



12th August, 2024

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 Script 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 ended 30th June, 2024.

Thanking You,

Yours faithfully,
For LINC LIMITED

DIPANKAR DE
Company Secretary



Press Release

Kolkata, West Bengal, 12th August 2024: Linc Limited (Formerly Linc Pen & Plastics Limited), one of the most trusted names in the writing instruments & stationery business, announced its Q1 FY25 results today. The Board of Directors of Linc Limited at its meeting held on 12th August 2024 took on record the Audited Financial Results for the first quarter 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.

Financial Summary	Q1 FY25*	Q1 FY24	YoY%	Q4 FY24*	QoQ%	FY24*
Total Income	13,144	11,322	16.1%	14,406	-8.8%	51,511
Gross Profit	4,065	3,616	12.4%	4,578	-11.2%	15,909
Gross Profit Margin	31.2%	32.3%	-108 bps	32.5%	-128 bps	31.3%
EBITDA	1,559	1,449	7.6%	2,003	-22.2%	6,368
EBITDA Margin	11.9%	12.8%	-94 bps	13.9%	-205 bps	12.4%
PAT	843	739	14.2%	1,155	-27.0%	3,421
PAT Margin	6.4%	6.5%	-11 bps	8.0%	-161 bps	6.6%
EPS (In ₹)	5.67	4.97	14.2%	7.77	-27.0%	23.0

₹ Lacs

* Figures are consolidated, comparative figures are standalone; PAT is PAT attributable to the owners of the parent

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

"We are pleased to state that we have achieved a quarterly Total Income of ₹13,144 Lacs, marking a 16.1% growth year-over year.

Pentonic delivered a 28.6% year-on-year revenue growth in Q1 FY25, resulting in Pentonic contributing 39.6% to our company's topline in the first quarter of FY25.

Our efforts to expand our international presence have paid off, with export and overseas revenue increasing by 26.3% year-over-year in Q1 FY25. Consequently, export sales now account for 18.0% of our topline, up from 16.9% in Q1 FY24.

Our Gross Profit Margin stood at 31.2%, reflecting a year-over-year contraction of 108 basis points and a quarter-over-quarter contraction of 128 basis points, primarily due to higher cost of polymers, our key raw material.

For Q1 FY25, our Profit After Tax stood at 843 lakhs, increasing 14.2% year-over-year. Our PAT Margin stood at 6.4%, a slight year-over-year decrease of 11 basis points.

We are proud to unveil the Pentonic 75, our latest innovation made with 75% recycled plastic, exemplifying our deep commitment to sustainability. This milestone makes us the first in the industry to achieve 75% circularity, translating to a recycling value of approximately ₹1.25 per pen.

Looking ahead, we are committed to expanding our Total Addressable Market (TAM) by actively pursuing penetration in export markets and swiftly diversifying into adjacent product categories. Our strong commitment to innovation, strategic market consolidation & expansion, and bolstering the presence of our Pentonic range will position us for sustained long-term growth. We are confident that these initiatives will drive our progress and reinforce our market leadership in the years ahead."



Key Highlights in Q1 FY 25

- **Total Income:**
 - ₹13,144 Lacs, registering a growth of 16.1% over Q1 FY24
- **Gross Profit:**
 - ₹ 4,065 Lacs, up 12.4% over Q1 FY24. Gross Profit Margin was at 31.2%
- **EBITDA:**
 - ₹ 1,559 lacs in Q1 FY25 up by 7.6% against Q1 FY24 & EBITDA Margin stood at 11.9%
- **PAT:**
 - ₹ 843 lacs in Q1 FY25 up by 14.2% against Q1 FY24. PAT Margin was at 6.4%
 - EPS stood at ₹ 5.67 as against ₹ 4.97 in Q1 FY24
- **Net Debt:**
 - Net Debt stood at (2,716) lacs as against ₹ (765) lacs in FY24
 - Net Debt / EBITDA stood at (0.44) in FY24

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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