BP Wealth | STOXBOX

Result Update

Q1 FY27

Carysil Ltd.

Institutional Research

Carysil Ltd.

BP WEALTH

Consumer Durables | Q1FY27 Result Update **12th August 2026**

Strong Operating Performance and Margin Expansion Driven by Capacity Scale-Up and Domestic Growth

Carysil Ltd. reported a strong operating performance in Q1FY27, with consolidated revenue rising to Rs. 262 crores, up 15.5% YoY and up 12.2% QoQ, driven by healthy growth across quartz sinks, steel sinks, appliances, and surfaces businesses. Gross profit stood at Rs. 145 crores (up 21.3% YoY / up 9.8% QoQ), while gross margins expanded to 54.8% in Q1FY27 from 52.6% in Q1FY26, supported by a favourable product mix and operational efficiencies. EBITDA increased sharply to Rs. 56 crores, registering robust growth of 27.0% YoY and 16.8% QoQ, with EBITDA margins expanding to 21.2% from 19.4% in Q1FY26 (up 175 bps YoY). PAT after minority interest rose to Rs. 31 crores (up 37.7% YoY / up 16.0% QoQ), while PAT margins improved to 11.9% versus 10.0% in the corresponding quarter last year. During Q1FY27, the company continued to strengthen its operating platform through capacity additions, including an additional 70,000 units p.a. in stainless steel sinks (reaching 2,50,000 units p.a. total capacity at 94% utilization) and strong domestic market expansion (domestic revenue up 39.8% YoY), alongside robust demand visibility across export markets.

Valuation and Outlook

Carysil's outlook post Q1FY27 remains highly constructive, supported by strong demand visibility across export and domestic markets, continued market share gains in Europe and the UK under its "Europe Plus" strategy, and aggressive capacity expansion plans across core product categories. Management has maintained its FY27 revenue growth guidance of 15% to 20% and EBITDA margin guidance of 18% to 20%, with current operational momentum tracking toward the upper end of the margin band due to operating leverage, a favorable product mix, and scale efficiencies. The company is actively transitioning into a comprehensive global kitchen solutions provider, backed by a planned CapEx of Rs. 80-90 crores in FY27 to expand quartz sink capacity (adding 2,60,000 units to reach 1.3million units) and scale stainless steel capacity (to 2,50,000 units). Growth is further anchored by rapid domestic distribution expansion targeting Rs. 1,000 crores in incremental revenue over the next five years, alongside deepening relationships with key global partners including Home Depot, Lowe's, IKEA, Grohe, and new order wins from Amazon in the US and UK. Carysil's disciplined capital allocation, multi-channel strategy, and rising realization per unit position the company exceptionally well for sustained, high-margin long-term compounding.

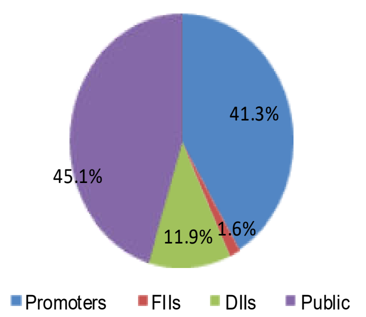
Key Highlights

Particulars (Rs. Cr.)	Q1FY27	Q1FY26	YoY (%)	Q4FY26	QoQ (%)
Net Sales	**262**	**227**	**15.5%**	**234**	**12.2%**
Gross profit	143	119	19.4%	129	10.2%
Gross margin (%)	**54.4%**	**52.6%**	**178 bps**	**55.3%**	**-95 bps**
EBITDA	53	44	21.8%	45	18.6%
OPM (%)	**20.4%**	**19.3%**	**105 bps**	**19.3%**	**110 bps**
PAT	32	23	39.9%	27	17.3%
PAT Margin	**12.2%**	**10.1%**	**213 bps**	**11.7%**	**53 bps**

