

Carysil Limited

Investor Presentation
Q1FY26 (August'25)



INSPIRING **GROWTH**

- ▶ BRAND DEVELOPMENT
- ▶ TALENT ACQUISITION

- ▶ INNOVATION
- ▶ GLOBALISATION

- ▶ DIVERSIFICATION
- ▶ EXPANSION

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Mr. Chirag Parekh, Chairman & Managing Director



"We are pleased with our performance in Q1FY26, with total income increased by 12.3% YoY to Rs 227.3 cr. EBITDA margins expanded by 112 bps to 19.4% on a YoY basis due to the stabilisation of raw material and freight costs, along with our ongoing initiatives for cost improvement and increased capacity utilisation.

We have participated in IKEA's Global RFQ and secured the award. To expand this partnership, signed a purchase agreement and will invest Rs ~20 cr in moulds, machinery, and infrastructure to cater to IKEA's global (non-U.S.) quartz kitchen sink requirements. This expansion reaffirms our commitment to strengthening our business relationship with IKEA and leveraging our manufacturing expertise to serve global markets.

In the stainless steel sink segment, we have received a good response from big brands for OEM manufacturing, which will create a significant opportunity for expansion in the domestic and international market.

In light of the dynamic geopolitical environment, we are actively engaging with customers to provide necessary support for strengthening our business relationships.

We are working out on robust business plan to increase our domestic business from current level to Rs 500 cr over the medium term to strengthen our position in domestic market. These strategic initiatives reaffirm our commitment to sustainable growth, operational excellence, and delivering long-term value."

Total Income*

Rs 227.3 cr



12.3% YoY

EBITDA

Rs 44.1 cr



19.2% YoY

PAT After MI

RS 22.8 cr



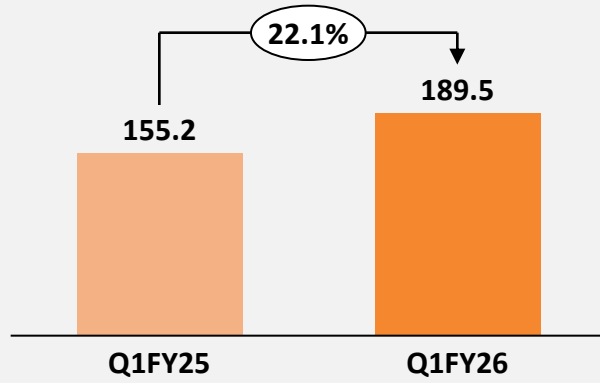
43.9%

- ✓ **Revenue Growth:** Total income increased by 12.3% YoY to Rs 227.3 cr, supported by robust demand in key markets and a stronger order book.
- ✓ **Quartz Sink Momentum:** Strong order inflows reinforce the positive growth trajectory followed by increased capacity utilisation
- ✓ **Strategic Partnership Expansion:** Strengthening partnerships with global brands, which will provide inputs for growth in sink segment
- ✓ **Carysil USA Inc.:** Continued to deliver positive operating performance, with EBITDA of Rs 1.8 cr in Q1 FY26 (vs. Rs 0.4 cr last year). PAT remained marginally negative at Rs 0.8 cr, with expected to be PAT Positive by end of the year
- ✓ **Strengthened Leadership:** Appointment of Mr. Pavankumar Palkar as Chief Sales Officer for the domestic business to accelerate market penetration and growth.
- ✓ **Operational Efficiency:** Capacity utilisation stood at 75% for Quartz sinks and 95% for Stainless Steel sinks, underscoring strong manufacturing efficiency
- ✓ **Debt Position:** Gross debt as on 30th June'25 stood at Rs 238 cr

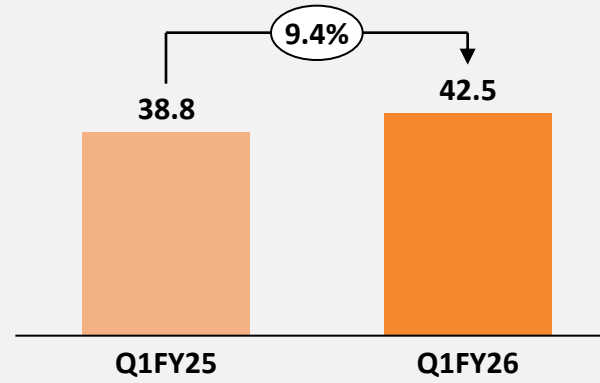
Consistent Growth

(Units in '000)

