



Celebrating the art of handwriting
Linc Pen and Plastics Limited | Annual Report 2015-16

Cautionary statement

In this annual report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements – written and oral – that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipates', 'estimates', 'expects', 'projects', 'intends', 'plans', 'believes' and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in our assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise

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THIS ANNUAL REPORT
IS NOT JUST A CELEBRATION
OF REVENUES, MARGINS
AND PROFITS.
IT IS A CELEBRATION OF
SOMETHING MORE
FUNDAMENTAL.

THE ACT OF
HANDWRITING ITSELF.

THE WRITTEN WORD

IS BEING REPLACED BY
THE TYPED AND TEXTED
EQUIVALENT.

AND YET, THE GLOBAL
WRITING INSTRUMENTS
INDUSTRY IS STILL A
₹62,000 CRS INDUSTRY
ADDRESSING THE NEEDS
OF MILLIONS.

Students who still need to write exams.

Doctors who still need to scribble prescriptions.

Lovers who still believe in exchanged letters.

Businessmen who still need to sign cheques.

Lawyers who still need to make notes.

Housewives who still need to make shopping lists.

Journalists who still need to make observations.

Kids who still feel like playing knots and crosses.

Scorers who still mark runs and balls in books.

Celebrities who still need to sign autographs.

Artists who still need to sketch.



THIS ANNUAL REPORT IS DEDICATED TO ALL THESE PEOPLE.
CELEBRATING THE ART OF HANDWRITING.

CORPORATE SNAPSHOT

LINC PEN AND PLASTICS LIMITED IS NOT JUST ONE OF THE OLDEST STATIONERY AND WRITING INSTRUMENT COMPANIES IN INDIA.

IT IS ALSO THE YOUNGEST.

MARKED BY A NUMBER OF INDUSTRY FIRSTS.

PRICE AND PRODUCT INNOVATION. ENGAGEMENT OF A FILM SUPER STAR FOR PRODUCT ENDORSEMENT.

EXPORTING PRODUCTS ACROSS 50 COUNTRIES IN ITS BRAND NAME.

EMERGING AS A DISTINCTIVE BRAND: 'IF IT IS DIFFERENT, IT MUST BE LINC.'

VISION

To establish Linc as a global brand known for its values, assertiveness and the acumen to adapt to an ever-changing environment

MISSION

To deliver innovative, user-friendly and better-quality products at best value to customers, keeping in

mind the prosperity of the Company and its stakeholders

BACKGROUND

The Company, engaged in the manufacture and marketing of writing instruments, is among the three largest players in India in its sector.

The Company manufactures a wide range of writing

instrument at two manufacturing and assembly locations near Kolkata.

OUR BUSINESS

Linc has gradually evolved into a one-stop solution provider for writing instruments and allied products.

OUR LOCATIONS

Linc is headquartered in Kolkata (India).

The Company's manufacturing facilities are located in Serakole and Falta, both in West Bengal, besides two assembling units near Kolkata.

Linc's products are available in 50 countries under its own brand.

LISTING

Linc's shares are listed and actively traded on the Bombay Stock Exchange, National Stock Exchange and the Calcutta Stock Exchange.

The Company enjoyed a market capitalisation of ₹276 crs as on 31 March 2016.

OUR MARKET AND PARTNERS

Linc is among three largest writing instrument manufacturers in India enjoying a market share of 10%.

The Company possesses an exclusive license to market and distribute Mitsubishi's Uniball brand in India.

Mitsubishi Pencil Co. Ltd., Japan has a 13.5% stake (strategic investment) in Linc.

DIFFERENTIATORS

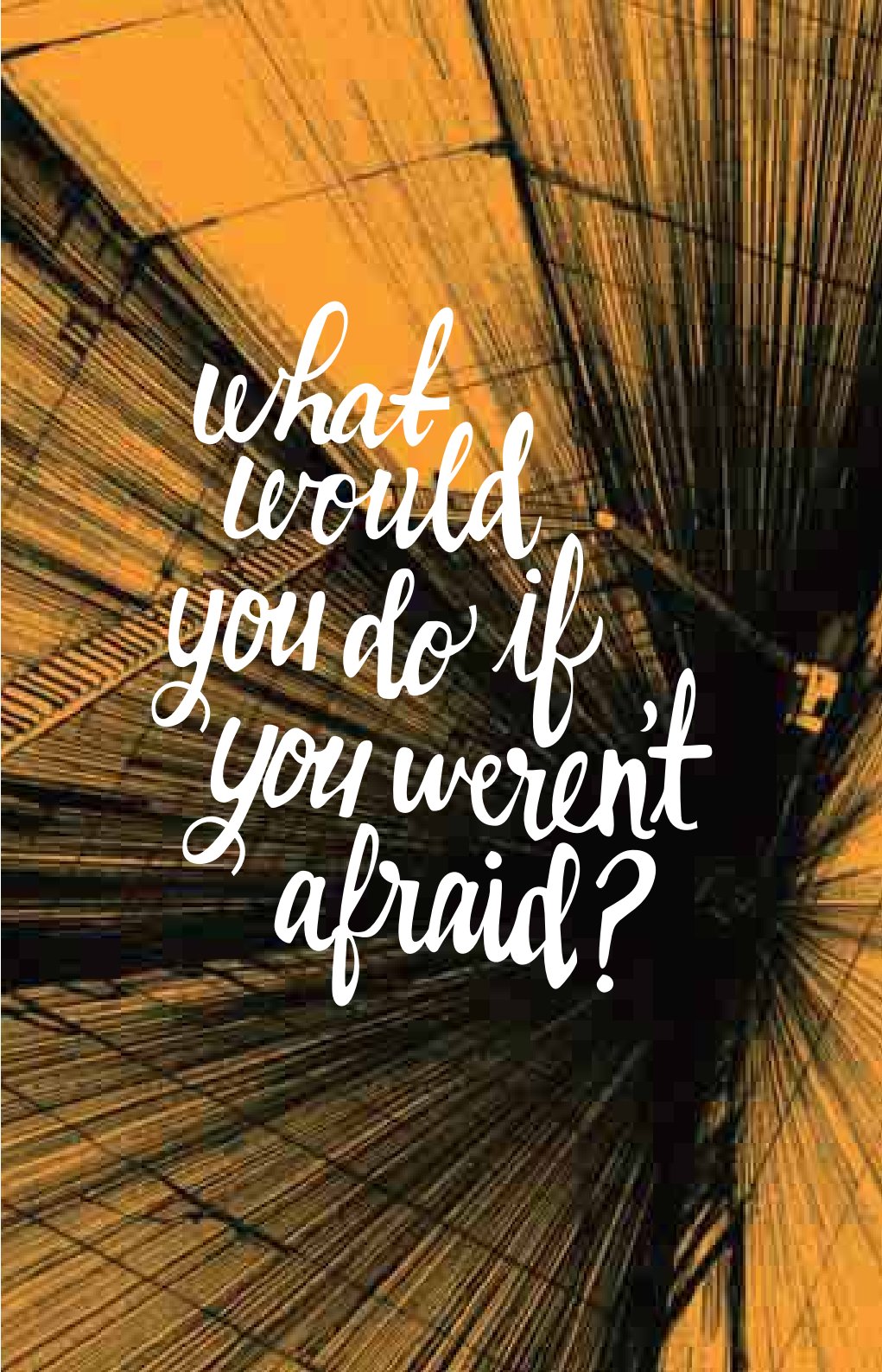
Customer satisfaction: Linc delights customers through product innovation and price innovation, enhancing consumer value.

Governance: Linc believes in ethical business practices across all its stakeholders – the employees, customers, vendors and the government among others – resulting in enhanced trust.

Relationship driven: Linc's relationship-driven approach is reflected in long-term associations with customers, vendors and employees.

Growth-focused: Linc has focused on responsible growth: from an annual topline of ₹32 crs in 2000 to ₹344 crs today.

Innovation: Linc is driven by innovation, reflected in the launch of a retractable ball pen for ₹2.50 in 2000 to the first gel pen in India for ₹10 to Linc Twinn (pen and pencil) to Linc Touch (a stylus pen) for ₹20.



What
would
you do if
you weren't
afraid?

JUST TRY HARDER.

The Indian writing instruments is one of the most competitive spaces.

Marked by low entry barriers.

The preference to sell to the local trade. The willingness to undercut established brands.

One of the visible manifestations of this reality is that price-sensitive consumers keep downtrading their requirements – moving to lower-priced writing instruments.

Over the years, the result was that existing prices became barriers.

The trade concluded that no manufacturer would be able to price products higher.

At Linc, we took a contrary view.

We felt that in a transforming India, a new consumer was emerging. A consumer with

consumption pride. A consumer willing to upgrade. A consumer needing to be proud about what pen he or she used.

Linc evolved its product strategy. From a complete focus on manufacturing and marketing the lowest-priced products, the company graduated to pride-enhancing products.

Marked by product innovation.

Marked by branding aggression.

Marked by differentiated pricing.

Something unexpected transpired as a result.

Linc's average realization per pen improve from ₹2.25 a decade ago was to ₹3.90 today.

Because of three operative words at our company.

Just try harder.

YOU'RE NOT
RICH UNTIL YOU
HAVE
SOMETHING
THAT MONEY
CAN'T BUY

JUST THINK DIFFERENT.

The global writing instruments industry has been estimated at in excess of ₹62,000 cr.

In 2015-16, Linc's exports were around ₹97 cr.

A drop in the vast ocean.

A few years ago, when we selected to grow our global presence, we encountered a number of blockers.

Trade observers indicated that we would perpetually remain a volume delivery company – marketing the largest volumes at the lowest price.

Trade analysts predicted that we would never be able to market products in our brand, reducing our job to mere conversion.

At Linc, we took a contrary view.

We felt we had a strong brand. We felt we delivered superior service. We felt that our products were globally comparable.

We marketed under our own brand. We began with modest exports. Buyers liked what they used. They placed larger orders.

The result is that our products are now available in 50 countries. Around 30 countries account for 95% of our exports.

The time has come to take this exports initiative a decisive step ahead. We are planning to set up a new manufacturing facility at Umbergaon in Gujarat. This facility will address the global market through shorter sailing time and quicker delivery.

Readying for a point where even on a higher turnover we carve 50% of our revenues from exports.

And all this transpired because of three operative words at our company.

Just think different.

"LINC IS EVOLVING FROM A MANUFACTURING FOCUS TOWARDS A GLOBAL MARKETING ORIENTATION, STRENGTHENING MARGINS AND REVENUES"



WAS THE MANAGEMENT PLEASED WITH THE WORKING OF THE COMPANY DURING THE YEAR UNDER REVIEW?

A: There were two ways of looking at our performance for 2015-16.

I was disappointed because we had targeted a minimum of ₹350 crs in topline for 2015-16 and ended a little lower. As a result, our topline grew 8.5%, which was lower than what one would have wanted.

I was pleased that despite this reality, profit after tax grew 28%, indicating that our growth during the year under review was profitable – the third successive year of profitable growth for our company. Besides, our EBITDA margin grew 100 bps to 9%.

WHAT WERE THE REASONS FOR THE PROFITABLE GROWTH?

A: The profitable growth was the result of a

convergence of some realities: crude prices were weak as a result of which our raw material prices remained soft and we enjoyed the flexibility of passing on some of the benefits to customers (lower sticker prices) and retaining some (higher sticker prices); our Power Brands increased their revenue share; we increased exports by 11.3%, strengthening their share in revenues from 27.5% to 28.2%.

SHAREHOLDERS HAVE NOTED THAT THE COMPANY DID REMARKABLY WELL IN THE LAST QUARTER OF 2015-16?

A: Even as the company reported 8.5% topline growth through the course of the year, topline growth in the last quarter was 13.4%. Even as export growth was 11.3% through the year, it was 29.6% in the last quarter. While some of the improvement can be attributed to a bunching of orders that transpired in the last three months of the financial year,

a part of the rebound was definitely the result of a stronger corporate resolve.

WHAT COULD THE COMPANY HAVE DONE BETTER IN 2015-16?

A: The one area where we could have performed better was in increasing the proportion of revenues derived from products priced at ₹10 or above. Over the last few years, there was a conscious movement towards value-addition, which was responsible for improved margins and revenues. However, during the last financial year, the proportion of revenues from such products declined by 3%. This decline was attributed to one of our innovative products (Linc Twinn) not performing as well as we had anticipated. Even as it strengthened our corporate brand around innovation, we were disappointed that the offtake could not scale to the levels that we had expected. We are addressing this reality through accelerated launches - 12 this year,

80% priced ₹10 or higher, as against eight that we launched in the last financial year. One of these is going to be a unique pen combined with a highlighter, which students will find convenient to use, priced affordably around ₹10.

WHAT IS THE COMPANY'S REVENUE TARGET FOR 2016-17?

A: The company believes that a ₹400 crs turnover is achievable, which would correspond to a 16% growth in revenues over the previous financial year. A number of shareholders are liable to ask whether this is feasible considering that the company grew only 8.5% in 2015-16. We believe that the last quarter was a watershed when we grew revenues 13.4% over the previous corresponding quarter, and a healthy double-digit after a long gap. The rebound in the fourth quarter enhanced the self-belief that attractive outperformance is indeed possible. We believe that this

revenue growth would be accompanied by improved margins on account of a superior product mix, which should enhance value for shareholders.

WHAT ARE THE VARIOUS STRATEGIES LIKELY TO GENERATE 16% TOPLINE GROWTH IN THE CURRENT FINANCIAL YEAR?

A: The low hanging fruit that I perceive is a correction of our regional skew. Nearly 72% of our revenues are being derived from North and East India. Our immediate objective is to raise the proportion of revenues from South and West India to 35% of our turnover. We believe that the Linc brand is far stronger pan-India than what this skew indicates and our objective is to correct this anomaly with speed.

Some of the challenges remain: the industry is fragmented, entry barriers are low and new entrants generally tend to temporarily disturb market pricing in

exchange for enhanced trade visibility. The company continued to invest in its brand, innovative launches and stronger teams in West and South India, which should translate into a correction in the regional skew.

WHAT INITIATIVES DID THE COMPANY TAKE TO STRENGTHEN ITS BRAND?

A: Linc invested ₹11.50 crs in brand building and promotion in 2015-16, which was around 3.4% of revenues. When compared with 2014-15, it was 22% higher. During last five

years the Company has spent about ₹50 crs in such activities.

HOW WOULD YOU ASSESS THE COMPANY'S GLOBAL PROSPECTS?

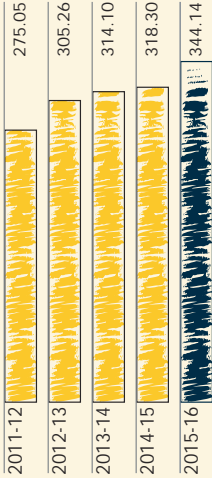
A: The company is globally competitive, validated by the fact that we export to 50 countries – 95% of our exports being made to 30 countries. We believe that the global markets provide an attractive opportunity, considering that the global market for writing instruments is estimated at ₹62,000 crs and we are but a drop in that

ocean. Linc possesses attractive credentials to carve out a large global share: we possess an attractive complement of brand, scale, quality and service; our serviceability will increase once we commission our new facility in Umbergaon, Gujarat. Ideally our revenues from exports should increase from 28.2% of our turnover today to 50% of our topline across the foreseeable future.

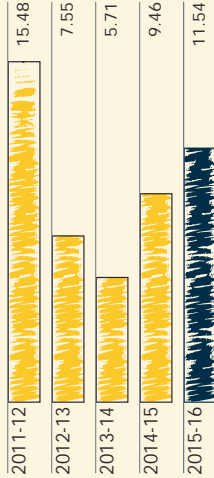
— WHEN —
NOTHING
Goes Right
GO
LEFT

THIS IS HOW WE HAVE GROWN OVER THE YEARS

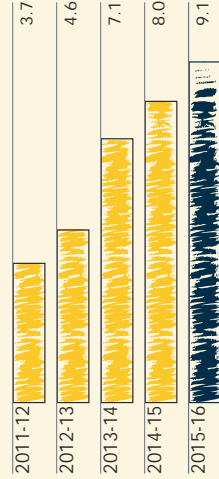
Revenue (₹ in cr)



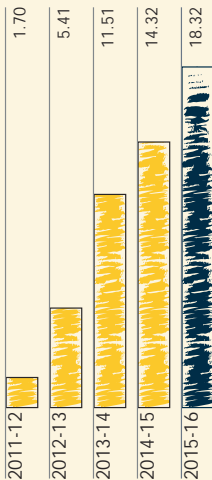
Advertisement & Promotion costs (₹ in cr)



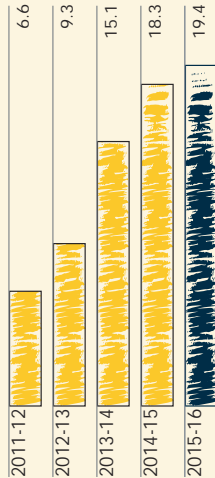
EBIDTA margin (%)



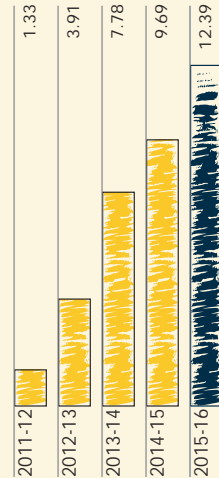
PAT (₹ in cr)



ROCE (%)



EPS (₹)



Some
people
care
too much.
I think
it's called
Love.

WINNIE
THE POOH

CREATING A ROBUST BUSINESS MODEL

The writing instruments business is one of the most challenging.

The sector is marked by diverse variables and low industry barriers on the one hand and a growing need for sustained increase in stakeholder value on the other.

The number of variables are many. Fluctuating raw material costs. Evolving consumer preferences. Changing cost of funds. Capital intensiveness. Need for branding. Globally dispersed customers.

At Linc, we graduated to a business model that we believe is likely to generate multi-year growth across industry cycles, largely insulating the company's financials from external realities.

VISION: In a sector marked by scale, the company resolved to be a contrarian: not the largest with the biggest Balance Sheet but the best writing instruments company with the smallest Balance Sheet. This perspective influenced the company's capital allocation, product mix and realizations strategy, virtually defining the company's personality. As a result, the company has compromised peak margins in exchange for sustained margins, strengthening corporate stability and ideal for a capital-intensive business in a high cost economy.

BRAND: The company has selected to invest in its brand, emerging as one of the most prominent in the Indian writing instruments industry. These brand

investments have been secured through visibility at prominent Indian sporting events or through the engagement of prominent Indian film icons. As a conscious initiative, the company markets products globally in its own brand name.

INNOVATION: The company distinguished itself through innovation – whether in terms of pricing three pens for a cumulative ₹20 and extending beyond the ₹5 per instrument barrier that had been in existence for years, or its ability to launch clutter-cutting products. The result is that the company's brand stands for 'innovation' and 'something different'.

EVOLVING PRODUCT MIX: Over the years we have evolved our product mix since; Our realization per pen has increased more than 70% in the last 12 years. This evolution has helped the company enhance margins, improving return on employed capital and return on equity.

GEOGRAPHIC COVERAGE: The company has gradually evolved its personality from a conventional commodity writing instruments company into a brand-led global value-added organisation. The 'global' highlights our geographic presence and world-class aspiration. This global orientation encapsulates our intent and direction from the Board down to the shopfloor, strengthening our

customer responsiveness.

EXPORTS: The company selected to market products in developed countries marked by a receptivity for quality products. The company selected to seed its presence in a number of countries and grow revenues over time.

FISCAL CONSERVATISM: The company has selected to pursue an incremental model, preferring to plough accruals into asset building as against the conventional mobilisation of large debt in building manufacturing scale. Over time, this preference for accrual-based investing has translated into a relatively small Balance Sheet and high interest cover in a traditionally working capital-intensive sector.

STOP
Talking
START
Making

OUR PERFORMANCE AMBITION

At Linc, our performance ambition is to emerge as a large and respected global writing instruments company.

PERFORMANCE

OVERALL GOAL

- Double revenues in five years to

₹700 crs

PROBABLE GOAL CONTRIBUTORS

- Accelerate product launches
- Increase the proportion of revenues from products priced above

₹10

- Increase exports from 28% of turnover to

50%

WE ARE MAKING FOCUSED INVESTMENTS IN:

- A greenfield plant being planned in Umbergaon, Gujarat
- Branding and promotion through increased investments

WE ARE MEASURING OUR PERFORMANCE AMBITION THROUGH:

Profitable growth

- Total revenue: Grew

8.1%
in 2015-16

- Profit after tax: Increased 27.9% to

₹18.32 crs

- ROCE improved 90 bps in 2015-16 to

19.4%

- ROE improved 180 bps in 2015-16 to

18.1%

Consistent value creation

- Profit after tax: Grew by CAGR of

19%
in the last 10 years.

- Market capitalization: Grew from

₹27 crs

to ₹276 crs
in the last 10 years.



OUR BRAND

Linc's brands are among the most visible in India's writing instruments industry.

The Uni-ball brand is owned by Mitsubishi, whose products are marketed by Linc.

Over the decade, Linc has strengthened its brand around innovation – in price and product. The result is that Linc has emerged as a gamechanger, reflected in the following achievements:

One of the most decisive branding initiatives by Linc was its engagement of superstar Shahrukh Khan as brand ambassador for the Linc range (from 2008 to 2011) and Katrina Kaif as the brand ambassador for the Uni-ball pen range (from 2011 to 2013). This differentiated strategy – one of the first in India's writing instruments sector – established a stronger consumer connect, strengthening recall and market share.

The company enhanced national visibility through its association with the Hyderabad IPL team in 2015. The company conducted online contests; winners were provided the opportunity

to meet players from the Hyderabad IPL team.