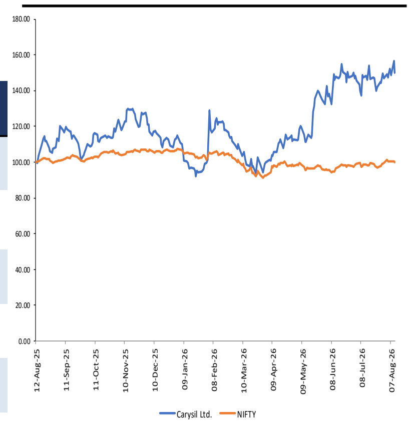
Source: Company, BP Equities Research

Sector Outlook	Positive
Stock	
CMP (Rs.)	1,186
BSE code	524091
NSE Symbol	CARYSIL
Bloomberg	CARYSIL IN
Reuters	CARY.BO
Key Data	
Nifty	24,436
52 Week H/L (Rs,)	1,281/732
O/s Shares (Cr.)	3
Market Cap (Rs. Cr.)	3,374
Face Value (Rs.)	2
Average Volume	
3 months	1,80,025
6 months	1,35,211
1 year	1,46,830

Share Holding Pattern (%)



Relative Price Chart



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Key Concall Highlights

FY27 Management Guidance

The company maintained its FY27 revenue growth guidance of 15% and EBITDA margin guidance of 18% to 20%.

Based on the Q1 performance and current business trends, management expects to track toward the upper end of the EBITDA margin guidance.

Margin improvement is being driven by operating leverage, favorable product mix, higher efficiency, and scale benefits rather than any one-time factor.

"Revenue growth at 15%, EBITDA margin at 18–20%."

Capex Plans

Carysil plans to incur approximately Rs. 80 crores to Rs. 90 crores of capex during FY27.

Around Rs. 40 crores to Rs. 50 crores will be invested in granite sink expansion.

Approximately Rs. 20 crores will be invested in stainless steel capacity.

The remaining capex of around Rs. 20 crores will be allocated toward faucets, appliances, and other requirements.

Management indicated that a minimum annual capex of around Rs. 50 crores may be required in future years to support 15% growth and the company's target of adding Rs. 1,000 crores of revenue over the next five years.

"Rs. 80-90 crores planned, mainly for sink capacity."

Strategic Focus

Carysil's focus has shifted from simply growing its existing businesses to building the next Rs. 1,000 crores of revenue.

The company is continuing to invest in research and development, product development, technology, capacity expansion, and brand building to support its next phase of growth.

Management aims to build Carysil into a global kitchen solutions company with sustainable double-digit growth and industry-leading margins.

"Targeting Rs. 1,000 crores incremental revenue."

Quartz Sink Business

The quartz sink business continued to show healthy momentum, supported by resilient export demand and improving domestic traction.

Capacity utilization stood at approximately 80% during Q1 FY27, while demand visibility remained strong.

The planned capacity expansion of 2,60,000 units is progressing as scheduled and is expected to be completed by the end of FY27.

The company extended its partnership with Home Depot in the US and Canada and entered into a collaborative agreement with H-Play in Australia and New Zealand. Carysil also received its first orders from Amazon in the US and the UK.

Quartz sink volumes increased 6% year-on-year to 2.0 lakh units from 1.9 lakh units in Q1 FY26.

"Volumes up 6% YoY with strong demand."

Stainless Steel Sinks

Stainless steel sink volumes increased 16.3% year-on-year to 49,400 units from 42,500 units in Q1 FY26.

The company added 70,000 units of annual capacity, taking total stainless steel capacity to approximately 2,50,000 units.

"Volumes up 16.3% YoY; utilization at 94%."

Capacity utilization stood at approximately 94% on a weighted-average basis, as the additional capacity became operational during the quarter.

Domestic Business

Domestic sales stood at approximately Rs. 66 crores, registering growth of nearly 40% year-on-year.

Domestic growth was driven by a 25% increase in volumes and a 12% improvement in average price realization, reflecting premiumization and a favorable product mix.

"Sales grew 40%, led by volumes and premiumization."

In India, quartz sinks grew 31%, stainless steel sinks grew 60%, appliances grew 28%, and faucets grew 45%.