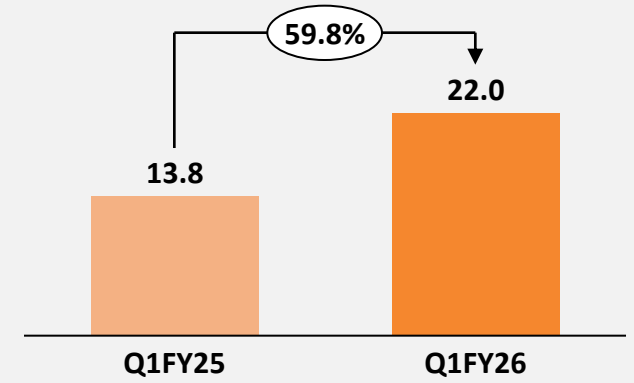
Quartz Sink Volumes



Steel Sink

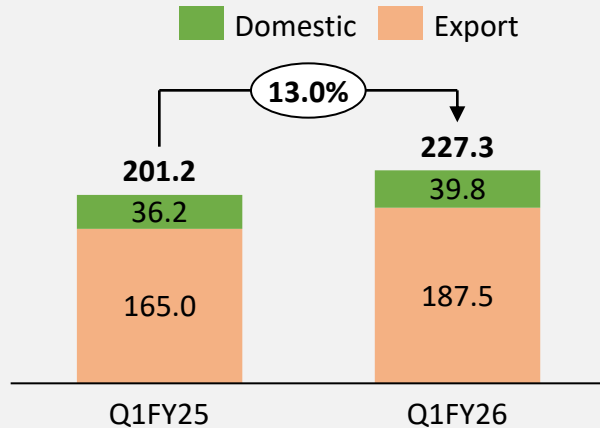


Kitchen Appliances & Others#

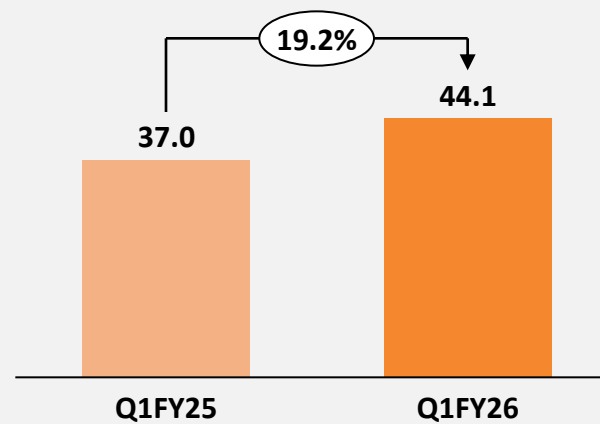


Rs. Crores

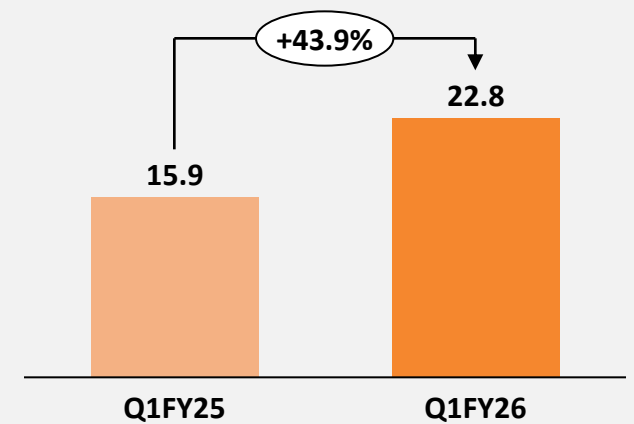
Total Income*



EBITDA



PAT After MI

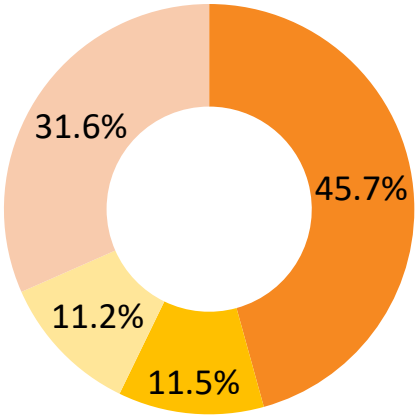


#Kitchen Appliances & Others: Includes FWD/Faucets, Sternhagen, tiles & Others

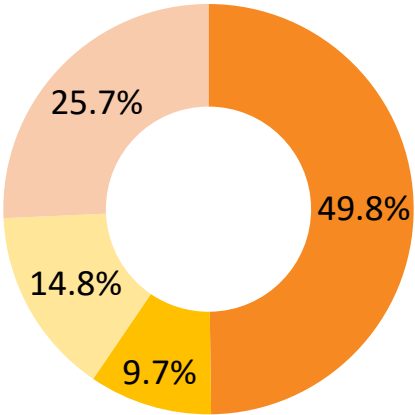
*Includes gain / (loss) on Foreign Exchange

