

31<sup>st</sup> May, 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 / year ended 31<sup>st</sup> March, 2017.

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.

**Salient Points on Financial Results for the FY 2016-17**

		FY 2016-17	FY 2015-16
Domestic Revenue (Net)	₹ In Lacs	25,627	24,712
Exports	₹ In Lacs	10,464	9,702
Total Revenue (TR) (Net)	₹ In Lacs	36,091	34,414
Profit After Tax (PAT)	₹ In Lacs	1,717	1,832
PAT (as % of sales)	In %	4.8%	5.3%
EBITDA (in %)	In %	9.3%	9.1%
E P S	Per share	11.6	12.4
Dividend (%)	In %	30%	30%
Inventory & Debtors	₹ In Lacs	11,846	12,502
	Days of sale	120	133
Working Capital Borrowings	₹ In Lacs	3,736	3,094

**Salient Points on Financial Results for Q4 2016-17**

		Q4 - 16-17	Q4 - 15-16
Domestic Revenue (Net)	₹ In Lacs	7,155	6,786
Exports	₹ In Lacs	3,346	3,718
Total Revenue (Net)	₹ In Lacs	10,501	10,504
Finance Cost	₹ In Lacs	38	71
PAT	₹ in Lacs	563	629
PAT (as % of sales)	In %	5.4%	6.0%
EBITDA (in %)	In %	9.5%	10.1%

Speaking on the Results, Managing Director Mr. Deepak Jalan said – Traditional channel contributes more than 80% to the domestic revenue, which grew handsomely by 17% in the Q4 as compared to same period last year. However, there was steep decline in the corporate / institutional sales, as a result of which the overall domestic revenue growth was pulled down to 5.4%.

Exports, which were up by 19% until the end of 9 month period, were hit by political / currency turbulence in key markets like Egypt, Turkey & several African countries. As a result, the export revenue was negative.

Consequently, the overall Q4 revenue emerged flat, despite decent gains from the core channel.

On the positive front, share of value added products increased to 22% from previous year's 17% in the same period, but flat revenue coupled with margin pressure on account of increase in the polymer prices and strengthening of Indian rupee affected the profitability of the company in the Q4.

**Future Outlook:**

The traditional channel, which is the core, is expected to grow in the range of 15-20% in the forthcoming period, while outlook for corporate sales is still sluggish. On the export front, alternative markets are being focused upon to make up the losses from the affected countries.

Company's continued efforts to augment sales of value added products is likely to insulate the profitability of the company, going forward.

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