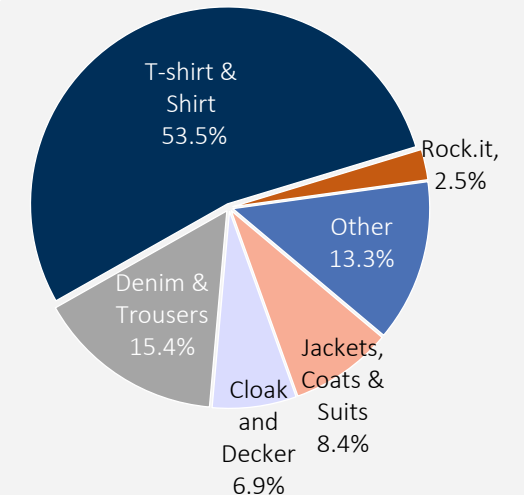
Q4-FY23 Operational Highlights

- Revenue growth is primarily attributed to strong sales in summer categories of T-Shirts, Denim and Trousers and Jackets
- Higher number of EBO's and MBO's selling the company's products have also contributed to sales growth
- The company has also increased its presence in southern and western states

Q4-FY23 Segmental Sales

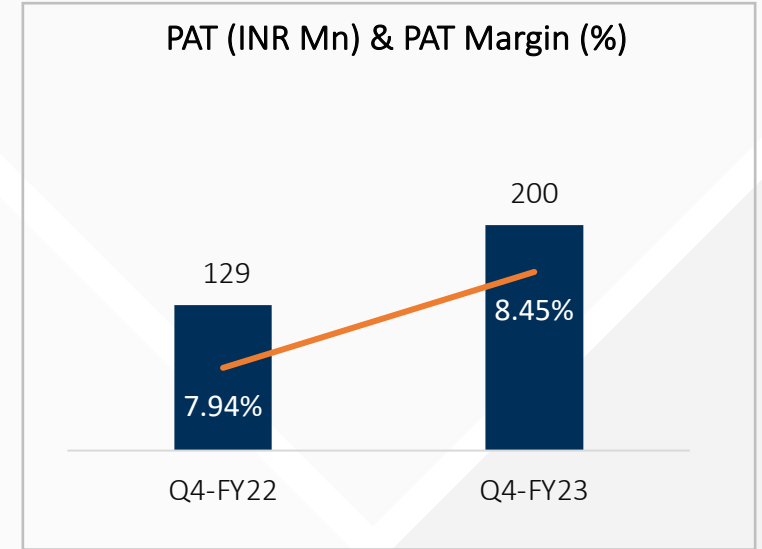
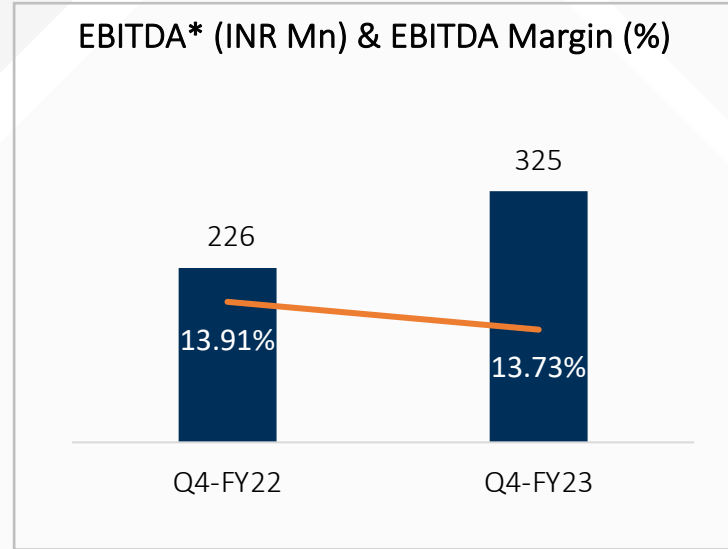
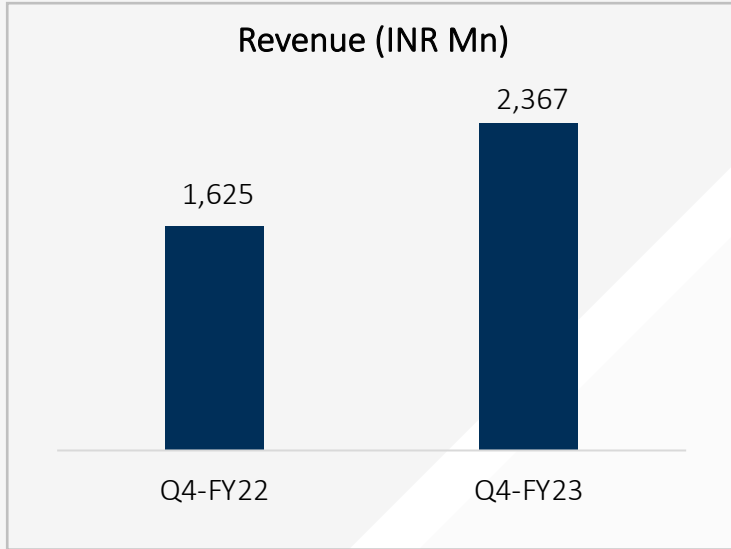


