



# Flair Writing Industries Limited

(An ISO 9001:2015; ISO 14001 : 2015 & SA 8000 : 2014 Certified Company)

CIN NO.: L51100MH2016PLC284727

Flair House, Plot No. A/64, Cross Road – A, Marol Ind. Area,  
MIDC, Andheri (East), Mumbai – 400093, Maharashtra, India  
+91 22 2868 3876 / 06, 4203 0405, 2967 6004/5/6

Ref- FWIL/SEC/2026-27/11

Date: May 21, 2026

|  |  |
|--|--|
| <b>BSE Limited</b><br>Phiroze Jeejeebhoy Towers<br>Dalal Street<br>Mumbai - 400 001.<br>Scrip Code : <b>544030</b> | <b>National Stock Exchange of India Limited</b><br>Exchange Plaza,<br>C/1, G Block, Bandra - Kurla Complex<br>Bandra (East), Mumbai - 400 051.<br>Symbol: <b>FLAIR</b> |
|--|--|

**Sub: Press Release on the Audited Financial Results (Standalone and Consolidated) for the quarter and year ended on March 31, 2026.**

Dear Sir(s)/ Madam(s),

Enclosed herewith is the Press Release on the Audited Financial Results (Standalone and Consolidated) for the quarter and year ended on March 31, 2026.

You are requested to take the same on record.

Thanking you,

Yours faithfully,  
For **Flair Writing Industries Limited**

**Vishal Kishor Chanda**  
Company Secretary and Compliance Officer

Encl: As above

**MUMBAI**

Unit I, Trinity Ind. Park, Survey No.14,15,16,  
National Highway 8, Naigaon (E),  
Palghar 401 208, Maharashtra, India

**DAMAN**

Unit II, Survey No. 709/12 & 18,  
Somnath Road, Dabhel,  
Daman 396 210, India

**DAMAN**

Unit III, Survey No. 377/1,  
Plot No.19 & 21, Zari Causeway Road,  
Kachigam, Daman 396 210. India

**DAMAN**

Unit IV, Survey No. 370/2 A,  
Vapi Road, Kachigam,  
Daman 396 210. India

**DEHRADUN**

Khasra No. 1049/2, 1050/1,  
Twin Industrial Estate, Central Hope Town,  
Selaqui, Dehradun 248 011, Uttarakhand, India

**VALSAD**

Survey No.253, Village Shankar Talao,  
National Highway 8,  
Valsad 396 375, Gujarat, India

## Flair Writing Industries Limited Reports Strong Profitability in Q4 & FY26

Achieved Revenue Growth Guidance of 15% in FY'26

**Mumbai, May 21<sup>st</sup>, 2026** – Flair Writing Industries Ltd. (FWIL), among the leading players in the writing instruments and creative products in the industry has announced its financial results for the quarter and full year ended on March 31, 2026.




### FY26 Consolidated Financial Performance Snapshot

|  |   |   |   |
|--|---|---|---|
| <p>Revenue from Operations</p> <p><b>Rs. 1,250.1 crores</b></p> <p> <b>+15.8% Y-o-Y</b></p> | <p>Gross Profit</p> <p><b>Rs. 637.8 crores</b></p> <p> <b>+16.4% Y-o-Y</b></p> | <p>EBITDA</p> <p><b>Rs. 224.5 crores</b></p> <p> <b>+21.5% Y-o-Y</b></p> | <p>Profit After Tax</p> <p><b>Rs. 141.3 crores</b></p> <p> <b>+18.7% Y-o-Y</b></p> |
|--|---|---|---|

### Key Consolidated Financial Highlights – Q4 & FY26

| Particulars (Rs. Crs.)  | Q4 FY26 | Q4 FY25 | Y-o-Y           | Q3 FY26 | Q-o-Q          | FY26    | FY25    | Y-o-Y          |
|-------------------------|---------|---------|-----------------|---------|----------------|---------|---------|----------------|
| Revenue from Operations | 322.9   | 298.0   | 8.4%            | 317.7   | 1.7%           | 1,250.1 | 1,079.9 | 15.8%          |
| Gross Profit            | 165.3   | 144.8   | 14.1%           | 161.7   | 2.2%           | 637.8   | 547.7   | 16.4%          |
| Gross Profit Margin (%) | 51.2%   | 48.6%   | <b>+258 bps</b> | 50.9%   | <b>+27bps</b>  | 51.0%   | 50.7%   | <b>+30 bps</b> |
| EBITDA                  | 57.7    | 46.8    | 23.3%           | 56.9    | 1.4%           | 224.5   | 184.7   | 21.5%          |
| EBITDA Margin (%)       | 17.9%   | 15.7%   | <b>+217 bps</b> | 17.9%   | <b>- 4 bps</b> | 18.0%   | 17.1%   | <b>+85 bps</b> |
| Profit After Tax        | 36.5    | 30.8    | 18.4%           | 33.1    | 10.2%          | 141.3   | 119.1   | 18.7%          |
| PAT Margin (%)          | 11.3%   | 10.3%   | <b>+96 bps</b>  | 10.4%   | <b>+88 bps</b> | 11.3%   | 11.0%   | <b>+28 bps</b> |

