



Lancer Container Lines Ltd.

Date: February 14, 2023

To,
BSE Ltd.
P.J. Towers,
Dalal Street,
Mumbai -400 001

Subject: Submission of Press Release on Un-Audited Results for Q3 ended December 31, 2022.

Ref: Script Code- 539841 - Lancer Container Lines Limited.

Dear Sir/ Madam,

In continuation of our letter dated February 13, 2023 conveying Outcome of Board Meeting, kindly find attached Press Release on Un-Audited Results for Q3 ended December 31, 2022.

Kindly take the same on records and acknowledge the receipt of the same.

Thanking You.
Yours faithfully

Thanking you,
Yours sincerely,

On Behalf of Board of Directors
For Lancer Container Lines Limited

Mahendra Gupta
Company Secretary and Compliance Officer



Place: - Navi Mumbai

CIN : L74990MH2011PLC214448

Registered Office : Mayuresh Chambers Premises Co-Op.Society Ltd, Unit No.H02-2, H02-3 & H02-4,
Plot No.60, Sector-11, CBD Belapur, Navi Mumbai - 400614

Tel. : +91 22 2756 6940/41/42 | Email : info@lancerline.com | Web.: www.lancerline.com

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CIN: L74990MH2011PLC214448

Registered Office: Mayuresh Chambers Premises Co-Operative Society Ltd, Unit No. H02-2, H02-3 & H02-4, Plot No.60, Sector-11, CBD Belapur, Navi Mumbai, Maharashtra, 400614.

Revenue from Operations reported at Rs. 1,772.28 Mn in Q3 FY23 and Rs. 6,362.27 Mn in 9M FY23

EBITDA stands at Rs. 237.08 Mn in Q3 FY23 and Rs. 690.66 Mn in 9M FY23

PAT stood at Rs. 136.19 Mn in Q3 FY23 and Rs. 427.69 Mn in 9M FY23

Q3 & 9M FY23 – Earnings Update

CBD Belapur, 14th February 2023: Lancer Container Lines Ltd (Lancer), one of the leading players in shipping and logistics industry, in its board meeting held on 13th February 2023 has approved the Unaudited Financial Results of the Company for the Third Quarter and Nine Months Ended on 31st December 2022 as one of its agenda.

Consolidated Financial Statement Highlights for Q3 FY23 v/s Q3 FY22 v/s Q2 FY23

Particulars (Rs. Mn)	Q3 FY23	Q3 FY22	YoY%	Q2 FY23
Revenue from Operations	1,772.28	1,589.49	11.50%	2,273.20
Other Income	8.69	2.54		19.18
Total Revenue	1,780.97	1,592.03	11.87%	2,292.38
Total Expenses excluding Depreciation, Amortization & Finance Cost	1,535.20	1,449.06		2,028.77
EBITDA	237.08	140.43	68.82%	244.43
EBITDA Margin (%)	13.38%	8.83%	455 bps	10.75%
Depreciation & Amortization	44.19	22.64		38.69
Finance Cost	40.13	5.21		29.03
PBT before Exceptional Item	161.45	115.13		195.89
Exceptional Items	-	-		-
PBT	161.45	115.13	40.23%	195.89
Tax	25.25	31.80		37.29
PAT	136.19	83.33	63.44%	158.60
PAT Margin %	7.68%	5.24%	244 bps	6.98%
Other comprehensive profit / loss	(0.08)	-		0.15
Net PAT	136.12	83.33	63.35%	158.75
Diluted EPS	2.26	1.38		2.63

Consolidated Financial Performance Comparison – Q3 FY23 v/s Q3 FY22

- Revenue from Operations has grown by 11.50% from Rs. 1,589.49 Mn in Q3 FY22 to Rs. 1,772.28 Mn in Q3 FY23 mainly driven by a robust demand for global trade, addition of new TEUs, and entering into new geographies.

- The EBITDA increased by **68.82%** from Rs. 140.43 Mn in Q3 FY22 to Rs. 237.08 Mn in Q3 FY23 on the back of strong operational performance, efficient cost controls and economies of scale.
- **EBITDA margins** increased from **8.83%** in Q3 FY22 to **13.38%** in Q3 FY23 by **455 bps**.
- **PAT** increased by **63.44 %** from Rs. 83.33 Mn in Q3 FY22 to Rs. 136.19 Mn in Q3 FY23.
- **PAT margins** increased from **5.24%** in Q3 FY22 to **7.68%** in Q3 FY23.

Consolidated Financial Statement highlights for 9M FY23 v/s 9M FY22:

Particulars (Rs. Mn)	9M FY23	9M FY22	YoY%
Revenue from Operations	6,362.27	4,069.60	56.34%
Other Income	40.58	8.72	
Total Revenue	6,402.84	4,078.31	57.00%
Total Expenses excluding Depreciation, Amortization & Finance Cost	5,671.61	3,757.65	
EBITDA	690.66	311.94	121.41%
EBITDA Margin (%)	10.86%	7.67%	319 bps
Depreciation & Amortization	113.78	67.23	
Finance Cost	84.32	17.81	
PBT before Exceptional Item	533.13	235.61	
Exceptional Items	-	-	
PBT	533.13	235.61	126.28%
Tax	105.44	62.41	
PAT	427.69	173.20	146.93%
PAT Margin %	6.72%	4.26%	246 bps
Other comprehensive profit / loss	(0.23)	-	
Net PAT	427.47	173.20	146.80%
Diluted EPS	7.09	2.87	