The company conducts events ('Spellinc' and 'Write-o-values') to strengthen connect with students and educational institutions, its largest consumer segment. Besides, the Company has made an extensive use of the social media to promote its brand.

The result is that Linc's brand has been strengthened around a superior price-value proposition. The company offers diverse choice through flagship retail stores, possibly the most enriching retail stationery experience in the country. Its game-changing pricing, has in turn, helped accelerate the organised industry's growth over unorganised competition.

Linc has been an aggressive investor in its brand. Over the decade, the company invested ₹92 crs in brand building; in 2015-16, the company's brand spend of ₹11.54 crs was 3.4% of its turnover. During the current financial year, the company intends to judiciously increase its brand spending to enhance its exposure in South and West India.

LINC PENS
Encouraging Literacy



Year	FY8	FY12	FY16
Brand spending (₹ cr)	3.34	15.5	11.5
Brand spending as % of revenue	1.9	5.7	3.4

RAW MATERIAL MANAGEMENT

Linc is among the most competitive brands in India's writing instruments industry.

This competitiveness has been derived from the ability of the company to procure abundant raw material around the best price-value proposition and competitive onward conversion into quality finished products.

The principal raw materials used by

Linc comprise polymer, inks and tips. The company uses eight polymer types. The inks are procured from Japan, Germany and India. Tips are sourced from dependable quality-driven Indian manufacturers.

The Company has developed an eco-system of cost-effective raw material providers, marked by high quality and consistency standards. All raw materials are tested before use.

OPERATIONS

The Company's manufacturing operations are conducted in two manufacturing facilities - Falta SEZ and Serakole on the outskirts of Kolkata.

HIGHLIGHTS, 2015-16

- The company developed in-house product assembly, enhancing competitiveness, quality and delivery

timeliness.

- The company enhanced the proportion of plant automation in the assembling of focus products.
- The company achieved a 30% capacity increase across both assembly units.

Have
Faith

THINK • SHOW RESPECT

take *Courage*

MAKE A CHANGE

ENJOY LIFE

BE NICE TO PEOPLE

Be creative

TAKE RISKS GIVE LOVE

BUT MOST IMPORTANTLY

BE YOURSELF

it's kind of
FUN
To Do The
impossible
— Walt Disney

PICK · YOUR
Life
DON'T · LET · IT
eibb *You*

DOMESTIC SALES AND MARKETING

India is Linc's largest single market, accounting for 71.8% of the company's revenues in 2015-16.

Based on an estimated organised Indian writing instrument market of around ₹3300 crs, the company enjoys a market share of around 10%.

The Indian market is fragmented, marked by low entry barriers and price disturbance. The market is dominated by three large organised players (including Linc). These realities place a premium on the ability to enhance product quality, innovation and marketing.

HIGHLIGHTS 2015-16

- The company launched eight products.
- The company launched Linc Maxx Gel, which was well received.
- The company promoted products through commercials in cinema halls

and multiplexes.

- The company restructured regional departments; the supply chain was consolidated and fresh talent inducted to enhance share in western and southern markets.
- The company launched the innovative Linc Touch, the only Indian pen with a stylus, strengthening the company's innovation reputation.

OUTLOOK

- Focus on launching pens around ₹10 and above
- Proposed launch of 12 new products
- Proposed launch of LincCombi (pen cum highlighter) marking the company's extension into markers and highlighters
- Plans to establish new distributor relationships to enhance notebook sales

2,542

Number of Linc distributors, 2015-16

1 lac

Number of retail outlets where Linc products are available

EXPORTS

Linc is a global supplier of writing instruments.

Over the decade, the company grew its international personality to export writing instruments to UK, Middle-East, Russia, South America, South East Asia and SAARC. The company's products are sold in 50 countries; 30 countries accounted for 95% of exports.

The result is that Linc's exports grew from ₹20.42 crs in 2005-6 to ₹97.02 crs in 2015-16, from 15.1% of revenues to 28.2% across the period.

Exports increased 11.3% during the year under review;

HIGHLIGHTS, 2015-16

- The company launched Linc Touch in the global markets, carving out respect for product innovation.

- The company promoted products across countries through the various mediums, the benefits of which will be realised in future years.

- The company made major infrastructure changes in its export warehouse for efficient packaging and shipment.

OUTLOOK, 2016-17

- The company conducted extensive customer surveys to comprehend service gaps.

- The company redesigned its website to address its export audience.

- Linc Combi will be launched in the international markets.

- The upcoming factory in Gujarat is expected to accelerate faster shipments.

*Make
Your
Own
kind
of Music*



MANAGEMENT DISCUSSION AND ANALYSIS

INDIAN ECONOMY REVIEW

India has overtaken China as the fastest growing major economy in the world. India's GDP growth was 7.6% in FY 2015-16, driven by increased private consumption. The country reported

a 7.9% growth in the fourth quarter following increased farm, mining and electricity, gas and water generation. Retail inflation or consumer price index was at a six-month low in March 2016 (Source: ET, Livemint, ICRA).

India capitalised on a decline in global oil prices and government reforms across the short-term; besides, the country capitalised on a demographic transition in favour of youth and young spenders.

INFLATION

Wholesale Price Index (WPI)	Averaged at -2.7% in 2015	Expected to be an average of 0.6% in 2016
Combined Consumer Price Index (CPI)	5.9% in FY 2014-15	4.9% in FY 2015-16

The International Monetary Fund retained India's growth forecast at 7.5% for FY 2016-17. This growth is forecasted to be achieved due to low energy prices and higher disposable incomes. IMF retained its predictions of India's growth forecasts while lowering the forecast of global growth due to financial market volatility and non-economic risks.

INDIAN WRITING INSTRUMENTS INDUSTRY

The Indian writing instruments industry is dynamic, marked by changes in products, designs, innovation and cost-efficiency.

The Indian writing instruments market is still discovering new niches with ergonomically-designed products and promotional marketing and luxury items; however in the coming years, the market is

bound to grow not only domestically but also in exports.

The writing instruments industry in India is estimated at about ₹3,300 crs. The writing instruments market is expected to register a value CAGR of 5% (at constant 2015 prices) to reach ₹45.9 billion in 2020. Nearly 25% of this market is unorganised, resulting in market share fragmentation as well as frequent price

THE TRENDS OBSERVED IN THE INDIAN WRITING INSTRUMENTS INDUSTRY:

- There is a high propensity to spend on education in India, driving the sales of stationery products
- Shift from inexpensive to quality products
- Entry of foreign brands
- Consumers opting for new pens instead of refills

disturbances affecting viability. The proposed imposition of the Goods and Services Tax is expected to accelerate the transition of the unorganised market towards the organised. Despite an increase in the use of computers and smart-phones, the purchase of pen and paper continues unabated. Over the years, the industry has undergone a number of technological advancements in terms of raw materials, ink and metal used in the making of writing instruments, which increase user-friendliness.

The Indian writing instruments industry presently consists of 15 large-scale, 100 mid-size, and 900 small-scale manufacturing units and these have a total production capacity

of over 10 million units on a daily basis. In terms of exports, India was not considered a major export player until now because of high domestic demand. However with the industry planning to expand in terms of manufacturing, supply and infrastructure, exports are set to become an important part of the industry.

Close to 80% of the revenues of the pen industry in India is derived from pens below ₹15 per piece; a small percentage of revenue comes from pens priced above ₹100. The Indian pen industry hosts a wide range of pens in terms of costs – a pen can cost as low as below ₹2 per piece to as high as ₹100,000. However, the market for pens below the price of ₹15 has been growing at

7-8% annually whereas the market for pens above ₹15 is growing at the rate of 8-10% per annum. Around 60% of the consumers of writing instruments are students.

Viability is affected by raw material price movements largely influenced by movement in crude oil prices.

Exports of pens from India have been steadily rising following capacity expansions by major Indian pen manufacturers, investments in superior manufacturing infrastructure and enhanced product styling.

INDIAN STATIONERY INDUSTRY

The heterogeneous stationery market in India comprises pencils, markers, paper clips, rulers, erasers,



Source: Company, SKP Research

notebooks, exercise books, flip-over pads, subject textbooks and plastic cover books, among others, which are generally sold in conjunction with pens. This industry is dependent on demand coming out of the nation's educational institutions and commercial offices.

This industry is witnessing a growing demand due to increase in the number of educational institutions and offices.

India's \$500 million writing instruments industry is one of the fastest growing in the world because of rising purchasing power and improving literacy rates. (Literacy rates have risen from 54% to 66% between 2001 and 2011). The student population is widening and therefore demand for stationery is growing, attracting foreign brands to India.

Catalysts of consumption of writing instruments in India:

Thanks to a rise in disposable incomes and a growing youthful population, the writing instruments industry is expected to report favorable growth, going into the future.

- **Favourable demographics:** With a 1.28 billion-strong population, more than 50% is below the age of 25 years and over 65% below the age of 35. This young and youthful population drives educational services, leading to rising demand for stationery products including writing instruments.

- **Increased educational spending:** India spends 2-4% of its GDP on education, which is lower than the world average of around 4.9% of the GDP. India's vast population requires the support of a significant increase in expenditure to turn it into a resource-driven force. The government plans to increase education expenditure to 3% to 5% of GDP over the foreseeable future.

- **Rising literacy:** India's literacy rate has gone up six-fold since 1947; from 12% to around 75%, according to the Census of India. This is expected to rise further following a strong impetus from the government and other private initiatives.

GOVERNMENT INITIATIVES

Some of the other major initiatives undertaken by the Government of India

include:

- The Union Budget 2016-17 has made the following provisions for the education sector:

- 10 public and 10 private educational institutions to be made world-class

- Scheme to get ₹500 crs (US\$ 73.36 million) for promoting entrepreneurship among Schedule Caste/ Scheduled Tribe (SC/ST)

- Digital Repository for all school-leaving certificates and diplomas

- ₹1,000 crs (US\$ 146.72 million) allocated for higher education financing

- ₹1,700 crs (US\$ 250 million) allocated for 1500 multi-skill development centres

- 62 new Jawahar Navodaya Vidyalayas (JNV) to provide quality education

- Digital Literacy Scheme to be launched for covering six crore additional rural households

- Objective to skill one crore youth in the next three years under the Pradhan Mantri Kaushal Vikas Yojna (PMKVY)

- The Government of India has signed a

financing agreement with The World Bank for International Development Association (IDA) credit of US\$ 300 million, for the Madhya Pradesh Higher Education Quality Improvement Project.

- The Human Resource Development Ministry entered into a partnership with private companies to commission three Indian Institutes of Information Technology (IIITs) through the Public-Private Partnership (PPP) route, at Nagpur, Ranchi and Pune.

OUTLOOK

India has more than 1.4 million schools with over

227 million students enrolled and more than 36,000 higher education institutes. Moreover, the country has one of the largest higher education systems in the world. The education sector in India is poised to witness major growth as the country will have world's largest tertiary-age population and the second largest graduate talent pipeline globally by the end of 2020. As of now, the education market is worth US\$ 100 billion. Currently, higher education contributes 59.7% of the market size, school education 38.1%, pre-school segment 1.6% and technology and multimedia the

remaining 0.6%. Higher education system in India has undergone rapid expansion. Currently, India's higher education system is the largest in the world enrolling over 70 million students while in less than two decades, India has managed to create additional capacity for over 40 million students. At present, the higher education sector reports a spending of over ₹46,200 crs (US\$ 6.78 billion), and this is expected to grow at an average annual rate of over 18% to reach ₹232,500 crs (US\$ 34.12 billion) in the next 10 years.

Passion

you get
in life
what you
have the
COURAGE
to ask for

- OPRAH WINFREY

SPELLINC

Spellinc started as a recreational activity for employees by Linc Pen and Plastics Ltd. in 1999. As an extension of its endeavour to 'encourage literacy' the event was launch in a few schools. Over the past 17 years, this event has grown from a few local schools into a national event involving over 1500 schools of all statures and repute, stretching over 11 cities all over India.

The Spellinc event is conducted with diligence and ensuring that the students have fun too. All students of classes seven to nine are encouraged to participate. The event has a dual goal:

- Encourage the build-up of a strong English language base in the age of digitalisation and abbreviated language
- Spread opportunity and hope to students from all walks of life – schools all over India

Spellinc has been grown in three co-ordinated stages. First, the

schools are approached. Even regional medium schools are encouraged to participate as Linc Pens recognises that every student deserves a fair chance. The winners of the schools compete for a city winner. The city winners meet in a national finale. The winners are given prizes for their academic assistance

In 2015-16 Spellinc was conducted in over 1500 schools. It was extended to some schools for special children. The event was specifically modified to enable these beautiful children to participate and enjoy the event.

Spellinc partnered with two International sponsors. The winners were given Kindle, laptops and tablets to catalyse their educational pursuit.

Anish Roy and G.S Vishnu of Little Flower School, Jamshedpur, were adjudged national champions in Spellinc 2015-16.

R I S K M A N A G E M E N T

OVERPOPULATION IN THE MARKET COULD LEAD TO EXCESSIVE COMPETITION, GIVING RISE TO PRICE RISK THAT COULD AFFECT MARKET SHARE

Mitigation

Linc has been in this industry for four decades and not new to this market. The writing instruments market is highly fragmented and has low entry barriers which could lead to increased competition. Linc has survived by the virtue of:

- Quality of its products that set the

Company miles apart from competition. Linc offers the best price-to-value advantage to customers.

- The Company's strong ethical policy, which has helped it generate market goodwill.
- Linc's superior service which ensures timely deliveries and customer satisfaction.

STAGNANT SECTORAL GROWTH COULD IMPACT PROFITABILITY

Mitigation

• The writing instruments sector is expected to grow at a CAGR of 5% in the next three years.

- The Company is looking into explore additional countries and aggressively pursuing growth in West and South India, thus providing vast expansion and growth opportunities.

UNACCEPTABILITY OF LINC'S PRODUCTS IN THE MARKET

Mitigation

• The brand Linc has become synonymous with innovation. The Company strives to introduce new products, ensuring market acceptability.

- Linc invests in R&D to improve the quality of its products and design them as per the changing needs of customers leading to better acceptability.

UNFAVORABLE EXCHANGE RATES SCENARIO COULD IMPACT THE COMPANY'S EXPORTS

Mitigation

• An exchange rate change is an external reality that cannot be controlled; however, steps can be taken to adjust to the market. During times of unfavorable market rate scenarios, the

Company proactively reduces product costs to achieve higher sales volumes through additional branding and promotions, so that its exports are not adversely affected.

LACK OF AN ADEQUATE CLIENT BASE COULD IMPACT GROWTH

Mitigation

• Linc has a presence across the India and the Indian subcontinent to begin with. This gives the Company a diverse client base.

- Besides the Indian subcontinent, Linc

also has a presence in 50 countries, enhancing its growth prospects.

- None of Linc's clients contribute to more than 5% of the Company's revenues.

I must be a
mermaid
I have no fear
of depths & a
great fear of
shallow living.

-ANNA NIN-

D I R E C T O R S ' R E P O R T

Dear Shareholders,

Your Directors have pleasure in presenting their 22nd Annual Report together with the audited accounts of the Company for the year ended 31st March, 2016.

Financial Highlights	(₹ in Lacs)	
	2015 – 16	2014 – 15
Sales & Other Operational Income	34414.43	31830.27
Other Income	73.84	28.74
Profit before depreciation, interest and taxation	3213.08	2555.38
Finance Cost	153.04	148.43
Depreciation	596.36	585.98
Profit before Tax	2463.68	1820.97
Provision for Taxation – Current	541.00	385.00
- Deferred	90.68	(13.97)
- Income Tax for earlier years	-	17.53
Profit after Tax	1832.00	1432.41
Add: Credit Balance of the previous year	381.96	393.12
Amount available for Appropriation	2213.96	1825.53
Transfer to General Reserve	1200.00	1000.00
Proposed Dividend	443.58	369.65
Corporate Tax on Dividend	90.30	73.92
Balance carried to Balance Sheet	480.08	381.96

Dividend

Your Directors recommend a Dividend of ₹3/- per equity share (previous year ₹2.50 per equity share) for the year ended 31st March, 2016.

Financial Performance

Sales & Net Profit: During the year under review, the Company's Sales (incl. Other Operational Income) increased by 8.1% to ₹34414.43 Lacs as compared to ₹31830.27 Lacs during the preceding year. The Company spend ₹1153.74 Lacs (3.4% of Sales) on Advertisement & Promotion in 2015-16 as compared to ₹946.40 Lacs (3.0% of Sales) in 2014-15. The Profit after Tax during the year was ₹1832 Lacs as compared to ₹1432.41 Lacs in the previous year, a jump of about 27.9%.

The profitability improved in 2015-16 helped by 8.1% increase in revenue of the Company, backed by 11.3% increase in exports.

Working Capital: The year-end debtors are 51 days of the sales for the year as compared to 46 days in the previous year, mainly on account of 29.6% growth in export in 4th quarter of 2015-16. The inventory holding is for 82 days' sales as compared to 73 days in the previous year.

A full analysis and discussion on the performance of the Company as well business outlook is included in this Annual Report under the heading 'Management Discussion and Analysis' as Annexure to this Report.

New Facility at Umbergaon, Gujarat

The Company is planning to set-up a new production facility at Umbergaon, Gujarat. Pending finalisation of full plan, the Company has started civil construction at the site.

Directors' Responsibility Statement

Pursuant to Section 134(5) of the Companies Act, 2013, the Directors hereby confirm that:-

- (a) in the preparation of the annual accounts, the applicable accounting standards had been followed along with proper explanation relating to material departures;
- (b) the directors had selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the company at the end of the financial year and of the profit and loss of the company for that period;
- (c) the directors had taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities;
- (d) the directors had prepared the annual accounts on a going concern basis;
- (e) the directors, in the case of a listed company, had laid down internal financial controls to be followed by the company and that such internal financial controls are adequate and were operating effectively, and

- (f) the directors had devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems were adequate and operating effectively.

Corporate Governance

The Company had complied with the requirements of Corporate Governance in terms of Clause 49 of the Listing Agreement with Stock Exchanges or SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. A separate report each on Corporate Governance (Annexure-B, along with Auditors' Certificate on its due compliance) and Management Discussion and Analysis is attached to this report.

Listing

The equity shares of the Company are listed on BSE Limited (BSE), The Calcutta Stock Exchange Limited (CSE) and National Stock Exchange of India Limited (NSE).

Directors and Key Managerial Personnel

Pursuant to the provision of the Companies Act, 2013, the appointment of Dr. Ranjan Das, Shri Naresh Pachisia, Shri Kedar Nath Ranasaria and Shri Anil Kochar as Independent Director under section 149 of the Companies Act, 2013 for a term of 5 years w.e.f. 29th August, 2014 were approved by the shareholders at their meeting held on 29th August, 2014 and the appointment of Ms. Supriya Newar as Independent Director under section 149 of the Companies Act, 2013 for a term of 5 years w.e.f. 3rd September, 2015 was approved by the shareholders at their meeting held on 3rd September, 2015.

In accordance with the Articles of Association of the Company, Shri Alope Jalan, Whole Time Director of the Company, retire by rotation at the ensuing Annual General Meeting and being eligible, offer himself for re-appointment.

Conservation of Energy, Technology Absorption and Foreign Exchange Earnings & Outgo

A statement pursuant to section 134 of the Companies Act, 2013, giving details of measures taken towards conservation of energy, technology absorption, foreign exchange earnings and outgo in accordance with the Companies (Accounts) Rules, 2014 is annexed as Annexure - C.

Particulars of Employees and related disclosures

Disclosure as required Section 197(12) of the Companies Act, 2013 read with Rule 5(1), 5(2) and 5(3) of the Companies (Appointment and Remuneration of Managerial Personnel) Rules 2014 is annexed as Annexure – D.

Policy on Directors' Appointment and Remuneration

Policy on Directors' Appointment is to follow the criteria as laid down under the Companies Act, 2013, the Listing Agreement with Stock Exchanges, Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and good corporate practices. Emphasis is given to persons from diverse fields or professions.

Policy on Remuneration - Guiding Policy on remuneration of Directors, Key Managerial Personnel and employees of the Company is –

- Remuneration to unionised workmen is based on the periodical settlement with the workmen union.
- Remuneration to Key Managerial Personnel, Senior Executives, Managers, Staff and Workmen (non Unionised) is industry driven in which it is operating taking into account the performance leverage and factors such as to attract and retain quality talent.
- For Directors, it is based on the shareholders resolutions, provisions of the Companies Act, 2013 and Rules framed therein, circulars and guidelines issued by

Central Government and other authorities from time to time.

Declaration by Independent Directors

Pursuant to Section 149(6) of the Companies Act, 2013, Independent Directors of the Company have made a declaration confirming the compliance of the conditions of the independence stipulated in the aforesaid section.

Related Party Transactions

All related party transactions that were entered into during the year under report were on an arm's length basis and in the ordinary course of business. There are no materially significant related party transactions made by the Company during the year. Related Party Transactions Policy is available on weblink <http://www.lincpen.com>

Risk Management

The Company has a structured risk management policy. The Risk management process is designed to safeguard the organisation from various risks through adequate and timely actions. It is designed to anticipate, evaluate and mitigate risks in order to minimise its impact on the business. The potential risks are inventorised and integrated with the management process such that they receive the necessary consideration during decision making. It is dealt with in greater details in the management discussion and analysis section.

Annual Evaluation by Board

The Board of Directors of the Company has initiated and put in place evaluation of its own performance, its committees and individual directors. The result of the evaluation is satisfactory and adequate and meets the requirement of the Company.

Whistle Blower Mechanism

Your Company has put in place Whistle Blower Mechanism. The detailed mechanism is given in Corporate Governance Report forming part of this report.

Extract of Annual Return

Extract of Annual Return is annexed as Annexure – E.

