



Lancer Container Lines Ltd.

Date: November 15, 2021

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

Subject: Submission of Press Release on Un-Audited Results for Q2 and Half Year ended September 30, 2021.

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

Dear Sir/ Madam,

In continuation of our letter dated November 12, 2021 conveying Outcome of Board Meeting, kindly find attached Press Release on Un-Audited Results for Q2 and Half Year ended September 30, 2021.

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



Archana Chandrakant Indulkar
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@lancermarine.in | Web.: www.lancermarine.in

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• Hyderabad • Jalandhar • Jodhpur



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Q2 & H1 FY22 – Earning Updates

Revenue from Operations reported at **Rs. 1,369.19 Mn in Q2 FY22** and **Rs. 2,480.11 Mn in H1 FY22**

EBITDA stands at **Rs. 105.36 Mn for Q2 FY22** and **Rs. 171.52 Mn for H1 FY22**

PAT stands at **Rs. 60.14 Mn in Q2 FY22** and **Rs. 89.88 Mn for H1 FY22**

CBD Belapur, 15th November 2021: Lancer Container Lines Ltd, one of the leading players in shipping and logistics industry, in its board meeting held on 12th November 2021 has approved the Unaudited Financial Results of the Company for the Second Quarter Ended on 30th September 2021 as one of its agenda.

Financial Statement Highlights for Q2 FY22 v/s Q2 FY21

Particulars (INR MN)	Q2 FY 22	Q2 FY 21	YoY %	Q1 FY22
Revenue from Operations	1,369.19	732.36	87%	1,110.92
Other Income	2.22	1.38		3.96
Total Revenue	1,371.40	733.74	87%	1,114.88
Total Expenses	1,292.01	702.58		1,073.78
EBITDA	105.36	57.68	83%	66.16
EBITDA Margin (%)	7.70%	7.88%		5.96%
Depreciation	22.74	20.83		21.86
Finance Cost	5.44	7.07		7.17
PBT with Exceptional Item	79.39	31.16	155%	41.10
Exceptional Items	0.00	0.00		0.00
PBT	79.39	31.16	155%	41.10
Current Tax	18.90	7.62		11.01
Earlier Years	0.00	0.00		0.00
Deferred Tax	0.35	0.60		0.35
Tax	19.25	8.22		11.36
PAT	60.14	22.94	162%	29.74
Other comprehensive profit / loss	0.00	-0.04		0.00
Net PAT	60.14	22.90	163%	29.74
PAT Margin %	4.39%	3.13%	126 bps	2.68%
Diluted EPS	5.99	2.28	163%	2.96

Note: 20094080 equity shares were allotted as Bonus shares in the ratio 2:1 on 18th oct,2021 as per resolution approved in the AGM held on 29th Sep,2021. The resultant changes in equity share capital will be reflected in the next quarterly result.

Financial Performance Comparison – Q2 FY22 v/s Q2 FY21

- Revenue from Operations **increased by 87% from Rs. 732.36 Mn in Q2 FY21 to Rs. 1,369.19 Mn in Q2 FY22** mainly due to healthy demand of shipment volumes which led sustained growth and expanded our market share in the NVOCC business
- The EBITDA **increased by 83% from Rs. 57.68 Mn in Q2 FY 21 to Rs. 105.36 Mn in Q2 FY22.**
- Net profit increased by **163% from Rs. 22.90 Mn in Q2 FY21 to Rs. 60.14 in Q2 FY22**

Financial Performance Comparison – Q2 FY22 v/s Q1 FY22

- Revenue from Operations **increased by 23% from Rs. 1110.92 Mn in Q1 FY22 to Rs. 1,369.19 Mn in Q2 FY22**
- The EBITDA **increased by 59% from Rs. 66.16 Mn in Q1 FY 22 to Rs. 105.36 Mn in Q2 FY22.**
- Net profit increased by **102% from Rs.29.74 Mn in Q1 FY22 to Rs. 60.14 in Q2 FY22**

Financial Statement Highlights for H1 FY22 v/s H1 FY21

Particulars (INR MN)	H1 FY 22	H1 FY 21
Revenue from Operations	2,480.11	1,243.09
Other Income	6.18	4.42
Total Revenue	2,486.28	1,247.51
Total Expenses	2,365.79	1,186.62
EBITDA	171.52	113.20
EBITDA Margin (%)	6.92%	9.11%
Depreciation	44.60	42.06
Finance Cost	12.61	14.67
PBT with Exceptional Item	120.49	60.89
Exceptional Items	0.00	0.00
PBT	120.49	60.89
Current Tax	29.91	15.10
Earlier Years	0.00	0.00
Deferred Tax	0.70	0.96
Tax	30.61	16.06
PAT	89.88	44.83
Other comprehensive profit / loss	0.00	0.11
Net PAT	89.88	44.94
PAT Margin %	3.62%	3.61%
Diluted EPS	8.95	4.46

