



2nd November 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/ half yearly ended 30th September, 2023.

Thanking You

Yours faithfully

For LINC LIMITED

KAUSHIK

RAHA

KAUSHIK RAHA

Company Secretary

Digitally signed by  
KAUSHIK RAHA  
Date: 2023.11.02  
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Encl: as above

## Press Release

**Kolkata, West Bengal, 2<sup>nd</sup> November 2023:** Linc Limited (Formerly Linc Pen & Plastics Limited), one of the most trusted names in the writing instruments & stationery business, announced its Q2FY24 results today. The Board of Directors of Linc Limited at its meeting held on 2<sup>nd</sup> November 2023 took on record the Unaudited Financial Results for the second quarter of Financial Year 2023-24. 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.

									₹ Lacs
Financial Summary	Q2FY24	Q2FY23	YoY%	Q1FY24	QoQ%	H1FY24	H1FY23	YoY%	FY23
Total Income	13,315	12,782	4.2%	11,322	17.6%	24,637	22,708	8.5%	49,024
Gross Profit	3,811	3,875	(1.7%)	3,616	5.4%	7,427	6,362	16.7%	15,197
Gross Profit Margin	29.0%	30.5%	(147 bps)	32.3%	(328 bps)	30.6%	28.3%	227 bps	31.2%
EBITDA	1,452	1,641	(11.5%)	1,449	0.2%	2,901	2,572	12.8%	6,484
EBITDA Margin	11.1%	12.9%	(186 bps)	13.0%	(189 bps)	11.9%	11.4%	50 bps	13.3%
PAT	771	956	(19.4%)	739	4.4%	1,509	1,394	8.3%	3,740
PAT Margin	5.8%	7.5%	(169 bps)	6.5%	(73 bps)	6.1%	6.1%	(1 bps)	7.6%
EPS (In ₹)	5.18	6.42	(19.4%)	4.97	4.4%	10.15	9.37	8.3%	25.15

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

*“In the quarter gone by, our company demonstrated remarkable resilience and adaptability in the face of challenges. Despite a decline in our relatively higher margin export revenues, which can be attributed to geo-political disruptions in some of our key markets, our domestic sector showcased a decent growth of approximately 12%. Our proactive response to this situation involves strategic diversification in our export initiatives, where we are actively exploring new markets and optimizing our presence in the existing ones.*

*Although our gross profit margin experienced a slight dip, reaching 29.0% from 30.5% in the same quarter of the previous year, we view this as temporary. Our unwavering confidence is bolstered by the strong demand we continue to witness for our Pentonic portfolio, the increasing popularity of our “Deli” stationery range, and the growing market share of our higher-margin products. Moreover, our innovative pipeline remains vibrant, promising exciting prospects on the horizon.*

*Our margins were also affected during the quarter due to one-time prosperity rewards to employees, recognizing their dedication and hard work during the challenging Covid times which has been instrumental in making FY 23 our most successful year to date. This is over and above the impact of the annual increments.*



*As we move forward, we do so with unwavering confidence in our capabilities. Our focus on innovation, strategic market expansion, and employee motivation positions us strongly for sustainable growth. We are confident that these efforts will not only help us overcome current challenges but also pave the way for even greater achievements in the near future."*

### **Milestones Achieved in Q2 FY 24**

- **Total Income:**
  - Total income of ₹13,315 Lacs for Q2 FY 24, registering a growth of 4.2% YoY
- **Gross Profit:**
  - Gross Profit of ₹3,811 Lacs, down 1.7% over Q2FY 23. Gross Margin was at 29.0%
- **EBITDA:**
  - 1,452 Lacs in Q2 FY 24, down 11.5% YoY & EBITDA Margin was at 11.1%
- **PAT:**
  - ₹771 Lacs against Q2 FY 23 PAT of ₹956 Lacs, down 19.4%. PAT Margin was at 5.8%
  - EPS stood at ₹5.18 as against ₹6.42 in Q2 FY 23
- **Net Debt:**
  - Debt has come down to zero and Net Debt stood at (₹597) lacs as against (₹760) lacs in FY 23
  - Net Debt / EBITDA stood at (0.10) in September 2023

### **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:**

**Satyaki Haldar**

Communications 2.0

+91 7715805191

Email: [shaldar@comm20.com](mailto:shaldar@comm20.com)