Meeting of the Board of Directors

Five (5) meeting of the Board of Directors, including a meeting of Independent Directors, without the attendance of the Non-Independent Directors and members of management, were held during the year. The details of the same are provided in the Corporate Governance Report.

Auditors

Your Directors request you to appoint Auditors for the Current Financial Year.

Secretarial Audit

The Company had appointed M/s D. C. Sahoo & Co., Practising Company Secretaries as the Secretarial Auditor of the Company for the financial year 2015-16. The report of the Secretarial Auditor is annexed as Annexure – F. The report does not contain any qualification.

Internal Financial Control

The Company has put in place adequate system of internal financial controls, commensurate with its size and nature of its operations. During the year no material weakness in its operating effectiveness was observed.

Corporate Social Responsibility

With the enactment of the Companies Act, 2013 and the Companies (Corporate Social Responsibility) Rules, 2014 read with various

clarifications issued by Ministry of Corporate Affairs, the Company has undertaken activities as per the CSR Policy and the details are contained in the Annual Report on CSR activities given in Annexure - G forming part of this report.

The amount required to be spent on CSR activities during the year under review in accordance with the provisions of Section 135 of the Companies Act, 2013 is ₹26.65 Lacs and the company has spent ₹10.72 Lacs during the current financial year. The spending was less as the Company wanted to utilise the funds in justifiable, sustainable and measurable activities. The shortfall in the spend during the year under review is intended to be utilised in future on projects within the Company's CSR Policy.

Further as a responsible corporate citizen, the Company had been involved in CSR activities since its inception. Some of these activities will not fall under 2% CSR spend as per Schedule VII read with Section 135 of the Companies Act, 2013. But the Company decided to continue with them, since those activities are integral to the business of the Company.

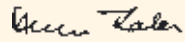
Acknowledgement

Your Directors express their appreciation to all the employees for their valuable contribution. Your directors also wish to express their gratitude for the continued co-operation, support and assistance provided by all the valued Channel Partners, Distributors, Suppliers, Bankers, Shareholders, the Central and State Governments.

For and on behalf of the Board



Deepak Jalan
Managing Director
Din: 00758600



Alok Jalan
Whole Time Director
Din:00758762

Place : Kolkata
Dated : 24th May, 2016

ANNEXURE - B

CORPORATE GOVERNANCE REPORT

1. COMPANY'S PHILOSOPHY ON CODE OF GOVERNANCE :

The Company firmly believes in and has consistently endeavoured to practice good Corporate Governance. A good corporate governance consists of a combination of business practices which result in enhancement of the value of the Company to shareholders and simultaneously enable the Company to fulfill its obligations to other stakeholders such as customers, employees and financiers, and to the society in general. The Company further believes that such practices are founded upon the core values of transparency, empowerment, accountability, independent monitoring and environmental consciousness. The Company makes its best endeavours to uphold and nurture these core values in all aspects of its operations.

2. BOARD OF DIRECTORS :

Composition and Category

The present strength of the Board of Directors is seven, whose composition is given below:

- 2 Promoter, Executive Directors

- 5 Independent, Non-Executive Directors including one Woman Director

The composition of the Board of Directors and also the number of other Board of Directors or Board Committees of which he/she is a member/Chairperson are as under:

Name of the Director	DIN	Category	No. of Other Directorship*	No. of Membership/ Chairmanship of other Board Committee +
Shri Deepak Jalan	00758600	Promoter, Executive	1	Nil
Shri Aloke Jalan	00758762	Promoter, Executive	Nil	Nil
Shri Naresh Pachisia	00233768	Independent, Non-Executive	5	5 (as Member)
Shri K. N. Ranasaria	00201370	Independent, Non-Executive	Nil	Nil
Dr. Ranjan Das	01738493	Independent, Non-Executive	1	1 (as Member)
Shri Anil Kochar	00943161	Independent, Non-Executive	2	1 (as Member)
Ms. Supriya Newar	07144076	Independent, Non-Executive	Nil	Nil

*Excludes membership of the managing committee of various chambers/bodies and directorship in private limited Companies, foreign companies, companies under Section 8 of the Companies Act, 2013 and alternate directorship.

+ Only covers membership / chairmanship of Audit Committee and Stakeholders' Relationship Committee of Indian public limited companies have been considered.

*Excludes Linc Pen & Plastics Limited.

There is no permanent Chairman in the Board. None of the Independent Directors of the Company serve as an Independent Director in more than seven listed companies and where any Independent Director is serving as whole time director in any listed company, such director is not serving as Independent Director in more than three listed companies. None of the Directors is a member of more than ten Committees or Chairman of more than five Committees across all Companies.

The Company has a familiarization programme for Independent Directors with regard to their roles, rights, responsibilities in the Company, nature of the industry in which the Company operates, the business models of the Company etc. and the same has been posted on the website at www.lincpen.com.

The Board has devised proper system to ensure compliance with the provisions of all applicable laws and periodically reviewed the compliance reports of all laws applicable to the Company and necessary steps were taken to ensure the compliance in law and spirit.

Performance Evaluation and Criteria

Pursuant to the provisions of the Companies Act, 2013 and Regulation 17 of the Listing Regulations, the Board has carried out the performance evaluation of its own performance and that of its Committees as well as evaluation of performance of the Directors individually.

Structured questionnaires were prepared after taking into consideration inputs received from the Directors, covering various aspects of the Board's functioning such as adequacy of the composition of the Board and its Committees, Board Culture, execution and performance of specific duties, obligations, corporate governance practices and stakeholders' interests. A separate exercise was carried out to evaluate the performance of individual Directors who were evaluated on parameters such as level of engagement and contribution, independence of judgement, meeting risk management & competition challenges,

compliance & due diligence, financial control, safeguarding the interest of the Company and its minority shareholders etc.

The performance evaluation of the Independent Directors was carried out by the entire Board. The performance evaluation of Non-Independent Directors were carried out by the Independent Directors. The Nomination & Remuneration Committee also carried out evaluation of every director's performance. The Directors expressed their satisfaction with the evaluation process.

Attendance of Each Director at the Board Meetings and the last Annual General Meeting

During the financial year ended March 31, 2016, five Board Meetings were held on 22nd May, 2015, 11th August, 2015, 13th November, 2015, 6th February, 2016 and 25th March, 2016. The meeting held on 25th March, 2016 was for the Independent Directors, without the attendance of the Non-Independent Directors and members of management. The attendance of each Director at Board Meetings and the last Annual General Meeting (AGM) is as under:

Name of the Directors	No. of Board meetings attended	Attendance at last AGM held on 03.09.2015
Shri Naresh Pachisia	5	Leave of Absence
Shri K. N. Ranasaria	5	Present
Dr. Ranjan Das	4	Leave of Absence
Shri Deepak Jalan	4	Present
Shri Alope Jalan	3	Present
Shri Anil Kochar	5	Present
Ms. Supriya Newar	5	Present

3. CODE OF CONDUCT :

The Code of Conduct and ethics as adopted by the Board of Directors of the Company is applicable to its Directors and Senior Executives. All the Board Members and Senior Management personnel have affirmed compliance with the code of conduct. A declaration to this effect signed by the Managing Director is attached and forms part of

the Annual Report of the Company. The Code of Conduct of the Company has been posted on the website at www.lincpen.com for general viewing.

4. AUDIT COMMITTEE :

The Audit Committee presently comprises of four Directors, three of whom are Independent and Non-Executive. All these Directors possess

knowledge of corporate finance, accounts and law. During the financial year ended March 31, 2016, four Audit Committee Meetings were held on 22nd May, 2015, 11th August, 2015, 13th November, 2015 and 6th February, 2016. The attendance of the Members were as under-

Members	No. of Meetings Attended
Shri K. N. Ranasaria, Chairman	4
Shri Deepak Jalan	4
Shri Naresh Pachisia	4
Shri Anil Kochar	4

The role, powers, duties and terms of reference of the Audit Committee cover the matter specified under Clause 49 of the Listing Agreement or SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and Section 177 of the Companies Act, 2013, besides other terms as may be referred by the Board of Directors. The Company Secretary acts as the Secretary to the Committee. The Statutory Auditor and the Internal Auditor of the Company is permanent invitee at the meetings of the Committee.

5. NOMINATION AND REMUNERATION COMMITTEE:

The Nomination and Remuneration Committee comprises of Dr. Ranjan Das, Chairman, Shri K. N. Ranasaria and Shri Naresh Pachisia, all of whom are Independent and Non-Executive. The Company Secretary acts as the Secretary to

the Committee.

During the year, the Nomination and Remuneration Committee met on 4th August, 2015.

The role, power and term of reference of the Nomination and Remuneration Committee covers the area as contemplated under Clause 49 of the listing Agreement or SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and section 178 of the Companies Act, 2013, besides other terms as may be referred by the Board of Directors. The role include formulation of the criteria for determining qualifications, positive attributes and independence of a director and recommend to the Board a policy, relating to the remuneration of the directors, key managerial personnel and other employees; formulation of criteria for evaluation of Independent Directors and the Board; devising a policy on Board diversity and identification of persons who are qualified to become directors and who may be appointed in senior management in accordance with the criteria laid down, and recommend to the Board their appointment and removal.

Remuneration Policy: Non-executive directors are remunerated by way of sitting fees and are also entitled to a commission (to be divided among them in such proportion as the Board may determine from time to time) not exceeding 1% of the net profits only. The Company pays remuneration by way of Salary, Perquisites, Allowances and Commission to Managing Director and Whole Time Director, as approved by the members and as permitted under Schedule V to the Companies Act, 2013. The Details of Remuneration paid to Directors are as under:

Name of the Director	Relation with other Directors	Salary ₹	Benefits ₹	Sitting Fees ₹	Commission ₹	Total ₹	Service contract/ Notice period/ Severance fees
Shri Deepak Jalan	Brother of Whole Time Director	90,00,000	10,95,000	-	8,00,000	1,08,95,000	Terms of office valid upto 30.09.17. No notice period & severance fee.

Shri Alopek Jalan	Brother of Managing Director	72,00,000	8,79,000	-	8,00,000	88,79,000	-do-
Shri Naresh Pachisia	None	-	-	1,32,500	3,00,000	4,32,500	Appointed for a period of 5 years w.e.f. 29.08.14.
Shri K. N. Ranasaria	None	-	-	1,26,000	3,00,000	4,26,000	-do-
Dr. Ranjan Das	None	-	-	75,000	3,00,000	3,75,000	-do-
Shri Anil Kochar	None	-	-	1,20,000	3,00,000	4,20,000	-do-
Ms. Supriya Newar	None	-	-	80,000	3,00,000	3,80,000	Appointed for a period of 5 years w.e.f. 03.09.15.

6. SHAREHOLDERS' COMMITTEE :

i) Share Transfer Committee :

The Share Transfer Committee comprises of Shri Deepak Jalan and Shri Naresh Pachisia. The Committee deal with various matters relating to share transmission, issue of duplicate share certificates, approving the split and consolidation requests and other matters relating to transfer and registration of shares. During the financial year ended 31st March, 2016, 9 (nine) Share Transfer Committee Meetings were held. Number of Shares pending for transfers as on 31st March, 2016 were Nil.

ii) Stakeholders' Relationship Committee:

The Stakeholders' Relationship Committee comprises of Shri K. N. Ranasaria as the Chairman and Shri Deepak Jalan. The Committee is to oversee the redressal of the Shareholders' and Investors' grievances in relation to transfer of shares, non-receipt of Annual Report, non-receipt of dividend etc. The total number of complaints received and replied, to the satisfaction of the shareholders during the year were 2. There were no outstanding complaints as on 31st March, 2016.

iii) Compliance Officer :

The Board has designated Shri N. K. Dujari,

Chief Financial Officer & Company Secretary as the compliance officer.

7. CORPORATE SOCIAL RESPONSIBILITY COMMITTEE :

The Corporate Social Responsibility Committee comprises of Shri Deepak Jalan as the Chairman, Shri Alopek Jalan and Ms. Supriya Newar. The CSR Committee was reconstituted by induction of Ms. Supriya Newar as a Committee member in lieu of Shri K. N. Ranasaria. The Company Secretary acts as the Secretary to the Committee.

The terms of reference of this Committee is to comply with the requirement of section 135 of the Companies Act, 2013 read with the Companies (Corporate Social Responsibility Policy) Rules, 2014 which includes formulating and recommending to the Board, a Corporate Social Responsibility(CSR) Policy indicating the activities to be undertaken by the Company as per Schedule VII to the Companies Act, 2013; recommending the amount of expenditure to be incurred and monitoring the CSR policy of the Company.

8. WHISTLE BLOWER POLICY :

With the rapid expansion of business in terms

of volume, value and geography, various risk associated with the business have also increased considerably. One such risk identified is the risk of fraud and misconduct. The Audit Committee is committed to ensure risk/fraud free work environment and to this end the

Committee has laid down a policy providing a platform to all the employee, vendors and customers to report any suspected or confirmed incident of fraud / risk / misconduct. The policy has been posted on the website at www.lincpen.com.

9. GENERAL BODY MEETING

Location and time, where last three Annual General Meetings were held is given below :

Financial Year	Date	Location of the Meeting	Time
2012 – 2013	18.09.13	Shripati Singhania Hall, 94/2, Chowringhee Road, Kolkata – 700 020	3.30 p.m.
2013 – 2014	29.08.14	Shripati Singhania Hall, 94/2, Chowringhee Road, Kolkata – 700 020	3.30 p.m.
2014 – 2015	03.09.15	Shripati Singhania Hall, 94/2, Chowringhee Road, Kolkata – 700 020	3.30 p.m.

Two and one special resolutions were passed at 20th and 21st Annual General Meeting of the Company held on 29.08.2014 and 03.09.2015 respectively. During the last year, no special resolution has been passed through postal ballot. No special resolution is proposed to be conducted through postal ballot at the forthcoming AGM to be held on 29th August, 2016.

10. DISCLOSURES :

i) Details of related party transactions during the year have been set out under Note No. '26.5' of Notes on Accounts of the Annual Accounts. However, the Company does not have any materially significant related party transactions, which may have potential conflict with the interests of the Company at large. The transactions with related parties are at prices which are reasonable having regard to the prevailing market prices for such goods / services. The policy on dealing with related party transactions has been uploaded on the Company's website: www.lincpen.com .

ii) The Company has complied with the requirements of regulatory authorities on capital markets and no penalties/strictures have been imposed against it during the last three years.

iii) The Company has established Vigil Mechanism to provide for the safeguards against victimisation of Directors and employees who follow such mechanism. The policy on the same has been uploaded on the

Company's website: www.lincpen.com. As per policy, no person has been denied access to the Chairperson of the Audit Committee.

iv) The Company is regularly complying with all the mandatory requirements of Clause 49 of the Listing Agreement or SEBI (Listing Obligations and Disclosure Requirements) regulations, 2015 regarding Board Composition, Code of conduct, Audit Committee, quarterly and annual disclosures etc.

v) The Non – executive Directors does not hold any shares of the Company as on 31st March, 2016.

vi) The particulars of directors seeking reappointment are given in the explanatory statement to the notice of Annual General Meeting.

vii) The Company had no subsidiary as on 31st March, 2016.

viii) The Company has laid down risk assessment and minimisation procedures and the same is periodically reviewed by the Board. Further, the Company has adequate internal control systems to identify the risk at appropriate time and to ensure that the executive management controls the risk in a properly defined framework.

11. MEANS OF COMMUNICATION :

i) A half-yearly report was not sent to each household of the shareholders. Shareholders

were intimated through the press and the Company's website – www.lincpen.com about the quarterly performance and financial results of the Company.

ii) The quarterly and half yearly results are published in the leading newspapers in English and Bengali such as The Business Standard and Kalantar.

iii) As per the Listing Regulations, certain documents / informations such as quarterly / annual financial results, shareholding pattern

and corporate governance are accessible on the website www.corpfiling.co.in.

iv) The Company results and official news release are displayed on the Company's Website: www.lincpen.com.

v) No presentation have been made to institutional investors or analysts etc.

vi) Management Discussion and Analysis forms part of the Annual Report, which is posted to the shareholders of the Company.

12. GENERAL SHAREHOLDER INFORMATION :

Detailed information in this regard provided in the shareholder information section forms part of this Annual Report.

i) Annual General Meeting		
Date and Time	:	29th August, 2016 at 3:30 p.m.
Venue	:	Shripati Singhania Hall, 94/2, Chowringhee Road, Kolkatta – 700 020
ii) Financial Calendar		
Financial Year	:	1st April to 31st March
Results	:	1st Qtr – 2nd week of August, 2016
		2nd Qtr – 2nd week of November, 2016
		3rd Qtr – 2nd week of February, 2017
		4th Qtr – end May, 2017
iii) Book closure date	:	22.08.2016 to 29.08.2016 on account of AGM and Dividend.
iv) Dividend payment date	:	After 29th August, 2016
v) Listing of Equity Shares on Stock Exchanges at	:	i) The Calcutta Stock Exchange Ltd 7, Lyons Range, Kolkata – 700 001
		ii) B S E Limited, P J Towers, Dalal Street, Fort, Mumbai – 400 001
		iii) National Stock Exchange of India Ltd. Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051
vi) Listing Fees	:	Listing fee for the year 2015 – 2016 has been paid to the above Stock Exchanges.
vii) Stock Code	:	Bombay Stock Exchange - 531241
		Calcutta Stock Exchange – 10022035
		National Stock Exchange- LINC PEN
		Demat ISIN No. – INE 802B01019

viii) Market Price Data – High /Low during each month of the year ended 31st March, 2016, at the Bombay Stock Exchange and National Stock Exchange.

Month	BSE			NSE		
	High (₹)	Low (₹)	Volume	High (₹)	Low (₹)	Volume
April, 2015	188.00	144.90	2,13,192	189.65	143.60	2,66,931
May, 2015	172.00	140.20	1,45,963	181.40	141.10	1,67,454
June, 2015	159.80	145.00	1,09,489	164.00	137.95	1,59,665
July, 2015	187.20	150.00	2,78,673	184.70	149.00	3,91,610
August, 2015	198.80	136.10	2,79,267	198.30	135.00	5,22,630
September, 2015	161.00	144.00	81,135	162.90	143.00	1,43,146
October, 2015	169.80	152.50	51,378	172.70	151.95	1,50,353
November, 2015	192.40	160.50	89,303	191.90	154.00	3,62,432
December, 2015	227.00	157.00	4,00,651	226.40	168.80	8,93,741
January, 2016	242.50	198.20	1,68,750	243.10	196.20	4,53,992
February, 2016	210.60	167.00	31,052	214.85	162.40	1,46,873
March, 2016	198.50	175.00	55,880	200.30	172.00	92,868

ix) Share Price performance in 2015-16 in comparison to broad based indices – BSE Sensex and NSE Nifty

% Change in Linc's Share Price: 29.63%		% Change in BSE Sensex (-) 9.36%
% Change in Linc's Share Price: 28.09%		% Change in NSE Nifty (-) 8.86%
x)	Registrar and Share Transfer Agent	M/s. Maheshwari Datamatics Pvt. Ltd. 6, Mangoe Lane, 2nd Floor, Kolkata – 700 001 Phone – 22435029/5809, Fax – 2248 4787 e-mail – mdpl@cal.vsnl.net.in
	Share Transfer System	Presently, the share transfers which are received in physical form are normally effected within a maximum period of 15 days from the date of receipt and Demat are confirmed within a maximum period of 14 days by Registrar and Share Transfer Agent – M/s. Maheshwari Datamatics Pvt. Ltd, 6, Mangoe Lane, Kolkata-700 001.

xi) Distribution of Shareholding :

Distribution of Shareholding by Ownership:

	Holding Pattern	No. of Shares	Shareholding %
1	Promoters & Associates	89,47,633	60.51
2	NRI, FIIs, etc.	22,32,293	15.10
3	Private Corporate Bodies	8,35,061	5.65
4	Indian Public	27,70,973	18.74
Total		1,47,85,960	100.00

Distribution of Shareholding by Size:

Range of Shares	Shareholders		Shares	
	Number	%	Number	%
1 to 500	6,000	88.82	5,52,559	3.74
501 to 1000	314	4.65	2,61,790	1.77
1001 to 5000	342	5.06	7,80,866	5.28
5001 to 10000	25	0.37	1,82,237	1.23
10001 & above	74	1.10	1,30,08,508	87.98
Total	6,755	100.00	1,47,85,960	100.00

xii) Dematerialisation of Shares:

Holding	No. of Holder	%	No. of Shares	%
Physical	799	11.83	2,01,233	1.36
Demat	5,956	88.17	1,45,84,727	98.64
Total	6,755	100.00	1,47,85,960	100.00

xiii)	Outstanding GDR/ADR or any convertible Instruments	:	Not Applicable
xiv)	The manufacturing facilities of the Company are located at	:	a. Linc Estate, Usthi Road, Serakole, 24 Paragans (South), West Bengal;
			b. Falta SEZ, Sector II, Shed No.2, Falta, 24 Paragans (South), West Bengal
xv)	Address for Correspondence	:	For Share Transfer and related queries - M/s. Maheswari Datamatics Pvt. Ltd 6, Mangoe Lane, 2nd Floor, Kolkata – 700 001 Phone – 22435029/5809, Fax – 2248 4787 e-mail – mdpl@cal.vsnl.net.in
			For General Assistance Mr. N. K. Dujari, Chief Financial Officer & Company Secretary Linc Pen & Plastics Ltd 3, Alipore Road, Kolkata – 700 027 Phone – 3041 2100 / 2479 0248, Fax – 2479 0253 e-mail – investors@lincpen.com

D E C L A R A T I O N

As provided under Clause 49 of the Listing Agreement with Stock Exchanges or the SEBI (listing obligations and Disclosure Requirements) regulations, 2015, all the Directors and Senior Management have affirmed compliance with the Companies Code of Conduct during the financial year ended 31st March, 2016.