Consolidated financial performance for 9M FY23 v/s 9M FY22:

- Revenue from operations recorded a robust growth of **56.34%** from Rs. 4,069.60 Mn in 9M FY22 to Rs. 6,362.27 Mn in 9M FY23.
- The EBITDA increased by **121.41%** from Rs. 311.94 Mn in 9M FY22 to Rs. 690.66 Mn in 9M FY23 and a gain in the EBITDA margins from **7.67%** in 9M FY22 to **10.86%** in 9M FY23.
- PAT stood at Rs. 427.69 Mn in 9M FY23 as compared to Rs. 173.20 Mn in 9M FY22 recording a growth of **146.93%** and PAT margins stood at **6.72%** in 9M FY23 as compared to **4.26%** in 9M FY22.

Business Update:

- The company entered into a **Memorandum of Understanding (MoU)** with **African Peace and Security Union** in the spirit of peace, friendship and mutual co-operation which will help LCL to establish a strong business presence in Africa to provide services like Port logistics, ICD Port, Warehousing, and container yard.
- The board approved **1:2 stock split** on October 28th, 2022; in order to provide enhanced liquidity in the capital markets through widening the shareholder base and to make it more affordable for small investors.
- The company shall be adding **10,000 TEUs** in the coming year FY24.

Management Comments

Commenting on the Performance of the Q3 & 9M FY23, Management stated:-

*We are pleased to report our performance for Q3 and 9M FY23. LCL delivered a robust performance for the period of Q3 & 9M FY23, the revenue from operations stood at Rs. 1,772.28 Mn in Q3 FY23 & Rs. 6,362.27 Mn in 9M FY23 showcasing a quarterly growth of 11.50% and 56.34% in 9M FY23. The growth was led by **growing demand supported by increasing economic activities, entering new geographies, addition of new TEUs and high capacity utilization.***

*EBITDA increased by 68.82% to Rs. 237.08 Mn in Q3 FY23 from Rs. 140.43 Mn in Q3 FY22 & 121.41% to Rs. 690.66 Mn in 9M FY23 from Rs. 311.94 Mn in 9M FY22 and margins grew handsomely at 10.86% in 9M FY23 from 7.67% in 9M FY22 led by **increase in scale of operations and focus on strategic cost rationalization.***

Despite the overall level of port congestion lowering and freight rates stabilizing we remain confident of our capabilities to provide distinguished client satisfying services and the overall prospectus of the industry we operate in. In terms of future prospects, we are positive about the outlook for the container shipping industry.

The FCCB funds will be utilized for capex of Lancia Shipping LLC, our wholly owned subsidiary, for procurement of containers to cater the demand in Middle East, Europe, and East Africa regions. Additionally we have new business plans lined up in Africa for multiple projects catering to Port Logistics, ICD Port, Warehousing, and Container yard. All of these initiatives endeavor to establish LCL as one of the pioneering and reputable global logistics company.

Lancer Container Lines is committed to reducing its environmental impact and promoting sustainability in its operations. LCL has implemented a comprehensive green logistics program, aimed at reducing its carbon footprint and conserving natural resources. One of the key initiatives is the optimization of its fleet management, with a focus on using fuel-efficient vessels and reducing idle time.

Through these efforts, LCL is demonstrating its commitment to a cleaner, more sustainable future for the industry and the planet. The company has added 493 TEUs in this financial quarter to the existing portfolio 14,304 TEUs as of 31st December 2022.

We are expecting to add more TEUs by the end of this financial year and we look forward to another successful quarter and I am confident that we will continue to create greater value for all our stakeholders.”

Management Guidance for FY23:

- The management expects the revenue to grow by **30% - 40% for FY23 over FY22**, mainly on the account of increase in geographic footprint, new TEUs addition, addition of new customers and aggressive sales strategy.
- EBITDA margin will improve by **100bps from FY22** due to large operational efficiency and volume commitment with vessel operators to negotiate on slot charges which is the major component of operational cost.
- In order to cater the increasing demand of shipping containers in global logistics market, the company plans to add **1,000 more TEU's in Q-4** (a mix of leased and owned).

For further information on the Company, please visit www.lancerline.com

About Lancer Container Lines Ltd.

Lancer Container Lines Ltd. was incorporated in 2011 by entrepreneur **Mr. Abdul Khalik Chataiwala**, headquartered in CBD Belapur. Lancer is into providing **'TOTAL LOGISTICS SOLUTION WITHOUT LIMITS'** and operates an **asset-light business with a mix of 14,000+ owned and leased containers**, offering services to **86 ports** as well as inland destinations through **13 offices in India** and a **subsidiary in Dubai**, covering more than **30 countries**, the principal geographies of operations are supported by a **network of associates** in the **Indian subcontinent, Southeast Asia, the Far East, MENA and CIS countries**. Lancer provides services like NVOCC, Empty Container Yard, Container trading, Freight forwarding (Sea, Air, and Road), etc. in India as well as on a global basis. It owns a container yard spread over **20,000 square metre** in **Panvel** near **JNPT**. Lancer also manufactures portable cabins (**prefabricated structures**) for use in places where permanent construction is not feasible such as construction sites, factories, security cabins, toll booths, and other similar applications. Lancer is led by a team of seasoned professionals with robust experience in the shipping and logistics sector.

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