Financial Performance Comparison – H1 FY22 v/s H1 FY21

- Revenue from Operation recorded a **growth of 99.51%** from Rs. 1,243.09 Mn in H1 FY21 to **Rs. 2,480.11 Mn in H1 FY22**
- The EBITDA **increase by 51.52%** from Rs. 113.20 Mn in H1 FY21 to Rs. 171.52 Mn in H1 FY22
- Net profit stood at **Rs. 89.88 Mn in H1 FY22**, compared to Rs. 44.94 Mn in H1 FY21 recorded a **growth of 100.49%**
- Net Cash flow from operations **increased by 56.04%** from Rs. 149.23Mn in H1 FY21 to **Rs. 156.04 Mn in H1 FY22**
- Total Fixed Asset stood at **Rs. 621.19 Mn in H1 FY21** compared to **Rs. 622.98 Mn in H1 FY22**
- Current Asset stood at **Rs. 642.84 Mn in H1 FY22**, compared to **Rs. 324.20 Mn in H1 FY21**
- Long term borrowing stood at **Rs. 121.08 Mn in H1 FY22**, compared to **Rs. 207.24 Mn in H1 FY21**. **This decrease is attributed to our sharp increase in profits and improved cash accruals**
- Finance Cost decreased **by 14.05%** from **Rs. 14.67 Mn in H1 FY21** to **Rs. 12.61 Mn in H1 FY22**

Business Updates

- Lancer Container Lines Ltd. has incorporated a wholly owned subsidiary company named **LANCIA SHIPPING L.L.C** in Emirate of Dubai on October 24, 2021
- Lancer Container Lines Ltd. has successfully completed **more than 75,000 shipments** in the fiscal year 20-21.
- Company has successfully established a **very strong agency network** by adding new principals and geographies through its wholly owned subsidiary- KMS Maritime India pvt. Ltd.
- The Company's strength has increased from **184 to 201** owing to the retainment of our top talent and recruitment of new staff

Commercial Updates

- Lancer Container Lines Ltd. has successfully **increased its Authorized Share Capital from 15 crores to 50 crores**
- Lancer Container Lines Ltd. **has successfully issued Bonus Equity Shares in the proportion of 2:1** to eligible shareholders on its 'record Date' i.e., Thursday, 14th October, 2021
- Company had also fixed the 'Record Date' i.e., Monday, 13th September, 2021 to distribute the **final dividend of Re. 0.50 per equity share of Rs. 10/- each** to the eligible shareholders i.e., Non promoter Shareholder **and was successfully implemented the same**
Both the above market actions **were done before due date** making Lancer Container Lines Ltd. fully compliant to SEBI guidelines

Management Comments

Commenting on the performance of Q2 FY22, Mr. Abdul Khalik Chataiwala (Chairman) said:

"With the impact of Covid-19 pandemic and resulting lockdowns on the downfall, the Shipping industry has received a boost in the demand for containers. The increasing freight charges globally and congestion at Chinese Ports have presented an optimistic outlook for the Indian Container Shipping business. In tune with this outlook, Lancer Container Lines has reported a highest ever business performance for the second quarter ended 30th September, 2021. We have been able to increase our PAT margins to 4.39% in Q2FY22 as compared to 2.68% Q1FY22. Our Revenue from operations stands at 1369.19 Mn till end of September, 2021 reporting a growth of 87% vis-à-vis H1 FY 21. This is mainly supported by our NVOCC business that witnessed sustained growth due to

healthy demand for FCL & LCL shipments which led an expansion of our market share. We have also brought down our debt substantially in FY22, primarily on account of a sharp increase in profitability and improved cash accruals. However, we believe our EBIDTA margins will improve further on account of increased revenue from various business segments and healthy cost management.

While the shipping & logistics industry faced a slowdown due to issues like vessel shortages & high container prices, increased freight and fuel rates, etc, we took these hassles as an opportunity to increase our market share by implementing effective strategies like increasing our mixed container portfolio, strengthening our presence in global markets by venturing into new routes & implementing advance slot booking policies for our containers. Our newly acquired subsidiary in emirate of Dubai will help the company to create a strong footprint in the Middle East & generate increased revenues from this region. Further, our company also plans to enter European & Mediterranean markets more aggressively by setting up dedicated team which will operate strategically in these regions which were earlier lesser explored.

We assure you to keep our focus on growth with margins and commitment to maximising shareholder wealth. I would like to take this opportunity, on behalf of the Board of Directors, to thank each and every one of you for your constant support in this progressive journey together”

Management Guidance for FY22

- The management expects the revenue to **grow at 80%** for the year FY22, mainly on the account of robust exports and elevated freight rates.
- EBIDTA margin will **improve to 10-12%** due to increase in advance slot booking with vessel operator which gives cost benefits to the company
- In order to cater the increasing demand of shipping containers in global logistics market, Lancer Container Lines Ltd. **plans to add 2,500 – 3,000** new mixes of lease and owned containers to the existing portfolio of 10,000 containers
- As a long-term target, company plans to set up a cold chain storage, acquire a new shipping vessel and emerge as a first logistics player to set up a manufacturing unit to produce shipping containers.
- In order to finance these capital ventures, the company **plans to issue Foreign Currency Convertible Bonds “FCCBS” up to 100 Mn USD** in tranches from time to time.

About Lancer Container Lines Ltd.

Lancer Container Lines Ltd. was incorporated in 2011 by entrepreneur Mr. A. Khalik Chataiwala, headquartered in CBD Belapur. The Company is engaged in providing 'TOTAL LOGISTICS SOLUTION WITHOUT LIMITS' in more than 30 countries. The Company has 14 branches PAN India. Lancer Container Lines Ltd. is supported by a network of 6 Wholly owned subsidiaries which provide services like NVOCC, Empty Container Yard, Container trading, Freight forwarding (Sea, Air, Road), etc. in India as well as globally.

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

Mr. A. Khalik Chataiwala
Lancer Container Lines limited
Email: secretarial@lancerline.com
Contact: 022 27566940/41/42

Krunal Shah/ Vinayak Shirodkar
Captive IR Strategic Advisors Pvt. Ltd.
Email: krunal@cap-ir.com/Vinayak@cap-ir.com
Contact: +91 9892288895

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