



CARYSIL

GERMAN ENGINEERED

ACCELERATING MOMENTUM

CARYSIL LIMITED | Q1 FY27 Investor Presentation

August 2026

BRAND DEVELOPMENT

TALENT ACQUISITION

INNOVATION

GLOBALISATION

DIVERSIFICATION

EXPANSION

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Q1 FY27 Highlights

“

Carysil's journey has been built on German engineering, world-class manufacturing and an unwavering commitment to quality, design and innovation. Strong execution, customer-centricity and global partnerships have enabled us to build a resilient platform serving customers across international markets.

As India's premium kitchen solutions market continues to evolve, we are sharpening our focus on premiumisation, design-led innovation and expanding our domestic presence, while strengthening our global footprint through technology-driven products, category expansion and long-standing customer relationships.

Backed by strong fundamentals, disciplined capital allocation and continuous innovation, we remain well positioned to create sustainable long-term value and reinforce Carysil's leadership as a global premium kitchen solutions brand.

”

Chirag Parekh,

Chairman & Managing Director





Quartz Sink: Capacity expansion from **1.0 Mn to 1.25 Mn units p.a.** remains on track for commissioning by **end-FY27**. Capacity utilisation improved to **80% in Q1 FY27**, reflecting healthy demand and providing a strong base for future growth.



Stainless-Steel Sink: Additional **70,000 units p.a.** of stainless-steel sink capacity became operational in Q1 FY27, taking total installed capacity to **250,000 units p.a.** Capacity utilisation stood at a strong **94% during the quarter**, indicating robust demand and high utilisation of the expanded capacity.



Kitchen Appliances: Expansion across **hobs, ovens, microwaves and food waste disposers** remains on schedule, with commercial operations expected by **end-FY27**. The expansion will **double total capacity to 100,000 units p.a.**, supporting the company's growth across the appliances portfolio.



Faucets: Expansion of the faucets manufacturing facility from **50,000 to 100,000 units p.a.** is progressing as planned and remains on track for **commissioning by end-FY27**, doubling the company's faucet manufacturing capacity.

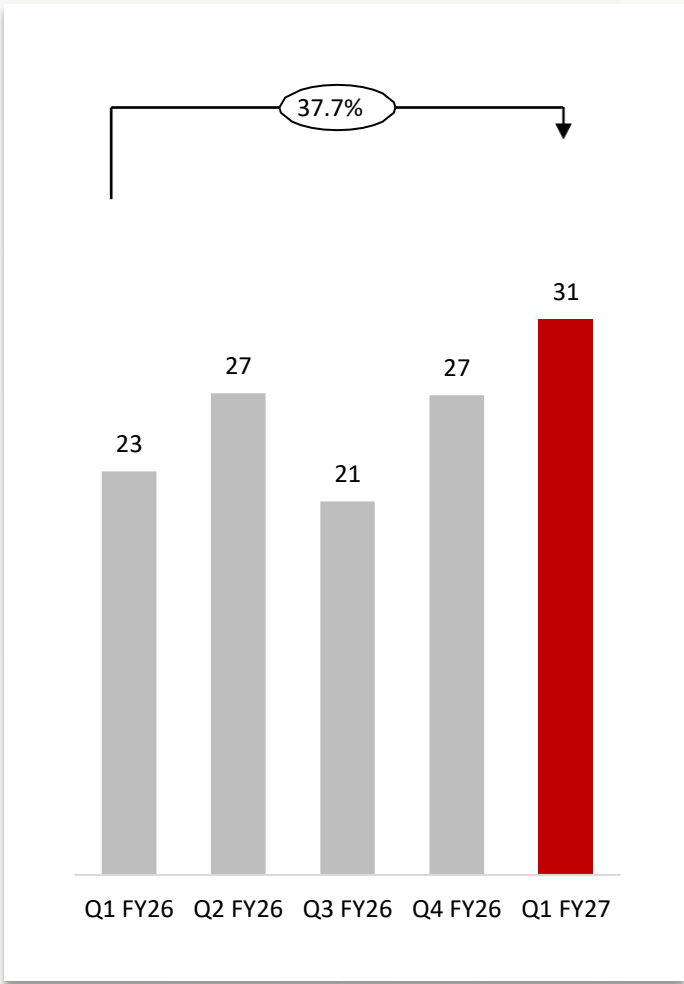
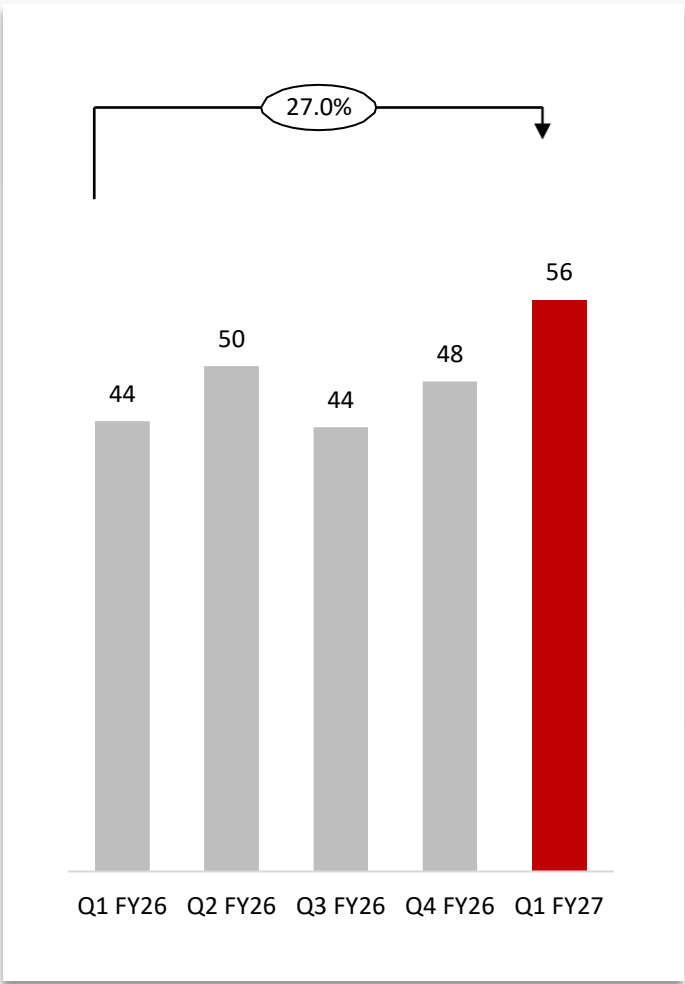
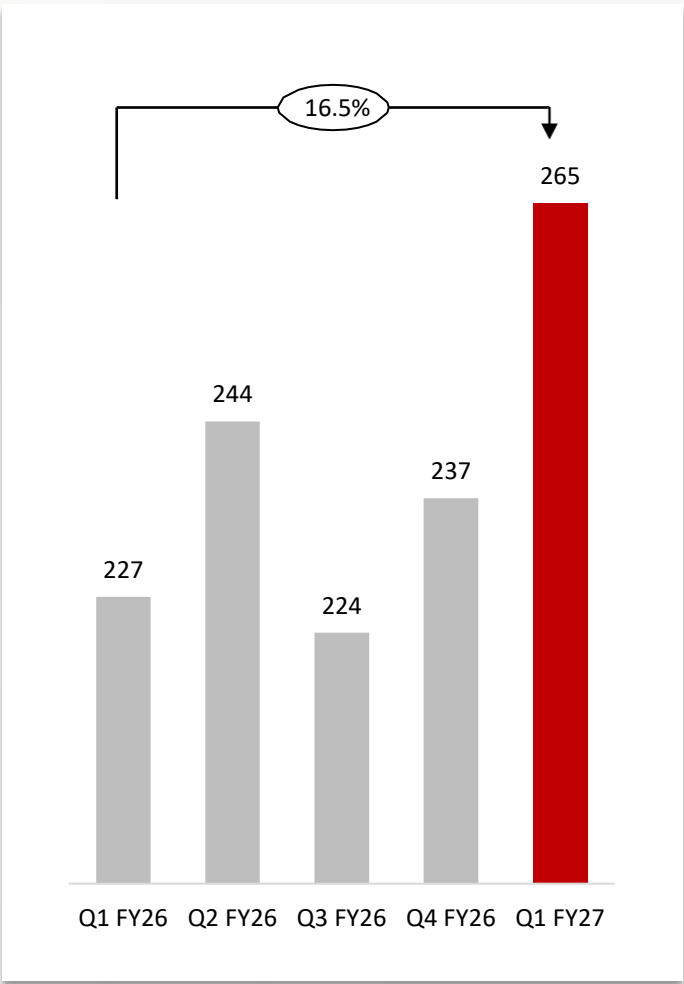


