



3rd February 2023

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

Dear Sir,

Re: Press Release

Please find enclosed herewith the Press Release relating to the Financial Results for the quarter/ nine months ended 31st December, 2022.

Thanking You

Yours faithfully

For LINC LIMITED

KAUSHIK RAHA
Company Secretary

Encl: as above



Strong performance continues in Q3 FY23 surpassing all time high EBITDA & PAT of Q2 FY23

Kolkata, West Bengal, 3rd February 2023: Linc Limited (Formerly Linc Pen & Plastics Limited), one of the most trusted names in the writing instruments & stationery business, announced its Q3FY23 results today. The Board of Directors of Linc Limited at its meeting held on 3rd February 2023 took on record the Unaudited Financial Results for the third quarter of Financial Year 2022-23. Linc has a robust domestic and international presence spreading over 40 countries and the brand is respected for producing world-class and innovative products.

	₹ Lacs								
Financial Summary	Q3FY23	Q3FY22	YoY%	Q2FY23	QoQ%	9MFY23	9MFY22	YoY%	FY22
Total Income	12,495	9,575	30.5%	12,782	-2.2%	35,203	24,568	43.3%	35,784
Gross Profit	4,126	2,416	70.7%	3,875	6.5%	10,673	5,905	80.7%	8,441
Gross Profit Margin	33.1%	25.3%	30.7%	30.5%	8.5%	30.5%	24.2%	26.4%	23.8%
EBITDA	1,859	714	160.4%	1,641	13.3%	4,431	1,695	161.4%	2,441
EBITDA Margin	14.9%	7.5%	99.3%	12.9%	15.5%	12.7%	6.9%	82.8%	6.9%
PAT	1,113	279	299.6%	956	16.5%	2,507	514	387.5%	813

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

“Continuing on our strong performance in the previous quarter, Q3 FY23 has also been a landmark quarter as we have achieved highest ever quarterly profit in the history of our company. Total Income for Q3 FY23 amounted to ₹12,495 lacs as against ₹9,575 lacs in Q3 FY 22, cloaking a YoY growth of over 30%. Better product mix, along with stable raw material prices during the period resulted in sharp increase in operating margin. Gross margin increased from 30.5% in Q2 FY23 to 33.1% in Q3 FY23. EBITDA margin also improved to 14.9% and was up 744 basis points YOY and 201 basis points QoQ in spite of higher manpower and advertisement costs.

Our sales network continues to spread as we added over 2500 + touchpoints in the quarter gone by. This coupled with the slated launch of a new Rs 40 pen under Pentonic stable in the current quarter, as well as increased thrust on brand strengthening augers well for our topline growth. In spite of the slight uptick in polymer price of late, margins are expected to remain stable in the coming quarters due to improving product mix. This along with strong demand for Company’s product should help us in growing our profits.”

Milestones Achieved for Q3 FY 23

- **Total Income:**
 - ₹12,495 Lacs, registering a growth of 30.5% YoY and -2.2% QoQ
 - Share of ‘Pentonic’ at 30.3% in Q3 FY23 as against 25.5% in FY22



- **Gross Profit:**

- All time high of ₹4,126 Lacs, up 70.7% YoY & 6.5% QoQ. Gross Margin was at 33.1%

- **EBITDA:**

- All time high of ₹1,859 Lacs, up 160.4% YoY & 13.3% QoQ. EBITDA Margin was at 14.9%

- **PAT:**

- All time high of ₹1,113 Lacs against full year FY22 PAT of ₹813 Lacs, up 299.6% YoY & 16.5% QoQ. PAT Margin was at 8.9%
- EPS stood at ₹7.48 in Q3 FY23 vs ₹1.87 in the same period last year

- **Net Debt:**

- Debt has come down to zero and Net Debt stood at (₹1,604) lacs as against ₹290 lacs in FY 22
- Net Debt / EBITDA improved further to (0.27) 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 40 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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