



3rd February, 2025

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

Sub: Press Release

Please find enclosed herewith the Press Release relating to the Financial Results for the quarter / nine months ended 31st December, 2024.

Thanking You,

Yours faithfully,
For LINC LIMITED

DIPANKAR DE
Company Secretary

Press Release

Strong Year on year PAT growth of 15.3% to ₹872 lakh despite a slight dip in revenue

Kolkata, West Bengal, 3th February 2025: Linc Limited (Formerly Linc Pen & Plastics Limited), one of the most trusted names in the writing instruments & stationery business, announced its Q3 FY25 results today. The Board of Directors of Linc Limited at its meeting held on 3th February 2025 took on record the Un-Audited Financial Results for the third quarter and 9M of the Financial Year 2024-25. Linc has a robust domestic and international presence spreading to more than 40 countries and the brand is respected for producing world-class and innovative products.

									₹ Lacs
Financial Summary	Q3 FY25	Q3 FY24	YoY%	Q2 FY25	QoQ%	9M FY25	9M FY24	YoY%	FY24
Total Income	12,355	12,467	(0.9%)	13,728	(10.0%)	39,227	37,104	5.7%	51,511
Gross Profit	4,017	3,903	2.9%	4,360	(7.9%)	12,441	11,330	9.8%	15,909
Gross Profit Margin	32.9%	31.5%	139 bps	31.8%	112 bps	31.9%	30.9%	107 bps	31.3%
EBITDA	1,599	1,464	9.2%	1,630	-1.9%	4,788	4,365	9.7%	6,368
EBITDA Margin	12.9%	11.7%	120 bps	11.9%	107 bps	12.2%	11.8%	44 bps	12.4%
PAT*	872	756	15.3%	879	(0.8%)	2,594	2,265	14.5%	3,421
PAT Margin	7.1%	6.1%	99 bps	6.4%	66 bps	6.6%	6.1%	51 bps	6.6%
EPS (In ₹)	1.47	1.27	15.3%	1.48	(0.8%)	4.36	3.81	14.5%	5.75

• PAT is PAT attributable to the owners of the parent

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

“In Q3 FY25, our total income stood at ₹12,355 lacs, reflecting a 0.9% YoY decline compared to ₹12,467 lacs in Q3 FY24. While domestic sales were impacted by a slowdown in general trade, we delivered strong operational performance across key channels, with Exports, Modern Trade, and E-commerce registering healthy growth. These segments played a crucial role in mitigating revenue softness from other areas. The Linc segment saw a 3.4% YoY decline, primarily due to some legacy products reaching maturity, but we are actively expanding our portfolio with new product introductions to drive future growth.

Despite the revenue dip, profitability remained robust. Gross Profit improved by 2.9% YoY to ₹4,017 lacs, with gross margin expanding to 32.9% from 31.5% last year, primarily driven by strong export growth, which contributed 22% of total revenue. Our EBITDA stood at ₹1,599 lacs, with a healthy margin of 12.9%, and PAT came in at ₹872 lacs, reflecting a strong 7.1% margin, showcasing our ability to sustain profitability despite near-term headwinds.

Looking ahead, our commitment to innovation, strategic market expansion, and operational efficiency will continue to drive growth. The Indian stationery market is valued at ₹38,500 crores, and we see significant opportunities, particularly in the ₹9,000 crore writing instruments segment, where we are focusing on premiumization and brand-led growth.



To strengthen our position, we are actively broadening our portfolio beyond pens, aiming to expand our Total Addressable Market (TAM) to ₹14,000–15,000 crores in the near term. Over the long run, we aspire to capture a larger share of the full ₹38,500 crore stationery market, leveraging our brand equity, distribution strength, and innovation capabilities.

With a clear growth strategy and a focus on execution, we remain optimistic about the future and committed to delivering long-term value for our stakeholders.”

Key Highlights in Q3 FY 25

- **Total Income:**
 - ₹12,355 Lacs, registering a YOY decrease of 0.9% over Q3 FY24
- **Gross Profit:**
 - ₹ 4,017 Lacs, up 2.9% over Q3 FY24. Gross Profit Margin was at 32.9%
- **EBITDA:**
 - ₹ 1,599 lacs in Q3 FY25 up by 9.2% against Q3 FY24 & EBITDA Margin stood at 12.9%
- **PAT:**
 - ₹ 872 lacs in Q3 FY25 up by 15.3% against Q3 FY24. PAT Margin was at 7.1%
 - EPS stood at ₹ 1.47 as against ₹ 1.27 in Q3 FY24
- **Net Debt:**
 - Net Debt stood at (2,149) lacs as against ₹ (765) lacs in FY24
 - Net Debt / EBITDA stood at (0.34) in Q3 FY25

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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