Kolkata,
24th May, 2016


 Deepak Jalan
 Managing Director
 Din: 00758600

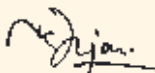
C E O / C F O C E R T I F I C A T I O N

The Board of Directors
Linc Pen & Plastics Limited
Kolkata

Re: Financial Statements for the financial year 2015 –16 - Certification by MD and CFO

We, Deepak Jalan, Managing Director and N. K. Dujari, Chief Financial Officer & Company Secretary, of Linc Pen & Plastics Limited, on the review of financial statements and cash flow statement for the year ended 31st March, 2016 and to the best of our knowledge and belief, hereby certify that:-

1. These statements do not contain any materially untrue statements or omit any material fact or contain statements that might be misleading;
2. These statements together present a true and fair view of the Company's affairs and are in compliance with existing accounting standards, applicable laws and regulations.
3. There are, to the best of our knowledge and belief, no transactions entered into by the Company during the year ended 31st March, 2016 which are fraudulent illegal or violative of Company's Code of Conduct.
4. We accept responsibility for establishing and maintaining internal controls, for financial reporting, we have evaluated the effectiveness of the internal control systems of the company pertaining the financial reporting and we have disclosed to the auditors and the Audit Committee those deficiencies in the design or operation of such internal controls of which we are aware and the steps we have taken or propose to take to rectify these deficiencies.
5. We have indicated to the Auditors & the Audit Committee: -
 - (i) there have been no significant changes in internal control over financial reporting during the period.
 - (ii) there have been no significant changes in accounting policies during the period.
 - (iii) there have been no instances of significant fraud of which we have become aware and the involvement therein, of management or an employee having significant role in the Company's internal control systems over financial reporting.



N. K. Dujari
Chief Financial Officer &
Company Secretary



Deepak Jalan
Managing Director
DIN: 00758600

Kolkata,
24th May, 2016

**AUDITORS' CERTIFICATE
ON CORPORATE GOVERNANCE**

To the members of
Linc Pen and Plastics Limited

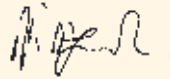
We have examined the compliance of the conditions of Corporate Governance by Linc Pens and Plastics Limited for the year ended 31st March, 2016, as stipulated in Clause 49 of the Listing Agreement of the said company with the Stock Exchanges for the period 1st April, 2015 to 30th November, 2015 and the relevant provisions of chapter IV of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations') for the period 1st December, 2015 to 31st March, 2016.

The compliance of conditions of Corporate Governance is the responsibility of the management. Our examination was limited to procedures and implementation thereof, adopted by the Company for ensuring the compliance of the conditions of Corporate Governance. It is neither an audit nor an expression of the opinion on the financial statements of the Company.

In our opinion and to the best of our information and according to the explanations given to us, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in the above-mentioned Listing Agreement/Listing Regulations, as applicable.

We further state that such compliance is neither an assurance as to the future viability of the company nor the efficiency or effectiveness with which the management has conducted the affairs of the Company.

For G.P. Agrawal & Co.
Chartered Accountants
F.R. No.302082E



(CA. Ajay Agrawal)
Membership No. 17643
Partner

Place : Kolkata
Date : 24th May, 2016.

ANNEXURE – C

A. CONSERVATION OF ENERGY

a) The following energy conservation measures are taken on continuing basis :-

1. Regular preventive maintenance of all equipment for better efficiency.
2. Improvement of electrical power load factor.
3. Optimise the use of energy through improved operational method.

b) Additional investments and proposals being implemented for reduction of consumption of energy.

The Company is however, carrying on continuous education and awareness programs for its employees for energy conservation. But no major specific investment proposals are envisaged.

c) Impact of measures undertaken under (a) and (b) above for reduction of energy consumption and its consequent impact on cost of production.

The Company is not a major user of energy. However, the measures taken by the company will result in saving of energy.

B. TECHNOLOGY ABSORPTION

The Company has no separate R & D section. The Company is however, developing new products and upgrading existing products and also their packaging to meet the changing market taste / profile.

C. FOREIGN EXCHANGE EARNINGS AND OUTGO

a) Activities relating to exports; initiatives taken to increase exports:-
Development of Innovative packaging and products for export markets along with improvement in quality, cost and lead time. Special emphasis on marketing Company's product in Africa and Central Asia.

b) Total Foreign Exchange used and earned:- The foreign exchange used and earned during the year by the Company are as under: -

Foreign Exchange Used – ₹5769 Lacs

Foreign Exchange Earned – ₹9600 Lacs

ANNEXURE - D

Information Pursuant to Section 197 of the Companies Act, 2013 read with the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014

A. Under Rule 5(1)

Sr.	Name of the Director / Key Managerial Personnel	Designation	Ratio of remuneration to median remuneration of employees	% increase in Remuneration over Last Year
1	Shri Deepak Jalan	Managing Director	84:1	20.11
2	Shri Alopek Jalan	Whole Time Director	69:1	25.71
3	Shri Naresh Pachisia	Independent, Non- Executive	3:1	19.28
4	Shri Kedar Nath Ranasaria	Independent, Non- Executive	3:1	19.66
5	Dr. Ranjan Das	Independent, Non- Executive	3:1	4.17
6	Shri Anil Kochar	Independent, Non-Executive	3:1	35.48
7	Ms. Supriya Newar	Independent, Non-Executive	3:1	*
8	Shri N. K. Dujari	Chief Financial Officer & Company Secretary	10:1	(4.53)

* Appointed with effect from 31st March, 2015

- The number of permanent employees as on 31st March, 2016 was 666.
- Compared to the previous year 2014-15, the figures for the current year 2015-16 reflects that:
 - Total Turnover, PBT and EPS has grown by 8.1%, 35.9% and 28.2% respectively.
 - Median remuneration and average remuneration of employees of all employees have increased by 2.5% and 8.1%.
 - Average remuneration of employees excluding Key Managerial Personnel has increased by 8.1%
 - Remuneration of Key Managerial Personnel has increased by 20.4%
- No employee's remuneration for the year 2015-16 exceeded the remuneration of any of the Directors.
- The remuneration of the Directors, Key Managerial Personnel and other employees is in accordance with the Remuneration Policy of the Company.
- The market capitalisation of the Company as on 31st March, 2016 increased by 29.63% when compared to that of 31st March, 2015. The Company has not made any public offer in recent past and accordingly comparison of Public Offer Price and the current market price of the Company's shares will not be relevant.
- PE Ratio as on 31st March, 2016 stood at 15.2 (31st March, 2015:15.1)
- Commission to Executive and Non-Executive Directors are variable components of their remuneration

B. Under Rule 5(2)

Name	Designation	Remuneration subject to tax (₹)	Qualification	Age / Experience (Years)	Date of Commencement of Employment	Details of last employment
Shri Deepak Jalan	Managing Director	1,08,95,000	B.Com	54 / 30	01.04.1995	Self employed
Shri Alopek Jalan	Whole Time Director	88,79,000	B.Com	47 / 25	01.05.2004	Self employed

Notes:

- The nature of employment is contractual and other terms and conditions are as per Company's rules.
- Remuneration includes Company's contribution to provident fund, provision for medical treatment as per Company's rules, monetary value of perquisites calculated as per Income Tax Act / Rules, Commission and does not include provisions for leave encashment, premium for gratuity and group insurance.

ANNEXURE - E

FORM NO. MGT-9

EXTRACT OF ANNUAL RETURN

as on the financial year ended on 31st March, 2015

[Pursuant to section 92(3) of the Companies Act, 2013 and rule 12(1)
of the Companies (Management and Administration) Rules, 2014]

I REGISTRATION AND OTHER DETAILS:

1	CIN	L36991WB1994PLC065583
2	Registration Date	24.10.1994
3	Name of the Company	LINC PEN & PLASTICS LIMITED
4	Category/Sub-Category of the Company	PUBLIC COMPANY LIMITED BY SHARES
5	Whether listed Company (Yes/No)	YES
6	Name, Address and Contact details of Registrar and Transfer Agent, if any	MAHESWARI DATAMATICS PVT. LTD. 6, MANGOE LANE, 2ND FLOOR, KOLKATA- 700001 PHONE: (033) 2243 5029/5809 FAX: (033) 2248 4787

II PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

All the business activities contributing 10 % or more of the total turnover of the company shall be stated:-

Sl. No.	Name and Description of Main Product / Services	NIC Code of the Product	% of total turnover of the Company
	Ball Point Pen	32901	83.05%

III PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

Sl. No.	Name and Address of the Company	CIN/GIN	Holding / Subsidiary of the Company	% of shares held	Applicable Section
	NIL	NIL	NIL	NIL	NIL

IV SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

i Category-wise Share Holding

Category of Shareholders	No. of shares held at the beginning of the year				No. of shares held at the end of the year				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
A. Promoter									
1. Indian									
a. Individual / HUF	72,59,926	-	72,59,926	49.10	72,72,426	-	72,72,426	49.18	0.17%
b. Central Govt.	-	-	-	-	-	-	-	-	-

Category of Shareholders	No. of shares held at the beginning of the year				No. of shares held at the end of the year				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
c. State Govt.	-	-	-	-	-	-	-	-	-
d. Bodies Corp.	16,75,207	-	16,75,207	11.33	16,75,207	-	16,75,207	11.33	-
e. Bank/FI	-	-	-	-	-	-	-	-	-
f. Any Other	-	-	-	-	-	-	-	-	-
Sub-Total-A(1)	89,35,133	-	89,35,133	60.43	89,47,633	-	89,47,633	60.51	0.14%
2. Foreign	-	-	-	-	-	-	-	-	-
a. NRI- Individual	-	-	-	-	-	-	-	-	-
b. Other Individuals	-	-	-	-	-	-	-	-	-
c. Body Corporate	-	-	-	-	-	-	-	-	-
d. Bank / FI	-	-	-	-	-	-	-	-	-
e. Any Others	-	-	-	-	-	-	-	-	-
Sub-Total-A(2)	-	-	-	-	-	-	-	-	-
Total Shareholding of Promoters A= A(1) + A(2)	89,35,133	-	89,35,133	60.43	89,47,633	-	89,47,633	60.51	0.14%
B. Public Shareholding	-	-	-	-	-	-	-	-	-
1. Institution	-	-	-	-	-	-	-	-	-
a. Mutual Funds	-	-	-	-	-	-	-	-	-
b. Bank/FI	-	-	-	-	172	-	172	0.00	100.00%
c. Central Govt.	-	-	-	-	-	-	-	-	-
d. State Govt.	-	-	-	-	-	-	-	-	-
e. Venture Capital.	-	-	-	-	-	-	-	-	-
f. Insurance Co.	-	-	-	-	-	-	-	-	-
g. FIs	-	-	-	-	44,560	-	44,560	0.30	100.00%
h. Foreign Portfolio Corporate	-	-	-	-	-	-	-	-	-
i. Foreign Venture Capital	-	-	-	-	-	-	-	-	-
j. Others	-	-	-	-	-	-	-	-	-
Sub-Total-B(1)	-	-	-	-	44,732	-	44,732	0.30	100.00%
2. Non-Institution	-	-	-	-	-	-	-	-	-
a. Body Corp.	-	-	-	-	-	-	-	-	-
i) Indian	10,61,133	1001	10,62,134	7.18	8,34,060	1001	8,35,061	5.65	(21.38)%
ii) Oversease	20,00,000	-	20,00,000	13.53	20,00,000	-	20,00,000	13.53	-
b. Individuals	-	-	-	-	-	-	-	-	-
i. Individual shareholders holding nominal share capital up to ₹1 lac	13,74,641	1,97,730	15,72,371	10.63	13,39,430	1,85,732	15,25,162	10.31	(3.00)%

Category of Shareholders	No. of shares held at the beginning of the year				No. of shares held at the end of the year				% Change during the year
	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	
ii. Individual shareholders holding nominal share capital in excess of ₹1 lac.	9,86,729	14,500	10,01,229	6.77	11,95,539	14,500	12,10,039	8.18	20.86%
c. Others (Specify)									
i. Non Resident Individual	1,81,623		1,81,623	1.23	1,87,733		1,87,733	1.27	3.36%
ii. Clearing Members	33,470		33,470	0.23	16,848		16,848	0.11	(49.66)%
iii. NBFCs registered with RBI					18,752		18,752	0.13	100.00%
Sub-Total-B(2)	56,37,596	2,13,231	58,50,827	39.57	55,92,362	20,123	57,93,595	39.18	(0.98)%
Total Public Shareholding B= B(1) + B(2)	56,37,596	2,13,231	58,50,827	39.57	56,37,094	20,123	58,38,327	39.49	(0.21)%
C. Shares held by Custodian for GDRs & ADRs									
	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
*Grand Total (A+B+C)	1,45,72,729	2,13,231	1,47,85,960	100	1,45,84,727	2,01,233	1,47,85,960	100.00	0.00

ii Shareholding of Promoters

Sl. No.	Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			% Change during the year
		No. of Shares	% of Total Shares of the Company	% of Shares Pledged / encumbered to total shares	No. of Shares	% of Total Shares of the Company	% of Shares Pledged / encumbered to total shares	
1	Deepak Jalan	3,10,554	2.10%	NIL	3,10,554	2.10%	NIL	-
2	Deepak Jalan HUF	4,72,966	3.20%	NIL	4,75,466	3.22%	NIL	0.53%
3	Prakash Jalan	100	-	NIL	100	-	NIL	-
4	Aloke Jalan	7,68,416	5.20%	NIL	7,68,416	5.20%	NIL	-
5	Aloke Jalan HUF	20,800	0.14%	NIL	20,800	0.14%	NIL	-
6	Surajmal Jalan	10,18,683	6.89%	NIL	10,18,683	6.89%	NIL	-
7	Surajmal Jalan HUF	49,100	0.33%	NIL	49,100	0.33%	NIL	-
8	Shobha Jalan	20,03,730	13.55%	NIL	20,03,730	13.55%	NIL	-
9	Bimla Devi Jalan	1,57,500	1.07%	NIL	1,57,500	1.07%	NIL	-
10	Divya Jalan	3,280	0.02%	NIL	13,280	0.09%	NIL	304.88%
11	Rohit Deepak Jalan	59,900	0.41%	NIL	59,900	0.41%	NIL	-
12	Aakash Jalan	22,100	0.15%	NIL	22,100	0.15%	NIL	-
13	Utkarsh Jalan	12,400	0.08%	NIL	12,400	0.08%	NIL	-
14	Devanshi Jalan	3,61,397	2.44%	NIL	3,61,397	2.44%	NIL	-
15	Sarita Jalan	19,99,000	13.52%	NIL	19,99,000	13.52%	NIL	-
16	Linc Writing Aids Pvt. Ltd.	16,75,207	11.33%	NIL	16,75,207	11.33%	NIL	-
	Total	89,35,133	60.43%	NIL	89,47,633	60.51%	NIL	0.14%

iii Change in Promoters' Shareholding (please specify, if thereis no change)

Sl. No.	Shareholder's Name	Shareholding at the beginning of the year		Cumulative Shareholding during the year	
		No. of Shares	% of Total Shares of the Company	No. of Shares	% of Total Shares of the Company
1	Deepak Jalan	3,10,554	2.10%		
	At the end of the year			3,10,554	2.10%
2	Deepak Jalan HUF	4,72,966	3.20%		
	Increase / (Decrease) during the year				
	19/02/2016	2,500	0.02%	4,75,466	3.22%
	At the end of the year			4,75,466	3.22%
3	Prakash Jalan	100	-		
	At the end of the year			100	-
4	Aloke Jalan	7,68,416	5.20%		
	At the end of the year			7,68,416	5.20%
5	Aloke Jalan	20,800	0.14%		
	At the end of the year			20,800	0.14%
6	Surajmal Jalan	10,18,683	6.89%		
	At the end of the year			10,18,683	6.89%
7	Surajmal Jalan	49,100	0.33%		
	At the end of the year			49,100	0.33%
8	Shobha Jalan	20,03,730	13.55%		
	At the end of the year			20,03,730	13.55%
9	Bimla Devi Jalan	1,57,500	1.07%		
	At the end of the year			1,57,500	1.07%
10	Divya Jalan	3,280	0.02%		
	Increase / (Decrease) during the year				
	27/11/2015	5,000	0.03%	8,280	0.06%
	04/12/2015	5,000	0.03%	13,280	0.09%
	At the end of the year			13,280	0.09%
11	Rohit Deepak Jalan	59,900	0.41%		
	At the end of the year			59,900	0.41%
12	Aakash Jalan	22,100	0.15%		
	At the end of the year			22,100	0.15%
13	Utkarsh Jalan				
	At the beginning of the year	12,400	0.08%		
	At the end of the year			12,400	0.08%
14	Devanshi Jalan	3,61,397	2.44%		
	At the end of the year			3,61,397	2.44%
15	Sarita Jalan	19,99,000	13.52%		
	At the end of the year			19,99,000	13.52%
16	Linc Writing Aids Pvt. Ltd.	16,75,207	11.33%		
	At the end of the year			16,75,207	11.33%

iv. Shareholding Pattern of top ten Shareholders (other than Directors, Promoters and Holders of GDRs and ADRs):

Sl. No	For Each of the Top 10 Shareholders	Shareholding at the beginning of the year	Cumulative Shareholding during the year	
		No. of Shares	No. of Shares	% of Total Shares of the Company
1	MITSUBISHI PENCIL CO LTD			
	At the beginning of the year	20,00,000		13.53%
	At the end of the year		20,00,000	13.53%
2	AJANTA SALES PRIVATE LIMITED			
	At the beginning of the year	1,91,465		1.29%
	Increase / (Decrease) during the year			
	30/06/15	6,300	1,97,765	1.34%
	03/07/15	200	1,97,965	1.34%
	17/07/15	2,640	2,00,605	1.36%
	28/08/15	6,500	2,07,105	1.40%
	11/09/15	4,000	2,11,105	1.43%
	06/11/15	1,973	2,13,078	1.44%
	13/11/15	20,000	2,33,078	1.58%
	18/12/15	10,000	2,43,078	1.64%
	At the end of the year		2,43,078	1.64%
3	S. SHYAM			
	At the beginning of the year	-		-
	Increase / (Decrease) during the year			
	20/11/15	16,502	16,502	0.11%
	27/11/15	81,027	97,529	0.66%
	04/12/15	10,000	1,07,529	0.73%
	11/12/15	24,969	1,32,498	0.90%
	18/12/15	24,185	1,56,683	1.06%
	At the end of the year		1,56,683	1.06%
4	SHREE BALAJI SAREES PVT. LTD.			
	At the beginning of the year	-		-
	Increase / (Decrease) during the year			
	22/05/15	1,40,000	140000	0.95%
	At the end of the year		1,40,000	0.95%
5	NITIN CHUNILAL MEHTA			
	At the beginning of the year	1,15,000		0.78%
	At the end of the year		1,15,000	0.78%
6	NITIN TANDON			
	At the beginning of the year	96,000		0.65%
	At the end of the year		96,000	0.65%
7	VIJAYA S			
	At the beginning of the year	-		-
	Increase / (Decrease) during the year			

Sl. No	For Each of the Top 10 Shareholders	Shareholding at the beginning of the year	Cumulative Shareholding during the year	
		No. of Shares	No. of Shares	% of Total Shares of the Company
	18/12/15	24,844	24,844	0.17%
	25/12/15	1,655	26,499	0.18%
	08/01/16	30,653	57,152	0.39%
	15/01/16	4,250	61,402	0.42%
	19/02/16	14,655	76,057	0.51%
	26/02/16	1,208	77,265	0.52%
	04/03/16	2,101	79,366	0.54%
	At the end of the year		79,366	0.54%
8	JITEN KANWAR SINGH			
	At the beginning of the year	96,200		0.65%
	Increase / (Decrease) during the year			
	03/04/15	(2,422)	93,778	0.63%
	10/04/15	(520)	93,258	0.63%
	17/04/15	(3,858)	89,400	0.60%
	01/05/15	(200)	89,200	0.60%
	29/05/15	(1,800)	87,400	0.59%
	05/06/15	(10,000)	77,400	0.52%
	15/01/16	(200)	77,200	0.52%
	29/01/16	(400)	76,800	0.52%
	05/02/16	800	77,600	0.52%
	At the end of the year		77,600	0.52%
9	AMIT SHARAFF			
	At the beginning of the year	18,740		0.13%
	Increase / (Decrease) during the year			
	31/07/15	11,563	30,303	0.20%
	21/08/15	10,000	40,303	0.27%
	09/10/15	10,000	50,303	0.34%
	04/12/15	(7,500)	42,803	0.29%
	22/01/16	9,154	51,957	0.35%
	19/02/16	2,500	54,457	0.37%
	At the end of the year		54,457	0.37%
10	CELLO PENS & STATIONERY PVT LTD			
	At the beginning of the year	41,558		0.28%
	Increase / (Decrease) during the year			
	22/05/15	1,504	43,062	0.29%
	29/05/15	5,000	48,062	0.33%
	12/06/15	5,000	53,062	0.36%
	23/10/15	2,188	55,250	0.37%
	30/10/15	2,812	58,062	0.39%