Product-wise Revenue

Q1FY25



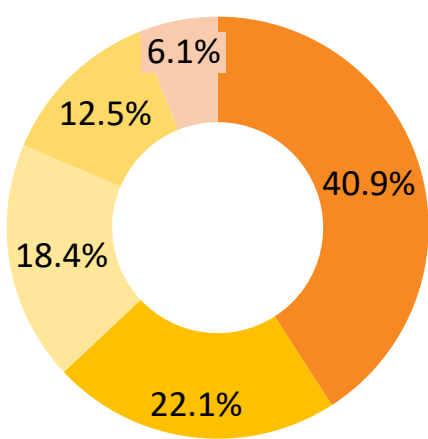
Q1FY26



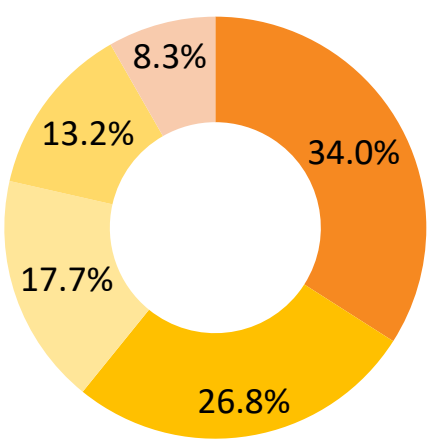
Quartz sink Appliances and others
Steel sink Surfaces

