

11th September, 2017

The Secretary
The Calcutta Stock Exchange Ltd.
7, Lyons Range
Kolkata – 700 001

Dear Sir,

Re : Press Release

Please find enclosed herewith the Press Release relating to the Financial Results for the quarter ended 30th June, 2017.

Thanking You

Yours faithfully

For LINC PEN & PLASTICS LTD.



N. K. DUJARI
Chief Financial Officer &
Company Secretary

Encl: as above

CC: 1. The Executive Director
The Stock Exchange, Mumbai

Stock Code - 531241

2. The Manager,
Listing Department,
National Stock Exchange of India Ltd.

Press Release

Salient Points on Financial Results for Q1 of FY2017-18

		Q1 - 17-18	Q1 - 16-17	Decrease
Total Revenue (Net)	₹ In Lacs	6,749	8,510	20.7%
Exports	₹ In Lacs	1,133	2,297	50.7%
PAT	₹ in Lacs	53	441	
PAT (as % of sales)	In %	0.8%	5.2%	
EBITDA (in %)	In %	5.0%	9.6%	
Inventory & Debtors	₹ In Lacs	11,301	11,572	
	Days of sale	150	119	

Speaking on the Results, Managing Director Mr. Deepak Jalan said – It was a poor quarter for us. The Domestic Business got significantly impacted due to de-stocking by the trade channels, ahead of GST implementation. Further, in International Operations the business was severely impacted because of geo-political problems, internal strife and /or war, depreciation of local currency and rise in protectionism in some of the Middle-East and African Countries.

Going ahead, the complex setting of GST implementation and the tighter regulatory norms, is likely to provide a level-playing field not only amongst organized players but also between organised and unorganised players in the Domestic Market. We hope that market conditions will be back to normal by end of September, once hangover of GST implementation is over.

On the Export front, we are increasing our focus on our existing other markets to make-up the loss. Recently, we have opened new accounts in North America, which incidently is the largest market worldwide for writing instruments. We expect it to be a game changer for us in next 2-3 years. We also remain focused on South East Asia, Middle East and African markets, which are expected to be future growth drivers for the global writing instrument industry.