Sl. No	For Each of the Top 10 Shareholders	Shareholding at the beginning of the year	Cumulative Shareholding during the year	
		No. of Shares	No. of Shares	% of Total Shares of the Company
	06/11/15	1,044	59,106	0.40%
	18/12/15	(9,106)	50,000	0.34%
	25/12/15	(2,000)	48,000	0.32%
	22/01/16	5,000	53,000	0.36%
	At the end of the year		53,000	0.36%
11	SUNIANA MARKETING (P) LTD.			
	At the beginning of the year	1,40,000		0.95%
	Increase / (Decrease) during the year			
	22/05/15	(1,40,000)	-	-
	At the end of the year		-	-
12	INDIANIVESH SECURITIES PRIVATE LIMITED			
	At the beginning of the year	35,000		0.24%
	Increase / (Decrease) during the year			
	26/06/15	(35,000)	-	-
	31/07/15	800	800	0.01%
	07/08/15	(800)	-	-
	21/08/15	16,968	16,968	0.11%
	28/08/15	1,382	18,350	0.12%
	04/09/15	2,804	21,154	0.14%
	11/09/15	3,579	24,733	0.17%
	18/09/15	10,922	35,655	0.24%
	30/09/15	6,123	41,778	0.28%
	09/10/15	10,438	52,216	0.35%
	16/10/15	15,084	67,300	0.46%
	23/10/15	4,118	71,418	0.48%
	30/10/15	14,297	85,715	0.58%
	06/11/15	8,291	94,006	0.64%
	13/11/15	(74,613)	19,393	0.13%
	20/11/15	(9,449)	9,944	0.07%
	27/11/15	(7,312)	2,632	0.02%
	04/12/15	(752)	1,880	0.01%
	11/12/15	328	2,208	0.01%
	18/12/15	20,775	22,983	0.16%
	25/12/15	(13,169)	9,814	0.07%
	31/12/15	(9,814)	-	-
	08/01/16	9,161	9,161	0.06%
	15/01/16	(7,956)	1,205	0.01%

Sl. No	For Each of the Top 10 Shareholders	Shareholding at the beginning of the year	Cumulative Shareholding during the year	
		No. of Shares	No. of Shares	% of Total Shares of the Company
	22/01/16	106	1,311	0.01%
	29/01/16	(1,206)	105	-
	05/02/16	(44)	61	-
	12/02/16	(61)	-	-
	19/02/16	3,395	3,395	0.02%
	26/02/16	(32)	3,363	0.02%
	04/03/16	129	3,492	0.02%
	11/03/16	(3,067)	425	-
	18/03/16	74	499	-
	25/03/16	4,707	5,206	0.04%
	31/03/16	(4,978)	228	-
	At the end of the year		228	-
13	KRISHNA KUMAR KARWA			
	At the beginning of the year	65,000		0.44%
	Increase / (Decrease) during the year			
	14/08/15	(15,000)	50,000	0.34%
	At the end of the year		50,000	0.34%
14	PORINJU V VELIYATH			
	At the beginning of the year	50,000		0.34%
	At the end of the year		50,000	0.34%
15	JM FINANCIAL SERVICES LIMITED			
	At the beginning of the year	78,700		0.53%
	Increase / (Decrease) during the year			
	10/04/15	(69,744)	8,956	0.06%
	17/04/15	(256)	8,700	0.06%
	08/05/15	10,000	18,700	0.13%
	15/05/15	(10,000)	8,700	0.06%
	05/06/15	5,050	13,750	0.09%
	12/06/15	(5,050)	8,700	0.06%
	19/06/15	1,211	9,911	0.07%
	26/06/15	(1,211)	8,700	0.06%
	03/07/15	2,000	10,700	0.07%
	10/07/15	(2,000)	8,700	0.06%
	17/07/15	9	8,709	0.06%
	24/07/15	9	8,718	0.06%
	31/07/15	82	8,800	0.06%
	07/08/15	55	8,855	0.06%

Sl. No	For Each of the Top 10 Shareholders	Shareholding at the beginning of the year	Cumulative Shareholding during the year	
		No. of Shares	No. of Shares	% of Total Shares of the Company
	14/08/15	114	8,969	0.06%
	21/08/15	40,003	48,972	0.33%
	28/08/15	(38,468)	10,504	0.07%
	04/09/15	6	10,510	0.07%
	11/09/15	(10,406)	104	-
	23/10/15	294	398	-
	30/10/15	(191)	207	-
	06/11/15	(103)	104	-
	13/11/15	137	241	-
	20/11/15	(137)	104	-
	27/11/15	300	404	-
	04/12/15	900	1,304	0.01%
	11/12/15	(1,198)	106	-
	18/12/15	6,778	6,884	0.05%
	25/12/15	(4,716)	2,168	0.01%
	31/12/15	(1,988)	180	-
	08/01/16	270	450	-
	15/01/16	712	1,162	0.01%
	22/01/16	(656)	506	-
	29/01/16	(399)	107	-
	05/02/16	619	726	-
	12/02/16	(476)	250	-
	19/02/16	(244)	6	-
	26/02/16	(2)	4	-
	11/03/16	108	112	-
	18/03/16	(108)	4	-
	25/03/16	4	8	-
	31/03/16	296	304	-
	At the end of the year		304	-
16	ABHINANDAN LEASING AND FINANCE LTD			
	At the beginning of the year	50,000		0.34%
	Increase / (Decrease) during the year			
	22/05/15	(16,249)	33,751	0.23%
	29/05/15	(768)	32,983	0.22%
	26/06/15	(19,241)	13,742	0.09%
	30/06/15	(2,299)	11,443	0.08%
	10/07/15	(11,443)	-	-
	At the end of the year		-	-

Sl. No	For Each of the Top 10 Shareholders	Shareholding at the beginning of the year	Cumulative Shareholding during the year	
		No. of Shares	No. of Shares	% of Total Shares of the Company
17	INTEGRATED MASTER SECURITIES (P) LTD.			
	At the beginning of the year	50,000		0.34%
	Increase/(Decrease) during the year			
	24/04/15	100	50,100	0.34%
	22/05/15	(100)	50,000	0.34%
	24/07/15	100	50,100	0.34%
	31/07/15 -	(100)	50,000	0.34%
	14/08/15	100	50,100	0.34%
	06/11/15	(100)	50,000	0.34%
	27/11/15	(49,925)	75	-
	04/12/15	(75)	-	-
	05/02/16	40	40	-
	18/03/16	(40)	-	-
	At the end of the year		-	-
18	ADITYA JAJODIA			
	At the beginning of the year	62,119		0.42%
	Increase / (Decrease) during the year			
	17/04/15	(3,549)	58,570	0.40%
	17/07/15	(8,155)	50,415	0.34%
	24/07/15	(415)	50,000	0.34%
	31/07/15	(5,000)	45,000	0.30%
	At the end of the year		45,000	0.30%
19	SURESH BHATIA			
	At the beginning of the year	-		-
	Increase / (Decrease) during the year			
	10/04/15	70,000	70,000	0.47%
	01/05/15	(5,000)	65,000	0.44%
	08/05/15	(15,000)	50,000	0.34%
	15/05/15	(5,000)	45,000	0.30%
	05/06/15	(5,000)	40,000	0.27%
	21/08/15	(40,000)	-	-
	At the end of the year		-	-

v. Shareholding of Directors and Key Managerial Personnel:

Sl. No.	For Each of the Directors and KMP	Shareholding at the beginning of the year		Shareholding at the end of the year	
		No. of Shares	% of Total Shares of the Company	No. of Shares	% of Total Shares of the Company
	Deepak Jalan	3,10,554	2.10%	3,10,554	2.10%
	Aloke Jalan	7,68,416	5.20%	7,68,416	5.20%
	N. K. Dujari	7,000	0.05%	7,000	0.05%

V INDEBTNESS

Indebtedness of the Company including interest outstanding/accrued but not due for payment (₹ in Lacs)

Particulars	Secured Loans Excluding Deposits	Unsecured Loan	Deposits	Total Indebtness
Indebtness at the beginning of the financial year				
i) Principal Amount	1,786.06	-	-	1,786.06
ii) Interest due but not paid	-	-	-	-
iii) Interest accrued bu not due	-	-	-	-
Total of (i+ii+iii)	1,786.06	-	-	1,786.06
Change in Indebtness during the financial year				
+ Addition	1,308.71	-	-	1,308.71
- Reduction	-	-	-	-
Net Change	1,308.71	-	-	1,308.71
Indebtness at the end of the financial year				
i) Principal Amount	3,094.77	-	-	3,094.77
ii) Interest due but not paid	-	-	-	-
iii) Interest accrued bu not due	-	-	-	-
Total of (i+ii+iii)	3,094.77	-	-	3,094.77

VI REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

A. Remuneration to Managing Director, Whole-time Directors and/or Manager:

(₹ in Lacs)

Sl. No.	Particulars of Remuneration	Name of MD/WTD/ Manager		Total Amount
		Deepak Jalan	Aloke Jalan	
1	Gross Salary			
	(a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	90.00	72.00	162.00
	(b) Value of perquisites u/s17(2) Income-tax Act, 1961	-	-	-
	(c) Profits in lieu of salary under section 17(3) Income tax Act, 1961	-	-	-
2	Stock Option / 3. Sweat Equity	-	-	-
4	Commission as % of profit	8.00	8.00	16.00
5	Others, please specify: Contribution to Providend Fund & Medical Reimbursement	10.95	8.79	19.74
	Total	108.95	88.79	197.74
	Ceiling as per the Act	10% of the Net Profit of the Company		

B. Remuneration to other Directors:

(₹ in Lacs)

Particulars of Remuneration	Name of Directors					Total Amount
	Dr. Ranjan Das	Mr. Naresh Pachisia	Mr. K. N. Ranasaria	Mr. Anil Kochar	Ms. Supriya Newar	
Independent Directors						
• Fee for attending board committee meetings	0.75	1.33	1.26	1.20	0.80	4.54
• Commission	3.00	3.00	3.00	3.00	3.00	15.00
Total	3.75	4.33	4.26	4.20	3.80	19.54
Overall Ceiling as per the Act	1% of the Net Profit of the Company					

C. Remuneration to Key Managerial Personnel other than MD/Manager/WTD

(₹ in Lacs)

Sl. No.	Particulars of Remuneration	Key Managerial Personnel
		Mr. N. K. Dujari CFO & Company Secretary
1	Gross Salary	
	(a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961	12.27
	(b) Value of perquisites u/s 17(2) Income-tax Act, 1961	-
	(c) Profits in lieu of salary under section 17(3) Income- tax Act, 1961	-
2	Stock Option / 3. Sweat Equity	-
4	Commission as % of profit	-
5	Others: Contribution to PF and Medical Reimbursement	1.01
	Total	13.28

VII PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES: None

ANNEXURE - F

SECRETARIAL AUDIT REPORT

FOR THE FINANCIAL YEAR ENDED 31st March, 2016

[Pursuant to section 204(1) of the Companies Act, 2013 and Rule No.9 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014]

To,
The Members,
M/s Linc Pen & Plastics Limited
Satyam Towers, 1st Floor, 3, Alipore Road,
Kolkata- 700027

We have conducted the Secretarial Audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by M/s Linc Pen & Plastics Limited (hereinafter called the Company). Secretarial Audit was conducted in a manner that provided us a reasonable basis for evaluating the corporate conducts /statutory compliances and expressing our opinion thereon.

Based on our verification of the M/s Linc Pen & Plastics Limited's books, papers, minute books, forms and returns filed, registers and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorised representatives during the conduct of secretarial audit, we hereby report that in our opinion, the Company has, during the audit period covering the financial year ended on 31st March, 2016 ('Audit Period') complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliance-mechanism in place to the extent, in the manner and subject to the reporting made hereinafter :

We have examined the books, papers, minute books, forms and returns filed and other registers and records maintained by M/s Linc Pen and Plastics Limited ("the Company") for the financial year ended on 31st March, 2016 according to the provisions of:

- (i) The Companies Act, 2013 (the Act) and the rules made there under ;
- (ii) The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the rules made there under;
- (iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed there under;
- (iv) Foreign Exchange Management Act,

1999 and the rules and regulations made there under to the extent of Foreign Direct Investment, Overseas Direct Investment and External Commercial Borrowings;

- (v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'):-

- (a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;

- (b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992 (upto 14th May, 2015) and Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015 (effective from 15th May,2015);

- (c) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 (Not applicable to the Company during the Audit Period);

- (d) The Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014 (not applicable to the Company during the Audit Period);

- (e) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008 (Not applicable to the Company during the Audit Period);

- (f) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 regarding the Companies Act and dealing with client;

- (g) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009 ; and

- (h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998 (Not applicable to the Company during the Audit Period);

- (vi) The management has identified and confirmed the following laws as specifically

applicable to the Company:

- (i) The Legal Metrology Act, 2009 and Rules made thereunder;
- (ii) Water (Prevention & Control of Pollution) Act, 1974;
- (iii) The Air (Prevention & Control of Pollution) Act, 1981;
- (iv) The Hazardous Wastes (Management and Handling) Rules, 1989 in compliance to the Environment (protection) Act, 1986;

We have also examined compliance with the applicable clauses of the following:

- (i) Secretarial Standards with regard to Meeting of Board of Directors (SS-1) and General Meetings (SS-2) issued by The Institute of Company Secretaries of India and made effective 1st July, 2015;
- (ii) The Listing Agreements entered into by the Company with National Stock Exchange of India Limited, BSE Limited and The Calcutta Stock Exchange Association Ltd and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 made effective from 1st December, 2015.

During the period under review the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc. mentioned above.

We further report that:-

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors.

Adequate notice is given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance, and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting.

All decisions at Board Meetings and Committee Meetings are carried out unanimously as recorded in the minutes of the meetings of the Board of Directors or Committees of the Board as the case may be.

We further report that there are adequate systems and processes in the Company commensurate with the size and operations of the company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

We further report that during the audit period the company has not entered in to or taken any major decisions which have influential financial impact on the entire affairs of the Company.

For D. C. Sahoo & Co.
Company Secretaries



D. C. Sahoo
Proprietor

M. No.: ACS No: 14008
C P No.: 5508

Place : Kolkata
Date: 24.05.2016

Note: This report is to be read with the letter of even date issued by the Secretarial Auditor(s) and forms an integral part of this report.

To,
The Members,
M/s Linc Pen & Plastics Limited
Satyam Towers, 1st Floor, 3, Alipore Road, Kolkata- 700027

Our Secretarial Audit Report of even date is to be read along with this letter.

1. Maintenance of secretarial records is the responsibility of the management of the Company. Our responsibility is to express an opinion on these secretarial records based on our audit.
2. We have followed the audit practices and process as were appropriate to obtain reasonable assurances about the correctness of the contents of the Secretarial records. The verification was done on test basis to ensure that correct facts are reflected in secretarial records. We believe that the process and practices, we followed provide a reasonable basis for our opinion.
3. We have not verified the correctness and appropriateness of financial records and Books of Accounts of the Company.
4. Where ever required, we have obtained the Management representation about the Compliance of Laws, rules and regulations and happening of events etc.
5. The compliance of the provisions of Corporate and other applicable laws, rules, regulations, standards is the responsibility of management. Our examination was limited to the verification of procedures on test basis.
6. The Secretarial Audit report is neither an assurance as to the future viability of the Company nor of the efficacy or effectiveness with which the management has conducted the affairs of the Company.

For D. C. Sahoo & Co.
Company Secretaries



D. C. Sahoo
Proprietor

Place : Kolkata
Date: 24.05.2016

M. No.: ACS No: 14008
C P No.: 5508

ANNEXURE - G
ANNUAL REPORT ON CSR ACTIVITIES

1	A brief outline of the Company's CSR Policy, including overview of projects or programmes propose to be undertaken and a reference to the weblink to the CSR policy and projects or programs		As per CSR Policy the Company directly contribute in the field of Education, Animal Welfare, Nationally recognised Sports and Education for the Scheduled Castes and the Scheduled Tribes. The Company has formed an CSR policy in compliance with the provisions of the Companies Act, 2013 and the same is placed on the website of the Company at: www. lincpen.com				
2	The composition of the CSR Committee.		Shri Deepak Jalan (Chairman) Shri Alope Jalan Ms. Supriya Newar*				
3	Average Net Profit of the company for last 3 financial years		₹1333 Lacs				
4	Threshold Limit-(2% of this amount as in 3 above)		₹26.65 Lacs				
5	Details of CSR spent during the financial year						
	a. Total amount to be spent for the financial year		₹10.72 Lacs				
	b. Amount unspent, if any		₹15.93 Lacs				
	c. Manner in which the amount spent during the financial year is detailed below:						
1	2	3	4	5	6	7	8
Sl	CSR project/ activity identified	Sector in which the project is covered	Projects/ Programmes 1. Local area/others- 2. specify the state /district (Name of the District/s, State/s where project/programme was undertaken	Amount outlay (budget) project/ programme wise (₹ In Lacs)	Amount spent on the project/ programme Subheads: 1. Direct expenditure on project, 2. Overheads: (₹ In Lacs)	Cumulative spend upto to the reporting period. (₹ In Lacs)	Amount spent: Direct/ through implementing agency
1	Promoting, Education, Animal Welfare, Nationally Recognised Sports	Education	Kolkata, West Bengal	6.00	6.00	6.00	Amount given directly to Good News Children Education Mission
		Education	Various Tribal Rural areas all over the Country	2.00	2.00	2.00	Amount given directly to Friends of Tribal Society
		Animal Welfare	Various areas all over the Country	1.00	1.00	1.00	Amount given directly to Rajasthan Welfare & Vikas Trust
		Education	Kolkata, West Bengal	0.88	0.88	0.88	Amount given directly to Bustee Welfare Centre
		Nationally Recognised Sports	Kolkata, West Bengal	0.72	0.72	0.72	Amount given directly to Japan Karate Association of India
		Education	Mumbai	0.12	0.12	0.12	Amount given directly to Blind Organisation of India

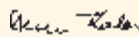
Note : Administrative Overhead expenses is Nil

6. The spending was less as the Company wanted to utilise the funds in justifiable, sustainable and measurable activities. The shortfall in the spend during the year under review is intended to be utilised in future on projects within the Company's CSR Policy. Further as a responsible corporate citizen, the Company had been involved in CSR activities since its inception.

Some of these activities will not fall under 2% CSR spend as per Schedule VII read with Section 135 of the Companies Act, 2013. But the Company decided to continue with them, since those activities are integral to the business of the Company.

7. The CSR Committee confirms that the implementation and monitoring of the CSR policy is in compliance with the CSR objectives and Policy of the Company

Kolkata
24th May, 2016


Alope Jalan
Whole Time Director
Din:00758762


Deepak Jalan
Chairman- CSR Committee
Din:00758600

* CSR Committee was reconstituted by induction of Ms. Supriya Newar in lieu of Shri K. N. Nanasaria

INDEPENDENT AUDITORS' REPORT

To
The Members of
Linc Pen & Plastics Limited

Report on the financial statements

We have audited the accompanying financial statements of Linc Pen & Plastics Limited ("the Company"), which comprise the Balance Sheet as at 31st March, 2016, the Statement of Profit and Loss, the Cash Flow Statement, and a summary of the significant accounting policies and other explanatory information for the year then ended.

Management's responsibility for the financial statements

The Company's Board of Directors is responsible for the matters stated in Section 134(5) of the Companies Act, 2013 ("the Act") with respect to the preparation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit.

We have taken into account the provisions of the

Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made there under.

We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the financial statements.

Opinion


In our opinion and to the best of our information and according to the explanations given to us, the aforesaid financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India of the state of affairs of the Company as at 31st March, 2016 and its profit and its cash flows for

the year ended on that date.

Report on other legal and regulatory requirements

1. As required by the Companies (Auditor's Report) Order, 2016 ("the Order") issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act, we give in the "Annexure A", a statement on the matters specified in paragraphs 3 and 4 of the Order.
2. As required by Section 143 (3) of the Act, we report that:
 - i. We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit.
 - ii. In our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books.
 - iii. The Balance Sheet, the Statement of Profit and Loss and the Cash flow Statement dealt with by this Report are in agreement with the books of account.
 - iv. In our opinion, the aforesaid financial statements comply with the Accounting Standards specified under Section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014.
 - v. On the basis of the written representations received from the directors as at 31st March, 2016 and taken on record by the Board of Directors, none of the directors is disqualified as at 31st March, 2016 from being appointed as a director in terms of Section 164 (2) of the Act.
 - vi. With respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate Report in "Annexure B".
- vii. With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
 - a. The Company has disclosed the impact of pending litigations on its financial position in its financial statements – Refer Note No. 26.1 (a) to the financial statements.
 - b. The Company did not have any long-term contracts including derivatives contracts for which there were any material foreseeable losses.
 - c. In one instance, there was delay of thirty one days in transferring amounts of Unpaid dividend for 2007-08 to the Investor Education and Protection Fund.

For **G.P. Agrawal & Co.**
Chartered Accountants
Firm's Registration No. - 302082E


(CA. Ajay Agrawal)
Partner
Membership No. 17643

Place of Signature: Kolkata
Date: The 24th day of May, 2016

“ANNEXURE A” TO THE INDEPENDENT AUDITOR'S REPORT

Statement referred to in paragraph 'Report on Other Legal and Regulatory Requirements' of our report of even date to the members of **LINC PEN & PLASTICS LIMITED** on the financial statements for the year ended 31st March, 2016.