Q4-FY23 Cotton Segment Bifurcation

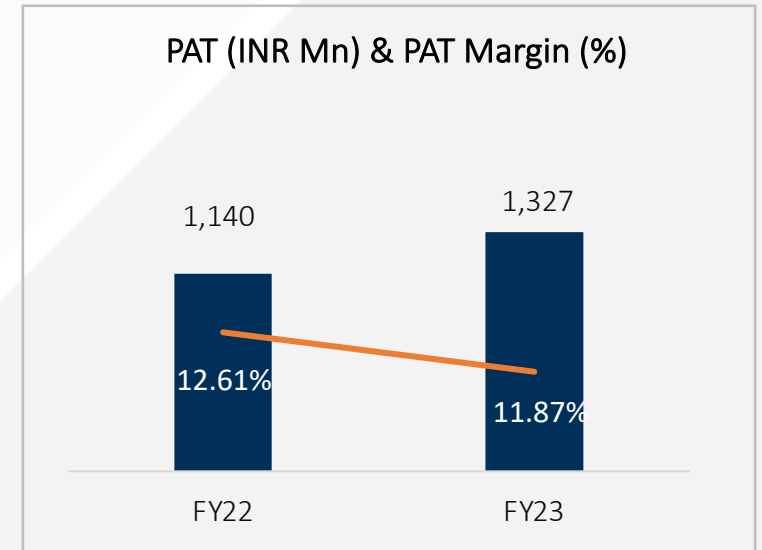
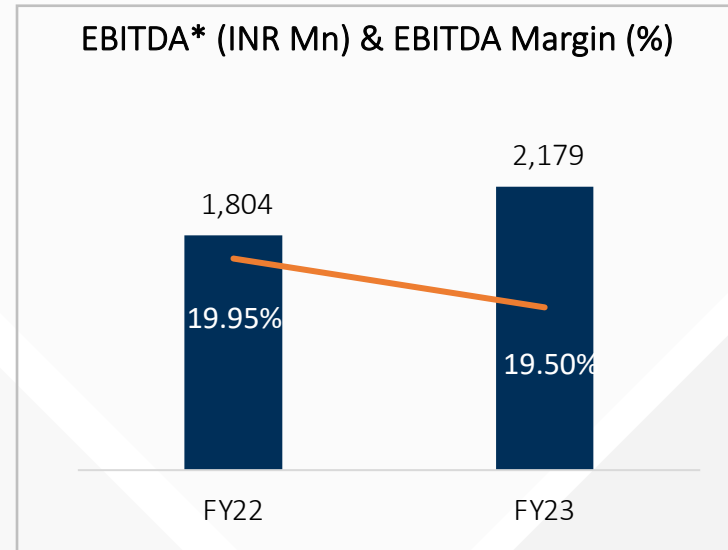
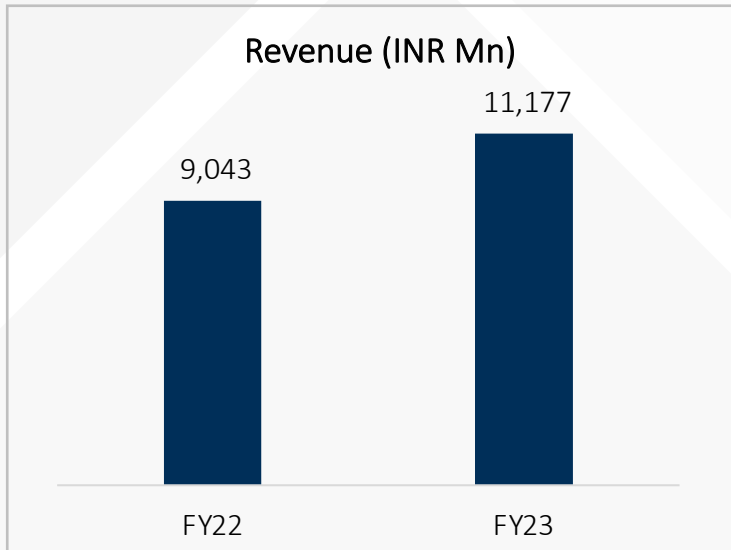


