



14<sup>th</sup> February, 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
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Dear Sir,

**Re : Press Release**

Please find enclosed herewith the Press Release relating to the Financial Results for the quarter / nine months ended 31<sup>st</sup> December, 2021.

Thanking You,

Yours faithfully,

For LINC LIMITED

DIPANKAR DE  
Company Secretary

Encl: as above

**Press Release**

**Kolkata, West Bengal, 14th February 2022:** Linc Limited. (formerly Linc Pen and Plastics Limited), one of the most trusted names in the writing instruments business, announced its Q3FY22 and 9MFY22 results today. The Board of Directors of Linc Limited. at its meeting held on 14th February 2022 took on record the Unaudited Financial Results for the third quarter of 2021-22 ended 31<sup>st</sup> December 2021. They have a robust domestic and international presence spreading across 50 countries and the brand is respected for producing world-class and innovative products.

Financial Summary	Q3FY22	Q3FY21	YoY%	Q2FY22	QoQ%	9MFY22	9MFY21	YoY%
Total Income	9,575	7,123	34.4%	9,439	1.4%	24,568	16,322	50.5%
Gross Profit	2,416	1,484	62.8%	2,250	7.4%	5,905	3,586	64.7%
Gross Profit Margin	25.3%	20.9%	21.2%	23.9%	5.8%	24.2%	22.0%	9.8%
EBITDA	714	218	228.1%	805	-11.3%	1,695	396	327.9%
EBITDA Margin	7.5%	3.1%	144.1%	8.6%	-12.6%	6.9%	2.4%	185.2%
PAT	279	-128	NA <sup>1</sup>	358	-22.2%	514	-616	NA <sup>1</sup>

1. Considered NA as PAT in Q3 FY 21 was negative

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

*"I am pleased with the all-round performance during the quarter. In spite of schools & colleges continuing to remain closed most of the quarter due to Covid restrictions, our revenue has grown sequentially as well as YoY. With colleges starting to open in a few states and a few other schools & colleges slated to open in most of the other states, we expect strong growth in demand for our products in the coming quarters. In spite of heightened raw material prices, we were able to improve our Gross Margins due to a better sales mix. EBITDA margins also improved handsomely YoY but fell QoQ due to the impact of an increase in GST rates and the company restarting its marketing efforts in anticipation of the opening of schools and colleges. We however continue to focus on increasing the share of higher-margin products to improve our gross margins. Our relentless focus on increasing sales touchpoints also continues as we continue to add touchpoints."*

**Milestones Achieved**

▪ **Total Income:**

- Rs. 9,575 Lacs, registering a growth of 34.4% YoY & 1.4% QoQ
- Share of Pentonic increased to 26% in Dec 21 as against 20% in FY21

**▪ Gross Profit:**

- Rs.2,416 Lacs, up 62.8% YoY and 7.4% QoQ & Gross Margin was at 25.3%

**• EBITDA:**

- Rs.714 Lacs, up 228.1% YoY and down 11.3% QoQ & EBITDA Margin was at 7.5%
- The QoQ reduction was mainly due to the impact of an increase in GST from 12% to 18%

**• PAT:**

- Rs.279 Lacs in Q3 FY22
- **EPS** stood at Rs.1.87 vs Rs. (0.86) in the same period last year

**• Net Debt:**

- Rs. 143 Lacs vs. Rs. 907 Lacs (March 2021); reduction of Rs. 764 Lacs
- Net Debt / EBITDA improved further to 0.07 from 0.89 in March 2021. It stood as high as 2.54 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 Pen is considered among the top pen companies in India with a constant endeavor to bring out new innovative pens with innovative technologies and packaging. Established in 1976 by Mr. Soorajmal Jalan, Linc Pen is currently headed by Mr. Deepak Jalan, Managing Director. We have our manufacturing units in Serakol, Umbergaon, and Falta, with a daily capacity of more than two million units with ISO 9001:2008 certification, guaranteeing top quality products. Linc Pens 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:****Satyaki Haldar**

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