- (i) a) The Company has maintained proper records showing full particulars including quantitative details and situation of its fixed assets.
- b) The fixed assets were physically verified during the year by the management in accordance with a regular programme of verification which, in our opinion, provides for physical verification of all the fixed assets at reasonable intervals. According to the information and explanations given to us, no material discrepancies were noticed on such verification.
- c) According to the information and explanations given to us and on the basis of our examination of the records of the Company, the title deeds of immovable properties are held in the name of the Company.
- (ii) The inventories have been physically verified during the year by the management at reasonable intervals and no material discrepancies were noticed on such physical verification.
- (iii) The Company has not granted any loan, secured or unsecured, to companies, firms, limited liability partnerships or other parties covered in the register maintained under section 189 of the Act. Therefore, clauses (iii) (a), (b) and (c) of paragraph 3 of the said order are not applicable to the Company.
- (iv) The Company has neither given any loan, guarantee or security nor made any investment under the provisions of section 185 and 186 of the Act. Therefore, clause (iv) of paragraph 3 of the said order is not applicable to the Company.
- (v) The Company has not accepted any deposit within the meaning of section 73 to 76 or any other relevant provisions of the Act and the rules framed there under. The directives issued by the Reserve Bank of India are not applicable to the Company.
- (vi) The provisions regarding maintenance of the cost records under Section 148(1) of the Act are not applicable to the Company.
- (vii) (a) On the basis of our examination, the Company is regular in depositing undisputed statutory dues including provident fund, employees' state insurance, income tax, sales tax, service tax, duty of customs, duty of excise, value added tax, cess and other statutory dues, to the extent applicable, with appropriate authorities and no undisputed amounts payable in respect of the aforesaid dues were outstanding as at 31st March, 2016 for a period of more than six months from the date of becoming payable.
- (b) The disputed statutory dues aggregating to ₹243.46 lacs that have not been deposited on account of matters pending before appropriate authorities are as under:

Sl. No.	Name of the Statute	Nature of dues	Period to which pertain	Amount (₹ in lacs)	Forum where the dispute is pending
1	The Income Tax Act, 1961	Income Tax	A.Y. 2005-06	25.16	ITAT
2	The Income Tax Act, 1961	Income Tax	A.Y. 2006-07	106.24	ITAT
3	The Income Tax Act, 1961	Income Tax	A.Y. 2007-08	0.82	ITAT
4	The Income Tax Act, 1961	Income Tax	A.Y. 2008-09	56.91	ITAT
5	The Income Tax Act, 1961	Income Tax	A.Y. 2009-10	54.33	ITAT
		Total		243.46	

- (viii) The Company has not defaulted in repayment of loans or borrowings to banks. The Company has not taken any loans or borrowings from financial institutions and Government and has not issued any debentures.
- (ix) On the basis of our examination of records and according to the information and explanations given to us, the Company has neither raised any money by way of initial public offer or further public offer (including debt instruments) nor taken any term loan during the year. Therefore, clause (ix) of paragraph 3 of the said order is not applicable to the Company.
- (x) According to the information and explanations given to us, no material fraud by the Company or on the Company by its officers or employees has been noticed or reported during the year.
- (xi) According to the information and explanations given to us and based on our examination of the records of the Company, the Company has paid/provided for managerial remuneration in accordance with the requisite approvals mandated by the provisions of section 197 read with Schedule V to the Act.
- (xii) In our opinion, the Company is not a nidhi company. Therefore, clause (xii) of paragraph 3 of the said order is not applicable to the Company.
- (xiii) According to the information and explanations given to us and based on our examination of the records of the Company, transactions with the related parties are in compliance with sections 177 and 188 of the Act where applicable and details of such transactions have been disclosed in the financial statements as required by the applicable accounting standards.
- (xiv) According to the information and explanations given to us and based on our examination of the records of the Company, the Company has not made any preferential allotment or private placement of shares or fully or partly convertible debentures during the year.
- (xv) According to the information and explanations given to us and based on our examination of the records of the Company, the Company has not entered into non-cash transactions with directors or persons connected with them. Accordingly, clause (xv) of paragraph 3 of the said order is not applicable to the Company.
- (xvi) According to the information and explanations given to us, the provisions of Section 45-IA of the Reserve Bank of India Act, 1934 are not applicable to the Company.

For **G.P. Agrawal & Co.**
Chartered Accountants
Firm's Registration No. - 302082E


(CA. Ajay Agrawal)
Partner
Membership No. 17643

Place of Signature: Kolkata
Date: The 24th day of May, 2016

“ANNEXURE B” TO THE INDEPENDENT AUDITOR’S REPORT

of even date on the Financial Statements of **LINC PEN & PLASTICS LIMITED**

Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 (“the Act”)

We have audited the internal financial controls over financial reporting of Linc Pen & Plastics Limited (“the Company”) as of March 31, 2016 in conjunction with our audit of the financial statements of the Company for the year ended on that date.

Management’s Responsibility for Internal Financial Controls

The Company’s management is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India (“ICAI”). These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to Company’s policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Act.

Auditors’ Responsibility

Our responsibility is to express an opinion on the Company’s internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls Over Financial

Reporting (the “Guidance Note”) and the Standards on Auditing, to the extent applicable to an audit of internal financial controls, both issued by the ICAI. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting were established and maintained and if such controls operated effectively in all material respects.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. The procedures selected depend on the auditor’s judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Company’s internal financial controls system over financial reporting.

Meaning of Internal Financial Controls Over Financial Reporting

A company’s internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance

with generally accepted accounting principles. A company's internal financial control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the Company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the Company are being made only in accordance with authorisations of management and directors of the Company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the Company's assets that could have a material effect on the financial statements.

Inherent Limitations of Internal Financial Controls Over Financial Reporting

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting

may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Opinion

In our opinion, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at March 31, 2016, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the ICAI.

For **G.P. Agrawal & Co.**

Chartered Accountants

Firm's Registration No. - 302082E



(CA. Ajay Agrawal)

Partner

Membership No. 17643

Place of Signature: Kolkata

Date: The 24th day of May, 2016

BALANCE SHEET

AS AT 31ST MARCH, 2016

(₹ in Lacs)

Particulars	Note No.	As at 31st March, 2016	As at 31st March, 2015
I. EQUITY AND LIABILITIES			
(1) Shareholders' funds			
(a) Share capital	2	1,478.60	1,478.60
(b) Reserves and surplus	3	8,633.61	7,335.49
		<u>10,112.21</u>	<u>8,814.09</u>
(2) Non-current liabilities			
(a) Deferred tax liabilities (Net)	4	276.12	185.44
(b) Long-term provisions	5	143.78	121.29
		<u>419.90</u>	<u>306.73</u>
(3) Current liabilities			
(a) Short-term borrowings	6	3,093.77	1,778.32
(b) Trade payables	7		
(i) Total outstanding dues of micro enterprises and small enterprises		87.33	99.56
(ii) Total outstanding dues of creditors other than micro enterprises and small enterprises		2,798.29	2,049.65
(c) Other current liabilities	8	1,492.90	1,297.44
(d) Short-term provisions	9	543.48	452.63
		<u>8,015.77</u>	<u>5,677.60</u>
TOTAL		18,547.88	14,798.42
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets	10		
(i) Tangible assets		4,194.61	3,032.06
(ii) Intangible assets		2.59	4.50
(iii) Capital work-in-progress		175.75	34.43
		<u>4,372.95</u>	<u>3,070.99</u>
(b) Long-term loans and advances	11	836.29	713.22
(c) Other non-current assets	12	0.57	0.78
		<u>5,209.81</u>	<u>3,784.99</u>
(2) Current assets			
(a) Inventories	13	7,729.30	6,364.72
(b) Trade receivables	14	4,772.61	4,009.55
(c) Cash and bank balances	15	28.53	164.75
(d) Short-term loans and advances	16	787.42	454.05
(e) Other current assets	17	20.21	20.36
		<u>13,338.07</u>	<u>11,013.43</u>
TOTAL		18,547.88	14,798.42
Significant Accounting Policies	1		
Other Disclosures	26		

The accompanying notes 1 to 26 are an integral part of the Financial Statements.

As per our report of even date attached.

For G. P. Agrawal & Co.

Chartered Accountants

F.R No.302082E



(CA. Ajay Agrawal)

Partner

Membership No.17643

Place of Signature: Kolkata

Dated: The 24th day of May, 2016

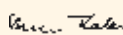
For and on behalf of the Board



Deepak Jalan

Managing Director

DIN:00758600



Alok Jalan

Whole Time Director

DIN:00758762



N. K. Dujari

Chief Financial Officer

& Company Secretary

STATEMENT OF PROFIT AND LOSS

FOR THE YEAR ENDED 31ST MARCH, 2016

(₹ in Lacs)

Particulars	Note No.	Year ended 31st March, 2016	Year ended 31st March, 2015
Income			
I. Revenue from operations (Gross)	18		
Sale of goods (Gross)		33,919.37	31,279.43
Less: Excise duty		185.90	187.71
Net Sale of goods		33,733.47	31,091.72
Other operating revenues		680.96	738.55
Revenue from operations (Net)		34,414.43	31,830.27
II. Other income	19	73.84	28.74
III. Total revenue (I + II)		34,488.27	31,859.01
IV. Expenses			
Cost of materials consumed	20	10,018.79	10,232.42
Purchases of stock-in-trade	21	12,461.88	10,802.89
Change in inventories of finished goods, work-in-progress and stock in trade	22	(604.27)	32.83
Employee benefits expense	23	1,857.01	1,748.90
Finance costs	24	153.04	148.43
Depreciation and amortisation expense		596.36	585.98
Other expenses	25	7,541.78	6,486.59
Total expenses		32,024.59	30,038.04
V. Profit before exceptional and extraordinary items and tax (III - IV)		2,463.68	1,820.97
VI. Exceptional items		-	-
VII. Profit before extraordinary items and tax (V - VI)		2,463.68	1,820.97
VIII. Extra ordinary items		-	-
IX. Profit before tax (VII - VIII)		2,463.68	1,820.97
X. Tax expense:			
Current tax		541.00	385.00
Deferred tax		90.68	(13.97)
Income tax for earlier years		-	17.53
		631.68	388.56
XI. Profit for the year (IX-X)		1,832.00	1,432.41
XII. Earnings per equity share - Basic and diluted (₹)	26.4	12.39	9.69
(Face value ₹10/- per equity share)			
Significant Accounting Policies	1		
Other Disclosures	26		

The accompanying notes 1 to 26 are an integral part of the Financial Statements.

As per our report of even date attached.

For G. P. Agrawal & Co.

Chartered Accountants

F.R No.302082E


(CA. Ajay Agrawal)

Partner

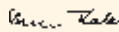
Membership No.17643

Place of Signature: Kolkata

Dated: The 24th day of May, 2016

For and on behalf of the Board

Deepak Jalan
 Managing Director
 DIN:00758600


Alope Jalan
 Whole Time Director
 DIN:00758762


N. K. Dujari
 Chief Financial Officer
 & Company Secretary

Note No. 1: Significant Accounting Policies

a) Basis of preparation of Financial Statements:

The Financial Statements of the Company are prepared in accordance with the generally accepted accounting principles (GAAP) in India.

The Financial statements have been prepared on accrual basis and under historical cost convention except for certain tangible fixed assets which are carried at revalued amounts. The Financial statements are presented in Indian rupees rounded off to the nearest rupees in lacs.

GAAP comprises applicable Accounting Standards specified under section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014, other pronouncements of the Institute of Chartered Accountants of India, relevant applicable provisions of the Companies Act, 1956 and Companies Act, 2013 to the extent notified and the applicable guidelines issued by the Securities and Exchange Board of India.

Accounting policies have been consistently applied except where a newly issued Accounting Standard is initially adopted a revision to an existing Accounting Standard requires a change in the accounting policy hitherto in use.

All Assets and Liabilities have been classified as current or non-current as per the company's normal operating cycle and other criteria set out in the Schedule III to the Companies' Act, 2013. The company has ascertained its operating cycle as 12 months for the purpose of current and non-current classification of assets and liabilities.

b) Use of Estimates:

The preparation of the Financial Statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to contingent liabilities as at the date of the financial statements and reported amounts of income and expenditure during the period. Difference between the actual results and estimates are recognised in the period in which the results are known / materialised .

c) Revenue Recognition:

- i) Revenue from Sale of Goods is recognised upon passage of title to the customers.
- ii) Gross Sales is inclusive of Excise Duty and exclusive of Sales Tax/Vat, rebate etc.
- iii) Interest income is recognised on time proportion basis taking into account the amount outstanding and rate applicable.
- iv) All other income are accounted for on accrual basis.

d) Expenses:

All the expenses are accounted for on accrual basis.

e) Fixed Assets:

- i) All fixed assets are stated at cost less accumulated depreciation and impairment, if any. Cost, net of cenvat, include acquisition price, duties, taxes, incidental expenses, erection expenses and interest etc. up to the date the asset is ready for intended use.
- ii) Intangible Assets expected to provide future enduring economic benefits are stated at cost less amortisation and impairment, if any. Cost comprises purchase price and directly attributable expenditure on making the asset ready for its intended use.
- iii) Capital Work-in-Progress comprises the cost of fixed assets that are not yet ready for their intended use at the reporting date.

Note No. 1: Significant Accounting Policies (contd.)**f) Depreciation and Amortisation:**

- i) Depreciation on Tangible Assets is provided on Straight Line basis so as to charge the cost of the assets less its residual value over the useful lives of the assets as prescribed under Part C of Schedule II of the Companies Act, 2013
- ii) Residual Value has been considered as 5% of the cost of the assets.
- iii) Depreciation on fixed assets added/disposed off during the year is provided on pro-rata basis with reference to the date of addition/ disposal.
- iv) Computer Software (Acquired) are amortised over a period of five years on straight line basis.

g) Foreign Currency Transactions:

- i) Transactions in foreign currency are initially recorded at the exchange rate at which the transaction is carried out.
- ii) Monetary assets and liabilities related to foreign currency transactions remaining outstanding at the year end are translated at the year end rate.
- iii) Any income or expense on account of exchange difference either on settlement or on translation at the year end is recognised in the Statement of Profit and Loss.

h) Inventories:

- i) Inventories (Other than Scrap) are valued at lower of cost and net realisable value, after providing for obsolescence, if any. Cost of inventory comprises of purchase price, cost of conversion and other cost incurred in bringing the Inventories to their respective present location and condition. The cost of Inventories is computed on weighted average basis except for Raw Materials and Components which is computed on FIFO basis.
- ii) Scrap are valued at Net Realisable Value.

i) Employee Benefits:

- i) Short-term employee benefits based on expected obligation on undiscounted basis are recognised as expenses in the Statement of Profit and Loss for the period in which the related service is rendered.
- ii) Post employment and other long-term employee benefits are recognised as an expense in the Statement of Profit and Loss for the year in which the employee has rendered services. The expense is recognised at the present value of the amount payable determined using actuarial valuations. Actuarial gains and losses in respect of post employment and other long-term employee benefits are recognised in the Statement of Profit and Loss.

j) Taxes on Income:

Tax expense comprises both current and deferred taxes. Current tax is determined as the amount of tax payable in respect of taxable income for the year. Deferred income tax reflects the impact of current year timing differences between taxable income and accounting income for the year and reversal of timing differences of earlier years. Deferred tax is measured based on the tax rates and the tax laws enacted or substantially enacted at the Balance Sheet date. Deferred tax assets (including unrecognised deferred tax assets of earlier years) are recognised only to the extent there is reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised.

k) Borrowing Cost:

Borrowing costs that are directly attributable to the acquisition of qualifying assets are capitalised for the period until the asset is ready for its intended use. A qualifying asset is one that necessarily takes

Note No. 1: Significant Accounting Policies (contd.)

a substantial period of time to get ready for its intended use. Other borrowing costs are recognised as an expense in the period in which they are incurred. No borrowing costs were eligible for capitalisation during the year.

l) Insurance Claims:

Insurance claims are accounted for on the basis claims admitted/expected to be admitted and to the extent that there is no uncertainty in receiving the claims.

m) Impairment of Assets:

Wherever events or changes in circumstances indicate that the carrying amount of fixed assets may be impaired, the Company subjects such assets to a test of recoverability, based on discounted cash flows expected from use or disposal thereof. If the assets are impaired, the Company recognises an impairment loss as the excess of the carrying amount over the recoverable amount. After impairment, depreciation is provided on the revised carrying amount of the respective asset over its remaining useful life. A previously recognised impairment loss is increased or reversed depending on changes in circumstances. However, the carrying amount after reversal is not increased beyond the carrying amount that would have prevailed by charging usual depreciation if there was no impairment.

n) Provisions, Contingent liabilities and Contingent Assets:

Provisions are recognised in respect of obligations where, based on the evidence available, their existence at the Balance Sheet date is considered probable.

Contingent Liabilities are shown by way of Notes to the Accounts in respect of obligations where, based on the evidence available, their existence at the Balance Sheet date is considered not probable.

Provisions, contingent liabilities and contingent assets are reviewed at each Balance Sheet date.

Re-imbursment expected in respect of expenditure to settle a provision is recognised only when it is virtually certain that the re-imbursment will be received.

Contingent Assets are neither recognised nor disclosed in the Financial Statements.

o) Earnings per share:

Basic earnings per share is computed by dividing the profit/(loss) after tax (including the post tax effect of extra ordinary items, if any) by the weighted average number of equity shares outstanding during the year. Diluted earnings per share is computed by dividing the profit/(loss) after tax (including the post tax effect of any extra ordinary items, if any) by the weighted average number of equity shares considered for deriving basic earnings per share and also the weighted average number of equity shares which could be issued on the conversion of all dilutive potential equity shares. Dilutive potential equity shares are determined independently for each period presented.

p) Cash flow statement:

Cash flows are reported using the indirect method, whereby profit before tax is adjusted for the effects of transactions of a non-cash nature, any deferrals or accruals of past or future operating cash receipts or payments and item of income or expenses associated with investing or financing cash flows. The cash flows from operating, investing and financing activities of the Company are segregated.

q) Cash and Cash Equivalents:

Cash and Cash equivalents include cash in hand, cheques in hand, balance with bank on current accounts and short term, highly liquid Investments with an original maturity of three months or less and which carry insignificant risk of changes in value.

Notes to Accounts

Note No. 2 : Share capital

(₹ in Lacs)

Particulars	As at 31st March, 2016		As at 31st March, 2015	
	No. of shares	Amount	No. of shares	Amount
Authorised				
Equity shares of ₹10/- each	1,50,00,000	1,500.00	1,50,00,000	1,500.00
Issued, subscribed and fully paid up				
Equity shares of ₹10/- each	1,47,85,960	1,478.60	1,47,85,960	1,478.60
		1,478.60		1,478.60

a. Reconciliation of number and amount of equity shares outstanding:

Particulars	As at 31st March, 2016		As at 31st March, 2015	
	No. of shares	(₹ in Lacs)	No. of shares	(₹ in Lacs)
At the beginning of the year	1,47,85,960	1,478.60	1,47,85,960	1,478.60
Add: Shares Issued for cash	-	-	-	-
At the end of the year	1,47,85,960	1,478.60	1,47,85,960	1,478.60

b. Terms & rights attached to equity shares

The Company has only one class of equity shares having a par value of ₹10 per share. Each holder of equity shares is entitled to one vote per share. The holders of Equity Shares are entitled to receive dividends as declared from time to time. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting. In the event of liquidation of the Company, the holders of equity shares will be entitled to receive remaining assets of the Company, after distribution of all preferential amounts. The distribution will be in proportion to the number of equity shares held by the shareholders.

c. Shareholders holding more than 5% shares in the Company :

Name of the Shareholders	31st March, 2016		31st March, 2015	
	No. of Shares held	% of Holding	No. of Shares held	% of Holding
Mrs. Shobha Jalan	20,03,730	13.55	20,03,730	13.55
M/s. Mitsubishi Pencil Co. Ltd.	20,00,000	13.53	20,00,000	13.53
Mrs. Sarita Jalan	19,99,000	13.52	19,99,000	13.52
M/s. Linc Writing Aids Pvt. Ltd.	16,75,207	11.33	16,75,207	11.33
Mr. Suraj Mal Jalan	10,18,683	6.89	10,67,783	7.22
Mr. Aloke Jalan	7,68,416	5.20	7,89,216	5.34

Notes to Accounts

Note No. 3 : Reserves and surplus

(₹ in Lacs)

Particulars	As at 31st March, 2016		As at 31st March, 2015	
Securities premium reserve				
Balance as per last account		2,096.94		2,096.94
General reserve				
Balance as per last account	4,856.59		3,893.91	
Adjustment for change in useful life of Fixed Assets (net of Deferred Tax)*	-		(37.32)	
Add: Transfer from surplus as per Statement of profit and loss	1,200.00	6,056.59	1,000.00	4,856.59
Surplus in the Statement of profit and loss				
Balance as per last statement	381.96		393.12	
Add: Net profit for the year as per Statement of profit and loss	1,832.00		1,432.41	
Amount available for appropriation	2,213.96		1,825.53	
Less: Appropriations				
Proposed dividend	443.58		369.65	
Tax on proposed dividend	90.30		73.92	
Transfer to general reserve	1,200.00		1,000.00	
Closing balance		480.08		381.96
		8,633.61		7,335.49

*Represents adjustment as per transitional provisions of Schedule II to the Companies Act, 2013 in relation to assets where useful life has already exhausted.

- General Reserve is primarily created to comply with the requirements of section 123(1) of the Companies Act, 2013. This is the free reserve and can be utilised for any general purpose viz. issue of bonus shares, payment of dividend, buyback of shares etc.
- During the year ended 31st March 2016, the Board of Directors has proposed a dividend of ₹3 per equity share. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting. The total dividend appropriation for the year ended March 31, 2016 amounted to ₹533.88 lacs including corporate dividend tax of ₹90.30 lacs.
- During the year ended 31st March, 2015, dividend of ₹2.50 per equity share was recognised as distribution to equity shareholders. The total dividend appropriation for the year ended March 31, 2015 amounted to ₹443.57 lacs including corporate dividend tax of ₹73.92 lacs.

Note No. 4 : Deferred tax liabilities (Net)

(₹ in Lacs)

Particulars	As at 31st March, 2016		As at 31st March, 2015	
Deferred tax liabilities :				
Depreciation		327.93		229.29
Less : Deferred tax asset				
Expenses allowable for tax purpose when paid		51.81		43.85
Deferred tax liabilities (Net)		276.12		185.44

Deferred tax assets and deferred tax liabilities have been offset as they relate to the same governing taxation laws.