Geography-wise Revenue

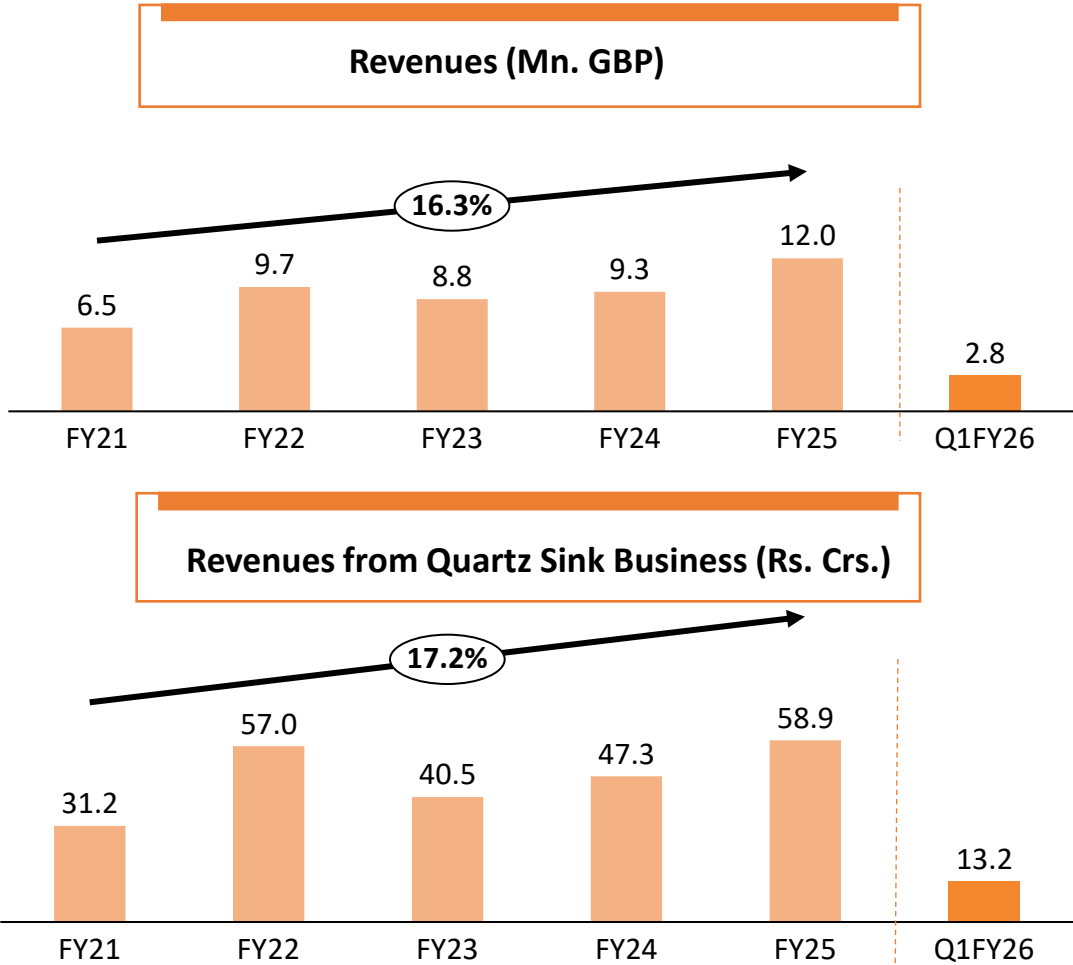
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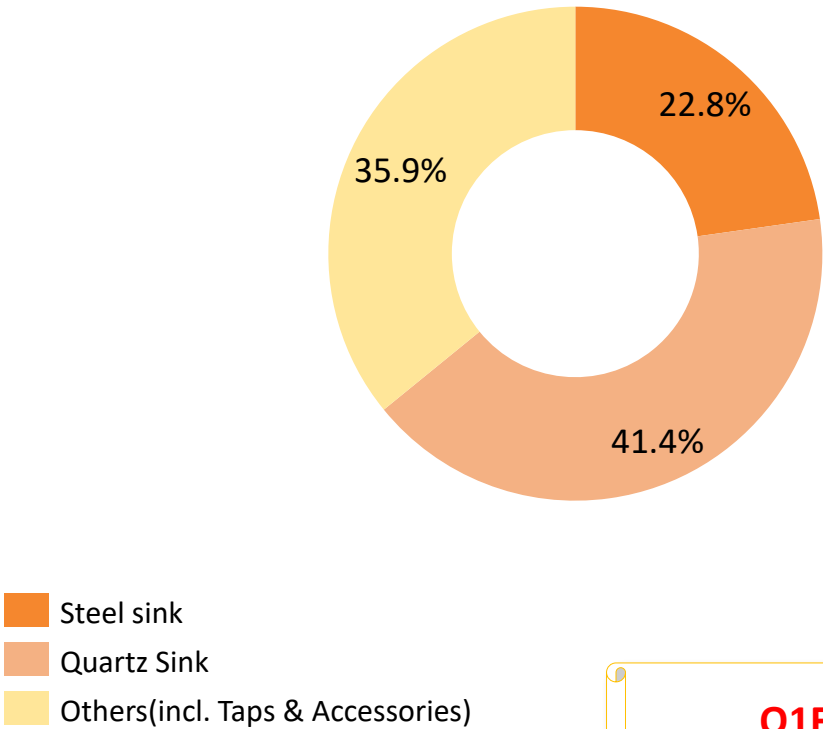
Q1FY26



UK India ROW
USA Europe



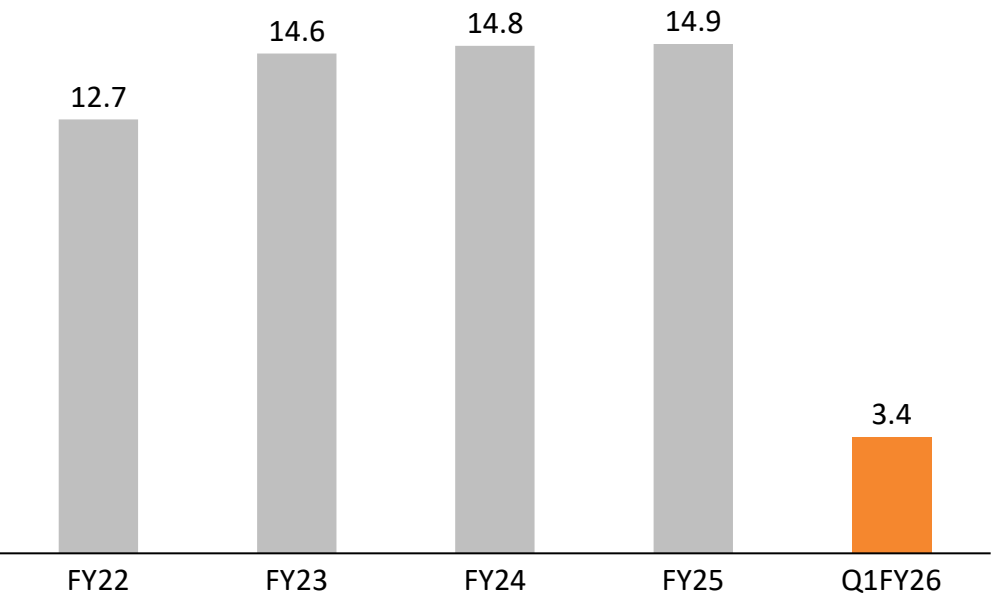
Products sold under Carysil Products Ltd.