The company is expanding its dealer network, brand stores, experience centres, B2B channels, and online presence.

Carysil plans to open around 40 to 50 galleries and 11 brand stores, with 34 stores expected to be commissioned in Q2. The company is targeting approximately 180 stores over the next two years.

E-commerce and B2B Expansion

The company expects its e-commerce sales to grow approximately three times during FY27 through platforms such as Amazon and Flipkart.

Carysil has also started expanding its B2B vertical in India by targeting large builders, particularly in Tier 2 and Tier 3 markets.

"E-commerce targeted to triple; B2B expansion underway."

The company is offering complete kitchen solutions to strengthen its presence in the builder and project segments.

International Business

The company is following a "Europe Plus" strategy to expand its presence across Europe, the UK, the Gulf region, Qatar, and other emerging markets.

The company is deepening relationships with customers such as Lowe's, Home Depot, Homebase, and Amazon through new models, colours, and product offerings.

"Expanding under the "Europe Plus" strategy."

UK Business

The UK business continued to operate across retail, merchant, contract, and OEM channels.

The company plans to open a new Carysil showroom in Manchester to showcase kitchen taps and appliances.

Carysil also plans to launch its premium appliance range in the UK by Q3 FY27.

"Expanding distribution, customers and premium appliances."

New customers such as Bodel, Bory, and JJO have been added across the UK and Ireland for sinks and taps.

The UK market remains modest, but management expects to gain market share through stronger distribution and entry into builder and project-related opportunities.

Logistics-related delays affected dispatches during Q1, but management clarified that there were no major raw material or supply-side challenges. Some shipments were postponed to Q2 because of delays in customer-nominated containers.

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Product Mix and Margins

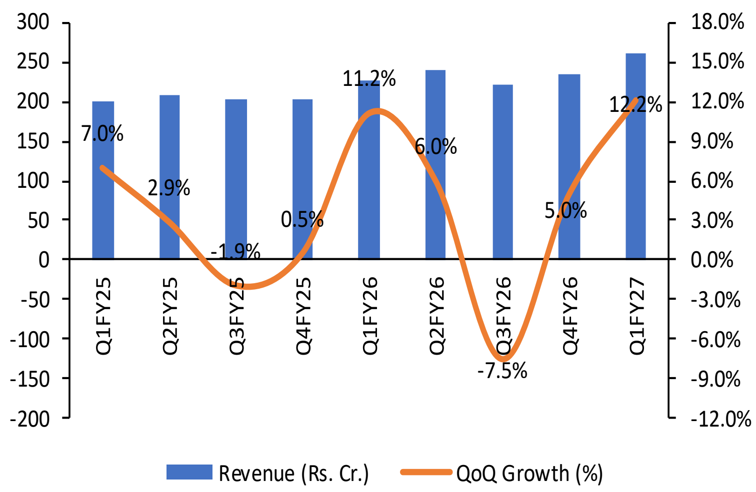
"Premiumization and operating leverage driving margin gains."

The higher-margin premium products, combined with better operating leverage, contributed to the improvement in EBITDA margin.

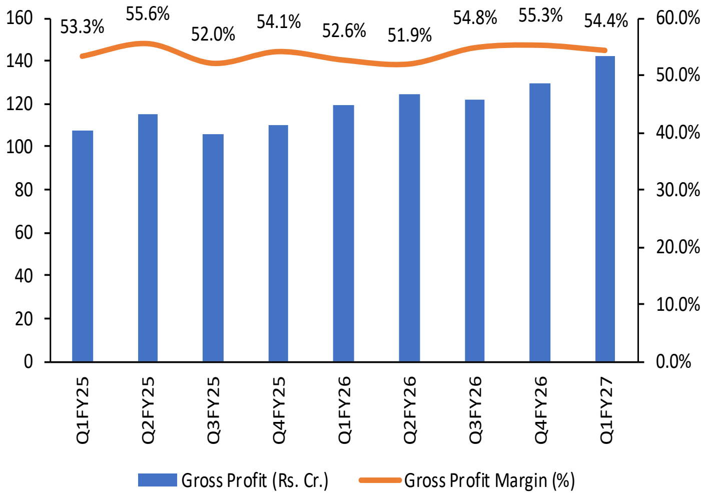
The company indicated that average selling prices have improved, and therefore value growth could be higher than volume growth.

