



Lancer Container Lines Ltd.

Good Afternoon to all.

We welcome you to Lancer Container Lines Limited FY21-22 Annual General Meeting. On behalf of the Board of Directors of your Company, Lancer Container Lines, it is my privilege to welcome you all to the 11th Annual General Meeting.

Today, We will be discussing our journey, our performance and our growth strategy going ahead.

At the onset, We would like to emphasize on the resilience with which our country and company has overcome the challenges posed by the pandemic. Further, we continue to see geopolitical and macroeconomic challenges facing the globe. Despite these challenges, we have so far as a country handled and managed to march ahead with great force, speed and agility.

At Lancer, we have showcased robust performance, embarked on fund raise & Capex plans and strategized our growth and market expansion programs.

We concluded the year with more than 640 crore of top-line and more than 28 crore of PAT on the Consolidated basis. We remain focused on increasing our footprints in newer geographies, increase service offerings and deepening customer relationships.

Our growth is further enabled by the Indian Government's Infrastructure and Industry boosting policies like National Logistics Policy which will enable quicker logistics and transport movement.

It will lower the direct and indirect costs of logistics from ~14% of GDP to 8% of GDP. Thereby enabling ease of doing business, increasing the pace of industrialization, large scale movement of goods and reduced regulatory compliance.

Further, the outlook for logistics is bright because of policies like National Logistics Policy, Bharat Mala Road Network, Make in India, Atmanirbhar Bharat, Vocal for local and Digital India for efficient and



Lancer Container Lines Ltd.

integrated logistics solutions which in turn will bring in investments, business, and consequent growth opportunities.

With this backdrop, we feel that Lancer is just at the cusp of a very promising future to capitalize the same with:

- *Increasing geographical footprints*
- *11000+ TEUs*
- *Presence across Nation*
- *Management Pedigree of 50 years*
- *Addition of new customers*
- *Aggressive sales strategy*

Coming to Corporate Social responsibility of our Company, the CSR in Lancer is more than a statutory obligation. We undertake different CSR activities with an aim of ensuring holistic improvement of the communities around us. The majority of CSR spending is directed toward education, nutrition, healthcare, and sports/fitness enhancement. We are proud and grateful for our collaboration with humble organisations such as Anjuman Islam Sponsorship Project, ASA Tennis Centre, Jawahar Education Society's AC Patil College of Engineering, Dominic Savio Vidyalaya, SIES College, RJ College, and MESCO Trust for their support and enthusiasm in aiding the underprivileged section of society and community.

Keeping in view of Social welfare, Your company has formed a charitable entity named "LANCER FOUNDATION". This entity will cover various platforms from education to medical facilities. Our main motive is to enhance the value creation in society & the communities via our various initiatives.

Before I conclude, I would like to assure you, that the company has put in place appropriate plans and strategies to bring about the most desirable quality business growth with profitability. The results of the measures have already been reflecting in our company's Balance sheet



Lancer Container Lines Ltd.

with improved earnings. I seek your continued support and patronage. We look forward to continuing this journey along with you to take our company to new horizons.

On behalf of the Board of Directors, I would like to thank each and every one of you for your continued support in this exciting journey together."

*Regards,
ABDUL KHALIK CHATAIWALA
Chairman & Managing Director*