



11<sup>th</sup> August, 2022

The Listing Department, The Calcutta Stock Exchange Ltd. 7, Lyons Range, Kolkata - 700001	The Manager The Department of Corporate Services, BSE Limited, P. J. Towers, Dalal Street, Mumbai - 400001	The Manager, The Listing Department, National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400051
---	---	--

Dear Sir,

**Re: Press Release**

Please find enclosed herewith the Press Release relating to the Financial Results for the quarter ended 30<sup>th</sup> June, 2022.

Thanking You

Yours faithfully

For LINC LIMITED

N. K. DUJARI  
Director Finance &  
Compliance Officer



## Press Release

**Kolkata, West Bengal, 11th August 2022:** Linc Limited (Formerly Linc Pen & Plastics Limited), one of the most trusted names in the writing instruments business, announced its Q1FY23 results today. The Board of Directors of Linc Limited at its meeting held on 11th August 2022 took on record the Unaudited Financial Results for the first quarter of Financial Year 2022-23. Linc has a robust domestic and international presence spreading across 50 countries and the brand is respected for producing world-class and innovative products.

Financial Summary	Q1FY23	Q1FY22	YoY%	Q4FY22	QoQ%	FY22
Total Income	9,926	5,553	78.7%	11,216	(11.5%)	35,784
Gross Profit	2,487	1,239	100.7%	2,536	(1.9%)	8,441
Gross Profit Margin	25.4%	22.5%	13.0%	22.9%	10.7%	23.8%
EBITDA	931	176	428.0%	745	25.0%	2,441
EBITDA Margin	9.5%	3.2%	197.2%	6.7%	41.0%	6.9%
PAT	438	-122	NA <sup>1</sup>	299	46.5%	813

1.NA – Negative number historically

### Commenting on the results, Mr. Deepak Jalan, Managing Director, Linc Limited said:

*“I am pleased with the all-round performance of our Company during the quarter. Revenue displayed strong growth and our Income for Q1 FY 23 amounted to ₹9,926 lacs as against ₹5,553 lacs in Q1 FY 21, cloaking a YoY growth of over 78%. However, first quarter being traditionally a weaker quarter for the industry as such, Income fell by over 11% sequentially. While the company continued to witness increase in input costs during the quarter, I am happy to state that we were able to pass on the raw material price increases, as we increased the selling price of our finished products from April 2022. This resulted in improved gross margin, which increased from 22.9% in Q4 FY22 to 25.4% in Q1 FY23. EBITDA margin also improved to 9.5% and was up 631 basis points YOY and 277 basis point QoQ in spite of higher RM costs; largely due to increased selling price and relatively lower marketing & new customer acquisition costs. Commodity prices have started to soften, and prices of key inputs are expected to remain benign in the coming quarters as the focus of central banks have shifted to containing inflation. This along with our continued focus on higher margin products should help us in improving our margins and profitability going forward. Our relentless focus on increasing our sales network continues as we added another 12,000 + touchpoints in the quarter gone by. This coupled with the slated launch of new products in the coming quarter augers well for our topline as well as bottomline growth.”*



## Milestones Achieved

- **Total Income:**
  - ₹9,926 Lacs, registering a growth of 78.7% YoY and down 11.5% QoQ
  - Share of 'Pentonic' increased to 29.3% in Q1 FY23 as against 25.5% in FY22
- **Gross Profit:**
  - ₹2,487 Lacs, up 100.7% YoY & down 1.9% QoQ. Gross Margin was at 25.4%
- **EBITDA:**
  - ₹931 Lacs, up 428% YoY & 25% QoQ. EBITDA Margin was at 9.5%
- **PAT:**
  - ₹438 Lacs in Q1 FY23
  - EPS stood at ₹2.95 in Q1 FY23 vs (₹0.82) in the same period last year
- **Net Debt:**
  - Debt has come down to zero and Net Debt is (₹486) lacs as against ₹290 lacs in FY 22
  - Net Debt / EBITDA improved further to (0.13) from 0.12 in March 2022. It stood as high as 2.43 in March 2018

## About Linc Limited

*Linc Limited is one of India's most trusted Writing Instrument brands with a national and international presence in over 50 countries. Linc is considered among the top pen companies in India with a constant endeavour to bring out new innovative pens with innovative technologies and packaging. Established in 1976 by Mr. Suraj Mal Jalan, Linc is currently headed by Mr. Deepak Jalan, Managing Director. We have our manufacturing units in Serakole and Umbergaon, , with a daily capacity of more than two million units with ISO 9001:2008 certification, guaranteeing top quality products. Linc has an exclusive license to distribute and market Uniball products. It is listed on NSE, BSE, and CSE. Linc is a dynamic company addressing the growing needs of the second-most populous country; it is a global organization striving to achieve greater heights through sustainable growth over the years.*

### For further information, please contact:

**Satyaki Haldar**

Communications 2.0

+91 7715805191

Email: [shaldar@comm20.com](mailto:shaldar@comm20.com)