

## Press Release

### Salient Points on Financial Results for Q1 of FY2016-17

		Q1 - 16-17	Q1 - 15-16	Increase
Total Revenue (Net)	Rs. In Lacs	8,698	7,919	9.8%
Exports	Rs.In Lacs	2,297	1,804	27.3%
PAT	Rs. in Lacs	439	374	17.4%
PAT (as % of sales)	In %	5.0%	4.7%	30 bps
EBITDA (in %)	In %	9.6%	8.1%	150 bps
Inventory & Debtors	Rs.In Lacs	11,572	10,167	
	Days of sale	121	116	

Speaking on the Results, Managing Director Mr. Deepak Jalan said – While the growth in the domestic sales was moderate (5%), we could achieve a healthy growth of 27.3% in exports during the Q1 of FY 16-17 as compared to Q1 of FY15-16. As a result the overall revenue growth stood at 9.8% for the quarter. We have taken steps to further accelerate this rate of growth so that we are able to achieve our revenue target of Rs.400 Crs for FY 16-17 alongwith a minimum EBITDA of 10%.

#### About Linc Pen & Plastics:

Linc Pen & Plastics Ltd. listed on the NSE & BSE, is a premier manufacturer and exporter of quality writing instruments. It is amongst the top 3 brands in the writing instruments industry, having largest market share in the Eastern India. Linc pens are exported to around 50 countries presently and constitute about 30% share of overall company revenue, which was Rs.344 crores in FY 2015-16.