



31st July 2023

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
Scrip Code- 022035	Script Code- 531241	Symbol- LINC

Dear Sir,

Re: Press Release

Please find enclosed herewith the Press Release relating to the Financial Results for the quarter ended 30th June, 2023.

Thanking You

Yours faithfully

For LINC LIMITED

KAUSHIK RAHA
Company Secretary

Encl: as above



Press Release

Kolkata, West Bengal, 31st July 2023: Linc Limited (Formerly Linc Pen & Plastics Limited), one of the most trusted names in the writing instruments & stationery business, announced its Q1FY24 results today. The Board of Directors of Linc Limited at its meeting held on 31st July 2023 took on record the Unaudited Financial Results for the first quarter of Financial Year 2023-24. Linc has a robust domestic and international presence spreading more than 40 countries and the brand is respected for producing world-class and innovative products.

Financial Summary	Q1FY24	Q1FY23	YoY%	Q4FY23	QoQ%	₹ Lacs FY23
Total Income	11,322	9,926	14.1%	13,820	(18.1%)	49,024
Gross Profit	3,616	2,487	45.4%	4,709	(23.2%)	15,197
Gross Profit Margin	32.3%	25.4%	27.3%	34.3%	(5.8%)	31.2%
EBITDA	1,449	931	55.6%	2,053	(29.4%)	6,484
EBITDA Margin	13.0%	9.5%	36.2%	15.0%	(13.4%)	13.3%
PAT	739	438	68.6%	1,233	(40.1%)	3,740

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

“Total income in Q1 FY24 stood at ₹ 11,322 lacs, a growth of 14.1% against the corresponding quarter previous year. Gross profit margins also increased to 32.3% in Q1 FY24 as against 25.4% in the corresponding period the previous year. However, the same contracted sequentially by 197 bps due to lower income in the first quarter, being the weakest quarter due to seasonality of business. The company achieved PAT of ₹ 739 lacs, up 68.6% against Q1 FY23.

I am very glad to share that we were able to increase the share of Pentonic in total revenue to over 36% as against ~ 30% in FY23 through special drive that we undertook during the Quarter. During the Quarter we launched Pentonic G-RT, the Rs 40 gel pen, and am excited to share that it has received excellent initial response and hence we now plan to do a full-fledged launch in the coming months.

Your company continues to witness strong demand for Pentonic portfolio, increasing traction for our stationery portfolio “Deli” and growing share of higher margin products, which should enable us achieve strong topline and bottom-line growth in the near future as well.”



Milestones Achieved in Q1 FY 24

- **Total Income:**
 - Total income of ₹11,322 Lacs for Q1 FY 24, registering a growth of 14.1% YoY
- **Gross Profit:**
 - Gross Profit of ₹3,616 Lacs, up 45.4% over Q1 FY 23. Gross Margin was at 32.3%
- **EBITDA:**
 - 1,449 Lacs in Q1 FY 24, up 55.6% YoY & EBITDA Margin was at 13.0%
- **PAT:**
 - ₹739 Lacs against Q1 FY 23 PAT of ₹438 Lacs, up 68.6%. PAT Margin was at 6.5%
 - EPS stood at ₹4.97 as against ₹2.95 in Q1 FY 23.
- **Net Debt:**
 - Debt has come down to zero and Net Debt stood at (₹1560) lacs as against (₹760) lacs in FY 23
 - Net Debt / EBITDA improved further to (0.27) from (0.12) in March 2023.

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:

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