### FY26 Operational Performance Snapshot

|   |   |  |
|---|---|--|
| <p>Domestic Own Brand Sales</p> <p><b>Rs. 1,017 crores</b></p> <p> <b>+20% Y-o-Y</b></p> | <p>Export Own Brand Sales</p> <p><b>Rs. 122 crores</b></p> <p> <b>+29% Y-o-Y</b></p> | <p>Total Own Brand Sales</p> <p><b>Rs. 1,139 crores</b></p> <p> <b>+21.1% Y-o-Y</b></p> |
|---|---|--|

### Highlights for the Quarter:

- The company achieved its growth guidance of 15% for FY'26 reporting an overall revenue of INR 1,250.1 crores, a growth of 15.8% YoY.
- The Creative and Steel Bottles & Houseware Segment** delivered exceptional performance in FY26, recording a robust **~74%** year-on-year growth and **95%** year-on-year growth. From combined **~11% share in FY21 to ~31% in FY26**, both segment contribution to revenue has grown by 3x, transforming into significant contributors to overall performance.
- Total Own Brand Sales grew 21.1 % Y-o-Y**, supported by strong domestic as well as export traction. This was strongly supported by steady demand, wider distribution, and consistent volume growth, highlighting the **growing strength of the Company's own brands. However, exports in the month of March were impacted due to West Asia Crisis.**
- Launched a combined **121 new products** during the full year across all business segments
  - 62 new pens** were launched in the full year of which across all price segments.
  - 59 new products** were launched under **Creative, Steel bottles & Houseware segment and other product ranges** to build category strength.
- The New Valsad facility** is scheduled to **commence operations in Q1 FY27** and is expected to **ramp up by Q3 FY27**, enabling the Company to enhance capacity and support its next phase of scalable growth.
- Incurred a capex of ₹20 crores FY26 for the Flomaxe facility in Surat**, mainly invested in the new building and plant and machinery, and has already emerged as a **revenue-accretive driver for the creatives segment.**

**Commenting on the Results, Mr. Vimalchand Rathod, Managing Director said,** - “We are pleased to conclude the year on a strong note, delivering a robust year-on-year topline growth, in line with our stated guidance of 15%. This performance was underpinned by strong execution and sustained demand across key categories. Our new growth drivers showed exceptional momentum, with both the Creatives segment and the Steel Bottles & Houseware segment delivering a standout performance during the year.

FY'26 marked a pivotal year in our transformation journey, as we evolved into a more diversified business with strong momentum in emerging categories. This transition reflects a conscious shift towards a more balanced and scalable business model, reducing reliance on a single category while strengthening our presence across high-growth segments. At the same time, the rising contribution of our own brands underscores improving brand equity and deepening consumer trust, reinforcing our focus on building a more resilient and future-ready platform.

Our capacity expansion is progressing well, with the new Valsad facility set to commence operations in the first quarter of FY27 and gradually scale up, strengthening manufacturing capabilities and supporting rising demand across key segments. Additionally, investments in the Flomaxe facility have already begun contributing meaningfully, emerging as a strong growth driver for the creatives business.

We are happy to inform our shareholders that, in view of the Company’s strong performance and positive outlook, the Board has declared a final dividend of Rs 0.50/- per equity share. This decision reflects our consistent focus on delivering value and our confidence in the business’s growth trajectory, while reaffirming our commitment to rewarding shareholders for their continued trust and support.

### About Flair Writing Industries Limited

Flair Writing Industries Limited (“Flair”) is among the Top-3 players in the writing instruments and the largest pen brand in India. FWIL's flagship brand "Flair" has established itself as a household name in India, boasting a market presence of over 45 years. Its extensive product portfolio caters to a diverse range of consumers, from students and professionals to offices and institutions. Flair manufactures and distributes several brands in India and partners with various international brands in the writing instruments industry. Company’s products are sold under the “**Flair**” brand, “**Flair Creative**”, their principal brands “**Hauser**” and “**Pierre Cardin**” and they have recently introduced “**ZOOX**” in India. They had introduced creative range of products under “**Flair Creative**” brand in FY21. The company is also rapidly scaling its steel bottles and other houseware products. The company has also engaged in the distribution of MAPED branded products in India.

| Company   | Investor Relations: MUG Intime India Limited  |
|---|---|
| Name: Alpesh Porwal (Chief Financial Officer)                         | Name: Ms. Darshi Jain/Mr. Irfan Raean   |
| Email: <a href="mailto:alpesh@flairpens.com">alpesh@flairpens.com</a> | Email: <a href="mailto:darshi.jain@in.mpms.mufg.com">darshi.jain@in.mpms.mufg.com</a> /<br><a href="mailto:Irfan.raean@in.mpms.mufg.com">Irfan.raean@in.mpms.mufg.com</a> |
| CIN: L51100MH2016PLC284727  |   |
| <a href="http://www.flairworld.in">www.flairworld.in</a>              | Meeting Request Link – <a href="#">Click Here</a>   |

### Safe Harbor

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. Past performance also should not be simply extrapolated into the future. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company’s operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, and other costs. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.