Sustained Consolidated Operating Momentum over the Past 5 Quarters

Total Income*

EBITDA

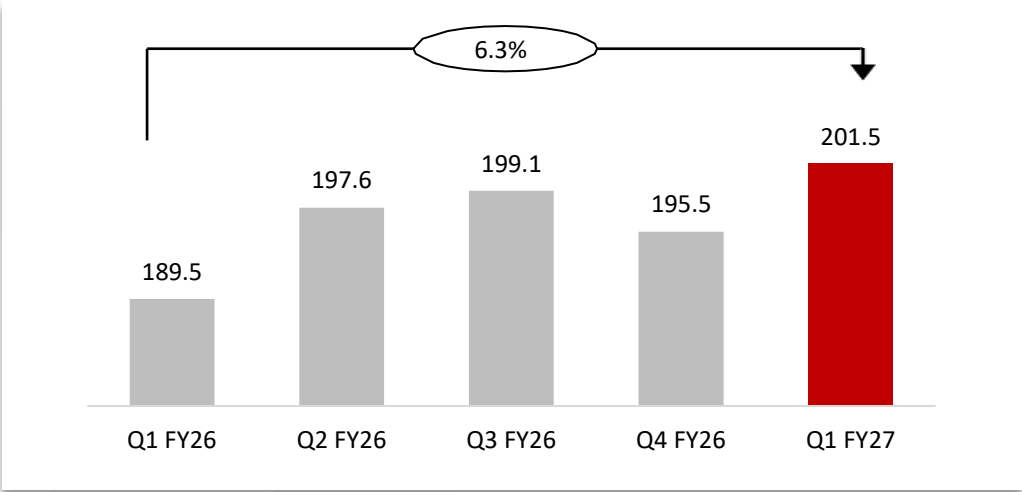
PAT After MI



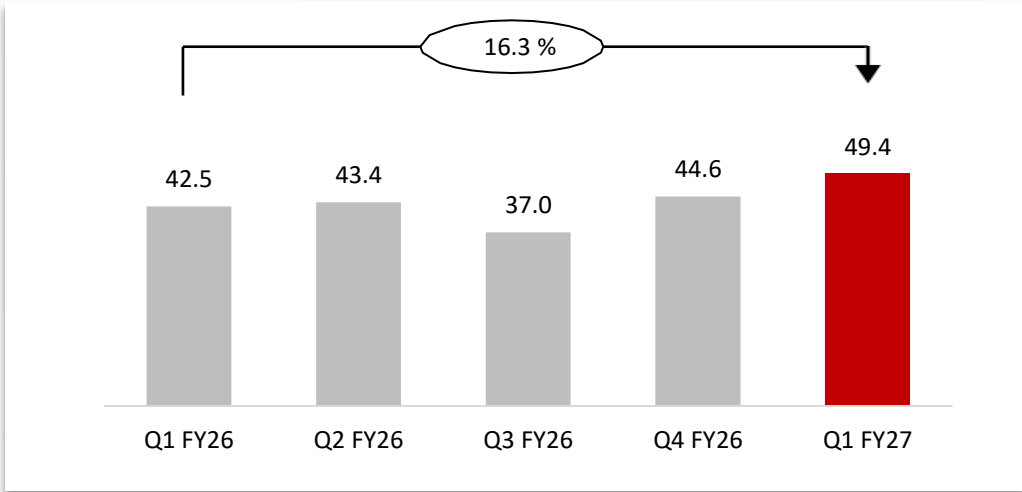
*Includes gain / (loss) on Foreign Exchange

Sustained Operating Momentum over past 5 Quarters

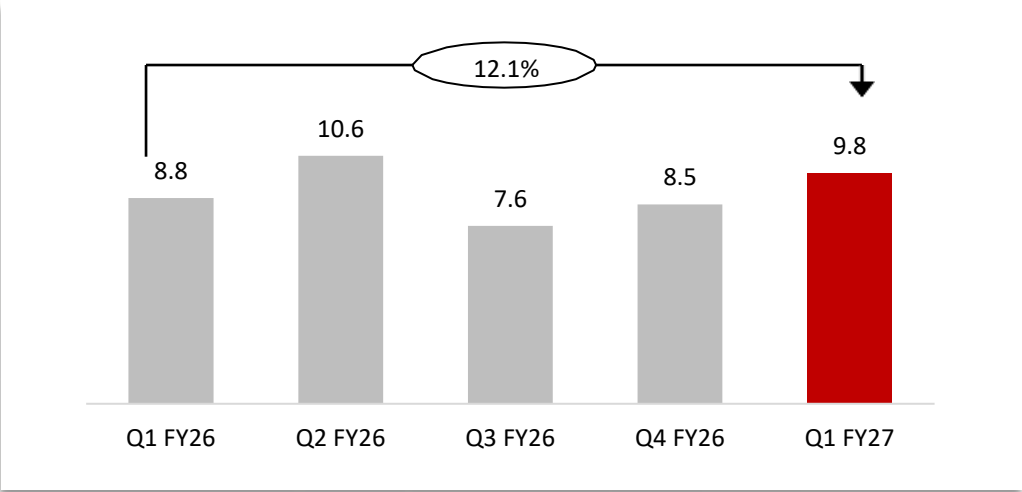
Quartz Sink (Units in '000s)



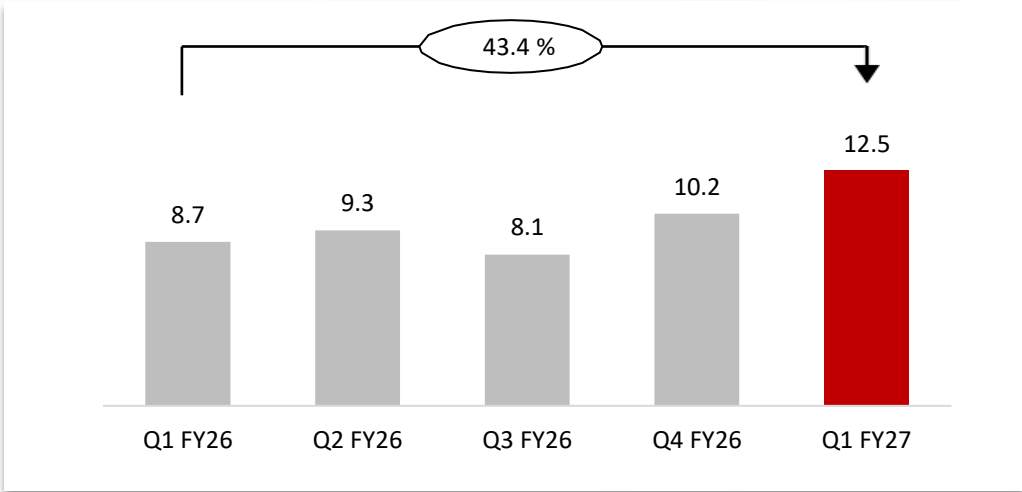
Steel Sink (Units in '000s)



Kitchen Appliances & Others (Units in '000s)



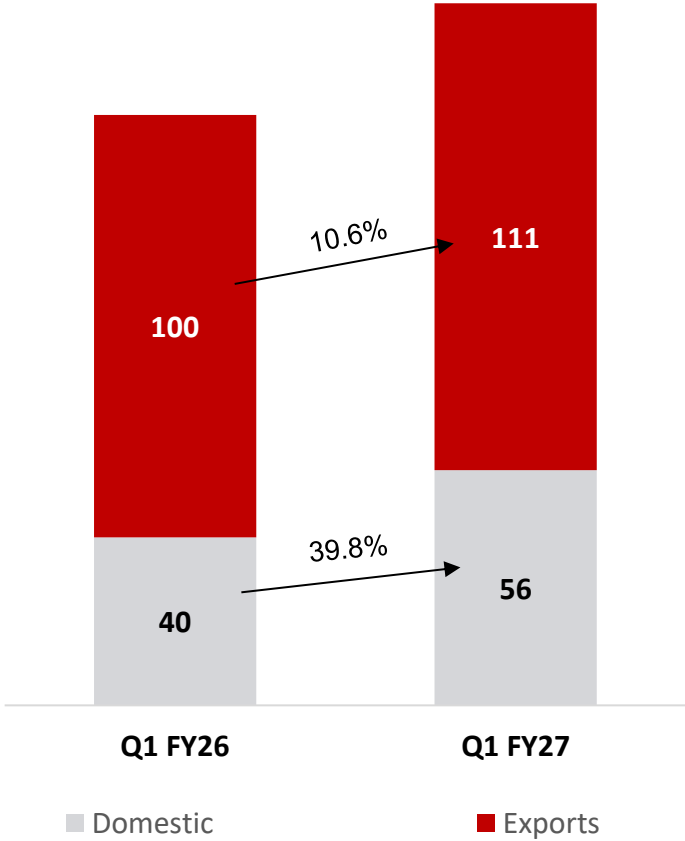
Faucets (Units in '000s)



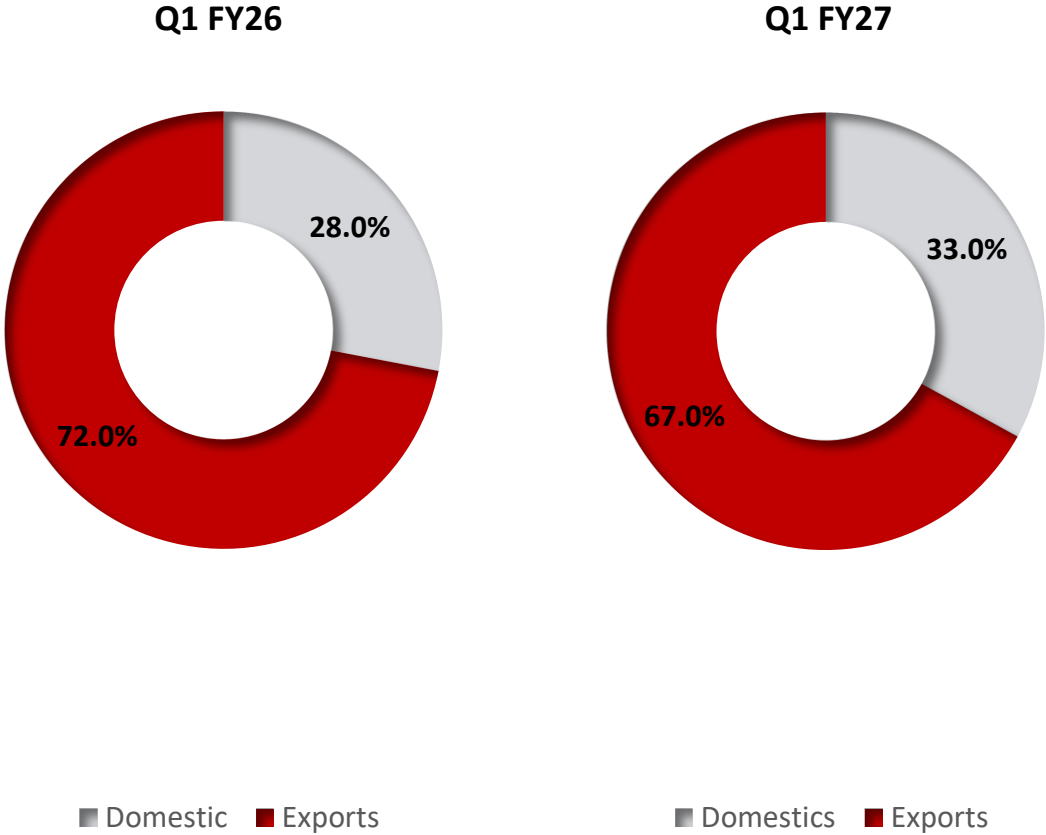
#Kitchen Appliances & Others: Includes Sternhagen, tiles & Others

