





## Flair Writing Industries Limited Delivers Strong Growth in Q3 FY26; Confident of Surpassing Its Outlook

**Mumbai, January 29<sup>th</sup>, 2026** – Flair Writing Industries Ltd. (FWIL), among the leading players in the writing instruments industry has announced its financial results for the quarter and nine months ended on December 31, 2025.

### Q3 FY26 Consolidated Financial Performance Snapshot

Revenue from Operations <b>Rs. 318 crores</b>  <b>+20% Y-o-Y</b>	Gross Profit <b>Rs. 162 crores</b>  <b>+18% Y-o-Y</b>	EBITDA <b>Rs. 57 crores</b>  <b>+26% Y-o-Y</b>	Profit After Tax <b>Rs. 33 crores</b>  <b>+13% Y-o-Y</b>
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### Key Consolidated Financial Highlights – Q3 & 9M FY26

Particulars (Rs. Crs.)	Q3 FY26	Q3 FY25	Y-o-Y	Q2 FY26	Q-o-Q	9M FY26	9M FY25	Y-o-Y
Revenue from Operations	317.7	264.5	20.1%	320.9	-1.0%	927.2	781.8	18.6%
Gross Profit	161.7	137.2	17.9%	166.6	-2.9%	472.5	402.9	17.3%
Gross Profit Margin (%)	50.9%	51.9%	-95 bps	51.9%	-100 bps	51.0%	51.5%	-57 bps
EBITDA	56.9	45.3	25.7%	60.4	-5.7%	166.8	137.9	20.9%
EBITDA Margin (%)	17.9%	17.1%	80 bps	18.8%	-89 bps	18.0%	17.6%	35 bps
Profit After Tax	33.1	29.3	13.2%	42.7	-22.4%	104.8	88.2	18.8%
PAT Margin (%)	10.4%	11.1%	-63 bps	13.3%	-288 bps	11.3%	11.3%	2 bps

### Q3 FY26 Operational Performance Snapshot

Domestic Own Brand Sales <b>Rs. 253 crores</b>  <b>+22.5% Y-o-Y</b>	Export Own Brand Sales <b>Rs. 33 crores</b>  <b>+30% Y-o-Y</b>	Total Own Brand Sales <b>Rs. 286 crores</b>  <b>+23% Y-o-Y</b>
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### Highlights for the Quarter:

- With a fifth **straight quarter of 15%+ Y-o-Y growth**, the Company remains confident of outperforming its growth guidance of 15% over the next two years
- The Creative Segment** continued its remarkable ascent, delivering ~**69% Y-o-Y growth** reaching INR 77 crores and firmly cementing its position as the Company's **high-potential driver of expansion**
- The steel bottles and houseware segment** maintained its momentum this quarter, recording an impressive **116.2% Y-o-Y revenue surge** and **emerging as a standout catalyst for growth**, fueled by strong and rapidly accelerating market demand
- Total Own Brand Sales grew 23.3% Y-o-Y**, supported by strong domestic traction. Export performance also remained resilient, with both Own Brand and OEM segments delivering healthy, **volume-driven growth**
- Launched a combined **28 new products** during the third quarter across all business segments
  - 17 new pens** were launched in Q3 FY26 of which across all price segments
  - Rest of the products were launched under **Creative, Steel bottles & Houseware segment and other product ranges** to build category strength
- The New Valsad facility is progressing as planned** and is expected to **become partially operational in Q4**, positioning the Company to further enhance capacity and support its next leg of scalable growth
- Incurred a capex of ₹9.6 crores for 9M FY26 for the Flomaxe facility in Surat**, mainly invested in 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 report another quarter of strong and broad-based performance in our business, marked by sustained revenue momentum and continued strengthening of our market position. Our topline performance remained robust, delivering a fifth consecutive quarter of 15%+ year on year revenue growth, a testament to the increasing preference for our products and the effectiveness of our innovation-led approach.

The past two-three quarters have been witnessing exceptional traction in our newer and rapidly scaling categories. Both our emerging segments, the creatives and the steel bottles & houseware have been performing extremely well, surpassing our estimates. Our core writing instruments business continued to demonstrate strength, with both domestic own brand sales and overall export sales registering healthy, volume-led growth.

Operational excellence remains central to our long-term strategy. We continue to strengthen our manufacturing capabilities, with expansion underway in the Flomaxe Surat facility. Further reinforcing our expansion plans, the New Valsad facility is expected to become partially operational in Q4 FY26, augmenting capacity for writing instruments and stationery products thus positioning the Company for its next phase of scaled, innovation-led growth. Together with enhanced capacities and rising momentum across segments, the company is confidently charting its path toward scaled, future-ready growth.

We are pleased to inform our esteemed shareholders that, given the strong performance and buoyant outlook of the Company, the Board of Directors has approved the declaration of an interim dividend INR 0.50 per share viz. 10% of the face value of equity share. This dividend reflects 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.

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