Notes to Accounts

Note No. 5 : Long-term provisions

(₹ in Lacs)

Particulars	As at	
	31st March, 2016	31st March, 2015
Provision for employee benefits		
Leave Encashment	135.81	118.38
Gratuity	7.97	2.91
	143.78	121.29

Note No. 6 : Short-term borrowings

(₹ in Lacs)

Particulars	As at	
	31st March, 2016	31st March, 2015
Loan repayable on demand		
- From banks (Secured)	2,759.92	1,622.14
Other loans and advances		
Foreign currency loan		
- From banks (Secured)	333.85	156.18
	3,093.77	1,778.32

- a. Loan from Banks are secured by hypothecation of Plant & Machinery, Moulds & Current Assets of the Company and first charge by way of Equitable Mortgage of Immoveable Properties and other Fixed Assets of the Company and also guaranteed by Managing Director, Whole Time Director and associate concern (to the extent of ₹1,358.21 lacs) of the Company. Loan repayable on demand carries interest@ 10% to 13% and Foreign currency loan carried interest @ 6 mths. LIBOR plus 2.50%.

Note No. 7 : Trade payables

(₹ in Lacs)

Particulars	As at	
	31st March, 2016	31st March, 2015
Total outstanding dues of micro enterprises and small enterprises (Refer note no. 26.2)	87.33	99.56
Total outstanding dues of creditors other than micro enterprises and small enterprises	2,798.29	2,049.65
	2,885.62	2,149.21

Notes to Accounts

Note No. 8 : Other current liabilities

(₹ in Lacs)

Particulars	As at	
	31st March, 2016	31st March, 2015
Current maturities of long-term debt	-	7.74
Unpaid dividends *	14.86	13.69
Trade deposits	208.56	264.98
Other payables		
Advance from customers	130.69	141.07
Statutory liabilities \$	310.25	89.44
Payable to supplier of capital goods	95.68	-
Unpaid salaries and other payroll dues	115.88	93.38
Accrued expenses	616.98	687.14
* There are no amount due and outstanding as at Balance Sheet date to be credited to the Investor Education and Protection Fund		
\$ Include excise duty and cess on closing stock ₹19.93 Lacs (Previous Year ₹16.97 Lacs)		
	1,492.90	1,297.44

Note No. 9 : Short-term provisions

(₹ in Lacs)

Particulars	As at	
	31st March, 2016	31st March, 2015
Provision for employee benefits -leave encashment	5.95	5.41
Provision for proposed dividend	443.58	369.65
Provision for tax on proposed dividend	90.30	73.92
Provision for wealth tax	3.65	3.65
	543.48	452.63

Notes to Accounts

Note No. 10 : Fixed Assets

Tangible Assets

Particulars	GROSS BLOCK				DEPRECIATION			NET CARRYING AMOUNT		
	Cost as at 01.04.2015	Additions during the year	Sale / disposal during the year	Total as at 31.03.2016	Upto 31.03.2015	For the year	Disposal/ deduction during the year	Upto 31.03.2016	As at 31.03.2016	As at 31.03.2015
Freehold Land	131.80	-	-	131.80	-	-	-	-	131.80	131.80
Buildings	382.14	61.22	-	443.36	73.51	10.63	-	84.14	359.22	308.63
Plant and Machinery	1,995.45	680.13	75.58	2,600.00	1,014.31	244.03	45.57	1,212.77	1,387.23	981.14
Furniture and Fixtures	389.86	13.13	15.85	387.14	160.22	42.49	4.41	198.30	188.84	229.64
Vehicles	229.99	35.29	28.66	236.62	75.06	28.73	14.73	89.06	147.56	154.93
Office Equipments	120.69	6.20	0.58	126.31	77.16	15.26	0.33	92.09	34.22	43.53
Other Equipment	3,518.79	1,075.71	171.70	4,422.80	2,443.97	230.44	102.27	2,572.14	1,850.66	1,074.82
Electrical Installation & Equipments	174.86	7.09	1.33	180.62	83.76	17.63	0.41	100.98	79.64	91.10
Computers & Data Processing Units	148.33	4.21	-	152.54	131.86	5.24	-	137.10	15.44	16.47
TOTAL	7,091.91	1,882.98	293.70	8,681.19	4,059.85	594.45	167.72	4,486.58	4,194.61	3,032.06
Previous Year	6,728.71	498.88	135.68	7,091.91	3,442.62	578.69	18.52	4,059.85	3,032.06	-

Intangible Assets

Particulars	GROSS BLOCK				AMORTISATION			NET CARRYING AMOUNT		
	Cost as at 01.04.2015	Additions during the year	Sale / disposal during the year	Total as at 31.03.2016	Upto 31.03.2015	For the year	Disposal/ deduction during the year	Upto 31.03.2016	As at 31.03.2016	As at 31.03.2015
Computer Software	85.38	-	-	85.38	80.88	1.91	-	82.79	2.59	4.50
TOTAL	85.38	-	-	85.38	80.88	1.91	-	82.79	2.59	4.50
Previous Year	85.38	-	-	85.38	73.60	7.28	-	80.88	4.50	-

Notes to Accounts

Note No. 11 : Long-term loans and advances

(₹ in Lacs)

Particulars	As at 31st March, 2016		As at 31st March, 2015	
(Unsecured, considered good)				
Capital advances		643.35		388.15
Security deposits		85.54		73.97
Other loans & advances				
- Advance wealth tax		4.30		3.27
- Advance income tax	1,730.28		1,324.80	
Less: Provision for taxation	1,628.50	101.78	1,078.00	246.80
- Prepaid expenses		1.32		1.03
		836.29		713.22

Note No. 12 : Other non-current assets (Unsecured, considered good)

(₹ in Lacs)

Particulars	As at 31st March, 2016		As at 31st March, 2015	
Fixed deposits with statutory authorities		0.45		0.70
(Non current portion with original maturity period of more than 3 months)				
Interest accrued but not due on fixed deposits		0.12		0.08
		0.57		0.78

Note No. 13 : Inventories *

(₹ in Lacs)

Particulars	As at 31st March, 2016		As at 31st March, 2015	
(At lower of cost and net realisable value)				
Raw materials		4,204.85		3,447.51
Work-in-progress		44.49		76.31
Finished goods	1,079.79		1,045.50	
Add: Goods in transit	2.12	1,081.91	70.15	1,115.65
Stock-in-trade		2,398.05		1,725.25
* Includes materials lying with other parties				
		7,729.30		6,364.72

Note No. 14 : Trade receivables (Unsecured, considered good)

(₹ in Lacs)

Particulars	As at 31st March, 2016		As at 31st March, 2015	
Outstanding for a period exceeding six months from due date		30.93		37.98
Others		4,741.68		3,971.57
		4,772.61		4,009.55

Notes to Accounts

Note No. 15 : Cash and bank balances

(₹ in Lacs)

Particulars	As at		As at	
	31st March, 2016		31st March, 2015	
Cash and cash equivalents				
Balance with banks				
In current accounts	1.12		4.81	
In Fixed Deposits (Original Maturity period upto 3 months)	-		140.00	
Cash on hand	12.55	13.67	6.25	151.06
Other bank balances				
Earmarked balances				
- Unpaid dividend accounts		14.86		13.69
		28.53		164.75

Note No. 16 : Short-term loans and advances (Unsecured, considered good)

(₹ in Lacs)

Particulars	As at		As at	
	31st March, 2016		31st March, 2015	
Security deposits		0.44		0.45
Other loans and advances				
- Advances to suppliers and others		761.86		440.00
- Prepaid expenses		25.12		13.60
		787.42		454.05

Note No. 17 : Other Current Assets (Unsecured, considered good)

(₹ in Lacs)

Particulars	As at		As at	
	31st March, 2016		31st March, 2015	
Interest accrued but not due on fixed deposits		0.13		0.17
Taxes and duties refundable		20.08		20.19
		20.21		20.36

Notes to Accounts

Note No. 18 : Revenue From operations

(₹ in Lacs)

Particulars	Year ended 31st March, 2016		Year ended 31st March, 2015	
	Sale of goods (Gross)			
Pens	28,171.22		25,085.57	
Refills	1,617.55		1,768.56	
Others	4,130.60		4,425.30	
	33,919.37		31,279.43	
Less: Excise duty	185.90		187.71	
Net sales of goods		33,733.47		31,091.72
Other operating revenues				
- Scrap sales	6.23		6.71	
- Export Incentive	649.92		601.77	
- Gain on exchange fluctuation	24.81	680.96	130.07	738.55
Revenue from operations (Net)		34,414.43		31,830.27

Note No. 19 : Other incomes

(₹ in Lacs)

Particulars	Year ended 31st March, 2016		Year ended 31st March, 2015	
	Interest income (Gross)			
- Fixed deposits with banks	3.11		0.08	
- Income tax refund	-		0.28	
- Others	0.22	3.33	0.55	0.91
Other non operating income				
Insurance claim		0.17		-
Net gain/ (loss) on sale of Fixed Assets		48.19		5.89
Miscellaneous Income		5.93		4.70
Liabilities no longer required, written back		16.22		17.24
		73.84		28.74

Note No. 20 : Cost of materials consumed

(₹ in Lacs)

Particulars	Year ended 31st March, 2016		Year ended 31st March, 2015	
	Plastic powder		3,517.03	
Ink		996.33		992.59
Tips		1,577.88		1,484.27
Others		3,927.55		4,046.35
		10,018.79		10,232.42

Notes to Accounts
Note No. 21 : Purchase of stock in trade

(₹ in Lacs)

Particulars	Year ended		Year ended	
	31st March, 2016		31st March, 2015	
Pens		9,026.53		7,876.18
Refills		194.11		302.81
Others		3,241.24		2,623.90
		12,461.88		10,802.89

Note No. 22 : Change in inventories of finished goods, work in progress and stock in trade

(₹ in Lacs)

Particulars	Year ended		Year ended	
	31st March, 2016		31st March, 2015	
Finished goods				
Opening stock	1,115.65		1,103.25	
Less: Closing stock	1,081.91	33.74	1,115.65	(12.40)
Work in progress				
Opening stock	76.31		102.27	
Less: Closing stock	44.49	31.82	76.31	25.96
Stock in trade				
Opening stock	1,725.25		1,747.02	
Less: Closing stock	2,398.05	(672.80)	1,725.25	21.76
Add/(Less): Excise duty and cess on stock*	(2.97)	(2.97)	2.49	2.49
		(604.27)		32.83

*The amount of excise duty and cess on stock represents difference in excise duty and cess on opening and closing stock.

Note No. 23 : Employee benefits expense

(₹ in Lacs)

Particulars	Year ended		Year ended	
	31st March, 2016		31st March, 2015	
Salaries and wages		1,665.01		1,532.34
Contribution to provident and other funds		119.20		138.16
Staff welfare expenses		72.80		78.40
		1,857.01		1,748.90

Note No. 24 : Finance costs

(₹ in Lacs)

Particulars	Year ended		Year ended	
	31st March, 2016		31st March, 2015	
Interest expense				
- On short term borrowings	108.61		106.32	
- On others	25.30	133.91	16.90	123.22
(Includes interest ₹9.50 lacs (Previous Year Nil) for shortfall in payment of advance tax)				
Other borrowing costs		12.19		25.21
Applicable Net loss on foreign currency transactions and translation		6.94		-
		153.04		148.43

Notes to Accounts

Note No. 25 : Other expenses

(₹ in Lacs)

Particulars	Year ended	
	31st March, 2016	31st March, 2015
Consumption of stores and spares	96.91	101.85
Power and fuel	388.46	389.89
Processing charges	2,283.10	1,845.42
Rent	277.01	284.58
Repairs		
Building	1.13	7.87
Machinery	21.79	13.79
Others	32.97	28.77
Insurance	97.85	98.81
Rates and taxes	61.01	24.87
Payment to auditor		
- For statutory audit	3.44	3.37
- For tax audit	0.80	0.79
- For other services (limited review, certification etc.)	2.62	6.86
Director sitting fees	5.34	2.39
Travelling & conveyance	412.08	359.40
Postage, telegram & telephone	77.90	76.32
Freight & transportation	557.06	501.12
Advertisement expenses	811.88	661.67
Sales promotion expenses	341.86	284.73
Incentives on sales	203.61	242.02
Commission on Sales	70.20	49.95
Discount allowed	645.27	625.72
Rebate, claim & other expenses	642.96	410.08
Bad debts	0.33	0.72
Corporate social responsibility expense (Note No. 26.15)	10.72	15.11
Miscellaneous expenses	495.48	454.44
	7,541.78	6,486.59

Notes to Accounts

Note No. 26 : Other Disclosures

1. Contingent liabilities and commitments (to the extent not provided for)

(₹ in Lacs)

Particulars	As at	As at
	31st March, 2016	31st March, 2015
a) Contingent Liabilities:		
Claims against the Company not acknowledged as debts:		
Income Tax demands under appeal	444.88	444.88
Income Tax Paid against demands	201.42	209.25
The amounts shown in (a) above represent the best possible estimates arrived at on the basis of available information. The uncertainties and timing of the cash flows are dependent on the outcome of the different legal processes which have been invoked by the Company or the claimants as the case may be and therefore cannot be estimated accurately.		
In the opinion of the management, no provision is considered necessary for the disputes mentioned above on the grounds that there are fair chances of successful outcome of appeals.		
The Company does not expect any reimbursements in respect of the above contingent liabilities.		
b) Commitments:		
i) Estimated amount of Contracts remaining to be executed on Capital Account and not provided for	1146.54	412.68
ii) Advance paid against above	643.35	388.14

2. Based on the information/documents available with the Company, information as per the requirement of section 22 of the Micro, Small and Medium Enterprises Development Act, 2006 are as follows:

(₹ in Lacs)

Sl. No.	Description	As at	As at
		31st March, 2016	31st March, 2015
i)	The principal amount remaining unpaid to suppliers as at the end of accounting year *	87.33	99.56
ii)	The interest due thereon remaining unpaid to suppliers as at the end of accounting year	Nil	Nil
iii)	The amount of interest paid in terms of section 16, along with the amount of payment made to the suppliers beyond the appointed day during the year	Nil	Nil
iv)	The amount of interest due and payable for the period of delay in making payment (which have been paid but beyond the appointed day during the year) but without adding the interest specified under this Act	Nil	Nil
v)	The amount of interest accrued during the year and remaining unpaid at the end of the accounting year.	Nil	Nil
vi)	The amount of further interest remaining due and payable even in the succeeding years, until such date when the interest dues as above are actually paid.	Nil	Nil

* Shown as line item "Total outstanding dues of Micro and Small Enterprises" under Note No. 7.

Notes to Accounts

3. Segment Reporting

The business of the company falls under a single segment i.e. "Writing Instruments and Stationeries" therefore the disclosure requirements as per Accounting Standard 17 "Segment Reporting" are not applicable to the Company.

4. Earnings Per Share:

(₹ in Lacs)

Particulars	2015-16	2014-15
The numerator and denominator used to calculate Basic/ Diluted Earnings Per Share		
a) Amount used as the numerator Profit after tax (₹ in lacs)		1,432.41
	1,832.00	
b) Basic / Diluted weighted average number of Equity Shares used as the denominator (Nos. in lacs)	147.86	147.86
c) Nominal value of Equity Shares (₹)	10	10
d) Basic / Diluted Earnings Per Share (a/b) (₹)	12.39	9.69

5. Related Party transactions:

Related party disclosure as per Accounting Standard 18 for the year ended 31st March 2016 are given below:

I) Names and description of relationship of related parties as on 31st March 2016:

Related Party	Relationship
Key Managerial Personnel (KMP)	
Deepak Jalan	Managing Director (MD)
Aloke Jalan	Whole Time Director (WTD)
N.K.Dujari	Chief Financial Officer & Company Secretary
Enterprises in which KMP and their relatives have substantial interest :	
Linc Writing Aids Pvt. Ltd.	Substantial interest of the relatives of MD and WTD
Linc Retail Ltd.	
Relatives of KMP :	
Mr. Deepak Jalan	Deepak Jalan (HUF) Mr. Deepak Jalan is Karta of HUF Mr. S.M. Jalan (Father) Mrs. Bimla Devi Jalan (Mother) Ms. Divya Jalan (Daughter) Mr. Rohit Deepak Jalan (Son) Mr. Prakash Jalan (Brother) Smt. Bindu Jalan (Brother's Wife)
Mr. Aloke Jalan	Aloke Jalan (HUF) Mr. Aloke Jalan is Karta of HUF Mrs. Shobha Jalan (Wife) Mr. Aakash Aloke Jalan (Son) Mr. Utkarsh Aloke Jalan (Son) Mr. S.M. Jalan (Father) Mrs. Bimla Devi Jalan (Mother) Mr. Prakash Jalan (Brother) Smt. Bindu Jalan (Brother's Wife)

Notes to Accounts
5. Related Party transactions: (contd.)
II) Details of transactions with related parties.

(₹ in Lacs)

Description	Key Managerial Personnel (KMP)	Enterprises in which KMP and their relatives have substantial interest	Relatives of KMP (R)	Total
Purchase of Goods				
Linc Writing Aids Pvt. Ltd.	-	55.08	-	55.08
	(-)	(144.13)	(-)	(144.13)
Linc Retail Ltd.	-	0.25	-	0.25
	(-)	(0.70)	(-)	(0.70)
Sale of Goods				
Linc Retail Ltd.	-	30.16	-	30.16
	(-)	(97.48)	(-)	(97.48)
Linc Writing Aids Pvt. Ltd.	-	321.42	-	321.42
	(-)	(821.54)	(-)	(821.54)
Receiving of Services (Remuneration)				
Mr. Deepak Jalan	108.95	-	-	108.95
	(90.71)	(-)	(-)	(90.71)
Mr. Alope Jalan	88.79	-	-	88.79
	(70.63)	(-)	(-)	(70.63)
Mr. N. K. Dujari	13.28	-	-	13.28
	(13.91)	(-)	(-)	(13.91)
Receiving of Services (Others)				
Linc Writing Aids Pvt. Ltd.	-	12.72	-	12.72
	(-)	(12.72)	(-)	(12.72)
Mr. Rohit Jalan	-	-	5.46	5.46
	(-)	(-)	(5.45)	(5.45)
Ms. Divya Jalan	-	-	4.12	4.12
	(-)	(-)	(4.11)	(4.11)
M/s. Deepak Jalan (HUF)	-	-	-	-
	(-)	(-)	(1.04)	(1.04)
Mrs. Shobha Jalan	-	-	9.84	9.84
	(-)	(-)	(7.53)	(7.53)
Mr. Aakash Alope Jalan	-	-	7.68	7.68
	(-)	(-)	(6.70)	(6.70)
Mr. Utkarsh Alope Jalan	-	-	8.08	8.08
	(-)	(-)	(-)	(-)
M/s. Alope Jalan (HUF)	-	-	9.20	9.20
	(-)	(-)	(16.51)	(16.51)
Dividend Paid to Shareholders				
Mr. Deepak Jalan	7.77	-	-	7.77
	(15.67)	(-)	(-)	(15.67)
M/s. Deepak Jalan (HUF)	-	11.82	-	11.82
	(-)	(-)	(-)	(-)
Mr. Alope Jalan	19.21	-	-	19.21
	(15.74)	(-)	(-)	(15.74)
M/s. Alope Jalan (HUF)	-	0.52	-	0.52
	(-)	(-)	(-)	(-)

Notes to Accounts

5. Related Party transactions: (contd.)

II) Details of transactions with related parties.

(₹ in Lacs)

Description	Key Managerial Personnel (KMP)	Enterprises in which KMP and their relatives have substantial interest	Relatives of KMP (R)	Total
Linc Writing Aids Pvt. Ltd.	-	41.88	-	41.88
	(-)	(32.80)	(-)	(32.80)
Mrs. Sarita Jalan	-	-	49.98	49.98
	(-)	(-)	(40.48)	(40.48)
Mr. S. M. Jalan	-	-	25.47	25.47
	(-)	(-)	(21.36)	(21.36)
M/s. S. M. Jalan (HUF)	-	1.23	-	1.23
	(-)	(-)	(-)	(-)
Mrs. Shobha Jalan	-	-	50.09	50.09
	(-)	(-)	(40.01)	(40.01)
Mrs. Bimla Devi Jalan	-	-	3.94	3.94
	(-)	(-)	(3.15)	(3.15)
Mr. Prakash Jalan	-	-	0.002	0.002
	(-)	(-)	(0.002)	(0.002)
Ms. Divya Jalan	-	-	0.08	0.08
	(-)	(-)	(0.06)	(0.06)
Mr. Rohit Deepak Jalan	-	-	1.50	1.50
	(-)	(-)	(1.20)	(1.20)
Mr. Aakash Alope Jalan	-	-	0.55	0.55
	(-)	(-)	(0.44)	(0.44)
Mr. Utkarsh Alope Jalan	-	-	0.31	0.31
	(-)	(-)	(-)	(-)
Balance Outstanding				
a) Accounts Receivable				
Linc Retail Ltd.	-	237.47	-	237.47
	(-)	(241.07)	(-)	(241.07)
Linc Writing Aids Pvt. Ltd.	-	130.23	-	130.23
	(-)	(167.45)	(-)	(167.45)
b) Amount outstanding against Guarantees given for Loans taken by the Company				
Mr. Deepak Jalan	3,093.77	-	-	3,093.77
	(1,780.11)	(-)	(-)	(1,780.11)
Mr. Alope Jalan	3,093.77	-	-	3,093.77
	(1,780.11)	(-)	(-)	(1,780.11)
Linc Writing Aids Pvt. Ltd.	-	1,358.21	-	1,358.21
	(-)	(1,491.77)	(-)	(1,491.77)

- III) No amount has been written back / written off during the year in respect of due to / from related parties.
- IV) The amount due from related parties are good and hence no provision for doubtful debts in respect of dues from such related parties is required.
- V) The transactions with related parties have been entered at an amount, which are not materially different from that on normal commercial terms.
- VI) Figure in brackets pertains to previous year.