Faster Growth In Domestic Markets via India Operations

Domestic outpaced exports (INR Cr)

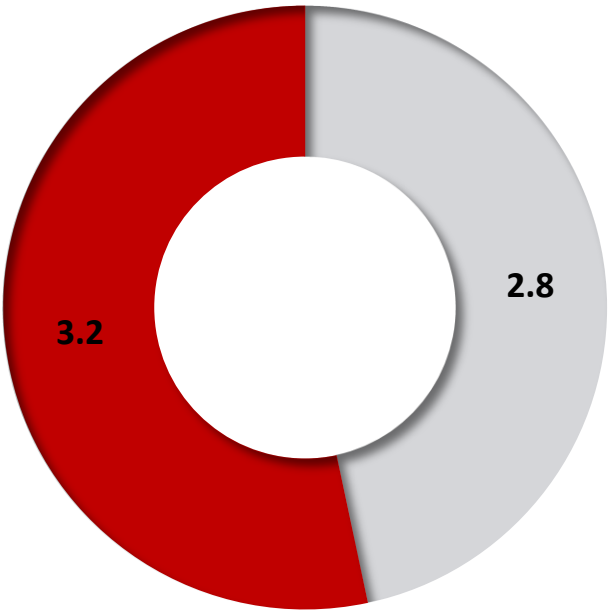


Domestic contribution rising from 28% to 33%.



Carysil Products Limited

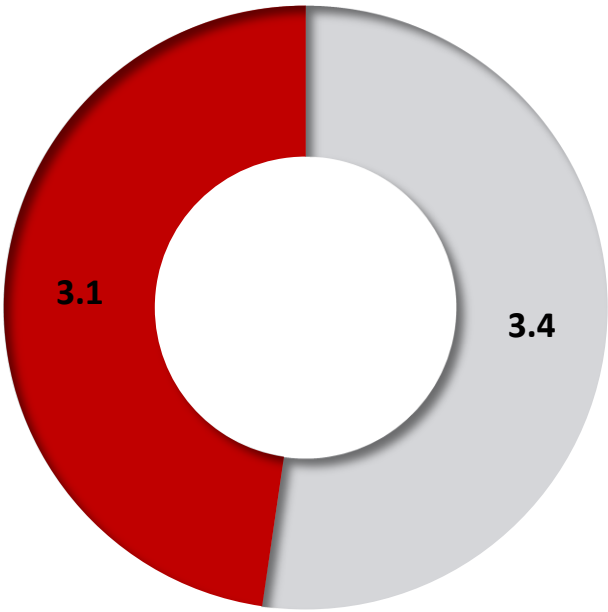
Revenue
(Mn. GBP)



■ Q1 FY26 ■ Q1 FY27

Carysil Surfaces Limited

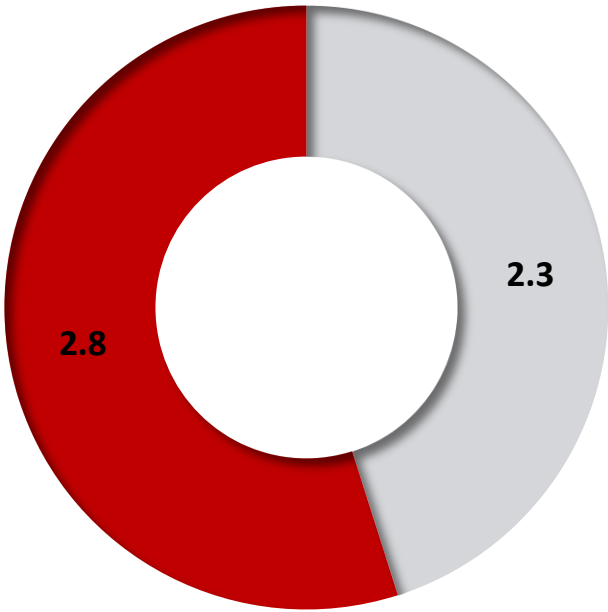
Revenue
(Mn. GBP)



■ Q1 FY26 ■ Q1 FY27

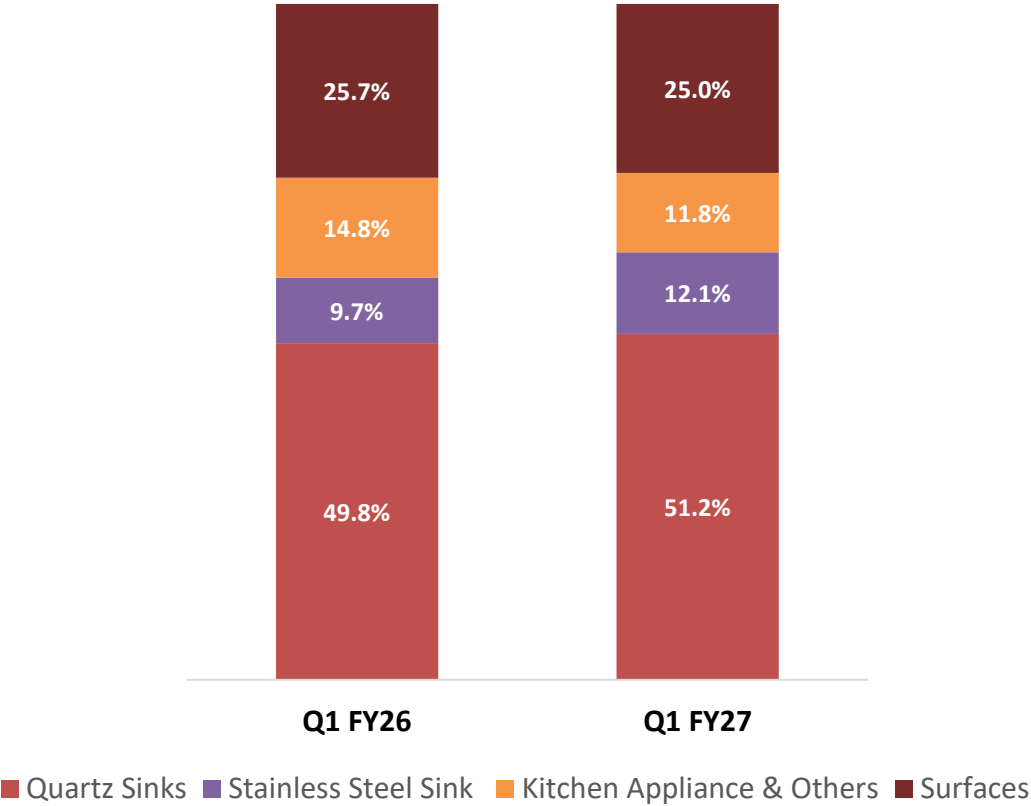
United Granite LLC

Revenue
(Mn. \$)

