Carysil Ltd — Apr 2026 Quarterly Analysis

1. VERDICT & BUSINESS QUALITY SNAPSHOT

Result: Reinforcing Strategic Pivot (No Financials in PPT) **One-line:** The thesis of Carysil evolving from a commoditized sink manufacturer to a high-tech, integrated kitchen-hub provider is reinforced by the "Carysil 2.0" product expansion into technology-led faucets (Magic 6-in-1) and integrated stainless steel worktops.

Dimension	This Quarter	Signal / Evidence	Sentiment
Beat/Miss vs Prior Quarter	Strategic Reinforcement	Launch of RO Tech and "Magic 6-in-1" faucets aligns with "Carysil 2.0" roadmap.	□
Earnings Quality	Not in document	No financial data provided in the current presentation snippet.	□
Guidance Confidence	Strong	Management is executing on the product diversification promised in the Q3 FY26 summit.	□
Management Credibility	Strong	Historically met volume targets; now delivering on "integrated kitchen" product launches.	□
Business Quality Signal	Improving	Pivot from "Surfaces" to "In-Kitchen Tech" (RO/Faucets) increases product stickiness and ASP.	□
Key Q&A Exchange	N/A — no concall	Investor presentation only.	□
The Street's Primary Anxiety	Product Concentration	Management is addressing this by expanding into Faucets, RO Tech, and SS Worktops.	□
Capital Cycle Stage	Growth / Expansion	Aggressive new product launches alongside previously announced capacity expansions.	□
Margin Trajectory	Improving (Expected)	High-tech faucets and integrated worktops typically command higher margins than basic sinks.	□
Pricing Power	Expanding	Shifting toward "German Engineered" branding and patented tech (Magic 6-in-1).	□
FCF Conversion & Quality	Strong (Historical)	H1 FY26 CFO/PAT was 1.4x; new product development appears R&D focused.	□
Competitive Moat Signals	Widening	Integration of RO technology into faucets creates a unique "In-Kitchen" health-tech niche.	□
Balance Sheet Strength	Adequate	Prior Q3 debt reduction (□228 Cr) provides headroom for "Carysil 2.0" marketing.	□
Working Capital Efficiency	Stable	Inventory risk is mitigated by the diverse product range (Faucets vs. Sinks).	□
Mgmt Guidance Track Record	Reliable	Consistent delivery on "China+1" and OEM (Smeg) strategy.	□
Key Vulnerability	Execution Risk	Scaling multiple new high-tech product lines simultaneously across global markets.	□
Management Tone	Aggressive / Visionary	Presentation focus on "Disrupting the market" and "Scaling with Technology."	□

Sentiment: □Positive

Key Takeaways (Positives & Negatives): * **Positives:** The presentation confirms the rollout of **"Carysil 2.0"**, specifically targeting the premium Indian market with RO-integrated faucets and Magic 6-in-1 technology. This diversification reduces reliance on the US/UK sink market. The addition of **Stainless Steel Worktops** indicates a move toward higher-order-value kitchen suites, potentially increasing the wallet share per kitchen renovation. * **Negatives:** Financial metrics for the current period are absent from this presentation, making it impossible to verify if the strategic expansion is currently accretive to the bottom line or if ad-spend for "Carysil 2.0" is weighing on margins. * **Street Concern:** Analysts were previously worried about the "Surfaces" segment (UK softness); this presentation suggests a pivot toward "In-Kitchen Tech" as a more viable growth engine. * **Watchpoint:** Execution of the April 4th "Carysil 2.0" summit targets, specifically the ability to scale the new faucet and RO tech to hit the □500 Cr domestic revenue goal.

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2. BUSINESS PERFORMANCE

2A. KEY METRICS

DATA SOURCE: Concall not available — Mgmt Commentary absent. Financials not present in current PPT.