Standalone Financial Performance

QUARTERLY



ANNUAL



* Excluding Other Income

Segmental Revenues

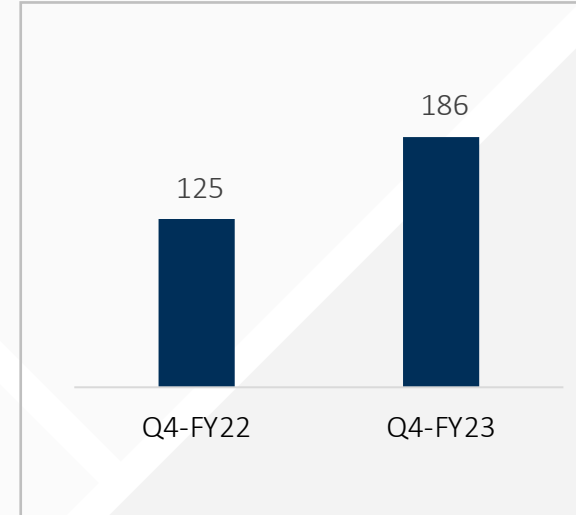
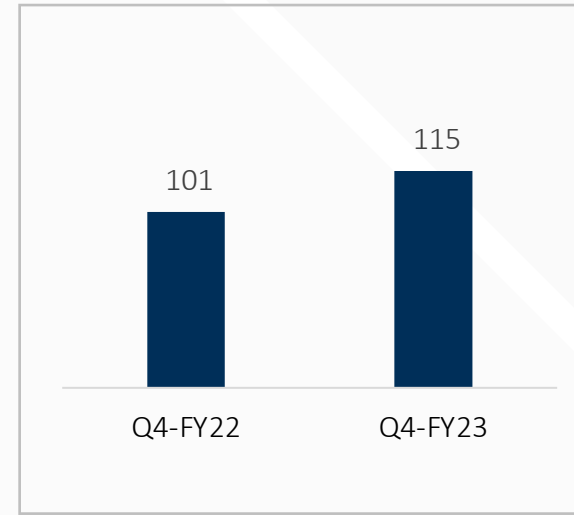
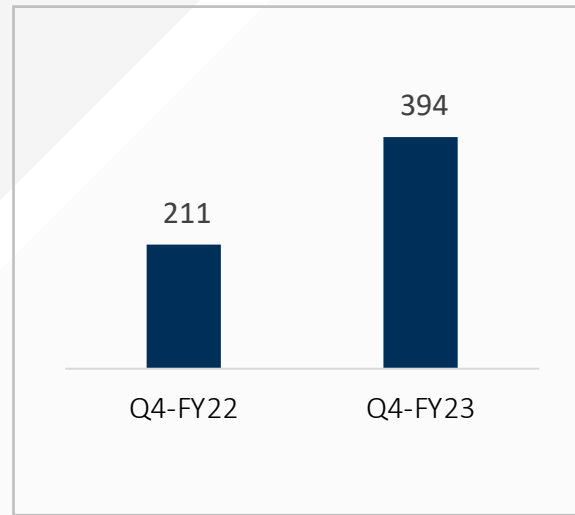
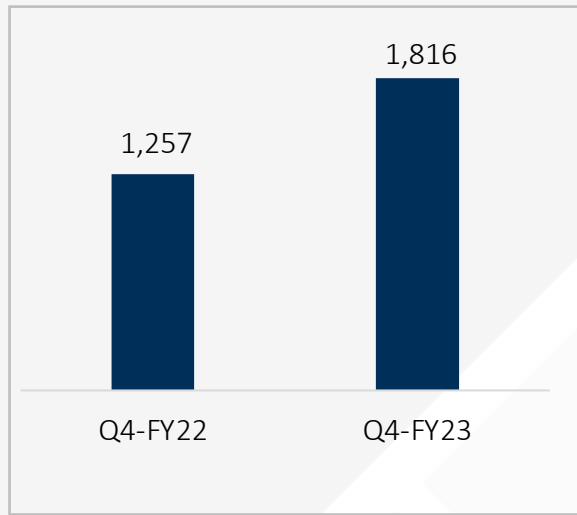
Cotton (INR Mn)

Woollen (INR Mn)

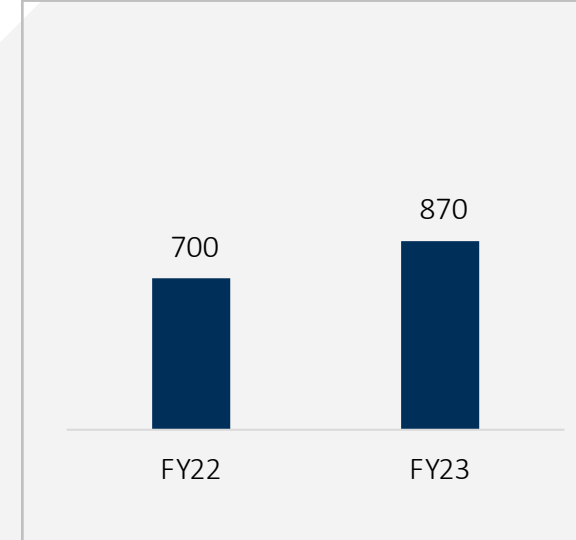
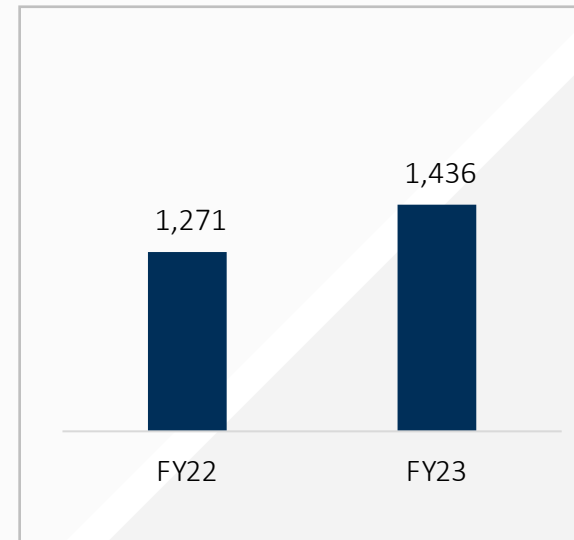
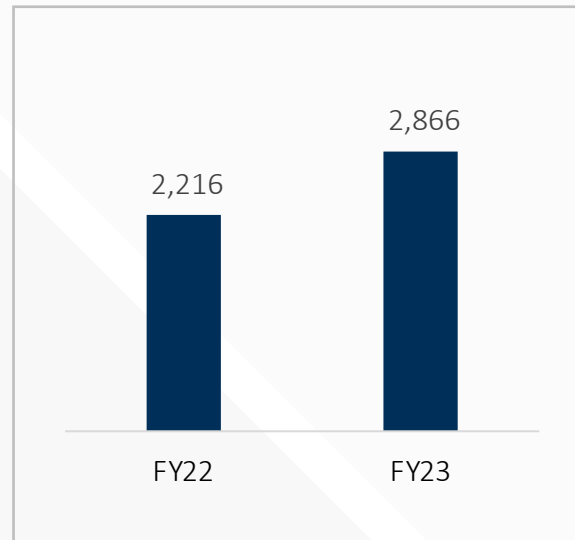
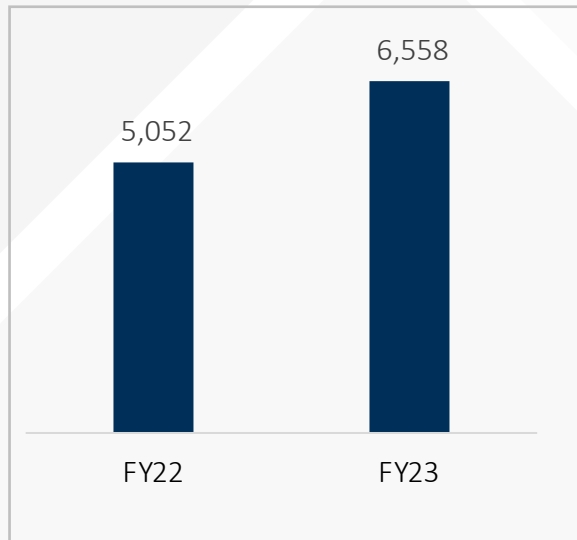
Home Textile (INR Mn)