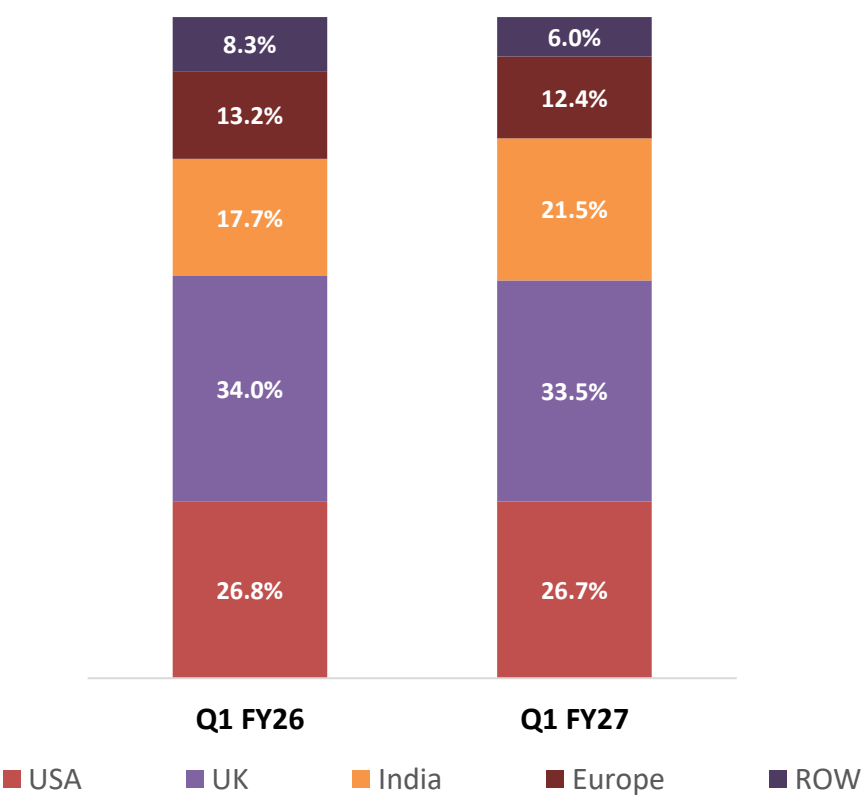


■ Q1 FY26 ■ Q1 FY27

Product-wise Revenue



Geography-wise Revenue



Standalone Profit & Loss Statement

Particulars (Rs. Crs.)	Q1 FY27	Q1 FY26	Y-o-Y	Q4 FY26	Q-o-Q
Revenue	137.2	124.9	9.8%	125.8	9.1%
Gain / (Loss) on Foreign Exchange	2.5	0.4	552.6%	2.5	-2.4%
Total Income	139.7	125.3	11.5%	128.3	8.9%
Raw Material	57.9	55.6	4.0%	53.7	7.8%
Gross Profit	81.8	69.7	17.4%	74.6	9.6%
Gross Profit Margin	58.6%	55.6%	297 bps	58.2%	40 bps
Employee Expenses	13.2	11.0	20.1%	12.8	3.7%
Other Expenses	35.6	30.3	17.4%	33.0	7.9%
EBITDA	33.0	28.4	16.4%	28.9	14.2%
EBITDA Margin (%)	23.6%	22.6%	100 bps	22.5%	110 bps
Other Income	2.5	2.3	10.5%	2.7	-7.0%
Depreciation	7.7	7.1	8.9%	7.9	-3.0%
EBIT	27.9	23.6	18.1%	23.7	17.5%
EBIT Margin (%)	19.9%	18.8%	112 bps	18.5%	147 bps
Finance Cost	2.4	2.8	-14.8%	2.5	-3.6%
Exceptional Items	-	-	-	-	-
Profit Before Tax	25.4	20.7	22.6%	21.2	20.0%
Tax	6.6	5.4	21.4%	5.0	31.3%
Profit After Tax	18.9	15.3	23.0%	16.2	16.5%
PAT After Tax Margin(%)	13.5%	12.2%	127 bps	12.6%	89 bps
EPS	6.63	5.39	23.0%	5.69	16.5%

Consolidated Profit & Loss Statement

Particulars (Rs. Crs.)	Q1FY27	Q1FY26	Y-o-Y	Q4FY26	Q-o-Q
Revenue	262.1	227.0	15.5%	233.7	12.2%
Gain / (Loss) on Foreign Exchange	2.6	0.3	907.7%	2.9	-10.6%
Total Income	264.8	227.3	16.5%	236.7	11.9%
Raw Material	119.6	107.6	11.2%	104.4	14.5%
Gross Profit	145.1	119.6	21.3%	132.2	9.8%
Gross Profit Margin	54.8%	52.6%	217 bps	55.9%	-105 bps
Employee Expenses	24.5	22.2	10.1%	23.1	5.8%
Other Expenses	64.7	53.3	21.3%	61.1	5.8%
EBITDA	56.0	44.1	27.0%	48.0	16.8%
EBITDA Margin (%)	21.2%	19.4%	175 bps	20.3%	89 bps
Other Income	1.4	1.0	35.0%	1.7	-20.1%
Depreciation	10.6	9.4	12.0%	11.1	-4.4%
EBIT	46.8	35.7	31.2%	38.6	21.3%
EBIT Margin (%)	17.7%	15.7%	198 bps	16.3%	137 bps
Finance Cost	4.7	5.3	-12.4%	4.8	-1.7%
Exceptional Items	0.0	0.0		0.0	
Profit Before Tax	42.1	30.3	38.9%	33.8	24.5%
Tax	10.1	7.4	35.7%	6.5	56.1%
Profit After Tax	32.1	22.9	39.9%	27.4	17.1%
PAT After Tax Margin(%)	12.1%	10.1%	202 bps	11.6%	54 bps
MI	0.6	0.1	588.9%	0.3	121.4%
PAT After MI	31.4	22.8	37.7%	27.1	16.0%
PAT After MI Margin(%)	11.9%	10.0%	183 bps	11.5%	42 bps
EPS	11.05	8.03	37.6%	9.52	16.1%



Product Mix Upgrade & Manufacturing Scale Efficiencies

EBITDA Margin





Company Overview

Precision, Innovation and Quality at Scale

Asia's largest and the world's fourth-largest quartz kitchen sink manufacturer by scale



Winning Model

- **30+** Years of experience
- Only Manufacturer in Asia with **German Technology** - driving premiumization and brand differentiation.
- Diverse, customized portfolio of **500+ SKUs**
- **One of only four companies** worldwide equipped with proprietary German-engineered technology.



Operational Excellence

- **6 state-of-the-art** manufacturing plants 4 in India and 2 Overseas
- Technology-driven, backed by strong R&D with patented innovations

Installed Capacity*

Product Line	Units pa
Quartz Sinks	10,00,000
Stainless Steel Sinks	2,50,000
Kitchen Appliances	50,000
Faucets	50,000

*As of Q1FY27



Business Metrics

- **Revenue CAGR 18%** (FY22-FY26)
- **54%** 5 Year Avg Gross Margin
- **20%** 5 year Avg EBITDA Margins
- **PAT CAGR 11%** (FY22-FY26)
- **81% FY26** Exports
- **18%** ROE 5 Years Avg
- **1** Registered Patent
- **24** Registered Designs
- **65** Trademarks



Marketing Strength & Global Reach

- Extensive Global distribution network with strong dealership presence
- Presence across **55+** countries worldwide
- **5000+** dealers across India
- **150+** Galleries in India (Including Shop in Shop)
- **5** State of art Showroom cum Experience centers in India
- **7** Global Offices
- **50+** Global Sales Network
- **100+** Franchise Service Centres



Scaling Products Across a Growing Addressable Market

Completing the Integrated Kitchen-Bath Portfolio

Kitchen				
Quartz Sinks	Stainless Steel Sinks	Built-in Appliances	Faucets	Surfaces
				
51% Revenue	11% Revenue	12% Revenue		26% Revenue
USD 3.8 bn	USD 3.7 bn	USD 0.5 bn	USD 0.2 bn	USD 51.2 bn
Expected Global Market Size by CY 2034 (CAGR - 6.2%) • Consumer Preference for Durability • Aesthetic Appeal and Customization • Health and Hygiene Awareness	Expected Global Market Size by CY 2030 (CAGR - 5.7%) • Rise in Modular & Prefabricated Construction • Superior Durability of Stainless Steel	Expected Global Market Size by CY 2034 (CAGR - 5.5%) • Compact and multifunctional designs • Rising demand for energy efficiency and technological advancements in smart appliances	Expected Global Market Size by CY 2034 (CAGR - 4.5%) • Rapid adoption of smart & touchless fixtures for hygiene • Factory-built modular bathrooms boosting prefabricated faucet kits	Expected Global Market Size by CY 2034 (CAGR - 8.1%) • Accelerating renovation & remodeling activity • Growing preference for sustainable & eco-friendly surfaces

Bathroom

STERNHAGEN
GERMANY



Synergetic Move to Leverage Quartz Technology

Brand owned by **Carysil's** Wholly owned Subsidiary in **Germany**, **'Carysil GmbH'**

One Stop Solution for Kitchen & Bath Products

A Journey of Scalable Innovation

From brand creation to scale-led margin expansion through technology and premiumization

(1996 - 2005)

Capability & Export Foundation

- 1987** : Incorporated in collaboration with Schock GmbH & started composite quartz sink manufacturing.
- 1993** : Began it's focus on exports of Quartz Sinks.
- 2004** : Formed 100% export-oriented unit.

(2006 - 2015)

Global Footprint & Brand Build-Up

- 2010** : First international subsidiary in Germany (Carysil GmbH).
- 2011** : Started commercial production of Stainless steel sinks via Subsidiary – Carysil Steel Limited.
- 2013** : Entry into kitchen appliances under the brand name 'Carysil'.
- 2014** : Acquisition of UK based company - Homestyle Products Limited.

(2016 - 2026)

Technology Validation → Scale → Margin Expansion

- 2017** : Entry into bath segment under the brand name 'Sternhagen'.
- 2020** : Incorporation of Carysil USA Inc ; Quartz sinks capacity - 0.5 mn units ; PVD Plant installed.
- 2021** : Commenced quartz sinks supplies to IKEA.
- 2022** : Acquired Tickford Orange Ltd. (holding company of Sylmar Technology).
- 2023** : Incorporation of Carysil FZ- LLC in UAE ; Quartz sinks capacity - 1 mn units ; Acquired The Tap Factory Ltd. and United Granite USA
- 2025** : Long-term Karran USA contract (150,000 quartz sinks p.a.)