Q1FY26

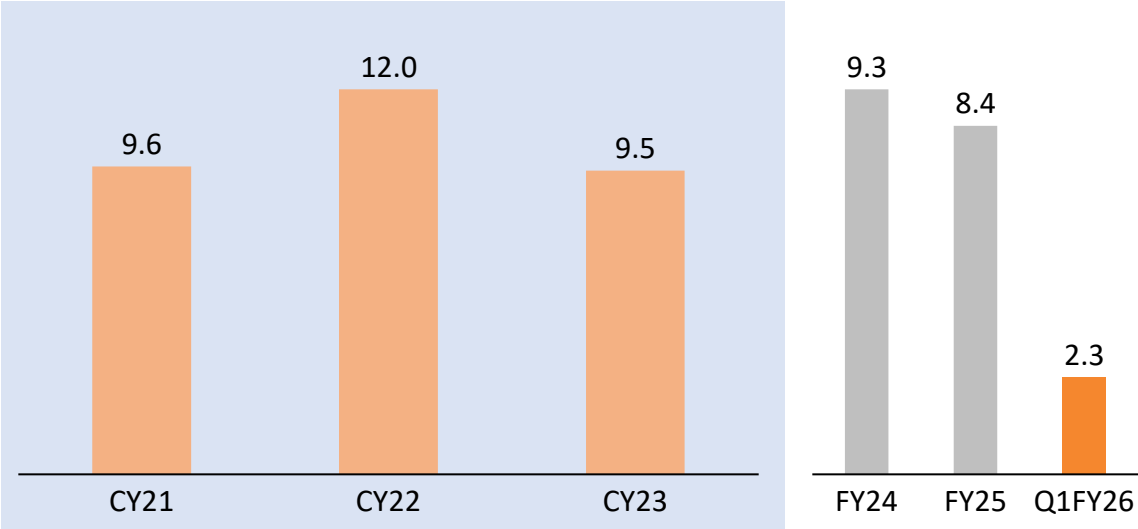
Carysil Surfaces Limited

Revenues (Mn. GBP)



United Ganite LLC

Revenues (Mn. \$)



Access to technology for kitchen top manufacturing of hard surfaces such as quartz, Marble and Porcelain slabs

Consolidated Profit & Loss Statement

Particulars (Rs. Crs.)	Q1FY26	Q1FY25	Y-o-Y	Q4FY25	Q-o-Q	FY25
Revenue	227.0	201.2	12.8%	204.2	11.2%	815.6
Gain / (Loss) on Foreign Exchange	0.3	1.1		0.9		4.4
Total Income	227.3	202.3	12.3%	205.1	10.8%	819.9
Raw Material	107.6	94.0		93.6		377.0
Employee Expenses	22.2	18.8		20.0		79.4
Other Expenses	53.3	52.5		55.6		221.8
EBITDA	44.1	37.0	19.2%	35.8	23.2%	141.7
EBITDA Margin (%)	19.4%	18.3%		17.5%		17.3%
Other Income	1.0	0.3		1.4		5.5
Depreciation	9.4	8.6		8.2		35.9
EBIT	35.7	28.7	24.5%	29.0	23.0%	111.3
EBIT Margin (%)	15.7%	14.2%		14.1%		13.6%
Finance Cost	5.3	6.1		5.4		23.4
Profit Before Tax	30.3	22.6	34.5%	23.6	28.6%	87.9
Tax	7.4	6.7		4.8		23.5
Profit After Tax	22.9	15.9	44.5%	18.8	21.7%	64.3
PAT After Tax Margin(%)	10.1%	7.8%		9.2%		7.8%
MI	0.1	0.0		0.2		0.6
PAT After MI	22.8	15.9	43.9%	18.6	22.8%	63.7
PAT After MI Margin(%)	10.0%	7.8%		9.1%		7.8%