Notes to Accounts

6. Employee Benefits :

As per Accounting Standard - 15, the disclosure of Employee Benefits as defined in the Accounting Standard are as follows:

a) Defined Contribution Plan :

Employee benefits in the form of Provident Fund and Employee State Insurance Scheme are considered as defined contribution plan and the contributions are made in accordance with the relevant statute and are recognised as an expense when employees have rendered service entitling them to the contributions. The contribution to defined contribution plan, recognised as expense for the year is as under:

	Amount (₹ in Lacs)	
Defined Contribution Plan	2015-16	2014-15
Employers' Contribution to Provident Fund	94.92	87.05
Employers' Contribution to Employee State Insurance Scheme	24.91	26.14
Total	119.83	113.19

- b) Post employment and other long-term employee benefits in the form of gratuity and leave encashment are considered as defined benefit obligation. The present value of obligation is determined based on actuarial valuation using projected unit credit method as at the Balance Sheet date. The amount of defined benefits recognised in the Balance Sheet represents the present value of the obligation as adjusted for unrecognised past service cost, and as reduced by the fair value of plan assets.

Any asset resulting from this calculation is limited to the discounted value of any economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan. The amount recognised in the statement of profit and loss account for the year ended 31st March, 2016 in respect of Employees Benefit Schemes based on actuarial reports as on 31st March, 2016 is as follows:

		2015-16		2014-15	
		Gratuity (Funded)	Leave Encashment (Unfunded)	Gratuity (Funded)	Leave Encashment (Unfunded)
I.	Components of Employer Expense:				
1.	Current Service Cost	18.13	22.56	12.12	17.04
2.	Past Service Cost	--	--	--	--
3.	Interest Cost	10.97	8.44	8.03	7.22
4.	Expected Return on Plan Asset	(13.16)	--	(11.61)	--
5.	Actuarial gain/loss recognised in the year	8.34	23.60	42.57	33.10
6.	Expense Recognised in Statement of Profit & Loss	24.28	54.60	51.11	57.36
II.	Change in Present Value of Defined Benefit Obligation:				
1.	Present Value of Defined Benefit Obligation at the Beginning of the year	145.57	123.79	89.91	89.76
2.	Interest Cost	10.97	8.44	8.03	7.22
3.	Current Service Cost	18.13	22.56	12.12	17.04
4.	Plan Amendments Cost/(Credit)	--	--	--	--
5.	Actuarial Gain/(Losses)	6.64	23.60	41.63	33.10
6.	Benefit Payments	(16.94)	(36.63)	(6.12)	(23.33)

Notes to Accounts

6. Employee Benefits : (contd.)

(₹ in Lacs)

	2015-16		2014-15	
	Gratuity (Funded)	Leave Encashment (Unfunded)	Gratuity (Funded)	Leave Encashment (Unfunded)
7. Present Value of Obligation at the End of the year	164.37	141.76	145.57	123.79
III. Change in Fair Value of Plan Assets during the year ended 31st March, 2016:				
1. Plan Assets at the Beginning of the year	142.66	--	121.87	--
2. Expected Return on Plan Assets	13.16	--	11.61	--
3. Actual Company Contribution	19.22	--	16.24	--
4. Actuarial Gain/(Losses)	(1.70)	--	(0.94)	--
5. Benefit Payments	(16.94)	--	(6.12)	--
6. Plan Assets at the end of the year	156.40	--	142.66	--
IV. Net Asset/(Liability) recognised in the Balance Sheet as at 31st March, 2016:				
1. Present value of Defined Benefit Obligation	164.37	141.76	145.57	123.79
2. Fair Value on Plan Assets	156.40	--	142.66	--
3. Funded Status (Surplus/(deficit))	(7.97)	(141.76)	(2.91)	(123.79)
4. Net Asset/(Liability) recognised in Balance Sheet	(7.97)	(141.76)	(2.91)	(123.79)
V Actuarial Assumptions				
1. Discount Rate (per annum)	8.00 %	8.00%	8.00 %	8.00%
2. Expected Return on Plan Assets (per annum)	9.15 %	--	9.15 %	--
3. Salary Increases	5.50 %	5.50%	5.50 %	5.50%
4. Retirement/Superannuation Age	58	58	58	58
5. Mortality	Indian Assured Lives Mortality (2006 - 08)		Indian Assured Lives Mortality (2006 - 08)	

VI. Basis used to determine the Expected Rate of Return on Plan Assets:

The basis used to determine overall expected rate of return on plan assets is based on the current portfolio of assets, investment strategy and market scenario. In order to protect the capital and optimise returns within acceptable risk parameters, the plan assets are well diversified.

VII. Basis of estimates of rate of escalation in salary

The estimates of rate of escalation in salary considered in actuarial valuation, take into account inflation, seniority, promotion and other relevant factors including supply and demand in the employment market. The above information is certified by LIC.

VIII. Major category of plan assets as a % of the total plan assets as at the year end for Gratuity :

Defined Contribution Plan	2015-16	2014-15
Others (including assets under Schemes of Insurance)	100%	100%

Notes to Accounts

6. Employee Benefits : (contd.)

IX The history of experience adjustments for the funded post retirement plan of Gratuity are as follows:

As at 31 st March,		(₹ in Lacs)				
		2016	2015	2014	2013	2012
1.	Defined Benefit Obligation at the end of the period	(164.37)	(145.57)	(89.91)	(87.43)	(67.01)
2.	Plan Assets at end of the period	156.40	142.66	121.87	103.40	84.15
3.	Funded Status	(7.97)	(2.91)	31.96	15.97	17.14
4.	Experience Gain/(Loss) adjustment on plan liabilities	(6.64)	(18.33)	(2.90)	(1.17)	(8.44)
5.	Experience Gain/(Loss) adjustment on plan assets	(1.70)	(0.94)	(2.39)	(0.70)	(0.62)
6.	Actuarial Gain/(Loss) due to change on assumptions	(-)	(23.30)	15.01	(7.62)	4.36

X The history of experience adjustments for the unfunded plan of Leave Benefit Scheme are as follows:

As at 31 st March,		(₹ in Lacs)				
		2016	2015	2014	2013	2012
1.	Defined Benefit Obligation at the end of the period	(141.76)	(123.79)	(89.76)	(87.84)	(69.43)
2.	Plan Assets at end of the period	-	-	-	-	-
3.	Funded Status	(141.76)	(123.79)	(89.76)	(87.84)	(69.43)
4.	Experience Gain/(Loss) adjustment on plan liabilities	(23.60)	(13.64)	(5.37)	(13.28)	(20.57)
5.	Experience Gain/(Loss) adjustment on plan assets	-	-	-	-	-
6.	Actuarial Gain/(Loss) due to change on assumptions	(-)	(19.46)	14.31	(7.52)	4.51

XI Other Disclosures

- The Gratuity and Provident Fund Expenses have been recognised under "Contribution to provident and other funds" and Leave Encashment under "Salaries & wages" under Note no. 23.
- Expected employers' contribution for next year is not available and therefore, not disclosed.

7. Intangible Assets

The unamortised amount of Computer Software (Acquired) ₹2.59 lacs is to be amortised in the coming years as given hereunder:

Particulars	Amount (₹ in lacs)	Years
Computer Software	1.31	Two
Computer Software	1.28	One

8. Disclosure under Schedule V to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015:

There are no transactions which are required to be disclosed under Schedule V to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Notes to Accounts

9. Consumption of materials

Amount (₹ in Lacs)

Particulars	Amount	Percentage
Imported	1,114.68	11.13%
	(1,073.75)	(10.49%)
Indigeneous	8,904.10	88.87%
	(9,158.67)	(89.51%)
Total	10,018.79	100.00%
Total (Previous Year)	(10,232.42)	(100.00%)

10. Consumption of spare parts *

Amount (₹ in Lacs)

Particulars	Amount	Percentage
Imported	1.18	1.22%
	(16.22)	(15.92%)
Indigeneous	95.73	98.78%
	(85.63)	(84.08%)
Total	96.91	100.00%
Total (Previous Year)	(101.85)	(100.00%)

* Spare parts includes store items also.

11. Value of imports on C.I.F. basis

Amount (₹ in Lacs)

Particulars	2015-16	2014-15
Raw Materials, Components	1,452.89	1,078.79
Trading Goods	2,920.11	2,411.24
Capital Goods	1,146.50	274.29
Spares	1.18	16.22

12. Expenditure in Foreign Currency

Amount (₹ in Lacs)

Particulars	2015-16	2014-15
Bank Interest & Commission	50.13	12.65
Travelling	64.77	51.01
Exhibition Expenses	38.44	26.06
Commission on Exports	15.96	12.41
Product Designing, Testing Charges & Others	79.02	10.09

13. Earnings in Foreign Currency

Amount (₹ in Lacs)

Particulars	2015-16	2014-15
Exports on FOB Basis	9,586.54	8,525.68
Sale of Fixed assets	13.45	-

Notes to Accounts

14. Dividend Remittance in Foreign Currency		Amount (₹ in Lacs)	
Particulars	2015-16	2014-15	
a) Number of Non-Resident to whom remittance was made	1	1	
b) Number of shares on which remittance was made	20,00,000	20,00,000	
c) Net amount remitted - Dividend for 2014-15	50	40	

15. Expenditure on Corporate Social Responsibilities (CSR) Activities		Amount (₹ in Lacs)	
Particulars	2015-16	2014-15	
Amount required to be spent by the Company during the year.	26.65	16.00	

The various heads under which the CSR expenditure was incurred during the year is detailed as follows:

Amount (₹ in Lacs)				
Sl. No.	Relevant clause of Schedule VII to the Companies Act, 2013	Description of CSR Activities	2015-16	2014-15
a)	Clause (i)	Promoting healthcare including preventive healthcare	-	11.00
b)	Clause (ii)	Promoting education, including special education and employment enhancing vocational training and livelihood enhancement projects socially and economically backward groups	9.00	6.50
c)	Clause (iv)	Animal welfare	1.00	-
d)	Clause (vii)	Promoting rural sports & nationally recognised sports	0.72	-
e)		Expenditure on administrative overheads	-	-
			10.72	17.50

The aforesaid amount was spent in cash for purposes other than on construction/acquisition of any asset.

16 Figures in brackets represent figures for the previous year. The previous year's figures have been reworked, regrouped, rearranged and reclassified wherever necessary as required by Schedule III of the Companies Act, 2013. Amounts and other disclosures for the preceding year are included as an integral part of the current year financial statements and are to be read in relation to the amounts and other disclosures relating to the current year.

As per our report of even date attached.

For G. P. Agrawal & Co.

Chartered Accountants

F.R No.302082E



(CA. Ajay Agrawal)

Partner

Membership No.17643

Place of Signature: Kolkata

Dated: The 24th day of May, 2016

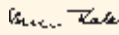
For and on behalf of the Board



Deepak Jalan

Managing Director

DIN:00758600



Alopek Jalan

Whole Time Director

DIN:00758762



N. K. Dujari

Chief Financial Officer

& Company Secretary

CASH FLOW STATEMENT
FOR THE YEAR ENDED 31ST MARCH, 2016

(₹ in Lacs)

Particulars	Year ended 31st March, 2016		Year ended 31st March, 2015	
A. CASH FLOW FROM OPERATING ACTIVITIES :				
Net profit before tax as per Statement of Profit and Loss		2,463.68		1,820.97
Adjustments for:				
Depreciation	596.36		585.98	
Profit on sale of Fixed Assets	(48.19)		(5.89)	
Interest Income	(3.33)		(0.91)	
Unrealised loss/(gain) on foreign exchange fluctuation (Net)	(24.81)		(11.22)	
Finance cost	153.04	673.07	148.43	716.39
Operating profit before working capital changes		3,136.75		2,537.36
(Increase) / Decrease in Trade receivables	(734.25)		134.05	
(Increase) / Decrease in Inventories	(1,364.58)		656.65	
(Increase) / Decrease in Long Term Loans and Advances	(267.08)		(115.66)	
(Increase) / Decrease in Other Non Current Assets	0.25		1.00	
(Increase) / Decrease in Short Term Loans and Advances	(333.37)		148.13	
(Increase) / Decrease in Other Current Assets	0.15		4.80	
Increase / (Decrease) in Long Term Provisions	22.49		35.69	
Increase / (Decrease) in Trade Payables	720.14		(298.73)	
Increase / (Decrease) in Other Current Liabilities	194.30		(84.28)	
Increase / (Decrease) in Short Term Provisions	0.54	(1,761.41)	1.25	482.90
Cash generated from operations		1,375.34		3,020.26
Less: Direct taxes paid		406.50		539.06
Net Cash Generated From Operating Activities		968.84		2,481.20
B. CASH FLOW FROM INVESTING ACTIVITIES :				
Addition to Fixed Assets (Including Intangibles)	(2,024.30)		(483.03)	
Sale of fixed assets	174.13		123.78	
Interest Received	3.29		1.01	
		(1,846.88)		(358.24)
Net Cash Used in Investing Activities		(1,846.88)		(358.24)

CASH FLOW STATEMENT

FOR THE YEAR ENDED 31ST MARCH, 2016

(₹ in Lacs)

Particulars	Year ended 31st March, 2016	Year ended 31st March, 2015
C. CASH FLOW FROM FINANCING ACTIVITIES :		
Repayment of Long term borrowings	-	(7.74)
Proceeds /(Repayment) of Short term borrowings (Net)	1,327.76	(1,485.91)
Interest Paid	(131.35)	(119.51)
Other borrowing cost	(12.19)	(25.21)
Dividend Paid	(369.65)	(295.72)
Dividend Tax Paid	(73.92)	(50.26)
	740.65	(1,984.35)
Net Cash Generated from/(Used in) Financing Activities	740.65	(1,984.35)
Net increase in cash and cash equivalents (A+B+C)	(137.39)	138.61
Cash and cash equivalents - Opening balance	151.06	12.45
	13.67	151.06
Cash and cash equivalents - Closing balance (Refer note no. 15)	13.67	151.06

Notes :

- The above cash flow statement has been prepared under the "Indirect Method" as set out in the Accounting Standard - 3 on Cash Flow Statement as specified in Companies (Accounting Standard) Rules, 2006.
- Figures in bracket represent cash outflow from respective activities.
- Additions to Fixed Assets include movement of Capital Work-in-Progress during the year.
- Cash and cash equivalent at the end of the year consist of :

(₹ in Lacs)

Particulars	As at 31st March, 2016	As at 31st March, 2015
a) Cash in hand	12.55	6.25
b) Balances with Banks in Current Accounts	1.12	4.81
c) In Fixed Deposits	-	140.00
	13.67	151.06

- Cash and cash equivalent do not include any amount which is not available to the company for its use.

This is the Cash Flow Statement referred to in our report of even date.

For G. P. Agrawal & Co.

Chartered Accountants

F.R No.302082E



(CA. Ajay Agrawal)

Partner

Membership No.17643

Place of Signature: Kolkata

Dated: The 24th day of May, 2016

For and on behalf of the Board



Deepak Jalan
Managing Director
DIN:00758600



Alok Jalan
Whole Time Director
DIN:00758762



N. K. Dujari
Chief Financial Officer
& Company Secretary

DIRECTOR'S PROFILE

DR. RANJAN DAS,

67, director, an M.Sc (Applied Mathematics) and a Doctorate in Strategic Management. He is currently a Professor of Strategic Management at Indian Institute of Management, Calcutta. He has an impeccable record as a leading advisor in Strategic Planning and Management to several corporates. He has over 20 years experience in strategic & functional management, teaching, training, consulting and research. Prior to that he had 20 years of industry experience during which he held senior positions as GM of a MNC and MD of a Joint Sector Company.

MR. ANIL KOCHAR,

59, director, a postgraduate in commerce and LLB, is an eminent advisor on income tax matters. He brings with him a wide experience to the Board.

MS. SUPRIYA NEWAR,

41, director, a Masters Degree holder in International Relation along with a Post Graduate Diploma in Mass Communications and Journalism. She has keenly traversed the complete cycle of Communications: from extensive copy and content creation, freelance journalism to marketing communication, brand management, public relations and more recently the digital wave.

MR. NARESH PACHISIA,

53, director, a Certified Financial Planner (CFP) is the Promoter-Managing Director of SKP Securities Ltd, a leading stock broking and wealth management service provider.

MR. KEDAR NATH RANASARIA,

82, director, he is a post-graduate and brings with him more than four decades of experience in finance, manufacturing and other allied areas. He was associated with Balrampur Chini Mills Limited, one of India's leading sugar company.

MR. ALOKE JALAN,

47, wholetime director, a commerce graduate with 25 years of experience in the business, he looks after the Company's marketing operations with special emphasis in the western region and southern Region.

MR. DEEPAK JALAN,

54, managing director, a commerce graduate with 30 years of experience in the business, he is responsible for the overall operations of the Company with a specialisation in international operations.

10 YEAR FINANCIAL HIGHLIGHTS

Year	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08	2006-07
Share Capital	14.79	14.79	14.79	14.79	12.79	12.79	12.79	12.79	8.00	8.00
Reserves & Surplus	86.34	73.35	63.84	55.79	34.79	34.58	28.87	23.16	24.54	20.82
Networth	101.13	88.14	78.63	70.58	47.58	47.37	41.66	35.95	32.54	28.82
Borrowings	30.94	17.78	32.72	30.30	41.67	40.23	20.65	27.22	28.15	23.97
Debt Tax Liab	2.76	1.85	2.19	2.02	1.89	1.86	1.64	1.58	1.26	1.12
Funds Employed	134.83	107.77	113.54	102.90	91.14	89.46	63.95	64.75	61.95	53.91
Operating Results										
Domestic Revenue	247.12	231.13	223.02	228.24	207.82	198.14	173.27	151.33	138.62	119.14
Exports	97.02	87.17	91.08	77.02	67.23	55.50	52.18	39.43	38.61	26.64
Total Revenue	344.14	318.30	314.10	305.26	275.05	253.64	225.45	190.76	177.23	145.78
E B I D T A	32.13	25.55	22.15	13.99	10.27	16.52	16.32	12.79	11.80	9.01
Finance Cost	1.53	1.48	2.37	2.48	3.78	2.08	1.70	2.86	2.92	2.16
Depreciation	5.96	5.86	5.05	4.47	4.30	3.62	3.07	3.09	2.89	2.81
Profit before tax	24.64	18.21	14.73	7.04	2.19	10.82	11.55	6.84	6.00	4.04
Profit after tax (P A T)	18.32	14.32	11.51	5.41	1.70	8.40	8.40	5.04	5.03	3.31
E B I D T A Margin (%)	9.1%	8.0%	7.1%	4.6%	3.7%	6.5%	7.2%	6.7%	6.7%	6.2%
P A T / Total Sales (%)	5.3%	4.5%	3.7%	1.8%	0.6%	3.3%	3.7%	2.6%	2.8%	2.3%
EPS	12.39	9.69	7.78	3.91	1.33	6.57	6.57	3.94	6.29	4.13
Dividend %	30%	25%	20%	15%	10%	18%	18%	15%	15%	12%
Dividend Payout %	29%	31%	30%	45%	88%	32%	32%	45%	28%	34%
Networth per Share (₹)	68.39	59.61	53.18	47.73	37.21	37.05	32.58	28.12	40.67	36.02
Return on Capital Employed %	19.4%	18.3%	15.1%	9.3%	6.6%	14.4%	20.7%	15.0%	14.4%	11.5%
Return on Equity %	18.1%	16.3%	14.6%	7.7%	3.6%	17.7%	20.2%	14.0%	15.5%	11.5%
Average Realisation/pen (₹)	3.90	3.86	3.78	3.17	3.49	3.29	3.05	2.94	2.69	2.60

(₹ in Cr.)

CORPORATE INFORMATION

BOARD OF DIRECTORS	Category
Dr. Ranjan Das	Independent, Non-executive
Mr. Anil Kochar	Independent, Non-executive
Ms. Supriya Newar	Independent, Non-executive
Mr. Naresh Pachisia	Independent, Non-executive
Mr. Kedar Nath Ranasaria	Independent, Non-executive
Mr. Alope Jalan	Whole Time Director
Mr. Deepak Jalan	Managing Director

CFO & COMPANY SECRETARY

N. K. Dujari

REGISTERED OFFICE

Satyam Towers,
3, Alipore Road, Kolkata - 700 027
Phone: (033) 30412100, 2479 0248
Fax: (033) 2479 0253
CIN: L36991WB1994PLC065583
e-mail: investors@lincpen.com
website: www.lincpen.com

WORKS

Linc Estate
Usthi Road, Serakole,
24 Pgns. (S), Pin - 743 513
West Bengal
Phone: 09051280300
Fax: (033) 2420 4441

Falta SEZ, Sector-II, Shed No.2
Falta, 24 Pgns(S), Pin - 743 504
West Bengal
Phone: (03174) 222 925

AUDITORS

G. P. Agrawal & Co.
Chartered Accountants
7A, Kiran Sankar Ray Road
Kolkata 700 001

BRANCH OFFICES

MUMBAI - 403-404 Tanishka Bldg.
Off Western Express Highway
Kandivali (East), Mumbai - 400 101
Phone: (022) 6692 4155 / 4255
Fax: (022) 6694 2963
e-mail: lincmumbai@lincpen.com

DELHI - A 41/1, Gurudwara Road, K.K.Complex,
Dilshad Garden, Delhi 110095

KANPUR - 77/78 A1, 1st Floor, Gandhi Gram
Kanpur - 208007, U.P.

PATNA - N-17 , Professors Colony, Chitragupt Nagar,
Kankar Bagh, Patna - 800020, Bihar

RANCHI - Rahul Complex
North Market Road, Upper Bazar
Ranchi - 834001, Jharkand

INDORE - 45, Pandharinath Path,
Indore - 452004, Madhya pradesh

BANKERS

State Bank of India
IDBI Bank Ltd.
HDFC Bank Ltd.

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