

Flair Writing Industries Limited Reports Strong Profitability in Q4 & FY26

Achieved Revenue Growth Guidance of 15% in FY'26

Mumbai, May 21st, 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>Rs. 1,250.1 crores</p> <p> +15.8% Y-o-Y</p>	<p>Gross Profit</p> <p>Rs. 637.8 crores</p> <p> +16.4% Y-o-Y</p>	<p>EBITDA</p> <p>Rs. 224.5 crores</p> <p> +21.5% Y-o-Y</p>	<p>Profit After Tax</p> <p>Rs. 141.3 crores</p> <p> +18.7% Y-o-Y</p>
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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%	+258 bps	50.9%	+27bps	51.0%	50.7%	+30 bps
EBITDA	57.7	46.8	23.3%	56.9	1.4%	224.5	184.7	21.5%
EBITDA Margin (%)	17.9%	15.7%	+217 bps	17.9%	- 4 bps	18.0%	17.1%	+85 bps
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%	+96 bps	10.4%	+88 bps	11.3%	11.0%	+28 bps

FY26 Operational Performance Snapshot

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

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