Standalone Profit & Loss Statement

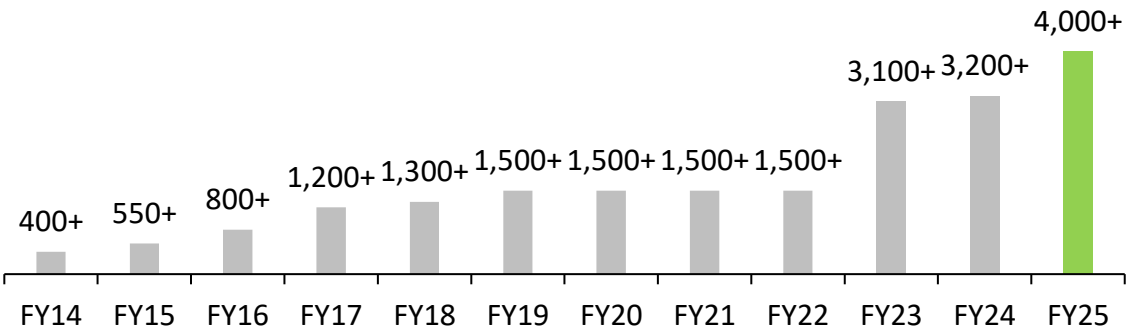
Particulars (Rs. Crs.)	Q1FY26	Q1FY25	Y-o-Y	Q4FY25	Q-o-Q	FY25
Revenue	124.9	100.5	24.3%	108.7	14.9%	420.3
Gain / (Loss) on Foreign Exchange	0.4	1.0		0.9		4.2
Total Income	125.3	101.5	23.4%	109.6	14.3%	424.5
Raw Material	55.6	41.7		43.6		174.5
Employee Expenses	11.0	9.4		10.0		40.2
Other Expenses	30.3	29.6		33.7		130.9
EBITDA	28.4	20.8	36.4%	22.3	27.1%	78.9
EBITDA Margin (%)	22.6%	20.5%		20.3%		18.6%
Other Income	2.3	1.0		2.4		9.0
Depreciation	7.1	6.4		7.0		26.9
EBIT	23.6	15.4	53.2%	17.7	33.2%	61.1
EBIT Margin (%)	18.8%	15.2%		16.1%		14.4%
Finance Cost	2.8	2.9		2.8		11.9
Profit Before Tax	20.7	12.5	66.4%	14.9	39.1%	49.2
Tax	5.4	3.2		3.7		12.3
Profit After Tax	15.3	9.3	65.4%	11.2	37.2%	36.9
PAT After Tax Margin(%)	12.2%	9.1%		10.2%		8.7%

With a strong focus on the domestic market, we are increasing our penetration domestically by expansion in dealer network pan India. Expanded dealer network to over 4,000 dealers

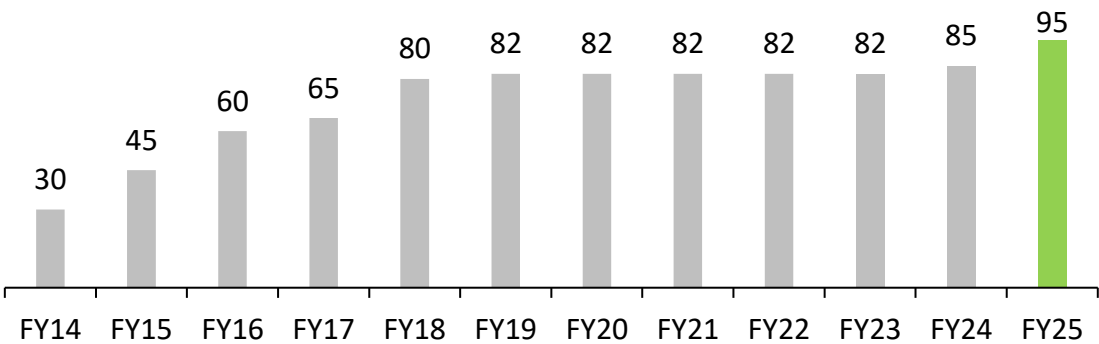
Chirag Parekh, Chairman & Managing Director

“With a strong belief in the country’s potential and India’s growth story, we have deepened our roots by expanding our product portfolio, building brands, and increasing touch points. We are firmly focused on our branded business in India to capture the aspirations of the New India”

Dealer Network



Distributor Network



Ahmedabad



Pune



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