



12th May 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/ year ended 31st March, 2023.

Thanking You

Yours faithfully

For LINC LIMITED

KAUSHIK RAHA
Company Secretary

Encl: as above

Strong financial performance resulting in all time high Income, EBITDA & PAT

Kolkata, West Bengal, 12th May 2023: Linc Limited (Formerly Linc Pen & Plastics Limited), one of the most trusted names in the writing instruments & stationery business, announced its Q4FY23 and FY 23 results today. The Board of Directors of Linc Limited at its meeting held on 12th May 2023 took on record the Audited Financial Results for the fourth quarter of Financial Year 2022-23 ended 31st March 2023. 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	Q4FY23	Q4FY22	YoY%	Q3FY23	QoQ%	FY23	FY22	YoY%
Total Income	13,820	11,216	23.2%	12,495	10.6%	49,024	35,784	37.0%
Gross Profit	4,709	2,536	85.7%	4,126	14.1%	15,197	8,441	80.0%
Gross Profit Margin	34.3%	22.9%	49.5%	33.1%	3.5%	31.2%	23.8%	31.3%
EBITDA	2,053	745	175.3%	1,859	10.4%	6,484	2,441	165.7%
EBITDA Margin	15.0%	6.7%	121.7%	14.9%	0.1%	13.3%	6.9%	93.7%
PAT	1,233	299	312.2%	1,113	10.8%	3,740	813	359.8%

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

"FY23 has been a landmark year for our company as we posted the highest ever Revenue and Profit. Total Income stood at ₹ 49,024 lacs, a growth of 37% against the previous financial year. Q4FY23 Income also registered strong growth, viz 23.2% YoY and 10.6% QoQ. Buoyed by an increase in share of Pentonic revenue to ~ 30%, and further aided by increase in selling prices of Linc pens during the year, Gross Profit Margin of the company expanded to 31.2% in FY23, an expansion of 7.4% over the previous year. While gross profits grew by 80%, fixed overheads grew only by 44%. This resulted in EBITDA increasing by 165.7% and EBITDA margin increased from 6.9% in FY22 to 13.3% in FY23. Consequently, the company achieved its highest ever PAT of ₹ 3,740 lacs, growing by over 350% over the previous year.

We are very happy to announce that the Board of Directors have recommended a dividend of ₹ 5.00 per share, which will result in a dividend pay-out of 19.9 %.

Strong demand for company's products, increasing traction for our stationery portfolio "Deli" and growing share of higher margin products should enable us to achieve strong topline and bottom-line growth in the near future."



Milestones Achieved in FY 23

- **Total Income:**
 - Highest ever income of ₹49,024 Lacs, registering a growth of 37.0% over FY 22
- **Gross Profit:**
 - All time high of ₹15,197 Lacs, up 80.0% over FY 22. Gross Margin was at 31.2%
- **EBITDA:**
 - 6,484 Lacs in FY 23, up 165.7% & EBITDA Margin was at 13.3%
- **PAT:**
 - All time high of ₹3,740 Lacs against FY 22 PAT of ₹813 Lacs, up 359.8%. PAT Margin was at 7.6%
 - EPS stood at ₹25.15 as against ₹5.47 in FY 22.
- **Net Debt:**
 - Debt has come down to zero and Net Debt stood at (₹760) lacs as against ₹290 lacs in FY 22
 - Net Debt / EBITDA improved further to (0.12) from 0.12 in March 2022.

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 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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