Avg Revenue – 11 crores
Avg PAT Margins – 4.8%

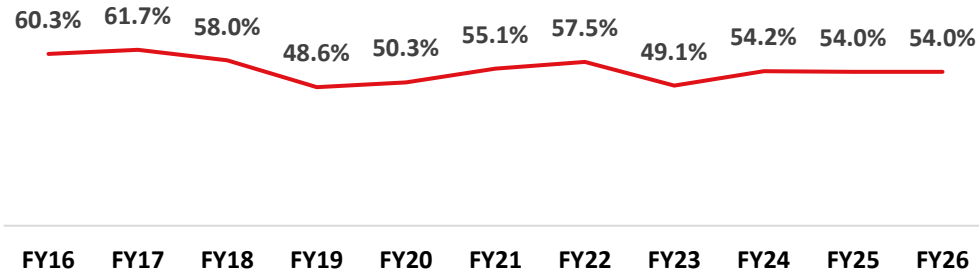
Avg Revenue – 59 crores
Avg PAT Margins – 8.2%

Avg Revenue – 445 crores
Avg PAT Margins – 8.6%

Investment - Led Transition Phase

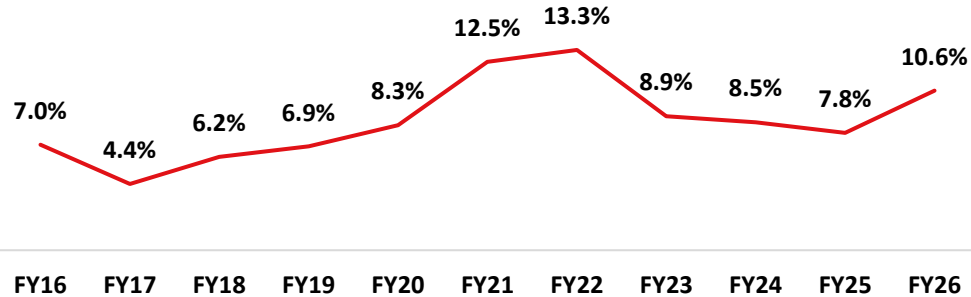
Margins and returns adjusting amid ongoing growth investments

Gross Margins Normalizing After Peak Levels



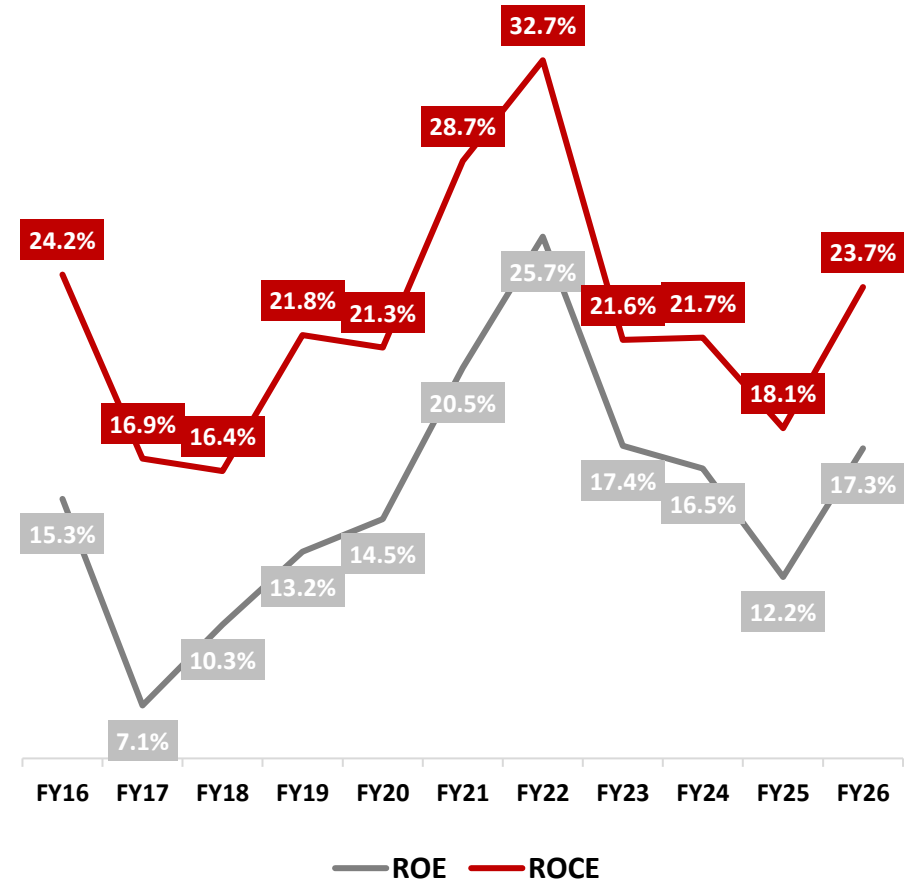
Our **Gross Margins** reflect product mix transition and input cost normalization.

PAT Margins Reflect Investment Phase & Operating Leverage Build-up



Near-term **PAT Margins** impacted by higher operating costs and growth investments; operating leverage expected as scale improves.

Return Ratios Adjusting with Capacity & Capital Expansion



Return ratios moderating due to ongoing capacity additions and capital deployment across geographies.



Investment Thesis

Well Invested Manufacturing Facility

Integrated, scalable and export-ready infrastructure

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FAUCET AND APPLIANCES PLANT



STEEL PLANT



QUARTZ SINK PLANT



WAREHOUSE



**4 fully integrated
manufacturing facilities**

**Single-location manufacturing hub in
Bhavnagar, Gujarat**, enabling operational
synergies and logistics efficiency

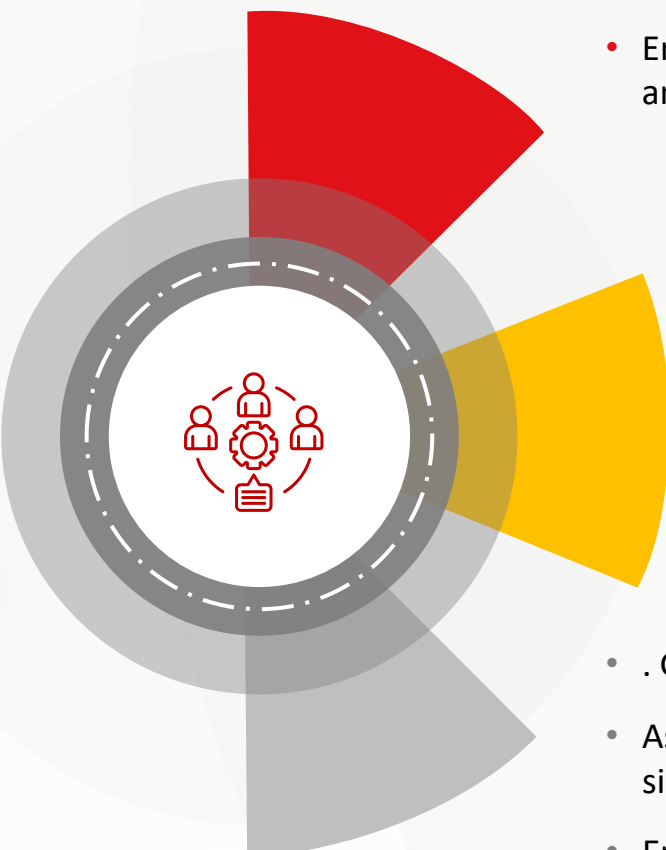
~1 lakh sq. meters of land area,
providing ample headroom for
phased capacity expansion

End-to-end in-house production
ensuring consistent quality, faster
turnaround, and margin control

Client Relationships built on decades of excellence

Trusted manufacturing partner to leading global brands

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- 
- Carysil is the sole supplier of Quartz sink.
 - Entered into long term agreement with Karran USA to supply 150,000 quartz sinks annually.
 - Entered into partnership with IKEA Supply AG, Switzerland, in August 2020 for manufacturing and supplying Quartz Kitchen Sinks.
 - Partnered IKEA to meet their global requirement of sinks.
 - Major wallet share of IKEA's non-US quartz sink sourcing is fulfilled by Carysil.
 - . GROHE is a dominant player in bathroom solutions and kitchen fittings
 - Association with GROHE (leading German sanitary brand) in 2019 to provide quartz sinks
 - Entered a tie-up with them for supplying of stainless-steel kitchen sinks
 - Carysil is the sole supplier of quartz sinks to Grohe

karran



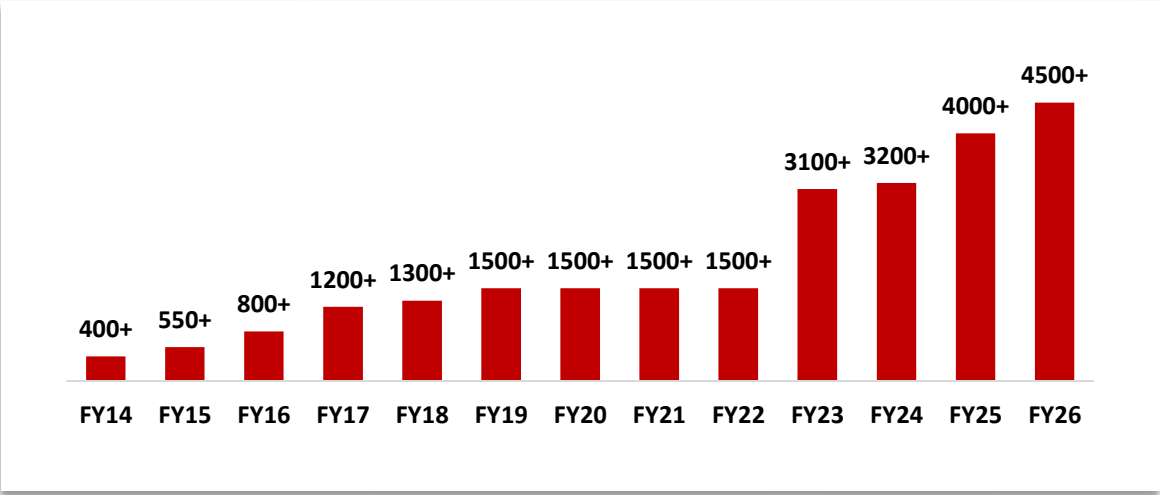
"Partnerships are crucial for strengthening capabilities. We believe it takes the best of collaborations to create something bigger and bring in the synergy that drives future progress. We have always believed that fruitful partnerships generate opportunities and expand horizons of growth"

