(Investor Release)

Flair Writing Industries Limited Reports healthy growth in Q1 FY27

Mumbai, August 11th,2026 – Flair Writing Industries Ltd. (FWIL), among the leading players in the writing instruments industry has announced its financial results for the quarter ended on June 30, 2026.

Q1 FY27 Consolidated Financial Performance Snapshot

Revenue from Operations	Gross Profit	EBITDA	Profit After Tax
Rs. 319.2 crores	Rs. 158.6 crores	Rs. 53.3 crores	Rs. 29.1 crores
+10.6% Y-o-Y	*+10.0%* Y-o-Y	*+7.7%* Y-o-Y	*+0.5%* Y-o-Y

Key Consolidated Financial Highlights – Q1 FY27

Particulars (Rs. Crs.)	Q1 FY27	Q1 FY26	Y-o-Y	Q4 FY26	Q-o-Q	FY26
Revenue from Operations	319.2	288.5	10.6%	322.95	-1.1%	1,250.1
Gross Profit	158.6	144.2	10.0%	165.3	-4.1%	637.8
Gross Profit Margin (%)	*49.7%*	*50.0%*	*-31 Bps*	*51.2%*	*-151 bps*	*51.0%*
EBITDA	53.3	49.5	7.7%	57.7	-7.6%	224.5
EBITDA Margin (%)	*16.7%*	*17.2%*	*-46 Bps*	*17.9%*	*-116 bps*	*18.0%*
Profit After Tax	29.1	29.0	0.5%	36.5	-20.4%	141.3
PAT Margin (%)	*9.1%*	*10.0%*	*-92 bps*	*11.3%*	*-220 bps*	*11.3%*

FY26 Operational Performance Snapshot

Domestic	Export
Rs. 277 crores	Rs. 43 crores
+13% Y-o-Y	*0%* Y-o-Y

Highlights for the Quarter:

- The Company achieved revenue growth of 11% year-on-year in Q1 FY27, supported by growth across all key business segments.
- Pen segment recorded strong high single digit growth of 9% YoY, with revenue reaching INR 220 crs, driven by an increase in domestic demand.
- Creative segment recorded a growth of 23% YoY with revenue reaching INR 80 crs during the quarter.
- The Steel Bottles & Houseware business recorded 54% YoY growth, with revenue reaching ₹19 crs during the quarter.
- A combined 32 new products were launched during the quarter across various business segments.
  - 18 new pens were launched in Q1 FY27 across different price segments.
  - Remaining products were launched under the Creative, Steel Bottles & Houseware and other product categories to build category strength.
- During Q1, the Company incurred a total capital expenditure of ₹43.42 crs, including ₹33.25 crs capitalized towards the factory building in Valsad facility. The capex also includes ₹0.39 crs incurred towards the Surat facility.

***Commenting on the Results, Mr. Vimalchand Rathod, Managing Director said, -** "We are pleased to report another quarter of broad-based performance across our businesses, supported by continued revenue growth. Despite a challenging operating environment marked by elevated and volatile raw material prices, we remain focused on sustaining our growth momentum through disciplined execution and continued market expansion.*

Our diversification into Creative Products and Steel Bottles & Houseware continues to gain traction, with these businesses collectively contributing 31% of revenue. This reflects the progress made in building new growth drivers beyond the Writing Instruments business. During the quarter, the Writing Instruments business also delivered healthy growth, supported by continued demand in the domestic market.

We are also pleased to announce that Flair Cyrosil Industries Private Limited (FCIPL), a subsidiary of the company, is expanding its manufacturing capacity through a fourth next-generation manufacturing line, which is expected to be commissioned by Q4 FY27. The new line is expected to increase manufacturing capacity by approximately 35%. This capacity expansion, together with the continued growth of the Creative Division, is expected to further increase the contribution of these businesses to approximately 35%–38% of overall Company revenue in FY27.

Backed by scalable and sustainable operations and strong brand equity, will continue to support our long-term growth while strengthening our leadership position in the industry. We remain grateful to all our stakeholders 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, with a market presence of over 45 years. 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 their principle brands like "Flair", "Flair Creative", "Hauser" and "Pierre Cardin" in India. Post launch of Flair Creative range of products in FY21, it has emerged as the fastest growing segment in the company resulting in higher contribution to the overall product mix compared to writing instruments segments. The company is also rapidly scaling its Steel Bottles & Houseware products business. It is further engaged in the distribution of MAPED France's premium creative range of products in India.

In FY 2026, the Company reported revenue of INR 12,501 million, EBITDA of INR 2,245 million and PAT of INR 1,413 million, thus achieving the revenue growth guidance of 15%. The Company operates 11 manufacturing facilities in 5 locations and has built one of the largest distribution networks in the industry, comprising over 166+ super stockists, 8,000+ distributors and 330,000+ retail touchpoints, with a presence across 6,500+ pin codes

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