Kids (INR Mn)

QUARTERLY



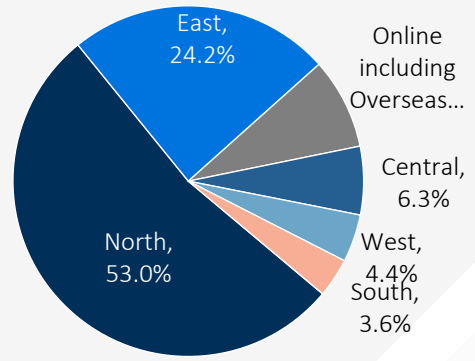
ANNUAL



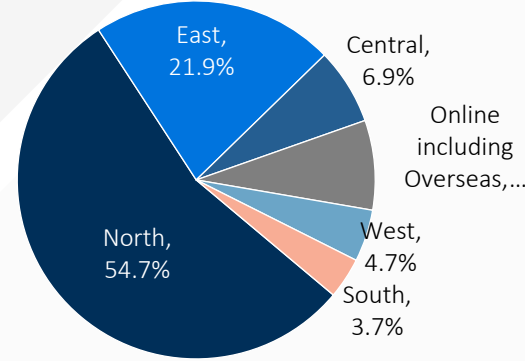
Quarterly and Annual Revenue Breakup

Revenue by Region

Q4-FY22 - INR 1,694 Mn

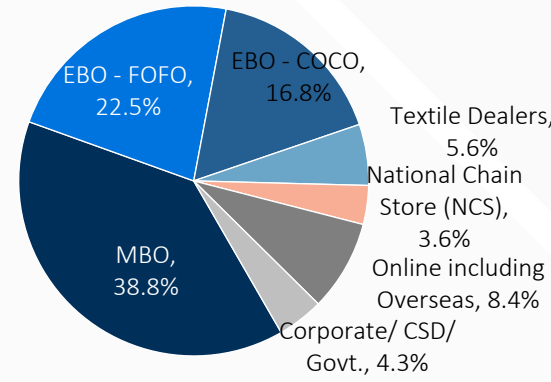


Q4-FY23 - INR 2,511 Mn

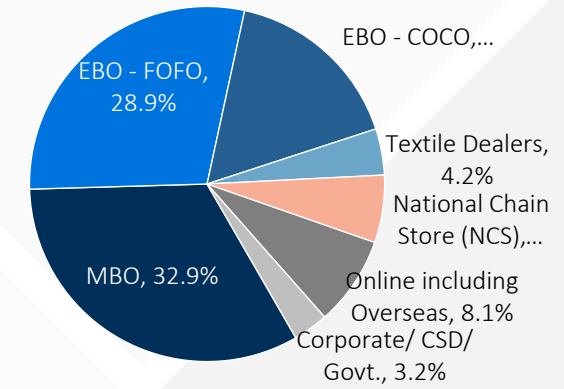


Revenue by Channel

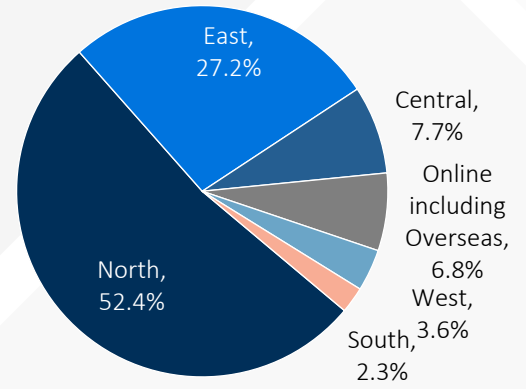
Q4-FY22 - INR 1,694 Mn



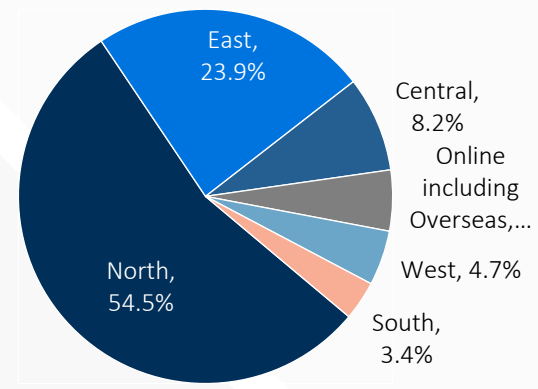
Q4-FY23 - INR 2,511 Mn



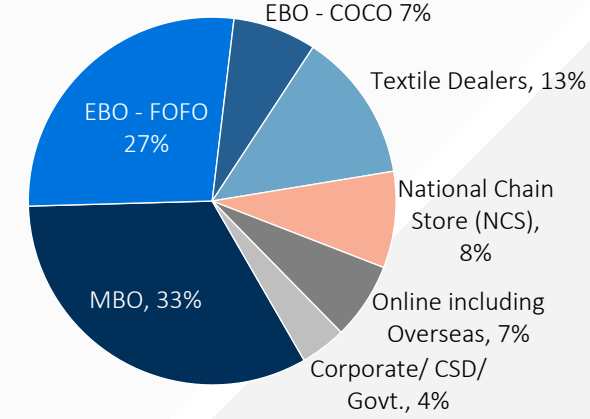
FY22 - INR 9,239 Mn



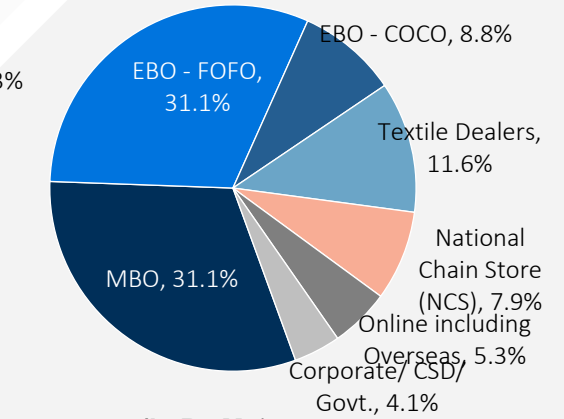
FY23 - INR 11,730 Mn



FY22 - INR 9,239 Mn



FY23 - INR 11,730 Mn



Particulars

Garments & Textile sale		
Misc. sale & Ind AS Adjustments & OP revenue		
Sale as per Financials		

(In Rs Mn)

	YTD Mar'23	YTD Mar'22
Garments & Textile sale	11,730.30	9,239.19
Misc. sale & Ind AS Adjustments & OP revenue	- 553.15	- 195.98
Sale as per Financials	11,177.15	9,043.21

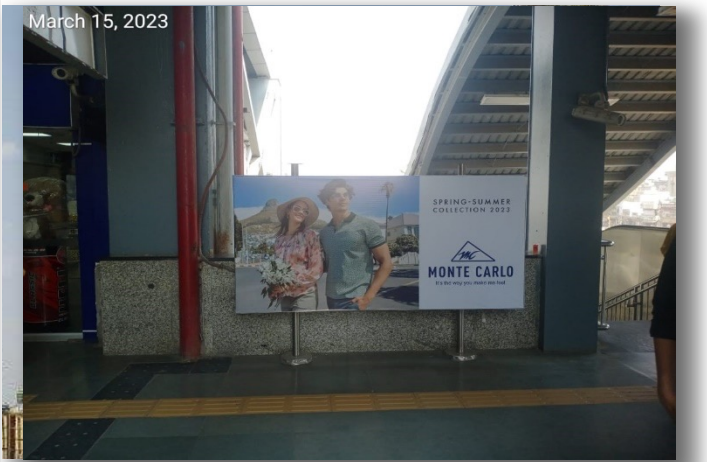
Particulars

Garments & Textile sale		
Misc. sale & Ind AS Adjustments & op revenue		
Sale as per Financials		

(In Rs Mn)

	Q4 FY23	Q4 FY22
Garments & Textile sale	2,510.88	1,694.05
Misc. sale & Ind AS Adjustments & op revenue	-143.71	- 69.38