Domestic Business to grow 3x in next 3-4 years

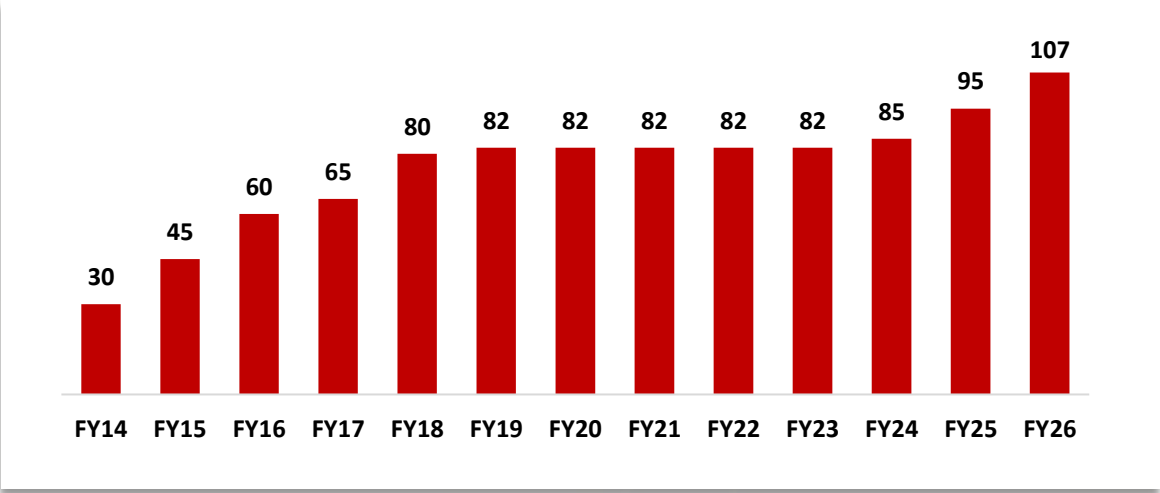
Increasing brand visibility through wider channel reach



Growing Dealer Footprint



Growth in Distributor Footprint



Map not to scale. All data, information and maps are provided “as is” without warranty or any representation of accuracy, timeliness or completeness

Carysil meeting Global excellence standards

Expanding international presence supported by global standards

Company presently exports to over 55+ countries.
Plan to expand further by acquiring new customers and penetrating in new geographies



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Pillars of Global Competitiveness

Structural Market Positioning

- Strategically positioned between European premium brands and mass-market Asian suppliers.
- Design - and innovation-led product development.

Scalable Execution Capabilities

- Large-scale, India-based manufacturing plant delivering consistent quality standards across geographies.
- High customization flexibility enabling faster design-to-market cycles and adaptation to regional specifications.

Capital-Efficient Growth Model

- Asset-light overseas distribution model
- Long-standing partnerships with global giants with high repeat business

Building the Carysil Brand

Strengthening brand equity through digital, retail, and global marketing initiatives



Carysil has signed renowned public figure and influencer 'Mira Kapoor' for new marketing campaign for its 'Carysil' Brand.



Unveiled its state-of-the-art Experience Centre in Gurugram recently.



Expanded experiential retail footprint with new openings in Muscat, Pune, Indore and Ahmedabad, strengthening direct customer engagement.



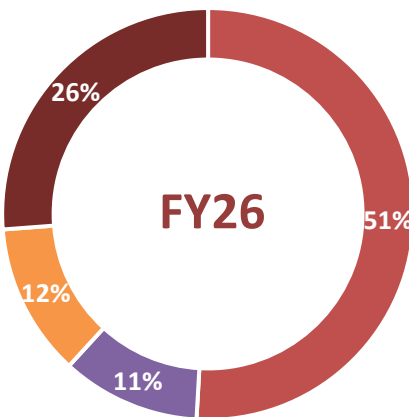
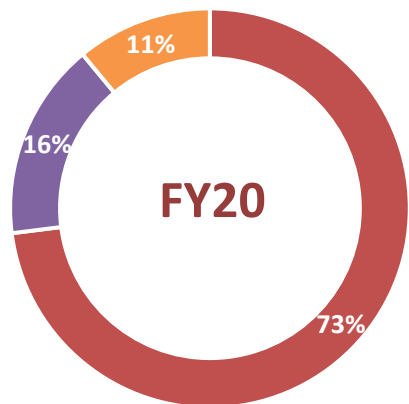
Omnichannel strategy anchored by Carysilshop.com, enhancing brand visibility and customer engagement.



Diversified & De-Risked Revenue Profile

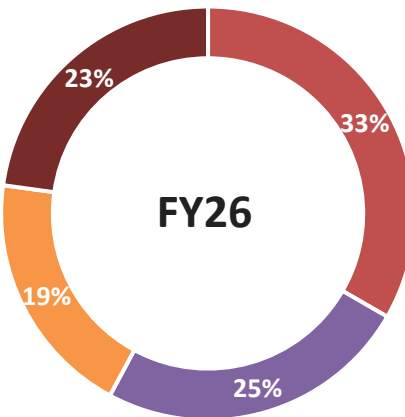
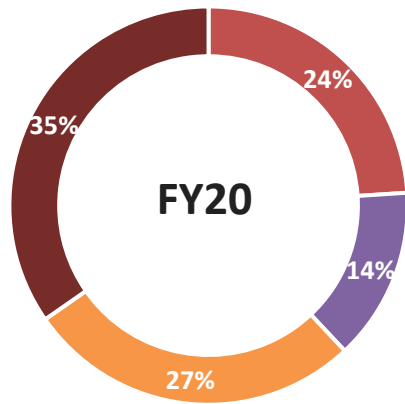
Balanced mix across products and markets enhances business resilience

