



9th November 2022

The Listing Department, The Calcutta Stock Exchange Ltd. 7, Lyons Range, Kolkata – 700001	The Manager The Department of Corporate Services, BSE Limited, P. J. Towers, Dalal Street, Mumbai - 400001	The Manager, The Listing Department, National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400051
Scrip Code- 022035	Script Code- 531241	Symbol- LINC

Dear Sir,

Re: Press Release

Please find enclosed herewith the Press Release relating to the Financial Results for the quarter/ half yearly ended 30th September, 2022.

Thanking You

Yours faithfully

For LINC LIMITED

KAUSHIK RAHA
Company Secretary

Encl: as above



Strong all-round performance in Q2 FY23, recording all time high Income, EBIDTA & PAT

Kolkata, West Bengal, 9th November 2022: Linc Limited (Formerly Linc Pen & Plastics Limited), one of the most trusted names in the writing instruments & stationery business, announced its Q2FY23 results today. The Board of Directors of Linc Limited at its meeting held on 9th November 2022 took on record the Unaudited Financial Results for the second quarter of Financial Year 2022-23. Linc has a robust domestic and international presence spreading more than 40 countries and the brand is respected for producing world-class and innovative products.

Financial Summary	Q2FY23	Q2FY22	YoY%	Q1FY23	QoQ%	6MFY23	6MFY22	YoY%	₹ Lacs
									FY22
Total Income	12,782	9,439	35.4%	9,926	28.8%	22,708	14,992	51.5%	35,784
Gross Profit	3,875	2,250	72.2%	2,487	55.8%	6,362	3,489	82.3%	8,441
Gross Profit Margin	30.5%	23.9%	27.4%	25.4%	20.2%	28.3%	23.4%	20.9%	23.8%
EBITDA	1,641	805	103.8%	931	76.1%	2,572	981	162.1%	2,441
EBITDA Margin	12.9%	8.6%	50.8%	9.5%	35.9%	11.4%	6.6%	73.7%	6.9%
PAT	956	358	167.0%	438	118.1%	1,394	236	491.4%	813

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

"I am excited to share that Q2 FY23 has been a landmark quarter for us as we achieved highest ever revenue and profits in the history of our company. Total Income for Q2 FY23 amounted to ₹12,782 lacs as against ₹9,439 lacs in Q2 FY 22, cloaking a YoY growth of over 35%, while it also grew sequentially by over 28%. Increase in selling price of our products, strengthening of USD, along with rationalisation of polymer prices during the period resulted in sharp increase in operating margin. Gross margin increased from 25.4% in Q1 FY23 to 30.5% in Q2 FY23. EBIDTA margin also improved to 12.9% and was up 435 basis points YOY and 341 basis points QoQ in spite of higher manpower and advertisement costs.

As was planned, our sales network continues to spread as we added over 7,000 + touchpoints in the quarter gone by. This coupled with the slated new launches as well as increased thrust on brand strengthening augers well for our topline growth. Prices of key inputs, which had peaked in earlier quarters, have since rationalized, and are expected to remain stable in the coming quarters. This along with our continued focus on higher margin products (Pentonic Series) should help us in growing our profits."

Milestones Achieved for Q2 FY 23

- **Total Income:**
 - All time high of ₹12,782 Lacs, registering a growth of 35.4% YoY and 28.8% QoQ
 - Share of 'Pentonic' at 27.7% in Q2 FY23 as against 25.5% in FY22



- **Gross Profit:**

- All time high of ₹3,875 Lacs, up 72.2% YoY & 55.8% QoQ. Gross Margin was at 30.5%

- **EBITDA:**

- All time high of ₹1,641 Lacs, up 103.8% YoY & 76.1% QoQ. EBITDA Margin was at 12.9%

- **PAT:**

- All time high of ₹956 Lacs against full year FY22 PAT of ₹813 Lacs, up 167.0% YoY & 118.1% QoQ. PAT Margin was at 7.5%
- EPS stood at ₹6.43 in Q2 FY23 vs ₹2.41 in the same period last year

- **Net Debt:**

- Debt has come down to zero and Net Debt stood at (₹822) lacs as against ₹290 lacs in FY 22
- Net Debt / EBITDA improved further to (0.17) from 0.12 in March 2022. It stood as high as 2.43 in March 2018

About Linc Limited

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

For further information, please contact:

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