Sale as per Financials	2,367.17	1,624.67

Q4-FY23 Marketing Highlights



Q4-FY23 New Store Launches



Quarterly Standalone Financial Performance

Particulars (INR Mn)	Q4-FY23	Q4-FY22	Y-O-Y
Revenue from Operations	2,367	1,625	45.7%
Operating Expenses	2,042	1,399	46.0%
EBITDA	325	226	43.8%
<i>EBITDA Margin (%)</i>	13.73%	13.91%	(18) Bps
Other Income	77	80	(3.8)%
Depreciation	131	100	31.0%
Finance Cost	54	42	28.6%
PBT	217	164	32.3%
Tax	17	35	(51.4)%
PAT	200	129	55.0%
<i>PAT Margin (%)</i>	8.45%	7.94%	51 Bps
Other Comprehensive Income	(18)	(30)	40.0%
Total Comprehensive Income	182	99	83.8%
Basic/Diluted EPS (INR)	9.66	6.20	55.8%

Annual standalone Income Statement

Particulars (INR Mn)	FY23	FY22	Y-o-Y
Operational Revenue	11,177	9,043	23.6%
Operating Expenses	8,998	7,239	24.3%
EBITDA	2,179	1,804	20.8%
<i>EBITDA Margins (%)</i>	<i>19.50%</i>	<i>19.95%</i>	<i>(45) Bps</i>
Other Income	208	252	(17.5%)
Depreciation	418	373	12.1%
Finance Cost	245	157	56.1%
PBT	1724	1,526	13.0%
Tax	397	386	2.8%
PAT	1,327	1,140	16.4%
<i>PAT Margins (%)</i>	<i>11.87%</i>	<i>12.61%</i>	<i>(74) Bps</i>
Other Comprehensive Income	(18)	4	N/A
Total Comprehensive Income	1,309	1,144	14.4%
Diluted EPS (INR)	64.03	55.00	16.4%