Revenue by Product



■ Quartz Sinks ■ Stainless Steel Sinks ■ Kitchen Appliances & Others ■ Surfaces

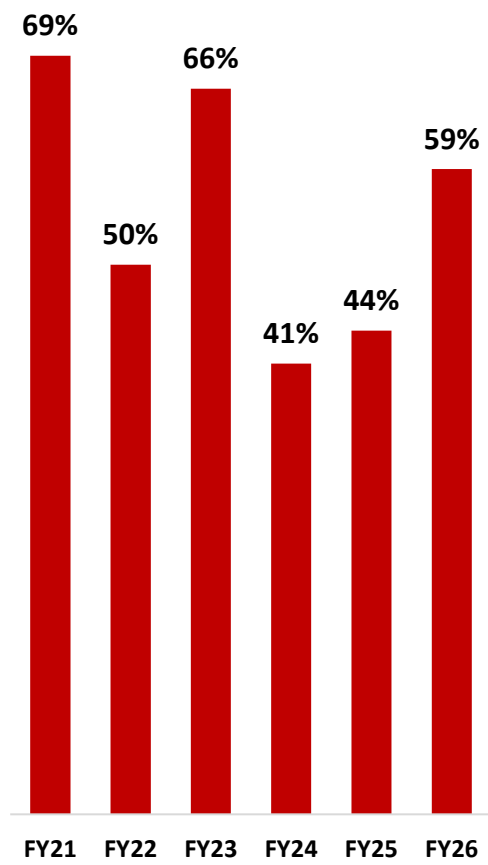
Revenue by Geography



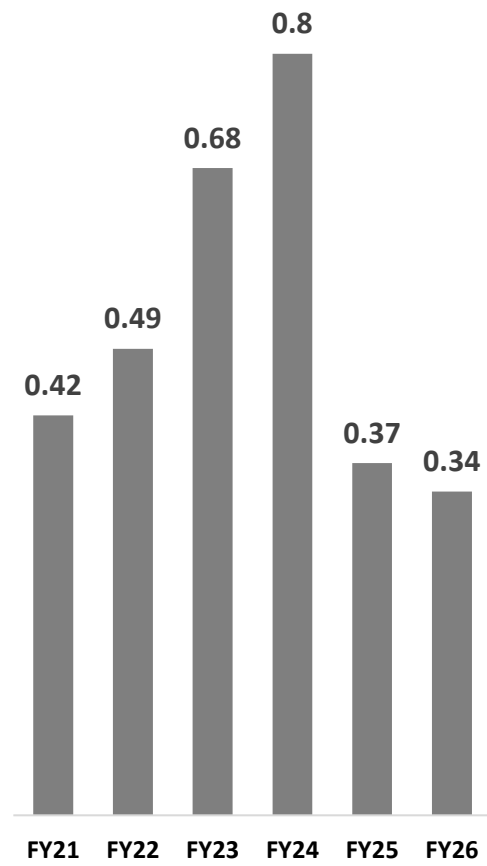
■ UK ■ USA ■ India ■ ROW

Strengthening Balance Sheet & Improving Financial Resilience

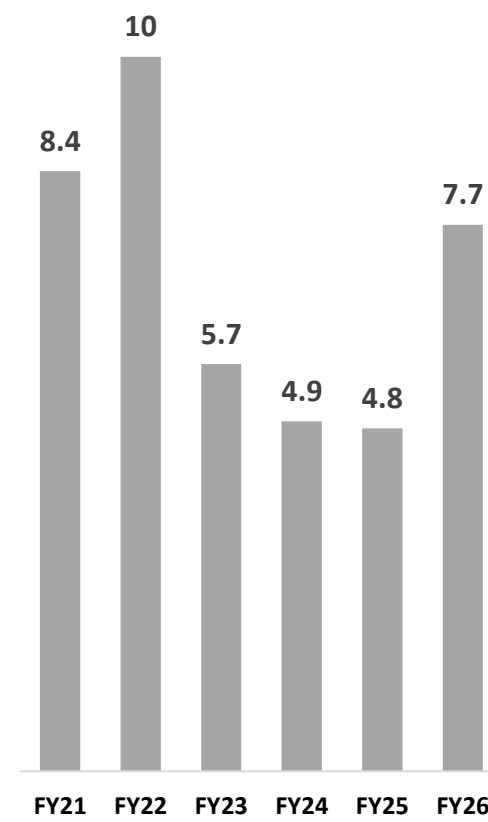
CFO / EBITDA



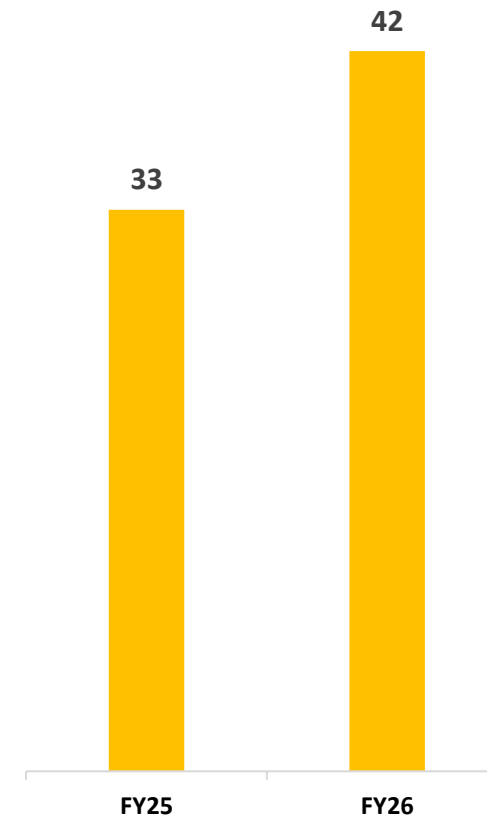
Net Debt / Equity (x)



Interest Coverage Ratio (x)



Debt Repayment





Annexure

Board of Directors

Diverse expertise supporting long-term strategy and oversight



Mr. Chirag A. Parekh

Chairman and Managing Director

A graduate of European University, **Mr. Parekh** joined our **Company** in **1993**. Since then, he has played a central role in shaping Carysil's evolution into a globally recognized brand, growing the turnover from ` **3.5 Crore in 1993 to 924 Crore in FY26**. Additionally, appointed as Managing Director in 2008, he continues to lead our Company's strategic vision and global growth.



Mrs. Katja Larsen

Independent Director

Ms. Larsen earned her master's degrees in international marketing, economics, and global business engineering from **Denmark Technical University and Copenhagen Business School**. Bringing over **20 years** of strategic consulting experience across Europe and Asia-Pacific, she focuses on driving sustainability-led transformations within commercial industries.



Mr. Pradyumna Vyas

Independent Director

Mr. Vyas holds a Master's in industrial design from **IIT Bombay** and has served as **Director of the National Institute of Design (NID)**. He currently advises on Design Promotion and Innovation at CII and serves as a Director on the Board of the World Design Organisation, bringing extensive global expertise in design leadership and creative strategy.



Mr. Anand Sharma

Executive Director and Group Chief Financial Officer

A qualified Chartered Accountant, Company Secretary, and Cost Accountant, **Mr. Sharma** brings deep cross-sector experience spanning engineering, capital goods, textiles, pharmaceuticals, EPC contracting, and international trade. Since 2015, he has been leading finance, accounts, and operations at Carysil and our Group companies. His expertise covers fundraising, M&A, taxation, SAP implementation, and investor relations.



Mr. Prabhakhar Dalal

Independent Director

Mr. Dalal is a veteran banker with over **31 years** of experience at **EXIM Bank of India**, where he held several senior roles, including **Executive Director**. His expertise spans corporate finance, international trade, project finance, human resources, and global institutional relations, adding depth and direction to our Company's strategic governance.



Mr. Rustam Mulla

Independent Director

LLB, Advocate and he has been involved in a wide spectrum of legal practice over the last **20 years**. He is a **Founding Partner** at **M/s Desai Desai Carrimjee & Mulla (DDCM)- Advocates & Solicitors, Mumbai**. His core areas of practice : Corporate Law, Property & Realty Laws, Dispute Resolution, arbitration and commercial Litigation .

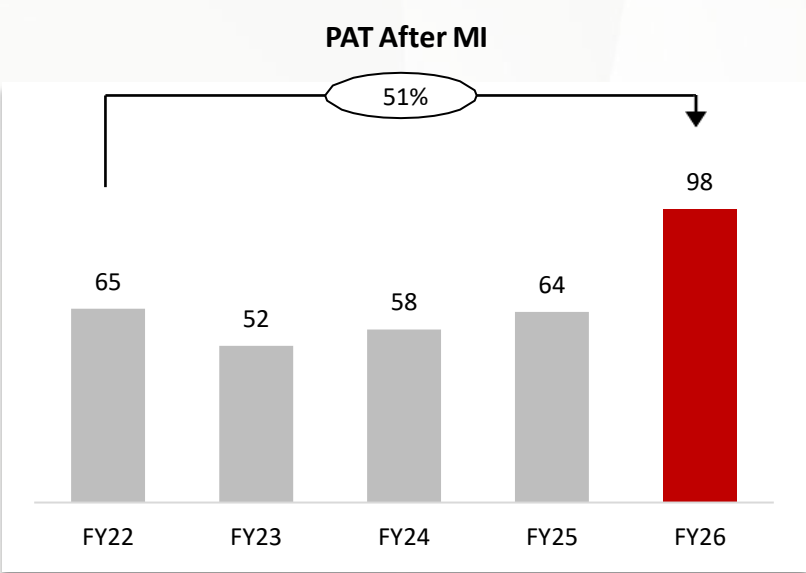
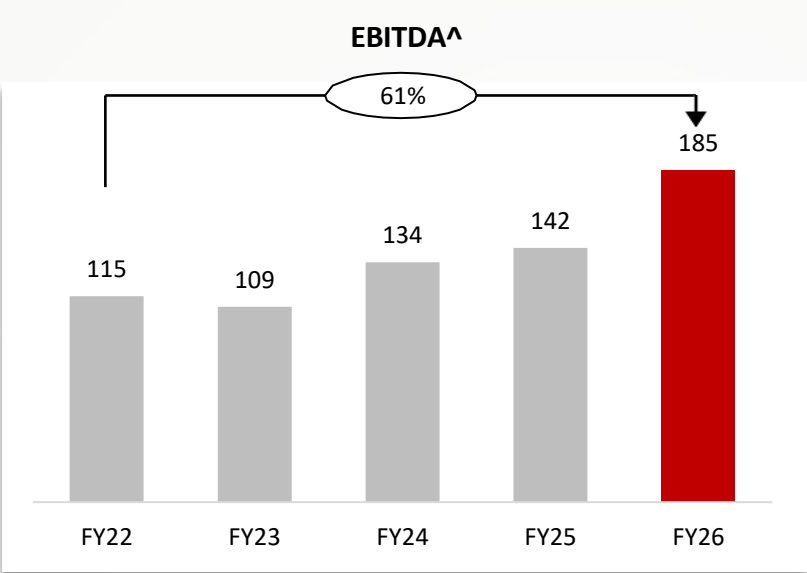
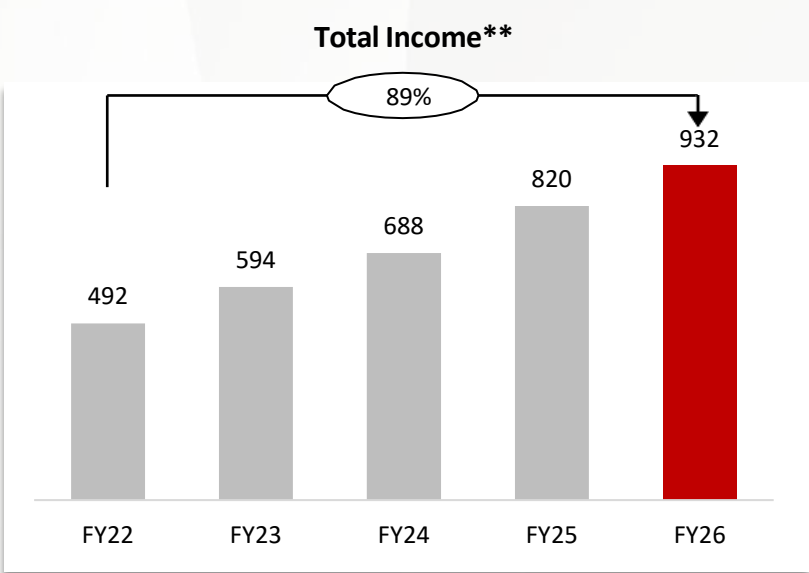
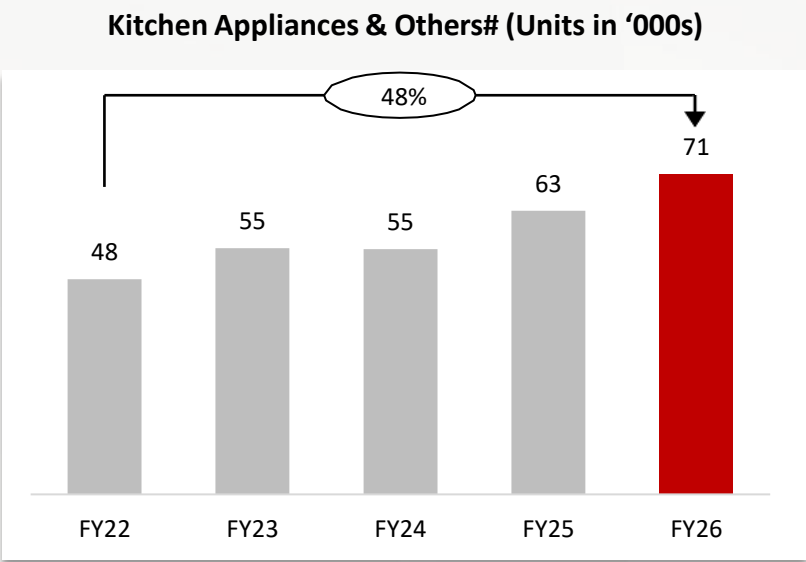
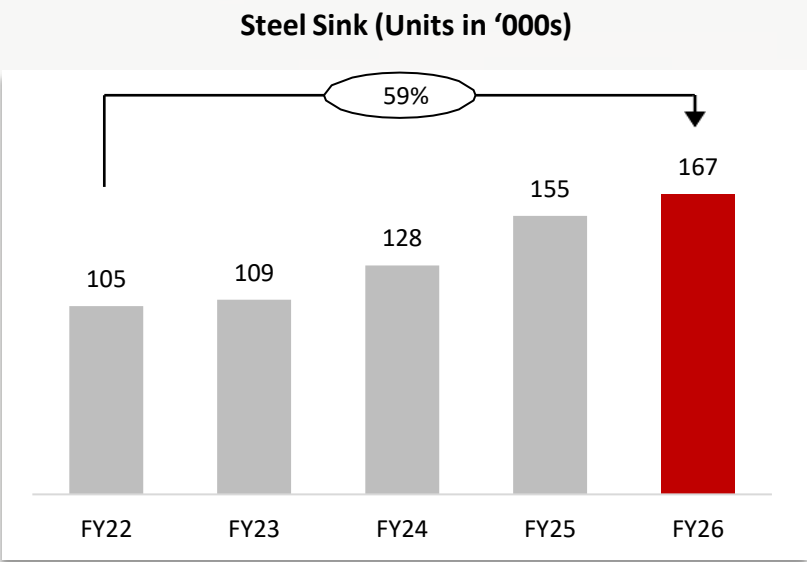
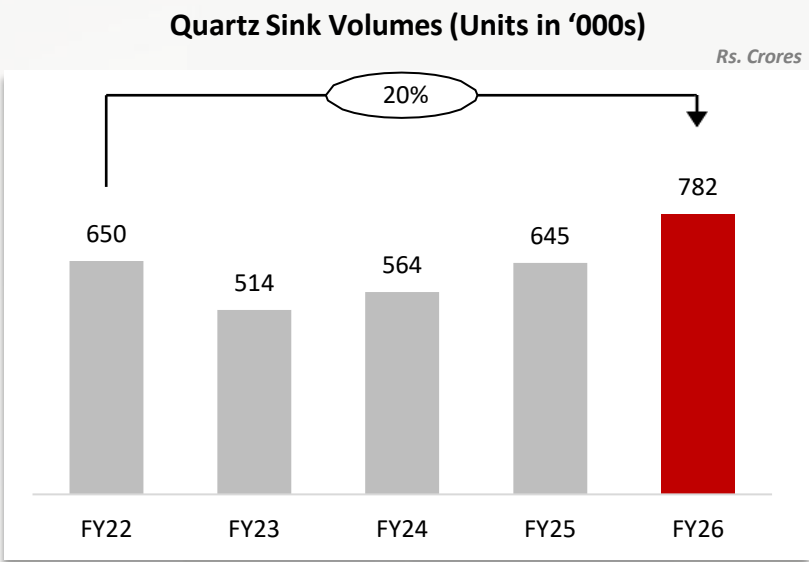