Quarterly Snapshot

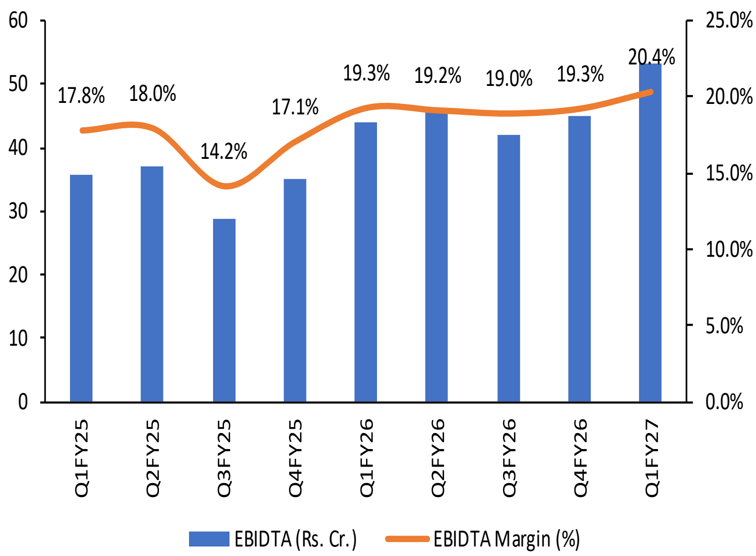
Robust revenue growth on YoY basis



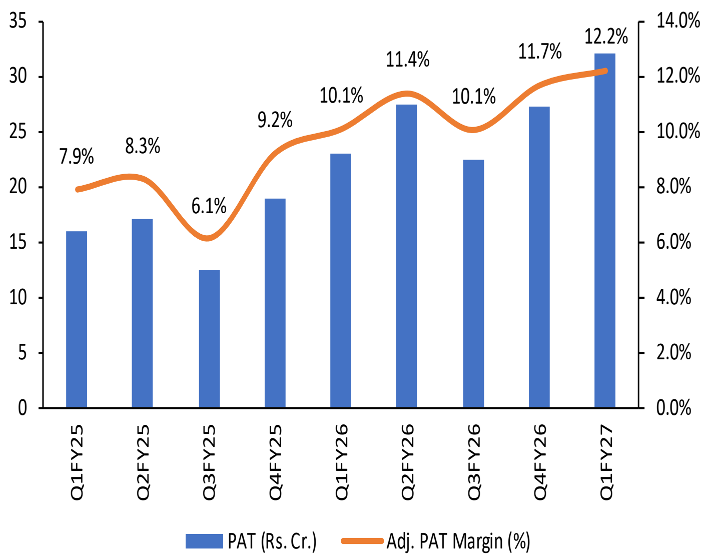
Gross margin normalized supported by favourable product mix



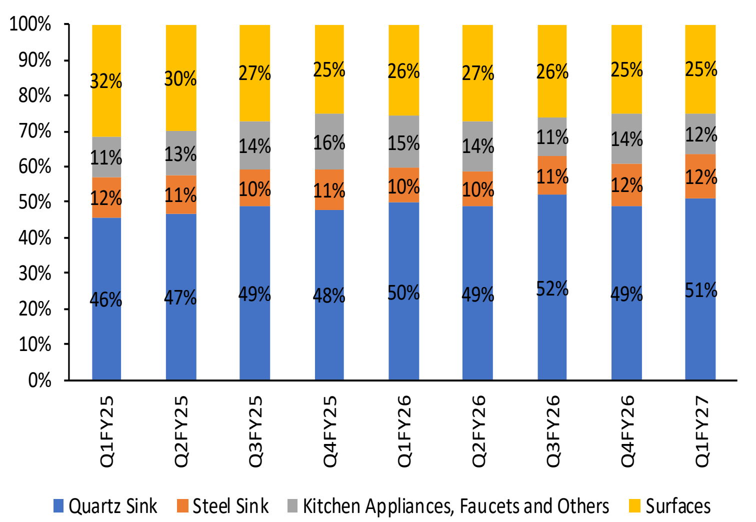
Improved cost discipline resulted in higher EBITDA margins YoY