Quarterly Consolidated Financial Performance

Particulars (INR Mn)	Q4-FY23	Q4-FY22	Y-O-Y
Revenue from Operations	2,367	1,625	45.7%
Operating Expenses	2,044	1,400	46.0%
EBITDA	323	225	43.6%
<i>EBITDA Margin (%)</i>	<i>13.65%</i>	<i>13.85%</i>	<i>(20) bps</i>
Other Income	77	80	(3.8)%
Depreciation	131	100	31.0%
Finance Cost	54	42	28.6%
PBT	215	163	31.9%
Tax	17	35	(51.4)%
PAT	198	128	54.7%
<i>PAT Margin (%)</i>	<i>8.37%</i>	<i>7.88%</i>	<i>49 bps</i>
Other Comprehensive Income	(18)	(29)	(37.9)%
Total Comprehensive Income	180	99	81.8%
Basic/Diluted EPS (INR)	9.56	6.15	55.4%

Annual Consolidated Income Statement

Particulars (INR Mn)	FY23	FY22	Y-o-Y
Operational Revenue	11,177	9,043	23.6%
Operating Expenses	9,000	7,240	24.3%
EBITDA	2,177	1,803	20.7%
<i>EBITDA Margins (%)</i>	<i>19.48%</i>	<i>19.94%</i>	<i>(46) Bps</i>
Other Income	208	252	(17.5)%
Depreciation	418	373	12.1%
Finance Cost	245	157	56.1%
PBT	1,722	1,525	12.9%
Tax	397	386	2.8%
PAT	1,325	1,139	16.3%
<i>PAT Margins (%)</i>	<i>11.85%</i>	<i>12.60%</i>	<i>(75) Bps</i>
Other Comprehensive Income	(19)	4	N/A
Total Comprehensive Income	1,306	1,143	14.3%
Diluted EPS (INR)	63.92	54.95	16.3%