Metric	Current Qtr	YoY Change	QoQ Change	Trend	Mgmt Commentary (Strategic)
Revenue (□Cr)	Not in document	↑ (9.6% in Q3)	↓ (7.5% in Q3)	→	Prior trend showed volume-led growth (+27% Quartz).
Gross Profit Margin (%)	Not in document	↑ (227 bps)	↑ (217 bps)	↑	Supported by lower MMA costs ($1.5/kg).
EBITDA (□Cr)	Not in document	↑ (39.6% in Q3)	↓ (12.1% in Q3)	↑	Q3 was impacted by tactical US discounts.
EBITDA Margin %	Not in document	↑ (426 bps)	↓ (90 bps)	↑	9M FY26 was at 20%; target 18-20%.
PAT (□Cr)	Not in document	↑ (68.6% in Q3)	↓ (22.5% in Q3)	↑	Profitability remains high on core volumes.
EPS (□)	Not in document	↑ (68.4% in Q3)	↓ (22.5% in Q3)	↑	9M FY26 EPS at 25.00.
CFO/EBITDA (%)	Not in document	↑	↑	↑	High conversion (H1 FY26: 79%).
Net Debt/Equity (x)	Not in document	↓	↓	↑	De-leveraging trend (0.48x in H1).
Interest Coverage (x)	Not in document	↑	↑	↑	Improved to 7.5x in H1 FY26.
Vol: Quartz (000 units)	Not in document	↑ (27.0% in Q3)	↑ (1.1% in Q3)	↑	Driven by IKEA/Lowe's global rollout.
Vol: Appliances (000 units)	Not in document	↑ (26.0% in Q3)	↓ (33.3% in Q3)	↑	Core focus of "Carysil 2.0" expansion.
Vol: Faucets (000 units)	Not in document	First entry	First entry	↑	New Magic 6-in-1 and RO faucets scaling.
Utilization % (Quartz)	Not in document	↑	↓	↑	100k unit expansion pending for April 2026.
Int'l Revenue Mix	Not in document	→	→	→	80% Export / 20% India (Target: 30%+ India).
Key Raw Material: MMA	Not in document	↓	↓	↑	Stabilized at ~$1.50-$1.60/kg.

2B. SEGMENT BREAKDOWN

Segment	Revenue (□ Cr)*	YoY Growth	Margin	Trend	vs Avg	Key Development
Kitchen Faucets	Not in document	New Segment	High	↑	Above	Launch of Magic 6-in-1 & RO Water faucets.
Kitchen Appliances	Not in document	↑ 13.9%	Improving	↑	Below	Scale-up via Smeg OEM and domestic retail.
SS Kitchen Worktops	Not in document	New Segment	Not stated	↑	In-line	Integrated Stainless Steel Worktops launch.
Quartz Sinks	Not in document	↑ 21.3%	22%+	→	Above	Core volume driver; capacity expanding.
Surfaces (UK/US)	Not in document	↓ 12.5%	35-50%	↓	Below	Softness in UK; pivot to "Hard Surfaces".

**Financials based on Prior Context (Q3 FY26) as current PPT lacks numbers.*

3. MANAGEMENT OUTLOOK & EXECUTION TRACKER

Dimension	Category	Management Target / Claim	Required Run-Rate / Mathematical Feasibility	Historical Delivery	Risk Flag
Guidance	Revenue	□1,000 Cr annual run-rate.	Needs ~□310 Cr in Q4. Current Q3 was □222.6 Cr. Very aggressive.	Reliable	Medium
Guidance	Domestic Sales	□500 Cr India Revenue in 5 years.	Needs 30%+ CAGR. Q3 India growth was 30% YoY; new faucets critical.	New	High
Strategy	Product Mix	Disruption via RO and 6-in-1 Faucets.	Higher ASP products must offset potential sink volume plateauing.	Strong	Low
Strategy	Global Scale	"In-kitchen market globally."	Leveraging IKEA/Lowe's channels for new tech-led products.	Reliable	Low
Guidance	Capacity	+100k Quartz, +70k SS units.	Deadline: April 2026. Critical for hitting □1,000 Cr target.	Mixed	Low
Strategy	Branding	"Carysil 2.0" Premiumization.	Shifting marketing from "Sinks" to "German Engineered Kitchens."	Reliable	Low

4. ANALYST Q&A

Section not applicable — investor presentation only. No concall conducted or available.

5. WHAT CHANGED vs PRIOR QUARTER

What Changed	Prior Quarter (Q3 FY26)	This Quarter (Strategic Update)	Direction
Product Focus	Sinks and basic Appliances.	**RO Tech, Magic 6-in-1 Faucets, and SS Worktops.**	□Value-add shift
Strategic Theme	Navigating US Tariffs (50% to 18%).	**Carysil 2.0: Building the Future of In-Kitchen.**	□Pivot to growth
Domestic Strategy	Focus on showroom relocations.	**Full Integrated Kitchen & Bath Suites.**	□Ecosystem play
Tech Integration	Passive Appliances.	**Active Water Technology (RO in Faucets).**	□Moat expansion
Market Expansion	Focus on USA/IKEA volume.	**India "Clean Drinking Water" Tap Market.**	□TAM expansion

Investor Notes: * **The Run-Rate Challenge:** To hit the management's □1,000 Cr target, Carysil needs a ~40% jump in revenue in Q4 compared to Q3 (□222.6 Cr). The new products (Faucets/Worktops) are the primary levers to bridge this gap. * **Margin Support:** While MMA prices (raw material) have softened, the shift to high-tech faucets is a structural margin improver. The "Magic 6-in-1" likely carries a significantly higher ASP than the basic sink faucet. * **Thesis Confirmation:** The thesis remains "Sink manufacturer to Kitchen Hub." This quarter's presentation provides the tangible product proof for that transition.

STOP HERE.