



15<sup>th</sup> February, 2017

The Secretary  
The Calcutta Stock Exchange Ltd.  
7, Lyons Range  
Kolkata – 700 001

Dear Sir,

**Re : Press Release**

Please find enclosed herewith the Press Release relating to the Financial Results for the quarter / nine months period ended 31<sup>st</sup> December, 2016.

Thanking You

Yours faithfully

For LINC PEN & PLASTICS LTD.

N. K. DUJARI  
Chief Financial Officer &  
Company Secretary

Encl: as above

CC: 1. The Executive Director  
The Stock Exchange, Mumbai

Stock Code - 531241

2. The Manager,  
Listing Department,  
National Stock Exchange of India Ltd.

**Press Release**

**Salient Points on Financial Results for Q3 / 9M of FY2016-17**

|                        |           | <b>Q3 - 16-17</b> | <b>Q3 - 15-16</b> | <b>Increase / (Decrease)</b> |
|------------------------|-----------|-------------------|-------------------|------------------------------|
| Total Revenue (Net)    | ₹ In Lacs | 8,191             | 7,221             | 13.4%                        |
| Exports                | ₹ In Lacs | 2,607             | 1,760             | 48.1%                        |
| Profit After Tax (PAT) | ₹ in Lacs | 303               | 327               | (7.3%)                       |
| PAT (as % of Revenue)  | In %      | 3.7%              | 4.5%              | (80 bps)                     |
| EBITDA (in %)          | In %      | 8.4%              | 8.9%              | (40 bps)                     |

|                        |              | <b>9M- 16-17</b> | <b>9M- 15-16</b> | <b>Increase / (Decrease)</b> |
|------------------------|--------------|------------------|------------------|------------------------------|
| Total Revenue (Net)    | ₹ In Lacs    | 25,590           | 23,910           | 7.0%                         |
| Exports                | ₹ In Lacs    | 7,118            | 5,984            | 19.0%                        |
| Profit After Tax (PAT) | ₹ In Lacs    | 1154             | 1203             | (4.1%)                       |
| PAT (as % of Revenue)  | In %         | 4.5%             | 5.0%             | (50 bps)                     |
| EBITDA (in %)          | In %         | 9.2%             | 8.7%             | 50 bps                       |
| E P S                  | Per share    | 7.81             | 8.13             |                              |
| Inventory & Debtors    | ₹ In Lacs    | 12,219           | 11,734           |                              |
|                        | Days of sale | 131              | 135              |                              |

**Exports**

In Q2 the exports had a negative growth of 8.5%. However in Q3 the exports registered a growth of 48.1%, which made up for the loss of the previous qtr and as a result - YTD Exports growth stood at 19% over same period last year.

**Domestic**

The domestic sale was affected in the month of November, 2016 due to demonetization. However, the sale re-covered to some extent in December and as a result, we had a marginal growth over same period last year.



#### Q4 of FY 16 – 17 - way forward

The export revenue for January, 2017 had a negative growth and as a result YTD January, 2017 – the export growth stood at 13% over same period last year. We expect to re-bound in the remaining period to close the year with a high double digit growth.

On domestic front, the Corporate / B2B Sales have been substantially affected due to demonetization, while the General Trade sales came back to normal situation in January. The scenario of sluggish Corporate / B2B Sales is likely to persist, while we expect to achieve a decent double digit growth in the General Trade Sales. However as a consequence, the overall domestic sales growth may land-up at a single digit only, for both Q4 as well as the full year.

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