MONTE CARLO 

FINANCIAL *Overview*



Historical Standalone Income Statement

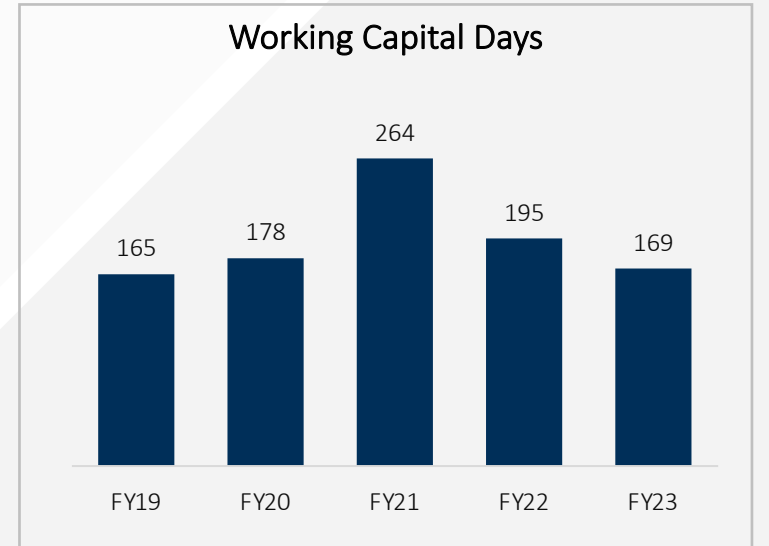
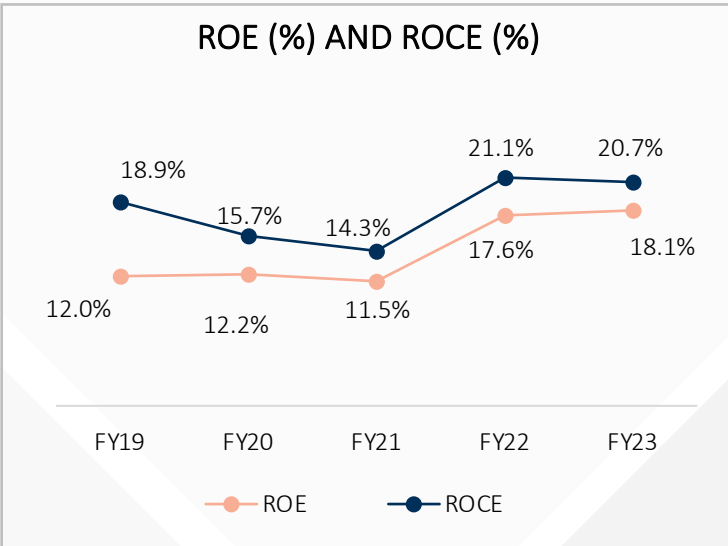
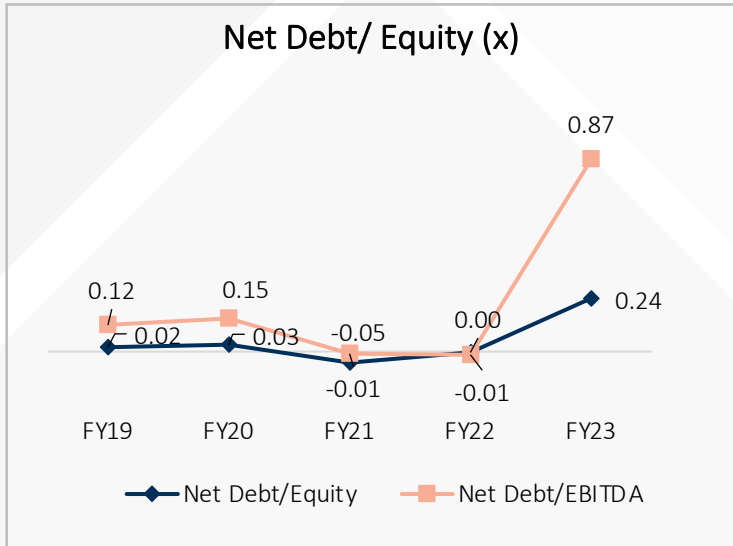
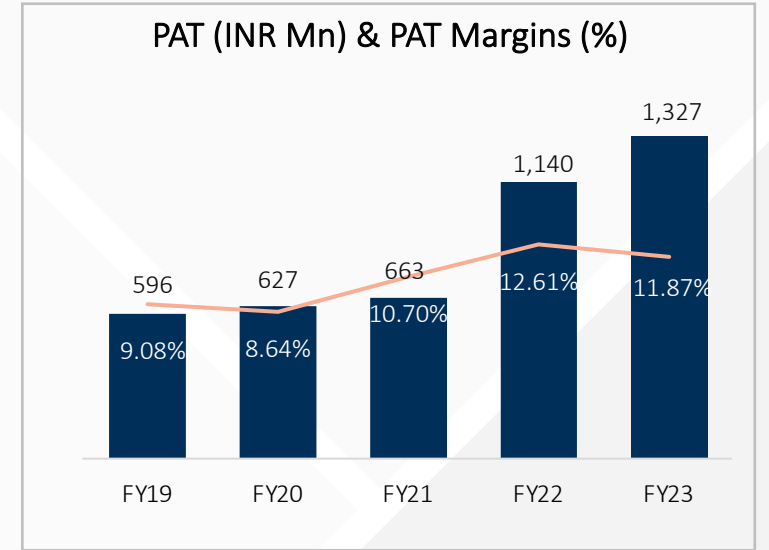
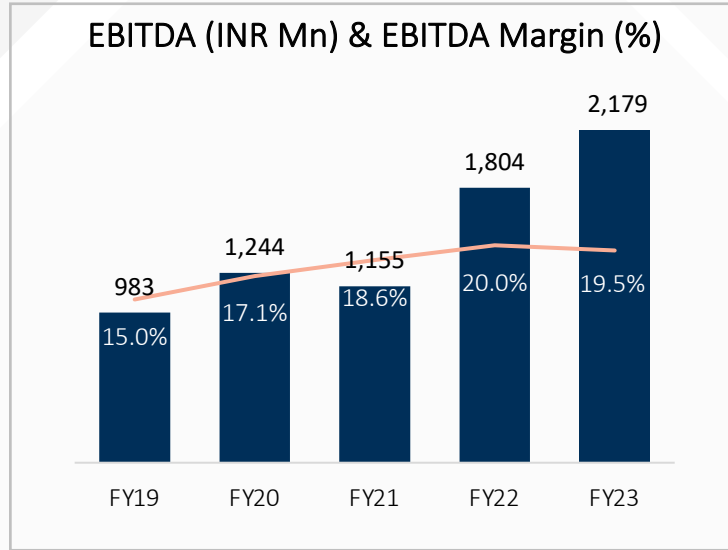
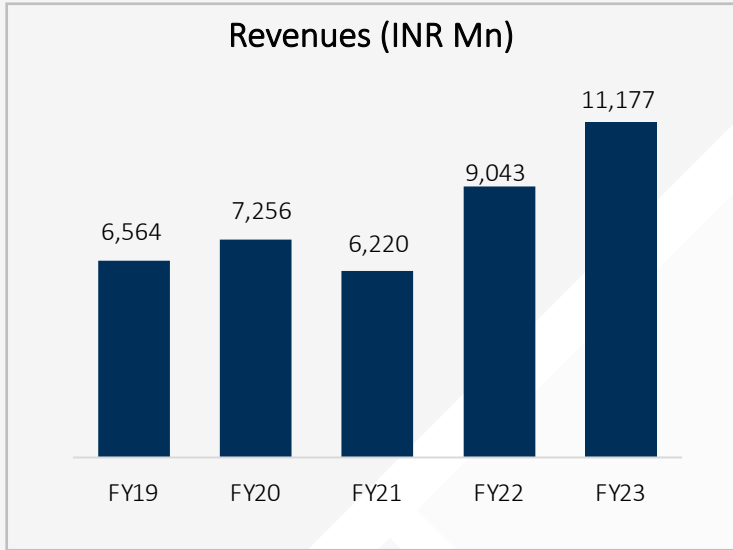
Particulars (INR MN)	FY21	FY22	FY23
Revenue from operations	6,220	9,043	11,177
Expenses	5,065	7,239	8,998
EBITDA	1,155	1,804	2,179
<i>EBITDA Margins (%)</i>	<i>18.57%</i>	<i>19.95%</i>	<i>19.50%</i>
Depreciation	342	252	208
Finance Cost	135	373	418
Other Income	202	157	245
PBT	880	1,526	1724
Tax	217	386	397
Profit after Tax	663	1,140	1,327
<i>PAT Margins (%)</i>	<i>10.66%</i>	<i>12.61%</i>	<i>11.87%</i>
Other Comprehensive Income	30	4	(18)
Total Comprehensive Income	693	1,144	1309
Diluted EPS (INR)	31.98	55.00	64.03