Dr. Savan Godiawala

Independent Director

Dr. Godiawala brings over **32 years** of financial advisory experience and holds a **Ph.D. in Management** alongside his **Chartered Accountant** qualification. He spent **19 years** at **Deloitte India** and is a qualified insolvency professional. For more than 16 years, he has also been a visiting faculty member at **IIM Ahmedabad**, combining his deep knowledge of finance, law, psychology, and governance to offer valuable insights.

Consistent Growth



#Kitchen Appliances & Others: Includes FWD/Faucets, Sternhagen, tiles & Others ##FY24 includes revenue from Carysil Surfaces ; **Incudes gain / (loss) on Foreign Exchange ; ^Excludes ESOP expenses ; ^^Includes revenue from United Granite LLC

Standalone Balance Sheet

Assets (Rs. Crs.)	Mar-26	Mar-25
Non-current assets	355.9	311.6
Property Plant & Equipment	210.2	197.1
Right to use of assets	8.6	9.4
Goodwill	-	-
Intangible Assets	2.3	2.3
Capital Work in Progress	24.4	11.2
Financial Assets		
(i) Others Non-Current Financial Asset	33.1	37.4
(ii) Loans	73.8	47.4
Other Non-Current Assets	3.6	6.9
Current Assets	294.1	284.7
Inventories	118.7	107.6
Financial Assets		
(i) Trade receivables	96.9	87.4
(ii) Cash and Cash Equivalents	1.3	1.4
(iii) Bank Balances other than above	44.7	55.1
(iv) Loans	5.2	3.8
(v) Other Current Financial Assets	4.6	9.3
Other Current Assets	22.2	20.0
Current Tax Assets (Net)	0.6	0.1
Total Assets	650.0	596.3

Liabilities (Rs. Crs.)	Mar-26	Mar-25
Total Equity	466.5	408.9
Share capital	5.7	5.7
Other Equity	460.8	403.2
Non Controlling Interest	-	-
Non-Current liabilities	20.6	29.8
Financial Liabilities		
(i) Borrowings	8.8	16.9
Lease Liabilities	6.0	6.6
Deferred Tax liabilities (Net)	3.7	4.6
Provisions	2.2	1.6
Other financial Liabilities		
Current liabilities	162.9	157.6
Financial Liabilities		
(i) Borrowings	104.1	107.2
(ii) Trade payables	42.9	38.2
(iii) Other Financial Liabilities	4.0	1.5
Lease Liabilities	4.3	4.4
Other current liabilities	4.2	3.3
Provisions	2.4	2.5
Current Tax Liabilities	1.0	0.5
Total Equity and Liabilities	650.0	596.3

Standalone Cashflow Statement

Particulars (Rs. Crs.)	FY26	FY25
Net Profit For The Year	63.7	36.9
Adjustments for: Non-Cash Items / Other Investment or Financial Items	52.3	42.9
Operating profit before working capital changes	115.9	79.8
Changes in working capital	-6.5	-56.4
Cash generated from Operations	109.5	23.4
Direct taxes paid (net of refund)	-22.5	-13.7
Net Cash from Operating Activities	87.0	9.7
Net Cash from Investing Activities	-54.9	-97.7
Net Cash from Financing Activities	-32.3	88.7
Net Increase/Decrease in Cash and Cash equivalents	-0.2	0.7
Add: Cash & Cash equivalents at the beginning of the period	1.4	0.7
Cash & Cash equivalents at the end of the period	1.3	1.4

Consolidated Balance Sheet

Assets (Rs. Crs.)	Mar-26	Mar-25
Non-current assets	520.9	458.9
Property Plant & Equipment	310.5	249.3
Right to use of assets	15.0	13.1
Goodwill	113.8	113.5
Intangible Assets	39.4	37.9
Capital Work in Progress	25.3	11.8
Financial Assets		
(i) Others Non-Current Financial Asset	5.0	18.3
(ii) Loans	0.4	0.6
Other Non-Current Assets	11.5	14.2
Current Assets	521.3	526.4
Inventories	259.1	221.1
Financial Assets		
(i) Trade receivables	160.7	146.0
(ii) Cash and Cash Equivalents	7.6	12.9
(iii) Bank Balances other than above	51.0	55.2
(iv) Loans	0.7	0.3
(v) Other Current Financial Assets	5.6	9.8
Other Current Assets	36.1	28.6
Current Tax Assets (Net)	0.6	0.7
Total Assets	1042.2	933.4

Liabilities (Rs. Crs.)	Mar-26	Mar-25
Total Equity	614.4	531.3
Share capital	5.7	5.7
Other Equity	602.7	520.8
Non Controlling Interest	5.9	4.8
Non-Current liabilities	66.2	104.3
Financial Liabilities		
(i) Borrowings	47.1	89.3
Lease Liabilities	8.5	6.6
Deferred Tax liabilities (Net)	7.8	6.4
Provisions	2.8	2.0
Other financial Liabilities		
Current liabilities	361.7	297.8
Financial Liabilities		
(i) Borrowings	222.5	176.2
(ii) Trade payables	101.6	79.8
(iii) Other Financial Liabilities	5.5	2.6
Lease Liabilities	4.4	4.4
Other current liabilities	15.8	22.0
Provisions	2.5	2.6
Current Tax Liabilities	9.4	10.1
Total Equity and Liabilities	1042.2	933.4

Consolidated Cashflow Statement

Particulars (Rs. Crs.)	FY26	FY25
Net Profit For The Year	99.0	64.3
Adjustments for: Non-Cash Items / Other Investment or Financial Items	76.0	76.4
Operating profit before working capital changes	174.9	140.7
Changes in working capital	-33.4	-59.9
Cash generated from Operations	141.5	80.82
Direct taxes paid (net of refund)	-32.8	-20.7
Net Cash from Operating Activities	108.7	60.2
Net Cash from Investing Activities	-89.2	-109.5
Net Cash from Financing Activities	-24.7	53.4
Net Increase/Decrease in Cash and Cash equivalents	-5.2	4.1
Add: Cash & Cash equivalents at the beginning of the period	12.8	8.7
Cash & Cash equivalents at the end of the period	7.6	12.8

CARYSIL

GERMAN ENGINEERED

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