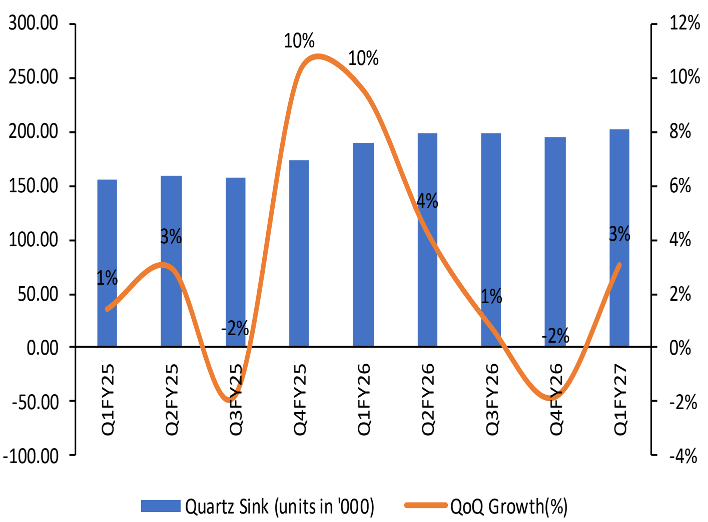
PAT margin improved supported by high demand



Segment wise revenue split



Quartz sink units produced (in '000)



Source: Company, BP Equities

Key Financials						
YE March (Rs. Cr.)	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
Revenue	**594**	**684**	**816**	**924**	**1,084**	**1,265**
Revenue Growth (Y-oY)	*22.7%*	*15.1%*	*19.3%*	*13.3%*	*17.4%*	*16.6%*
EBITDA	**110**	**131**	**140**	**176**	**207**	**251**
EBIT Growth (Y-o-Y)	*4.6%*	*19.4%*	*7.0%*	*25.8%*	*17.3%*	*21.5%*
Net Profit	**52**	**58**	**64**	**99**	**112**	**142**
Net Profit Growth (Y-o-Y)	*(19.1%)*	*10.4%*	*10.1%*	*55.3%*	*13.6%*	*26.5%*
Diluted EPS	**18.5**	**20.4**	**22.4**	**34.8**	**39.6**	**50.1**
Diluted EPS Growth (Y-o-Y)	*(19.1%)*	*10.4%*	*10.1%*	*55.3%*	*13.6%*	*26.5%*
Profitability Ratios						
EBITDA (%)	**18.4%**	**19.1%**	**17.2%**	**19.1%**	**19.0%**	**19.8%**
NPM (%)	8.8%	8.5%	7.8%	10.7%	10.4%	11.2%
ROE (%)	**17.1%**	**16.2%**	**12.0%**	**16.1%**	**15.6%**	**16.7%**
ROCE (%)	21.6%	20.8%	16.8%	20.6%	21.3%	23.4%
Valuation Ratios						
P/E (x)	**64.3x**	**58.2x**	**52.8x**	**34.0x**	**30.0x**	**23.7x**
EV/EBITDA	31.4x	26.6x	24.6x	19.4x	16.5x	13.5x
P/BV (x)	**11.0x**	**9.4x**	**6.3x**	**5.5x**	**4.7x**	**4.0x**
Market Cap. / Sales (x)	5.7x	4.9x	4.1x	3.6x	3.1x	2.7x

Source: Company, BP Equities Research

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Disclaimer Appendix

Analyst (s) holding in the Stock : Nil

Analyst (s) Certification:

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