Historical Standalone Balance Sheet

Particulars (INR MN)	FY21	FY22	FY23
ASSETS			
Non-Current Assets			
Property, Plant & Equipment	1,493	1,531	1,554
Right – of – use Assets	752	784	1,181
Capital Work in progress	-	13	194
Intangible Assets	4	4	74
Intangible Assets under Development	12	18	0
Financial Assets			
(i)Investments	39	544	725
(ii)Other Financial assets	158	73	366
Income Tax assets (net)	-	25	24
Deferred tax assets (net)	91	129	223
Other Non- Current Assets	25	32	11
Total Non- Current Assets	2,574	3,153	4,352
Current Assets			
Inventories	2,015	2,891	4,604
Financial Assets			
(i)Investments	1,736	1,631	1,701
(ii)Trade Receivables	2,295	2,599	3,802
(iii)Cash and Cash Equivalents	4	4	6
(iv)Other Bank Balances	403	476	130
(v) Loans	6	4	6
(vi) Other Financial Assets	36	77	128
Other Current Assets	297	332	238
Total Current Assets	6,792	8,013	10,615
TOTAL ASSETS	9,366	11,166	14,967

Particulars (INR Mn)	FY21	FY22	FY23
EQUITY AND LIABILITIES			
Equity			
Share Capital	207	207	207
Other Equity	5,834	6,666	7,560
Total Equity	6,041	6,873	7,767
Non-Current Liabilities			
Financial Liabilities			
(i)Borrowings	117	83	27
(ii)Lease Liability	720	741	1,112
(iii)Other Financial Liabilities	186	230	308
Other Non-Current Liabilities	10	27	308
Provisions	-	-	9
Total Non-Current Liabilities	1,033	1,081	1,764
Current Liabilities			
Financial Liabilities			
(i)Borrowings	185	601	1,993
(ii) Lease Liabilities	116	132	183
(iii)Trade Payables			
(a) MSME	9	2	8
(b) Other than MSME	1,378	1,384	1931
(iv) Other Financial Liabilities	473	201	182
Other Current Liabilities	116	708	933
Current Tax Liabilities (Net)	6	117	104
Provisions	9	67	102
Total Current Liabilities	2,292	3,212	5,436
TOTAL EQUITY AND LIABILITIES	9,366	11,166	14,967

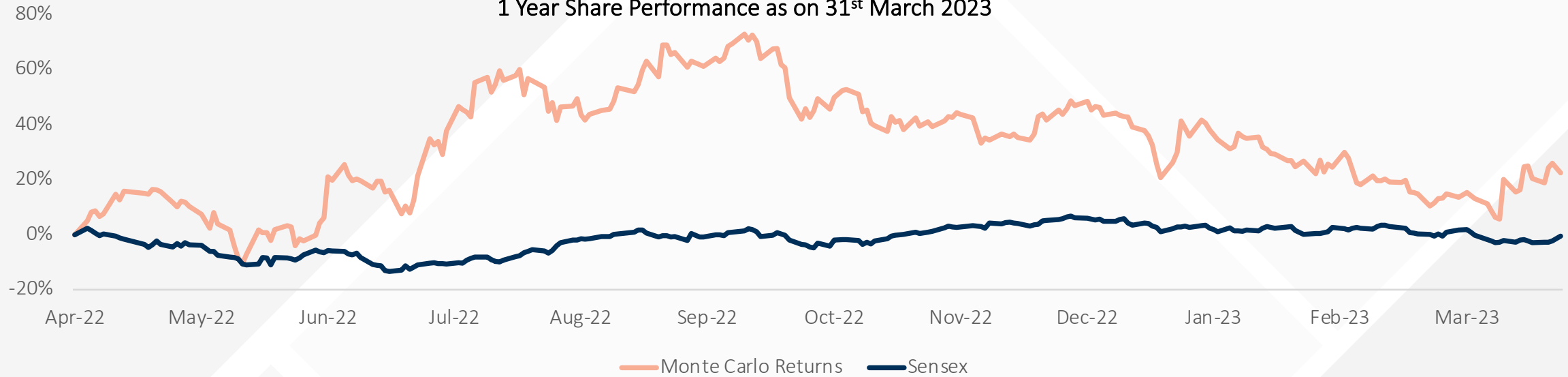
Standalone Financial Performance



* Excluding Other Income

Capital Market Information

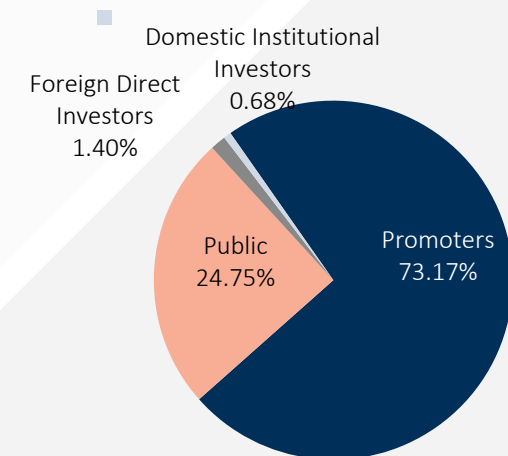
1 Year Share Performance as on 31st March 2023



Price Data (As on 31st March, 2023)

Face Value	10.0
CMP	623.1
52 Week H/L	907.6/424.9
Market Cap (INR Mn)	12,918.2
No. of Share outstanding (Mn)	20.7
Avg. Trading Volume ('000)	107.4

Share Holding Pattern (31st March 2023)



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